

Bids and Quotes

Create, maintain and gain visibility into complex pricing scenarios

SOLUTIONS FOR SAP



Correctly price products to win business, improve your margins

Today, with offerings multiplying and demand for customization growing, it is increasingly important – and more and more difficult – to manage the complex pricing scenarios offered to customers and partners. And nothing hurts profits and harms customer relationships more than mis-bidding contracts and misquoting the price of your products and services.

- **One Solution**
Complete order entry within SAP and automate every part of the pricing and proposal process
- **Advanced Management Tools**
Maintain and gain visibility into complex pricing offered to customers and partners
- **Sophisticated Analytics**
Use what-if modeling to test pricing scenarios to ensure accuracy and boost profitability

A sophisticated solution to analyze true margin with

Bids and Quotes



There is a better way

To eliminate cumbersome manual processes and margin killing pricing mistakes, companies need a sophisticated solution to make sure it all adds up. Vistex solutions automate critical pricing processes, centralize pricing data, provide up-to-date price lists and, most important, enable the development of consistent and accurate offers, bids and quotes.



On-target pricing, efficient workflows

Vistex solutions provides a foundation for reliable bid and quote management with intelligent processes that automate quote entry and bid responses, validate pricing according to rules and policies that you define, and manage and track reviews and approvals with sophisticated workflow tools. In addition, product import tools can automatically determine prices for new products utilizing user-defined formulas, acceptable price ranges and high/low targets.



Exceptional flexibility, extraordinary insight

Vistex solutions provide unmatched insight by giving you the tools you need to propose, analyze and execute bids and quotes within a single solution suite. And with the ability to analyze proposed pricing to determine true margin, you gain visibility into the complete gross-to-net for individual products, product line or product portfolio. With Vistex, your business offers correct pricing every time.

Vistex solutions offer you the ability to define, manage and create sophisticated pricing agreements that include performance tiers, eligibility requirements, sales channel restrictions and complex terms and conditions. The result is pricing that motivates customers to act in ways that generate greater volumes and higher profits for your business.

Bids and Quotes Adds Up to Real Solutions, Real Benefits

- Instant, automatic calculation of pricing applying user defined formulas and rules
- Comprehensive analytics, including waterfall analysis, simulations and what-if modeling
- Mobile price-quoting tools for efficient, accurate quotes in the field
- Easy, fast publication and sharing of quotes, proposals and price lists
- Advanced authoring tools and templates for easier, faster bid/quote creation
- Automated contract creation from bids or quotes
- Configure sellable product pricing at time of order entry based on component pricing and configurable items
- Ensure margins are maintained by rolling costs and prices up, down and across configurable items for maximum profitability
- Gain insights into overall quote profitability and not just by line item

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 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

About Vistex

Solutions for SAP

Innovative solution extensions for SAP software

SAP resells these applications under the following names:



SAP Data Maintenance for ERP –
Pricing by Vistex



SAP Data Maintenance by Vistex,
pricing option for SAP S/4HANA

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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