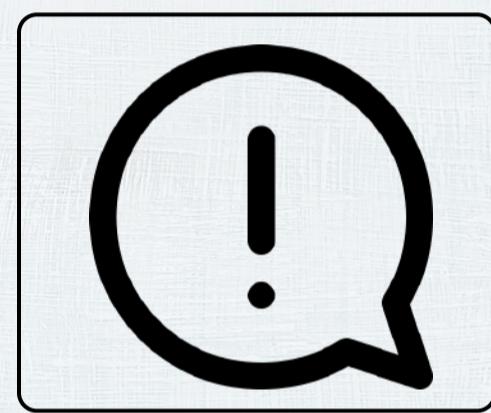
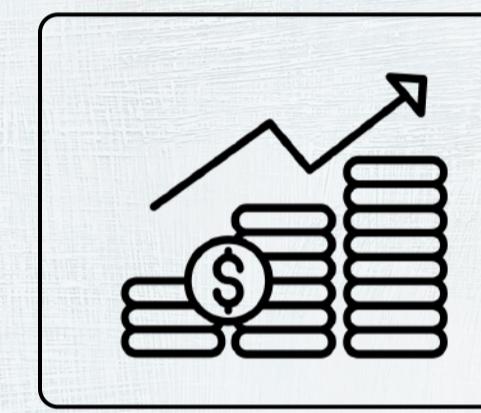




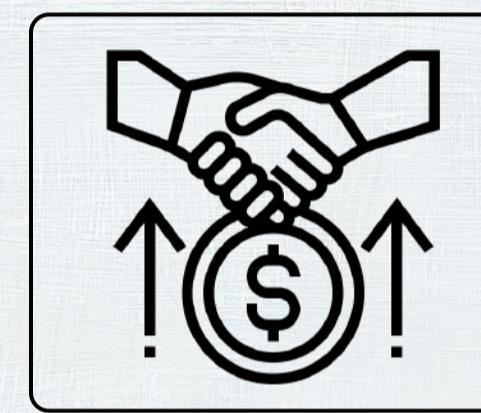
# Business Insights 360



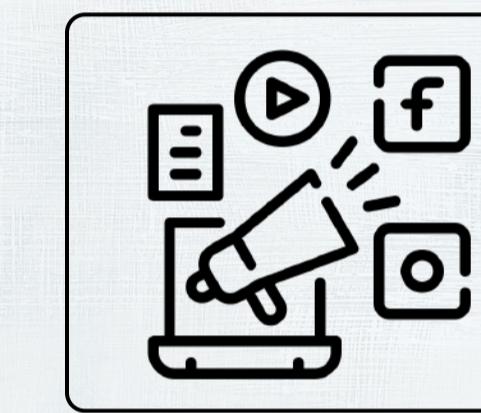
**Info**



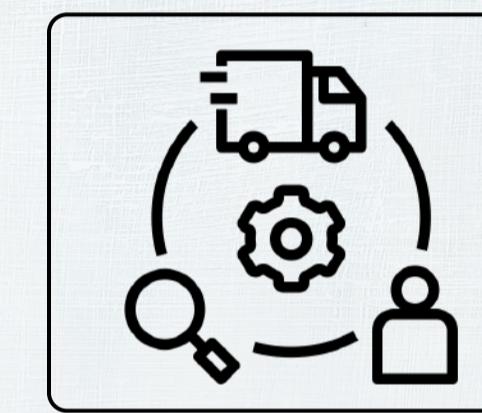
**Finance View**



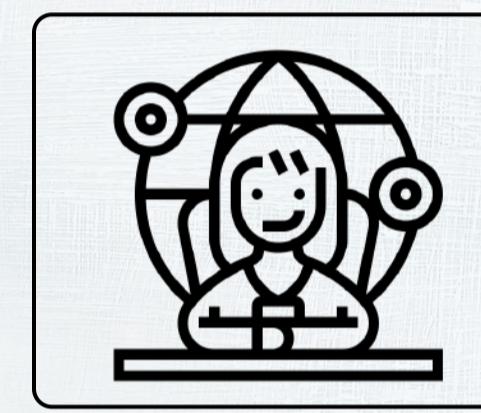
**Sales View**



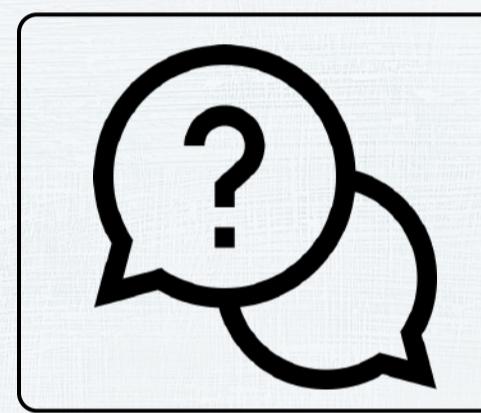
**Marketing View**



**Supply Chain View**



**Executive View**



**Support**

Download **user manual** and get to know the key information of this tool.

