

# High Invoice Price Adjustments



## ? Situation

Your data has identified an opportunity that contains Invoice Price Adjustments which are either positive or negative, so what do you do next? In Profit Advisor, Invoice Price Adjustments generally represent a cost or charge that may have been provided by your company or calculated as the difference to the Invoice Price Price Point. In either case, they represent an adjustment to the Invoice Price.

The fields in your data used to calculate certain adjustments will be very specific to your business. The data that makes up the adjustment could be from one field, the combination of several fields, or you might have left this adjustment field blank, in which case, Vendavo Profit Advisor does the calculation.

## ✓ Recommendation

The conditions described below describe the source of the underlying data and possible actions that you should explore.

Condition	Action
One field from your company's internal systems was used to calculate the adjustment	<ul style="list-style-type: none"><li><input type="checkbox"/> Locate the underlying field</li><li><input type="checkbox"/> Consider relabeling the field in future data loads</li><li><input type="checkbox"/> Decide on an action to take on this particular policy shortfall<ul style="list-style-type: none"><li><input type="checkbox"/> If it's a surcharge, consider if the charge was charged at the correct levels given the Customer's Classification, etc.</li><li><input type="checkbox"/> If it's a cost, consider raising price or a matching charge to increase recovery</li></ul></li></ul>
More than one field from your company's internal systems was used to calculate the adjustment	<ul style="list-style-type: none"><li><input type="checkbox"/> Locate the fields that make up the adjustment</li><li><input type="checkbox"/> Consider relabeling the field in future data loads</li><li><input type="checkbox"/> Decide on an action to take on this particular policy shortfall<ul style="list-style-type: none"><li><input type="checkbox"/> If it's a surcharge, consider if the charge was charged at the correct levels given the Customer's Classification, etc.</li><li><input type="checkbox"/> If it's a cost, consider raising price or a matching charge to increase recovery</li></ul></li></ul>
No fields from your company's internal systems were supplied, and the adjustment was calculated by Vendavo Profit Advisor	<ul style="list-style-type: none"><li><input type="checkbox"/> Evaluate the size and nature of the calculated adjustment</li><li><input type="checkbox"/> Decide on an action to take on this particular policy shortfall<ul style="list-style-type: none"><li><input type="checkbox"/> If it's a surcharge, consider if the charge was charged at the correct levels given the Customer's Classification, etc.</li><li><input type="checkbox"/> If it's a cost, consider raising price or a matching charge to increase recovery</li></ul></li><li><input type="checkbox"/> Decide if it makes sense to enhance or adjust the underlying data in future data loads</li></ul>