

Elevate
by Enable

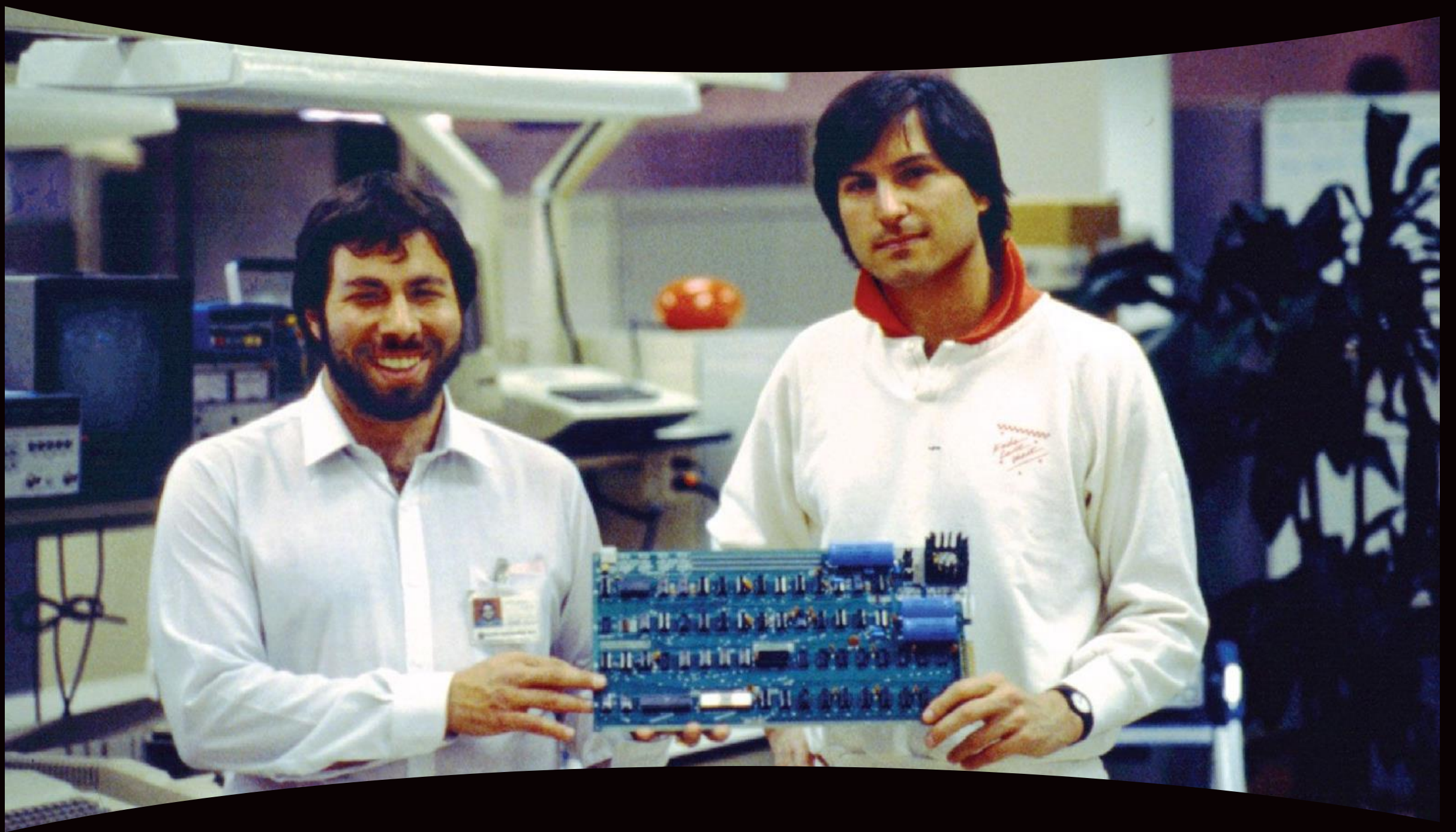


Your Future in a World of Accelerating Change

A portrait of a man with dark hair and a beard, wearing a dark suit jacket over a light blue shirt. The background is black.

