

Model N

Rebate Management

Model N's Rebate Management solution is a cloud-based solution offering enterprise-grade management of rebates and incentives.

Enterprise-Grade Flexibility and Power

Model N Rebate Management is designed to support enterprise complexity and scale. Built on the Salesforce platform, Model N Rebate Management can more effectively align partners with channel strategies using incentives based on volume, revenue, time of sale, product family, regions and other business factors as presented by actual performance and sales data. Channel managers can also quickly and easily create a variety of rebate programs with automated or ad-hoc rebate earnings and payment calculations.

Model N Rebate Management is built with an advanced architecture that delivers performance and scalability. Model N Rebate Management offers Earnings and Payment Calculation Engines that are built to handle the most complex rebate programs and process millions of transaction lines in under a minute.

BENEFITS ALIGN PARTNERS and customers with sales goals

REDUCED revenue leakage | **IMPROVE VISIBILITY** and control over rebate programs

LOWER COSTS of administering rebate programs | **INCREASE** channel sales

Model N Rebate Management helps High Tech Manufacturing and Semiconductor companies establish rebate programs that drive consumption and improve market share. The solution will also help manufacturers eliminate over-payments and compliance exposure by automating rebate management processes, from setting up rebate programs on contracts and calculating and managing rebates as they accrue to enabling accurate and timely payments to eligible customers.

Model N Rebate Management eliminates errors and potential overpayments by ensuring the accuracy of payment processing rules and conditions. It supports complex rebate terms, allowing sales to develop compelling programs that maximize market share. It ensures regulatory compliance by providing full auditability and management of business processes, and provides risk mitigation by ensuring that payments are paid only after proper review and approvals.

Model N Rebate Management

Built natively on the Salesforce platform, Model N Rebate Management simplifies the creation and management of rebate and incentive program types. Model N Rebate Management enables channel managers to align partners with channel strategies using incentives based on volume, revenue, time of sale, product family, regions and other business factors as presented by actual performance and sales data. With Model N Rebate Management, companies like yours can:

- **Reduce revenue leakage and increase sales** –Create, manage, and analyze rebate programs more accurately and effectively and empower channel, sales, and marketing teams to deploy new rebate and channel incentive strategies
- **Improve visibility and control** –Provide channel managers, sales, and marketing with a complete view of rebates and channel incentives across the organization or for a particular partner or customer
- **Lower administration costs** –Significantly reduce the manual administration required to enable successful rebates by automating complex rebate earning and payment calculations and by providing program transparency to partners and customers alike

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Rebate Management allows companies to set up rebate programs on contracts and calculate and manage rebates as they accrue. You can enable accurate and timely payments to eligible customers.

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Easily match claims and sales data to reduce over-payments providing more accurate and effective strategies
- **Improve visibility and control** – Provide channel managers, sales, and marketing with a complete view of rebates and channel incentives across the organization or for a particular partner or customer
- **Lower administration costs** – Significantly reduce the manual administration required to enable successful rebates by automating complex rebate earning and payment calculations

