oBIs
Online Business Insights Service

REBATES

WHAT ARE REBATES AND WHY IS OBIS REBATES MODULE NEEDED?

Rebates are financial supports received or given between trading partners and are a crucial element of a buying group's business model. They form the bulk of net profit and can be inducements to achieving higher performance. They can include marketing or other fixed value incentives and can include payment for services provided.

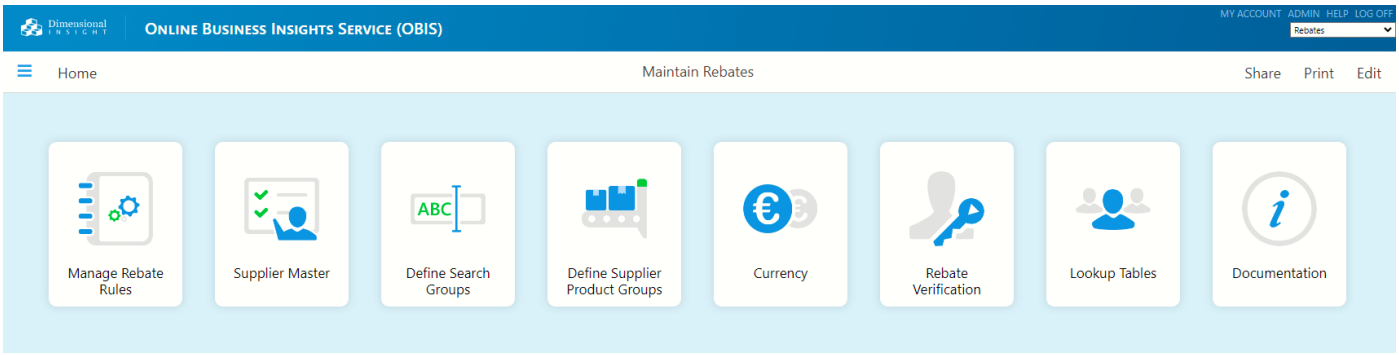
Rebate deals are notoriously labour intensive, complicated calculations that can include information held in back-end ERP systems. To maintain their integrity, ERP systems cannot normally recalculate historical values, but many deals must be backdated. For this reason, deals are often manually updated in spreadsheets.

As new rules emerge, this becomes more complex as different versions of the spreadsheet calculations may be in operation.

Knowledge and maintenance of these highly manual processes usually depend on a single individual, who has to commit large of amounts of time to setting up deals and delivering month-end/ year-end figures. It is almost impossible to predict the year end value in advance, and difficult to verify that deals with specific filters are being calculated correctly.

In addition, much time is spent by multiple parties on interacting haphazardly by email to agree values, both internally and with rebate parties. The lack of shared visibility makes a proper rebates workflow and business oversight very difficult.

THE POWER OF OBIS REBATES SOLUTION



OBIS Rebates centralises all rules, calculations, reports and enquiries in one place, accessible online within the OBIS portal.

The menu offers easy navigation to all the set-up tables and rebate views that you need. Multiple data sources are automatically updated via the OBIS upload process.

Internal/external users only access data relevant to their roles.

Rebate set-up has in-built validation using input forms, with templates to reduce repetition.

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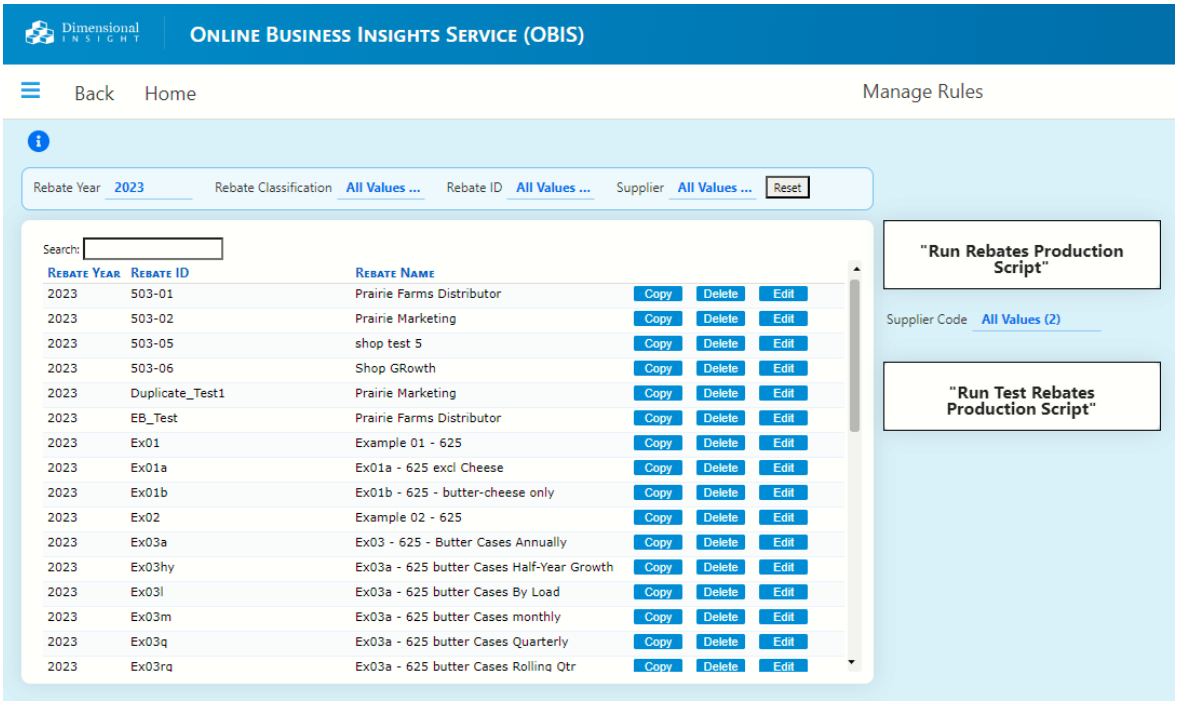
MAIN FEATURES OF OBIS REBATES



- Deals based on Value, Weight, Volume or Quantity
- Easy rule set-up, copy/delete
- Allows Groups of Suppliers to be treated as a single unit
- Multiple data comparisons
- Up to 10 tiers supported
- Multi-step deals
- Incremental, Retrospective, Fixed or Growth deals
- Include/Exclude Products, Groups, Locations, Customers
- Financial calendars option
- Extensive number of analysis fields
- Multiple data source options and filters
- Predictive YE estimates
- Settlement discounts, haulage and supplier supports options

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About Dynamic Business Informatics

DBI is a leading developer of integrated business intelligence and performance management solutions using the Diver Platform. Our mission is to make organisational data accessible and usable so everyone from analysts to line of business users can get the information they need to make informed, data-driven decisions.

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