



Commercial manual effectively bridges the gap between finance department and sales department by providing a common understanding for pricing, gross margins, terms of business, commercial schedules, sales compliance, reporting and commercial compliance of orders / contracts.

SIIPL ERRC provides industry standard templates and practices to help organizations build and deploy commercial manuals. The typical scope and coverage will vary depending on the nature of business – however common areas include revenue recognition, billing, receivables and sales compliance.

<p>Customer need</p>	<p>As organizations grow, the commercial practices are often difficult to standardize across different operations and this can result in several process and communication gaps. Deployment of a commercial manual provides the stakeholders at corporate and subsidiary / branch / franchisee operations with a common schedule and method of managing commercial practices.</p> <p>Special emphasis is given to areas like margins, pricing, discount, compliance and contract management which are typical process gaps for growing organizations.</p>
<p>How SIIPL ERRC can help</p>	<p>SIIPL ERRC has ready to use Commercial manual frame work which can be customized to your organization. SIIPL ERRC will interact with your finance team and help build/modify your Commercial manual.</p> <p>Customization is done as per business needs for areas like credit and discount policies, collections, bad debt provisions, write offs, sales and contract compliance etc.</p>
<p>Scope and Deliverables</p>	<p>Order type analysis of PO sizes of the orders to see the variability in sales</p> <p>Analysis of terms of business</p> <p>Commercial Manual</p>
<p>Customer responsibility</p>	<p>Access to decision makers and auditors for clarification</p> <p>Inputs on existing credit, pricing and discount policy</p> <p>Input on the PO sizes for different products / services</p> <p>Access to commercial systems and records for validation of policies used</p>
<p>Engagement approach</p>	<p>SIIPL ERRC uses a combination of a data gathering exercise followed by documentation and review to create the commercial manual and post the final review with management, sales team and / or auditors, releases the same as per organization documentation formats.</p> <p>SIIPL ERRC does the basic document creation if required or simply does the review of the document thereby offering the customer a choice of price points for the effort. The model provides for upto 2 reviews for the effort. Normal implementation can take upto 5-6 days over 2 weeks.</p>
<p>Special Services* (Optional)</p>	<p>Pricing framework</p> <p>Costing framework</p>

	Sales compliance audit
Service Reference	SI IPL-ERRC- CMAN-2009-08
Pricing	On request
Additional information	For a complete range of SI IPL ERRC Services, please visit www.siiplconsulting.com/ERRC or email us at errc@siiplconsulting.com

*Offered through our Specialist Services Partners

About Strategic Interventions India Private Limited

Strategic Interventions India Private Limited (SI IPL) is a business and operations advisory firm that is positioned as an organizational catalyst. Incorporated in 2003, it has worked with more than 50 customers from India, US and Singapore on various business, functional and domain aspects in select industry verticals such as manufacturing, healthcare, financial services, ICT & Education, Infrastructure and Retail.

SI IPL specializes in offering growth and change management consulting through its business life cycle services, functional problem solving through functional life cycle services, business transformation and outsourcing through its business transformation services and offers Executive coaching services through its Executive focus services as well. SI IPL projects typically span 6-36 months with clearly laid out milestones and deliverables. All SI IPL engagements involve ongoing knowledge transfer and training to maximize benefit to customers.

About SI IPL-ERRC

SI IPL ERRC is a special business value initiative primarily aimed at MSME (Micro, Small and Medium enterprises) with a comprehensive range of rapid deployment services that are offered through a combination of inbound (at SI IPL office) and outbound (at customer location) to suit short to mid term needs of such enterprises.

Key service groups offered by ERRC include Consulting, Training, Sourcing, Research, Mentoring and Financial advisory. All the services are paid services and are competitively priced and very affordable. SI IPL ERRC also offers an on-demand model that is uniquely suited to MSME needs for very short term needs (typically less than 1 week) using a DIY approach that combines powerful learning tools and an offline support process to keep costs low for MSME companies.

SI IPL ERRC uses a unique Workshop + Workout method which uses small focus groups of decision makers to put the plan together. SI IPL ERRC has its internal desk research capability that is used to pull together basic secondary research data for the plan. SI IPL ERRC has a team of senior functional / subject matter specialists who can be called in for short consultations (telephonic and face to face) during the process to resolve any knowledge gaps. The unique model helps keep costs low for the entrepreneur / organization and also helps build their skills using DIY (do it yourself) techniques for real time knowledge transfer during the consultative process.

<p>strategicinterventions India Private Limited #2, 2nd Floor, RR Chambers, 11th Main, Vasant Nagar, Off Millers Road Bangalore – 560052 Ph. +91-80-22202131/32 Fax. +91-80-22202134</p>	<p>URL: www.siiplconsulting.com Email: errc@siiplconsulting.com ERRC direct line: +91-80-41148279</p>
---	--