APTTUS

Rebate Management on Salesforce Summer 2019 Administrator Guide

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About Rebate Management

Rebates are a type of sales incentives that marketing managers use primarily as incentives or supplements to product sales. A rebate is an amount you or your company pays your customers to perform the following actions:

- Send a by-product to the customer after the purchase of the main product as a complimentary gift.
- Send a fixed amount as a refund for purchased products, in the form of cashback or cheque.

Your organization can work in conjunction with other retailers, partners, and manufacturers of the selected product to incentivize its sale with one or more rebates.

You can also create instant rebates and define several payout options including a paper check, a prepaid card that can be spent immediately without a trip to the bank, or even PayPal payout. You can also create a Rebate Agreement to negotiate the terms and conditions of the rebate.

You can now create such rebates and associated Rebate agreements using Apttus Rebate Management.

With Apttus Rebate Management, you have the following capabilities:

Capability	Details
Rebate Types	• Sales Transaction Based Rebates (Per Unit, %, Lump sum, Volume based, Revenue Based) • Marketing or other Milestone Based Incentives including MDFs.
Rebate Business Processes	• **Manage Rebate and MDF Guidance:** Setting up milestones templates or transaction based rebates that can be used as guidance or reference by the Sales team to negotiate Rebate Agreement. • **Negotiate MDF and Pricing Rebates in Rebate Agreements:** Capabilities to create rebate agreements with negotiated milestones, rebates, and milestone incentives, get internal approval and/or customer signatures. • **Calculate Estimated and Actual Rebate Payout**: Capability to calculated estimated payout during a payout period or to calculated final payout at the end of the period.
Other capabilities	• Rebate calculation based on transactions from Apttus Order Management or external Order Management Systems
Customize User Interface based on customer needs	• Configuration options to control the visibility and display order of fields on the pages. • Configuration settings and parameters to enable or disable different capabilities.

With Apttus Rebate Management, you can create rebates based on the measurements described in the following table.

Measurement	Function
Individual Transactions	• Fixed amount for each quantity sold. • % Rebate on price for each quantity sold.
Periodic Volume	Based on Total Quantity Purchased over a period (month, quarter) for a set of order lines meeting certain criteria for a given customer • Flat Rate based on total Volume during a period. • Variable Rate for different volume ranges during a period.
Periodic Revenue	Based on the total revenue of items purchased for a given period (month, quarter) for a set of order lines meeting certain criteria for a given customer • Flat Rate based on total Revenue during a period. • Variable Rate for different revenue ranges during a period.

This guide describes prerequisites, processes, and procedures you must complete to create, deploy, and use Apttus Rebate Management.

Rebate Management in the Quote-to-Cash process

The Apttus Quote-to-Cash process makes closing deals a highly effective and integrated process that you can manage across geographies and on the cloud.

With applications in the Apttus Quote-to-Cash suite, you can

- Increase your revenue and margins
- Reduce variations in your business process
- Increase speed and agility of every transaction
- Measure cycle time of a deal from opportunity through revenue recognition
- Track your actual revenue against the targets you set
- Identify and mitigate risky deals
- Increase up-selling and cross-selling opportunities
- Define, configure, and execute product promotions, and customer rebates

You can seamlessly integrate Apttus Rebate Management with the following applications in the Apttus Quote-to-Cash suite.

Application	Details
Apttus CPQ	Quotes created through Apttus CPQ can be directly converted to Apttus Orders, which can then be used to calculate any applicable rebates. In addition, Apttus Rebate Management leverages the pricing and rules framework on Apttus CPQ engine to provide ability to define and rate complex rebate programs.
Apttus eCommerce	Order captured through Apttus eCommerce becomes input transaction to evaluate and calculate rebates for the customers. Calculated rebates can then be displayed to the customer through eCommerce
Apttus Order Management	Order captured through Apttus Order Management becomes input transactions to evaluate and calculate rebates for the customers. System will also takes care of any changes to the order during its lifecycle.
Apttus Partner Commerce	Order captured through Apttus Partner Commerce becomes input transaction to evaluate and calculate rebates for the partners. Calculated rebates can then be displayed to the partners through eCommerce. Partner commerce can also be used to enable customers to review rebate agreements, submit rebate claims, review payout calculations and credits generated.

Application	Details
Apttus Contract Management	Rebate agreements are also contracts and Apttus Rebate Management foundation is build on Apttus Contract Management. Accordingly, all the standard contract management capabilities are also available for the Apttus Rebate Agreements. In addition, the transactions captured through Apttus Contract become input to evaluate and calculate rebates for the customers. Past rebates can also become input for future negotiations.
Apttus Billing	Payout calculations generated from the Apttus Rebate agreements can be used to generate credit memos.

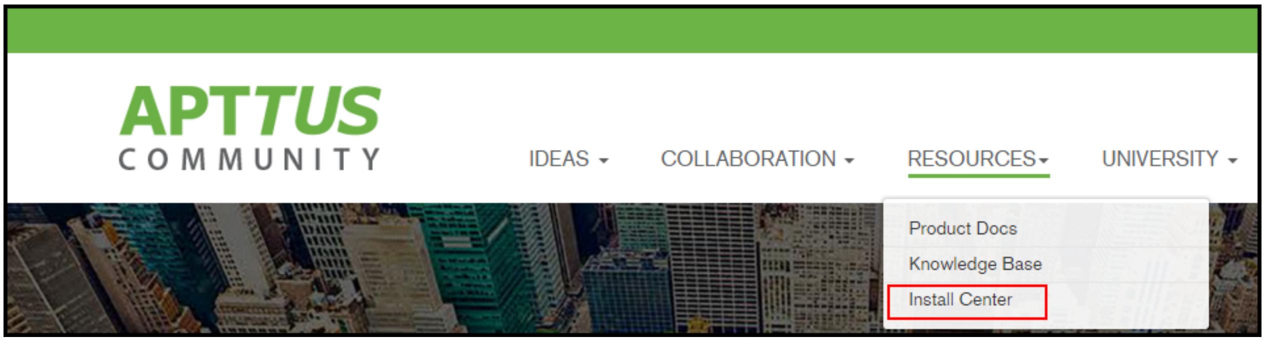
As you will see later in this guide, Apttus Rebate Management works in conjunction with and uses values from several fields and objects in these applications.

Installing Apttus Rebate Management Package

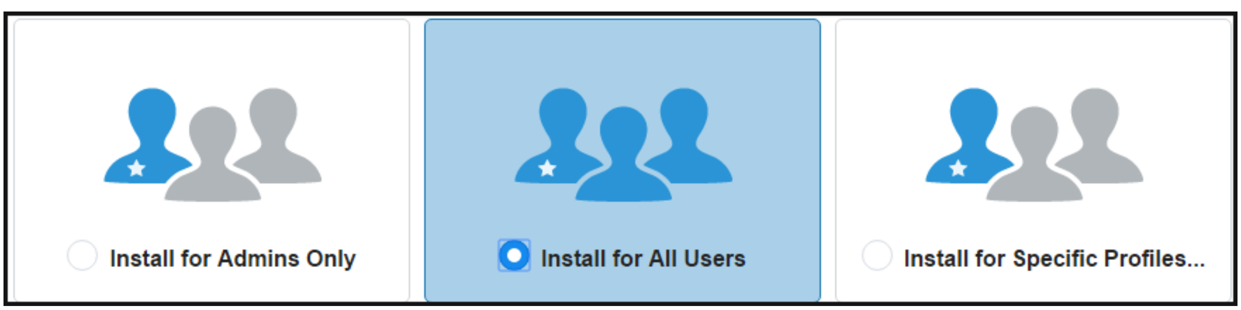
You can obtain a license for Apttus Rebate Management from your Apttus sales representative.

To install the Apttus Rebate Management package

1. Go to the **Install Center** tab on the Apttus Community Portal.



2. On the Incentives tab, select **Apttus Rebate Management**.
3. Click **Get It Now** and select Production or Sandbox.
4. On the AppExchange page, click **Get It Now**.
5. Click the **Log in to the AppExchange** button. Log in with your Salesforce credentials.
6. Select the environment (Production or Sandbox) where you want to install the package.
7. Agree to the terms and conditions and click **Confirm and Install!**. You may have to log in to Salesforce again with your credentials.
8. On the Upgrade page, enter the password provided by Apttus.



9. If you want to **Install for Specific Profiles**, you must define the access level for all profiles.
10. Click **Set**.
11. Click **Install**.

12. Click **Done** to acknowledge the Installation progress message. You will receive an email notifying you of a successful package install. Similarly, install other packages you require to work with Apttus Rebate Management.

Required Packages

Install the packages in the following order. Refer to the **Release Notes** for the latest release package versions.

