



Empowering pharma innovators to optimize revenue and ensure compliance

Pharmaceutical solutions and services overview

Model **N**

As pharmaceutical manufacturers strive to change the world with their revolutionary products, they must find ways to navigate evolving market demands and ever-changing regulations, while driving growth, revenue, and market share. Managing contracting, pricing, incentives, and compliance with siloed, point solutions and cumbersome spreadsheets is neither effective nor scalable. What's needed instead is an approach that automates and streamlines people, processes, and technology across all areas of revenue execution.

Model N is the leader in revenue optimization and compliance for pharma innovators. Our intelligent platform equips you to streamline operations, scale strategically, and mitigate risk. Through the combination of integrated technology, data and analytics, and expert services, we deliver deep insight and control over the complexities of commercial operations and compliance.



Prevent costly errors and overpayments within payer contracts

Model N Payer Management automates the payer contracting process to optimize revenue and reduce risk with payer and pharmacy benefit manager contracts. When used in conjunction with Model N Validata, our industry-leading, script-level validation tool, you can enforce agreement terms and reduce inaccurate payments by ensuring rebates are only paid on eligible dispensed products.

- Handle all aspects of managing payer rosters and ensuring formulary compliance.
- Prevent costly errors, late fees, and overpayments by automatically calculating formulary-based rebates, price protection, admin fees, and other rebate types.
- Generate actionable insight into contract performance, compliance, and prescribing patterns to support sales and contract negotiations.



Reduce overpayments by validating payer script data

With **Model N Validata**, you can ensure you are only paying the right claims at the right time and for the right amount. Through automated script-level validation tools, Validata helps enforce agreement terms and reduce inaccurate payments by making sure rebates are only paid on eligible prescriptions.

- Validate payer rebate claims, identify duplicates, and reverse claims if payments were made to the wrong market segment.
- Resolve errors and the ambiguity of payer data when processing managed care, Medicare, Medicaid, TRICARE, and coverage gap rebates.
- Gain visibility and insight into contract performance and compliance, as well as new channels and opportunities.
- Identify and manage prescriptions dispensed with product acquired at the 340B discount and submitted for a rebate using the 340B Vigilance add-on module.



Efficiently manage provider contracts and compliance

Model N Provider Management delivers the insight and controls needed to efficiently manage contract pricing, membership and eligibility; accurately process chargebacks and rebates; and enforce compliance. Real-time visibility and insight into all data related to contracts – including terms, pricing, and rebates – and direct and indirect sales trending enable you to interact seamlessly with providers, make more informed decisions, and maximize revenue.

- Configure endless types of tiered pricing or rebate calculations with the Strategy Designer functionality.
- Determine the correct price to extend to providers based on their local, group purchasing organization, and integrated delivery network contracts, and ensure that same price is applied when the order is placed and adjudicated.
- Achieve high clean first-pass rates of channel sales information when processing chargebacks, including those for 340B and the VA.
- Automatically calculate all types of rebates, fees, chargebacks, distributor commissions, and accruals.



Comply with complex government pricing requirements

Model N Government Pricing gives you visibility and control over your government pricing processes, so you can ensure compliance. This powerful application enables you to construct reproducible methodologies and calculations for government pricing, while generating an audit trail. Government Pricing connects payer and provider contracting and Medicaid claims processes together, giving all teams the visibility they need to assess the impact of commercial pricing strategies, make necessary adjustments, and discover issues on a timely basis.

- Manage policies and map accurate data to policy requirements in a centralized repository to streamline processes and ensure data integrity.
- Efficiently manage monthly, quarterly, and annual reporting requirements for average manufacturer best price, best price initial, federal ceiling price, TRICARE, 340B, and more.
- Automatically perform reproducible government pricing calculations to six decimals or more.



Process accurate and timely Medicaid claims

Model N Medicaid automates the entire Medicaid claims process, from validation through remittance to reduce risk of calculation errors that can result in overpayments and overcharge penalties. Regulatory update packs ensure the application is compliant with current Medicaid regulations.

- Reduce rebate overpayments by validating aggregated and prescription-level utilization data.
- Support changes in unit rebate amount calculations with the built-in formula builder.
- Avoid interest penalties by streamlining the processing of timely payments for federal, state, and supplemental programs.
- Produce consolidated payment packages with all the necessary reports, including Reconciliation of State Invoice and Prior Quarter Adjustment Statements, with a single click.



