



Rebate Forecasting & Management Software

Wazee Group, LLC

600 17th St., Suite 2800 South

Denver, CO 80207

303.634.2250

www.wazeegroup.com



Introduction

Wazee Group has developed the Rebate Forecasting & Management (RFM) tool that allows companies to easily and accurately manage their rebate programs. This software increases the accuracy of the forecasts, simplifies the data entry tasks, and offers greater insight into the rebate domain. This system allows:

- **Greater forecast accuracy.** By capturing the contracts and the underlying pricing rules, the system performs calculations on the building and products/services data to produce precise forecasts.
- **Increased productivity.** The system guides the users through the necessary steps to create and maintain the business data. It also minimizes the steps that require human interaction.
- **Consolidated business data.** The system supports the activities for the forecasting of the rebates, the invoicing of the rebates, and the receiving of payments for the invoices. By supporting the major activities, the business data may be consolidated and interlinked.
- **Diverse and unique insights.** The system supports multiple and diverse reports that increase the understanding of the rebate program and, ultimately, leads to increased profits.



Overview

The current version of the tool consisted of the following major components:

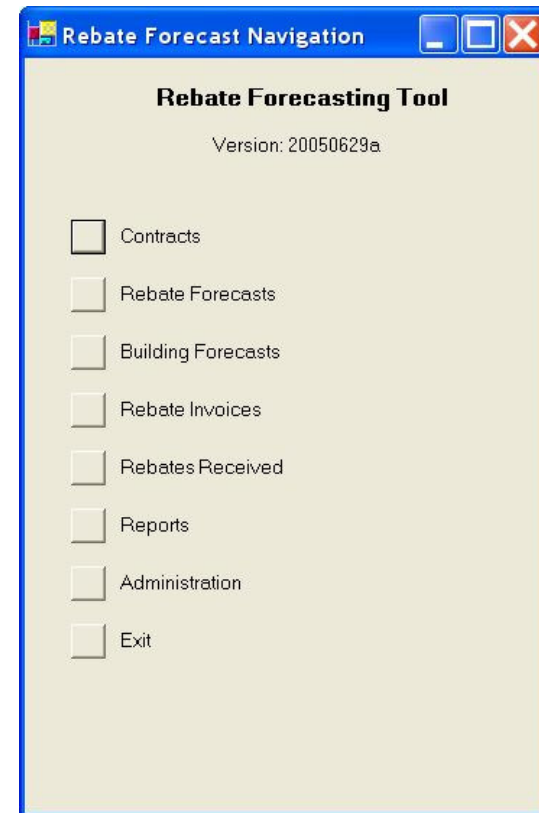
- **Contracts:** A contract represents the rules and conditions for the rebate between the client and a vendor. The rules and calculations expressed in the contract can range from simple bulk rebates to complex, multi-tier, multi-product coverage over geographical dispersed areas.
- **Building Data:** This information represents the quantity and types of building to be performed over the next 12 months.
- **Product/Service Usage:** This data represents the usage of products and services of each vendor for the next 12 months. Since the usage varies over geographical areas, the data is specific to each of the major markets.
- **Invoices:** As the forecasts become actual rebates over the course of the forecast periods, invoices are generated and sent to the vendors.
- **Payments:** Payments of the rebate invoices are also tracked in the tool.
- **Reports:** The most important component is the reporting capabilities. By consolidating all of the business data, rebates may be calculated, compared with actual values, and tracked against invoices and payments.



Walkthrough

The navigation menu consists of the major sections of the tool:

- **Contracts**
- **Rebate Forecasts**
- **Building Forecasts**
- **Rebate Invoices**
- **Rebates Received**
- **Reports**
- **Administration**



