**SOLUTIONS FOR SAP**

AGRICULTURE

CONSUMER PRODUCTS

HIGH TECH

RETAIL

FOODSERVICE

WHOLESALE DISTRIBUTION

**Innovative solution extensions for SAP**

**info@vistex.com | www.vistex.com**

**Vistex®**

Now it all **adds up™**

# 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.

**SAP® Business Suite**

**SAP S/4 HANA**

## 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

**SAP Partner™**

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**Vistex®**

# 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.

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.



1. Indirect Customer Contract

1. Direct Customer Contact

2. Order-to-Cash
Sell-In

- POS Sales
- Sell-Out Data
- KPIs

3. Payments
based on Sales Data

Company

Distributor

Buying Group

Retail
Sell-Out

Store

Direct to Consumer

POS Sales

Consumers
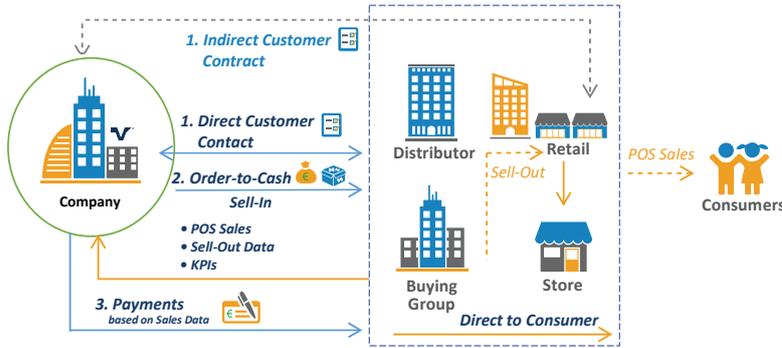
## Pain Points

- 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
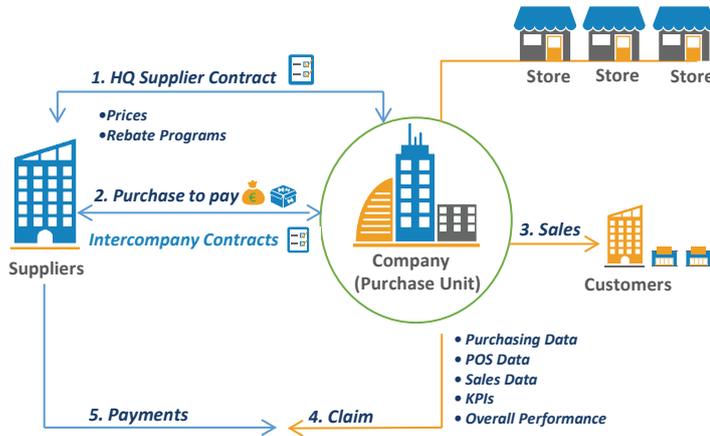- KPI – qualitative
- GPO
- Indirect customers

## Customer Examples

ABInBev    Adobe    NIDERA SEMENTES    GRAINGER    McCain

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

**Vistex®**

# IA Vendor Rebate Management



1. HQ Supplier Contract
- Prices
- Rebate Programs

2. Purchase to pay

Intercompany Contracts

**Suppliers**

**Company (Purchase Unit)**

Store    Store    Store

3. Sales

**Customers**

- Purchasing Data
- POS Data
- Sales Data
- KPIs
- Overall Performance

5. Payments          4. Claim

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

## 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
- KPI
- Sell-out based
- Threshold

## Customer Examples

GraybaR works to your advantage    future group Udne hai. Aaj. Abhi.    Love's    Topco    BJ's

5

# IA Rights and Royalty Management

### Negotiation and royalty contract creation

### Receive and process external sales data

### Royalty calculation and monitoring

### Receive/pay royalty payment Report & analysis

**Licensor**

**Co-Licensor**

**Licensee**

Vistex solutions support

## 15.6m monthly transactions and

$22 billion annual online transactions

## 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
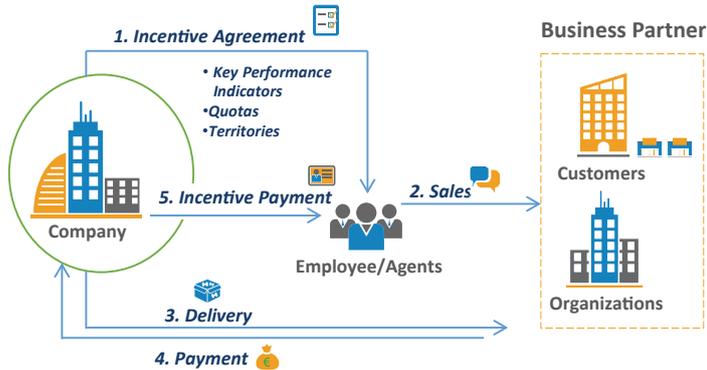- Real time accruals & settlements

