



Model N Express for Midmarket Pharma

Model N's Express implementation methodology enables mid-size pharma companies to maximize revenue and reduce compliance risk with a comprehensive, out-of-the-box revenue management cloud solution. Model N has packaged 19 years of experience working with a diverse set of the most respected manufacturers in life sciences—including 24 of the top 25 pharmaceutical companies and 75% of the top 50—into a pre-configured enterprise-grade SaaS offering that maximizes time-to-value.

With Model N Express, you can rapidly deploy Model N's Revenue Management Cloud for Pharma solution with a templated SaaS platform that allows your team to manage and create workflows, rules, user permissions and reports without assistance. Create your own or leverage pre-built analytics and reports, embedded into a comprehensive, integrated cloud solution to optimize your revenue management strategy and decisions.

Streamlined Data at a Fraction of the Time

Experience a streamlined approach to loading your data, and working in tandem with our SOPs, this becomes the foundational layer for the Express methodology. After the data is loaded, we take users through a series of workshops to ensure each individual is completely trained.

While integrations can be lengthy, especially on legacy systems, Model N's Express for Pharma implementation methodology can take just a quarter of the time.



30% of life sciences companies have no visibility into their revenue erosion, costing them millions



98.8% speed increase in price management by using a cloud platform over an Excel-based tool

Model N Revenue Cloud for Pharma



Global Pricing Mgmt	Global Tender Mgmt	Contract Lifecycle Mgmt	Payer Mgmt	Provider Mgmt	Medicaid	Govt Pricing
Maximizes Revenue by optimizing and protectin prices globally throughout the entire lifecycle of the product.	Maximizes Revenue by optimizing bids and streamlining their governance while providing competitive and account insights.	Maximizes Revenue by shortening the sales-tocontract lifecycle while significantly reducing risk in commercial audits.	Maximizes Revenue by eliminating revenue leakage and risk of government non-compliance throughout the PBM and payer contracting process.	Maximizes Revenue by reducing revenue leakage and risk of noncompliance throughout the institutional contracting process.	Maximizes Revenue by eliminating revenue leakage and maintains legal compliance by ensuring accurate and timely claim remittance to Federal and State programs.	Maximizes Revenue by eliminating revenue leakage and maintaining legal compliance while ensuring accurate and timely reporting to CMS and VA.



Companies using cloud-based technologies for more than **25%** of their software outperform against the competition

With Model N Express You Can:

Maximize Revenues with best-in-class Revenue Management

- Self-sufficient two-step on-site training which includes standard product training in addition to operational training, based on 100+ SOPs
- Ensure financial and regulatory compliance more effectively and efficiently
- Maximize revenue and growth with increased visibility, insight and control

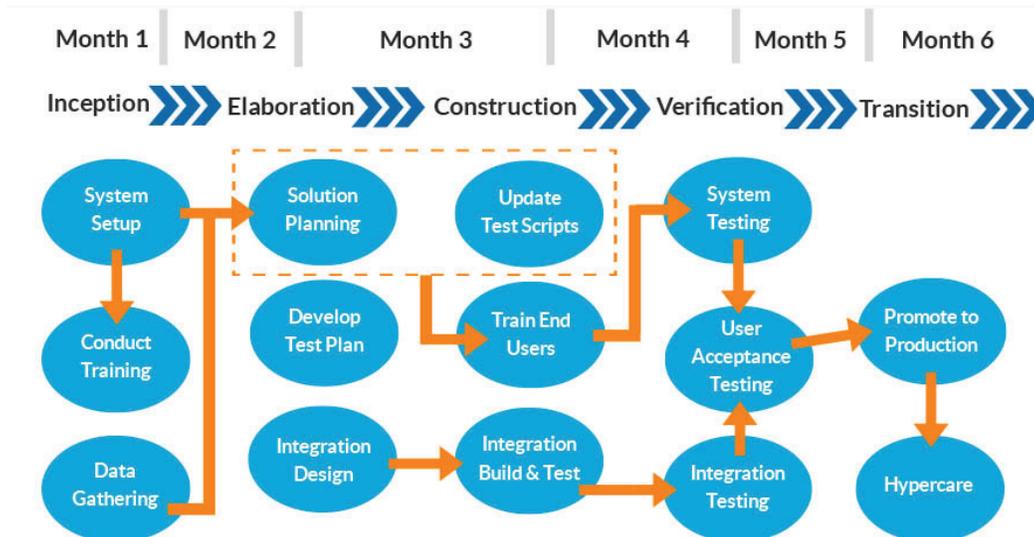
Experience lower total cost of ownership with our SaaS delivery model, Revenue Management as a Service (RMaaS)

- With three annual releases, RMaaS ensures you have access to the latest innovations to help support and grow your business
- High performance and scalable cloud environment, with built-in disaster recovery and fully compliant with SOC 2 Type 2

Accelerate time-to-value by leveraging embedded industry best practices

- Pre-configured contract, pricing and rebate strategies and analytics
- Rapid deployment with standard validations, workflows and procedures

Typical Express Implementation Plan



We're Ready When You Are

Though a traditional implementation often takes over a year, that timeline can be cut in half with Express. With ready-to-go industry best practices, an industry-leading set of built-in validations and analytics, we provide the flexibility to easily structure profitable contracts and innovative incentives across channels, customers and geographies.

Leverage the resources of a large company with the budget of a midmarket business.

“Model N’s out-of-the-box SaaS offering works perfectly for emerging and midmarket companies like Keryx. We utilize Model N to efficiently process our transactions and the analytics that come out of Model N are critically important – both for our customers because they maximize their rebates, as well as for us for maximizing sales.”

– Matt Gray, Executive Director of Financial Planning and Analysis, Keryx Biopharmaceuticals

Model N Headquarters

777 Mariners Island Blvd., Suite 300

San Mateo, CA 94404

Phone: +1 (650) 610-4600, Fax: +1 (650) 610-4699

sales@modeln.com | www.modeln.com | © 2018 Model N, Inc.