

Rebate & Channel Manager

Proactively design and manage your rebate programs across channels

Simplify the execution of your complex agreements with smarter rebate management

Gain confidence that your rebate and channel programs are growing your topline. Automate your entire rebate and channel process from deal creation to accruals, and payment generation to end-to-end reporting. You and your teams can calculate and analyze rebates, review margin, identify scenarios, and modify your programs to maximize effectiveness.



How Rebate & Channel Manager Helps

- Increase revenue with strategically aligned rebate and channel programs
- Reduce risk of overpayments or underpayments by tying to actual performance
- Strengthen channel and sales relationships with collaborative portals and dashboards

Customer Rebates

Create and manage complex customer rebate programs that are based on volume, growth, fixed, delivery size or straight accruals

Claims & Deduction Management

Centralized claims management with ability to bring in deductions from financials cloud

Rebate Payments

Enable reconciliation of payments between suppliers, customers, and distributors, on both the buy-side and sell-side

Integration with back-office applications

Seamless integration with Oracle ERP to deliver a solution that meets customer needs

Success with Rebate & Channel Manager

3.0%
Prevented
rebate
overpayment

1.8%
Increased
channel
satisfaction

1.2%
Avoided
rebate
penalties



Focus on Outcomes

Build and manage rebate and channel incentive programs - Create and manage channel incentive programs for your customers and/or channel partners.

Create and manage vendor incentive programs - Create and manage vendor incentive programs for products you procure and sell.

Real-time, auditable tracking and accruals - Track and accrue for the earning and attainment of your channel incentive programs.

Automate the claims deductions for all programs - Automate the claims deductions for your various channel incentive programs.

Automate the financial transactions - Automate the financial transactions that result from your various channel incentive programs.

How We Integrate

Rebate & Channel Manager integrates with industry-leading systems.

ORACLE®

SAP

Dynamics 365

Sage

infor

salesforce



CUSTOM

Boost Your Rebates with Vendavo

- Increase profitability with Vendavo Deal Price Optimizer
- Improve quote turnaround with Vendavo Intelligent CPQ
- Understand rebate effectiveness with Vendavo Profit Analyzer

What Our Customers Say About Rebate & Channel Manager

“We were able to integrate Vendavo with our existing database and AP systems to allow us to automatically accrue and pay out rebates. Customers are extremely satisfied with getting their payments on time and in a more consistent fashion.”

Ali Bren

Associate Director of Customer Service



KEY CAPABILITIES

▶ Vendor and Customer Rebates

- Deal creation based on agreements that can be custom or templated for rebates, allowances, payments, and formulas
- Set up automated approval workflows
- Review rebate statuses, summaries, and activities
- Add comments and send notifications on the deal and users

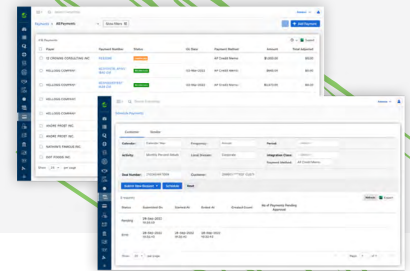


▶ Vendor and Customer Payments

- Automate and schedule payments with the ability to manually administer as needed
- View status and accrual and payment details

▶ Bid Analysis, Margins, Price Lists

- Review bids and quote for net margin protection
- Analyze margin impact and authorize bid requests
- Basic price list maintenance and margin driven price change approvals

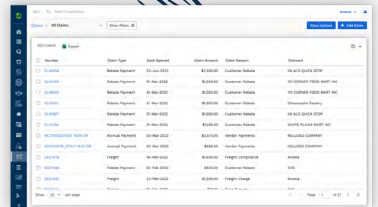


▶ Ship and Debit, Billback

- Define end customer agreements and process ship and debit from distributors
- Cost recovery mechanisms for more complete processing

▶ Deductions & Claims

- Streamline settlement with rules and automation, generate remittances
- Automate channel partner interactions to centralize and reduce manual processing of claims



▶ Partner Portal

- Dashboard for partners to negotiate incentives, submit Point of Sale, review claim status, and download rebate backups and remittances

▶ Reporting, Audit Trails

- Generate UI-based drilldowns, details, and documents, template reports, export reports, publish remittances and promo letters
- Audit controls to validate and verify accounting and calculations

