Model N



Streamline the sales process

Model N Deal Management increases efficiency and alignment between life sciences sales and operations teams. Unlike applications designed to support sales or operations independently, Deal Management brings these groups together by embedding real-time contracting and pricing data from the operations team into the tools the sales team uses daily. In addition to eliminating friction and stress for your front- and back-office teams, greater collaboration enhances provider relationships and prevents unwanted surprises that could disrupt sales opportunities.

Optimize revenue

Empower your sales reps to track contract compliance, customer purchasing patterns, and sales trends on demand, so they can address concerns and choose appropriate courses of action. Use pricing and contracting data to analyze net pricing and margin to ensure the deal is profitable at the time of signature.

Build stronger customer relationships

Place pricing, membership, and performance data and analytics directly in the hands of sales. Armed with this information, sales can better analyze account activity; review rebate, tiered pricing, and capital equipment status and hold proactive conversations with customers; uncover sales anomalies; and identify opportunities for upsell and cross-sell.

Increase operational efficiency and throughput

Reduce the sales team's reliance on operations by providing them with the tools and capabilities they need – such as pricing letters, capital agreements, and approved incentives – to execute deals. Now, instead of balancing contract implementation and management with sales' ad hoc requests for rolling-12 sales, rebate trending, and net pricing analysis, operations can focus on more complex deals and other value-added activities.

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Maximize the value of your Salesforce® investment

Enhance existing Salesforce deployments with meaningful data and insights. Give sales teams the ability to execute deals directly from the application they spend most of their time in. By bringing the deal creation process and key data and analytics into the Salesforce application, sales reps can be more self-sufficient, which leads to faster turnaround times, more proactive conversations, and greater customer satisfaction.

17%

increase in win rates

26%

more reps achieved quotas

Generate more data, more deals, and more dialogue

- **Decrease turnaround time for contracts and amendments by standardizing pricing and rebates and presetting terms and conditions.**
- **Improve how you sell to and communicate with your customers.**
- **Place more control in the hands of your sales team, reducing stress and demands on your operations team.**
- **Write better deals, enforce contracts, and reward your best customers.**
- **Connect pricing and contracting systems, eliminating the need for duplicate entries and siloed processes.**

Bring innovation and efficiency to your sales process

Schedule a demonstration to learn how Model N Deal Management can help align your front- and back-office teams.

Schedule a demo

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+1 (650) 610-4600 | info@modeln.com | modeln.com