



AUTOMATED SUPPLIER INCENTIVE MANAGER

With McLane's new Automated Supplier Incentive Manager, grocery retailers can have confidence that each store will meet the product compliance rules established by the supplier, ensuring that they receive valuable incentive dollars. When retailers join the program, McLane analyzes their weekly orders by store. If adjustments are needed, we make them automatically to ensure the supplier's minimum requirements are met. Plus, a report is generated (which can be sent to the manufacturer), providing an audit trail of any order adjustments and proving compliance was met—and guaranteeing your check is on the way.

Part of the McLane Premium Order Management Suite, the Automated Supplier Incentive Manager can help retailers of any size to generate significant incentives from their suppliers. In just the first year of the program, several of our customers are expected to receive over \$1 million in incentive money from a leading supplier, just for meeting weekly order targets.*

Key advantages

- Automate the review of every store's order, no matter how many you place weekly
- Ensure target amounts are met by each store
- Make on-demand reports accessible from headquarters to see what has occurred at the store and provide proof that incentive goals have been met

McLANE COMPANY VENDOR LOYALTY REPORT														
SACorp	10472	CORPORATION T		Date	Oct 1, 2008									
Group	232 @ NC	232 CORPORATION T		Time	11:20:27 AM									
Vendor	421	VENDOR 4		Report ID	MCLOE14									
Cust CBR	11430449	CUSTOMER B #563												
	9/27/08	9/20/08	9/13/08	9/6/08	8/30/08	8/23/08	8/16/08	8/9/08	8/2/08	7/26/08	7/19/08	7/12/08	7/5/08	
Item:	64123													
Description:	Prod. CE													
Initial Order	6	9	4	5	5	11	6	0	6	8	5	8	6	
Adjusted Order	6	9	4	5	5	11	6	3	6	8	5	8	6	
Item:	64143													
Description:	Prod. CL													
Initial Order	13	30	32	25	24	21	35	4	30	40	32	15	6	
Adjusted Order	13	30	32	25	24	21	35	15	30	40	32	15	25	
Item:	64724													
Description:	Prod. CL													
Initial Order	9	5	3	6	8	7	2	0	8	10	4	3	6	
Adjusted Order	9	5	3	6	8	7	2	4	8	10	4	3	6	
Item:	605352													
Description:	Prod. CX													
Initial Order	5	6	7	6	6	7	0	0	7	7	3	6	6	
Adjusted Order	5	6	7	6	6	7	0	4	7	7	3	6	6	
Item:	712753													
Description:	Prod. CY													
Initial Order	2	2	2	3	2	2	2	1	2	3	1	2	1	
Adjusted Order	2	2	2	3	2	2	2	1	2	3	1	2	1	

Weekly reports highlight items that need quantity adjustments to ensure compliance.