



Pricing & Rebates

RESHAPING HOW LEADING ORGANIZATIONS GO TO MARKET



Andrew Butt

CEO, Founder

Enable



New world (dis)order

TRUMP TARIFFS • STOCKS PLUMMET DUE TO

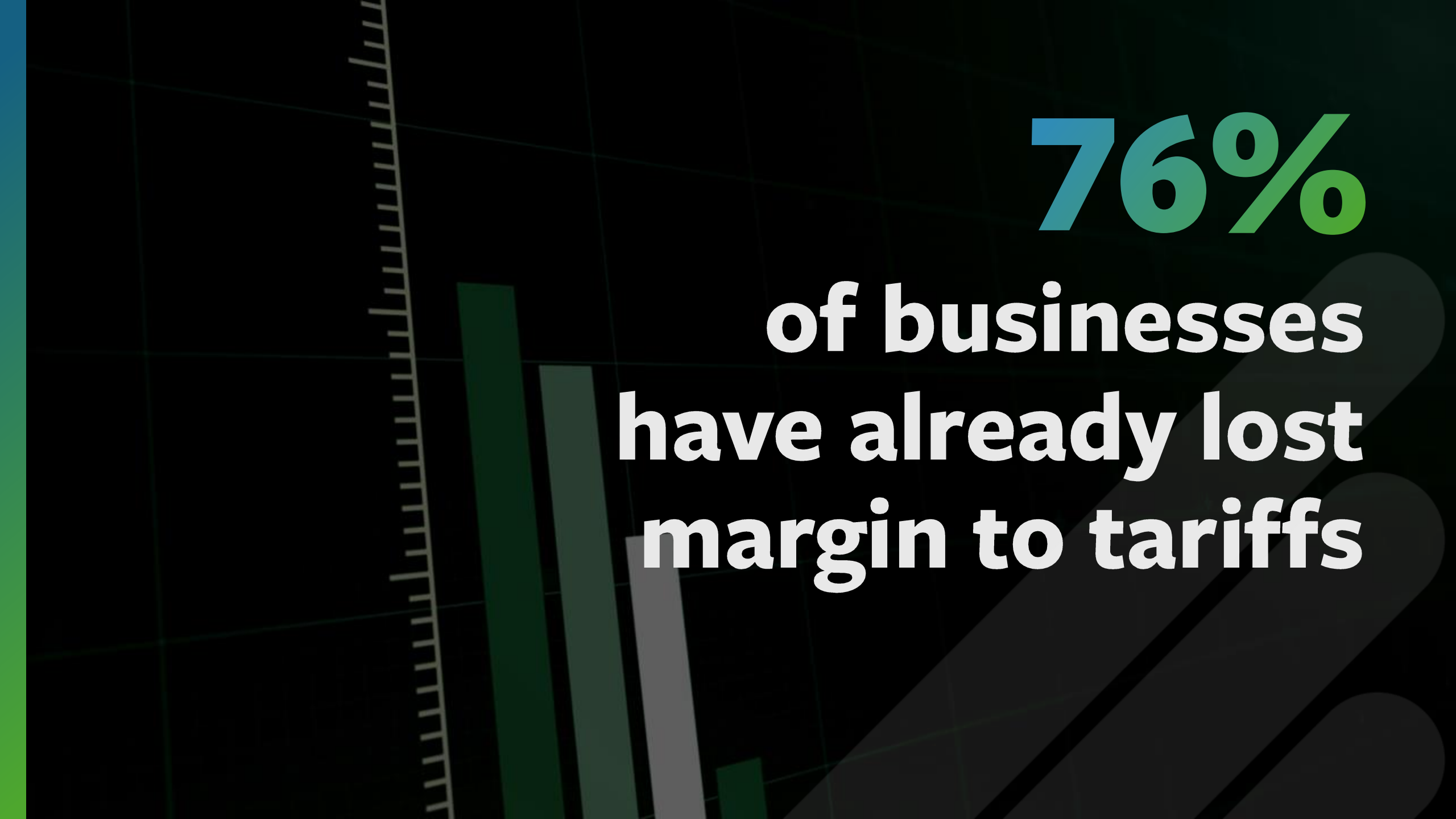
▼-9.08 ▼-65.43 ▼-77.13 ▼-73.68