Order	Package	Install Center tab to access the package
1	Apttus Contract Management	Contract Management
2	Apttus Configuration & Pricing	CPQ
3	Apttus Rebate Management	Incentives
4	Apttus CPQ API	CPQ
5	Apttus Contract-Configuration Integration	Integrations
6	Apttus Order Management	CPQ

To activate your Apttus license

1. Click **Build > Installed Packages** and click **Manage Licenses** for **Apttus Rebate Management**.
2. Click **Add Users** and search for who you want to license to use approvals with custom objects.

All users in the **Licensed Users** list can use Apttus Rebate Management.

Post-Installation Configuration

To use the custom settings of Apttus Rebate Management, you must create separate datasets for *Incentive System Properties* and *Rebate System Properties*. Also, to perform the Rebate Payout calculations, you must schedule the Batch Jobs in Salesforce.

You must configure the following common configuration steps, which are required irrespective of the type of Incentives:

- Defining Rebate System Properties
- Defining Incentive System Properties
- Configuring Rebate Agreement Layout
- Scheduling Batch Job for Payout calculation
- Granting Access and Permissions

Defining Rebate System Properties

Rebate System Properties are set up to identify contract record types. These record types are used in Rebate Agreements so that payout calculations can be enabled.

To enable the different functionalities in a Rebate Agreement, you must create a record in the Rebate System Properties as described below.

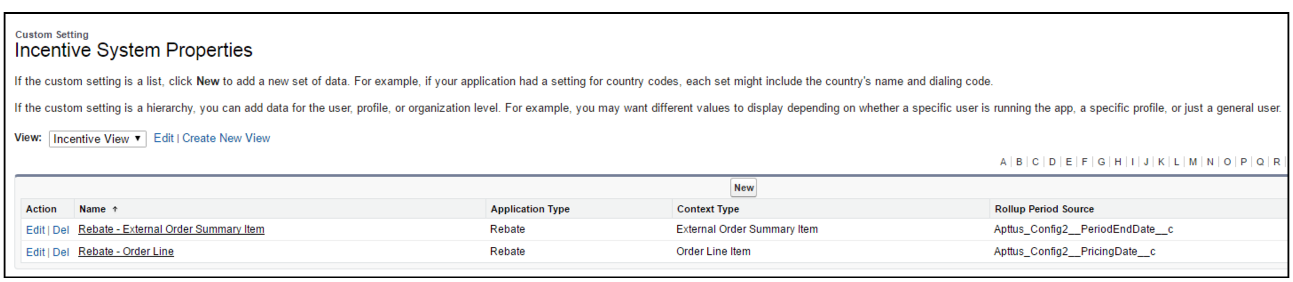
1. Go to **Setup > App Setup > Develop > Custom Settings** and search for **Rebate System Properties**.
2. Click **Manage** against **Rebate System Properties** and create a new record by clicking **New**.
3. Enter the following required information
    - **Name**: The name of the system properties. Type *System Properties*.
    - **Rebate Record Types**: Specify the names of the record types for all the agreements that are used as Rebate Agreements. Each record type should be separated by a new line. For example, type *Rebate NDA* and *Rebate MSA* in different lines.
4. Click **Save**.

Defining Incentive System Properties

Incentive System Properties are required to support incentives, which use Tiered Benefits and to calculate the payments for different incentives. For Rebates, you must create the following record, depending on the object for which you want to calculate the Rebates.

1. Go to **Setup > Build > Develop > Custom Settings** and search for **Incentive System Properties**.
2. Click **Manage** against **Incentive System Properties** and create a new record by clicking **New**.
3. Fill in the requisite information as explained in the following table:

Field	Description
Name	Enter a mandatory, meaningful name for the record. Ideally, if you are creating a rebate for order line items, type *Rebate - Order Line,* and for rebates for external order summary items, type *Rebate - External Order Summary Item.*
Benefit Dimension Allow Multiple	This setting allows you to choose whether benefit dimension inputs should allow multiple selection or single selection. By default, multiple sections are allowed.
Active	Select this check box to make this record available for use.
Context Type	Indicates the type of context associated with your incentive. For rebates, following are the valid values: • **Order Line Item**: This is the default value set while creating a new record. • **External Order Summary Item**: This value is used when your rebate calculation is dependent on an external system data.
Rollup Period Source	Type the API name of the field which will be used to calculate the Rollup amount for a rebate. Ideally, this is a date field in your context object, which is considered a source for Rollup calculation. The following are the valid values: • **Apttus_Config2__PricingDate__c:** If rebates based on order line items. • **Apttus_Config2__PeriodEndDate__c:** If rebates based on external order summary items.
Application Type	Indicates the Incentive type for which this record is applicable. Valid values are, *Promotions*, *Rebates* and *Milestone Incentives*. In case of Rebates, type *Rebates.* For Milestone-based incentives, the system uses the Actual Date to identify the payout period.



4. Click **Save.**

Defining Incentive Custom Display Settings

The Incentive Custom Display settings are required to customize the fieldset and its values, for hiding clone button, and more customization.

You must create a record in the Incentive Custom Display settings with the field values as described below.

1. Go to **Setup > App Setup > Develop > Custom Settings** and search for **Incentive Custom Display Settings**.
2. Click **Manage** against **Incentive Custom Display Settings** and create a new record by clicking **New**.
3. Enter the requisite information as explained in the following table:

Field	Description
Name	Enter a mandatory, meaningful name for the record. Ideally, if you are creating a rebate for order line items, type Rebate - Order Line, and for rebates for external order summary items, type Rebate - External Order Summary Item
Allowed Decimals	Controls the number of decimals for decimal numbers displayed in the incentive manager program.
Navigation Pages	The names of the sections which will appear in an incentive record on the left pane of the page. The sequence and name of the sections are defined here. The Information section defaults to every Incentive record. S: This is the Scope section. C: This is the Criteria section. B: This is the Benefits section. D: This is the Deduction section. L: This is the Limit section. P: This is for the Coupons section. For example, if you specify SCBL, only the Scope, Criteria, Benefit, and Limit section will be displayed in the given order. Note that Deduction and Coupon sections are applicable for Promotions and not Rebate Programs.

Field	Description
Show Exclusion Criteria	This check box indicates if you want to include Exclusion Criteria along with the default Inclusion Criteria under Criteria section for an incentive record.
Application Type	The name of the incentive type where this custom setting record will be applied. Valid values are Promotion, Rebate, Milestone Incentive.
Benefit Section Fieldset	This setting allows you to override the fieldsets in the application to use a custom field set in the benefits section.
Hide Clone Button	Controls whether the **Clone** button is hidden or displayed in the incentive manager.
Information Additional Section Fieldset	This setting allows you to override the fieldsets in the information additional data section to use a custom field set.
Information Section Fieldset	This setting allows you to override the fieldsets in the application to use a custom field set.
Rate Table Fieldset	This setting allows you to override the fieldsets in the application to use a custom field set in the rate table.
Default Field Values	Enter the list of fields and their corresponding default values. The list should contain field name, equal sign and the value with new line as the delimiter.
Subtitle Text	This field controls the text displayed on the left side of the Incentive Name on the Incentive Manager page.

4. Click **Save**.

Configuring Rebate Agreement Layout

In order to use the rebate functionalities within a Rebate Agreement, you must either use the default Rebate Agreement layout for the contract or create a new layout for Rebate Agreements. A Rebate Agreement record must have the following set of related lists.

Go to **Edit Layout > Related lists** and add the following related lists to your Rebate Agreement page.

Section	Type	Detail
Incentives	Related List	Incentive provides a way to add different types of rebates and milestone incentives to your agreement record, which are used to calculate the Payout Schedules. • Add **Incentives** related list to the agreement. • Setup the fields that you want to display in the Incentives list. • Setup the actions to add **Add Rebate, Add Milestone Incentive** or **Add Existing Rebate** buttons to rebate agreement.
Agreement Payout Schedule	Related List	Agreement Payout Schedule provides the summary payout information for each agreement for each payout period. • Add **Agreement Payout Schedule** related list to the agreement. • Setup the fields that you want to display in the Agreement Payout Schedule.
Incentive Payout Schedule	Related List	Incentive Payout Schedule provides the summary payout information for each agreement for each period for a given incentive. • Add **Incentive Payout Schedule** related list to the agreement. • Setup the fields that you want to display in the Incentive Payout Schedule.

Scheduling Batch Job for Payout calculation

For every rebate payout calculation to process, you must execute a batch job in Salesforce. The batch job can be run as needed or can be scheduled at a fixed frequency.

