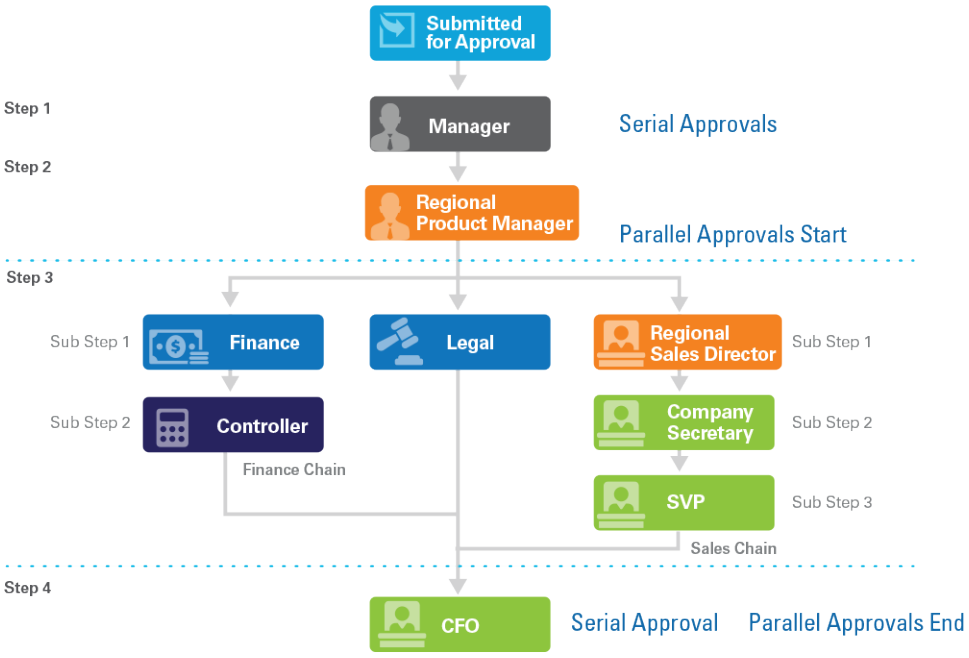
Model N Intelligent Approvals

Get the deal reviewed and approved faster.

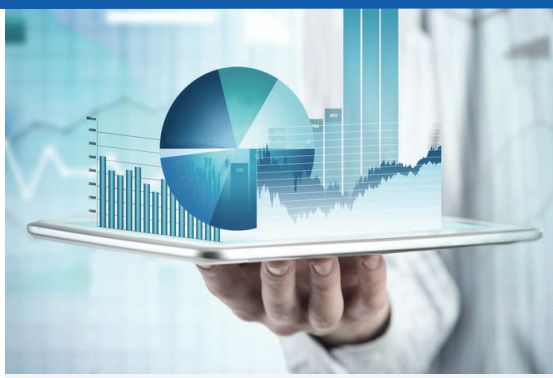
Slowing down responsiveness just because the quote requires approval is unacceptable in today's hyper fast business environment. Today's B2B buyers are intolerant of poor experiences. Slow responsiveness to getting that quote to the buyer could cost not only this deal, but future deals as well.



Model N Intelligent Approvals does the work to accelerate approval workflows and responsiveness. By bringing together customer, sales teams, sales operations, administrators, managers and compliance perspectives, Model N Intelligent Approvals ensures your sales team is first with a quote, even when it requires a complex approval workflow.

