Model N

Efficiently manage provider contracts around the world



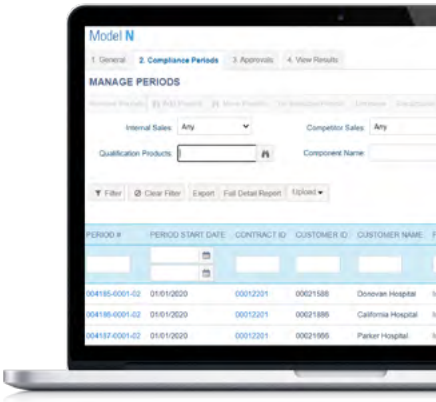
Model N Provider Management delivers the insights and control you need to efficiently manage your tender and contract pricing, accurately process chargebacks (billbacks), calculate and pay rebates and clawbacks, enforce compliance, and generate real-time financial accruals – enabling your company to optimise revenue for the entire range of healthcare institutional contracts and tenders you have in place across different regions of the world.

Average selling price calculations

Gain visibility into your product's final price, not just the sales price. By combining pricing and rebating data into a single powerful application, you can streamline the calculation and reporting of the average selling price or net price. Automating the gross-to-net calculation eliminates the need to manually calculate the invoice price less rebates and fees and gives you the insights needed to maintain expected margins.

Contract management and compliance

Develop, configure, and manage effective provider agreements more efficiently. Ensure you're able to communicate the correct price (winning price) to providers and distributors and extend that price when the order is placed and adjudicated. Using rules you configure, the application helps you quickly determine the right price based on a provider's specific local agreement or group purchasing organisation membership. Real-time visibility into contract performance enables you to review purchasing activities and proactively warn customers of unfulfilled commitments before the contract expires.



Compliance tracking

Track each customer's performance against their tier commitment to ensure they receive the correct price.

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Chargeback calculations

Achieve high clean first-pass rates of channel sales information when processing chargebacks. Automating this process provides a current view into chargeback balances, reduces the risk of overages, and enables successful chargeback matching.

To confirm that a product was sold at the correct price and that the requested chargeback amount is accurate, a robust verification process reviews data from wholesalers and distributors for incorrect price submissions, unrecognised customer IDs, and contract IDs that don't match submissions. Should a dispute occur, communications with the wholesaler or distributor are tracked.

Automating rebates, clawbacks, and financial accruals

Ensure accuracy and minimise overpayments by determining which sales are eligible for country-specific rebates and clawbacks. All calculations are backed by our Strategy Designer calculation framework, which allows you to configure any rebate your salespeople draw up, such as quantity, growth, value-based, and market share rebates calculated in aggregate or at the member level.

Once calculations are analysed and approved, rebates are automatically and accurately processed. Direct integration with your ERP system facilitates prompt payments in the aggregate or to individual facilities. Not only can you track results in real time, but sales can use this information to proactively converse with customers at any point during the rebate period.

Along with a level of traceability that withstands internal or external audits, you can effectively comply with EMEA accounting standards for accrual accuracy. Calculate financial accruals down to the cent, preventing the variability in net sales that impacts sales forecasts and rep compensation and causes unwanted financial adjustments.

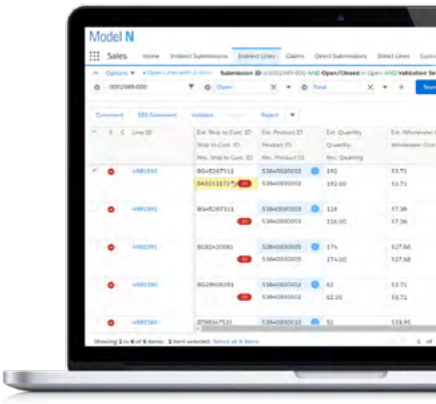
Managing membership and eligibility

Ensure accurate and complete customer profiles and parent-child relationships. The Advanced Membership Management module adds and maintains key customer data elements, including identifiers, addresses, and class of trade, while automating customer creation, update, and hierarchical relationship processes.

Sophisticated matching logic determines whether each customer in the file is a new record or requires an update to an existing record. If an update or addition is required and the change is approved, changes are automatically applied to the master data, membership data, and associated contracts.

98%

Reach greater than 98% clean first-pass rates in chargeback processing in accordance with Healthcare Distribution Alliance best practices.



Sales data validation

Automatically validate the accuracy of indirect sales transactions sent by wholesalers and distributors prior to processing chargebacks.

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Streamline the end-to-end contracting process

- Ensure everyone gets the correct price, right from the start.
- Proactively address customer purchasing behaviour to ensure contract compliance.
- Audit every rebate and chargeback claim to reduce the risk of errors and overpayment.
- Accurately calculate rebates, fees, chargebacks, distributor commissions, and accruals.
- Gain actionable insight into net-price points, accruals, and contract and tender performance.
- Unify global and regional processes in a single application, with support for multiple locations, currencies, and language translations.

Schedule a demonstration to learn how Model N Provider Management can help you optimise revenue with your provider contracts.

Schedule a demo

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