

**Improve rebate performance with complete financial visibility via analytics KPIs**

As a [Pricing Manager/Sales Rep], I want to have visibility on the progress of sales versus the rebate objective throughout the rebate period agreements, so I can:

- Incentivize customers to achieve the set targets where needed
- Understand the likelihood of making the rebate payout at the end of the rebate period

**Functional Requirements**

- Have a dashboard available that has the following filter options:
  - Ability to select a customer or group of customers.
  - Ability to select a time period.
  - Ability to select a rebate type.
- The dashboard has portlets:
  - Per Rebate Record the targets, the actuals, the accruals and the payouts
  - The complete price waterfall
  - Year to date summary table with the values per rebate type
  - Product Rebates portlet that show the revenue, rebates and margin % data summarized by product:

**Non-Functional Requirements**

- This use case has the prerequisite that use case CHEM12 (Eliminate unearned discounting by utilizing automated rebates with accruals and payouts) is implemented
- This use case has the prerequisite that Customer Insights and Sales Insights are installed

**Reporting and Dashboards**

- This use case has the dashboards and reports as described in the functional requirements section.

**Measures, Calculation and Decision-Making Key Performance Indicators**

- Previous Sales: Revenue for the previous rebate period, based on the waterfall transactions
- Forecasted Sales: Forecasted Sales for the rebate period, based on external forecast (input to Pricefx)
- Forecasted Baseline value: Forecasted Sales for the rebate period which is eligible for the rebate program, based on external forecast (input to Pricefx)
- Forecasted Rebate: the forecasted rebate to be paid out, based on the rebate program conditions and the forecasted baseline value
- Revenue: Revenue based on the Price Waterfall data
- Rebates: Rebates based on the Price Waterfall data
- Net Margin %: Margin % based on the Price Waterfall data

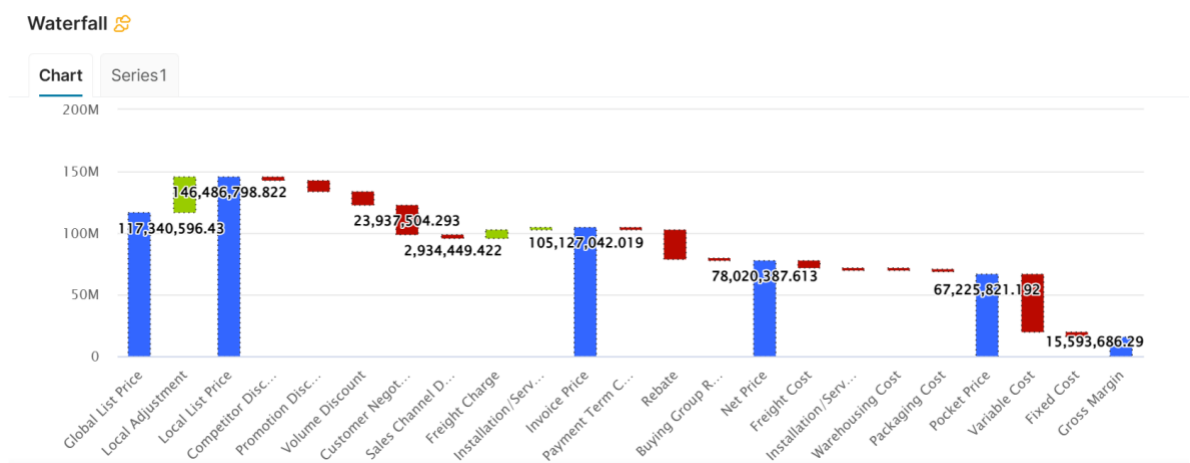
**Solution Design**

- Have a dashboard available that has the following filter options:
  - Ability to select a customer or group of customers.
  - Ability to select a time period.
  - Ability to select a rebate type.
  - Ability to select the chart type

- The dashboard has portlets that show:
  - Per Rebate Record the targets, the actuals, the accruals and the payouts
    - The portlet will use data from the Rebate Records and the Price Waterfall Datamart
      - RR ID – ID of the rebate record
      - Type – Rebate Type
      - Current Baseline – Sum of the Base Line of the Rebate Records
      - Current Rebate – Sum of the Rebate from the Rebate Records which are not approved
      - Paid Rebate - Sum of the Rebate from the Rebate Records which are approved
      - Accruals – Sum of Forecast Rebate of Rebate Records - Paid Rebate
      - Forecast Baseline – Sum of Forecast Baseline of the Rebate Records