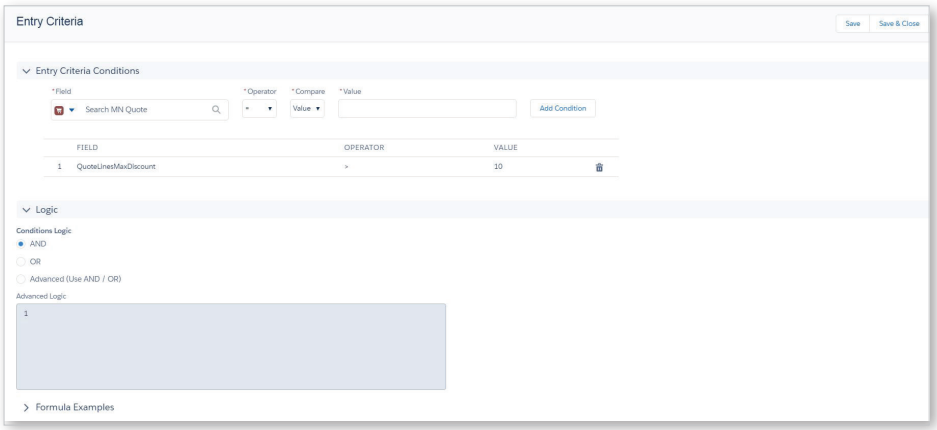
Benefits:

- Accelerate responsiveness - be first with a quote
- Dynamic configuration for instant adjustment to unique requirements
- Support simple to complex workflows
- Simplify maintenance - administer in Salesforce
- Use as your single approval workflow solution



Features:

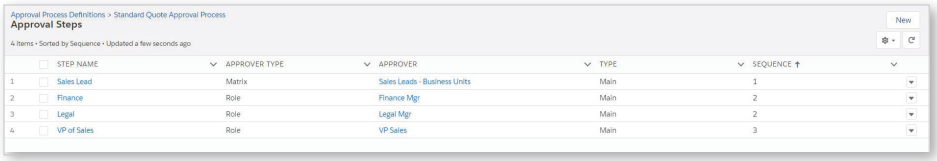
- Independent of standard Salesforce approvals
- Instantly trigger serial and parallel paths
- Line-level approvals
- Preview before initiating approval
- Dynamically re-assign or add approvers
- Track approval status
- Approval Matrix simplifies maintenance
- Approval Memory keeps the process moving
- Review, approve/reject in Chatter
- Available across all Revenue Cloud applications



How it works

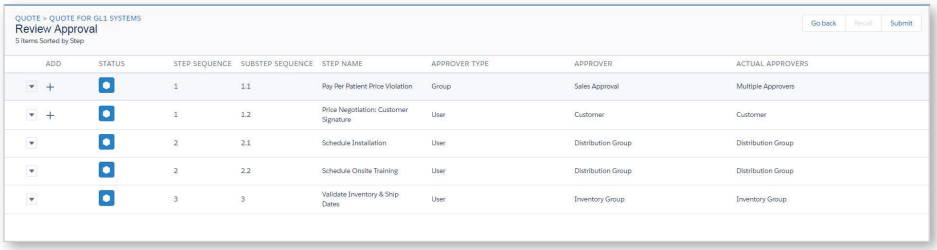
INTUITIVE INTERFACE

Administrators will be able to instantly start using Model N Intelligent Approvals with its intuitive, modern interface.



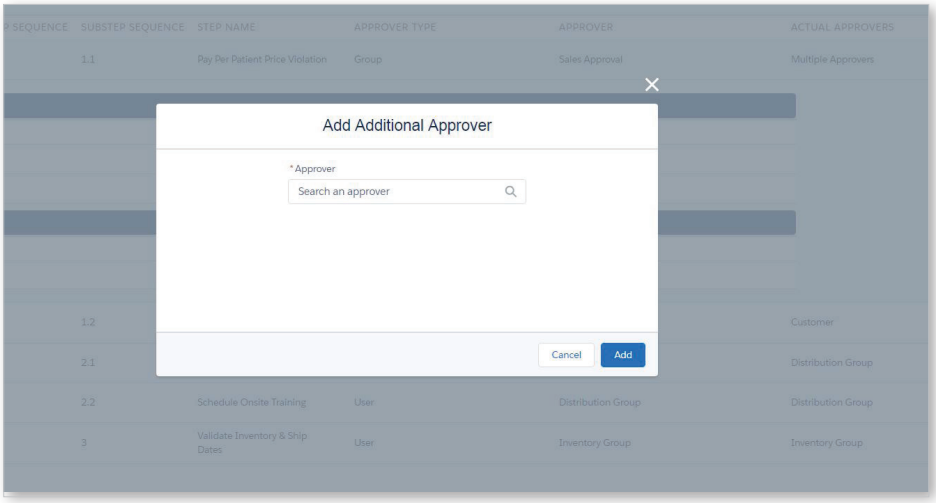
TRIGGER SERIAL AND PARALLEL PATHS

Now Sales Operations can design approval workflows that meet the unique requirements of your business processes.



