Consumer Goods for Foodservice: TPM

Vistex for Contract, Rebate, Incentive and Settlement Management

Vistex for Revenue Growth Management

TPM Capabilities: Multichannel

- User-friendly linkage of direct and indirect customers for Retail and Foodservice manufacturers
- Metrics-based approval capability
- Budget and margin controls
- Contract compliance
- Accruals, settlement verification and claims resolution
- Robust reporting with best practices

Gain Visibility	Manage	Centralize
to overall net revenue and contribution	claims, settlements and accruals	contracts, budgeting and MDF execution

Features

- End-to-end solution to manage revenue-generating business scenarios integrated into SAP ERP (ECC) or SAP S/4HANA: rebates, incentives and all go-to-market strategies
- Align plans with the S&OP budgets, margins and contract term compliance
- Closed-loop solution to deliver revenue-generating customer plans embedded in SAP ERP (ECC) or SAP S/4HANA: reimbursements, settlements and market development funds (MDF) reconciliation
- Full management and visibility of all chargeback accruals and settlements
- Improved revenue growth management with trade efficiency and margin controls
- Price and contract management capabilities in a single solution

Benefits

- Automate manual processes so you have more time for analysis and validation to identify inaccurate settlements
- Eliminate the need to maintain 2 separate systems for TPM retail and foodservice which is transparent to the end user
- Reduce outstanding deduction aged trial balance by 67% to improve accrual accuracy
- Quicker redeployment of MDF by driving efficiency to increase net revenue
- Improve accrual accuracy to within ±1% of actuals, positively impacting net revenue

Achieve Margin Wholeness and Gain Net Revenue

Better Management of S&OP

- Real-time contract margin compliance capability reduces margin erosion
- Automated inventory pools *[inventory pools feature sheet]* track volume across the B2B supply chain tiers for accrual accuracy and claim validation
- Unrestricted hierarchy for flexible product and customer groupings
- Configurable automated claim validation capability reduces manual intervention for claim processing efficiency

Comprehensive P&Ls

Multiple P&Ls for customer, product, program and funding which provides analysis to determine where to and not invest

Robust Reporting & Analytics

- Pre-built reports constructed using industry best practices and key insights from our client base
- Ad hoc reporting portal provides flexibility for category-specific analytical reporting
- User-intuitive dashboards
- Export to Excel or other internal BI tools

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