Operationalize state drug price transparency reporting

A highly configurable, easy-to-use application, **Model N State Price Transparency Management** delivers the visibility and automation that enable you to comply with the vast, ever-growing set of state regulations. With this single legislation repository, you can configure rules based on state-specific regulations and update those rules as changes occur or new laws are enacted.

- Create report templates that address each state's rules, formats, and deadlines.
- Autogenerate reports based on each state's triggering events to ensure state-specific timelines are always met.
- Track and record all activity in a single interface for simplified evidence collection in the event of an audit.



Optimize prices across the globe

With **Model N Global Pricing Management**, you can unify your divisions and systems into one end-to-end, purpose-built platform to effectively execute innovative pricing strategies and protect prices around the globe. This robust application supports a variety of pricing simulations, including international reference pricing (IRP), and provides controls that help prevent price erosion.

- Create optimized launch sequences by using pricing data, market access and IRP events, and volume forecasts.
- Access data and information on pricing, discounts, and reimbursements through a single, global pricing repository.
- Automate and track multi-country launches and conduct pricing and sales forecasting.



Find and win more tenders

Model N Global Tender Management gives you visibility into opportunities outside of the United States and the ability to proactively generate winning strategies. Utilizing this unified solution to help plan, create, execute, track, and analyze tenders across the globe has been proven as the key to winning more bids.

- Easily search public marketplaces for new publications and convert them into tender opportunities.
- Enable the best structured and timely bids by providing global teams with a centralized view, clear workflows, and approval processes.
- Shape the most profitable offer and improve the likelihood of winning the deal by using robust analytics and simulation capabilities.



Make smarter decisions

Powered by advanced analytics, **Model N Intelligence Cloud** helps you extract timely, operational business insights from your revenue data. With data-driven alerts, robust reporting, and discovery dashboards, you can quickly identify opportunities, issues, and trends, so you can take appropriate action to drive revenue.

- Use dynamic pricing and analysis capabilities to develop, monitor, and drive optimal pricing strategies.
- Optimize bids and streamline tenders through what-if scenario modeling, competitive and account insights, and win-loss analysis.
- Gain visibility into gross-to-net by forecasting, tracking, and reconciling rebate liabilities.
- Understand trends and financial implications of managed care contracts and government pricing regulations.



Turn revenue management into a competitive advantage

Model N Expert Services delivers the technical, operational, and industry expertise you need to utilize and adopt our applications, streamline processes, and maximize the value of Model N applications. We continuously evolve our services portfolio to further help you optimize revenue, manage risk, and enable you to focus on innovation.

- **Business Services** – Outsource your commercial and government compliance to our expert team of experienced advisors. Powered by technology developed for life sciences, this business process outsourcing solution enables you to stay ahead of ever-changing regulations, optimize revenue from commercial contracts, and focus your internal resources on innovation.
- **Application Services** – Ensure your internal processes continue to run effectively and free your IT team to focus on more strategic initiatives. These high-touch technical services help drive adoption and value realization, while aligning your application to the business's changing needs.
- **Value Realization Services** – Increase adoption and maximize your investment by leveraging deep domain and specialized industry expertise. Our team works with you to increase user adoption, capitalize on features and functionality, manage M&A activities, and adapt your processes as business needs change.
- **Education Services** – Learn and master your Model N platform and quickly onboard new features and functionality. Scalable training, change management solutions, in-app guidance, and customized learning enable you to onboard and cross-train team members and roll out new applications and updates globally.

Trusted by the world's leading pharma innovators

Pharma companies around the globe rely on Model N's intelligent revenue and compliance solutions to:

- ✓ **Foster continuous improvement in their operational and business processes.**
- ✓ **Optimize revenue by powering every iteration of pricing, rebating, and customer alignment.**
- ✓ **Mitigate risk of non-compliance with government regulations, financial controls, and contract terms and conditions.**
- ✓ **Reveal sources of revenue loss and identify opportunities to capture hidden revenue.**
- ✓ **Uncover actionable business insights that fuel innovation.**

**Let Model N help protect your revenue and resources,
so you can stay focused on innovation.**