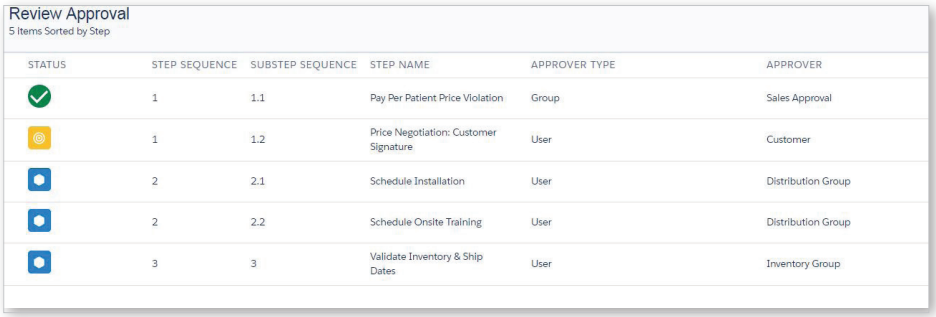
PREVIEW BEFORE INITIATING APPROVAL

Provide Sales reps with visibility to the proposed approval workflow enabling them to proactively take action that ensures the fastest, most appropriate process.



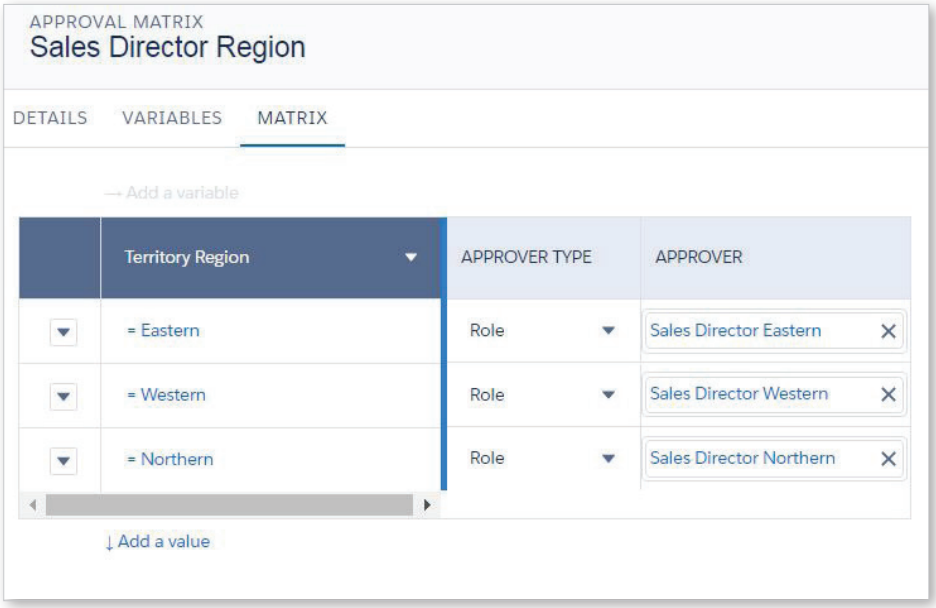
ADD OR REASSIGN APPROVERS DYNAMICALLY

Now Sales Operations can enable approvers and sales reps with the ability to instantly include subject matter expert(s) to ensure the accuracy of the decision, especially for unique cases, without having to redesign the approval workflow.