05 ▼-65.00 ▼-12.45 ▼-103.41 ▼-7.55 ▼-45.90 ▼-77.45 ▼-32.45 ▼-28.78 ▼-90.07

▼-12.45 ▼-7.55 ▼-45.90 ▼-77.45 ▼-32.45 ▼-28.78 ▼-90.07

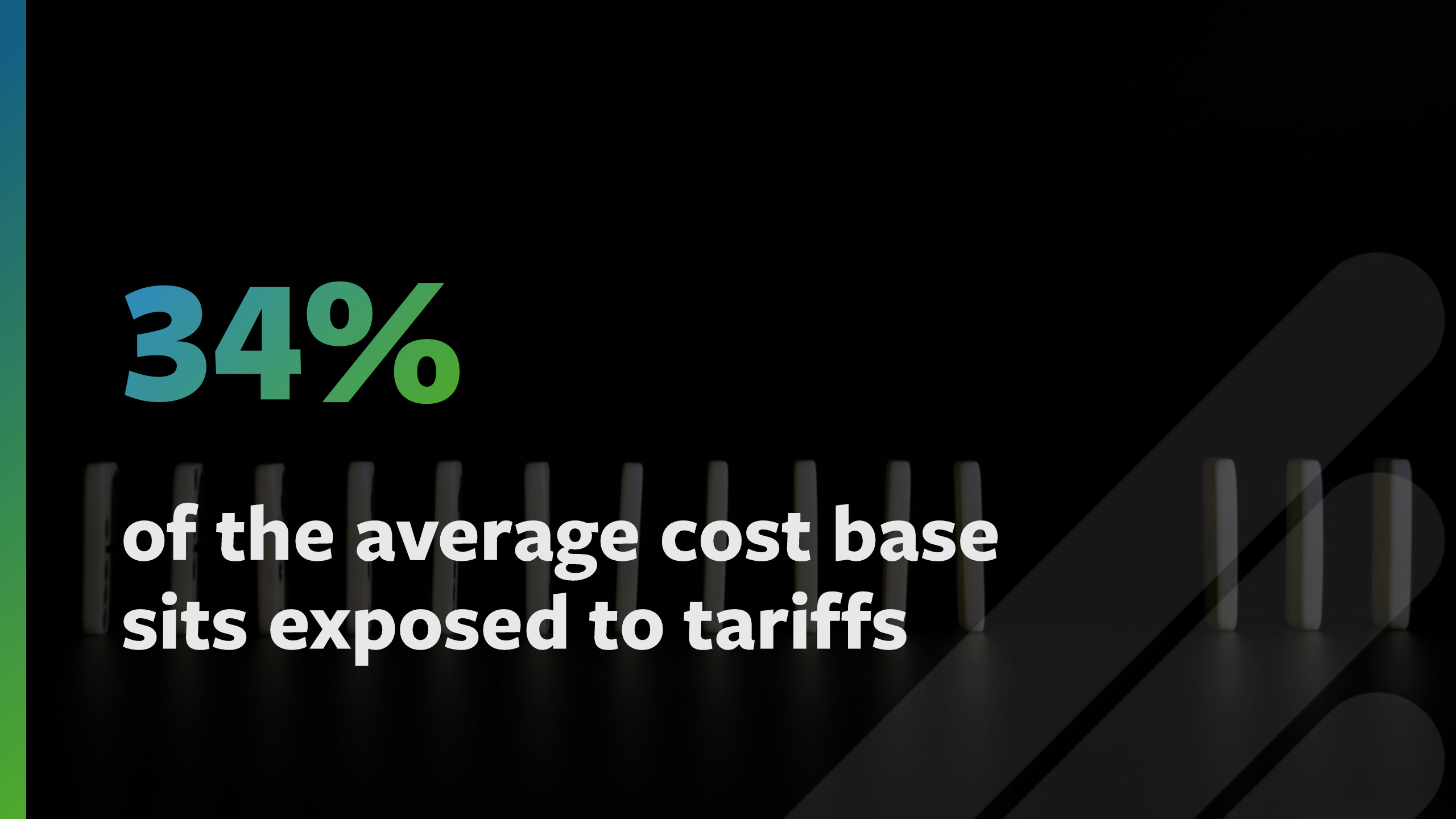


The tariff shockwave



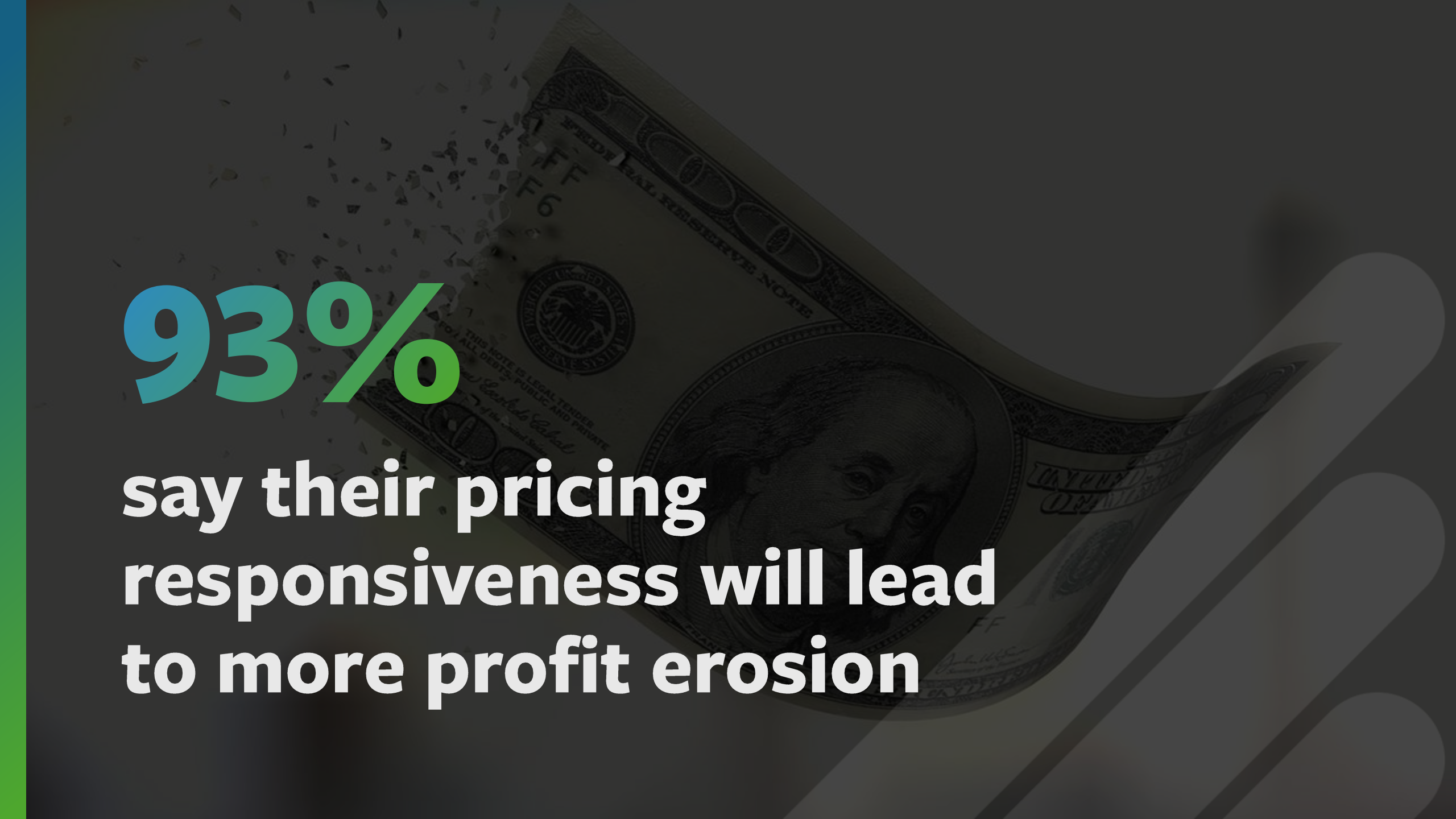
76%

**of businesses
have already lost
