

How does Matrix IT Infrastructure use Rebates-ON's system to increase their rebates?

REBATES ON



Moshik Azan,
CEO of Rebates-ON

“Working together with Matrix, we identified the biggest vendors that Matrix is working with and understand that there are more than 200 programs to manage that include a lot of cash rebates. In doing so, we increased Matrix’s gross margin dramatically.”



**Zion Davidov, Purchasing
and Operation Manager
for Matrix**

“At first, I did not understand the full potential of Rebates-ON. I was used to using Excel to manage the various programs and rebates. The main difficulty was to keep up with the constantly changing vendor programs and make decisions based on these moving targets, and predict what our rebate amount would be. Once I started using Rebates-ON, tracking the programs became easier. Now I have accurate daily information that assists me in making decisions based on our targets and up-to-date performance. Our rebates increased dramatically!”

Matrix is a leading integration company in the Israeli market that works with over 10 different vendors for a wide range of solutions, such as networking, storage, data center, cloud, cyber security and more.

One of the biggest challenges for Matrix was to manage and track the different partner’s programs for each vendor, including rebate payments, certifications and specializations, MDF (marketing development funds) and tracking vendors’ sub-programs that often change on a quarterly basis.

A large number of vendors with various programs made it very difficult for Matrix to maximize the full potential of the partner programs.

The main challenge for Matrix was to wisely choose the programs to specialize in, and lead their business and sales accordingly.

All the vendors selected by Matrix are presented in Rebates-ON’s system, enabling Matrix to monitor and track their progress on a daily basis. The revenue from cash rebates increased significantly following the use of Rebates-ON an increase of hundreds of thousands of dollars a year. Matrix’s rebates rate increased from 2.7 percent annually to over 3.9 percent.

Above-IT International Technologies was established in order to enable system integrators, ISPs and IT distributors increase their profitability.

“Rebates-On” is a software solution that enables you to manage all your programs and rebates in a single integrated secured system. Rebates-On is a simple and “easy-to-use” tool that makes life easier and enables you to manage multiple vendors’ programs such as HPE, Dell EMC, IBM, Cisco, Juniper, HP Inc, Microsoft and others in a single dashboard.

About Matrix:

Matrix is a public company traded on the Tel-Aviv stock Exchange and is a leading information technology company with an annual turnover of \$750M. Matrix executes some of the largest IT projects in Israel. It represents and markets the world’s leading software and hardware vendors (Dell EMC, HPE, Cisco, HP-Inc, Microsoft, Lenovo, Amazon and more).

Among its customers, Matrix includes hundreds of leading organizations and companies in various vertical markets such as: retail, banking and finances, telecom, defense, health, and the government/public sector.