

Boost Your Amazon Profit

How to keep the revenue you earned in your pocket

The Problem

\$2.5M

lost to shortages

\$1.5M

lost to chargebacks



A brand with \$50M in COGS (Cost of goods sold) will spend up to \$2.5M in avoidable shortages and \$1.5M in chargebacks.

Today's Response



Amazon Smart Match

Isn't timely and misses many opportunities



File Manually

Most brands can't dispute every fee and must prioritize



Do Nothing

Brands are overworked and can't keep up



The Opportunity

<40%
resolution rate

60%
opportunity

Resolution rates without automation are typically under 40%. That leaves up to 60% in opportunity.

A Better Response



Automation of shortage and chargeback dispute resolution

The Benefits

- ✓ Disputes 100% of shortages
- ✓ Frees time for employees to engage other tasks
- ✓ Higher effective resolution rate
- ✓ Enables root cause analysis to prevent future chargebacks and shortages



Benefits in Action

Fortune 500 Food Company Reclaims Shortage Invoice Losses

\$1.9M

Dollars Reclaimed

1%

Reclaimed COGS

243

Disputes filed in 90 days

48%

Resolution rate, up from <20%

Situation

- \$200M+ volume through Amazon
- Significant erroneous shortage disputes
- Top- and bottom-line results squeezed
- Employees manually tracking POs
- Drains expensive full-time employee hours, distracting from other accounts

CommercelQ in Action

- Automates 100% disputes with fewer resources and eliminates human errors
- Fully compliant with Amazon SOP
- Reinvests or reclaims thousands of employee hours annually
- Projects profitability and margins
- Root cause analysis helps solve and prevent repeat issues

“ Before CommercelQ, I spent 90% of my time just submitting disputes and going over them one-by-one. Now, I only spend a fraction of that time.”

– NAM, major CPG brand



Are you ready to boost your Amazon profit?

Learn more about the cost of avoidable revenue lost to shortages and chargebacks, and how you can keep the money you earn in the eBook "Boosting Profit by Recovering Revenue at Amazon."

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About CommercelQ

CommercelQ is the leading Retail Ecommerce Management Platform, unlocking profitable market share growth for consumer brands through intelligent automation. Its unified platform applies machine learning and automation across marketing, supply chain, and sales operations to help brands boost share-of-voice (SOV), minimize out-of-stock (OOS), and prevent revenue leakage. Nestle, Colgate, Whirlpool, and more than 2,200 consumer goods leaders use CommercelQ as the single source of truth for their retail ecommerce. CommercelQ has raised \$200 million from venture investors including Softbank, Insight Partners, and Madrona Venture Group.

For more information, visit <https://www.commercelq.ai/>