



Simplifying Rebate Management with SAP & Enable

Enable works seamlessly alongside SAP's ERP solution to help you unlock the full potential of your rebate programs. By streamlining key steps, including contract creation, accruals tracking, and performance review, Enable ensures you gain greater visibility, automation, and flexibility without disrupting your existing processes.

Together, SAP and Enable provide the most effective, scalable solution to manage rebates, uncover growth opportunities, and maximize profitability.

The End to End Process

1

AGREEMENT CREATION



With Enable and SAP seamlessly integrated for data exchange, users have flexible options for creating agreements. Users can build agreements directly in Enable's intuitive UI or streamline the process with bulk uploads. Once created, agreements automatically sync to SAP, eliminating the need for manual creation condition contracts in SAP.

SCALABLE PROGRAMS: An intuitive UI supports quick, simplified creation and customization of agreements

COMPLEX STRUCTURES: Manage rebates structures regardless of complexity, allowing for program differentiation and growth

APPROVAL WORKFLOWS: Allow external partners to review and approve agreements prior to creation

2

TRANSACTION MATCHING & CALCULATION



As sales or purchase transactions are made, SAP automatically identifies and matches the transactions to the appropriate rebate contracts based on defined business volume selection criteria (BVSC). Calculations are also performed in Enable to ensure data and reports are accurate and up to date.

CUSTOM REPORTING: Easily generate tailored reports at the right level of detail for every department

EASE OF USE: Anyone on the team can analyze and pull insights from rebate data, with no IT or BI expertise required

DATA EXCHANGE: sharing through a collaborator portal with automated data ingestion

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ACCRUAL ANALYSIS




In SAP, accruals are calculated and posted based on BVSC, with the capability to feed into SAP Controlling-Profitability Analysis (CO-PA). Simultaneously, Enable calculates up-to-date forecasts and re-accrues based on current performance, ensuring accurate accrual adjustments across Enable and SAP.

DYNAMIC ACCRUALS: Calculates and auto-accrues in real time, adapting to current performance rather than relying only on historical trends

SEAMLESS UPDATES: Any changes are automatically reflected in SAP, without manual intervention

ACCURATE REPORTING: Eliminates the need for side calculations, ensuring reliable, up-to-date reporting across teams

4

SETTLEMENT




In SAP, Settlement Management generates journal entries and debit or credit notes based on BVSC and settlement amounts. Within Enable, future enhancements will introduce full settlement capabilities, allowing for dispute resolution and granular-level settlement.

DISPUTE PREVENTION: Resolve potential disputes before journal entries are created, avoiding costly reversals and corrections

GRANULAR CREDIT NOTES: Push credit notes at a detailed level of granularity, ensuring precision in settlements

PROFITABILITY INSIGHTS: Assess profitability with more detailed, accurate financial data, enabling better decision-making

*Future value-add

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EVALUATION & OPTIMIZATION



In Enable, users can evaluate rebate performance using custom reports and AI-driven insights to uncover actionable opportunities for growth. With clear, detailed data at their fingertips, rebate strategies can be refined and continuously optimized for better results.

CUSTOM REPORTING: Build tailored reports to evaluate program performance and identify areas for improvement

COMPLETE VISIBILITY: Easily access a single source of truth for rebate data, with the ability to share and align with trading partners

AI-DRIVEN INSIGHTS: Leverage AI-Powered Analytics to identify and execute on performance gaps and growth opportunities

With Enable, go beyond core processes and transform rebate management to unlock profitability, strengthen partnerships, and streamline even the most complex programs. Plus, with dedicated customer success and expert advisory services, Enable helps you optimize every aspect of your rebate strategy with confidence.

Learn more - contact us today.