



Your trusted partner in Deduction Management and Revenue Recovery since 1984.





About IAB

For over 40 years, IAB Solutions has partnered with leading CPG companies to recover revenue lost to invalid customer deductions. We operate as a seamless extension of your team and customize our approach to align with your company's unique challenges.

Our mission is to complement your team and existing procedures, extend the capabilities of your department, and provide you with valuable insights.

With our contingency-based model, you only pay for results. That means there's no financial risk — only potential gains!



Services

Deductions/Chargebacks

IAB specializes in the research and recovery of deductions and chargebacks. Portfolios can be open or closed and assigned based on factors such as type, age, class of trade, customer, or write-off status.

Closed Deduction Review

IAB reviews claims that have been closed as part of your standard deduction resolution process to reduce revenue leakage.

Shared Services Safety Net

IAB provides an additional layer of assurance for deduction recovery processes managed within shared services centers or outsourced environments. This includes reviewing closed claims to identify missed recovery opportunities and ensure accuracy.

Compliance Fines and Fees

IAB recovers invalid compliance deductions caused by issues like missed deliveries, labeling errors, and packaging violations, while improving processes to prevent future losses.

Unearned Cash Discounts

IAB recovers unearned cash discounts taken by customers outside of your terms of sale. We educate your customers, correct terms discrepancies, and ensure timely payment.

Post Audits

IAB identifies post audits from your customer's internal or third-party auditors, gathers documentation, and connects with the correct representative.

Logistics Deductions

IAB researches and recovers, or resolves claims related to over, short, and damage (OS&D) deductions, as well as shipping compliance fines associated with these claims. We provide detailed root cause reporting to help identify process gaps and support internal improvements.

Trade Related Deductions

IAB improves your profitability by identifying and recovering invalid and excessive trade-related deductions, including those tied to pricing and promotional programs.

Client Testimonials



"They are respectful of customer relationships, professional, flexible and most importantly, successful."

Credit Manager for an International Spice Company



"Partnering with them has been critical to our success. They are attentive to our needs and capabilities and adjust their approach accordingly."

Director, Financial Services for a Fortune 500 Consumer Products Manufacturer



"IAB feels more like an extension of our own company rather than an outsource service."

Cash Application Manager for a Large Distributor of Electrical Parts and Supplies



"They have helped us deliver outstanding results in recent challenging years and have enabled us to serve customers and consumers better than most of our competitors around the world."

Chief Purchasing Officer for Multi-Billion Dollar Manufacturer of Household and Personal Care Products

Ready to recover more revenue? Contact us today!

Contact us to schedule a brief call where we'll learn about your deduction challenges and explore how we can support your team.

If it seems like a good fit, we'll move forward by providing a confidential proposal.



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