



## Deductions Cloud

HighRadius Deductions Cloud enables a proactive deduction management operation. The solution streamlines processing, shortens resolution cycle time, reduces processing costs, and increases recovery rates on invalid deductions. A cloud-based solution available as Software-as-a-Service, Deductions Cloud is easy and cost-effective to deploy and maintain.

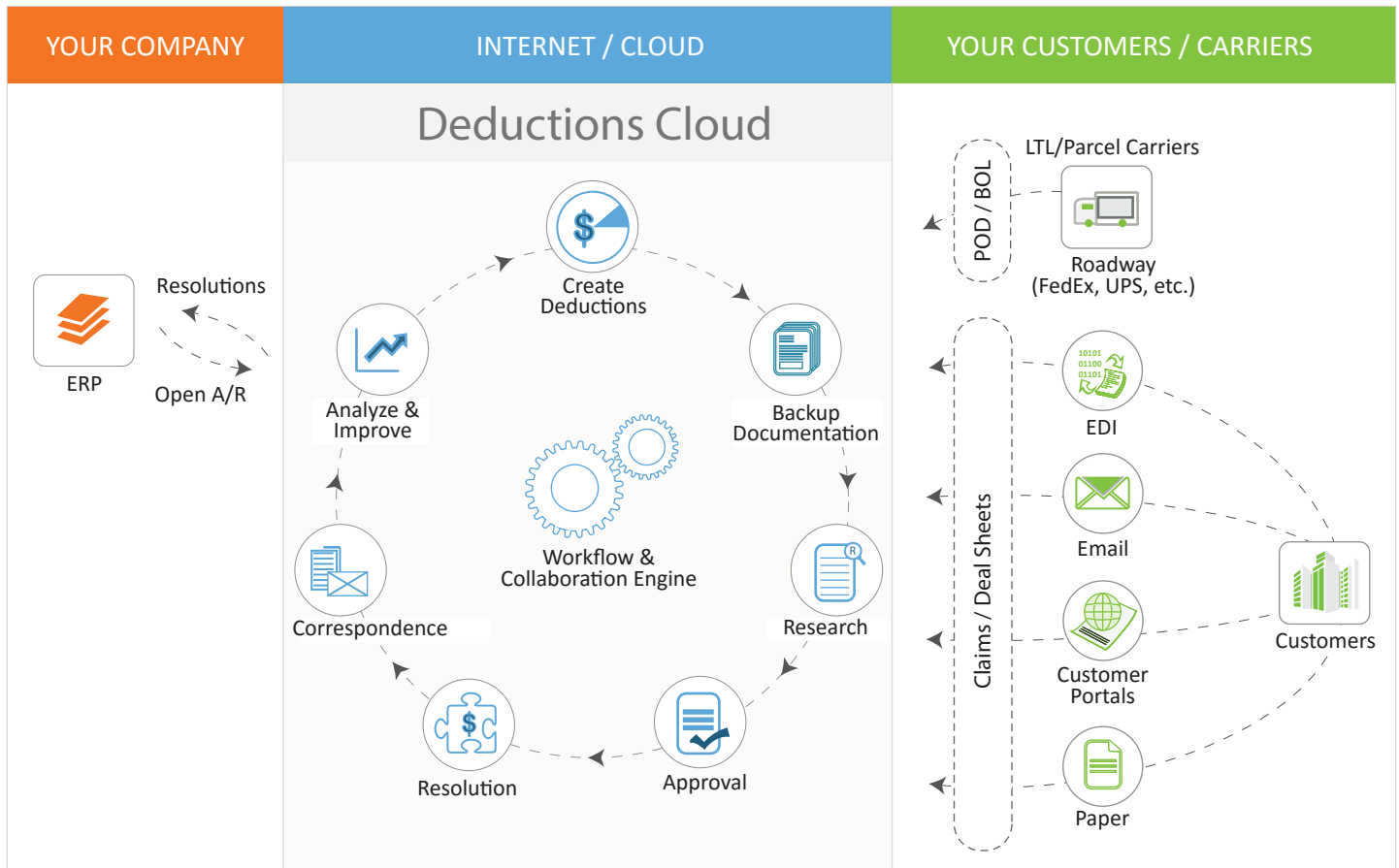
### Challenge

A Credit Research Foundation study done across 28 industries found the top three internal challenges for controlling deductions are a lack of cross-departmental cooperation, inefficient processes, and a lack of timely access to information. In addition, deductions are increasing an average of 20% per year. On top of this and the constant pressure to “do more with less”, teams handling deductions must manage complexities like validating them against trade promotions or gathering information and approvals from multiple stakeholders, such as A/R, distribution, sales, and customer service. This cross-departmental collaboration is largely done offline, making it impossible to track or standardize. All of this drives up the number of open deductions that increase Days Deductions Outstanding (DDO) and unnecessary write-offs. Businesses that fail to proactively manage deductions experience significant negative impact to the bottom line.

### Solution

HighRadius Deductions Cloud provides automation, process standardization, and a platform for cross-departmental and customer collaboration. The solution provides the most robust automation engine available to capture deduction data from customers and supply the information required for resolution. Backup documentation, such as Proofs of Delivery (PODs) and Bills of Lading (BOLs), are captured automatically and linked to the corresponding deductions to reduce manual research. Corresponding trade promotions are also identified and suggested for settlement. Workflow and automated correspondence engines streamline communication and the approvals process. The result is a proactive deduction management operation that recovers revenue normally lost to invalid deductions.

*Elevate your department with strong impact to the bottom line. If your company has a 5% margin, \$1 million in additional recovery or prevention of deductions has the same financial impact as \$20 million in sales.*



## Key Features

- Deduction Resolution Workflows ensure consistent processing and enable automated cross-departmental collaboration and resolution.
- Trade Promotion Settlement provides a centralized system to maintain, match, and resolve deduction line items (SKU-level) against trade promotions.
- POD & Claims Automation Engine aggregates and collects information such as proofs of delivery (PODs) from carrier websites and claims/debit memos/deal sheets from customer portals, websites, and emails.
- Correspondence Automation generates and distributes denial correspondence to customers based on account and deduction status and attaches supporting documentation per individual customer requirements.

## Benefits

- Increase deduction recovery rate by more than 10%.
- Reduce days deductions outstanding (DDO) by 30%.
- Free-up 20-40% of your resources' time by automating manual activities allowing them to focus on higher value research & analysis.
- Limit upfront capital expenditure and minimize the need for internal IT involvement by using a "pay-as-you-use" SaaS solution with a monthly subscription fee.



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