



## iTPM Version 2018.2.1 Solution Overview

iTPM is a SuiteApp that helps manufacturers manage trade promotion spending. iTPM is Built-For-NetSuite, so iTPM is available inside NetSuite, and has the same look-and-feel as all other NetSuite screens and forms. As a native SuiteApp, iTPM works directly within your NetSuite account, with role-defined access to customers, vendors, invoices, POs, checks, and credits. iTPM functionality includes promotion planning, settlements, deduction management and basic promotion analysis.

### Promotion Planning:

- Configure promotion types, or 'templates' to customize iTPM promotion planning and preferences by subsidiary for your business.
- Create and manage promotions by customer, event, item and item group, including:
  - Manage bill-backs, including lump-sums and stacked allowances per unit-of-measure and percent discount.
  - Plan and track off-invoice and net-bill allowances. Use iTPM subtabs on sales orders to visually confirm EDI order accuracy.
  - User selects the NetSuite price level to use with the planned allowances and discounts.
  - Supports hierarchical promotion planning at NetSuite customer parent, and at the 'children'. i.e. Walmart corp vs. DCs.
  - Supports managing allowances by item and using NetSuite item groups.
  - Support for multiple dates, including ship, order and retail performance.
  - Estimate volume by item, including base and incremental.
  - Use iTPM report links to historical sales and shipments to improve forecasted volume accuracy.
  - Includes important trade promotion spending KPIs, including Estimated, LE, Actual, Expected Liability and Net Liability.
  - Status Workflow including Draft, Submitted, Approved, Rejected, Voided and Closed
  - Copy promotions to save time; from one time period to another, or one customer to another.
  - Capture retail information, including price, merchandising, %ACV with display
  - Leverage NetSuite functionality, including notes, attachment of electronic documents, assign tasks, and audit trail.
  - Full visibility for analysis, including a view of qualifying shipments, POs, along with actual settlements.
  - Pre-built saved-searches for NetSuite dashboard portlets and reminders.
  - View and/or export to Excel the Summary, Detail, and Calendar views by customer, event, and item.
  - Use Event-Based accrual visibility by promotion, and the accrual log to true-up your actual financial accruals.

### Settlements and Deductions:

- Configure deduction resolution methodology to customize iTPM settlements and deduction management by subsidiary.
- Easier management of short-pays, both promotional and non-promotional
  - A few clicks closes the short-paid invoice, and starts an iTPM deduction workflow process for research and resolution.
  - Also supports creating the iTPM deduction directly from a credit memo used to process short paid invoice(s).
  - Manage all deductions & short-pays separate from A/R for more accurate reporting of your true accounts-receivable asset.
  - Split aggregated deductions to manage each part differently with workflow and resolution.
  - Split features include Quick Split, Split, and SPLIT by CSV file and upload.
  - iTPM workflow helps minimize the open deduction balance and improve deduction aging.
  - Dispute unauthorized deductions and if appropriate, return to customer's accounts-receivable for repayment.
  - For non-promotional short pays, resolve by matching to credit memos or expense to other NetSuite chart-of-account.
  - CSV Expense import to save time expensing large quantities of non-promotional deductions.
  - iTPM Open deductions report by customer by month.
- Resolve deductions by matching to promotional events for true closed-loop trade promotion management.
  - Settlements are allocated to items in the promotion using actual sales during the event, estimated, and/or evenly.
  - Settle claims by applying to open deductions already taken, or pay by check.
  - CSV Settlement to save time matching large quantities of deductions to promotions.
  - Use Expected and Net Liability visibility to help prevent double dipping and over payments.
  - Upon final claim, close the promotion to release liability to use for other events or drop to the bottom line.
  - Leverage NetSuite functionality, including notes, next actions, attachment of electronic documents, tasks and audit trail.
  - iTPM Settlements report by customer, month and method-of-payment

### iTPM Updates:

- iTPM is recertified every 6 months by NetSuite as a Built-For-NetSuite native SuiteApp, and listed on SuiteApp.com.
- New iTPM releases will be published at least two times a year. iTPM clients help prioritize what features to include in each release.

### iTPM Product Road Map Candidates

- More features, enhancements and bug-fixes as requested or prioritized by our Clients, including some of the following:
  - Promotions: Enhanced support for indirect customers, and promotional KPIs by NetSuite periods.
  - Budgeting & Forecasting: Annual planning using base business plus incremental from promotions for bottom-up planning
  - Post-Promotion Analysis: Pro Forma and historical profit-and-loss analysis by promotional event and budget period.
- See iTPM SLA for more details on iTPM support, and Safe Harbor Statement at [www.i-TPM.com/itpm-safe-harbor-statement](http://www.i-TPM.com/itpm-safe-harbor-statement)