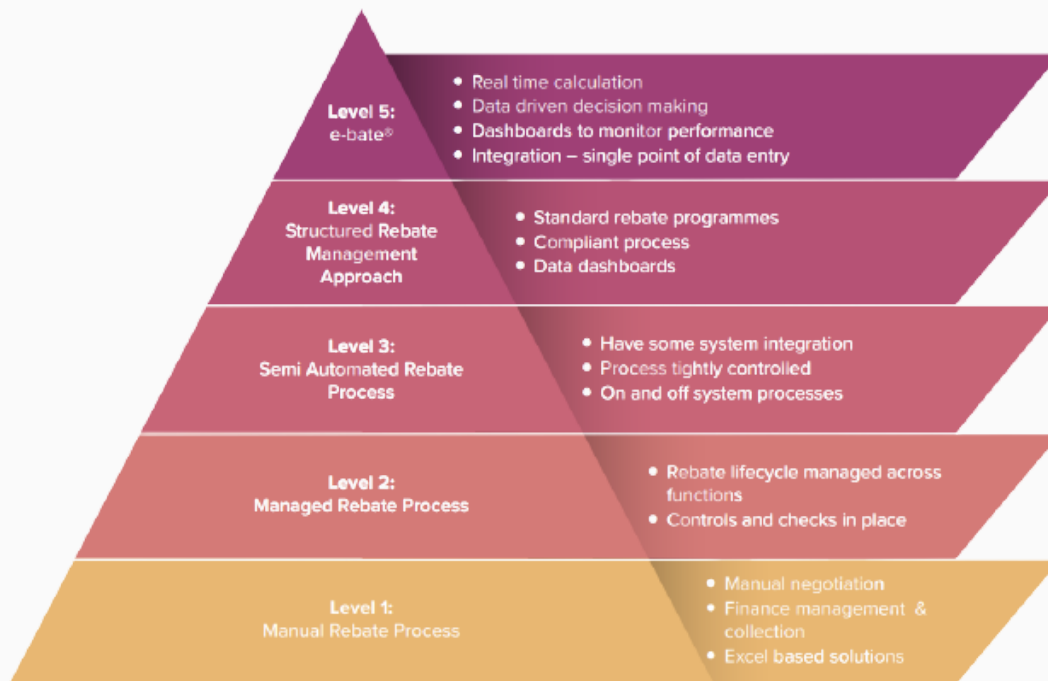


BLOG

QUICK WINS AND CHALLENGES. WHERE ARE YOU ON THE ROAD TO REBATE EXCELLENCE?

In order to improve, you need to know where you are to identify the areas for focus. Where are the quick wins and where do your challenges lie? And what can you do right now to help you move forward?

We've created a Maturity Model that defines rebate management programme sophistication on a scale from Basic and Professional through to Expert and Advanced, so you can see your road ahead to rebate excellence and how to get there!



Maturity Model

Level 1: ENTRY - Manual Rebate Process

Entry level organisations are typically handling their rebate management process manually through spreadsheets, with manual negotiation and finance management and collection.

To move to level two, these organisations need to:

- Implement controls and checks**
- Manage their rebate lifecycle cross-functionally**

Level 2: BASIC - Managed Rebate Process

At the basic level, companies have a managed rebate solution in place, with their rebate lifecycle managed across functions. Controls and checks are in place.

To move to level three, these organisations need to:

- a. **Move to system integration**
- b. **Begin to automate their processes**

Level 3: PROFESSIONAL - Semi-automated Rebate Process

At level three, companies have experienced the benefits of a managed rebate solution and have begun to semi-automate their rebate process. They have some system integration and their processes are tightly controlled with On/Off system processes.

To move to level four, these organisations need to:

- a. **Implement data dashboards**
- b. **Ensure compliance**

Level 4: ADVANCED - Structured Rebate Management Approach

At Level Four, companies have a structured rebate management approach with standard rebate programmes, data dashboards and compliant processes.

To move to level five, these organisations need to:

- a. **Adopt software with a real time calculation engine**
- b. **Employ data-driven decision-making**
- c. **Integrate with a single point of data entry**

Level 5: EXPERT - -bate

At level five, companies have fully absorbed the e-bate® methodology, adopted the software platform and are reaping the benefits of:

- **A real time calculation engine**
- **Data-driven decision-making**
- **Dashboards to monitor performance**
- **Integration with a single point of data entry**

So, where are you on the road to rebate excellence? Our professional team can help you to identify your next steps with no obligation.

Get in touch to arrange a discovery call for your business:



CONTACT



WEBSITE



DISCOVERY CALL