

Is Your Ship and Debit Program Dead in the Water?

Revenue leakage for semiconductor and electronic component manufacturers is estimated in the **BILLIONS**

Mismanaged claims cost distributors **MILLIONS** of dollars a year

How do sales and quality leaders steer toward maximized revenue with speed and at scale?

Automating ship and debit processes

eliminates human error and increases revenue

Navigating the process

Ship and debit methodology is simple:



Simple, right?

While the methodology is simple, navigating the complexity of agreements is not so simple

Staying afloat with “good enough” processes

It’s a common scenario if you’re in the high tech industry...

Manual audit processes work “good enough” with simple agreements. However, calculating complex agreement situations using:

- spreadsheets
- emails
- phone calls

will eventually send you adrift

BIG challenges you may encounter

- MANUFACTURERS:**
- Overworked Price Adjustment Team
 - Inconsistent Claims
 - Strained Partnerships
 - Lost Revenue

- DISTRIBUTORS:**
- Frustrated Claims Team
 - Misdirected Resources
 - Slow Reimbursement
 - Lost Revenue

Set a new course with an automated ship and debit solution

Automated processes benefit manufacturers and distributors

POSITIVE results you can achieve

- Maximize Revenue
- Identify Channel Inconsistencies
- Increase Productivity
- Greater Confidence
- Improve Partner Loyalty
- Streamline Price Changes
- Faster Payment
- Easy Access to Clean Data

MANUFACTURERS

- ✓
- ✓
- ✓
- ✓
- ✓
- ✓

DISTRIBUTORS

- ✓
- ✓
- ✓
- ✓

Discover the possibilities when you automate your ship and debit process

[Read the eBook](#)

How Vistex Adds Value in High Tech
 With the rising cost of customer acquisition, the rapid pace of innovation and intense competition for market share, high tech companies must monitor program performance, drive demand and protect margins for critical revenue growth. Vistex enables high tech companies through an integrated solution that manages the full breadth of direct and indirect channel management including CDM, contracts, pricing, ship & debit, rebates, Co-op & MDF, incentives and IP royalties. High tech companies can now improve profitability through automation of complex programs, insights into program performance, incentive calculation accuracy, overpayment avoidance, increased compliance, streamlined reimbursements, and better manage the entire revenue management lifecycle.

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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