margin to tariffs**



34%

**of the average cost base
sites exposed to tariffs**



93%

**say their pricing
responsiveness will lead
to more profit erosion**

The AI Era



**The old
ways
aren't
working**



**The old
ways
aren't
working**

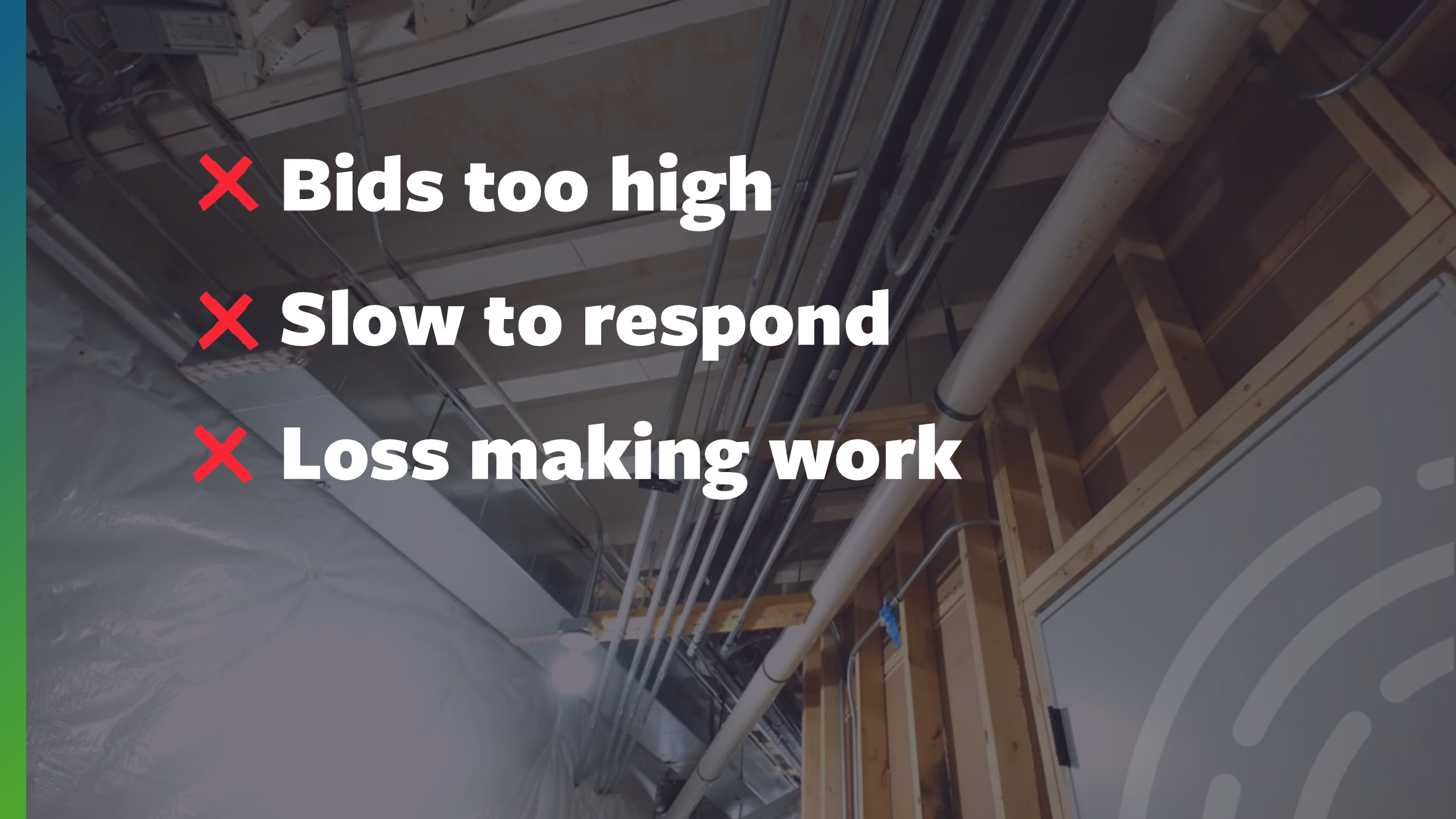


The need for a New Commercial Paradigm





The need for a New Commercial Paradigm



✗ Bids too high

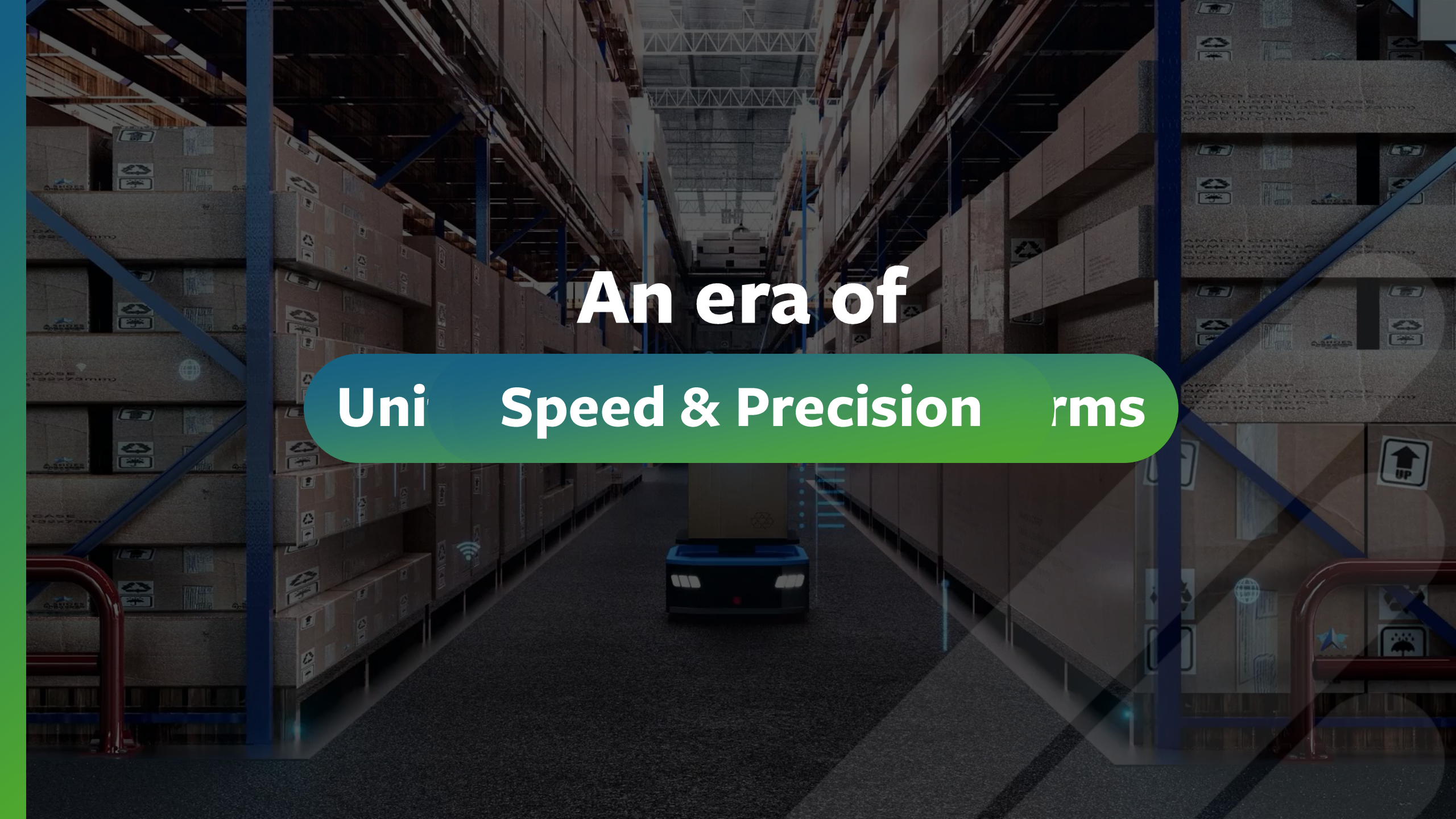
✗ Slow to respond

✗ Loss making work

