

# AP PROFIT RECOVERY

## PRGX Case Study: Fortune 100 Manufacturer

### PROJECT SCENARIO

- ◆ Began with AP Profit Recovery for U.S.
- ◆ Expanded AP scope to other regions
- ◆ 120-day rolling audit period

### KEY PROJECTS GAPS IDENTIFIED

- ◆ Non-compliance in managing retroactive pricing
- ◆ Significant issues uncovered in ERS process
- ◆ Issues surrounding return goods procedures and processing
- ◆ Mis-management of volume rebate and allowance programs

### OTHER RESULTS

- ◆ Expanded to Contract Compliance audits
- ◆ Managing client's retroactive pricing programs

Recovery Savings  
Realized Most  
Recent Audit

>\$12M

Total Recovery  
Savings  
Realized To Date

>\$110M