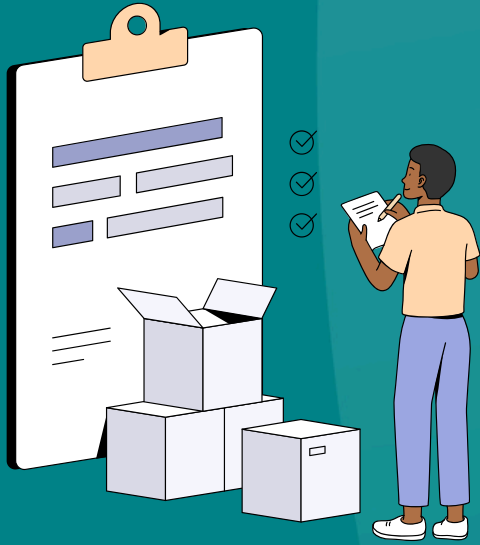


# TOP 5 TIPS FOR PROCUREMENT MANAGERS

To Successfully Negotiate Rebates



01

## SUPPLIER NEEDS

Establishing mutually beneficial relationships is at the heart of all procurement negotiations. This means building trust with your suppliers from the outset.

## RELIABLE FORECASTING

Provide the supplier with sales projections showing that you are able to give them repeat business and sustained cash flow long-term – provided, of course, the supplier can offer the right incentive.

02



03

## RESEARCH SUPPLIERS

If the supplier has a number of competitors in the market or you're after a product that's in abundant supply, your bargaining power increases accordingly.

04

## POOL BUSINESS TO ONE SUPPLIER

If you're sourcing items from several different vendors, you may be able to negotiate a good rebate deal by transferring more business to one of them.

05

## USE REBATE SOFTWARE

In order to fully understand where the best deals are coming from – and which deals need to be improved – it's imperative to have the right system in place that constantly monitors all transactions with all vendors.

