

Identify tenders quickly

How Model N Global Tender Management helps you prioritize efforts on the right tenders

The importance of the tender pipeline

With up to 85% of medtech revenue and 40% of pharma revenue derived from tenders, manufacturers need strong tendering capabilities, or they risk losing access to markets for upwards of 36 months. Early identification of opportunities is key to developing a strategy and effectively responding to tenders that are the right fit.

Managing tenders manually



To find tenders, your team searches numerous global marketplaces. Results must then be evaluated to ensure tenders match your company's criteria for responding. As with any manual process, opportunities could be missed, misidentified, or found too late for you to adequately respond.



Tender managers must then track identified opportunities to make sure all deadlines and submission requirements are met – which is difficult without a central repository that's used by teams across countries, regions, and markets.



Most tenders require a response within 35 days of publication and may require information from up to 6 different departments. **That means you're likely having to chase down information and find the right people to sign off on the right criteria.** Any delays increase the risk of an incomplete or inaccurate submission.

Automating tender management with Model N



Marketplaces are automatically searched. Tenders that meet your established criteria are identified upon their publication and converted into a tender opportunity – giving you plenty of time to craft an effective and complete response.



Tender opportunities are managed in a comprehensive calendar that's visible to all teams. Efforts are prioritized toward the most critical opportunities. You're able to allocate resources to work on the strategy for each tender you plan to bid on, and should you win, you can ensure the supply chain can deliver what's been contracted.



Tasks are assigned within the system, eliminating repetition and ensuring information is tracked and auditable. Established workflows determine necessary approvals and secure sign off from the right people. And with that, your tender is ready for timely submission.

The benefits of a single application for global tendering

- ✓ Configure the platform to match local processes, while retaining global visibility.
- ✓ Centralize documentation gathering to reduce risk of non-compliance, disqualification, or penalties.
- ✓ Leverage insights into past performance and win-loss to improve future submissions.
- ✓ Effectively evaluate opportunities and prioritize efforts on those that offer higher likelihood of success.
- ✓ Maximize revenue across regions and reference price ecosystems.

About Model N Global Tender Management

Global Tender Management optimizes bids, streamlines processes, and enables a data-driven approach to tendering. This cloud-based solution addresses the key stages in the tender-to-contract process, consolidating capabilities so that all information relevant to the tender is in one place. This end-to-end approach to tendering delivers the insights and controls you need to win more tenders at the right price.

Discover how you can more efficiently identify and respond to tenders.

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