Founder and CEO
Enable

Andrew Butt

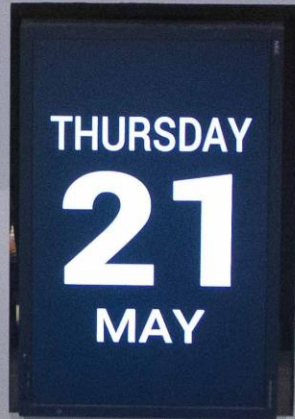






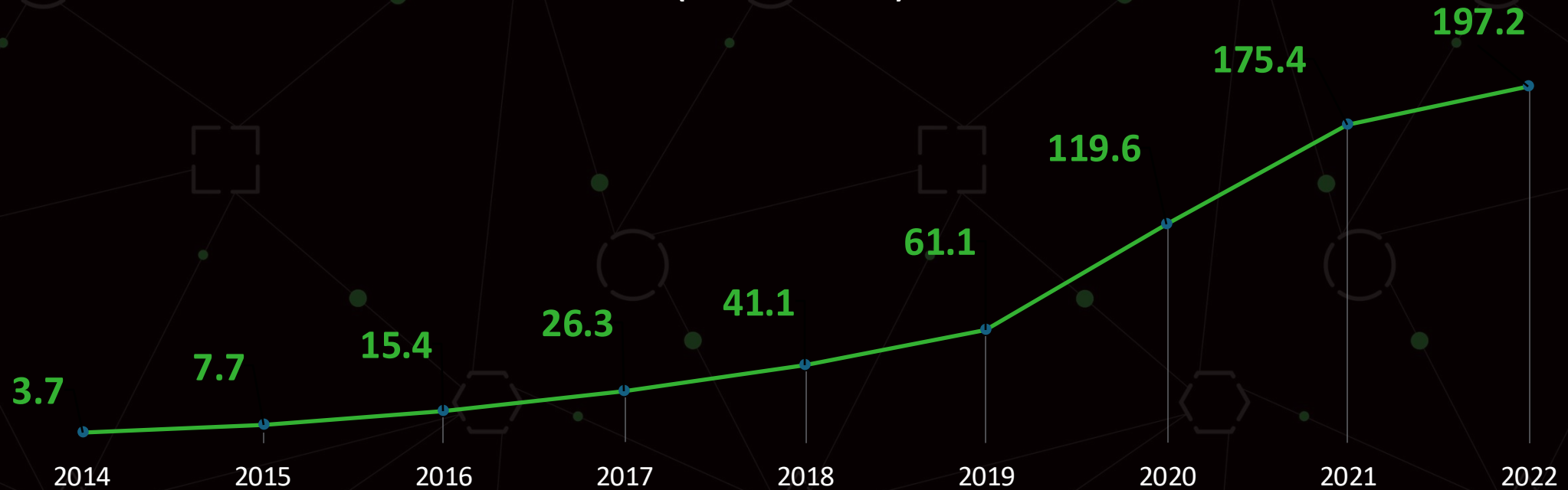
Making rebate management consumer-grade





Shopify Gross Merchandise Volume

(in billions)



Shopify powers 25% of all e-commerce websites, making it the most used e-commerce platform worldwide

4,370,000 total websites have been created through the Shopify platform

The background is a dark grey network of thin lines connecting various geometric shapes: triangles, diamonds, squares, and circles. Some shapes are filled with a light green color, while others are hollow. The overall pattern is a complex, interconnected web.

Removing friction
to unleash demand

Rebates impact two step distribution worth **\$80T**

Single largest expense for Manufacturers & entire profit for Distributors & Retailers

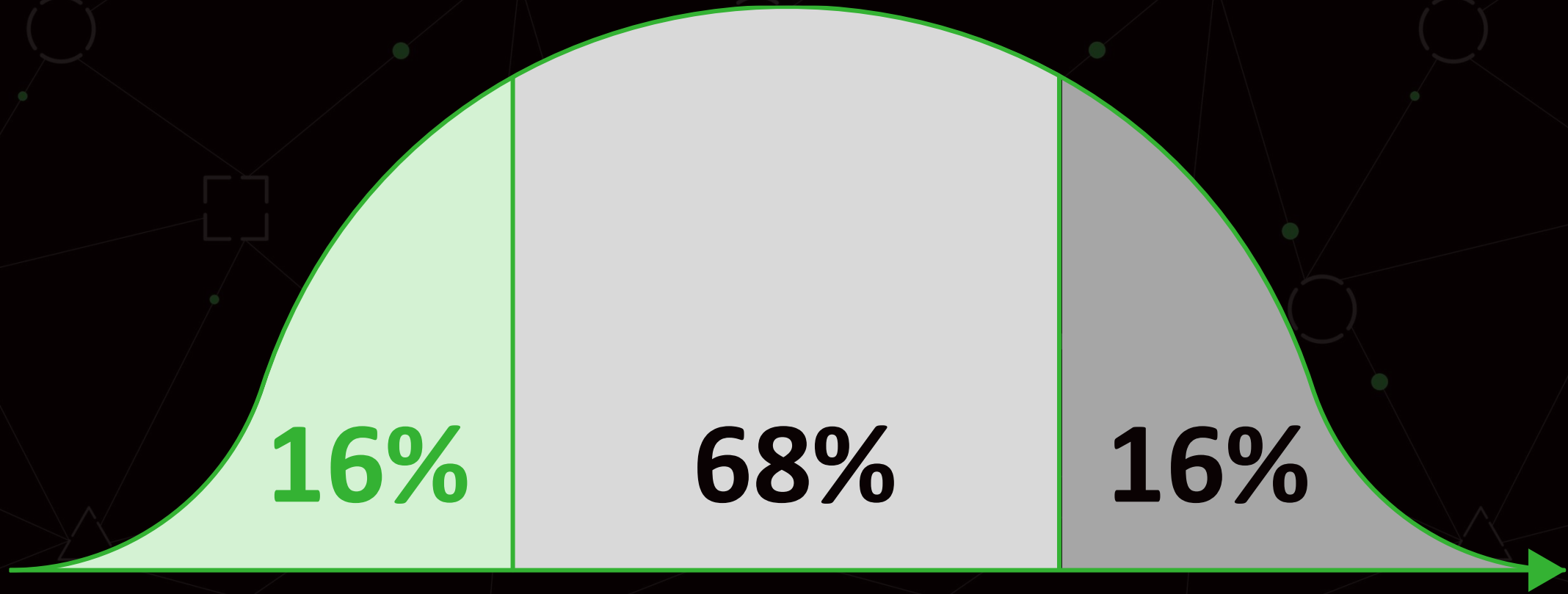


Better Alignment



Vision

Thriving ecosystems of **manufacturers, distributors and retailers** where people can find the **best products, service and value**



