



Pricefx Accelerators

Rebate Manager 1.3.0

January 2022

Accelerate Rebate Management Package (RMP)

The Rebate Manager Accelerator provides a solution for fast implementation of rebates. The solution includes defining and approving the rebate agreements, maintaining the rebate records and enriching the transactional data for the entire price waterfall.

The package includes:

- The 20 most common rebate types
- Approval workflow for agreements and rebate records / payout values
- Agreement output template
- Enriching sales / transactional data in the Analytics module with the rebate values

In this section:

- [Rebate Manager Overview](#)
- [Rebate Manager Components](#)
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Rebate Manager Overview

- [Rebate Types](#)
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Rebate Types

This table presents available rebate condition types with their default setup. Below you will find how to modify the rebate types setup.

Type	Name	Target	Target Value	Increment	Rebate Value	Package Version
Conditional	Single Target Amount	Single	\$	N/A	\$	1.0
	Single Target Percent	Single	\$	N/A	%	1.0
	Single Volume Total Amount	Single	Total Quantity	N/A	\$	1.0
	Single Volume Total Percent	Single	Total Quantity	N/A	%	1.0
	Single Volume Per Unit	Single	Total Quantity	N/A	\$/unit	1.0
	Multi Target Amount	Multi	\$	N/A	\$	1.0

	Multi Target Percent	Multi	\$	N/A	%	1.0
Growth	Growth Absolute Amount	Multi	\$	N/A	\$	1.0
	Growth Absolute Percent	Multi	\$	N/A	%	1.0
	Growth Percent Amount	Multi	%	N/A	\$	1.0
	Growth Percent Percent	Multi	%	N/A	%	1.0
Increment	Single Increment Amount	Single	\$	\$	\$	1.0
	Single Increment Percent	Single	\$	\$	%	1.0
	Multi Increment Amount	Multi	\$	\$	\$	1.0
	Multi Increment Percent	Multi	\$	\$	%	1.0
Increment Growth	Single Increment Growth Amount	Single	%	\$	\$	1.0
	Single Increment Growth Percent	Single	%	\$	%	1.0
Fixed	Fixed Amount	N/A	N/A	N/A	\$	1.0
	Fixed Percent	N/A	N/A	N/A	%	1.0
Stepped	Stepped Amount	Multi	\$	N/A	\$	1.0
	Stepped Percent	Multi	\$	N/A	%	1.0
Linear	Linear Amount	Multi (2)	\$	N/A	\$	1.0
	Linear Percent	Multi (2)	\$	N/A	%	1.0

Calculation Examples

Single Target Amount

Inputs in the Rebate Agreement:

- Target
- Rebate Value - Amount

Example:

Target	Amount	Base Line	Rebate
\$100,000	\$1,000	\$110,000	\$1,000
\$100,000	\$1,000	\$90,000	\$0

Single Target Percent

Inputs in the Rebate Agreement:

- Target
- Rebate Value - %

Example:

Target	%	Base Line	Rebate
\$100,000	1%	\$110,000	\$1,100
\$100,000	1%	\$90,000	\$0

Single Volume Total Amount

Target (units)	Amount	Base Line	Rebate Value
1,000	\$100	1,100	\$100
1,000	\$100	900	\$0

Single Volume Total Percent

Target (units)	%	Base Line	Rebate Calc Base Line	Rebate Value
1,000	1%	1,100	\$10,000	\$100
1,000	1%	900	\$9,000	\$0

Single Volume Per Unit

Target (units)	Amount per Unit	Base Line	Rebate Value
1,000	\$0.1/unit	1,100	\$110
1,000	\$0.1/unit	900	0

Multi Target Amount

Inputs in the Rebate Agreement:

- Target(s)
- Rebate Value(s) - Amount

Definition:

Tier	Amount
\$100,000	\$100
\$150,000	\$500
\$200,000	\$1,000

Example:

Base Line	Rebate Value
-----------	--------------

\$90,000	\$0
\$110,000	\$100
\$250,000	\$1,000

Multi Target Percent

Inputs in the Rebate Agreement:

- Target(s)
- Rebate Value(s) - %

Definition:

Tier	%
\$100,000	1%
\$150,000	2%
\$200,000	3%

Example:

Base Line	Rebate Value
\$90,000	\$0
\$110,000	\$1,100
\$250,000	\$7,500

Growth Absolute Amount

Comparison to some previous period - Month, Quarter, Year, Custom.

Inputs in the Rebate Agreement:

- Target(s)
- Rebate Value(s) - \$

Growth Tier	Amount
\$10,000	\$100
\$25,000	\$300
\$100,000	\$10,000

Growth Base Line (Current - Previous)	Rebate Value
---------------------------------------	--------------

	\$5,000	\$0
	\$30,000	\$300
	\$150,000	\$10,000

Growth Absolute Percent

Comparison to some previous period - Month, Quarter, Year, Custom.

Inputs in the Rebate Agreement:

- Target(s)
- Rebate Value(s) - %

Growth Tier		%
	\$10,000	1%
	\$25,000	2%
	\$100,000	5%

Base Line	Rebate Value
\$5,000	\$0
\$25,000	\$500
\$150,000	\$7,500

Growth Percent Percent

Comparison to some previous period - Month, Quarter, Year, Custom.

Inputs in the Rebate Agreement:

- Target(s) - %
- Rebate Value(s) - %

Growth Tier %		%
	2%	1%
	5%	3%
	10%	5%

Base Line	Calc Base Line	Rebate Value
1%	\$10,000	\$0

2%	\$100,000	\$1,000
11%	\$100,000	\$5,000

Growth Percent Amount

Comparison with some previous period - Month, Quarter, Year, Custom.

Inputs in the Rebate Agreement:

- Target(s) - %
- Rebate Value(s) - \$

Growth Tier %	Amount
2%	\$1,000
5%	\$10,000
10%	\$25,000

Base Line	Rebate Value
1%	\$0
2%	\$1,000
11%	\$25,000

Single Increment Amount

Inputs in the Rebate Agreement:

- Target
- Increment
- Rebate Value - \$

Definition:

Target	Increment	Amount
\$100,000	\$10,000	\$100

Example:

Base Line	Rebate Value
\$90,000	\$0
\$110,000	\$100
\$150,000	\$500

Single Increment Percent

Inputs in the Rebate Agreement:

- Target
- Increment
- Rebate Value - %

Definition:

Target	Increment	%
\$100,000	\$10,000	1%

Example:

Base Line	Base Calc	Rebate Value
\$90,000	\$0	\$0
\$110,000	\$10,000	\$100
\$150,000	\$50,000	\$500

Multi Increment Amount

Inputs in the Rebate Agreement:

- Target(s)
- Increment(s)
- Rebate Value(s) - \$

Definition:

Target	Increment	Amount
\$100,000	\$10,000	\$100
\$200,000	\$10,000	\$500

Example:

Base Line	Rebate Value
\$90,000	\$0
\$110,000	\$100
\$250,000	$(10 * \$100) + (5 * \$500) = \$3,500$

Single Increment Growth Amount

Inputs in the Rebate Agreement:

- Target(s)
- Increment(s)
- Rebate Value(s) - \$

Definition:

Target	Increment	Amount
2%	\$1,000	\$100

Example:

Previous Period	Baseline Period	Base Line Growth	Sales of Previous Period	Target Abs.	Sales of Current Period	Base Line of Payout Period	Increment	Rebate
Q1/2018	Q1/2019	11%	\$45,000	\$45,900	\$50,000	\$4,900	4	\$400
Q2/2018	Q2/2019	1%	\$45,000	\$45,900	\$45,450	0	0	\$0

Single Increment Growth Percent

Inputs in the Rebate Agreement:

- Target(s) - %
- Increment(s) - \$
- Rebate Value(s) - %

Definition:

Target	Increment	Percent
2%	\$1,000	2%

Example:

Previous Period	Base Line Period	Base Line Growth	Sales of Previous Period	Target Abs.	Sales of current Period	Base Line of Payout Period	Increment	Base Line Calculation	Rebate
Q1/2018	Q1/2019	11%	\$45,000	\$45,900	\$50,000	\$4,900	4	\$4,000	\$80
Q2/2018	Q2/2019	1%	\$45,000	\$45,900	\$45,450	\$0	0	\$0	\$0

Fixed Amount

Will be added later.

Fixed Percent

Will be added later.

Stepped Amount

Inputs in the Rebate Agreement:

- Target(s) - \$
- Rebate Value(s) - \$

Definition:

Target	Amount
\$10,000	\$100
\$50,000	\$500
\$100,000	\$5,000

Example:

Base Line	Rebate Value
\$5,000	\$0
\$15,000	\$100
\$110,000	$\$100 + \$500 + \$5000 = \$5,600$

Stepped Percent

Inputs in the Rebate Agreement:

- Target(s) - \$
- Rebate Value(s) - %

Definition:

Target	%
\$10,000	1%
\$50,000	3%
\$100,000	10%

Example:

Base Line	Rebate Value
\$5,000	\$0
\$15,000	\$150
\$110,000	$(\$40000 * 1\%) + (\$50000 * 3\%) + (\$10000 * 10\%) = \$400 + \$1500 + \$1000 = \$2,900$

Linear Amount

Linearly distributed rebate value between min and max target values.

Inputs in the Rebate Agreement:

- Target 1 (min value) - \$
- Target 2 (max value) - \$
- Rebate Value(s) - \$

Definition:

Target	Amount
\$10,000	0
\$50,000	\$500

Example:

Base Line	Rebate Value
\$10,000	\$0
\$30,000	\$250
\$40,000	\$375
\$50,000	\$500

Linear Percent

Linearly distributed rebate value between min and max target values.

Inputs in the Rebate Agreement:

- Target 1 (min value) - \$
- Target 2 (max value) - \$
- Rebate Value(s) - %

Definition:

Target	Percent
\$10,000	0%
\$50,000	1%

Example:

Base Line	Rebate Value
\$10,000	\$0

\$30,000	\$250
\$40,000	\$375
\$50,000	\$500

Rebate Records Calculation

Payout Value Calculation

Input information:

- Rebate Type: Single Target Amount
- Payment Period: Quarterly
- Target For: Annual

Target input:

- Target: 100,000.0
- Rebate: 1000.0

As the payment period is each quarter, we have 4 rebate records with the following data:

Rebate Record	Period	Period Sale	Cumulative Sale
RR01	Q1	90,000	90,000
RR02	Q2	11,000	101,000
RR03	Q3	49,000	150,000
RR04	Q4	50,000	200,000

With Deposit Scheme = "Non-Cumulative"

If (Cumulative Sale > Target) then

 rebate value = (Rebate input) / 4

end

Note: 4 stands for rebate records.

Rebate Record	Period	Rebate value
RR01	Q1	0
RR02	Q2	250
RR03	Q3	250
RR04	Q4	250

With Deposit Scheme = "Cumulative"

If (Cumulative Sale > Target) then

rebate value =((Rebate input) / 4 * Current Period Index) - (Accrual Rebate)

end

Note:

- 4 stands for rebate records.
- Current Period Index starts with 1.
- Accrual Rebate is the cumulative rebate.