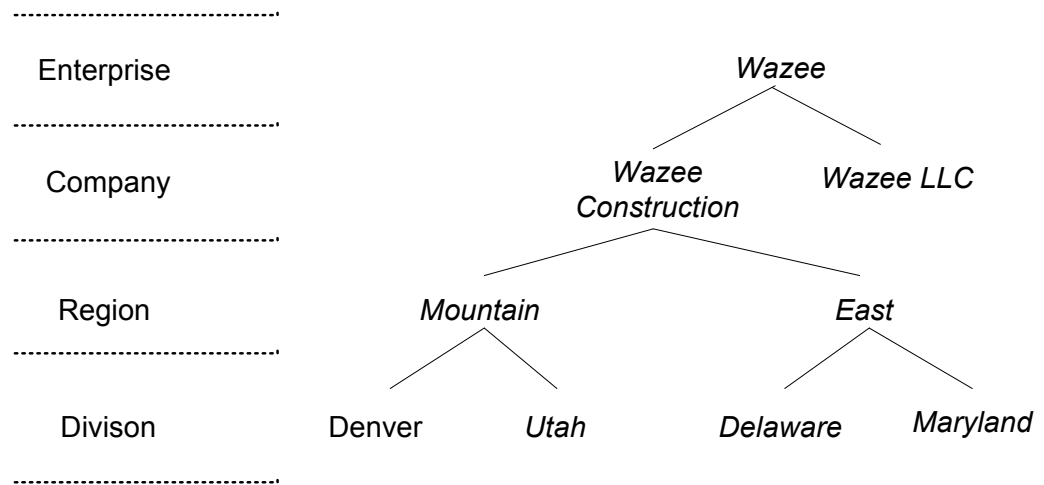


Organization Hierarchy

A key concept used throughout the tool is the organization hierarchy.

Contracts, forecasts, invoices, receivables, and reporting rely on this hierarchy to manage large scale rebate programs.

There are four levels with the Enterprise at the highest and the Division at the lowest.





Contracts

A contract represents the rebate terms and conditions for a specific vendor. A contract consists of:

- The parts of the organization to be included (Division Participation).
- The products that are covered (Product Participation).
- The calculations used in generating the rebate amount (Product Usage Calculations).
- Rebates that are not tied to product usage (Bulk Rebates).

The screenshot shows the 'Edit Contract' window with the following sections:

- Contract Name:** Appliances
- Supplier:** GE Appliances
- Roles:** Manufacturer
- Coverage:** All Markets
- Start Date:** 1/1/2003
- End Date:** 12/31/2008
- Forecast End Date:** 12/31/2008
- Status:** Signed Active
- Special Consideration:** ☐
- Division Participation:** A table listing divisions and regions.

Corporate	Company	Region	Division
Wazee	Wazee Construction	East	Central Virginia
Wazee	Wazee Construction	East	Delaware
Wazee	Wazee Construction	East	Maryland
Wazee	Wazee Construction	East	North Virginia
Wazee	Wazee Construction	East	South Virginia
Wazee	Wazee Construction	East	West Virginia
Wazee	Wazee Construction	Mountain	Amarillo
Wazee	Wazee Construction	Mountain	Chicago
Wazee	Wazee Construction	Mountain	Denver
Wazee	Wazee Construction	Mountain	North Colorado
- Product Participation:** A table listing products.

Trade	Category	Product	Product Name
Finish	Appliances	Appliances	Appliances
- Product Usage Calculations:** A table listing calculations.

Name	Type	Basis	Tier
Appliances/Home - rebate	Contract Volume Houses	Starts	Percent Spend
Appliances/% of Spend - rebate	Contract Volume Spend	Starts	Percent Spend
Appliances - Marketing	Contract Volume Spend	Starts	Percent Spend
- Bulk Rebates:** A table listing rebates.

Date	Amount	Funding Type	Baseline
------	--------	--------------	----------



Contract - Calculations

A calculation represents one of the algorithms for generating a portion of the rebate amount with the contract.

A calculation may be based on per product unit, per house, total houses, total units, or total cost.

All or a subset of the divisions in the contract may participate.

All or a subset of the products may participate.

Tiers may be created that specify different amounts over different time spans.

