CASE STUDY

Pharma manufacturers master state price transparency with hands-on guidance from industry experts



Model **N**

About the customer

This aggregate of pharmaceutical manufacturers leveraging Model N Revenue Management Services for State Price Transparency shows how outsourcing can reduce compliance risks and prevent costly penalties. With Model N handling the complexities of reporting and compliance, a pharma manufacturer can gain operational agility and enhanced performance, freeing internal teams from administrative burdens.

Business problems faced before Model N

- Difficulty understanding the downstream implications of price increases, product launches, and reporting obligations across states
- Struggling to stay current with new or pending legislation and frequent changes to existing requirements
- Reliance on manual, ad hoc processes that increase the risk of errors, missed filings, and costly penalties.

Outcomes achieved with Model N

100% on-time submission record; zero compliance issues or penalties

Daily penalty exposure was successfully avoided by consistently meeting state-specific deadlines and compliance requirements

Audit response time cut to minutes with autogenerated reports and centralized documentation

Scenario modeling helps evaluate financial and compliance impacts triggered by key events and enables forecasting and impact analysis for newly acquired products

The situation

With expanding state-level price transparency regulations comes a patchwork of complex requirements. States demand timely and accurate reporting of product and pricing events, including price increases and launches, often under threat of severe daily penalties ranging from $1,000 per product in California to $30,000 per day in Maine.

Without a strong understanding of the legislative landscape, launching a new product or adjusting prices creates risks. Limited resources and manual processes can quickly overwhelm a company's already stretched teams. What seems like a minor oversight, such as a missed filing or misinterpretation of state rules, can quickly escalate into compounding fines or regulatory scrutiny.

Model N helps avoid these pitfalls by providing structure, expertise, and proactive guidance. With confidence that filings will be accurate and executed on time, teams can focus on strategic and value-added activities that build a stronger competitive position.

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The solution

Model N provides an end-to-end business process outsourcing solution that combines regulatory expertise with an audit-ready compliance platform. The Model N Revenue Management Services team proactively manages the entire process: overseeing reporting requirements, monitoring regulatory changes, and ensuring timely submission of state-mandated reports. With support from a dedicated expert, pharma companies no longer need to stretch their own teams to navigate arduous state price transparency obligations.

When regulations change, manufacturers can trust that legislation rules are correctly configured and the platform is always current. Leveraging deep, comprehensive knowledge of the regulatory landscape and company-specific nuances, Model N state price transparency experts partner with pharma teams to achieve compliance and their full growth potential.

Utilizing the platform's powerful what-if analysis tool, our team helps interpret and evaluate the potential downstream impact of price changes and product launches. This analysis equips organizations with insights needed to make proactive and strategic decisions.

"It's essentially an extended employee sitting at Model N but only thinking about you."

—Senior director of pricing strategy for a generic pharma manufacturer

Results

By partnering with a best-in-class provider, uncertainty transforms into trust. One company described working with Model N as "outsourcing their pain and project management" to a dedicated expert and trusted partner, one who understands their business needs and is fully focused on driving compliance success.

With compliance foundations in place, companies can grow with confidence. The Model N team provides manufacturers with guidance and streamlined support to navigate evolving state regulations, price increase requirements, and new product launch approvals.

Backed by purpose-built state price transparency management technology, the Revenue Management Services team helps simplify data collection and break down communication silos across departments, resulting in accurate submissions and 100% compliance.

For manufacturers that want to quickly and confidently respond to regulatory changes, Model N Revenue Management Services for State Price Transparency is the partner that will ensure reporting is accurate, state-specific timelines are met, and every submission has an audit trail.

"The SPTM team has demonstrated a mastery of state pricing transparency. I have been very impressed by many aspects of the deliverables and level of knowledge."

—Director of pricing and contracting for a branded pharma manufacturer

See how Model N Revenue Management Services ensure full compliance with evolving state price transparency laws. →

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