

# Vistex RevFlo

## SFDC Integration App

Seamless integration between Salesforce and Vistex allows Sales reps to speed up negotiation and contract cycles, eliminating errors and improving sales operation performance. Negotiate and execute pricing, quotes and contracts in real-time with customers.



With immediate access to pricing and production information you can negotiate live with customers, all within Salesforce.

### Developed to improve the flow of revenue and sales opportunities

#### SALES REPRESENTATIVE



- Price Request/ Approval
- Price Quotation
- Contract Management
- Claims Tracking

#### SALES MANAGER



- Enforce Price Policies
- Electronic Signature/ Audit Trail
- Account Planning
- Gross2Net Analysis
- What-if Simulation
- Real Time Analytics

The RevFlo App integrates seamlessly with Salesforce allowing Sales Reps to:

- 01** Negotiate pricing and contracts, and simulate scenarios
- 02** Gain real-time insights into AI driven price guidance
- 03** Validate corporate price / margin policy instantly
- 04** Review and approve pricing and contracts, backed with supporting details
- 05** Track pricing and contract performance in real-time, with side-by-side “plan vs as is” comparisons

### Benefits from Integration

- ▶ Seamless and direct Integration between Vistex and Salesforce app (Vistex RevFlo app)
- ▶ Work in one system and with Single Sign On (SSO)
- ▶ Eliminates data replication on the AppExchange with Adobe, DocuSign, and more
- ▶ Instant access to Prices & Contract information
- ▶ Provides analysis with dynamic reporting

