

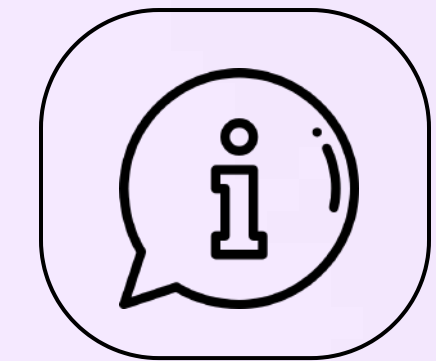


Info

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

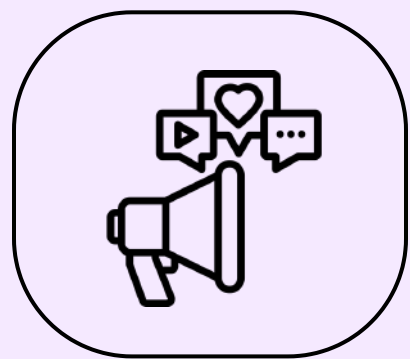


Business Insights 360



Support

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



Marketing View

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



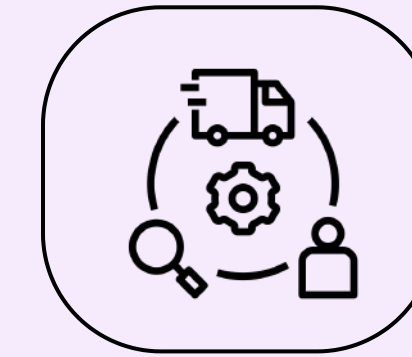
Finance View

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



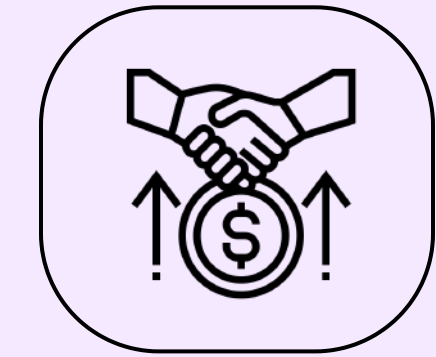
Executive View

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




Supply Chain View


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





Sales View

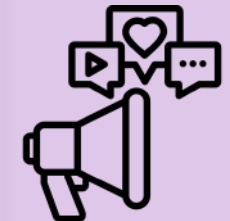
Analyze the performance of your customer(s) over key metrics like Net Sales, Gross Margin and view the same in profitability / Growth matrix.

















