

ShelfSpace

SAVINGS EVALUATION REPORT

Sample Retailer

Sample document — illustrative only

Sample period: trailing 90 days

Generated for prospective client review

TOTAL OPPORTUNITY

Data source: POS exports · 90-day rolling window

We do three things. Here's what you'd make in your first year if you used all three. The first column is our **conservative baseline — that's what we plan around**. The other two are upside as your adoption deepens.

YEAR 1 FINANCIAL IMPACT AT THE CONSERVATIVE SCENARIO

\$149,505

**CONSERVATIVE · OUR
BASELINE**

25% CR · 25% consign · 1% AP

\$149,505

MODERATE

50% CR · 50% consign · 2% AP

\$295,530

BEST CASE

75% CR · 75% consign · 3% AP

\$441,555

1

CREDIT RECOVERY

\$67,750/yr

recurring

2

**CONSIGNMENT WORKING
CAPITAL**

\$54,336

one-time

3

AP MANAGEMENT

\$27,419/yr

recurring

Bottom-Line Impact

What that combined number is worth as a % of your annual revenue.

EBITDA IMPROVEMENT

+22.3%

from 15% to 18.3%

*The Year 1 number adds three things: yearly credit recovery + yearly AP savings + a one-time cash recovery from moving half your inventory to consignment. The yearly stuff repeats every year. The consignment piece is a one-time cash bump. EBITDA math assumes a 15% baseline — typical for cannabis retail. Numbers are before our fees (see pricing page on the back).

[Learn More](#)

1. CREDIT RECOVERY

Two ways we get money back from your vendors. First: every time you sold their product below target margin (sale, discount, slow mover), they help cover the gap. Second: every time their product was returned, expired, or had to be tossed, they cover the cost. Both end up on one monthly credit memo we send to each vendor.

ANNUALIZED CREDIT RECOVERY OPPORTUNITY

\$271,000

CO-MARKETING

7,865 of 20,761 txns (37.9%) closed below your 50% target.

VENDOR	ANNUAL UPSIDE
Vendor A	\$65,364
Vendor B	\$51,210
Vendor C	\$36,931
Vendor D	\$22,721
Vendor E	\$12,312

RETURNS & WASTE

116 return / waste events · \$3,250 cost basis

VENDOR	ANNUAL CREDIT
Vendor C	\$3,425
Vendor A	\$2,882
Vendor B	\$1,851
Vendor D	\$1,338
Vendor F	\$913

25% APPROVAL · BASELINE

\$67,750/yr

50% APPROVAL · MODERATE

\$135,500/yr

75% APPROVAL · BEST CASE

\$203,250/yr

**Vendors don't have to say yes — but they almost always do, because they want to keep their spot on your shelf. Plan 1 is performance-only: no recovery, no fee.*

2. CONSIGNMENT CONVERSION OPPORTUNITY

Right now you've sunk \$217,342 into product sitting on your shelves across 35 vendors you stock today. Consignment flips that — the vendor owns the product until you sell it, so you only pay when it rings up at the register. Convert some of your vendors and the cash you've already spent on their inventory comes back to your bank account.

WORKING CAPITAL TIED UP IN INVENTORY TODAY

\$217,342

CONVERT 25% · BASELINE
of inventory

\$54,336

back to bank

CONVERT 50% · MODERATE
of inventory

\$108,671

back to bank

CONVERT 75% · BEST CASE
of inventory

\$163,007

back to bank

WHERE THE CASH IS CONCENTRATED — YOUR TOP 3 VENDORS BY INVENTORY VALUE

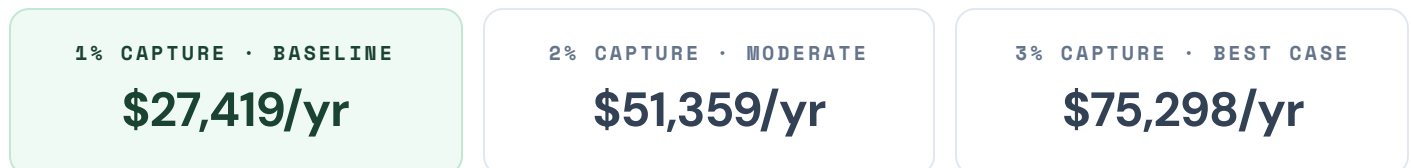
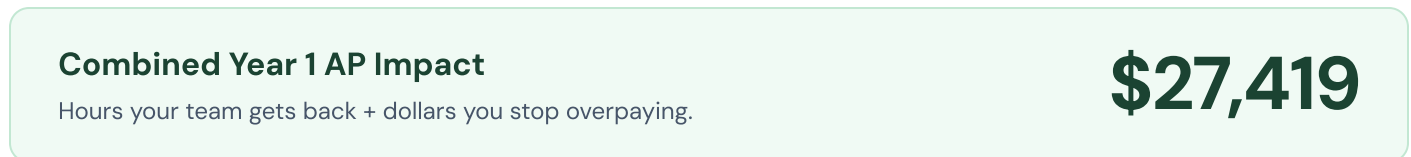
VENDOR	INVENTORY ON HAND	% OF TOTAL	BANK IMPACT
Vendor C	\$45,822	21.1%	\$45,822
Vendor B	\$31,811	14.6%	\$31,811
Vendor F	\$24,525	11.3%	\$24,525
Top 3 combined	\$102,159	47.0%	\$102,159

Your buyer talks to the vendors — those relationships are theirs. We give them the data and the consignment software underneath. We run the weekly math (category splits, aging discounts, returns) so you and the vendor see the same numbers and there's nothing to argue about.

