Innovative solution extensions for SAP

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Why Vistex

Vistex has a longstanding and unique strategic relationship with SAP, offering a number of innovative solution extensions for SAP software. Our products are tested, validated, licensed, and supported by SAP, and utilize the core SAP Business Suite and SAP S/4HANA environments to maximize customer investment.

UNIQUE SAP PARTNER

- Vistex is a global provider of enterprise solutions and services
- SAP Global Software Solution Extension Partner
- Vistex modules utilize the core SAP Business Suite and SAP S/4HANA environments
- Products tested, validated, licensed and supported by SAP

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About Vistex

Vistex helps manage the full lifecycle of your programs through strategy, software, implementation, execution, and analytics, providing enterprise software solutions that help businesses effectively and efficiently manage pricing, incentive, rebate, royalty, and channel programs.

Enabling end-to-end administration of today’s complex business-critical programs, Vistex solutions offer unprecedented visibility into program performance with easy access to the data needed to make informed decisions that drive revenue, control costs, minimize leakage, and streamline processes.

Founded in 1999 and based in Hoffman Estates, Illinois (USA), Vistex serves a broad range of industries and companies throughout the world, with deep domain expertise.

With more than 1,500 employees globally, the Vistex team brings unmatched depth of knowledge, extraordinary technical skills, and real-world experience to every solution we provide, to each customer in every industry we serve.

USER EXPERIENCE
Fiori is Vistex’s new user experience for SAP software. Using modern UX design principles, SAP Fiori delivers a role-based, consumer-grade user experience through all lines of business, tasks, and devices. Fiori incorporates data display and data entry capabilities of traditional applications, data visualizations of traditional dashboards and reporting tools as well as the interactive analytics of business intelligence tools.

The concept of user-centered design focuses on the way employees work and offers a variety of business benefits:

- Faster and direct access to relevant information and applications
- Helps users decide what needs to be done next
- Allows users to take fast and informed actions

ANALYTICS
All Vistex solutions feature state-of-the-art analytical capabilities that allow users to understand the true impact of their marketing programs and make sense of data in real time. Business decisions become more effective as they are based on reliable, carefully filtered data. The result: Better insights add up to better performance and greater profitability.
Customer Rebate Management

SAP Incentive Administration by Vistex provides users with a single point of access to model, administer, report and, analyze all aspects of sales or purchasing rebate programs, royalty payments, and incentive programs, such as commissions or incentive compensation and bonus plans.

Pain Points

- Managing complex contracts
- No full insight into rebate spend processes
- No possibility to motivate indirect business partners
- Errors, overpayments, and disputes with customers
- Manual effort to maintain and check contracts and calculations

Business Benefits

- Enables sophisticated rebate program management including mass creation and maintenance
- Delivers accurate, timely, and comprehensive financial information
- Enables tracking of real-time contract and customer performance
- Retroactive rebates processing and financial posting adjustment
- Allows contract-based forecasting and interactive what-if capabilities
- Permits fast program changes by change requests with workflows
- Increases operating income

Example Scenarios

- Volume
- Growth
- Target
- KPI – qualitative
- GPO
- Indirect customers

Customer Examples

- AB InBev
- Adobe
- Nidera
- GRAINGER
- McCain

1.8m sales order lines processed daily most of which are used in Vistex chargeback claims and rebates process
Vendor Rebate Management

Pain Points
- Difficult to manage global programs with local flexibility/central control
- Rebates strongly influence margin – rebate programs are costly
- Erroneous calculation and payouts due to manual administration
- Difficult to track and keep variety of rebate programs on the radar

Business Benefits
- Offers flexibility to manage complex rebate programs without manual processes (%, $, scaled, growth, outcome-based)
- Calculates rebates automatically
- Brings true visibility into the rebate process through forecasting
- Provides robust capability for negotiating contract terms and conditions
- Enables forward visibility to next-tier achievements
- Empowers multiple layouts to view data based on user needs
- Enables workflow approval process for all changes
- Allows flexible accrual approaches
- Facilitates retroactive rebates processing and financial posting adjustment

Example Scenarios
- Standard revenue
- Retrospective
- Growth-based
- Flat amount
- Volume
- Sell-out based
- Threshold

Customer Examples

Collecting more than $100m in vendor receivables annually for a leading wholesale distributor
Pain Points

• Lack of possibilities on generating IP revenues or control IP expenditures
• Inaccurate & manual royalty calculations
• No visibility on cash planning for royalty payouts
• Legal, audit, and compliance issues
• Inability to manage rights in/rights out

