Rebates

Deliver Faster, More Accurate Incentive Payments

Model N Rebates helps Manufacturing companies establish rebate programs that will drive consumption and improve market share. The solution will also help manufacturers eliminate overpayments and compliance exposure by automating rebate management processes, from setting up rebate programs on contracts and calculating and managing rebates as they accrue to enabling accurate and timely payments to eligible customers. Model N Rebates eliminates errors and potential overpayments by ensuring the accuracy of payment processing rules and conditions. It supports complex rebate terms, allowing sales to develop compelling programs that maximize market share. It ensures regulatory compliance by providing full auditability and management of business processes, and provides risk mitigation by ensuring that payments are paid only after proper review and approvals.

Model N Rebates

Model N Rebates handles all the key elements of rebate programs including qualifications, benefits, time frames, and payment details. Upon implementation of a contract, payments are automatically scheduled and tracking is initiated. Any subsequent contract changes or amendments automatically update the rebate programs as necessary — with no manual intervention required. Direct and third-party data (e.g., POS data) can be imported into the system. Once validated and accepted, sales lines are automatically bucketed into the appropriate rebate payments, building accruals as each payment period progresses. At the end of the period, the application automatically finalizes the calculations and presents them to the analyst for review and adjustment.

Automatic Notifications

The analyst is automatically notified when a payment is due for processing and is presented with a prioritized to-do list of all payments requiring attention. The solution's workflow functionality simplifies the process of obtaining the necessary approvals on payments due. Notifications remind managers when a payment is not finalized within the required time frame. To ensure accurate and timely payment processing, the system is linked to back-end financial systems. If adjustments are needed after a payment has been made, reversal and adjustment capabilities allow original payments to be backed out or reapplied against new payments.

With Model N Rebates you can:

- *Drive consumption*

- *Improve market share*

- *Ensure regulatory compliance*

- *Mitigate risk*

Model N Rebates at a Glance

Create Rebates Programs

Support the complexities of Manufacturers rebate programs. Support multiple qualification and benefit types including co-op, market development funds, and volume rebates. Allow an unlimited numbers of conditions and benefits per program and an unlimited number of tiers. Automatically generate payment schedules and initiates tracking within the application.

Import Data and Apply

Integrate direct and third-party data from internal or external systems. Automatically validate and apply the appropriate sales lines to payments.

Calculations

Automatically perform rebate calculations. Allow users to review and override system calculations by including or excluding line items or overriding a calculated tier.

Approve and Pay

Pass a processed rebate through configurable approval workflows prior to releasing it for payment. Generate conditional approval routings based on payment amount, manual overrides, and other factors. Once a rebate is approved, check requests or credit memos are generated for posting to ERP systems.

Adjust

Enable reopening and recalculating a previously-closed payment, generating reversing entries, and calculating net payment due.

Analyze and Report

Generate standard internal and customer-ready reports in a variety of formats. Enable the attachment of external documents to rebate payments in cases of additional offline calculations or analysis. Download reports to Microsoft Excel.