Distribution – Hi-Tech

Features & Benefits

PLANNING & ADMINISTRATION

- Define pricing, discounts, and rebates by any customer, vendor, product, or transactional hierarchy/attribute such as geography, direct/wholesale, product group, pack size/UOM, order origin, 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
- 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
- Notes and attachment facilities capture key information related to contracts

PRICING

- Single source of truth for pricing, calculated in real-time, regardless of source of request (ERP, handheld, eCommerce, catalog extracts, portals)
- Superspeed 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 eCommerce 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
- Easily manage variant pricing (such as a single iPhone 6 Product Number with 16/32/64GB variant models)
- Manage all elements of pre-list or base cost markups for a product (freight, warehouse, insurance, adders, margin protection, and more)
- Execute end-user/specially negotiated indirect deals or quotes along with proper discounts to customers and manufacturer support
- Configurable rules to ensure priority or overrides for special project or trade show based pricing and rebates
- 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
- Manage purchases and associated pricing and available manufacturer rebates when sourced through secondary/wholesale/ indirect suppliers
- Upload, process, approve/deny, and settle customer mail-in rebates
- Control instant rebates based on min/max purchases, ship method, geography, address, and more
- Define various rebate rates/dates within overall program dates for a single manufacturer program

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
- Utilise a claims workbench to request manufacturer payment, categorise debit requests, and analyse unclaimed balance
- Speed the chargeback reconciliation process with write-off limits by category and customer, upload facilities, coding/ assignment, and liability matching logic

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

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Features and Benefits Continued...

ANALYTICS

- Track marketing funds/budgets by supplier, along with booked settlements and balances to ensure no money is left on the table
- Properly track deal support to internal or in-house campaigns as well as supplier funded spend buckets; report on budget/fund amounts vs. spent
- 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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