## Customer Examples

Adobe    SIEMENS    FOSSIL    DOLBY    MGM

**1. Incentive Agreement**

- *Key Performance Indicators*
- *Quotas*
- *Territories*

**Company**

**5. Incentive Payment**

**Employee/Agents**

**2. Sales**

**3. Delivery**

**4. Payment**

**Business Partner**

**Customers**

**Organizations**

## 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

SIEMENS  LAVAZZA  LAWSON Products  Steelcase  VSP Vision care for life

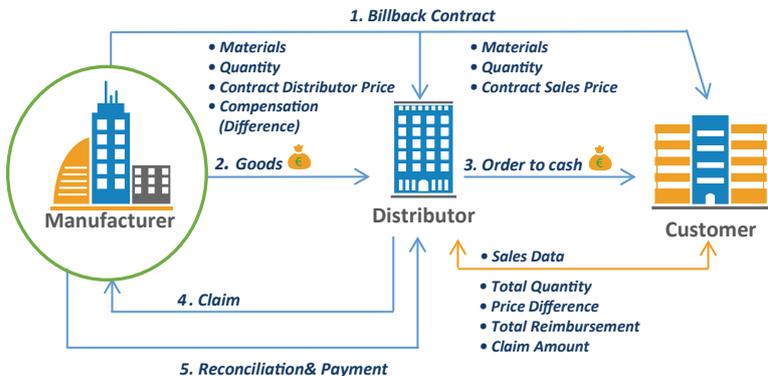Calculating 50,000 commission documents per year with an **80%** reduction in manual processing time at a leading candy manufacturer

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.

### 1. Billback Contract

- Materials
- Quantity
- Contract Distributor Price
- Compensation (Difference)

- Materials
- Quantity
- Contract Sales Price

**Manufacturer**

2. Goods €

**Distributor**

3. Order to cash €

**Customer**

4. Claim

- Sales Data

- Total Quantity
- Price Difference
- Total Reimbursement
- Claim Amount

5. Reconciliation & Payment

## 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
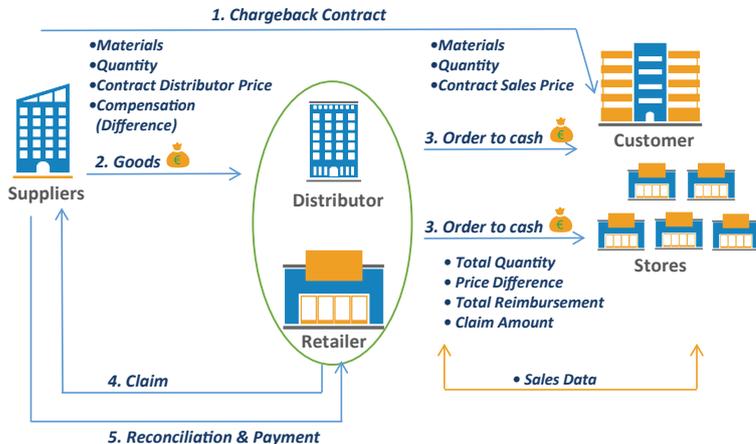
## Example Scenarios

- Pricing contracts
- SPA & S&D contracts
- GPO/Group contracts
- MDF programs

- Channel tracking
- Channel communication
- Claims reconciliations
- Mass accruals & settlements

## Customer Examples

Vistex reduced billback rate by

**90%** for a Life Sciences manufacturer

Georgia-Pacific   AB InBev   Hasbro   Welch Allyn   GE Lighting

# PC Distributor/Retailer Chargeback Management

## Diagram

**1. Chargeback Contract**

- Materials
- Quantity
- Contract Distributor Price
- Compensation (Difference)

**Suppliers**

**2. Goods**

**Distributor**

**Retailer**

- Materials
- Quantity
- Contract Sales Price

**3. Order to cash** — **Customer**

**3. Order to cash** — **Stores**

- Total Quantity
- Price Difference
- Total Reimbursement
- Claim Amount

- Sales Data

**4. Claim**

**5. Reconciliation & Payment**

## $1.3m

sales order lines created 5,900 Vistex IP documents in 23 minutes at the world's largest retailer

