

Nidera: Simplifying Customer Rebate Processes with SAP® Incentive Administration by Vistex

Agricultural markets depend on Nidera for high-quality seeds, nutrients, and crop protection. The company wanted to improve its customer service but was using a completely manual process to calculate and pay out customer rebates and bonuses. The use of custom in-house programs and Excel spreadsheets led to incorrect and late scheduling of payouts.

With the SAP® Incentive Administration application by Vistex, Nidera gained automated insights into accurate customer rebates and payments due and is able to reconcile correctly from an accounting perspective. Customers now receive PDFs that reflect the right information and payouts, and Nidera has gained full visibility into accruals.



Better insight for greater customer satisfaction

Company

Nidera Sementes Ltda

Headquarters

São Paulo, Brazil

Industry

Life sciences – agriculture

Products and Services

Grains, vegetable oil, seeds, nutrients, crop protection, storage, handling, processing

Employees

1,000

Revenue

US\$2 billion

Web Site

www.niderasementes.com.br

Objectives

- Improve insights into rebates and bonus calculations paid to customers
- Reduce time spent on rebate calculations
- Eliminate custom programs and reports
- Eliminate custom Excel development
- Assign personnel and roles to higher value tasks and duties

Why SAP

- SAP® Incentive Administration application by Vistex fully integrated into master data in current SAP software
- Multilanguage support
- In-depth reporting and analysis

Resolution

- Realized ROI just one month after implementation
- Gained ability to pay out correct rebate amounts
- Centralized data and compliance with internal business processes
- Enabled quick access to the right information
- Helped assure data integrity

Future plans

- Establish goals for representatives
- Roll out SAP Incentive Administration in additional business divisions
- Implement the SAP Data Maintenance application for ERP by Vistex

“By implementing SAP Incentive Administration by Vistex, Nidera realized two major benefits. We improved performance by reducing the time needed to calculate fees, and we gained full traceability and easy access to related documents, as the application is fully integrated with our current SAP software.”

Eduardo Carlos da Silva, Systems Coordinator, Nidera Sementes Ltda

Greater
Customer satisfaction

Better
Visibility into accruals

Faster
Access to important data

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