Agenda

1. Why Automate Credit and Accounts Receivable?

2. 5 Emerging Technologies to Reduce Bad Debt and DSO

3. Technology Impact

From Customers to Cash

Credit Review → **Invoice & Collect Payment** → **Process Payment & Apply Cash** → **Dispute & Deduction** → **Collect on Late Payments**

From Customers to Cash

New potential customer identified by sales team

Credit Review → **Invoice & Collect Payment** → **Process Payment & Apply Cash** → **Dispute & Deduction** → **Collect on Late Payments**

? What

- How to grow sales and control risks?
- Do we get in business with this customer?
- How much credit and on what terms do we extend?
- Which customers do I need to review?
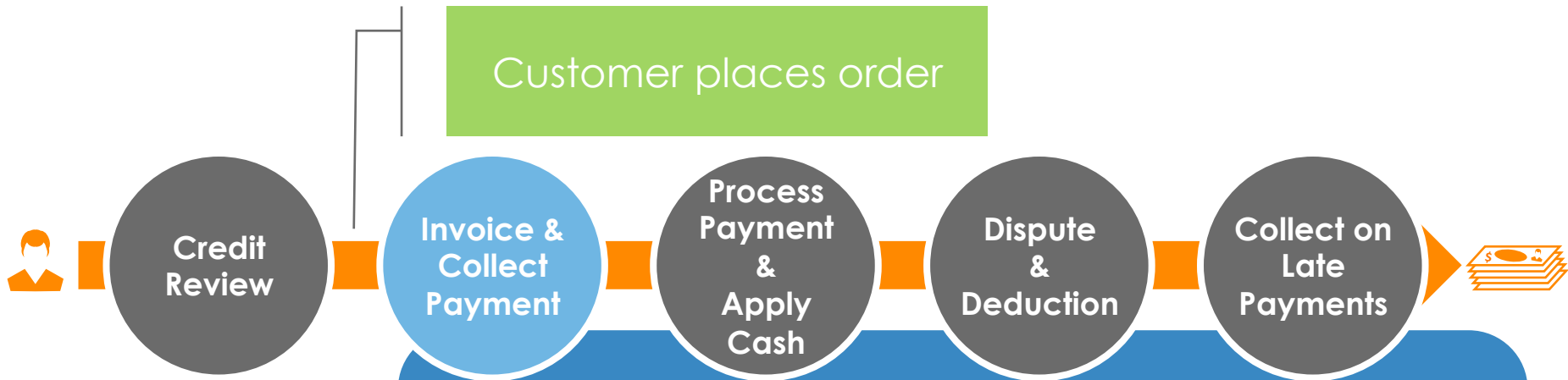
Challenges

- 1000s of customers
- Manual information collection – credit reports, financials, sales and payment history, insurance
- Spreadsheet models and updates

Goals

- Reduce Bad Debt Write-offs
- Reduce DSO

From Customers to Cash

Customer places order

Credit Review → **Invoice & Collect Payment** → **Process Payment & Apply Cash** → **Dispute & Deduction** → **Collect on Late Payments**

? What
- How to reduce cost of invoicing (processing, paper, postage)?
- How do I reduce cost of processing payments?
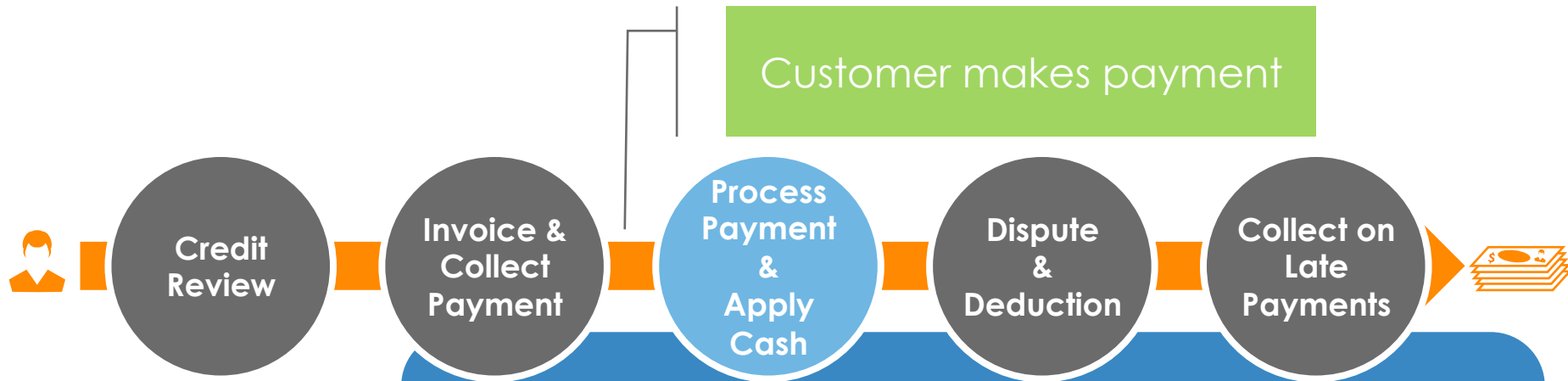
Challenges
- Speed of delivery
- Cost of paper, mail
- Heading off disputes

Goals
- Reduce cost
- Reduce time to deliver invoices
- Reduce DSO

From Customers to Cash

Customer makes payment

Credit Review → **Invoice & Collect Payment** → **Process Payment & Apply Cash** → **Dispute & Deduction** → **Collect on Late Payments**

? What

- Which invoices are being paid?
- How much is paid for each invoice?
- How do I close these invoices fast?
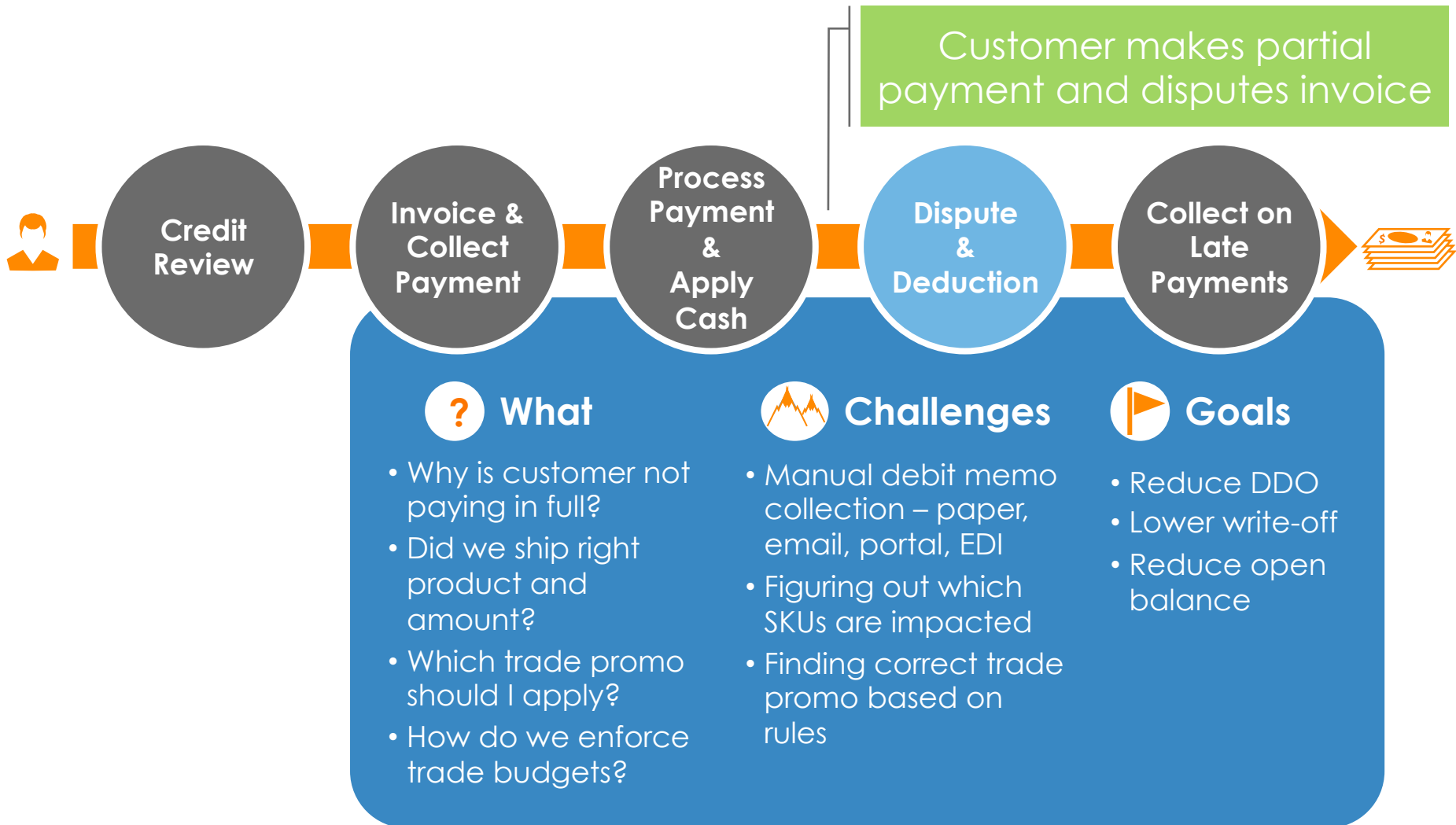- How do I resolve disputes faster?

