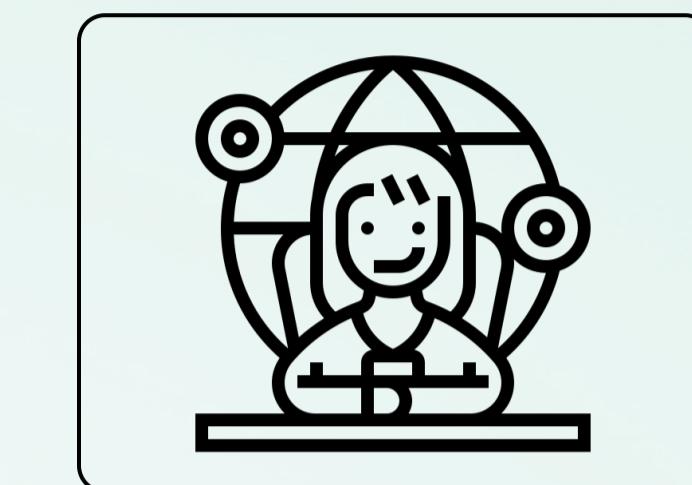
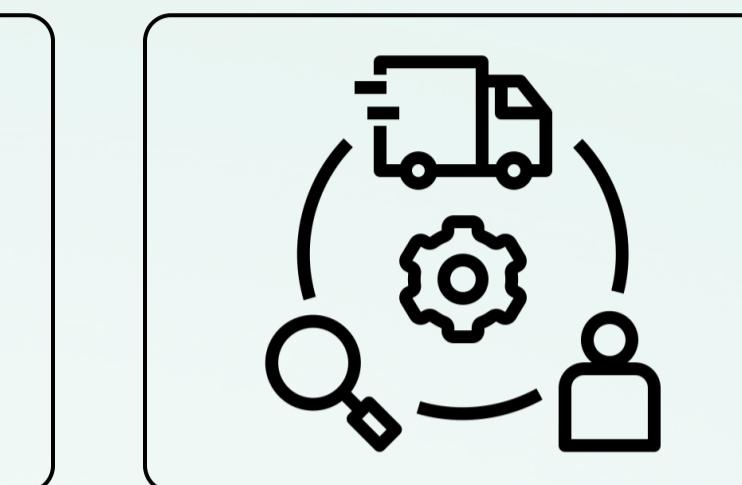
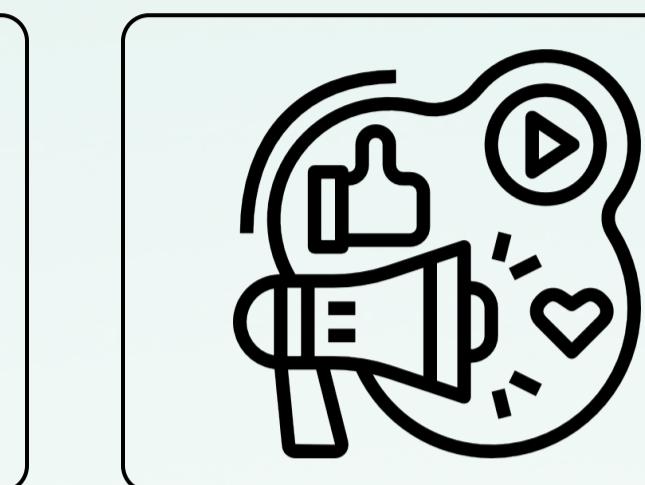
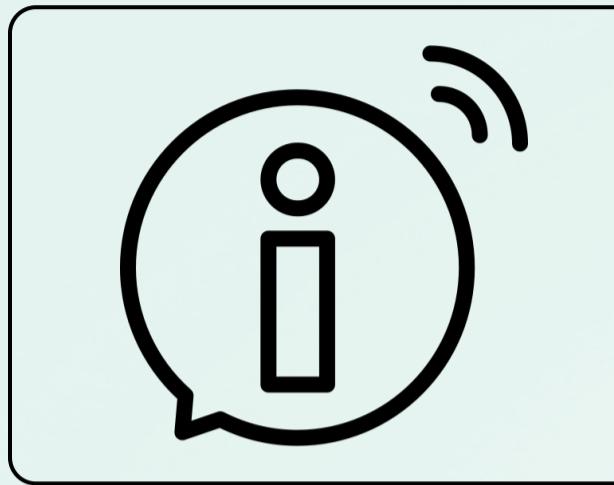




Business Insights 360



Info

Finance view

Sales view

Marketing

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

All

customer

All

segment, categor...