Rebate Record	Period	Current Period Index	Accrual Rebate	Rebate value
RR01	Q1	1	0	0
RR02	Q2	2	0	500
RR03	Q3	3	500	250
RR04	Q4	4	750	250

Rebate Manager Components

On this page, you will find a list of components used in the Rebate Manager package and their technical description.

- [Groovy Logic](#)
- [Rebate Type Attributes](#)
- [Publishing Templates](#)
- [Rebate Record Attributes](#)
- [Dashboard](#)
- [Company Parameters](#)
- [Advanced Configuration Options](#)
- [Rebate Calculation Feeder](#)
- [Rebate Allocation Feeder](#)
- [Rebate Approval Workflow](#)

Groovy Logic

Logics

Logic Name	Default Label	Description
RebateLogic	[RM] Rebate	

RebateHeaderLogic	[RM] Header	<ul style="list-style-type: none"> Header logic for rebates. This should be the default logic for "Default RA Header logic". If you deploy the package to Pricefx older than 8.0, go to Administration > Configuration > RebateManager > RebateManager General Settings and for the 'On creating new Rebate Agreement' option select "Calculate new Agreement immediately".
ProductFilter_Logic	[RM] Product Filter	
CustomerFilter_Logic	[RM] Customer Filter	
Dashboard_Rebates	[RM] Dashboard Rebate Agreements	Logic for a dashboard with the same name. It handles input generation, portlet generation, data fetching, etc.
Dashboard_CustomerRebates	[RM] Dashboard Customer Rebates	Logic for a dashboard with the same name. It handles input generation, portlet generation, data fetching, etc.
Dashboard_RebateTypes	[RM] Dashboard Year To Date by Rebate Type	Logic for a dashboard with the same name. It handles input generation, portlet generation, data fetching, etc.
RebateRecordCalculationFeeder	[RM] Rebate Record Calculation Feeder	Finds and calculates rebate records.
RebateAllocationFeeder	[RM] Allocation Feeder	
RebateAllocation	[RM] Allocation	
RebateAgreementReport	[RM] Rebate Agreement Report	Logic supporting a report of the same name.
MonthlyRebateReport	[RM] Monthly Rebate Report	Logic supporting a report of the same name.
MonthToDateRebateReport	[RM] Month To Date Rebate Report	Logic supporting a report of the same name.
YearToDateRebateReport	[RM] Year To Date Rebate Report	Logic supporting a report of the same name.

RM_ConditionTypeFilter	[RM] Condition Type Filter	Filters only those condition types which are suitable for the rebate agreement.
Rebate_ForecastType_Configurator	[RM] Forecast Type Configurator	
RM_RebateAgreement	[RM] Rebate Agreement	Workflow logic defining the rebate agreement workflow type for rebate agreements.
RM_AgreementRecord	[RM] Agreement Record	Workflow logic defining the rebate record workflow type for rebate records.

Libraries

Library Name	Default Label	Description
RebateTypesLib	[RM] Condition Type Library	Defines all compensation types. When you have a new condition type, add a new element to this library to define functions for this condition type.
RebateProcessingLib	[RM] Processing Library	Provides common functions used in the rebate accelerator such as utilities for dates manipulation, inputs, record fetching, etc.
RebateDashboardsLib	[RM] Dashboard Library	Provides common functions used in dashboards of the package.

Rebate Type Attributes

(Rebate) Condition type attributes are needed for the rebate logic to calculate the rebate value and rebate records.






Attribute	Attribute Name	Default Label	Type	Description
formulaName	formulaName	Pricing logic	Drop-down list	Sets a logic to run the rebate. The value should be "RebateLogic".
attribute4	ConditionTypeName	Condition Type Name	Drop-down list	Sets a rebate type template for the current rebate type. The value is set to "Rebate Type Name" in the Company Parameters below.

attribute9	TargetFor	Target For	Drop-down list	Defines the target input for a period or annually. Values: "Payment Period", "Annual"
attribute11	DepositScheme	Deposit Scheme	Drop-down list	Defines the calculation type for a rebate value. Values: "Cumulative", "Non-Cumulative" If Target For = "Payment Period", users do not need to set a value for this attribute.
attribute3	PaymentPeriod	Payment Period	Drop-down list	Defines the payment period for a rebate type. Values: "Monthly", "Quarterly", "Semi-Annually", "Annually" If users do not set a value for this attribute, there is the "Payment Period" input in the rebate agreement with the same values.
attribute5	PayoutDays	Payout Days	Text field	Enter the number of days after the end date of the payment period when the user wants the payout.
attribute1	CustomerSelectionLevel	Customer Selection Level	Drop-down list	Values: <ul style="list-style-type: none"> Header Level - Shows the customer group input in the header of a rebate agreement. At a line item level, the customer group input will be disabled and will inherit this value. Line Item Level - Shows the customer group input in the header of a rebate agreement and line item. Users can change the customer group value in each line item.
attribute2	CustomerFilterLogic	Customer Filter Logic	Text field	Name of the Customer Filter Logic. Note: Customer Filter Logic must have the 'Nature' attribute set to "Customer Input Filter".
attribute15	ProductFilterLogic	Product Filter Logic	Text field	Name of the Product Filter Logic. Note: Product Filter Logic must have the 'Nature' attribute set to "Product Input Filter".
attribute10	SourceType	Source Type	Drop-down list	Values: <ul style="list-style-type: none"> DataMart DataSource
attribute6	BaseSource	Rebate Source Name	Text field	Name of the Data Source / Datamart.
attribute7	BaseFieldValue	Rebate Base Field Value	Text field	Name of the baseline field.
attribute14	BaseFieldQuantity	Rebate Base Field Quantity	Text field	Name of the quantity field.

attribute12	BaseFieldCustomer	Rebate Base Field Customer ID	Text field	Name of the customer ID field.
attribute13	BaseFieldProduct	Rebate Base Filed Product ID	Text field	Name of the product ID field.
attribute8	BaseFieldDate	Rebate Base Field Date	Text field	Name of the pricing date field.

Publishing Templates

Choose a Rebate Agreement and create for it four templates:

Name	Default	Template Input Type	Convertible to PDF	Preprocessing Logic
RA Templates		WORD		RebateAgreementReport
Last Month Rebate Report		WORD		MonthlyRebateReport
MTD Rebate Report		WORD		MonthToDateRebateReport
YTD Rebate Report		WORD		YearToDateRebateReport

Rebate Record Attributes

The following additional information is provided:

Attribute	Column Name	Default Label	Description
attribute1	CurrentBaselineValue	Current Baseline Value	Baseline value (sales or revenue) in this period
attribute2	CurrentRebate	Current Rebate	Rebate value in this period
attribute3	PayToID	Pay To ID	ID of a customer who will be paid
attribute4	CurrentBaselineQuantity	Current Baseline Quantity	Base line quantity in this period
attribute5	ForecastBaselineValue	Forecast Baseline Value	Forecast base line value in this period
attribute6	ForecastQuantity	Forecast Quantity	Forecast base line quantity in this period
attribute7	Forecast	Forecast	Forecast Rebate value in this period
attribute8	AccrualForecastBaseline Value	Accrual Forecast Baseline Value	Accrual Forecast base line value in this period

attribute9	AccrualForecast	Accrual Forecast	Accrual Forecast rebate value in this period
attribute10	TruesUp	Trues Up	= AccrualForecast - Forecast
attribute11	AccrualMethod	Accrual Method	Accrual Method name (agreement input)
attribute12	SalesGoalIncreasePct	Sales Goal Increase %	Sales goal increase percent value (agreement input)
attribute13	ForecastType	Forecast Type	Forecast types (agreement input) Values: <ul style="list-style-type: none"> • Rebate forecast • Accrual forecast
attribute14	AccrualForecastQuantity	Accrual Forecast Quantity	Accrual Forecast quantity in this period
attribute15	GeneralFilter	General Filter	Not used now, but defined in Accelerator
attribute16	Currency	Currency	Not used now, but defined in Accelerator
attribute17	CurrentCompensation	Current Compensation	Not used now, but defined in Accelerator

Dashboard

Name	Logic	Description
[RM] Dashboard Rebate Agreements	Dashboard_Rebates	Shows rebates of an agreement.
[RM] Dashboard Customer Rebates	Dashboard_CustomerRebates	Shows a rebate value of a customer and products from a date range.
[RM] Dashboard Year To Date by Rebate Type	Dashboard_RebateTypes	Shows a rebate value of each rebate type from the beginning of the year to the current date.

Company Parameters

RM_SC_ConditionTypes

This parameter saves the rebate condition type code and rebate type name. If an Accelerator supports a new rebate type, you need to add a new row in this table.

The value of the "Condition Type Name" column will be shown in "Condition Type Name" in the Rebate Agreement Types section.

Column Name	Description
Condition Type Code	Must match the element name in Groovy Library "RebateTypesLib".

Condition Type Name	Will be shown in "Condition Type Name".
---------------------	---

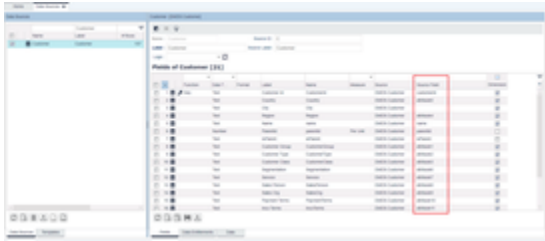
RM_CustomerFieldMapping

This parameter maps the Customer Master attribute (source field) with the Datamart field name.

⚠ You should **check it and update** based on the Customer master structure in your partition.

Column Name	Description
Name	Attribute name (source field) in Customer Master
Datamart Field Name	Map with a field name in Datamart
Description	Description of this mapping (if any)

Note: You can get the source field in the Customer data source as shown below to fill in to the 'Name' column.



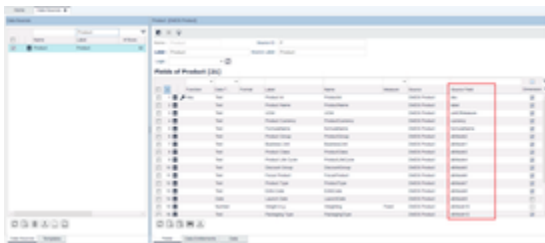
RM_ProductFieldMapping

This parameter maps the Product Master attribute (source field) with the Datamart field name.

⚠ You should **check it and update** based on the Product master structure in your partition.

Column Name	Description
Name	Attribute name (source field) in Product Master
Datamart Field Name	Map with a Field Name in Datamart
Description	Description of this mapping (if any)

Note: You can get the source field in the Product Data Source as shown below to fill in to the 'Name' column.



