



Data Sheet

myridas™

SALES RETROSPECTIVE DISCOUNTS

Customer incentives come in many forms and need to be appropriate to individual trading circumstances. For some customers, particularly those who are buying regularly but in small amounts, it is often more practical to incentivise them over a period of time by providing a retrospective discount plan that will allow the customer to achieve a cumulative discount. The plan may be related to individual product volumes or overall turnover. Sometimes referred to also as 'Customer Earned Rebates' this Myridas module allows for the management and monitoring of these plans.

Key Features

Flexible Discount Plans and Schedules

Sales retrospective discount plans and schedules can be configured to cover qualifying time periods. Discounts may be applied to individual items or to groups of items. These can be assigned to ranges of customers or even at individual address

level to provide maximum flexibility.

Discount Parameters

Discounts may be given irrespective of volume or value of purchases. On the other hand it is also possible to build plans with staged targets based on either volume or value. These may relate to individual items or to item groups. The discounts themselves may be 'value off' or 'percentage off'.

Automated Update Routines

A single separate routine allows the current sales retrospective discount position to be updated regularly from the latest sales transactions, both invoice and credit. Further routines allow for the opening and closing of qualifying periods and for the purging of completed plans.

Progress Monitoring

Enquiries and reports allow for easy access to all levels of information, from a detailed view of a single customer's latest position through to a summary of the overall potential company liability against accrued sales retrospective discounts.

Application Power

Manage Complex Plans and Schedules

Demand for sales retrospective discounts often originate from the customer

themselves. Larger corporate customers may dictate the ways in which they wish to see these arrangements structured. The module is designed to be flexible enough to meet a range of needs that may differ widely from customer to customer.

Accrue for Discount Liability

Potential discount liability can fluctuate dramatically depending upon whether or not customers hit specified targets within qualifying periods. Automated sales retrospective discount management within the core product enables financial controllers to make informed and accurate predictions of potential liability.

Monitor True Profitability

Accruing for retrospective discount liability within the core system facilitates the analysis of true customer profitability over a period of time.