

iTPM Version 2019.1.2 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, sales orders, and credit memos.

Promotion Planning:

Online User Guides: www.i-TPM.com/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:
 - o Manage bill-backs, including lump-sums and stacked allowances per unit-of-measure and percent discount.
 - o Plan and track off-invoice and net-bill allowances. Use iTPM subtabs on sales orders to visually confirm EDI order accuracy.
 - o User selects the NetSuite price level to use with the planned allowances and discounts.
 - o Supports hierarchical promotion planning at NetSuite customer parent, and at the 'children'. i.e. Walmart corp vs. DCs.
 - o Supports managing allowances by item and using NetSuite item groups. (Limit of 24 items per group)
 - o Support for multiple dates, including ship, order and retail performance.
 - o Estimate volume by item, including base and incremental.
 - o Use iTPM report links to historical sales and shipments to improve forecasted volume accuracy.
 - o Includes important trade promotion spending KPIs, including Estimated, LE, Actual, Expected Liability and Net Liability.
 - o Status Workflow including Draft, Submitted, Approved, Rejected, Voided and Closed
 - o Copy promotions to save time; from one time period to another, or one customer to another.
 - o Capture retail information, including price, merchandising, %ACV with display
 - o Leverage NetSuite functionality, including notes, attachment of electronic documents, assign tasks, and audit trail.
 - o Full visibility for analysis, including a view of qualifying shipments, POs, along with actual settlements.
 - o Pre-built saved-searches for NetSuite dashboard portlets, and reminders. Create NetSuite Workbooks with iTPM data.
 - o View and/or export to Excel the Summary, Detail, and Calendar views by customer, event, and item.
 - o Use Event-Based accrual visibility by promotion, and the accrual log to true-up your actual financial accruals.

Settlements and Deductions:

Online User Guides: www.i-TPM.com/deduction-management

- Configure deduction resolution methodology to customize iTPM settlements and deduction management by subsidiary.
- Easier management of deductions and short-pays, including promotional and non-promotional
 - o A few clicks closes the short-paid invoice, and starts an iTPM deduction workflow process for research and resolution.
 - o Create iTPM deductions directly from a credit memo used to process short paid invoice(s).
 - o Manage deductions & short-pays separate from A/R for more accurate reporting of your true accounts-receivable asset.
 - o Split aggregated deductions to manage each part differently with workflow and resolution.
 - o Split features include Quick Split, Split, and Bulk Split by CSV file and upload.
 - o iTPM workflow helps minimize the open deduction balance and improve deduction aging.
 - o Dispute unauthorized deductions and if appropriate, return to customer's accounts-receivable for repayment.
 - o For non-promotional short pays, resolve by expensing to G/L-account with pre-populated journal entry.
 - o Assign G/L-accounts to reason codes to save time and reduce data entry errors when expensing deductions
 - o CSV Bulk Expense import to save time expensing large quantities of non-promotional deductions.
 - o iTPM Open deductions report by customer by month.
- Resolve deductions by matching to promotional events for true closed-loop trade promotion management.
 - o Settlements are allocated to items in the promotion using actual sales during the event, estimated, and/or evenly.
 - o Settle claims by applying to open deductions already taken, and link vendor payments to your promotion KPIs.
 - o CSV Bulk Settlement to save time matching large quantities of deductions to promotions.
 - o Use Expected and Net Liability visibility to help prevent double dipping and over payments.
 - o On final claim, close the promotion & release the expected liability. Use funds on other events or drop to the bottom line.
 - o Leverage NetSuite functionality, including notes, next actions, attachment of electronic documents, tasks and audit trail.
 - o iTPM supports NetSuite classifications. Customer specific NetSuite customization for Custom Segments not included.
 - o iTPM Settlements report by customer, month and method-of-payment

iTPM Updates:

Release Notes & Admin User Guide: www.i-TPM.com/admin-training-resources

- 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:
 - o Promotions: Enhanced support for indirect customers, simplified all-item promotions, and period-based accruals.
 - o Budgeting & Forecasting: Annual planning using base business plus incremental from promotions for bottom-up planning
 - o 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