16%

68%

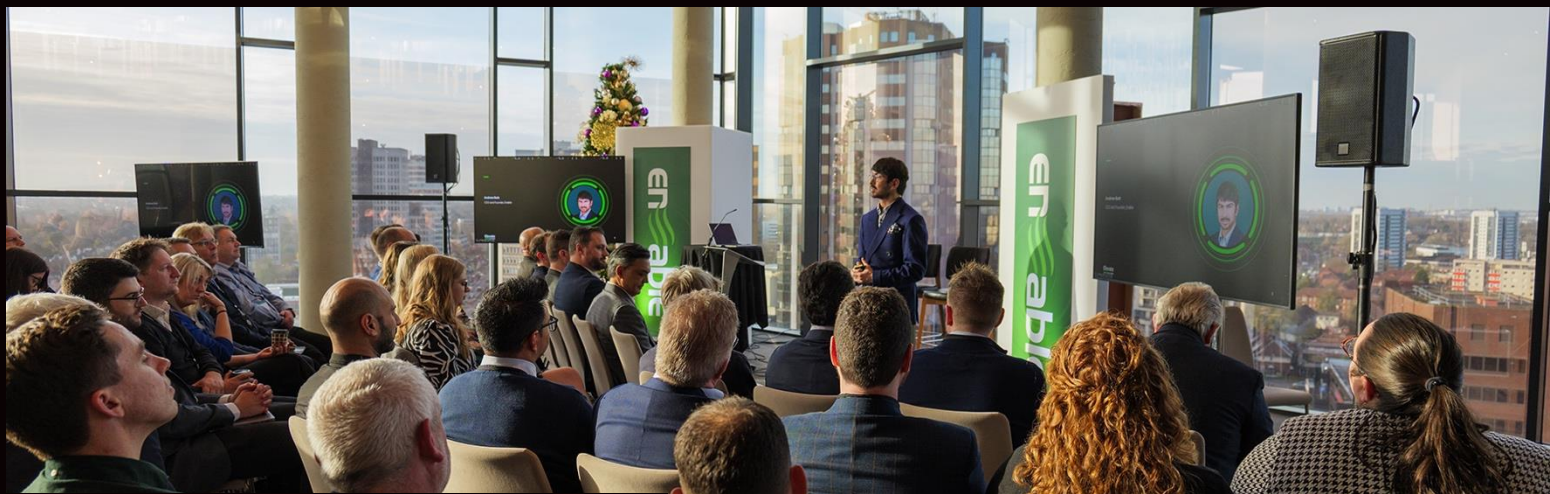
16%

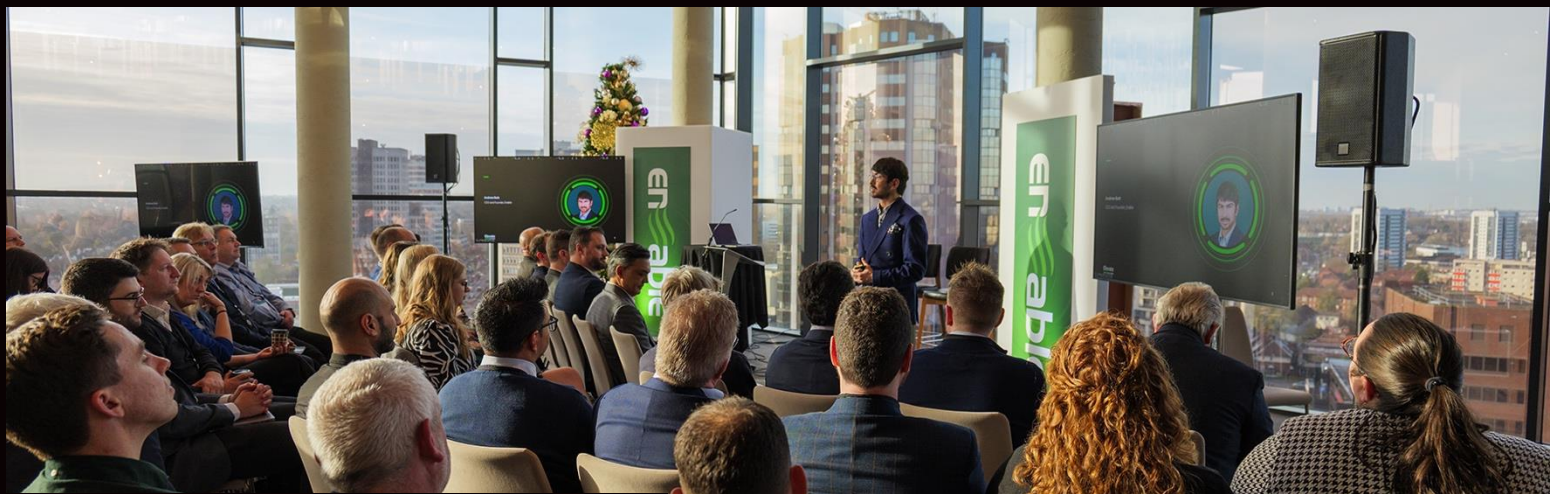
Visionaries

Majority

Laggards

You are the
Visionaries





Rebate Strategists Community

Members

Elevate 2023

628

Elevate 2024

2,700+



Engagement

3500

people have engaged
with RSU content

An aerial view from a passenger window of an airplane. The wing of the plane is visible on the right side of the frame, extending from the top right towards the center. Below the wing, a vast expanse of white, fluffy clouds stretches across the horizon. The sky is filled with soft, golden light, suggesting a sunset or sunrise. The overall mood is serene and expansive.

