

Update Bulletin

Bill-Back Manager for Category Analyzer

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StoreNext is very pleased to exclusively offer one of the most requested features for a grocery back office, the Bill-Back Manager. Competing back offices cannot offer this capability.

Every year, grocers receive many special discount deals from DSD and other vendors where the grocer is supposed to be paid bill-back dollars according to actual movement of specific items during a promotional period. And each year, grocers lose many of these crucial dollars due to administrative bill-back problems:

- Grocers forget to track movement on all the promoted UPCs
- Manually calculating accurate movement data from store reports is a hassle – and may never happen
- Managers put off the reporting process and wait too long to file the bill-backs and may miss cutoff dates
- Grocers take a short cut and file purchase data instead – which the vendors reject
- Vendors question movement data when reports don't look credible

The new Bill-Back Manager works with Category Analyzer to provide a foolproof process that is automated, streamlined and simplified — and provides irrefutable data and documentation:

- The Bill-Back Manager takes the vendor and PLU information – together with the start and end dates – and creates a grocer-vendor agreement to document the offer.
- At the start date, the Bill-Back Manager tracks and records movement for the appropriate PLUs through Category Analyzer.
- After the end date, the Bill-Back Manager generates an invoice to the Vendor providing the necessary detailed scan-movement data.
- The Bill-Back manager will also automatically manage aging of these invoices with 30-60-90 day options.

The Bill-Back Manager is available immediately to add on to any Category Analyzer systems used with RBO, Retailix Store and Retailix HQ. The Connected Category Analyzer will be enhanced with a Connected Bill-Back Manager option shortly.

Pricing for the Bill-Back Manager is \$995 list, with a special Category Analyzer + Bill-Back Manager package priced at \$2,095. See the Retailix Store/HQ and RBO Reference Bulletins for PINs and configuration.

To Your Success,



Anthony van Seventer

Using the Bill-Back manager also solves a long-standing retail problem regarding costs and margins. Usually there is no good way for a back office system to handle the temporary case cost reductions for the affected PLUs. With Bill-Back Manager, however, Category Analyzer automatically calculates correct costs and margins during the promotion, ensuring accuracy.

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