Setting up Picklist Values

You must also configure the following picklist and their values:

Object	Picklist Values
Batch Job (CPQ)	**Job Type (Apttus_Config2__JobType__c)** • Rebate Calculation **Status (Apttus_Config2__Status__c)** • Ready

To schedule a batch job to calculate the Rebate Payouts instantly

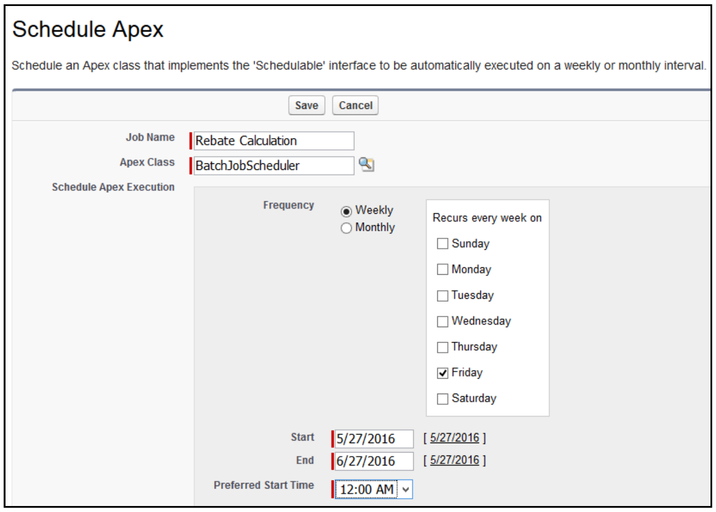
1. Go to **All Tabs** (➕) and click **Batch Jobs (CPQ)**.
   Enter the requisite details as explained in the table below:

Field	Description
Job Name	This is a system generated code assigned to each batch job.
Job Type	Indicates what type of batch job is executed for the different updates. Valid values are: *Hierarchy View Update*, *Hierarchy View Delete*, *Criteria Update*, and *Rebate Calculation*. Choose *Rebate Calculation*.
Input Agreement	Rebate agreement ID which is considered for rebate calculation.
Input Rollups or Rebates	The list of comma separate rebate or rollup IDs which are used for rebate calculations.
Input Business Object	The business object which provides the context for the input filter. Valid values are: **Apttus_Config2__OrderLineItem__c**: Use this value if your rebates are calculated based on Apttus Order Line Items. **Apttus_Config2__ExternalOrderSummaryItem__c**: Use this value if your rebates are calculated for Order Line Items from an external order management system. These records are saved in the External Order Summary Item object.
Criteria	The additional criteria used to select the input records for rebate calculations. For example, to consider agreements with start date as 01/01/2018, specify the start date value in this criteria field.
Calculation Period	The period for which the rollup or rebate calculation needs to be processed. Only those records that fall within the specified period are selected for processing. Valid values are: *Default Period*, *Current Month*, *Current Quarter*, *Current Half Year*, *Current Year*, and *Fixed Date*.

Field	Description
Period Source	Indicates the source field in the Input Business Object which determines the period for which rebate calculation is processed. This source is also specified in the Incentive System Properties. **Apttus_Config2__PricingDate__c**: Use this value if you are using Apttus Order Line Items. **Apttus_Config2__PeriodEndDate__c**: Use this value if your rebates are calculated for Order Line Items from an external order management system.
Period Start Date	Start Date of the period for which the payment calculation needs to be run.
Period End Date	End Date of the period for which the payment calculation needs to be run.
Job Recurrence Type	Indicates whether the batch job needs to be executed one time or on a recurring basis. Valid values are: *One Time* and *Recurring*.
Job Recurrence Frequency	For a recurring batch job, this picklist displays different frequencies. Valid values are: *Hourly*, *Daily*, *Weekly*, and *Monthly.*
Job Priority	Indicates the priority of the batch job. The default value is *5*.
Next Run Date	Indicates the date and time when this batch job should run next. This is updated automatically depending on your Job Recurrence Frequency
Status	Indicates the current state of the batch job. Valid values are: *Ready*, *Queued*, *Processing*, *Completed*, *Failed*.
Active	Indicates if the current batch job should be available for processing.

To schedule a batch job on a pre-defined frequency

1. Go to **Setup > Develop > Apex Classes** and click **Schedule Apex.**
2. Enter a mandatory batch job name and for **Apex Class**, choose *BatchJobScheduler.*



3. Enter the required **Start** and **End** dates, and **Preferred Start Time**.
4. Choose the frequency as *weekly* or *monthly.*
5. Click **Save.**

The above-mentioned batch job will revise your rebate payout calculation based on the defined frequency.

Granting Access and Permissions

You must enable users to access the Rebates Configuration page and the actions that they can perform on this page.

You must create New Users and define permissions for each user of each profile as listed in the following table.

User	Profile	Permissions
Rebate Manager	• Create / Edit Rebate programs • Submit Rebates for Approval • Analyse Incentive Impact of Quotes / Orders • Analyse Rebate • Effectiveness	Read / Write access on all objects used for Rebate Management Read access on Adjustment Line Items, Limit Data table, Rollup Data and other related object.
Marketing Executives	• Analyse Rebate Impact of Quotes / Orders • Analyse Incentive Effectiveness	View Access on Rebate Objects, Quotes, and Proposals Read access on Adjustment Line Items, Limit Data table, Rollup Data and other related objects

User	Profile	Permissions
Rebate Approvers	• Approve / Reject Rebates • View / Analyse Rebates	Read / Write Access of Incentive Object View Access on All objects used for Rebates
Sales Representatives	Using Rebates on Quotes • View all Available Rebates • Add Rebate Code and Apply Rebate • View Rebate Benefit	View Access on Rebate Objects, Quotes, and Proposals, Adjustment line item objects, Limit Data
Customers	Use Rebates on the E-Commerce Orders • View Available Pull Rebates • Add Rebate Code and Apply Rebates • View Rebate Benefit	View Access on Rebate Objects, Quotes, and Proposals, Adjustment line item objects, Limit Data

Rebate Batch Job

When Incentive Payout Schedules are generated the first time we create it for the entire agreement period, we also set the initial calculation window and set the period status to Open. This functionally only applies to new Rebate Agreements – not existing agreements.

The Rebate Calc Scheduler queries all eligible agreements (i.e. Rebate record Type, In Effect/Executed Status, and Incentive Period Status = Open) and creates batch job records for each agreement. The existing generic Batch Job Scheduler picks the batch records and starts the calculation process. We provide a way to do this automatically by scheduling or on demand by using the Rebate Calc button on the Agreement page.

The Rebate Calculation Process for the Agreement builds the query to retrieve order line items (or external order items), and restricts the job to the current period window in the agreement and calls the rebate calc API for each batch of orders. There is a new batch size field in the batch job record to control the order line item batch size. A default value is provided which may be changed.

At the end of the rebate calculation period, call the Close Period API so orders are not included in the next period calculation run.

Defining Prerequisite Data and Information

If you are a Rebate Manager, you will want to use as much data as you can get to strategize and create an effective and efficient Rebate Program that guarantees meeting every business requirement. While you are already aware of several strategies to create an effective Incentive, you will use data and information such as

- Rebates Groups
- Price Dimensions for a Rebate
- Formula fields for lookup objects to create a Rebate
- Child filters for the Formula fields
- Approval Workflows for a Rebate
- Create data Roll-Up

You can base this data on the Order Line item and External Sales data. You must migrate this data to Apttus CPQ before you can set up, activate, and implement your Rebate program.

The following topic explains how you can access and then include or reference this data in the Rebates that you create.

Creating a Data Rollup for Rebates

If you are a Marketing Manager, you must use your customers' historical purchase data and specifics of the products they have purchased. This information helps you effectively strategize and plan details for your rebate programs.

You must create data roll-ups to convert different categories of historical purchase information into variables. You can use a data roll-up to generate a result that aggregates a hierarchy of values for one or more parameters.

For example, you are a Marketing Manager for a global electronics and consumer durables company. One of the products you want to promote is televisions. You must consider your customers' purchase history and patterns from different geographical locations before you begin to strategize your rebate programs for each location.

The purchase, pricing, and applied discount patterns for TVs varies greatly from one region to another. Notably, customers in the United States are more inclined to purchase TVs and other consumer durables for Thanksgiving, which is in November. Your customers in China on the other hand, are inclined to make such purchases during the Chinese New Year, which is celebrated in February. There are more subtle differences such as your customers' brand loyalties that you can learn about using a data roll-up of historical purchases.

With Apttus Rebate Management, you can base your rebate programs on historical information such as how much your customers spent on specific products in a specific period.

The following table lists the factors you must consider and define to create a data roll-up.

Component	Description
Data Source	The **Order line items** and the **Cart line items** that your customers purchased are the sources of all your historical purchase information.
Roll-up period	The period for which you want to measure the sales of a specific product or service. You must define this period with a specific Start Date and an End Date.
Roll-up function	A function is the operations you can perform with the data roll-up. At this time, **SUM** is the only function you can use.
Roll-up metrics	The metrics are factors that determine your customers' purchase behavior. The two metrics you can use are • **Quantity** – the number of each product sold. You can use the Quantity metric to plan for inventory stocks, forecast projected sales and strategize an effective promotion. • **Amount** – the amount for which you sold each product. You can also use the Amount metric to measure the revenue you earned from each product sale and forecast revenues for the new promotion plan you want to define.
Roll-up criteria	The criteria the basis on which you roll-up historical purchase data. You can use data directly or reference it from the **Account**, **Product**, and **Contact** fields or their child records.
Group by	A group is a parameter that defines how you categorize information in your data roll-up.
Roll-up scope	The scope defines the limits of your data roll-up. The scope is a mechanism to filter the list of the data roll-up that you must evaluate for a specific order.