Get **P & L statement** for any customer / product / country or aggregation of the above over any time period and More..

Analyze the performance of your customer(s) over key metrics like Net Sales, Gross Margin and view the same in **profitability / Growth matrix**.

Analyze the performance of your product(s) over key metrics like Net Sales, Gross Margin and view the same in **profitability / Growth matrix**.

Get **Forecast Accuracy**, Net Error and risk profile for product, segment, category, customer etc.

A **top level dashboard** for executives consolidating top insights from all dimensions of business.

Get your **issues resolved** by connecting to our support specialist.

region, market
customer
segment, category, produ...

All
All
All

2018
2019
2020
2021
2022 EST

Q1
Q2
Q3
Q4

YTD
YTG

vs LY
vs Target








**Selected Target(s) not available**

**\$823.85M✓**  
BM: (Blank) (+Infinity%)

**Net Sales**

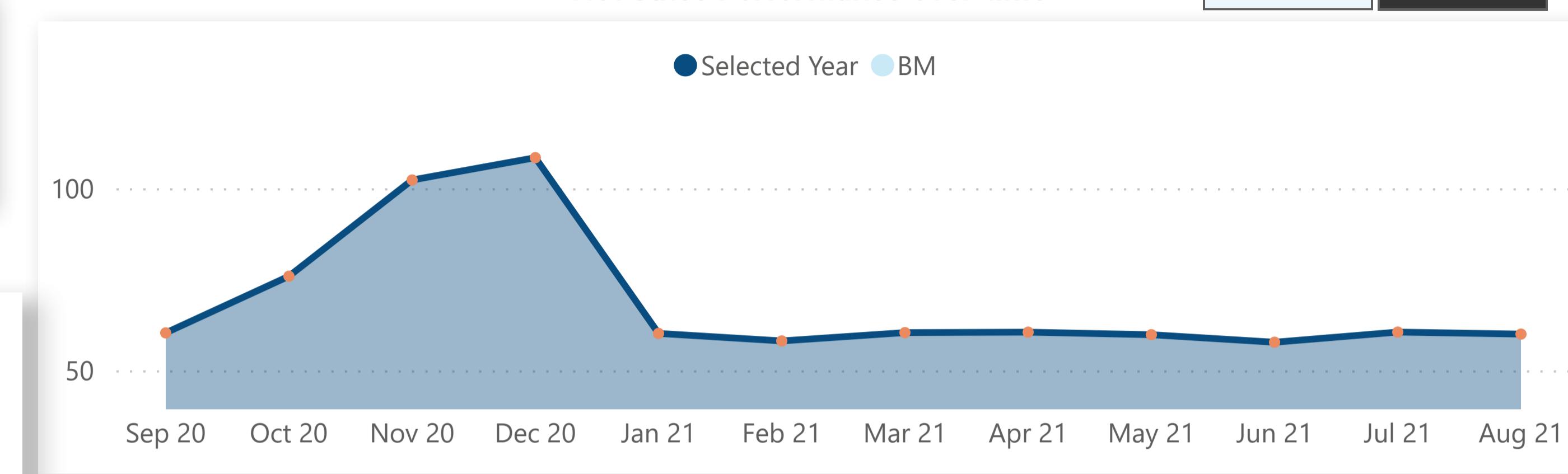
**36.49%✓**  
BM: (Blank) (+Infinity%)

**GM%**

**-6.63%!**  
BM: (Blank) (-Infinity%)

**Net Profit %**

**Net Sales Performance over time**



● Selected Year ● BM

**Profit & Loss Statement**

Line Item	2021
Gross Sales	1,664.64
Pre Invoice Deduction	392.50
Net Invoice Sales	1,272.13
- Post Discounts	281.64
- Post Deductions	166.65
Total Post Invoice Deduction	448.29
Net Sales	823.85
- Manufacturing Cost	497.78
- Freight Cost	22.05
- Other Cost	3.39
Total COGS	523.22
Gross Margin	300.63
Gross Margin %	36.49
GM / Unit	5.99
Operational expense	-355.28
Net profit	-54.65
Net profit %	-6.63

**Top / Bottom Customers & Products by-Net Sales**

region	P & L values	P&L YoY chg %
+ APAC	441.98	
+ EU	200.77	
+ LATAM	3.16	
+ NA	177.94	
<b>Total</b>	<b>823.85</b>	

segment	P & L values	P&L YoY chg %
+ Storage	54.42	
+ Peripherals	166.51	
+ Notebook	266.49	
+ Networking	45.16	
+ Desktop	46.43	
+ Accessories	244.85	
<b>Total</b>	<b>823.85</b>	

BM = Benchmark LY = Last Year

