



SAP Margin Optimization by Vistex Driving value for Life Sciences

Vistex®

Now it all
adds up™

SAP Margin Optimization solutions by Vistex

Deliver visibility and control across the whole value chain from Gross to Net margin

1000+
customers

use an SAP
Vistex solution

20+
years

of partnership
and
innovation

**Roadmap
integration**

Integrated
across the
SAP portfolio

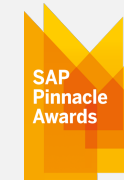
**Flexible
architecture**

Deploy on
premise or in
the cloud

Inside
SAP

Vistex uses
the same
“core”
as SAP ERP

SAP® Solution Extension



**SAP Pinnacle
Award Winner**

- In the categories Solution Extension Partner Customer Experience and Industry Cloud
- Vistex is a global provider of enterprise solutions and services
- SAP Global Software Solution Extension Partner
- Solutions on SAP Solution Roadmap
- SAP AG Strategic Investment
- Product tested, validated, licensed and supported by SAP

What we do?

You hear a lot
about optimizing

- costs
- prices
- incentives
- revenues

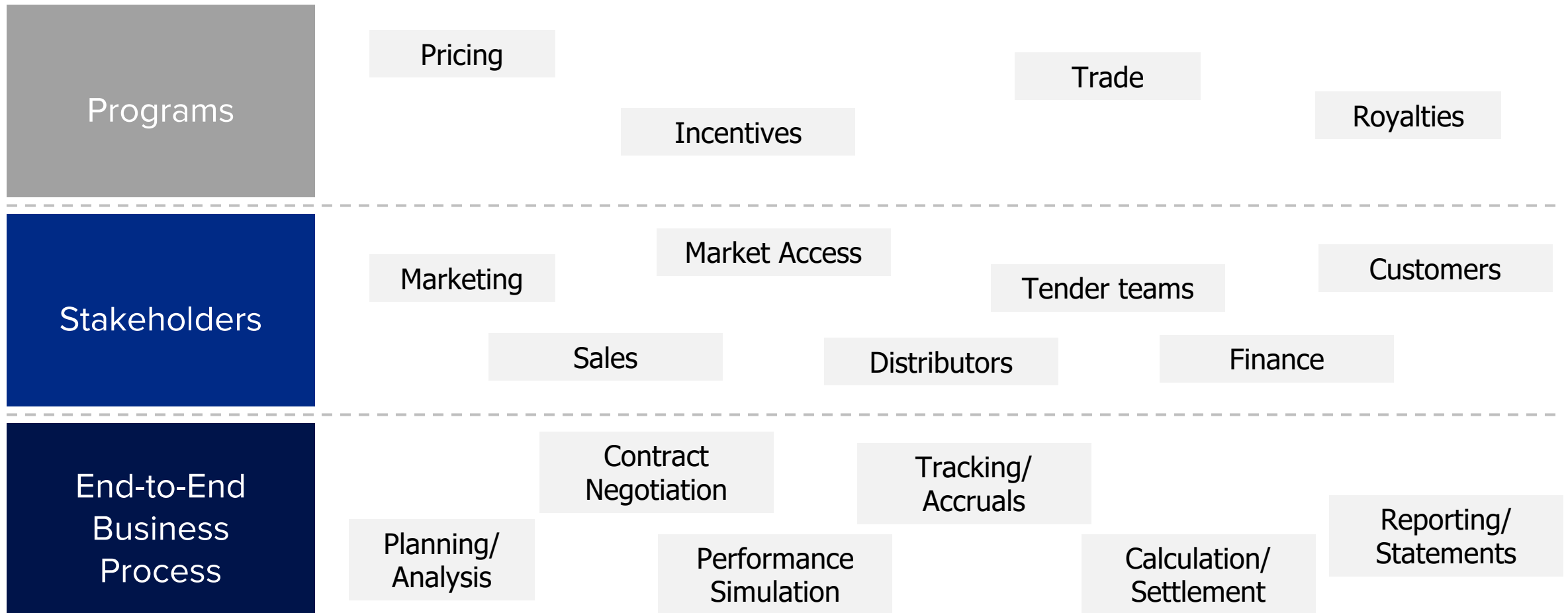
But what about
optimizing
margin?

You need a way of managing everything
that affects net margin



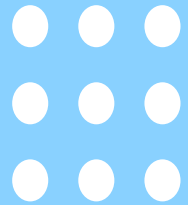
Why is it so difficult?

There's a million moving parts and every stakeholder has different needs...