Challenges

- Manual remittance collection – paper, email, portal, EDI
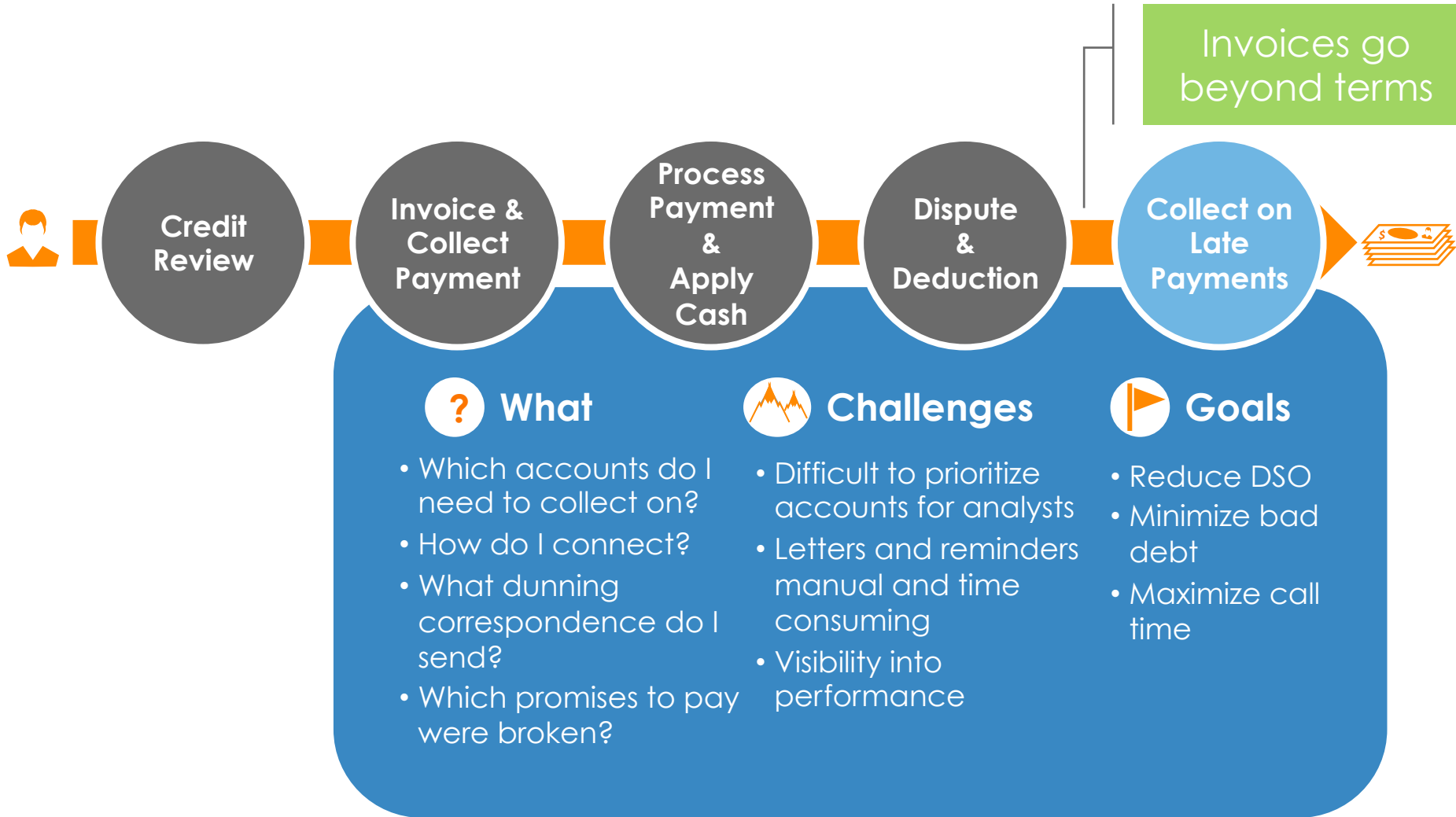- Applying correct rule for each payment and customer

Goals

- Reduce time to process payments
- Eliminate manual work
- Shift resources to high-value tasks
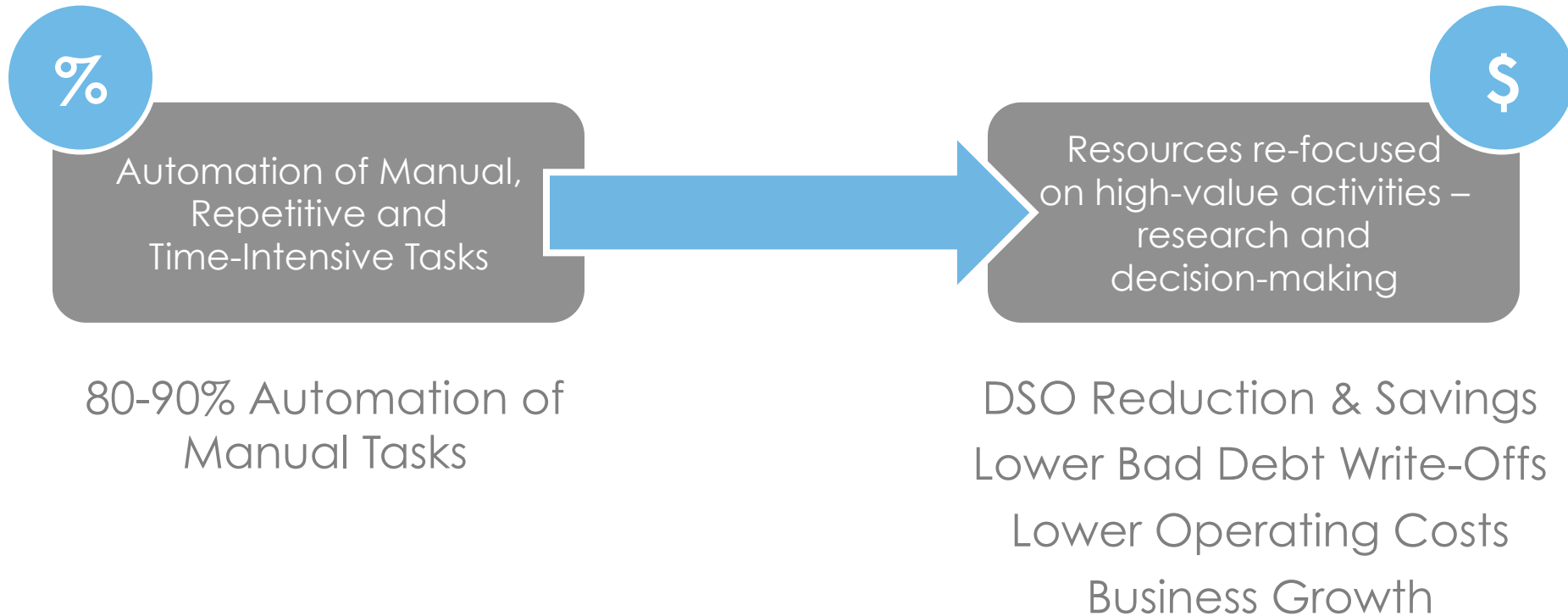
From Customers to Cash

Customer makes partial payment and disputes invoice

Credit Review → Invoice & Collect Payment → Process Payment & Apply Cash → Dispute & Deduction → Collect on Late Payments

? What

- Why is customer not paying in full?
- Did we ship right product and amount?
- Which trade promo should I apply?
- How do we enforce trade budgets?

Challenges

- Manual debit memo collection – paper, email, portal, EDI
- Figuring out which SKUs are impacted
- Finding correct trade promo based on rules

Goals

- Reduce DDO
- Lower write-off
- Reduce open balance

From Customers to Cash

Credit Review → Invoice & Collect Payment → Process Payment & Apply Cash → Dispute & Deduction → Collect on Late Payments

Invoices go beyond terms

? What
- Which accounts do I need to collect on?
- How do I connect?
- What dunning correspondence do I send?
- Which promises to pay were broken?

Challenges
- Difficult to prioritize accounts for analysts
- Letters and reminders manual and time consuming
- Visibility into performance

Goals
- Reduce DSO
- Minimize bad debt
- Maximize call time

Why Automate?

Why Automate?

