



## Model N Rebate Management

**Improve the profitability and margin of channel sales with efficient and effective incentives and rebates.**

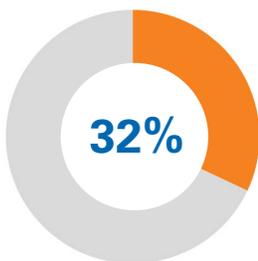
### The Business Imperative

Companies that sell through multi-tier and even omni-channels rely heavily on indirect and direct partners to achieve revenue goals and expand product reach. To accomplish these goals, many companies use various rebates and incentives to drive channel results. According to Silicon Valley Research Group “incentives boost partner sales and profits by as much as 40 percent.”

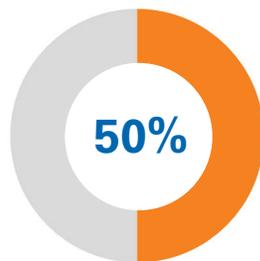
While rebates support channel goals and objectives, most manufacturers in High Tech and Manufacturing industries lack the visibility, automation and day-to-day management needed to control complex channel incentives. As they strive to realize revenue potential in these channels, unforeseen costs arise, resources are strapped, and reconciliations of what is owed to partners impacts revenue and erode margins.

For rebate and incentive programs to be successful, they need to be simple, easily defined, clearly communicated and managed while offering straightforward support to channel partners.

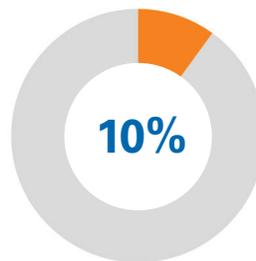
### Major Challenges



32% of incentive providers feel their processes are too cumbersome for the partner



50% need the ability to offer segmentation rebates



10% of incentives have unmet revenue due to unmet contract terms

Do you have the visibility to track and reconcile incentives?

Can you target your incentives to the appropriate customer segment?

Are you able to adjust your incentives to better meet your channel's demands?

How are you validating the commitments of the channel?

## Our Solution

Model N Rebate Management allows your organization to easily design, configure, rollout and manage effective rebate programs. The flexibility of rebate management allows incentive providers the ability to use the system as a payment and/or clawback system. Rebate Management is an excellent solution for various industries such as Industrial Manufacturing, High Tech manufacturing, Original Equipment Manufacturers (OEM) and wholesale distributors selling a vast and complex product catalogue.

Rebate Management is engineered for today's most complex incentive programs. Built on the Force.com platform, it simplifies the creation and management of a wide range of rebate and incentive program types. With Rebate Management you will be able to:

- Provide a single source of truth for all rebate calculations
- Deliver automation and speed in managing rebate calculations and payments no matter what your volume may be
- Offer a high configurable solution supporting the most complex rebate types without customization
- Provide a self-service portal for your channel partners
- Leverage ERP integration and seamlessly with solutions like SAP or Oracle

## Key Capabilities

- Align your incentive programs with your strategic channel priorities
- Visibility into channel behavior to identify and invest more time in your top performing channel partners
- Provide cost and price protection to distributors when inventory changes
- Manage and automate hundreds of channel partner programs with unparalleled scalability
- Shape rebates based on current and evolving business and channel changes without any IT involvement

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