

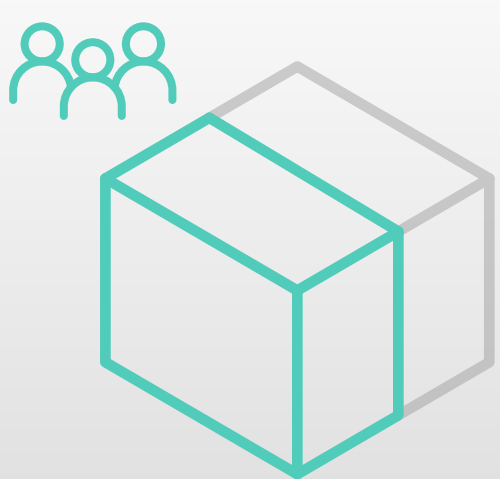
# Model N

## Increase collaboration. Increase sales.

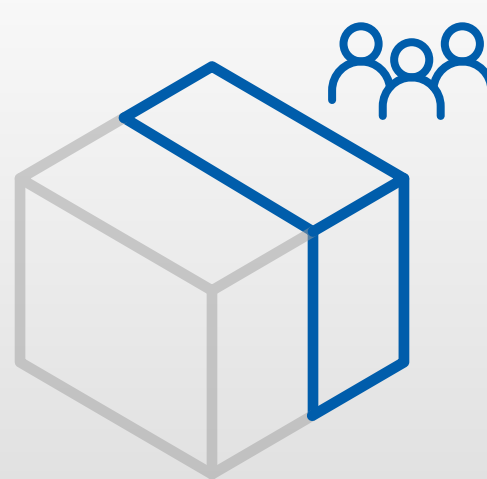
### The medtech selling process is cumbersome.

Inefficient communication and a lack of visibility between field sales and operations teams cause issues with the sales and contracting process.

And because these front- and back-office teams aren't unified...



FIELD SALES



OPERATIONS



**Process bottlenecks** cause delayed responses to customers, slow contract turnaround times, and unmet expectations for sales.



**Increased hours and more stress** result as operations tries to implement and manage contracts AND keep up with requests from sales.

All that leads to unhappy customers:

# 76%

of U.S. healthcare providers are not satisfied or neutral with the medtech selling process.<sup>1</sup>

### It's time for a new approach.

To optimize deal value, bring sales and operations teams together by providing:



Instant access to real-time customer data and insights



Integrated applications that connect sales-facing tools with pricing and contracting systems



A streamlined contract creation process

“Model N has developed an innovative way to serve an unmet need for field sales teams by enabling them to be more proactive with customers on a daily basis without relying so heavily on operations teams.”

Michael Townsend, research director, Life Sciences Commercial Strategies, IDC

### Get more data, more deals, more dialogue, and more value.



Direct integration with Salesforce

# 26%

increase in reps achieving their quotas

# 2x

larger average deal size

# 17%

increase in win rates

### Discover how to bring your front- and back-office teams together with Model N Deal Management.

Download the ebook, “Unifying sales and operations in medtech,” today at [modeln.com/dealgmt](https://modeln.com/dealgmt)