



Pricing & Rebates

RESHAPING HOW LEADING ORGANIZATIONS GO TO MARKET



Andrew Butt

CEO, Founder

Enable



New world (dis)order

TRUMP TARIFFS • STOCKS PLUMMET DUE TO

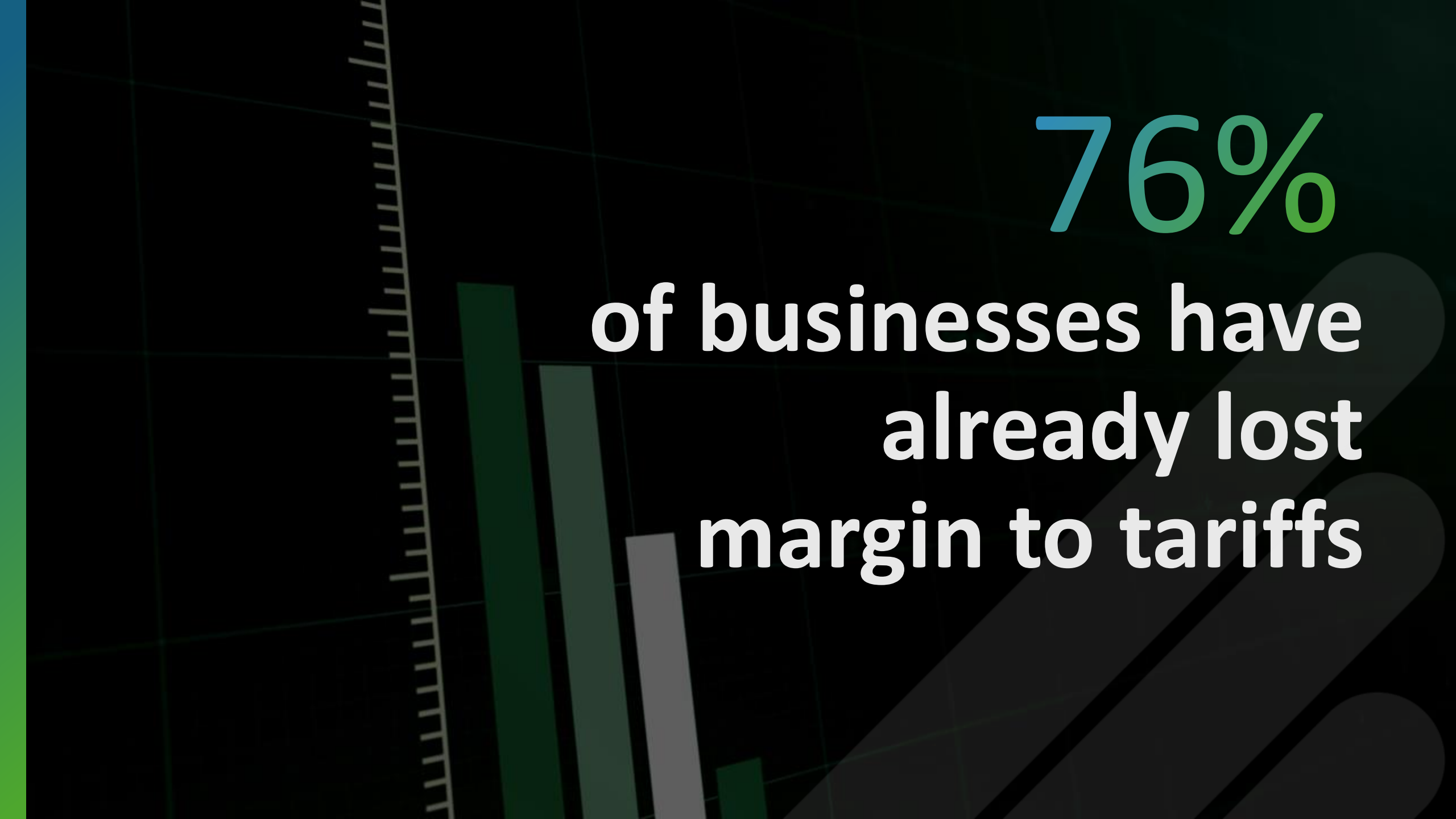
▼-9.08 ▼-65.43 ▼-77.13 ▼-73.68

