

# CDM Discount Manager

Do you find that you are overwhelmed by all of the discounts that are layered and combined in order to win a deal in your Channel? Do you know the status of shipments against your open quotes – this week, this month, this quarter?

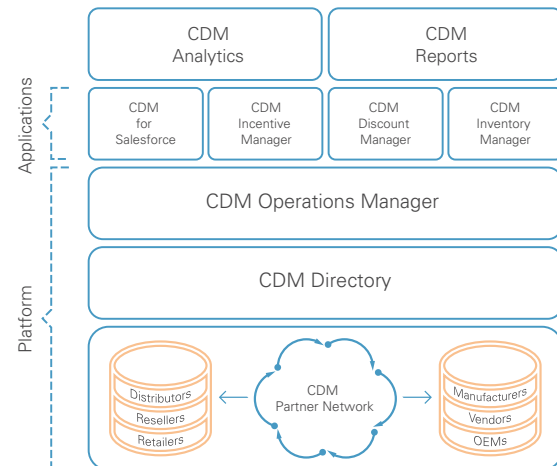
CDM Discount Manager reduces over-discounting by automatically tracking sales results against special price quotes, and by paying commissions and partner incentives on Net Price. In addition to maximizing your Return on Discounts, you can increase your process efficiencies by reducing labor-intensive manual discount claims processing and reconciliation. You can also improve your partner loyalty by decreasing your time to payout on discounts.

Our Dashboards will alert you to products, partners or programs that are not delivering the sales results you want. With our Drill-down reporting you will be able to track the effectiveness of special pricing trends by product, partner and region even down to the transaction level. Our workbench gives you the ability to automate the reconciliation of POS transactions to your special price quotes and make real-time adjustments as necessary.

## Why CDM Discount Manager?

CDM Discount Manager is a feature available within the Model N CDM application suite that provides informative dashboards, drill-down reports and a self-service application workbench to improve the return on your channel incentive programs.

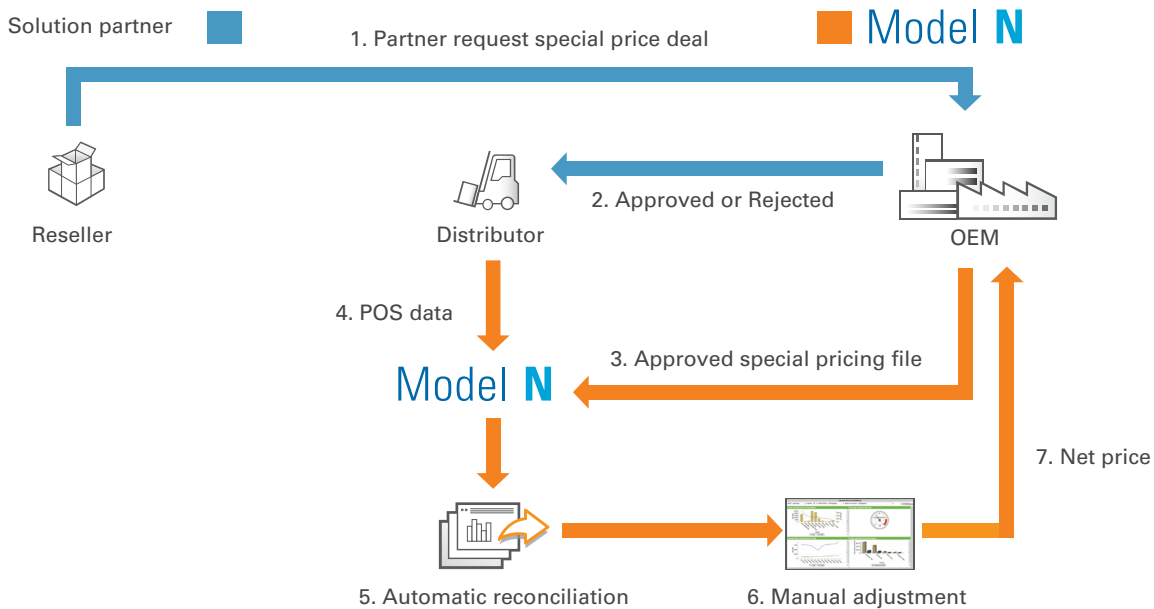
## Channel Data Management



CDM Discount Manager leverages the timely, accurate and complete data from the Model N platform, which collects and cleans channel sales data from your partners. This feature is included when you purchase the Model N CDM application.

CDM Discount Manager increases your profitability in three ways. First, you will maximize your Return on Discounts by automatically tracking sales results against special price quotes or pricing discount programs and by paying commissions and incentives only on the net price (net revenue). Second, you will increase your process efficiencies

by automating discount claims processing, reducing the need for labor-intensive manual discount claims processing and reconciliation. Third, you will know which special discount programs are actually driving sales; allowing you to get the biggest bang for your discount buck.



The Discount Process: The CDM Discount Manager increases your profits with better return on your incentive programs.

Key Benefits	Key Features
<ul style="list-style-type: none"> <li>● Taylor programs to drive strategic product discount programs</li> <li>● Align programs to partner business model and value</li> <li>● Reduce over-discounting</li> <li>● Identify the discounts that drive partner sales</li> <li>● Reduce time spent manually processing discount claims</li> </ul>	<ul style="list-style-type: none"> <li>● Design rules-based discount programs</li> <li>● Design custom program by partner tier, business model, and product line</li> <li>● Automatic calculation of net price</li> <li>● Analyze partner discount trends</li> <li>● Automatically track sales results against special price quotes</li> </ul>