Case Study

Vistex®

Bold Vision. Brilliant Execution.®

Summit cuts price maintenance in half, achieves ROI in only 12 months

Vistex solution automates and accelerates data maintenance tasks

Overview

Summit Electric Supply handles an extraordinary number of SKUs (1.7 million to be exact), making data maintenance extraordinarily time-consuming. The company updates prices on more than 400,000 products every week, and maintains 20 million basic price records, eight million sell price records, four million rebate condition records, 90 rebate condition types and 90 customer discount types.

Summit was at a cost and capabilities crossroads. The company had a homegrown data maintenance solution in place, but the limitations of that solution resulted in duplicated records and inefficient use of staff time.

With operations demanding new functionalities and greater efficiencies, the company decided to halt its expensive custom software development efforts and look for a solution to overcome its constrained ability to manage condition records with standard SAP® Master Data functionality.

Solution

"We found the answer when we saw Solutions for SAP" said Mark Lambert, Summit's Business System Analyst. "They have all the custom capabilities we'd developed, plus many other features we were going to develop."

Vistex Solutions for SAP cover everything from agreement creation to analytics, including price administration, deal management, price execution and reporting. Intuitive functionality allows users to adjust prices quickly, while providing the ability to execute mass updates and automate key tasks.

Results

With its Vistex solution implemented, Summit was able to cut the time and manpower required for pricing maintenance by 50%. Having an integrated solution also eliminated duplicated effort and records. And native analytical tools removed the need to export data to spreadsheets in order to perform analytics.

These time- and effort-saving capabilities were so significant that Summit achieved full ROI on its Vistex investment in just one year.

Summit Electric Supply Co.

- **Headquarters:** Albuquerque, N.M. USA
- **Industry:** Wholesale distribution
- **Products:** Industrial electrical equipment and supplies
- **Revenue:** $421 million (est.)
- **Locations:** 28 service centers
- **Employees:** 650

Ranked in the top tier of U.S. electrical distributors, Summit Electric Supply provides electrical components to electrical professionals and contractors, as well as construction industry professionals working on commercial, industrial, residential and marine projects. The company generates more than $420 million in annual sales through 28 service centers in the United States (New Mexico, Arizona, Texas, Louisiana and Oklahoma) – and one in Dubai, UAE.

50%

reduction in pricing condition record maintenance

> **"The question was, do we continue to custom-develop, or do we find a product that has all the functionality we need?"**
>
> – Mark Lambert, Business System Analyst

- 1.7 million SKUs
- 20 million basic price records
- 4 million rebate condition records
- 8 million sell price records
- 400,000 price file updates per week

About Vistex Solutions for SAP

Vistex has a longstanding and unique strategic relationship with SAP, offering a number of innovative solution extensions for SAP software. Our products are tested, validated, licensed and supported by SAP, and utilize the core SAP ERP environment to maximize on our customers investment.

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