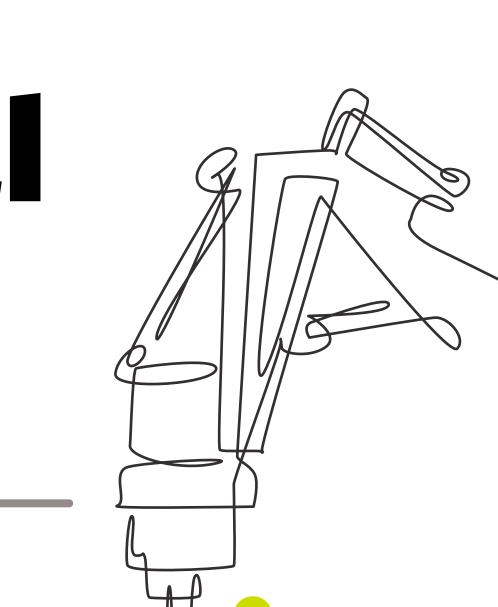


Understanding Special Pricing Agreements:

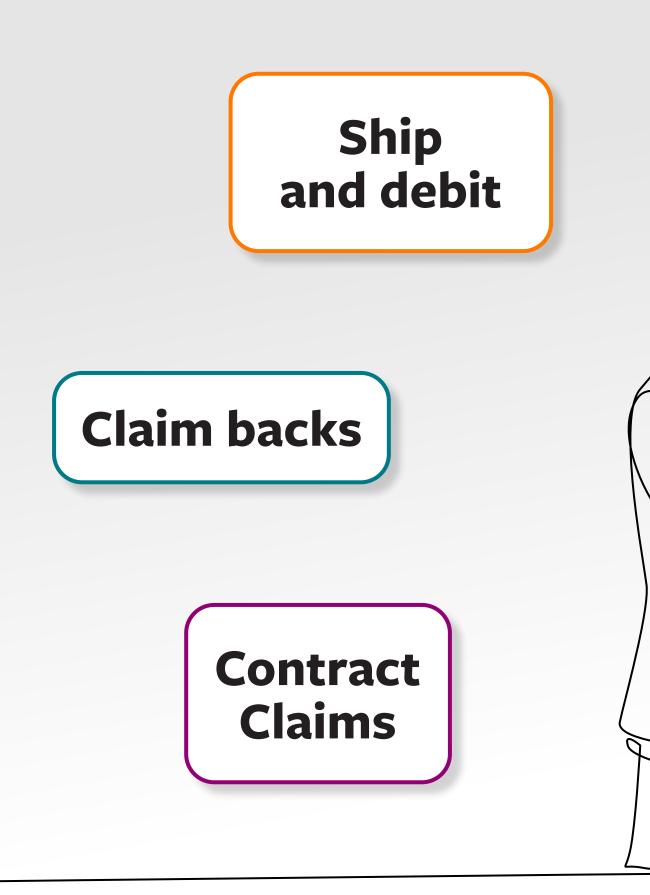


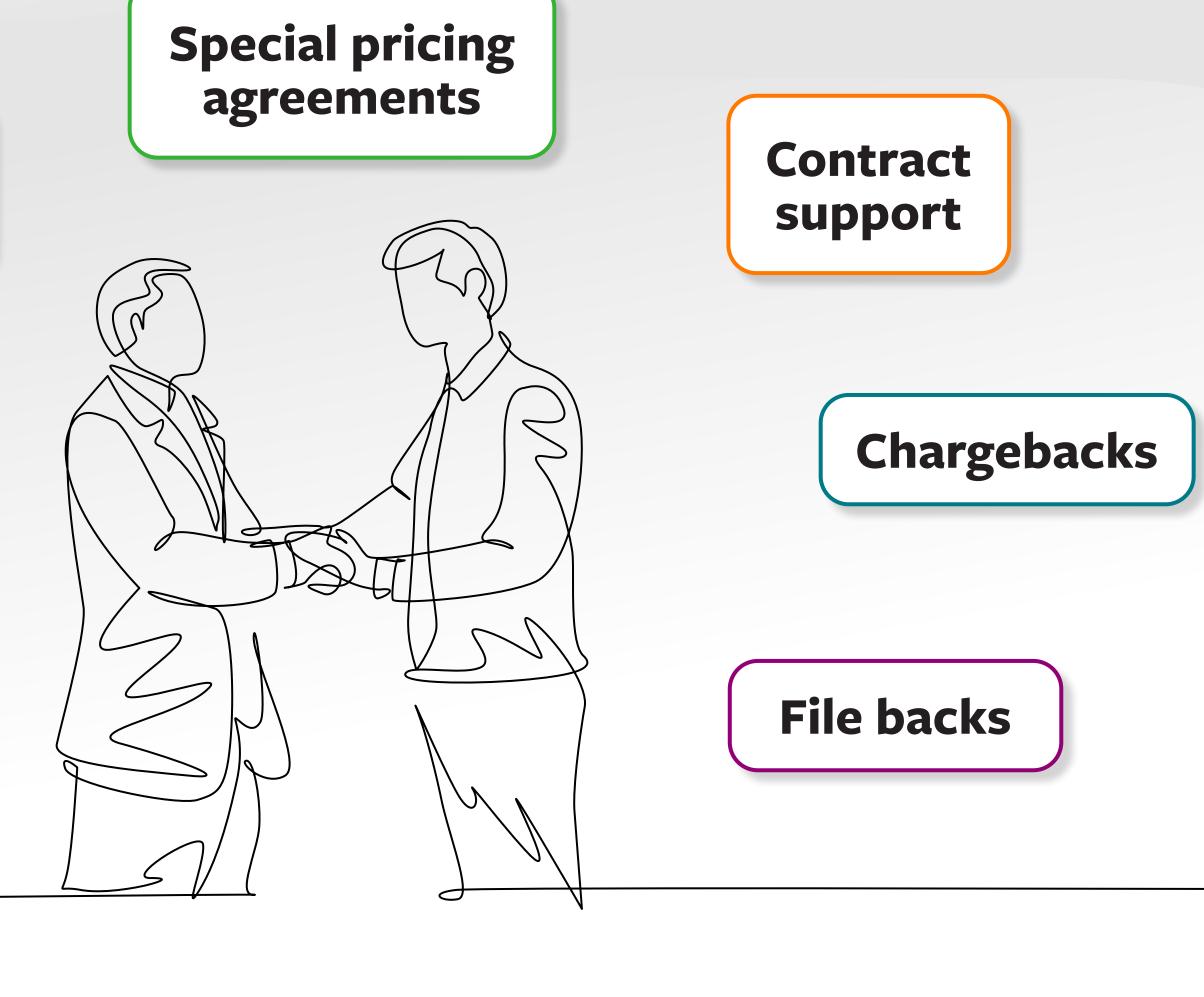


