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Case Study




Now it all adds up for Schneider Electric

Industrial technology leader powers up
global pricing and contract management



Highlights

 **Efficient management** of more than 2.5 million pricing records

 **Reduced amount of rebate** rejections by 50%

“Working with Vistex has transformed how we manage pricing and contracts at Schneider Electric. The solution not only streamlined our processes but also provided us with real-time insights that improved accuracy and reduced claim rejections. Vistex’s integration with SAP has been a game-changer for us, helping us optimize our pricing strategies and protect our margins.”

Darren DeVore

Product Owner for Pricing and Contracts, Schneider Electric



Overview

Schneider Electric faced significant challenges managing its pricing, rebates and contracts across its global operations due to an outdated ERP system that could not handle the complexities of modern business requirements. The system could not provide real-time visibility into annual pricing, chargebacks and processing of more than a billion dollars in rebate transactions. This led to data gaps, inefficiencies, and rejection rates on claims as high as 10%, negatively impacting cash flow and customer satisfaction.

As part of its SAP transformation project, known as *Titan*, Schneider Electric sought a solution to modernize its pricing and contract management processes. They needed to handle vast data sets, automate rebate processing and provide real-time insights into pricing and profitability. The goal was to improve operational efficiency while reducing the risk of manual errors and cash flow issues.



Solution

Titan was Schneider Electric's first global S/4HANA implementation and they needed a partner that could handle the technical complexities of integrating pricing and contracts management into SAP while also addressing their business needs for flexibility and scalability. They selected SAP margin optimization solutions by Vistex after identifying that the solution would allow them to manage more than 2.5 million pricing records efficiently, including price review capabilities, validation

techniques to prevent duplicate transactions and automated rebate processing.

Vistex's integration with SAP equipped Schneider Electric with the ability to streamline its rebate and chargeback processes, improving cash flow management and reducing the need for manual audits. With Vistex, the company was able to address data visibility issues so they could proactively identify and resolve problems, such as claim rejections due to customer ERP system errors.



Results

In selecting SAP margin optimization solutions by Vistex, the company realized immediate and transformative results, such as a dramatic reduction in claim rejection rate, from 10% to 3-5% after the intuitive solution was in place. This data accuracy and visibility improvement allowed Schneider Electric to address needs and improve relationships with its customers proactively. Additionally, rebate processing and accruals automation reduced manual intervention, enabling Schneider Electric to manage its financials more efficiently.

The integration with SAP ensured that the system could handle the complexity of the company's global operations, providing valuable, real-time insights into pricing, contracts and profitability that would lead to continued growth in a competitive market.

Headquarters: Rueil-Malmaison, France

Industry: Industrial technology

Products: AI enabled Industrial IoT solutions with connected products, automation, software and services

Revenue: €36 billion

Locations: 1 million+ partners in 100+ countries

Employees: 150,000

Solutions implemented:

SAP margin optimization solutions by Vistex

- SAP Incentive Administration by Vistex
- SAP Paybacks & Chargebacks by Vistex
- SAP Data Maintenance by Vistex, pricing option

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About Schneider Electric

Schneider Electric is a global industrial technology leader bringing world-leading expertise in electrification, automation and digitization to smart industries, resilient infrastructure, future-proof data centers, intelligent buildings and intuitive homes.