

Add Model N industry experts to your team



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. To remain focused on innovation, many pharmaceutical manufacturers turn to business process outsourcing (BPO) to help them offload repetitive tasks and close skill and knowledge gaps.

Model N Revenue Management Services is the outsourced 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 proven Model N technology. This combination of people, process, analytics, and technology helps you mitigate risk, meet changing business needs, and achieve commercial excellence.

It doesn't matter if you have one product or thousands, Model N Revenue Management Services provides the level of support you need today and scales with you as your business grows and changes.

96%

According to Model N research, **96% of pharmaceutical executives use BPO at a moderate level or above** to address staffing and expertise issues within revenue management, and 65% say it plays a substantial or significant role.



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. Unfortunately, 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. We enhance your team with experts who worked directly for pharmaceutical companies, giving you the benefit of their experience. Our advisors and operations team members specialize in government programs, commercial contracting, finance, and analytics and work in these fields day in, day out.

Our team becomes an expert in your business. We engage with you to solve complex pricing and contracting problems, while helping you see the big picture.

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. You can be confident you'll remain compliant with existing and new regulations because our team is always up to date.

Through continuous access to our industry experts, you can meet changing business requirements, execute business processes consistently, and achieve a level of organizational flexibility and expertise that's otherwise not possible without scaling your headcount.



Continuously improve operational and business processes

Manual and homegrown systems are time-consuming and create silos throughout an organization. Technology solutions increase visibility, efficiency, and accuracy, but they also require internal staff and budgets to manage them.

Model N Revenue Management Services offers the best of both worlds: An expert operations team and experienced advisors backed by an innovative technology platform that was developed for life sciences. Model N technology is trusted by pharmaceutical manufacturers of all sizes because it uniformly applies pricing, contracting, and analytics processes across the organization. And since our team is managing it on your behalf, you don't have to worry about any hardware and software updates.

Model N Revenue Management Services increases accuracy in claims processing, rebate calculations, verifications, and government reporting. Our applications span key areas of modern commercial operations and readily adjust to changing business, market, and regulatory requirements:

- Government pricing calculations
- Medicare Part D and Manufacturer Discount Program
- TRICARE invoice processing
- Federal Supply Schedule administration
- State price transparency management
- Payer contract operations
- Chargeback processing and membership administration
- Managed care rebate processing and validation
- Pharmacy benefit manager and payer reconciliation
- 340B deduplication
- Sales-based rebates and fees
- Regulatory submissions and compliance
- Commercial contract administration
- Class of trade and entity management
- 340B contract administration
- Gross-to-net accruals and forecasting
- Inflation Reduction Act and Maximum Fair Price operational support
- Revenue analytics and financial reconciliation

By coupling process enhancements with industry specialists, we offer efficient, scalable, and rapid data processing, so you can quickly mitigate risk and access business insights.



Integrating pricing and contracting insight reduces your data cleansing effort from weeks to days, allowing three to five full-time employees to focus on decision-making.

Unlock hidden intelligence in your data

The value of data lies in your ability to use it. Unfortunately, when data is spread throughout systems, applications, and teams, you can't see the big picture. You end up spending too much time chasing down information and not enough time leveraging it to make better decisions.

We turn large, complex transactional data into meaningful, actionable insights that enable you to:

- ✓ Better forecast market potential and identify opportunities.
- ✓ Track trends and understand contract performance in real time.
- ✓ Detect potential compliance and pricing risks.
- ✓ Understand potential downstream impacts of future pricing and product events.

Model N Revenue Management Services seamlessly integrates with your external third-party logistics systems (3PLS), bringing your commercial and government data together for reporting, discovery, and analysis. While we enhance the value of your data, you never lose control of and access to it. From dashboards and scenario modeling, to an on-demand report builder and gross-to-net tools, you will always have the integrated business insights and expert advice you need to make the right decisions for your business.

“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

Put Model N to work for you.

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