Features & Benefits

PLANNING & ADMINISTRATION

- Define pricing, promotions, and rebates by any customer, product, or transactional hierarchy/attribute such as geography, market, chain, brand, promoted group, pack size/UOM, ship point, simplifying agreement maintenance and increasing accuracy
- 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, bottle, each, keg, L, mL, equivalent case
- 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
- Develop sales budgets as well as sales volume forecasts with visibility to planned promotional spend for direct, indirect, and scan based promotions
- Interactive promotional calendars based on various customer/product/time dimensions

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 eCommerce or other applications
- Utilise a multitude of date types for pricing: order date, requested ship date, requested receipt date
- Configurable price override functionality with security, reason codes/GL expense posting parameters
- Utilise configurable calculation methods for pricing: List, $ or % markups, margin pricing, net or contract pricing, all with date effectivity
- Automate bracket/tiered or special pricing arrangements
- Manage pre and post list adjustments; full control over what is shown on the customer invoice
- Manage redistributor, distributor, and operator pricing agreements
- Support pricing for special services: packaging, audit, handling
- Fluctuate customer pricing with market or commodity based dynamic pricing agreements
- FOB or delivered pricing based on weight brackets
- Track sample shipments along with proper discounts and financial accounting

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Features and Benefits Continued...

PROMOTIONS & REBATES

- Utilise cross-sell/upsell and directed selling abilities to increase order volumes and drive additional revenue
- Ensure all customer rebate and loyalty programs are financially accrued and settled in a timely manner
- Create or adjust accrual programs with retrospective dates, with the system automatically accounting for historical invoice data and financial postings
- Ensure all pricing elements are captured and accruals properly clawed back during the RMA/RTV process
- Utilise mix and match and flexible combo promotional offers with configurable purchase requirements and discount levels to drive additional revenue
- Utilise advanced free goods promotions to specify required purchased goods and free good rewards (one or many choices)
- Seamlessly manage all direct, indirect, and scan based promotions, including all OI allowances as well as accrued programs
- Easily create customer volume incentive or growth plans, systematically managing accruals, payments, and reconciliation processes

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)
- Settle customer trade spend automatically or manually through accounts payable or accounts receivable
- Calculate and settle internal/broker commissions, bonuses, and incentives; split commissions, growth programs, net of rebates, deductions, or early payment discounts
- Reduce leakage with a full deduction workbench: quickly reconcile short payments, minimise days of sales outstanding, and greatly reduce administration efforts
- Full claims workbench to quickly process customer payment requests/chargebacks: code, age, report, and issue AR credits
- Minimise deduction leakage via penalty charges, duplicate payments, unapproved promotions, or payments without performance
- Utilise deduction category write-off limits by customer/customer group to automate and speed reconciliation process
- Manage settlement of deductions to distributors or retailers, for multiple promoted customers/events, as well as various supply chain reason codes

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ANALYTICS

- Empower sales professionals to make informed decisions at the time of sale by fully understanding margins including all rebates and retrospective deals
- Reduce average inventory and out of stocks with promotional effects built into forecasting
- Upload, analyse, compare, and accrue trade liability off indirect distributor and scan/POS data
- Compare budget to plan to actual data sets with variances
- Analyse promotional ROI and effectiveness with built-in decision support tools
- Develop funds/budgets and analyse promotional spend and remaining balances within those fund categories
- Invoice line level expense and income reports display complete transactional details including agreement ID, 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 customer/invoice account/ promotion/GL effective dates and more
- Customer and promotional extract reports providing financial analysis of planned spend, accrued spend, paid amounts, and remaining balances by time period

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

www.flintfox.com/contactus

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