## 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
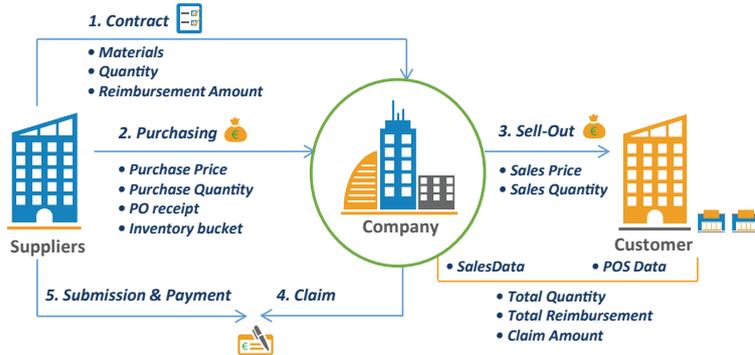- Mass accruals & settlements

## Customer Examples

AVNET   CardinalHealth   McKESSON   GRAINGER   GraybaR   Cheney Brothers C-B-I

**1. Contract**
- *Materials*
- *Quantity*
- *Reimbursement Amount*

**Suppliers**

**2. Purchasing**
- *Purchase Price*
- *Purchase Quantity*
- *PO receipt*
- *Inventory bucket*

**Company**

**3. Sell-Out**
- *Sales Price*
- *Sales Quantity*

**Customer**

- *SalesData*
- *POS Data*
- *Total Quantity*
- *Total Reimbursement*
- *Claim Amount*

**5. Submission & Payment**    **4. Claim**

**$6m** price protection programs for a leading electronics distributor

## 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
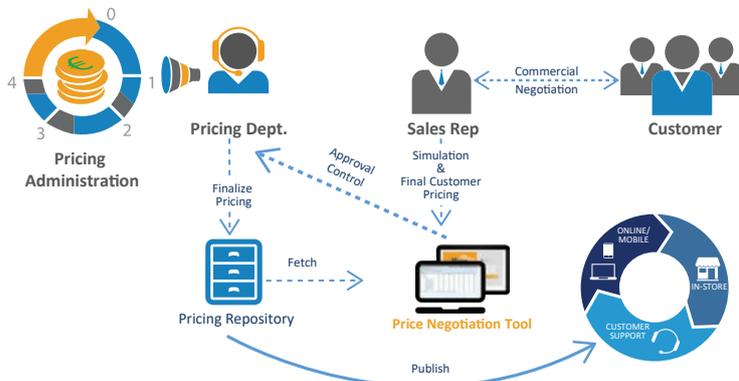- Claims reconciliations
- Mass accruals & settlements

## Customer Examples

**AVNET**    **BJ's**    **scansource**

Vistex®

# DMp 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.

## Pricing Administration

Pricing Dept. — Finalize Pricing — Approval Control

Sales Rep — Commercial Negotiation — Customer

Simulation & Final Customer Pricing

Pricing Repository — Fetch — Price Negotiation Tool — Publish

ONLINE/ MOBILE — IN-STORE — CUSTOMER SUPPORT

## Processes

# 40m SKUs per day

## 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

**1. Invoice Promotions**

**Customer**

**Various On Invoice Promotions**

**Company**

Store | eCommerce

Franchisor | Call Center

**Invoice Promotions via Omni Channels**

## Pain Points

- Lack of established footprint in the market
- Struggle to position brands properly in the market
- Poorly defined omnichannel strategy
- Absence of product transparency (keep your stock on track)

## Business Benefits

- Improves pricing and promotions
- Integrates into SAP standard sales orders
- Integrates into hybris, POS system, SAP CRM, SAP WCEM and many more interfaces
- Handles complex promotions like mix-match prices, group discounts, free goods selection, re-buy etc.
- Enables flexible groups for grouping your materials and customers
- Supports web-based order entry
- Drives customer behavior and traffic to online business

## Example Scenarios

- Buy a product get a price or discount
- Bundle offer
- Free goods
- Add-on
- Rebuys
- Special prices
- Vouchers
- Special terms

