

Rebate Management

Fielo's Rebate Management empowers channel professionals to inject new innovation into their transactional rebate programs. No longer must their channel partners suffer the stale "make a sale" - "get a rebate" - "make another sale" - "get another rebate" paradigm. With Fielo Rebate Management, channel pros can incorporate goal achievement, while channel partners get the power of how to best apply their resources to maximize their rebate earnings.

Time to Modernize

Goal Setting

Instead of making rebate payouts for each transaction, you can set goals for your channel partners to achieve.
Rebates might start being paid out once channel partners reach a certain amount (dollar or quantity) of product sales.
And rebate payouts can be calculated according to how much they exceed your goal.

Behavior-conditional Rebates

You can combine incentives involving sales transactions with behaviors that drive those sales. For example, a product-sale rebate can be conditioned (or increased) on the basis of your channel partners registering deals or generating the lead for deals.

Rebate Stacking & Capping

With Fielo Rebate
Management, your channel
partners can stack multiple
rebate incentives for a deal.
For example, they could apply
both a volume-based rebate
and a conditional rebate
(rebate for selling into a
specific vertical industry
market). But you can set the
maximum rebate payout via
Fielo's capping, either as a
percentage or fixed amount, to
maintain your profit margins.

Budget Earmarking

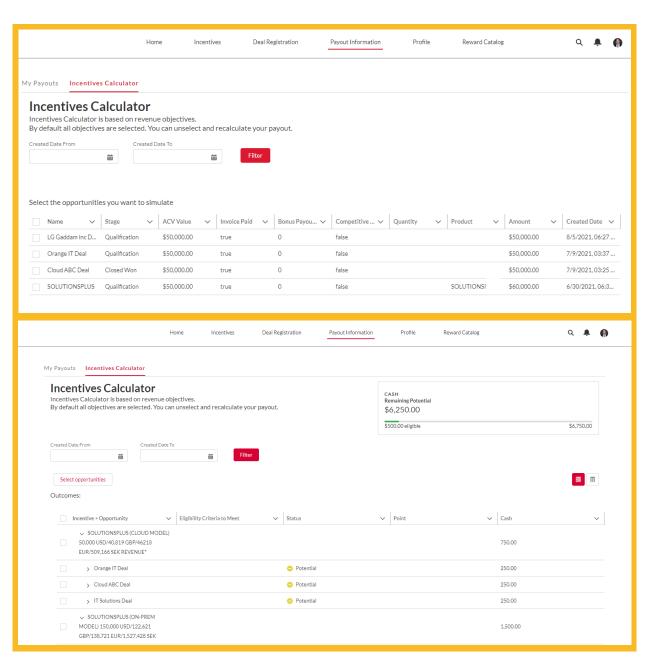
With Fielo's Rebate

Management budgeting, you
can earmark business unit
dollars to specific incentives.

Partner Incentive Planner

Put the power of choice in your partners' hands. They get a 360-degree view of all the opportunities assigned to them and can evaluate all their opportunities and can prioritize their selling resources to focus on those that are going to maximize their rebate earnings.

Here's what the dashboard looks like -



Benefits of Fielo's Rebate Management



Enable your partners to plan better deal closures



Incentivize behavior drivers and close more deals



Get access to valuable data on customers and partners



Get rid of complex spreadsheets



Reach new heights in your incentive program revenue ROI.

