

DEMANTRA DEDUCTION AND SETTLEMENT MANAGEMENT

KEY FEATURES

- Support for all key settlement methods—deductions, off-invoice, bill-backs, and claims
- Web-based to allow geographically dispersed users to share up-to-date central repository to resolve deductions
- Ability to associate data, notes, communications, and scanned documents with a deduction
- Smart-Matching to propose likely matching events based on configurable parameters
- Auto-Matching to provide an exact event match when settlement references unique event identification number
- Split-event capability to handle partial payments
- Status flags to avoid duplicate deductions and double dipping
- Online check request for rapid settlement of claims
- Audit trail for all actions and data changes
- Same platform as Demantra Trade Promotion Management, for seamless integration and instant visibility to budget
- Open architecture for easy integration with enterprise resource planning and financial systems

Matching deductions can be a nightmare when tracking down deal terms, invoices, tear sheets, and other key information, which is often kept in different places. Oracle's Demantra Deduction and Settlement Management solves this problem by providing an up-to-date Web-based repository of all the data, notes, communications, and scanned documents needed to resolve deductions. The chaos of phone calls, faxes, and e-mails among sales, brokers, customer service, and finance is eliminated.

Automate the Resolution of Deductions

Demantra Deduction and Settlement Management closes the loop on trade promotion management by tracking and resolving deductions and other settlement methods common in the consumer goods industry. It provides an up-to-date, Web-based repository of all the data, notes, communications, and scanned documents needed to resolve deductions. Available as either a standalone module or an integrated component of the Demantra Trade Promotion Management solution, Demantra Deduction and Settlement Management assists sales, broker, customer service, and finance users in matching retailer deductions, bill-backs, claims, and off-invoice discounts against promotion events. It also tracks and resolves non-trade deductions. The benefits are quicker, easier, and less expensive administration of deductions, and a reduction in write-offs for unauthorized deductions.

Accelerate the Process with Smart-Matching and Auto-Matching

Demantra Deduction and Settlement Management automates the matching of deductions and other settlement methods with the corresponding promotion events to make the process as quick as possible. Smart-Matching proposes a screened list of likely matching events based on user-configurable parameters such as dollar amount and start- and end-dates. For manufacturers that use unique promotion codes referenced during settlement, Auto-Matching can find an exact match, leaving the user to provide confirmation.

Accommodate Different Channels and Retailers

Settlement processes vary considerably by channel and individual retailer, making flexibility of paramount importance in deduction and settlement solutions. Demantra Deduction and Settlement Management's flexible architecture allows you to configure your solution to meet your specific needs through configuration rather than custom coding. For example, customers have extensive control over how Smart-Matching screens for likely event matches.

Auto-Matching proposes event matches by account, time window, dollar amount, and other parameters

Time	Invoice/Bill To	Status	Settlement	Unresolved Trade*	Posted DATE	Owner	SETTLEMENT TYPE	CL Code	Approved by	Customer CHECK #	Customer
12/13/2004	Albertsons Corp	In Progress	1159787	\$2,853	03/09/2005	Nadav	DEDUCTION	MDP	123456789	76282	03052005
			Summary	\$3,637						04715	
	Kroger Corp	NEW	1159787	\$8,093	03/10/2005	(None)	CLAIM	MDP	(None)	15112	03052005
			1159803	\$3,762	03/10/2005						
			1159808	\$3,853	03/10/2005						
			1159799	\$3,853	03/10/2005						
			1159796	\$2,315	04/01/2005						
			1159802	\$2,298	04/01/2005						
			1159801	\$1,376	04/01/2005						
			Summary	\$25,150							

Time	Bill To	Promotion Group	Promotion	Start Ship	End Ship	Promotion Budget	Buy Down
12/13/2004	Albertsons Corp	EXCEBRA 100	March Back Prices	03/09/2005	03/09/2005	1,307	\$0.30
		ADVO 100	Easter sale	03/02/2005	04/03/2005	866	\$0.20
		EXCEBRA 50	March Madness Too	03/15/2005	03/27/2005	1,074	\$0.30
		EXCEBRA 24	March Madness	03/09/2005	03/27/2005	2,378	\$0.30
		ADVO 24	March back prices!	03/02/2005	04/03/2005	1,876	\$0.30
		TY110L 60	Save the planet	03/09/2005	04/03/2005	81.05	\$0.60
		Summary				13,745	\$0.32

Demantra Deduction and Settlement Management displays list of potential event matches.

Solution Capabilities

- Support for all key settlement methods—deductions, off-invoice, bill-backs, and claims
- Web-based to allow geographically dispersed users to share up-to-date central repository of all information needed to resolve deductions
- Ability to associate data, notes, communications, and scanned documents with a deduction
- Smart-Matching to propose likely matching events based on configurable parameters such as dollar amount and start and end dates
- Auto-Matching to provide an exact event match when settlement references unique event identification number
- Split-event capability to handle partial payments
- Status flags to avoid duplicate deductions and double dipping
- Online check request for rapid settlement of claims
- Configurable standard and ad-hoc online analytical processing (OLAP) reporting to provide a variety of reports for different types of users
- Audit trail for all actions and data changes
- Same business process platform as Demantra Trade Promotion Management core solution, for seamless integration and instant visibility to budget and spending changes upon match
- Open architecture for easy integration with enterprise resource planning and financial systems

Spend More Time Selling, Less Time Administering Deductions

Take advantage of Demantra Deduction and Settlement Management’s rich out-of-the-box functionality while leveraging a powerful business process platform that provides unmatched flexibility, scalability, and analytics horsepower. This platform allows you to rapidly tailor the solution to achieve benefits both today and

in the future as your organization evolves.

- Quicker and easier processing of deductions and other settlement methods
- Reduced administrative costs
- Decreased time spent administering payments and increased time on selling to customers
- Reduced number of write-offs for unauthorized deductions
- Improved cash flow and balance sheet from quicker collection of denied amounts
- Increased auditing and controls for Sarbanes-Oxley compliance
- Decreased haggling with retailers, leading to improved customer relationships

For more information on Oracle's Demantra Deduction and Settlement Management, contact an Oracle representative at 1.800.ORACLE1.

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