SAP Vendor Program Management by Vistex | PUBLIC

Optimize **Vendor and Supplier Programs** to Improve Your Organization's Profitability

THE BEST RUN **SAP**

Boosting Your Earnings Through Automated Vendor Management

Managing vendor and supplier programs efficiently is key to reducing the cost of goods and creating value for your enterprise. The right enterprise solution can help you improve program performance, streamline your processes, claim monies owed, and attain **unrealized earnings**.

The SAP® Vendor Program Management solution by Vistex extends the value of SAP S/4HANA® by offering an efficient, highly automated approach to managing vendor and supplier programs. Designed with compelling interactive visualizations, individualized dashboards, and advanced real-time analytical tools, SAP Vendor Program Management helps your programs deliver maximum value.

Read on to learn more about the solution's sophisticated planning and design tools, which can help you administer the following vital processes from start to finish:
• Chargebacks
• Cooperative marketing and market development fund (MDF) activity
• Purchasing rebates

Efficient management of vendor and supplier programs is key to reducing the cost of goods and **creating value**.

Chargebacks

Retrieving eligible chargeback collections from vendor-driven cost-recovery programs is a key way to receive revenue and can mean the difference between profit and loss. Protect your margins and improve visibility into the chargeback process, from procure to pay to order to cash, with an integrated chargeback management system.

SAP Vendor Program Management provides a single, integrated approach to managing complex, time-consuming tasks. These include contract updates, ongoing and retroactive transaction processing, amounts-due calculation and invoicing, documentation and reconciliation of vendor responses, resubmissions, and detailed financial postings.

The solution helps you examine and manipulate data from many perspectives – customer, SKU, program, and channel – allowing distributors to implement and manage these programs more effectively. By offering real-time visibility into transactions, processes, and programs, the chargebacks functionality of SAP Vendor Program Management accelerates cost recovery rates, reduces vendor accounts-receivable balances and error rates, and provides a clear view into true profitability.
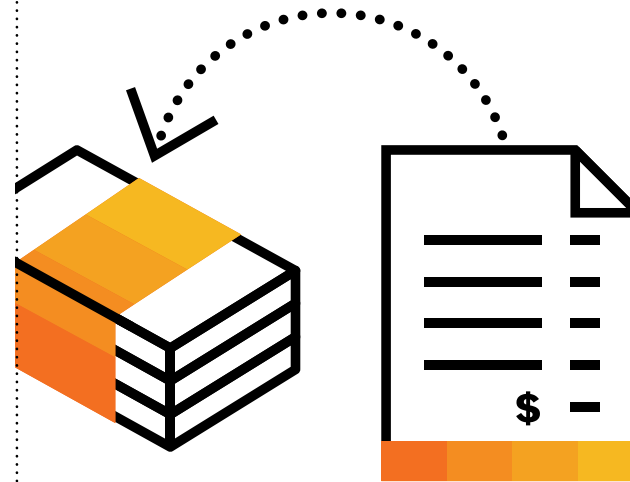
Cooperative Marketing and Market Development Fund Activity

SAP Vendor Program Management lets you automatically track fund utilization and validate claims to help ensure accurate settlements.

Smooth collaboration between vendors, distributors, and retailers is critical to program success. Vendor funding programs contribute to higher margins for distributors and retailers, but tracking claims can become a source of frustration and errors when there are multiple documents and approval requirements to manage.

As vendors contribute more promotional dollars to fund services, comarketing, or purchasing programs, it becomes more complex to track fund utilization and validate claims or negotiate contracts midstream to facilitate program success. SAP Vendor Program Management enables you to accurately reconcile the right amounts and tie arrangements back to the relevant contracts. As you can intuitively view critical analytics and performance data, the solution also helps strengthen partner relations with more transparency into claims – and helps speed payments by minimizing back-and-forth submissions.

Armed with more-accurate information, you can negotiate better programs and events and increase transparency while accessing robust auditability and financial controls. Improved visibility into program activity also gives you a clearer picture of unspent funds and the performance of different programs, helping you take appropriate action to boost results.