**TAKE
OFF**





Elevate
by Enable



BIRMINGHAM

So many types of incentive agreements...



re·bate

rē - bāt

noun

A Rebate is any B2B transaction where funds flow back through the supply chain





**Accurate Rebate
Calculations**

**Opportunity
Identification**

**Rebate
Software**



**Rebate Performance
Platform**

One platform for **Rebate Performance**



Manufacturer



Distributor



Buying Group



Retailer



Contractor

- Volume rebates
- Special Pricing Agreements
- Promotions
- Commissions
- Market Development Funds (MDF)
- Royalties
- Co-ops



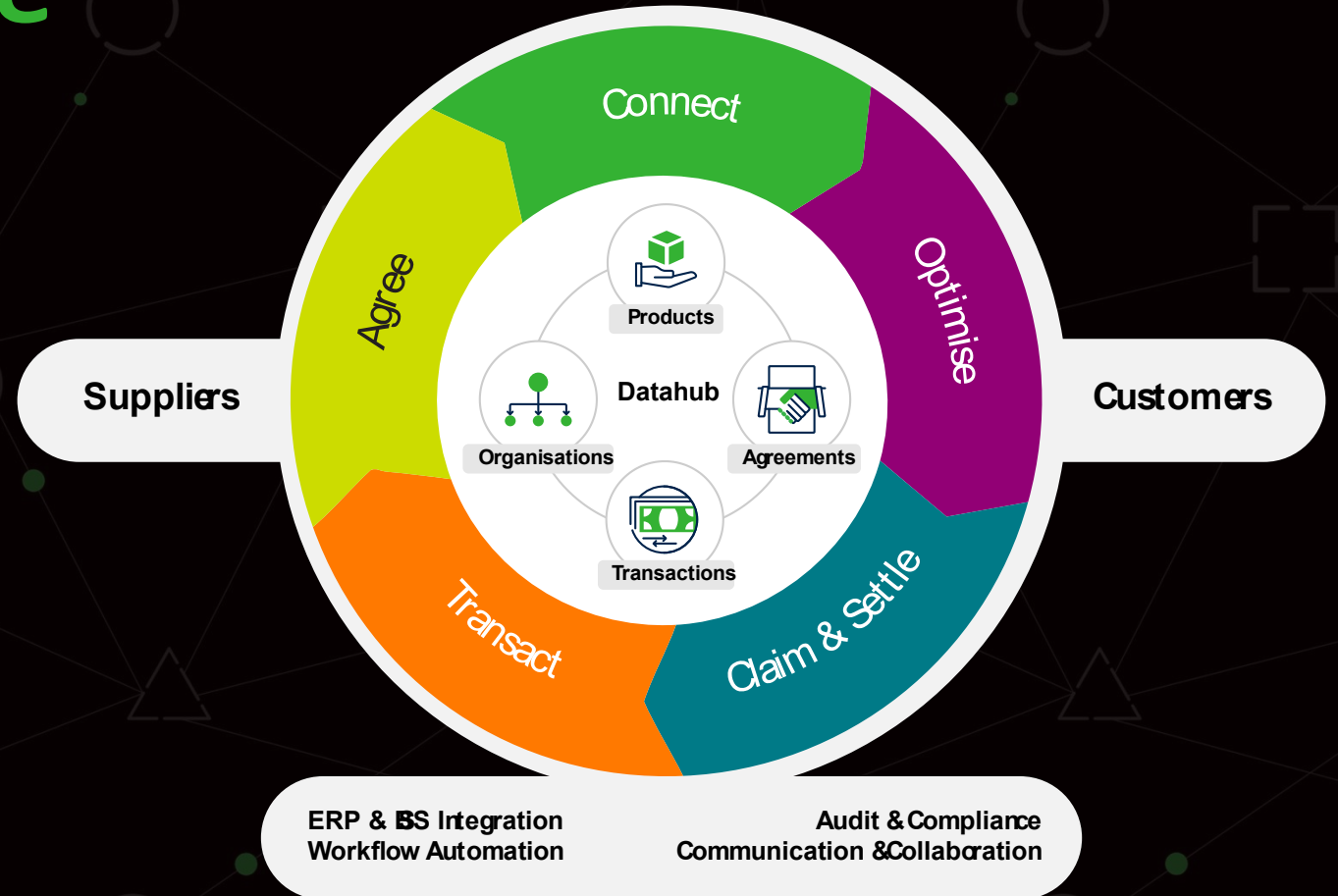
Streamline Management

Seamlessly Collaborate

Maximize Performance

The collaboration platform for rebate management

- Designed to manage the full life cycle of a rebate program
- A datahub with standard agreement modeling, performance tracking and insights for profitability planning
- Architected for enterprise scale and powered by AI



