

Case Study

Now it all adds up for a leading specialty building product distributor

Industry leader trims operational expenses and prevents revenue leakage. Scalable cloud platform manages complex buy- and sell-side rebate programs.

Highlights

 **4-5%** of revenue leakage was prevented for supplier and customer rebates

 Achieved a faster, cleaner month-end close

“We had limited visibility into how rebates impacted our bottom line and were losing 4-5% to revenue leakage. We were guessing at our bottom-line impact and closing books late. Vistex eliminated our manual dependency and enabled us to achieve accuracy with full audit traceability. Now we close our books on time every month with complete confidence.”

Controller



Overview

A leading specialty building product distributor for residential and commercial projects throughout North America sought an enterprise software solution that would trim operational expenses, deliver faster, more scalable performance and remain innovative.

With a focus on achieving significant growth and geographic reach, the company faced increasingly complex calculations for ever-changing rebate programs that involved netting and determining the best base between PO receipts and invoices.

Manually processing buy- and sell-side rebates in spreadsheets was extremely time-consuming and required multiple headcounts. Beyond operational inefficiencies and inaccurate rebate calculations, leadership had limited visibility into how rebates affected the bottom line and could not validate backup data or assess the business value of the rebate calculations.



Solution

The company needed a solution that would eliminate hardware costs, reduce reliance on headcount and automate rebate complexity beyond spreadsheet capabilities.

Their requirements were non-negotiable:

- Manage vendor and customer rebates without manual intervention
- Reconcile vendor rebates with incoming payments automatically
- Integrate seamlessly with existing systems (Infor Distribution SX.e and Informatica)
- Deliver enterprise-grade security, reliability and disaster recovery
- Provide expert support for ongoing business continuity

Critical operational gaps to close included:

- Validating backup data for calculated rebates during vendor disputes
- Reconciling vendor payments (submitted at varying levels) with calculated accruals
- Simulating and projecting rebate dollars over time for financial planning

The company selected Vistex's Go-to-Market Suite (GTMS) enterprise software as the only solution that met all technical requirements while eliminating the infrastructure burden.



Results

By selecting the Vistex GTMS solution, the company dramatically shortened deployment time and achieved rapid ROI, significantly reducing operational expenses. The company acquired a highly efficient cloud enterprise solution that prevented revenue leakage.

The solution also introduced flexibility and scalability for managing the constantly evolving rebate programs, while integrating with its financials to provide a detailed sub-ledger for rebate calculations.

As a result, 4-5% of revenue leakage was prevented for supplier and customer rebates and the company consistently closed its books on time each month.

Other critical benefits realized:

- Elimination of manual processes
- Audit traceability and backup data resolve vendor disputes faster
- Capital reserve reporting shows rebates tied to existing inventory
- Supports complex buy- and sell-side rebate programs with multiple variations
- Scales with geographic expansion and increasing rebate programs
- Intuitive interface drives user adoption





Now it all
adds up[®]

Vistex solutions implemented:

Go-to-Market Suite

– *Vendor Funding*

Let's Connect

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About

This leading North American specialty building product distributor for residential and commercial projects operates branches across the United States and Canada and works with thousands of professional builders, contractors and vendor suppliers.

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