



Billback Management

Vistex[®]
Now it all **adds up**[™]

Strategy | Software | Implementation | Execution | Analytics

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Optimize programs and stop revenue leakage

Automation and analytics solution enables effective billback management

Billbacks. Ship-and-debits. Rebates. Special pricing. Deviated pricing. SPAs. No matter what name you use, your company is probably losing money in claims processing. The dollars – potentially millions – are lost due to inaccurate processes, lax claim validations, calculation errors and other administration problems. And the result is overstated earnings and overpayment to partners.

It's not surprising. Claims management is one of the toughest business and financial challenges you can face. Programs are complex, difficult to model and have complicated requirements.

Transaction information lacks the detail required to do accurate accruals. And tracking and validation is often handled manually, where every task creates an opportunity to make an error. With a broken process like that, it is easy to see how money can leak out through the cracks.



Repair Broken Processes

Gain better visibility upfront with accurate accruals, and stop revenue leakage through accurate claim validation processes



Leverage Complete ERP Integration

Manage process from start to finish with direct access to accurate master data with complete financial drill through



Gain Critical Insight

Powerful analytics provide comprehensive visibility into program performance, true spend, profitability and ROI

Automated, End-to-End Approach

Vistex solutions deliver an efficient, highly automated approach to managing billbacks, and offer manufacturers, the tools to administer the process from start to finish. This closed-loop approach allows you to handle contract creation, accruals, claims submission, claims validation and adjudication, calculation and settlement without ever opening a spreadsheet. This full integration means you have continuous, real-time access to current financial and transactional data, a direct link to accounts receivable and accounts payable, and the ability to eliminate manual processes.

Integrated Program Management

Vistex's integrated management platform offers a number of powerful capabilities. The contract management toolset enables you to create and manage complex and variable agreements, with multiple distributors, across the supply chain. Sophisticated contract authoring tools and templates simplify and accelerate contract development. And contract administration tools automate and manage memberships, partner funds, deductions and discounts.

Advanced Analytics, Key Insight

Looking closer, the platform allows you to create complex programs using what-if capabilities, and advanced modeling tools provide accurate information on potential revenue, costs, profitability and

program impact. Sophisticated reporting and advanced analytical tools provide important insight into program and partner performance. Powerful analytics provide visibility into spend, effectiveness and ROI, and let you drill down to look at the numbers by customer, product, supplier, geography and other dimensions. Better analysis means you can know cost of goods, define mark-ups, determine correct prices and, as a result, know your true selling prices and be able to accurately forecast profitability. The platform also automates the submission process and offers advanced validation and settlement of claims. Leveraging EDI, dynamic upload tools and portal technologies, you can simplify and speed data intake, and, with direct access to ERP data, accelerate validation and payment, and virtually eliminate errors. In addition, the platform establishes a full audit trail to support traceability and compliance. Seamless integration with your ERP and its central data repository offers your organization "one version of the truth" and extraordinary data integrity.

Optimize Programs and Revenue

These benefits – operational, process and strategic – are significant. Ultimately, Vistex solutions help you optimize your programs, maximize spend effectiveness, minimize profit leakage, improve administration efficiency, cut processing costs, reduce errors (and subsequent disputes), improve cash flow, enhance customer and partner satisfaction, and, most important, increase profitability.

The right software makes it all add up

- Closed-loop process enables effective, comprehensive management
- Automated processes minimize profit leakage and reduce claim processing costs, errors, disputes and delays
- Real-time link to financial, transaction and master data
- Reporting, dashboards and analytics provide insight into spend, program performance, true selling price and ROI
- Visibility into your most profitable products, partners and geographies
- Systematically validate billbacks against active contracts with full supporting details
- Record accruals and billbacks in full compliance with financial regulations
- Complete financial picture into partner performance and agreement profitability
- Improved claim and clearing responsiveness by linking deductions to reduce overpayments
- Increased traceability and overall compliance
- Automated submission, validation, accrual, settlement and payment
- Virtually 100% accuracy on payments and claims



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 **Billback 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