Do you recognize these challenges?

And extremely demanding for businesses to effectively manage



Fragmented Systems & manual interventions

Too many disconnected systems and teams, global vs. local, resulting in fragmented access and Excel-based processes and decisions.



No Real-Time Visibility

Limited real-time data prevents businesses from measuring impact or driving change, resulting in delayed insights and reactive decisions.



Audit & Control

Current processes aren't fully auditable, making audit preparation manual and time-consuming, with limited support for local regulatory requirements.



Huge Impact to Margin

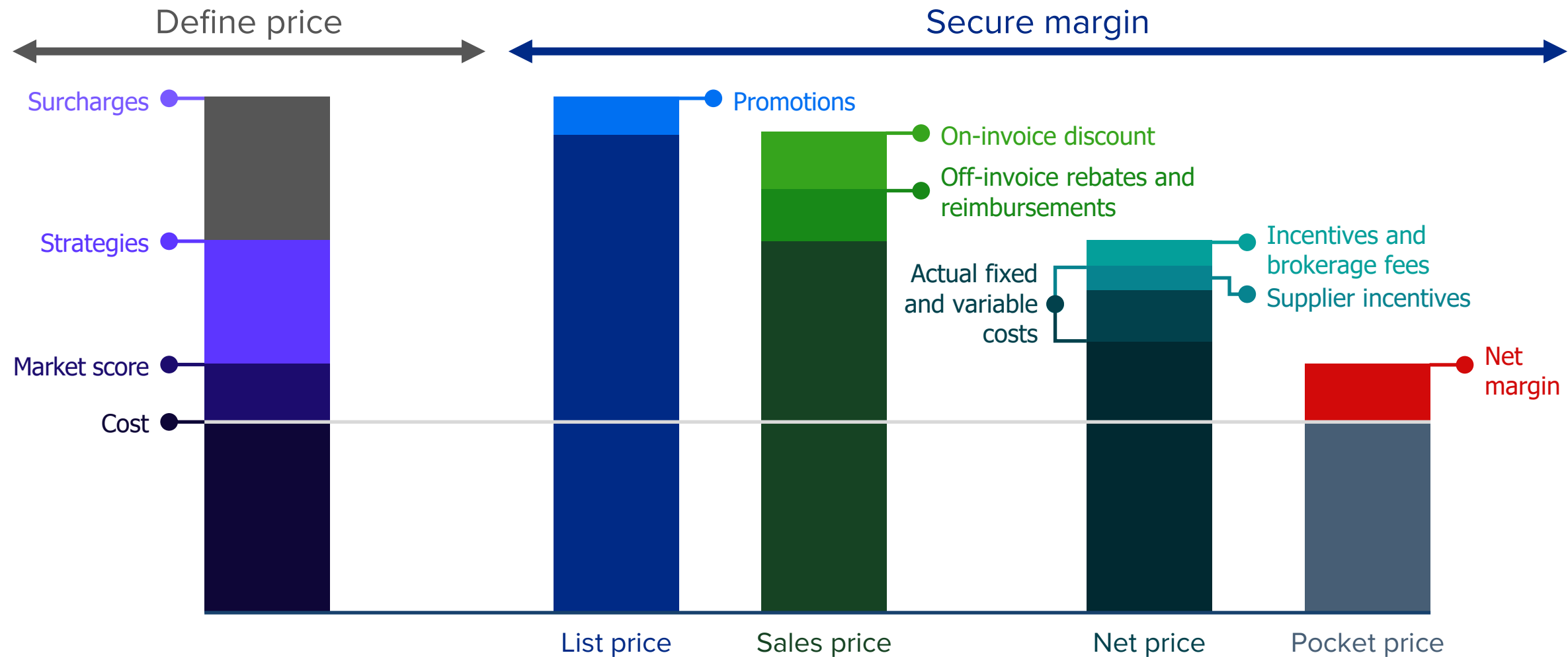
Without a clear picture programs fail to boost revenue, control costs, or minimize leakage. Rigid solutions can't support emerging pricing and commercial models.

So what we offer is...