**The best trading partners work as
seamless extensions of each other**



Revenue 4.0



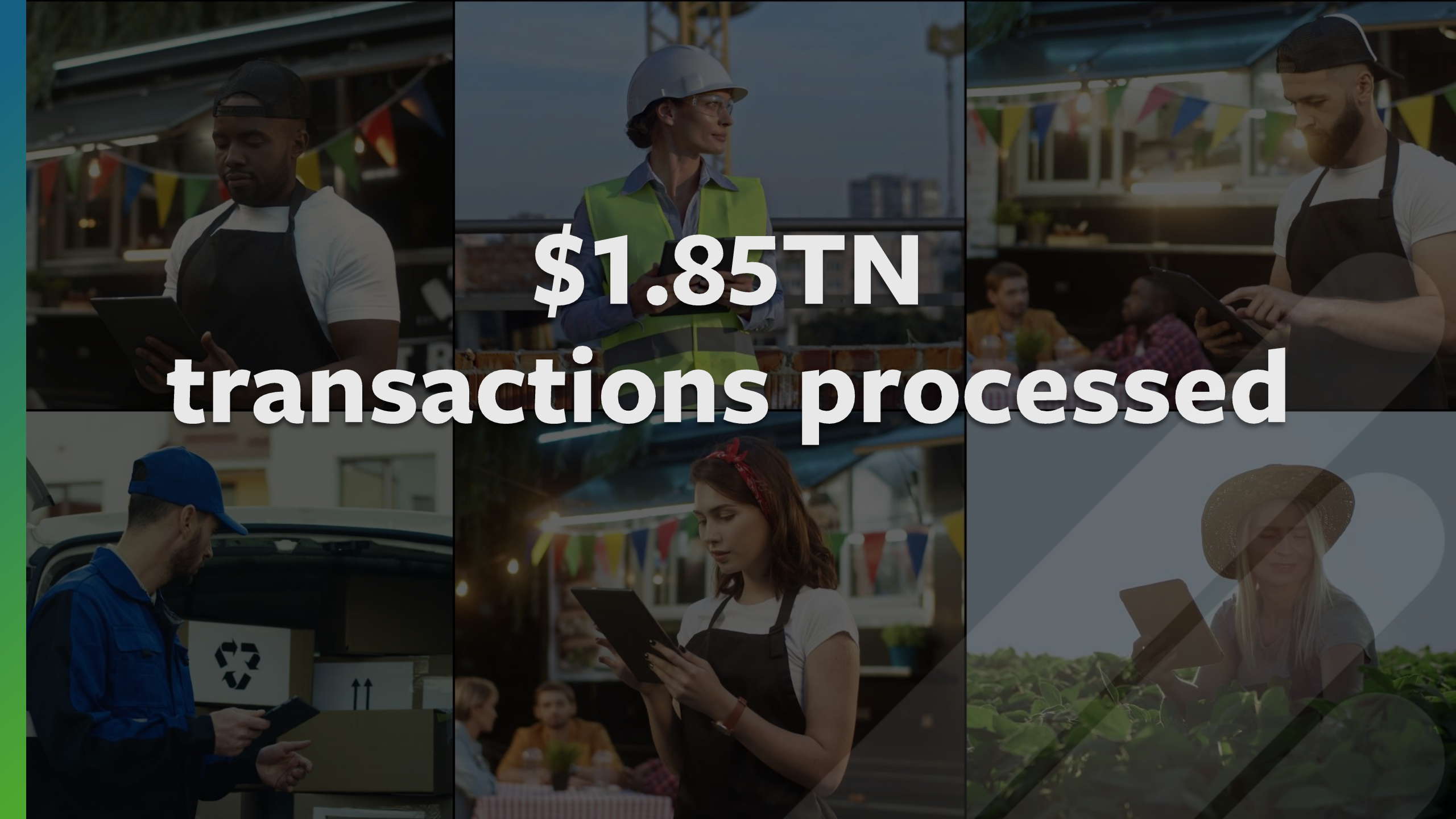
An era of Uni Speed & Precision rms

The background is a dark blue, abstract composition featuring glowing binary code (0s and 1s) and data stream patterns. The elements are arranged in a way that suggests a complex, interconnected network or data flow. A prominent diagonal band of light blue and white data patterns runs from the top left towards the bottom right. The overall aesthetic is high-tech and digital.

