



NXP

Challenges

Outdated Systems and Processes, Untraceable Opportunities

As one of the worldwide top 20 semiconductor sales leaders, founded over half a century ago, NXP strained to support intensifying demand and growth using older systems and processes. Prior to implementing Model N, NXP managed their revenue and contracts through a mix of outdated homegrown systems, Excel spreadsheets, emails, and phone calls. This led to untraceable opportunities, price erosion, and unrealized revenue. NXP recognized they needed to automate, track, and provide transparency across the entire spectrum of their transactions to continue to fuel and streamline their business.

Results

Improve Efficiency, Effectiveness and Satisfaction

With Model N's full suite revenue management solution, NXP has improved their win-ratio, reduced price erosion, and become more effective both as a quoting organization as well as in how they respond to customers. NXP has accelerated quote turnaround from upwards of two days, to a matter of seconds for a preapproved quote with Model N. For more complex opportunities, NXP now has the complete history, past commitments, and negotiation information at their fingertips to make more informed decisions.

By providing employees with the tools to add value to opportunity management and to affect change by leveraging data and insights from Model N, NXP employees have become more invested in the process and employee satisfaction has increased by 20%*.

NXP can now implement best practices across their entire organization, and determine the impact both on their customers and on their bottom line.

* As measured by an internal NXP Employee Survey

“*Model N allowed us to raise the bar in how we respond to customers, made us more effective in the way we respond to customers, made us more capable in the way we price, and to avoid any errors we might make.*”

— Peter Austin, Vice President, Global Sales and Marketing, NXP

Hear From NXP

Increased employee satisfaction by 20%



Peter Austin, NXP

Watch the video: <http://youtu.be/s0Xx5jiiAyo>

New NXP Capabilities

- Gain transparency into opportunity lifecycles
- Identify and remove roadblocks by measuring effectiveness throughout process
- Determine ideal prices using data and analytics
- Communicate more effectively with customers
- Accelerate quote turnaround
- Refine opportunities by leveraging systematic approval system and historical data behind each transaction
- Automate global pricing capabilities

Model N Customer Since 2010



NXP Semiconductor (Nasdaq: NXPI) creates solutions that enable secure connections for a smarter world. Building on its expertise in High Performance Mixed Signal electronics, NXP drives innovation in the automotive, identification and mobile industries, as well as in wireless infrastructure, lighting, healthcare, industrial, consumer tech, and computing. NXP operates in more than 25 countries, and posted revenue of \$4.4 BB in 2012. NXP was founded by Philips Semiconductor. www.nxp.com

Live On Model N

- North America
- Asia
- Europe

Model N Products at NXP Semiconductor

Global Price Management

Ensures consistent and accurate pricing across channels and geographies by automating quote responses according to pre-established price lists, pricing rules, contract terms, registrations, and market price programs.

Deal Management

Improves deal conversion rates and protects transactional margins by reducing quote cycle times, enforcing pricing policies, and eliminating internal bidding conflicts.

Deal Analytics

Brings real-time, operational business intelligence to the price negotiation process with advanced customer and quote analysis functionality.

Contracts and Compliance Management

Maximizes contract value and margin by reducing invoice and order pricing errors, improving controls over price concessions, and enhancing customer compliance tracking.

Channel Revenue Management

Automates visibility into channel sales activity and improves financial controls by simplifying the POS reconciliation process, reduces credit over-payments, and facilitates compliance of revenue recognition policies.

KEY INTEGRATIONS



SOLUTION REPLACED



Homegrown