

CASE STUDY

Faurecia Clarion Electronics

Headquarters: Saitama, Japan

Industry: Automotive Electronics

Products: Cockpit Electronics and Low-Speed ADAS (Advanced Driving Assistance Systems)

Activities: Distribution, logistics, consulting, R&D electronic solutions

Revenue: €1 billion in 2020/ €2 billion target in 2022

Employees: 7,100 employees

The Challenge: Incentive Administration Management

Launched in 2019, Faurecia Clarion Electronics has more than 80 years' experience in pioneering vehicle and driving-related entertainment, communication and safety-related technologies, focused today on innovating and designing an intelligent "Cockpit of the Future."

"Vistex brought more transparency... before, the solution could only be managed by our IT department and was not user friendly due to hard-coded development. Now, with Vistex Solutions for SAP, users from our intellectual property business can autonomously use the royalty calculation tool."

Jean-Sebastien Sauer
IT Project Manager at Faurecia Clarion Electronics



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Now it all adds up for Faurecia Clarion Electronics

Automotive Parts and Technology Leader Puts Royalty Management on Auto Pilot

100 million vehicles equipped worldwide | 8 production sites | 12 tech centers | 7,100 employees | 1,600 engineers | 8 production sites | 12 tech centers | 1 billion Euros in 2020

Overview

When Faurecia merged with Clarion in Japan, Faurecia Clarion Electronics (FCE) faced a new challenge—inbound royalties. Their AS 400 operating system, which calculated their licensing fees (royalties), was being decommissioned and replaced with the SAP ERP System.

FCE needed a solution that could manage their volume of 450 contracts and 2,000+ products. To that end, they sought a unique software solution partner who wouldn't duplicate their master data, could integrate within their native environment, and could calculate their royalties on a monthly and quarterly basis.

Solution

Vistex implemented Solutions for SAP without Fiori to resolve FCE's outstanding pain points, enabling them to calculate their royalties more efficiently. Since Vistex is native to the SAP ERP landscape, FCE had no concerns about their master data becoming duplicated, nor concerns about the ease of integration.

Results

The Vistex solution, integrated with the new SAP ERP System, provides FCE with automated accuracy, granting them unprecedented accountability, transparency, and simplified royalty administration.

Unprecedented transparency, accountability, and accuracy



Reduced royalty administration complexity



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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