GTMS®
GO-TO-MARKET SUITE®

Enterprise-class cloud software

Vendor Funding

Chargebacks → Co-op & MDF → Purchasing Rebates →

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Extend the capabilities of your ERP

Recognize and collect more revenue, boost margins and profitability by collecting owed income with improved cost recovery. Improve your organization's profitability by reducing the cost of your goods with the Go-to-Market Suite® (GTMS®) Vendor Programs module by Vistex.

With the power of an enterprise solution, you can improve program performance, streamline your processes, claim monies owed and attain unrealized earnings. Designed with compelling interactive visualizations, individualized dashboards, and advanced real-time analytical tools, your programs will deliver maximum value.

Collect more revenue and boost your margins

Chargebacks

Manage complex tasks such as contract updates, ongoing and retroactive transaction processing, vendor invoicing, claim reconciliation and more with a single, integrated approach.

Co-op & MDF

Boost margins with enhanced planning and budgeting of vendor funding programs and track fund balances.

Purchasing Rebates

Model, administer, report and analyze all of your vendor rebate programs with comprehensive, sophisticated tools.

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Chargebacks

Retrieving eligible chargeback collections from vendor-driven, cost-recovery programs is a key source of revenue, and it can mean the difference between profit and loss. Protect your margins and improve visibility into the entire chargeback process, from procure-to-pay to order-to-cash, with an integrated chargeback management system.

The Chargebacks component of the Vendor Funding module by Vistex provides a single, integrated approach to managing complex, time-consuming tasks including contract updates, ongoing and retroactive transaction processing, amounts-due calculation and invoicing, documentation and reconciliation of vendor responses, resubmissions and detailed financial postings.

The solution enables your organization to examine and manipulate data from many perspectives – customer, SKU, program and channel – allowing distributors to implement and manage these programs more effectively. By offering exceptional, real-time visibility into transactions, processes and programs, Chargebacks accelerate cost recovery rates, reduce vendor accounts-receivable balances and error rates, and provide a clear view into true profitability.

Accomplish more

- Manage all chargeback programs including contract price, % off, fixed amounts and tiered
- Gain complete visibility into transactions, processes and programs
- Define, document and track processes and workflows
- Obtain the ability to retroactively process eligible transactions
- Determine accurate cost of goods sold for customer and product profitability
- Get comprehensive reconciliation capabilities to process disputes

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Co-op & MDF

Smooth collaboration between vendors, distributors and retailers is critical. Vendor funding programs contribute to higher margins for distributors and retailers, but with multiple documents and approval requirements to manage, tracking claims becomes a source of frustration and errors.

As vendors contribute more promotional dollars to fund services, co-marketing or purchasing programs, it becomes more complex to track fund utilization and validate claims or negotiate contracts midstream to ensure program success. The Vendor Funding component of the Vendor Programs module by Vistex enables businesses to accurately reconcile the right amounts and tie all arrangements back to the relevant contracts. Organizations like yours can view critical analytics and performance data, strengthen partner relations with more transparency into claims themselves and speed up payments by minimizing back-and-forth submissions.

Armed with more accurate information, you can negotiate better programs and events and ensure transparency while providing exceptional auditability and financial controls. Improved visibility into program activity also allows businesses to have a clear picture of unspent funds, assess the performance of different programs and take appropriate action to boost results.

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Purchasing Rebates

Income from rebates can contribute to wholesale distributor and retailer margins. But without a powerful rebate solution in place, you could miss out on this vital source of income – in effect, leaving money on the table.

The Purchasing Rebates component of the Vendor Funding module is a comprehensive solution with sophisticated tools to model, administer, report and analyze all of your vendor rebate programs. It gives you the ability to understand the true income from your rebate programs, identify problems and opportunities, and take timely action to ensure that they deliver maximum value. You can also eliminate miscalculations and unrealized earnings, make more informed buying decisions and collect all the rebate income you're owed.

Detailed drill-down functionality enables you to perform post-execution evaluations of your rebate programs and strategies, which you can then leverage to ensure optimal performance of subsequent programs. With advanced reporting and analytical tools providing real-time data for evaluating program performance, you'll get a clear audit trail of settlements to satisfy rigorous compliance requirements.

Accomplish more

- Track quantity, percent and flat tiered volume and growth purchasing rebates
- Improve accuracy by including or excluding customer sales in rebate calculations
- Adjust program criteria midstream and retroactively recalculate amounts due
- Record pre-determined objectives and achievements to align with vendor payments
- Maximize payments with optimal purchasing volumes
- Gain granular allocation of rebates to determine true profitability

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About Go-to-Market Suite®

Vistex Go-to-Market Suite® (GTMS®) is an enterprise-class, modular-based application that helps drive revenue, control spend and influence behavior. GTMS is specifically designed to offer unprecedented visibility into program performance, providing unparalleled insight into the management of entire programs, and provides end-to-end insights into overall program effectiveness while driving topline revenue and improving bottom line profit.

GTMS Cloud Modules

Trade & Channel >

Make more informed decisions to maximize trade program performance.

Vendor Funding

Maximize cost recovery programs and find opportunities for revenue growth.

Price Management >

Drive prices, determine true profitability, and gain a holistic view of your pricing programs.

Rights & Royalties >

Save time and earn more from your intellectual property and artistry works.

Performance Incentives >

Effectively manage incentive compensation, drive behavior and improve performance.

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Automate, streamline and gain end-to-end visibility for revenue management with GTMS

Eliminate errors with a single source of truth so analysis is straightforward and innovation is possible

Support programs with flexibility and a “future-proof” design for a competitive edge

Gain end-to-end transparency to program performance capturing every impact on revenue and margin

Scalable and performance-tested at the world’s largest enterprises across multiple industries

Reduce financial, audit and compliance complexity with deep functionality around financial controls

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Deployment

Vistex Go-to-Market Suite integrates with any ERP and manages and analyzes your margins on both the buy- and sell-side. It offers real-time insights into program performance and provides a clear picture of how programs impact your financial, marketing and sales functions.

Cloud for any ERP

ERP agnostic revenue management software

Enterprise-class modular-based application

Interfaces with any ERP provider including SAP, Oracle, Microsoft, Epicor, Infor and more

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About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

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