

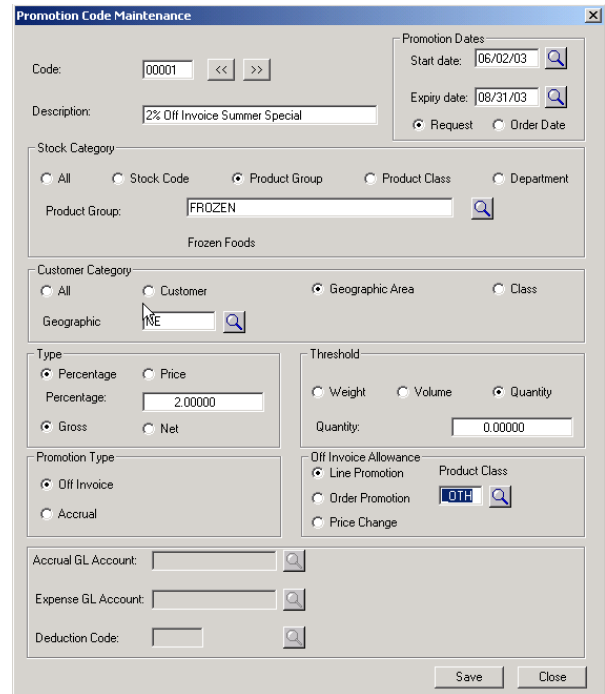
Trade Promotion Management (TPM)

Objective

To solve complex business problems by managing Trade Promotions and Deductions. Effective tracking of off-invoice allowances and promotion deductions, efficient reconciliations resulting in increased collections, cash-flow and improved profitability.

The Value of SYSPRO Trade Promotion Management

- A fully integrated component of SYSPRO ERP system
- Specifically written for the Consumer Package Goods Industry and industries that sell through retail outlets who have to manage trade promotions and deductions
- Expanded specific pricing functionality
- Expanded Promotion functionality
- Expanded Deduction capture features
- Expanded Deduction review and reconciliation functionality
- Expanded specific Credit Checking features
- Effective tracking of Trade Marketing Promotions and Deductions
- Invoice accuracy minimizes costly errors
- Improved visibility and ability to annotate transactions
- Minimization of write-offs resulting from lack of visibility
- Effective and efficient reconciliation of accounts
- Increased cash-flow due to reduction in problem accounts
- Increased profitability due to control of promotions and deductions
- Effective single and multi-level credit checking



Matching SYSPRO to Your Business

Pricing

- Bracket pricing may be established on multiple levels, quantity, volume or weight basis
- Pricing product groups may be defined
- Price structures are set up by stock code, product class, product group or department
- Price codes may be further defined by geographic area and/or customer class
- Separate price groups may be set up for delivery or pickup
- Pricing groups can cover multiple line items in order entry allowing users to recalculate prices at any time
- Automatic application of bracket pricing for incoming SYSPRO EDI orders

Promotions

- Ability to set up promotions for either order date or requested delivery date ranges

- Allows promotion qualification by weight, volume or quantity
- Promotions may be defined for stock codes, product classes, product groups or departments
- Promotions may be specified for individual customers, geographic areas or customer classes
- Promotion types can be designated as specific prices or percentage discounts
- Off invoice promotions may take the form of price changes, line promotions or order promotions
- Accrued promotions matched with specific deduction codes
- Automatic application of all qualified promotions for incoming SYSPRO EDI orders
- Facilitates tracking of accrued promotions
- Promotion review allows payback to the customer by cash or credit
- Automatic generation of accounting transactions

Trade Promotion Management (TPM) Cont.

Deduction Capture with Cash Application

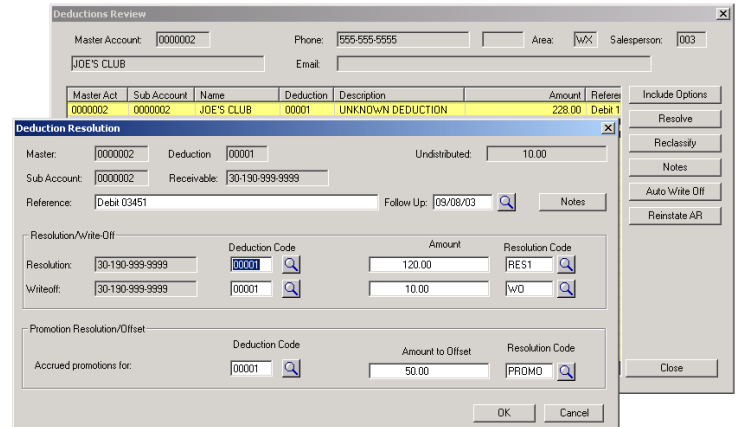
- Deductions captured at the time of A/R payment processing
- Automatic adjustments of A/R invoices
- Accounting transactions generated for later reconciliation
- Expanded reference field for deductions

Deduction Review and Reconciliation

- Captures all deductions entered in payment processing
- Can view open and/or closed deductions
- Ability to select deductions by sub-account, deduction code, transaction date, follow up date, and amount ranges
- The ability to change and split deduction amounts among customers and change deduction codes on one screen
- Deduction review allows resolution, write-off, and matching of deductions to available accrued promotions, while changing the deduction code
- Ability to automatically write-off small amounts
- Automatic generation of accounting transactions
- Ability to keep notes and maintain follow up dates
- Ability to reinstate unauthorized deductions as A/R debit memos

Multiple Level Credit Checking

- Facility to establish multi-level hierarchy of customers contained within the ERP system, in addition to corporate holding companies external to the system
- Credit limit can be set and checked against any level
- Selective inclusion of outstanding deductions in credit checking
- Credit limit checking for SYSPRO EDI orders



Master Act	Sub Account	Name	Deduction	Description	Amount	Reference
0000002	0000002	JOE'S CLUB	00001	UNKNOWN DEDUCTION	228.00	Debit 1

Integration

- Integrated component of SYSPRO's Enterprise (ERP) system
- Integrated into SYSPRO General Ledger, Accounts Receivable, Inventory Control, Sales Order & Invoicing modules
- Integrated into SYSPRO EDI module
- E-Mail reports with Office Automation