



Supercharge your rebate management

# Spreadsheets, ERPs & basic Rebate Management Systems

Rebate Management

# Using the right solution to manage your **rebates**



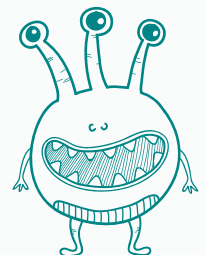
There are hundreds of reasons why spreadsheets are brilliant, but sometimes they really are not up to the job in hand.

## Spreadsheets

There are hundreds of reasons why spreadsheets are brilliant, but that is also the problem.

What starts as a small project suddenly grows a head of its own, until you're left with a behemoth – a monster which suddenly becomes slow and unstable, leaving you with audit issues and reliance on a single source.

An unwieldy spreadsheet can be your worst nightmare (far worse than this little chap).



## Do any of these issues sound familiar?

### Multi-user editing

Only one user at a time can open a workbook.

### Shared workbooks

With limited functionality, online spreadsheets are really only a contender for the simplest of tasks.

### Linked workbooks

Links on links on links – a source of frustration and instability.

### Data validation

By default, spreadsheets accept whatever the user types including transposed digits and mistyped words.

### Navigation issues

Large workbooks become impossible to manage and difficult to navigate for anything more than a few tabs.

### Security issues

Protection is geared towards protecting the structure of the workbook, rather than the data itself. There is no audit trail of changes or a roll-back mechanism.

### Speed

Spreadsheets aren't the fastest applications in the world and programming language is inefficient.





Finance systems and ERP are often generic. If you want the best, then you need a specialist solution. One designed specifically for your business needs.



## Financial Issues

Financial systems and ERPs are the core transactional systems used to manage your day to day business. Often these systems do not totally meet your business needs so you either undertake costly customisations or find a specialist tool that can integrate with your core systems.

But perhaps you need something more sophisticated that can deal with a level of complexity your ERP cannot – multiple rebate and incentive types against a single invoice line, or the digital production of an agreement?

Unfortunately, as you have already invested in your ERP, you try to use its functionality. This can lead to implementing a solution that is not fit for purpose and you still end up with off-system workarounds.



Do any of these issues sound familiar?

# ERP/FINANCE SYSTEMS

## Business processes

The system functionality does not match your business processes, which in relation to rebates and incentives must be flexible. Without the flexibility, you are in the hands of your software vendor to make changes and customise processes for you.



## Limited functionality

The ERP does not match the needs of the complexity your rebates and incentives require. Hierarchies are not suitable for restricting rebates for certain customers, geographies or products.



## Ridged or no workflows

ERP has very limited capability for customers to build their own workflows which align with their business processes and governance. Lack of flexibility and/or missing functionality mean communication and approvals tend to happen outside the system.



## Limited reporting

Even if the data is in your system, you are unable to fully analyse it to provide each role with the insights required to make decisions.



## Expensive licence costs

Additional and costly licence fees are required to expose the process to all parties involved across your supply chain..



## Primitive Rebate Management Solutions

There are many solutions available on the market that claim to handle rebates. However, when you look under the bonnet, whilst they have a broad breadth of functionality, they do not have the depth required to deliver your business process, resulting in the need for a high level of customisation and integration into your core systems.

Lengthy implementation timescales and increased costs follow. If you're moving from spreadsheets to an automated solution, basic functionality can look exceptional.

The truth is though, you need to consider your process as a whole to ensure your needs are met and your business is getting a real return on your investment.



Solutions claim to manage rebates. Often, they offer a broad breadth of functionality, but not necessarily the depth required to deliver your rebate and incentive process.

