

Pricing, discounts, and rebates

Leverage purchase and trade agreements with vendors and customers to ensure that negotiated pricing, discounts, and rebates are fully realized.

Manage all trade obligations

It is common for businesses to use different teams to negotiate terms with suppliers and customers, implement negotiated terms during day-to-day operations, and monitor progress towards specific obligations made in exchange. As businesses scale, coordinating these teams' activities can be challenging, and many businesses find that negotiated terms are not fully realized as a result. To stay on top of this complexity, modern organizations need solutions capable of handling specialized trade obligations.

Dynamics 365 Supply Chain Management

Dynamics 365 Supply Chain Management's pricing, discounts, and rebates solution is available out-of-the-box for users of the Procurement and sourcing and Sales and marketing modules. The solution allows companies to utilize purchasing and trade agreements to ensure that volume and pricing commitments to vendors and customers are honored and realized according to the terms of their contracts.



Benefits

Reduce costs with preferred pricing

Ensure your organization purchases inventory at the best price in exchange for commitments to buy specific quantities or values.

Lock in value with automation

Automatically populate purchase and sales orders with payment and delivery terms specified in a purchase or trade agreement.

Review commitment performance

Easily monitor progress towards meeting purchase obligations with built-in fulfillment calculations.

Manage rebate programs

Create rebate agreements to administer end-to-end rebate programs with vendors and customers.

Key features

Create purchase and trade agreements

Use purchase agreements to commit your organization to buy or sell a specified quantity or amount.

Setup rebate agreements

Use rebate agreements to implement the negotiated terms and conditions under which the company qualifies for or offers rebates.

Automatically apply discounts, rebates, or charges

Setup and automatically apply special terms to purchase and sales orders.

Dynamics 365 allows companies to utilize purchase and trade agreements to realize negotiated terms and conditions across multiple purchase and sales orders with suppliers and customers.