All

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

LY

Target

\$823.85M

BM: \$267.98M (+207.43%)

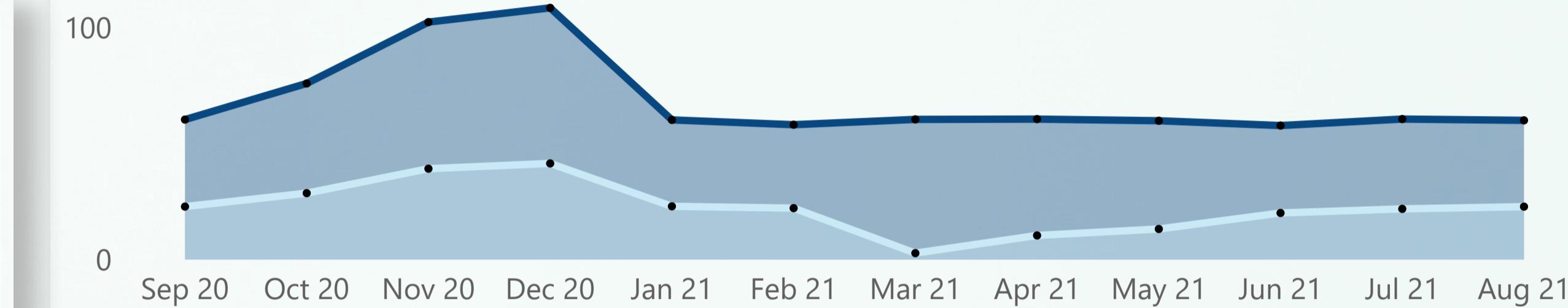
36.5%

BM: 37.10% (-1.65%)

- 6.63%

BM: -0.01 (-676.38%)

Net Sales Performance Over Time

● Selection ● vs BM


Profit and Loss Statement

Line Item	2021	BM	Chg	Chg %
Gross Sales	1,664.64	535.95	1,128.69	210.60
Pre Invoice Deduction	392.50	124.69	267.81	214.77
Net Invoice Sales	1,272.13	411.25	860.88	209.33
- Post Discounts	281.64	95.85	185.79	193.84
- Post Deductions	166.65	47.43	119.22	251.38
Total Post Invoice Deduction	448.29	143.27	305.01	212.89
Net Sales	823.85	267.98	555.87	207.43
- Manufacturing Cost	497.78	160.30	337.48	210.53
- Freight Cost	22.05	7.16	14.89	207.98
- Other Cost	3.39	1.10	2.29	209.52
Total COGS	523.22	168.56	354.66	210.41
Gross Margin	300.63	99.42	201.21	202.37
Gross Margin %	36.49	37.10	-0.61	-1.65
GM / Unit	5.99	4.79	1.21	25.21
Operational Expense	-355.28	-101.71	-253.57	-249.30

Top / Bottom Products & Customers by Net Sales

region	P & L	P & L Chg	segment	P & L	P & L Chg
	Values	%		Values	%
+ EU	200.77	259.88	+ Accessories	244.85	269.67
+ APAC	441.98	198.67	+ Desktop	46.43	4,791.34
+ NA	177.94	186.03	+ Networkin	45.16	72.26
+ LATAM	3.16	58.40	+ Notebook	266.49	208.45
Total	823.85	207.43	+ Peripherals	166.51	174.64
			+ Storage	54.42	97.48
			Total	823.85	207.43

BM = Benchmark, LY=Last Year



region, market

All

customer

All

segment, cat...