From Process Automation Percentages to Real Balance Sheet Dollar Savings

%

Automation of Manual, Repetitive and Time-Intensive Tasks

$

Resources re-focused on high-value activities – research and decision-making

80-90% Automation of Manual Tasks

DSO Reduction & Savings

Lower Bad Debt Write-Offs

Lower Operating Costs

Business Growth

Trends and Future

Credit & Accounts Receivable Management Technology

Trends

Tools are moving from basic visibility and auditability to simple automation and cost reduction

From
Management

- Assignment of tasks to specialists
- Electronic Workflow
- Notes
- Attachments
- Reminders
- History

To
General Automation

- Reduce use of paper
- Automated prioritization of tasks and assignment to specialists

Future
Business Process-specific

- Specific optimization and automation
- Fully eliminate paper

The Future

Business Process specific Automation

Businesses are seeking innovations which completely eliminate costly manual activities and allow for focusing of attention on making and reviewing decisions and building relationships with customers

Credit

- Credit Report Automation
- Financial Automation
- Predictive Risk Scoring
- Predictive Review Prioritization
- Correspondence automation

Cash Application

- Remittance Automation
- - Paper, Email, EDI, Web Portal
- Data Extraction and cleansing
- Match and close invoices

Disputes & Deductions

- Debit memo and backup automation
- POD automation – POD, BOL
- Cross-ref customer items with SKUs and promoted categories, programs
- Matching to correct trade promo
- Correspondence automation

Collections

- Automated account risk-based prioritization
- Optimal next step suggestions
- Correspondence automation

5 Emerging Technologies

That Automate Accounts Receivables and Minimize DSO

5 Emerging Technologies

1 **Artificial Intelligence**

2 **Web Aggregation**

3 **Credit Risk Management Automation**

4 **Trade Promotion Automation**

5 **Correspondence Automation**

5 Emerging Technologies

1   **Artificial Intelligence**

2   **Web Aggregation**

3   **Credit Risk Management Automation**

4   **Trade Promotion Automation**

5   **Correspondence Automation**

Artificial Intelligence

What is it?

- Next evolution after OCR

- Machine 'learning-enabled' system that can process structured & unstructured documents

- Extracts information & corrects for data quality issues

Can be used to …

CASH APPLICATION

- ✓ Automatically extract payment & remittance data from multiple sources / formats

DOCUMENT RETRIEVAL & VALIDATION

- ✓ Extract data elements from all forms of pre-deductions, claim documents & back up

- ✓ Extract TPM data from 3rd party systems

What is Artificial Intelligence?

A machine learning-enabled system that can process structured and unstructured documents provided in multitude of formats, extract the information within, and correct for data quality issues.

Structured Information

Unstructured Information

AI

Technology Characteristics:
- **Intelligent Self-Learning**
- **Smarter over Time**
- **Excellent at Repetitive Tasks**
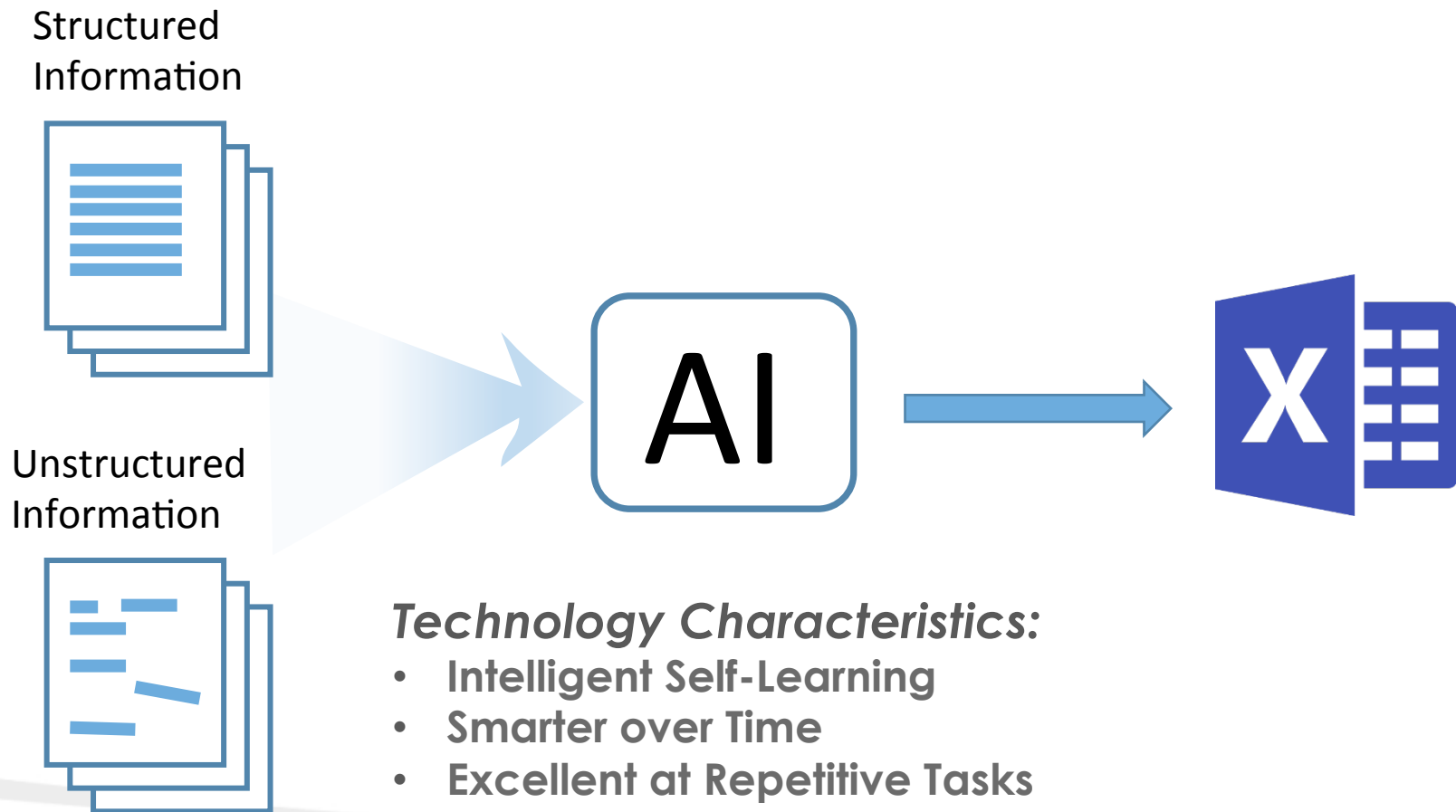
What Can AI do?

Collect and accurately extract information from payments, remittance, claims documents, and others from paper, email, excel, other files, regardless of the format of the individual customer providing it, enabling quick support for new customers and formats.

Information that can be read by AI

Remittances   Checks   Claims & PODs

Formats that can be read by AI

Paper Scans   Email   Web

PDF   EDI

Different Customers. Different Formats.

								29076

Date	Type	Reference		Original Amt.	Balance Due	Discount	Payment
						2/17/2014	
1/15/2014	Bill	8100674477		31,038.00	31,038.00		31,038.00
1/15/2014	Bill	8100674595		30,453.00	30,453.00		30,453.00
						Check Amount	61,491.00

Fresh Direct LLC.   **201481**

02/11/2014

Invoice number	Invoice date	Gross amount	Disc. amount	Net amount
8100676662	01/23/2014	$22,782.48		$22,782.48
TOTALS:		$22,782.48	$0.00	$22,782.48

48329

			801-282-6145	02/07/2014	48329
8100673852	01/09/2014	12916.80	12916.80	0.00	12916.80

