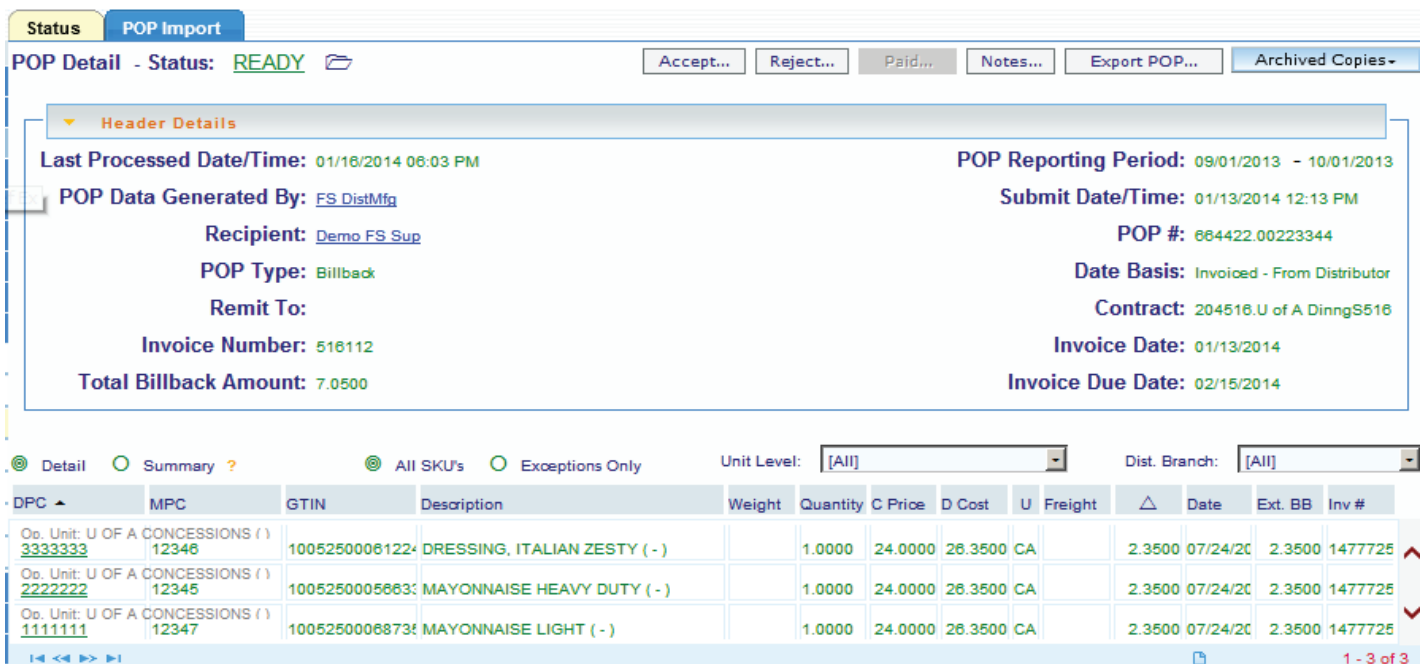# The Simple, Accurate, and Cost Effective Way to Manage Rebate Claims

Rebates are an inherent component of any manufacturer's relationship with their distribution network, creating incentives that drive sales of key products. Unfortunately, managing rebates and the resulting billback claims creates a number of time-consuming and error-laden tasks for all parties. The iTradeNetwork Enhanced Billback Solution addresses these challenges by acting as the digital intermediary between trading partners, ensuring data standards and accuracy, and helping to eliminate many of the manual tasks typically associated with claims processing and verification.

Key Features

> Fully integrated solution for automating key billback processes

> Timely and accurate delivery of billback reports in standard format (EDI 867)

> Regular synchronization of distributor and manufacturer's catalogs to ensure accuracy

> Automatic rendering of line item information using manufacturer's attribution

> Any time cloud access for viewing, editing and processing billback claims

> Automatic routing of approved claims to accounts payable

> Ability to compare contract terms and actual sales data, quickly identify and reconcile line item discrepancies, print reports on demand, and share data with third party brokers in real time

"iTradeNetwork's Enhanced Billback Solution helped us to simplify and automate our most unwieldy financial processes with a simple, cost-saving solution."

- Brad Dowie, *Trade Marketing Manager at Ocean Spray*

Advantages for Manufacturers

> Fully Brandable User Interface

> Fully Localizable User Interface

> Two-Way Messaging (Units/Admin)

> Multiple-Account Shopping Cart

> Product Changes/Substitutions

> User-definable Classifications

> Receive against POs / Confirmations / Invoices

> Catalog and Order Guide Support

> Easy Product Management: Product Substitution, Product Attributes, Order Guide Management, GDSN/GTIN

Advantages for Distributors

> Simplifies and standardizes delivery of billback reports to manufacturers

> Cost effective delivery of billback claims replaces manual process

> Improves billback efficiencies so you will quickly receive accurate rebates

> Reduces strain on financial teams who deal with late or inaccurate rebates

> Improves accuracy of rebate claims payments

How it Works

1. Manufacturers and distributors each connect to iTradeNetwork. Simply connect once using your existing applications, data formats, and business workflows. (Existing iTradeNetwork customers can bypass this step.)

2. Distributor makes a rebate claim and submits a billback report (EDI 867) via iTradeNetwork.

3. Billback reports are automatically received, verified, and added to manufacturer's iTradeNetwork Enhanced Billback module. Distributor product ID codes are automatically mapped to manufacturer's codes to further simplify processes.

4. Claims are accessible via the iTradeNetwork Enhanced Billback module user interface anytime and on any device. Trade spend staff can quickly compare claims with contracts and actual sales data to ensure accuracy of claims.

5. Discrepancies can be easily identified and addressed, either directly by manufacturer or a third-party processing partner.

6. Once a claim has been verified, a rebate payment can be requested via integration with the accounts payable application of choice.

iTradeNetwork Trade Spend Solutions

iTradeNetwork offers the industry's most efficient solutions for trade spend management. In addition to the Enhanced Billback Solution, iTradeNetwork also offers a Trade Spend Data Management solution aimed at improving the effectiveness of trade spend programs. The iTrade Trade Spend Data Management solution provides clean, timely data to enable efficient management of trade spend programs. It accelerates data handling processes, increases data accuracy, reduces disputes, and lowers program operations costs. In a timely manner, iTrade Trade Spend Data Management provides the accurate information needed by contract management applications.