



# Minotaur Software Ltd.

*Reliable Software Solutions*

## Retail Marketing Programs

Minotaur Software's Retail Marketing Programs Module will assist you in tracking your rebate agreements with retailers. It tracks both off-invoice and accrued deductions. It can also track those type of programs which fall into neither category (for example your Volume Incentive), where you want to track the programs, but not accrue or deduct from invoice. Rebates can be accrued automatically, based on quantity or dollar sales.

The Retail Marketing Program allows you to enter as many Marketing Rebate Programs as you require into the system. You can indicate whether rebates should be calculated on a flat rate per item quantity (i.e. a case) or on a percentage of total merchandise sales. You will be able to assign the default Credit and Debit G/L accounts that the rebates are to be posted to. Customers can be assigned to a Rebate Marketing Agreement and individual customers can be given special rebate rates if they are different from the standard rates for this marketing agreement. You are able to use one rate for all sales or different rates based on item or item groupings. Reports indicate which rebates owed to various customers. Rebates can accrue in the General Ledger until they are paid out or can be deducted on each invoice generated.

### Rebate Rates

Sobeys	1.25%
Loblaws	1.50%
Cosco	1.50%
Walmart	1.55%

## Marketing Program Reconciliation and Reporting

The Marketing Rebate Program Tracking system has several standard reports enabling you to easily analyze these programs and pay out any rebates earned.

In addition, for retailers who prefer to deduct the rebate on each invoice issued, having the ability to automatically deduct these amounts at invoice generation and have this information flow through to the G/L and A/R subledger, will improve your receivables process and increase the ease with which these accounts are reconciled.

### Marketing Program List Report

Significant flexibility has been built into this report to allow you to run by customer or customer type, item or item category, in addition to specified Marketing Program(s). You can easily see what monies have been accrued or the level of sales achieved in the instance of volume rebates. The system will list all the entries in the Marketing Program Sub Ledger that meet the criteria chosen.

### GL Transaction Reporting

You will be able to do transaction level reporting for any of the general ledger accounts involved in the Marketing Program process. It will list in detail, all the transactions for every customer on that account, and then summarize the total by customer for that account at the end.

### Marketing Program Sub Ledger and Head Office Transfer

These reports will list customers, showing what you owe them for all programs combined, as of a selected date. In addition, monies owed can be easily determined for retailers with multiple ship to's and a consolidated billing location.

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