Name: Appliances/Home - rebate Tier Type: Percent Spend

Type: Contract Volume Houses Set Constraint: Exclusive

Basis: Starts ☒ Retroactive

Funding Type: Rebate

Available Divisions

Corporate: Wazee

Company: Wazee Constru, Wazee LLC

Region:

Division:

Divisions In Calculation

Corporate	Company	Region	Division
Wazee	Wazee Constru	East	Central Virgin
Wazee	Wazee Constru	East	Delaware
Wazee	Wazee Constru	East	Maryland
Wazee	Wazee Constru	East	North Virgin
Wazee	Wazee Constru	East	South Virgin
Wazee	Wazee Constru	East	West Virgin
Wazee	Wazee Constru	Mountain	Amarillo
Wazee	Wazee Constru	Mountain	Chicago
Wazee	Wazee Constru	Mountain	Denver
Wazee	Wazee Constru	Mountain	North Color
Wazee	Wazee Constru	Mountain	South Color
Wazee	Wazee Constru	Mountain	Utah
Wazee	Wazee Constru	South	Dallas
Wazee	Wazee Constru	South	Houston
Wazee	Wazee Constru	South East	Jacksonville
Wazee	Wazee Constru	South East	Tampa
Wazee	Wazee Constru	West	Inland Empir
Wazee	Wazee Constru	West	Irvine
Wazee	Wazee Constru	West	Los Angeles

Select All Unselect All

Available Products

Trade	Category	Product	Product Name
-------	----------	---------	--------------

Products In Calculation

Trade	Category	Product	Product Name
Finish	Appliances	Appliances	Appliances

Tiers

Product Name	Start Date	Lower Limit	Upper Limit	Value
Appliances	1/1/2003 12:00:	0	8749	10
Appliances	1/1/2003 12:00:	8750	9999	10.5
Appliances	1/1/2003 12:00:	10000	11249	11
Appliances	1/1/2003 12:00:	11250	12499	11.5
Appliances	1/1/2003 12:00:	12500	13749	12
Appliances	1/1/2003 12:00:	13750	14999	12.5

Edit Add Delete

Done



Contract – Bulk Rebates

A bulk rebate is a payment that is not tied to product or service usage.

A bulk rebate is applied to one or more divisions in a contract with either a uniform or weighted distribution.

The 'Edit Bulk Rebate' window contains the following fields and controls:

- Date:** 12/01/2004
- Amount:** 15000
- Funding Type:** Marketing (dropdown)
- Distribution Type:** Uniform (dropdown)
- Description:** (text field)
- Baseline:** ☐

Available Divisions:

- Corporate:** Wazee
- Company:** Wazee Constru, Wazee LLC
- Region:** East, Mountain, South, South East, West
- Division:** (empty list)

Divisions In Distribution:

Corporate	Company	Region	Division
Wazee	Wazee Construction	East	Central Virginia
Wazee	Wazee Construction	East	Delaware
Wazee	Wazee Construction	East	Maryland
Wazee	Wazee Construction	East	North Virginia
Wazee	Wazee Construction	East	South Virginia
Wazee	Wazee Construction	East	West Virginia

Buttons: Select All, Unselect All, Save, Cancel



Building Forecast

Building forecast represents the amount of building to be performed in the next 12 months.

This data represents the number of starts, closes, model starts, and model closes at the division level.

The numbers can be baselined (i.e. locked from changes) so the initial estimates can be tracked against actuals thorough the forecasting period.

Find Period:

Name	Start Date	End Date
2004-Q4	10/1/2004 12:00	12/31/2004 12:00
2005-Q1	1/1/2005 12:00	3/31/2005 12:00
2005-Q2	4/1/2005 12:00	6/30/2005 12:00
2005-Q3	7/1/2005 12:00	9/30/2005 12:00

Add Period

Building Forecasts

Division	Baseline Lock	Baseline Start	Baseline Model	Baseline Total Starts	Baseline Closes	Baseline Model Closes
Central Virginia	<input checked="" type="checkbox"/>	161	3	164	113	
Delaware	<input checked="" type="checkbox"/>	69	1	70	14	
Maryland	<input checked="" type="checkbox"/>	153	3	156	81	
Mid-Atlantic	<input type="checkbox"/>	0	0	0	0	
North Virginia	<input checked="" type="checkbox"/>	118	2	120	105	
South Virginia	<input type="checkbox"/>	0	0	0	0	
West Virginia	<input checked="" type="checkbox"/>	19	0	19	21	
Amarillo	<input checked="" type="checkbox"/>	186	4	190	154	
Chicago	<input checked="" type="checkbox"/>	112	2	114	29	
Colorado Spring	<input type="checkbox"/>	0	0	0	0	
Denver	<input checked="" type="checkbox"/>	245	5	250	185	
North Colorado	<input checked="" type="checkbox"/>	186	4	190	150	
South Colorado	<input checked="" type="checkbox"/>	155	3	158	124	
Utah	<input checked="" type="checkbox"/>	224	4	228	238	
Dallas	<input checked="" type="checkbox"/>	147	0	147	128	
Houston	<input checked="" type="checkbox"/>	165	0	165	164	
Florida	<input type="checkbox"/>	0	0	0	0	