All

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

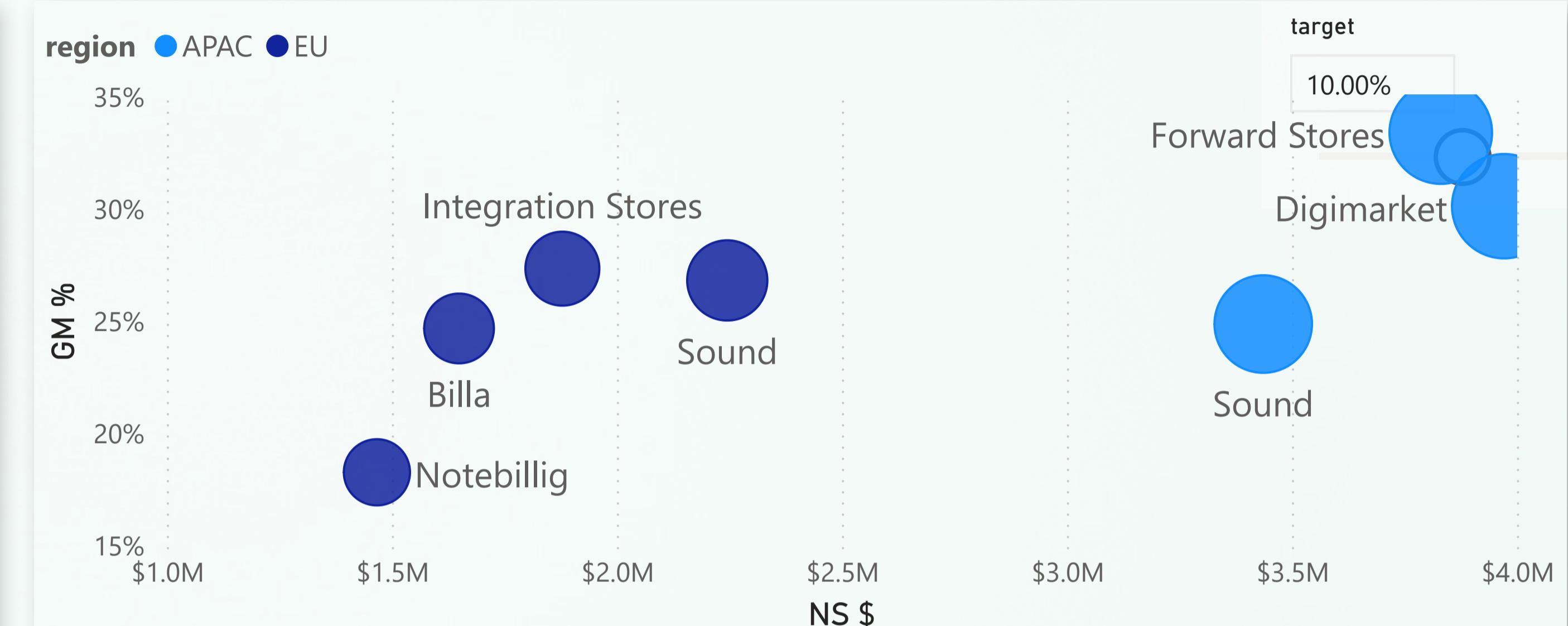
Customer performance

customer	NS \$	GM \$	GM %
Amazon	\$109.03M	38.59M	35.4%
AtliQ Exclusive	\$79.92M	34.95M	43.7%
Atliq e Store	\$70.31M	26.40M	37.5%
Sage	\$27.07M	9.52M	35.2%
Flipkart	\$25.25M	7.64M	30.2%
Leader	\$24.51M	8.34M	34.0%
Neptune	\$21.00M	8.65M	41.2%
Ebay	\$19.87M	7.17M	36.1%
Total	\$823.85M	300.63M	36.5%

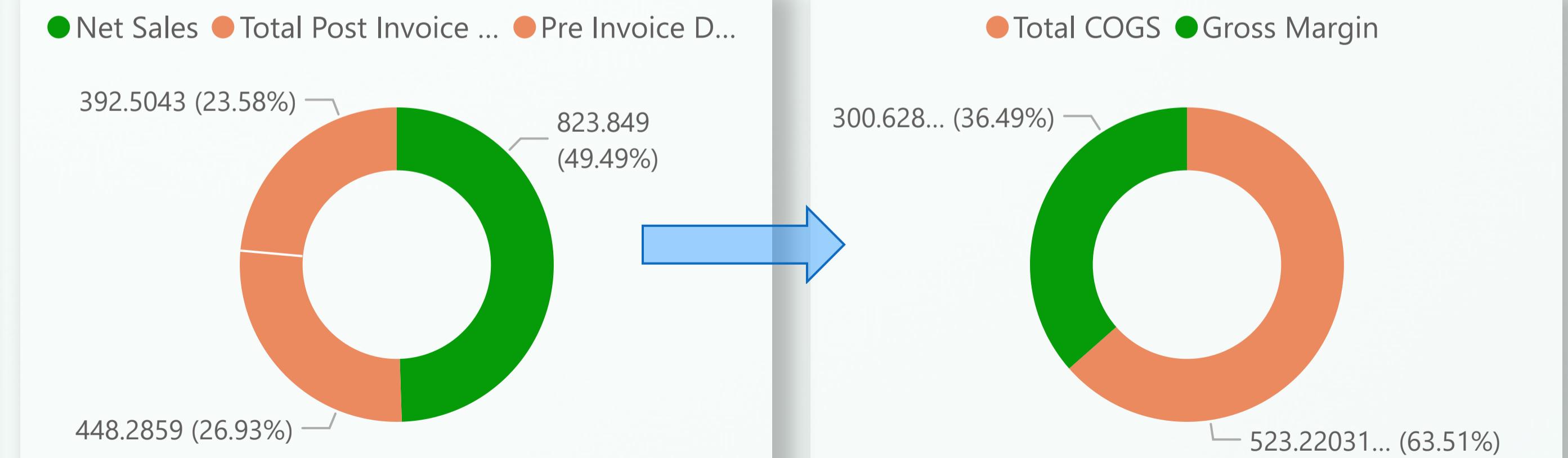
Product Performance

segment	NS \$	GM \$	GM %
+ Storage	\$54.42M	20.00M	36.8%
+ Networking	\$45.16M	16.60M	36.8%
+ Peripherals	\$166.51M	60.81M	36.5%
+ Accessories	\$244.85M	89.30M	36.5%
+ Notebook	\$266.49M	97.12M	36.4%
+ Desktop	\$46.43M	16.79M	36.2%
Total	\$823.85M	300.63M	36.5%

Performance Matrix



Unit Economics



LY

Target



region, market

All



customer

All



segment, cat...

