

Distributor Claims & Settlement SOP

FMCG Brands & Distribution

Document type: Plan / SOP / strategy / guide · Generated 14 Oct 2026

This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Writes an SOP for distributor claims and settlements — scheme claims, damage/expiry returns, price-difference and reimbursement — with documentation, approval and timelines, so claims are fair, fast and not inflated. Use it to fix claims chaos. For scheme design use the Trade Scheme Designer.

Purpose of this tool & output

Settle schemes, damages and claims cleanly

How the output is used

Use it to settle schemes, damages and claims cleanly — a distributor claims and settlement SOP that avoids disputes and leakage.

Important cautions

Clear, timely claims settlement builds distributor trust; loose controls invite inflation.

Companion documents

- Distributor Appointment Kit
- Distributor ROI Calculator
- Channel Strategy (GT / MT / E-Com)
- Super-Stockist / CFA Network Design
- Territory Mapping & Coverage Plan
- Distributor Performance Scorecard

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.