

CASE STUDY: MAJOR BEAUTY COMPANY REALIZES \$475K IN POTENTIAL RECOVERY



SITUATION

A major beauty company was suffering significant losses due to a lack of transparency on shelf display and promotion invoices, as well as duplication of deductions from retailers. They knew they needed a solution to their profit slippage, and to mitigate the risk of deduction errors altogether.



SOLUTION

DeductionsLink™ helped the beauty company unlock data and insights into deduction vs. damages and recalled invoices.

And with the help of the DeductionsLink expert service team — in just two weeks — the beauty company processed 222 PDFs, 500 invoices, \$50K line items, and gained access to all remittance information and invalid deduction backup documentation.

Leveraging DeductionsLink's automation, intelligent workflows, and actionable insights, the beauty company is now able to increase its recovery rate of invalid deductions, focus more time on preventing valid deductions, compare actuals to budget, and more to improve overall profitability!



OVERALL IMPACT IN TWO WEEKS

- Identified **\$221K** in improper recalls
- Located **\$254K** in improper damages
- Realized total potential recovery of **\$475K**

Get started today, email solutions@inmar.com