



THE **muscle** IN THE MARKETPLACE

Chaos to cash.

Work days are usually chaotic enough without having to run around like a chicken with your head cut off trying to manage the onslaught of deductions that come in daily. We'd rather your employees get the most out of their days and control your deductions versus having them control you.

So, regardless of type or reason or whether you have 500 or 5,000, we'll help you resolve deductions more quickly and efficiently for all of your customers. We'll improve your communication channels and your ability to identify "chronic deductors" and the problem areas that cause reoccurring deductions. Valuable sales time won't be overrun with labor-intensive activities spent on deduction research and follow-up. And, you'll retain your sanity, but most importantly, your money.



Time and Speed

Time is money. Save more of both.

- Eliminate utilizing and searching disparate data sources by consolidating deductions and related information in a centralized repository.
- Eliminate labor-intensive, manual preparation, assignment, and delivery of deductions to deduction analysts, field sales, and brokers.
- Improve prioritization of deduction resolution by quickly and easily organizing all of your deductions into user scorecards.
- Automatically assign new deductions to proper workflows based on deduction type, reason, and dollar amount.
- Ensure timely research and resolution and consistently maintain proactive deduction activity by utilizing system-generated follow-up notices.
- Increase the speed of internal communication by providing a centralized location for maintaining deduction comments and notes.
- Eliminate manual creation and dissemination of customer correspondence and facilitate faster communication by utilizing pre-defined correspondence templates and e-mail profiles.
- Allow more time to focus on significant, collectible deductions by auto-closing deductions under your small balance write-off amount.
- Reduce time spent on searching for relevant information by viewing scanned documentation such as purchase orders, invoices, and check copies via an image-viewer.
- Improve the speed of obtaining and providing back-up by directly linking to active or expired contracts, associated trade activities, and paid or unpaid billbacks.



Money and Spending

Put your money where your pocket is.

- Significantly reduce the overall number, average days outstanding, and total outstanding balance for all deductions.
- Reduce administrative costs through the automation of redundant, inefficient, manual tasks.
- Improve the ability to accurately track and account for trade spending, pricing errors, and OS&D's.
- Correctly state profitability by customer, product, and sales area.
- Eliminate duplicate "payments" by effectively tracking down reasons and previously paid claims for invalid deductions.
- Create trade spending adjustments on future customer payments for invalid deductions.
- Allow administrative resources and salespeople to focus on revenue-generating work.
- Increase the ability to properly forecast trade spending.
- Ensure the proper authorization of valid, allowable deductions with approval thresholds and rights by user.



Accuracy and Insight

You can see clearly now, the pain is gone.

- Determine the root causes and problem areas that continually cause deductions.
- Identify deduction trends and habits of distributors and frequently-deducting customers.
- Uncover fraudulent activity that results in deductions.
- Easily transfer improperly assigned deductions to the correct customer, sales area, or user.
- Accurately state Days Deduction Outstanding (DDO) by retaining correct aging and reference to original deductions when splitting them.
- Maintain a time and date-stamped complete history and tracking of all deduction-related activities for future reference and/or auditing purposes.
- Utilize approval hierarchies to properly record the correct reason code and/or General Ledger code for deductions.
- Ensure consistent communication with distributors and internal parties with standardized correspondence, communication methods, and formats.
- Utilize application-embedded reporting to monitor and track deductions by customer, product, and sales area.
- Eliminate lost or misplaced documentation by centrally storing all scanned documentation, customer proof-of-performance, and notes.
- Search, view, and clear deductions with online access to invoices, OS&D claims, and paid or unpaid billbacks.

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