Enable Rebate Management for Supplier Rebates

Supplier rebates should reward your business performance while helping you form lasting, mutually beneficial relationships with the businesses you buy from. However, managing supplier rebates can be an administrative headache fuelled by deal complexity, technology constraints, and internal process breakdowns. As such, businesses rarely realize the full value of these rebate programs, leaving the proverbial money on the table.

Fortunately, there's a better way. At Enable we have an in-depth understanding of supplier rebate management and know how complex it can be. We recognize that rebate requirements vary from organization to organization and that yesterday's general-purpose software and spreadsheets simply don't cut it anymore.

Using Enable, anyone involved in supplier rebates can move away from siloed, disparate tools and run their businesses on a single, unified platform where they can get comprehensive, real-time deal visibility across their whole organization.

What Our Customers Say

"
As we grow into a billion dollar company and increase our brands and vendors, we needed a system that can handle the hundreds of complex deals and accurately track the earned rebates and Excel just was no longer cutting it."

- Jerome Dziechiasz
  Senior Category Manager,
  Merchandising Operations at CarParts.com

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.

Enable Features

Centralized Deal Repository – An organization can easily have hundreds of suppliers, and numerous rebates with each. The payment frequencies of these deals may also vary. To handle such complexity, you need a centralized deal repository to manage, track, calculate and accrue all rebate revenue.

Reporting – Review spend and rebate performance at regular intervals to steer purchasing and sales behaviour to maximize profit. Using the data available, you can negotiate the best possible agreements for your organization.

Forecast at All Levels – Automated forecasting of spend and rebate at a granular level with no human dependency is an incredible tool that allows you to plan better. This forecasting capability is vital for creating more targeted deals and for determining when renegotiation would be appropriate.

Collaboration Portal – When it's easy to share and collaborate on information with your trading partners, misunderstandings are less frequent, and joint business planning is simpler and more effective. You can invite suppliers to login to review and sign-off deals as well.

A Full Audit Trail – Enable keeps an 'activity log' of key user actions. A robust and comprehensive audit trail is paramount, so you can be confident in your accruals, and rapidly demonstrate regulatory compliance.

Watchlist App – An app that highlights opportunities to maximize the rebate present in live deals, and the risk of failing to hit rebate targets, helping to steer purchasing and sales behavior to maximize profits. Make adjustments to your rebate strategy more rapidly to drive profitable growth.

Enable is driving a cloud-first innovative approach to supplier rebate management which will transform the way distributors and buying groups collaborate with their suppliers and attain profitable growth together. Contact Enable today at **hello@enable.com** or visit **enable.com** to schedule a demo.