region, market

All

customer

All

segment, category

All

20182019202020212022 EST

Q1Q2>

YTDYTG

\$267.98M✓
BM: 111.37M (+140.61%)
Net Sales

37.10%!
BM: 0.41 (-9.95%)
GM %

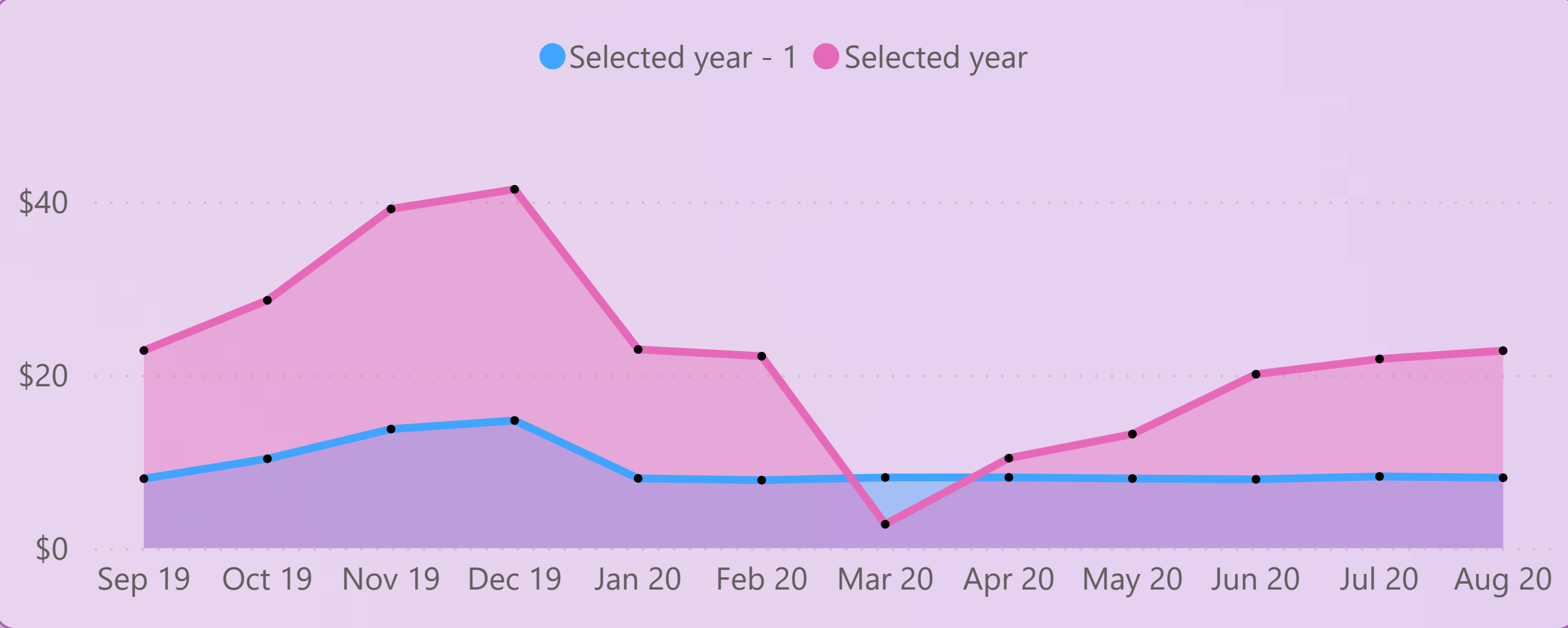
-0.85%!
BM: 2.21% (-138.68%)
Net Profit %

Profit and Loss Statement

Line Item	2020	BM	YoY Chg	YoY Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68