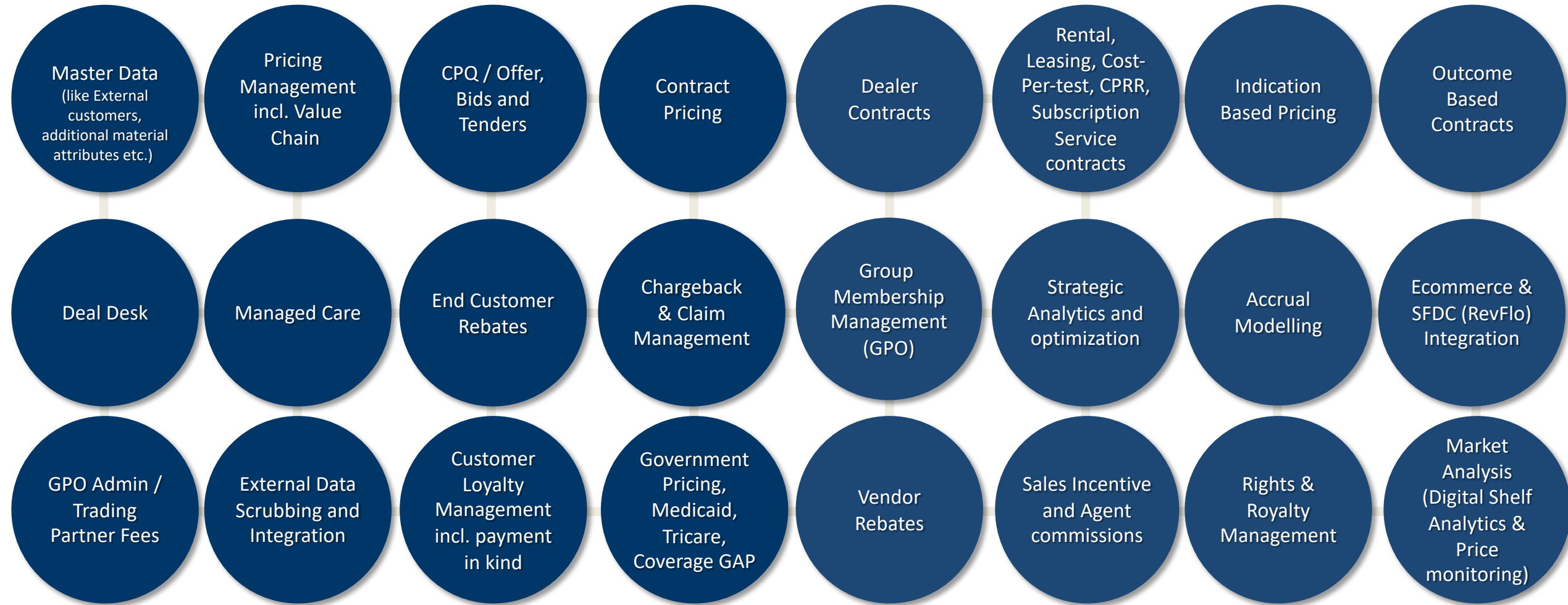
**Visibility and control
of everything that
affects net margin**



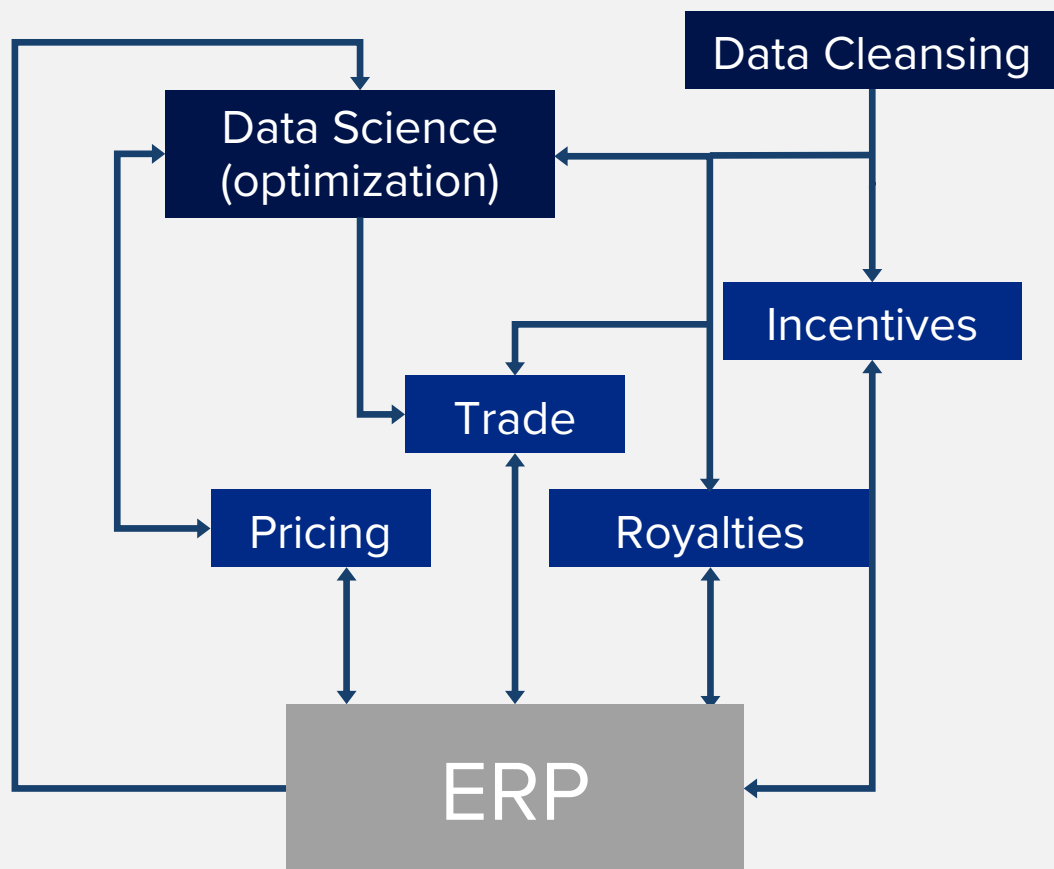
SAP margin optimization solutions by Vistex help maximize net margin



