

Case Study

Now it all adds up for a global powersports vehicle manufacturer

Industry leader modernized incentive management
and supplier rebate recovery with Vistex.

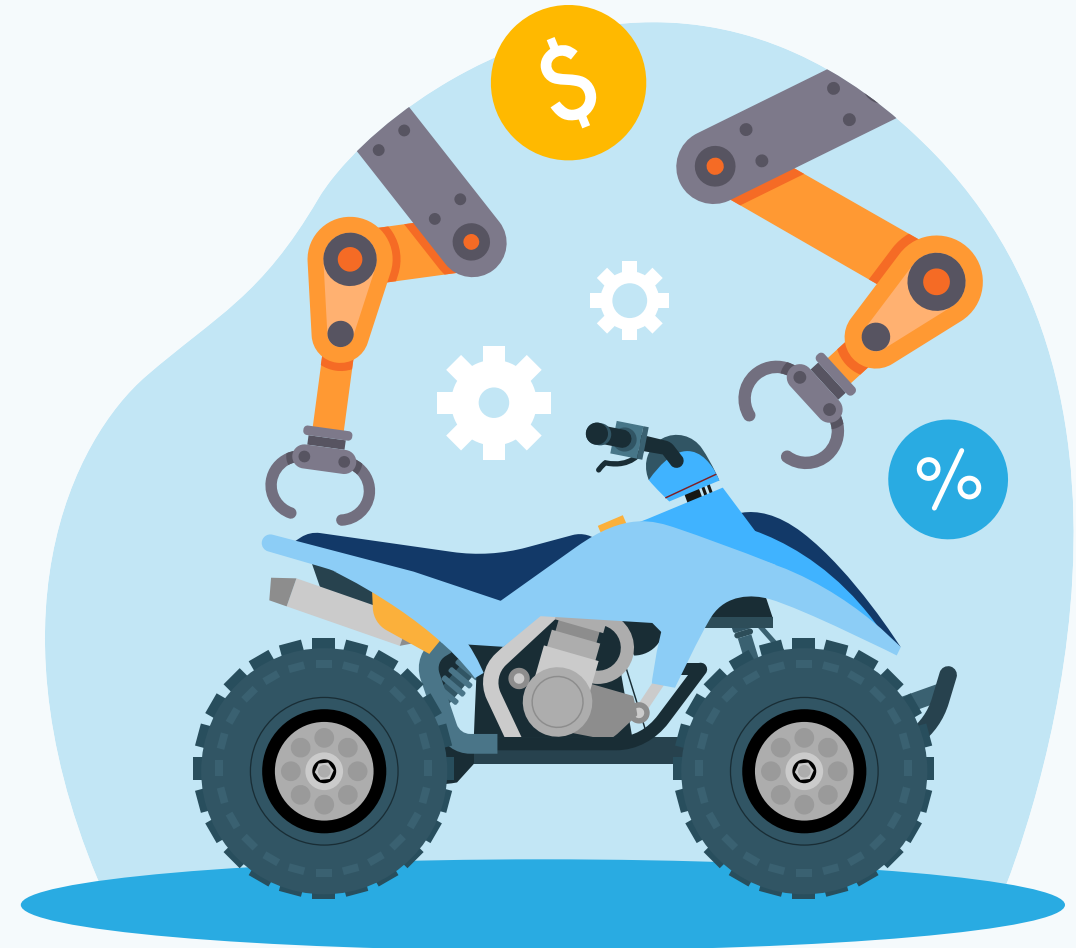
Highlights



More than **\$10 million** in annual savings through automated dealer incentive claim validation, reduced overpayments, and workforce optimization



\$25-40 million in supplier rebate value capture through timely accruals, improved claim accuracy, and stronger recovery processes



Overview

A global powersports vehicle manufacturer with more than 14,500 employees manages over \$400 million annually in dealer incentive programs and more than \$4 billion in raw material purchases. As the business expanded, its legacy incentive management processes struggled to scale alongside growing program complexity and transaction volumes.

Manual processes created opportunities for errors and overpayments, while disconnected systems limited visibility into

incentive performance. Dealer incentive validation lacked integration with SAP ERP, slowing reimbursement cycles and impacting dealer satisfaction. At the same time, inconsistent supplier rebate processes left significant value unclaimed, and fragmented, inaccurate reporting limited strategic decision-making.

The organization needed a scalable, integrated solution capable of automating incentives, improving financial controls, and supporting future growth.

