

Enable Rebate Management for Manufacturers

enable

Simplify Your Customer Rebates. Strengthen Your Relationships.

For manufacturers, rebates incentivize distributors and retailers to sell the right products to the right customers, in the right ways and at the right volumes, to drive growth and profitability.

As a manufacturer operating in a competitive market, we know that you continue to find that rebates can quickly become a massive administrative headache, a drain on your resources, and a source of long-running disputes.

Forward-thinking manufacturers who depend on a system like Enable are spending less time being frustrated with rebates and more time using rebates as a powerful marketing tool to leverage additional sales and drive increased loyalty from their customers.

Business Outcomes:

- ✓ **Boost Financial Performance:** Actionable insights reveal paths to increased margin, profitability and sales.
- ✓ **Increase Operational Efficiency:** Automation and collaboration free up valuable resource across the organization.
- ✓ **Mitigate Business Risk:** Single version of truth ensures auditability and avoids knowledge silos.

Successful Manufacturers Have One Thing in Common: Enable Rebate Management Software



Access real-time data: Using manual processes to deliver critical rebate information won't cut it when customers need this data in order to make critical business decisions. Ultimately, increased access to reporting means that manufacturers and their customers can make better business decisions.



Increase collaboration: Our research found that 75% of distributors report that knowing rebate amounts would influence their support of a manufacturer. When suppliers communicate transparently about their incentive programs, they win more business—and more business means more sales.



Calculate accurately: Spreadsheets and ERPs simply are not built to manage the complex nature of modern rebates, resulting in missed information or incorrect calculations. While calculations may not take manufacturers particularly long, having to run and rerun those calculations until the numbers match is time better spent doing other, value-add tasks.



Promote loyalty: Incentive programs can be excellent tools to promote loyalty by providing greater rebate amounts to customers at higher purchase volumes — but these rebates should be carefully priced so they don't hurt the manufacturer. By pricing correctly, manufacturers and customers both win: manufacturers move more product and customers receive more rebates.



Better rebate tracking: Tracking rebates is notoriously difficult for manufacturers. Many times, when a manufacturer delivers a rebate payout, a distributor's reporting says they are owed a different amount. By using Enable you can track your rebates in real time.

What Our Customers Say



It would've taken me a couple weeks to copy and paste from different Excel files to create a database that we could have done that with. Now, I can go into the reports, to a transaction or an earnings report and have at least what's been submitted visible."

- Colleen Kennedy,
Marketing Analyst, Stemco

Are you ready to use rebates as a strategy?

Contact Enable today at hello@enable.com or [visit enable.com](https://www.enable.com) to schedule a demo.