Example: AI and Cash Application Automation
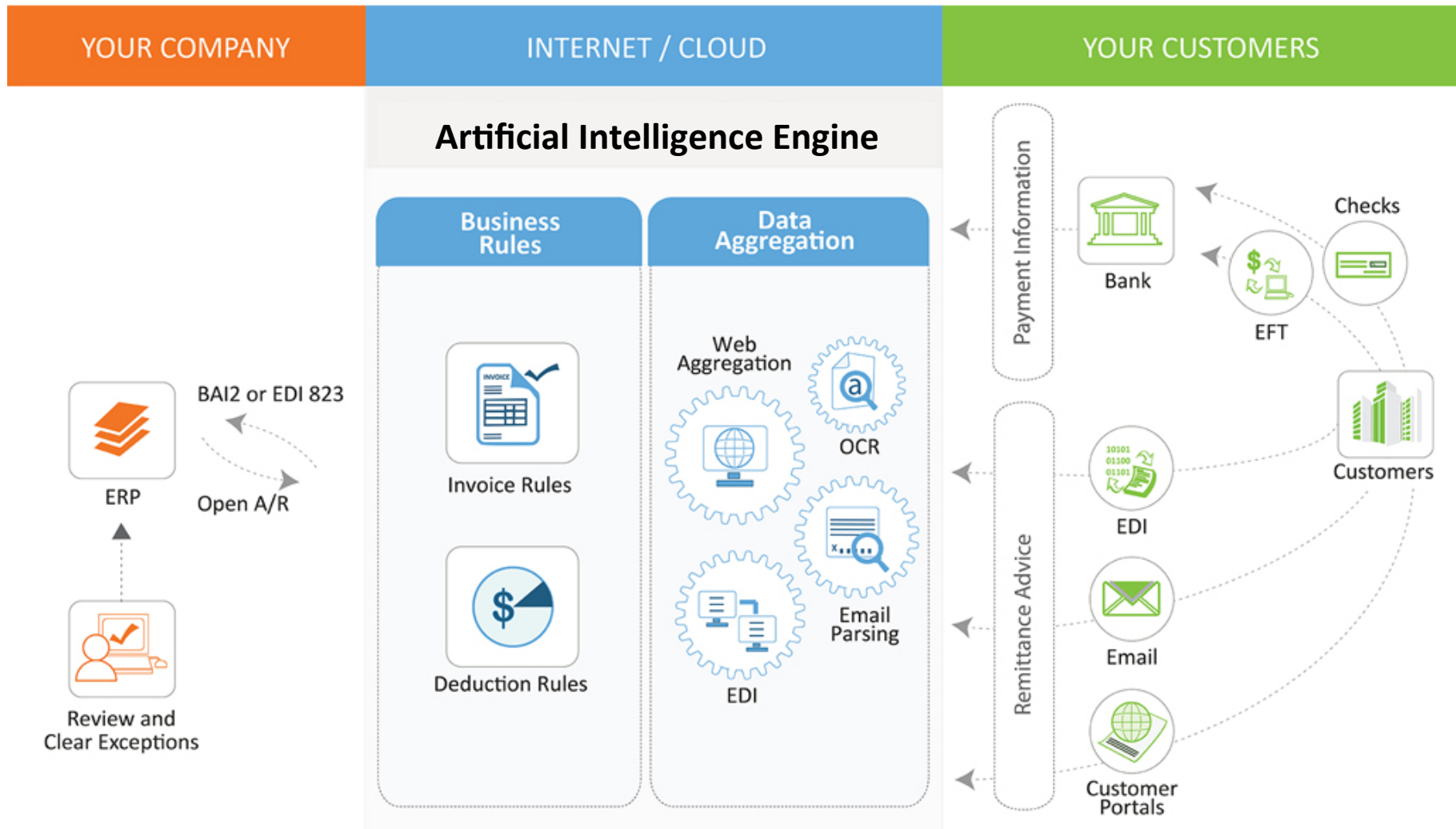
Artificial Intelligence

Where does it help?

Credit

Credit Report Automation

Financial Automation

Predictive Risk Scoring

Predictive Review Prioritization

Correspondence automation

Cash Application

Remittance Automation

- Paper, Email, EDI, Web Portal

Data Extraction and cleansing

Match and close invoices

Disputes & Deductions

Debit memo and backup automation

POD automation – POD, BOL

Cross-ref customer items with SKUs and promoted categories, programs

Matching to correct trade promo

Correspondence automation

Collections

Automated account risk-based prioritization

Optimal next step suggestions

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Web Aggregation

What is it?

- Technology that can navigate across multiple websites / data locations, find and retrieve information

- Can upload information into ERP or other system

Can be used to …

CASH APPLICATION

- ✓ Retrieve remittance & payment information from customer portals

DOCUMENT RETRIEVAL & VALIDATION

- ✓ Retrieve pre-deduction notification information, claim back up from customer portals

- ✓ Retrieve PODs from carrier websites, BOLs from internal document storage systems

What is Web Aggregation

A technology that can traverse multiple websites, finding and scraping specific information (For e.g. kayak.com).

Manually login to each website to download remittance information

Aggregate all remittances to a single portal

Example: Online Travel Booking

Example: Online Travel Booking

Eg: Web Aggregation and Deduction Backup Automation

Search

VendorNet

| Welcome | Orders & Payments | Shipping & Delivery | Product | Sales & Merchandising | Vendor Relations | EDI | Help | Security | My Account |
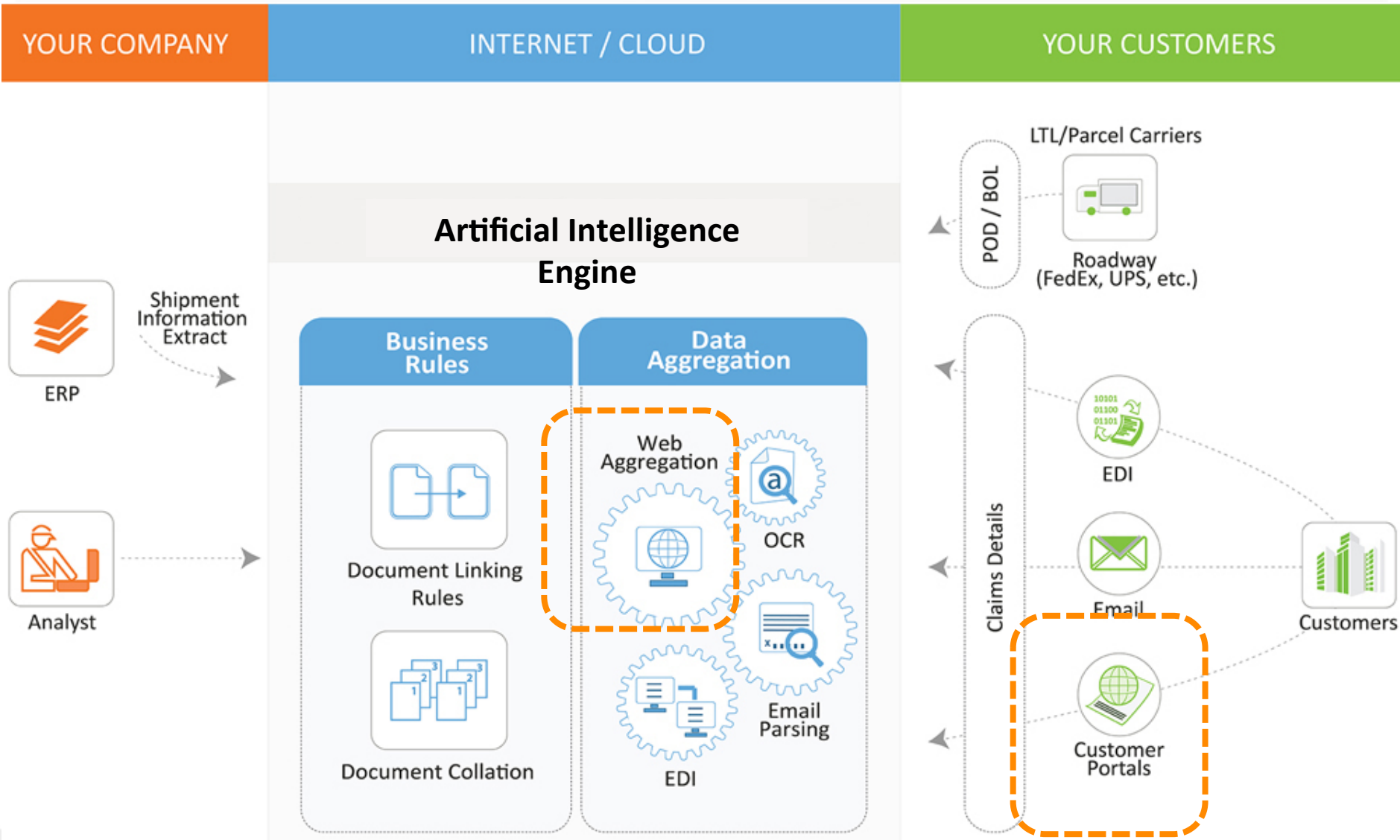
VendorNet > **Orders & Payments** > **Payments & Claims** > AP Query

Accounts Payable
Remittance Advice

Check Number: 221199
Check Date: 9/10/2013

Date	Invoice	PO #	Voucher #	Gross Amount	Discount Amount
8/21/2013	8100647189	0801-203834411	6429316	49,117.65	-547.91
8/22/2013	8100647190	0801-203834689	6429334	3,454.77	-35.41
8/22/2013	8100647191	0801-203834690	6429335	44,386.30	-503.08
8/21/2013	8100647192	0085-203834676	6429332	5,182.17	-53.12
8/21/2013	8100647193	0085-203834677	6429333	50,719.38	-549.87
8/21/2013	8100647195	0085-203834348	6429303	48,693.02	-544.02
8/21/2013	8100647216	0883-203834694	6429336	3,109.30	-31.87
8/21/2013	8100647217	0883-203834695	6429337	49,125.07	-554.78
8/21/2013	8100647218	0883-203834412	6429317	45,903.25	-513.84
9/6/2013	DM1052767VR	000000000	250	-25,000.00	0.00
			Total Gross		274,690.91
			Total Discount		-3,333.90
			Total Net		271,357.01

To save any results in a spreadsheet:

1. Press Ctrl+A to select the entire page or do a mouse click-and-drag to select the portion you want
2. Press Ctrl+C to copy the selected text
3. Open up your spreadsheet software
4. Press Ctrl+V to paste the selected text into the spreadsheet

Return to Query Selection

Go to: Vendor Dispute Guidelines   Requirements & Reference Guide (Routing Guide)
   PO Terms & Conditions - Domestic   Expense   International

Return to Vendor Selection

Payments	Remittance Advice	Bank Deposits	Deposit Images	Payment Header Details ⊗	**Linked Header102** ⊗

Details ▲

Payment Amount:	271357.01	**Payer Name:**	MEIJER	**Effective Date:**	Sep 11, 2013 12:00:00 AM
Payer Account Number:		**Check Number:**	000221199		
Payee Account Number:		**Payee Name:**	MEIJER, INC.		

