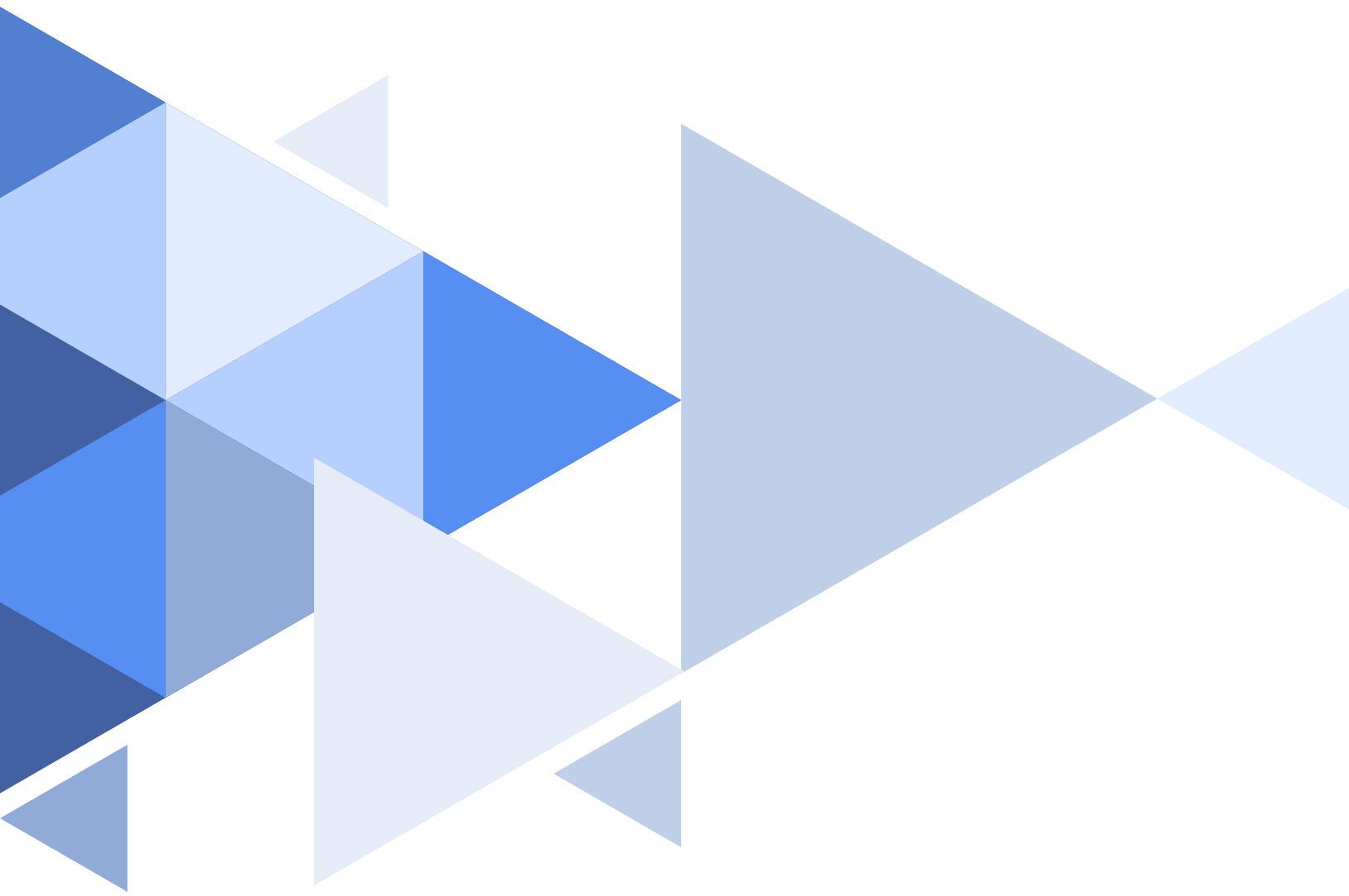
HOW ADEPTIA PUTS CASH IN RETAILERS' POCKETS



ADEPTIA

Profit margins are a concern for any retail business, whether large or small. Anything that will increase those profit margins needs to be leveraged to the fullest - but traditional IT processes and limitations can get in the way. There are three key areas where retailers have the opportunity to expand profit margins, but sometimes experience major obstacles when attempting to do so. The good news is, you can now implement solutions to put that cash back in your pocket.

1 PAYING INVOICES PROMPTLY TO RECEIVE EARLY PAYMENT DISCOUNTS

Merchandise suppliers often offer early payment discounts. That is, they will offer a percentage off if the invoice is paid within a certain timeframe. For example, a supplier may require that a retailer pay an invoice within 30 days, but offer a 5% discount if they pay within 10 days.