### Do any of these issues sound familiar?

#### Digital agreements

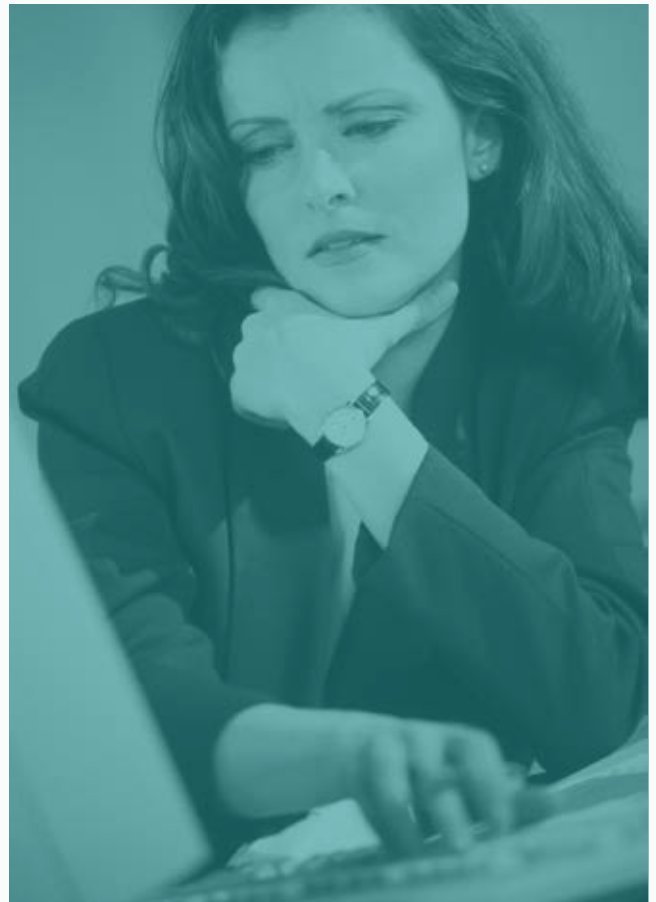
The system doesn't allow you to create your agreements against predefined templates. You cannot automatically produce a digital copy. The other party cannot digitally sign. You cannot electronically store agreements within your system.

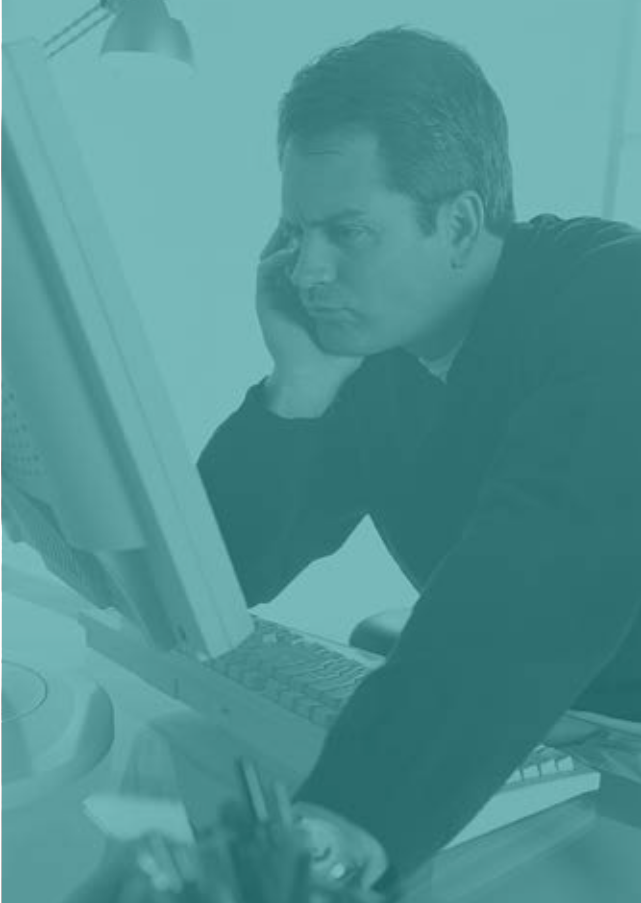
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### Modelling

Using the data to create 'what if scenarios' to model your future strategies is limited, which leads to increased offline processing and data duplication.

## Conclusion

When looking to move from a spreadsheet or manual solution to an automated solution, you need to find specialist consultants that have the expertise to support, advise and guide you in establishing best practice.

Making a mistake in a complex business process will be extremely costly and is just not worth the risk.

**The ultimate rebate management solution:** e-bate revolutionises the rebate process to eradicate all the issues you'll be experiencing using ageing systems or spreadsheets, with the ability to manage the most complex of rebates quickly and easily, delivering real time, live data and analytics for agile business decisions.

Our knowledge and expertise in rebates and pricing and our ability to translate this into a technical solution is what makes us stand out. The way we engage with and support our customers is why they choose us, so let's talk.

Call us on **033 022 32500** to discuss your requirements or book a discovery call by clicking the button below.

 [BOOK A DISCOVERY CALL](#)