

firststrike.



firststrike[®] Retail

BENEFIT FROM MORE RECOVERIES IN LESS TIME, AT A LOWER COST

apexanalytix.

FASTER RECOVERIES GUARANTEED

Retail is a high-stakes arena with large transaction volumes and razor-thin margins. That means problems like missed allowances and pricing errors can easily erode corporate profits. Until now, the common solution has been a lengthy, labor-intensive audit to uncover problems and recover funds.

No matter how expert the auditors, though, there can be significant shortcomings in a manual approach. First, a recovery audit is an after-the-fact event. Working manually, you may have to wait many months or even years to recover money that could have benefited your business much earlier. Secondly, when you present suppliers with old chargebacks long after their books have closed, you can damage relationships and harm future contract negotiations.

In an Aberdeen Group study¹, nearly half of retailers said their business systems are inadequate for today's complex, fast-paced markets and the ways they currently do business. It is clear smart technology investments are needed—especially in the recovery audit arena. With new software tools, companies can identify and recover overpayments more quickly and improve their bottom line.

≈50%

Nearly half of retailers said their business systems are inadequate¹

Common Retail P2P Error Causes

The retail procure-to-pay cycle is complex and error-prone. Merchandise deal types, promotions, vendor agreements and allowances are ever changing. Plus there's intense competitive pressures to do more with less. These contribute to common errors in areas such as:

- Volume discounts
- New store allowances
- Incomplete shipments
- Pricing errors
- Rebates
- Incomplete or missing contracts
- Multiple distribution channels
- Currency conversions
- System changes
- Back orders... and many more!

NEW AUDIT BEST PRACTICES ARE EMERGING²

38%

Perform 360° claim reviews

56%

Use real-time claim management

NEW AUDITS LEVERAGE AUTOMATION²

69%

69% of retailers use custom-built algorithms as part of their post-audit methodology

34%

34% use data mining to uncover deal details

¹ Aberdeen Group, "ERP in Retail," February 2014.

² 2014 apexanalytix Compass™ Benchmark Survey.

DESIGNED BY/FOR RETAIL EXPERTS

apexanalytix has used its extensive experience in retail recovery audits to develop firststrike® Retail—a software application that empowers internal audit teams to identify and recover claims in record time. firststrike Retail consolidates and analyzes data from each of your procure-to-pay platforms to identify missed promotional allowances, rebates, cash discounts, duplicate payments and more. You'll have a single, consolidated view of what's happening across your operations regardless of the source or type of data.

But firststrike Retail does far more than simply identify recovery opportunities. With the click of a mouse you can automatically generate a comprehensive claims package and track vendor responses. You can use firststrike Retail reports to analyze the root cause of recurring errors, predict recoveries and track key performance indicators.

You'll also have an important tool for preserving and protecting valuable supplier relationships. No longer will companies receive claims packages months or years after their books have closed. Instead, you can correct errors quickly and take deductions as soon as

