

Wholesale Trade It's Easy, Isn't It?

Representing

WAREHOUSE

6%
of the
U.S. GDP

40%
of profit comes
from vendor
recovery
programs

Managing and optimizing a wholesale distribution business is very tricky...

Critical industry challenges

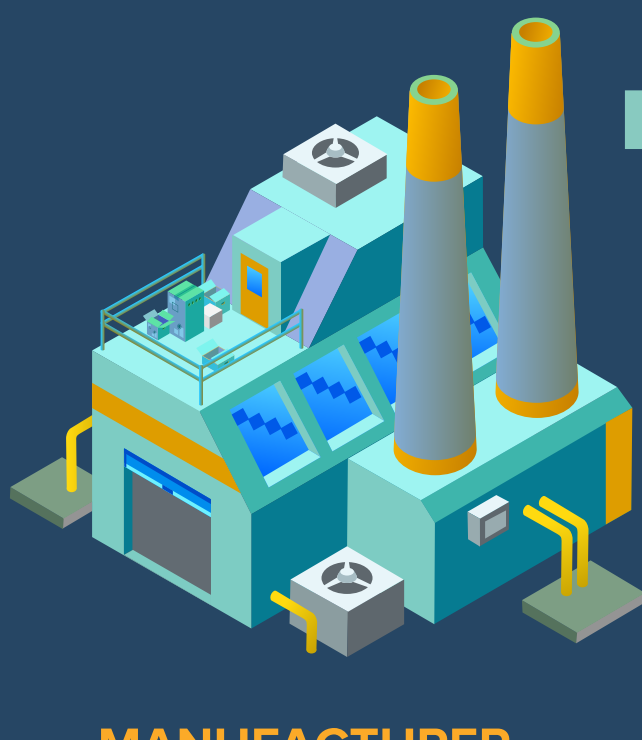
- Razor-thin profit margins
- High transaction volumes
- Claims and calculations errors
- Programs managed in silos
- Lack of data accuracy/transparency
- Poor visibility into true profitability

Wholesale distributors must manage a complex web of transactions

Vendor cost recovery is a crucial source of profitability, but very hard to manage

So, many wholesalers end up leaving money on the table

Reconciling monies due and collecting monies owed is quite complex.



MANUFACTURER

Vendor Pricing
Chargebacks
Vendor Funds
Vendor Rebates



Incentives

Customer Pricing
Customer Rebates



Incentives



DISTRIBUTOR



CUSTOMER

But it doesn't have to be a total loss...

Vistex offers a holistic approach to managing programs:

Automation of calculations

Flexibility to manage any type of program

Preconfigured "best practice" scenarios and program design

Sophisticated tools to model, administer and analyze programs

Real-time reporting and advanced analytics capabilities

Vistex drives profitability by streamlining all major program processes.



Pricing

- Automatic calculation of prices based on business rules
- Agility to quickly and efficiently change multiple price points
- Seamless flow of data to customer orders

Chargebacks

- Systematic calculation of amounts due from vendors
- Rapid reconciliation of vendor responses
- Complete visibility into detailed contract information

Contracts

- Central hub of all contract information
- Clear view of program superstars and non-performers
- Automated matching of program sales and claims to planned spend

Rebates

- Automation of rebate program calculations
- Flexibility to utilize rebate programs that drive business objectives
- Ability to create targeted rebates that drive revenue and profit

How Vistex Can Help

With high volumes and thin margins, distributors rely on price optimization and cost recovery programs for profitability and income. Vistex supports distributors with software and services to better manage vendor rebates, chargebacks, deals & offers, Co-op & MDF, price protection programs and trade promotions. With enhanced alignment to businesses processes, distributors improve margins, guard against losses and leakages, gain visibility into price setting and true costs, incent customers and collect from vendor programs.

About Vistex®

Vistex is a global enterprise software company headquartered in Chicago. The company is a pioneer in enabling organizations to better deploy their products and services through Go-to-Market programs. The software and services provided by Vistex help companies increase revenue and reduce costs with their business partners by managing trade, channel and vendor programs, pricing, performance incentives and rights & royalties. Optimized by industry and deployed on premise or in the cloud, enterprises are empowered with unprecedented visibility into the full life cycle of program performance through strategy, software, implementation, execution and analytics service.

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