Channel Inventory Tracking

Automate processes, gain insight and manage programs profitably

SOLUTIONS FOR SAP

SAP Partner

Get complete, real-time visibility into partner activity

When you lack visibility into channel inventory, your business is exposed to substantial risk. With as much as 20 percent of revenue tied to partner claim programs, you can lose a significant amount of money – and margin – with every fraudulent claim, processing error and incorrect payment.

Effective inventory tracking is essential for accurately recognizing revenue, precisely determining liability for price protection and effectively administering claims. End-to-end transparency is critical, too. And ultimately, the ability to have a real-time view into your channel business can be the difference between profit and loss, and success and failure.

- **Improve View Into Channel Programs**
  Real-time visibility is essential – and can be the difference between profit and loss
- **Leverage Full SAP Integration**
  Embedded solution streamlines processes and provides critical channel inventory info
- **Fix Processes and Improve Information**
  Complete data improves revenue recognition and enables accurate claims processes

Benefits of effective

Channel Inventory Tracking

Integrated Solutions Fill Information Gaps

Vistex Solutions for SAP provide the data and detail you need to effectively monitor partner inventory levels, quickly validate partner claims, and accurately calculate payments. Here's how: Vistex offers integrated solutions designed specifically for mission critical programs.

With Vistex Solutions for SAP, all processes are embedded in SAP ERP transactional and financial data, and all data is stored in a single repository. The benefits? No silos. No spreadsheets. No blind spots. You have the information and insight you need to make critical program, business and strategic decisions.

Specifically, Vistex Solutions for SAP offer real-time tracking and visibility of all primary and secondary channel activity, including inventory levels, direct sales, sales between partners, returns, products in-transit and prices.

Vistex Solutions for SAP fix the partial processes and fill the information gaps that make it difficult to validate claim amounts, reconcile inventory levels and analyze discrepancies. Sophisticated administrative tools let you easily deal with price changes that complicate valuation and calculation. And advanced reporting tools offer complete visibility into inventory, financial data and pricing, as well as important information such as sales velocity, turns and trends.

Comprehensive Tracking Enables Efficiency

The technology offers exceptional benefits. Comprehensive tracking of pricing, order value and quantities enables accurate product re-valuation and inventory verification. Integrated serial number tracking offers the ability to do validation for individual units. Reporting tools use customizable metrics to provide in-depth, real-time insight into key supplier, inventory and procurement performance indicators. And automated processes handle all your important partner data, including POS, inventory and claims.

With Vistex Solutions for SAP you gain the ability to see precise inventory levels, locations and status. You know list prices, selling prices, discounts, current product value and other critical information. You can view the activities of specific channel partners – and their sales-in, sales-out, prices and inventory – and use that information to determine price-protection settlements. You have the ability to streamline revenue recognition, invoicing and payment. You have the data you need to develop accurate forecasts.

The bottom line: Vistex Solutions for SAP for Channel Inventory Tracking shows you how it all adds up by automating complicated processes and providing the information and insight you need to manage your channel programs efficiently, effectively and profitably.

Channel Inventory Tracking Adds Up to

Real Solutions, Real Benefits

- Streamline and automate processes with an integrated system
- Leverage transactional and financial data in ERP
- Get complete visibility into transactions, processes and programs
- Calculate and validate claims automatically, based on inventory levels and receipts
- Perform automatic price updates and re-valuation of channel inventory
- Gain real-time visibility into channel activity, including sales, returns, in-transit shipments
- Control entire inventory tracking hierarchy and dissemination of information
- Use inventory pools to validate claim pricing and quantities for accuracy
- Process partner data automatically, including POS, inventory and claims
- Compile inventory reports on moving inventory and current inventory status
- Track inventory levels at various distribution centers as well as inventory transfers

Deployment Options | Run it your way

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, Vistex's innovative solution extensions for SAP empower your organization with unprecedented visibility into any program and performance. Gain deeper insight and enable fact-based decisions to drive revenue, control cost, minimize leakage, and streamline processes. With a range of deployment options for all your programs, you choose the way that works best for your business needs.

Add the right option for your business

On-Premise

In Cloud

Hybrid

About Vistex

Solutions for SAP

Innovative solution extensions for SAP software

SAP resells these applications under the following names:

SAP Business Suite

SAP Paybacks and Chargebacks by Vistex

SAP S/4 HANA

SAP Paybacks and Chargebacks by Vistex for SAP S/4HANA

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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