SPAs are agreements in which a manufacturer grants a discounted

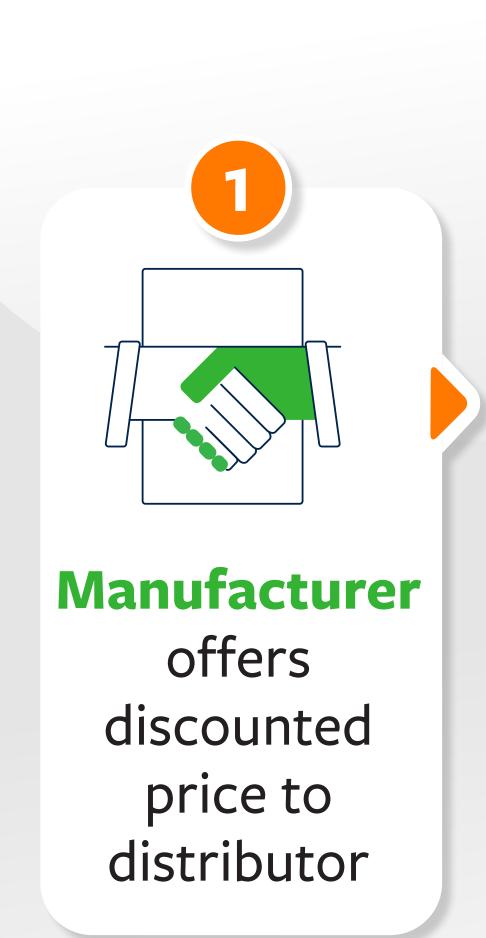
WHAT Are SPAs?

price to a distributor to meet a competitive price situation. You may know SPAs as...