Connect

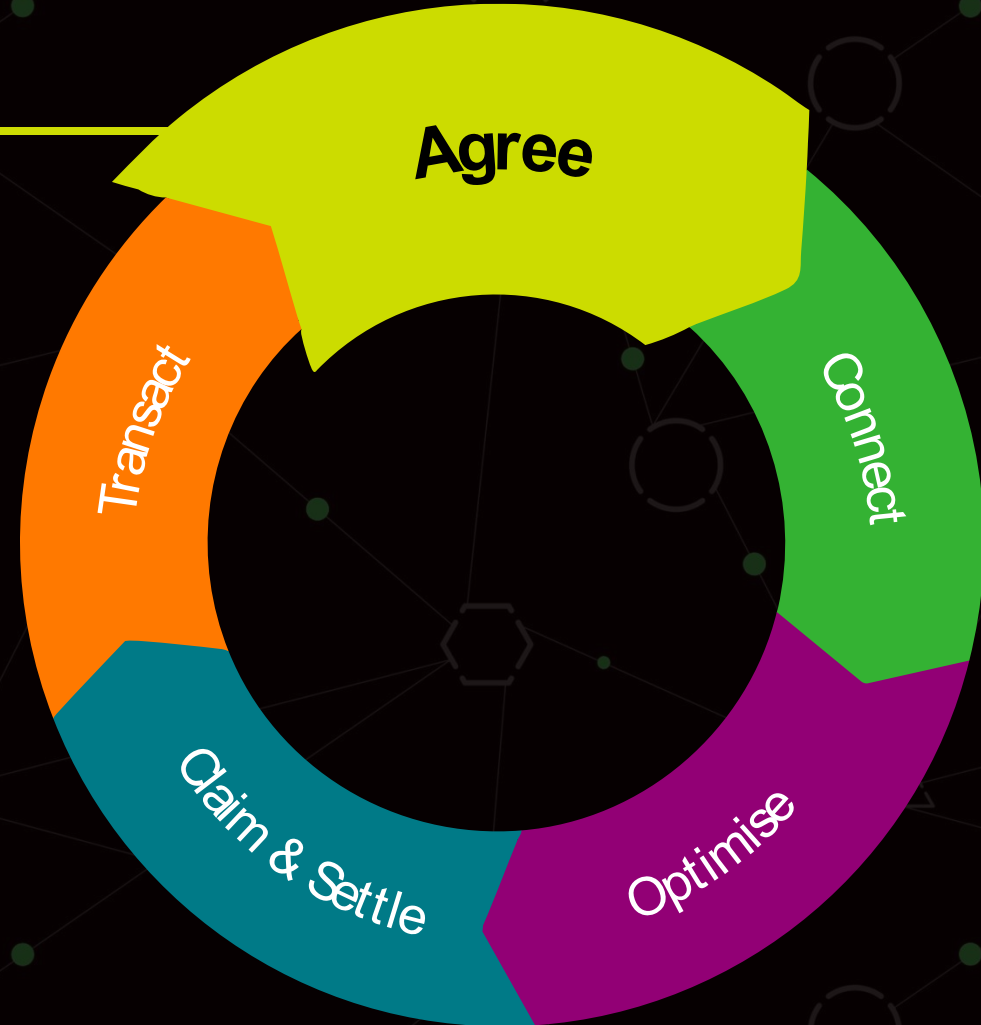
Establish a connection between business partners.

Initiating communications and the sharing of necessary data.



Agree

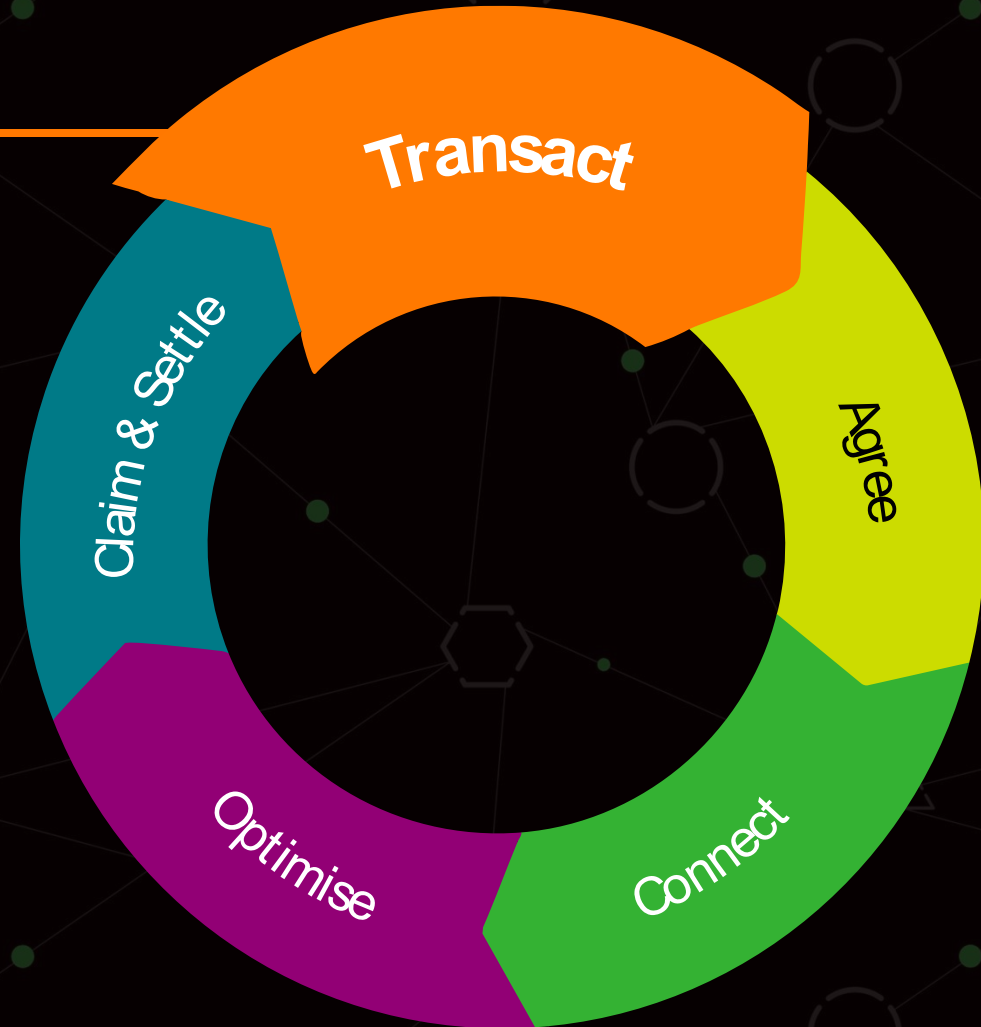
Negotiations happen, the details of the agreement are hammered out.