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

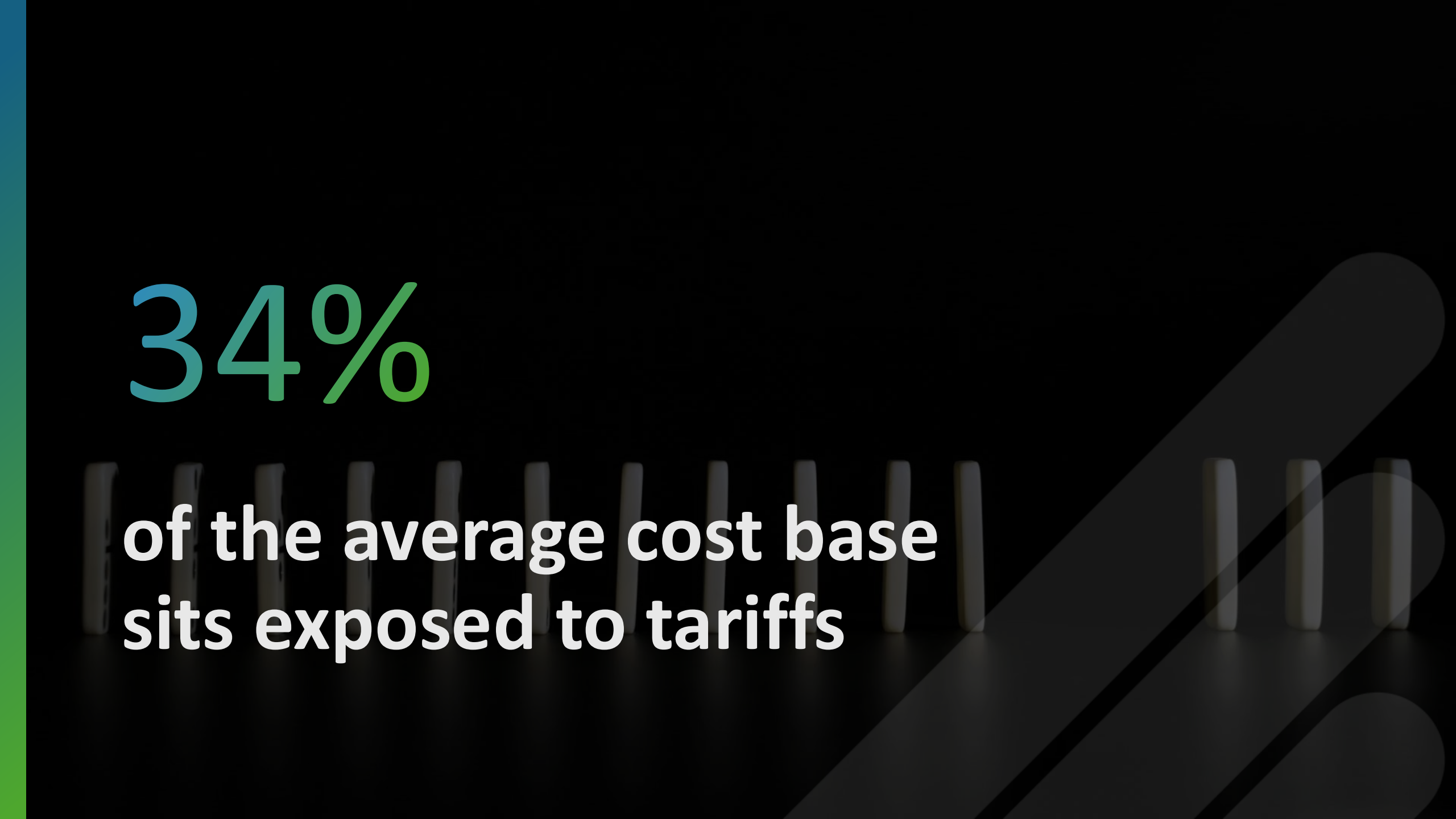


The tariff shockwave



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**

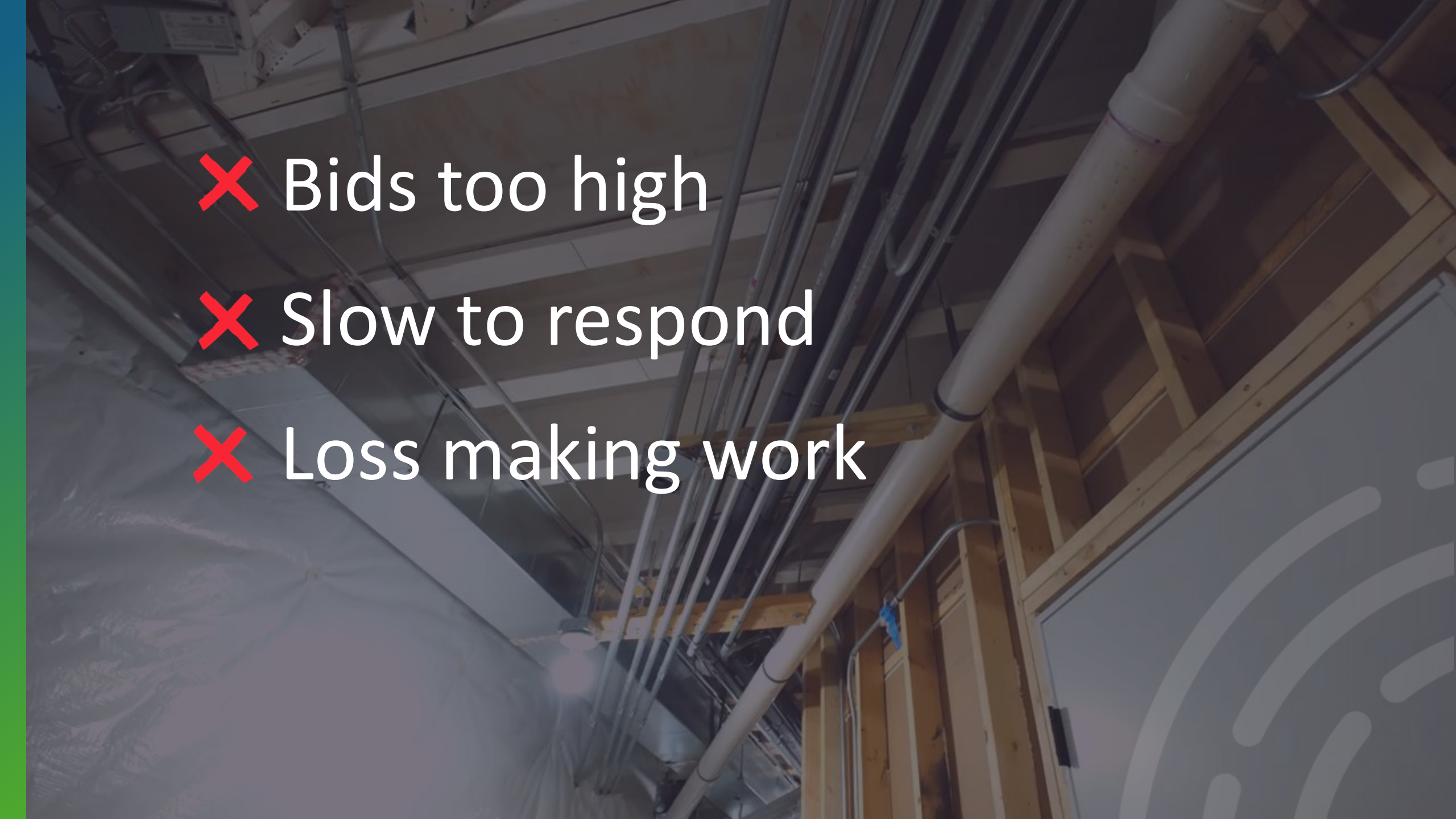


