

Case Study

Now it all adds up for a global distributor in the automotive and industrial aftermarket

Industry leader gains exceptional volume, accelerated execution and superior accuracy.



Highlights

-  **2-3%** of revenue leakage was prevented for supplier and customer rebates.
-  More accurate audit traceability and backup data.
-  Faster execution of complex attainment/payout programs.



“Vistex delivered a robust rebate solution that enabled us to handle high transaction volumes, reduce revenue leakage and improve accuracy. We now have the efficiency, control and scalability needed to grow our business confidently.”

Finance Director

Overview

A global distributor in the automotive and industrial aftermarket needed an enterprise software solution to manage its auto parts business, comprising hundreds of thousands of SKUs and more than a million transaction lines per day. The company faced challenges, including global supply chain constraints, labor shortages, inflation and rising fuel and transportation costs.

With thousands of indirect customers frequently participating in multiple programs and changing enrollments, the company realized that manually tracking programs and enrollments in Excel spreadsheets was highly cumbersome, time-consuming, and prone to errors. Relying on manual communications made it difficult to provide accurate payment information, resulting in inefficiencies, check reprints and delayed payments.



Solution

The company wanted a partner with the expertise and ability to support and automate its complex buy- and sell-side rebate programs, manage the massive transaction volume that other partners couldn't handle, and deliver a world-class rebate solution to develop and nurture new and existing business partner relationships. The solution also needed to integrate seamlessly with the company's core data, catalog, automation and ERP systems. Security and encryption/decryption of files were also crucial consideration factors in the selection process.

The company found the answer in SAP margin optimization solutions by Vistex after determining they would effectively manage customer and vendor rebates.



Results

SAP margin optimization solutions by Vistex complemented the company's vision of having a world-class rebate solution at its fingertips.

Along with gaining line-level visibility into backup and allocation data and strengthening partner relationships, the company eliminated revenue leakage, cut operational inefficiencies and rebate-calculation errors, accelerated processing, reduced missed payment terms, removed manual work, improved accuracy across extensive transaction volumes, and added the scalability needed for future growth.

Notably, the company prevented 2-3% of revenue leakage for supplier and customer rebates.



Vistex solutions implemented:

SAP margin optimization solutions by Vistex

- SAP Paybacks & Chargebacks by Vistex
- SAP Incentive Administration by Vistex
- SAP Data Maintenance by Vistex, pricing option

Let's Connect

About

Recognized for quality products, service and knowledgeable staff, this leading automotive and industrial replacement parts distributor serves its global customers through a massive network of warehouse, distribution and retail locations worldwide.