

Rebates Guidelines

Guidelines for input by Account Managers

Opportunity
SQ_DEVILLE OUEST PLASTIQUE/2021-9-10/195866

+ Follow New Note Edit Change Owner

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

Configure, price and quote Add Product

Payment term & Rebates

	Value		Justification		Approval		
	Standard Payment Term	Deviated Payment Term	Rationale	Justification Comment	Approval Status	Payment Terms Approver	Approver Comment
Payment Term	30d InvD - NO30	-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