

How we helped an animal health product manufacturer regain control of rebate policy and pricing



Industry

Animal Health

Client

Leading animal health product manufacturer

Challenges

Our client has been basing rebate calculation and policy on sales data. The company was facing challenges in this field:

- Lack of control over the rebate calculation process.
- Difficulties with delivering monthly rebate and payment calculation by mid-month.
- Executing and maintaining frequent changes of commercial and pricing policies.
- No access to sales and rebate contracts and pricing information for the sales reps.

Solution

Delivery of PriceWise, the Rebate Management and Contract Lifecycle Management Solution, equipped with the following features:

- Easy adaptation to most commercial policy models (such as VetPharma markets)
- Quick integration between the rebate application and any ERP system (SAP, Oracle)
- Desktop and mobile-access SaaS based solution with field force contract management tools and dynamic management of workflow approval
- Configurable simulations of expected ROI for customers

Benefits

- 98% reduced Payment delays
- 50% improved rebate calculation accuracy
- 80% shortened implementation time of new commercial policies