

FOR WHOLESALE DISTRIBUTION

SPA & Chargeback Management

Special pricing agreements and vendor claims, managed **end-to-end inside Microsoft Dynamics 365 F&O**, with a complete audit trail.

WHAT IT SOLVES

Manual, segmented SPA processes create **weak audit trails**, compliance risk, and poor profitability visibility, driving chargeback disputes, tedious rebate management, and **revenue leakage that compounds over time**.

WHAT YOU CAN EXPECT

► **Lower operating costs**

Streamlined claims across every program.

► **Less manual work**

Claims calculated and submitted automatically.

► **Fewer disputes**

A full audit trail speeds resolution.

► **Reduced DSO**

Faster claim-to-reimbursement cycles.

► **Less revenue leakage**

No missed or unclaimed programs.

► **Improved cash flow**

Earlier reimbursement, lower COGS exposure.

CORE CAPABILITIES

- 1 **Agreements:** configurable rules for creation and modification.
- 2 **Combinations:** combine, exclude, or restrict agreements.
- 3 **Controls:** product-mix and min / max quantity controls.
- 4 **Integration:** native to A/R, A/P, Inventory, and G/L.
- 5 **Native UX:** D365 look and feel, nothing new to learn.
- 6 **Audit trail:** end-to-end, for compliance and disputes.
- 7 **Workflow:** configurable approvals and reimbursements.

AT A GLANCE

PRODUCT	SPA & Chargeback Management
TYPE	ISV Solution, no side systems
PLATFORM	Microsoft Dynamics 365 F&O
BUILT FOR	Wholesale distributors
INTEGRATION	A/R · A/P · Inventory · G/L
SCOPE	29 features, full SPA lifecycle
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. Where distributors see returns first.

REVENUE LEAKAGE

BEFORE

Accruals tracked in spreadsheets; vendor programs expire unclaimed and reimbursements slip through the cracks.

AFTER

Every accrual posts **automatically at invoicing**; a pending-claims dashboard surfaces anything unclaimed, and claims generate in one step.

Nothing left unclaimed

CHARGEBACK DISPUTES

BEFORE

Weak audit trails turn vendor disputes into long, costly email chases with no shared record.

AFTER

A **complete end-to-end audit trail** backs every claim; payment tolerances filter out noise so teams argue only material differences.

Faster, cheaper resolution

MISSED SPA SAVINGS

BEFORE

Reps quote and purchase without knowing which vendor agreements apply, so eligible SPAs go unused and orders go out at the wrong price.

AFTER

Eligible SPAs are visible for every item, customer, and order, and applied automatically with margin impact shown on each line.

Every eligible agreement captured

CAPABILITY OVERVIEW

Features & the value they deliver

■ AGREEMENTS & APPLICATION

SPA requests & approvals: faster negotiation cycles

Vendor-approved SPA records: structured, traceable terms

Auto-application to sales & purchases: no manual errors

Combinations & hierarchy: stack SPAs when authorized

Bundle & mix-and-match SPAs: benefits on combined volumes

■ VISIBILITY & ANALYTICS

Pending-claims dashboard: no missed claims

Payments: received vs expected: timely reconciliation

Real-time margin visibility: better pricing decisions

SPA Simulator: evaluate impact before committing

Claim insights & BI reports: executive-ready analysis

■ CLAIMS & SETTLEMENT

Auto-accruals at invoicing: real-time financials

One-step claim generation: standardized processing

Interim settlement & regeneration: efficient collections

Payment tolerance: focus on material disputes

Purchase rebate SPAs: receive at net-of-rebate cost

■ ADVANCED CONTROLS

Formula Builder: flexible cost & price basis

Landed-cost recalculation: accurate costing after SPA

Price / cost adjustment requests: clean corrections

Dynamic customer & product groups: no manual upkeep

Authorizations & restrictions: controlled ordering