Transact

Sales transactions take place.

Transactional data is ingested,
matched against rebates
agreements and rebates are
calculated.



Claim and Settle

Claims & settlement process is managed end-to-end.

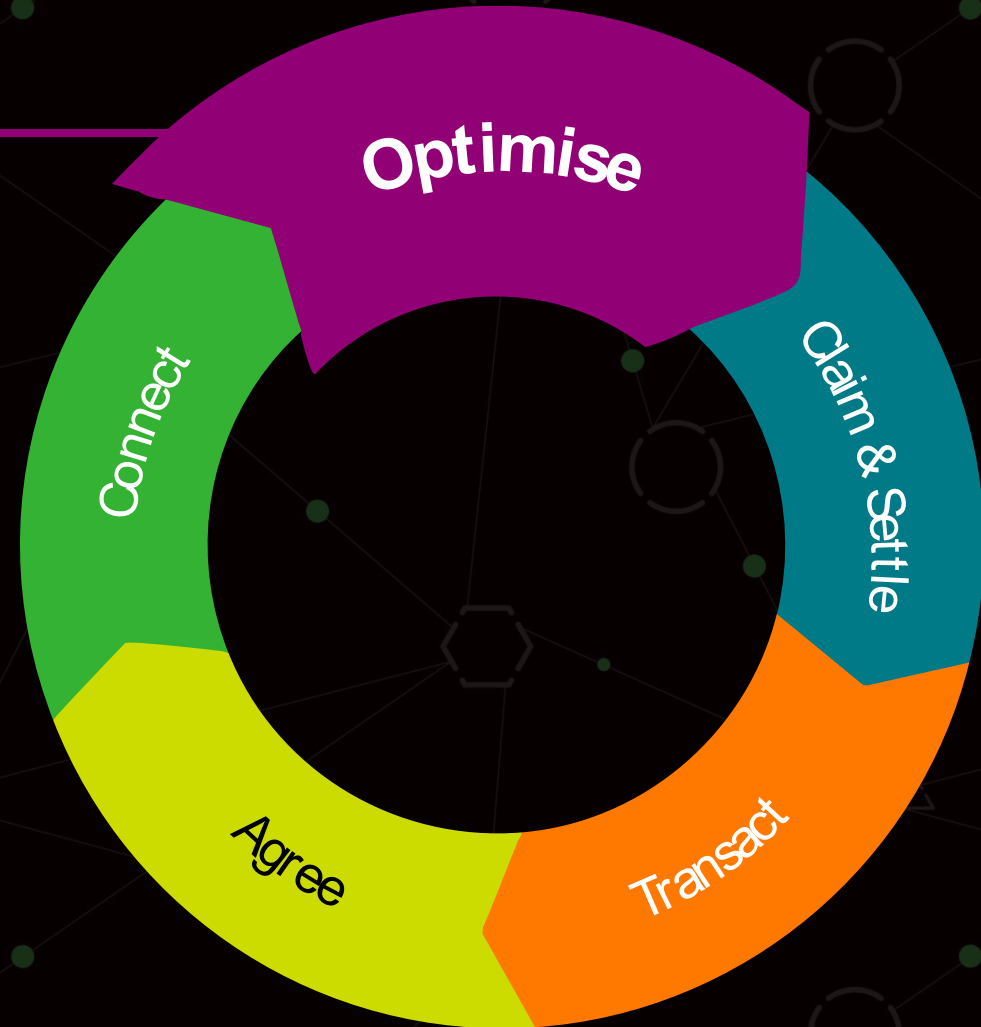
Automated solution, streamlining the entire process, ensuring accurate calculations, and strengthening partner relationships.



Optimise

Analytics to better understand program profitability and performance

- Actionable insights supporting data-driven decisions and future improvements.





