



Global Tender Management

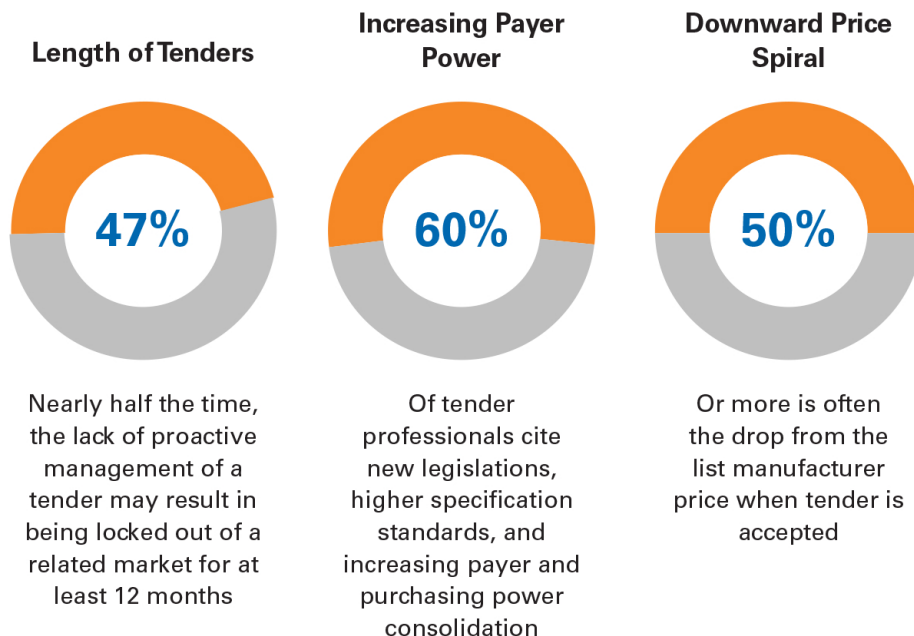
Maximizes revenue by optimizing bids and streamlining their governance, while providing competitive and account insights

Are you fully utilizing technology to drive innovation?

Over the last 30 years, the relationship between life sciences and software has grown increasingly more integrated, contributing to industry growth from \$115 billion with projections to reach \$2 trillion as early as 2022. All throughout, manufacturers have adapted their software in response to market needs—from Enterprise Resource Planning (ERP) systems to manage their operational costs to supporting specialty drug products with Customer Relationship Management (CRM) software that can better segment and target appropriate physicians and institutions.

Specialty medicines are priced to reflect its rapid advancement and complexity, and similarly, advancements in medical technologies are giving payers more choice and driving down prices for these innovative solutions. Companies therefore look to Revenue Management (RM) solutions to maximize the top line of their income statements. By combining the powers of ERP, CRM, and RM into our cloud-based tender management solution to drive lower healthcare costs, companies are able to focus on delivering value while maximizing revenue.

Major Challenges



126,228 Pharma
And
182,784 MedTech
Tenders were published in 2017



Do you have global visibility to track and fulfill tenders?

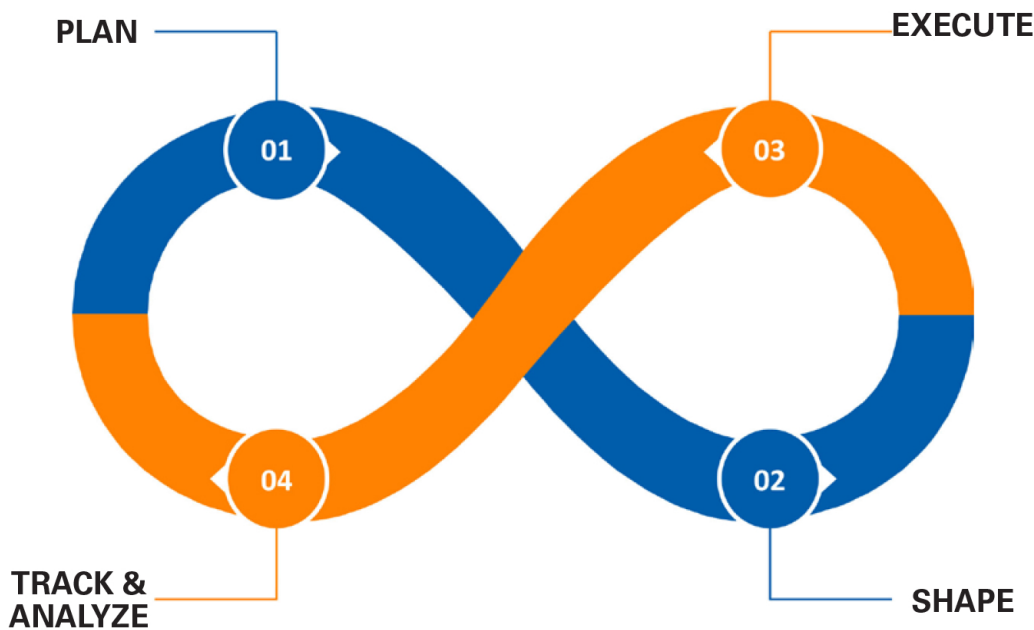


67% of local affiliates report crucial issues and inappropriate set up to support tender execution

Our Solution

Model N Global Tender Management brings together four key aspects of a complete, end-to-end Tender solution:

- Increase sales by planning and prioritizing your team’s efforts around the most critical of identified opportunities
- Improve margins by utilizing your resources to shape the bids to reflect criteria based on pre-simulated MEAT and competitive data
- Reduce risk of non-compliance, disqualification, or future penalties by improving execution through centralizing documentation gathering and streamlining auditable approval workflows
- Optimize the life value by tracking and analyzing previously won tenders as well as competitive information in order to improve future submissions



What will you gain with GTM?

- Visibility to optimize 100% of global opportunities and the ability to proactively create winning strategies
- Centralized internal and external information while providing clear workflows and approval processes to manage all tenders from inception through fulfillment
- Accelerated information gather while ensuring complete accuracy, mitigating the risk of failed submissions
- Increased win rates by providing insights into past performance and conducting competitive, information-based simulations

Sources: HPS, IMS, EyeforPharma, PharmExec, Evaluate, Model N analysis, bidsinfo.com, Princeton.edu

Nearly two-thirds of tender professionals believe shaping the bid through payer engagement is a key to winning the bid

“Tenders require an integrated and coordinated approach to gather net price opportunities and challenges and to select those to answer, in light of the likely impact on other countries.”

– IMS Consulting Group, Pricing & Market Access Outlook 2015/2016 Edition

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