



THE **muscle** IN THE MARKETPLACE

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## Close the loop.

To gain better control of your business and spending, you need to have a closed loop process. Foodservice can be a difficult arena to play in with its lack of standardization and automation around contract and program management. Communication can be poor, visibility into customer and product activity limited, and reactions to revenue opportunities slow. You need to know who you're spending money with, how much you're spending and why you're spending it.

Our foodservice solutions let your sales and management personnel electronically create and approve programs quickly and easily. We also provide the means to centralize all customer, contract, and program data. You'll be able to automatically validate entire billbacks and claims and calculate payments on a line-by-line, item-by-item basis—then reconcile with customers to avoid future discrepancies and deductions. When it's all said and done, you'll be able to access detailed reporting with only a few keystrokes.



## Create Contracts and Programs

- Easy-to-use, customizable templates and wizards
- Numerous program pricing methods available
  - Operator programs
    - HQ rebates
    - Local rebates
    - Fixed pricing
    - Commodity Pricing
    - Formula pricing
    - Accruals
    - Growth
  - Distributor programs
    - Deviated billing
    - Trade
    - Growth
    - Spiffs
    - Market Development Funds (MDF)
    - Accruals
- Centralized repository
  - Operator programs
  - Distributor programs
  - User scorecard
  - Projects
- “What-if” scenarios
- Volume and revenue estimates/simple forecasting
- Online submissions for management approval
- Adjusted profitability evaluations of distributor programs account for trade monies already earned by the distributor



- Automated formula pricing and program execution enabled through daily updates of all closing prices for all North American commodities traded on public exchanges
- Simple data-entry methods
- Intuitive navigation

## Approve Contracts and Programs

- Online approvals and escalation based on program and/or product profitability
  - Dollar-based
  - Percentage-based
  - Margins account for existing trade deals
- Local program approvals by sales people within corporate guidelines
  - Rule-based
  - Profit margin-based
- Online notification of programs pending approval
- Approval rights based on user roles and profiles
- Simple “click to approve” capability

## Notify Contract and Program Participants

- Automatic notification of contract details to all relevant parties
  - Distributors
  - Chain accounts
  - Order management/internal systems
- Automatic notification of contract amendments
- Automatic notification of expiring contracts
- Notification via fax or e-mail



## Submit Billbacks and Claims

- Submit and process electronic billback claims
- Submit and process paper-based claims
- Receive and submit claims at various frequencies
  - Daily, weekly, monthly, quarterly, semi-annually, annually
- Receive shipment data/invoice data directly from order management systems

## Validate Billbacks and Claims

- 100% billback/claim validation
  - Line-by-line
  - Products
  - Rates
  - Volumes
  - Time frames
  - Eligible customers
- Validate all customer data submissions
  - Chain operator claims
  - Distributor billbacks
- Process valid items while researching questionable items
- Correct submission errors such as incorrect pricing, dates, and volume
- Maintain customer claim/billback history



## Calculate Payments

- Pay on performance and true monies earned based on extensive validations
  - Exclude trade payments and/or other customer payments (i.e. “Netting”)
- Utilize a dynamic calendar for defining fiscal periods
  - Pay based on customer’s calendar
  - Monthly, quarterly, yearly, etc.
- Authorize payments based on achieving hurdles or conditions
- Group multiple billbacks into one customer payment
- Maintain customer payment history

## Reconcile Payment Requests

- Automatically reconcile calculated payment with submitted billback
- Automatically send reconciliation to customer along with payment
  - Fax
  - E-mail
- Select summary reconciliations or fully detailed line-item reconciliations

## Report on Customer, Program, and Product Performance

- Track and report on actual performance against expected performance for operator and distributor volume and profit margins
- Track progress of salespeople’s efforts against initiatives
- Track programs and profitability at multiple levels of your sales hierarchy
- Monitor performance and compliance for national account and key customer contracts and programs
- Use built-in standard report templates and wizard-enable ad hoc reporting
- Single view of contract and program performance