To create a Data Roll up for Rebates,

1. Click **Incentive Rollups** > **New**.
2. Enter values for the fields described in the following table.

Field	Description
Rollup Information	
Record ID	This field is greyed out and Apttus Incentive Management automatically assigns this record an ID when you enter values for the remaining fields described in this table.

Field	Description
Filter Name	Enter a unique name for this filter. Consult your administrator for the naming conventions you must follow.
Description	For others in your organization to learn and use this data roll-up, describe the purpose and function of this data roll-up.
Active	Select the **Yes** radio button to activate this data roll-up and make it available for reference in your Promotions.
Rollup Value	
Rollup Type	Select **SUM** from the drop-down menu.
Rollup Metric Type	Select from one of the following options. • **Quantity** - the number of each product sold. • **Amount**- the amount for which you sold each product.
Business Object	Select from one of the following options. • Asset • Asset Line Item • External Order Summary Item • Order Line Item • Product • Product Attribute Value • Product Configuration • Rollup Data • Search Attribute Value
Rollup Field	Select the field for which you want to calculate the rollup value.
Rollup Duration	
Rollup Frequency	Select from one of the following options. • One Time – for purchases that require only a one-time payment • Recurring – for purchases that are subscriptions or usage based.
Rollup period source	The source of the period depends on the **Business Object** you defined in the Rollup Value section.

<table>
<tr><th>Field</th><th>Description</th></tr>
<tr><td>Start Date Reference</td><td>Enter values for the fields described in the following table.
<table>
<tr><th>Field</th><th>Description</th></tr>
<tr><td>Data Source</td><td>The source of the data you want to roll-up is the Order Line Item, the External Order Summary Item, or a child filter that you have defined for either object.</td></tr>
<tr><td>Field</td><td>Select a field to determine the period for which you want to generate the data roll-up.</td></tr>
<tr><td>Offset Type</td><td>Offset values that you define determine the start date of the period for which you are creating a data roll-up.

Select from one of the following options.
Offset (+) Days
Offset (-) Days
Offset (+) Months
Offset (-) Months
By default, the Value is constant.</td></tr>
<tr><td>Offset Value</td><td>Enter the number of days or months by which you want to offset the start date of the data roll-up.</td></tr>
</table></td></tr>
</table>

<table>
<tr><th>Field</th><th>Description</th></tr>
<tr><td>End Date Reference</td><td>Enter values for the fields described in the following table.
<table>
<tr><td>Data Source</td><td>The source of the data you want to roll-up is the Order Line Item, the External Order Summary Item, or a child filter that you have defined for either object.</td></tr>
<tr><td>Field</td><td>Select a field to determine the period for which you want to generate the data roll-up.</td></tr>
<tr><td>Offset Type</td><td>Offset values that you define determine the end date of the period for which you are creating a data roll-up.

Select from one of the following options.
Offset (+) Days
Offset (-) Days
Offset (+) Months
Offset (-) Months
By default, the Value is constant.</td></tr>
<tr><td>Offset Value</td><td>Enter the number of days or months by which you want to offset the end date of the data roll-up.</td></tr>
</table></td></tr>
<tr><td colspan="2">Rollup Group by Parameters</td></tr>
<tr><td>Group by Parameter</td><td>This parameter defines how you will categorize information from the data source in your data roll-up. Lookup and search the field that you want to select.</td></tr>
<tr><td>Related field on Rollup Data</td><td>Lookup and search the related field that you want to select for your data roll-up.</td></tr>
<tr><td colspan="2">Scope</td></tr>
<tr><td colspan="2">Note: To include the following fields in the scope of your data roll-up, select the Include Radio button.</td></tr>
<tr><td>Product Family</td><td>Lookup and search for the product families that you want to include or exclude from the scope of your data roll-up.</td></tr>
</table>

Field	Description
Products	Lookup and search for the products that you want to include or exclude from the scope of your data roll-up.
Regions	Lookup and search for the regions that you want to include or exclude from the scope of your data roll-up.
Country	Lookup and search for the countries that you want to include or exclude from the scope of your data roll-up.
Account Type	Lookup and search for the Account Types that you want to include or exclude from the scope of your data roll-up.
Rollup Criteria	
Data Source	**Left Side**: Select **Order Line Item** or the **External Order Summary Item** from the drop-down list. **Right Side**: Select **Order Line Item** or the **External Order Summary Item** from the drop-down list.
Field	**Left Side**: Select a field from the **Order Line Item** or the **External Order Summary Item** object. **Right Side**: Select a field from the **Order Line Item** or the **External Order Summary Item** object.
Operator	Select from one of the following options. • < • > • <= • >= • =

Field	Description
Value Type	Select from one of the following options. • Offset (+) Days • Offset (-) Days • Offset (+) Months • Offset (-) Months
Value	Enter the number of days or months by which you want to offset the end date of the data roll-up.
Criteria Expression	Apttus Incentive Management populates this field when you enter values for the fields that define the scope of the Data Rollup.

3. Click **Save**.

Creating an Approvals Workflow for a Rebate Program

You can define a hierarchy so that Rebates beyond a certain dollar amount or percentage require a manager's approval.

To create an Approvals Workflow for a Rebate Program,

1. From the force.com app menu, select **Apttus Approvals Management**.
2. Click **Approval Processes**.
3. For the **Manage Approval Process for** field, select Rebate.
4. Click **Create new Process**.
5. Enter values for the fields described in the following table.

Field	Description
Process Name	Enter a unique name to identify this specific Approval Process.
Description	Describe this process for others in your organization.
Entry Criteria	
Field	Select the field for which you want to apply the approval trigger.
Operator	Select the appropriate option.

Field	Description
Value	Enter the value that must trigger the request for approval. The approval request is triggered when you exceed the value specified in this field.

6. Click **Next.**
7. According to your Business requirements, select any one or more of the following check boxes.
    - Consolidate Approvals
    - Consolidate Notifications
    - Continue Pending approvals on a Reject
8. Assign an Email Template.
9. Assign an Approvals page.
10. Assign a Back-up Admin user.
11. Click **Save**.

For more information Approval Workflows, see Approval Processes page in the *Intelligent Workflow & Approvals Administrator guide*.

Creating a Price Dimension for a Rebate Program

When you define the scope of your Rebate program, you must include or exclude values for Region, Country, Account, Account Type, and other fields that determine the pricing of the product. You must define a Price Dimension of one or more of such fields in Salesforce, that you want to include as a parameter to define the scope of your Rebate program.

For example, you are a Rebate Manager for a software services company. You want to roll out a Rebate program for prospective customers who are based only in the United States. Before you can define the Geographical scope for this Rebate program, you must create a Price Dimension for the **Country** field.

To create a Price Dimension for a Rebate program,

1. From the force.com app menu, select **Apttus Pricing Management**.
2. Click **Price Dimensions** > **New**.
3. Enter the values for fields described in the following table.

<table>
<tr><th>Field</th><th>Description</th></tr>
<tr><td>Dimension Name</td><td>Enter a unique name for this Price Dimension.

Note
You must include the order name or region in the Dimension Name for Apttus CPQ to recognize this dimension as a valid record to use in a Rebate.</td></tr>
<tr><td>Context Type</td><td>Select one of the following options.
Line Item - to base this price dimension on the line item.
External Order Summary Item- to base this price dimension on
External Order Formula Field- to base this price dimension on
External Order Child Filter- to base this price dimension on</td></tr>
<tr><td>Business Object</td><td>This field populates automatically and the value is one of the following options.
Line Item (if you selected Line Item as the Context Type)
External Order Summary Item (if you selected any external data object as the Context Type)</td></tr>
<tr><td>Field</td><td>The field you select depends on the Context type. For this example, we selected External Order Formula Field and the objective is to create a price dimension for the External Order Country field.</td></tr>
<tr><td>Type</td><td>Select Standard from the picklist options.</td></tr>
<tr><td>Description</td><td>Describe the purpose of this price dimension so others in your organization can use it effectively and avoid duplication.</td></tr>
</table>

4. Click **Save**.

Creating Formula Fields for lookup fields in your Rebate Program

When you define a criteria for a Rebate Program, you will require one or more lookup fields to fetch values from the Quote, Order, Account, Contact, and other objects. For this purpose, you must create Formula Fields that reference the values you have already defined for these fields in these objects.

> **Note**
> Formula fields are not physical fields on the line item object. After you create a new Formula Field, you must run the **Criteria Maintenance > Pricing Field Update.**

For example, you are a marketing manager in a that sells software solutions. You want to create and roll out a Rebate that is applicable only to the healthcare industry. You must create a Formula field that references the **Industry** on the Criteria page. Here, we will create a formula field that references values from a look-up object.