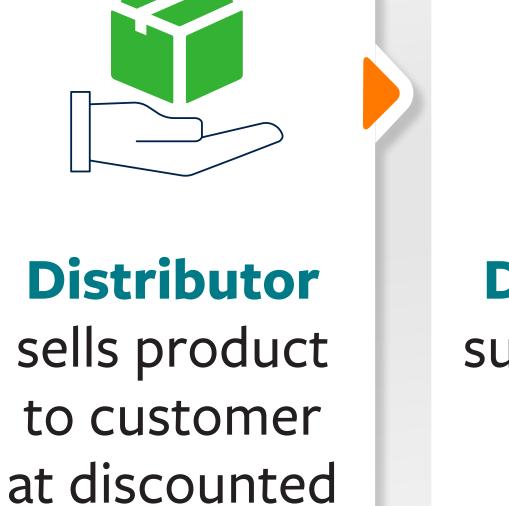


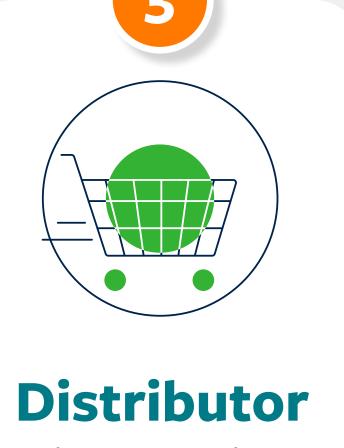
How Do SPAs Work?

