

Rebate Management

Maximize the power of
your rebate spend

SOLUTIONS FOR SAP





Effectively manage your business with Rebate Management

Rebate programs are powerful tools for gaining market share, boosting sales and recouping revenue. But if your programs are like most, they are difficult to manage, especially those with complex criteria.

Most organizations manage rebates using spreadsheets – a 100% manual approach that is complicated, slow and mistake-prone. And with the rising sophistication of programs, inefficient processes inevitably lead to inaccurate accruals, unrealized earnings and inventory turnover and payout miscalculations.

With Vistex solutions, your processes, calculations and financial postings are automated, reducing error rates. Your rebate programs are what they are meant to be – a reliable, effective tactic for incenting sales, and for improving revenue, profitability and market share.

■ Single Solution

Manage complex programs utilizing the same financial, transactional and master data inside SAP

■ Drive Partner and Customer Sales

Real-time customer data lets you discover opportunities to drive additional revenue

■ Ensure Maximum ROI

Advanced analytics deliver insight into program performance – and enable action



One Solution to Manage Complex Programs

Vistex Incentive Administration streamlines the administration of rebate programs by giving you a single point of access to the tools needed to effectively model, implement and manage even the most complex programs. With Vistex, you can quickly create and successfully administer any type of program, including percentage-, sales-, growth- and outcome-based types that may be tiered or multi-dimensional scenarios.

This solution lets you manage the rebate lifecycle from start to finish. An easy-to-use workbench makes it easy to develop, simulate, launch, administer and maintain plans. Sophisticated tools give you the ability to efficiently manage complicated programs with multiple customers, channel partners and suppliers.

Benefits of effective Rebate Management

Advanced reporting and analytics provide real-time data for evaluating program performance. Automated processes execute calculations, accelerate payment and provide a clear audit trail of accruals as well as settlements to meet compliance requirements. And when your organization can see program data in real time, you have a true, up-to-the-minute picture of program performance and its impact on business performance.

Vistex Incentive Administration manages sales- and purchase-based rebates. It allows you to offer go-to-market programs to your channel partners and customers as well as manage rebate programs offered by suppliers and distributors to you. For retailers and wholesalers, the revenue earned from purchasing rebates can be accurately anticipated in the solution and re-allocated to fund down-channel sales rebate programs offered by you to increase sell-through sales.

Visualize Program Performance – and Respond

Vistex solutions give you the information you need to take action:

- **Make mid-stream adjustments to programs that are under-performing, and extend programs that are exceeding expectations**
- **Move more product – and help your partners save – by alerting them when they near program thresholds**

- **Determine how to make strategic buys that lower per-unit purchase costs**
- **Respond quickly to market shifts and changes in buying behavior, and modify your programs to take advantage**
- **Perform detailed post-execution evaluation of your programs and strategies, and use that information to determine best practices and improve future programs**



SAP ERP-Embedded Solution Delivers Efficiency

Unlike point solutions, Vistex solutions are embedded in SAP ERP, offering full integration with Accounts Receivable and Accounts Payable. This intelligent approach eliminates manual processes, simplifies rebate management, maximizes trade spend ROI, and ensures your volume and performance incentive programs are managed efficiently.

Vistex solutions allow you to focus more on business objectives, significantly improve program effectiveness, know how your partners are doing, discover and incent opportunities for extra sales and, ultimately, increase profitability. With Vistex, you have the time, visibility and tools to ensure rebate programs drive performance.

Rebate Management

Real Solutions, Real Benefits

Additional Capabilities

When you license Vistex Incentive Administration, you get additional capabilities beyond rebates. The solution also allows you to determine licensing royalties (to be received, as the licensor, or paid, as the licensee) and manage sales commission plans and payments.

Get More, with Vistex

Vistex Incentive Administration can be combined with other Vistex solutions, like Vistex Paybacks & Chargebacks, to increase your ability to define, offer and administer go-to-market programs. Paybacks & Chargebacks allows you to receive and process claims for rebates from your partners or customers—giving you valuable sales data that can be analyzed for insights. Paybacks & Chargebacks also allows you to define more types of go-to-market programs such as pricing agreements, market development funds (MDF) and distributor/retailer reimbursements (which are referred to as “ship & debits,” “chargebacks,” “special price authorizations,” “deviated billing” and other industry-specific terms).

- Create rebates based on goal-oriented performance, not random sales and purchases
- Understand your rebate programs and make strategic purchasing decisions to maximize their value
- Generate and successfully manage any type of rebate, including multi-tiered and complex percentage- sales-, growth- and other outcome-based programs
- Gain full lifecycle visibility into multi-dimensional rebate programs
- Automate accruals, calculations and rebate payments
- Track and analyze the effectiveness of rebate programs in real time – and report results
- Better manage purchases and rebate thresholds, and offer guidance on when to make additional purchases
- Forecast program and gross-to-net profitability with sophisticated modeling tools
- View total rebate payout or revenue in one place, and post directly to SAP Financials

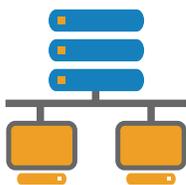
Deployment Options

Run it your way

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 Go-to-Market 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 Go-to-Market programs, you choose the way that works best for your business needs.

Choose which option is right for your business

On Premise



In Cloud



Hybrid



About Vistex

Solutions for SAP

Innovative solution extensions for SAP software.

SAP resells these applications under the following names:



SAP Incentive Administration by Vistex



SAP Incentive Administration by Vistex for SAP S/4HANA

Make More. Keep More. Grow Smarter.

Vistex provides enterprises with solutions that manage pricing, incentive, rebate, rights and royalty and channel programs to enhance business performance while reducing labor and infrastructure costs. The software and services provided by Vistex are optimized by industry to deliver an end-to-end solution for the design, management and administration of the entire spectrum of go-to-market programs. Enterprises are empowered with unprecedented visibility into program performance, and gain deeper insights to better enable fact-based decisions that drive revenue, control cost, minimize leakage, and streamline processes. Vistex Solutions for SAP software utilize the core SAP ERP and SAP S/4HANA environments to maximize customer investment.



Software

Services

On-Premise

In Cloud

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