

Command global markets with smarter oversight

Pharmaceutical manufacturers expanding internationally or international manufacturers looking to automate their global operations face fragmented systems, manual processes, and market access risks that erode profits and hinder scalability.

Model N combines tendering processes, price management, and launch strategies in a single cloud-based suite to support sustainable growth. Our integrated tools help you pinpoint opportunities, break down silos, and simulate competitive bids. With greater visibility, collaboration, and control, you can optimize revenue across your product's lifecycle and around the world.

Expanding globally brings new layers of complexity and risk. To compete effectively, pharmaceutical manufacturers must anticipate regulatory challenges, pricing pressures, and market variability. The Model N global suite equips teams with the intelligence and governance needed to manage exposure. By reducing uncertainty and preventing costly missteps, you can protect margins and gain a distinct advantage in a crowded and competitive market.

The complete toolkit for global expansion at scale

Model N unifies global tendering and pricing to help you win more bids and protect margins worldwide.

Key capabilities include:

- **Global Tender Management** – Streamline every stage of the tender lifecycle. Identify opportunities, automate workflows, simulate competitive bids, ensure compliance, and track results to maximize global win rates.
- **Global Pricing Management** – Centralize pricing, automate governance, simulate international reference pricing (IRP) ripple effects, and optimize launches to protect margins and fuel global growth.

Without a comprehensive solution, your business may face these challenges:

Fragmented systems

Tenders, pricing, and reimbursement are managed in disconnected tools and spreadsheets, creating untimely, fragmented workflows and missed revenue opportunities.

Revenue leakage

Inconsistent tender responses and misaligned pricing lead to lost bids and margin erosion.

IRP risks

A single price cut in one country can cascade into unintended losses across multiple markets.

Weakened competitive positioning

Time-consuming manual process, incomplete data, and rework delay tender preparation and product launches.

Collaboration gaps

Limited oversight and collaboration among regional teams increase risk of non-compliance and disqualification from global markets.

With Model N, coordinated teams are empowered to capitalize on growth opportunities and avoid setbacks.

Unified oversight

A single cloud-based suite integrates tendering, pricing, and launch strategies across all markets, providing visibility to teams across the globe.

Higher win rates

Forecasting and optimization algorithms identify opportunities, generate competitive bids, and streamline submissions to secure more contracts.

Profit protection

Centralized pricing data and simulated events enable smarter, coordinated pricing decisions that improve margins.

Streamlined processes

Automated workflows, role-based approvals, and advanced analytics fast-track tender preparation and product launches.

Confident execution

Proactive monitoring, centralized information, and clear workflows empower teams to work together to win more bids and optimize pricing.

Advanced tools for confident growth

- ✔ **Data nSights:** Gain near-real-time, self-service access to curated revenue management data with prebuilt dashboards and no-code analytics tools.
- ✔ **Ngage:** Create role-specific prompts, tips, and alerts that streamline onboarding, reinforce best practices, and prevent errors.
- ✔ **Provider Management:** Efficiently manage and execute contracts with health systems, hospitals, group purchasing organizations, and integrated delivery networks.
- ✔ **Deal Management:** Connect pricing and contracting systems to increase collaboration and visibility across global teams.

Expertise that accelerates global value

Model N's support goes beyond technology. Through our expert services, we leverage deep industry knowledge to keep stakeholders aligned, equip your teams with the training and tools they need, and ensure you realize the full value of your Model N solution. We act as an extension of your organization, reducing risk, accelerating time to value, and enabling confident global growth.

Why Model N global suite?

Model N empowers you to deliver your life-changing products to even more patients worldwide. From managing tenders to optimizing prices, discover how Model N can help you scale with confidence.

See how Model N global suite can help you optimize pricing, streamline tendering, and scale confidently across global markets.