



# Contract Management

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

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Strategy | Software | Implementation | Execution | Analytics

# Making sense of complex contracts to maximize profit and reduce leakage

Pricing, rebate, incentive and royalty contracts all managed in one place

Companies that move the right products at the right prices, on the right terms and conditions are the ones that thrive. However, administering contracts for pricing, claim and incentive programs can be time consuming and cumbersome. Manual data entry and disparate processes generate tedious work and unnecessary errors. Not to mention they hinder contract management, from negotiation to settlement, which can cost manufacturers money and damage their relationships with contract organizations.



## Build Strategic Intelligence

With powerful contract revenue, expense simulations and customer performance analysis tools



## Improved Visibility

By centralizing and streamlining all contract management processes



## Act Fast

Improve productivity by approving contracts through email, auditing approvals, changes and attachments

## Automated processes to streamline contract management

Vistex's contract management solution provides the visibility and automation to protect margins, support sales and finance, and satisfy auditors by allowing offers and contracts to be built from financial models of eligibility, pricing, rebates, incentives, royalties and financial components. No other solution supports your contracts like Vistex solutions.

## A synchronized, enterprise-wide pricing and contract management system

The complexity of contracts across the full breadth of your programs, products and special pricing agreements can be staggering. Vistex's contract management solution enables the effective measurement and management of contract commitments, with a full audit trail for regulatory compliance. With visibility into the history of contract changes, supporting documents and gross-to-net profitability, your business can accurately manage all contract types. Even a small variance in claims, pricing, rebates, incentives or royalties can result in significant overpayments your business cannot afford.

## Flexible, fast and powerful contract management

Accurate, up-to-date contract terms and pricing is essential to successfully take products to market. Easy access to relevant information in a single place drives swift action, ensuring contracts are approved quickly and product is shipped out on time. Accelerate the process by automatically converting winning bids into executable contracts and improve productivity by approving contracts through email, auditing approvals, changes and attachments. Manufacturers also gain the ability to streamline the process by removing time-wasting barriers between business units.

Rigid processes often make adapting contracts to the evolving needs of the organization challenging. Vistex's contract management solution enables highly configurable contract development and management to support diverse customer terms and conditions, as well as countless products and special pricing scenarios. With a comprehensive view of contracts, manufacturers have the knowledge to harmonize pricing guidelines, company policies and contract terms across the enterprise, and the flexibility to manage any type of program easily.

With powerful contract revenue, expense simulations and customer performance analysis tools your business can build strategic intelligence and optimized price and incentive guidelines for greater contract adoption and utilization.

## The right software makes it all add up

- Serves as a single point of entry with access to all contracts between manufacturers and contract organizations
- Provides visibility into true gross-to-net profitability
- Manages changes, contract review and audit approvals
- Supports the effective measurement and management of all contract commitments
- Tracks the history of all contract changes to ensure auditability and regulatory compliance
- Offers robust capabilities for negotiating contract terms and conditions
- Removes barriers and improves contract creation and execution
- Automates processes to streamline contract management and reduce errors from initiation to settlement



# 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 **Contract 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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Software



Services



On-Premise



In Cloud