



INDUSTRIAL PACKAGING

Our GPO client serving the Industrial Packaging industry needed a solution to replace their legacy rebates management platform. They desired to migrate years of historical spreadsheet data onto a modern database management system. They also wanted an internet-based reporting website, providing secure 24X7 access to group-wide data, business analytics functionality, and a robust collection of rebate management reports.



NEXTStep implemented GPO Rebates, providing a modern back-end data warehouse platform for the management of member purchasing data, preferred supplier sales, rebates earned, and associated membership fees. An online website was deployed providing rollup & drill-down data analytics and reporting functionality for both group headquarters and individual member company access.

The platform supports the auto-generation of specialized reports including: rebate earnings statements, monthly membership dues and conference fee statements, 18-month marketing allowance reports, supplier sales reports, annual rebate growth reports, late receivable reports, and more. NEXTStep also helped our client to migrate several years of historical data to their new GPO Rebates platform, supporting detailed year-over-year performance analytics and reporting.

GPO Rebates also provides our client's administrative staff with robust online administration tools supporting: accounts management, supplier statement data import, supplier rebate schedules & calculations, manual data entry overrides & adjustments, reporting period lockout, member discrepancy reporting, and more.

Today, the solution manages our client's 65 industrial packaging supplier programs, responsible for over \$100M in annual sales to their 250+ distributor members.

“A robust collection of GPO sales & rebate reports that are member-accessible 24x7 via a standard internet browser”

GPO Modules:

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

Key Suppliers:



NXT-Cloud® GPO Rebates supports rebates administration of \$100M+ in industrial packaging sales.



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