The need for a New Commercial Paradigm





The need for a New Commercial Paradigm



✗ Bids too high

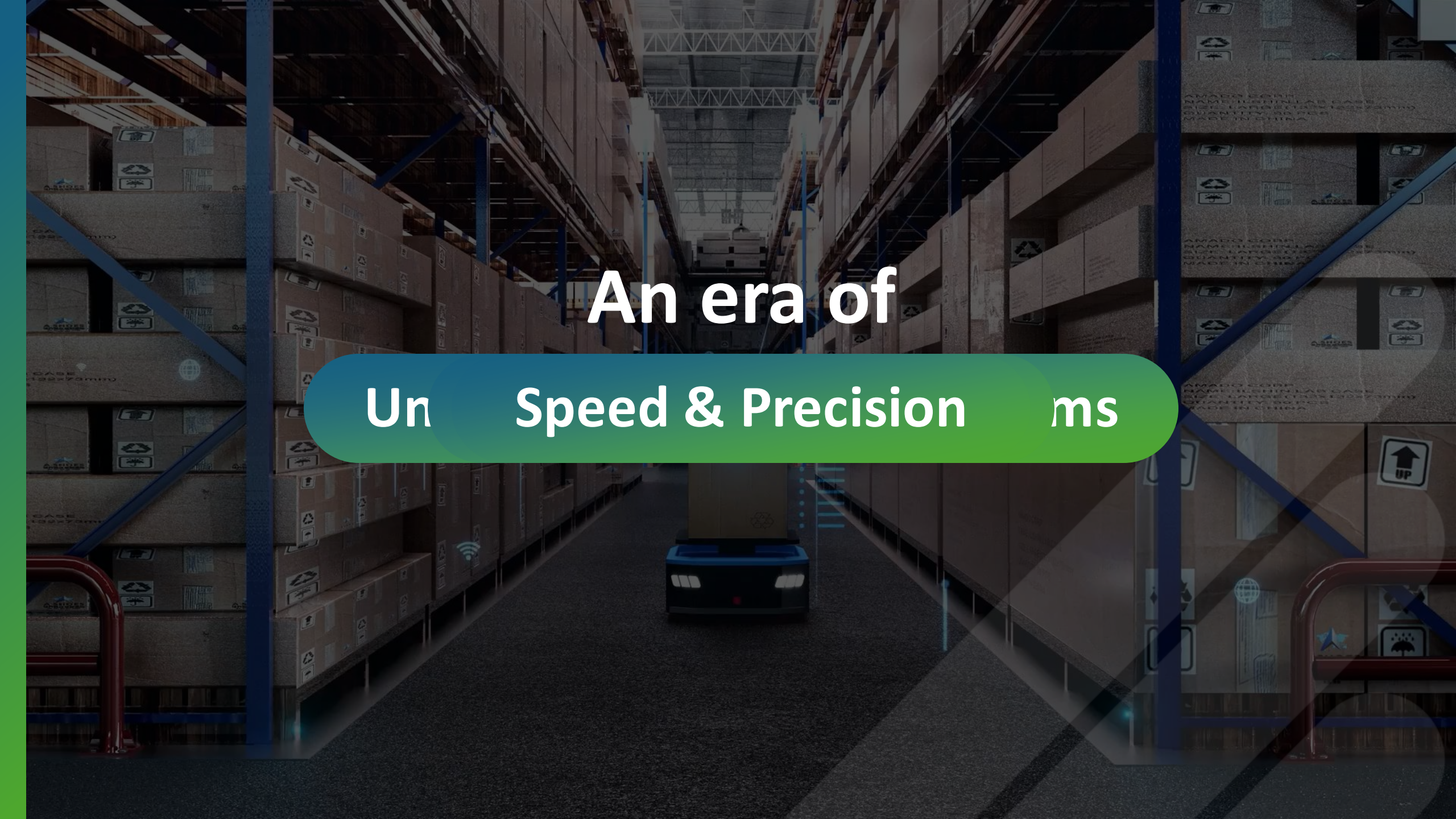
✗ Slow to respond

✗ Loss making work

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



