



Channel Management: For High Tech Manufacturers, Distributors, and Providers

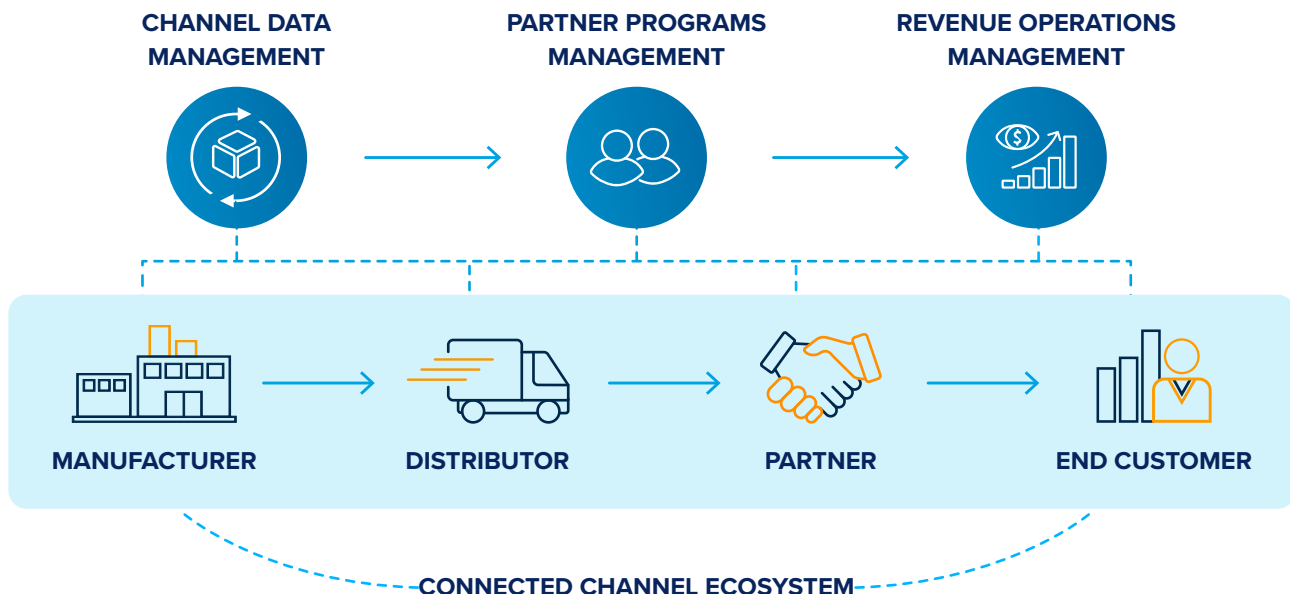
Turn Channel Revenue into
Competitive Advantage

Vistex for High Tech Channel Management

One platform unifies your data,
partner programs, and financial
workflows that shape revenue,
margin, and partner performance.



Channel ecosystems don't get simpler as they scale. Disconnected systems slow decisions and leave revenue exposed to risk no one sees coming until it's too late.



Vistex brings complex channel data together in a single source of truth, structured to support clearer analysis and decision-making. Technology manufacturers and providers can make more confident decisions across the channel, from pricing decisions to partner payouts.

Vistex

Now it all
adds up

Build a Trusted Channel Foundation



Connect Your Channel Data

Bring POS, claims, distributor inventory, and partner data into a single source of truth, eliminating manual processes and disconnected systems that slow decision-making.

- ✓ Trust the numbers behind every pricing, incentive, and settlement decision
- ✓ Eliminate manual reconciliation and reporting efforts
- ✓ Respond faster to shifts in demand, inventory, and channel performance
- ✓ Give commercial, finance, and channel teams a shared view of what is happening in the market



See Complete Channel Inventory

Gain visibility into inventory and resale activity from distributor to end customer so you can validate claims, improve planning, and reduce revenue leakage.

- ✓ Prevent costly overpayments
- ✓ Improve demand planning accuracy
- ✓ Reduce leakage across price protection and rebate programs
- ✓ Protect margins with confidence

Fuel Revenue Through Partner Programs



Register Designs and Deals Faster

Provide partners with a transparent process for design and deal registration, opportunity protection, and revenue acceleration across complex channel relationships.

- ✓ Shorten sales cycles
- ✓ Increase partner participation
- ✓ Protect high-value opportunities
- ✓ Improve partner satisfaction



Motivate Partner Performance

Configure rebate, incentive, price protection, ship & debit, and co-op & MDF programs that reward the right behaviors while automating claims validation, settlement, and accruals.

- ✓ Increase program adoption
- ✓ Reward profitable behaviors
- ✓ Reduce administrative burden
- ✓ Accelerate accurate partner payments



Protect Every Dollar of Channel Revenue

Automate the channel processes that have the greatest impact on revenue and profitability. Vistex streamlines ship & debit, price protection, claims validation, settlements, and accrual management to improve accuracy, reduce revenue leakage, and protect margins across the channel.



Optimize Channel Performance with AI

Vistex Business AI helps teams move beyond reporting to prediction. By applying AI to trusted channel data, your company can identify emerging risks, uncover growth opportunities, and evaluate program effectiveness before issues affect revenue or margin. With a unified view of channel activity, teams can act with greater confidence and precision.



See What's Driving Growth

Connect data across your ecosystem to understand what is driving channel growth and where to focus next. Vistex helps you evaluate partner performance, measure program impact, and uncover opportunities to grow revenue with confidence.

This is what connected channel makes possible: margin is protected, risk is caught before it hits the bottom line, and growth is traced back to the programs driving it.

Built for the Way Technology Companies Go to Market

Original Equipment Manufacturer (OEM)

Unify fragmented partner data across multi-tier supply chains, optimize equipment pricing, manage price protection, and use predictive analytics to prevent revenue erosion as conditions shift.

Software Provider

Manage tiered, usage-based pricing, entitlements, and renewals with the same channel data discipline used across the rest of the business. Reduce revenue leakage and improve renewal forecasting accuracy by connecting customer, usage, and partner data in one place.

Electronic Component Manufacturer (ECM)

Navigate complex, multi-tier pricing and distribution structures with real-time, AI-powered analytics that protect margins and improve distribution effectiveness.



Why Technology Company Channel Leaders Choose Vistex

Every rebate, price protection claim, and co-op payout that goes unchecked chips away at margin somewhere in the channel, often without anyone noticing until the numbers stop adding up. As partner ecosystems grow more complex, tracking where revenue leaks and confirming which programs are driving growth gets harder to do with confidence.

Vistex enterprise software for high tech connects the data behind every channel decision, so leaders can see where money is going, trust what they're seeing, and act before margin erodes.

As technology partner ecosystems expand, the questions that matter most are harder to answer:

- ✓ Where are margins being lost?
- ✓ Can we trust our channel data?
- ✓ Are our programs being executed and paid accurately?

How Vistex Adds Value In High Tech

With the rising cost of customer acquisition, the rapid pace of innovation and intense competition for market share, high tech companies must monitor program performance, drive demand and protect margins for critical revenue growth. Vistex enables high tech companies through an integrated solution that manages the full breadth of direct and indirect channel management including CDM, contracts, pricing, ship & debit, rebates, Co-op & MDF, incentives and IP royalties. High tech companies can now improve profitability through automation of complex programs, insights into program performance, incentive calculation accuracy, overpayment avoidance, increased compliance, streamlined reimbursements, and better manage the entire revenue management lifecycle.

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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