Lock All Baselines

Done



Rebate Forecast

To generate a rebate forecast, the product usage is entered by importing a spreadsheet or through the Rebate Forecast screen. The product usage covers units per house, spend per unit, and market share. Once the usage data is entered, the calculations are applied and the rebate amounts generated.

Edit Rebate Forecast

Name: 2005 Forecast Period: 2005-Q1 Division: Amarillo

Rebate Forecasts

Supplier	Contract	Product Name	Baseline Lock	Units Per House	Spend Per Unit	Spend Per House
A.O. Smith /	Water Heater	Water Heaters	<input type="checkbox"/>	1	0	0
A+ Affordabl	New Contract	Installation	<input type="checkbox"/>	1	0	0
Advent	Structured Wi	Dish Network System	<input type="checkbox"/>	1	0	0
Advent	Structured Wi	Residual Security	<input type="checkbox"/>	1	400	400
Advent	Structured Wi	Package	<input type="checkbox"/>	1	400	400
Alder Corpora	Architectural	Interior Trim (labor)	<input type="checkbox"/>	1	0	0
Alside	Vinyl Siding a	Aluminum Soffit	<input type="checkbox"/>	1	0	0
Alside	Vinyl Siding a	Vinyl Siding and Soffit	<input type="checkbox"/>	1	0	0
Alside	Vinyl Siding a	Vinyl Soffits	<input type="checkbox"/>	1	0	0
Amarr	Garage Door	Standard	<input type="checkbox"/>	1	0	0
American HW	Water Heater	Water Heaters	<input type="checkbox"/>	1	0	0
Andersen Win	Andersen Win	Storm Door	<input type="checkbox"/>	1	0	0
Andersen Win	Andersen Win	Patio Door	<input type="checkbox"/>	1	0	0
Andersen Win	Andersen Win	Windows	<input type="checkbox"/>	1	0	0
Ankmar	Garage Doors	Opener-Standard	<input type="checkbox"/>	1	0	0
Ankmar	Garage Doors	Clad Panel	<input type="checkbox"/>	1	0	0
Ankmar	Garage Doors	Steel	<input type="checkbox"/>	1	0	0
Arizona Tile	Flooring	Ceramic Tile	<input type="checkbox"/>	1	0	0
Arizona Tile	Flooring	Granite & Marble	<input type="checkbox"/>	1	0	0

Lock All Lock Period Lock Division Done



Invoices

An invoice represents a rebate amount for a contract and time period.

The invoice is partitioned by the type of rebate (Marketing, Residual, etc) and division.

The initial values are derived from the rebate forecast but can be changed by the user.

All changes to the invoices are recorded for tracking purposes.

The screenshot shows a software window titled "Edit Invoice". It contains several input fields for invoice details:

- Invoice Name: 2004-Q4-Feb
- Contract: Appliances
- Supplier: GE Appliances
- Period: 2004-Q4
- Request Date: 3/16/2005
- Resent Date: (empty)
- Write Off: ☐
- Estimate: ☐
- Apply Forecasts: (button)
- Invoice Amount: 184719.61
- Remaining Amount: 0

Below these fields is a tabbed interface with the following tabs: Rebate, Conversion, Marketing, Indirect Spend, Price Protection, Comments, Collections, Model Home, and Residual. The "Rebate" tab is selected.

Under the "Rebate" tab, there is a table with two columns: "Division" and "Amount".

Division	Amount
► Sacramento	4054.01
San Diego	4788.12
San Francisco	14945.2
South Colorado	5450.99
South Virginia	0
Tampa	0
Tucson	10966.45
Utah	8483.04
West Virginia	1378.11
Central Virginia	9878.65
Chicago	13.88
Dallas	3993.85
Delaware	0
Denver	17941.36
Houston	4165.53
Amarillo	2615.72
Inland Empire	0
Irvine	0.09

To the right of the table, there is a field labeled "Invoice Subtotal:" with the value 184719.61.