Advanced Configuration Options

The element name "RM_AdvancedConfiguration" (to define configuration data) can be overridden on the rebate type level:

Name	Description
sourceType	Name of source types: Datamart, Data Source
sourceName	Name of Datamart / Data Source used to query and allocate the rebate value
baselineFieldName	Field name of Value Base which is used to calculate the base value
quantityFieldName	Field name of Quantity which is used to calculate the base value
pricingDateFieldName	Field name of the pricing date
customerIDFieldName	Field name of Customer ID
productIDFieldName	Field name of Product ID
customerFilterLogic	Logic name of Customer Filter Logic
customerSelectionLevel	Options: Header Level / Line Item Level
payoutDays	Number of days after the end date of the payment period when the user wants the payout
paymentPeriod	Options: Monthly / Quarterly / Semi-Annually / Annually If it is left empty, it will be populated on the line item level.
targetFor	Options: Payment Period / Annual
depositScheme	Options: Non-Cumulative / Cumulative

Sample of "RM_AdvancedConfiguration":

```

{
  "sourceType": "DataMart",
  "sourceName": "SC_TransactionData",
  "baselineFieldName": "InvoicePrice",
  "quantityFieldName": "Quantity",
  "pricingDateFieldName": "PricingDate",
  "rebateFieldName": "Rebates",
  "customerIDFieldName": "CustomerId",
  "productIDFieldName": "ProductId",
  "payoutDays": 1,
  "paymentPeriod": "Quarterly",
  "targetFor": "Payment Period",
  "depositScheme": "Non-Cumulative",
  "customerFilterLogic": "CustomerFilter_Logic",
  "customerSelectionLevel": "Line Item Level"
}

```

Rebate Calculation Feeder

- Logic name: RebateRecordCalculationFeeder
- Finds and calculates rebate records.

Rebate Allocation Feeder

- Logic name: RebateAllocationFeeder
- Allocates a rebate value into a transaction Datamart.

Rebate Approval Workflow

- It is done using the Approval Workflow Library. For details see [Accelerate Approval Workflow Package \(AWP\)](#).
- Rebate Agreement Approval Workflow
 - Workflow logic name: RM_RebateAgreement
- Rebate Record Approval Workflow
 - Workflow logic name: RM_AgreementRecord

Rebate Manager Deployment

This section will guide you through the whole process of Accelerator deployment.

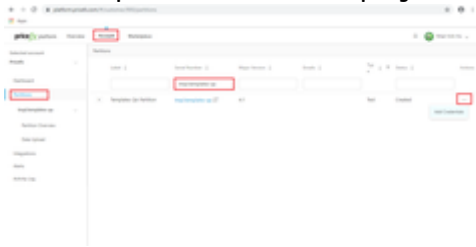
- [Deployment from PlatformManager](#)
- [Manual Steps](#)

- Synchronize Product and Customer (Optional)
- Check Mapping Field in Company Parameters
- Rebate Calculation
- Rebate Allocation
- Publishing Templates (Optional)

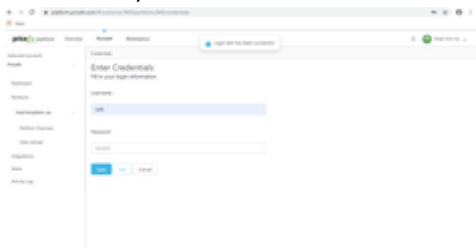
Deployment from PlatformManager

The easiest way to deploy the Rebate Manager Accelerator to a partition is via PlatformManager.

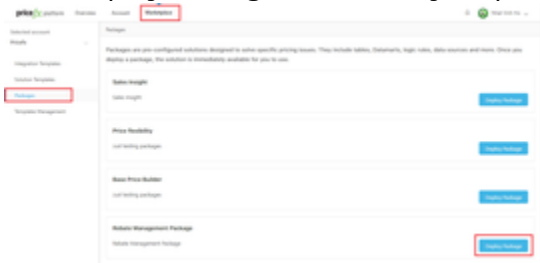
1. Access PlatformManager at <https://platform.pricefx.com/> and log in with your account or use M365.
2. Specify credentials for the partition where you want to deploy the package.
 - a. Go to Account and make sure your account is selected.
 - b. Find the partition for the deployment.



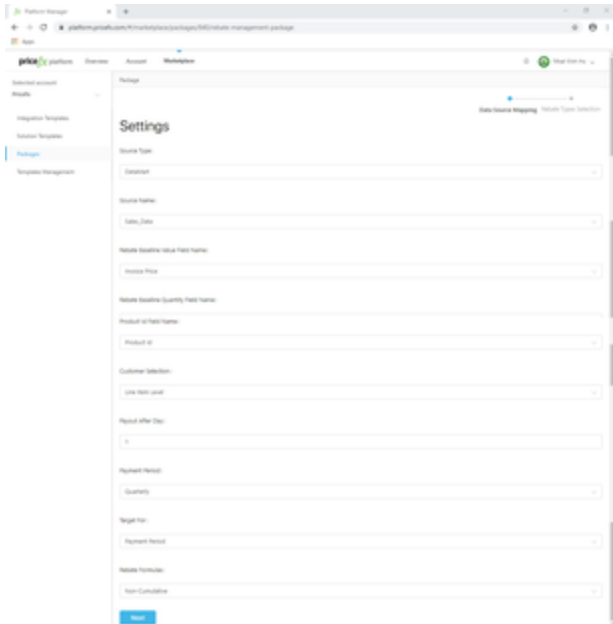
- c. Click 'Actions' and select 'Add Credentials'.
- d. Enter the username and password and click 'Test' to verify the connection. If testing was successful, click Save.



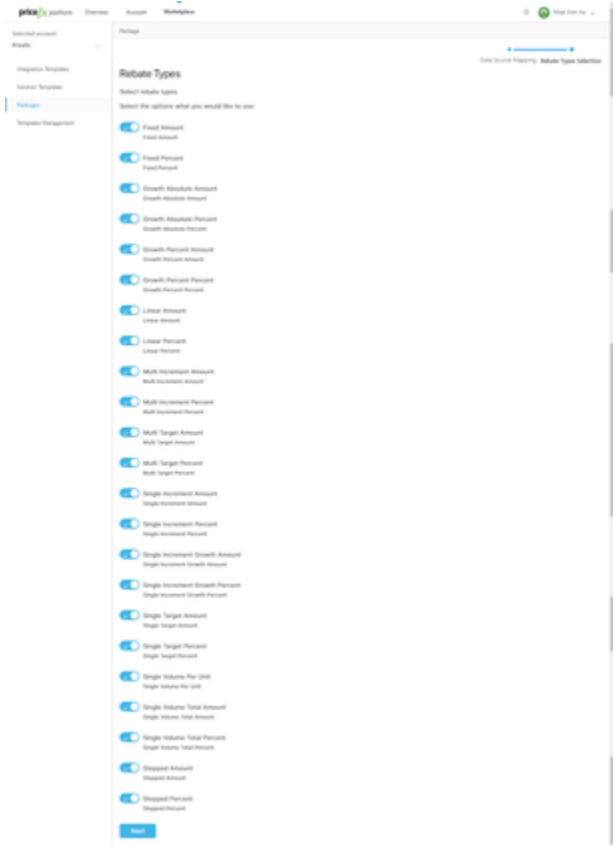
3. Deploy the package.
 - a. Go to Marketplace > Packages.
 - b. Find 'Rebate Management Package'.
 - c. Click 'Deploy Package' and select your partition from the drop-down list.



- d. Set up data source mapping.



e. Select a Rebate Type to be deployed (from a list of rebate types provided in the package).



4. The deployment is complete.


Notes

Currently, PlatformManager supports the following components for deployment:

- Calculation Logic
 - Groovy Libraries
 - ApprovalWorkflow

- RebateManager
- SharedLib
- Rebate Header Logic
 - RebateHeaderLogic
- Rebate Logics
 - RebateLogic
- Generic Logics
 - RebateRecordCalculationFeeder
 - RebateAllocationFeeder
 - CustomerFilter_Logic (logic with Nature = "Customer Input Filter")
 - ProductFilter_Logic (logic with Nature = "Product Input Filter")
 - RebateAgreementReport
 - MonthlyRebateReport
 - MonthToDateRebateReport
 - YearToDateRebateReport
 - Dashboard_RebateTypes
 - Dashboard_CustomerRebates
 - Dashboard_Rebates
- Analytics Logic
 - RebateAllocation (to allocate rebates into transaction Datamart)
- Workflow Formulas
 - rebateagreement (Rebate agreement approval logic)
 - rebaterecord (Rebate record approval logic)
- Company Parameters
 - Approvers (used in approval workflow)
 - ApprovalWorkflowSetup (used in approval workflow)
 - ApprovalCondition (used in approval workflow)
 - RM_SC_ConditionTypes (defines a list of rebate types)
 - RM_ProductFieldMapping (mapping between Product / Product Extension attributes and Datamart fields, supports a filter on Product Extensions)
 - RM_CustomerFieldMapping (mapping between Customer / Customer Extension attributes and Datamart fields, supports a filter on Customer Extensions)
- Dashboards
 - RebateAgreement (Rebate Agreement Dashboard)
 - CustomerRebate (Customer Dashboard)
 - YTDRebateTypes (YTD by Rebate Type Dashboard)
 - Dashboard_RebatePerformance

Manual Steps

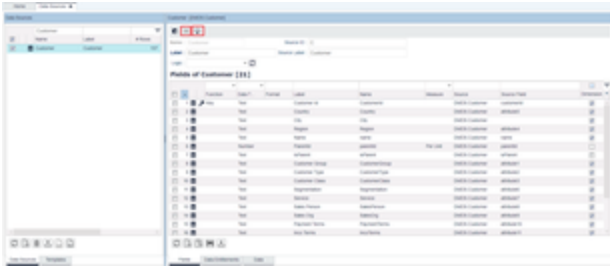
 The current version of PlatformManager does not support deployment of the following components, so you must deploy them manually.

Synchronize Product and Customer (Optional)

If data and metadata of customers (C) and products (P) in your partition are synced, you can skip this step.

Synchronize Metadata

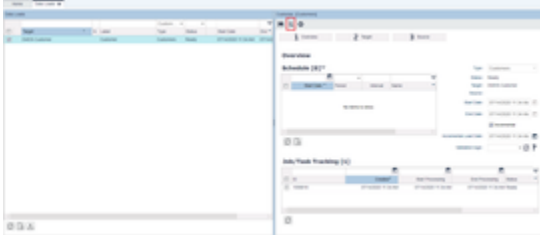
1. Go to Analytics > Data Manager > Data Sources.
2. Select Customer > click the Sync Meta icon and click the Deploy icon.



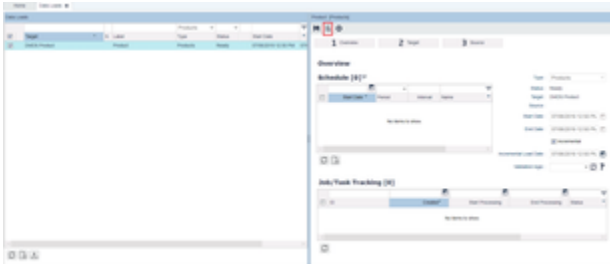
Repeat the same steps for Product.

Synchronize Data

1. Go to Analytics > Data Manager > Data Loads.
2. Find Type = Customers and click the Run icon to sync data.



3. Find Type = Products and click the Run icon to sync data.



Check Mapping Field in Company Parameters

To be able to apply a Customer filter input and Product filter input in a rebate agreement, you need to update the mapping fields between Product/Customer master and Datamart fields.

