

Special Pricing & Chargebacks

In Wholesale Distribution



Maximize Profitability with Vendor Cost Recovery



Industry data confirms that roughly half of the distributors' profit is now based on vendor cost recovery programs (**SPA programs**). These complex and dynamic programs must be well managed to be competitive and financially successful.

Special Pricing & Chargeback Management for D365 integrates the entire SPA program management cycle into a single solution that provides distributors with the efficient tools necessary to reduce manual touchpoints and reap the benefits of a seamless process.

- **Easy to use**, look & feel consistent with standard D365 F&O
- **End-to-end** integration with Sales, Purchasing, Finance processes
- **Full life-cycle** in one system:
 - Agreement setup
 - Application
 - Claim
 - Payment
 - Dispute resolution



Flexibility

- Define eligibility for specific Customer/Item, or defined Customer/Item groups, or all customers/items
- Min & Max Quantities
- Cost Types (% of Purchase Price or List Price, Fixed cost, discount amount)
- Manage Exclusions, Bundles

Enables you to manage all vendor programs with ease



Integration

- Real Time integration with Sales Orders and Purchase Orders
- Customer, Vendor, Item Master
- Automated postings to General Ledger for accruals, chargeback claims and claim payments
- Real time update of SPA quantity consumption

Eliminate manual work with full integration



Reduced COGS

- One-time configuration to drive impact on COGS
- Efficiently process chargebacks to suppliers
- Monitor disputes and reduce revenue/margin leakage
- Sales reps immediately see margin impact

Visibility into true margins

"Vyas truly cared about providing excellent service throughout our project. Working closely with our project team allowed them to thoroughly understand our business requirements. Their project manager and development team provided us with solutions to challenges that helped deliver an excellent end product for our business." –Phil Bickler, Information Technology Director, Virtual Supply

Special Pricing & Chargeback Management for D365 includes many solutions to problems that wholesale distributors face

Management of Vendor Special Pricing Programs

- One-Time setup of SPA Types, Reimbursement Methods, Discount calculations to drive system behavior
- Configure each SPA agreement to meet suppliers' terms
- Reduce manual workarounds

Management of Price Protection Claims, Product Authorizations and more

- Solutions to the common challenges that wholesale distributors face
- Reduce the enhancements required to make D365 meet requirements

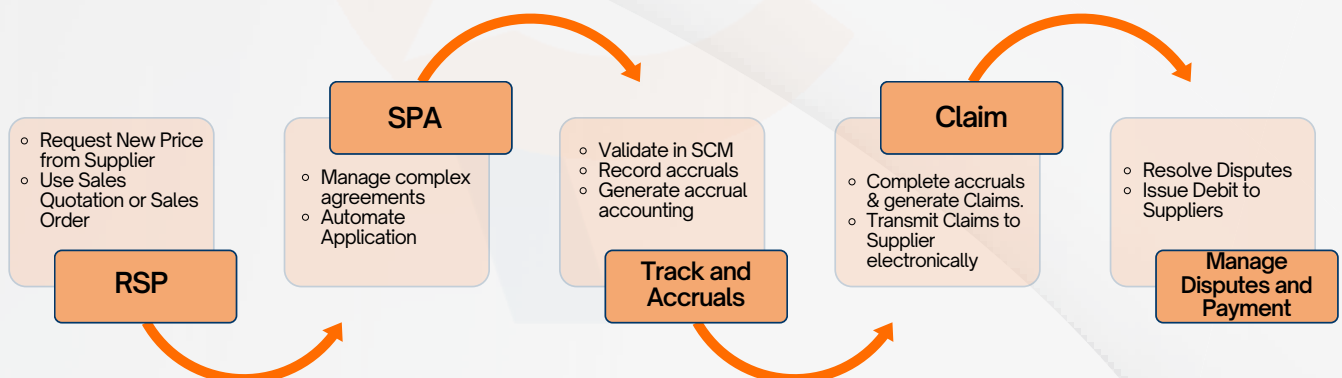
Special Pricing & Chargeback Management

Our promise to you

We measure success by how well the solution works for you

An offer to get you started

- Allow us to **demonstrate** the capabilities that our solution offers
- Dive in and see how our solution can solve your problem today!



Increased Profitability

- Reduced leakage from disputes
- Reduced manual work that leaves more room for errors
- Increased cash flows from efficient claiming and collection processes

Why Vyas Consulting?

Our experience encompassed every version of Microsoft Dynamics 365 (formerly Microsoft Dynamics AX) since 2002. Our teams understand the full breadth and capability of Microsoft Dynamics 365, and are able to tailor it to your precise business needs and ensure that you utilize the software to its full potential. Our team has over 15 years of experience independently and within large, global employers. Coupled with an off-shore team hand-picked from our network, we deliver the solution to you accurately, technically sound, and economically.