A Strategy to Reduce Post-Audit Deductions

By: Shyarsh Desai, Chief Executive Officer, Carixa

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Post-audit deductions are the missed discounts, trade deals, double payments, and incorrect pricing that contingency (commission) post-auditors discover when they review old payment transactions. Post Audits are a multi-billion-dollar business, and manufacturers pay this tab.

Audits are frequently up to three years old, so your records may not be easily accessible, and a post-audit claim may consist of 100 or more line items, individually small but adding up to a large amount of money. Because of the large number of line items and their age, they frequently end up as write-offs because the manufacturer has neither the software nor the staff to address them.

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About the Author

As the CEO of Carixa's order-to-cash cloud technology business since 2021, Shyarsh is focused on scaling the business by deeply understanding client needs, growing the team and making smart investments in technology to back it all up. From 2012 to 2019, he was CEO of Credit2B, which was a leader in B2B credit decision automation until its sale to Billtrust, where he served as Group President.

Prior to this, he held management positions at Global Compliance (now Navex) and Dun and Bradstreet where he focused on strategy, growth and business development. In his early career, he worked at IBM in multiple roles across the enterprise, including leading key solutions for IBM in the financial services vertical and later in corporate development. Shyarsh has degrees from the University of Bombay and an MBA from Kellogg School of Management at Northwestern University.