

Drive higher revenue and margin for direct and channel sales

Model N Deal Management enables high-tech companies to accelerate deal cycles, enable profitable pricing decisions, and improve margins by using intelligence and automation throughout sales and pricing operations. This end-to-end application offers global price management, automated discounting controls and quoting, and volume-based tiering to your channel partners in seconds. From opportunity to order, every touchpoint along the high-tech value chain is connected, driving higher revenue and margins.

Dramatically reduce quote turnaround times

Quickly and easily respond to new sales opportunities, review and analyze previous quote activity, and retrieve tailored pricing. Automated workflows guide your team through the process and provide approval thresholds, ensuring timely responses to customer opportunities. Upon quote approval, debits are posted for accurate accrual and claim calculation and management.

Reduce price erosion

Curtail price erosion caused by unnecessary upfront discounting, non-compliance with tiered pricing and contract terms, and internal bidding wars. When quoting, you can easily see pricing discounts and all applicable incentives, so you can drive the highest value for your products to maintain and protect profit margin.

Manage and optimize global pricing

Establish list price, volume-based price discounts, and distribution margin rules, as well as customer and channel contracts – enabling your sales team to quickly respond to market conditions, competitive pricing, historical pricing, and changes in demand. Additionally, prices are updated en masse across all deals and debits, so you can be confident pricing is always accurate.

“*Model N has become a true value to the individual salesperson. It helps them do their job faster, better, more efficiently, and more effectively. They like it, and that's really significant.*”

Mitch Little, Vice President of Worldwide Sales, Microchip Technology

Empower self-service channel sales

Enable your partners to create their own quotes or order requests through the self-service channel portal. Now channel partners aren't waiting on you; they're getting quotes themselves and receiving consistent market pricing at the right time in their sales process. Empowering partners to take some control of the process makes it easier to do business with you, so they can spend more time selling your products.

Make smarter pricing decisions

Connect the channel quoting and channel order process for better visibility into what's being sold through channel partners. With this insight, you can track trends and channel inventory and anticipate demand. With Deal Intelligence add-on analytics, you can analyze customer, price, margin, win-loss, and competitive data for pricing guidance and what-if scenario modeling for use during negotiation.

Reduce revenue loss by automating revenue execution

- ✓ Ensure customers across channels, segments, and regions receive correct, consistent pricing.
- ✓ Provide partners with a frictionless quoting and deal registration process.
- ✓ Eliminate upfront customer discounting, off-contract quotes, and internal bidding wars.
- ✓ Automatically create debits based on quotes to streamline accruals for your finance team.
- ✓ Quickly turn around quotes for direct and channel sales opportunities.
- ✓ Gain visibility into demand and anticipate shifts in direct and channel business.
- ✓ Ensure compliance with pricing policies, tiered pricing, incentives, and contracted terms.
- ✓ Give sales teams seamless access to execute revenue with our Force Multiplier integration to Salesforce.

Unify your pricing and quoting processes to optimize revenue

Schedule a demonstration to learn how Model N Deal Management can help accelerate deal cycles and retain the highest market value on every deal.