

Add Model N industry experts to your team



Regardless of where you are in the commercialization journey – from pre-launch, to growth, to a top-tier multinational firm – you must comply with new and changing regulations, efficiently execute business processes, and achieve your growth strategy. But you also need to bring life-changing drugs to market. In an effort to remain focused on innovation, many pharmaceutical manufacturers are turning to business process outsourcing (BPO) to help them offload repetitive tasks and close skill and knowledge gaps.

Model N Business Services is the BPO solution that was built specifically to help pharmaceutical companies in all stages of commercialization stay ahead of ever-changing regulations and optimize revenue from commercial contracts.

When you choose to outsource your commercialization and government compliance processes to Model N Business Services, you're hiring a complete team of industry experts who are backed by Model N's proven, state-of-the-art technology. This combination of people, process, analytics, and technology helps you mitigate risk, meet changing business needs, and achieve commercial excellence.

It doesn't matter if you have one product or thousands, Model N Business Services provides the level of support you need today and scales with you as your business grows.

Closing skill and knowledge gaps

While prioritizing research and development is crucial to your success, you still need to allocate resources toward executing 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 fills gaps in your organization and relieves 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 worked directly for pharmaceutical companies, and now you get the benefit of their experience. Our advisors and operations team members specialize in government programs, commercial contracting, finance, and analytics and work in these fields day in, day out.

Our team becomes an expert in your business. We engage with you to solve complex pricing and contracting problems, while helping you see the big picture.

We are deeply versed in the ever-changing federal and state regulations and their impact on drug pricing and compliance. Our team continuously tracks and documents legislative and regulatory changes – including new and updated state price transparency mandates and federal legislation – and updates processes as needed. You can be confident you’ll remain compliant with existing and new regulations because our team is always up to date.

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 was developed for life sciences. Model N technology is trusted by pharmaceutical manufacturers of all sizes because it uniformly applies pricing, contracting, and analytics processes across the organization. And since our team is managing it on your behalf, you don’t have to worry about any hardware and software updates.

Model N Business Services increases accuracy in claims processing, rebate calculations, verifications, and government reporting. Our applications span key areas of modern commercial operations and readily adjust to changing business, market, and regulatory requirements:

- Government pricing
- TRICARE and coverage gap
- Medicaid claims
- Prescription data validation
- Formulary compliance
- Payer and provider rebates and fees
- Chargebacks
- Membership and contract eligibility
- State price transparency reporting
- Gross-to-net
- Government contracts management

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.

96%

According to Model N research, **96% of pharmaceutical executives use BPO at a moderate level or above** to address staffing and expertise issues within revenue management, and 65% say it plays a substantial or significant role.

“Working with Model N Business Services allows me to build out my team around strategic processes rather than administrative work.”

**Yvonne Hilsky,
Head of U.S. Market Access, Moderna**

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 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.
- Understand potential downstream impacts of future pricing and product events.

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 weeks to days – and allows three to five full-time employees to focus on decision-making.

Maximize revenue with Model N Expert Services

Model N Business Services is one of the many offerings available through Model N Expert Services. Developed to help you turn revenue management into a competitive advantage, 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 offer innovative offerings that optimize revenue, manage risk, and enable you to focus on innovation.

[LEARN MORE →](#)

Put Model N to work for you.

Schedule a meeting to learn how you can outsource your commercial and government compliance to our industry experts, proven processes, and state-of-the-art technology.