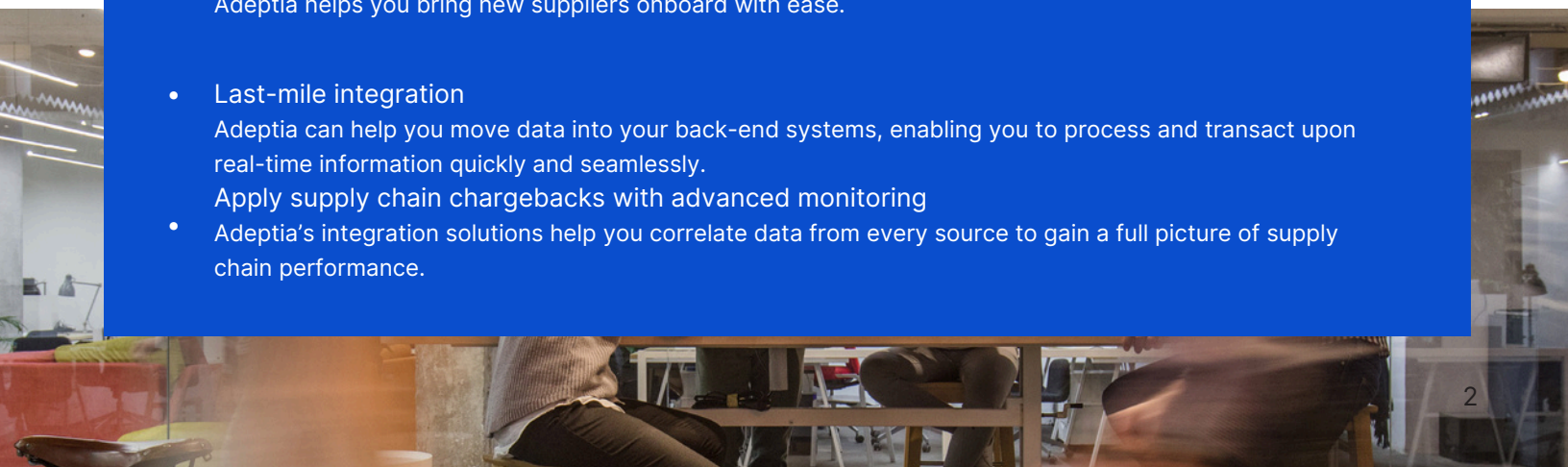
Early payment discounts literally put money back in the pocket of your retail business, increasing profit margins and enabling you to maintain competitive pricing. The caveat, of course, is that you have to be able to pay within the stipulated timeframe. Unfortunately, handling invoices is not a quick or painless process. Delays can be caused by:

- The inability to automatically map and normalize invoice data for processing in backend systems.
- The time required to reconcile invoices with the data from backend systems.
- The need for manual intervention if the invoice has an error or requires an exception.

ADEPTIA ADVANTAGES

How Adeptia can help retailers

- EDI & non-EDI integration
  Even if most of your transactions are EDI, chances are, you're not 100% EDI. Which means there will be exceptions and exception-handling. Adeptia can help you automate all of your EDI and non EDI transaction processing with ease.
- Faster supplier onboarding
  Sometimes it's a new distributor, other times it's a new VAN that you have to connect to. Whatever the case, Adeptia helps you bring new suppliers onboard with ease.
- Last-mile integration
  Adeptia can help you move data into your back-end systems, enabling you to process and transact upon real-time information quickly and seamlessly.
- Apply supply chain chargebacks with advanced monitoring
  Adeptia's integration solutions help you correlate data from every source to gain a full picture of supply chain performance.



Adeptia provides you with an integration solution that removes obstacles, speeding up invoice processing substantially at a lower operating cost so that you can take full advantage of early payment discounts.

In the final analysis, the operating costs required to obtain the early payment discounts may be so high that they significantly eat into any cash benefit you might receive. Fortunately, Adeptia provides you with an integration solution that removes each of these obstacles, speeding up invoice processing substantially at a lower operating cost so that you can take full advantage of early payment discounts.

Adeptia can accept invoices from any source (including APIs, XML, web services, cloud applications, portals, etc.) and in any format (for instance, Electronic Data Interchange (EDI) transactions, Excel spreadsheets, PDFs, Word documents, email attachments, etc.). Adeptia has the capability to validate the data contained in the invoice, translate it, and map it into any another application, such as a backend ERP system. With automated data standardization and the removal of manual data entry, the invoice process speeds up significantly while simultaneously reducing errors.

With the invoice data normalized and automatically entered into the backend systems, invoice reconciliation becomes a straightforward process. Data now has a one to-one correspondence between the invoice and the various records used for reconciliation.

If manual intervention is required, the invoice does not leave the workflow. With Adeptia, you can create an error- or exception-handling sub-process to:

- See exactly why the invoice was flagged
- Assign the invoice via email notification to a specific person for handling
- Monitor the progress of the invoice
- Send reminders in case an invoice is not addressed in a timely manner
- Escalate a situation if necessary
- Generate reports showing issues and resolutions

With human workflows integrated seamlessly with the automated process flows, you have end-to-end visibility- and control - of every invoice, ensuring that you can take advantage of early payment discounts.