Net Sales Performance Over Time

Selected year - 1Selected year



Top / Bottom Products & Customer by Net Sales

region

P & L values

P & L Chg %

+ APAC

\$147.98

107.48

+ NA

\$62.21

182.70

+ EU

\$55.79

224.03

+ LATAM

\$2.00

141.89

Total

\$267.98

140.61

segment

P & L values

P & L Chg %

+ Notebook

\$86.39

166.63

+ Accessories

\$66.23

136.21

+ Peripherals

\$60.63

207.22

+ Storage

\$27.56

99.17

+ Networking

\$26.22

51.00

+ Desktop

\$0.95

Total

\$267.98

140.61

BM = Benchmark, LY=Last Year



region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022
EST

Q1

Q2



YTD

YTG

vs LY

vs Target

Product Performance

Customer

Product

segment

NS \$

GM \$

GM %

[-] Accessories

[+] Batteries

[+] Keyboard

[+] Mouse

[-] Desktop

[+] Personal Desktop

[-] Networking

[+] Wi fi extender

[-] Notebook

[+] Business Laptop

[+] Gaming Laptop

[+] Personal Laptop

[-] Peripherals

[+] Graphic Card

[+] Internal HDD

[+] MotherBoard

[+] Processors

[-] Storage

[+] External Solid State Drives

[+] USB Flash Drives

Total

\$66.23M

\$24.56M

37.07%

\$0.35M

\$0.13M

36.35%

\$41.37M

\$15.31M

37.00%

\$24.51M

\$9.12M

37.21%

\$0.95M

\$0.35M

36.47%

\$26.22M

\$9.83M

37.51%

\$26.22M

\$9.83M

37.51%

\$86.39M

\$32.04M

37.08%

\$38.54M

\$14.19M

36.83%

\$14.52M

\$5.42M

37.31%

\$33.33M

\$12.42M

37.27%

\$60.63M

\$22.72M

37.47%

\$15.98M

\$5.89M

36.88%

\$5.41M

\$2.03M

37.63%

\$1.90M

\$0.71M

37.22%

\$37.35M

\$14.08M

37.71%

\$27.56M

\$9.93M

36.05%

\$25.88M

\$9.34M

36.10%

\$1.68M

\$0.59M

35.20%

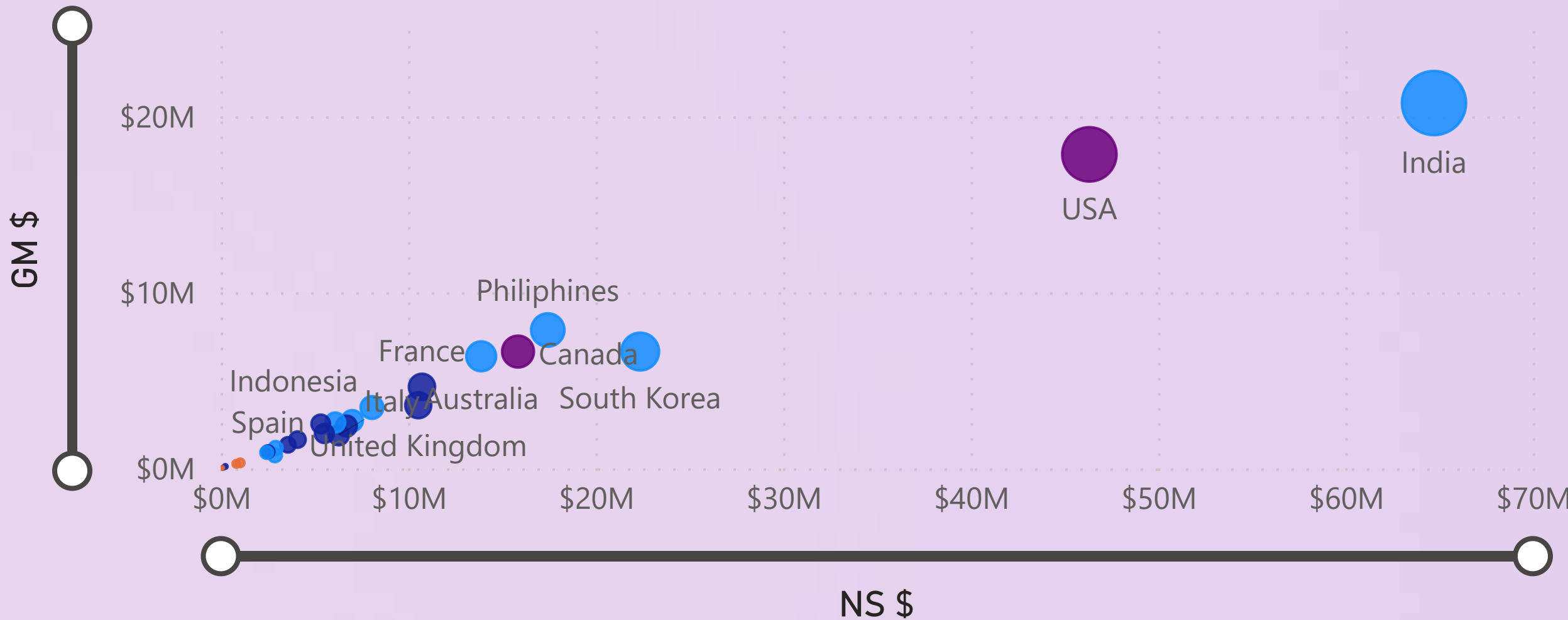
\$267.98M

\$99.42M

37.10%

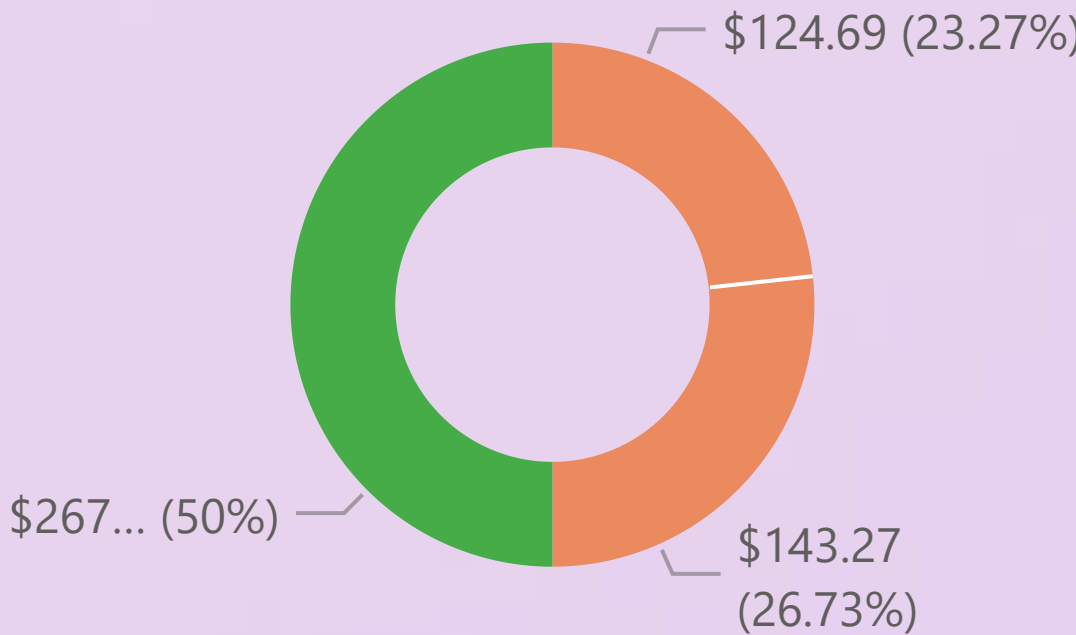
Performance Metrix

region APAC EU LATAM NA

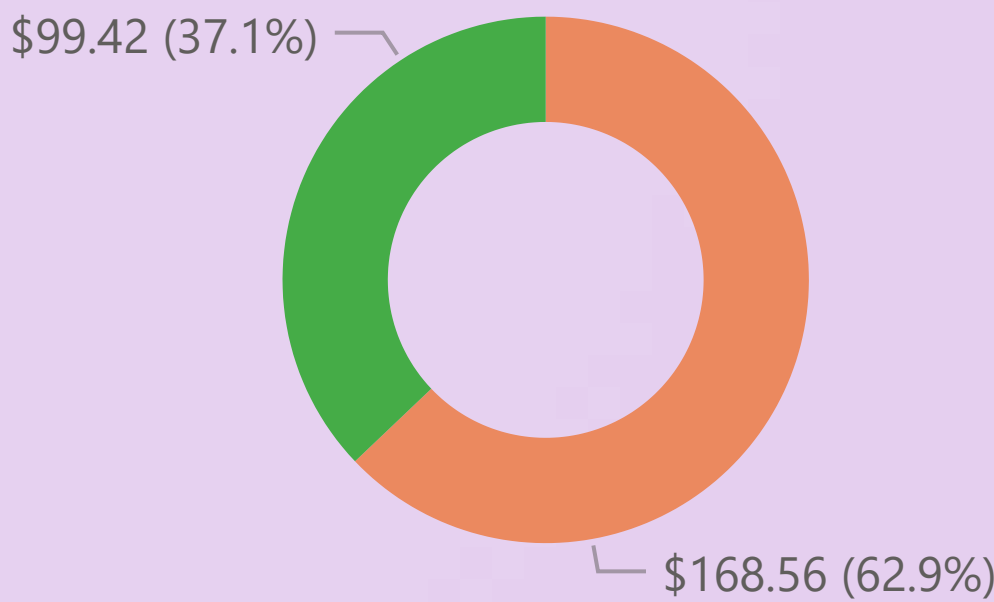


Unit Economics

Descrip... Pre Invoice De... Total Post I...



