



Finance



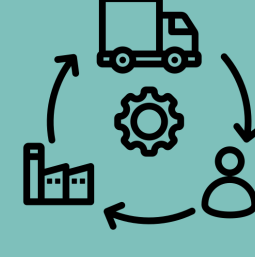
Sales



Marketing



Supply Chain



Executive



FILTERS



Select Benchmark

vs LY

vs Target

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

BY REGION, MARKET

All



BY CUSTOMER

All



BY SEGMENT, CATEGORY, PRODUCT

All



ABBREVIATIONS

BM = Benchmark | LY = Last Year

NS = Net Sales | GM = Gross Margin

Chg = Change | COGS = Cost of Goods Sold

RC% = Revenue Contribution | ABS = Absolute

EI = Excess Inventory | OOS = Out of Stock

ALL VALUES ARE IN MILLION \$

80.21%✓

LY: 72.99% (+9.88%)

Forecast Accuracy %

-751.71K✓

LY: 491.6K (-252.91%)

Net Error

9780.74K!

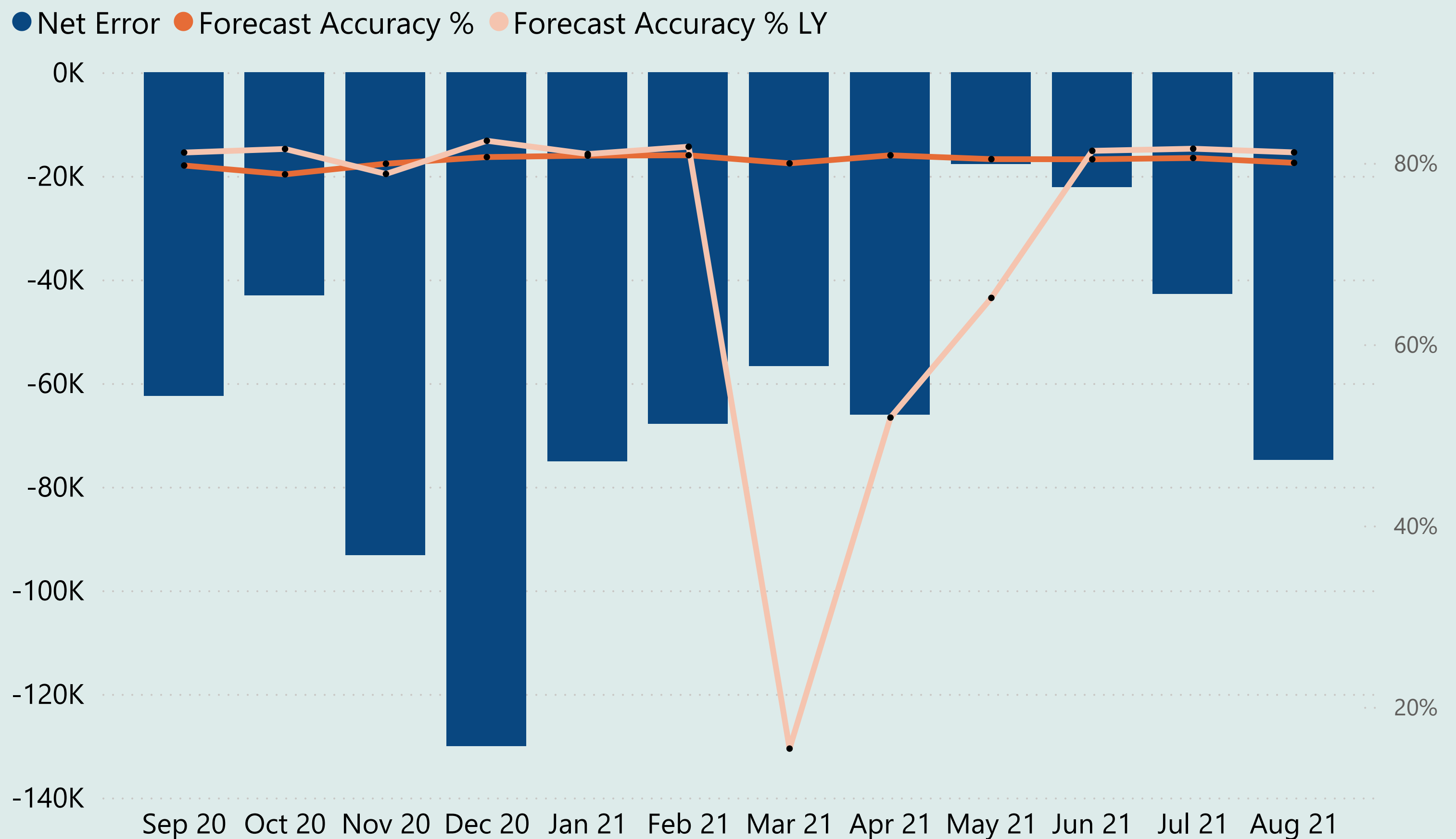
LY: 5743.2K (+70.3%)

ABS Error

Key Metrics By Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
▲					
Acclaimed Stores	50.69%	8.69%	-122555	-16.23%	OOS
All-Out	29.09%	35.18%	-12425	-30.67%	OOS
Amazon	74.54%	48.43%	-155116	-2.35%	OOS
Argos (Sainsbury's)	56.08%	43.27%	8033	4.14%	EI
Atlas Stores	48.16%	39.19%	99521	29.63%	EI
Atliq e Store	74.59%	55.24%	-94643	-2.30%	OOS
AtliQ Exclusive	71.69%	56.65%	-189086	-4.59%	OOS
BestBuy	35.31%	7.31%	-73279	-16.97%	OOS
Billa	18.29%	26.05%	-37856	-47.09%	OOS
Boulanger	58.77%	38.12%	81786	18.34%	EI
Chip 7	53.44%	41.32%	95124	18.82%	EI
Chiptec	52.54%	27.04%	72175	22.07%	EI
Circuit City	35.02%	9.90%	-84752	-19.00%	OOS
Control	47.42%	30.41%	-64707	-11.99%	OOS
Coolblue	52.95%	43.16%	116840	26.87%	EI
Costco	49.42%	33.18%	-24581	-3.50%	OOS
Croma	42.78%	35.49%	45046	5.96%	EI
Currys (Dixons Carphone)	35.92%	35.91%	-44680	-35.54%	OOS
Digimarket	40.79%	39.69%	-72129	-23.20%	OOS
Ebay	50.49%	18.21%	-49299	-4.24%	OOS
Electricalsara Stores	52.02%	32.38%	19891	12.43%	EI
Electricalsbea Stores	51.56%	41.94%	-10310	-13.57%	OOS
Electricalslance Stores	54.69%	41.81%	-4143	-2.48%	OOS
Electricalslvtical	50.82%	39.26%	130903	12.24%	EI

Accuracy / Net Error Trend



Key Metrics By Products

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
⊕ Accessories	77.66%	71.42%	-2133K	-7.06%	OOS
⊕ Desktop	84.37%	70.07%	16K	11.22%	EI
⊕ Networking	90.40%	52.50%	227K	8.17%	EI
⊕ Notebook	79.99%	76.65%	-51K	-3.96%	OOS
⊕ Peripherals	83.23%	75.18%	-318K	-5.89%	OOS
⊕ Storage	83.54%	81.01%	1508K	15.77%	EI