

APTTUS[®] REBATE MANAGEMENT

Streamline Rebate Processing and Maximize Revenue



DATASHEET

Apttus Rebate Management can help companies achieve their strategic goals by driving desired behavioral outcomes, whether the goal be influencing the buying behaviors of their customers and partners or the selling behaviors of their sales reps and partner sellers. Built on the Apttus Intelligent Cloud™, Apttus uniquely provides multi-channel rebate management that is blended with machine learning intelligence to provide data-driven insights into the right rebate programs for each deal.

Manage Rebates with Flexibility and Speed

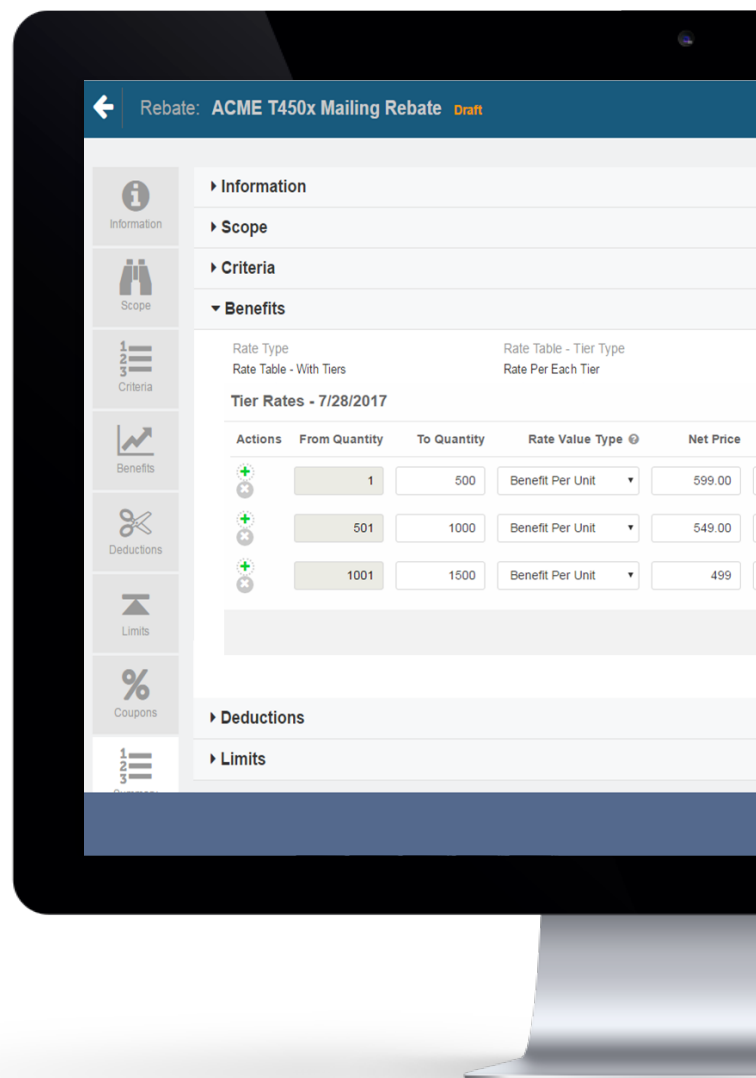
Apttus Rebate Management enables enterprises to attain their most challenging revenue and margin objectives by incenting desired behaviors across all sales channels. From streamlining rebate management, to simplifying rebate processing, to recommending rebate programs, Apttus Rebate Management can transform a company's top-line growth while preventing revenue leakage.

Easily administer complex rebate programs

Using Apttus' streamlined user interface, rebate managers can quickly and easily set-up eligibility and benefits in one central location including creating, updating, or amending fixed amount or tiered rebates based on revenue, volume or performance.

Process payments with speed and accuracy

With Apttus Rebate Management, companies can quickly validate and classify rebate transactions, calculate rebate accruals and actual payments, including retrospective calculations.



