



SCHNEIDER DOWNS

Big Thinking. Personal Focus.



SD DIGITAL – DATA ANALYTICS SUCCESS STORY

LITIGATION SUPPORT FOR WHOLESALE DISTRIBUTOR

Schneider Downs was engaged by a plaintiff (wholesale distributor) who alleged that it suffered damages resulting from the defendant's (publicly traded conglomerate) breach of contract and violation of the Robinson-Patman Act. Based on a targeted selection of approximately 60 vendors, we were asked to calculate the difference in the amount that was paid by the plaintiff for goods purchased and the amount that would have been paid at the prices received by the defendant for the identical items. We designed and implemented a damage model that evaluated the prices paid by each party, integrating four million of the plaintiff's inventory transactions over a seven year period, to calculate the damages for 51,000 unique stock keeping units ("SKUs"). Features of the damage model included:



- The integration of data from thousands of different source files;
- The determination of the best comparable price paid by the defendant using the most recent transaction in relation to the plaintiff's purchase date;
- The identification of plaintiff item SKUs that were not initially matched to defendant SKUs and the capability to adjust the model to standardize item numbers; and
- The incorporation of time period and SKU-specific rebates, discounts and special buys for both parties to account for pricing differences outside of the base purchase price.

The detailed analyses and model allowed the plaintiff to successfully settle the litigation on favorable terms.

About SD Digital

SD Digital helps organizations translate technology to transformative change and realize the best version of themselves. With a forward-thinking cap and digital lens, we empower organizations to realize the art of the possible with the power of digital through business-focused and technology-enabled solutions, built on an unwavering commitment to practicality, speed to market and the user experience.

Learn more at www.schneiderdowns.com/digital or contact the team directly at contactsd@schneiderdowns.com to get started today.



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