



SYSPRO TPM fills a large void for small and medium sized companies. Historically, these companies have not been able to afford the high costs of similar, functional systems that have only been available to larger companies.

SYSPRO TPM makes SME manufacturers and distributors more profitable by resolving inefficient and time consuming management of both trade promotions and deductions.

SYSPRO provides a fully integrated, total enterprise-wide solution for companies selling their products through retail chains. Some target industries include: CPG (Food & Grocery, Home Care, Personal Care), Housewares & Appliances, Health & Beauty, Healthcare & Pharmacy, Electronics & Computers, Medical Devices and Recreation.

SYSPRO is a leading global provider of cost-effective software solutions that incorporate all areas of ERP, CRM, APS, Business Analytics and e-Commerce.



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Trade Promotion and
 Deduction Management



For Suppliers Selling Products
 Through Retail Chains

Can you afford not to have SYSPRO TPM?

If you can answer “yes” to any of these following questions:

- Do you offer trade promotions?
- Do you offer specialized pricing?
- Do your customers take deductions off payments?
- Do you have people reviewing and collecting deductions?
- Do you have outstanding collectables needlessly tied-up as deductions?
- Do you write-off a large percentage of revenue that retail chains take as deductions?

...And you can answer “no” to any of these following questions:

- Are your Trade Promotion and/or Deduction systems integrated with your Accounting system?
- Are your trade promotions automated?
- Is your complex pricing matrix automated?
- Does your current system automatically perform multi-tier credit checking for existing customers and related entities?

Then, the SYSPRO Trade Promotion and Deduction Management (TPM) offering will significantly save your company time and money.

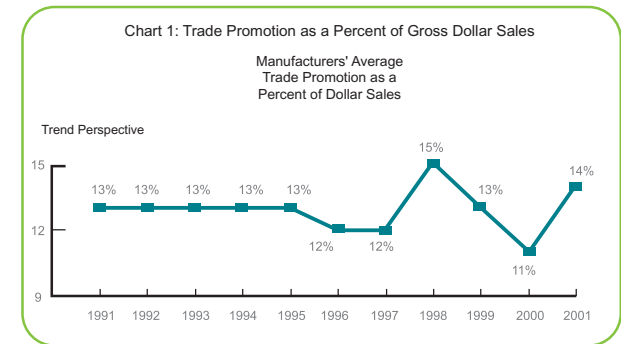
This industry application was developed by SYSPRO to solve the complex business problems associated with managing trade promotions and deductions. TPM effectively tracks off-invoice allowances, bill-back accruals and rebates. This enables easy and efficient reconciliations which automatically result in increased collections, cash-flow and improved profitability.

Trade Promotion and Deduction Management



The Value of SYSPRO TPM

- Specifically written for companies selling products through retail chains
- Increased profitability due to effective tracking of trade promotions and deductions
- Fully integrated to SYSPRO ERP
- Flexible promotion functionality
- Greater control and accuracy by using a complex pricing matrix and group pricing across multiple lines on a single order
- Automatically applies promotions and pricing to incoming EDI orders
- Effective credit checking using multi-tier hierarchy
- User-friendly deduction review and reconciliation
- Increased efficiency due to multiple deduction capture points
- Invoice accuracy minimizes costly errors
- Automatic generation of accounting transactions
- Improved visibility by annotating transactions
- Minimization of write-offs resulting from effective control and faster reconciliation of accounts
- Reduction in problem accounts increases cash-flow
- Huge monthly labor savings from automating complex pricing calculations, tracking promotions and reconciling deductions



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Consider your ROI:

Scenario Example

- Midsize Company Receives Average of 50 Checks/Day
- Translates into Approximately 12,500 Checks/Year
- Each Check, on Average Includes 3 Deductions
- This Translates into Approximately 37,500 Deduction Transactions/Year
- Average Amount of a Deduction Is \$25.00

ROI Calculator

- 37,500 Deductions @ \$25.00 = \$937,500.00
- Based on the 2001 Manufacturing Industry Average 14% of Total Deductions Are Unauthorized
- 14% of \$937,500.00 = \$131,250.00
- \$131,250.00 Potential Write-off and Lost Revenue each Year for Unauthorized, Invalid Deductions

Potential Annual Savings
on Deductions Alone
\$131,250.00