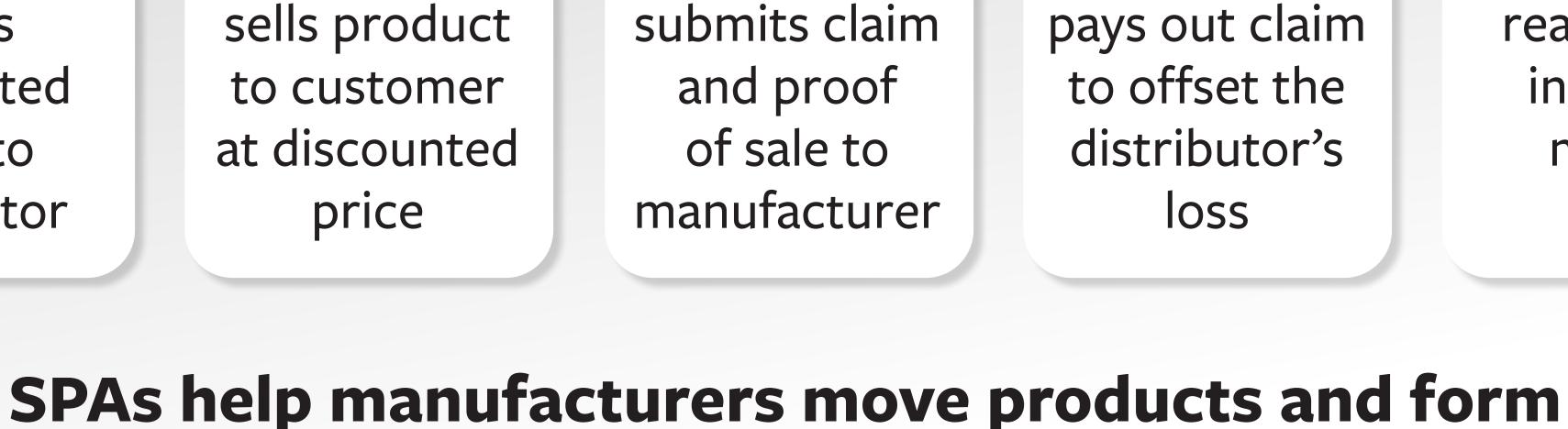


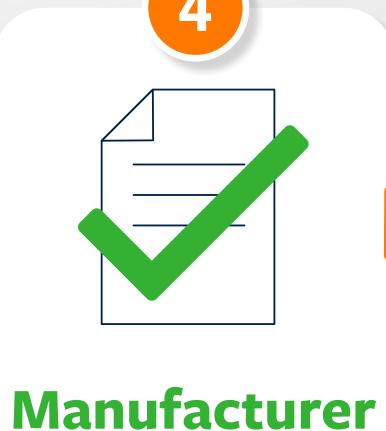


price









pays out claim to offset the distributor's loss



margin

strategic partnerships in tough market conditions.

Manufacturers Use SPAs? **Gain and Protect Market Share**

Why Should

sales and builds strategic trading relationships.

Offering discounted pricing on certain SKUs boosts

Drive Margin and ROI SPAs help manufacturers to drive up to 100%

