



# Cloud-based Modular Applications

for Wholesale Distribution

Enhance program performance,  
gain visibility into total income and  
increase profitability

Chargebacks | Customer & Supplier Rebates | Price Management  
Quotes & Contracts | Co-Op & MDF | Analytics

**Vistex®**

Now it all  
**adds up®**

[www.vistex.com/gtms](http://www.vistex.com/gtms)





## Solutions for thin margins and big challenges

As a wholesale distributor facing high volumes and thin margins, you rely on price optimization and cost recovery programs for profitability. You also face challenges such as lost revenue, eroding margins and the inability to calculate program profitability. To address these challenges, you need solutions to optimize the management of pricing and margins.

Vistex solutions can help you manage supplier and customer rebates, chargebacks, deals and offers, Co-op & MDF, price protection programs and more. By adopting an agile, flexible, forward-looking strategy, you can ensure sufficient buy- and sell-side margins.



### Insights that drive results

- Boost cost recovery initiatives to track and recover costs more effectively.
- Keep tabs on incentives and purchase agreements to maximize profits.
- Streamline procedures to reduce costs and improve efficiency.
- Create pricing and incentive programs to increase sales and boost your bottomline.

### Trusted by the best

Wholesale distribution industry leaders use Vistex.

Animal  
Supply Co.

FBM  
Foundation Building Materials

GPC

cencora

HENRY SCHEIN®

LAWSON Products

McKESSON

CardinalHealth

GRAINGER

GraybaR

## Cloud for any ERP

Take your critical business programs to new heights.

Single cloud solution to address both vendor and customer programs

Enterprise-class modular-based application

ERP agnostic – including SAP, Oracle, Microsoft, Epicor, Infor, PeopleSoft, JD Edwards and more

## GTMS for Wholesale Distributors

Solutions that manage and analyze margins on both the buy- and sell-side offer real-time insights into program performance and provide a clear picture of how programs impact financial, operational and sales processes.

**Gain control of your rebate, claim, promotion and pricing programs so they add up to more growth, not more costs**



### Chargebacks

Automate chargeback calculations and protect margins. Retrieve all eligible claims, SPAs, ship and debit, and deviated pricing.



### Co-op & MDF

Simplify Co-op & MDF program management with automatic claims creation, payment scheduling and reconciliation of funds claimed.



### Supplier Rebates

Capture complex supplier rebate details with ease and view all relevant supplier rebate parameters and calculations in real-time.



### Price Management

Quickly load pricing and change price points to automatically calculate and validate. Ensure accuracy for true Gross-to-Net profitability.



### Customer Rebates

Drive revenue and profits with a clear view of customer rebates. Reward customers across product categories and automate calculations.



### Price Protection

Facilitate pricing agreements between suppliers and customers to ensure all parties are properly charged and compensated, claims are automated and purchase orders are updated.





## Chargebacks

Chargebacks are necessary to modern commerce and can mean the difference between profit and loss. While they come in different shapes and sizes (deviated billing, secure payment applications, ship and debit, reported sales and more), you must manage these programs efficiently and effectively.

*Industry data confirms that roughly 40% of distributors' profit is based on vendor cost recovery programs.*

GTMS streamlines the claims management process to enable faster reconciliation while significantly reducing Chargeback Days Outstanding and decreasing the cost of recovery, partner disputes and error rates. Equipped with exceptional, real-time visibility into transactions, processes and programs, you can eliminate revenue leakage.



## Rebates

Manually processing complex rebates is rife with problems, including misleading accruals, unrealized earnings, inventory turnover and inaccurate payouts.

GTMS allows you to easily manage all rebate programs so you can drive revenue and profits, capture details and view all relevant rebate parameters and calculations in real-time. Run “what-if” analyses to understand the impact on your bottom line.



## Price Management

Finding the optimal price is essential to stay competitive and attract new customers in this rapidly changing business environment.

With GTMS, you can automatically calculate and validate prices and manage pricing conditions quickly and securely. Running a price point analysis on a product's price elasticity can help you understand the impact of a price change on demand.



### Quotes & Contracts

As offerings multiply and the demand for customization grows, managing the complex pricing scenarios offered to customers and partners is daunting. Nothing hampers profits and customer relationships more than misquoting the price of your products and services.

GTMS eliminates cumbersome manual processes and margin-killing pricing errors and facilitates intelligent quote management with automatic quote entry and sophisticated workflow. You can better define, manage and create detailed pricing agreements that include performance tiers, eligibility requirements, sales channel restrictions and complex terms and conditions.



### Co-op & MDF

Simplify your Co-op & MDF program management by eliminating the need for spreadsheets. Track and maximize spending on all the money you have earned. Leverage automated submission, custom workflows and fast validation to accelerate payment and gain visibility to program activity, KPIs and data needed to justify investment and determine ROI.



### Analytics

Harness the power of your data to ensure your programs drive your business goals. Generate pre-built reports to gain insights. Ad-hoc reporting provides flexibility for category-specific analytical reporting. User-intuitive dashboards offer quick and easy access to essential information for improved decision-making. Export to Excel or other internal business intelligence tools.

## End-to-end process coverage for your business

Overcome wholesale supply chain strain to **drive revenue** and **protect margins**. Efficiently track and analyze purchasing rebate agreements, contract pricing, chargebacks and sales rebate programs. Combine pricing at buy- and sell-sides to ensure adequate margins.

## Control your revenue and reach your full potential

GTMS delivers a complete picture of revenue and spend, enabling faster, more informed decisions for improved business outcomes. Get a clear picture of how critical business programs impact your financial, marketing and sales functions.

1. Negotiate better terms and conditions
2. Approve with flexible workflows
3. Collaborate better with partners
4. Improve efficiency and accuracy with automation
5. Analyze ROI and secure margins



## Results speak volumes

Outcomes our wholesale distribution customers have realized include:

▶ **4-5% of revenue leakage** was prevented for supplier and **customer rebates**

▶ **Chargeback Days Outstanding** reduced from **20 to 10 days**

▶ Increased **chargeback income by 5%** at the nation's leading **wholesale source for business essentials**

▶ **63% reduction** in time required to file and reconcile **SPA claims**

▶ Manage more than **500,000 SKUs, 1.15 million transaction lines** daily







## Now it all adds up with Vistex Go-to-Market Suite® (GTMS®) for Wholesale Distributors

### 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 bottomline 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.

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