Descript... Total COGS Gross Margin



BM = Benchmark, LY=Last Year



region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022
EST

Q1

Q2



YTD

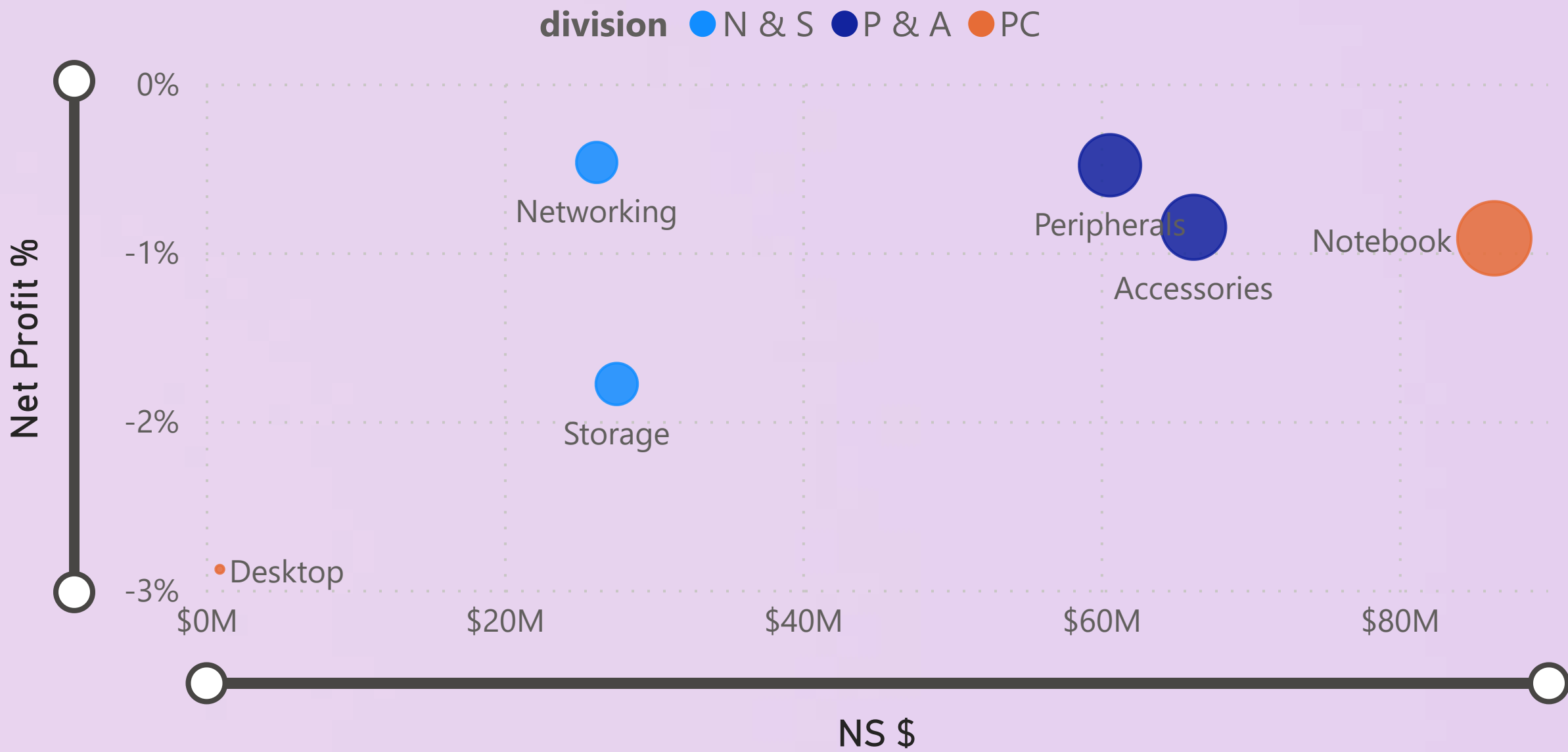
YTG

vs LY

vs Target

Show GM %

Performance Metrix

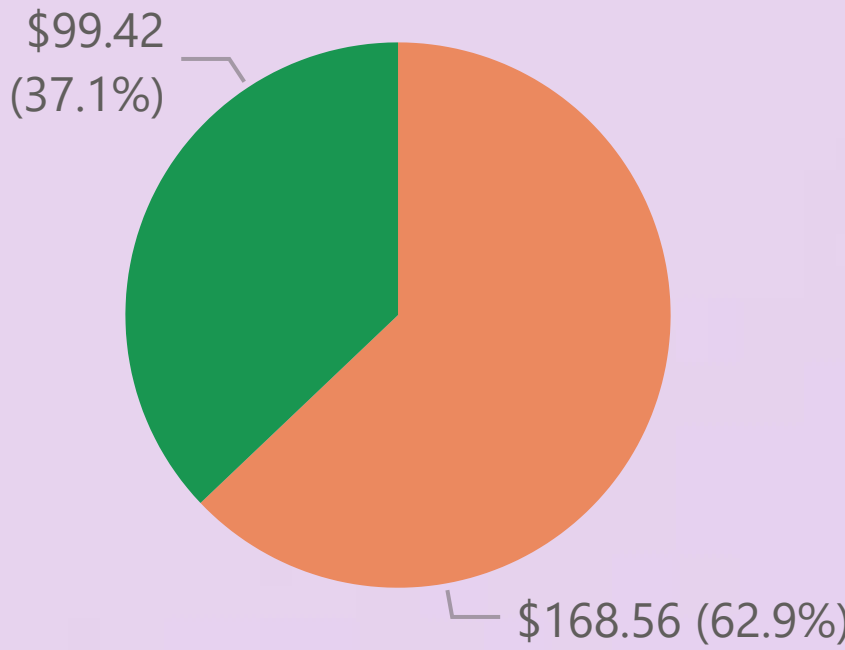


Region / Market / Customer Performance

region	NS \$	GM \$	GM %	Net Profit	Net Profit %
+ APAC	\$147.98M	\$53.23M	35.97%	-1.52M	-1.03%
+ EU	\$55.79M	\$21.10M	37.82%	0.35M	0.62%
+ LATAM	\$2.00M	\$0.62M	30.96%	0.00M	-0.08%
+ NA	\$62.21M	\$24.48M	39.35%	-1.11M	-1.79%
Total	\$267.98M	\$99.42M	37.10%	-2.29M	-0.85%

Unit Economics

Descrip... ● Total COGS ● Gross Margin



● Increase ● Decrease



BM = Benchmark, LY=Last Year

region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022 EST

Q1

Q2

>

YTD

YTG

72.99%!

LY: 86.45% (-15.57%)

Forecast

491.60K✓

LY: 637.48K (+22.88%)

Net Error

5743.20K!

LY: 1547.78K (-271.06%)

