

Model N Rebate Management

Salesforce-native Rebate Management

Built natively on the Force.com platform, Model N Rebate Management simplifies the creation and management of rebate and incentive program types. Model N Rebate Management enables channel managers to align partners with channel strategies using incentives based on volume, revenue, time of sale, product family, regions and other business factors as presented by actual performance and sales data. With Model N Rebate Management, enterprises like yours can:

- Reduce revenue leakage and increase sales – Create, manage, and analyze rebate programs more accurately and effectively and empower channel, sales, and marketing teams to deploy new rebate and channel incentive strategies
- Improve visibility and control - Provide channel managers, sales, and marketing with a complete view of rebates and channel incentives across the organization or for a particular partner or customer
- Lower administration costs - Significantly reduce the manual administration required to enable successful rebates by automating complex rebate earning and payment calculations and by providing program transparency to partners and customers alike

Enterprise-Grade Flexibility and Power

Model N Rebate Management is designed to support enterprise complexity and scale. With Model N Rebate Management, channel managers can more effectively align partners with channel strategies using incentives based on volume, revenue, time of sale, product family, regions and other business factors as presented by actual performance and sales data. Channel managers can also quickly and easily create a variety of rebate programs with automated or ad-hoc rebate earnings and payment calculations.

GOALEARNINGS ID	EARNED
GLE-000564	\$77,129,178.61
GLE-000565	
GLE-000566	
GLE-000567	
GLE-000568	
GLE-000569	

GOAL EARNING
GLE-000564

QUALIFICATION RESULT ID	TYPE	VALUE
QR-000564	LineReplacementCost (\$)	31,291,994.90

PAYOUT RESULT ID	TYPE	TIER APPLIED
BR-000718	% of LineReplacement (\$) (Step LineReplacements)	1

Track incentive program goals and earnings.

Model N Rebate Management is built with an advanced architecture that delivers performance and scalability. Model N Rebate Management offers Earnings and Payment Calculation Engines that are built to handle the most complex rebate programs and process millions of transaction lines in under a minute.

Benefits

- Align partners and customers with sales goals
- Increase channel sales
- Reduced revenue leakage
- Improve visibility and control over rebate programs
- Lower costs of administering rebate programs

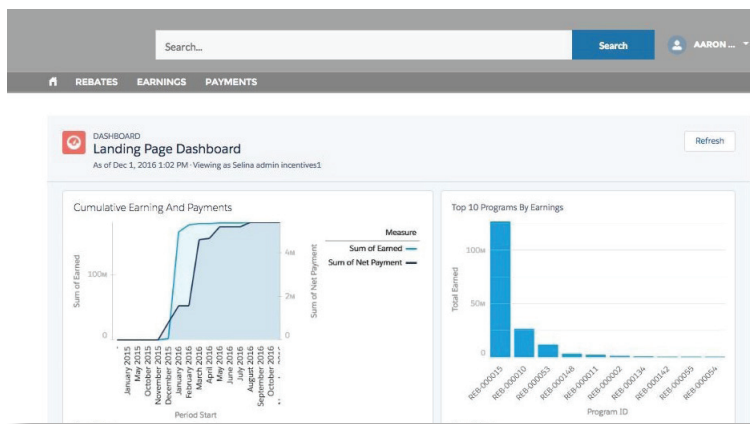
Complete Visibility and Control

Model N Rebate Management provides complete visibility and control over rebate and channel incentive programs across the organization.

- Integrated workflow – Validate eligibility and cross-functional requirements with other Model N Rebate Management applications including Model N CPQ, CLM, and Global Price Management
- Rebate performance dashboards and analytics – Evaluate rebate program effectiveness, sales uplift, and rebate earnings progress on any attribute or parameter and analyze back to any historical period
- Partner collaboration – Collaborate with partners through the Model N Partner Community (partner portal) to get them onboard with your performance goals and communicate rebate earnings progress and payments
- Transparency balanced with control – Maintain granular control over data visibility and approval and override authority at the program, earnings, and payments levels

End-to-End Data Integration and Management

Model N Rebate Management enables businesses to easily manage incoming transaction, point-of-sale, or inventory data and outgoing rebate earnings and payment data. Simply integrate with and leverage existing ERP infrastructure with seamless SAP integration. With Model N Rebate Management, trace earnings and payments to their historical transaction-level detail and take advantage of unlimited historical transaction data for tracing purposes.



Partners can view their incentive programs in the Model N Partner Community.

For more information about Model N Rebate Management, [click here](#).

Features

- Configurable goal builder
- 25+ out-of-the-box rebate types
- Automated earnings and payment calculation
- High performance calculation engines
- Transaction management
- Rebate performance dashboards and analytics
- Model N Partner Community

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