FEATURES AND BENEFITS
- Plan, budget, and track funds received from vendors
- Accrue funds based on a percentage or value of purchases
- Capture and collect fixed amount funds for discretionary spend
- Provide proof of performance for funds based on contracted events or actions
- Optimize spend with notifications for unused money
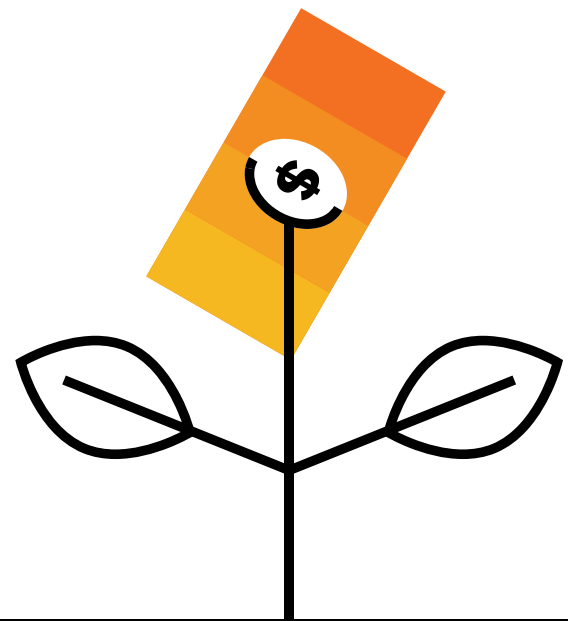
Purchasing **Rebates**

Income from rebates can make a major contribution to wholesale distributor and retailer margins. But without a powerful rebate solution in place, you may miss out on this vital source of income.

SAP Vendor Program Management provides comprehensive, sophisticated tools to model, administer, report, and analyze your vendor rebate programs. It helps you understand the true income from your rebate programs, identify problems and opportunities, and take timely action to help programs deliver maximum value. Eliminate miscalculations and unrealized earnings, make more-informed buying decisions, and collect the rebate income you're owed.

Detailed drill-down functionality enables you to perform postexecution evaluations of your rebate programs and strategies, which you can then use to optimize the performance of subsequent programs. And with advanced reporting and analytical tools providing real-time data for evaluating program performance, you get a clear audit trail of settlements to help you satisfy rigorous compliance requirements.
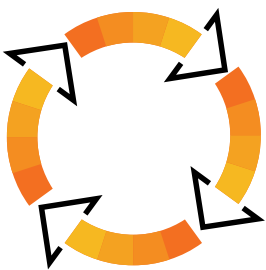
SAP Vendor Program Management enables an efficient, highly **automated approach** to help vendor and supplier programs deliver maximum value.

FEATURES AND BENEFITS
- Track quantity, percentage, and flat-tiered volume and growth rebates
- Improve accuracy by including or excluding customer sales in rebate calculations
- Adjust program criteria midstream, and retroactively recalculate amounts due
- Record predetermined objectives and achievements to align with vendor payments
- Maximize payments with optimal purchasing volumes
- Determine true profitability with granular allocation of rebates
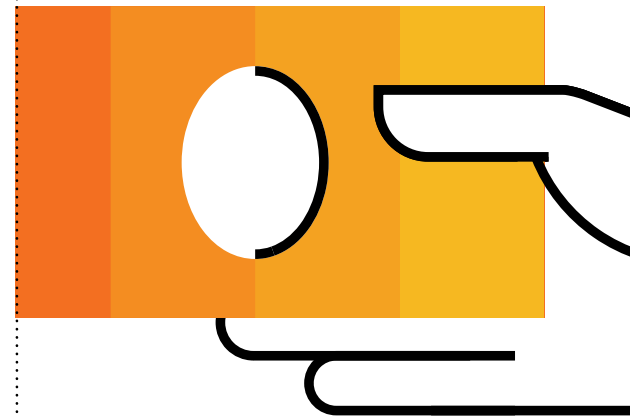
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