

Maximize the power of your rebate spend with automated processes for managing complex programs



Automate rebate processes with a single solution

Step up from managing your rebate program manually to automating with a streamlined industry cloud solution that can increase your **profitability, financial visibility, and sales revenue**.

Many organizations manage rebates using spreadsheets – a 100% manual approach that is complicated, slow, and prone to mistakes. With the rising sophistication of programs to yield better returns for the rebate investment, inefficient processes inevitably lead to inaccurate accruals, unrealized earnings, unplanned inventory turnover, and miscalculated payouts. Some organizations purposefully offer only straightforward rebates that give away margin and do not yield increased business, just to avoid exceeding their rebate system's limitations. By automating your rebate processes, you can maximize the advantages of incentive programs and rebates for your organization.



Effectively administer your business with rebate management

The private cloud edition of the SAP Incentive Administration application by Vistex automates your processes, calculations, and financial postings to reduce errors and enable better rebate programs. Your rebate programs can be what they are meant to be: reliable, effective tactics for incentivizing sales and improving revenue, profitability, and market share.

This adds up to bottom-line value by:

- Providing a single solution: You can use the same financial, transactional, and master data inside other SAP solutions to help manage complex programs.
- Boosting partner sales: Real-time customer data lets you discover opportunities to drive additional revenue.
- Supporting maximum ROI: Advanced analytics deliver insight into program performance and enable action.



SAP Incentive Administration gives you the **time, visibility, and tools** to help you strengthen your rebate program performance.

Leverage one solution to manage complex programs

The private cloud edition of SAP Incentive Administration streamlines administration of rebate programs by giving you a single point of access to the tools you need to effectively model, implement, and manage complex programs. You can quickly create and successfully administer many types of incentive programs, including those based on percentages, sales, growth, and other outcomes, even in tiered or multi-dimensional scenarios.

This application lets you manage the rebate lifecycle from start to finish. A user-friendly workbench makes it intuitive to develop, simulate, launch, administer, and maintain plans. Sophisticated tools give you the ability to efficiently manage complicated programs with multiple customers, channel partners, and suppliers as well as tiered, stacked, and capped rebate structures.

Advanced reporting and analytics provide real-time data for evaluating program performance. Automated processes execute calculations, accelerate payments, and provide a clear audit trail of accruals and settlements to

help you meet compliance requirements. And when your organization can see program data in real time, you have a true up-to-the-minute picture of program performance and its impact on business goals.

Managing complex rebate programs is now **simplified** with user-friendly features, advanced analytics, and increased transparency.

The private cloud edition manages sales and purchase-based rebates, allowing you to offer programs to your channel partners and customers as well as manage rebate programs that suppliers and distributors offer to you. For retailers and wholesalers, the revenue earned from purchasing rebates can be accurately anticipated in the solution and reallocated to fund the down-channel rebate programs you offer to your customers to increase sell-through velocity.

Visualize program performance and respond

Make your rebate programs what they are meant to be: reliable, effective tactics for **incentivizing sales and improving profitability**.



The private cloud edition of SAP Incentive Administration gives you the information you need to take action, such as:

- Making midstream adjustments to programs that are underperforming and extending programs that are exceeding expectations
- Moving more product – and helping your partners save – by alerting them when they near the performance threshold of the next tier
- Determining how to shift volume or make strategic buys that lower per-unit purchase costs
- Responding quickly to changes in buying behavior and modifying your programs to adapt
- Analyzing programs and strategies during and after execution to determine best practices and improve future program designs

Gain efficiency with an embedded solution

Unlike point solutions, the private cloud edition of SAP Incentive Administration is embedded in SAP S/4HANA, offering tight interaction with your accounts receivable and accounts payable. This intelligent approach helps you reduce manual processes and complicated interfaces, simplify rebate management, and maximize trade-spend ROI.

The application allows you to focus more on business objectives, improve program effectiveness, track how your partners are performing, discover and encourage opportunities for extra sales, and ultimately increase profitability.

It provides the structure, visibility, and tools to help strengthen the performance of your rebate programs by enabling you to:

- Gain visibility into the lifecycle of rebate programs and their accounting
- Automate accruals, calculations, and rebate payments
- Track and analyze the effectiveness of rebate programs – and report the results – in real time
- Better manage purchases and rebate thresholds and recognize when to make additional purchases
- Forecast program and gross-to-net profitability with sophisticated modeling tools
- View total rebate payout or revenue in one place and post directly to financial solutions from SAP



Having SAP Incentive Administration embedded in SAP S/4HANA helps you **reduce manual processes** and complicated interfaces, simplifying rebate management.



Summary

The private cloud edition of the SAP Incentive Administration application by Vistex helps customers model, create, administer, report, and analyze their business-to-business incentive programs such as rebates and market development funds. The application integrates with your SAP software and supports business processes for administering programs and providing robust financial accrual, settlement processing, measurement, and analysis of the revenues and costs of incentive programs.

Objectives

- Increase profits with more-effective go-to-market programs
- Deliver effective programs and visualize performance
- Empower and motivate your sales team

Solution

- Monitor rebate program performance and model potential new programs
- Forecast, accrue, and account for rebate programs and their expenses and revenue
- Improve agreement negotiation with right price, margin, and volume information
- Increase control and facilitate claim management business compliance
- Write new program eligibility rules based on new business strategies

Benefits

- Reduced revenue leakage
- Increased financial visibility with real-time integration with SAP functionality for finance and controlling
- Increased profitability by reducing the cost to administer programs
- Increased sales revenues and margin with improved incentive program effectiveness

Learn more

To find out how to start your journey with SAP Incentive Administration, visit us [online](#).