

Elevate your business with strategic guidance



The life sciences industry is in a constant state of flux. To stay on top of ever-changing regulations, improve overall profitability, and ensure patients have access to your products, you need more than just software solutions. Model N Advisory Services combines industry expertise, best practices, and industry data to help you mitigate risk, improve commercial performance, and focus on bringing life-changing products to market quickly. Our system-agnostic strategic and operational consulting services help you navigate complex challenges and achieve your business goals.

Your ideas, our expertise

We will work with you on strategic or tactical projects of all sizes for various functions – from government pricing and product launches to business growth consulting and senior resource backfill.

Commercial excellence

Optimize revenue across the commercialization lifecycle with expert guidance on product launches, gross-to-net management, and pricing and contracting strategies.

- **Gross-to-Net Advisory:** Develop strategies to optimize the gross-to-net waterfall, protecting and enhancing your true net revenue.
- **Government Pricing Advisory:** Design compliant pricing strategies for 340B, Medicaid, Medicare, and other programs to maximize market access and revenue.
- **M&A Advisory:** Evaluate revenue function readiness during due diligence and develop integration strategies to mitigate risk.
- **Pricing and Contracting Strategy:** Build customer-specific pricing models, contract structures, and discount strategies that balance competitiveness, compliance, and profitability.
- **Revenue Lifecycle Optimization:** Enhance revenue management strategies and evaluate portfolio decisions from launch through maturity.

Regulatory readiness

Navigate regulatory changes, understand potential impacts, prepare for audits, and evolve government pricing and compliance programs to prepare for new regulations.

- **Commercialization Readiness:** Assess and prepare your commercial organization, systems, and processes for successful product launches.
- **Inflation Reduction Act Maximum Fair Price Readiness:** Analyze impact and develop strategies to meet IRA pricing and negotiation requirements.
- **Audit Readiness:** Establish documentation frameworks, process controls, and evidence systems to prepare for external audits.
- **Compliance Process Reviews:** Analyze revenue and compliance processes to identify gaps, risks, and opportunities for improvement.
- **Regulatory Change Guidance:** Provide ongoing guidance and strategies to adapt to evolving regulations.

Business transformation

Prepare for business events and manage change with support through mergers and acquisitions, ERP migrations, and data and analytics program development.

- **Regulatory Impact Assessments:** Evaluate possible impacts of regulatory changes on business models and revenue.
- **Organizational Readiness:** Align company structure, capabilities, talent, and culture to support revenue optimization and compliance objectives.
- **ERP Transformation Advisory:** Guide enterprise system modernization to align revenue functions with regulatory requirements and industry best practices.
- **Best Practices and Operating Models:** Identify optimization opportunities and competitive advantages based on industry benchmarks and best practices.

Why work with Model N Advisory Services

- ✓ Model N industry experts provide tailored advice and insights to help you make informed decisions and drive business growth.
- ✓ Our system-agnostic consulting services help you optimize processes and enhance efficiency.
- ✓ Our capabilities span commercial pricing and contracting, government pricing and compliance, gross-to-net, and training and education.

Access strategic guidance across the revenue lifecycle

Schedule a meeting to learn how Model N Advisory Services can help you transform your business and mitigate risk.

[Get started](#)