Based on the Datamart structure and Product/Customer master in your partition, you need to update or add more mapping in two Company Parameters:

- RM_ProductFieldMapping
- RM_CustomerFieldMapping

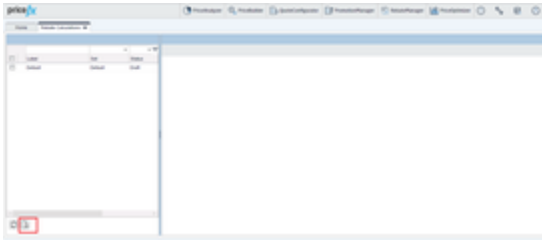
Example: This is mapping in the "RM_CustomerFieldMapping" table:

- Column "Name" = "Source field" in the customer data source.
- Column "Datamart Field Name" = Datamart field name.

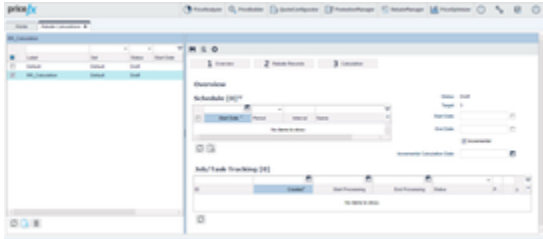
Name	Datamart Field Name	Description
CustomerCaseDiscount_#RM#001	Quantity	Unit sample
#RM#001	CustomerGroup	
#RM#002	CustomerType	
#RM#003	CustomerDate	
#RM#004	Signal	
#RM#005	Quantity	
#RM#006	Segmentation	
#RM#007	Service	
#RM#008	SalesPerson	
#RM#009	Marketing	
#RM#010	PaymentTerms	
#RM#011	MailTerms	
#RM#012	CustomerCurrency	
#RM#013	CustomerEntity	
#RM#014	ShippingGroup	

Rebate Calculation

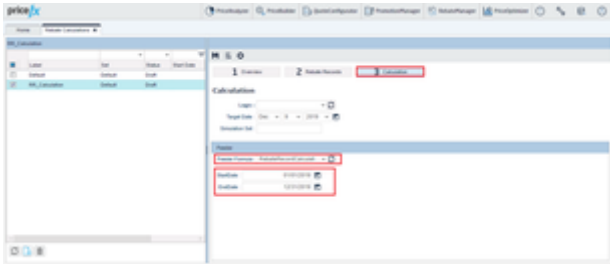
1. Go to Rebates > Rebates Calculations and add a rebate calculation.



2. Enter a label "RR_Calculation".

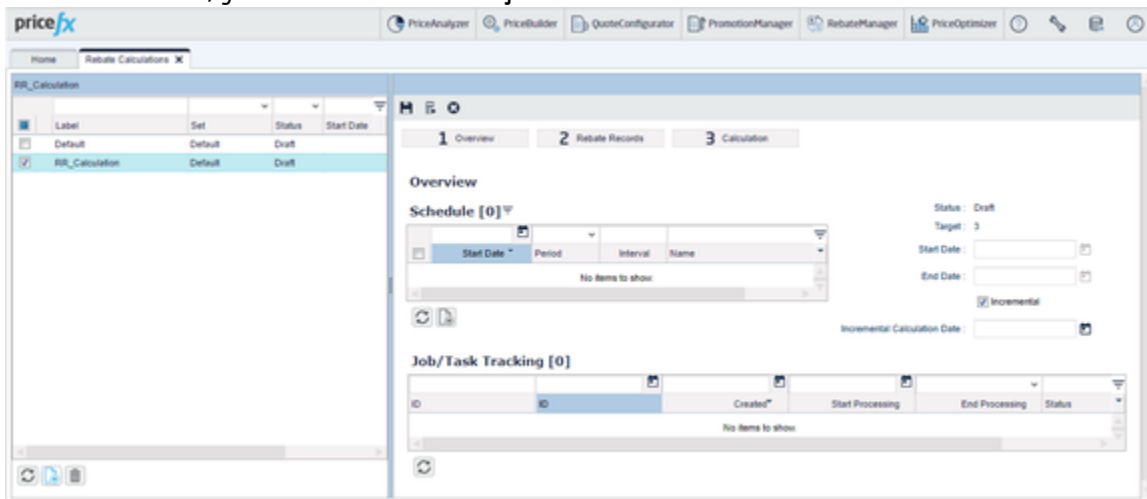


1. Select this Rebate Calculation and click the '3 Calculation' button.
2. As Feeder Formula choose "RebateRecordCalculationFeeder" and enter StartDate and EndDate.



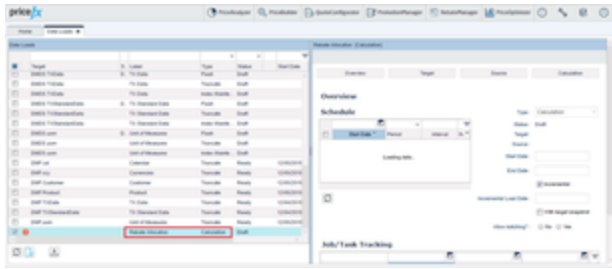
3. Save the settings.

In the Overview, you can schedule this job to run at a suitable interval.

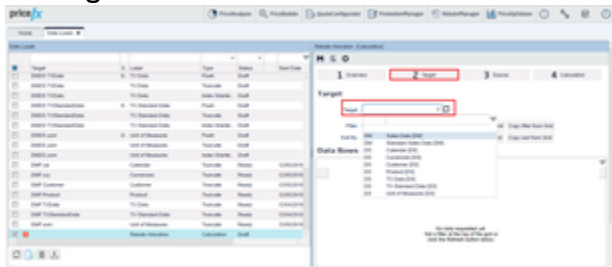


Rebate Allocation

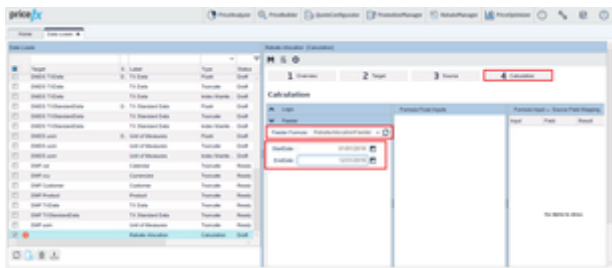
1. Go to Analytics > Data Manager > Data Loads.
2. Add new a Data Load and enter the Data Load label and type. The type must be "Calculation".



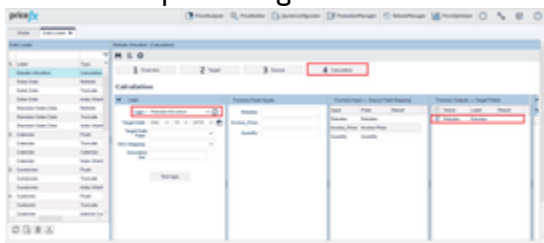
3. In the right window select the Target section.
4. As Target, select the Datamart name.



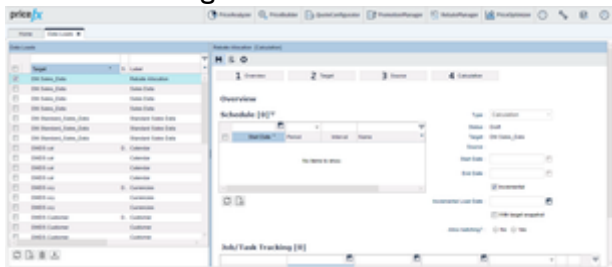
5. Go to the Calculation section.
6. As Feeder Formula select "RebateAllocationFeeder" and enter StartDate and EndDate.



7. In the Logic section, select "RebateAllocation" as Logic and check the "Rebates" checkbox in the Formula Outputs Target Fields column.



8. Save the settings.



You can also schedule to run the Data Load every day.

Publishing Templates (Optional)

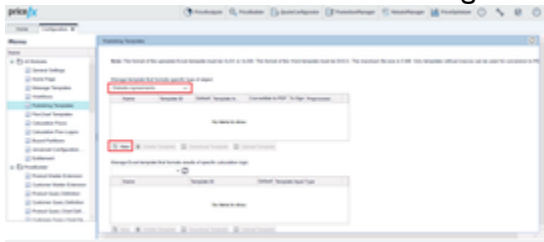
You may need to deploy templates if there is the Sales Compensation Accelerator installed or was recently updated on the partition. The following templates are affected:

- Rebate Agreement Report (RBA Report)
- Last Month Rebate Report
- Month To Date Rebate Report (MTD Rebate Report)
- Year To Date Rebate Report (YTD Rebate Report)

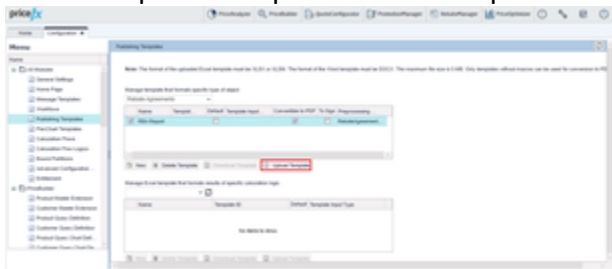
Template files are stored at: <https://gitlab.pricefx.eu/accelerators/rebate-manager-accelerator/-/tree/master/PublishingTemplates>

To deploy a template:

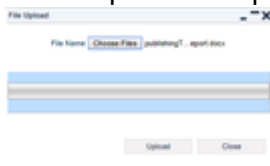
1. Go to Administration > Configuration > All Modules > Publishing Templates.
2. In the first section select "Rebate Agreements" and click New to add a new template.



3. Enter the following information:
 - a. Name: RBA Report
 - b. Convertible to PDF: checked
 - c. Preprocessing Logic: RebateAgreementReport
4. Click the Upload Template button to upload the template file.



5. Choose the template file "publishingTemplates_RBA_RBA Report.docx" in the Rebate Manager Accelerator.
6. Select Upload to import the file.



7. After completing, the following information will be shown:



Repeat the same steps for other templates:

Name	Convertible to PDF	Preprocessing Logic	Template File Name
Last Month Rebate Report	✓	MonthlyRebateReport	publishingTemplates_RBA_Last Month Rebate Report.docx
MTD Rebate Report	✓	MonthToDateRebateReport	publishingTemplates_RBA_MTD Rebate Report.docx
YTD Rebate Report	✓	YearToDateRebateReport	publishingTemplates_RBA_YTD Rebate Report.docx

Working with Rebate Manager

The page describes the basics of Accelerator use and provides examples with screen captures.

In this section:

- [User Roles](#)
- [Define Rebate Type](#)
- [Create Rebate Agreement](#)
- [Rebate Records](#)
- [Rebate Calculation](#)
- [Rebate Allocation](#)
- [Rebate Approval Workflow](#)

User Roles

To use the Rebate Manager Accelerator, you need to have the following Pricefx user roles:

<input checked="" type="checkbox"/>	REBATEMANAGER
<input type="checkbox"/>	Administer Rebate Agreements
<input type="checkbox"/>	Administer Rebate Records
<input checked="" type="checkbox"/>	Administer RebateManager
<input type="checkbox"/>	Manage Rebate Agreement Templates
<input checked="" type="checkbox"/>	Manage Rebate Agreements
<input type="checkbox"/>	Manage Rebate Calculation Logics
<input type="checkbox"/>	Manage Rebate Records
<input checked="" type="checkbox"/>	View Rebate Records

If you don't want a user to manage rebate types, you need to remove the user role "Administer RebateManager".

