

# ERP vs. Rebate Management Platform: Why Not Both?



As businesses strive for efficiency in rebate management, a common question arises: should you opt for an enterprise resource planning (ERP) system or a rebate management software to handle your rebates? The answer: why not both?

Let's explore how both solutions complement (rather than contradict) each other, providing a comprehensive and strategic approach to rebate management.

## The Limitations of ERPs

ERP systems are designed to offer a broad range of functionalities. However, businesses using ERPs often encounter limitations when dealing with complex rebate programs.



### Complex Deal Structures

ERP systems may struggle to accurately model and monitor rebate agreements with multiple tiers and varying incentives.



### Volume and Variety of Deals

The sheer number of different rebate programs can overwhelm standard ERP functionality, requiring external management for some agreements.



### Bespoke Deals

Tailored contracts with specific incentives may not fit the rigid structures of typical ERP systems.

These limitations can lead to reliance on workarounds such as customization, which is costly and time-consuming, or the use of spreadsheets, which are prone to errors and inefficiencies.

## The Case for Rebate Management Software

Specialist rebate management software like Enable offers a targeted solution to the complexities of rebate management, providing features that ERPs lack, such as:

- Centralized deal repository
- Robust audit trails and automatic calculation of rebate earnings
- Supplier collaboration portals and dedicated customer success support
- Complex calculation mechanisms for deal creation
- Automated approval workflows and real-time forecasts

## Integration: The Best of Both Worlds

Integrating Enable with your ERP system offers immediate and long-term benefits:

### Seamless ERP Integration

Enable is designed to integrate easily with leading ERP systems, facilitating a smooth and efficient workflow.

### Short Implementation

Time Enable can be operational in as little as 20 days, compared to ERPs' lengthy implementation times.

### Maximized Rebate

Income Ensure all claimable rebate is accurately calculated and invoiced, leaving no revenue on the table.

### Enhanced Reporting and Compliance

Accurate data from Enable feeds directly into your ERP and BI dashboards for simplified management and statutory reporting.

### Improved Partner Relations

A clear, up-to-date view of rebate performance reduces disputes and fosters positive partnerships.

For businesses looking to manage rebates strategically and efficiently, the combination of a specialized rebate management platform like Enable and an ERP system offers a synergistic solution. This integrated approach maximizes rebate-related revenue, streamlines operations and enhances partner relationships, driving business growth and profitability.