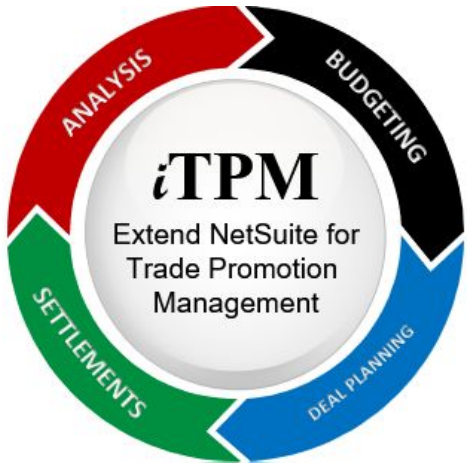


iTPM

Deduction Management for Consumer Goods Companies



Built for
ORACLE
NETSUITE



Native SuiteApp

April 2019

Agenda

- iTPM Deduction Management
- The iTPM advantage
- Why iTPM deduction management?
- Implementation timeline
- Next steps



Safe Harbor Statement:

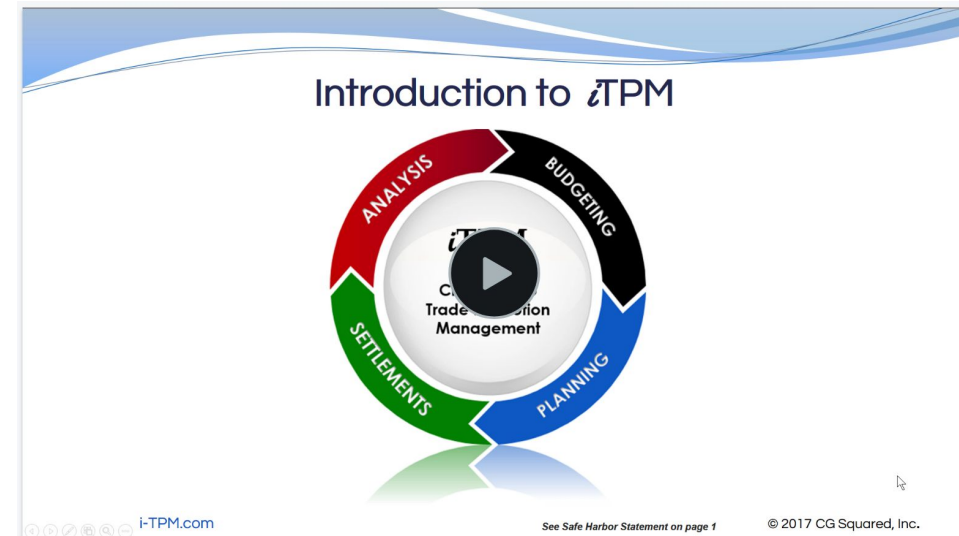
Statements contained on this web page and with words "**product road map**" are **forward-looking statements**. Words such as "believe," "estimate," "intend," "will," "expect," "project," and similar expressions, as they relate to our future plans, are intended to identify such forward-looking statements. **All forward-looking statements are subject to various risks** and uncertainties that could cause actual results to differ materially from expectations. We reserve the right to adjust future plans as appropriate, based on client needs and market forces.

Roles: Finance, A/R, A/P

DEDUCTION RESOLUTION

- **Integrated** with NetSuite native A/P, A/R
- Manage **A/R short-pays as deductions**
- **Easily resolve deductions two ways**
 - **Expense** to G/L-account
 - **Dispute and Re-invoice**
- **Workflow** specifically designed for CG
 - Reason codes matched to G/L accounts for easy, pre-populated journal entries
 - CSV import saves data-entry time and errors
- **Visibility**
 - NetSuite **dashboard, reminders**
 - NetSuite **workbooks**
- **Best-practices** controls and validations

iTPM Deduction Resolution



iTPM is a *Native SuiteApp*

- CG Squared is a NetSuite **Select SDN Partner**.
- **iTPM is installed** into NetSuite
- iTPM re-tested & **re-certified every 6 months** for new versions of NetSuite

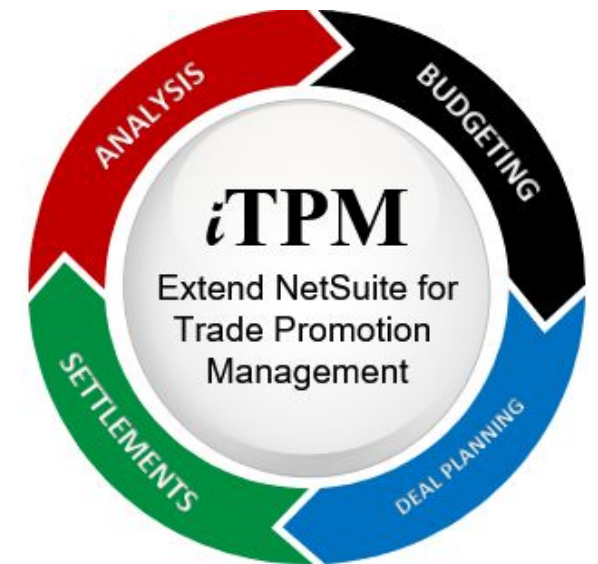
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Benefits:

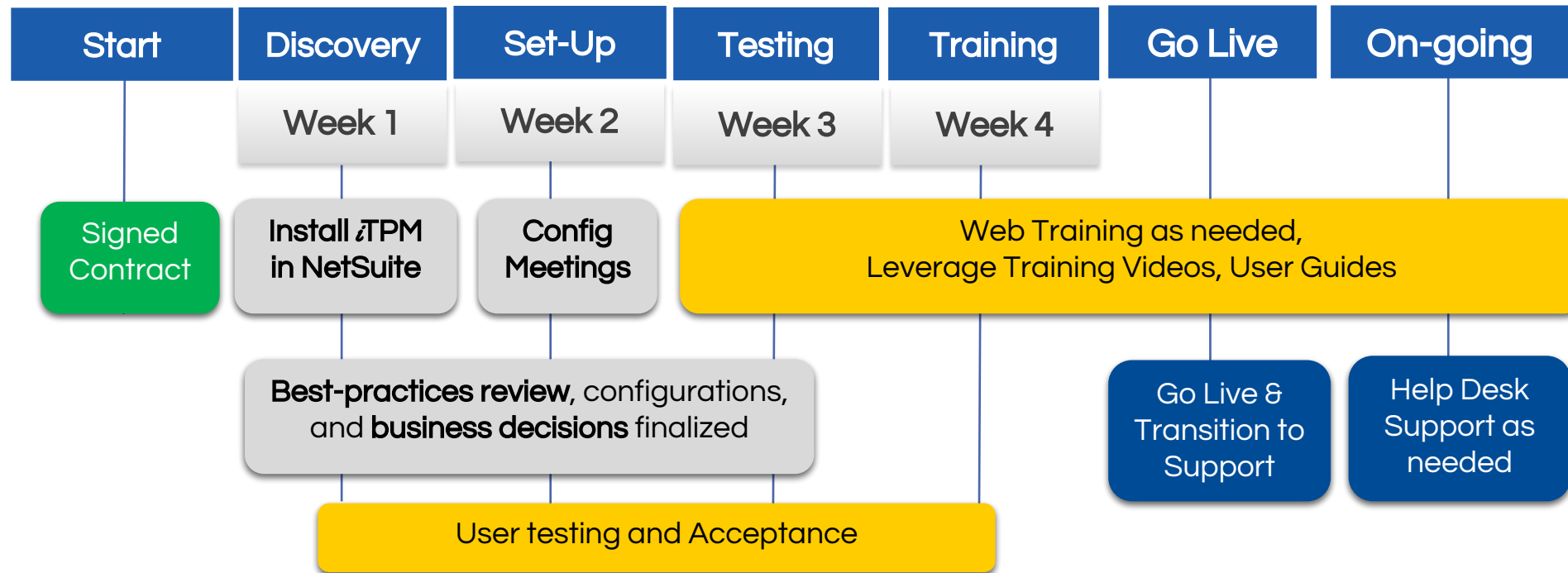
- **Deduction Management** designed for unique needs of Consumer Goods Companies
- **Eliminates complex integration** design and potential issues.
- **No technical IT resources required** to implement iTPM
- **Real-time data** supports better informed decisions.
- **No daily data synchronization** issues to research and fix!
- 100% of iTPM code and your data is inside your NetSuite account.
- Easier access with **single sign-on**.



Why iTPM for Deduction Management?

Deduction challenges for consumer goods companies	iTPM Features & Benefits
<p>Our deductions are not specific to any invoice. Customers pay many invoices in full using a partial payment along with many deduction claims. If we take time to enter, research and validate the deductions, we slow down our cash-application process.</p>	<p>With iTPM, you can process the customer's partial payment immediately with the iTPM simplified workflow, <i>and</i> take time to research the deductions.</p>
<p>If we leave partially-paid invoices open, our aging report is not accurate because it includes both valid receivables along with open deductions.</p>	<p>iTPM moves your open deductions to a suspense G/L account of your choice. Your Netsuite aging report will include only true receivables. Use the iTPM Deduction Aging report to track and manage deductions.</p>
<p>We have a large number of deductions every month, and the details are often in the customer's web portal.</p>	<p>Download information from the customer's portal into Excel, or extract the information from EDI remittance data. Create CSV files to reduce data-entry effort to process high-volumes of deductions.</p>
<p>If we gain distribution in a major box store, in the future we'll need a better way to manage and track our trade promotions, manufacturer rebates and allowances.</p>	<p>Use the promotion planning module of iTPM to plan and manage your trade promotion spending. If you don't need to manage promotions by customer, then you don't need to use the iTPM Planning module.</p>
<p>Third-party TPM solutions are expensive and difficult to implement, taking up to a year to implement.</p>	<p>iTPM is built inside NetSuite. Implementation, training and configuration takes 4 weeks or less!</p>

Timeline if you already use NetSuite*



* All durations are approximate & can vary based on multiple factors including, but not limited to: client resource availability and time to finalize configuration decisions.

Next Steps

- Request more information: info@CGsquared.com
- Watch our iTPM Introduction Video. www.i-TPM.com/demo
- Schedule a live web demo!
- Already use NetSuite? **Try for free in your NetSuite sandbox account!**
- Ask for a fixed-fee proposal.
 - No implementation setup fee.
 - Free access to training videos, User Guides, etc.
 - Flat monthly subscription fee based on annual trade spend.

