



Chargebacks Management

Vistex[®]
Now it all **adds up**[™]

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Strategy | Software | Implementation | Execution | Analytics

Maximize cost recovery and gain control of your mission-critical programs

An integrated solution combined with advanced analytics

Vendor-driven cost-recovery programs, whether you call them chargebacks, ship-and-debit, deviated pricing or special price authorizations, are complex. And the volume of transactions through these programs is rising rapidly. The predictable result is that chargeback recovery rates are low and error rates high. The objective truth: Companies that manage programs in this manner are leaving money on the table.



Stop Leaving Money On the Table

Integrated system boosts recovery rates, eliminates errors and accelerates order-to-cash cycle



Leverage ERP Integration

Streamline processes and manage programs from procurement to payment with integrated solutions



Gain Valuable Business Insight

Advanced analytics provide visibility into programs, transactions, processes and profitability

Integrated Solution Streamlines Processes

In an ideal scenario, organizations would employ a single solution to manage chargebacks. Data flow and workflows would be synchronized and streamlined, so that all handoffs associated with cost-recovery processes would be executed smoothly. All eligible transactions would be captured and processed on a timely basis, accelerating cost recovery, improving cash flow and reducing vendor accounts receivable balances. The revenue leakage associated with errors and missed opportunities would be eliminated. But, again, that is not how most companies handle chargebacks.

Efficiency Delivered

Vistex solutions offer an integrated approach designed specifically for mission critical programs – one that provides the tools to effectively, efficiently and profitably manage chargebacks. With Vistex solutions for chargebacks management, all processes are transactional and data is stored in one repository. The benefits: No more data silos. No more manual spreadsheets. No more missing program information. You have full access to key data, your processes are automated, and you have insight you can use to make critical program, business and strategic decisions.

Vistex solutions handle the most complex and time-consuming tasks, including contract updates, ongoing and retroactive transaction processing, calculation and invoicing of amounts-due, documentation and reconciliation of vendor responses, resubmissions, and detailed financial postings. Centralized and automated management of your

chargeback programs allows your program administration team to focus on execution, analysis and alignment with business objectives, and not on maintaining spreadsheets.

Powerful Analytics Provide Critical Insight

Beyond gains in efficiency, Vistex solutions offer exceptional, real-time visibility into transactions, processes and programs, as well as true profitability at the time of sale. Powerful analytical tools, dynamic dashboards and customizable reports provide the ability to drill-down, manipulate and examine data – and allow you to look at the numbers from your perspective, the perspective of your customers and partners, and by programs and products.

Vistex solutions grant you the financial controls and an audit trail that manual, spreadsheet-based processes and standalone solutions cannot provide. The consolidated data repository enables exceptional auditability and stringent financial controls. But Vistex chargeback solutions go further: All supporting documentation is retained, organized and archived to provide full data lineage and backup for dispute resolution.

Better Control Maximizes Cost Recovery

Vendor cost recovery is a key source of revenue. Stop leaving money on the table! With Vistex chargeback solutions, you can protect pricing and profit, improve visibility into processes, and gain control of chargebacks from procurement to payment.

The right software makes it all add up

- Streamline and automate processes with an integrated approach
- Get “one truth” from transactional and financial data in ERP
- Enhance capabilities and improve efficiency with a robust back-end combined with a user-friendly front-end
- Get complete visibility into transactions, processes and programs
- Define, document and track processes and workflows
- Retain, organize and archive supporting documents
- Track program changes and sign-offs
- Gain visibility into chargeback info and true margin
- Add real-time reporting and advanced analytics capabilities
- Calculate chargeback amounts-due automatically
- Gain ability to retroactively process eligible transactions
- Determine accurate cost-of-goods-sold and know customer and product-line profitability



Deployment Options

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, with Vistex innovative 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 **Chargebacks 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