

# I AM NCR POWER HQ BILLBACK MANAGER

Retail and Distribution Industries



## Are you making the most of your vendor funding?

Retailers have a lot on the line when it comes to properly managing vendor or broker programs. To earn the funds, retailers typically must provide proof of compliance with discounted prices, product placement and sales movement. Without this information, the money is lost. What's more, vendor promotional budgets have increased between 11 and 14 percent annually over the last decade. This means there's even more money to be made, or lost, depending on how well these programs are managed.

That's why you need NCR HQ Billback Manager. Part of the NCR Power HQ product suite, Billback Manager is designed exclusively to help retailers track all of their promotional agreements with vendors.

The solution simplifies the entire process, from setting up the initial program to collecting and tracking performance, proving compliance and ultimately invoicing brokers or manufacturers. With Billback Manager, not only can you make sure you are collecting all of your monies due, but you can collect faster than ever before. This means higher profit margins and enhanced cash flow with every promotion.

### Promoting profits and cash flow

Research shows nearly two-thirds of retailers aren't collecting their fair share of promotional monies due from manufacturers and vendors. Why does this money so often go uncollected?

For more information,  
visit [www.ncr.com](http://www.ncr.com), or email [retail@ncr.com](mailto:retail@ncr.com).



# Why NCR?

NCR Corporation (NYSE: NCR) is the global leader in consumer transaction technologies, turning everyday interactions with businesses into exceptional experiences. With its software, hardware, and portfolio of services, NCR enables more than 485 million transactions daily across retail, financial, travel, hospitality, telecom and technology, and small business. NCR solutions run the everyday transactions that make your life easier.

NCR is headquartered in Duluth, Georgia with approximately 29,000 employees and does business in 180 countries. NCR is a trademark of NCR Corporation in the United States and other countries.

Because not only can it be cumbersome to collect and track program performance, but retailers often don't have systems in place to bill vendors. This means a lot of manual labor involved with collections, and since many programs are complicated, it's very common that something is missed. Plus, while some retail systems can track deals based on item movement, many retailers don't have systems such as Billback Manager that can account for vendor lump-sum programs such as slotting fees, display allowances or ad placement.

NCR HQ Billback Manager provides a simple interface that allows retailers to enter agreement details at any time during the promotion's lifecycle. Reoccurring agreements can be cloned for faster data entry, and vendors can be billed regularly throughout the deal—not only when the deal ends.

Billback Manager operates like an accounts receivable system specifically designed for invoicing vendor-driven promotions. Managers can access a wide range of preconfigured reports that flag overdue invoices, show receipt of payments, and much more. Invoicing details can even be exported to an external accounting system for improved tracking. This means you can put more money in your pockets from vendor promotions than ever before. And that's the bottom line.

## Complimentary Products

- NCR Power HQ
- NCR Power HQ Vendor Portal
- NCR Power HQ Category Analyzer

## Product highlights

- Promotional agreements can be entered at any time during the deal lifecycle
- Reoccurring agreements can be cloned for ease of data entry
- Invoices can be generated at any level of detail (by item, by store, or overall) and can be exported to external G/L or A/R accounting systems
- Invoices can be printed or emailed, along with proof of performance documents
- Long-running agreements can be invoiced at regular intervals so that money can be collected throughout the deal versus only at the end
- Easily manage vendors who pre-pay promotional monies, as well as track promotions that accrue for future use
- Full-featured accounts receivable functions and reporting including aging reports, outstanding invoices reports, vendor statements and more

NCR continually improves products as new technologies and components become available. NCR, therefore, reserves the right to change specifications without prior notice.

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