

# 50+ MOST COMMON PRICE LEAKS™

AUDIT ACROSS MULTIPLE BUSINESS FUNCTIONS



## PRICING

Price Selection Process & System Logic	Price Increase Management	Part # Match
Minimum Order Quantity	Currency Selection	Unit of Measure
Price Authority	Rush Order Fees	Weekend/Holiday Fees
Storage Fees	Design/Pre-Press Fees	Currency Exchange



## FREIGHT

Freight Selection Process	Freight Terms	Freight Invoicing
Freight Expedite Charges	Systems Logic & Accuracy	Selection of Type (LTL vs FedEx)
Accuracy of Freight Determination	Below MOQ Freight Charges	Minimum Freight Charge
Override Terms Abuse/Authority	Freight Allowances	Freight Recalculation
Invoice Match to Target Freight	Calculation Issues	Freight Fuel Surcharge



## REBATES

Rebate Structure	Rebate Ownership	Rebate Calculation
Rebate Audit	Rebate Control	



## PAYMENT TERMS

Terms' Clarity/Complexity	Terms' Authority/Control	Terms' Audit
Grace Period Allowances	Unearned Discounts	



## SAMPLES

Sample Policy	Sample Abuse	Charged Samples Invoicing
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## RETURNS (QUALITY OR RESTOCKING)

Return Policy	Return Abuse	Return Validation
Return Credit	Restocking Fees	



## SYSTEMS AUDIT

Contract Audit	Labor Cost Accuracy	Invoicing Audit
Overshipments	Price Rounding	Customer File Integrity
Master vs. Related Accounts	Customer Classifications	Conflicting Terms of Sales