At the bottom of the window is a "Done" button.



Receivables

A receivable is a payment by the vendor against a rebate invoice.

The payment is distributed by the rebate type and the division.

All changes to the receivables are recorded for tracking purposes.

Edit Receivable

Name: 2004-Q4-Feb Check Number: 7215205
Date: 3/10/2005 ☐ Receivable Locked
Received Amount: 184719.61 Remaining Amount: 0

Invoices Rebate Marketing Conversion Indirect Spend Model Home Price Protection Residual Comments

Division	Invoice Amount	Received Amount
▶ Amarillo	2615.72	2615.72
Central Virginia	9878.65	9878.65
Chicago	13.88	13.88
Dallas	3993.85	3993.85
Delaware	0	0
Denver	17941.36	17941.36
Houston	4165.53	4165.53
Inland Empire	0	0
Irvine	0.09	0.09
Jacksonville	10810.57	10810.57
Los Angeles	5559.84	5559.84
Maryland	7170.03	7170.03
Nevada North	7950.76	7950.76
Nevada South	22364.4	22364.4
North Colorado	5769.66	5769.66
North Virginia	9290.8	9290.8
Phoenix Central	14893.54	14893.54
Phoenix East	12235.01	12235.01
Phoenix West	0	0
Sacramento	4054.01	4054.01
San Diego	4788.12	4788.12
San Francisco	14945.2	14945.2
South Colorado	5450.99	5450.99
South Virginia	0	0

Invoice Subtotal: 184719.61
Received Subtotal: 184719.61

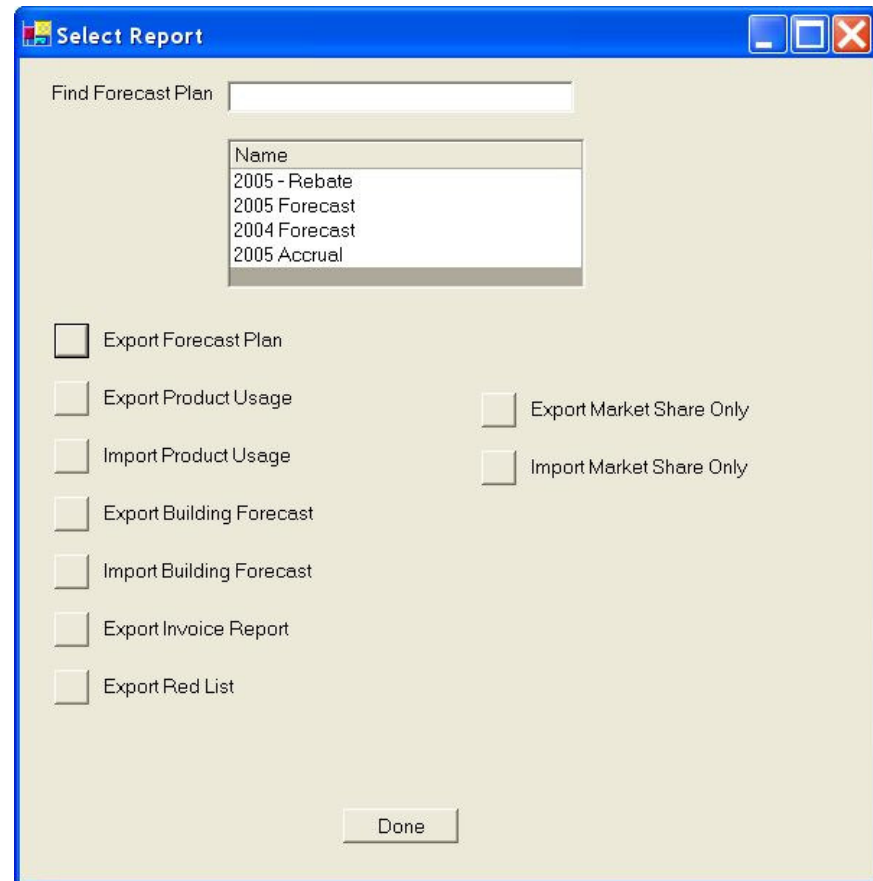
Save Cancel



Reports

Several reports are available along with import/export utilities to ease data loading.

