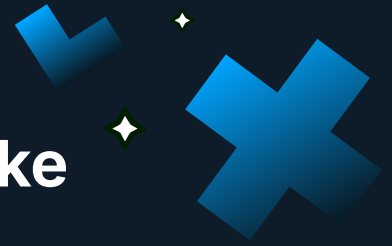


How a CPG Leader Transformed Deduction Recovery with SupplyPike



This major CPG supplier was losing valuable time and money to a broken deductions process. From hidden carrier issues to resource constraints and unclear settlement offers, their team needed more than recovery—they needed clarity, automation, and support. With SupplyPike, they not only recovered revenue but built a stronger, more scalable operation.

Get Paid



\$3.14M
Disputed



\$1.91M
Settled



2.91X
ROI

Without SupplyPike

Challenges



Bad Carrier Docs

A carrier required to upload PODs submitted over 350 blank ones without the supplier's knowledge, likely leading to many denied disputes.



High Write-Offs for Small Deductions

With limited internal resources, the supplier had to write off all deductions under \$200, costing them an estimated \$677K per year in that threshold alone.



Confusing Settlement Offers

Walmart issued multiple complex, hybrid settlement offers that were difficult to evaluate and navigate.



Hidden Item Setup Issues

A product setup error was creating mismatched inventory counts, leading to avoidable deductions.

With SupplyPike

Solutions



Caught the Carrier Issue

SupplyPike's tech identified the blank POD pattern, and our team provided a full list of affected PO's so the supplier could hold their carrier accountable.



Unlocked Small-Dollar Disputes at Scale

Using automation, the supplier was able to dispute all deductions under \$200 and beyond—transforming what was once a cost center into reclaimed revenue.



Support Through Settlement Negotiations

With SupplyPike's data, this supplier maximized recovery during negotiations while continuing to get approvals on disputes—maximizing total recovery and speeding up time to cash.



Resolved Item Setup Issues

SupplyPike uncovered and diagnosed the root cause behind the inventory discrepancy and helped the team correct it quickly.

Get Better

Start your team's "Get paid. Get better." journey today with a free audit to see what's possible with SupplyPike.