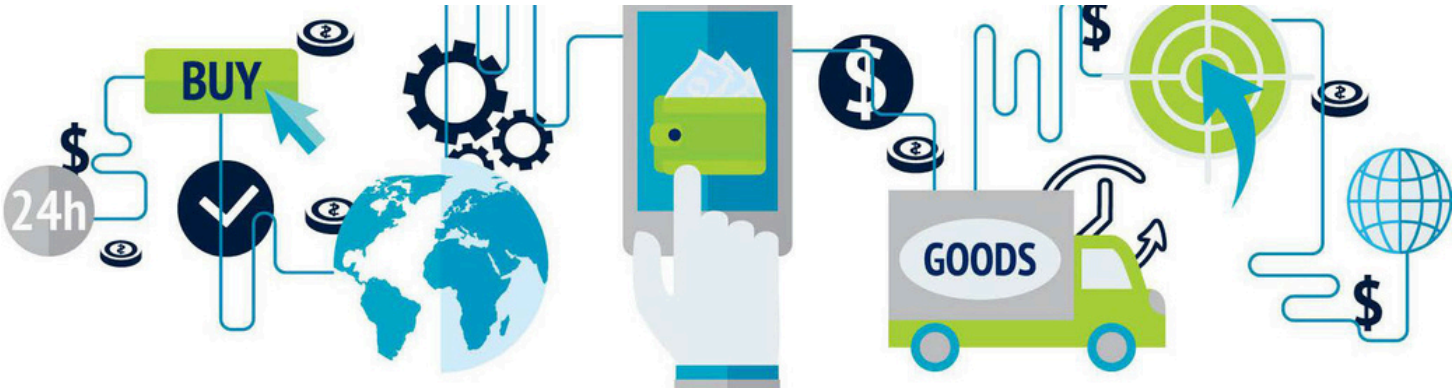


2 STREAMLINING SUPPLIER ONBOARDING

With hundreds - or even thousands - of suppliers providing merchandise to you, it pays to have a smooth supplier on boarding process. This process should address the needs of new suppliers as well as the requirements of current suppliers who want you to interface with a new distributor or value-added network (VAN). A cumbersome supplier on boarding process can delay new products being put on the shelves, impacting sales.

However, supplier on boarding is often very time consuming. Suppliers may use various data formats to transmit information to you. For instance, some suppliers employ EDI while others - such as small “mom and pop shops” - may just email you an invoice. Suppliers will have different business processes to handle requisitions, purchase orders, invoices, and the like. That means there will always be the need to bring disparate types of information in house, unpack the data, convert it to a format your retail enterprise can use, and integrate it with your backend ERP systems so you can transact upon the information.

With Adeptia’s integration solution, mapping data and building business process workflows is handled with click-and-drag ease. Instead of taking weeks to on board a supplier, everything can be done in minutes. Plus, onboarding doesn’t require the attention of an IT expert. Adeptia’s intuitive interface permits business users to onboard suppliers directly, relieving IT of the task.



Adeptia also provides the option for you to offer a dashboard to your suppliers so that they can select the way they want to do business with you (e.g., Excel, flat file, XML, EDI, etc.) and actually map the data from their format to yours. They don’t have to know your business or your backend system. All they have to know is their own preferred file format. Adeptia takes it from there and walks them through the mapping process. You gain a full conversion from your supplier’s preferred format to your backend system, and all the mapping was done for you. While this may not be an option you would use with all suppliers (particularly with larger brands), it is another way to streamline the supplier on boarding process.

From supplier onboarding to performance management to merchandise invoicing, Adeptia will work with your retail businesses to streamline data integration and workflows, automating supplier traffic, and eliminating manual processes.

3 MONITORING SUPPLIER PERFORMANCE TO APPLY SUPPLY CHAIN CHARGEBACKS

Unfortunately, suppliers and distributors don't always meet your needs. For example, shipments can arrive too early, too late, or not at all. An advance ship notice (ASN) may contain invalid information. Products may be shipped to the wrong location. Merchandise can be damaged in transit. Such problems can damage your ability to do business.

If these incidents add up to lost revenues and increased costs, you could choose to apply a supply chain chargeback, billing the supplier for the time and trouble it took to correct the problem. However, you have to know that the error happened before you can apply a chargeback. That can be difficult or even impossible unless data from multiple sources can be correlated.

Adeptia's integration solution makes such data correlation simple. Data from every source, whether internal or external, can be mapped and standardized in such a way that it can be compared, evaluated, analyzed, and tracked.

With fully-integrated systems, supplier performance can be closely monitored, allowing you to generate reports and apply chargebacks in a timely manner. Your retail business will no longer have to spend money correcting problems without appropriate reimbursement.



END-TO-END SOLUTIONS FOR HANDLING RETAIL SUPPLY CHAINS

From supplier on boarding to performance management to merchandise invoicing, Adeptia will work with your retail businesses to streamline data integration and workflows, automating supplier traffic and eliminating manual processes. At each step, Adeptia puts cash back in the pocket of your retail businesses, improving profit margins and allowing you to become more competitive in the marketplace.

With Adeptia's new approach to end to end retail integration, you can eliminate the obstacles to business growth and scalability. Would you like to see for yourself how Adeptia can help fast-forward revenues and reduce costs, all while saving your precious technical resources for more strategic work?

©2023 Adeptia. All marks are the property of their respective owners.

ADEPTIA