

# Transform your operations, elevate your business

The life sciences industry is in a constant state of flux. New and changing regulations impact business processes, and when not properly adhered to, result in fines, corporate integrity agreements, and reputational damage. Couple that challenge with the reality of running a business and the need to improve overall profitability, and it's clear life sciences organizations could use some help with pricing and contracting processes.

Model N Business Services brings the combination of people, process, and analytics – all powered by innovative technology – to help you mitigate risk, improve commercial performance, and focus on bringing life-changing products to market quickly.

## Closing skill and knowledge gaps

While prioritizing product development is crucial to your success, you still need to allocate resources toward executing your business processes and managing commercial access and government relationships. Unfortunately, the life sciences industry – like many – is facing a global talent shortage. Finding and retaining skilled employees has become more difficult, as competition for experienced workers continues to grow.

Model N Business Services aims to help fill gaps in your organization and relieve overburdened staff, so you can keep your headcount focused on areas that will have the greatest impact on your business. We enhance your team with experts who specialize and work in government programs, commercial contracting, finance, and analytics on a daily basis.

# 85+

More than 85 clients  
**rely on Model N  
Business Services**  
to reduce revenue  
loss, improve  
profitability, and  
grow market share.

These advisors and operations staff understand ever-changing federal and state regulations and their impact on drug pricing and compliance. Along with working with you to solve your complex pricing and contracting problems, we will help you see the big picture and extract value from your data so you can improve decision-making.

Through continuous access to our industry experts, you can meet changing business requirements, execute business processes consistently, and achieve a level of organizational flexibility and expertise that's otherwise not possible without scaling your headcount.

## Continuously improve operational and business processes

Manual and homegrown systems are time-consuming and create silos throughout an organization. Technology solutions increase visibility, efficiency, and accuracy, but they also require internal staff and budgets to manage them. Model N Business Services offers the best of both worlds: An expert operations team and experienced advisors backed by an innovative technology platform that uniformly applies pricing, contracting, and analytics processes across your organization. Plus, it eliminates the costs and business disruption related to hardware and software updates.

Powered by technology developed for the life sciences industry, Model N Business Services increases accuracy in claims processing, rebate calculations, verifications, and reporting. Our applications span key areas of modern commercial operations and readily adjust to changing business, market, and regulatory requirements:

- ✓ **Government pricing**
- ✓ **Chargebacks**
- ✓ **Medicaid claims**
- ✓ **Memberships**
- ✓ **Rebates and fees**
- ✓ **Gross-to-net**

By coupling process enhancements with industry specialists, we are able to offer efficient, scalable, and rapid data processing, so you can quickly mitigate risk and access business insights.



**Securely access your data, project deliverables, operational status, and documentation** anytime, anywhere, on any device through a desktop and mobile-enabled portal.

## Unlock hidden intelligence in your data

The value of data lies in your ability to use it. Unfortunately, when data is spread throughout systems, applications, and teams, you can't see the big picture. You end up spending too much time chasing down the information and not enough time leveraging it to make better decisions.

We help you turn large, complex transactional data into meaningful and actionable insights that enable you to:

- Better forecast market potential and identify opportunities.
- Track trends and understand contract performance in real time.
- Detect potential compliance and pricing risks.

Model N Business Services seamlessly integrates with your external third-party logistics systems (3PLS), bringing your commercial and government data together for reporting, discovery, and analysis. While we enhance the value of your data, you never lose control of and access to it. From dashboards and scenario modeling, to an on-demand report builder and gross-to-net tools, you will always have the integrated business insights and expert advice you need to make the right decisions for your business.



**Integrating pricing and contracting insight** reduces your data cleansing effort from days to weeks – and allows three to five full-time employees to focus on decision-making.

## Ready to run your business better?

Discover how Model N Business Services helps you manage your commercial operations and compliance profitably, so you can bring life-changing products to the world.