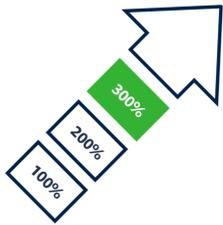


ROI for Customer Rebate Management



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



Our research has found that manufacturers using rebate management software to automate month-end calculations **typically spend 35% less time on month-end processes.**



Our research has shown that when manufacturers make strategic use of rebates as incentives, they typically achieve a 1.64% improvement to gross margin — **or a staggering \$164,000 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



The building materials industry saw a **5/6 Increase in operational efficiency** including 40% time saved on month end and nearly 35% time saved on forecasting and accruals.



The grocery industry saw the opportunity to go deeper with **12.5% of incentivized sales that could lead to a 3.5% uplift in margin.** They also could save 1/3 time on month end processes, resolving disputes, and forecasting and accruals.



Pump Manufacturer, Stuart Turner have saved time and cut back on the number of staff needed. In total, **it now takes them 75% less time to manage rebate agreements, accruals, and reporting.**



The electrical industry saw the **potential for 2.5 times as much of a sales uplift** due to customer loyalty and 25%-time reduction in month end processes, deal creation, sharing and consuming rebate data, deal approval and forecasting and accruals.



Truck Equipment Manufacturer, Stemco discovers \$35k in overpayments: “When I loaded the January files into Enable, the collaborator tool kicked back a bunch of duplicate lines. I went back to check 2020 and, overall, we found \$35k in overpayments to one customer.” Colleen Kennedy, Marketing Analyst at STEMCO.

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