All



2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

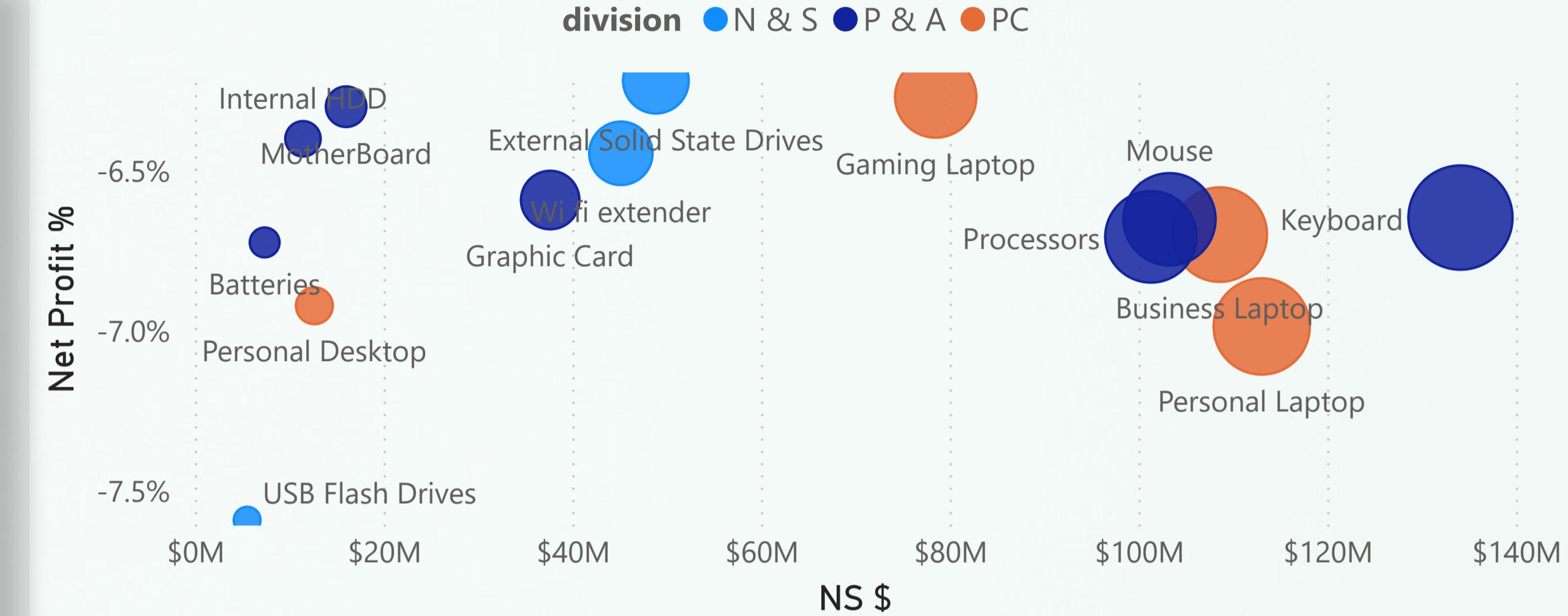
YTG

Product performance

[Show GM%](#)