Mission

To enable trusted trading relationships to serve customers better together

enable

Rebate Management Platform

Nasdaq



TOYS STORE NEW YORK
MARTO
ITO UZUMAKI
Battle Scarred Edition
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TODAY
ARROW

Foot Locker



Investing in
our team and
product TDO
EMPOWER EVERY YOU

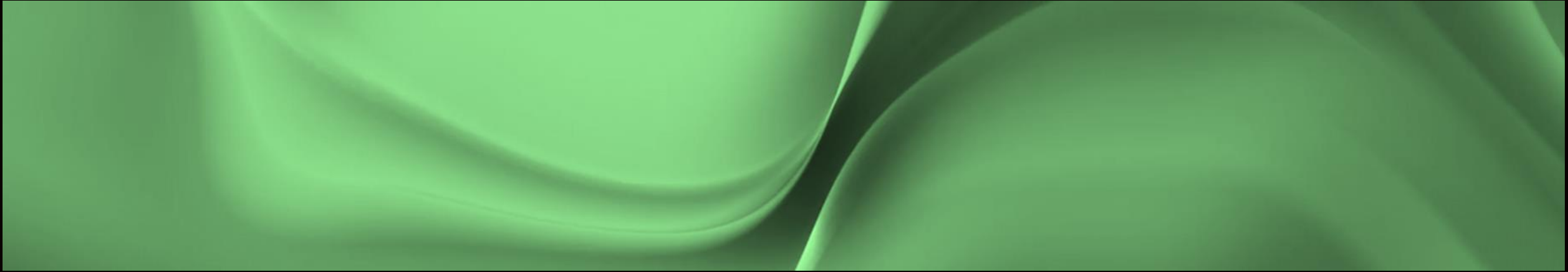
Claims



The image features the letters 'AI' in a bold, white, sans-serif font. The letters are centered horizontally and positioned in the lower half of the frame. Behind the letters, a vibrant green stream of particles or light rays flows downwards from the top center, creating a sense of motion and energy. The background is a deep, dark green, which makes the white letters and the bright green stream stand out prominently. The overall aesthetic is modern and technological.

AI

PREPARE FOR THE





People




Processes



Technology



Rebates are not a cost.
They're strategic
opportunities to be
leveraged for growth.



Global Channel, Sales District
and Pricing Operations
Director **3M**


DeAnn Hammer



Rebates are strategic.

They're key to **driving behavior**.
To **increasing margin and sales**.
To **helping businesses grow**.

To support **differentiated pricing** through distribution, and to rebuilding **loyalty and trust** between partners.



Global Channel, Sales District
and Pricing Operations
Director **3M**

DeAnn Hammer



**Doing what's
always been done**

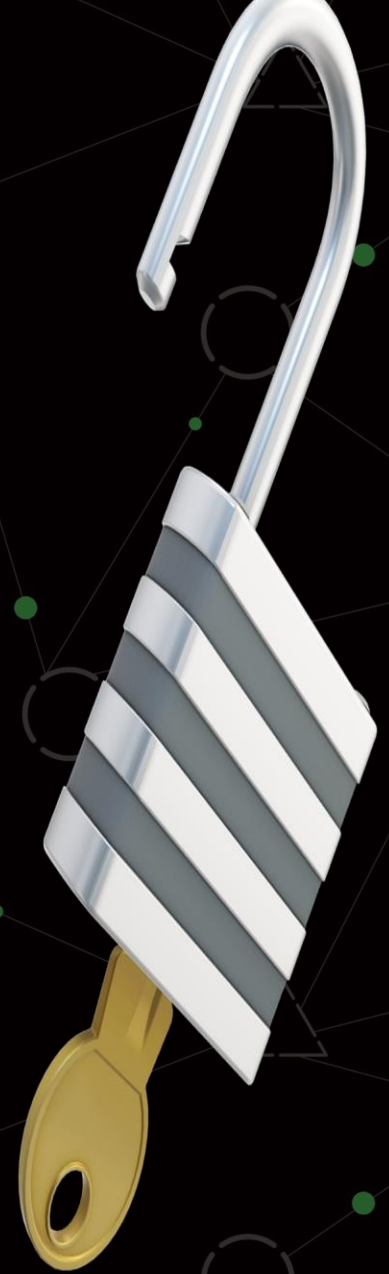
**One size fits
all approach**



Chief Analyst
Canalys

Jay
McBain

Unlocked **£1.9 million**
commercial realisation
due to improved
commercial strategy



40% year-on-year increase
in total revenue from rebate
programs



Additional **£2.4 million**
earned from **£60 million** in
rebatale sales



Cut payment timeframes
from **12 to 4 weeks**, freeing
up accrued cash and
enhancing cash flow




Expanded their vendor
rebate programs by over
100%, leading to **rebate**
growth of 83% within just
one year



Technology Evolution





90%

of the world's data
was generated in
last two years alone.