One solution for managing all these process



So, why try to build this...?



If you can have this...

SAP Margin Management
solutions by Vistex

SAP ERP

If you can have this...

SAP Margin Management
solutions by Vistex

SAP ERP

DEPLOY YOUR WAY



In public cloud built
on SAP BTP



In the core, on-prem
or private cloud

Take the word from our customers



**8 out of top 10
Global Pharma
players with
headquarter in EMEA
are Vistex customers**



**5 out of top 10
Global Medical
Device players are
Vistex customers**

Take the word from our customers

SAP partner from more than +20 year, managing mission critical Go-To-Market programs with solid experience in the Life Science Industry

“At any given point of time, our financial leaders can actually go in now and see why pricing is the way it is and where are margin leakages!”
“We are able to quantify at a much, much more definite level, errors that we have in our pricing.”

Annette Blumer (Welch Allyn)



“Vistex allowed us to quickly adapt to our clients’ needs, gain autonomy in the commercial sector, but above all, simplify the processes and get rid of many sources of error that in the end, directly results in the satisfaction of our clients”

Ana María Gil (Trade Manager
Kern Pharma)



“We are spending more time on the quality of the data, we are reducing our error rates, which has a good effect on our relationship with the customers!”

“Because it is a consolidated platform with SAP, our IT costs are reduced, also the TCO has shown a reduction.”

Arnold Wiechers (McKesson)



“Suddenly, by making that one decision [to implement Vistex] most of our problems disappeared...and within the first year, we saved the business \$3.5 Million in chargebacks.”

Scott Hodgson (Commercial
Excellence Director at GE
Healthcare)

NOW IT ALL ADDS UP FOR
AMGEN

CASE STORY

AMGEN

Headquarters

Breda, Netherland

Industry

Life Sciences

Products and Services

Amgen’s medicines treat serious illnesses and typically address diseases with a limited number of treatment options.

Employees

Approximately 24.00 worldwide

Revenue

Tot. Revenue 2021 \$25.0 Billion

Vistex®

Now it all
adds up®

AMGEN a biotechnology innovator since 1980, Amgen has grown to be one of the world's leading independent biotechnology companies and has reached millions of patients around the world.



CHALLENGE

- Long terms cost of ownership
- Risk of Business continuity
- Architecture did not Support changing business needs
- Diminished Agility and speed
- Dependence on Vendor

SOLUTION

- Long terms cost-effectiveness
- Consistent and stronger controls with streamlined approvals
- Scalable for growth, advanced analytics, flexible configuration
- Competitive Agility and flexibility, improved functionalities.
- Simplified Support and building internal capabilities, embedded in SAP

Worldwide Implementation for a single common design solution

- One solution to cover local needs



France

- Interface National tender system
- Interface local logistics service provider



Portugal

- Use of commitment tracker
- For a combination of on- and off-invoice conditions



Italy

- Interface National tender system
- Five decimal contracting and order pricing



Australia

- External data loads
- Complex rebates using 3rd party data



Middle-East countries

- On-demand Free Goods



Examples of country complexities addressed in a single blueprint and design

NOW IT ALL ADDS UP FOR GE HEALTHCARE

CASE STORY

GE Healthcare

Headquarters

Chicago, Illinois

Industry

Healthcare

Products and Services

PET, X-Ray, CT, MRI, ECG & Ultrasound Machines, Medical Equipment, Biopharmaceuticals

Employees

54,000+

Revenue

\$19.78 Billion USD (2018)

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GE Healthcare is a \$20B global medical technology and life sciences company that provides a broad portfolio of products, solutions and services used in the diagnosis, treatment and monitoring of patients and in the development and manufacture of biopharmaceuticals.