RR ID	Type	Current Baseline	Current Rebate	Paid Rebate	Accruals	Forecast Baseline
3831	Fixed Amount	2,683,054.94	100,000.00	0	100,000.00	8,770,202.09
3831	Fixed Amount	2,683,054.94	100,000.00	0	100,000.00	8,770,202.09
3812	Growth Percent Perce...	14,107,001.17	27,223.72	0	387,387.15	48,365,278.92
3817	Multi Target Percent	14,107,001.17	282,140.02	0	967,305.58	48,365,278.92
3812	Growth Percent Perce...	14,107,001.17	27,223.72	0	387,387.15	48,365,278.92
3813	Fixed Amount	14,107,001.17	10,000.00	0	10,000.00	48,365,278.92
3817	Multi Target Percent	14,107,001.17	282,140.02	0	967,305.58	48,365,278.92
3813	Fixed Amount	14,107,001.17	10,000.00	0	10,000.00	48,365,278.92
2930	Fixed Amount	4,426,424.21	0.00	100000	0.00	4,426,424.21
2930	Fixed Amount	4,426,424.21	0.00	100000	0.00	4,426,424.21
2706	Growth Percent Perce...	24,992,086.55	0.00	1062163.67...	0.00	24,992,086.55

- The complete price waterfall
  - The portlet uses the data from the Waterfall Datamart to build the chart



- Year to date summary table with the values per rebate type
  - The portlet will use data from the Rebate Records and the Price Waterfall Datamart

- Rebate Type: Rebate type of the rebates
- Revenue: YTD revenue of the Rebate type
- Rebate: YTD Rebate of the rebate type
- Forecast Baseline Value: YTD Forecast Baseline Value
- Rebate Forecast: YTD Rebate forecast

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Year To Date Value By Rebate Type Table

Rebate Type	Revenue ( )	Rebate ( )	Forecast Baseline Value ( )	Rebate Forecast ( )
Fixed Percent	845,718	29,454	6,100,356	71,412
Growth Absolute Amount	215,528	30,000	1,325,475	120,000
Growth Percent Percent	18,246,105	167,160	110,919,045	1,366,974
Multi Target Amount				
Multi Target Percent	26,012,688	1,559,952	158,666,511	3,171,672
Single Increment Percent	9,111,122	522,666	55,972,572	1,047,450
Single Volume Total Amount	167,973	21,000,000	1,044,903	126,000,000
Single Volume Total Percent	301,581	4,524	1,936,812	9,684

- Product Rebates portlet that show the revenue, rebates and margin % data summarized by product:
  - The portlet will use data from the Price Waterfall Datamart
    - Margin Status:
      - Red: margin <= 5%
      - Yellow: margin > 5% and margin <= 30%
      - Green: margin > 30%
    - Product\_Id: Product Id of the product from the product master
    - Label: Label of the product from the product master
    - Revenue: Sum Revenue of the product
    - Rebates: Sum Rebate of the Product
    - Net Margin %: Sum margin / Sum revenue

Product Rebates

Margin Status	Product_Id	Label	Revenue	Rebates	Net Margin %
	BR1600SI	Back UPS Pro BR 1600...	16,028,305.28	3,543,775.60	27.18%
	BN1350M2	Back UPS PRO BN 135...	9,131,895.28	1,960,578.88	27.48%
	BR550S-JP	APC RS 550VA Sinewa...	7,459,670.08	1,637,667.14	27.21%
	BR1200S-JP	APC RS1200VA Sinewa...	5,995,779.85	1,288,391.59	36.57%
	EER31800	Wiser Energy - IP mod...	5,702,852.77	1,271,269.17	23.32%
	CCTFR6901	Build Your Own Mini C...	5,271,078.31	1,159,451.54	26.42%
	TR47513	Energy Efficiency - Ele...	4,779,535.44	1,241,373.76	28.83%
	TR47512	Energy Efficiency - Ele...	4,757,016.47	1,221,060.70	27.99%
	BR1000S-JP	APC RS 1000VA Sinew...	4,407,472.31	944,398.42	34.37%

■ 31 rows

## Input Data

The following tables can be either manually loaded in Pfx via Pfx Excel Client or can be automatically integrated using CSV files in a Pfx dedicated SFTP folder:

- Price Waterfall data (typically based in invoice line items)
- If applicable, forecast data on customer/product level

