

Scale revenue and compliance capabilities as you grow

As you expand into new product markets, therapeutic areas, and geographies, managing revenue and ensuring compliance become more complex. Processes must scale to address increased transaction volumes. More staff – with more specialized expertise – are necessary to manage these processes. Since a growing business often has limited budgets and thinly stretched resources, you need a mix of technology and operational assistance that can help you execute and manage some or all of the revenue management and compliance lifecycle.

With the flexible combination of Model N's Revenue Cloud SaaS platform and outsourced Revenue Management Services, you can confidently execute all aspects of commercial contracts and government compliance. This combination ensures that your needs are met today and that you can seamlessly scale to address changing business requirements and objectives.

With this hybrid approach from Model N, you can:

- Maximize global revenue and protect profits as transaction volume increases.
- Grow market access by optimizing launch sequences, pricing, and commercialization strategies.
- Stay ahead of and ensure compliance with changing government regulations.
- Increase accuracy and efficiency by establishing consistent, best practice-based processes.
- Access real-time insights and analytics to support strategic business decisions.

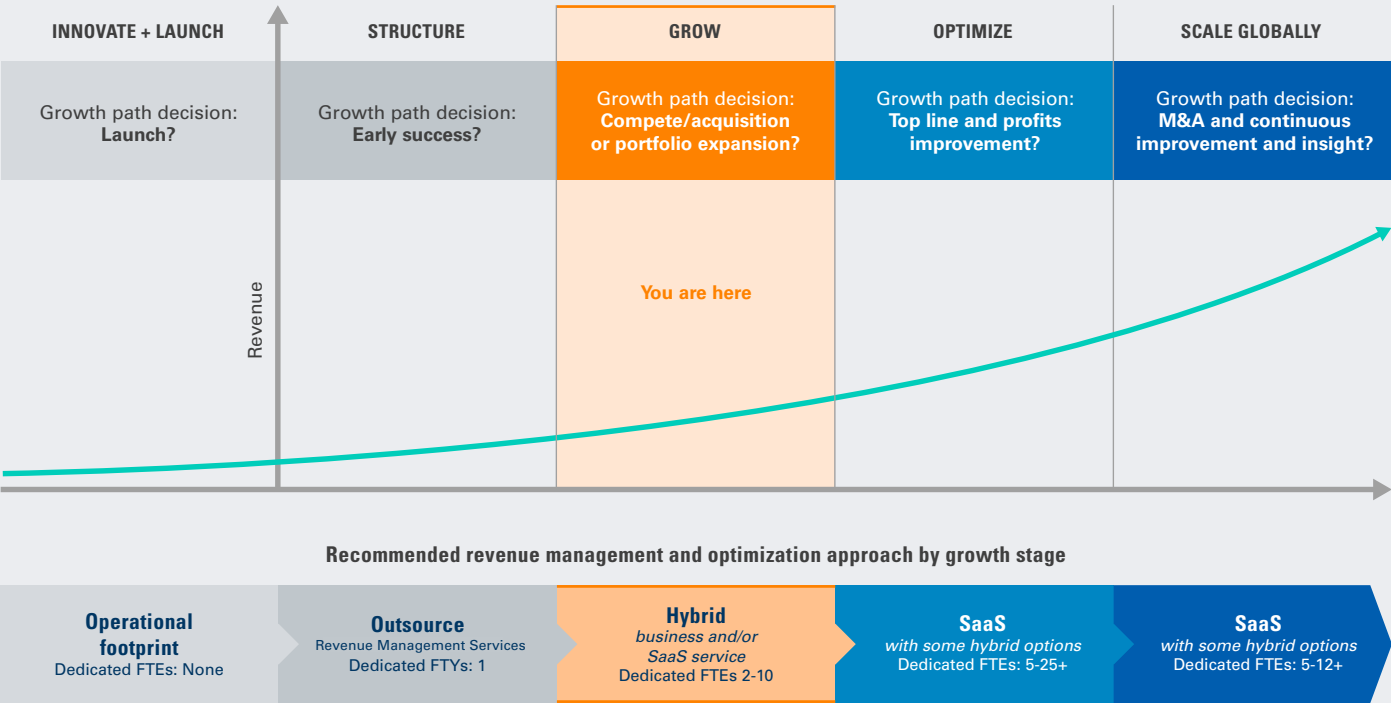
Improve process efficiency with speed and scale

