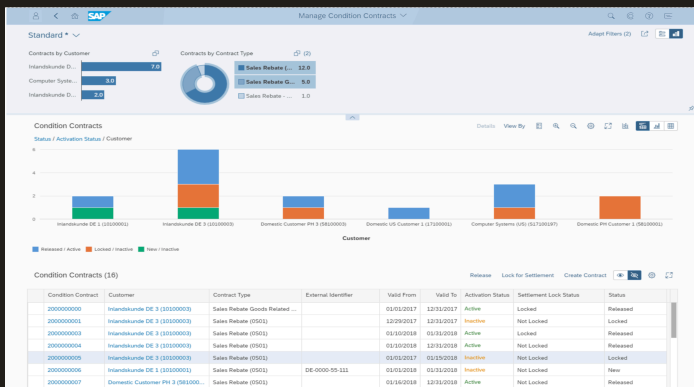


# SAP SETTLEMENT MANAGEMENT

## BOOST PROFITABILITY & REDUCE COSTS WITH EFFICIENT REBATES

### Dashboard



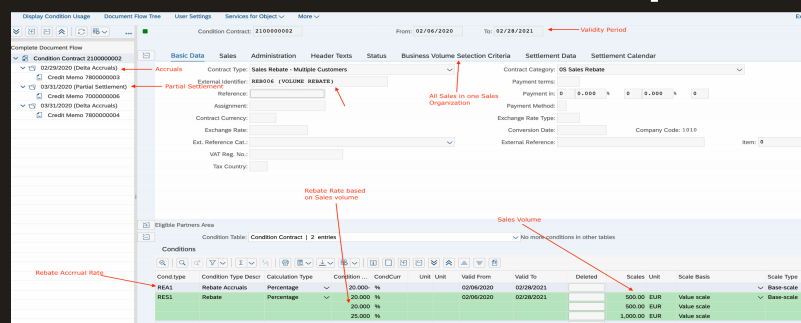
### Key Benefits

- ▶ **Reduce Costs** by implementing Customer & Vendor rebates by removing third party software and custom rebate solutions
- ▶ Use robust & standard SAP Settlement Management functionality in SAP ECC and S/4HANA. **No extra SAP Licensing costs!!**
- ▶ Drive **incremental sales** using advanced mix and match promotions, and a variety of rebate offerings
- ▶ **Automated** accruals, rebate calculations and payments
- ▶ Generate and manage **any type of rebate**, including multi-tiered, complex percentage sales, growth and other outcome-based programs
- ▶ **Channel Data Management** solution for accurate, consistent and actionable channel data for rebate calculations

### Challenges

- ▶ **Accurate Tracking** of Customer and Vendor Rebates
- ▶ **Complex calculations** based on high volume of data from disparate sources
- ▶ **Variety of Rebates** to be modeled and implemented including Retroactive Rebates
- ▶ **Financial Liability** and accruals calculations
- ▶ Timely and accurate payments and settlements
- ▶ Pooled rebates for a Customer/Vendor group
- ▶ Calculation of Gross to Net Profitability
- ▶ Supplier rebates based on sales to customers
- ▶ Third party agent commissions based on Sales
- ▶ Inaccurate Revenue forecasts
- ▶ **Manual error prone** calculations
- ▶ **Revenue Leakage** due to over payments
- ▶ **Inconsistent, inaccurate and incomplete** information from distributors, resellers and retailers for rebate calculations

### Rebate Contract Example



The screenshot shows a detailed view of a rebate contract in SAP. Key elements include:

- Contract Details:** Contract ID, Customer, Contract Type, External Identifier, Valid From, Valid To, Activation Status, Settlement Lock Status, and Status.
- Rebate Calculation:** A table showing the calculation of the rebate rate based on sales volume.
- Rebate Accruals:** A table showing the accruals for the rebate, including the amount, currency, and date.

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