> Payment Backup downloaded from the Customer Portal

Received Data | Transformed Data

◀◀ ◀ Page [1] of 1 ▶ ▶▶ | ⟳ | 📊 Export | 🗍 Export All   Remittance Advice Item 1 - 10 of

☐	Reference Field ▲	Payment Amount	Total Amount	Adjustment Amount	Posting Account Number	Reason Code	Reason Description
☐	8100647216	3077.43	3109.3	0			
☐	8100647218	45389.41	45903.25	0			
☐	8100647190	3419.36	3454.77	0			
☐	8100647195	48149	48693.02	0			
☐	8100647217	48570.29	49125.07	0			
☐	8100647191	43883.22	44386.3	0			
☐	8100647192	5129.05	5182.17	0			
☐	8100647193	50169.51	50719.38	0			
☐	DM1052767VR	-25000	-25000	0			
☐	8100647189	48569.74	49117.65	0			

Web Aggregation

Where does it help?

Credit
- Credit Report Automation
- Financial Automation
- Predictive Risk Scoring
- Predictive Review Prioritization
- Correspondence automation

Cash Application
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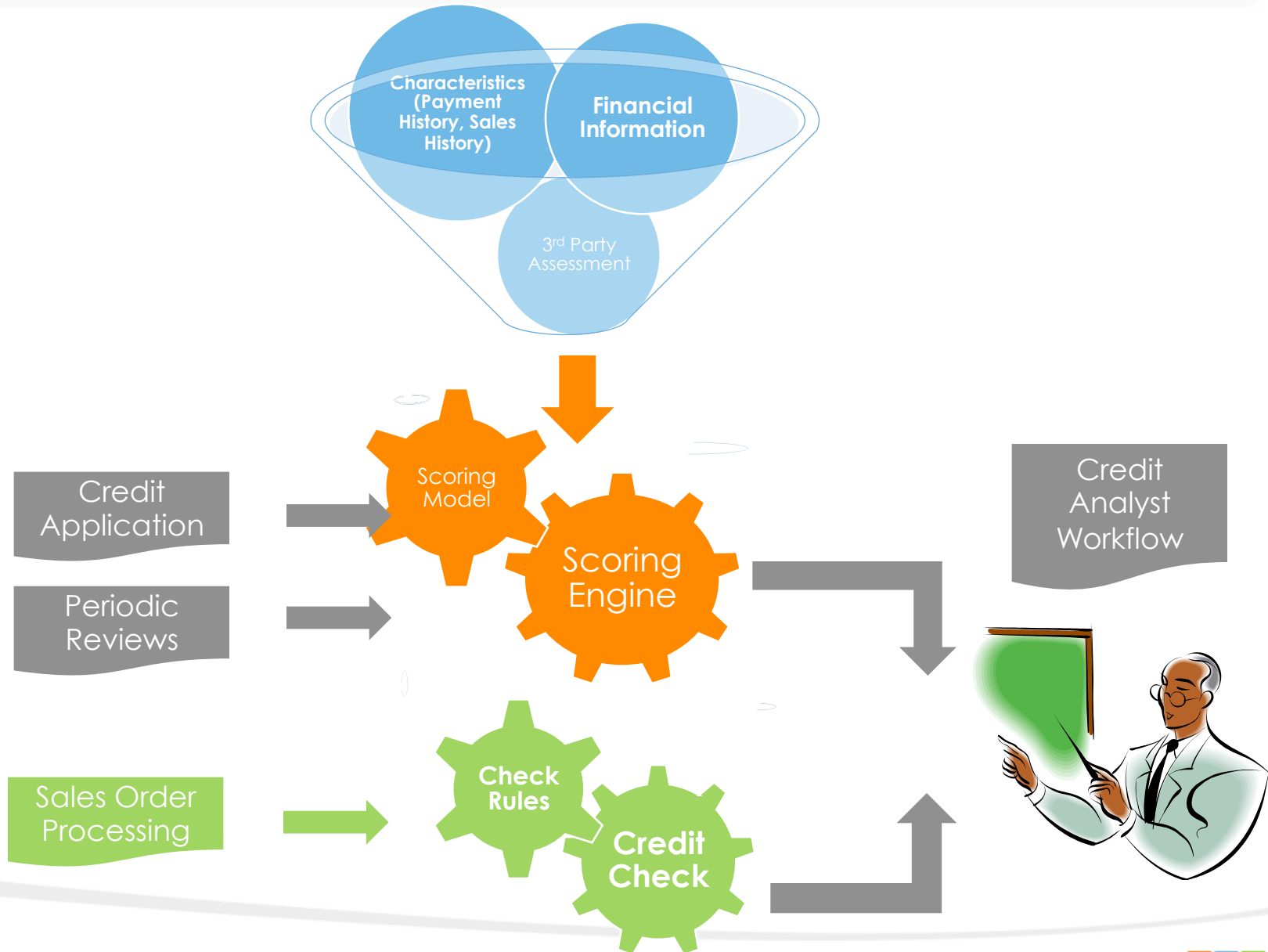
Credit Risk Management Automation

What is it?

- End-to-end integration of credit and financial data, sales and payments history with a business logic engine to rank accounts based on risk of default and update credit terms.
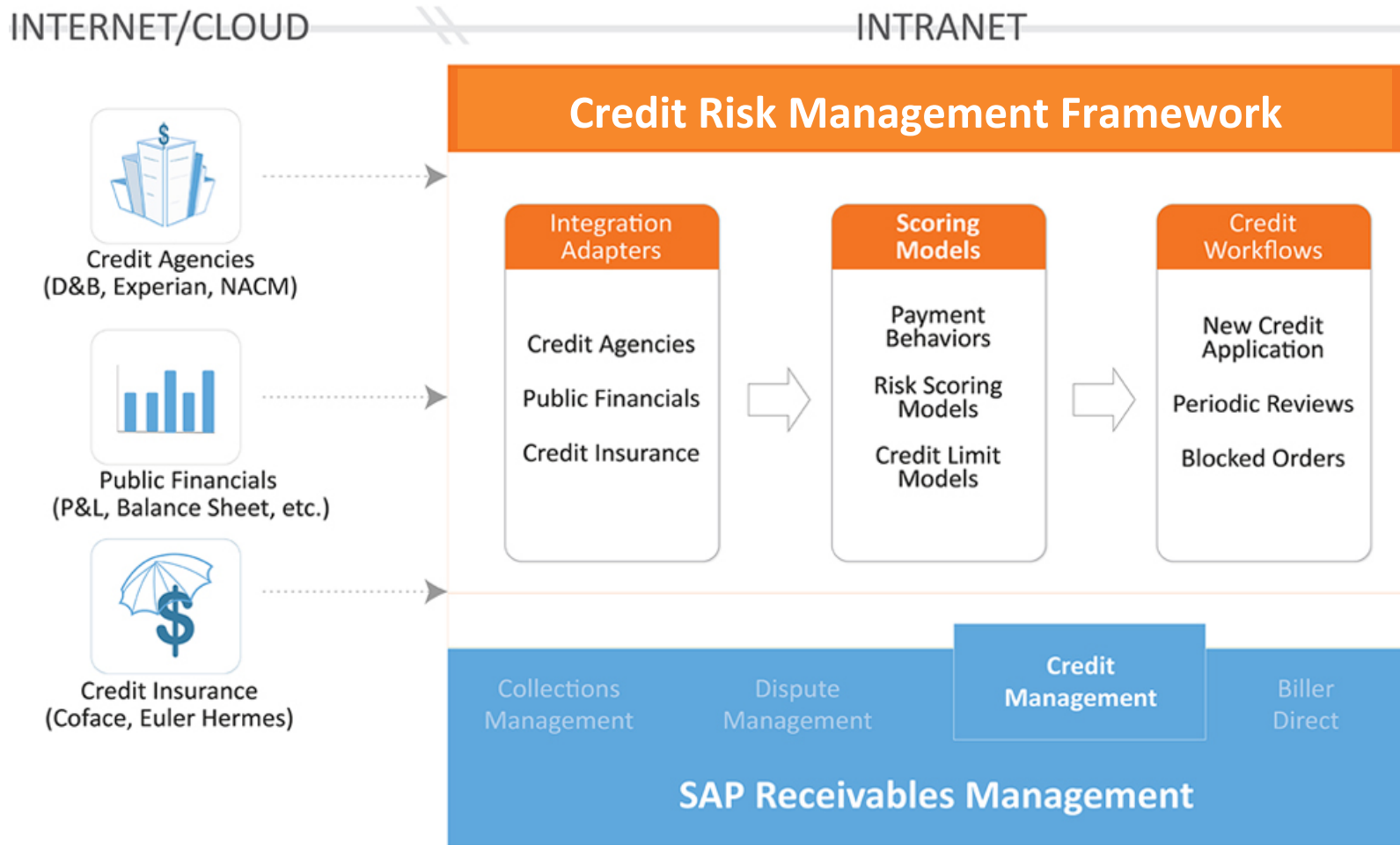
Can be used to …

Credit Management

- ✓ Proactively identify at risk accounts for human review while automatically managing credit terms for multitude of low risk customers.

