

## BUSINESS OUTCOME

# Mitigate Business Risk

Single version of truth ensures auditability and avoids knowledge silos.



### Auditable paper trail

- How likely is it that your deals have been recorded accurately?
- Do you have an audit trail of every step in your rebate management process?



### Improved accrual forecasting

- What degree of confidence do you have in the accuracy of your accruals forecast?
- How much effort is spent annually to collect and provide data for audit accruals?



### Cross-departmental shared view

- Do all departments get the visibility they require?
- What commercial risk does the lack of visibility create for the sales or procurement teams?



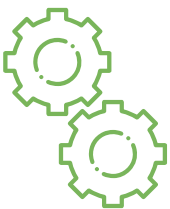
### Protect yourself from human error

- What is the risk of your rebate management process being affected by human error?
- How sustainable is it to rely on manual calculations?



### Remove people overdependency

- How many people in your organization have full understanding of how your rebate programs work?
- Have you risk-assessed your rebate management process for key person dependencies?



### Retire on-premise legacy tools

- What legacy tools do you currently use to manage your rebate deals and how reliable are these tools?
- What are the costs and risks and security implications of maintaining the legacy tools?

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