



# Distribution – Health and Life Sciences

## Features & Benefits



### PLANNING & ADMINISTRATION

- Define pricing, discounts, and rebates by any customer, vendor, product, or transactional hierarchy/attribute such as geography, channel, GPO, product group, UOM, salesperson, simplifying agreement maintenance and increasing accuracy
- Seamlessly manage both purchase order and sales order based pricing, discounts, and rebates
- Utilise a multitude of date types for pricing: order date, requested ship date, requested receipt date
- Minimise agreement maintenance time via pricing upload facilities
- Utilise date effectivity and advanced agreement inclusion and exclusion facilities for all pricing/rebates to quickly determine membership parameters and ensure accuracy
- Automate UOM conversions in relation to pricing and discounts/upcharges: pallets, cases, each, liter, grams, yards, units
- Manage buying group/GPO membership; along with date sensitivity, seamlessly execute related pricing, discounts, administration fees, commissions, and rebate programs
- Greatly reduce agreement maintenance by managing only the master file data and not individual agreements with unlimited attribute and hierarchy membership definitions
- Utilise templates and automated workflows to speed deal creation and approval
- Flexible rounding rules and decimal point calculations inside the price request



### PRICING

- Single source of truth for pricing, calculated in real-time, regardless of source of request (ERP, handheld, eCommerce, catalog extracts, portals)
- Super speed in-memory pricing engine scales to over 1 million price requests per minute, ensuring pricing is always calculated accurately and in real-time across an omni-channel sales strategy
- In-memory pricing greatly reduces price catalog generation time and reduces price requests as a bottleneck in e-commerce or other applications
- Configurable price override functionality with security, reason codes/GL expense posting parameters
- Manage pre and post list adjustments; full control over what is shown on the customer invoice
- Special deal code/coupon and bundled product pricing
- Utilise configurable calculation methods for pricing: Cost plus, \$ or % markups, margin pricing, net or contract pricing, all with date effectivity
- Manage sample policies with proper discounting, sales rep cost allocation, and usage limits
- Manage quote/bid creation, approval, and execution process in relation to pricing
- Pricing simulator for a given vendor/customer/product/order attribute/date/qty as well as reprice functions prior to order release

## Features and Benefits Continued...



### PROMOTIONS & REBATES

- Utilise cross-sell/upsell and directed selling abilities to increase order volumes and drive additional revenue
- Manage volume incentive programs, based on purchases from vendors and sales to customers, with ability to control percentages flowing each way
- Controls to only accrue vendor support when vendor deals/contracts are used/selected at sales order entry
- Create or adjust accrual programs with retrospective dates, with the system automatically accounting for historical invoice data and financial postings
- Calculate and settle commissions, bonuses, and incentives; split commissions, growth programs, net of rebates, deductions, or early payment discounts
- Utilise mix and match and flexible combo promotional offers to set purchase requirements/discount levels and drive additional sales
- Leverage advanced free goods promotions to set required purchased goods/free good rewards (one or many choices) and drive additional sales
- Automated royalty tracking and payments
- Loyalty accruals based on merchandise purchase volumes with various rates per tier
- Manage manufacturer rebates with customers, including customer credit and vendor debit
- Usage limits to expire promotional offers
- Manage promotional SPIFFS for certain products



### SETTLEMENTS

- Create discount/accrual categories with configurable GL income/expense tracking options
- Expense activity as it occurs, greatly reducing end of month processing via real-time accrual processing and settlement facilities (automated updates/adjustments/corrections)
- Financially accrue and settle vendor chargebacks and customer rebates on configurable frequencies by program
- Settle customer and vendor rebates/chargebacks through accounts payable or accounts receivable, via automated settlement jobs, deductions, or manual claims
- Ensure all pricing elements are captured and rebates/commissions properly clawed back during the RMA/RTV process
- Reduce leakage with a full claims/deduction workbench: quickly reconcile short payments, minimise days of sales outstanding, fully capture all available vendor chargebacks, and greatly reduce administration efforts
- Accrue rebates nightly, but settle on any frequency (monthly, quarterly, yearly) by program type
- Import sales trace data from 3rd party distributors or end customers and accrue commissions, GPO admin fees, and more

For full details on all functions and modules, please contact your local Flintfox representative:



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## Features and Benefits Continued...

### ANALYTICS

- Empower salespeople to make informed decisions at time of sale by fully understanding margins including vendor rebates
- Track marketing funds/budgets by supplier, along with booked settlements and balances to ensure no money is left on the table
- Manage all financial aspects of vendor contracts, both volume based and fixed fees such as reporting, slotting, trade show support, or catalog participation
- Invoice line level expense and income reports display complete transactional details including agreement ID, vendor/customer/products, invoice number, GL expense/liability accounts, and rates/values, providing full auditability and margin analysis
- Aged and outstanding payment reports with 30/60/90/120 days aging, custom status filters, financial amounts requested/paid/remaining by vendor/customer/agreement/GL effective dates and more
- Customer and product level profitability reporting considering list price, all discounts/upcharges as well as any chargebacks, vendor/customer rebates, commissions, and more ensures full understanding of transactional margins and outbound pricing

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