utilization of their production assets.

Keep Your Pricing Competitive

Develop strategic pricing arrangements to stay competitive and protect your market share in

adverse market conditions.

Make strategic flexible pricing plays without

harming your overall marketing strategy.

Strategic Relationships SPAs build strategic partnerships that

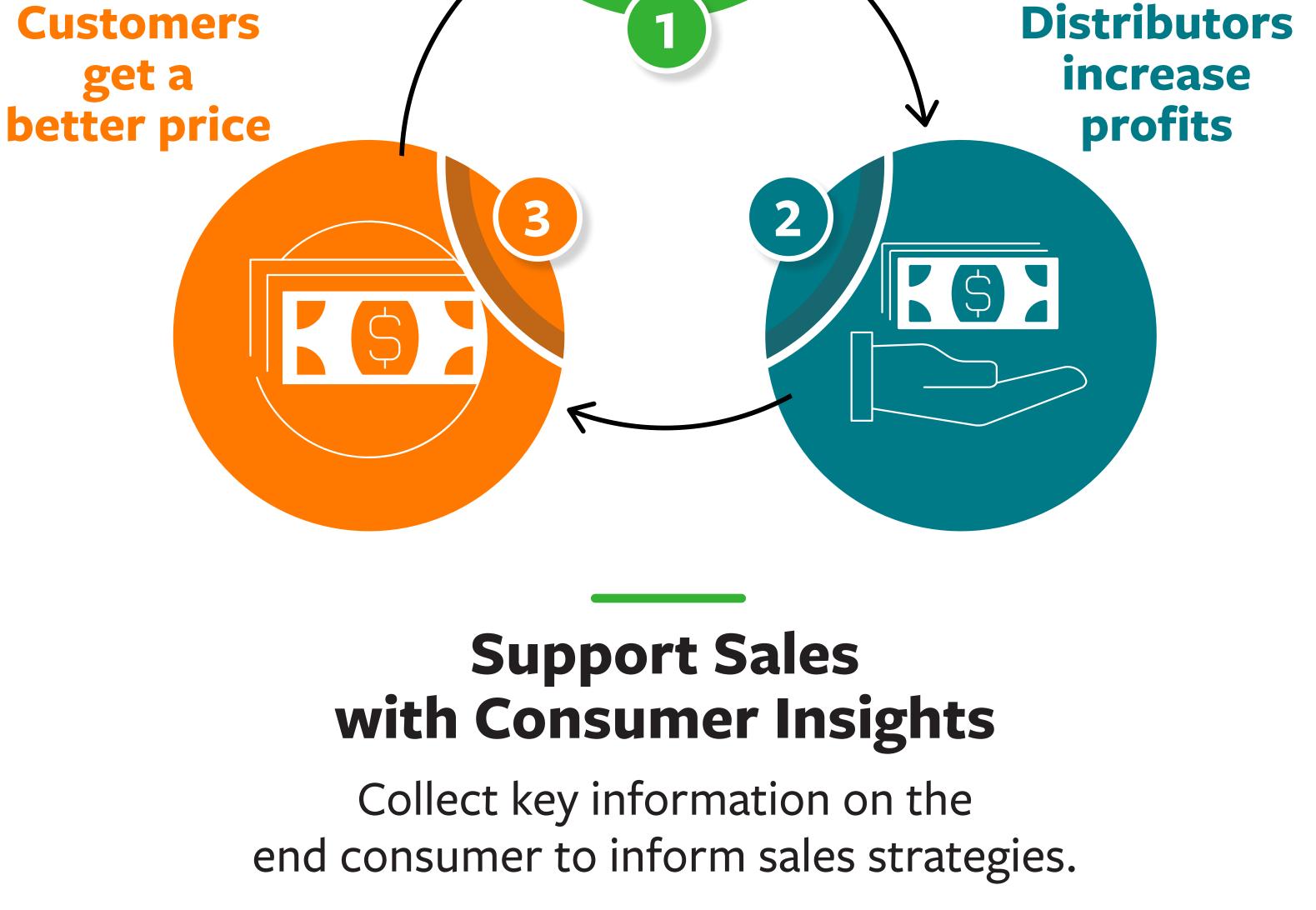
benefit everyone, forming lasting relationships

