

Manual vs automated rebate accounting processes

MANUAL
REBATE
ACCOUNTING



VS



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Despite all of the technology at our disposal, many rebate accounting teams still rely on manual tools for calculating, accruing and allocating rebates. They then find themselves chasing down errors, reconciling data, and trying to make important decisions based on an assortment of often incomplete or inaccurate rebate data.

However, by utilizing an automated rebate management system, finance can avoid the pitfalls of manual rebate accounting.

A manual rebate accounting process e.g., Excel spreadsheets depends entirely on human effort to add, edit, update and echeck the data.	Human involvement	An automated process, such as specialized rebate management software automatically calculates, accrues and allocated rebates for you meaning minimal human intervention.
If a deal needs amending or approving it must be sent manually by a human to all relevant parties.	Reminders	The system can send email notifications to both internal team members and external trading partners.
Data is easy to falsify and can easily miss certain information.	Audit trail	The system logs every action with the accurate time and date.
Communication often happens outside of the process via email or call.	Communication	All communication remains within the tool, providing a record of what has been said.
This is a lengthy process due to data being stored in multiple tools and across various documents.	Speed	With everything in one centralized platform, this is a much quicker process.
The possibility of human error to occur is large, due to the amount and complexity of the data and key person dependencies.	Accuracy	The system is centralized and collects information on a real-time basis. By minimizing human intervention, the scope for errors is marginal.
This is a less secure method as it involves a lot of paperwork and documents being emailed over and anyone can access it.	Security	This is a more secure process as data is hosted in the cloud and password protected.
As the amount of data grows, you will notice performance issues. E.g., a spreadsheet will become slow to load and slow to calculate.	Scalability	Built to serve a large number of stakeholders, allowing for multiple users and capable of managing 300+ types of deals.
The manual approval process can create a lot of back and forth and hold-ups. Extra time is required to track down contracts for approval, often leading to missed deadlines and disputes.	Approvals	Through an automated collaboration platform, it automatically creates a trading agreement and sends to the assigned approver for speedy sign off.
Individuals may end up wasting too much time and effort on low-value activities or becoming frustrated with the spreadsheet.	Productivity	In the long run, this method saves time, effort, resources and is more reliable. Rebate accountants are free to focus on high-value activity instead.
Time consuming to retrieve data from different sources and compile it into a detailed report.	Reporting	Rebate management software generates customized, detailed reports so you can track deal performance and attain profitable growth.

By making the decision to automate your rebate accounting processes today you'll be on track to mitigate business risk, increase operational efficiency and boost financial performance. Visit us at enable.com to schedule a demo or send us a message via hello@enable.com to find out more.