The key reports include the Forecast Plan, Invoice, and Red List.





Report – Forecast Plan

The Forecast Plan Report contains the rebate forecasts by product, rebate type, and basis (Closes, Starts). The data includes percent market share, percent usage, baseline rebate, current amount, invoice amount, and received amount.

The report also contains an aggregate view at each level in the organization hierarchy.

Microsoft Excel - RebateForecast2005.xls									
Type a question for help									
A20									
	A	F	G	H	I	J	K	L	M
1	WAZEE								
2	SUPPLIER REBATE REPORT								
3	2005 Forecast			2004-Q4					2005-Q1
4				Baseline	Forecast				Baseline
5			Closes	4435	4435				3219
6			Starts	2757	2759				4478
7			Models	83	86				63
8	Product Usage: Conversion								
9	Supplier	Name	Basis	% Market Share	% Usage	Baseline	Forecast	Invoiced	Received
10	Closet Maid	Wire Shelving	Closes	12.3%	100.0%	2725	2725		
11	GE Supply	Circuit Breaker and Load Center	Starts	5.8%	100.0%	1297	1297		7.3%
12			SubTotal			4022	4022		
13			Average Per House (Closes)			1	1		
14			Average Per House (Starts)			1	1		
15									
16	Product Usage: Indirect Spend								
17	Supplier	Name	Basis	% Market Share	% Usage	Baseline	Forecast	Invoiced	Received
18			SubTotal						
19			Average Per House (Closes)						
20			Average Per House (Starts)						
21									
22	Product Usage: Marketing								
23	Supplier	Name	Basis	% Market Share	% Usage	Baseline	Forecast	Invoiced	Received
24	GE Appliances	Appliances	Spend	99.6%	100.0%	17581	17581		99.9%
25	McCormick Paint	Paint	Starts	7.9%	100.0%	9495	9495		6.4%
26	Glen-Gery Brick	Brick	Starts	6.9%	24.1%	0	0		8.6%
27	Dow Building Materials	(Housewraps) Styrofoam Brand V	Starts						0.1%
28	Dow Building Materials	(Blueboard) Styrofoam Brand Ext	Starts	2.3%	100.0%	384	384		2.8%
29			SubTotal			27460	27460		
30			Average Per House (Closes)			6	6		
Enterprise / Wazee Construction / Mountain / Denver / Amarillo / North Colorado / South Colorado / UI									



Report – Invoice

The Invoice Report contains the baseline, current, invoiced, and received amounts by product, rebate type, contract, and period. The report also contains an aggregate view at each level in the organization hierarchy.

Microsoft Excel - InvoiceReport.xls										
Type a question for help										
A14										
A	B	C	D	E	F	G	H	I	J	K
1	Wazee									
2	SUPPLIER REBATE REPORT									
3	2005 Forecast	2005-Q1					Annual			
4		Baseline	Forecast				Baseline	Forecast		
5	Closes	3219	3219				3219	3219		
6	Starts	4478	4478				4478	4478		
7	Models	63	63				63	63		
8	Product Usage: Conversion									
9	Supplier	Contract	Baseline	Forecast	One Time	Invoiced	Received	Baseline	Forecast	One Time
10	Square D Electrical Products	Surge Breakers, Load Centers, A/C Disconnects	0	0	0	7500	0	0	0	0
11		SubTotal	0	0	0	7500	0	0	0	0
12		Average Per House (Closes)	0	0	0	2	0	0	0	0
13		Average Per House (Starts)	0	0	0	2	0	0	0	0
14										
15	Product Usage: Indirect Spend									
16	Supplier	Contract	Baseline	Forecast	One Time	Invoiced	Received	Baseline	Forecast	One Time
17		SubTotal								
18		Average Per House (Closes)						0	0	0
19		Average Per House (Starts)						0	0	0
20										
21	Product Usage: Marketing									
22	Supplier	Contract	Baseline	Forecast	One Time	Invoiced	Received	Baseline	Forecast	One Time
23	Atrium Windows	Windows	0	0	0	13750	13750	0	0	0
24	Bedrosian	Tile & Stone	0	0	3570	2500	0	0	0	3570
25	Dal Tile	Ceramic, Porcelain, Stone - Tile/Countertops	0	0	0	1250	0	0	0	0
26	Dupont	Corian	0	0	0	25000	0	0	0	0
27	GE Appliances	Appliances	24379	24379	0	159118.27	0	24379	24379	0
28	Liftmaster - Chamberlain Group	Garage Door Opener	0	0	2864	5000	0	0	0	2864
29	MASCO	MASCO - Delta	0	0	0	200000	0	0	0	0
30	Professional Paint	Paint	0	0	0	15000	0	0	0	0
Enterprise / Wazee Construction / Mountain / Denver / Amarillo / North Colorado / South Colorado / UI										



