Model N

Optimize your prices globally



Model N Global Pricing Management enables you to effectively execute your pricing strategies and optimize global revenue. With this enterprise-grade application, you can track and govern prices, optimize launch sequences, simulate international reference pricing (IRP) events, and derive insights.

Global Launch Excellence

Create optimized launch sequences by endlessly adjusting necessary variables, including pricing data, market access and IRP events, and volume forecasts, while reducing unnecessary vendor costs. Optimize revenue across 196 countries and never miss a key market execution.

Price and sales forecasting

Refine and strengthen market access strategies by capturing and analyzing competitive information, including price points, reimbursement information, and value delivered. Global Pricing Management connects with leading data vendors to improve access to competitive pricing data, providing a single, global repository that fosters collaboration and alignment among your teams in different countries, regions, and functions.

Price controls

Access a global pricing repository for prices, discounts, and reimbursements, where you can:

- Request approval for regional and global price changes.
- Manage published and unpublished price lists by product, region, and use.
- Work off a unified set of prices globally.
- Create pricing guidance, price floors, discount ceilings, and benchmark analytics.
- Establish workflows and approval processes, including conditional routing based on attributes.

80%

Any single IRP change can potentially cause up to an 80% price cut in another country.[1]

A global product launch creates an unmanageable number of permutations.

Launching in just 10 countries creates more than 3.6 million permutations; a 20-country launch has 2.4×10^{18} permutations.

[1] Tech Mahindra. "Overview and Impact of Pharmaceutical Reference Pricing."

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IRP simulation

Proactively drive pricing policies and reduce price erosion from IRP by monitoring pricing and reimbursement events, running simulations, analyzing the impact on pricing before you make a change, and applying formulas based on drug type in the IRP calculation.

Support for loss of exclusivity events

Capture loss of exclusivity information at the country rules level, track competitors' pricing, simulate scenarios and pricing decisions, and calculate the initial and five-year impact on revenue. This strategic approach helps you effectively prepare for the inevitable generic competition.

Country Rule as a Service

Create custom interpretations of country rules, generate reference prices and launch sequencing, and perform "what if" analyses. This add-on module uses an API to automatically and periodically load IRPs and country launch rules from third-party providers.

Improve the effectiveness of your pricing processes

- **Effectively execute pricing strategies to improve margins and maximize revenue.**
- **Drive better business governance with unified pricing and data processes.**
- **Reduce risk of rogue pricing by implementing dynamic approvals and alerts.**
- **Gain real-time visibility into the impact of your pricing decisions.**

Realize better prices across your product's lifecycle.

Schedule a demonstration to learn how Model N Global Pricing Management can help you decrease price erosion, adhere to complex pricing regulations, and optimize revenue.

Schedule a demo

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