

Model N

Keryx Biopharmaceuticals

MODEL N CUSTOMER SINCE 2014

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Model N's
out-of-the-box
SaaS offering
works perfectly
for emerging
and midmarket
companies
like Keryx."

—Executive Director
Keryx Biopharmaceuticals

NEW CAPABILITIES

- Drive better, faster decisions by increasing data transparency across the organization
- Efficiently process transactions
- Actively manage pricing and contracts
- Maximize net sales by leveraging analytics to optimize rebates, incentives, and prices
- Optimize channel processes
- Quickly adapt to government price and Medicaid, Medicare, and Tricare program changes
- Reduce administrative burden in terms of cost, time, and effort
- Seamlessly update system

Challenges

MIDMARKET AND EMERGING MANUFACTURER CHALLENGES

According to a study by KPMG, 32% of midmarket executives report that their most significant barrier to growth is pricing pressures. Keryx, a biopharma midmarket company, was looking for a revenue management solution built on industry best-practices and available for a low total cost of ownership. Most solutions available in the market are too expensive or do not have the key capabilities needed to meet the Keryx business needs in the future. Model N Express proved to be the perfect solution for Keryx.



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Results

EFFICIENTLY MAXIMIZE NET SALES AND REBATES

With the full suite of Model N's new out-of-the-box SaaS offering, Revenue Management Cloud, using the Express methodology, Keryx is now able to manage the full lifecycle of their institutional, purchase-based, channel, and managed care contracts and incentives, as well as their regulatory compliance in a single system. Keryx has enhanced visibility into leading indicators for net revenue, and more accurate and efficient pricing, rebating, and accruals processes.

"The analytics that come out of Model N are critically important – both for our customers because they maximize their rebates, as well as for us for maximizing net sales," shared Keryx. "With no-hassle updates and no requirement to host the software or manage the infrastructure, Express helps us focus on what we know best, serving our customers with our core business."

Keryx now has best practices in contracting, rebating, and channel management integrated in their daily operations, increasing their net sales as well as efficiency, and reducing errors and billing changes.

MODEL N EXPRESS

Model N Express is a preconfigured, enterprise-grade SaaS Revenue Management offering that helps midmarket life sciences companies maximize revenue and reduce compliance risk.

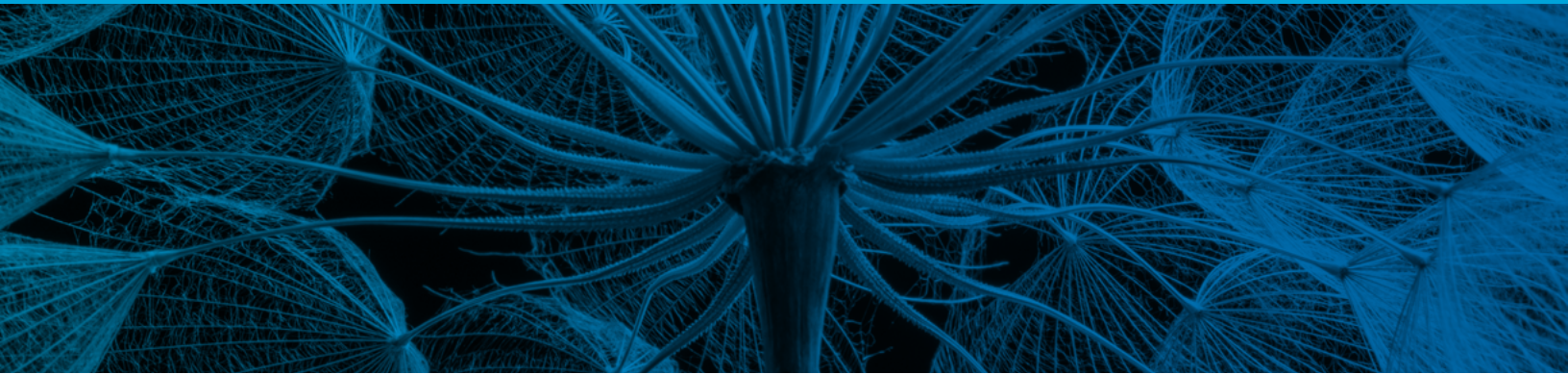


Keryx Biopharmaceuticals, Inc. (NASDAQ:KERX) is a rapidly growing biopharmaceutical company focused on the research, development and commercialization of pharmaceutical products geared towards addressing unmet needs and providing unique and meaningful advantages to patients with renal disease and their healthcare providers.

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PAYER MANAGEMENT — enables manufacturers to maximize revenue by eliminating revenue leakage and the risk of non-compliance throughout the PBM and payer contracting process. The solution improves operational efficiency from scrubbing script data to properly allocating discounts for government pricing, while providing visibility and control throughout the entire life of the contract. **On average, pharma companies pay 25-31% of revenue in rebates** across with heavy penalties for late payments, making accurate and timely rebate and fee validation, calculation and settlement critical to manufacturers. As rebates become more innovative and value-based, using Model N's Strategy Designer within Payer Management allows for operationally complex agreements to be effectively modeled and executed.

PROVIDER MANAGEMENT — allows companies to maximize revenue by reducing revenue leakage and the risk of noncompliance throughout the institutional contracting process. The solution eliminates overpayments of fees and rebates, and ensures customers get the right price the first time with real-time integration into ERP order and billing systems. Additionally being able to manage membership and other relationships ensures proper hierarchal structure is enforced.



\$7.35M+

Within the last four years, overcharge cases have doubled and carry an average penalty of \$7.35 million per case.

GOVERNMENT PRICING — supports manufacturers in maximizing revenue by reducing risk of fines and brand equity damage by ensuring compliance with U.S. Federal statutes. The solution ensures regulatory and operational compliance with full reproducibility, audit trail, reporting and analysis. Within the last four years, overcharge cases have doubled and carry an average penalty of \$7.35 million per case. Model N's delivery of customer policy-specific regulatory update packs (RUPs) ensure our customers remain completely up-to-date with any major rules changes and avoid non-compliance.

50%

Medicaid enrollment has grown more than 50%.

MEDICAID — enables companies to maximize revenue by eliminating revenue leakage and maintains legal compliance by ensuring accurate and timely claim remittance to Federal and State programs. The solution diminishes fraud, waste and abuse with analytics and reduces overpayments in Medicaid rebates through aggregated or Rx-level claim validations. Over the past decade, Medicaid enrollment has grown more than 50%, but with unit rebate amounts updated automatically upon completion of government pricing calculations, manufacturers no longer have to rely on multiple commercial and regulatory legacy systems that can result in lengthy processes that risk producing inaccuracies.

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Model N is a leading provider of cloud revenue management solutions for life sciences and high tech companies. Driving mission-critical business processes such as pricing, quoting, contracting, regulatory compliance, rebates and incentives, our software helps companies know and grow their true top line and maximize every revenue moment at speed and scale. With deep industry expertise, Model N supports the complex business needs of the world's leading brands in pharmaceutical, medical technology, semiconductor, and high-tech manufacturing across more than 100 countries, including 90+ life science customers. For more information, visit www.modeln.com. Model N® is the registered trademark of Model N, Inc. Any other company names mentioned are the property of their respective owners and are mentioned for identification purposes only.

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