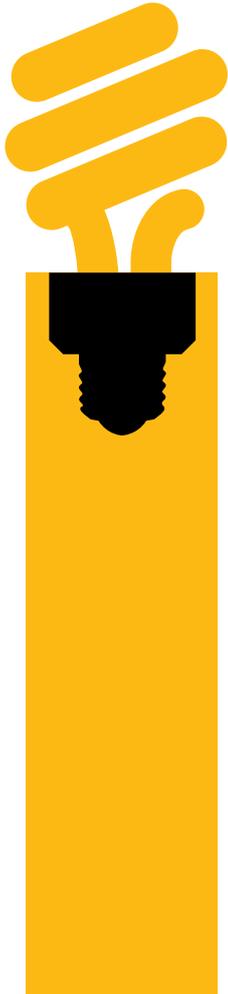


# Simplifying Royalties with SAP® Incentive Administration



The Best-Run Businesses Run SAP®





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## Quick Facts

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## Overview

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### Summary

With the SAP® Incentive Administration application by Vistex, your business can accurately identify the sale of relevant products and determine which partners should be paid, on what basis, and how much. With accrual, calculation, and settlement of royalty payments being all-important factors in the order-to-cash process, SAP Incentive Administration helps define royalties due at a product level, based on sales activity. This minimizes the risk of nonpayment liability and creates a reliable system to support audit requests from licensors and intellectual property (IP) owners.

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### Objectives

- Accurately calculate royalties and rights
- Streamline royalty management processes
- Increase visibility into accruals

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### Solution

- Centralized data and an integrated approach to contracts, calculations, and data
- Integration with the SAP ERP application for access to master, transactional, and financial data
- Support for outbound and inbound royalties
- Audit, tracking, and data management
- Support for audit requests from licensors and IP owners

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### Benefits

- Accurately recognize revenue and effectively manage licensing programs
- Use automated processes to manage outbound royalties
- Identify and track the usage of relevant products, technology, endorsements, media rights, or joint-development products

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### Learn more

For more information, please call your SAP representative or visit us [online](#).





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Quick Facts

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**Overview**

Tracking, data management, and auditability are vital to ensure that royalty monies owed or due are administered accurately. The SAP Incentive Administration application by Vistex precisely calculates royalties and rights by automating, validating, and facilitating the processes that can make the difference between profit and loss.

**Outbound** – Whether incorporating patented technology into a product design or using brand imagery to make products more appealing, manufacturers regularly use others' intellectual property. By tracking receipt and payment of monies ahead of time, SAP Incentive Administration provides visibility into guarantees and advances. This allows you to calculate, track, and draw down on royalty monies, spreading it out over time, and provides a true picture of profitability.

Because SAP Incentive Administration is embedded into the SAP ERP application, transactional, financial, and master data are accessible in a single location. Now you can identify the sale of relevant products and determine who should be paid, what amount, and under which circumstances – directly from the order-to-cash process.

**Inbound** – By calculating and processing incoming royalties per the license granted, the application enables successful, profitable management of royalty programs. It manages and tracks payments received and processed for IP rights licensed at the time of every product or service sold – eliminating errors that can lead to profit leakage, audit or legal exposure, or lost sales.



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