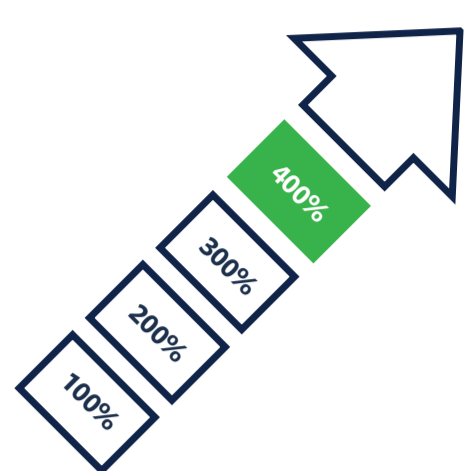


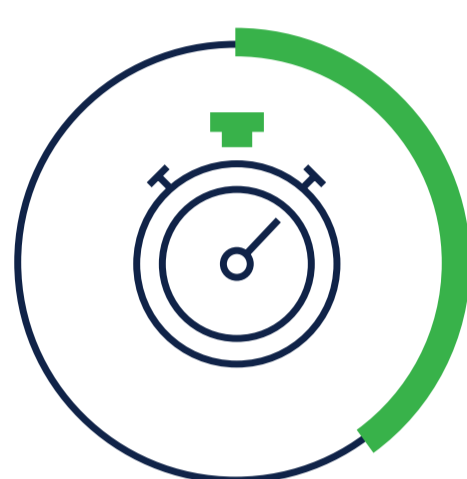
ROI for Supplier Rebate Management



Those managing supplier rebates, typically see a 400% return on their investment over three years. For businesses with over \$500m in revenue, that's a guaranteed \$1m minimum return.



Distributors using spreadsheets to manage rebates typically fail to collect 1% of rebates owed – **an average of \$218,829 annually.**



Companies that employ a specialized software solution for managing supplier rebates typically allocate **40% less time to month-end tasks.**



Distributors using dedicated rebate management software typically earn 1.82% more rebates — **or an extra \$182,000 on every \$10m rebate income.**

Areas of Enhanced ROI Potential by Industry



Rebate management software can help automotive distributors optimize their **rebate spend by 40%** more compared to other industries.

A concrete example of this is CarParts.com, an auto parts e-commerce company with a goal of achieving **\$1 billion in revenue**. Effective agreement, tracking, and management of rebates are crucial to their ability to attain this objective.



Electrical distributors could potentially see:

- **28% reduction** in late payments
- **Spend 35% less time** on forecasting and accruing rebate
- **Spend 32% less time** on month-end accounting activities

In the building materials sector, we discovered that:

- **15% of non-rebated spend** could be rebated
- **Late payments could be reduced by 22.5%** on average

According to our analysis, grocery wholesalers have the potential to achieve:

- **Time savings of 34%** in terms of pursuing and distributing deal information

Want to maximize ROI for your customer rebates? Schedule a demo at enable.com