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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 Group



# Overview

**ElringKlinger**, a leader in advanced automotive solutions, grappled with challenges stemming from a commission management system that was incompatible with its soon to be implemented SAP S/4HANA environment, failing to efficiently handle high-value commission payments for external sales representatives. This 20-year-old system struggled with maintaining audit compliance and ability to adapt and thrive in a rapidly-evolving industry. They sought a solution that

would seamlessly integrate with SAP, streamline their commission calculation and accounting processes and ensure audit compliance and process 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solutions by Vistex for its seamless integration with the SAP environment, addressing critical challenges posed by an outdated legacy system.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 the calculation as well as approvals and validations of complex commission payment structures resulted in significant time savings, reducing hours of manual processes per month. ElringKlinger simplified internal controls, enhancing accuracy and

transparency. Additionally, the scalable and adaptable nature of the solution supports the company's growth strategy.



**Headquarters:** Dettingen, Germany

**Industry:** Automotive

**Products:** Development and industrialization of components, modules and systems for all types of drive technologies – including battery, fuel cell and lightweight solutions. The portfolio is complemented by the Aftermarket and Engineered Plastics segments.

**Revenue:** €1.8 billion

**Employees:** Approx. 9,000

**Solutions implemented:**

**SAP margin optimization solutions by Vistex**

– SAP Incentive Administration by Vistex

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## About ElringKlinger

As an independent supplier operating worldwide, the **ElringKlinger Group** has established itself as a powerful and trusted partner to the automotive industry – acknowledged for its exceptional depth of expertise. The product portfolio encompasses innovative solutions for passenger cars and commercial vehicles powered by electric motors, hybrid technology or combustion engines. Alongside the powertrain, other areas of application include the underbody, chassis, braking system, interior and vehicle body. ElringKlinger is among the front runners positioning itself as a specialist in the field of e-mobility – with pioneering battery and fuel

cell technology, and associated components and assemblies, such as plastic housings and punched and formed metal parts.

Customized lightweight components engineered by ElringKlinger can be used throughout the entire vehicle, delivering tangible benefits in terms of weight reduction, efficiency and functional integration, especially in e-mobility applications.

ElringKlinger serves the aftermarket in more than 140 countries with an extensive range of spare parts and is closely aligned with its customers in all major automotive regions.