To create a Formula Field for lookup objects in your Rebate Program,

1. From the force.com app menu, select **Apttus CPQ**.
2. Click the **Formula fields** tab.
3. Enter values for the fields described in the following table.

Field	Description
Field Name	Enter a unique name for this new Formula Field.
Business Object	Select from one of the following options. • Line Item • Product Configuration • External Order Summary Item
Field	Enter the API Name of the field that you want to look-up.
Description	Describe the function and purpose of this Formula Field for the benefit of others in your organization and to avoid duplication.

4. Click **Save**.

Creating Rebate Groups

To analyze, report, and measure rebates, you can club together all the rebates in categories called Incentive Groups. One rebate can be a part of multiple incentive groups.

To Create a Rebate Group

1. Click **Incentive Groups** > **New**.
2. Enter a unique name for the incentive group.
3. Describe the purpose of this group so others in your organization can use this group effectively.
4. Click **Save**.

If you have already created your incentive and want to include it in an existing Incentive group, on the incentive detail page,

1. Click the **Incentive Group** field.
2. Click Edit.
3. Enter a unique name for the Incentive group.
4. Click **Save**.

To create a new Rebate program from the Incentive Groups detail page, click **New Incentive** and enter values for fields described in the Information section.

Creating Search Filters for Child Objects

When you define the criteria for your rebate program, you must reference the Order Line item, Asset Line Item, historical purchase summary, or other child objects of a look up object. These look-up objects can be Account, Contact, or User in the Rebate Criteria. To create such a reference for child objects, you must use the **Search Filter (CPQ)** of type Child Filter. You can also use such child filters to create Price Dimensions to use in the Benefit Matrix.

For example, you are a marketing manager for a hardware components manufacturing company. You want to create and roll out a promotion that is applicable only to one specific purchased product. You must create a filter so you can reference the specific asset and map it to a field with a definitive value.

To Create Search Filters for Child Objects

1. Click **Search Filter (CPQ)** > **New**.
2. Enter values for the fields described in the following table.

Field	Description
Filter Type	Select Child Filter.
Business Object	Select from one of the following options. • **Order Line Item** - if you want to base your rebate criteria on the Order Line Item. • **External Order Summary Item** - if you want to base your rebate criteria on external sales data.

Field	Description
Value Object	Select the object whose value you want to search.

3. Click **Next**.
4. Enter values for the fields described in the following table.

Field	Description
Filter Name	Enter a unique name for the Child Filter.
Sequence	Enter a number to define the sequence in which you want to apply this Child Filter.
Description	Describe the purpose and function of this filter to avoid duplication and for others in your organization.
Related Rollup	Lookup and select a Rollup that you have already created if you want to apply it to this Child Filter.
Active	Select the check-box to activate this filter.
Filter Criteria	
Field	Select the field you want to include in this child filter.
Operator	If the field you defined is a pick-list or a lookup field, you can select one of the following operators. • = • != • IN • NOT IN For any other field you defined, select one of the following operators. • < • <= • > • >= • = • !=

Field	Description
Map to	Select the object with which you want to map your search filter.
Value	If the field you defined is a pick-list or a lookup field, select a value from the picklist. For any other field you select, enter a numeric value to complete your criteria.

5. Click **Save**.

External Sales Data

Apttus Rebate Management includes three custom objects that you can use to reference your external sales information when you define the scope and criteria of you rebate program.

The following table lists and describes the new custom objects.

Object	Description
External Order Adjustment Item	Represents an adjustment to the price of a product or service.
External Order Summary Item	Represents an external order summary associated to an account.
External Order Summary	Represents a product or service line item associated with an external order summary.

You must migrate your external sales information and map it to these objects in Apttus Rebate Management.

Marketing and Milestone-based Incentives

Marketing Development Funds (MDFs) are a type of Marketing Incentives, which are generally paid to the partners (such as Distributors, Retailers, or OEMs) to promote marketing activities on behalf of the vendor and thus to increase sales. The Marketing Manager creates the Rebate programs, Milestone-based Incentives and Templates. Sales Reps can create a copy of these reference Rebate Programs and Milestone Templates to quickly create Rebate Agreements.

The following topics explain the detailed configurations that are required to set up Milestone-based Incentives for a Rebate Agreement.

- Configuring Rebate Agreement Layout
- Configuring Add Milestone Incentive button for a Rebate Agreement
- Configuring and filtering search records for Milestone Template
- Configuring Add Milestone from Template button for a Rebate Agreement
- Configuring Payout calculations for Milestone Incentives

Configuring Rebate Agreement Layout for Milestone-based Incentives

Configuring Related lists

In order to use the rebate functionalities within a Rebate Agreement for Milestone-based Incentives, you must either use the default Rebate Agreement layout for the contract or create a new layout for Rebate Agreements. A Rebate Agreement record must have the following set of related lists.

Go to **Edit Layout > Related lists** and add the following related lists to different pages.

Section	Type	Detail
Milestones	Related List	• Add **Milestones** related list to the rebate agreement. • Add action buttons like, **New Milestone** and **Add from Milestone Template** to your rebate agreement. • Set up the fields that you want to display in the **Milestones** related list.

Section	Type	Detail
Milestone Adjustment Items	Related List	Milestone Adjustment Items captures benefit amount and deduction amount for each milestone. The value from Milestone Adjustment Items are aggregated into to the Incentive Payout schedule. • Add the **Milestone Adjustment Item** related list under the **Incentive Payout Schedule** object layout.

Setting up Picklist Values for Milestone-based Incentives

You must also configure the following picklist and their values to use Milestone-based Incentives effectively:

Format:

Picklist field name (API name of the field)

- Value to be added for the picklist

Object	Picklist Values
Search Filter CPQ	**Filter Type (Apttus_Config2__UseType__c)** • Pre-Filter **Business Object (Apttus_Config2__BusinessObject__c)** • Apttus_Config2__MilestoneTemplate__c **Value Object (Apttus_Config2__ValueObject__c)** • Apttus__APTS_Agreement__c
Incentive	**Application type (Apttus_Config2__UseType__c)** • Milestone Incentive **Payout Frequency (Apttus_CMConfig__PayoutFrequency__c)** • Monthly • Quarterly • Half Yearly • Yearly • One Time
Price Rule	**Rule Type (Apttus_Config2__RuleType__c)** • Single Rate

Object	Picklist Values
Price Rule Entry	**Adjustment Type (Apttus_Config2__AdjustmentType__c)** • Benefit Amount • Deduction Amount

Configuring Add Milestone from Template button for a Rebate Agreement

To add a Milestone in your Rebate Agreement, you can fetch the Milestone record from an existing Milestone Template. To do this, you have two different options to configure the **Add from Milestone Template** button.

- You can use the managed button, named **Add from Milestone Template** of the **Milestone** object, which is available with the package.
- You can create a custom button by following the formula and parameter details explained in the table below.

The formula used for **Add Milestone from Template** button is:

```
/apex/Apttus_Config2__AddMilestonesFromTemplates?ExpectedDate={!
YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{!
MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{!
DAY(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}&RelatedAgreement={!
Apttus__APTS_Agreement__c.Id}&MilestoneStatus=New&retURL=/{!
Apttus__APTS_Agreement__c.Id}
```

The parameters in this formula are explained in the table below:

Parameter Name	Possible Value	Default Value	Description
ExpectedDate	YYYY-MM-DD	blank	This sets the Expected Date on the newly created milestones using the above formula for dates. • Fixed date • Variable value
RelatedAgreement			This sets the Agreement id on the new milestones created. This will be the Agreement for which you are creating Milestones.
retURL			On clicking **Save** or **Close**, the system redirects you to this page.

<table>
<tr><th>Parameter Name</th><th>Possible Value</th><th>Default Value</th><th>Description</th></tr>
<tr><td>cloneChildren</td><td>true
false</td><td>true</td><td>If you do not specify any value in this parameter, the system clones all the child Milestone Template records.

Behavior:
This property will decide whether or not to auto-copy all the child Milestone Template records from the selected parent Milestone records.
When set to TRUE, the system identifies all the child Milestone Templates for the list of Milestone Templates provided as input, and creates the corresponding parent-child relationship in the Milestone record.
If your input template already has some child templates for some Milestone Templates, for such parent Milestone Templates, the system clones only those child template records that you specify as inputs for the API.</td></tr>
<tr><td>MilestoneStatus</td><td>Expected
Completed</td><td>Expected</td><td>This sets the status of the newly created milestones.</td></tr>
</table>

Configuring and filtering search records for Milestone Template

Configuring layout of the Milestone Template Search Screen

When you click **Add from Milestone Template** under Milestones related list on your Rebate Agreement record, the system redirects you to the Milestone Template Search Screen.

