Features & Benefits

PLANNING & ADMINISTRATION

- Define pricing, discounts, and rebates by any vendor, product, or purchase order hierarchy/attribute such as direct, indirect, reseller/wholesaler, buyer, product group, pack size/UOM, purchase point, receiving warehouse, payment terms, 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
- Create discount/accrual categories with configurable GL income/expense tracking options
- Automate UOM conversions in relation to pricing and discounts/charges: pallets, cases, weight, volume, units
- Manage only the master file data and not all agreements with unlimited attribute and overlapping hierarchy definitions for use in price, discount, and accrual agreements
- Utilise templates and automated workflows to speed deal creation and approval

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
- Utilise a multitude of date types for vendor pricing: order date or delivery (dates can differ by vendor)
- Manage purchases and associated pricing and available manufacturer rebates when sourced directly or through secondary/wholesale/indirect suppliers
- Configurable rules to handle selection and application methods of multiple/overlapping discounts offered from vendors
- Utilise configurable calculation methods for vendor and customer pricing: list, cost plus, $ or % discounts, net or contract pricing, bracket pricing, all with date effectivity
- Configurable price override functionality with security, reason codes/GL expense posting parameter
- Manage quote/bid creation, approval, and execution process in relation to pricing

PROMOTIONS & REBATES

- Quickly recognise and take advantage of vendor cross-sell/upsell opportunities to reduce costs
- Manage volume incentive and chargeback programs, both based on purchases from vendors, sell-in to stores, or sell-out/POS data to customers/consumer
- Create or adjust accrual programs with retrospective dates, with the system automatically accounting for historical invoice data and financial postings
- Manage damage/swell allowances via discounts and/or chargebacks
- Calculate and settle vendor rebates on list or net invoice less other rebates (waterfall), returns, or early payment discounts

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Features and Benefits Continued...

- Loyalty accruals based on merchandise purchase volumes with various rates per tier
- Utilise cross-sell/upsell and directed selling abilities to increase order volumes and drive additional revenue
- Leverage mix and match and flexible combo promotional offers to set purchase requirements/discount levels and drive larger order baskets
- Utilise advanced free goods promotions to set required purchased goods/free good rewards (one or many choices) and larger order baskets

SETTLEMENTS

- Recognise income/expense 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, rebates, and co-op on configurable frequencies by program
- Settle vendor rebates through accounts payable or accounts receivable, via automated settlement jobs, deductions, or manual claims
- Reduce administration time and quickly track and claim all entitlements via vendor claims workbench
- Speed chargeback settlement process with upload facilities and marketing/reason code assignment
- Utilise a claims workbench to request manufacturer payment, categorise debit requests, and analyse unclaimed balances

ANALYTICS

- Track marketing funds/budgets by supplier, along with booked settlements and remaining balances to ensure 100% of available funds are claimed
- Spread lumpsum/fixed funding spend down to SKU level to help in customer/item profitability analysis
- Make informed decisions on retail pricing by fully understanding margins including vendor discounts and rebates
- Make informed purchase decisions such as volume or forward buys based on vendor tiered offers
- Control visibility to various rebate conditions at the store level vs. central purchasing to protect margins yet allow pricing flexibility
- Empower sales professionals to make informed decisions at the time of sale by fully understanding margins including vendor rebates
- Walk away from highly competitive sales where the level of discounting required is not warranted by the rebates available
- 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

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

www.flintfox.com/contactus

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