

Engage your channel with intelligently managed rebate programs

High-tech companies rely heavily on indirect and direct partners to help them achieve their revenue goals, grow market share, and expand product reach. To differentiate their offerings and achieve specific business objectives, many companies use rebates and other channel incentives. These programs range in complexity and can be difficult to manage without an application that provides precise revenue and compliance calculations to increase visibility and control into the end-to-end process.

Model N Rebate Management enables high-tech companies to design, configure, introduce, and manage effective rebate programs that will drive consumption and improve market share. Purpose-built for companies selling a vast and complex product catalog, Rebate Management automates the entire rebate management process, significantly reducing the manual administration required. In addition to featuring a robust calculation engine, this enterprise-grade, cloud-based solution is flexible enough to support even the most complex rebate terms, while mitigating risk of overpayments and increasing visibility into program effectiveness.

Manage and automate channel partner programs with unparalleled scalability



Create rebate programs

Quickly create and launch a variety of rebate programs using volume, growth, retention, discount, indirect, and price-masking rebates. Rebates can be configured easily based on current and evolving business and channel needs without any coding or IT involvement.



Manage transaction data

Manage all transactional and non-transactional data that you need to accurately and efficiently calculate rebates. Rebate Management's inherent flexibility for managing data means the application can scale as your channel incentive strategy and partner ecosystem evolve. Integrations with your existing commercial software stack and other Model N applications enable you to validate and apply appropriate sales lines to programs, rewards, and payments.



Calculate earnings

Automatically perform complex rebate earnings, payment, and accrual calculations. Match claims and sales data to eliminate errors and reduce overpayments. Model N’s robust calculation engines deliver speed and accuracy regardless of your data volumes.



Create payments

By referencing data, programs, and validations, you can automatically create payments and increase transparency into all calculations. At the end of an earning period, you need to reward the partners who achieved their incentive targets during the period. Rebate Management ensures timely payment by either integrating with Model N Payment Management to automate payment calculations, funding, and processing or automatically generating check requests and credit memos for posting to your ERP system.



Evaluate effectiveness

Access intelligent performance dashboards and analytics to evaluate program effectiveness, sales uplift, and rebate earnings progress on any attribute, parameter, or historical period.



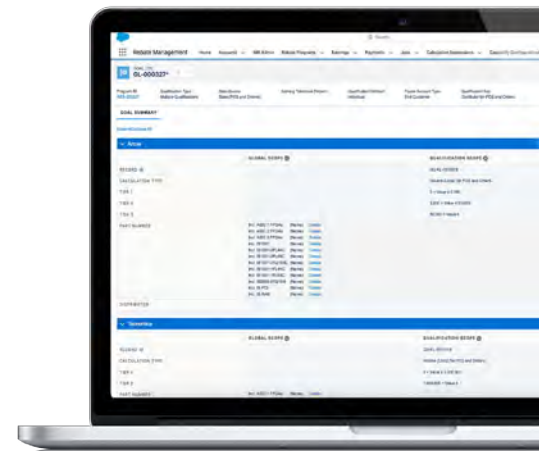
Rebate Intelligence

Gain insight into rebate program performance, so you can make data-informed decisions to optimize revenue and programs.

Streamline the negotiation process

With Model N Author, you can increase collaboration, shorten sales cycles, and drive more revenue. Author provides the ability to create rebate program templates, standardize terms and clauses, and redline documents in Microsoft Word, so you can assemble proposals, contracts, and rebate-related letters quickly and easily send them out in mass to all applicable accounts.

By increasing visibility into rebate programs at the time of quoting, Rebate Management helps improve margins. Rebate Management enables your sales and operations teams to see all applicable incentives on the quote screen, including any partner-specific rebates established by channel marketing. Now you can use this information to make informed decisions during the negotiation process and prevent unnecessary or duplicate incentives.



Rebate goals

Track rebate attainment by partners to evaluate the success of the rebate program.









Make smarter rebate and revenue decisions

Model N Intelligence Cloud enables you to make data-informed decisions about pricing, rebates, and channel management. Armed with real-time, in-context analytics, discovery dashboards, and ad hoc reporting, you can quickly identify issues and take the appropriate action to optimize revenue. Rebate Intelligence enables you to track the performance of rebate programs, rebate attainment, payees, and associated revenue.

Empower your channel partners and improve the channel experience

A self-service portal, Model N Partner Community fosters collaboration with your partners and makes it easier for them to work with you. Using the portal, you can align partners with your performance goals. Partners can then identify applicable rebate programs, submit required data, track progress, and view earnings and payment status.

Optimize revenue with Model N Rebate Management

-  Create, manage, and analyze rebate programs more accurately and effectively.
-  Increase channel partner satisfaction with visibility into their progress and payments.
-  Empower channel, sales, and marketing teams to deploy new rebate and channel incentive strategies that will not negatively impact profitability.
-  Provide eligible partners with accurate, timely payments that are customized by program.
-  Gain timely insight into program effectiveness and partner performance.
-  Access a complete view of rebates and incentives across the organization or for a particular partner or customer.
-  Improve financial controls by eliminating overpayments and generating accurate accruals.
-  Increase the efficiency of your finance and operations teams by eliminating the need for manual calculations, program eligibility checks, claim validations, and approval routing.

Use channel incentives and rebates to differentiate your go-to-market process

Schedule a demonstration to learn how Model N Rebate Management can help you manage the program design, execution, measurement, and administration of rebate and incentive programs.