

# Rebates Guidelines

## Guidelines for input by Account Managers

Opportunity  
SQ\_DEVILLE OUEST PLASTIQUE/2021-9-10/195866

Details Chatter **Select Qty And Define Price** Business Service Related

Configure, price and quote Add Product

	Value		Justification		Approval		
	Standard Payment Term	Deviated Payment Term	Rationale	Justification Comment	Approval Status	Payment Terms Approver	Approver Comment
Payment Term	30d InvD - N030	-None-	-None-		No Approval Needed		

Rebates

Account Managers now have the possibility to add a rebate to the Quote

- Rebates should be used on an **exception basis** - when the commercial situation requires it
- Rebate are systemically & automatically **notified** to relevant RMDs
- **4 critical information** need to be imputed for the rebate to be taken into account (in the Quote 'Rebate' field)
  - **Products** (Level 5) in scope of the rebate
  - **Volume threshold** as from which rebate should be applied (e.g. above 10 000 tonnes)
  - **Reduction** applied in currency / UoM (e.g. EUR / KG) or %
  - **Dates** from when & until when the rebate should be applied