

DISCOVER HIDDEN DOLLARS

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The world of retail is very dynamic. Retailers have a complex “purchase to procure to pay” cycle. They frequently deal with multiple price changes, promotional deals and seasonal discounts. Retailers



tend to overpay their vendors unconsciously, often due to a lack of inter-departmental communications, systematic & human errors. Experts estimate retailers lose \$1 Million for every \$1 Billion in Sales. Recovering this money usually involves large amounts of manual effort and high costs to go through emails, audits, systems etc.

Increasing profit margin and cash flows are top priorities of Merchandise Managers in a retail organization. After an intense negotiation, buyers may be able to get new price deal. But this is of no value if the new discounted price is not considered while making payment. Large retailers deals with thousands of vendors, multi-million SKUs (Stock Keeping Units), and multiple promotions on these SKUs. It is very complex process and involves many stakeholders

including buyers, merchandise managers, category managers, retail analysts, store managers etc. It is very likely that there will be lot deals made with vendors would not go through while payments issued. Identifying these overpayments manually is expensive, time-consuming and inefficient.

Discover Dollar, a startup based out of Bangalore has come up with a technology solution as an alternative to this extremely intensive manual reconciliation. Our solution helps buyers/merchandise managers and AP Managers to identify these overpayments and leakages in real-time and resolve them quickly. Even better, we help them to ensure such losses are avoided in future by increasing profitability and cash flow.

How do we do this? Our solution has powerful algorithms which automatically scan through all deals (largely in unstructured form as emails and contracts) and verify against actual transactions and notify the buyer whenever potential overpayment is identified. Our solution is powered by SAP’s in-memory technology platform SAP HANA. Compared to traditional recovery services, we can achieve a 30% higher over-payment recovery. Equally important, it ensures cordial vendor relations, which is absolutely essential for sustainable business between the retailer and its vendors.

Discover Dollar is a member of the SAP Startup Accelerator Program, which helps startups with powerful ideas to build solutions which can help to solve problems of enterprises. The program also provides technical and Go-to-Market support to the startups.

Discover Dollar leverages the technological advantages of Big-data & In-memory technology. It particularly uses SAP HANA's powerful Text Analysis Engine for navigating through and processing unstructured data like emails, contracts etc. and applying complex logic for notifications and follow-up actions. Our solution was awarded as "Top 5 Most Innovative Solution" by SAP Startup Awards out of 1300+ startups across the globe. Even SAP Value Engineering team has evaluated us as "High Value" solution. We have been appreciated by many large retailers

The future direction is very clear. Discover Dollar is committed to help the clients in more ways to increase efficiency and profitability. In future we will help Retailers by notifying about potential overpayment even before it happens. More importantly we are working on a next-gen solution which identifies all available opportunities and suggests price cuts and promotional deals to help buyers make optimal buying decisions using Predictive analytics.

About Author: Subrahmanya Rao is the Founder of Discover Dollar Technologies Pvt Ltd. He comes with vast experience in retail domain helping world's largest retailers to recover millions of dollars.