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## Adobe: Improving Royalty Management with SAP® Incentive Administration by Vistex

One can't do much at the computer without using software from Adobe. Focused on efficiency and productivity as well as innovation, Adobe wanted better forecasting of business requirements and activities. With the SAP® Incentive Administration application by Vistex, it can now quickly respond to revenue growth by redistributing resources and avoiding higher headcount costs. And that means Adobe can better deliver the products that define how people work, surf, and play.

# Expanding partnerships and managing costs and risk

## Adobe is prepared with streamlined royalty management



### Objectives

- Increase productivity, efficiency, and effectiveness in the royalty management process
- Enhance forecast accuracy and business predictability
- Improve internal risk management

### Why SAP

- Full integration of the SAP® Incentive Administration application by Vistex into the SAP landscape, leveraging master data and providing one-click access to financial and sales files
- Implementation plan that involves business users and IT throughout the development process to identify requirements early and ensure adherence to scope, timelines, and budget
- Internal interface, eliminating the need for external data loads
- Complete reporting capabilities for actual statistics and forecasting requirements

### Benefits

- Lower total cost of ownership, thanks to integration with the existing SAP landscape
- Increase in efficiency and productivity, enabling the redistribution of resources from back-end processing to value-added activities
- Effective tools to respond to and manage risk for future revenue growth related to expanding partnerships, including the redistribution of resources and cost avoidance

### Future plans

- Continue to refine and streamline the royalty management process
- Leverage the application for future enterprise business models

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“With SAP Incentive Administration, Adobe can respond to and manage risk for the rapidly expanding array of partnerships and cooperative business models arising from the royalty strategic imperative.”

Joe Perry, Worldwide Royalty Accounting and Operations, Adobe

### Company

Adobe

### Headquarters

San Jose, California

### Industry

High tech

### Products and Services

Software for desktop publishing, electronic documents, interactive media

### Employees

11,000

### Revenue

US\$4.4 billion

### Web Site

[www.adobe.com](http://www.adobe.com)

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