

Enable: Rebate Accounting Tool for Finance Teams

enable

When it comes to rebate management, finance has ownership over what is perhaps the most important part of the process: accruing, paying out and crediting customers and collecting rebates from suppliers.

However, many finance teams often run into transparency and accuracy issues that can lead to major headaches and hinder the entire rebate accounting process. This is due to collating important data in manual spreadsheets that have a lack of audit control and are prone to errors leading to 4% of rebate revenue going unclaimed. Finance teams need a more reliable way to access their data, tell who has been paid, who needs to be paid, and when payment is expected to mitigate business risk.

Deploying Enable can help turn the traditional rebate accounting model on its head. Finance will have access to software powered rebate calculations that ensure their rebate figures and results are always up to date, so they can identify opportunities and support future decision making across the organization.

What Our Customers Say



“Historically, when an incentive payment came in, we estimated what our earnings were or we would look at some ad hoc reports. Now, thanks to Enable, we can look at them as often as we want and know they are correct. Our finance team have way more visibility.”

- Ben Nitz
Strategic Director of Strategic Vendor
Management at Werner Electric



Business Outcomes

- ✓ Accelerate month end accounts and cash collection
- ✓ Instant deal visibility
- ✓ Collect all available rebates
- ✓ Transparent and reliable audit trail
- ✓ Reduce key person dependency
- ✓ Protect yourself from human error
- ✓ Cross-departmental shared view

Features for Finance Teams

Trading Programs

- ✓ Large library of deal mechanisms
- ✓ Central library of trading programs and their program lines
- ✓ Approval workflow
- ✓ Collaborator sign-off

Rebate calculation

- ✓ Data uploads for both purchase and sales transactions
- ✓ Partner fed transaction data via Collaborator
- ✓ Program earnings, daily earnings and transactions reports
- ✓ Actual, forecast and accrual earnings calculations
- ✓ Granular earnings calculations
- ✓ Forecasting module with automatic accrual band setting

Rebate collection and payment

- ✓ Payment allocation and payment history
- ✓ Debtor's reporting
- ✓ Authorization of payments to customers
- ✓ Workflow approval of payments

Trading Program Performance

- ✓ Margin warnings
- ✓ Watchlist app to identify risks and opportunities

With Enable, finance can shift from a back-office function to center stage by creating a more strategic approach to rebate management, which assists growth and profitability. Contact Enable today at

hello@enable.com or visit enable.com to schedule a demo.