

# Model N Revenue Cloud for High Tech



In the high-tech industry, end customers can purchase directly or through distribution partners, manufacturer representatives, and contract manufacturers across multiple regions. This distributed sales process makes it difficult to optimize commercial decisions and meet market demand. Without an end-to-end platform that enables you to manage complex pricing rules, incentives, contracts, and compliance, you could be losing significant revenue.

Model N Revenue Cloud for High Tech is an integrated, end-to-end solution designed to help high-tech manufacturers confidently execute all aspects of pricing and channel operations, incentive management, and sales at speed and scale. From inventory to orders, Revenue Cloud fills data gaps and delivers the automation and analytics you need to properly optimize revenue and ensure compliance.

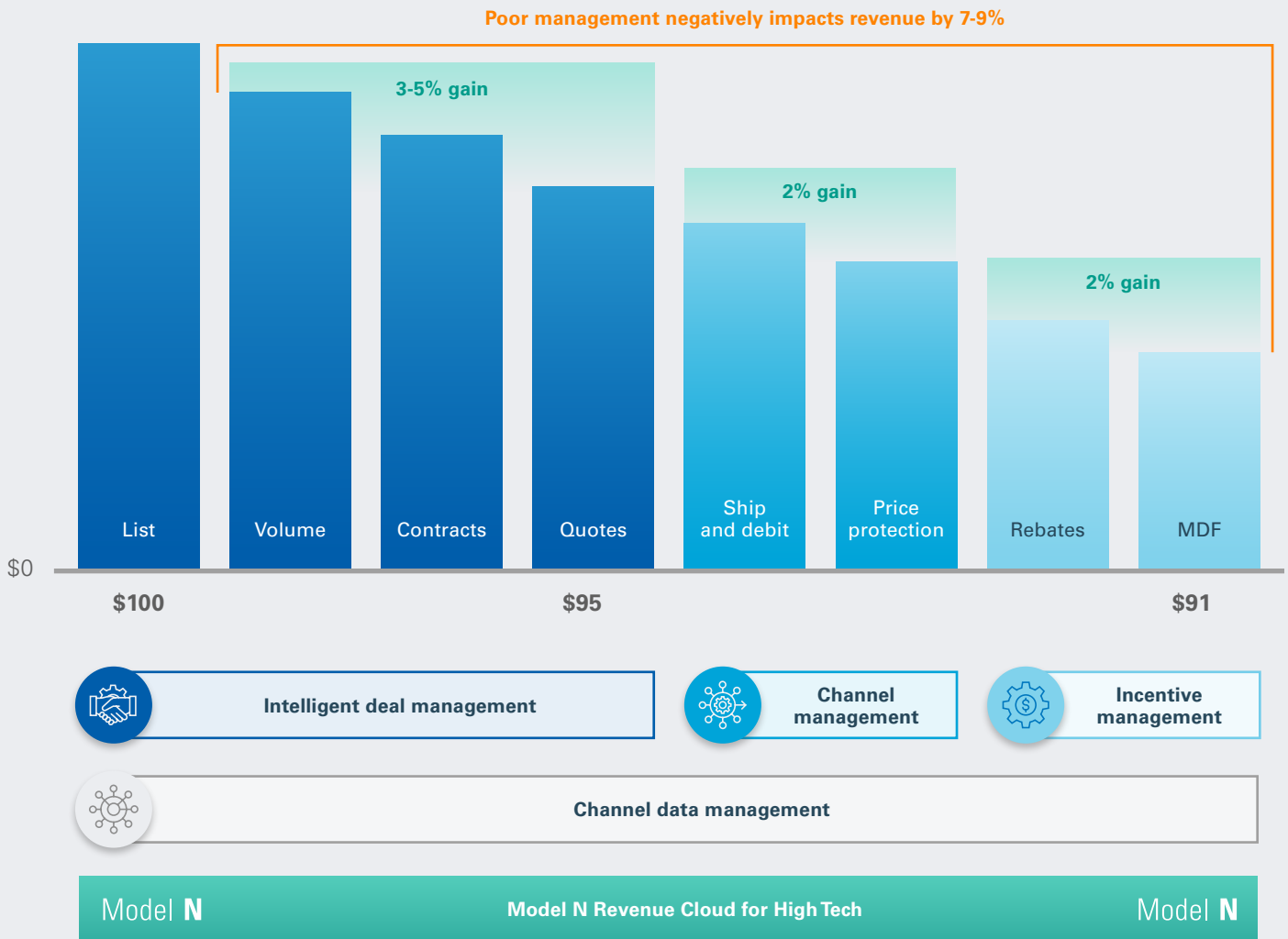
#### **With Model N Revenue Cloud, you can:**

- Find opportunities and win more deals.
- Combat price erosion to protect your margins.
- Reduce channel conflict and improve partner performance.
- Perform accurate calculations and validations to avoid overpayments.
- Gain visibility into channel data and end-to-end revenue.