**The cash comes back over your normal restocking cycle (usually 30–60 days) as you stop buying new inventory wholesale and start receiving it on consignment. Some vendors might take their existing inventory back right away, but don't count on it.*

3. ACCOUNTS PAYABLE MANAGEMENT

Right now, every invoice eats your team's time. Open the email, match it to what actually showed up, hunt down the missing manifest, key it into QuickBooks, get it approved, cut the check, answer the vendor's follow-up email a week later. We replace all of that. The invoice gets parsed when it lands. We check it against Metrc line by line. You click approve. We pay. The vendor checks their own portal for status — your team doesn't field the call.



**Hours saved math: \$30/hr AP labor × 10 minutes saved per invoice (industry standard — manual flow vs one-click). Error savings: industry research shows 2-5% of invoice dollars are wrong (pricing errors, quantity errors, items billed but never shipped). Metrc line-by-line catches them. Your buyer still owns vendor relationships — we give them the parsed invoice and the Metrc proof, they have the conversation.*

WHAT WE DO

We do the work. You keep the profits.

ShelfSpace isn't another portal to log into. It isn't another dashboard your team has to learn. We're a small team of humans — armed with strong software and AI — actually doing the work for you. Three big burdens, off your plate:

1 Accounts Payable, off your plate.

We field every vendor invoice. Match it to Metrc. Catch the errors. Cut the check. Answer the vendor follow-up emails. You click approve — that's it. Your AP person stops being a full-time AP person.

2 Credit Recovery, off your plate.

Every month we comb through your sales, returns, expirations, and discount activity. We build a credit memo for each vendor with line-item proof. We send it. We negotiate. Approved credits land back on your books — applied to your next payment if you're on Core AP + Credit Recovery.

3 Consignment, off your plate.

We handle the math, the splits, the aging discounts, the return credits, the weekly check to each vendor. Your buyer talks to vendors; we run the engine. No spreadsheets, no settlement disputes, no wondering if the vendor got paid.

The bottom line:

You make significantly more money. Your team gets their time back. Your books get cleaner. Your vendors get paid on time and stop calling. You get to focus on the parts of your business — and your life — that actually matter to you.

It's a no-brainer.

PRICING & NEXT STEP

We recommend Core AP + Credit Recovery. It's our most popular plan and almost always the best deal. Here's the whole picture:

MOST POPULAR · OUR RECOMMENDATION

YEAR 1 NET BENEFIT

Core AP + Credit Recovery

\$102,567

conservative estimate

\$2,500/mo first location · + 25% of recovered credits

+ \$1,800/mo each additional location

\$149,505 conservative savings – \$46,938 our fees (\$30K/yr subscription + 25% of credits we recover).

- **Accounts Payable, handled.** Vendor inbox with ShelfIQ AI replies, invoice accuracy verified against Metrc and POs, Check 21-compliant digital payments, free vendor portals, real-time QuickBooks sync.
- **Credit Recovery, handled.** Returns, expirations, and co-marketing recovered with line-item proof. Vendor approvals managed. Approved credits applied to your next vendor payment.
- **Live AP dashboard.** Every dollar in flight, every vendor's status, every credit waiting to apply — one screen, no spreadsheets.
- **Your team focused where it matters.** The hours your team spent chasing invoices, matching manifests, and fielding vendor calls go back to higher-leverage work — merchandising, smarter buying, customer experience, the things that actually grow your top line.

No contracts, cancel any time.

OR — CREDIT RECOVERY ONLY

Prefer credit recovery alone? 30% of what we recover. No monthly fee. The trade-off: we earn the vendor approvals, but your team applies the approved credits to your bills.

Compare the numbers:

	PLAN 1 · CR ONLY	PLAN 3 · CORE AP + CR
Total Year 1 fees	\$20,325 (30% of credits)	\$46,938 (\$30K + 25%)
Less: AP savings (conservative)	—	\$27,419
Net Year 1 cost to you	\$20,325	\$19,519

Roughly the same cost — often less — for a lot more: your AP handled end-to-end, vendor calls answered for you, credits applied to your bills, and one live dashboard tracking every dollar in flight.



A NOTE FROM THE FOUNDER

Chris Mitchem

Founder & CEO

I've been a cannabis operator since 2015, and I have the scars to prove it. ShelfSpace is the product of everything I learned the hard way. The savings here are real — give us a shot.