

BUSINESS OUTCOME

Boost Financial Performance

Actionable insights reveal paths to increased margin, profitability and sales.



Collect all available rebates

- What is the likelihood you are not collecting all available rebates?
- What challenges do you have reconciling your accrued rebate earnings and payments received?



Continually maximize available rebates

- How easily are you able to direct your purchasing to maximize your rebate deals?
- Do you get the monthly insights you need to balance your spend and ensure annual tiered rebate goals are on track?



Pursue new rebate deals

- How much more new rebate earnings do you believe you could pursue?
- What % of your suppliers do you claim rebates from?



Optimize future deal performance

- How do you currently measure the performance of your supplier agreements?
- Are you able to easily gain the insights on past deal performance to drive renewal renegotiation?



True net margin to drive sales

- How impactful are rebates to your competitiveness in the market?
- Are you easily able to include the net margin (including rebate) in the price to ensure you are priced competitively?



Accelerate cash collection

- How long does it take to collect rebates (on average)?
- Are rebate payments delayed due to disputes or claim process inefficiencies?

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