Supplier terms reconciled — 314 lines to recover

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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€61,400 earned over 12 months · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **A rebate tier is the volume threshold above which a lower price applies as of right.** The reconciliation rebuilds, for every order line, **the term actually in force on the day of the order**, as it appears in your own contracts.

What was read

Source	Volume	What is drawn from it
Framework contracts in the document store	**118**	Prices, tiers and their base, validity period
Price lists	**96**	Unit prices per part and per period
Amendments	**61**	Changes to price, scope and term
Invoiced order lines, 12 months	**4,200**	Price actually paid, date, cumulative volume

The result of the reconciliation

Situation	Lines	Amount	Cause
Tier reached, list price applied	**314**	**€61,400 in your favour**	**Tier computed on cumulative annual volume, never cumulated**
of which a single supplier	141	**€38,200**	Annual base, orders spread across 4 sites
Price applied below the contract term	27	€4,100 in the supplier's favour	Price-list entry error, reported as well
Concentration of the gap	**9 suppliers of 143**	**82 % of the amount**	**Nine conversations to hold, not a hundred and forty-three**

The 27 lines paid below contract price are reported on exactly the same footing as the other 314. A reconciliation that shows only what suits the buyer does not survive three minutes in front of a supplier; this one goes on the table whole, and that is what makes it stick.

What is ready to sign

Document	Number	Content
Recovery letters	**9**	Table of lines, contract clause, amount claimed
Price-list renewal requests	**23**	Scope, annual volumes, expiry date
of which lists in the current plan	**7**	**€81,000 of increase avoided over the quarter**

> **Reconciling terms moves from 35 % to 6 % of the exercise.** It then runs continuously: every new order is checked against the term in force at the moment it is issued.

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Letters procurement wishes to send first: _____

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