

Opportunity Analysis / Key Questions of an Amazon Vendor's Accounts Receivable process



A Merchant AI White Paper

5 March 2024

www.merchant-ai.com

The following questions are intended to gauge the opportunity and complexity of re-claiming monies owed by Amazon. The answers may vary by marketplace.

1. What is the net contribution after all Amazon deductions as a % of Gross Invoice value?
2. Do we have any un-invoiced Purchase Orders for which Amazon has acknowledged receipts?
3. When, if ever, and up until when, did we last settle all outstanding invoices with Amazon?
4. How much money does Amazon owe that is beyond the Invoice due date and since we last settled?
How many days of sales is this equivalent to?
5. How long would it take to generate an Open Balance Statement for all invoices that Amazon owes us? Does the evidence give us a good negotiating position?
6. Apart from payment terms, what are the main reasons for having open balances and what is stopping us from claiming them?
7. Can our ERP/invoicing system answer the above questions in a timely manner?