



# TPM Retail v4 Roadmap

2019 AFS USER CONFERENCE

*“Enhancing the Value of Today’s Consumer Goods Manufacturers and Distributors Through Advanced Analytics - WiiFM”*



# Speaker Introduction



Harry Ferrante, Sr. Business Consultant

- Harry has more than 20 years of experience in finance and IT roles for mid-sized consumer products corporations.
- Instrumental in implementing over 50 successful TPM Retail implementations
- Has astute understanding of business operations and performance drivers across technology and management lines for all functional areas.

# We're listening... You asked, we delivered!

## Highlights of delivered functionality in 2018

- Report Scheduler
- Indirect sales and budget objectives
- In-direct forecast generator
- Improvements to spend liability reporting (true roll forward)
- Enhanced open deductions export for Acosta integration
- Cascading promotion edits for promo type, rebate type, rebate level, fund
- Net sales (RPU) targets by customer / product
- Net sales (RPU) measures for forecast spend and Spend LE by customer / product and for each rebate
- Ability to import sales objectives and forecast in equivalent units
- Waterfall pricing tab on each promotion
- Deduction auto clearing feature
- Syndicated data import from T-Pro updates actual scan
- Integration to / from Trade Optimization application
- Ability to maintain multiple versions of budget objectives
- Saved Search Criteria in Promotions
- Add forecast trend and forecast snap shot measures to forecast management screen

# Before we discuss upcoming road map

- AFS encourages customer participation and feedback.
  - Enter suggested items in the ideas space
  - Request a meeting with AFS TPM Product Manager to discuss specific concerns
  - Ask questions in regards to upcoming roadmap items to insure that your specific requirements are understood
  - Raise your concerns during the peer to peer session
  - Email AFS TPM Product Manager with any pain points your organization is experiencing
  - Consider SVA (Strategic Valuation Assessment) for a custom review of your TPM processes.
  
- AFS is your partner for all things TPM!

# Highlights of Functionality to be delivered in 2019

- Desktop icon to replace Internet explorer
- Back fill actual scan quantity on rebate using cleared deduction amounts
- Deploy new modern look and feel throughout the application
- Enhanced promotion calendars
- Add columns to spend summary drill down
- Updated landing page / dash board.
- Enhance on line messaging (promo and payment alerts)
- Create ability to support rebate tiers by DU, EU and dollars
- Ability to add notes to forecast entries
- Functional requests raised at AFS user conference (TBD)

# THANK YOU!

## Q & A

**Next Session:** AI and G2 - The future is coming, McArthur 7



Microsoft



ZEBRA

Honeywell