Report – Redlist

The Redlist Report contains the current state of the vendors with respect to their invoices, payments, past due amounts, and written off amounts.

Microsoft Excel - redlist2.xls

File Edit View Insert Format Tools Data Window Help

Type a question for help

A5 Created On: 6/17/2005

	A	B	C	D	E	F	G	H	I	J
1	Wazee									
2	RED LIST REPORT									
3	2005 Forecast									
4	1/1/2005 to 3/31/2005									
5	Created On: 6/17/2005									
6										
7										
8	SUMMARY									
9	Supplier	Contract	Estimate Invoice	Actual Invoice	Total Invoice	Past Due Invoice	Total Received	Total Outstanding	Written Off	Re
10	A.O. Smith / State	Water Heaters	0	10820.5	10820.5	12520.5	0	23341	0	2/9
11	Advent	Structured Wiring	0	3790.92	3790.92	0	0	3790.92	29.75	3/2
12	Alside	Vinyl Siding and Soffit	0	21397	21397	0	21397	0	0	2/9
13	Amarr	Garage Door	0	1515	1515	0	1515	0	0	2/9
14	American HWH	Water Heaters	0	2037	2037	0	2037	0	0	2/9
15	Ankmar	Garage Doors & Openers	0	9075	9075	6436	15511	0	0	2/9
16	Ark Construction	Roofing Products and Lab	0	18295.2	18295.2	0	18295.2	0	0	2/1
17	Armstrong World Industries	Flooring	0	15905	15905	0	15905	0	0	2/1
18	Atrium Windows	Windows	0	52503.75	52503.75	0	52503.75	0	0	1/3
19	Baja Tile	Baja Tile	0	596.01	596.01	0	596.01	0	0	2/1
20	Barton Supply	SureVoid Products	0	2704.11	2704.11	0	2704.11	0	0	2/1
21	Baxter's Masonry	Brick, Stone & Stucco	0	150	150	0	150	0	0	2/1
22	Beam Industries	Central Vacuum	0	40	40	0	40	0	0	2/9
23	Bedrosian	Tile & Stone	0	9775	9775	0	0	9775	1600	3/3
24	Belle Maison Cleaning	Cleaning	0	2580	2580	0	0	2580	0	2/1
25	Beus Roofing	Roofing	0	1690	1690	0	0	1690	0	2/1
26	Blind Corners and Curves	Interior Window Covering	0	1188	1188	0	1188	0	12	3/1
27	BMC West	Lumber and Labor	0	29950	29950	0	29900	50	0	1/3
28	Boise Engineered Wood	Engineered Flooring	0	1700	1700	1400	3100	0	0	2/1
29	Bootz	Plumbing Fixtures	0	1227	1227	0	697.5	529.5	0	2/2
30	Bradford-White	Water Heater	0	14741.5	14741.5	0	14741.5	0	0	2/9
	Total	Funding								

Ready



Summary

The Rebate Forecasting and Management software increases the accuracy of the forecasts, simplifies the data entry tasks, and offers greater insight into the rebate domain. This tool allows:

- **Greater forecast accuracy.** By capturing the contracts and the underlying pricing rules, the system performs calculations on the building and products/services data to produce precise forecasts.
- **Increased productivity.** The system guides the users through the necessary steps to create and maintain the business data. It also minimizes the steps that require human interaction.
- **Consolidated business data.** The system supports the activities for the forecasting of the rebates, the invoicing of the rebates, and the receiving of payments for the invoices. By supporting the major activities, the business data may be consolidated and interlinked.
- **Diverse and unique insights.** The system supports multiple and diverse reports that increase the understanding of the rebate program and, ultimately, leads to increased profits.