



# SAP Industry Cloud **Vendor Program Management**

SOLUTIONS FOR SAP



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[info@vistex.com](mailto:info@vistex.com) | [www.vistex.com](http://www.vistex.com)

# Boost profitability through better vendor program management

Simplify your vendor programs. Recognize and collect more revenue.

Like many large enterprises, yours may be unwittingly “leaving money on the table” due to poor program management. But by simplifying the way you run your vendor programs you can improve overall program performance, recognize and collect more revenue and reduce your cost of goods. The result will be increased topline revenue, lower overall costs and greater profitability.



## Maximize cost recovery through better chargebacks processes

Retrieving eligible chargeback monies from vendor-driven cost-recovery programs is a key source of revenue. An effective chargeback management process would help protect your margins and improve visibility into the entire process, from procure-to-pay to order-to-cash.

That process would be based in an 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.

By managing these critical tasks effectively, your organization will be able to examine and manipulate data from many perspectives – customer, SKU, program, and channel – and allow distributors to implement and manage these programs more effectively.

## An effective chargeback management process allows you to:

- 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
- Gain ability to retroactively process eligible transactions
- Determine accurate cost of goods sold for customer and product profitability
- Get comprehensive reconciliation capabilities to process disputes





## Collect all the rebates income you're owed

Income from rebates can make a major contribution to profit margins for wholesale distributors and retailers. Effective rebate management would ensure their ability to model, administer, report, and analyze all vendor rebate programs. It would also provide the ability to understand the true income generated by rebate programs, identify problems and opportunities, and take timely action to ensure that they deliver maximum value.

An effective approach would enable companies to perform post-execution evaluations of rebate programs and strategies, and ensure optimal value from subsequent programs. Advanced reporting and analytical capabilities would provide real-time data for evaluating program performance, and yield a clear audit trail of settlements to satisfy rigorous compliance requirements.

## An effective rebate management process allows you to:

- 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 predetermined objectives and achievements to align with vendor payments
- Maximize payments by optimizing purchasing volumes
- Gain granular allocation of rebates to determine true profitability



## Boost margins with enhanced vendor funding programs

When done right, vendor funding programs can contribute to higher margins for distributors and retailers. But with multiple documents and approval requirements to manage, tracking claims can be a source of frustration and errors.

An effective approach would enable a business to reconcile the right amounts and tie all arrangements back to the relevant contracts. The ability to view critical analytics and performance data would strengthen partner relations through more transparency into execution and claims and accelerate payments by minimizing back-and-forth submissions.

Armed with more accurate information, businesses could 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 and assess the performance of different programs and take appropriate action to boost results.

## An effective vendor funding management process allows you to:

- Plan, budget, and track funds received from vendors
- Accrue funds based on a percentage or value of purchases
- Capture and collect fixed amount funds for discretionary spend
- Provide proof of performance for funds based on contracted events or actions
- Optimize spend with notifications for unused money





## The right software makes it all add up

If you adopt the right approach to managing your vendor program processes, you've won half the battle. But without the right software, you won't be positioned to fully exploit the potential of your programs. Vistex offers state-of-the-art vendor program management software that provides a critical means of improving your organization's profitability. With the power of an enterprise solution, you will improve the overall performance of your programs, streamline your processes, claim all monies owed, and recover unrealized earnings that often slipped away unnoticed. Designed with compelling interactive visualizations, individualized dashboards, and advanced real-time analytical tools, Vistex software ensures that your programs will deliver maximum value.

# SAP Industry Cloud

Recognize and collect more revenue, boost margins and profitability by collecting owed income with improved cost recovery



**SAP Vendor Program Management by Vistex** is part of a comprehensive SAP industry cloud suite of solutions by Vistex:

- SAP Channel Program Management by Vistex
- SAP Extended Price Management by Vistex
- SAP rights and royalty management by Vistex, cloud edition

## **Manage growth, revenue and cost control programs to increase profitability.**

Plan, execute and analyze the effectiveness of complex pricing, rebates, incentives and rights & royalties go-to-market programs.

## 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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