

EXCEEDRA FOODSERVICE TPM



ESTABLISH CONTROL

GAIN VISIBILITY

ENSURE ACCURACY

Exceedra by TELUS supplies the only end-to-end TPM Foodservice solution and service without the need of a 3rd party provider. This allows for real-time, accurate analytics to identify trends, measure contract performance and make informed strategic investment decisions.



TRADE SPEND

Distributor & Operator
Contracts, Accrual Management

EXECUTION

CRM & SalesForce
Automation

SETTLEMENT

Claims, Deductions
& Payment Management

ANALYTICS

Reporting, Compliance &
Performance

Features and Functions

Contract Management

- Configurable automated approval workflows
- User-defined roles and Visibility controls
- Define multi-layer contract programs
- Template driven workflow
- Customized contract letters

Claim Management

- Full visibility of claim data from receipt to validation to settlement
- Line item-level claim detail
- Rigid claim validation
- System generated deduction repay letters
- Third-party payer capabilities

Analytics

- User-friendly platform
- Customer and SKU level data
- Contracted vs. Street visibility
- Operator end user location voids and compliance
- Real-time complete business insights

Exceedra Differentiators

- Unique combination of software and services with all services provided by Exceedra
- Significant ROI from catching invalid claim errors
- On-time, on-budget implementation with quick time to value
- 70% of claims are electronic for rapid settlement and reporting
- SSAE 18 Compliant
- Two product releases each year
- Ease of use and intuitive workflows
- Real-time, accurate analytics and KPIs
- Solution support all size manufacturers from Tier 1 to Tier 3

Benefits from Getting it Right

Improve targeted strategy with unit level segmentation and insights

Leverage AFS' relationships with the supply chain distributors and operators to gain 70% electronic claim data

Maintain low deduction balance



User friendly UI & workflow design to improve sales and trade team efficiencies by 20% to 40%

Recapture the invalid & inaccurate billing

Decrease the effort of properly managing various data sources by 60%

You will also be able to:

- Manage complex go-to-market strategies
- Defend and win approaches in highly competitive brand and growth categories
- Maximize trade at the street level when working through distributors
- Streamline deduction and settlement practices
- Drive efficiencies in managing users, including sales agencies/brokers
- Enable visibility into indirect/operator, sales and trade spend strategies and performance
- Increase operator loyalty program performance
- Identify the right tactics which helps to determine the best pricing tactics to achieve a two percent or higher increase in sales



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