Define Rebate Type

Go to Rebates > Condition Types, add a new rebate type, and define its properties:

Name	Name of the rebate type
Label	Label of the rebate type
Pricing Logic	Should be "RebateLogic"
Condition Type Name	Maps your rebate logic with an existing rebate type template. Select here a suitable rebate type. Currently, there are more than 20 rebate types implemented. See their list at Rebate Manager Overview .
Target for	Maps your rebate logic with an existing rebate type template. Select one of these options: <ul style="list-style-type: none"> • Payment Period - Gets sales for every period to compare and calculate the rebate. • Annual - Gets sales for the whole year to compare and calculate the rebate.
Deposit Scheme	If 'Target for' is 'Annual', you need to define how to calculate the rebate value: <ul style="list-style-type: none"> • Non-Cumulative - The rebate value is calculated for the current period based on cumulative sales, then divided by the number of periods (12 months or 4 quarters, 2 for semi-annually, 1 year). • Cumulative - The same as with calculation of Non-Cumulative above, but the rebate value of the previous period is excluded.

Payment Period	<p>Maps your rebate logic with existing rebate type templates. Select: "Monthly", "Quarterly", "Semi-Annually" or "Annually".</p> <p>If left empty, there is the "Payment Period" input in the rebate agreement with the same values.</p>
Payout Days	<p>Enter the number of days after the end date of the payment period when you want the payout.</p> <p>If left empty, it is set to 1 day.</p>
Customer Selection Level	<p>Options are:</p> <ul style="list-style-type: none"> • Header Level - Shows the customer group input in the header of a rebate agreement. At the line item level, the customer group input will be disabled and will inherit values from the header. • Line Item Level - Shows the customer group input both for the rebate agreement header and line items. If users change the value of the customer group for each line item, it takes priority over the header input value.
Customer Filter Logic	<p>Name of Customer Filter Logic (suggested: CustomerFilter_Logic).</p> <p>You can change the customer filter as needed in this logic, so that you get the customers you need in the rebate agreement.</p>
Product Filter Logic	<p>Name of Product Filter Logic (suggested: ProductFilter_Logic).</p> <p>You can change the product filter as needed in this logic, so that you get the products you need in the rebate agreement.</p>
Source Type	<p>Options are:</p> <ul style="list-style-type: none"> • DataMart - Rebate values will be calculated from Datamart. • DataSource - Rebate values will be calculated from Data Source.
Rebate Base Source	Source name
Rebate Base Field Value	Baseline field name in data source
Rebate Base Field Quantity	Quantity field name in data source
Rebate Base Field Customer	Customer Id field name in data source
Rebate Base Field Product	Product Id field name in data source
Rebate Base Field Date	Pricing date field name in data source

These are the default values of some of the attributes in Advanced Configuration, so that users do not need to define them from scratch in each rebate type:

```

{
  "sourceType": "DataMart",
  "sourceName": "SC_TransactionData",
  "baselineFieldName": "InvoicePrice",
  "quantityFieldName": "Quantity",
  "pricingDateFieldName": "PricingDate",
  "rebateFieldName": "Rebates",
  "customerIDFieldName": "CustomerId",
  "productIDFieldName": "ProductId",
  "payoutDays": 1,
  "paymentPeriod": "Quarterly",
  "targetFor": "Payment Period",
  "depositScheme": "Non-Cumulative",
  "customerFilterLogic": "CustomerFilter_Logic",
  "customerSelectionLevel": "Line Item Level"
}

```

Options:

- **paymentPeriod** - By default empty, it will then be populated on the line item level.
Note: These attributes will be hidden in Rebate Types. If users define them in Rebate Types, these settings will be used, otherwise Advanced Configuration settings are used.
- **Pay To Input** - It is based on Customer Selection and is also applied to Customer Filter Logic if this attribute is set.
 - If CustomerSelectionLevel = "Header Level", Pay To input will be disabled for all line items and will be inherited from the header.
 - If CustomerSelectionLevel = "Line Item Level", Pay To input will be in both on the Header level and Line Item level. If you have Pay To on the Header level in this case, line items will not inherit from this level. If you choose one rebate type with CustomerSelectionLevel = "Header Level", Pay To will be disabled for line items for only this rebate type.
- **customerFilterLogic/productFilterLogic** - If you want to set a filter for customers/products, you can use Customer Filter Logic or Product Filter Logic.
Go to Calculation Logic, choose ProductFilter_Logic or/and CustomerFilter_Logic, and the input data that you want to filter.
 - Customer Filter Logic is set in Advanced Configuration.
 - Product Filter Logic is set in a Rebate Type in the Product Filter Formula column for a specific rebate type.

Create Rebate Agreement

Go to Rebates > Rebate Agreements and create a new Rebate Agreement.

i If you have one "Rebate Agreement Type", a simple button is used for new rebate creation; for more types a drop-down is present.

Header Info

ID :
 Link :
 Description :
 Status : Draft
 Workflow Status : Draft
 Start Date :
 End Date :
 Payout Date :
 Calculation Date :
 Attachments : [manage \(0\)](#)
 User Group (Edit) :
 User Group (View Details) :

User input:

- Start Date - Enter the start date of the period for the analysis.
- End Date - Enter the end date of the period for the analysis.
- Payout Date - Enter the payout date (not mandatory input because now we get the payout date in your Rebate Type in the 'Payout after (days)' column).

Header level:

Input parameters [New Rebate Agreement]

Customer(s) :

Line item level:

Input parameters [Single Target Amount]

Customer(s) :

Product(s) :

Target :

Rebate :


Payment Period :

Pay To :

Click the 'Add Line Item' button and choose the Rebate Type you want to add and enter a value at the Line Item Level.

You can set the following inputs:

- Customer(s) - Allows you to choose one or more customers for the analysis.
- Product(s) - Allows you to choose one or more products for the analysis.
- Target - Allows you to enter the target for a specific Rebate Type.
- Rebate - Allows you to enter the rebate for a specific Rebate Type.
- Payment Period - Allows you to choose a period (Monthly, Quarterly, Semi-Annually, Annually). It will be disabled if you set this in Advanced Configuration Options.
- Pay To - Allows you to choose a specific customer you want to pay to.


⚠ There will be a warning  shown if you do not enter the required inputs Target, Rebate, Payment Period, etc. However, for two rebate types (Multi Increment Amount, Multi Increment Percent) this warning will show even if you already entered all values. You can still submit normally.

Input parameters [A. Multi Increment Amount]

Product(s) : Beverages (Business Unit)

Incremental Target :

<input type="checkbox"/>	Target	Increment	Rebate
<input type="checkbox"/>	17690	250	12.5
<input type="checkbox"/>	18500	270	14.9
<input type="checkbox"/>	22000	350	15



The system will show a warning message if users enter a negative value (except value 0). The sample format is ValidateInput: Multi Increment Percent - Target must be greater than 0.

Calculation Results:

Calculation Results	
Label	Calculation Result
Rebates Detail	
Baseline Value Field Label	Invoice Price
Previous Baseline Value	118,755.38
Current Baseline Value	149,026.61
Previous Rebate	450.00
Current Rebate	600.00
Forecast	
Forecast Baseline Value	174,079.12
Forecast Rebate	600.00
Rebate Records	
Create Rebate Records	[...]
Rebate Type Info	
Target For	Payment Period
Rebate Formulas	Non-Cumulative
Payment Period	Monthly
Pay To	
Customer(s)	('Region' = "Asia")
Product(s)	('BusinessUnit' = "Beverages")

Calculation Results	
Label	Calculation Result
Rebates Detail	
Baseline Value Field Label	Invoice Price
Baseline Quantity Field Label	Quantity
Previous Baseline Value	118,755.38
Current Baseline Value	149,026.61
Previous Baseline Quantity	21,076
Current Baseline Quantity	24,001
Previous Rebate	20,782.19
Current Rebate	26,079.66
Forecast	
Forecast Baseline Value	174,079.12
Forecast Quantity	28,447
Forecast Rebate	30,463.85
Rebate Records	
Rebate Type Info	
Target For	Payment Period
Rebate Formulas	Non-Cumulative
Payment Period	Quarterly
Pay To	
Customer(s)	('Region' = "Asia")
Product(s)	('BusinessUnit' = "Beverages")

Rebate Detail:

- Baseline Value Field Label - Shows the field label to use for calculating the Baseline Value.
- Baseline Quantity Field Label (*) - Shows the field label to use for calculating the Quantity.
- Previous Baseline Value - Total sales for a validity period of the agreement - 12 months.
- Current Baseline Value - Sum of the Current Baseline Value from the rebate records.
- Previous Baseline Quantity (*) - Total quantity for a validity period of the agreement - 12 months.
- Current Baseline Quantity (*) - Sum of the Current Quantity from the rebate records.
- Previous Rebate - Rebate value based on sales from the previous period (current contract validity - 12 months) and current conditions.
- Current Rebate - Sum of the current rebates from the rebate records.

Forecast:

- Forecast Baseline Value - Sum of the Forecast Baseline Value from the rebate records.
- Forecast Quantity (*) - Sum of the Forecast Quantity from the rebate records.
- Forecast Rebate - Sum of the Forecast Rebate from the rebate records.

How to calculate the forecast (simple calculation based on historical and current data):

	1/1/2019	Previous 1/1/2018
Start Date	1/1/2019	1/1/2018
End Date	12/31/2019	12/31/2018
End Date - Start Date (a)	365	365
Previous Baseline Value (b)	118,755.38	
Productivity per day (b/a)	325.3572089	
Previous Quantity (c)	21,076.00	
Quantity Productivity per day (c/a)	57.74246575	

Forecast Baseline Value = Total Current Baseline Value + Forecast from Current Date to End Date
(Number of days * Productivity per day)

Forecast Quantity = Total Current Baseline Quantity + Forecast from Current Date to End Date
(Number of days * Quantity Productivity per day)

(*): This element will only show when you choose one of these rebate types: Single Volume Total Amount, Single Volume Total Percent, Single Volume Per Unit.

Color coding:

- Previous Rebate: **Blue**
- Current Rebate > Previous Rebate: **Green**, else **Red**
- Rebate Forecast / **Accrual Forecast** > Current Rebate: **Green**, else **Red**
- If value does not change, it will be **Dark Orange**

Output values are displayed as rounded (to no decimals) in Calculation Results for both Rebate Agreement and Rebate Records. If these outputs are part of further calculations, the original (un-rounded) values are used.

Rebate Records

Go to Rebates > Rebate Records. Choose the Source ID that you want to check. This will show a rebate record for each period you already set before (Monthly, Quarterly, Semi-Annually, Annually).

- Previous Baseline Value - Total sales for the rebate record validity (Payout period) - 12 months.
- Previous Rebate - Rebate value based on sales from the previous period (Payout Period - 12 months) and current conditions.
- Current Baseline Value - Baseline Value of current rebate record validity.


- Current Rebate - Rebate value for the current period.
- Forecast Baseline Value - Forecast sales for the current period.
- Forecast Rebate - Rebate value for the current period.

Rebate Calculation

When a rebate agreement is created, the rebate logic will generate rebate records based on the payment periods. We need to run a rebate calculation to calculate data for the rebate records. The RebateManager Template provides a job "RR_Calculation" to run the calculation. This job runs every midnight (can be modified).

