



“Real-time invoice data extraction and automated statement upload”

**GPO Modules:**

- + GPO Rebates
- + GPO B2B Exchange
- + GPO Dashboard

**Key Suppliers & Re-distributors:**



# FOOD SERVICES

A member-owned buying group of Food Services distributors, contacted NEXTStep to add the capability to import supplier-provided sales & rebates statement data into their rebates management platform. Their existing manual data entry process was too time consuming and subject to inaccuracies caused by human error. They also wanted access to near real-time member purchasing data so that their management staff could proactively monitor and influence member purchases to capture time-sensitive promotional incentives and growth rebate bonus opportunities. Their GPO had to wait until the end of the reporting period before they could obtain critical sales data; resulting in several missed financial growth opportunities for their members.



NEXTStep upgraded their existing NEXTStep PRONet Rebates Management System to the new GPO Rebates platform, providing their administrative staff with the ability to directly import supplier statement spreadsheets “as-is” with minimal manual intervention. The result - a decrease in manual data entry errors and a reduction in data entry time from approximately 6 hours per supplier statement to less than 2-minutes.

NEXTStep also integrated the GPO B2B Exchange, allowing preferred suppliers to forward electronic EDI-810 invoices to GPO headquarters; enabling real-time access to more timely and accurate sales data. The data is being used to determine where the group or an individual member is against meeting a growth target, well before the opportunity has expired. New rebate growth reports have been developed with enhanced data visualization charting functionality; providing “easy-to-read” status indicators against a time-sensitive goal. The result - more program growth and less missed opportunities.

Today, the solution supports over 95 of our client’s preferred supplier food services programs, representing over \$200M in annual sales.



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NXT-Cloud® GPO Rebates has supported our client’s supplier rebate programs since 2008.