ABS Error

Key Metrics By Customer

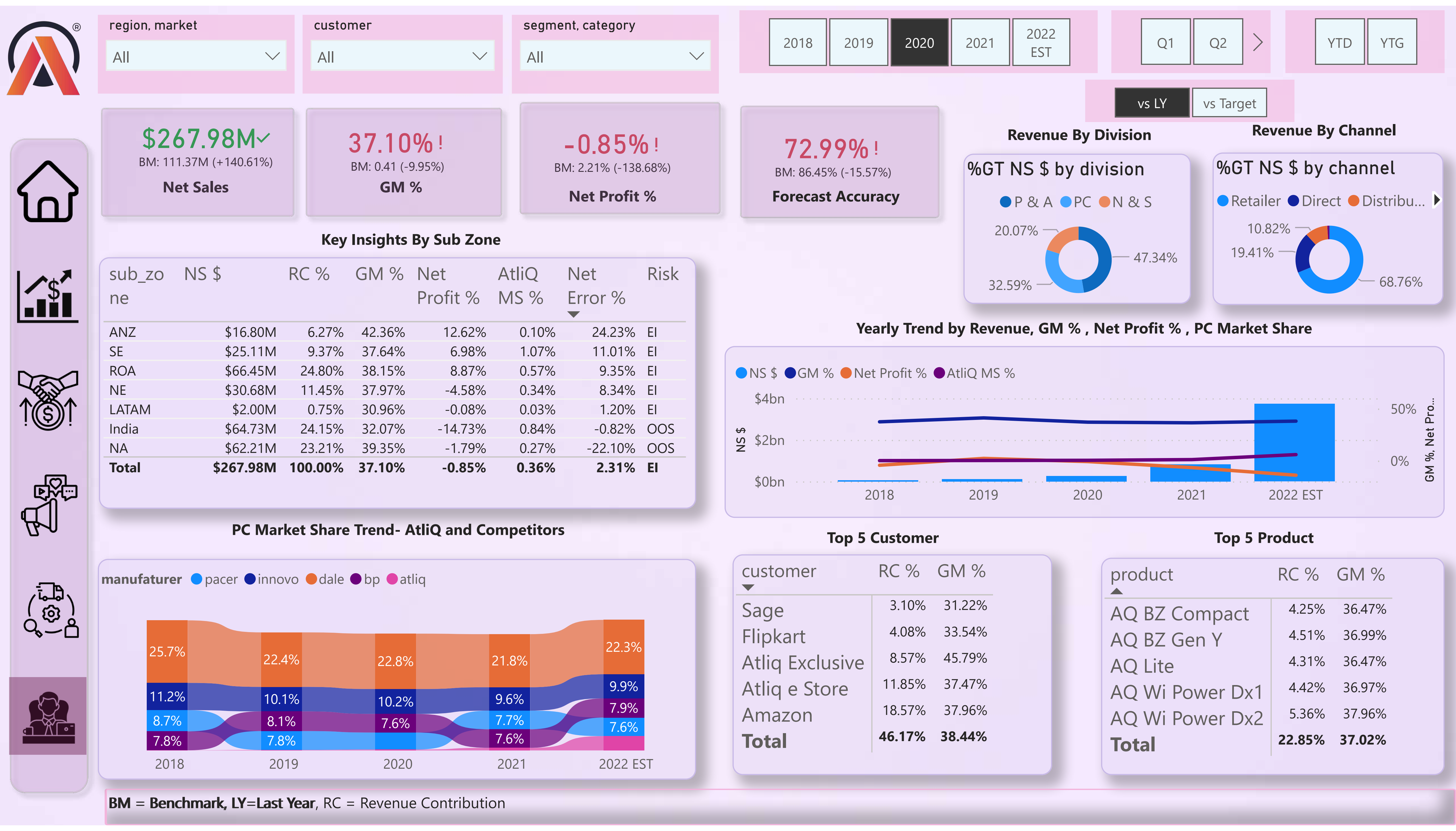
customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Zone	40.90%	45.68%	19720	11.51%	EI
walmart	34.80%	32.57%	21835	7.77%	EI
Viveks	32.48%	46.18%	28753	10.37%	EI
Vijay Sales	34.48%	44.36%	51889	17.23%	EI
Unity Stores	27.53%	43.82%	-1673	-3.64%	OOS
UniEuro	45.77%	32.17%	62607	27.48%	EI
Taobao	-4.05%	4.43%	-50872	-67.95%	OOS
Synthetic	38.32%	47.83%	261010	40.23%	EI
Surface Stores	42.94%	45.22%	31181	36.74%	EI
Staples	35.69%	33.85%	11720	4.22%	EI
Sound	41.27%	51.26%	76763	34.71%	EI
Sorefoz	41.33%	32.03%	51093	32.22%	EI
Saturn	25.11%	41.12%	-3046	-7.64%	OOS
Sage	35.92%	46.85%	142746	16.73%	EI
Relief	42.81%	16.73%	58627	36.28%	EI
Reliance Digital	38.76%	46.67%	64515	19.64%	EI
Radio Shack	7.10%	28.64%	-44918	-34.68%	OOS
Radio Popular	50.36%	58.50%	39157	19.89%	EI
Propel	33.27%	46.36%	46283	14.76%	EI
Premium Stores	42.85%	44.40%	60275	35.29%	EI
Power	40.19%	55.02%	-352	-0.48%	OOS
Total	72.99%	86.45%	491599	2.31%	EI

Key Metrics By Product

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Storage	81.01%	80.25%	698487	14.86%	EI
Notebook	76.65%	83.02%	146640	22.59%	EI
Peripherals	75.18%	85.06%	193476	7.43%	EI
Accessories	71.42%	90.20%	-167818	-1.40%	OOS
Desktop	70.07%		-52	-2.00%	OOS
Networking	52.50%	81.50%	-379134	-28.90%	OOS
Total	72.99%	86.45%	491599	2.31%	EI

Accuracy / Net Error Trend

BM = Benchmark, LY=Last Year, EI = Excess Inventory, OOC = Out OF Stock





Business Insights 360

Add New Request

Get an issue resolved



Add New Request

Check out the contingency plan



Trends

Net sales vs Gross Margin %

\$4.97bn
Net Sales

37.83%
Gross Margin %

● NS \$ ● GM %

