

Enable Rebate Management for Customer Rebates



Manufacturers and distributors across many industries provide rebate programs to their customers, and these rebate programs play a significant role in creating joint business plans. These incentive programs can often become the strongest glue that binds trading partners together in a mutually beneficial, joint strategy.

Managing customer rebates efficiently means mastering a number of different processes—from setting up, adjusting and renewing agreements, to analyzing margins and profitability. To keep track of all these processes, many businesses naturally reach for the tool closest to hand to help them keep track of their customer rebates – the trusty spreadsheet. However, these spreadsheets can become notoriously complex and do not provide the visibility sales, finance and commercial teams all need to drive sales and loyalty.

If this sounds familiar, you should be considering a cloud-based rebate management platform which will help you take full control of your customer rebate programs.

What Our Customers Say



Our problem was tracking the multitude of customers programs, incentives, discounts, and how they were practically all kept manually on various Excel spreadsheets. I was actually told that there was no system, there was no company that could handle rebates of this fashion. But when I started on that journey Enable rose to the top pretty quickly”.

- Bob Gay
Customer Profitability Manager
Advance Auto Parts



With Enable, you can:



Avoid overpayments to customers: Do you currently pay out more in rebates than you should, perhaps because you rely on customers to tell you what you owe? We find that companies managing customer rebates on spreadsheets tend to overpay by 0.21%, an average of \$83,000 annually. That represents major savings right away.



Optimize available incentives: Are your customers aware of all of the incentives available to them – and able to track their performance? Enable has collaboration features which let you agree deals and review performance together, so customers are incentivized to make the sales you want them to.



Accelerate rebate payments: Have you incurred any late payment fees or missed any early payment discounts when paying rebates to customers? Automating rebate management can ensure you always pay on time and take advantage of any early payment discounts.



Drive sales: Do you struggle to forecast margin on rebated products, making you reluctant to lower prices? A good rebate management software solution will clearly show your true margins, giving you more flexibility to be competitive with pricing.



Free up time at month end: Our research has found that manufacturers using rebate management software to automate month-end calculations typically spend 35% less time on month-end processes.



Reduce customer disputes: When your rebate terms are unclear — or your customers don't have a good way of tracking their performance against their agreements — you can spend a lot of time in disputes over rebates payable. A software solution provides a single source of information for you and your customers, so you're always on the same page.

Use Customer Rebates strategically with the help of Enable.
Contact Enable today at hello@enable.com or visit enable.com to schedule a demo.