

OPTIMIZING NEGOTIATED CONTRACT BENEFITS

GLOBAL CONTRACT COMPLIANCE REVIEW AND RECOVERY

Supplier contracts that deliver high levels of savings are critical to corporate profitability. However, negotiating beneficial terms is only the first step. Often compliance with agreed-upon terms falls by the wayside once a contract is finalized. You need to assure that suppliers are adhering to the prices and terms negotiated and your process controls enforce them.

According to a study by analysts with Aberdeen,¹ contract noncompliance is a pervasive problem. Only 30 percent of transactions were compliant with contract terms in eight out of 10 companies surveyed. Even best-in-class performers found that 15 percent of their transactions were noncompliant.

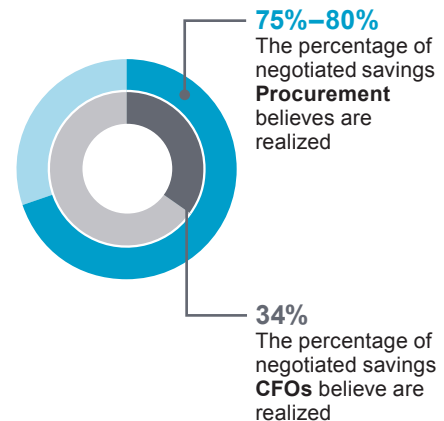
Why is contract noncompliance so prevalent? There can be many potential enablers across the global procure-to-pay process.

TYPICAL BARRIERS TO COMPLIANCE

- The lack of a centralized contract repository
- Complex contract language that can be easily misinterpreted
- Fragmented manual processes that impede information sharing
- Fluctuations in exchange rates
- Incentive programs, volume discounts and penalty clauses that require careful monitoring
- Business silos within organizations prevent full visibility of terms.

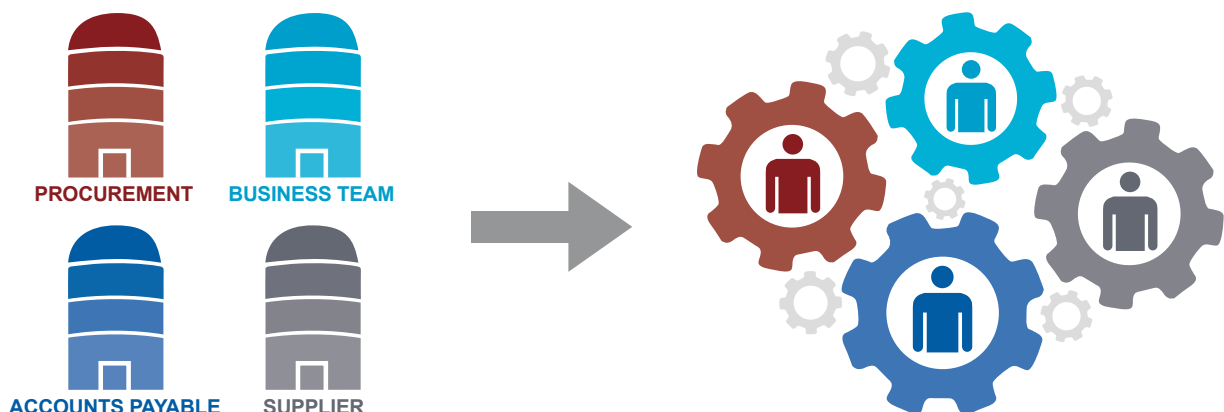
Realized Savings

Is your firm capturing all of the supplier savings negotiated by buyers? An Aberdeen study shows that procurement believes about 75 to 80 percent of negotiated savings are realized, while CFOs feel the number is only 34 percent. With contract compliance controls, you can establish the true facts.²



Business Partnerships Can Help You Optimize Contract Compliance

Contract compliance audits are a key to breaking silos and gaining maximized contract value.



¹ Best-in-Class Performance in Contract Management, Aberdeen Group, July 2015.

² The CFO's View of Procurement, Aberdeen Group, September 2005.

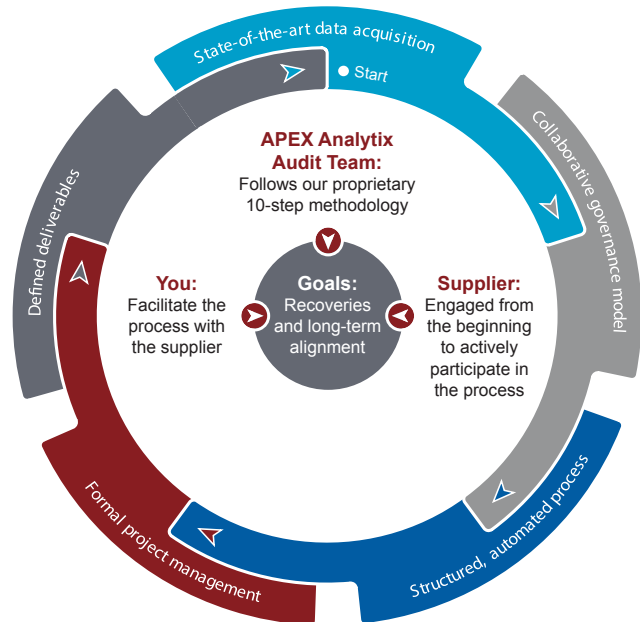
STOP THE HIDDEN PROFIT DRAIN

Forward-thinking companies are adopting contract compliance audits to ensure negotiated savings are captured and benefit their bottom line. apexanalytix offers expert global contract compliance reviews of your spend¹ and suppliers to help you identify a broad range of compliance issues that can silently erode your profitability—including unauthorized billings, pricing errors, uncaptured discounts and a host of other lurking variances.

