

The Power of Effective Rebates



In a recent Gartner survey,

Only **21%**

of companies feel they track rebate payments effectively.

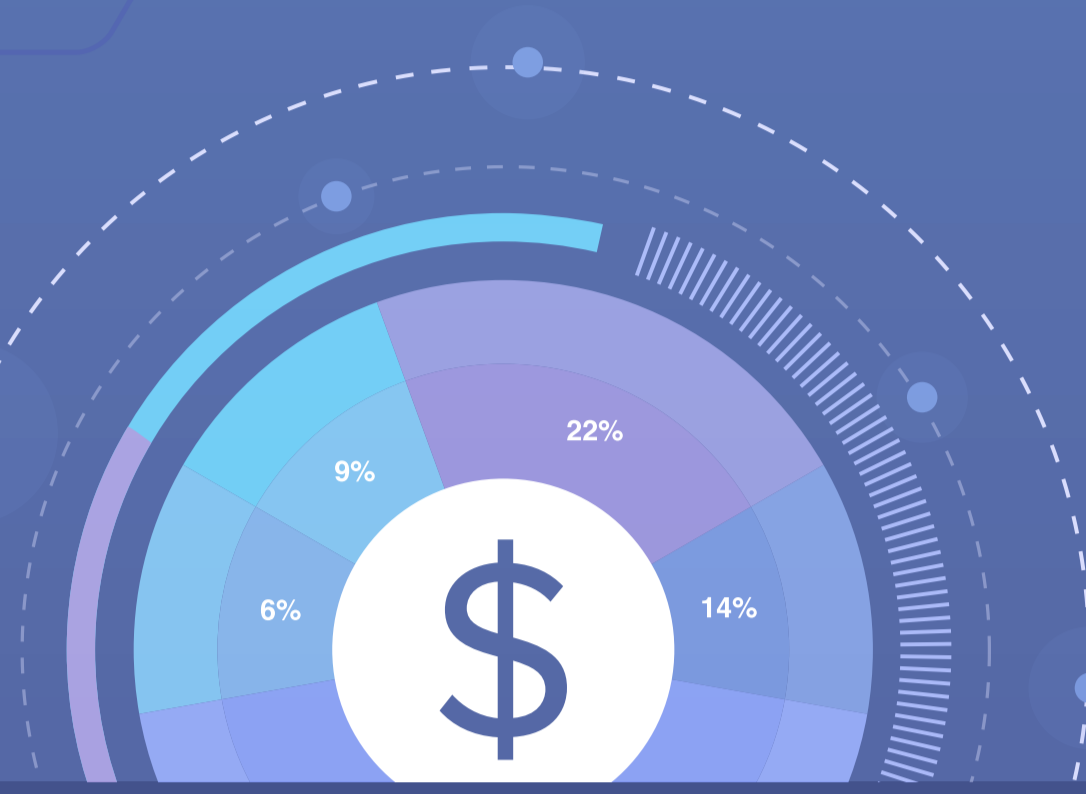
Even more surprising,

Only **10%**

of those same companies measure the yield of their rebate programs.

There are sound business reasons why companies engage in the practice of rebates

Primary rebate drivers include:



Avoiding up-front discounts and paying out only against **attained performance**

Driving **top-line dollars** and increasing **market share** by:

Rewarding partners and customers for growth and increased market share

Rewarding volume and value tier attainment

Leveraging cross-sell opportunities to push new and old products

Improving **revenue management** efficiency through:



Fast and accurate sales data reconciliation validated against rebate programs to ensure quick and correct payments



Standard processes to resolve claims and disputes



Enabling visibility into progress toward attaining rebate tiers



Masking end customer prices from multi-tiered reseller chains to avoid price abuse in the market

Implementing and tracking an effective **rebate management** program allows companies to:

Shape customer and channel purchasing behavior and **influence** market share

Analyze which programs are yielding the best result and **invest** in those programs

Eliminate incentive overpayments

Calculate accruals accurately

Improve financial controls

Want to see how to make rebate management solutions add up for your business?

[I'm interested in learning more](#)

How Vistex Adds Value

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

About Vistex®

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