



Reimagining Revenue Management: Flexibility, Control, and the Hybrid Advantage

Regardless of where you are in the commercialization journey – from pre-launch, to growth, to a top-tier multinational firm – you must comply with new and changing regulations, efficiently execute business processes, and achieve your growth strategy. But you also need to bring life-changing drugs to market. In an effort to remain focused on innovation, many pharmaceutical manufacturers are turning to business process outsourcing (BPO) to help them offload repetitive tasks and close skill and knowledge gaps.

Model N Revenue Management Services is the BPO solution that was built specifically to help pharmaceutical companies in all stages of commercialization stay ahead of ever-changing regulations and optimize revenue from commercial contracts.

When you choose to outsource your commercialization and government compliance processes to Model N Revenue Management Services, you're hiring a complete team of industry experts who are backed by Model N's proven, state-of-the-art technology. This combination of people, process, analytics, and technology helps you mitigate risk, meet changing business needs, and achieve commercial excellence.

Closing skill and knowledge gaps

While prioritizing research and development is crucial to your success, you still need to allocate resources toward executing business processes and managing commercial access and government relationships. The life sciences industry is facing a global talent shortage, finding and retaining skilled employees has become more difficult as competition for experienced workers continues to grow.

Model N Revenue Management Services fills gaps in your organization and relieves overburdened staff, so you can keep your headcount focused on areas that will have the greatest impact on your business. Our advisors and operations team members specialize in government programs, commercial contracting, finance, and analytics — and work in these fields day in, day out.

We are deeply versed in the ever-changing federal and state regulations and their impact on drug pricing and compliance. Our team continuously tracks and documents legislative and regulatory changes — including new and updated state price transparency mandates and federal legislation — and updates processes as needed.

"Working with Model N Revenue Management Services allows me to build out my team around strategic processes rather than administrative work."

Yvonne Hilsky, Head of U.S. Market Access, Moderna

Flexible, Hybrid Operating Models: The New Normal

For too long, organizations have treated revenue management as an all-or-nothing decision, either building and managing everything internally or outsourcing the entire function.

Model N Revenue Management Services enables a **hybrid (co-sourced) approach** — blending internal control with scalable external support. This optionality empowers life sciences organizations to address their needs today and continually evolve their operations as circumstances shift. Sophisticated organizations are now asking "What should we outsource?" instead of "Should we outsource?"

A hybrid model allows you to:

- Maintain internal ownership of governance and strategy while outsourcing high-volume operational tasks
- Address capability gaps immediately while building long-term internal capabilities at your own pace
- Scale external support up or down without costly disruption or reimplementation
- Access modern technology and agentic AI capabilities at predictable operating costs

Continuously improve operational and business processes

Model N Revenue Management Services offers the best of both worlds: an expert operations team and experienced advisors backed by an innovative technology platform built for life sciences. Our applications span key areas of modern commercial operations and readily adjust to changing business, market, and regulatory requirements:

92%

According to Model N research, **92% of pharmaceutical companies report significant issues** related to resourcing, staffing, and expertise in revenue management and related commercial functions.
— Model N Research (2026)



Securely access your data, project deliverables, operational status, and documentation through a secure client portal.

- Government pricing
- TRICARE and coverage gap
- Medicaid claims
- Prescription data validation
- Formulary compliance
- Payer and provider rebates and fees
- Chargebacks
- Membership and contract eligibility
- State price transparency reporting
- Gross-to-net
- Government contracts management
- 340B Vigilance: Duplicate Discount Validations



Integrating pricing and contracting insight reduces your data cleansing effort

from weeks to days – and allows three to five full-time employees to focus on decision-making.

Business Insights with Data nSights

Model N Data nSights can give you clear, consolidated visibility into your commercial and government data, so your team spends less time chasing numbers and more time acting on them.

- Dashboards and on-demand reporting across pricing, contracting, and government compliance
- Real-time visibility into contract performance and trend tracking
- Analytics that surface compliance and pricing risks before they become problems

Put Model N to work for you.

Schedule a meeting to learn how you can outsource your commercial and government compliance to our industry experts, proven processes, and state-of-the-art technology.

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