

Price Management

Vistex®

Now it all adds up™

Strategy | Software | Implementation | Execution | Analytics

info@vistex.com | www.vistex.com

Manage complex pricing with ease and efficiency

As product offerings continue to grow in response to consumer demand, it has become increasingly important to gain visibility into the complex pricing scenarios that can be offered to customers, manufacturers, and channel partners. Vistex solutions effectively manage complex pricing challenges with ease and reliability.



Vistex®

Making it all add up by driving prices and determining true profitability

Vistex offers solutions for pricing maintenance that cover everything from agreement initiation to analytics for buy- and sell-side. The solution footprint covers price administration, deal management, price execution, and reporting.

User-friendly layouts and intuitive functionality allow users to adjust prices without delay, while providing the ability to execute mass pricing updates, automating maintenance and eliminating hours of manual processes. Vistex solutions for pricing maintenance save organizations time and free resources by getting prices into your system more efficiently and by evaluating that data. The systems run formulas and calculations to drive prices, helping users evaluate all programs and rebates to determine true profitability.





Business-defined pricing

To avoid errors in maintaining prices in your order entry or materials management system, a solution is needed that allows users to enter pricing efficiently, providing the visibility to review proposed changes and make accurate changes in a timely manner. Vistex solutions for pricing maintenance provide price administration tools that enable customers to perform mass maintenance of pricing and effective dates; to validate pricing according to business-defined price policies; and to conduct and track reviews and approvals with comprehensive workflow tools. The solutions also make pricing administration easier with features that import and manage commodity prices. In addition, Vistex solutions for pricing maintenance can automatically determine updated pricing through user-defined formulas and logic for commodity pricing, price indices, and prices of bill of material components.

Analyze the success of pricing strategies

In today's rapidly changing business environment, it is not enough to just manage pricing structures; businesses also need to analyze the success of pricing strategies. Vistex solutions for pricing maintenance comprehensively manage pricing, incentives and revenue-sharing by analyzing proposed pricing to determine true margin and show the complete gross-to-net, component-by-component, for individual products or for an entire product line or agreement.

Price Management Adds Up to Real Solutions, Real Benefits

- Approve and validate pricing systematically without duplication
- Automatically update records with mass maintenance of pricing and effectivity dates
- Gain full visibility from time of sale into deal management with multiple products
- Analyze true margin of products or agreements
- Conduct and track reviews and approvals
- Deploy ‘what-if’ scenarios that boost profitability
- Communicate prices out via catalogs or price lists (complete or delta catalogs)
- Create price proposals for review and publishing



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Deployment Options

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, with Vistex solutions your organization is empowered with unprecedented visibility into any program and performance. Gain deeper insight and enable fact-based decisions to drive revenue, control cost, minimize leakage, and streamline processes. With a range of deployment options for all your programs, you choose the way that works best for your business needs.

Add the right option for your business



On-Premise



In Cloud



Hybrid



Now it all adds up with **Price Management**

Drive Revenue, Control Costs & Increase Margins

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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