- ✓ Enable credit team to review and mange risk across a portfolio of 1000's or 10's of 1000's of customers without additional resources and a lower risk

- ✓ 100% elimination of manual work to identify at risk accounts, 200%+ efficiency gains across portfolio credit review process

Proactive Credit Management

Credit Risk Management Automation: Example

INTERNET/CLOUD   INTRANET

Credit Risk Management Framework

Credit Agencies (D&B, Experian, NACM)

Public Financials (P&L, Balance Sheet, etc.)

Credit Insurance (Coface, Euler Hermes)

Integration Adapters
- Credit Agencies
- Public Financials
- Credit Insurance

Scoring Models
- Payment Behaviors
- Risk Scoring Models
- Credit Limit Models

Credit Workflows
- New Credit Application
- Periodic Reviews
- Blocked Orders

Collections Management | Dispute Management | **Credit Management** | Biller Direct

SAP Receivables Management

5 Emerging Technologies

1   Artificial Intelligence

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5   Correspondence Automation

Trade Promotion Automation

What is it?

- End-to-end integration of deductions, claims data, and trade promotion programs to identify deduction SKUs, roll them up to promoted category, match to trade promotions, update trade funds and enforce program budgets.
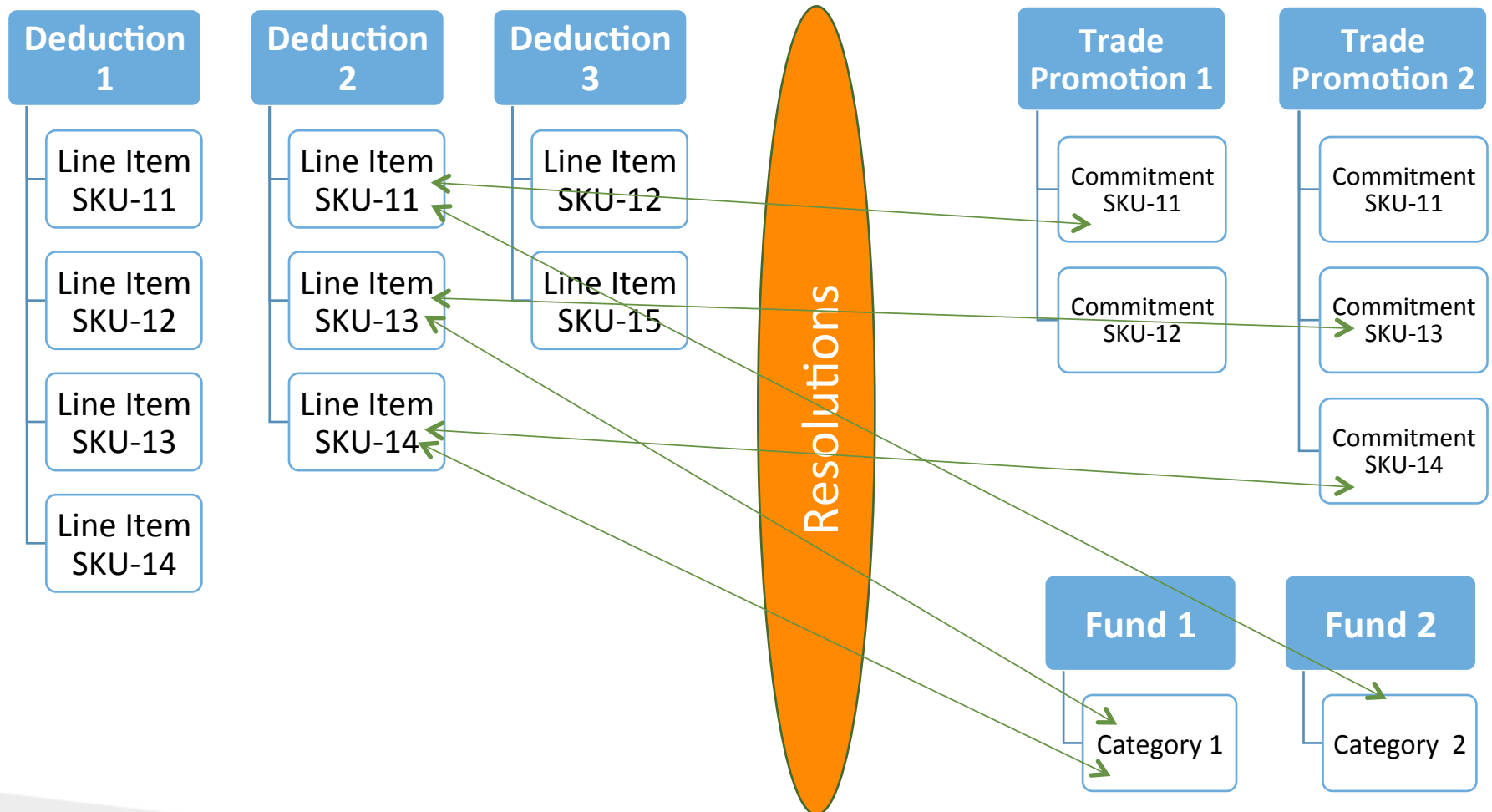
Can be used to …

Deduction Management

- ✓ Completely automate the process of researching trade deductions by accurately matching deductions to trade promotions

- ✓ Enable deduction team to handle thousands of trade deductions and disputes weekly with millions of dollars outstanding quickly, without growing team.

- ✓ 90%+ elimination of manual work to find correct trade promotion, 200%+ efficiency gains across deduction settlement process

Trade Promotion Settlement

Trade Promotion Automation

Where does it help?

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Financial Automation

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Correspondence automation

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Correspondence Automation

What is it?

- Engine that can auto generate & process letters (paper, email, fax) or upload to portals

- Based on user-defined business rules & workflow

Can be used to …

CUSTOMER DISPUTES

- ✓ Automatically generate dispute letters using standard templates or customer specific forms or upload directly to customer portals
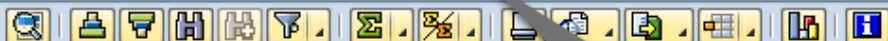
COLLECTIONS

- ✓ Create automated dunning letters based on pre-defined criteria

REQUEST BACK UP

- ✓ Automatically generate letters requesting additional supporting documentation

