

# Control Trade Programs & Net Margins with A3 TPM

## THE CHALLENGES

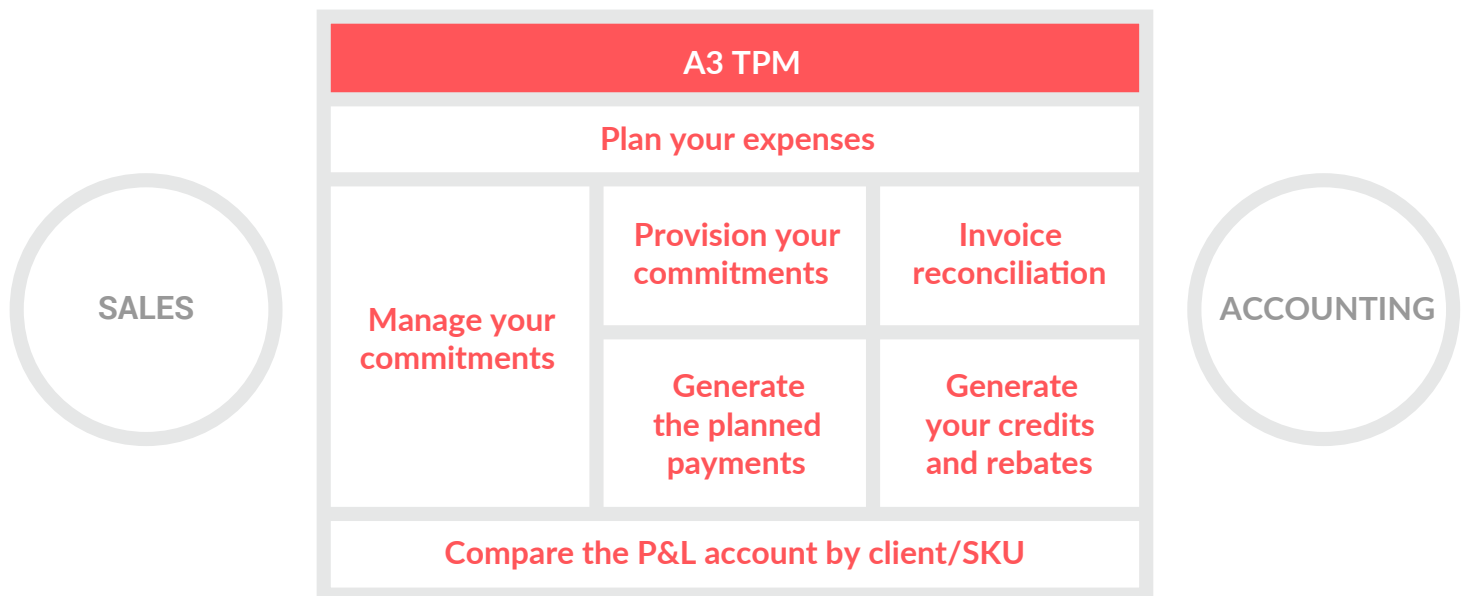
In retail, the overall trend seems to be price cuts, lengthier negotiations and the squeezing of your margins :

- > Are you currently able to measure the impact of your negotiated conditions before their payment dates ?
- > Are you certain to have adequately and correctly calculated your billback amounts ?
- > Are you certain not to have paid several times the same trade promotional operation ?
- > Are you certain to know the products or the customers that contribute the most to your margins ?
- > Or contribute the least ?
- > Are you capable to apply retroactive conditions rules ?


The amounts involved can be considerable: we still find companies obliged to payback up to 50% of their Net Invoiced Price.


Are you obliged to wait the year-end to realize the impact of your rebates, billbacks, Co-Op and MDF ?  
 Then, A3 TPM can help you control your margins


## HOW IT WORKS





## YOUR BENEFITS

 Automatic computations of provisions

 Service quality & SLAs improvement







 Indirect cost savings

 Ability to produce payment propositions

 Control of your total value chain margin

 Control of your Net/net margins by customer/SKU

## KEY FEATURES

-  Manages your negotiated trade conditions with your customers
-  Computes your provisions by client & by SKU
-  Automatic generation of settlements/payments proposal
-  Monitors your Co-op spend and Billbacks
-  Manages payment orders
-  3 year account margins history

## KEY ADVANTAGES



Europe's leading solution



All trade conditions included



Multiple algorithms to compute your commercial agreements



Calculation of all provisions and audit tracking of any modifications



Retroactive computation at the client/SKU level



Integration of penalties linked to disputes



Optimized investment



Ability to identify the turnover and total value chain margin made by customer /SKU



Quick to implement



Compatible with all ERPs

## OUR REFERENCES

More than 3000 companies trust AGENA3000 solutions

