

# WHEN BAD DATA HAPPENS TO GOOD RETAILERS


THE SWEEPING IMPACT OF SALES AUDIT, BROUGHT TO LIFE IN JUST ONE TRANSACTION



Each customer transaction is full of opportunities for mistakes to happen, from invalid data to associate overrides and errors to integration challenges.

**UNLESS EVERY SINGLE TRANSACTION IS CAREFULLY AUDITED**, bad data can quickly infiltrate every corner of the retail enterprise.

**LOOK AT ALL THE MISTAKES**—without an effective Sales Audit solution—that can be forwarded to enterprise databases from just one customer receipt...




**ACME FASHIONS**  
DRESS WELL. LIVE WELL

Store# 35  
440 Oxford Street  
London W1A 1AB, UK  
VAT# GB 707 3260 51

**Sales Voucher**

Customer: Olivia Burton (#A4877325)

**Click & Collect**



4 4 1 8 0 2 0 1 0 0 0 2 0 1 2 3 0 0 3

Order Ref# 4418020100020123003  
Olivia Burton OliviaBurton@gmail.com 020 7222 4555

**Pickup Location\***  
London - Regent Street 4418  
100 Regent Street  
GBR W1B 5RT

\*Please wait for pickup notification, as some items may have come from other locations.

Salesperson: Arianna #6384

<b>Plaid Drop Shoulder Jacket</b> 33487600	£140.00
20% Outerwear Promo	-£28.00
New Price	£112.00

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**Carryout**

<b>Colourblock Boat Neck Jumper</b> 33487600	£120.00
20% Loyalty Reward	-£24.00
New Price	£96.00
<b>Thermal Lined Solid Joggers</b> 95477673	£90.00
<b>Thermal Lined Solid Joggers</b> 95477673	£90.00
<b>VOID Thermal Lined Solid Joggers</b> 95477673	£90.00
<b>Slip-on Rain Boots</b> 54869822	£40.00
<b>RETURN Drawstring Hoodie</b> 82164498	£55.00

<b>Subtotal</b>	£283.00
<b>Total</b>	£283.00
Gift Card	£25.00
Cash	£100.00
VISA Debit Card: **** * 8668 Auth: 005827	£158.00

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**You Saved £52.00**

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Trans# 73441	Date: 27/01/23
Cashier: 68221	Time: 17:37

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**FINANCE**  
User-defined tax rules ensure accurate tax reporting to local, regional and national tax authorities.

**CRM**  
Tracking all customer IDs eliminates erroneous offers, inaccurate loyalty status and missed opportunities.

**OMNICHANNEL OPERATIONS**  
Order tracking errors lead to customer service, inventory and financial reconciliation issues.

**ORDER MANAGEMENT SYSTEMS**  
Store number audits ensure that financial credit is applied to each location on an omnichannel order.

**PAYROLL**  
Erroneous salesperson IDs lead to under- or overpayment of SPIFFs and commissions.

**MERCHANDISING**  
Invalid SKUs lead to untraceable sales, inaccurate inventory, misplaced allocation and expensive replenishment mistakes.

**LOSS PREVENTION**  
Excessive returns to both employees and customers create reporting errors and increase shrink.

**LOSS PREVENTION**  
Excessive voids indicate possible suspicious activity and add to shrink.

**FINANCIALS**  
Media reconciliation tracks all cash to reduce shortages (and provide fast ROI).

**CUSTOMER LIABILITY**  
Gift card & voucher validation ensures proper redemption, accounting and financial reporting.

**STORE OPERATIONS**  
Discount monitoring identifies excessive discounts to reduce losses due to fraud.

**LOSS PREVENTION**  
Monitoring card transactions flags suspicious activities to reduce theft and minimise fraud.

**FINANCE & STORE OPERATIONS**  
Inaccurate transaction details lead to erroneous flash sales, merchandising and store inventory reporting.

Imagine the impact on critical business decisions if just **ONE UNAUDITED TRANSACTION per channel, per register, per store, per day** makes its way into enterprise databases.

Now, consider the risks at the scale of your estate.

**BAD DATA - AND BAD DECISIONS - WILL QUICKLY ADD UP.**

## APTOS SALES AUDIT: WHEN GOOD DATA LEADS TO GOOD DECISIONS



Turn all your transaction data into accurate, actionable and trusted insights



Audit by exception to minimise resources required to verify, correct and process flagged transactions



Receive alerts to properly monitor and ensure all exceptions are flagged and followed-up promptly



Integrate new channels, experiences and payment methods quickly to keep accurate data flowing

**FIND OUT MORE**

**aptos**