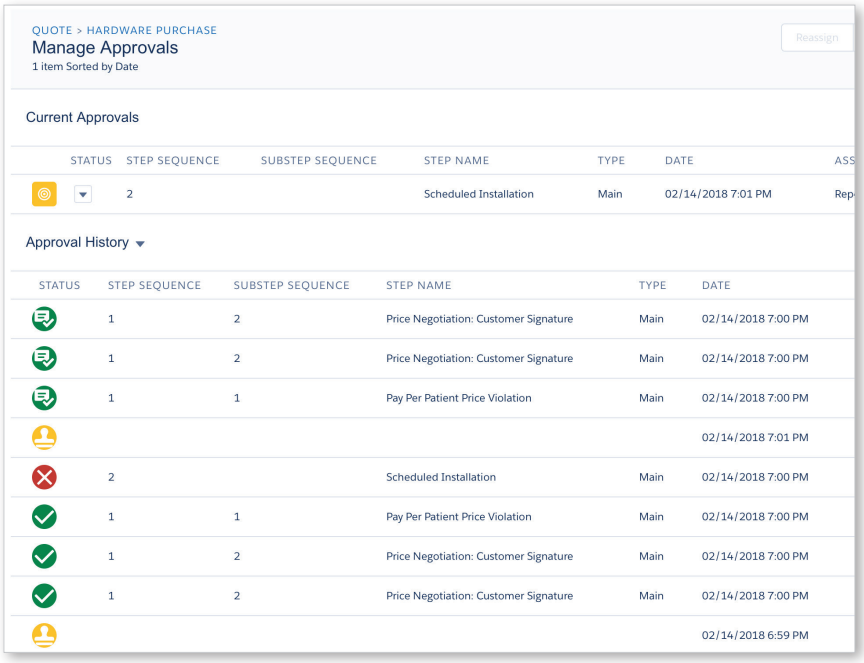
TRACK APPROVAL STATUS

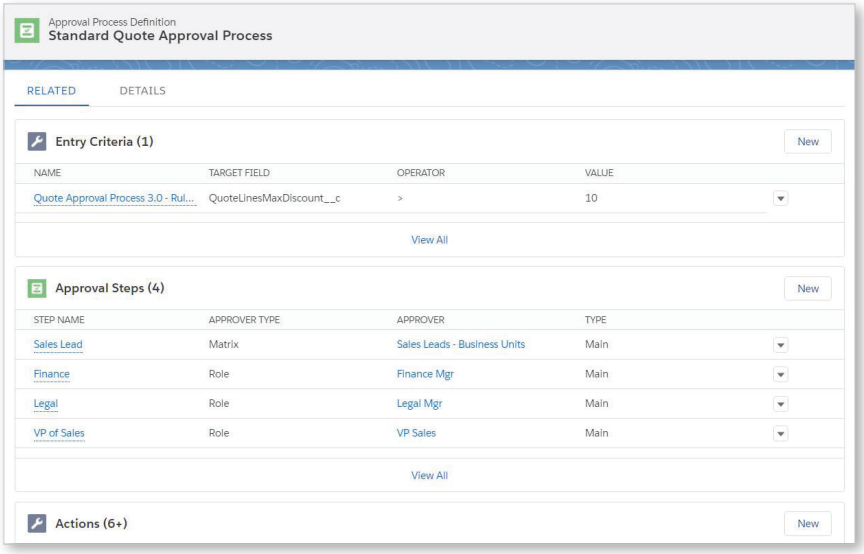
Give Sales reps instant visibility into exactly where the request is in the approval process.



APPROVAL MATRIX

Model N's unique approach enables easy maintenance and administration of the approvers, even for condition-based workflows.





Intelligent Approvals - another example of how Model N is the platform for Digital Reinvention.

APPROVAL MEMORY

Keep the process moving even for rejections, when the key components of the deal do not change.

USE AS YOUR APPROVAL WORKFLOW SOLUTION

Replace standard workflow capabilities with more capable, flexible solution.

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