



# JANITORIAL & SANITARY

An industry leading group of Janitorial-Sanitary distributors, contracted with NEXTStep to replace their legacy rebates management system with a new state-of-the-art platform. Their GPO represents several different buying groups and market sectors, totaling over 900 member companies. Over 185 preferred supplier programs were being managed by spreadsheet alone and needed a back-end data warehouse platform to manage their rebates administration, data analytics, and reporting processes.



Since 2008, NXT-Cloud® GPO Rebates has been the rebates management platform of choice for our client. GPO Rebates reduces the manual input of supplier-reported sales & rebate earnings data for each member company. Supplier statement spreadsheet have been individually mapped for quick & easy upload by their administrative staff into the data warehouse. Additionally, EDI-capable suppliers also forward individual member invoices, which are automatically uploaded into the data warehouse and used to validate/audit supplier statements against real-time invoice data.

The real-time invoice data is also used as a gauge to determine group-wide status against achieving the next rebate tier or special incentive goal. GPO Rebates enable management staff to quickly assess and proactively influence member purchases; especially when the next target is within reach or period expiring. Adding a real-time invoicing capability and the associated benefits of doing so, are only now be explored by GPOs. NEXTStep has the solution to implement this capability today!

Our client will soon be utilizing the “paperless-reporting” capability of the platform to auto-generate and distribute member rebate earning statements via e-mail; saving time and rebate administration costs.

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### GPO Modules:

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

### Key Suppliers & Redistributors



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NEXTStep client since 2008 supporting over 185 preferred supplier programs.