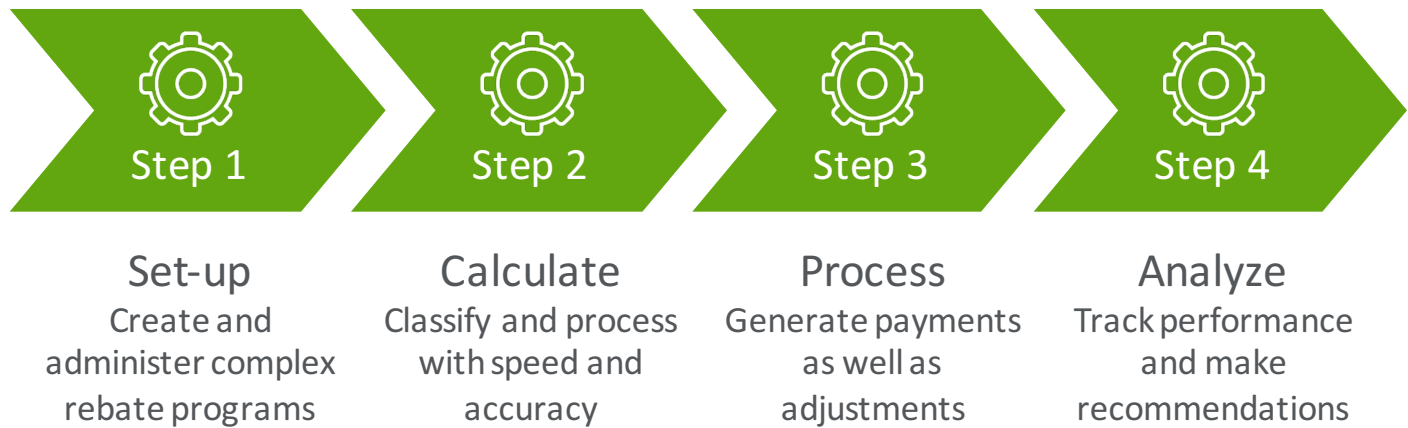
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Four Steps to Manage Rebates



Feature	Description
Program Setup and Configuration	Administer volume, revenue, and performance-based rebate programs that offer flat amount, tiered, and threshold rebate benefits
Eligibility Management	Commitment management and participation management
Approval Workflow Integration	Sequential and parallel workflows that enforce policies and prevent errors
Validation and Classification	Validating and segmenting transaction data for optimal calculation of estimated and actual payment
Rebate Accrual	Calculate estimated payments to provide visibility into financial liabilities
Performance Tracking	Track the performance of rebate programs to ensure alignment of programs with business goals
Program Recommendation	Leverage machine learning to provide data-driven insights about the right rebate programs for each deal
Rebate Analytics	Measure the success of rebate programs by channel, program type, region, and other parameters

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The Benefits of Apttus Rebate Management



Eliminate
Manual
Processes

Manage rebate programs in one central location. Integrate with approval workflows for error prevention and policy compliance.



Provide
insights
into Program
Performance

Track and evaluate program performances. Make intelligent recommendations to ensure alignment with business objectives.



Transform
Top-line
Growth

Increase deal size and cash flows while preserving your company's margin.

About Apttus

Apttus, the category-defining Quote-to-Cash software company, drives the vital business process between the buyer's interest in a purchase and the realization of revenue. Utilizing a patented combination of SaaS-based applications, the Apttus Intelligent Cloud maximizes the entire revenue operation by driving behavior and providing prescriptive data to company decision-makers. Apttus offers enhanced Configure Price Quote (CPQ), E-Commerce, Contract Management, Renewals and Revenue Management solutions on the world's most trusted cloud platforms, including Salesforce and Microsoft Azure. Apttus is based in San Mateo, California, with additional offices located across the globe. For more information visit: apttus.com.