Complete Visibility and Control

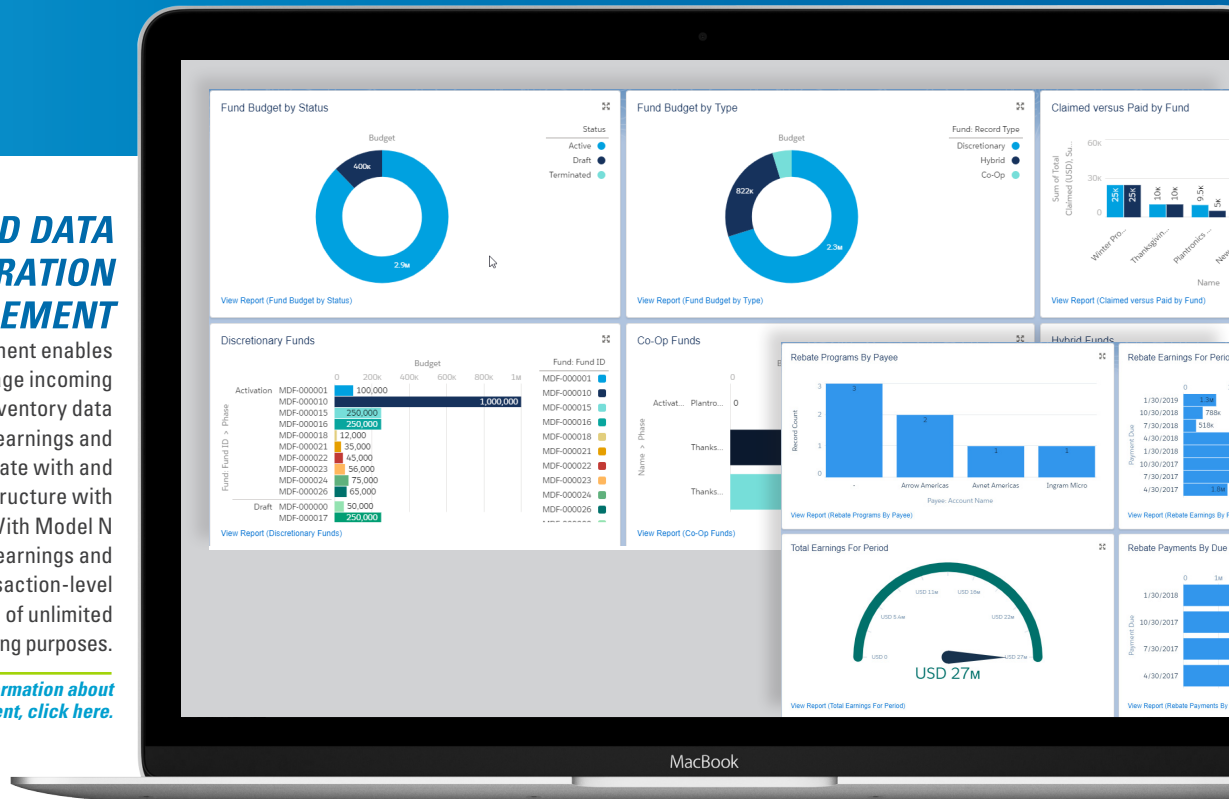
Model N Rebate Management provides complete visibility and control over rebate and channel incentive programs across the organization.

- **Integrated workflow** – Validate eligibility and cross-functional requirements with other Model N applications including Model N Revenue Cloud and CDM
- **Rebate performance dashboards and analytics**
– Evaluate rebate program effectiveness, sales uplift, and rebate earnings progress on any attribute or parameter and analyze back to any historical period
- **Partner collaboration** – Collaborate with partners through the Model N Partner Community (partner portal) to get them onboard with your performance goals and communicate rebate earnings progress and payments
- **Transparency balanced with control** – Maintain granular control over data visibility and approval and override authority at the program, earnings, and payments levels

END-TO-END DATA INTEGRATION AND MANAGEMENT

Model N Rebate Management enables businesses to easily manage incoming transaction, point-of-sale, or inventory data and outgoing rebate earnings and payment data. Simply integrate with and leverage existing ERP infrastructure with seamless integration. With Model N Rebate Management, trace earnings and payments to their historical transaction-level detail and take advantage of unlimited historical transaction data for tracing purposes.

For more information about Model N Rebate Management, [click here](#).



View rebate program progress and activity in a single dashboard.

FEATURES

Configurable goal builder

25+ out-of-the-box rebate types

Automated earnings and payment calculation


High performance calculation engines


Transaction management

Rebate performance dashboards and analytics

Model N Partner Community

SOLUTION BENEFITS

 Align partners and customers with sales goals

 Increase channel sales

 Reduced revenue leakage

 Improve visibility and control over rebate programs

 Lower costs of administering rebate programs

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