

## Vistex: SAP Incentives and Paybacks Module (IP)

### *Efficient Rebate Management*

#### New reality in Greek market

The complexity of rebate programs is growing, and so is the need for rebate management. The resulting complexity is a natural outgrowth of more sophisticated rebate models and a highly competitive business environment.

Unique business requirements should be addressed by a robust solution.

#### Rebate Agreements

The agreements are finalized during the calendar year and might have retroactive validity (from beginning of the current year). As a result, accrual amounts and settlement amounts can be flexibly calculated on any time. In order to calculate the rebate amount, the rebate agreements can be applied to any source document (eg invoice) and in any value (eg Gross / Net Value ) for the requested time period.

There are different rebate payout methods (settlements) like

- Settlement with credit memo
- Settlement with customer service invoice
- Settlement with Free merchandise

#### Rebate Agreements Groups

Every agreement is categorized into different rebate categories. These categories are maintained in agreement master and based on the agreement types only the applicable categories are available for selection..

#### Rebate Conditions in Agreements

The rebate conditions (percentages, targets, scales etc.) can be defined on the material or material group level or any other organizational level. There are also eligibility conditions for selecting the source documents (e.g Customer, Group of customers) with inclusions and exclusion rules.

The following table illustrates indicative conditions:

| Description   | Example   |
|---|---|
| <b>Percentage for calculation of Budget Amounts</b>   | The user can enter budget figures (targets, scales & percentages), if final agreement is not known yet. These figures can be used for the calculation of accruals.              |
| <b>Percentage for Settlements (Last Year)</b>         | These figures (targets, scales & percentages) will be used for settlement. Last Year's and current years (actuals) figures will be distinguished by different validity periods. |
| <b>Flat amount for Budget / Accruals calculations</b> | The user can enter a budget amount, if final agreement is not known yet. These figures will be used for the calculation of accruals.  |
| <b>Flat Amount for Settlements</b>                    | These figures (targets, scales & percentages) will be used for settlement. Last Year's and current years (actuals) figures will be distinguished by different validity periods. |
| <b>Logistics Units</b>                                | Full track load, full pallets, homogeneous layers/pallets etc   |

#### Rebate Accruals

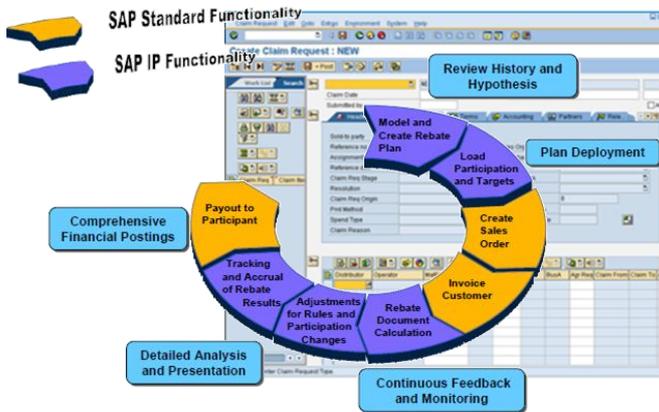
Source documents for rebates accruals calculation are the related SD/MM billing documents (the accumulated over a period net invoice value). The accruals are posted every month for the previous months (period to date). The accrued amount can be posted in detailed level (level of line items/ material) and the amount can be apportioned to the lines based on the net value. CO-PA postings are generated per material / customer and update CO-PA elements.

#### Rebate Settlement

Settlement is performed to reflect the transfer of funds between the company and the customer. The rebate payout amounts can be offered to customer either by Credit memo issuing by the company or service invoice issued by customer.

## Vistex IP module

Vistex is an embedded solution within SAP that uses the same master data and G/L accounts. It is able to handle complex supplier and customer agreements; that are not available with the standard SAP configuration. It helps customers in identifying, computing and settling all types of incentives, rebates, paybacks and chargebacks and has the same look and feel as SAP. It can be applied for managing complex Purchasing / Sales Rebates as well as complex Sales force commission programs.



### Benefits

- Prevent overpayments (calculate more accurately rebates using correct cost components)
- Decrease rebate leakage (centralized and automatic Rebate Recovery reduces leakage)
- Provide transparency for sales rebates
- Use analytical and simulation capabilities to evaluate and promote the desirable programs
- Reducing end to end time from entry to approval
- Ability to track customers that are paid performance rebates that were not earned
- Retro processing of agreements and the ability to tie back to the original document
- Timely and accurate agreement input and tracking

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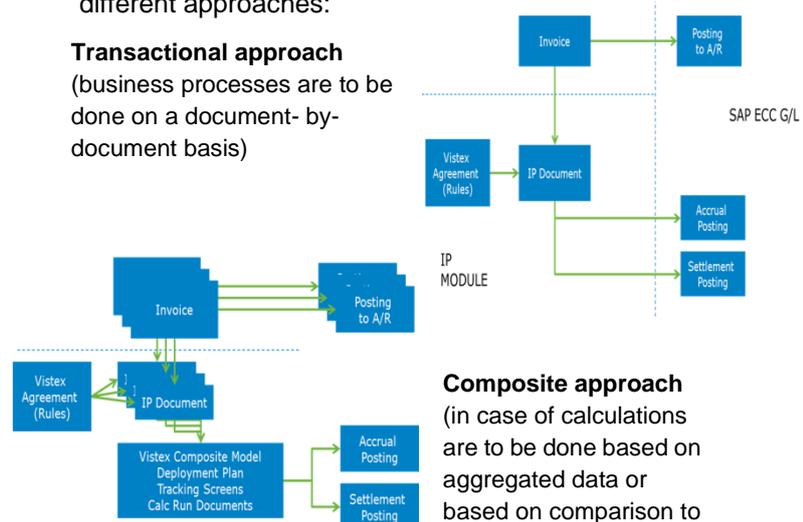
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## Transactional and Composite Models

Rebates in VISTEX can be processed using two different approaches:

**Transactional approach**  
(business processes are to be done on a document- by- document basis)



**Composite approach**  
(in case of calculations are to be done based on aggregated data or based on comparison to quotas)

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