Collection Correspondence Automation

Worklist

Open Items

Business Partner	Short Name of Business Partner	Priority	Currency	Risk Class	Credit Limit	Utiliztn %	Σ Outstanding	Σ To Be Collected	Σ Prom
COL101	Mohun Lal & Sons / Miami FL 12345	High	USD		0.00	0.0	5,089,478.45	5,058,478.45	10,000
COL001	Best Products / 20000 Hamburg		USD		0.00	0.0	1,762,187.00	1,637,800.70	145,534
COL001	Best Products / 20000 Hamburg	Hi			0.00	0.0	1,001,000.00	991,000.00	10,000
COL013	Electronica AG / Sugarland 77479						9,900.00	6,100.00	8,000
COL109	AllYouNeed Ltd. / Boston						7,400.00	5,900.00	6,000
COL020	Meilleurs Ordinateurs SA / F- Paris						7,933.50	5,418.00	3,225
COL104	Pharmania Ltd. / Dallas						4,700.00	4,700.00	800
COL009	Glambert & Partner GmbH / 69100 Heidelb						6,100.00	4,500.00	4,500
COL004	Gastronomica GmbH / 80000 München	High	EUR	B	12,514.0...	33.6	4,200.00	4,200.00	4,200
CMS0000008	Best Service International / New York	Medium	USD	C	12,452.0...	46.6	4,000.00	4,000.00	4,000
COL005	Samt & Seide AG / 70000 Stuttgart	High	EUR	B	12,515.0...	43.5	3,850.00	3,850.00	2,450
COL012	Beste Konsumgüter AG / SE-60000 Frankfurt	High	EUR	C	12,524.0...	79.0	6,900.00	3,200.00	6,300
COL110	Jefferson's Electronics Ltd. / New York	Very High	USD	D	12,540.0...	30.9	3,880.00	2,580.00	3,880
COL108	Better Than Good Corp. / Atlanta	Very High	USD	C	12,538.0...	20.6	2,580.00	2,580.00	1,500
COL014	Futura AG / 04103 Leipzig	High	EUR	D	12,526.0...	17.5	2,190.00	2,190.00	1,390
COL102	More & More Ltd. / Houston TX 12345	High	USD	B	12,532.0...	23.5	1,850.00	1,650.00	750
COL107	BuyHere Ltd. / Los Angeles	Very High	USD	D	12,537.0...	19.5	1,550.00	1,550.00	1,250
COL105	ConsuMe Ltd. / Phenix	High	USD	B	12,535.0...	35.1	4,674.60	1,300.00	4,674
COL103	Feelgood Products Ltd. / SE-65436 OSLO	Very High	USD	D	12,533.0...	30.6	7,330.00	980.00	7,180
10000032	HighRadius 1234 / HYDERABAD	High	USD		0.00	0.0	861.00	861.00	0
COL114	Black & White Corp / Colorado	Very High	USD	E	12,544.0...	4.8	600.00	600.00	600
			EUR				33,140.00	24,040.00	26,840
			USD				7,900,024.55	7,719,398.15	199,393

> Additional buttons to send correspondence from Worklist and workitem.

SAP

Process Receivables

Customer

Customer	COL101	Mohun Lal & Sons / Miami FL 12345
Segment	TEST_US	USA Segment

Customer Contact Person

Name	Mr. Larry Latepay
Telephone No.	77788889999333

Tabs: Invoices | Payments | Promise to Pay | Dispute Cases | Cust. Contacts | Resubmissions

Buttons: Promise to Pay | Dispute Case | Invoice History | Promise to Pay | Dispute Cases | Custom Selections

DocumentNo	Posting Date	Net due date	Arrear	Crcy	Σ Amount	Σ Open Amount	Paid	Credited	Pr (Resd)	Promised F
1800051428	01/22/2013	01/22/2013	52	USD	10,000.00	10,000.00	0.00	0.00	0.00	01/30/201
1800051432	01/24/2013	01/24/2013	50	USD	5,000.00	5,000.00	0.00	0.00	0.00	
1800051431	01/26/2013	01/26/2013	48	USD	10,000.00	10,000.00	0.00	0.	0.00	
1400013519	02/04/2013	02/04/2013	39	USD	4,894,608.45	4,894,608.45	0.00		0.00	
1800051429	02/04/2013	02/04/2013	39	USD	137,620.00	137,620.00	0.00		0.00	
1800051468	02/14/2013	02/14/2013	29	USD	15,000.00	10,000.00				
100000261	02/15/2013	02/15/2013	28	USD	250.00	250.00				
1800051472	02/15/2013	02/15/2013	28	USD	1,000.00	1,000.00				
1800051474	02/15/2013	02/15/2013	28	USD	6,000.00	6,000.00				
1800051476	02/15/2013	02/15/2013	28	USD	20,000.00	20,000.00				
1800051477	02/19/2013	02/19/2013	24	USD	5,000.00	5,000.00				
1800051478	02/19/2013	02/19/2013	24	USD	5,750.00	5,750.00	0.00	0.00	0.00	
Credit			0	USD	10,000.00-	10,000.00-	0.00	0.00	0.00	
				USD	5,100,228.45	5,095,228.45				

> Additional buttons to send correspondence from Worklist and workitem.

SAP

Collection Correspondence Automation

Send Correspondence - Multiple Customer

Send | Preview

Package Name: PROACTIVE_REMINDER

Item Status
- ⦿ All Open Items
- ○ Past Due Items   Past Due Age [0]   To [0]

Document Type
- ☑ Invoices
- ☐ Disputes
- ☐ Credits

Person
- ...nt   1 Purchasing
- Function   3 Secretary
- ☐ Use Main Contact In Collections

Correspondence Options
- ⦿ E-Mail
- ○ Fax
- ○ Download

Select Package and which transactions to include in correspondence

Select Contact and Correspondence Mode

Result List

Customer	Customer	CoCd	DocumentNo	Itm	Year	Bill.Doc.	Posting Date	Doc. Date	Net due date	Arrear	Last Payment	Crcy	Σ	Amount	Paid	Σ	Op
COL102	COL102	3000	1400000038	1	2011	90038576	02/22/2011	02/22/2011	07/19/2012	4-		USD		2,929.61	0.00		2,929.6
	COL102	3000	1400000036	1	2011	90038574	02/22/2011	02/22/2011	07/20/2012	5-		USD		976.54	0.00		976.5
	COL102	3000	1400000033	1	2011	90038571	02/22/2011	02/22/2011	07/22/2012	7-		USD		1,573.97	0.00		1,573.9
	COL102	3000	1400000039	1	2011	90038577	02/22/2011	02/22/2011	07/22/2012	7-		USD		989.04	0.00		989.0
	COL102	3000	1400000040	1	2011	90038578	02/22/2011	02/22/2011	07/28/2012	13-		USD		16,717.40	0.00		16,717.4
COL106	COL106	3000	1400000019	1	2011	90038542	02/18/2011	02/18/2011	06/27/2012	18		USD		966.43	0.00		966.4
	COL106	3000	1400000018	1	2011	90038541	02/18/2011	02/18/2011	07/14/2012	1		USD		1,932.86	0.00		1,932.8
	COL106	3000	1800000436	1	2012		07/14/2012	07/13/2012	07/19/2012	4-		USD		147,874.23	0.00		147,874.2
COL110	COL110	3000	1400000081	1	2011	90038604	02/25/2011	02/25/2011	07/15/2012	0		USD		20,060.87	0.00		20,060.8
	COL110	3000	1400000079	1	2011	90038602	02/25/2011	02/25/2011	07/21/2012	6-		USD		976.54	0.00		976.5
	COL110	3000	1400000078	1	2011	90038601	02/25/2011	02/25/2011	07/22/2012	7-		USD		1,957.43	0.00		1,957.4
												USD	=	196,954.92		=	196,954

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Send Correspondence - Mu...

Send   Preview

Package Name PROACTIVE_REMINDER

Item Status
- ◉ All Open Items
- ○ Past Due Items   Past Due Ag

Document Type
- ☑ Invoices
- ☐ Disputes
- ☐ Credits

Result List

	Customer	Customer	CoCd	Docum
	COL102	COL102	3000	140000
		COL102	3000	140000
		COL102	3000	140000
		COL102	3000	140000
		COL102	3000	140000
	COL106	COL106	3000	140000
		COL106	3000	140000
		COL106	3000	180000
	COL110	COL110	3000	140000
		COL110	3000	140000
		COL110	3000	140000

Preview of the correspondence

07/15/2012

Account # COL102

More & More Ltd.
2214 5th Avenue
New York , NY , 10001

Re: Invoice Status

Dear Customer,

We have noticed that your account has a few items which will be due in the amount of $23,186.56 in the next 14 days. Listed below are all the open items on your account.

Invoice Number	Invoice Date	Due Date	Arrears	Open Amount in USD
1400000033	02/22/2011	07/22/2012	7-	1,573.97
1400000036	02/22/2011	07/20/2012	5-	976.54
1400000038	02/22/2011	07/19/2012	4-	2,929.61
1400000039	02/22/2011	07/22/2012	7-	989.04
1400000040	02/22/2011	07/28/2012	13-	16,717.40
				23,186.56

Please review our account and if your records agree with ours, please let us know if there are any discrepencies and we will be happy to work with you on getting the discrepencies fixes so that these items are flagged for payment on the due date. My contact details are listed below.

Our lockbox information is printed below for your convenience.

LOCKBOX ADDRESS
PO BOX 120183-1928
Houston, TX, 77042

Thank you,

Vikram Gollakota
123-455-6719 Ext 1913
vikram.gollakota@highradius.com

Cover Letter

Date:	May 11, 2010		From:	Andy Thompson
To:	Bush Holdings, Inc.		Analyst Phone:	888-888-8888
Customer Account #:	3050		Analyst Fax:	888-888-8888
Vendor #:			Analyst Email:	Andy.Thompson@ABCcompany.com

Subject: **Deduction(s) Denied**

ABC Corporation deduction policy allows one additional opportunity to provide supporting documentation within 30 days of this letter.

Dear Valued Customer:

The following deduction(s) have been denied by ABC Corporation. Each item listed below includes an explanation for the denial. Please issue payment for the outstanding balance(s) below and reference the invoice number or customer reference number.

