Streamline meeting preparation

How Model N Deal Management makes medtech sales meetings more manageable and productive

The old, inefficient way





overprepare for the meeting.







A sales rep schedules a customer meeting.

The rep must coordinate with the operations team weeks in advance to get information to hold a productive conversation with the customer.

The ops team scrambles to provide a rolling-12 sales analysis, year-to-date rebates, quarterly trend analysis, and contract terms – while answering similar requests from other reps and performing their daily responsibilities of implementing and managing contracts.

It's meeting day. **Despite the preparation, the rep cannot answer a question.** Now,
the rep must request more information
from operations – which takes more time
and could impact customer satisfaction.

The new, better way – with Deal Management









Since they're not fielding requests from sales, the ops team can focus on executing and managing contracts and performing post-deal analysis.

They become a strategic partner

They become a strategic partner to sales – sharing what works and what doesn't to help generate better deals.



It's meeting day. The rep logs in to Salesforce to access the customer's contract structure, products, tiered pricing compliance, and rebates. They can discuss positive news and help the customer avoid unpleasant surprises.



Now the rep is always
equipped to have proactive,
meaningful conversations —
whether the meeting is scheduled
or happens on-the-fly when
they're on-site replenishing stock.

Model N

Make meetings better for everyone



Empower sales to hold more proactive, ongoing conversations with customers



Free operations from administrative requests so they can add strategic business value



Improve customer satisfaction and foster long-term relationships

Enrich the Salesforce experience

Built on Salesforce, Deal Management embeds real-time contracting and pricing data and insights directly into the application that sales reps use daily. Salesforce becomes more than a customer relationship management platform; it's the tool that reps can use to coordinate meetings, disperse information to customers, and grow revenue.

About Model N Deal Management

Deal Management is purpose-built to alleviate the challenges that face medtech sales and operations teams. By enhancing collaboration between sales and operations, Deal Management improves visibility, increases efficiency, and strengthens customer relationships.

Discover how you can bring more data, more dialogue, and more deals to your organization. Schedule a demo today.