Revenue 4.0







\$1.85TN
transactions processed

Our Mission



**Enabling trusted trading
relationships to serve customers
better together**

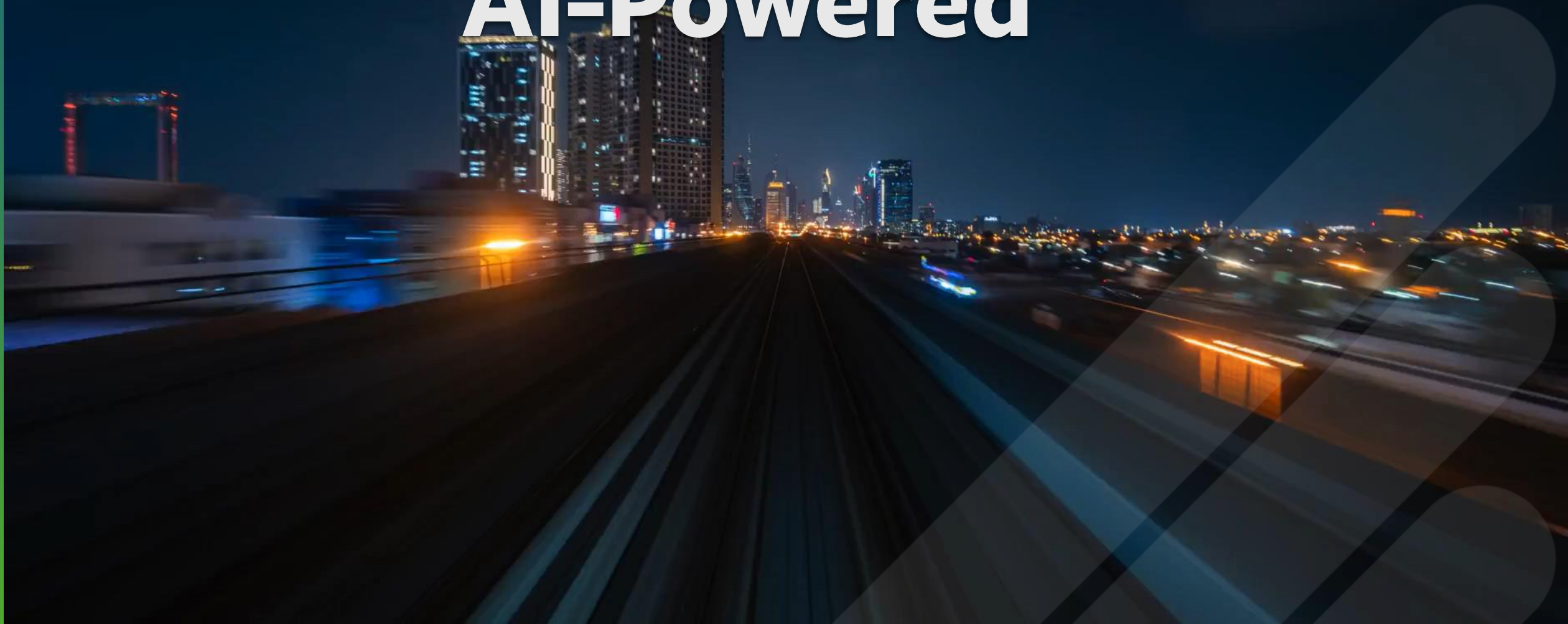




Hello pricing.

