
PHARMA — Ranjit

Model N's end-to-end pharma revenue management suite is the only software solution that gives you control of your global gross-to-net -- encompassing pricing, contract and deal management, customer and channel incentives, and regulatory compliance -- from the front office to the back office.

PRODUCT

More details from Karen-back Thurs—out of country

Tagging for geos?

REVENUE MANAGEMENT

- Maximize revenues

- Optimize gross-to-net across complex channels with effective pricing & contracts

- Maximize contract potential with an optimal mix of targeted incentives, & commitment tracking

- Make timely operational decisions integrating gross-to-net data across your business

CONFIGURE/PRICE/QUOTE

- Gain & grow market access

- Fuel growth by optimizing available sales & marketing resources, & utilizing targeted analytics & reporting

- Maximize your global potential through optimal launch sequencing & price management throughout the product lifecycle

- Optimize pull-through to new & existing customers with innovative market access strategies

- Manage compliance risk

- Achieve compliance with accurate calculation & timely payment of commercial & regulatory liabilities

**MARKETING AND SALES
ANALYTICS**

–Respond rapidly to constant price regulation changes without compromising commercial agility

–Audit-proof your business with repeatability & traceability of every transaction

GLOBAL PRICE MANAGEMENT

PERSONAS

For CxOs and presidents in global pharma and biotech manufacturers, in any lifecycle stage

Competitors: Unlike point (Vistex), incumbent (Revitas), consulting or BPO solutions (ZS, IMS, TIBCO, 3PL)

Key differentiators: It guarantees measurable ROI through the industry’s only end-to-end set of applications designed to manage your gross-to-net lifecycle, with embedded pharmaceutical industry best practices that are tightly integrated with robust analytics.

Pharma is the 4th most complex industry to operate in and the highest performing sector on average – compared to 11 other industry sectors.*
We understand Life Sciences.

MED TECH — Ranjit

HIGH TECH — Kin

Model N's end-to-end med tech revenue management suite is the only software solution that gives you the capability to maximize net prices and revenue across your product portfolios, customer channels, and geographies. With a suite of solutions that extends from CPQ for your salesforce to pricing, contract, deal, and incentive management for your contract ops teams -- Model N gives you full control of your margins from the front office to the back office.

- Maximize revenues

- Maximize margins across complex channels with financial visibility across your business

- Maximize contract potential with an optimal mix of targeted incentives, & contract compliance tracking - including for capital and consumables contracts

- Make timely operational decisions and optimize pricing in the field by empowering your salesforce with key metrics such as net prices, ASP, & target prices

- Grow your business

- Fuel growth in existing & new products, channels, customers, & geographies by optimizing available sales & marketing resources, & targeted analytics

- Gain strategic market share with performance-based contracts & innovative incentives targeted to growth segments

- Optimize pull-through to new & existing customers with innovative market access strategies

- Manage contract compliance risk

- Ensure contract compliance with validations & exception-based workflows, & by utilizing a single version of the truth across all contracts & incentives

- Achieve confidence in all downstream calculations - such as the excise tax & VA contracts - with accurate sales reporting
- Audit-proof your business with repeatability & traceability of every transaction

For CxOs and presidents in global med tech manufacturers, in any lifecycle stage

SEE WORD DOC BY DENNY

Competitors: Unlike point (Vistex), incumbent (Revitas-but not big player), consulting or BPO solutions (ZS, IMS, TIBCO, 3PL)

Key differentiators: It guarantees measurable ROI through the industry's only end-to-end set of applications that enables med tech manufacturers to optimize pricing, incentives, and contract compliance with embedded med tech industry best practices that are tightly integrated with robust analytics. Moreover, the solution enables manufacturers to adjust to the rising sophistication of buyers, with a single source of pricing truth and robust workflows, which guarantee that med tech companies do not suffer price leakage from competing against themselves.