

BILLBACK FOR MANUFACTURERS

Billback Management

Create special pricing agreements, reconcile distributor claims, and settle accurately: **the entire billback process inside Microsoft Dynamics 365.**

WHAT IT SOLVES

Manufacturers offer special pricing agreements to win business and grow market share, and distributors claim back the difference. Reconciling those claims at volume, by hand and outside core systems, costs time and money: **miscalculations, under and overpayments, and disputes** that strain distributor relationships.

WHAT YOU CAN EXPECT

► Full lifecycle, one system

Agreement to settlement, without spreadsheets.

► Less manual admin

Claims imported, validated, and reconciled in-system.

► Accurate settlements

No under or overpayments on claims.

► Fewer disputes

Discrepancies tracked and communicated clearly.

► Finance integration

Accruals and settlements post straight to the ledger.

► Impact analysis

Program spend, effectiveness, and ROI, visible.

THE BILLBACK PROCESS, END TO END

- 1 Create agreements:** eligibility by customer, item, dates, quantities, discount % or amount.
- 2 Publish to distributors:** reduced pricing communicated clearly.
- 3 Import & validate claims:** claim data checked on arrival.
- 4 Reconcile:** claims matched to SPA criteria and sales history.
- 5 Settle:** settlements generated and posted to the General Ledger.
- 6 Resolve:** discrepancies communicated and disputes closed.

AT A GLANCE

PRODUCT	Billback Management
TYPE	ISV Solution, native to D365
PLATFORM	Microsoft Dynamics 365 F&O
BUILT FOR	Manufacturers
INTEGRATION	Finance, order management & G/L
SCOPE	Full billback lifecycle
DISTRIBUTOR SIDE	Vyas SPA & Chargeback Management
VENDOR	Vyas Consulting (VyasTec)

WHY PARTNER WITH VYAS

A trusted D365 ISV with two decades of distribution expertise.

Global ISV specializing in Microsoft Dynamics 365 business applications for the distribution industry.

20+ years on Dynamics 365 and AX, **since 2002**. Precise, technically robust, cost-effective solutions.

WHERE IT PAYS OFF

Business cases

Three of many across the billback lifecycle.

MANUAL RECONCILIATION

BEFORE

High claim volumes are reconciled by hand in spreadsheets outside core systems, and every cycle loses time and money.

AFTER

Claims are **imported and validated automatically** against SPA criteria and sales history, inside D365, end to end.

Claims reconciled at volume

UNDER & OVERPAYMENTS

BEFORE

Miscalculations and illegitimate claims slip through, creating overpayments, clawbacks, and distributor disagreements.

AFTER

Automated validation separates legitimate claims, and accruals and settlements post to the ledger accurately.

Pay exactly what is owed

PROGRAM BLIND SPOTS

BEFORE

No clear view of what SPA programs actually cost, or what they return, until the quarter is over.

AFTER

Analytics on spend, effectiveness, and ROI, with drill-down by customer, product, supplier, and geography, and profitability forecasting.

Every program's ROI, visible

CAPABILITY OVERVIEW

Features & the value they deliver

■ AGREEMENTS & PROGRAMS

Flexible SPA creation: customers, groups, or accounts

Item eligibility: all items, groups, or specific items

Date ranges & max quantities: programs stay in bounds

Discount % or amount: model any program

Complex contracts: managed efficiently, in one place

■ SETTLEMENT & FINANCE

Accrual posting: expected reimbursements in financials

Settlement generation: accurate, on time

General Ledger posting: no side bookkeeping

Finance & order integration: end to end in D365

Payment accuracy: no under or overpayments

■ CLAIMS & RECONCILIATION

Claim import & validation: data checked on arrival

Legitimacy checks: legitimate vs illegitimate, separated

Reconcile to SPA & sales history: every claim verified

Discrepancy tracking: communicated, not buried

Dispute resolution: closed with a shared record

■ ANALYTICS & INSIGHT

SPA impact analysis: program and partner performance

Spend, effectiveness & ROI: visible and current

Drill-down: customer, product, supplier, geography

Cost & markup insight: know true selling prices

Profitability forecasting: plan with confidence