

“WE HAVE MONEY FOR YOU! DO YOU HAVE THE TOOLS TO TAKE IT?”

Every IT vendor works hard to provide its channel partners with the best partner programs available while remaining competitive.

All vendors constantly want your attention and their share of your Wallet.

They are willing to pay a lot of money for this privilege through rebates, which can significantly impact partner profitability.

Vendor programs are an important factor to consider in daily business decision-making.

Tracking and managing even a single program, let alone multiple programs running simultaneously, is a task to be taken seriously.

There's a big pile of money out there for those who can professionally manage vendor programs.

What makes this task so complicated? Here are a few reasons:

1. There are many factors to track - Vendor programs tend to combine various elements, such as revenue targets, certifications and specializations, value/volume product sales, market coverage, new business Incentives, growth rate plans, MDF, weeks of inventory and more.
2. Rebate calculation is hard - All the elements above need to be considered to calculate your REBATE.
3. Different vendors – Each vendor uses its own calendar for tracking business metrics.

How can you track each vendor's financial quarterly results?

Each vendor runs its own quarters and fiscal year. Towards the end of each quarter, pressure is put on the vendors' representatives to reach their targets, and this pressure is put on the partners by pushing them to buy.

But which of the vendors that you work with provide the best profit margin for you?

4. Program changes - each vendor has its unique programs and goals which tend to change on a quarterly basis and are very hard to follow.

How can you keep track of all these changes?

5. Vendors' certification requirements – each vendor has their own certification requirements.

These certifications are a mandatory requirement to be fully compliant and eligible for rebates, depending on the partnership level.

All of the above needs your full attention, time and effort.

Simplify all these complicated tasks by using Rebates-ON! And increase your rebates.