



# Rebate Management

**Vistex<sup>®</sup>**  
Now it all **adds up<sup>®</sup>**

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Strategy | Software | Implementation | Execution | Analytics

# Maximize the power of your rebate spend

## Making it all add up by effectively managing 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, accruals and calculations 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 by integrating with your ERP's financial, transactional and master data



**Drive Partner 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 solutions streamline 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, tiered, and multi-dimensional scenarios.

Vistex solutions let 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.

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.



## Visualize Program Performance – and Respond

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.

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

Respond quickly to market shifts and changes in purchasing 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





## **Rebate Management Adds Up to Real Solutions, Real Benefits**

- Create rebates based on directed outcomes, not just sales and purchases
- 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 incentives on when to make additional purchases
- Forecast program and gross-to-net profitability with sophisticated modeling tools
- View total rebate payout in one place

## Know the True Impact of your Programs

Optimizing ROI is a key aspect of program success. However, determining the true impact of any program can be difficult due to poor data quality, incomplete reporting, disparate data sources, and surface-level analysis.

Vistex offers unique analytical capabilities in a complete solution suite. By gathering detailed buying, shipment and promo activity data sets--both structured and unstructured from your transactional systems, external data providers and business intelligence tools--Vistex serves up the intelligence you need using built-in, advanced machine learning and predictive modeling.

With the right visual reports, you gain actionable insights to make data-driven decisions that maximize the performance of your programs.



# Deployment Options

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, with Vistex solutions your organization is empowered 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



# Now it all adds up with **Rebate Management**

Drive Revenue, Control Costs & Increase Margins

## 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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