For details see [Rebate Calculations](#).

Rebate Allocation

 To allocate a rebate value into the transaction Datamart, Datamart must have a column named 'Rebates'.

The RebateManager Template provides a Data Load named "Rebate allocation" to run the allocation. This job runs every midnight (can be modified). It then overrides the rebate value.

To calculate rebate allocation, you need data from Rebate Records (RR) and you need to meet these requirements:

- Agreement Status == Approved
- Status == Approved
- Start Date (RR) >= StartDate (Feeder Formula in Rebate Allocation DL)
- End Date (RR) <= EndDate (Feeder Formula in Rebate Allocation DL)
- Applies to Customer Grouping, Customer and Product Grouping, Product

The formulas apply for each transaction in Datamart:

- $\text{Rebates} = (\text{invoiceValue of a transaction in Datamart} / \text{current baseline value of rebate record}) * \text{rebate value of rebate record}$

Rebate allocation will only use the Advanced Configuration Options as implemented. The rebate logic will by default use the definition in Advanced Configuration, but if there is a definition on the rebate type level, it has priority.

Examples of PDF reports:

- Rebate Agreement PDF Report
 - Displays all details of a rebate type such as Product Group, Targets and Rebate.
[R-19_1583402736802_RA.pdf](#)
- Last Month Rebate PDF Report
 - Overview of rebates paid in the last closed month. Each line identifies: rebate type, achieved Baseline value and the rebate to pay.
[R-19_1583402760679_Last Month.pdf](#)
- MTD (Month-To-Date) Rebate PDF Report
 - Exports the achieved rebate value for MTD (month-to-date) of payable rebates in the current month. Rebate lines display details about the rebate type baseline value and rebate value for a given month.
[R-19_1583402776744_MTD.pdf](#)
- YTD (Year-To-Date) Rebate PDF Report

- Overview of the achieved and paid rebates YTD.
[R-19_1583402794731_YTD.pdf](#)

Rebate Approval Workflow

Rebate Agreement Approval Workflow

The workflow logic for a rebate agreement should be set up as shown below:

```
1 if (api.isSyntaxCheck()) return
2 libs.ApprovalWorkflow.ApprovalWorkflow.getApprovalWorkflow("Rebates", workflow, rebateagreement)
3
```

Example for a condition setup:

Workflow Type	Step ID	Condition ID	Condition Description	Condition	Skip
Rebates	1	1	Check if Current Rebate > 100000	line.CurrentRebate > 40000	NO
Rebates	2	1	Check if Current Rebate < Previo...	line.CurrentRebate < line.PreviousRebate	NO
Rebates	3	1	Check Single Target Amount	rebateType == "Single Target Amount" && (line.Target <= 20000 OR line.Rebate >= 150)	NO
Rebates	4	1	Check Single Volume Total Percent	rebateType == "Single Volume Total Percent" && "line.Rebate %" > 0.1	NO
Rebates	5	1	Check if Current Rebate = 0	line.CurrentRebate == 0	NO
Rebates	6	1	Watcher if Target For is Annual a...	line.Display_RebateTypeInfo_TargetFor == "Annual" && line.Display_RebateTypeInfo_PaymentPeriod == "Semi-Annually"	NO

If input/output is not used, you do not need to use the prefix 'line.' or 'header.'; only use elementName == "Condition". The list of all available variables for the Accelerator is available in [Element Name in Accelerators](#).

Rebate Record Approval Workflow

The workflow logic for a rebate record should be set up as shown below:

```
1 if (api.isSyntaxCheck()) return
2 libs.ApprovalWorkflow.ApprovalWorkflow.getApprovalWorkflow("RebateRecord", workflow, rebaterecord)
3
```

When the condition in Company Parameters "ApprovalCondition" is set up, we use an attribute code for the rebate record attribute. We do not need to add the prefix "folder." or "line." A list of all available variables is available in [Element Name in Accelerators](#).

To check the approvals for Rebate Records, you must approve the Rebate Agreement first.

Example:

Workflow Type	Step ID	Condition ID	Condition Desc...	Condition	Skip	Atr: 4	Atr: 5
RebateRecord	1	1	Check Rebate	attribute2 > 5000	NO		

Rebate Manager - Accrual Forecast

The Accrual Forecast extension of Rebate Manager Accelerator allows you to create simple and flexible accrual forecast and true-up.

Forecasting is done at the rebate contract level for a customer for the duration of the contract; this forecasts the rebate for that customer and the accrual for the accrual account.

Key points:

- Leverages the existing forecasting.
- Creates simple seasonality & flat forecasting.
- Creates accruals for the agreement duration.

- Simple true-up.
- Parameterized and easy to extend.

In this section:

- [Input](#)
- [Calculations](#)
 - [Accrual Forecast](#)
 - [True-up](#)
- [Output](#)
 - [Summaries](#)
 - [Accrual Comparison Chart](#)
 - [This Year's Sales Forecast Table](#)
 - [This Year's Sales Forecast Chart](#)
 - [This Year's Quantity Forecast Table](#)
 - [This Year's Quantity Forecast Chart](#)

Input

Forecast Type

Forecast Type:

* Accrual Method:

* Sales Goal Increase %:

Name	Values	Section
Forecast Type	Rebate Forecast Accrual Forecast	Header
Accrual Method	Seasonal Naive Average	Header
Sales Goal Increase %	A number	Header
Forecast Interval <i>(= payment period of the particular Line Item)</i>	Monthly Quarterly Semi-Annually Annually	Line Item

Note: If you select Accrual Forecast as Forecast Type, it displays both output rebate forecast and accrual forecast on the header and line item level.

Calculations

Accrual Forecast

Forecast for particular Line Items in Rebate Agreement is calculated for an interval relevant to the Forecast Interval input (= payment period of the particular Line Item).

Formulas below are shown for the monthly interval case and are dependent on a selected Accrual Method.

Accrual Method	Accrual Forecast Baseline Calculation
Seasonal Naive Method	

	<p>This year's accrual forecast for a month: adjust the corresponding month's revenue from last year up/down by the sales goal and use the seasonal naive approach.</p> <p>Formula for particular months of the year: This Year Accrual Month X = (Last Year Revenue Month X) * (1 + Sales Goal Increase %)</p>
Average Method	<p>This year's accrual forecast for a month: adjust last year's total revenue up/down by the sales goal and use the average method for flat accruals forecast.</p> <p>Formula for particular months of the year: This Year Accrual Month = (Last Year Revenue Month 1 + ... + Revenue Month 12) / (number of months) * (1 + Sales Goal Increase %) (see Note no. 3 below)</p>

Notes:

1. This year = contract validity period (Start Date and End Date or Rebate Agreement)
2. Last year = contract validity period decreased by one year
3. For the Start/End Dates which are not set for the beginning/end of a month, the result value is calculated as the percentage of the value for particular month. This percentage is given by the percentage of the number of days within that month.

For example: the calculated value for September is 500, the End Date = 15th of September (which has 30 days), then the percentage is 50%, so the final value is 50% of 500 which is 250.

For the following Rebate Types the formulas inputs is Volume (not Revenue as it is for the other types):

- Single Volume Total Amount
- Single Volume Total Percent
- Single Volume Per Unit

Once the Accrual Forecast baselines are calculated according to the particular Rebate Type, the relevant Rebate calculation is applied with the Accrual Forecast Baseline as its input.

Location

- Rebate Agreement - All the particular Accrual Forecasts for all the included periods (monthly, quarterly, semi-annually or annually) are saved in the Rebate Agreement with the Line Item.
- Rebate Records - The particular forecast for the particular period is included in the columns of the Rebate Record for the particular period.

True-up

The True-up amount is the Accrual Forecast minus the Current Rebate.

Calculation

True-Up = Accruals Forecast for a given period - Current Rebates for a given period

Example for a quarterly period:

True-Up = Accruals Forecast (M1 + M2 + M3) - Current Rebates (M1 + M2 + M3)

Location

- Rebate Agreement - All the particular True-ups for all the included periods (monthly, quarterly, semi-annually or annually) are saved in the Rebate Agreement with the Line Item.
- Rebate Record - The particular True-up for particular period is included in the columns of the Rebate Record for the particular period.

Output

All the outputs are presented in the Calculation Results section of the Rebate Agreement at both Header and Line Item level:

- Line Item - The data is displayed on the basis of the selected payment period of each Line Item.
- Header - The data is always displayed on monthly basis. In case of quarterly, semi-annually or annually intervals, to get the values for particular months the quarterly, semi-annually or annually values are divided by actual amount of months: either 3 (quarterly), 6 (semi-annually) or 12 (annually).

Example:

- Case 1: Start Date = 01/01/2020; End Date = 31/12/2020; Q1 contains M1, M2, M3; Value of Q1 = 3,750

then value of M1 = M2 = M3 = $3,750 / 3 = 1,250$

- Case 2: Start Date = 01/02/2020; End Date = 31/12/2020; Q1 contains M2, M3; Value of Q1 = 3,750

then value of M2 = M3 = $3,750 / 2 = 1,875$

- Case 3: Start Date = 01/03/2020; End Date = 31/12/2020; this year contains 10 months; Value of this year = 3,750 then value of each months in this year = $3,750 / 10 = 375$

Summaries

Rebate Agreement Header

The summaries of the following Line Items outputs are presented in the Calculation Results section in the Header of the Rebate Agreement as a summary of all of these.

Calculation Results	
Rebate Detail	
Previous Rebate	9,749
Current Rebate	7,839
Rebate Forecast	
Rebate Forecast	8,229
Accrual Forecast	
Accrual Forecast	10,907
True-up	3,068
Accrual Comparison Chart	Show
This Year's Sales Forecast Table	Show
This Year's Sales Forecast Chart	Show
This Year's Quantity Forecast Table	Show
This Year's Quantity Forecast Chart	Show

Output	Value Type	Notes
Accrual Forecast	Rebate Value	
True-up	Rebate Value	
Accrual Comparison Chart	Rebate Value	
This year's Sales Forecast Table	Baseline Revenue	Active/visible only when Line Items contain Revenue Rebate Type
This year's Sales Forecast Chart	Baseline Revenue	Active/visible only when Line Items contain Revenue Rebate Type
This year's Quantity Forecast Table	Baseline Quantity	Active/visible only when Line Items contain Volume Rebate Type
This year's Quantity Forecast Chart	Baseline Quantity	Active/visible only when Line Items contain Volume Rebate Type

Line Item Header

The following outputs for the particular periods are presented in the Calculation Results section in each of the Line Item as a summary of all of these.

