

Unlock actionable insights from your revenue data

Revenue data holds a treasure trove of valuable information that can be used to improve tactical and strategic decision-making. Far too often, life sciences and high-tech companies cannot effectively analyze pricing, quoting, deal, and customer data because it is spread across siloed systems, sources, and complicated spreadsheets.

With Model N Intelligence Cloud, you can extract timely, operational business insights from your revenue data. Powered by advanced analytics, Intelligence Cloud enables you to quickly identify opportunities, issues, and trends, so you can take appropriate action to optimize revenue.

Intelligence Cloud scales with your organization regardless of your data volume or analysis complexity. Through interactive features, such as drill-down, filtering, and pivot, your entire organization – from senior executives to data scientists – can quickly perform root cause analysis and dive deeper into your business's performance.

Along with accessing more than 100 out-of-the-box reports, you have the freedom to perform your own analysis, create custom reports, adjust dashboards, and embed intelligence into your CRM and ERP platforms.

Staying informed with timely alerts and robust reporting

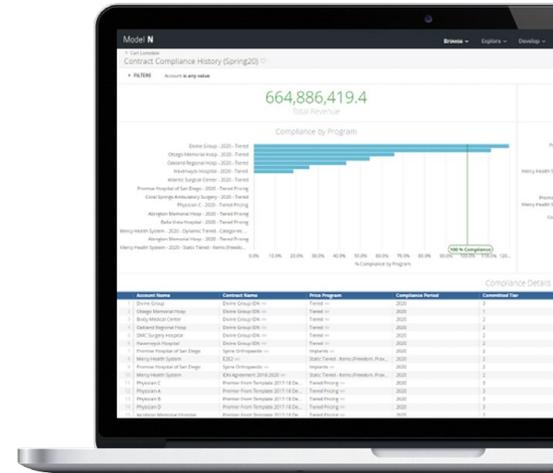
Through Intelligence Cloud, you can establish data-driven alerts and reports to make sure time-sensitive actions are monitored and tracked. For example, you could set up an alert to notify an account manager of their customer's contract commitment status. Intelligence Cloud then automatically checks the customer's revenue at a certain time every day and sends a report.

You can also create custom and ad hoc reports, which can then be shared, saved to other dashboards, or made public so others who have access to the data can run the same report. Intelligence Cloud provides you with the capability to create and leverage actionable reports through the use of schedules and triggers, so you can take a more proactive approach to your business. The system will check to see if there are contracts that meet the criteria. If there are, everyone on the distribution list will automatically receive the report, and it will continue to monitor them on your required frequency.

As these reports and alerts get built out, Intelligence Cloud notifies you only when the information requires your attention or a specific action. Through these reports, alerts, and integration with other applications, Intelligence Cloud enables you to easily share the valuable data and insights generated by Model N with sales, pricing, finance, and market access teams – all of whom are critical to helping your organization grow and optimize revenue.

A single view of the truth

When you have Intelligence Cloud for all your Model N applications, data from each application filters into the same data mart. This gives you access to powerful intelligence and the ability to see the bigger picture without running separate reports or viewing multiple dashboards.



From total revenue to the individual sales line, you can take charge of your data and explore the details and trends of your business.

Insights for strategic and operational excellence

Intelligence Cloud can address a number of operational use cases. Common examples include:

- ✔ **Comparing prices across countries, channels, and customers.**
- ✔ **Automatically checking for price changes over a specific time period and alerting sales.**
- ✔ **Reviewing sales data at the sales territory or sales rep level.**
- ✔ **Identifying trends in customer revenue and profitability.**
- ✔ **Tracking customer and partner contract commitments and evaluating the impact of possible non-compliance on revenue.**
- ✔ **Preventing unnecessary discounting and overpayments.**
- ✔ **Arming sales teams with correct pricing based on a customer’s contract, membership, and incentive programs.**
- ✔ **Quickly identifying margin and revenue issues with the ability to drill down to pinpoint root causes.**

Discover how Model N Intelligence Cloud delivers direct access to your data and automates actionable insights.