

50+ MOST COMMON

PRICE LEAKS™

AUDIT ACROSS MULTIPLE BUSINESS FUNCTIONS

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PRICING

Price Selection Process & System Logic

Price Increase Management

Part # Match

Minimum Order Quantity

Currency Selection

Unit of Measure

Price Authority

Rush Order Fees

Weekend/Holiday Fees

Storage Fees

Design/Pre-Press Fees

Currency Exchange

FREIGHT

Freight Selection Process

Freight Terms

Freight Invoicing

Freight Expedite Charges

Systems Logic & Accuracy

Selection of Type (LTL vs FedEx)

Accuracy of Freight Determination

Below MOQ Freight Charges

Minimum Freight Charge

Override Terms Abuse/Authority

Freight Allowances

Freight Recalculation

Invoice Match to Target Freight

Calculation Issues

Freight Fuel Surcharge

REBATES

Rebate Structure

Rebate Ownership

Rebate Calculation

Rebate Audit

Rebate Control

PAYMENT TERMS

Terms' Clarity/Complexity

Terms' Authority/Control

Terms' Audit

Grace Period Allowances

Unearned Discounts

SAMPLES

Sample Policy

Sample Abuse

Charged Samples Invoicing

RETURNS (QUALITY OR RESTOCKING)

Return Policy

Return Abuse

Return Validation

Return Credit

Restocking Fees

SYSTEMS AUDIT

Contract Audit

Labor Cost Accuracy

Invoicing Audit

Overshipments

Price Rounding

Customer File Integrity

Master vs. Related Accounts

Customer Classifications

Conflicting Terms of Sales