Model N

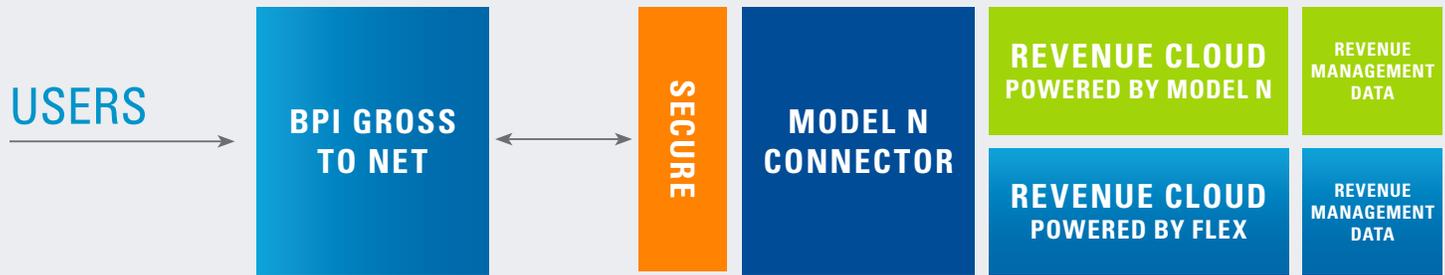## The Business Imperative

In 2017, life sciences businesses offered more than $150B in rebates and other off-invoice discounts. This is a 100% increase from five years ago. For the foreseeable future, competitive and other pressures will continue to increase this "revenue gap". The rapid increase in accrued liabilities is posing a major challenge for finance organizations. Planning for top line gross revenues while accurately predicting liabilities and profits without revenue leakage is a cumbersome and error-prone activity.

A wide variety of events impact accrued liabilities, resulting in missed forecasts. Competitive moves, market consolidation, contract expiry, among others will require not just anticipation but extensive scenario analyses for proper financial planning. Remedial tools such as reserve funds that track revenues and liabilities by product, channel, and period require sophisticated solutions. With hundreds of customers and complex contracts in place, determining profitability by customer and product is one of the key determinants of pricing strategy. Furthermore, the downstream impact of pricing on government contracts makes it all the more important that a robust and flexible solution be used for Gross to Net management. Traditionally, enterprises have used home grown solutions or spreadsheet technologies to meet their needs. As market pressures rise and so does regulatory oversight, enterprises are seeking new ways to stay nimble and make quick business decisions. The need to mitigate risks while increasing through put creates a delicate balance between accuracy and speed.

Model N

USERS → BPI GROSS TO NET ↔ SECURE | MODEL N CONNECTOR | REVENUE CLOUD POWERED BY MODEL N | REVENUE MANAGEMENT DATA | REVENUE CLOUD POWERED BY FLEX | REVENUE MANAGEMENT DATA

Our Solution

Recognizing these challenges, the market has responded with a new category of solutions that helps with planning, measuring, analyzing, and improving the Gross to Net process. The Model N BPI Gross to Net solution is the leading offering that makes the end-to-end operation smooth and easy. BPI offers modules for forecasting and reconciliation while Model N extends its Revenue Cloud data with tight integration, speed, accuracy, and flexibility. Enterprises spend hundreds of thousands of dollars first in purchasing solutions, and second in integrating disparate data repositories and solutions. The Model N BPI solution makes data integration a turnkey and out-of-the-box capability that is compatible between versions, is robust, and secure.

Key capabilities include:

- Easy to use forecasting and reconciliation
- Robust end-to-end integration between Model N, BPI, and the ERP system of choice
- Deep insights into pricing and discount performance
- Flexibility in analysis by channel, product, and other attributes
- Government forecasting
- Forecasting by channel
- Price impact analysis
- Price protection planning

BPI Connector Benefits

Productivity
No manual entry or intervention.

Authorization and Access
Model N Auth and Access control transferred automatically to BPI.

Accuracy
Transfer of data followed by error checking for vastly increased accuracy.

Lower Cost of Ownership
Connector is a turn-key solution requiring no IT involvement; fully managed by BPI and MN.

Version Compatibility
Connector automatically updated and tested during subsequent releases and hot-fixes

Flexibility
Transfer can be managed incrementally or as a full refresh or something more granular.

Performance and Reliability
Connection scheduled for optimal performance and minimum downtime.

Security
Secure connection between MN and BPI gives peace of mind.

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