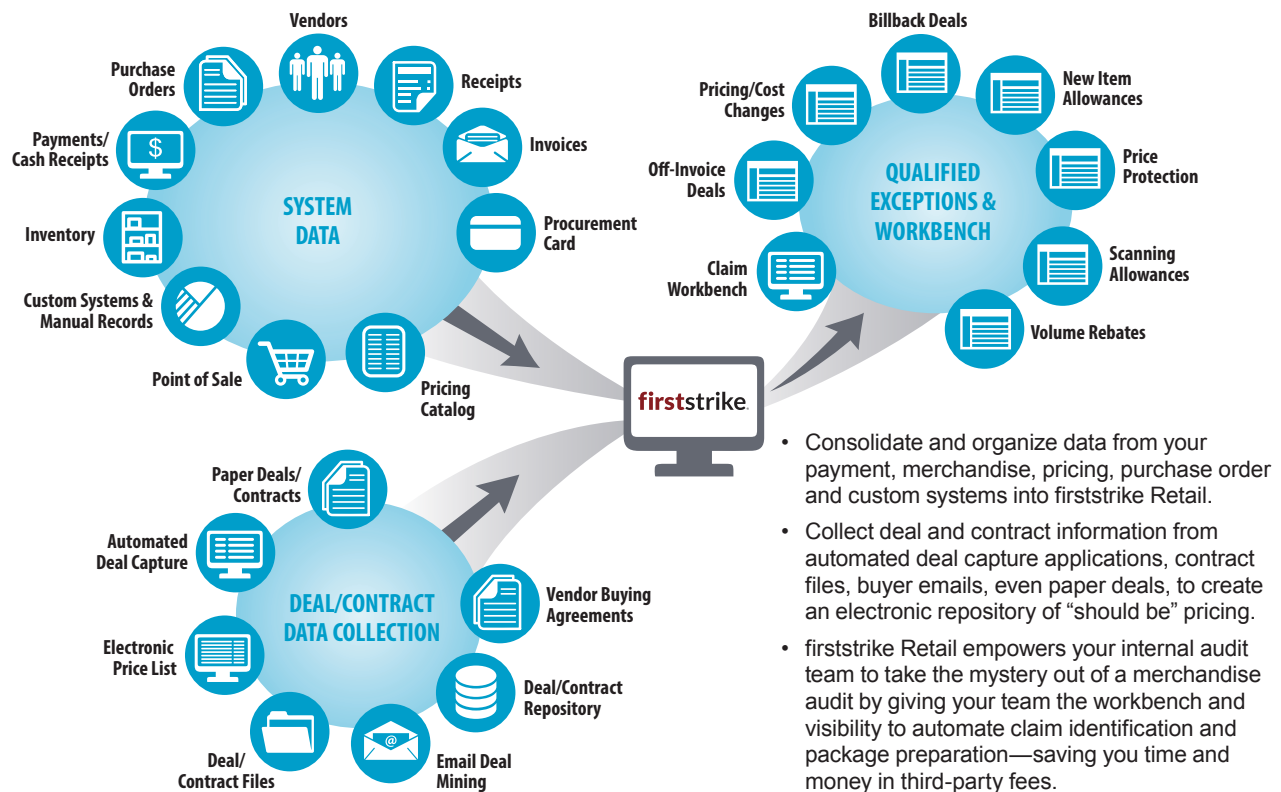
possible—improving your profitability and minimizing the impact on your suppliers.

And, as robotic process automation, artificial intelligence and cognitive learning strategies and technologies are transforming retail from the storefront to the back office, apexanalytix is incorporating these latest advances into firststrike Retail.

THE APEX ANALYTIX ADVANTAGE

- Improve the productivity and effectiveness of your internal audit team.
- Dramatically reduce audit cycle times.
- Achieve a single, transparent view into data from multiple procurement and payment platforms.
- Analyze the root cause of recurring errors and tighten internal controls.
- Automatically build claims packages and manage workflow online.
- Generate powerful reports in seconds to inform business decisions.
- Benefit from advanced retail audit technology and robotics and experts who help you get the most out of your technology investment.

firststrike Retail Solution Overview



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

apexrecovery™
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 SOFTWARE

apexanalytix firststrike software has revolutionized the procure-to-pay industry by helping companies safeguard disbursements and boost their bottom line. Our comprehensive suite of firststrike modules can help you protect against overpayments, uncover and investigate fraud, analyze large data stores for new insights, predict results, streamline supplier management...and more. Other firststrike modules include:

- **firststrike AP Controls:** Identify and prevent duplicate payments, paid credit memos, sales tax errors, pricing errors and more.
- **firststrike Reporting and Analytics:** Consolidate data from disparate systems, select from 150 prebuilt reports or design your own, and quickly analyze data to identify issues and uncover insights that inform decisions.
- **firststrike Fraud Detect:** Tackle fraud head-on, while also reducing your future risk exposure.
- **Vendor Risk Analysis:** Identify your highest risk suppliers through an end-to-end, independent assessment performed by certified fraud examiners.

Join the growing number of companies selecting firststrike software 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.

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