Rebate Management

AI



Data



Natural Language Processing



**What Got
Us Here**

**Won't Get
Us There**



Adaptation

$$F = G \frac{m_1 m_2}{d^2}$$

$$\phi(x) = \frac{1}{\sqrt{\pi\sigma}} e^{-\frac{(x-\mu)^2}{2\sigma^2}}$$

$$i\hbar \frac{\partial}{\partial t} \psi = \hat{H} \psi$$

$$F = E + V = 2$$

$$\frac{\partial^2 u}{\partial t^2} = c^2 \frac{\partial^2 u}{\partial x^2}$$

$$\frac{df}{dt} = \lim_{h \rightarrow 0} \frac{f(t+h) - f(t)}{h}$$

Insanity

The background is a detailed, close-up view of a mechanical watch movement, likely a chronograph, with various gears, plates, and components visible. The image is heavily tinted with a dark green color. Overlaid on this background is the text "Rebate Reset" in a large, bold, bright green sans-serif font. The text is centered horizontally and vertically. On the right side of the watch movement, there are some small, faint white text labels: "AUTO SELECT" and "SHOW CONTROL", each preceded by a small square icon.

Rebate Reset

AUTO SELECT
 SHOW CONTROL

1. Reflect

2. Strategize

3. Transform

TIME TO
EVOLVE

A young man with short dark hair, wearing a light blue button-down shirt, is looking directly at the camera with a slight smile. He is positioned in the center of the frame. The background is a blurred bookshelf with various books and a warm, glowing light source, possibly a lamp, creating a bokeh effect.

YOU

ARE

THE

CHANGE



Discounts are quickly forgotten, but rebates are earned.”

The background of the image is a green soccer goal net, with the netting pattern clearly visible against a black background. The net is slightly out of focus, creating a sense of depth.

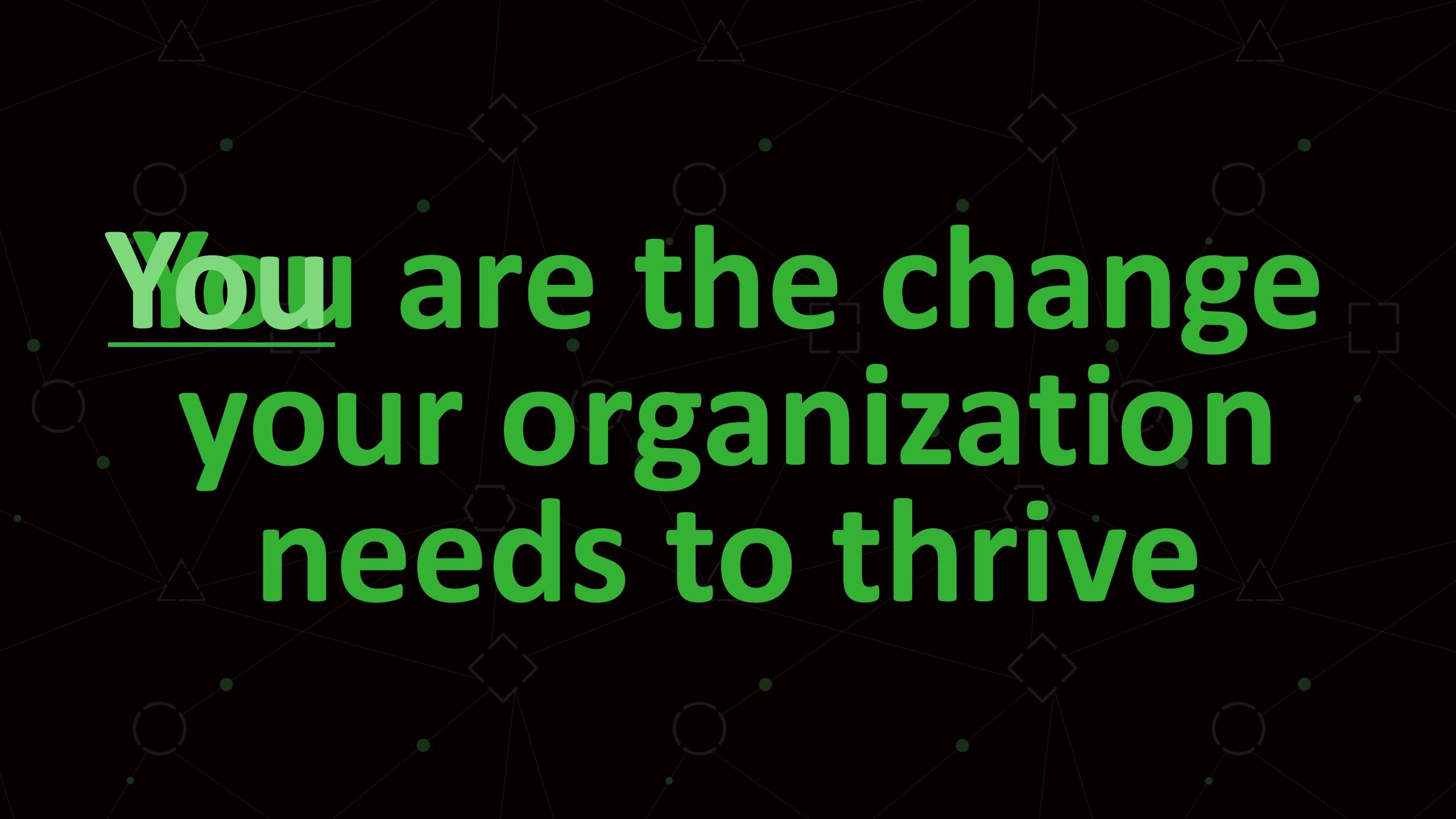
**You can create a
competitive
advantage**



Collaboration

Seamless Extension





**You are the change
your organization
needs to thrive**

Elevate

 by Enable



UK