

# Rebate and pricing transformation program

## Client Success Story



### Industry

Pharmaceutical (Animal Health)

### Client

One of the leading international Animal Health companies

### Challenge

- **ERP integration:** In 2020, the customer initiated a program to integrate two separate ERP ecosystems into a single GBS platform based on MDG and S4/HANA. This program required the standardization of disparate pricing and rebate platforms into a single, global solution based on Vistex.
- **Process optimization:** The need to map, document, and optimize current disparate processes under a future solution.
- **Reduce manual effort:** Significant effort was required to manually process indirect and direct transactions.
- **Focus and Disruption:** Ensuring that key client personnel could focus on program transformation while minimizing disruption to business operations.
- **Compliance:** Adhere to strict GBS requirements.

### Solution

**Hands-on expertise to backfill and support rebate and pricing platform transition into common GBS platform.**

- Process mapping, documentation and optimization
- Automation of key data-related processes:
  - Extraction and transformation
  - Customer and product cross-reference
  - Validation on key steps of migration process
  - Enrichment and cleansing
- P2P and E2E testing and validation
- Automation of key master data management processes to support faster and more efficient operations
- Introduction of new, flexible reporting technology
- Hypercare support
- Managing and operationalizing of critical activities as a backfill of key customer's personnel

### Benefits

- **Reusable processes:** Created reusable and customizable processes and workflows covering all aspects of master data migration in accordance with strict GBS requirements.
- **Reduced validation time:** Key data validations at migration milestones reduced to hours.
- **Improved decision making:** Complete set of reports and analytics for faster and more accurate decision making.
- **Comprehensive documentation:** Complete and verified documentation of key data flows and processes.