Model N

Achieve control, consistency, and efficiency in your gross-to-net accounting

Calculating and understanding gross-to-net are critical revenue management functions. However, the diversified data used in the gross-to-net process often poses validation challenges, especially for teams that aren’t well versed in government pricing and commercial contracting complexities.

Model N Revenue Management Services provides gross-to-net solutions to help pharmaceutical manufacturers establish the foundation for long-term growth and scalability. This business process outsourcing solution combines deep industry expertise with proven processes to provide a center of excellence for gross-to-net calculations. Our team of CPAs and financial analysts works closely with our system analysts who have significant experience in regulatory requirements, commercial contracting, and government programs. By partnering with Model N for this business-critical accounting function, you’re able to fill organizational gaps and stay focused on areas that have the greatest impact on your business.

The complete gross-to-net solution

Model N Revenue Management Services offers you a holistic solution for all aspects of revenue management, including pricing, contracting, and compliance. Through our gross-to-net services, we calculate, track, and forecast gross-to-net deductions to provide accurate revenue recognition and financial forecasting. To support your organization’s current operations and future growth, we handle all aspects of:

Process design

Develop and document an operating framework tailored to your organization that includes data management, standardized methodologies, and roles and responsibilities surrounding the revenue estimation process.

Accruals

Perform month-end and quarter-end processes to estimate contra revenue reserves and compute the necessary profit-and-loss and balance sheet entries.

Financial close

Estimate monthly and quarterly contra revenue reserves with controls and auditable calculations. We gather your government and commercial contracting data, perform pre- and post-close accrual calculations, and prepare key analysis by channel for your review and approval. Our financial close process is built on a strong governance model and well-defined methodologies that ensure audit readiness.

Forecasting

Design and implement a forecasting tool to provide three- to five-year forecasts that help you model different methodologies, pricing, channel mixes, and contracting scenarios.

Scenario analysis

Perform ad hoc projects to evaluate the impact of changing business conditions on net sales.

Benefits of Revenue Management Services for Gross-to-Net

- Spend less time on data reconciliation and operational processes and more time analyzing results.
- Tailor gross-to-net methodologies to match the contracting nuances of your product portfolios.
- Improve operational efficiency through cross-functional collaboration and faster close cycles.
- Receive transparent audit trails that are vetted by our compliance and accounting specialists.
- Access actionable data and insights that will enhance your strategic pricing and contracting decisions.

About Model N Revenue Management Services

Gross-to-Net is just one of the many Revenue Management Services offered by Model N. Our business process outsourcing solutions combine deep industry expertise, proven SOC-controlled process, and actionable insights—all powered by state-of-the-art technology—in a complete solution. We handle the complexity of commercial operations and compliance, while you focus on strategy. Achieve operational excellence by outsourcing some or all of your commercial and compliance operations. **Learn more →**

Improve forecasts, operate more efficiently, and perform timely close cycles

Schedule a meeting to learn more about Revenue Management Services for Gross-to-Net.

Get started

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