Creating a Profitable **Rewards Program**

The **tech market** is growing at **5-7%** a year and expected to **accelerate** in the 2020s

So making sure you have the right **partners** in your **ecosystem** is more important than ever

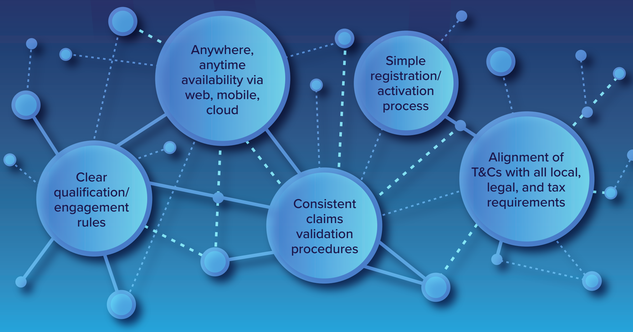
One-size-fits-all loyalty programs are a relic of the **past**

Incentive programs need to align better with channel partners' business models by determining which behaviors and KPIs you want to incentivize

- Combine pre- and post-sales rewards to inspire productive partner behavior
- Reward partners for activities throughout the entire sales cycle
- Decrease partner effort to increase partner loyalty
- Deliver timely and accurate reward fulfillment

Ease of doing business adds up to **higher** rates of **Participation**

Break through the communications clutter. Set your programs apart from the competition by making your vendor-partner programs more user-friendly:



Learn **10** hot tips to develop and deploy a thriving loyalty and incentive program

Download our eBook: **10 Things That Add Up to A Profitable Rewards Program**

How Vistex Adds Value

With the rising cost of customer acquisition, the rapid pace of innovation and intense competition for market share, high tech companies must monitor program performance, drive demand and protect margins for critical revenue growth. Vistex enables high tech companies through an integrated solution that manages the full breadth of direct and indirect channel management including CDM, contracts, pricing, ship & debit, rebates, Co-op & MDF, incentives and IP royalties. High tech companies can now improve profitability through automation of complex programs, insights into program performance, incentive calculation accuracy, overpayment avoidance, increased compliance, streamlined reimbursements, and better manage the entire revenue management lifecycle.

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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