We've been expecting you

Pricing & Rebates AI-Powered





Unleashing Agentic AI

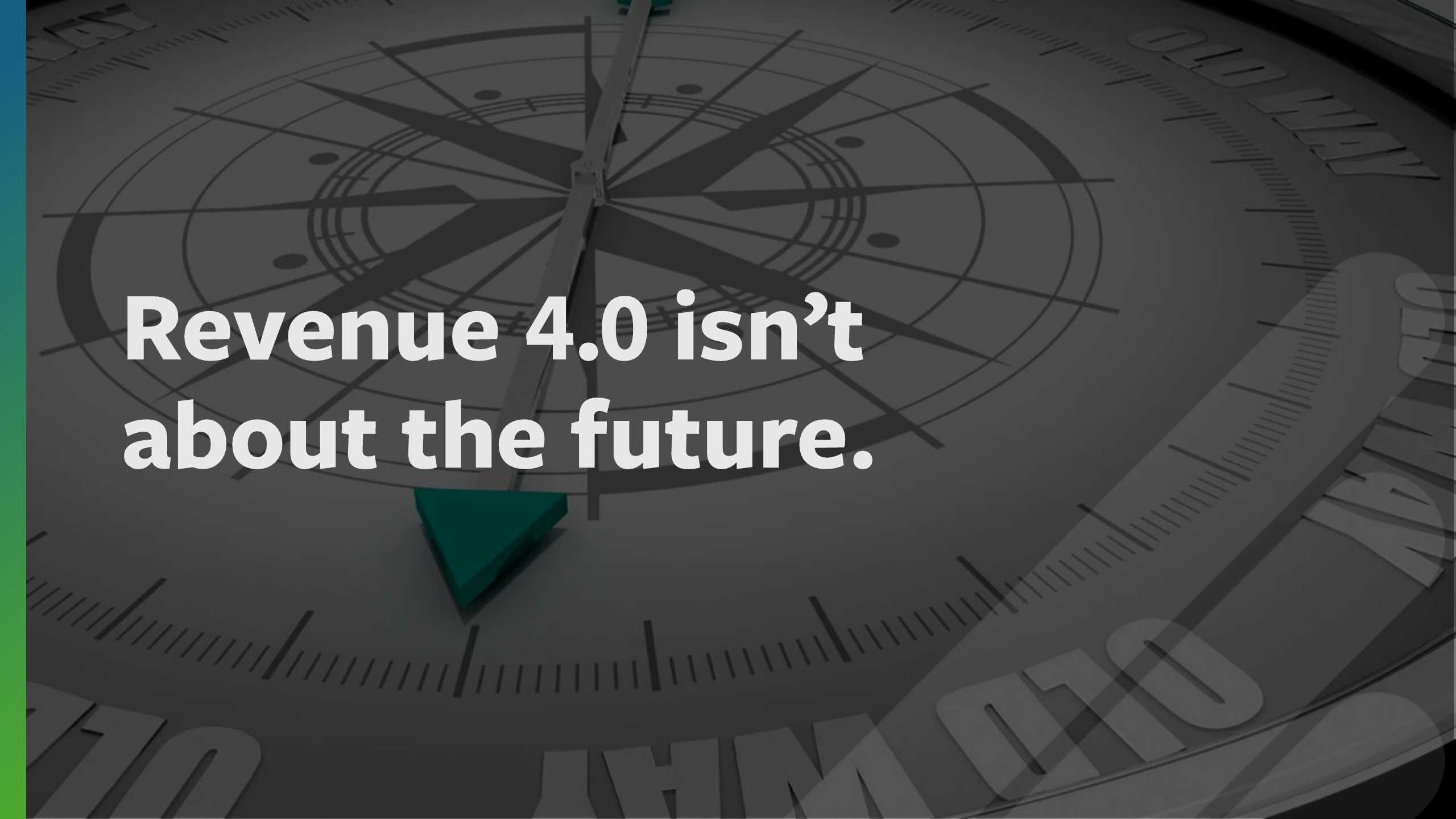
```
34 if (isset ($search_param_arr[0]) && trim ($search_param_arr[0])  
35 {  
36     [  
37     $f_search_param = $DB->selectRow  
38     if (isset ($search_param_arr[0])  
39     [  
40         $search_criterion .= " AND  
41         (?_catalog_rec.'name' LIKE '%".$search_param_arr[0]."%"  
42         ?_catalog_rec.'name_lang_'.$lang."_%";  
43     ]  
44     for ($i=1; $i<=$search_param_quantity; $i++)  
45     [  
46  
47
```

The Three Pillars of Revenue 4.0

Intelligent

Unified

AI
Powered



**Revenue 4.0 isn't
about the future.**



Thank You



Andrew Butt

CEO, Founder

Enable