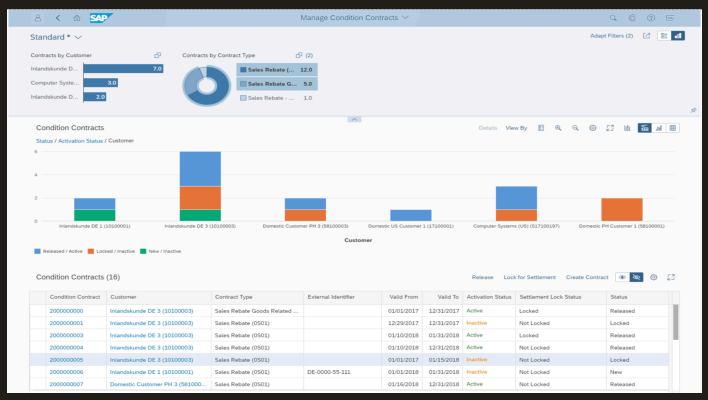
SAP SETTLEMENT MANAGEMENT

Dashboard



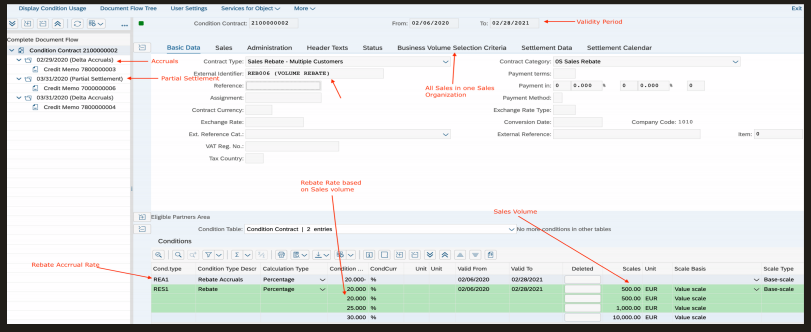
Key Benefits

- ***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



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