



Manufacturing – Home Furnishings

Features & Benefits



PLANNING & ADMINISTRATION

- Define pricing, promotions, and rebates by any customer, product, or transactional hierarchy/attribute such as geography, chain, product collection, category, warehouse vs. container, 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, cartons, 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
- 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
 - Customer level promotional support: off-invoice discounts, instant credits, defective allowances, floor samples, and more
 - Buy-in pricing for new placement or Highpoint/Vegas market show orders
 - Manage floor sample policies with appropriate discounts and quantity provisions
 - Manage intricacies of domestic vs. container pricing, as well as customer drop ship orders from the warehouse
 - Quote/special pricing support for priority or list price overrides
 - Bundle multiple products into promotional pricing (discount when you buy complete HB/FB/Rails) or both sofa and loveseat
 - Automatic price adjustments based on planned or actual payment terms



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

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
- Seamlessly manage relationships, as well as discounts and rebates to customers/buying groups on individual and/or group volume attainment levels
- Automated royalty tracking and payments for special collections
- Ability to distribute and account for lumpsum/Co-op funds given to customers in the form of prepaid rebates; automatically accruing deductions based on purchases by customers, reporting on and tracking performance individually and at a portfolio level, managing risk and collections
- 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)
- Flexible commission payments on order type (floor sample vs. special orders), product category, product quantity/volume, account type, and more
- Utilise 3rd party sales data for tracking and settling promotion/SPIFF programs
- Manage various subsidy program accruals (trailing credits, floor samples, co-op, rebates, return allowances, advertising support, POP) with optional settlement methods by program
- 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 sales rep 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
- Utilise deduction category write-off limits by customer/customer group to automate and speed reconciliation process

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



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Features and Benefits Continued...

ANALYTICS

- Empower sales professionals to make informed decisions at the time of sale by fully understanding margins including all rebates and retrospective deals
- 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

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