Calculation Results	
Rebate Detail	
Baseline Value Field Label	Invoice Price
Previous Baseline Value	16,349
Current Baseline Value	7,563
Previous Rebate	72
Current Rebate	36
Rebate Forecast	
Forecast Baseline Value	10,556
Rebate Forecast	60
Accrual Forecast	
Accrual Forecast Baseline Value	17,984
Accrual Forecast	84
True-up	48
Accrual Comparison Chart	Show
This Year's Sales Forecast Table	Show
This Year's Sales Forecast Chart	Show

Rebate Detail	
Baseline Value Field Label	Invoice Price
Baseline Quantity Field Label	Quantity
Previous Baseline Value	16,349
Current Baseline Value	7,563
Previous Baseline Quantity	1,532
Current Baseline Quantity	2,110
Previous Rebate	34
Current Rebate	34

Rebate Forecast	
Forecast Baseline Value	10,556
Forecast Quantity	2,390
Rebate Forecast	34

Accrual Forecast	
Accrual Forecast Baseline Value	17,984
Accrual Forecast Quantity	1,685
Accrual Forecast	34
True-up	0
Accrual Comparison Chart	Show
This Year's Quantity Forecast Table	Show
This Year's Quantity Forecast Chart	Show

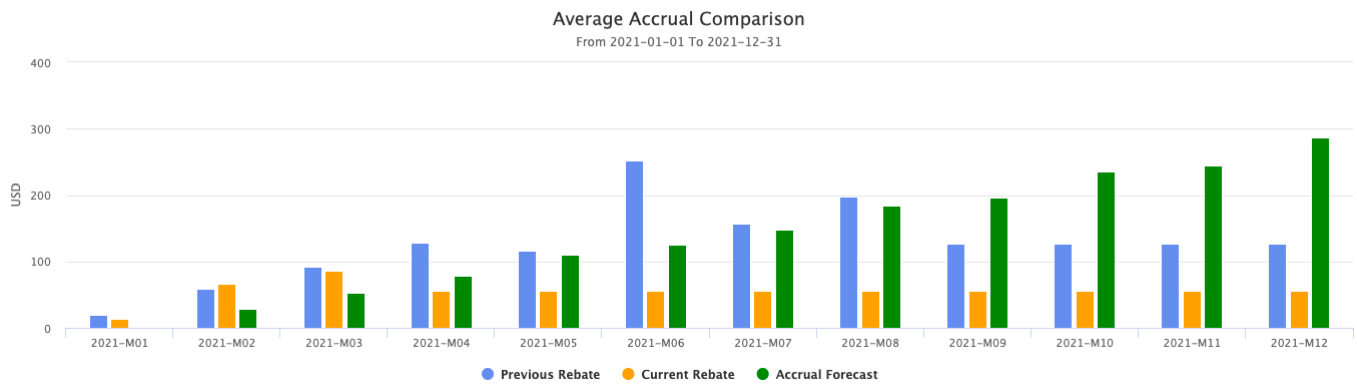
Output	Value Type	Notes
Accrual Forecast Baseline Value	Baseline Revenue	
Accrual Forecast Quantity	Baseline Quantity	Active/visible only when Line Items contain Volume Rebate Type
Accrual Forecast	Rebate Value	
True-up	Rebate Value	
Accrual Comparison Chart	Rebate Value	
This year's Sales Forecast Table	Baseline Revenue	

		Active/visible only when Line Items contain Revenue Rebate Type
This year's Sales Forecast Chart	Baseline Revenue	Active/visible only when Line Items contain Revenue Rebate Type
This year's Quantity Forecast Table	Baseline Quantity	Active/visible only when Line Items contain Volume Rebate Type
This year's Quantity Forecast Chart	Baseline Quantity	Active/visible only when Line Items contain Volume Rebate Type

Accrual Comparison Chart

A bar chart displaying Previous Rebate vs. Current Rebate vs. Accrual Forecast.

Accrual Comparison Chart



- Previous Rebate - Previous rebate per the previous relevant period (monthly, quarterly, semi-annually or annually) in Rebate Records.
- Current Rebate - Current rebate per the current relevant period (monthly, quarterly, semi-annually or annually) in Rebate Records.
- Accrual Forecast - Calculated Accrual Forecast in the Rebate Agreement (for the particular Rebate Type).

The data is displayed for the contract validity period (Start Date - End Date in Rebate Agreement).

This Year's Sales Forecast Table

The table displaying this year's sales forecast by Payment Period of the particular line item. The example below is Monthly.

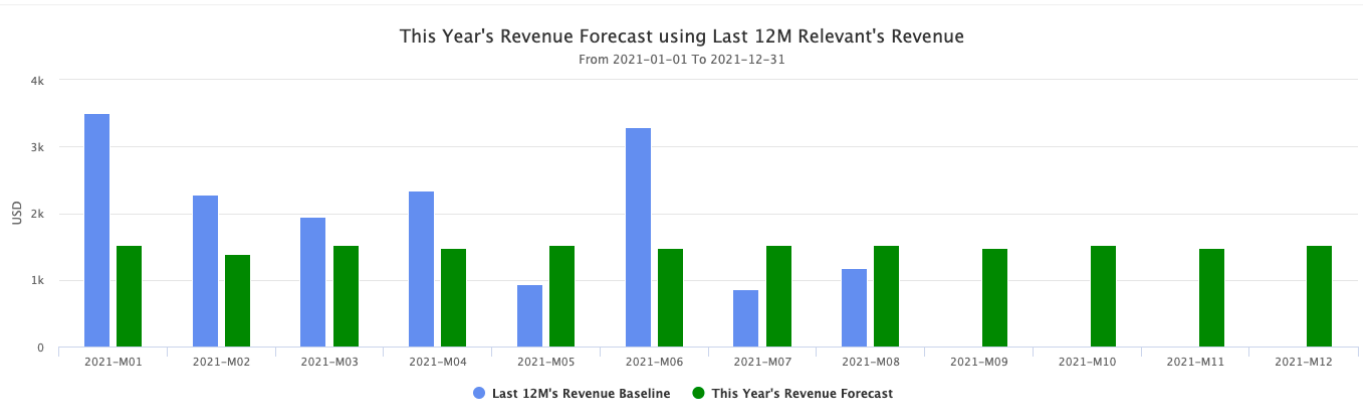
This Year's Sales Forecast Table

	2021-M01	2021-M02	2021-M03	2021-M04	2021-M05	2021-M06	2021-M07	2021-M08	2021-M09	2021-M10	2021-M11	2021-M12
Last 12M's Revenue Baseline	3,509	2,277	1,953	2,347	936	3,295	858	1,174	0	0	0	0
This Year's Revenue Forecast	1,530	1,382	1,530	1,481	1,530	1,481	1,530	1,530	1,481	1,530	1,481	1,530

This Year's Sales Forecast Chart

A bar chart displaying this year's sales forecast by Payment Period of the particular line item. The example below is Monthly.

This Year's Sales Forecast Chart



This Year's Quantity Forecast Table

A table displaying this year's quantity forecast by Payment Period of the particular line item. The example below is Monthly.

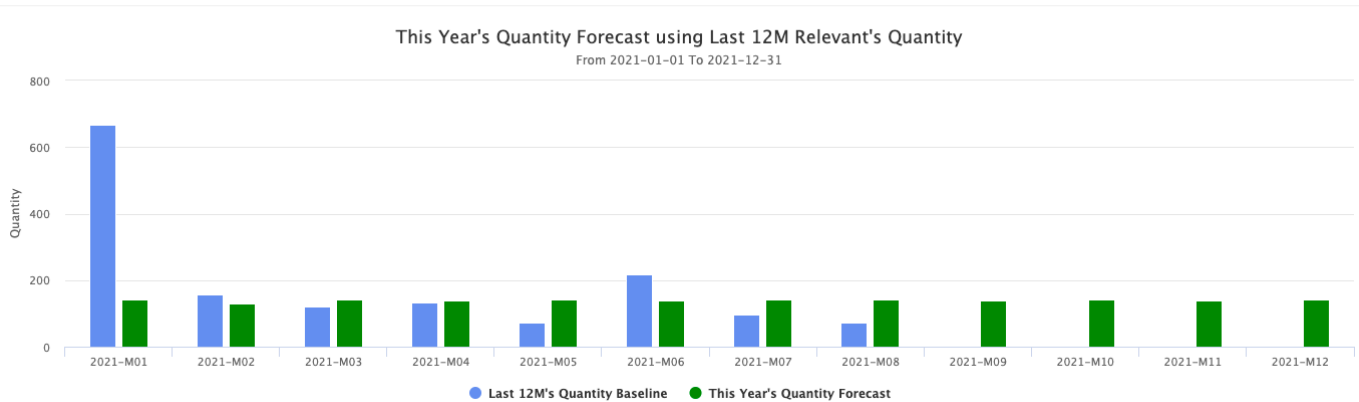
This Year's Quantity Forecast Table

	2021-M01	2021-M02	2021-M03	2021-M04	2021-M05	2021-M06	2021-M07	2021-M08	2021-M09	2021-M10	2021-M11	2021-M12
Last 12M's Quantity Baseline	668	156	120	132	72	216	96	72	0	0	0	0
This Year's Quantity Forecast	143	130	143	139	143	139	143	143	139	143	139	143

This Year's Quantity Forecast Chart

A bar chart displaying this year's quantity forecast by Payment Period of the particular line item. The example below is Monthly.

This Year's Quantity Forecast Chart



Rebate Manager Release Notes

- [Manual Upgrade Steps](#)
- [Rebate Manager 1.3.0](#)
- [Rebate Manager 1.2.0](#)
- [Rebate Manager 1.1.2](#)
- [Rebate Manager 1.1.1](#)

- [Rebate Manager 1.1.0](#)

Manual Upgrade Steps

In this section, you will find all manual steps which need to be done while upgrading between versions. A description of the whole upgrade procedure is described in the [Rebate Manager Deployment](#) section. In addition, you can also check out the latest release notes.

i Manual steps are ordered chronologically. You start with the oldest update and go up on the page to the newest changes.

1.3.0 Steps

One Default Rebate Agreement Type

Version Godfather 8.0 introduced a change that allows a definition of more Rebate Agreement Types. The Accelerator contains only one default type which should be on the line with a *(default)* tag in the name column.

Advanced Configuration Options Have New Parameter Names

Parameters were updated to align with the code naming guidelines of other packages. Parameter names were changed but their values stayed intact.

Locate the old configuration 'rebate-manager-accelerator' in Company Parameters and verify that the new 'RM_AdvancedConfiguration' parameters have correct values; see the following table.

Old Name	New Name
SourceType	sourceType
SourceName	sourceName
RebateBaseFieldValue	baselineFieldName
RebateBaseFieldQuantity	quantityFieldName
RebateBaseFieldDate	pricingDateFieldName
RebateFieldName	rebateFieldName
RebateBaseFieldCustomerId	customerIDFieldName
RebateBaseFieldProductId	productIDFieldName
PayoutAfterDay	payoutDays
PaymentPeriod	paymentPeriod
TargetFor	targetFor
RebateFormulas	depositScheme
CustomerSelection	customerSelectionLevel

CustomerFilterFormula	customerFilterLogic
-----------------------	---------------------

New Names for Mapping Tables in Company Parameters

The same content but a new name was given to all three parameters in Company Parameters. Their content remained unchanged so in order to restore configuration you just rename them.

Old Name	New Name
PFXTemplate_RebateTypes	RM_SC_ConditionTypes
PFXTemplate_Customer_MappingDatamartFieldName	RM_CustomerFieldMapping
PFXTemplate_Product_MappingDatamartFieldName	RM_ProductFieldMapping

New Labels for Various Items (Optional)

This step is important if you also plan to deploy Sales Compensation. Otherwise, the effect is only cosmetic and it would simplify communication and troubleshooting. Default labels are used in documentation texts and on screenshots.