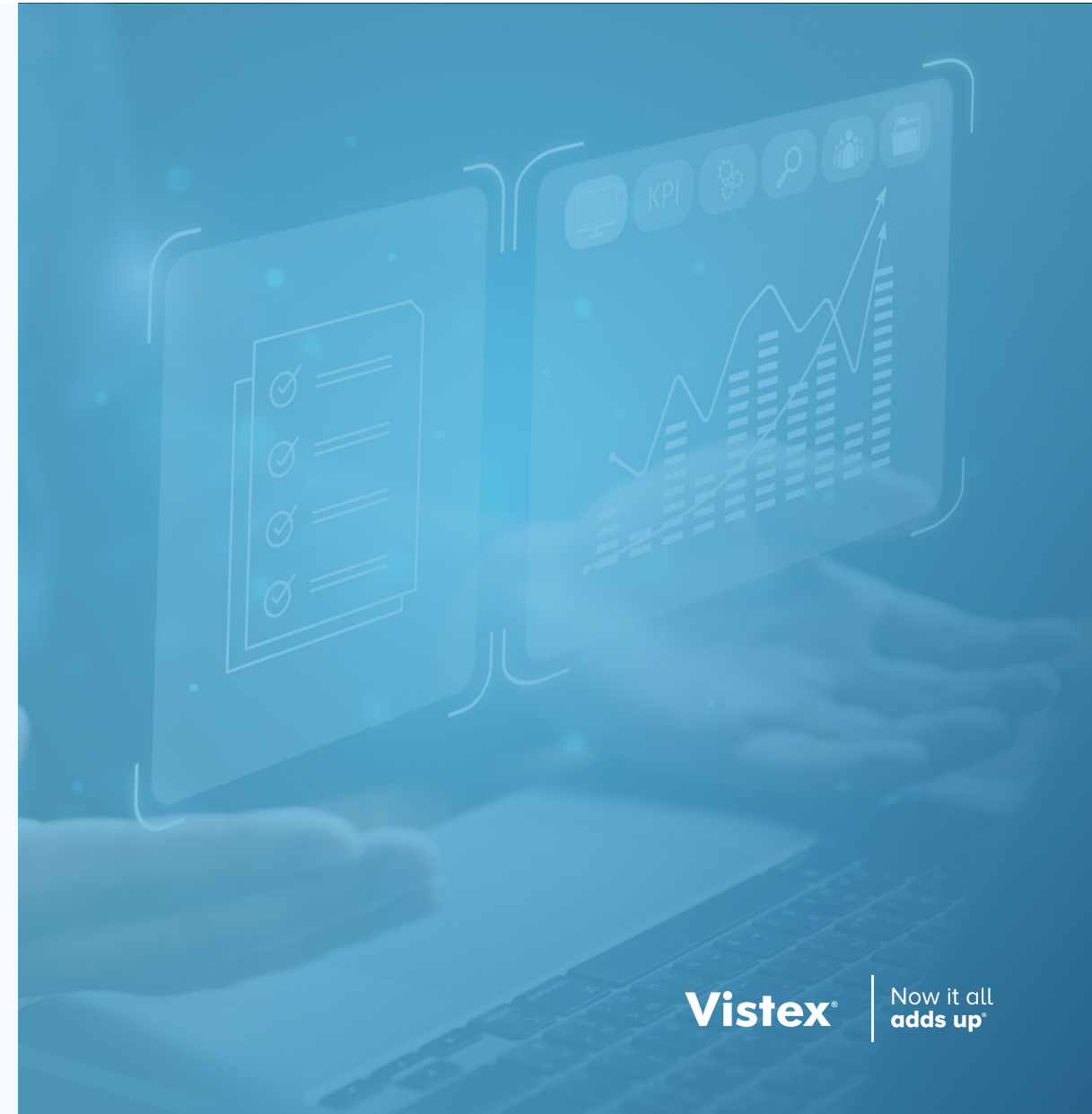


Solution

The manufacturer selected SAP margin optimization solutions by Vistex to modernize its incentive and rebate management processes within the S/4HANA environment.

The Vistex platform automated the company's dealer incentive claim validation, streamlined supplier rebate accruals and recovery, and improved pricing data management. By integrating incentive management directly into SAP, the company established a centralized system of record that improved accuracy, reduced

manual effort, and increased visibility into program performance. The solution also enabled tighter financial controls, enhanced compliance, and provided the scalability required to support continued business growth.



Results

By replacing manual processes with SAP margin optimization solutions by Vistex, the manufacturer transformed how the company managed dealer incentives, supplier rebates, and pricing processes. It also gained greater visibility, improved financial accuracy, and increased operational efficiency across critical revenue and procurement processes.

Key benefits realized:

- Recouped \$25-40 million in supplier rebate value capture through timely accruals, improved claim accuracy, and stronger recovery processes
- Automated dealer incentive validation integrated with SAP ERP
- Reduced payment delays and improved dealer satisfaction
- Improved audit readiness and compliance controls
- Reduced external audit costs and lower SOX risk exposure
- Enhanced reporting and visibility into incentive program performance
- Realized more than \$10 million in annual savings through automated dealer incentive claim validation, reduced overpayments, and workforce optimization





Now it all
adds up®



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Solutions implemented:

SAP margin optimization solutions by Vistex

- *SAP Incentive Administration by Vistex*
- *SAP Payback & Chargebacks by Vistex*
- *SAP Data Maintenance by Vistex, pricing option*

Let's Connect

About

The company is a global manufacturer of powersports vehicles serving customers worldwide through a network of dealers and distribution partners.

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