Advanced Rebates Management

Drive greater loyalty & sales with ease

PRONTO
SOFTWARE

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Challenges

Enabling product profitability

Manufacturers and distributors often use multiple sales channels and create channel-specific promotions to drive product growth. One such promotion are the rebates. They are one of the most powerful promotional tools available and when utilised strategically, they result in mutual trust and growth for these businesses as well as their customers.

Finance teams focus a lot of their attention towards creating and maintaining the rebates within businesses. Due to the complexity and amounts involved, it is a monumental task that requires dedicated resources and it is a significant burden when done manually. To prevent unrealised profit leakages and create effective sales tools, financial teams need an automated way to manage rebates for all the customers.
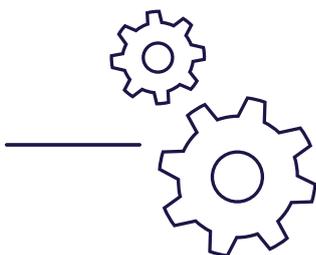
Scalability

Managing rebates in a spreadsheet is a great start. But they don't scale as you grow.

An automated system that performs accurate calculations is needed to handle a large number of rebates.

Missing link to product margins

Many rebate types and tiers may be active on products at any time - making it difficult to ensure product profitability.

If all your product data, including rebates, reside in a single system, margin calculations can be done quickly and without errors.

A need for automation

Rebates are numerous, complex and wide-ranging in nature. Maintaining current and historical rebates manually is time-consuming, error-prone and expensive to correct.

Finance teams need a rule-based and an easy-to-use application to create and manage rebates on an ongoing basis.

A 360 degree view on rebates

Advanced Rebates is a tailor-made solution that provides a highly flexible solution for end-to-end rebates management. This has been developed by Pronto iQ, Pronto Software's Business Intelligence division.

Key capabilities include:

- Create and view all types of rebates in one place – be it value, volume, fixed or variable term, case deals, agent's commission, market spend, or royalties

- Know your product profitability with the gross profit (GP%), Contribution %, Net GP% and Net Net GP% values – auto calculated and easily accessible for you to view and analyse your margins

- Use advanced rules to create rebates based on customer, product or sales order data

- Unlimited tiers enable you to create progressive rebate levels and structure for large customers

- Works across all your customer groups – giving you a bird's eye view as well as a single place to manage rebates

- Continuously improve your sales and rebates performance and by analysing your data with IBM Cognos Analytics dashboards and reports

A winning growth tool

When all your financial data, including rebates, can be managed from a single system, you can obtain an overview on your product profitability and dive into as much details as you need to. The Advanced Rebates solution enables teams to setup complex rebates structures in a very easy and convenient manner. With ready reports to understand rebates performance, your finance teams and pricing analysts can focus on creating the right value and great incentives to grow your business.

Solution

About us

We are an Australian developer of award winning business management and analytics solutions. Pronto Xi, our Enterprise Resource Planning (ERP) software, integrates accounting, operational and mobile features in a single system – optimising business processes and unlocking actionable insights. That's why for more than 40 years, over 1,700 Australian and global organisations, across a wide range of industries, have trusted Pronto Xi to simplify their most complex challenges.

With headquarters and our Development Centre located in Melbourne, we have support offices and consultants based across Australia, as well as a global network of Resellers and Solution Partners. Specialised business units within Pronto Software have the expertise to assist you with pivotal technology – Digital Commerce with Pronto Woven, Cloud and Hosting services with Pronto Cloud and Business Intelligence solutions with Pronto iQ.

When you choose Pronto Software, you gain a team with deep industry experience, giving us the ability to understand your specific needs and build innovative solutions that drive business growth and revenue.

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