Revenue 4.0



An era of

Un Speed & Precision ms

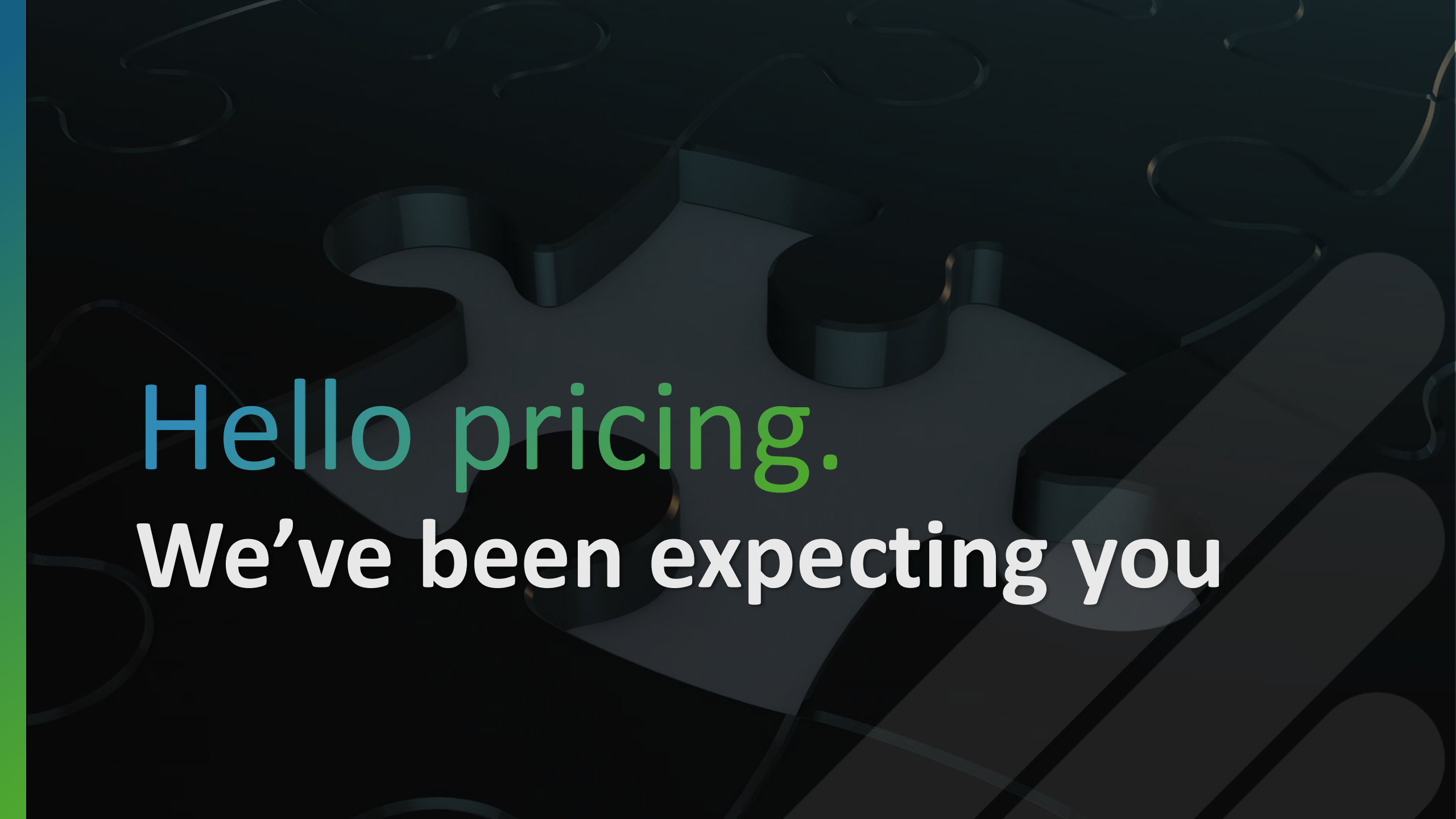
Revenue 4.0

The background is a dark blue, abstract composition featuring glowing binary code (0s and 1s) and data stream patterns. A