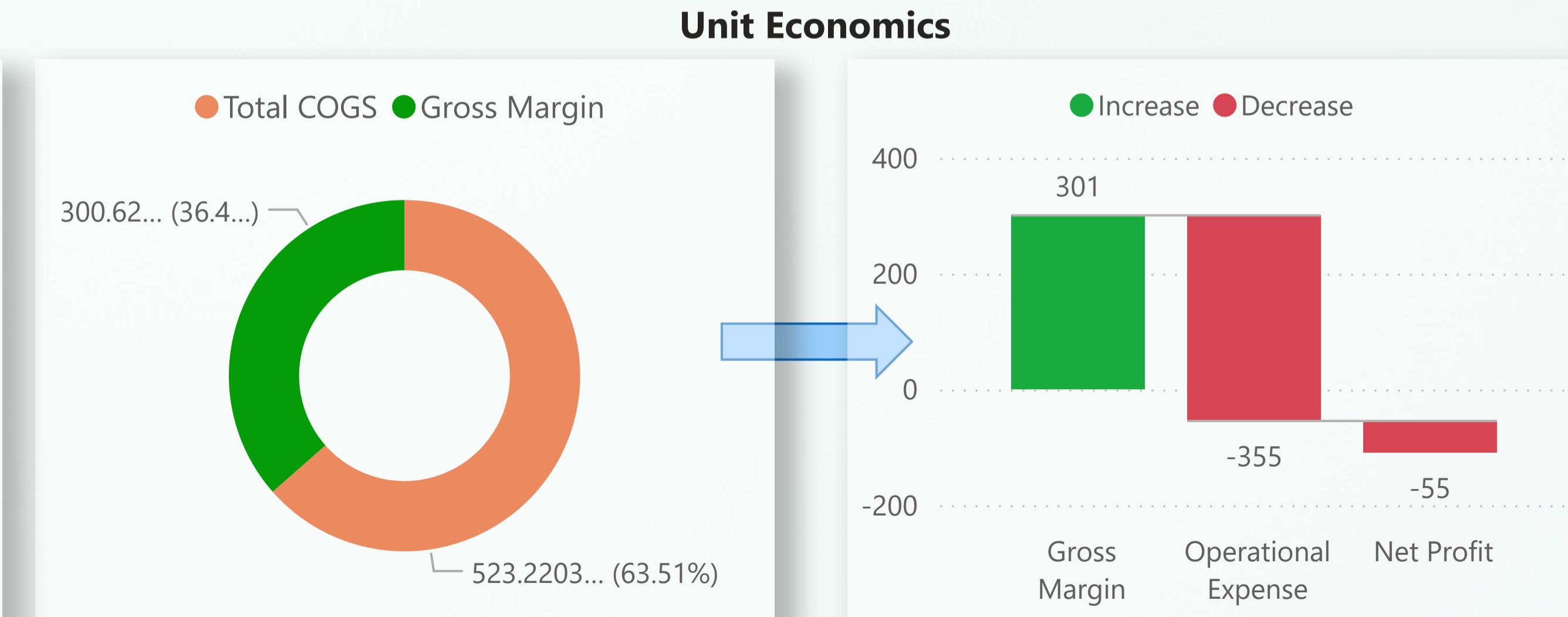
Performance Matrix

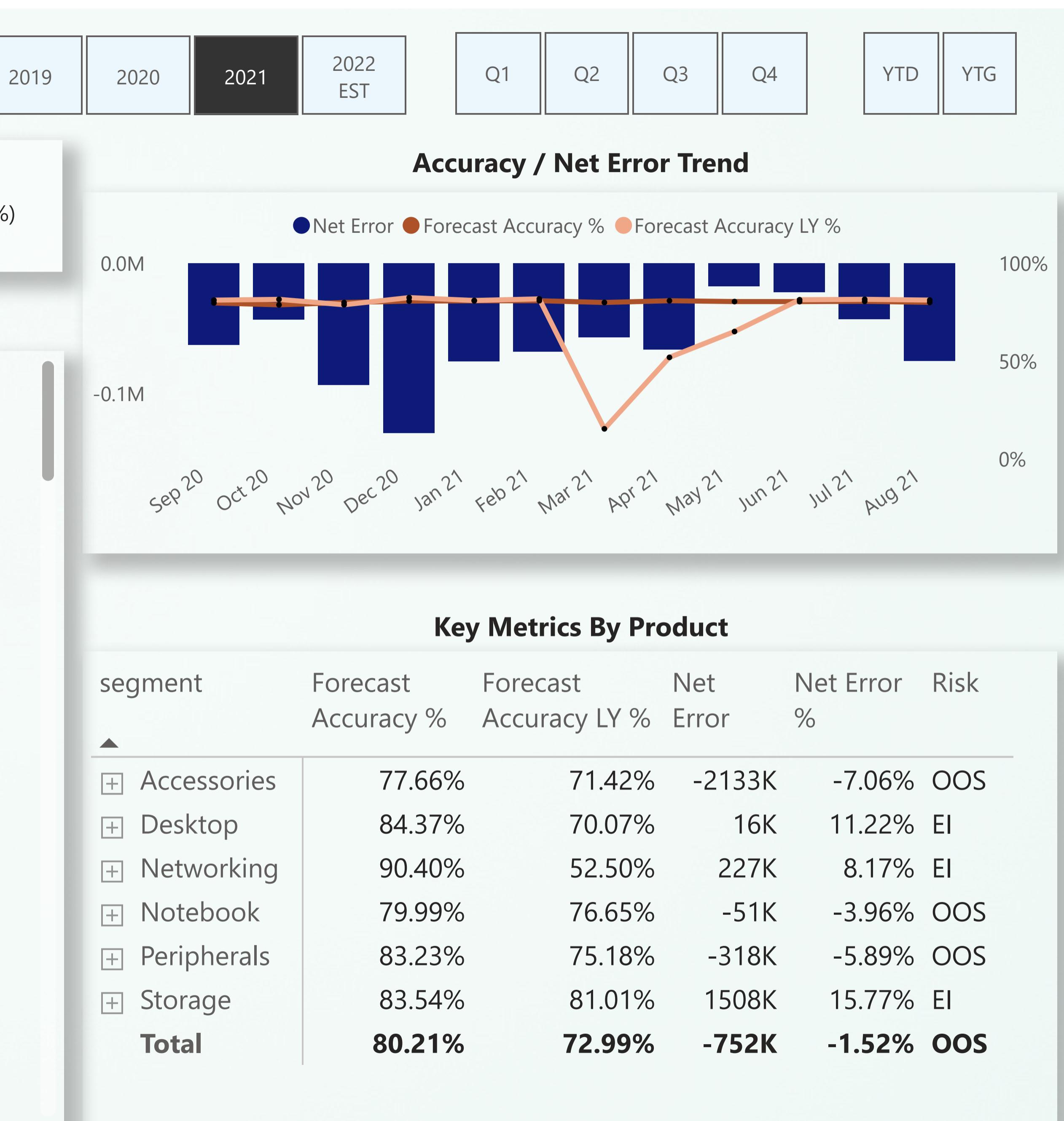
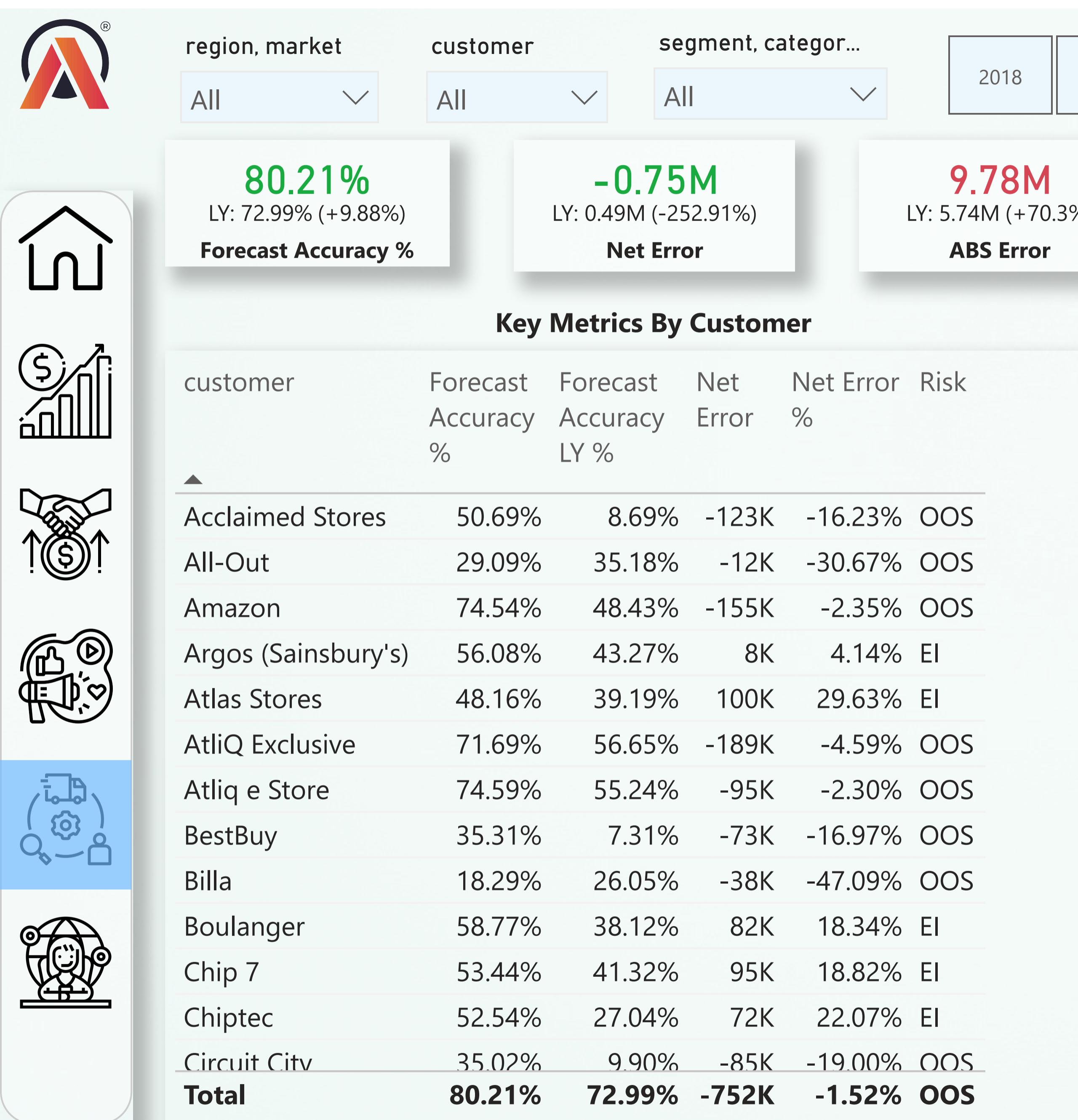
segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
+ Desktop	\$46.43M	16.79M	36.2%	-3.27M	-7.04%
+ Notebook	\$266.49M	97.12M	36.4%	-17.71M	-6.64%
+ Accessorie	\$244.85M	89.30M	36.5%	-16.28M	-6.65%
+ Peripherals	\$166.51M	60.81M	36.5%	-11.02M	-6.62%
+ Networkin	\$45.16M	16.60M	36.8%	-2.91M	-6.44%
+ Storage	\$54.42M	20.00M	36.8%	-3.46M	-6.36%
Total	\$823.85M	300.63M	36.5%	-54.65M	-6.63%

