

Trade System Health Check

YES NO

1

Have you overspent your trade budget?

2

Do customers require more in trade deals every year without delivering incremental volume?

3

Are you unable to gain the trade efficiency requested by executive leadership because of poor trade data visibility?

4

Are you paying twice (aka: double dips) or generally overpaying due to poor support documentation from customers?

5

Is your deduction balance and days outstanding increasing at an alarming rate?

6

Do you have the line of sight you need to indirect volume?

7

Have you experienced user adoption issues with your current solution?

If you answered YES to any of the questions, there's a good chance that your business needs to consider a modern TPM solution.

Optimal performance and process can only be realized with a vendor partner that invests in ongoing application enhancements and educates you, the customer, on trade strategy and process best practices.

Blacksmith Applications offers trade solutions that **improve processes, reduce task-time, prevent errors** and **enable more profitable business decisions** with our reporting and analytics functionality. We serve medium & large enterprises and implementation **ROI ranges from 7% - 17%**. Teams save weeks (if not months) on administrative tasks with Blacksmith trade applications in place.

Solutions for Every Promotion

CORPORATE
BUYING GROUP
DISTRIBUTOR
RETAILER
WHOLESALE

MARKETING
GPO
NATIONAL
ACCOUNT
OPERATOR

SCHOOL BID AND
BROKER
PROGRAMS/ACCRUALS

Programs can be paid off invoice or settled via check or credit.

Solutions for Every Channel

RETAIL
FOODSERVICE
IN-STORE DELI

PERIMETER
C-STORE
INSTITUTIONAL

EXPORT
CLUB
MASS MERCH

Customer Testimonials

See how Simplot identified more than **\$4M in annual savings** with Blacksmith

[**Find Out More** ›](#)

Find out how Bagcraft identified **\$300,000 of savings** in just 6 months with Blacksmith

[**See How** ›](#)

We look forward to continuing the conversation.

Reach out to a trade spend expert at

hello@blacksmithapplications.com to get started.

[**Upgrade your TPM Solution
and Pass the Health Check** ›](#)