Business Benefits

• Ability to facilitate both inbound and outbound rights and royalties
• Enables efficient negotiations and complex royalty contract conditions management
• Plans & models royalty programs with what-if simulations
• Provides a one-stop solution for royalty management
• Manages rights and royalty calculations automatically
• Manages royalty recalculation on retroactive changes on royalty contracts
• Reduces the amount of false payments and disputes through full visibility of royalty programs
• Increases revenue and maximizes ROI
• Establishes royalty expenditure control
• Increases operational efficiency

Example Scenarios

• IP/rights management
• Min/max guarantee
• Advances & initial fees
• Royalty planning
• Royalty forecasting
• Royalty simulations
• Automatic royalty calculation
• Real time accruals & settlements

Customer Examples

Vistex solutions support 15.6m monthly transactions and $22 billion annual online transactions.
Sales Incentives and Commissions Management

Pain Points
- Complex incentive plan management
- Inability to calculate and pay incentives in an accurate and timely manner
- High manual effort for program maintenance
- Unmotivated representatives drag down margin

Business Benefits
- Manages complex incentives: monetary (%), flat, scaled, etc.) and non-monetary (vouchers, gifts, etc.) as well as quantitative (revenue, quantity, sell-out etc.) and qualitative (KPI, MBO etc.)
- Supports tiered incentive plans
- Increases control through margin analysis and contract negotiation capabilities, on the fly and retroactively
- Reduces false payments and disputes
- Increases operational efficiency
- Minimizes manual adjustments

Example Scenarios
- Quotas
- Growth
- Flat
- Market share
- MBO contracts
- KPI
- Volume
- Multi-dimensional
- Down-line
- On-invoice

Customer Examples

Calculating 50,000 commission documents per year with an 80% reduction in manual processing time at a leading candy manufacturer
SAP Paybacks and Chargebacks by Vistex improves cash flow and profitability by reducing inaccurate chargeback payments and the associated costs of dispute handling. The solution offers sophisticated program, claims and rebate management as well as price protection tools, plus real-time reporting and advanced analytics.

**Pain Points**
- No visibility into distributors’ sales execution
- No visibility into end sales or end customers
- Lack of communication with channels to sell out in the market
- Difficult managing duplicated & erroneous claims from channels
- Overpayment of claims

**Business Benefits**
- Drives comprehensive, holistic contract management
- Manages billbacks calculations automatically
- Recalculates automatically based on retroactive changes to hierarchies and contracts
- Reduces the amount of false payments, disputes, and claims reconciliations
- Allows real-time visibility into end-consumers/customers
- Increases operational efficiency
- Enables real time insight into direct and indirect sales channels
- Delivers full management visibility and analytics of all payback programs, with reporting capabilities at your fingertips

**Example Scenarios**
- Pricing contracts
- SPA & S&D contracts
- GPO/Group contracts
- MDF programs
- Channel tracking
- Channel communication
- Claims reconciliations
- Mass accruals & settlements

**Customer Examples**
- Georgia-Pacific
- Anheuser-Busch InBev
- Hoover
- Welch Medical
- GE Lighting
**Distributor/Retailer Chargeback Management**

**Pain Points**
- No possibility to negotiate better chargebacks contracts with suppliers
- Tedious and error-prone claims calculations
- Verbal or no recording of the suppliers confirmation on claim payments
- Long turnaround times for claim payments

**Business Benefits**
- Drives comprehensive, holistic contract management for chargeback amounts and customer pricing
- Manages chargebacks calculations automatically
- Recalculates automatically based on retroactive changes to hierarchies and contracts
- Increases income through proper claim reconciliation and partner communication
- Enables real-time insight into all channel programs
- Delivers full management visibility and analytics of all chargeback programs, with reporting capabilities at your finger tips
- Allows visibility to chargeback amounts at time of sale for true customer profitability
- Provides ability to see customer negotiated pricing on the order

**Example Scenarios**
- Pricing contracts
- SPA & S&D contracts
- GPO/Group contracts
- MDF programs
- Automatic CB calculations
- Suppliers communication
- Claims reconciliations
- Mass accruals & settlements

**Customer Examples**

$1.3m sales order lines created 5,900 Vistex IP documents in 23 minutes at the world's largest retailer.
Distributor/Retailer Price Protection Management

Pain Points

- Unable to manage frequent price drops/changes communicated by suppliers
- Manual calculation of claims values for price changes
- Manual updates on every PO for price changes & IR
- Inaccurate inventory revaluation

Business Benefits

- Manage price drops communicated by suppliers
- Record suppliers price protection agreements
- Manage PP calculations automatically
- Automatic calculations of price drop claims for inventory
- Automatic revaluation of your current inventory
- Do updates of price changes to open POs and IRs
- Reduce the amount of false payments and disputes through partner communications and claims reconciliations
- Accrue and settle the claims for price drops
- Establishing fast and full cost recovery

Example Scenarios

- Price drops
- Price changes
- Automatic PP claims calculations
- Revalue inventory
- Update PO and IR
- Supplier communication
- Claims reconciliations
- Mass accruals & settlements

Customer Examples

$6m price protection programs for a leading electronics distributor

Vistex
Price Management

SAP Data Maintenance by Vistex eases data maintenance of non-contract pricing data through a flexible user interface tool to manipulate and automate mass updates and manage deals. The solution also calculates and reports government pricing and Medicaid claims for Life Sciences manufacturers.

