



Automate the management and execution of rebates and trade promotions

NetSuite Rebates and Trade Promotions



How efficiently manufacturers, distributors, and retailers calculate and manage rebates and trade promotions directly affects their profitability and brand loyalty metrics. That's why they can't rely on disconnected systems and spreadsheets to track purchases, calculate and negotiate price adjustments and rebate amounts, manage accounting accruals, and process and reconcile rebates or other claims.

The NetSuite Rebate and Trade Promotions SuiteApp simplifies management of rebates and trade promotions and increases efficiency and profitability by centralizing and automating the creation, execution, accrual, and reconciliation of vendor and customer rebate programs.

Key Benefits

- **Ensure profitability.** Use the calculation engine to understand a promotion's impact on your bottom line.
- **Maximize promotional value.** Automatically combine stackable rebates and promos or select the best deal for each order.
- **Ensure proper accounting records.** Automatically accrue for rebate-related transactions as they are posted to the general ledger.
- **Minimize manual processes.** Automatically create, configure, and manage agreements from a central location.

Create, Configure, and Manage Agreements and Contracts

Easily calculate and maintain rebate and trade promotion agreements in NetSuite.

- Ensure profitability by using the calculation engine to understand the bottom line impact for each rebate.
- Define contract terms such as duration, discount method and amount, transaction qualifications, and more.
- Automatically calculate rebate and trade promotions on kits and assembly items in addition to standard inventory items.

Speed Transactions

Automatically calculate rebate amounts on valid transactions by combining relevant stackable agreement calculations or, in the case of non-stackable agreements, by selecting the most advantageous option for each order.

When multiple rebates are available, the system compares information from all applicable agreements and automatically applies the highest rebate. Rebates may also be manually selected.

Quickly Settle Claims and Disbursements

Automate the settlement and reconciliation process via support for multiple calculation methods — including percentage-based, flat amount, fixed cost, and guaranteed profit — and the ability to select from several cost-basis options. Settlements may also be done manually.

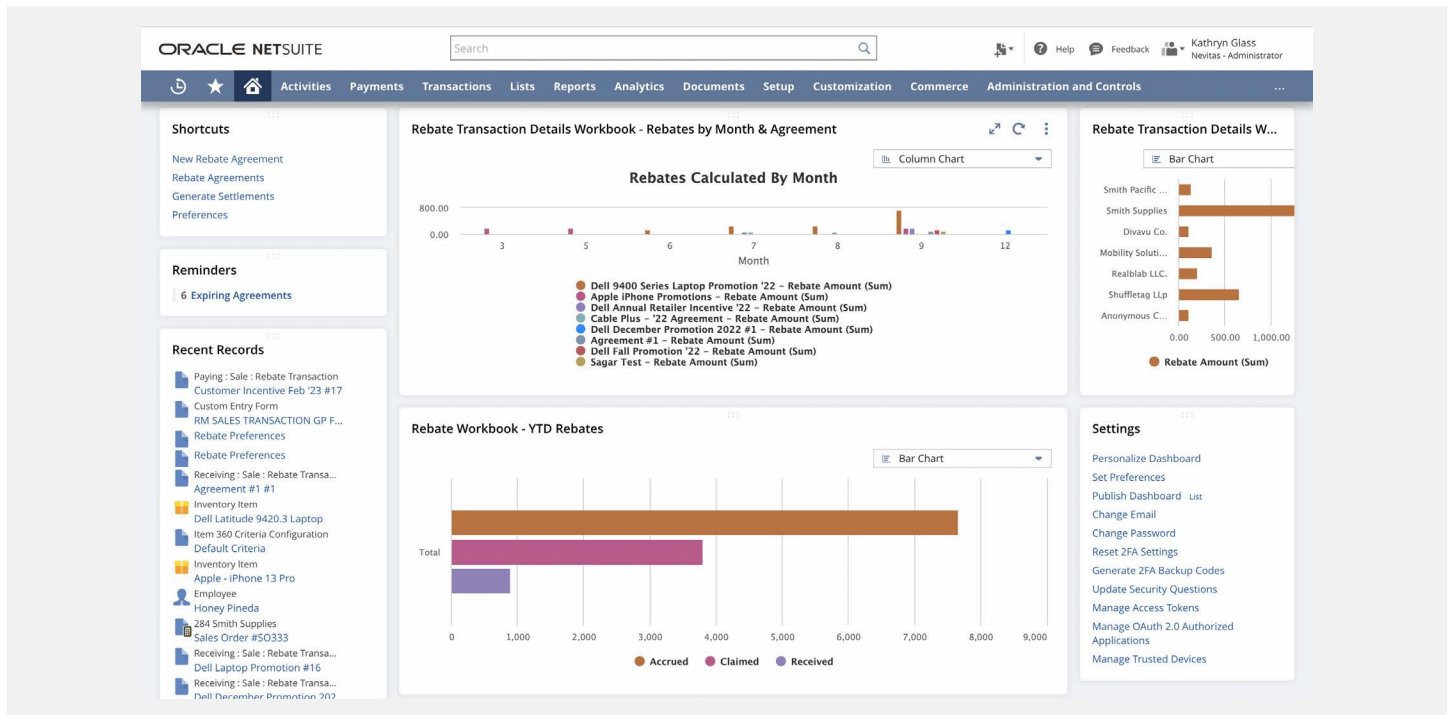
Properly Account for Accrued and Income Expenses

As rebate-related transactions are posted to the general ledger, rebate amounts are automatically accrued.

Accurate Financial Reporting and Analysis

Reporting capabilities improve financial visibility by keeping track of estimated or pro-forma claims and disbursements while also allowing companies to consider returns and other deductions when issuing final payments.

- Edit settlement details before generating a pro-forma statement or settlement.
- Generate pro-forma claims and disbursements.



The NetSuite Rebate and Trade Promotions SuiteApp increases control and ensures that promotions don't affect profitability.