TreeAMS

Revenue Protection

Catch **Under-Ordering, Over-Ordering & Late Payments** Before They Cost You

TreeAMS connects purchase orders, POS revenue, invoices and payment status into a single intelligence layer, giving franchise managers the visibility to act weeks ahead of problems.

Company Overview

DIY SUPPLY RETAIL	20+	6	17
Industry	Corp Outlets	Franchisees	Outlets

1 The Challenge

The Franchisor has 20 Corporate owned outlets in Malaysia and 17 Franchisee outlets. There is some concern about possible leakages in terms of overall Sales reported and products ordered from HQ by both Corporate owned and Franchisee outlets.

Quarterly sale reviews revealed that there were franchisee owned stores with evidently increased sales revenue but no corresponding increase in product orders. Likewise, there were stores whose orders far exceeded what was projected which could lead to an overstocked situation or even mean additional sales flowing through parallel channels, which could hurt overall global retail.

This case study explores how TreeAMS helps Business owners manage Product Orders to offer real time solutions before Product Management issues hit the bottom lines of businesses.

2 The Solution

By integrating POS feeds, accounting records, and in-system product data, TreeAMS produced Product Optimisation Dashboards that quickly surfaced critical risk alerts.

Data Streams that became connected:

- Purchase order data
- POS/revenue feeds
- Invoice & payment status

Real time Information Gained:

- Alignment of Product Orders
- RAG alerts for Real time Risk Management
- Optimisation of Franchisee Operations

Product Management Optimisation Dashboard

$1.24M
Franchisee sales MTD
vs $1.18M forecast

+$38K
Orders vs expected COGS
System-wide overorder signal

$85,600
Total payment arrears
4 franchisees in arrears

2
Dual-risk franchisees
Order anomaly + payment overdue

3 Franchise Scorecard Order vs Revenue vs Payment

Franchisee	Sales $	Exp. COGS	Ordered	Variance	Arrears	Order	Payment
Chen Group (3 outlets)	$124K	$37K	$38K	+2.7%	$0	Green	Clear
Patel F&B (2 outlets)	$88K	$26K	$25K	-3.8%	$0	Green	Clear
Tan Ventures (4 outlets)	$196K	$59K	$69K	+16.9%	$8,900	Amber	Overdue
Lim Holdings (5 outlets)	$241K	$72K	$102K	+41.7%	$34,100	Red	Arrears
Wong F&B (2 outlets)	$79K	$24K	$13K	-45.8%	$42,600	Red	Arrears
Rajan Ops (3 outlets)	$142K	$43K	$36K	-16.3%	$0	Amber	Clear

4 Priority Actions

Lim Holdings • Critical
Overordering +42% $34K arrears · 41 days

Ordering 42% above revenue-implied COGS across all 5 outlets — with $34K in arrears. Classic stock-hoarding or diversion signal. Recommend immediate account review.

Tan Ventures • Watch
Overordering +17% $8.2K overdue · 12 days

Pattern consistent over 8 weeks. Possible expiry wastage building. Payment overdue but not yet critical — monitor closely.

Wong F&B • Critical
Underordering -46% $22.6K arrears · 28 days

Reports $79K in sales but orders only $13K vs $24K expected COGS. Revenue-to-order gap points to unauthorised outside sourcing. The Large arrears also indicate serious risk of non-payment.

Payment health · 6 months

On time	58%
1–30 days late	25%
30+ days arrears	17%

5 Business Outcomes

Weeks earlier
Risk detection vs quarterly finance review

100%
Real Time Outlet coverage

$85,600K
Arrears surfaced in one real-time view

READY TO TURN OPERATIONAL DATA INTO DECISIVE ACTION?

See how TreeAMS gives Asia's franchise and multi-outlet brands one real-time view to detect risks and drive better execution.

SCAN HERE
See it live! Connect all your outlets into one Operational Scoreboard