

# How to eliminate errors and improve automation in the **Logistics Services Industry**

The postal systems around the world have been forced to adapt due to revenue decreases, changes in consumer needs, lack of flexibility and digital transformation.



Vistex RevFlo provides seamless integration between Salesforce CRM and SAP. It enables sales to quickly negotiate and close contracts in one location. RevFlo eliminates errors and improves sales efficiency. Price guidance supported by AI helps you to analyze and execute pricing, quotes and contracts in real-time.



Price Mgmt.

& Optimization

salesforce



Price

Guidance







Quote

Creation

Challenges

ístex<sup>®</sup>

Now it all adds up

#### **PRICE MANAGER**

- Lack of visibility
- Manual tasks
- Risk of errors
- Inflexibility
- Little guidance

#### SALES REPRESENTATIVE

by Vistex

- Multiple sources / systems
- Individual approval processes
- Lengthy quote creation time
- Contract management
- New customers
- User interface

## **Potential Benefits**

Complete price waterfall

Price

Simulation

- Automated processes
- Significant reduction of errors
- Strategies and tactics can adapt to market changes
- Analysis with dynamic recommendations
- Single source of truth (master/transactional data)
- Auditable approval processes
- Instant access to prices
- **Transparent contract information**
- Creation of customers and contracts simultaneously
- Familiar and guided user interface
- Single Sign-On (SSO)

### Want to know more?

Visit www.vistex.com/resources/revflo-by-vistex to see how it works and talk to an expert!





In Cloud



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**On-Premise** 

Hybrid

