



Model N Rebate Management for High Tech

Salesforce-native Rebate Management

Managing rebate programs can be daunting for high tech companies given their competitive landscape, consolidation and market trends impacting their top line growth. Discounts are often given upfront against unmet volume commitments and without taking their strategic priorities into consideration. Additionally, rebates and incentives are often managed in spreadsheets, resulting in sub-optimal management and validation of incentive programs as well as security and accuracy concerns.

Model N Rebate Management is an enterprise-grade SaaS solution that enables manufacturers to increase top line revenue. Built natively on the Force.com platform, Model N Rebate Management simplifies the creation and management of rebate and incentive programs.

Rebate Management covers the entire rebate lifecycle:

- Enable channel managers to align with partners with channel strategies using incentives based on volume, revenue, time of sale, product family, regions and other business factors
- Track earnings based on actual performance and sales data
- Generate payments based on any cadence and criteria
- Generate accruals for financial accounting needs

Maximize Selling Time, Opportunities and Revenues

Model N Rebate Management seamlessly integrated with Revenue Cloud and Channel Data Management solutions including quoting, pricing, debits, sales, channel management and contract systems used by hundreds of companies around the world. Model N Rebate Management is ideal for high tech companies and OEMs selling complex and broad product catalogs to a long list of end customers and channel partners. With 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.
- **Increase partner participation** – Leverage community portal by providing program transparency to partners and customers alike on their current performance, payments and earnings.



Benefits

- Lower total cost of ownership
- Reduce revenue leakage
- Greater business agility
- Increased top-line growth
- Increased internal and external collaboration
- Self-service partner portal
- Streamlined administration
- Reduced overpayments
- Reduced program costs
- Increased deal volume
- Increased channel sales

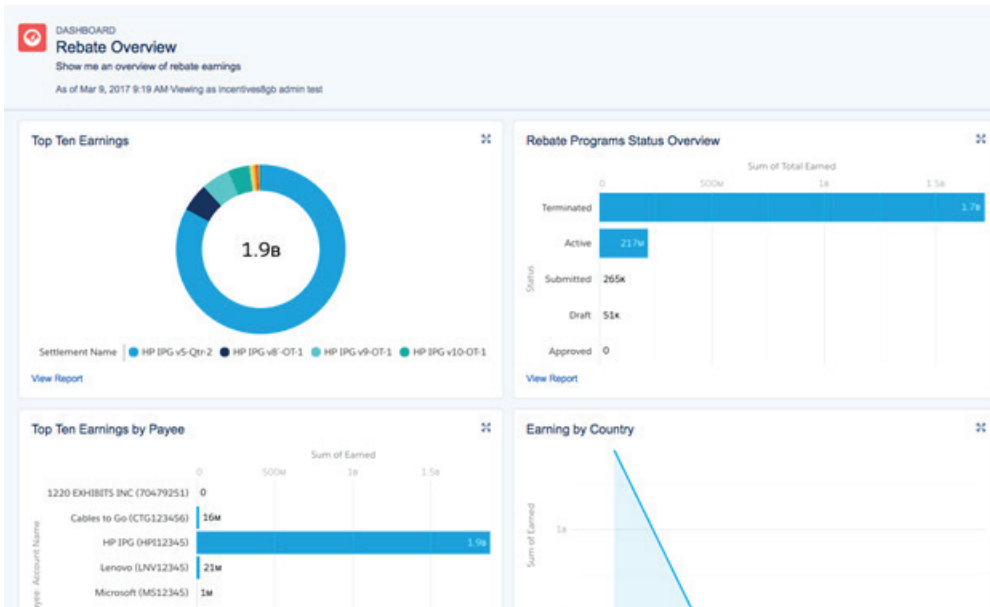


Figure 1: Rebate Overview configurable dashboard displays top ten earnings by program and payee, program status overview, and earnings by country. The dashboard can be configured to display key metrics that are important to your business.

Enterprise-Grade Flexibility and Power

Model N Rebate Management is designed to support enterprise complexity and scalability. With Rebate Management, channel managers can drive channel strategies with partners, using the right incentives, aligning around goals, benefits, and rewards, and avoiding conflicts by tracking and showing earnings and payments against qualified transaction. Channel managers can also quickly and easily configure and create a variety of rebate programs with automated or ad-hoc rebate earnings and payment calculations.

Model N Rebate Management is built on top of an advanced architecture that delivers performance, configurability, and scalability by extending Salesforce platform to enable massive transaction processing capabilities. This is a requirement in High Tech and other industries where volume of sales/POS transactions is very high, sales channel is complex, and the number of customers and products are growing. Rebate Management has a powerful calculation engine that is built to handle the most complex rebates and incentive programs while processing millions of transaction lines in sub-minute times.

Complete Visibility and Control

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 Revenue Management applications including Model N CPQ, Channel Data Management, Contract Management, Deal Management, and Channel Management.

Features

- Configurable goal and formula builder
- 25+ configurable out-of-the-box rebates types
- Calculate financial accruals to improve liability accuracy
- 25+ configurable reports and dashboards
- Automated earnings and payment calculation
- Load and validate any type of sales data to calculate rebate amounts
- Transaction management transparency
- Support single and multi-payee rebate programs
- Configurable lifecycle management to align business process with system process for your rebate programs
- Rebate performance dashboards and analytics
- Rebate program and payment letter generation
- Community Portal to engage and increase channel partner participation



- **Rebate performance dashboards and analytics** – Evaluate rebate program effectiveness, sales uplift, and rebate earnings and payments progress on any attribute or parameter and analyze back to any historical period
- **Partner collaboration** – Increase partner engagement through the community portal to get them onboard with their performance goals and communicate rebate earnings progress and payments
- **Transparency balanced with control** – Maintain granular control over data visibility and approval and override authority over programs, earnings, liabilities, and payments.

End-to-End Data Integration and Management

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

For more information about Model N Rebate Management, visit:

www.modeln.com/revvy-rebate-management

Capabilities

- Create and view matching rebates from a quote when integrated with High Tech Revenue Cloud / Model N CPQ and view net price
- Ensure data accuracy when Rebate Management is integrated with CDM
- Ability to create and manage incentive programs based on volume/revenue commitments
- Align incentive programs with strategic priorities
- Highly scalable solution for management of hundreds of channel partners
- Improve visibility and control over rebate programs
- Lower costs of administering rebate programs and generating rebate program and payment letters
- Process millions of sales lines in seconds
- Improve financial accrual accuracy



About Model N

Model N is the leader in Revenue Management solutions. Driving mission critical business processes such as configure, price and quote (CPQ), contract and rebate management, business intelligence, and regulatory compliance, Model N solutions transform the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the complex business needs of the world's leading brands in life sciences, technology and manufacturing across more than 100 countries, including Johnson & Johnson, AstraZeneca, Boston Scientific, Novartis, Microchip Technology and ON Semiconductor. For more information, visit www.modeln.com. Model N® is the registered trademark of Model N, Inc. Any other company names mentioned are the property of their respective owners and are mentioned for identification purposes only.

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