CHALLENGE

- Disparate 3rd party tools
- Need for system architecture simplification
- Revenue leakage
- Compliance risks
- Lax contract management and approvals
- No real visibility to pricing/net margins

SOLUTION

- Revenue Management, Contract Lifecycle Management, Bid Management
- Vistex on ECC
- Currently rolling out in: Germany, UK, Italy (Next up, Iberia, Nordics)
- **Deployed in:** North America

KEY BENEFITS

- **Full compliance to legal** and controllership policies
- **Better bid profitability assessments**
- **Increased deal profitability**
- **No “surprise” hidden costs** (rebates)
- **Simplification of processes** and approvals for contracts
- **Expanding bid management globally**

KEY METRICS

Within the first year, saved the business
\$3.5 Million in chargebacks



Through contract management,
savings in revenue leakage of **\$1M**
per year

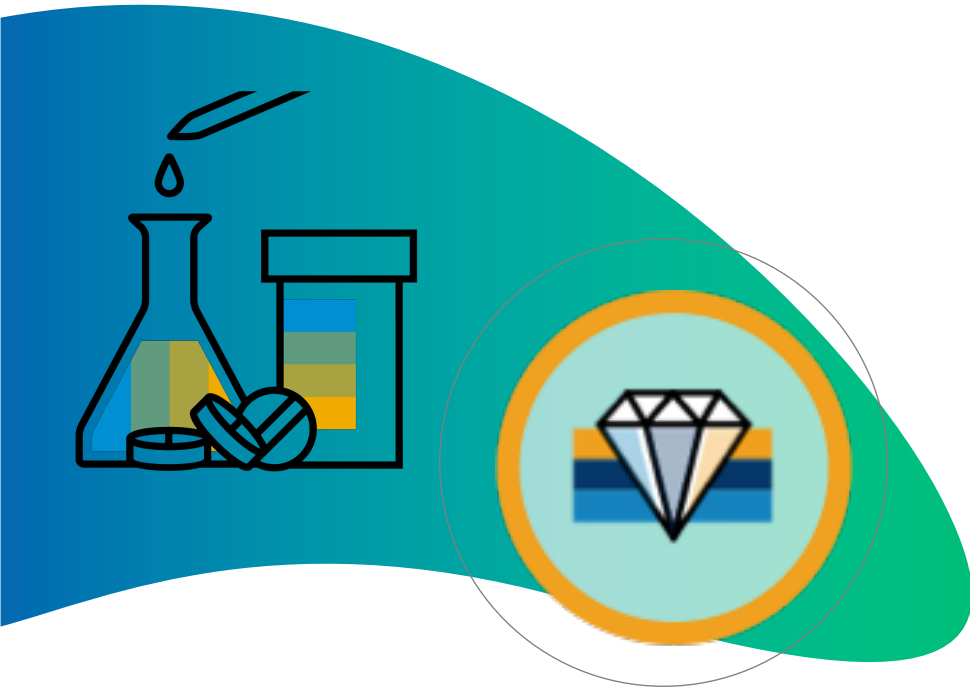


ROI realized
in less than 1 year



Why SAP Margin Optimization by Vistex?

Move from operational silos to full visibility and control



- ❖ An **Enterprise Solution** to Address **Both Global and Local Needs**
- ❖ **End-to-end control** of all Revenue Management and **true Gross-to-Net insight** to make sure it all adds up to *more growth*—not just more costs.
- ❖ **Cutting-edge revenue management** capabilities already delivered to **meet emerging business models** like **outcome-based contracting, indication based and subscriptions.**
- ❖ **IT landscape simplified** and **long-term cost-effectiveness.**

How do you make sure it all adds up?
You've got to...

1 SEE THE NUMBERS

2 SEE WHAT REALLY WORKS

3 SEE WHAT TO DO NEXT

VISTEX

NOW IT ALL ADDS UP

Vistex[®]

Now it all
adds up[™]



Want to learn more?
Our view from the LS industry



Thank You!

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Life Sciences Industry Principal
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