



component manufacturers is estimated in the Mismanaged claims cost distributors INIC of dollars a year

semiconductor and electronic

Revenue leakage for

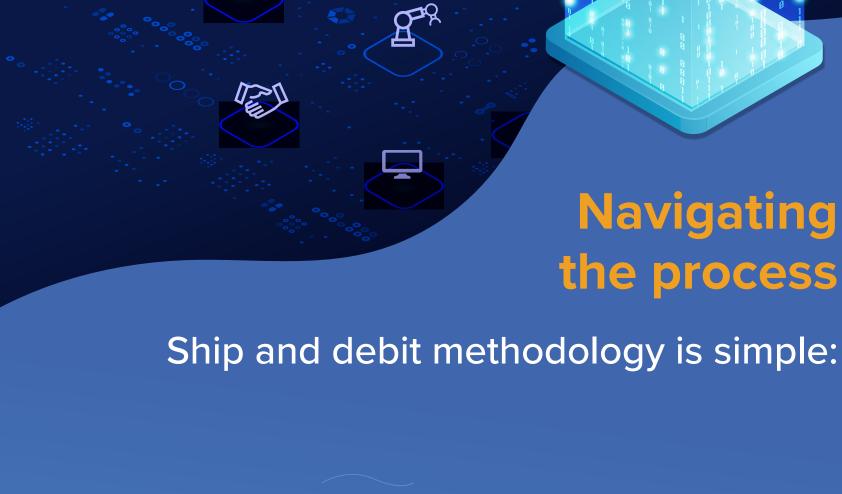
How do sales and quality leaders steer toward

MILLIUNS

eliminates human error and increases revenue

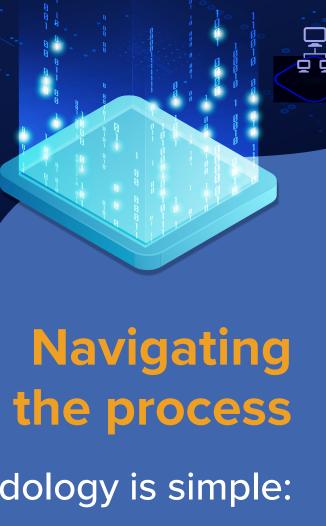
maximized revenue with speed and at scale?

Automating ship and debit processes



Distributor

requests a



Supplier

establishes

product price agreement adjustment guidelines

Distributor **buys**

product at regular

price and **sells** at

adjusted price



Distributor

debits the

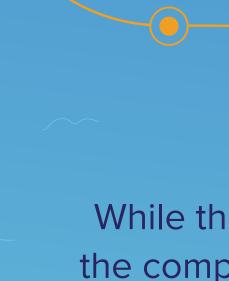
supplier after



the claim

Supplier audits







Staying afloat with

"good enough" processes

phone calls



with simple agreements. However, calculating

complex agreement situations using:

BIG challenges you may encounter

emails

will eventually send you adrift



Adjustment Team

Inconsistent Claims

Strained Partnerships

Lost Revenue

spreadsheets

Set a new course with

an automated ship and

debit solution

MANUFACTURERS





POSITIVE

results you can achieve

Maximize Revenue

Identify Channel

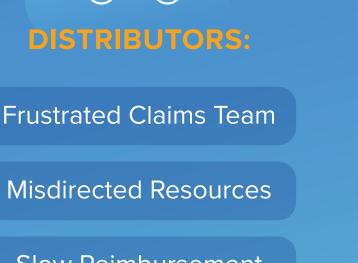
Inconsistencies

Increase Productivity

Greater Confidence

Improve Partner Loyalty

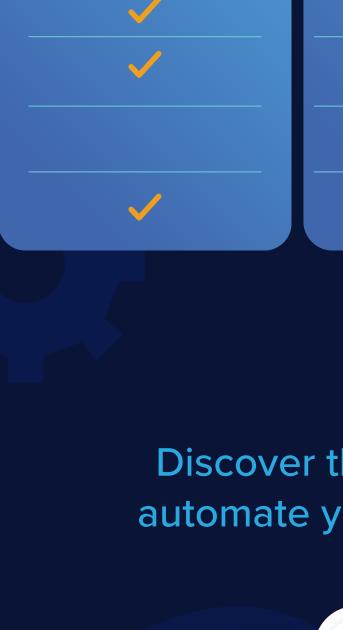
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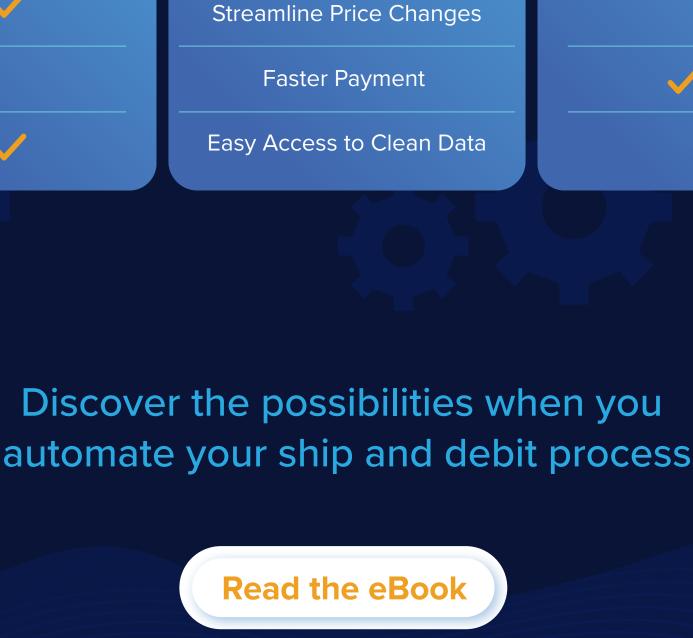


DISTRIBUTORS

Automated processes benefit manufacturers and distributors



How Vistex Adds Value in High Tech





compliance, streamlined reimbursements, and better manage the entire revenue management lifecycle.

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

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

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automation of complex programs, insights into program performance, incentive calculation accuracy, overpayment avoidance, increased

spectrum of industries rely on Vistex every day to propel their businesses.