## Customer Examples

Animal Health INTERNATIONAL

Benjamin Moore

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
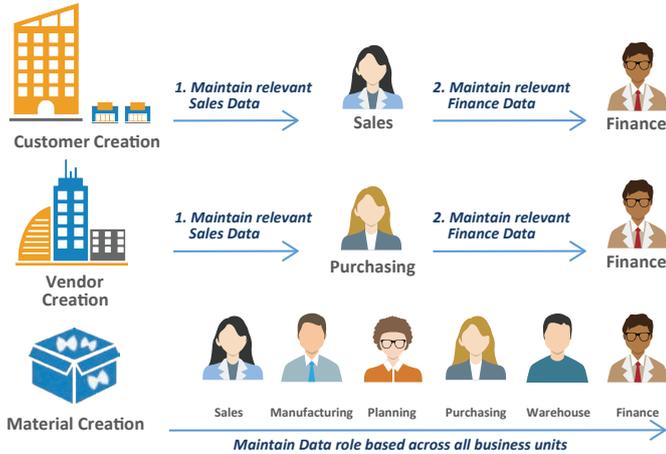
# DMr Customer/Material/Vendor Data Management

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.

## Customer Creation

1. Maintain relevant Sales Data → **Sales** → 2. Maintain relevant Finance Data → **Finance**

## Vendor Creation

1. Maintain relevant Sales Data → **Purchasing** → 2. Maintain relevant Finance Data → **Finance**

## Material Creation

Sales   Manufacturing   Planning   Purchasing   Warehouse   Finance

*Maintain Data role based across all business units*

Over **150k** material records mass maintained and processed through Vistex

## 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
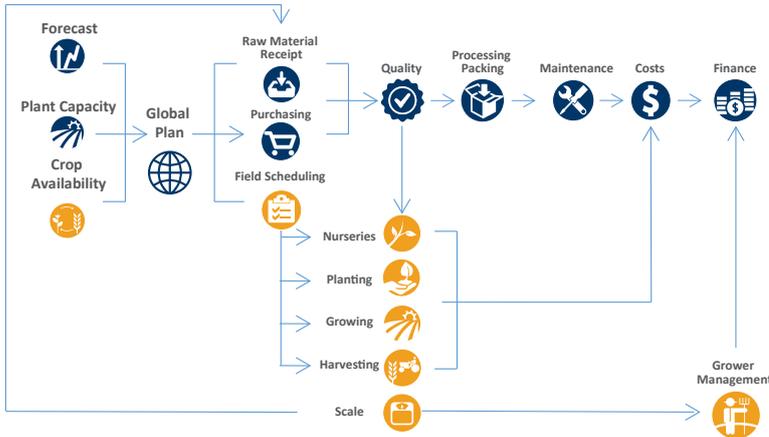
## Customer Examples

MCKESSON     Room&Board

# SAP Farm Management by Vistex
# SAP Grower Management for Perishables by 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.



Forecast
Plant Capacity
Crop Availability
Global Plan
Raw Material Receipt
Purchasing
Field Scheduling
Quality
Processing Packing
Maintenance
Costs
Finance
Nurseries
Planting
Growing
Harvesting
Scale
Grower Management

SAP ERP    V

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

## 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


Oleoflores · GRUPO Agrolibano · UNITED STATES SUGAR CORPORATION · cartavio · Ingenio LOS MOCHIS · INDUPALMA · OLAM · BIOENERGY · IPA · RSSC · Dole

# 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

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Innovative Solution Extensions for SAP
SAP resells these applications with the following names:

### SAP Business Suite

- SAP Incentive Administration by Vistex
- SAP Paybacks & Chargebacks by Vistex
- SAP Data Maintenance for ERP – Pricing by Vistex
- SAP Data Maintenance for ERP – Resources by Vistex
- SAP Farm Management by Vistex
- SAP Grower Management for Perishables by Vistex

### SAP S/4HANA

- SAP Incentive Administration by Vistex for SAP S/4HANA
- SAP Paybacks and Chargebacks by Vistex for SAP S/4HANA
- SAP Data Maintenance by Vistex, pricing option for SAP S/4HANA
- SAP Data Maintenance by Vistex, resources option for SAP S/4HANA
- SAP Farm Management by Vistex for SAP S/4HANA
- SAP Grower Management for Perishables by Vistex for SAP S/4HANA

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.

**Pricing | Deals | Contracts | Promotions | Rights | Royalties | MDF | Rebates | Brokerage | Commissions | Chargebacks | Data Maintenance**

**Industries served:** Agriculture, Automotive, Chemical, Consumer Products, Foodservice, High Tech, Life Sciences, Manufacturing, Mill Products, Music, Media & Licensing, Oil & Gas, Retail, Wholesale Distribution, Telecommunication

# Vistex®
## Now it all adds up™

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