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The TPM Business case is highly compelling

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Lower implementation costs	-	75% lower (than benchmark)
Shorter implementation time	-	6 months (benchmark: 18 months)
Higher Trade ROI + reduction in forward buying	-	2-3% bottom line improvement
Less out of stock (better forecasts)	-	65% improved accuracy
Manhour-impact / Operational efficiency	-	1 minute per promotion (Benchmark: 4,5 hours)
Lower working capital	-	- 20%
Lower risk	-	80% reduction in credit notes

Total and direct annual benefit
for a €500M FMCG business:

€10 – 15 Million

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