

Comparison Matrix for Overpayment Detection Software

	Company A	Company B	Company C	Company D
Application characteristics				
Percent or range of analyzed data returned in results				
List of management reports available				
Custom report builder?				
Description of configurability to eliminate false positives				
Types of overpayments captured				
duplicate payments				
sales tax				
cash discounts				
paid credit memos				
Claims tracking capability? If so, describe				
Development platform				
List of functions in addition to overpayment detection				
Spend analysis?				
Vendor analysis?				
Forensic accounting analysis? If yes, describe.				
Diversity/MBWE analysis?				
Contract compliance?				
Description of multinational currency capabilities				
Are ERP extracts available to automatically extract required data?				
Delivery model (check all that apply)				
Client server implementation at client site				
"Store and Forward" outsourced analysis				
ASP model				
How are overpayment reports provided?				
Frequency				
Form				
Interactive claims disposition capability?				
Client Base				
Revenues of largest client				
Industries of clients where software is installed				
Implementation History				
Software first implemented				
Number of clients live on software				
Average # of years of implementation				
Pricing				
Pricing Model				
Contingency - % of savings from overpayments prevented				
License				
Subscription				
Hardware/software				
Other costs (implementation, training, etc.)				
Return on Investment				
Total \$ amount of overpayments detected or prevented by software for all clients				
Range of average \$ amount per month of overpayments detected				
Estimated ROI based on past audit findings (using vendor's ROI model)				
Company and Business Description				
Core business of company				
Other company products				
Company Revenues				
% of Revenues from Overpayment Software				
Company profitability				
Largest percentage of software revenues from a single client				