



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

1 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.

2 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.

3 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.

4 Budget Earmarking

With Fielo's Rebate Management budgeting, you can earmark business unit dollars to specific incentives.

5 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 -

Incentives Calculator
Incentives Calculator is based on revenue objectives. By default all objectives are selected. You can unselect and recalculate your payout.

Created Date From: [] Created Date To: [] **Filter**

Select the opportunities you want to simulate

<input type="checkbox"/> Name	Stage	ACV Value	Invoice Paid	Bonus Payout...	Competitive...	Quantity	Product	Amount	Created Date
<input type="checkbox"/> LG Gaddam Inc D...	Qualification	\$50,000.00	true	0	false			\$50,000.00	8/5/2021, 06:27...
<input type="checkbox"/> Orange IT Deal	Qualification	\$50,000.00	true	0	false			\$50,000.00	7/9/2021, 03:37...
<input type="checkbox"/> Cloud ABC Deal	Closed Won	\$50,000.00	true	0	false			\$50,000.00	7/9/2021, 03:25...
<input type="checkbox"/> SOLUTIONSPPLUS	Qualification	\$50,000.00	true	0	false		SOLUTIONSI	\$60,000.00	6/30/2021, 06:3...

Incentives Calculator
Incentives Calculator is based on revenue objectives. By default all objectives are selected. You can unselect and recalculate your payout.

Created Date From: [] Created Date To: [] **Filter**

CASH Remaining Potential
\$6,250.00
\$500.00 eligible \$6,750.00

Select opportunities [] []

Outcomes:

<input type="checkbox"/> Incentive > Opportunity	Eligibility Criteria to Meet	Status	Point	Cash
<input checked="" type="checkbox"/> SOLUTIONSPPLUS (CLOUD MODEL)	50,000 USD/40,819 GBP/46218 EUR/509,166 SEK REVENUE*			750.00
<input type="checkbox"/> > Orange IT Deal		Potential		250.00
<input type="checkbox"/> > Cloud ABC Deal		Potential		250.00
<input type="checkbox"/> > IT Solutions Deal		Potential		250.00
<input checked="" type="checkbox"/> SOLUTIONSPPLUS (ON-PREM MODEL) 150,000 USD/122,421 GBP/138,721 EUR/1,527,428 SEK				1,500.00

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.