



DEAL MANAGEMENT APPLICATION FOR NETSUITE

A retailer's single source for tracking and reporting vendor-funded promotions

Vendor-funded promotions can be a great sales driver, but they can quickly become complex and time-consuming to manage. You must track deal variations by date, items, locations and other parameters, all to ensure reporting and payments are accurate.

BTM Global's Deal Management application for NetSuite allows you to track and report all vendor-funded deals from suppliers so that you can efficiently share this information with a vendor as proof of the promoted sales quantity and collect the agreed-upon amount.



A single source for tracking and reporting

Whether you have a few dozen or a few hundred vendor-funded promotions each year, Deal Management is the comprehensive application you need to efficiently capture and track sales; accurately report that information to the vendor; and collect on the vendor funds more quickly.

Faster payments and better margins

- Receive payments faster with the automatic tracking of complex deal details and ensure you're collecting the accurate amount for maximum margins. Don't leave any money on the table!
- Out-of-the-box reporting enables you to email a vendor directly from NetSuite to speed up the validation of performance agreements and facilitate quicker and more accurate payment collection.
- Leverage reports for quicker processing, such as the Report by Supplier that can act as an invoice by showing items on promotion during predefined start and end dates.

Sharper visibility and insights

- Better understand a deal's impact on your business with the ability to capture and report on a deal's performance by supplier, as well as how each deal contributes to each department.
- Provide vendors with actual sales quantities and details, thereby facilitating tighter collaboration and communication between your organizations.
- Get alerts about upcoming active dates to ensure all vendor-funded promotions are approved.

Simplified, more accurate record-keeping

- No more paper records! Gain a single source for all data and easily share information among users.
- Start and restart a deal prior to its start date, along with putting a deal in archive status while data is cleaned up in the system and in reports.
- Simplify communications and ensure accurate record-keeping by capturing data and linking it with vendors' funds set aside for promotion.

Key features for retailers

The generic deal applications on the market today don't deliver the retail-specific features you need. The BTM Global Deal Management app features the ability to:

- Capture the specific level of detail you need – including supplier, item, selling location and dates – to simplify the reporting and money collection from suppliers.
- Link a deal with a promotion set-up in NetSuite for validating deal performance.
- Enter complex deal details into NetSuite before the active deal period, including vendor, item, discount amount, dates, location and promotion.
 - If an item or an entire deal is not entered before the start date, a new deal with a prior date can be activated.
 - A "closed status" can be used to generate a report and allows you to put a deal in archive status.
- Gain flexibility in the way you enter item, supplier, and timing details of products qualified to receive funds.
 - If a supplier has a new item launch in one region, the supplier can offer a vendor-funded promotion and ensure the retailer promotes it in that part of the country on the launch date. If a vendor is running a nationwide campaign, a vendor-funded promotion can be set up to track those details.
- After the deal ends, report to the vendor which items on each deal sold on promotion and the agreed-upon dollar amount owed to you.

Why BTM Global?

A certified NetSuite Alliance partner and a member of the NetSuite Commerce Agency Program (CAP), BTM Global provides system integration and development services for clients ranging from small regional chains to the world's most recognized brands. Through strategy, development, implementation and support, BTM Global approaches each project as a partnership that helps clients become more seamless, efficient and profitable. Its teams are made up of strategic advisors, problem solvers and proactive partners who examine a project from many angles and perspectives to offer the best solution to a client's challenges.

Find out more at btmglobal.com
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