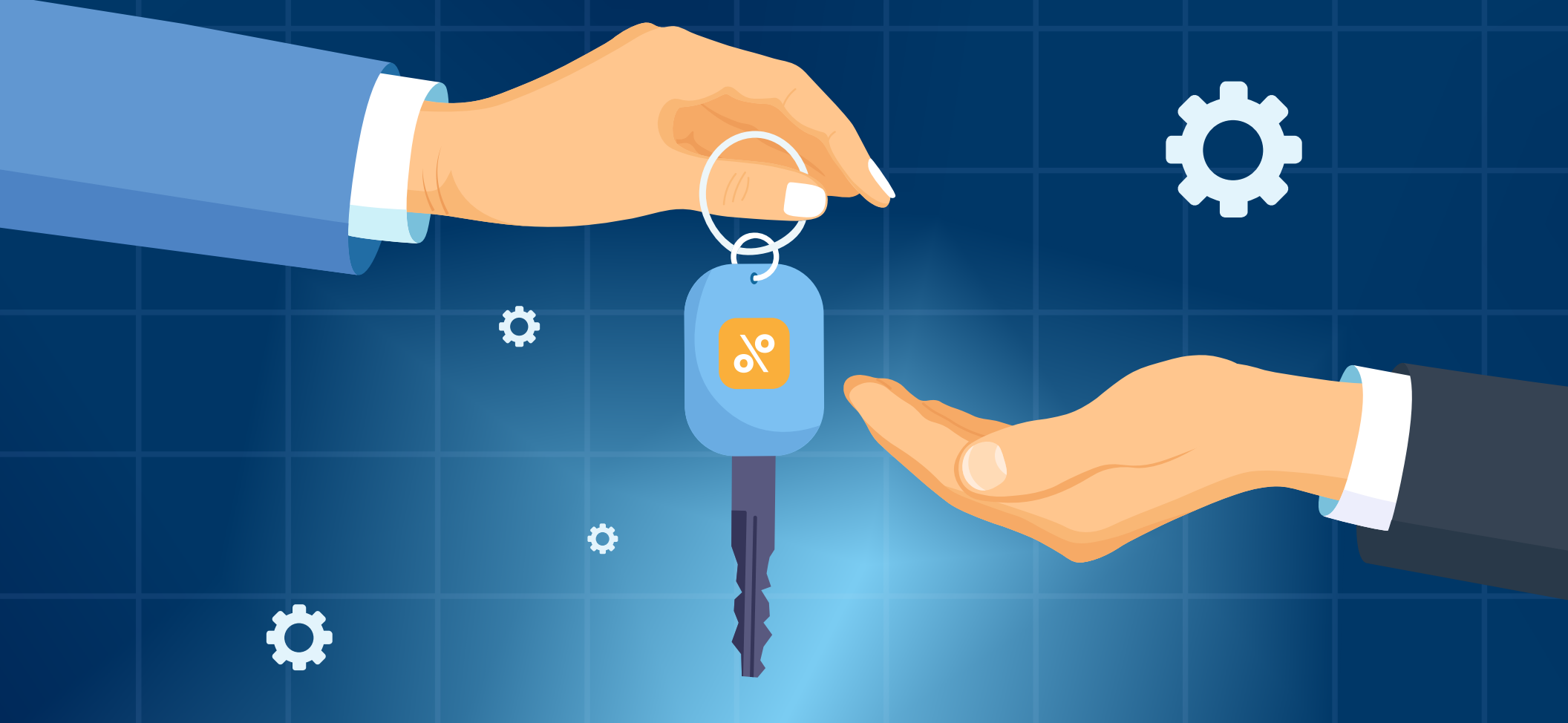


# Power Up Your Dealer Rebate Claims



Reducing revenue leakage from your incentive programs can yield significant **cost savings** and **increase margins**.

Automakers usually spend **10-20%** of revenue on incentives such as consumer rebates.

Did you know that it may be the most undermanaged expense?



## These vehicle incentives need to be automated to reduce manual errors and overpayment:

### Rebate claims

To reduce the final price of the car and encourage customers to buy a particular car.

- Cash rebate: cash or part of the down-payment

### Financing incentives

Reduced APR on a vehicle loan

### Dealer cash incentives

Cash credit for the sale of specific models

### Dealer holdbacks

2 to 3% of MSRP to boost the dealer cash flow

### Cash bonuses

For achieving sales volume targets

### Discounts

Brand, model, region, period of the year, type of vehicle and zero-kilometer



## 5 Key Results

Implementing and tracking an effective rebate claims management program allows you to:

Achieve meaningful insights using visualization tools that provide a true picture of your total incentive spend

1

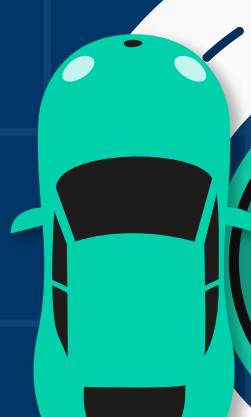


2

Conduct a pre-validation of incentives during the dealer claim submission process increases payment transparency

Automatically calculate and trace claims due to dealers and wholesalers to eliminate error-prone manual processes

3



4

Analyze incentive programs' performance before and after to determine true profitability

Gain the ability to stack incentives to ensure you're defining the rules appropriately up front to eliminate overpayment and margin reduction

5



Shift your **rebate claims** accuracy into high gear:

Power It Up