



GTMS

GO-TO-MARKET SUITE®

accept nothing less

Vendor Programs

Stop leaving money on the table.
Simplify your vendor programs.
Recognize and collect more revenue.

- Chargebacks
- Vendor Funding
- Purchasing Rebates

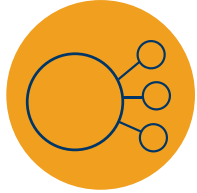
Vistex®
Now it all **adds up**™

www.vistex.com/gtms



Add to your organization's profitability by reducing the cost of your goods with the Go-to-Market Suite® (GTMS) Vendor Programs module by Vistex. With the power of an enterprise solution, you can improve program performance itself, streamline your processes, claim monies owed and attain unrealized earnings. Designed with compelling interactive visualizations, individualized dashboards, and advanced real-time analytical tools, your programs will deliver maximum value. Accept nothing less.





CHARGEBACKS

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

The Chargebacks component of the Vendor Programs module by Vistex provides a single, integrated approach to managing complex, time-consuming tasks including 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 provides your organization with the ability to examine and manipulate data from many perspectives—customer, SKU, program, and channel—allowing distributors to implement and manage these programs more effectively. By offering exceptional, real-time visibility into transactions, processes and programs, Chargebacks accelerates cost recovery rates, reduces vendor accounts-receivable balances and error rates, and provides a clear view into true profitability so you can see how it all adds up.

GTMS | Vendor Programs

CHARGEBACKS
Features
and Benefits

Manage all chargeback programs including contract price, percent off, fixed amounts and tiered

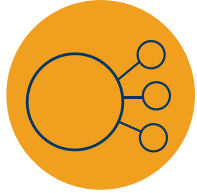
Gain complete visibility into transactions, processes and programs

Define, document and track processes and workflows

Gain ability to retroactively process eligible transactions

Determine accurate cost of goods sold for customer and product profitability

Get comprehensive reconciliation capabilities to process disputes



MAKING IT ALL ADD UP WITH VENDOR FUNDING

Smooth collaboration between vendors, distributors and retailers is critical to their success. Vendor funding programs contribute to higher margins for distributors and retailers, but with multiple documents and approval requirements to manage, tracking claims becomes a source of frustration and errors.

As vendors contribute more promotional dollars to fund services, co-marketing or purchasing programs, it becomes more complex to track fund utilization and validate claims or negotiate contracts midstream to ensure program success. The Vendor Funding component of the Vendor Programs module by Vistex enables businesses to accurately reconcile the right amounts and tie all arrangements back to the relevant contracts. And as organizations can view critical analytics and performance data, it also strengthens partner relations with more transparency into claims themselves—and speeds payments by minimizing back-and-forth submissions.

Armed with more accurate information, businesses can negotiate better programs and events and ensure transparency while providing exceptional auditability and financial controls. Improved visibility into program activity also allows businesses to have a clear picture of unspent funds and assess the performance of different programs and take appropriate action to boost results.



VENDOR FUNDING

Features
and Benefits

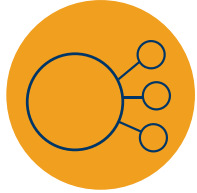
Plan, budget, and track funds received from vendors

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 distributors' and retailers' margins. But without a powerful rebate solution in place, they often miss out on this vital source of income—in effect, leaving money on the table.

The Purchasing Rebates component of the Vendor Programs module is a comprehensive solution with sophisticated tools to model, administer, report, and analyze all your vendor rebate programs. It gives you the ability to understand the true income from your rebate programs, identify problems and opportunities, and take timely action to ensure that they deliver maximum value. Eliminate miscalculations and unrealized earnings, make more informed buying decisions, and collect all the rebate income you're owed.

Detailed drill-down functionality enables you to perform post-execution evaluations of your rebate programs and strategies, which you can then leverage to ensure optimal 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 satisfy rigorous compliance requirements.



**PURCHASING
REBATES**
Features
and Benefits

Track quantity, percent, and flat-tiered volume and growth purchasing rebates

Improve accuracy by including or excluding customer sales in rebate calculations

Adjust program criteria midstream and retroactively recalculate amounts due

Record pre-determined objectives and achievements to align with vendor payments

Maximize payments with optimal purchasing volumes

Gain granular allocation of rebates to determine true profitability



How Go-to-Market Suite® Adds Value

Vistex Go-to-Market Suite® (GTMS) is an enterprise-class modular-based application that helps drive revenue, control spend, and influence behavior. GTMS is specifically designed to offer unprecedented visibility into program performance, providing unparalleled insight into the management of entire programs, and provides end-to-end insights into overall program effectiveness while driving topline revenue and improving bottom line profit.

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.

Powering Your Programs



Master
Data



Price
Management



Rights &
Royalties



Trade &
Channel



Vendor
Funding



Performance
Incentives

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