### Out-of-scope business functions and features (Can be configured, but not included in the Chemical Industry Catalog)

- Any Reporting and Dashboards, other than the ones explicitly mentioned above
- Applying changes to or creating any new Rebate Agreements (this is Chems Use Case 12)
- Notifications and alerts
- API method integration
- Customer-Facing templates with calculated prices

### Implementation Level of Effort

1.5 sprints/1FTE CE

### Base Line Projected Annual Impact\*

### Prescribed User Stories

Use Story Name	I want to...	so I can ...	Acceptance criteria
<b>Epic: As a Sales Rep/Pricing Manager/Pricing Administrator, when I'm working on my rebate agreement, I want to have inline analytics to view several decision supporting metrics</b>			
Historical Sales	See the historical sales of the customer or customer group I'm working on in my rebate agreement	use this to set the proper targets and rebate conditions.	With a simple click I can open a bar chart showing per month the historical sales of the customer or customer group I'm working on. The data corresponds to the data from the data mart containing the sales transactions.
Calculated metrics in rebate calculation result	See, when I'm working on my rebate agreement, calculated metrics in the calculation result of the rebate agreement that show me the historical sales and when present, the forecasted sales	use this to set the proper targets and rebate conditions and understand what the financial impact of my decisions are	Metrics to be shown are: <ul style="list-style-type: none"> <li>• Previous year sales (for the customer selection)</li> <li>• Forecast sales (based on the forecast, if available)</li> <li>• Forecast rebate (the rebate condition applied on the forecast sales)</li> </ul>
<b>Epic: As a Sales Rep/Pricing Manager, I want to have a dashboard available that I can use to show the impact of my rebate agreements</b>			
Dashboard filter	Filter my agreements	Look at the agreements I'm responsible or zoom in to specific customers.	Fields to filter on are: <ul style="list-style-type: none"> <li>• Customer or group of customers.</li> <li>• Time period.</li> <li>• Rebate type.</li> </ul>
Rebates Portlet	See per rebate agreement <b>line</b> what the target and actual is	I can act towards customers accordingly to have them reach their target	The portlet shows per rebate agreement line: <ul style="list-style-type: none"> <li>• Rebate ID</li> <li>• Rebate Type</li> <li>• Current Baseline</li> <li>• Current Rebate</li> <li>• Paid Rebate (if available)</li> <li>• Accruals (if available)</li> <li>• Forecast Baseline</li> </ul>
Year to date summary table with the values per rebate type	See per rebate agreement <b>type</b> what the target and actual is	I can see the effectiveness and status of each rebate type	The portlet shows per rebate agreement line: <ul style="list-style-type: none"> <li>• Current Baseline</li> <li>• Current Rebate</li> <li>• Paid Rebate (if available)</li> <li>• Accruals (if available)</li> <li>• Forecast Baseline</li> </ul>

Price Waterfall	See the complete price waterfall for my selection	So I can see what the impact of my rebate agreement is overall	The waterfall and data is filtered on my selection and in line with the waterfall from the transactions data mart
Product rebates	See per product what the revenue, rebates and net margin is	So I can see if there is any product below my set margin targets	<p>I can set margin targets per product group</p> <p>The fields in the portlet are:</p> <ul style="list-style-type: none"> <li>• Margin Status (traffic light)</li> <li>• Product ID</li> <li>• Product Description</li> <li>• Revenue (coming from the waterfall data)</li> <li>• Rebates (coming from the waterfall data)</li> <li>• Net Margin % (coming from the waterfall data)</li> </ul> <p>The data is filtered based on the dashboard filter</p> <p>The data is aligned with the data mart data.</p>
<b>Epic: Inbound data for visualization in dashboards</b>			
Invoice line items	I need to have my invoice line items	Use this data is several metrics	<p>Data to be loaded in Pfx Data Source table either manually through Pfx Excel Client, or automatically integrated via using CSV file placed on a Pfx dedicated SFTP folder on a pre-agreed frequency.</p> <p>Must have column definition: Date, Customer-id, Document type, Product-id, quantity, all relevant waterfall elements</p>

Scope Validation and Project Readiness Workshop – Validation Questions:			
Questions		Answers	
Q1	Do you have sales forecast available on Customer/Product level?	A1	
Q2	Do you do your rebate execution in your ERP system?	A2	
Q3		A3	
Q4		A4	
Q5		A5	
Q6		A6	
Q7		A7	
Q8		A8	
Q9		A9	
Q10		A10	
Q11		A11	
Q12		A12	
Q13		A13	
Q14		A14	