

Case Study

Profit Recovery

Service Line:
Operational Efficiency





OVERVIEW



CLIENT

World's top 10 Grocery Retailer



CONTEXT

With the vast number of moving parts for companies, it is impossible for every cost negotiated to be accurately reflected in the payment process. Errors can be due among others to retro discounts, account payables mistakes, absence of payments...



CHALLENGE

The client wanted to analysis financial losses, identify the differences and circulation of profit loss, implement a recovery procedure of these differences, minimize the risky factors and improve the efficiency of procurement process.

Project timeline: 4 months



Profit recovery project is delivered in 4 stages

1. Analysis for profit recovery

- Analysis of the commercial conditions with suppliers
- Analysis of financial transactions: incoming and outgoing payments, etc.



2. Data acquisition

- Obtaining of contracts, agreements and other documents regulating relationships with suppliers
- Obtaining and processing data from information systems

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3. Report on the results

- The degree of compliance with the development strategy
- A detailed report on the risk zones etc



4. Process of recovery

- Confirmation of discrepancy
- Refund Control





BENEFITS & RESULTS



Recovery of that kind of differences considered lost in the relationship between Client and Supplier. More economic revenues from lost benefits and discount

KEY POINTS



Customization of existing systems and improvement of internal procedures



Financial recovery confirmed by the supplier



Collaborative approach with all the involved departments