

# Deductions Management Services

MANAGE, TRACK AND DISPUTE DEDUCTIONS INCURRED FROM YOUR RETAILER AND DISTRIBUTOR RELATIONSHIPS.

## KEY BENEFITS INCLUDE:

### Increased Profitability

Deductions management can result in thousands, sometimes hundreds of thousands of dollars in repayments. The key is to mitigate the charges before they are incurred. Once manufacturers begin to manage and dispute their deductions, they see a significant decrease in deductions initially charged by the distributors.

### Creation of Equitable Relationships

Deductions management helps foster healthy and equitable relationships between the manufacturer and the distributor, resulting in reduced overall deductions.

### Insightful Reporting

Accountfully runs basic financial analyses to track trends. This includes deductions as a percentage of revenue in a given period, in addition to dollars disputed versus dollars repaid. This helps the client understand the return on investment (ROI) of the service being performed over time. This metric will continue to be monitored on a monthly basis.



# FEE STRUCTURE + PROCESS

ACCOUNTFULLY CHARGES AN HOURLY RATE OF \$175 FOR THIS SERVICE. THE SCOPE OF THE SERVICE IS BROKEN DOWN INTO THE FOLLOWING PHASES:

## Phase One

### DISCOVERY + IMPLEMENTATION OF THE DEDUCTIONS MANAGEMENT PROCESS

Deductions management starts with a discovery period where we explore our clients' chargebacks. Here we dive into the intricacies of slotting, spoils, sales discounts, vendor fines, shortages, non-compliance fees, cash discounts, etc. This is completed by working with our clients to understand their business and the process behind each distributor relationship.

## Phase Two

### TRACKING AND DISPUTING OF DEDUCTIONS - AGREED UPON TIME + SCOPE

Once we have an understanding of each process and the business itself, we begin to track all deductions; validating the deductions incurred, and disputing any that are not valid. Next, we track expected refunds or credits to be received from each distributor.

## Phase Three

### DEDUCTION TRACKING MOVING FORWARD—ACCOUNTFULLY OR CLIENT

As the process is finalized, clients have two choices moving forward: 1) we can continue this service indefinitely or, 2) create a process and tracking mechanism that we train the client on to manage themselves going forward.



Outsourced Accounting for Modern Brands