As a company in growth mode, success hinges on a strategic blend of innovation, agility, and operational excellence. Of paramount importance is fostering a culture of innovation that encourages continuous research and development to drive new product offerings and market differentiation. Additionally, agility in adapting to evolving regulatory landscapes and market demands is crucial, allowing swift adjustments to product strategies and expansion plans.

Maintaining operational excellence through optimized revenue management, efficient processes, and strategic investments in technology and talent ensures scalability while minimizing risks. By adhering to this recipe for success – innovation, agility, and operational excellence – pharma companies can navigate the complexities of the growth stage with confidence, driving sustainable growth and market leadership.

Gain visibility and control over the complexities of commercial operations and compliance

Model N understands the unique challenges and opportunities that accompany growth. Our tailored solutions are designed to empower you to navigate this phase with confidence and efficiency. You can either work with our experienced operations team to run all your business processes, split processes between your team and ours to improve efficiencies and fill experience gaps, or use Model N applications to handle processes entirely in house. We’re here to help you unlock the full potential of your growth.



Utilization-based rebates

Navigate complex requirements for formulary compliance, price protection, plan memberships, rebates, and chargebacks.

Pricing, rebates, and chargeback processing

Effectively manage and execute commercial contracts by accurately calculating rebates, fees, chargebacks, and accruals to reduce revenue loss.

Deal visibility and management

Increase efficiency between front- and back-office teams to improve consistency in revenue management processes and gain visibility into performance and pricing.

Government pricing

Correctly and consistently calculate, report, and verify prices in a timely manner to ensure compliance and full reproducibility.

Medicaid claims

Mitigate risk and reduce Medicaid rebate overpayments by accurately processing claims on a timely basis.

State price transparency management

Manage and meet the unique reporting rules, formats, and timelines of state-specific price transparency regulations.

End-user productivity

Deliver help and warning messages directly within Model N applications to guide users in a manner that's specific to your processes and their role.

Script-level validation

Scrub prescription-level data and identify duplicate line items, ineligible products, and missing information to prevent duplicate discounts with the 340B Drug Pricing Program and other programs.

Strategic data insights

Use advanced analytics to extract timely operational insights from your revenue data to better forecast market potential, improve market access strategies, and optimize pricing.

Global pricing management

Identify optimal launch strategies, protect prices throughout the product lifecycle, and manage rules and formulas associated with international reference pricing.

Global tender management

Gain visibility into global tender opportunities, streamline preparation and approval processes, and proactively generate winning strategies.

340B duplicate discount

Prevent duplicate discounts by identifying prescriptions dispensed using drugs acquired at the 340B discount price and submitted to commercial or Medicaid payers for a discount.

Discount reallocation management

Confidently execute complex contracting strategies while ensuring compliance with the Deficit Reduction Act's mandates for bundled drug sales.

Medicaid automated invoice retrieval

Automate the retrieval of Medicaid invoices and claims-level details for more accurate and faster rebate processing.

Gross to net

Increase accuracy and accountability in gross-to-net and revenue accounting to ensure compliance and improve financial forecasting.

Get started today

Model N brings a comprehensive suite of capabilities tailored to meet the dynamic needs of your business. With a flexible approach encompassing hybrid, managed services, and SaaS solutions, we are here to respond to your evolving requirements. We accompany you through every phase of your growth, offering industry-leading expertise and deep knowledge in both SaaS technology and managed services. With one of the largest customer bases in the industry, we bring invaluable insights and best practices to the table. Through automation, we streamline critical processes to empower your organization with efficiency and strategic insights.