Building Stronger

based on mutual advantage. Manufacturers achieve

strategic goals

get a



more frequent purchases. **Hedge Against Market Volatility**

SPAs are a strategic tool to help your business

ford the troubled waters.

Boost Volume and

Consistency of Sales

Drive higher-volume and more consistent

sales for your business through larger or

How Manufacturers

Manage SPAs Better

Did you know?

Manufacturers that employ a

dedicated software solution to

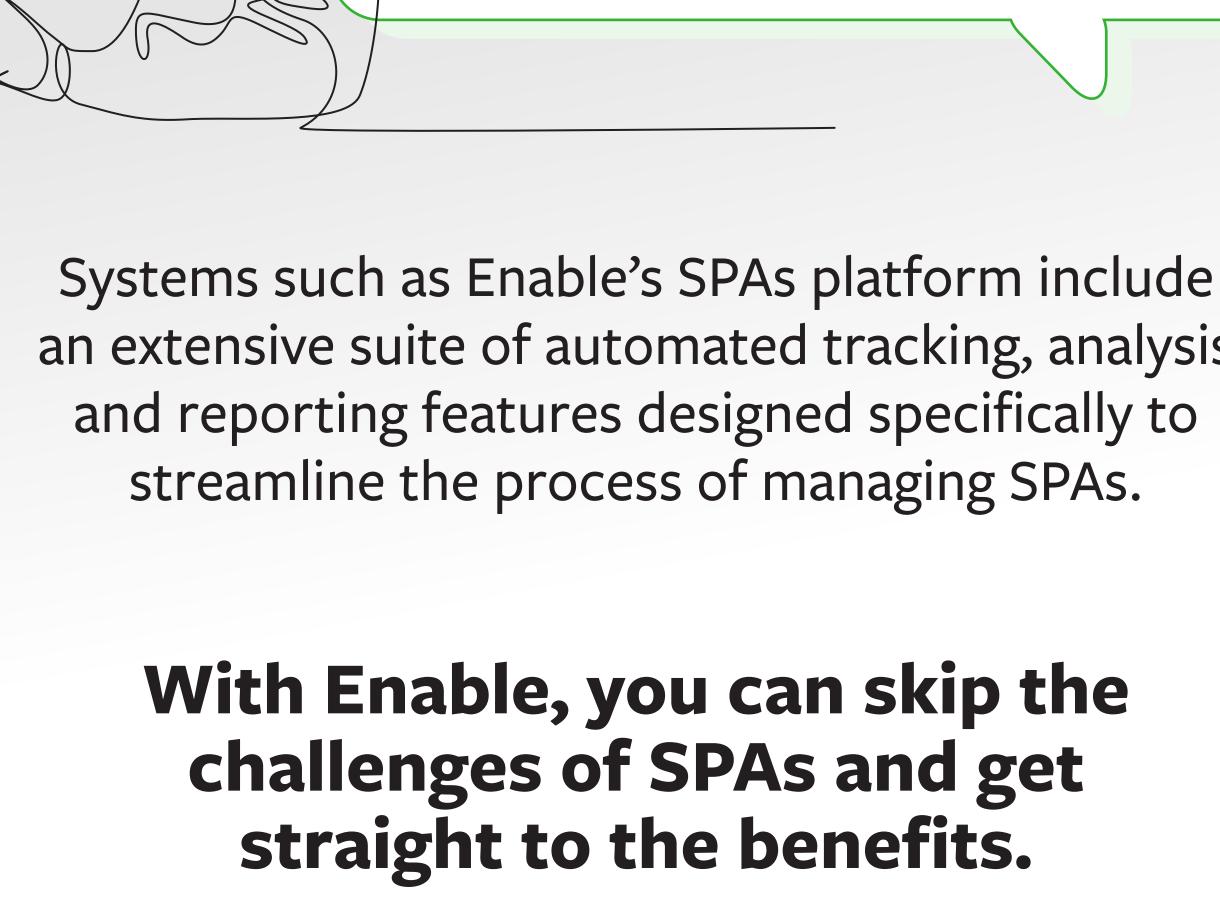
manage their SPAs can save a

effort when it comes time to

calculate, track, reconcile and

report on their contracts.

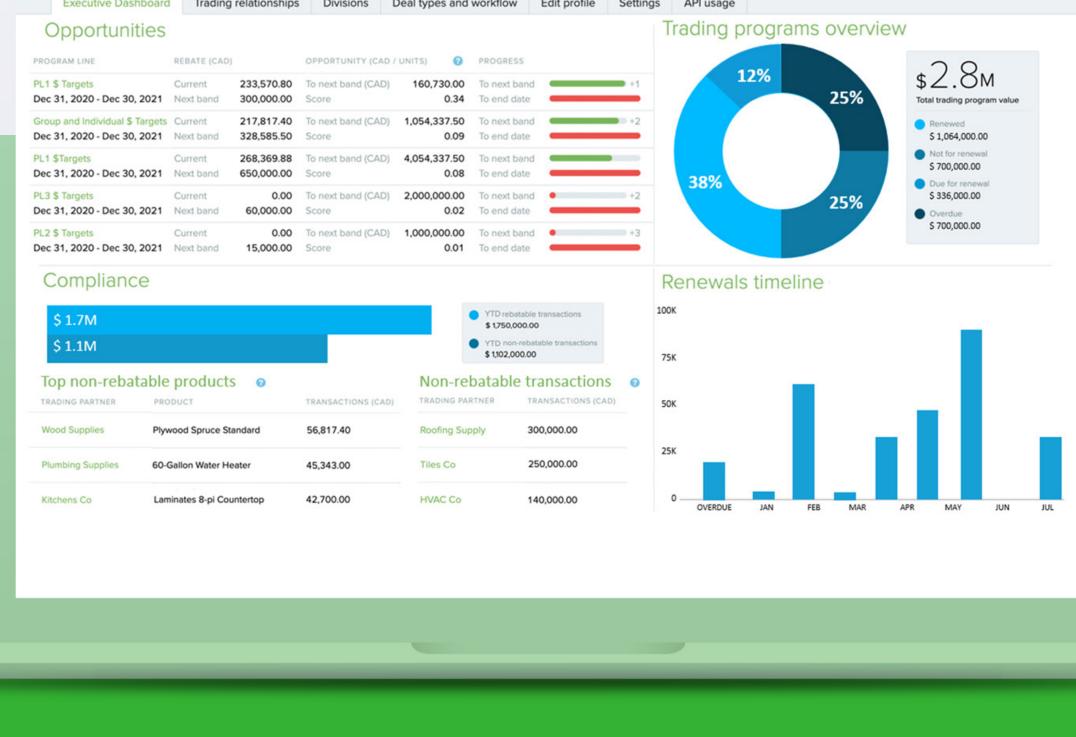
significant amount of time and



an extensive suite of automated tracking, analysis and reporting features designed specifically to streamline the process of managing SPAs. With Enable, you can skip the challenges of SPAs and get

en able Executive Dashboard Trading relationships Divisions Deal types and workflow Edit profile Settings API usage

See more:



Get a demo