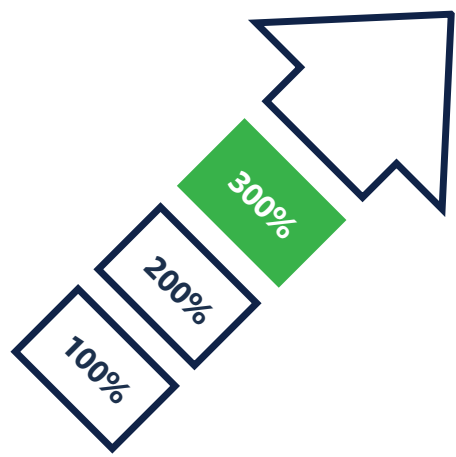


# ROI for Customer Rebate Management



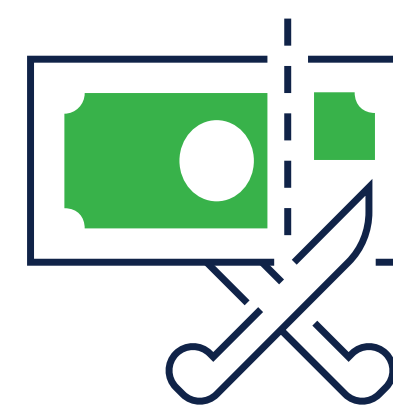
Those managing customer rebates, typically see a **300% return on their investment** over three years.



Manufacturers using rebate management software to automate month-end calculations **typically spend 35% less time on month-end processes.**



When manufacturers make strategic use of rebates as incentives, they typically achieve a 1.64% improvement to gross margin — **or a staggering \$16,400 extra for every \$1m in profit.**



Companies managing customer rebates on spreadsheets tend to overpay by 0.21%, **an average of \$83,000 annually.**

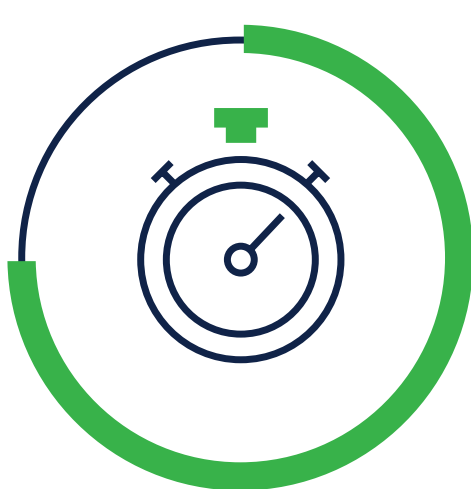
## Areas of Enhanced ROI Potential by Industry



Operational efficiency in the building materials industry improved significantly, resulting in a **40% reduction in time required for month-end tasks and nearly 35% reduction in time** required for forecasting and accruals.



The grocery industry identified an opportunity to further improve their performance by **incentivizing 12.5% of their sales, potentially resulting in a 3.5% increase in their margin.**



Stuart Turner, a pump manufacturer, has achieved significant savings in both time and staffing resources. They have successfully reduced the time required to manage rebate agreements, accruals, and reporting by an **impressive 75%.**



In the electrical industry, there was a **25% decrease in the time required** for various tasks such as month-end processes, deal creation and approval, sharing and consumption of rebate data, as well as forecasting and accruals.



**Truck Equipment Manufacturer, Stemco discovers \$35k in overpayments:** “When I loaded the January files, the collaborator tool flagged a number of duplicate lines. With files that contain 5,000 lines, it’s challenging to spot such errors. I then went back to review the 2020 data, and in total, we identified \$35k in overpayments to a single customer.”

**Colleen Kennedy, Marketing Analyst at STEMCO**

Want to maximize ROI for your customer rebates? Schedule a demo at [enable.com](https://enable.com)