

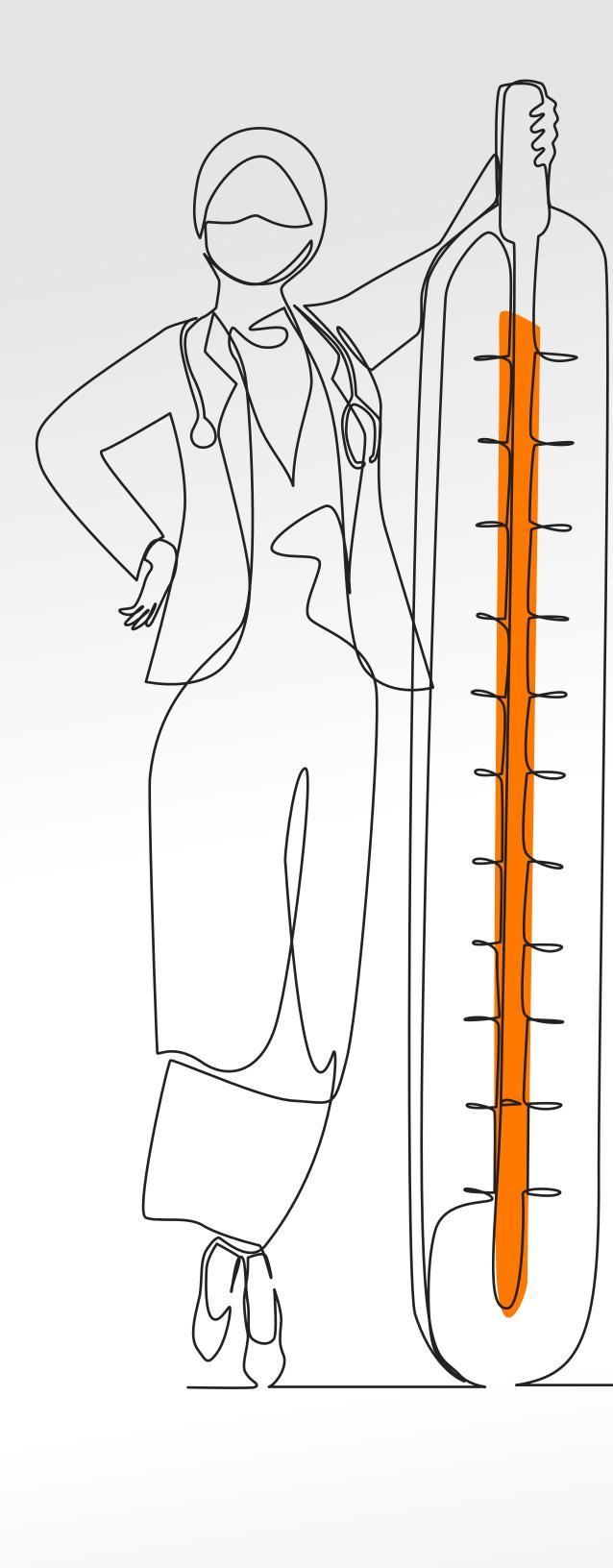
ERSADE

As companies evolve and their type and volume of rebates expand, some of the systems and processes that made sense in the past may not be optimal in the present. Organizations that rely on out-of-date, legacy solutions may be exposing their companies to avoidable risks. That's why regular health checks are necessary — to identify potential problems and fix them before they create bottlenecks within your team.



Management Is Unhealthy

Warning Signs Your Rebate



Spreadsheets are rife and manual rebate processing is taking place.

Your business and deals have

evolved, but your system hasn't.

Lack of real-time data is putting your deals at risk.

Inaccurate rebate calculations

are causing disputes and distrust.

- Poor and untimely decisions are made repeatedly.

Yes

(1 point)

No

(0 points)

Does your company rely on manual processes and spreadsheets?

Is key person dependency present

Does slow report processing or a lack

of reporting prevent your company

Is key rebate information unavailable

company's ability to negotiate more

Do you struggle to meet compliance

Are you facing inaccurate calculations

when paying/collecting rebate?

Ask Yourself

These 10 Questions:

from making timely decisions? Is the productivity of your employees inhibited by your current systems and

processes?

profitable deals?

requirements?

within your organization?

- throughout your company? Does lack of data interfere with your
- Is your team unable to access real time data?
- Are your rebate agreements inaccessible?
- If you scored 5 or higher, then it's time to consider a cloud-based rebate management solution.



Determine your company's

Collaborate effectively

with trading partners

to form stronger, tighter

10

Follow these six steps to get your rebate pulse and ensure that you get the most out of your rebate programs:

Total

Merge separate systems

Implement a rebate

strategy to drive value

for your business over

the long term.

requirements and develop and siloed data for a gather feedback - challenge a plan that outlines your the "because we've always single source of truth. done it that way" stigma. company's rebate goals, timelines, and processes.

Touch base with users and

Choose the right rebate

management system that

automates your rebates and

relationships and increase visibility.

centralizes your agreements in the cloud.

Learn more in our blog or click here for a demo.

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