“Model N allowed us to raise the bar in how we respond to customers, made us more effective in the way we respond to customers, made us more capable in the way we price, and [enabled us] to avoid any errors we might make.”

Peter Austin, Vice President,  
Customer Operations, NXP

## Optimize revenue management and ensure compliance



## Confident end-to-end revenue execution



### Model N Deal Management

Accelerate deal cycles by effectively managing global quoting, pricing, and contracting while optimizing revenue with volume commitments and consistently executing pricing programs.

- Manage price concessions and track customer compliance against contracts.
- Decrease quote cycle time and effectively manage all opportunities.
- Increase the efficacy of design registrations, channel quoting, and incentive programs like rebates and ship and debit.



## Model N Channel Management

Automate channel operations – such as ship-and-debit programs, price protections, stock rotations – and claim processing to ensure channel compliance.

- Update prices in real time across all deals and debits to capture revenue and demand.
- Track channel inventory to determine accruals, debit eligibility, and available quantities and value.
- Validate channel data against claims to eliminate overpayments and improve processing time for settlement and reconciliation.

## Model N Deal Intelligence

Access real-time, commercial business intelligence, using artificial intelligence and machine learning, for pricing guidance during the deal negotiation process.

- Perform what-if scenario analysis to compare price options and forecast bottom-line impact.
- Drill into transaction-level details to evaluate more quotes faster and maximize margin.
- Assess deals from numerous aspects, including quote win probability, expected compliance, and customer performance.

## Model N Price Intelligence

Gain visibility and insight into pricing issues that are impacting revenue and profitability and get the full picture of your revenue with gross-to-net visualizations and drill downs.

- Provide sales with timely information on wins, losses, and pricing compliance.
- Review price tables, pricing rules, contracts, and quotes to identify root causes of revenue issues.
- Measure performance by customers, products, territories, strategies, contracts, and channel incentives.



## Model N Rebate Management

Design, track, and manage effective rebate programs that will drive market behavior for consumption and improved market share.

- Automate and manage the entire rebate management process with unparalleled scalability.
- Eliminate overpayments, track performance and rewards, generate accurate accruals, and provide partners with timely and accurate payments.
- Gain insight into program effectiveness and partner performance with Rebate Intelligence.



## Model N Market Development Fund Management

Automate every aspect of the co-op and MDF process from creation, administration, and compliance to approval and payment.

- Successfully design and execute incentive programs to drive sales and marketing, enroll partners, and enable them to create plans that maximize impact.
- Track channel activities across your partner base to measure execution against sales and marketing initiatives.
- Control the types of activities and claims approved for each fund and ensure timely payment for approved partner activities.

## Model N Payment Management

Quickly and accurately make payments to your customers and channel partners through seamless integrations to our Rebate Management and MDF Management applications.

- Manage the partner payments process from funding to payment validation.
- Instantly generate payments to global partners in their preferred currency.
- Increase partner engagement by reducing payment time and increasing transparency.



## Model N Channel Data Management

Automatically organize, cleanse, validate, and standardize your point-of-sale, inventory, and claims data with almost no human intervention for 98+ % accuracy.

- Track channel sales, inventory, and claims to optimize channel partner performance.
- Streamline partner onboarding and data submissions through self-service capabilities or treat them to white-glove active partner management.
- Uncover ongoing and changing channel and market trends with Channel Intelligence for better decision-making, forecasting, and accounting.

## Get started today

For more than 20 years, Model N has purpose-built applications to specifically address the revenue challenges facing the high-tech industry. Model N Revenue Cloud is the intelligent platform that combines integrated technology, data, analytics, and expert services to deliver deep insight and control over revenue and profitability across commercial operations.