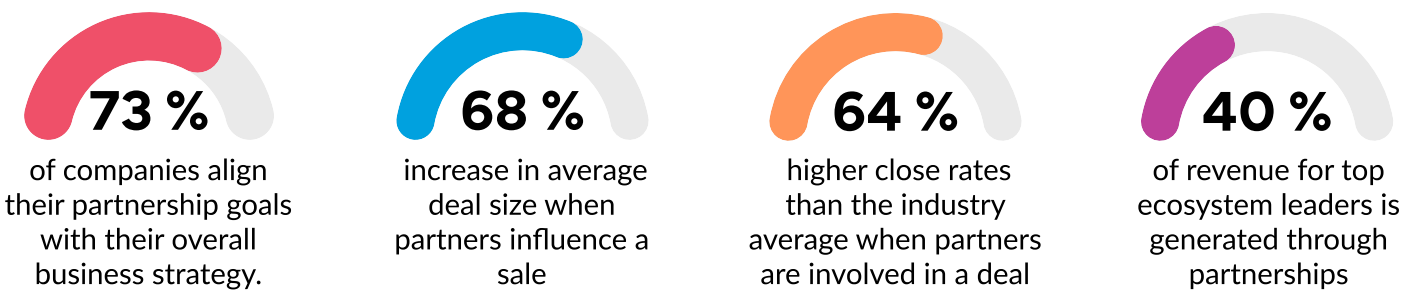# The Proven Way to Motivate Partners to Sell More

with Salesforce Partner Cloud Rebate Management

Rebate programs are powerful motivators, but managing them manually often leads to complexity, errors, and wasted resources. Salesforce Partner Cloud brings automation, visibility, and alignment to the process, helping you manage each partner and your entire partner ecosystem with the most complete partner relationship and ecosystem management platform.

Why Your Channel Strategy Can't Ignore Partners

73 % of companies align their partnership goals with their overall business strategy.

68 % increase in average deal size when partners influence a sale

64 % higher close rates than the industry average when partners are involved in a deal

40 % of revenue for top ecosystem leaders is generated through partnerships

According to The Ecosystem Compass Report 2025 by Bridge Partners and Atlas

Salesforce Partner Cloud Rebate Management
6 Ways It Drives Channel Sales for You

Set Flexible Programs
Design rebate programs tailored to partner tiers, products, or regions — so incentives align with your business strategy.

Track Partner Sales in real time
Monitor partner sales activity and rebate eligibility automatically — no spreadsheets, no guesswork.

Automate Calculations
Eliminate manual errors with automated rebate calculations and predefined payout rules.

Empower Partners with Transparency
Give partners clear visibility into claims, payouts, and progress toward higher tiers through the partner portal.

Integrate Payouts Seamlessly
Issue rebates as credits, payments, or loyalty points, with the option to connect to finance and ERP systems for streamlined disbursement.
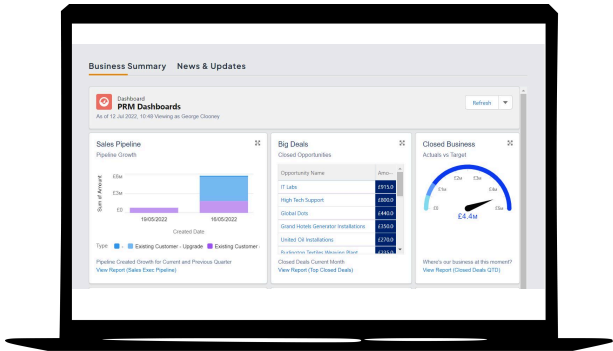
Scale with Confidence
Manage multiple rebate programs at once, track ROI, and adjust incentives quickly as business priorities evolve.

Types of Rebates Supported in Salesforce Partner Cloud

Volume-Based
Reward per unit sold, tiered by quantity.

Revenue-Based
Incentives tied to total revenue thresholds.

Growth-Based
Rewards for year-over-year sales increases.

Flat Rebates
Fixed incentive per product or transaction.

Partner Portal Experience
Built on Salesforce Experience Cloud

- Easy claim upload
- Automated validation
- Real-time payouts
- Tier tracking
- Deal registration
- AI-driven recommendations powered by Agentforce
- Notifications & alerts
- Role-based access
- Payout history
- Rebate program eligibility

Advanced Communities: Salesforce's #1 PRM Expert

As one of the most trusted Salesforce partners for Experience Cloud and PRM implementations, we help partner-led organizations design, launch, and optimize Partner Cloud to deliver results from day one.

Talk to Us!
Want to See It in Action?

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