

Now it all adds up for
The Reynolds Company,
who streamlines vendor programs
performance with Go-to-Market
Suite[®] by Vistex

Vistex solutions improve vendor contract
and claims management



**THE REYNOLDS
COMPANY**
ELECTRICAL SUPPLY

"We're very excited about the enhanced capabilities Vendor Funding brings to us for managing agreements, contracts and claims with our vendor partners. The Vistex solution greatly improves our vendor programs management processes and boosts profitability by allowing us to capture monies that previously slipped through the cracks."

Cole Harrison
Director of Operations

Vistex[®]

Now it all
adds up[™]



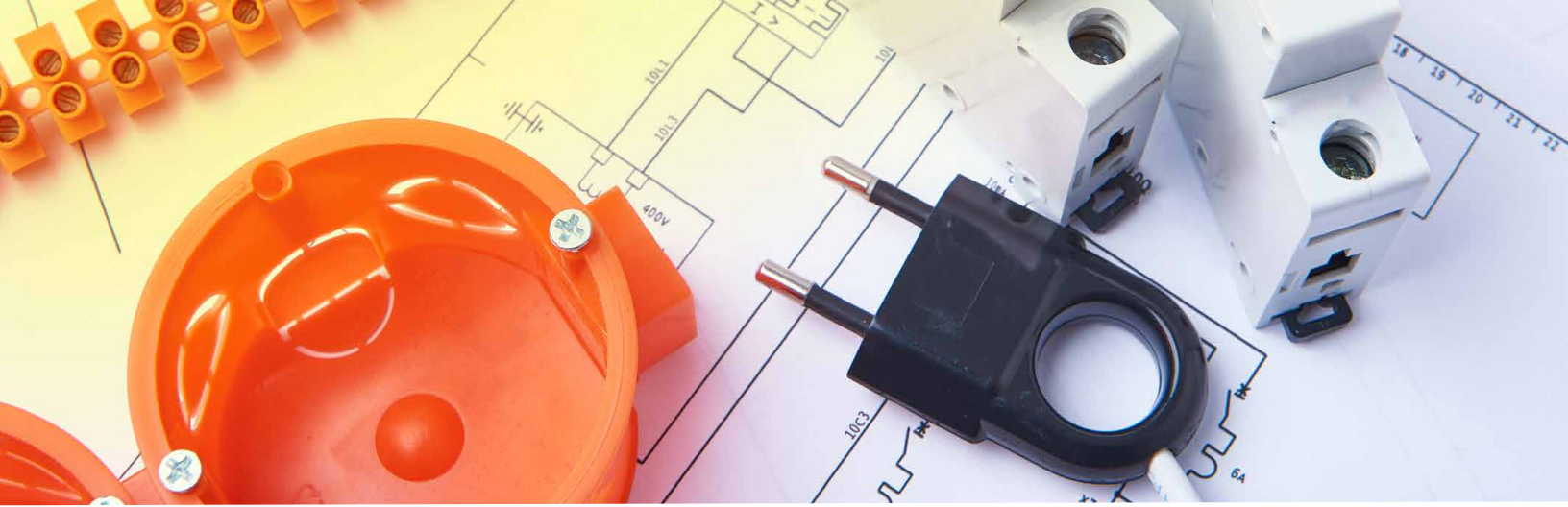
The Reynolds Company

- **Headquarters: Fort Worth, TX**
- **Industry: Electrical Supplies**

The Reynolds Company Electrical Supply is an independently owned-and-operated wholesale electrical distributor headquartered in Fort Worth, Texas. For more than 30 years, The Reynolds Company has served energy, industrial, and construction customers across Texas and Louisiana. Focused on quality, productivity, and reduction in customer costs, the company has 18 locations and exports products globally.

Overview

As an independently owned and operated wholesale electrical supplies distributor, The Reynolds Company (TRC) was seeking to extend the capabilities of its legacy ERP system to perform critical functions around vendor contract and claims management. The company was also searching for a solution that would improve the quality of data exchanges with vendor partners and eliminate program management process inefficiencies.



Solution

TRC turned to Vistex and the capabilities available in its Go-to-Market Suite (GTMS) to streamline EDI exchanges and greatly reduce the time and labor previously dedicated to cleansing data using spreadsheets. The Vendor Funding module within GTMS improves business profitability by improving program performance, streamlining processes, and attaining unrealized earnings.

Vendor Funding provides TRC with more powerful claims reconciliation capabilities and reduces revenue leakage by allowing the company to incorporate retroactive chargeback claims. Vendor Funding streamlines TRC's credit and rebill scenario by reducing manual effort dedicated to collecting, analyzing, and consolidating data required for the process. The Vistex solution also improves sales reporting, enabling TRC to compare at a highly granular level the variance between chargebacks calculated in GTMS versus the legacy system.

Vistex Vendor Funding Makes Chargebacks Add Up for TRC

Vendor Funding has helped TRC improve chargeback calculation accuracy as well as reconciliation with partner responses, which was typically a manual process that produced no audit trails, history, or centralized collection of transaction details. With GTMS, TRC can determine the variance between the claimed amount and the vendor response amount, and the system creates an audit trail of all vendor claim responses. Vendor Funding provides complete, accurate information, which helps reduce rejection or overpayment of claims. The solution has the ability to auto-determine required customer and material information from master data, which simplifies and accelerates claims corrections and resubmissions.



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.

Powering Your Programs



Master Data



Price Management



Rights & Royalties



Trade & Channel



Vendor Funding



Performance Incentives

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Vistex®

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