

iTPM Version 23.2.1 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, items, NetSuite item groups, vendors, invoices, sales orders, credit memos and other NetSuite data.

Promotion Planning:

Online User Guides: www.i-TPM.com/promotion-planning

- Configure iTPM by subsidiary for promotion planning using promotion types and other configurations.
- Create and manage promotions by customer, event, item and item group, including:
 - Manage bill-backs, including lump-sums, stacked allowances per unit-of-measure (like cases, eaches, etc.) and percent discount.
 - Plan and track off-invoice and net-bill allowances.
 - User selects a NetSuite price level to estimate future allowance and discount spending.
 - Supports hierarchical promotion planning at NetSuite customer parent, and at the 'children'. i.e. Walmart Corp vs. DCs, and Kroger Corp vs. Kroger KMAs.
 - Supports managing allowances by item and/or 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.
 - Over 50 KPI measures, including Estimated and Actual ROI, available by promotion, item, and NetSuite period, and available for viewing on your NetSuite dashboard.
 - 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.
 - Mass copy up to 150 promotions forward to the next month, quarter and/or year to save time.
 - 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 and actual settlements.
 - Pre-built saved-searches for NetSuite dashboard portlets, and reminders. Create NetSuite Workbooks with iTPM data for dashboard roll-up views by customer, promotion item and period.
 - View and/or export iTPM data to Excel, including a promotion list, Summary Comparison, Detail Comparison, and Calendar views by customer, event, and item.
 - Admin users can use CSV Imports to create promotions from Excel spreadsheets.
 - Use NetSuite workbooks to put iTPM data and promotion KPIs on your NetSuite dashboard.

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Apply Off-invoice:

Online User Guides: www.i-TPM.com/apply-off-invoice

- Use iTPM to apply off-invoice discounts to sales orders. If an iTPM off-invoice promotion overlaps the sales order customer, date and items, iTPM automatically creates the NetSuite discount items in the sales order.
- For net & fixed-price method-of-payment discounts, iTPM directly changes the item's price in the sales order.
- Don't want iTPM to apply discounts to sales orders? Use the report links on sales orders under the *iTPM_Discounts* subtab to compare the dead-net item EDI price to the expected price with iTPM allowances.

Annual Planning:

Online User Guides: www.i-TPM.com/annual-planning

- Event Plans have fewer validations and restrictions than promotions to simplify creating high volumes of promotions during the annual planning process.
- Automatically have iTPM create promotions from the Event Plans created inside NetSuite or created using an Excel iTPM template planner.
- Option to create planned events in Excel, and use a CSV import to upload the plans into NetSuite.
- Option to create the monthly base forecast in Excel, use a CSV import to upload the plans into NetSuite.

Accruals:

Online User Guides www.i-TPM.com/admin-training-resources

- Event-based Accrual Log:
 - Not a financial transaction, just a NetSuite custom record for reporting changes to promotions.
 - Identify changes by promotion that could impact your promotional accruals; what changed and when.
 - Use the iTPM event-based accrual log to true-up your period-based actual financial accruals.
- Event-based Accrual transactions: (New in 2023.2.1)
 - Automated NetSuite financial transactions that impact financial reports.
 - Accruals are created daily by promotion and by event-trigger.
 - Accruals are configurable by promotion type and can be expensed to different GLs based on if the change to the promotion is in the current year, previous year, and other attributes.
 - Event-based accruals have limitations, including:
 - Accruals are based on estimated spending in the promotion, which is often based on the promotion planners estimated results.
 - No accrual is created if the promotion is not created and approved in NetSuite.
 - Accrual is based on promotion start date, which may change but may not be updated in NetSuite by the promotion planner.
- Period-based Accrual transactions: (New in 2023.2.1, and also known as 'live' accruals.)
 - Automated NetSuite financial transactions that impact NetSuite financial reports.
 - Accruals are based on invoices created the previous day.
 - Accruals are configured based on combining both include and exclude customer attributes.
 - Add or remove NetSuite customers based on the NetSuite customer hierarchy.
 - Add or remove NetSuite customers based on a configurable attribute in the customer record, like "customer group".
 - One financial accrual record is created for each invoice and overlapping accrual. There is one line is the accrual for each item and line in the invoice.
 - Limitations: If the invoice is modified a day after it is created, iTPM will not automatically update the accrual. See user guide for other limitations.

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Settlements and Deductions:

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

- Configure iTPM to customize iTPM settlements and deduction management by subsidiary.
- Easier management of deductions and short-pays, including promotional and non-promotional
 - A few clicks closes the short-paid invoice, and starts an iTPM deduction workflow process for research and resolution.
 - Create iTPM deductions 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.
 - iTPM features include Quick Split, Split, and Bulk Split by CSV file import.
 - iTPM workflow helps minimize the open deduction balance and improve deduction aging.
 - Dispute unauthorized deductions and if appropriate, return to customer's A/R for repayment.
 - For non-promotional short pays, expense to G/L-account with pre-populated journal entry.
 - Reason codes save time and reduce data entry errors when expensing deductions to GL accounts.
 - CSV Bulk Expense import to save time expensing large quantities of non-promotional deductions.
 - Deduction reports, including iTPM Open deductions by customer by month.
 - Make non G/L changes to deductions using Mass Deduction Update.
 - Give your sales team limited access to view and approve open deductions assigned to them.
 - If needed, change the deduction customer to a bill-to/ship-to/parent within customer hierarchy.
- Resolve by matching deductions to promotional events:
 - Settlements are allocated to items in the promotion using actual or estimated sales during the event.
 - Settle claims by applying to open deductions, and link vendor payments to your promotion KPIs.
 - Apply deductions taken by any distributor to indirect customer promotions.
 - Resolve deductions taken by distributors on behalf of indirect customers to indirect promotions.
 - 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.
 - Automatically reduce the accrual log by the amount of the promotions' net liability when you close it.
 - Leverage NetSuite functionality, including notes, next actions, attachment of electronic documents, tasks and audit trail.
 - iTPM supports NetSuite classifications. Customer specific NetSuite customization for Custom Segments not included in monthly iTPM subscription. Custom Segment customization can be done by the client, 3rd party and/or iTPM staff.
 - Settlement reports, including iTPM Settlements report by customer, period and method-of-payment.
- Leverage NetSuite workbooks to analyze your deductions and settlements: www.i-TPM.com/analytics
 - iTPM data is inside NetSuite and available for NetSuite workbooks
 - Create pivot tables and charts for your dashboard for real-time data analysis and visibility.

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: www.SuiteApp.com
- New iTPM releases are published at least two times a year.
- iTPM clients help prioritize what features to include in each release.

iTPM SLA: iTPM support SLA and Safe Harbor Statement at www.i-TPM.com/itpm-safe-harbor-statement