Reason Code: Pricing

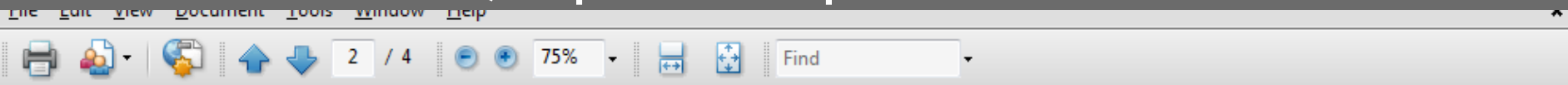| Case ID	Store #	Invoice Date	Invoice #	Purchase Order	Customer Reference	Check #	Denied Amount	Explanation
2084		05/11/2010	90036342	PO 1111	80015196	CK 12346	$ 9,648.00	Promotion Not Applied to Invoice
						Subtotal	$ 9,648.00	

Total $ 9,648.00

Sincerely,

Andy Thompson
ABC Corporation
Attn: Credit Department
2008 44th Street

File   Edit   View   Document   Tools   Window   Help

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Individual Claim Cover

Account:	Bush Holdings, Inc.	Case ID:	2084	Total Claim:	$ 9648.00
Account No:	3050	Reason:	Pricing	Check #:	CK 12346
Address:	1 408 Michigan Avenue	Customer Ref:	80015196	Analyst Name:	Andy Thompson
	CHICAGO IL 60611	Invoice No:	90036342	Analyst Phone:	888-888-8888
		Invoice Date:	05/11/2010	Analyst Fax:	888-888-8888
Vendor No:		Purchase Order:	PO 1111	Analyst Email:	Andy.Thompson@ABCcompany.com

Explanation:
Customer has deducted $9,648.00 in pricing on invoice 90036342 on check
number 12346.

Comment:
According to the attached documentation, pricing has been invoiced correctly. Customer did not qualify for sales program discount. Please provide payment on your next remittance.

Deduction, Dispute Correspondence Automation

Invoice Attachment

SAP e joy

IDES US Inc., 1230 Lincoln Avenue, 10019 New York

Thomas Bush Inc.
1 1 2800 South 25th Ave
MAYWOOD IL   60153
UNITED STATES

Invoice

Payment Information	
Doc. No./Date	90036342/ 05/11/2010
Delivery Note No./Date	80015196/ 05/11/2010
Order No./Date	12086/ 05/11/2010
Reference No./Date	PO 1111
Customer	3050
Currency	USD
Invoice Amount	20,139.00

Conditions		Weight - Volume	
Payment	Up to 06/10/2010 without deduction	Gross Weight	1,650 KG
		Net Weight	1,500 KG
		Volume	4.500 M3
Delivery	CIF		
	Chicago		

Invoice Details

Item	Material Description Pricing Conditions	Quantity	Price	Price Unit	Value
000010	P-102	3 PC			
	Pump PRECISION 102				

File   Edit   View   Document   Tools   Window   Help

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```
                    W A L - M A R T   S T O R E S, I N C.
                         NOTIFICATION OF CLAIM

Supplier:                  ******************************************Claim #:           920237555
Supplier Name:             ************* INVOICE MATCHING *************Claim Date:        01/08/2010
                           *************** CLAIM DETAIL ***************Invoice Date:      11/30/2009
                           ******************************************PO #:             3152361525
                           ** THIS FORM WILL SERVE AS A NOTIFICATION **Whse #:            6031
                           **      OF DEDUCTION ON A REMITTANCE.    **PO Type:           33
                           ******************************************Dept #:            09
                           ****** PLEASE SEND CORRESPONDENCE TO: ******PO Date:          11/16/2009
                           ******************************************
                           ******   ACCOUNTS PAYABLE            ******
                           ******   BENTONVILLE, AR 72716-8003  ******
                           ******************************************
```

> Customer Claim Copy, collated behind the corresponding claim

```
LINE LEVEL QUANTITY DISCREPANCY    DEDUCTION CODE 22   MERCHANDISE BILLED NOT SHIPPED                 RCVR # 265272
  INV LN#  ITEM #   DESCRIPTION      INV COST (EACH)   RCV LN# ITEM #           DESCRIPTION         RCV COST (EACH)
    14     909224   61088461                11.8800      6    909224           D2 DIVA BALLF BALLVS   11.8800
       PER UNIT COST   -11.8800    CLAIM QTY            6.00  EXTENDED CLAIM AMOUNT    -71.28

LINE LEVEL QUANTITY DISCREPANCY    DEDUCTION CODE 22   MERCHANDISE BILLED NOT SHIPPED                 RCVR # 265272
  INV LN#  ITEM #   DESCRIPTION      INV COST (EACH)   RCV LN# ITEM #           DESCRIPTION         RCV COST (EACH)
    18     921635   61061461                 9.9800     13    921635           TF XL5000 SUPER LONG   9.9800
       PER UNIT COST    -9.9800    CLAIM QTY           42.00  EXTENDED CLAIM AMOUNT   -419.16

LINE LEVEL QUANTITY DISCREPANCY    DEDUCTION CODE 22   MERCHANDISE BILLED NOT SHIPPED                 RCVR # 265272
  INV LN#  ITEM #   DESCRIPTION      INV COST (EACH)   RCV LN# ITEM #           DESCRIPTION         RCV COST (EACH)
    22     921643   61063461                 9.9800     14    921643           TF XL5000 SUPER STRA   9.9800
       PER UNIT COST    -9.9800    CLAIM QTY           36.00  EXTENDED CLAIM AMOUNT   -359.28

LINE LEVEL QUANTITY DISCREPANCY    DEDUCTION CODE 22   MERCHANDISE BILLED NOT SHIPPED                 RCVR # 265272
  INV LN#  ITEM #   DESCRIPTION      INV COST (EACH)   RCV LN# ITEM #           DESCRIPTION         RCV COST (EACH)
     4     921650   61062461                 9.9800     15    921650           TF XL5000 SUPER SOFT   9.9800
       PER UNIT COST    -9.9800    CLAIM QTY           18.00  EXTENDED CLAIM AMOUNT   -179.64
```

Proof of Delivery, collated behind the corresponding claim

Correspondence Automation

Where does it help?

Credit

Credit Report Automation

Financial Automation

Predictive Risk Scoring

Predictive Review Prioritization

Correspondence automation

Cash Application

Remittance Automation

- Paper, Email, EDI, Web Portal

Data Extraction and cleansing

Match and close invoices

Disputes & Deductions

Debit memo and backup automation

POD automation – POD, BOL

Cross-ref customer items with SKUs and promoted categories, programs

Matching to correct trade promo

Correspondence automation

Collections

Automated account risk-based prioritization

Optimal next step suggestions

Correspondence automation

Why Automate Credit and Accounts Receivable?

Results from Internal Research

5+ Days — **Days of DDO Reduction**

90%+ — **Reduction of Bad Debt Write-Offs**

90%+ — **Improvement of Automated On-Invoice Cash Application Hit Rate**

$10 Million+ — **Recurring Annual Savings from Reduction in DSO**

About HighRadius

HighRadius : Overview

Est. 2006

The Beginning
- Founded in 2006
- Headquartered in Houston, Texas

Credit-to-Cash Innovation Experts
- Trusted leader in Credit-to-Cash solutions
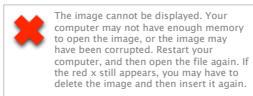- Over 300+ employees focused on Research & Development

#1

Business Leadership

Our expertise and leadership is vetted by the industry

Gartner cool vendor

Ranked as a "Cool Vendor" in the 2014 IT vendor research report by Gartner.

The image cannot be displayed. Your computer may not have enough memory to open the image, or the image may have been corrupted. Restart your computer, and then open the file again. If the red x still appears, you may have to delete the image and then insert it again.

Nominated among fastest growing technology companies in our space for 4 years in a row.

Our Solutions

Cloud-based Software-as-a-Service Solutions for Receivables Management

Trusted Leadership

Industry Group Partnerships

- NACHA – Preferred Partner
- ASUG/Sapphire – Ruby Sponsor
- Credit Research Foundation (CRF) – Platinum Partner
- National Association of Credit Managers (NACM) – Platinum Partner
- National Chemical Credit Association (NCCA) – Platinum Partner

Thought Leadership and Speaking Engagements

- CRF SAP User Groups: Marina Del Rey, Chicago, Fort Lauderdale
- SAP Financials
- Houston Oil, Gas and Chemical SAP Receivables Networking Group
- The Institute of Financial Operations Fusion Conference
- TEXPO Treasury Conference
- Windy City Summit
- NACM Credit Congress
- Board of Credit Interchange Group
- NMDRG Regional Meetings (5) : Sporting Goods, Food Equipment Credit Group, National Computer & Consumer Electronics Distributors

highradius

Receivables. Payments.

Questions?
Thank You

Elaine Nowak
Director, Product Marketing
281.394.0221 | Elaine.Nowak@HighRadius.com

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