

CASE STUDY: Audit Recovery for Leading Nationwide Retailer

Key audit recovery of \$3.3 Million for Fortune 100 Retail Corporation.

SITUATION

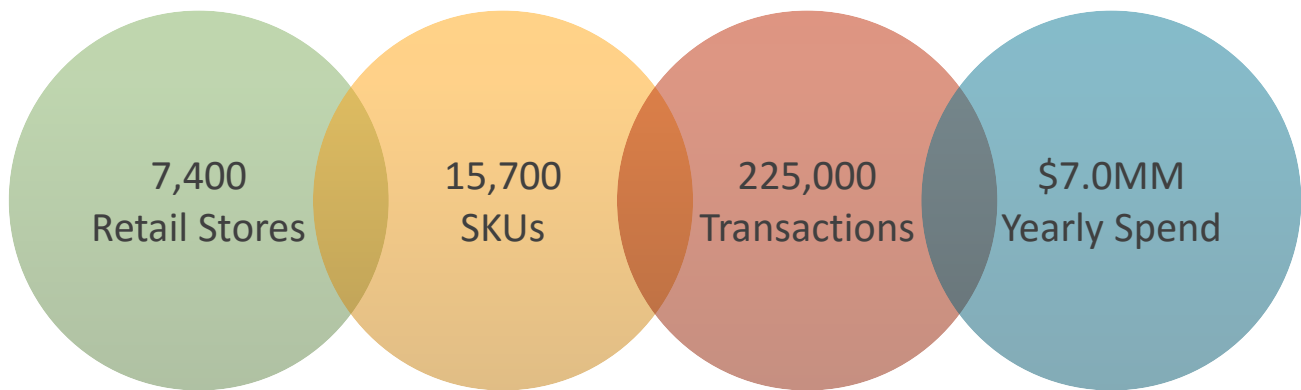
Our client is in a long-term relationship with an indirect commodity distributor; with various agreements over several spend categories. They have generated RFPs and renewed contracts but were not aware of several key pricing clauses that adversely affected their agreements and were the root cause for contract compliance issues. The client had not conducted a comprehensive audit of the agreements.

SOLUTION

Dryden was engaged to perform a 100% audit on the entire spend category that spanned two agreements and three years worth of spend data.

Key Factors

1. Multiple years of transactions
2. Multiple agreements
3. Heavy SKU count



SCOPE OF SERVICES

Audit

1. Compare agreement pricing vs. client pricing per SKU
2. Collect reimbursement from supplier for any overcharges
3. Complete 26 month transactional audit
4. Evaluated KPIs and metrics

Benchmark

1. Apples-to-Apples Benchmark/Baseline the entire program
2. Detailed Savings Analysis
3. Improve program architecture

SUCCESS

- ✓ \$3.3 Million recovered from overcharged items
- ✓ Corrected nebulous Terms & Conditions and improved program
- ✓ Improved metrics and KPI's
- ✓ Conferred full Audit Rights

