

Structure winning deals

The fast-moving nature of the high-tech and semiconductor industry segments, combined with the overwhelming number of special pricing requests, makes it difficult for marketing and sales personnel to consistently determine optimal pricing for each deal.

Model N’s AI-driven Deal Intelligence brings real-time, operational business intelligence to the price negotiation process with advanced customer and quote analysis functionality designed for the high-tech industry.

Get insight into special price requests

Compare the deal and/or customer with the right peer group in real time through an interactive visual user interface with flexible filters.

Assess customer value

Prevent unnecessary discounting and focus on your most valuable customers with real-time customer analysis. Compare customers to other high-value or lookalike customers, assess top and bottom performers, and identify their ongoing contribution to your business.

Apply right pricing

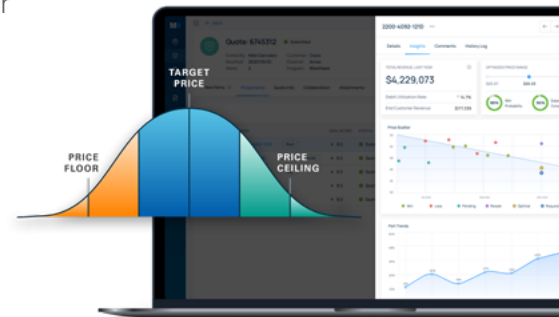
Perform what-if analysis and generate price from relevant historical transactions and arm your sales and marketing teams with the ability to defend prices and handle price objection at the point of negotiations.

Maximize deal profitability

Boost profit from each transaction by using Quote Analysis to determine the right price. Scatter charts and regression curves allow you to visually compare the proposed deal in real time against historical wins/losses and pricing policies. Quote comparison allows you to assess the financial impact of pricing alternatives.



Limited access to critical real-time pricing data can cause companies to erode margins by as much as 1.5% to 2.5%.








Pricing guidance with win-loss, volume compliance, and discount controls enable manufacturers to negotiate higher margins on every deal.

Optimize revenue with smarter business decisions

Model N Deal Intelligence empowers your sales and marketing staff with interactive tools that provide price guidance and what-if analysis at the point of negotiation. With access to real-time data, artificial intelligence (AI) and machine learning (ML), and the ability to drill into granular transaction-level details, you can evaluate more quotes, faster – without leaving money on the table.



As many as 50% to 60% of deals require special pricing, according to a 451 Research study.

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Leverage AI and ML insights for product adoption and price recommendations.
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Analyze how well a customer is complying with contracts, quotes, and orders.
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View customer revenue and profitability over time to assess ongoing contribution to corporate objectives.
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Get an overall view of business activity with links to all related customer transactions.
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Compare customers to assess top and bottom performers.

Improve the price negotiation process

Schedule a demonstration to learn how Model N Deal Intelligence can help you reduce quote cycle time, increase win rate, and optimize revenue.