

# Enable Rebate Management for Distributors



## Smarter Rebate Management. Stronger Supplier Relationships.

For distributors, rebates reduce the cost of doing business, allowing more investment in inventory that helps to drive revenue growth, and contributing a significant amount to the bottom line.

In an ideal world, distributors want to build closer relationships with individual suppliers to understand their business goals and negotiate more favorable rebate terms in return for helping to achieve those goals. However, with more manufacturers are going direct to consumers, cutting out distributors and retailers. This is driving an additional wedge between trading partners, where trust was already lacking and disputes and friction were common.

What if there were a way to get the relationship back on track, and deliver mutual benefits for manufacturers, distributors and customers alike?

### 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.

### What Our Customers Say



*Now we really have day-to-day insight! With the push of the button we can see how far we stand to a certain threshold, where we might be able to get a rebate payout from one of our suppliers, and given the complexity, we weren't able to do so before Enable."*

- Stijn van Roosmalen,  
European Procurement Director, Erik

### A great cloud-based rebate management system sweeps away any issues that have held distributors back, by:



Supporting complex, bespoke rebate agreements and automating rebate calculations



Offering a "single source of truth" about rebates for people across the business to access



Automating a daily pull of transactional data, saving time and ensuring data is up to date



Creating a collaborative environment to review and discuss deal terms with trading partners



Providing reports and dashboards to monitor and manage rebate performance



Integrating with core ERP and other systems to ensure data stays consistent between them

Are you ready to gain instant deal visibility and collect all available rebates?  
Contact Enable today at [hello@enable.com](mailto:hello@enable.com) or visit [enable.com](https://enable.com) to schedule a demo.