



SALES TRACKING

VOLUME PLANNING

CUSTOMER SERVICE

PRICE & MARKET REPORTING

Trade Spending & Deductions Management

Finally a system to meet the rapidly changing needs of your business:

- Designed for Food and Consumer Products Companies
- Designed specifically to keep up with the rapid changes and reorganizations in the retail Food & CP industries.
- Focuses on providing accurate real-time information to run your business.
- Provides the tools to track and help recover unauthorized spending and charges.
- Keeps it simple! Fast and easy-to-use.
- The only system that gives you direct access to software developers to meet any of your company's specific needs.

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Trade Spending:

- Collect spending plans from sales force and brokers in record time.
- Complete monitoring of off-invoice allowances, bill backs, and lump sum payments including paid-by-check and deductions.
- Link outgoing shipments to the appropriate spending plans to identify costs and instantly project spending.
- Forecast total projected costs based on both planned volume and actual volume.
- Identify duplicate, incorrect and erroneous spending plans and deductions.
- Measure performance of brokers, markets, product lines and programs against plans.

Deduction Management:

- Organize and audit remittance advice to immediately detect errors.
- Integrates directly with your financial system to gather deduction line-items and eliminate the need for multiple-entry by employees.
- Allocate spending to the appropriate customer and market, even when processed against an invoice for a distributor or central-pay customer.
- Identify deductions requiring backup documents and assign spending to specific plans.
- Manage and audit actions taken on deductions to track correspondence and documentation.
- Comprehensive reporting suite provides detail and summary reports to identify and eliminate unnecessary spending.

*Part of the OPAL Virtual Business System, which contains many other integrated modules for tracking sales, freight accrual (including capturing double freight charges), inventory, volume planning, customer price reports, and much more...
Contact us for a detailed product presentation and more information.*