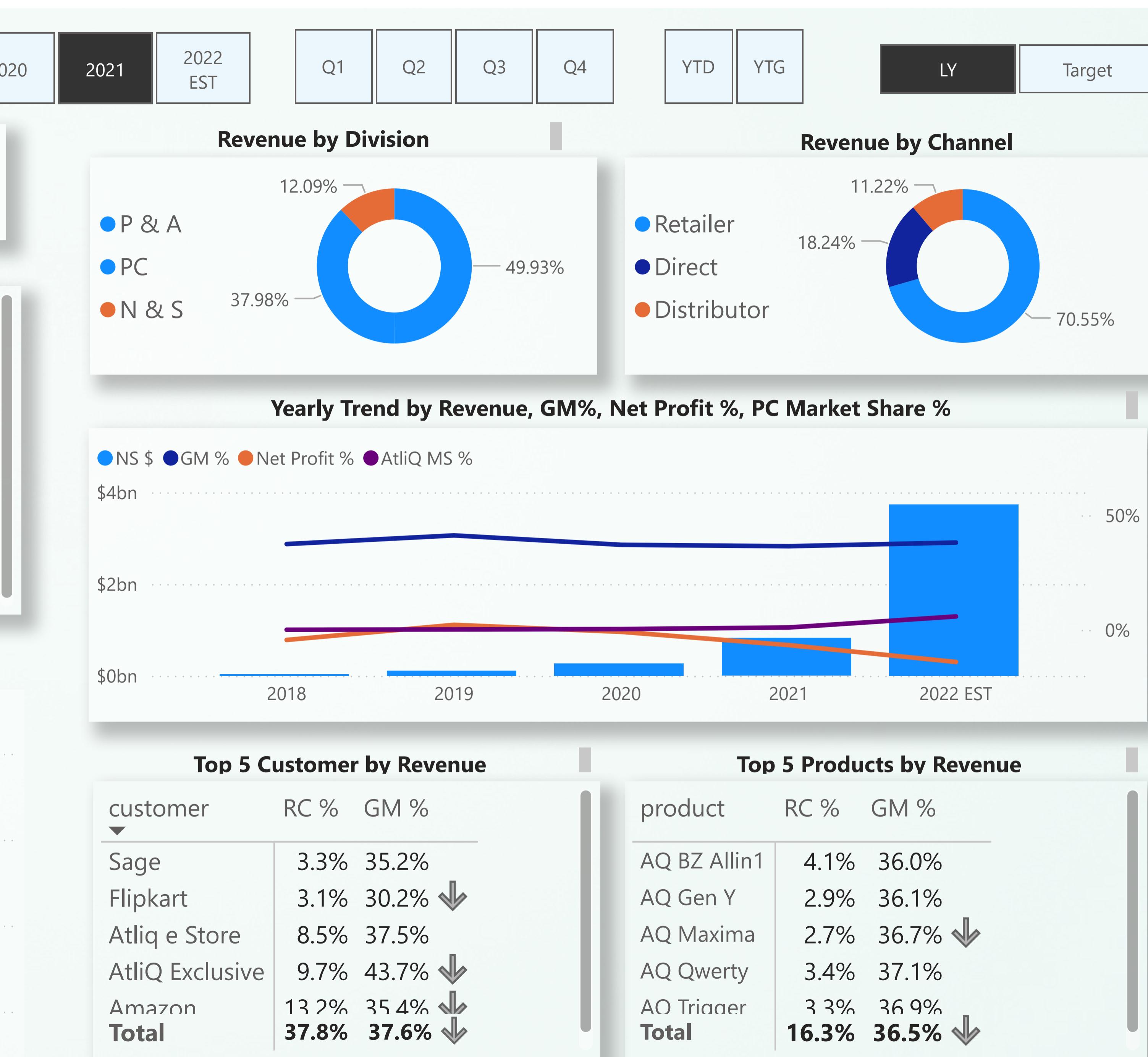
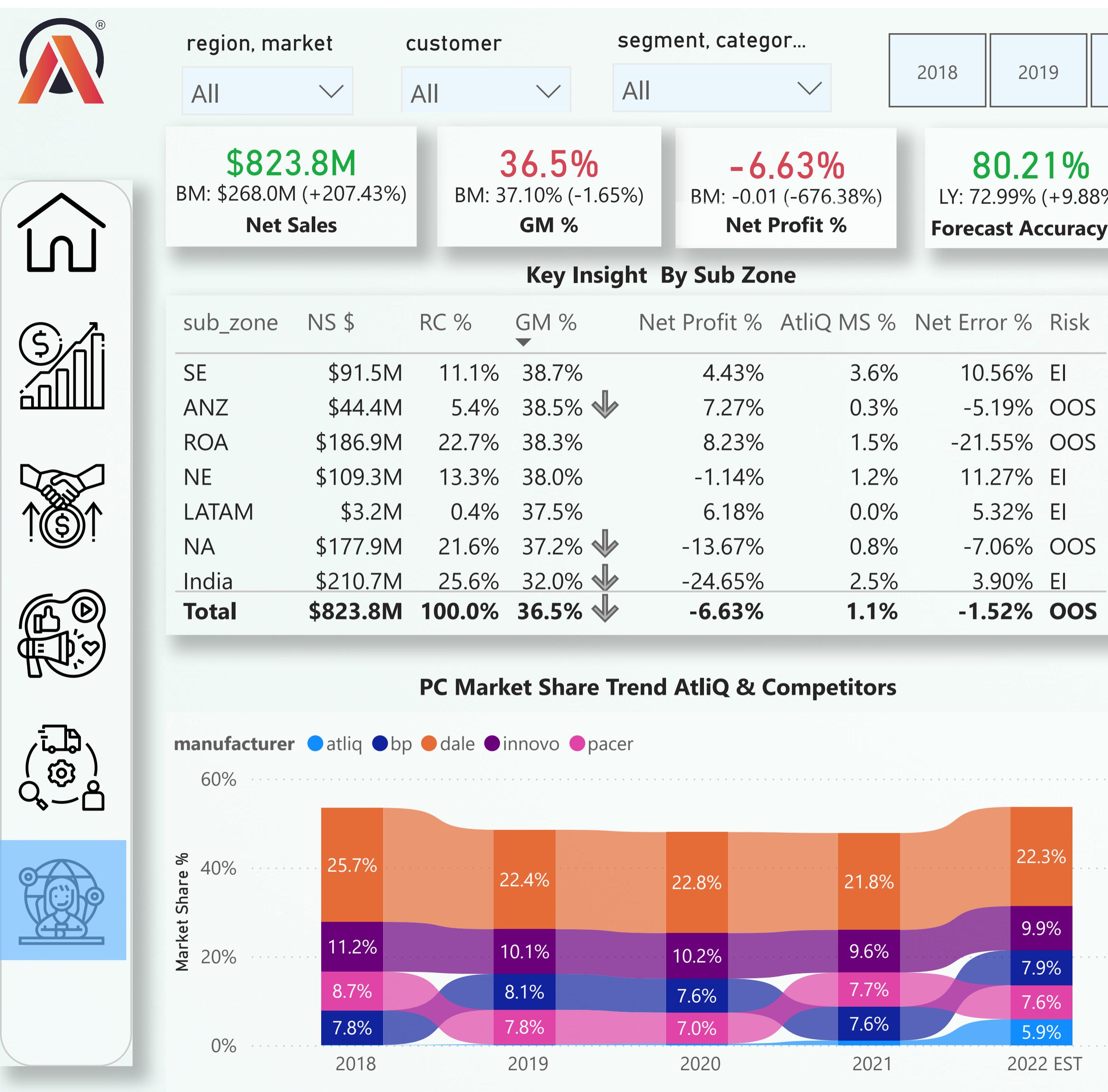


Region / Market / Customer Performance

region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
+ LATAM	\$3.16M	1.19M	37.5%	0.20M	6.18%
+ EU	\$200.77M	76.98M	38.3%	2.81M	1.40%
+ APAC	\$441.98M	156.21M	35.3%	-33.33M	-7.54%
+ NA	\$177.94M	66.25M	37.2%	-24.32M	-13.67%
Total	\$823.85M	300.63M	36.5%	-54.65M	-6.63%







BM = Benchmark, LY=Last Year, OSS=Out Of Stock



Business Insights 360



Get an issue resolved

Provide Feedback

Add new request

Check out the contingency plan

New to Power BI?



INFORMATION

- 1] All the system data in tool is refreshed every month on 5th working day.
- 2] System data such as Forecast, Actuals and Historical forecast are refreshed from Global database.
- 3] Non system data such as Target, Operational Expense and Market Share are refreshed on request.
- 4] for FAQs click [here](#).
- 5] Download live excel version [here](#).