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Case Study



Now it all adds up for ElringKlinger

Automotive component supplier drives
streamlined compliance and commission
accuracy with Vistex.



Highlights



Finance operations achieved greater efficiency and streamlined compliance by eliminating hours of manual processes each month.

“SAP margin optimization solutions by Vistex completely transformed our commission processes. From day one, we experienced substantial time savings and gained the confidence to tackle future challenges with a scalable and efficient system tailored to our needs.”

Arthur Lebsack

Director Financial, Operations, ElringKlinger



Overview

ElringKlinger, a leader in advanced automotive solutions, grappled with challenges stemming from a commission management system that was incompatible with its newly implemented SAP S/4HANA environment, failing to efficiently handle high-value commission payments for the sales team. This 20-year-old system struggled with maintaining audit compliance and governance, critical for safeguarding the company's financial health and ability to adapt and thrive in a

rapidly-evolving industry. They sought a solution that would seamlessly integrate with SAP, streamline commission processes and ensure audit compliance consistency across regions.



Solution

ElringKlinger selected SAP margin optimization solutions by Vistex for its seamless integration with the SAP environment, addressing critical challenges posed by an outdated legacy system. The new solution could handle all functional requirements and complexity of processes across different divisions. Vistex ensured audit-ready commission processes, enhanced transparency of approval workflows and compliance of large payments across global operations.

Additionally, the inherent scalability allowed ElringKlinger to adapt to evolving business needs, ensuring future-proof operations. By choosing Vistex, the company gained a trusted partner to deliver a modern, efficient solution that supports regulatory compliance, operational efficiency and long-term growth, positioning them for continued success in a highly competitive industry.



Results

After implementing SAP margin optimization solutions by Vistex, the system worked flawlessly from day one, delivering strict compliance with governance standards that reduced audit risks. The automation of approvals and validations of complex commission payment structures resulted in significant time savings, reducing hours of manual processes per month and allowing the financials team to focus on strategic activities. By consolidating operations into a

single source of truth within SAP, ElringKlinger simplified internal controls, enhancing accuracy and transparency. Additionally, the scalable and adaptable nature of the solution positioned the company for seamless rollouts to its global locations and subsidiaries in the future.



Headquarters: Dettingen, Germany

Industry: Automotive

Products: Lightweight solutions, e-mobility, sealing and shielding technology, tooling, and engineering services

Revenue: €1.79 billion

Employees: 9,500

Solutions implemented:

SAP margin optimization solutions by Vistex

– SAP Incentive Administration by Vistex

Let's Connect

About ElringKlinger

As one of the world's leading system partners to the automotive industry, **ElringKlinger** specializes in lightweight solutions, e-mobility, sealing and shielding technology, tooling, and engineering services. These efforts are supported by a dedicated workforce of around 9,500 people at 45 ElringKlinger Group locations around the globe.