prominent, diagonal, semi-transparent band of lighter blue and white data patterns runs from the bottom left towards the top right. The overall aesthetic is high-tech and digital.





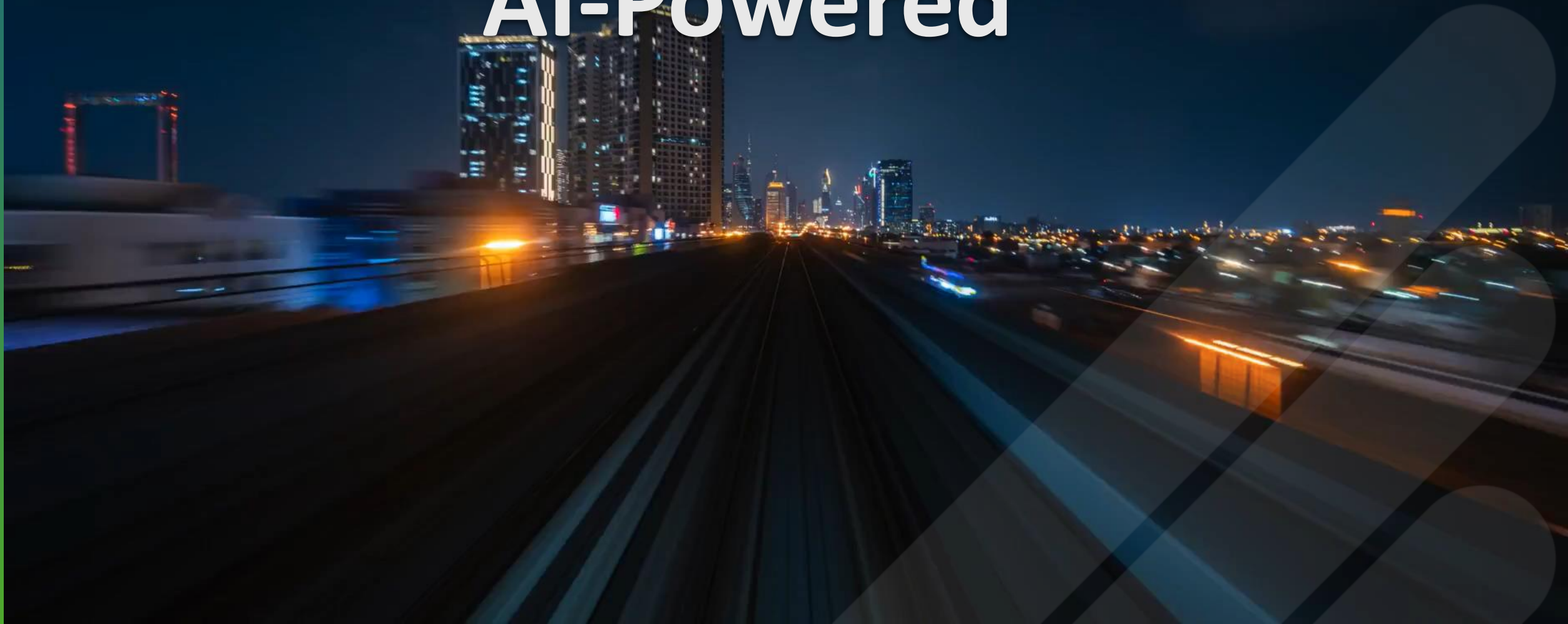
\$1.85TN
transactions processed



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_'.$lang_id)";  
43     ]  
44     for ($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



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