

Model N

Deal Management

Model N's Deal Management solution allows you to take control of direct and channel sales opportunities anticipating shifts in direct and channel business in global markets.

WITH MODEL N DEAL MANAGEMENT YOU CAN:

- Gain visibility into demand
- Reduce quote cycle time
- Increase quote conversion rate
- Avoid bidding against yourself
- Ensure correct, customer specific pricing
- Reduce price erosion
- Eliminate upfront customer discounting

Increase Deal Conversion While Enforcing Pricing Consistency

High Tech and Semiconductor companies face the challenges of a complex value chain, with end customers purchasing directly and through distribution partners, manufacturer reps, and contract manufacturers across multiple regions. This distributed sales process makes it difficult for organizations to obtain accurate visibility into demand. While complex pricing rules and a high volume of special pricing deals hinder quote turnaround time and pricing consistency. These factors impact an organization's ability to convert quotes into orders.

Model N Deal Management

Model N Deal Management enables High Tech and Semiconductor manufacturers to improve deal conversion rates, protect transactional margin, and obtain visibility into demand across channels and regions. With interactive quoting, order entry, contract compliance, and sophisticated opportunity tracking, companies are able to dramatically reduce quote cycle time and the number of lost opportunities, reduce price erosion through enforcement of pricing policies and the elimination of internal bid wars, and obtain visibility into demand across channels and regions.

Key Components of Deal Management

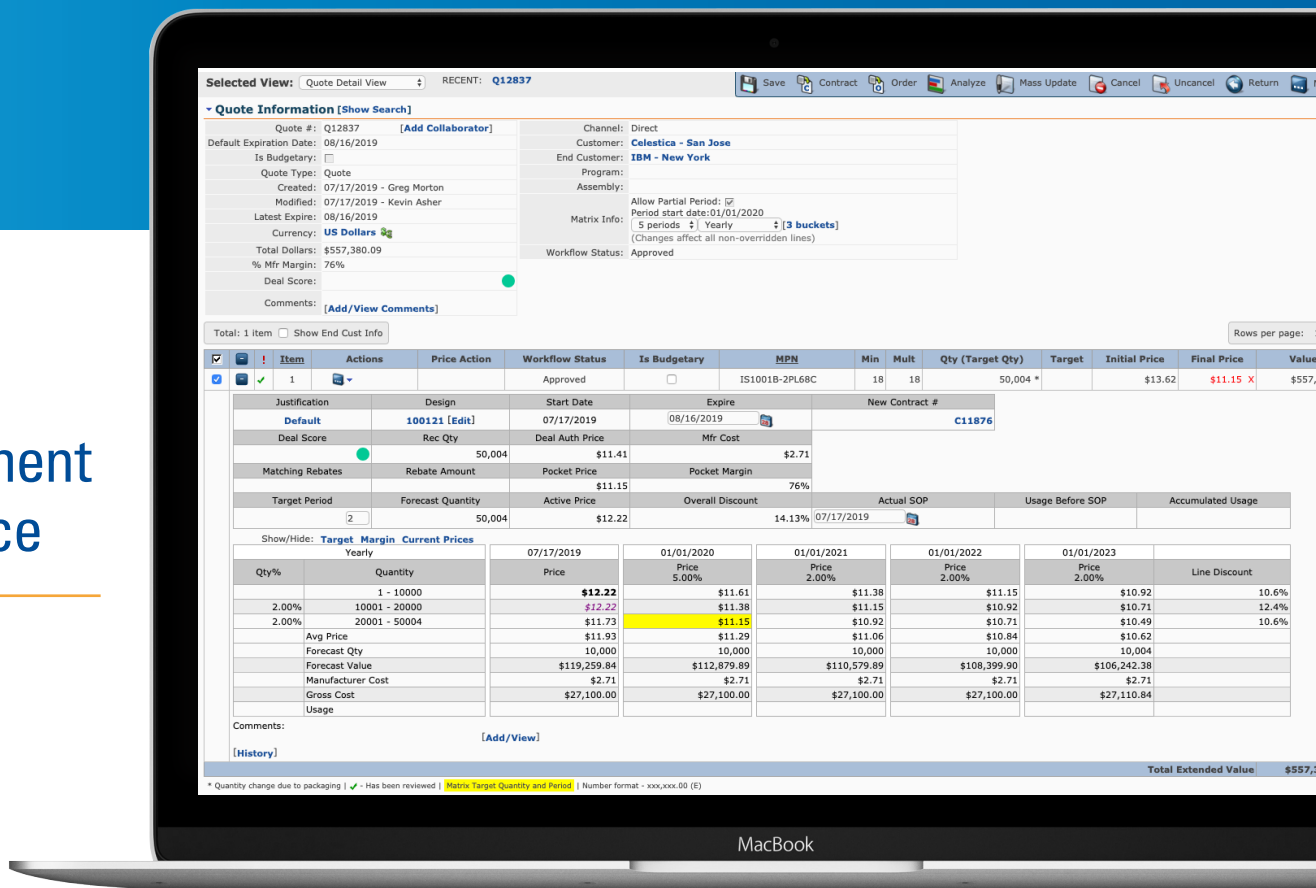
Interactive Quoting dramatically reduces quote cycle time, enabling users to quickly and easily respond to new opportunities, retrieve and analyze previous quote activity, and retrieve general catalog pricing.

Order Entry enables users to seamlessly move information from a quote to an order using a flexible and intuitive user interface, provides a view of backlog along with an audit trail, and complements existing processes by enabling completed or change orders to be transmitted to legacy, ERP, or operator systems.

Contract Compliance reduces price erosion caused by off-contract quotes, ensuring that pending transactions adhere to contractual commitments and tiered pricing agreements. Users can upload, edit, review, and maintain contract parts, price, minimums, durations, and more.

Pricing arms companies and sales teams who coordinate pricing locally and globally. Price management allows a business to quickly respond to market conditions and track competitive prices and changes in demand.

Model N Deal Management at a Glance



Create Quote and Generate Quote Response

Create spot buy, budgetary, and channel quotes for both direct and extended sales organizations. Generate customer specific quote responses in real time based on price lists and pricing rules.



Approve Quotes and Contracts

Evaluate and approve escalated quote and contract proposals based on prior pricing history and related end-customer opportunities and design activities.



Convert Quote to Order or Debit

Convert channel or broken cost quotes to debits to be reconciled in other Revenue Management applications.



Ensure Contract Compliance

Create contracts with sophisticated pricing tiers that can be tied to transactional activity for management and compliance tracking. Convert spot buy quotes to order requests and integrates to ERP systems.

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