

## Vendor Compliance Optimization

A best-in-class process whereby retailers align their vendor community with the strategic goals of the organization to systematically eliminate avoidable costs and improve bottom line performance in as little as 120 days.

# Opportunity Assessment

Compliance Networks offers an opportunity assessment as a pre-sale discovery event with a twofold objective. The opportunity assessment clarifies the client organization's objectives and quantifies the potential economic impact of a vendor compliance optimization process on the retail organization.

### Format

The assessment is delivered in two parts – the opportunity assessment survey and the opportunity assessment presentation. The survey generally takes a single day to complete, including a review of current vendor compliance processes. The survey also includes interviews of personnel within the organization and a leave-behind financial benchmarking survey.

The opportunity assessment presentation is scheduled two to three weeks after the financial benchmarking survey is complete, and takes approximately two and onehalf hours to present. The presentation includes a summary of the survey findings as well as an overview of the Compliance Networks solution.

Processes covered by the survey include:

- Interviews of distribution center (DC) personnel
  - DC tour
  - DC manager
  - Receiving manager
  - Quality auditor
- Interviews of corporate personnel
  - Vice president of logistics/distribution
  - Chief information officer
  - Vendor compliance manager
  - Merchandising manager
  - Chief financial officer
  - Accounts payable manager
- Information Technology
  - EDI manager

## Deliverables

The presentation event introduces the results of the survey and focuses on the following key areas:

- Review of current vendor compliance practices
- Areas of vendor compliance excellence already employed
- Opportunities to benefit from vendor compliance optimization
- The economic impact of a formal vendor compliance process
- Current industry best practices of leading retailers
- Benchmarking of chargeback data for comparison with other retailers

In addition to the presentation, Compliance Networks provides a deliverable that details the information listed above. Due to the sensitive nature of the chargeback benchmarking data, Compliance Networks requests that this information be treated as confidential.

## Pricing

Although vendor compliance optimization is a new focus for many retail organizations, Compliance Networks stands on the premise that no other process improvement exercise will bring faster bottom-line results. For this reason, Compliance Networks offers both the survey and presentation phases of the opportunity assessment as a complimentary service to prospective clients. Compliance Networks is also available for additional consulting beyond the presentation phase. To schedule an opportunity assessment, please contact Compliance Networks at 877-267-3671 or email us at [info@compliancenetWORKS.com/oa](mailto:info@compliancenetWORKS.com/oa).

### For more information, contact:

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## About Compliance Networks

Compliance Networks is a leading provider of solutions to the retail supply chain that enable enterprises to optimize flow within their supply chain and make informed decisions that ultimately increase shareholder value. Since 1999, Compliance Networks' suite of retail-centric vendor compliance and distribution management solutions accelerate retail profits by increasing sales, decreasing costs and mitigating risk throughout the extended supply chain. Compliance Networks is proud to serve leading retailers such as Kohl's, Burlington Coat Factory, Pep Boys, The Sports Authority, Bon-Ton Stores Corporation, Oshmans and Gottschalks Stores. Additional information can be found at [www.compliancenetWORKS.com](http://www.compliancenetWORKS.com).