Pain Points

- Slow responses to price changes
- Huge amount of records to process
- No ability to do price simulation
- No real-time margin analysis to ensure cost-control on every level
- Manual approval process for price setting and changes

Business Benefits

- Enables efficient price management (uploading, mass creation/change etc.) and evaluation of price changes (including workflow approval with notification), before release
- Includes complex models and multiple parameters in the decision making process
- Permits flexible price strategies to meet business objectives
- Offers extensive simulation capabilities to model what-if scenarios
- Supports pricing guidelines to ensure adherence
- Displays gross margin, net margin, pocket margin on the fly, comprehensive margin management, including on-invoice or off-invoice elements

Example Scenarios

- Cost + pricing
- Market-based pricing
- Value-based pricing
- Strategy-based pricing
- Segmentation-based pricing
- Pocket price bands

Customer Examples

- Topco
- Weyerhaeuser
- SONY
- Animal Health International
- INVISTA

Processes

40m SKUs per day
Out of $1.5b in sales revenue, 1 out of 3 sales dollars are eligible for deals at a leading Life Sciences distributor...and Vistex handles them all.
SAP Data Maintenance by Vistex enables the efficient maintenance of material, customer, vendor and other partner data in the SAP ERP application. The solution provides single-entry access to all your data, reducing manual errors and increasing data efficiency by automating updates and acting as a centralized repository.

### Pain Points

- Inefficient, cumbersome transactions for data maintenance
- Rigid data views limit arrangement of structures or hierarchies, and limit ability to add material, customer, vendor, or pricing master data across transactions
- Limited validity checks and workflow/approval for master data changes lead to increased data entry errors
- Master data changes become effective immediately when the SAP-delivered transaction for data maintenance is “saved”
- Limited ability to spot and eliminate duplicates

### Business Benefits

- Allows users to view only relevant fields
- Enables automatic completion and duplication checks
- Provides a single workbench for additions and changes across plants, sales orgs/distribution centers etc.
- Routes all changes and creation through the proper channel using data map
- Provides a full approval process for all changes leveraging status flow
- Enables quick mass maintenance
- Makes available additional master data (vendor/customer info record, source list, BOM, and routing management)

### Example Scenarios

- Mass maintenance cross-plant in organizational structures
- Entire business to add attributes to all master data
- Alignment of all departments through integrated status flow
- Upload cleanse data

### Customer Examples

- Mckesson
- Room & Board

**Over 150k** material records mass maintained and processed through Vistex
Vistex Agribusiness Solution, comprising of SAP Farm Management by Vistex and SAP Grower Management for Perishables by Vistex is a complete set of SAP integrated modules, managing all aspects of farm and grower back office operations, and supporting a complete range of crop types and agricultural processes. From plant, nurseries, field, and harvest operations to contracting and packaging, processing and payment management, the Vistex Agribusiness Solution addresses the ongoing challenges faced by the agriculture industry.

**Pain Points**
- Sub-optimal exploitation of terrain attributes
- Poor planning for material input purchasing needs
- Lack of inventory coordination
- Poor visibility into expected harvest
- Inability to coordinate harvest plan with plant capacity
- Inexact knowledge of labor/equipment needs
- Poor visibility limits planning accuracy
- Inability to optimize harvest schedule
- Poor reactivity to unforeseen harvest constraints

**Business Benefits**
- Provides enhanced view of available terrain parameters
- Facilitates planning for near, medium and long-term
- Optimizes scenario-based planning
- Enhances support for cost-effective scheduled purchases
- Integrates seamlessly with SAP
- Enables alignment of plant availability and harvest schedule
- Provides accurate visibility into scheduling needs
- Optimizes harvest schedule for all relevant parameters
- Provides ability to schedule multiple parameters

**Customer Examples**

A fully comprehensive and integrated business solution designed purely for agriculture.
Deployment Options

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, Vistex’s innovative solution extensions for SAP empower your organization with unprecedented visibility into any program and performance. Gain deeper insight and enable fact-based decisions to drive revenue, control cost, minimize leakage, and streamline processes. With a range of deployment options for all your programs, you choose the way that works best for your business needs.

Add the right option for your business

On-Premise  In Cloud  Hybrid
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.