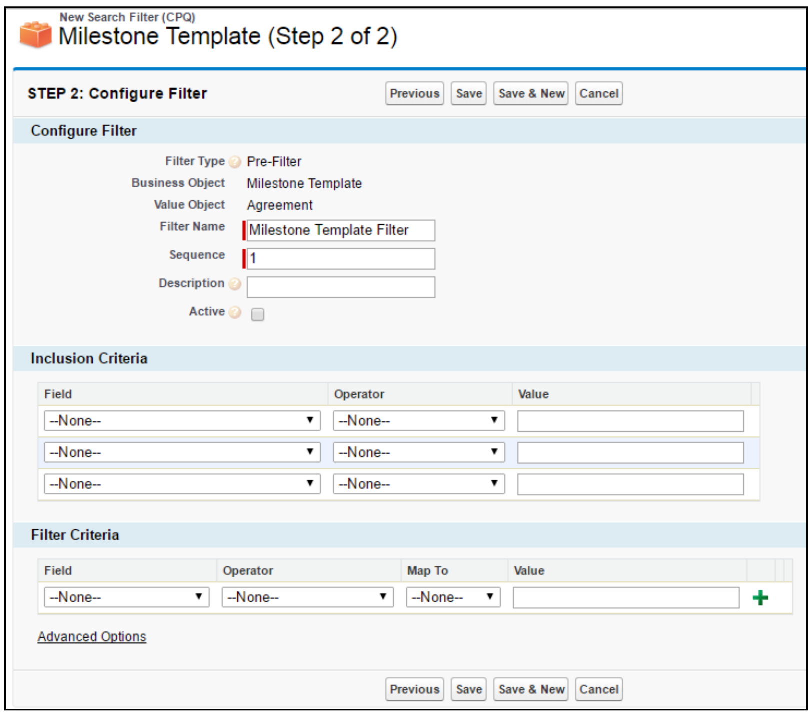
The following configuration steps explain how you can customize the columns displayed on the Milestone Template Search Screen:

1. Go to **Setup > Create > Objects > Milestone Template**.
2. Search for **Field Sets** and click **Edit** next to **Add Milestones From Templates Columns** field.
3. Add or remove the columns you want to display in the Search Screen.
4. Click **Save**.

Filtering Milestone Template records displayed on Search Screen

Using the Search Filter (CPQ) functionality, you can pre-filter the records displayed on the Template Milestone Search Screen.

1. Go to **All Tabs ( ) > Search Filter (CPQ)**.
2. Click **New** and fill in the requisite details.
3. For the **Filter Type** field, choose *Pre-Filter*. For the **Business Object** field, choose *Milestone Template*. For the **Value Object** field, choose *Agreement.*
4. Click **Next** to navigate to the next step.
5. Enter a mandatory **Filter Name** and a value in the **Sequence** field. For example, *Milestone Template Filter* and *1* respectively.



6. Enter an optional description to specify the usage of this record.
7. Select **Active** check box to make your record available for use.
8. Use **Inclusion Criteria** if you want to apply Search Filter record to certain Agreement records only.
9. Use **Filter Criteria** to create an expression to further filter the list of Agreement records. Ideally, you must use the fields from Agreement header for mapping.

Configuring Add Milestone Incentive button for a Rebate Agreement

The **Add Milestone Incentive** button enables you to create a record of Milestone Incentive which is used in a Rebate Agreement for further negotiations. The configurations required are described below:

Create Add Milestone Incentive button for Rebate Agreement

On your Agreement record, click **Edit Layout** and ensure that the following components are added on your record layout.

- Add **Incentives** related list.
- Inside the **Incentives** related list, add **Add Milestone Incentive** action button.

For the **Add Milestone Incentive** button, you can either use the managed button available with the package or create a custom button by following the formula and parameter details explained in the table below:

```
/apex/Apttus_Config2__IncentiveManager?UseType=Milestone Incentive&ApplicationMethod=Buy
X Get X&AutoApply=false&EffectiveDate={!
Apttus__APTS_Agreement__c.Apttus__Contract_Start_Date__c}&ExpirationDate={!
Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c}&Currency=USD&RelatedAgreement={!
Apttus__APTS_Agreement__c.Id}&Status=New&retURL={!Apttus__APTS_Agreement__c.Id}
```

Set Input Parameters to set default values for the new Milestone Incentives

The following Input Parameters are supported to set default the values for various fields of a Milestone Incentive record:

Field Label	URL or Parameter Name	Possible Values	Description
Incentive Cateogry	UseType	• Rebate • Promotion • Milestone Incentive	Indicates the Incentive type. Here, choose *Milestone Incentive*.

Field Label	URL or Parameter Name	Possible Values	Description
Expiration Date	ExpirationDate	Pass the date is variable or constant • Format: YYYY-MM-DD {! YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{! MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{! DAY(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}	Indicates the Expiration Date after which the Milestone Incentive program will not be effective.
Effective Date	EffecitveDate	Pass the date is variable or constant • Format: YYYY-MM-DD {! YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{! MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{! DAY(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}	Indicates the Date after which the Milestone Incentive program will be effective.
Currency	Currency	Example, USD.	Indicates in which currency a Milestone Incentive program will be applied.
Status	Status	Any option value for the status.	Indicates the status of the Milestone Incentive program.
Active	Active	• True • False	Indicates whether your Milestone Incentive program is available for use.
Agreement	RelatedAgreement	For example, RelatedAgreement={! Apttus__APTS_Agreement__c.Id}	Indicates the Agreement from which the Milestone Incentive program is created.

Field Label	URL or Parameter Name	Possible Values	Description
Display Setting	DisplaySetting	For example, *Display setting for Milestone Incentive.*	This is used to control the following: • Show or hide the tabs displayed on the left navigation bar (Deductions and Benefits tabs). • Order of the tabs displayed on the left navigation bar. The value would be the name of the Incentive Custom Display Setting, which you create for Milestone Incentive.

Configuring Payout calculations for Milestone Incentives

You must ensure that Agreement Payout Schedules and Incentive Payout Schedules related lists are present on your Rebate Agreement layout. The records in these related lists are created when the batch jobs for Payout calculations are run using the Apex Scheduler. For details, see Scheduling batch job for Payout calculations.

Sales Transaction-based Rebates

Sales Rebates are based on the historical data of your customer's purchase. This data is captured using factors like Periodic Volume and Revenue.

The following topics explain the detailed configurations that are required to set up Sales Transaction-based Incentives for a Rebate Agreement.

Configuration Process

- Configuring Rebate Agreement Layout for Sales Transaction-based Rebates
- Configurations for adding Rebates in a Rebate Agreement
    - Configurations for adding an existing Rebate in a Rebate Agreement
    - Configuring and filtering search records on the Add Existing Rebate screen
    - Configurations for adding a new Rebate in a Rebate Agreement
    - Customizing the Incentive Custom Display Setting
    - Configuring the fields displayed in a Rebate
- Configuration for activating Rebate Agreement to generate Rebate Payout schedule
- Configuration for calculating Payout for Transaction-based Rebates

Configuring Rebate Agreement Layout for Sales Transaction-based Rebates

Configuring Related Lists

For Sales Transaction-based Rebates, the order (internal or external) plays a key role in the Payout calculations. Ensure that your Rebate Agreement has the following set of related lists:

Section	Type	Detail
Order Pocket Adjustment Items	Related List	Order Pocket Adjustment Items provides the details on the Rebate that is applied to each Apttus Order Line Item and the corresponding benefit amount from each rebate applied. This is used when Rebates are calculated on the Apttus Order Line Items (Apttus Order Management is used) as compared to the transaction data coming from external order management system. • Add **Order Pocket Adjustment Items** related list to the Incentive Payout Schedule object. • Set up the fields that you want to display in the **Order Pocket Adjustment Items.**
External Order Adjustment Items	Related List	External Order Adjustment Items provides the details on Rebate applied to each transaction line received from an external system for rebate calculation and the corresponding benefit amount from each rebate applied.This will be used when Rebates are calculated on External Order Summary Items (the transaction information comes from external order management system). • Add **External Order Adjustment Items** related list to the Incentive Payout Schedule object. • Set up the desired fields for the related list.
Incentive Adjustment Items	Related List	Incentive Adjustment items are used to capture any lump sum rebate benefits or deductions whether system-calculated or manual. This should be used if lump-sum rebates/deductions are applicable for the implementation. • Add **Incentive Adjustment Items** related list to the Incentive Payout Schedule object. • Set up the desired field list. • Set up the list of applicable actions (e.g. **New** to create manual adjustment)

Setting up Picklist values

You must also configure the following picklist and values to use Sales Transaction-based Incentives effectively:

Format:

Picklist field name (API name of the field)