Cross-check your upgraded partition with the default label columns from [Rebate Manager Components](#) page.


Enable React UI (optional)

In Godfather 8.0 a new React UI was introduced for the whole Rebates module. You can enable it on your target partition.

1. From the **Administration** menu go to the **Feature Flags** section.
2. Activate the following Feature Flags:
 - `dashboard.useReactDashboard`
 - `useReactFor.advancedFilter`
 - `useReactFor.rebateAgreementList`
 - `useReactFor.rebateAgreementDetail`
3. Log out and log back in for the changes to take effect.

Rebate Manager 1.3.0

- [Release Highlights](#)
- [Improvements](#)
- [Bugs](#)

 Before upgrade make yourself familiar with content of <https://pricefx.atlassian.net/wiki/spaces/ACCDEV/pages/3876815106/Manual+Upgrade+Steps#1.3.0>.

Release Highlights

This release contains compatibility changes related to a new Rebates module structure introduced in Godfather 8.0, for details see <https://pricefx.atlassian.net/wiki/spaces/UNITY/pages/3897458907/Godfather+8.0#Rebates>. Secondly, the Rebates module can now host the Sales Compensation Accelerator which required various modifications in attribute labels, names, and structure of configuration.

Improvements

[PFPCS-5280](#) Approval workflows included in the accelerator
[PFPCS-5282](#) Company Parameters structure comply with naming guidelines
[PFPCS-4916](#) UI adjustments with Sales Compensation Accelerator
[PFPCS-5220](#) Default Rebate Agreement Type added

Bugs

[PFPCS-5164](#) Required inputs are not checked on React
[PFPCS-5267](#) Value *PriceParameter* from 'Source Type' attribute is not working
[PFPCS-5278](#) Error thrown when missing input value for 'Sales Goal Increase %'
[PFPCS-5305](#) Growth types: Incorrect rebate forecast value
[PFPCS-5343](#) Missing dependency library of formula evaluator
[PFPCS-5362](#) Dashboards: Wrong location in PlatformManager
[PFPCS-5389](#) Fixed Amount/Fixed Percent types: Rebate % input validation is not working

Rebate Manager 1.2.0

- [Release Highlights](#)
- [New Features](#)
- [Improvements](#)
- [Bugs](#)

Release Highlights

Accrual Forecasting

Flexible accruals forecasting and true-up were added into the package for Rebate Agreement with a set of portlets on a new dashboard.

Forecasting is done at the Rebate Agreement level for a customer for the duration of the contract and forecasts the rebate for that customer and the accrual for the accrual account.

Dashboards Package

Rebate Dashboards were separated into a new Accelerator Package together with mapping options which were separated.

New Features

[PFPCS-1618](#) Accrual Forecast

Improvements

[PFPCS-4352](#) Rebate dashboards separated into a new package.
[PFPCS-4351](#) Configuration object and context map improvements were implemented.

PFPCS-2735 Updated function RebateManager.Util.getPayoutPeriods based on datasource calculation.
PFPCS-4349 Filter "Date From" shows an asterisk (mandatory sign).
PFPCS-3353 Dashboards - Aligned value and add whitespace in tooltips.
PFPCS-3226 Dashboards - Accrual Comparison Chart - Changed label in tooltips.
PFPCS-3223 Dashboards - Replaced currency code with the currency symbol.
PFPCS-3222 Dashboards - YTD Rebate Data - Added volume to the table overview.
PFPCS-3221 Dashboards - YTD Rebate - Changed a chart type to Bar chart and the target (Accrual Forecast) is displayed.
PFPCS-3220 Dashboards - YTD Rebate by Agreement - Added Target for each agreement.
PFPCS-3208 Dashboards - Changed "Qty." into full name Quantity.
PFPCS-3192 Dashboards - Unified color condition for Accrual Forecast.
PFPCS-2854 Dashboards - Dynamic title is generated in Accrual Comparison Chart based on Accrual Method selection.
PFPCS-2787 Dashboards - Added subtitle and tooltip about the time range.
PFPCS-1537 Dashboards - Chart names and portlet headers were made consistent for all rebate dashboards.
PFPCS-1464 Dashboards - Time period "Semi-annually" has data in the chart.

Bugs

PFPCS-5023 "null" is displayed if the currency symbol is not in CurrencySymbols PP.
PFPCS-5017 YTD rebate reports are displaying 0 instead of real values.
PFPCS-5016 MTD rebate report does not show any records.
PFPCS-5015 Customer Rebate Dashboard - Shows an error for an outdated key name.
PFPCS-5013 Incorrect rebate value in the Last Month Report.
PFPCS-5012 Thousand separators are missing in rebate reports.
PFPCS-4976 Customer Selection with Header Level does not work.
PFPCS-4957 Incorrect rebate values if Rebate Formulas is Cumulative.
PFPCS-4951 Error displayed if StartDate and EndDate are identical.
PFPCS-4941 Incorrect time period is displayed in a tooltip of charts.
PFPCS-4940 Axis Y label is incorrect when rebate type is volume.
PFPCS-4923 Rebate values are incorrect when Target For is set to Annual.
PFPCS-4914 Rounding to decimals is missing in rebate records.
PFPCS-4913 Single Increment Growth Amount/Percent - Rebate Forecast calculation is incorrect.
PFPCS-4911 Rebate header texts require corrections.
PFPCS-4910 Incorrect baseline value was provided when the payment period is not Monthly.
PFPCS-4865 defaultRebateFieldName was updated in configManager.
PFPCS-4594 YTD By Rebate Type Dashboard - The "To" date should show today instead of the end of the month.
PFPCS-4593 Rebate Agreement Dashboard - Rebate is displayed empty when a Rebate Record is approved.
PFPCS-4591 Customer Rebate Dashboard - A message "ERROR(@497): Cannot access first() element from an empty List" is displayed for date inputs.
PFPCS-4576 Rebate Agreement Dashboard - Incorrect value is displayed in YTD Rebate By Time Period.
PFPCS-4575 Customer Rebate Dashboard - A title is missing when having empty data in the Datamart.
PFPCS-4574 Customer Rebate Dashboard - Incorrect value displayed in a chart.
PFPCS-4491 Rebate Agreement Dashboard - Incorrect value displayed if not found end date.
PFPCS-4468 YTD By Rebate Type Dashboard - Forecast Rebate name is swapped in the Value input.
PFPCS-4463 Rebate Agreement Dashboard - Wrong Axis X value is displayed for chart YTD Rebate.
PFPCS-3724 YTD By Rebate Type Dashboard - Currency sign is displaying incorrectly.
PFPCS-3717 Message "ForecastBaselineValue [via Util] : ERROR(@1364): Division undefined" is shown.
PFPCS-3418 Deployment script (step.json) validation failed.
PFPCS-3372 Customer Rebate dashboard - Date From, Date To, Customers,... are visible in the "Add

Portlet" menu.

[PFPCS-3371](#) Rebate Agreement Dashboard - Texts overlap in YTD Rebate chart.

[PFPCS-3370](#) Dashboards - Time Period and Constants are visible in the "Add Portlet" menu.

[PFPCS-3358](#) Dashboards - Some values are not compliant with the US number formatting style.

[PFPCS-3352](#) Dashboards - Highchart credits are displayed in the corner of portlets.

[PFPCS-3251](#) End Date is included when we get value for the Previous period.

[PFPCS-3191](#) Average Method - Incorrect value displayed in This Year's Quantity Forecast Table/Chart on the header.

[PFPCS-3190](#) Average Method - Incorrect value displayed in Accrual Comparison Chart on the header.

[PFPCS-3180](#) The revenue value of volume rebate types is included in This Year's Sales Forecast Table /Chart on the header.

[PFPCS-3138](#) YTD By Rebate Type Dashboard - Redundant EUR is shown in a tooltip.

[PFPCS-3108](#) Accrual Comparison Chart - Total value on Header is not equal to the total of all line items.

[PFPCS-3082](#) Forecast Type, Accrual Method and Sales Goal Increase % fields are missing in results when calculating in Rebate Record detail.

[PFPCS-3080](#) Accrual Method and Forecast Type displayed with dashes instead of whitespace in Rebate Records.

[PFPCS-3079](#) Accrual Forecast Baseline Value and Accrual Forecast are incorrect in Rebate Records for each time period.

[PFPCS-3066](#) Documentation is missing information that Rebate Record calculation can be switched to incremental mode.

[PFPCS-3064](#) Accrual Forecast - The value is not aligned and whitespace is missing in a tooltip.

[PFPCS-3063](#) Seasonal Naive - Incorrect value is shown in This Year's Sales Forecast Table/Chart.

[PFPCS-2999](#) payoutDays variable is String type instead of Integer.

[PFPCS-2853](#) Error occurs if the user inputs a wrong value type.

[PFPCS-2852](#) Previous Sales Goal Increase % is displayed when switching Accrual Method.

[PFPCS-2851](#) Planned Accrual is not correct in the Accrual Comparison chart on the header.

[PFPCS-2838](#) Average Method does not provide results.

[PFPCS-2832](#) Last Year description was shown instead of Last 12 Months.

[PFPCS-2734](#) Rebate Detail output shows incorrect results if the end date is less than half a year and the Payment Period is Semi-Annually.

Rebate Manager 1.1.2

Bugs

[PFPCS-2721](#) Display Customer Rebate Dashboard portlets

[PFPCS-3050](#) Update deployment script to fix validation of PlatformManager for Rebate Manager accelerator

Rebate Manager 1.1.1

Tasks

[PFPCS-2422](#) Set up autopublishing for Rebate Manager accelerator

[PFPCS-2581](#) Introduce automatic package version updating

Rebate Manager 1.1.0

- [Fixed Bugs](#)
- [Tasks](#)
- [Improvements](#)

Fixed Bugs

[PFPCS-1182](#) Duplicate Target line in PDF RA Template

[PFPCS-1191](#) Customer Rebate Dashboard_Not show chart if the time range is 366 days

[PFPCS-1213](#) Customer Rebate Dashboard_Incorrect previous baseline value, quantity if current year don't have that data

[PFPCS-1244](#) Customer Rebate Dashboard_Show 0 on axis X time period

[PFPCS-1287](#) Incorrect when calculating YTD Rebate by Rebate Type dashboard

Tasks

[PFPCS-1211](#) Update revised PDF rebate report

[PFPCS-1282](#) Change label of YTD by Rebate Type dashboard

Improvements

[PFPCS-1151](#) Could Not generate PayTo if CustomerSelection = "Line Item Level" in AP setting and CustomerSelection = "Header Level" in rebate type

[PFPCS-1173](#) Remove default value in rebate type attributes

[PFPCS-1183](#) Stepped Amount_Target is not sorted in PDF RA Template


[PFPCS-1190](#) RA dashboard_Show No data to display for Rebate 2020

[PFPCS-1245](#) Change calculation of % Baseline value, Quantity, Rebate

[PFPCS-1290](#) RA Dashboard_Change calculate for YTD Rebate 2020 chart

Note: For every deployment, you should go to Classic UI Administration Dashboards choose rebate dashboards settings refresh the logic and click Save. Then Unity will be updated with a new deployment.

Archive of Documentation

File	Modified
 AccelerateRebateManagementPackage_1.2.0.pdf	Nov 02, 2021 by Jana Volencova

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