*i*TPM Version 2018.2.1 Solution Overview

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

Promotion Planning:

- Configure promotion types, or 'templates' to customize *i*TPM 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 *i*TPM 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. (Limit of 24 items per group)
    - Support for multiple dates, including ship, order and retail performance.
    - Estimate volume by item, including base and incremental.
    - Use *i*TPM 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 *i*TPM 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 *i*TPM deduction directly from a credit memo used to process short paid invoice(s).
    - Manage 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 Bulk Split by CSV file and upload.
    - *i*TPM 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 expensing to G/L-account with pre-populated journal entry.
    - Assign G/L-accounts to reason codes to save time and reduce data entry errors when expensing deductions
    - CSV Bulk Expense import to save time expensing large quantities of non-promotional deductions.
    - *i*TPM 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 using actual sales during the event, estimated, and/or evenly.
    - Settle claims by applying to open deductions already taken, and link vendor payments to your promotion KPIs.
    - CSV Bulk 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.
    - *i*TPM Settlements report by customer, month and method-of-payment

iTPM Updates:

- *i*TPM is recertified every 6 months by NetSuite as a Built-For-NetSuite native SuiteApp, and listed on SuiteApp.com.
- New *i*TPM releases will be published at least two times a year. *i*TPM 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, simplified all-item promotions, and period-based accruals.
    - 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 *i*TPM SLA for more details on *i*TPM support, and Safe Harbor Statement at www.i-TPM.com/itpm-safe-harbor-statement