- Value to be added for the picklist

Object	Picklist Values
Incentive	**Application type (Apptus_Config2__UseType__c)** • Sales Transaction Incentive **Payout Frequency (Apttus_CMConfig__PayoutFrequency__c)** • Monthly • Quarterly • Half Yearly • Yearly • One Time
Price Rule	**Rule Type (Apttus_Config2__RuleType__c)** • Single Rate • Rate Table - No Tiers • Rate Table - With Tiers **Dimension 4 Value Type (Apttus_Config2__Dimension4ValueType__c)** • Highest Tier Rate • Rate Per Each Tier
Price Rule Entry	**Adjustment Type (Apttus_Config2__AdjustmentType__c)** • Benefit Amount • Deduction Amount • Benefit Per Unit • % Benefit
Search Filter CPQ	**Filter Type (Apttus_Config2__UseType__c)** • Pre-Filter **Value Object (Apttus_Config2__ValueObject__c)** • Apttus_Config2__ExternalOrderSummaryItem__c • Apttus_Config2__OrderLineItem__c • Apttus__APTS_Agreement__c **Business Object (Apttus_Config2__BusinessObject__c)** • Apttus_Config2__ExternalOrderSummaryItem__c • Apttus_Config2__OrderLineItem__c • Apttus_Config2__RollupData__c

Object	Picklist Values
Price Dimensions	**Context Type (Apttus_Config2__ContextType__c)** • Order Line Item • Order Formula Field • Order Child Filter • External Order Summary Item • External Order Child Filter • External Order Formula Field **Business Object (Apttus_Config2__BusinessObject__c)** • Apttus_Config2__LineItem__c • Apttus_Config2__ExternalOrderSummaryItem__c • Apttus_Config2__OrderLineItem__c
Incentive Limit	**Limit Metric (Apttus_Config2__LimitMetric__c)** • Benefit Amount • Benefit Quantity

Configurations for adding Rebates in a Rebate Agreement

Multiple configurations can be performed for the Rebate Agreement UI depending on your business requirements. In Apttus Rebate Management, the following two use cases are supported:

- When you add an existing rebate to a rebate agreement.
- When you add a new rebate to a rebate agreement.

The subsequent chapters explain each configuration in detail.

Configurations for adding an existing Rebate in a Rebate Agreement

There are multiple configurations required when you want to use an existing Rebate in your Rebate Agreement.

- Create Add Existing Rebate action button for Rebate Agreement
- Set Input Parameters to set default values for the new Rebates

Create Add Existing Rebate action button for Rebate Agreement

With the Rebate Management package, **Add Existing Rebate** button comes by default under the **Incentives** object.

The formula used for **Add Existing Rebate** is:

```
/apex/Apttus_Config2__AddRebatesToAgreement?RelatedAgreement={!
Apttus__APTS_Agreement__c.Id}&retURL=/{!Apttus__APTS_Agreement__c.Id}&EffectiveDate={!
YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_Start_Date__c)}-{!
MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_Start_Date__c)}-{!
DAY(Apttus__APTS_Agreement__c.Apttus__Contract_Start_Date__c)}&ExpirationDate={!
YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{!
MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{!
DAY(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}
```

Set Input Parameters to set default values for the new Rebates

The following Input Parameters are supported to set default values for various fields of a Rebate record:

- ExpirationDate
- EffectiveDate
- Currency
- Status
- Active
- RelatedAgreement
- retURL
- RelatedAgrement

Configuring and filtering search records on the Add Existing Rebate screen

This section describes how to configure and filter search records on the Add Existing Rebate Screen:

Configuring layout of the Add Existing Rebate Search Screen

When you click **Add Existing Rebate** under **Incentives** related list on your Rebate Agreement record, the system redirects you to the Add Existing Rebate Search Screen.

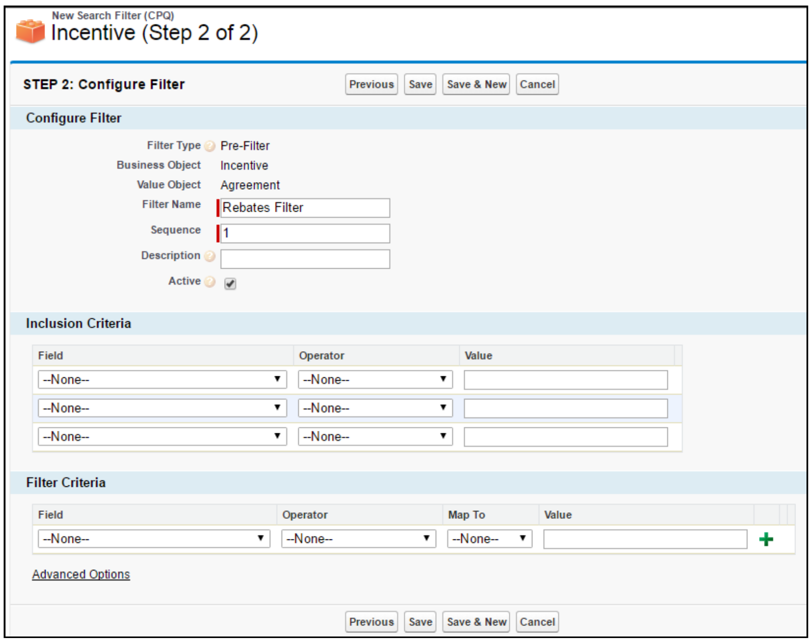
The following configuration steps explain how you can customize the columns displayed on the Add Existing Rebate Search Screen:

1. Go to **Setup > Create > Objects > Incentive**.
2. Search for **Field Sets** and click **Edit** next to **Add Rebates To Agreement Columns** field.
3. Add or remove the columns you want to display in the Search Screen.
4. Click **Save**.

Filtering Add Existing Rebate records displayed on Search Screen

Using the Search Filter (CPQ) functionality, you can pre-filter the records displayed on the Template Milestone Search Screen.

1. Go to **All Tabs** () > **Search Filter (CPQ)**.
2. Click **New** and fill in the requisite details.
3. For the **Filter Type** field, choose *Pre-Filter*. For the **Business Object** field, choose *Incentive*. For the **Value Object** field, choose *Agreement.*
4. Click **Next** to navigate to the next step.
5. Enter a mandatory **Filter Name** and a value in the **Sequence** field. For example, *Rebate Filter* and *1* respectively.



6. Enter an optional description to specify the usage of this record.
7. Select **Active** check box to make your record available for use.
8. Use **Inclusion Criteria** if you want to apply Search Filter record to certain Agreement records only.
9. Use **Filter Criteria** to create an expression to further filter the list of Agreement records. Ideally, you must use the fields from Agreement header for mapping.

Configurations for adding a new Rebate in a Rebate Agreement

The **Add Rebate** button is available under the **Incentives** related list for your Rebate Agreement. There are multiple configurations required when you want to use a new Rebate in your Rebate Agreement.

- Create Add Rebate action button for Rebate Agreement

- Set Input Parameters to set default values for the new Rebates

Create Add Rebate action button for Rebate Agreement

With the Rebate Management package, **Add Rebate** button comes by default under the **Incentives** object.

The formula used for **Add Rebate** is:

```
/apex/Apttus_Config2__IncentiveManager?UseType=Rebate&ApplicationMethod=Buy X Get
X&AutoApply=false&EffectiveDate={!
Apttus__APTS_Agreement__c.Apttus__Contract_Start_Date__c}&ExpirationDate={!
Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c}&Currency=USD&RelatedAgreement={!
Apttus__APTS_Agreement__c.Id}&Status=New
```

Set Input Parameters to set default values for the new Rebates

The following Input Parameters are supported to set default values for various fields of a Rebate record:

Field Label	URL or Parameter Name	Possible Values	Description
Incentive Cateogry	UseType	• Rebate • Promotion • Milestone Incentive	Indicates the Incentive type. Here, choose *Rebates*.

Field Label	URL or Parameter Name	Possible Values	Description
Expiration Date	ExpirationDate	Pass the date is variable or constant • Format: YYYY-MM-DD {! YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)} -{! MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{! DAY(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}	Indicates the Expiration Date after which the Rebate program will not be effective.
Effective Date	EffecitveDate	Pass the date is variable or constant • Format: YYYY-MM-DD {! YEAR(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)} -{! MONTH(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}-{! DAY(Apttus__APTS_Agreement__c.Apttus__Contract_End_Date__c)}	Indicates the Date after which the Rebate program will be effective.
Currency	Currency	Example, USD.	Indicates in which currency a Rebate program will be applied.
Status	Status	Any option value for the status.	Indicates the status of the Rebate program.
Active	Active	• True • False	Indicates whether your Rebate program is available for use.
Agreement	RelatedAgreement	e.g. RelatedAgreement={! Apttus__APTS_Agreement__c.Id}	Indicates the Agreement from which the Rebate program is created.

Field Label	URL or Parameter Name	Possible Values	Description
Reference Data Source	DataSource	• Apttus_Config2__OrderLineItem__c • Apttus_Config2__LineItem__c • Apttus_Config2__ExternalOrderSummaryItem__c	Indicates the data source (object) whose values will be used to calculate the Rebate calculations.
Payout Frequency	PayoutFrequency	• One Time • Monthly • Quarterly • Half Yearly • Yearly	Indicates the frequency at which the Rebate calculation will be performed.
Display Setting	DisplaySetting	For example, *Display setting for Rebate*	This is used to control the following • Tabs displayed on the left navigation bar. • Order of the tabs displayed on the left navigation bar. • Display of **Exclusion Criteria** section on Incentive Criteria. The value would be the name of the **Incentive Custom Display Setting**, which you create for Rebate.