Our experienced auditors use sophisticated analytics to review transactions and contracts from across your operations, gain source information from suppliers and build lock-tight claims. We not only help you recover lost profits, but also mitigate future risks by identifying areas for process improvement. You can use the comprehensive audit reports we deliver to inform business decisions and strategy, tighten process controls, strengthen future contracts and build mutually beneficial, collaborative partnerships with your suppliers.

Comprehensive Review and Recovery

apexanalytix experts can help you uncover and address control and process weaknesses that are keeping your contract terms from being realized.



CASE STUDY: CONTRACT COMPLIANCE IN ACTION

>\$2M

Annual rebate claims after comprehensive audit

A leading computer hardware manufacturer contracted with an information technology supplier to provide companywide IT support. Over time, executives noticed that service levels had begun to deteriorate while costs had soared.

apexanalytix experts performed a comprehensive audit of the supplier's procedures, systems and billings. It was determined that the manufacturer was being charged for a full-time IT team that was actually servicing other clients. In addition, auditors filed claims for rebates that exceeded \$2 million annually.

THE APEXANALYTIX ADVANTAGE

- Experts highly experienced in contract compliance and supplier relationship management
- Powerful apexanalytix firststrike® analytics for data mining, analysis and reporting
- Comprehensive transactional analysis
- Enhanced supplier-customer relationships through transparency
- A proven track record as the partner of choice for many of the world's largest companies

ENSURE YOUR CONTRACT TERMS ARE REALIZED

Don't let noncompliant supplier transactions take a hidden toll on your business. apexanalytix experts can help you achieve true transparency in your supplier relationships and ensure your contract terms are realized. We interview buyers, analyze patterns and trends, drill down into the root causes behind issues and make recommendations for reducing your future contract compliance exposure.

¹ apexanalytix offers direct spend contract compliance reviews as part of its Pricing Compliance Review and Recovery solution.

apexanalytix
Ultimate supplier management™



apexportal
Supplier Portal
Software

Supplier Discovery
Supplier Registration
Risk Management
Performance Management
Supplier Inquiry
Dynamic Discounting
Supply Chain Financing
Payment Terms Optimization
Simple E-invoicing
Contract Management
Document Exchange
Supplier Statement Audits

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Recovery Audit
Services

Accounts Payable
Retail Merchandise
Pricing Compliance
Contract Compliance
Pre-escheatment
Unclaimed Property
Sales & Use Tax

firststrike
Controls &
Analytics
Software

AP Controls
Fraud Detect
Reporting & Analytics
Retail Audit
Vendor Risk Analysis

smartvm
Trusted
Supplier Data

Web App
API
Plus
apexportal

BENEFIT FROM A COMPREHENSIVE FAMILY OF GLOBAL AUDIT SERVICES

apexanalytix offers global audit solutions for virtually all aspects of your financial operations. We go well beyond the traditional accounts payable audit to explore new and innovative audit opportunities—helping you recover more and protect more than ever before. Using our innovative firststrike software, auditors are able to quickly consolidate and analyze large data stores, file fact-based claims and protect your bottom line. We use a seamless process that keeps you fully informed, while reducing the demands on your time. Other apexrecovery recovery audit services include:

- **Accounts Payable:** Recoup duplicate payments, paid credit memos, missed discounts, uncaptured credits and more without disrupting vital supplier relationships.
- **Retail Merchandise:** Shorten audit cycle times, identify new controls and pursue recoveries.
- **Pricing Compliance:** Recover losses associated with direct spending in support of product production.
- **Pre-escheatment and Unclaimed Property:** Avoid government fines, recover unclaimed property and keep funds from being escheated to the state.
- **Sales & Use Tax/VAT:** Assess compliance, identify overpayments, develop refund/credit claims and more.

Join the growing number of companies selecting the apexanalytix to transform their procure-to-pay operations. Contact apexanalytix to see how our comprehensive ecosystem of audit services and technology can help.

apexanalytix revolutionized recovery audit with advanced analytics and the introduction of firststrike overpayment prevention software. Today, apexanalytix leads the world in supplier management innovation with apexportal and smartvm, the most popular supplier onboarding and compliant master data management solutions available. With over 250 clients in the Fortune 500 and Global 2000, apexanalytix is dedicated to providing companies and their suppliers the ultimate supplier management experience. To learn more, visit www.apexanalytix.com, email apexinfo@apexanalytix.com or call +1 800-284-4522.

apexanalytix

Americas Headquarters

1501 Highwoods Blvd., Suite 200
Greensboro, NC 27410-2047
+1 800-284-4522

EMEA Headquarters

Exchange House, 494 Midsummer Blvd.
Milton Keynes, MK9 2EA
United Kingdom

APAC Headquarters

Suites 2701-3, 27/F, AXA Tower, Landmark East
100 How Ming St., Kwun Tong, Kowloon
Hong Kong