Customizing the Incentive Custom Display Setting

With the help of custom settings, you can show or hide section and fields of Incentives that are not applicable for your business.

Hide or Show sections in an Incentive record

For sections displayed in an Incentive record and more configurations, configure the following custom setting:

1. Go to **Setup** > **Build** > **Develop** > **Custom Setting** > **Incentive Custom Display Setting**.
2. Click Manage next to **Incentive Custom Display Setting**.
3. Click **New** to create a new record for Rebates.

4. Enter the requisite details as follows:

Field	Description
Name	The mandatory name of the custom setting record. Type *Rebates* here.
Navigation Pages	The names of the sections that will appear in a rebate record on the left pane of the page. The sequence and name of the sections are defined here. The Information section defaults to every rebate record. S: This is the Scope section. C: This is for the Criteria section. B: This is the Benefits section. D: This is the Deduction section. L: This is the Limit section. P: This is the Coupons section. For example, if you specify *SCBL*, only the Scope, Criteria, Benefit, and Limit section will be displayed in the given order. Note that Deduction and Coupon sections are applicable for Promotions and not Rebate Programs.
Show Exclusion Criteria	This check box indicates if you want to include **Exclusion Criteria** along with the default **Inclusion Criteria** under Criteria section for a rebate record.
Application Type	The name of the incentive type where this custom setting record will be applied. Valid values are: *Promotion*, *Rebate*, *Milestone Incentive*. Select *Rebate.*

Configuring the sections and fields displayed in a Rebate

You can also control which standard and custom fields will be visible under different sections on your Rebate record by using the following configuration.

Configuring the Information section in a Rebate

1. Go to **Setup > Build > Create > Objects > Incentive > Field Sets**.
2. Click **Edit** next to the name of the field set for which you want to modify the fields.
   For example, if you want to edit the fields displayed in the Information Section, click Edit next to **Information Section Fields**. Search for your field, add or remove it from the field set.
3. Click **Save**.

Configuration for activating Rebate Agreement to generate Rebate Payout schedule

Ensure that the following configurations are completed for generating **Incentive Payout Schedule:**

- Rebate System Properties are set up: Check that you have setup the Rebate System Properties here.
- Incentive System Properties are set up: Check that you have setup the Rebate System Properties here.
- Payout Frequency defined on Incentive: Ensure that you have entered a valid value for the **Payout Frequency** field on your Incentive record.
- Agreement is activated using standard **Activate** action on the Rebate Agreement.

Configuration for calculating Payout for Transaction-based Rebates

Ensure that the following configurations are completed for calculating Payouts for **Transaction-based Rebates:**

- Rebate System Properties are setup: Check that you have setup the Rebate System Properties here.
- Incentive System Properties are setup: Check that you have setup the Rebate System Properties here.
- Salesforce scheduled batch job is configured: Check that you have scheduled the batch job for payout calculations here.
- Batch Job CPQ object has correct entries for payment calculations.
- Transaction data exists for the Rebate calculation periods.
- Agreement Payout Schedules and Incentive Payout Schedule exists with *Open* status.

Payout Calc

A new API is provided which allows an override of the Apttus calculated Benefit Amount. This supports the use case to pro-rate the tier amount based on partial year programs or any other custom calculation necessary. We do not advise modifying the Apttus calculated amount. Instead, we provide a new custom field - Benefit Amount Override to capture the benefit amount computed by the callback. This will provide audit-ability for the out-of-the-box calculation. There is an override field in the agreement payout schedule.

Callback Parameters

```
/**
 *  Apttus Rebate Management
 *  IIncentivePayoutCallback
 *
 *  @2017-2018 Apttus Inc. All rights reserved.
 */
global interface Apttus_Rebate.CustomClass.IIncentivePayoutCallback {

    /**
     * Callback to override the calculated incentive payout
     * @param feeSO the fee subject
     * @param adjSO the fee adjustment subject
     * @param feeAmount the fee amount to apply the adjustment to
     * @param term the term associated with the fee
     * @return the adjustment fee amount
     */
    void afterPayoutCalc(Apttus__APTS_Agreement__c agreementSO,
                         List<Apttus_Rebate__IncentivePayoutSchedule__c> schedules,
                         Apttus_Rebate.CustomClass.Parameters params);

}
```

Register the Callback Class

Rebate System Properties Custom Field

Incentive Payout Callback Class

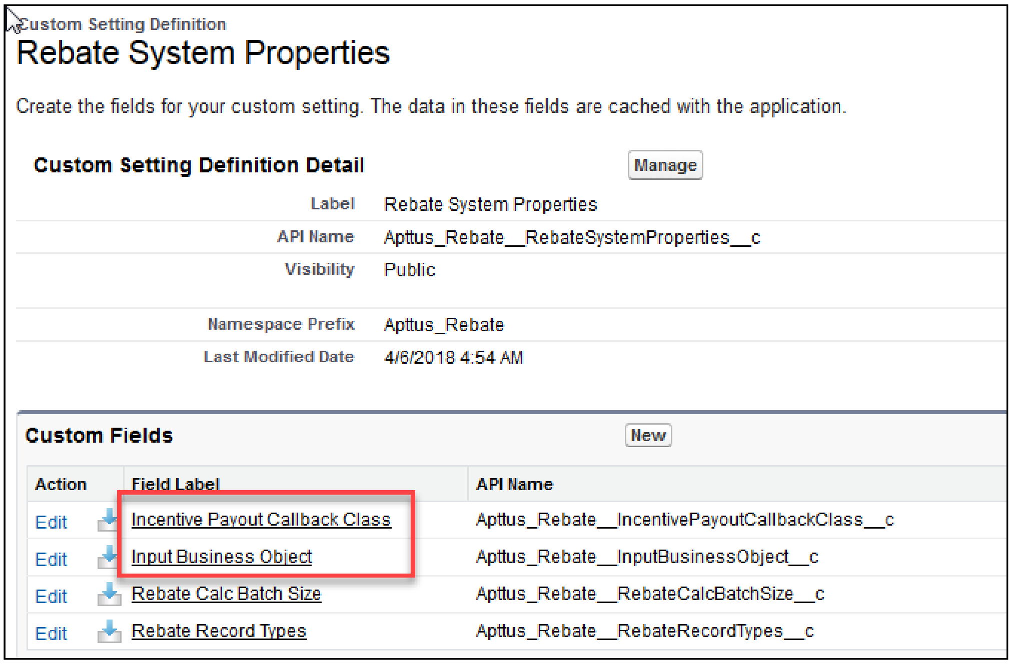
Back to Rebate System Properties

Custom Field Definition Detail Edit

Field Information

Field Label	Incentive Payout Callback Class	Object Name	Rebate System Properties
Field Name	IncentivePayoutCallbackClass	Data Type	Text
API Name	IncentivePayoutCallbackClass__c		
Description	The incentive payout callback class name. The class should implement the CustomClass.IIncentivePayoutCallback interface.		
Help Text	The incentive payout callback class name. The class should implement the CustomClass.IIncentivePayoutCallback interface.		
Created By	Nathan Krishnan, 4/4/2018 12:56 AM	Modified By	Nathan Krishnan, 4/4/2018 12:56 AM

The custom callback class needs to be registered in the Rebate System Properties settings as per below:



Parameter Class Definition:

Apttus Rebate Management provides a list of either Order Pocket Line Adjustments or the External Order Adjustment Items indexed by the incentive payout schedule id. So for each incentive payout schedule we are providing a way to retrieve the supporting detail indexed by the payout schedule record id as well as lookups to the underlying Benefit (i.e. Price Rule) and Benefit Entry (i.e. Price Rue Entry) by their respective record ids. The order adjustment line item has lookups to the Price Rule and Price Rule Entry. This should provide full context to the callback on the OOTB calculation.

Rebate Management Package Objects

Following are the details of the objects inside Rebate Management package used in the Rebate Workflow:

Apttus Rebate Management Object	Purpose of the Object
Agreement Amortization Schedule	Represents the amortization of a lump sum or upfront payment
Agreement Incentive Cap	Represents the ceiling imposed on incentive payments during a specified period
Incentive Cap	Represents the ceiling imposed on incentive payments during a specified period
Agreement Revenue Schedule	Represents the revenue distribution for a particular agreement line item
Agreement Payout Schedule	Represents the payout for all incentives for an agreement
Related Agreement Line Item	Holds the relationships between agreement line items
Incentive Payout Schedule	Represents the payout for a particular incentive

Since Rebates works in conjunction with CPQ, you can refer to the list of CPQ objects in the CPQ Admin Guide.

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