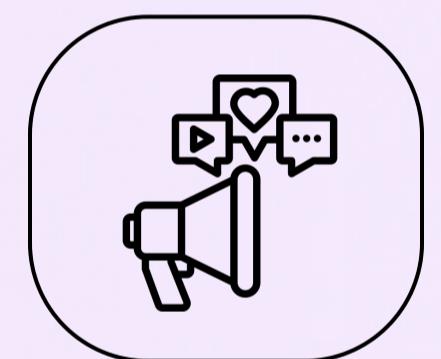




Info

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



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.



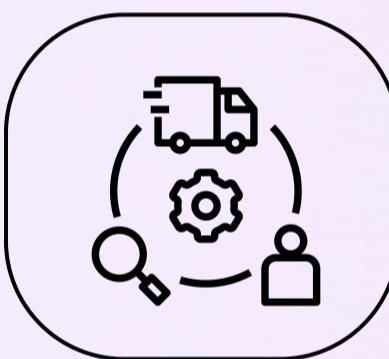
Finance View

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



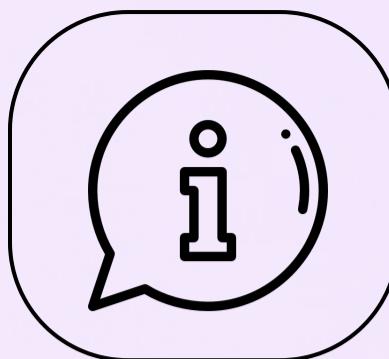
Executive View

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.



Support

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

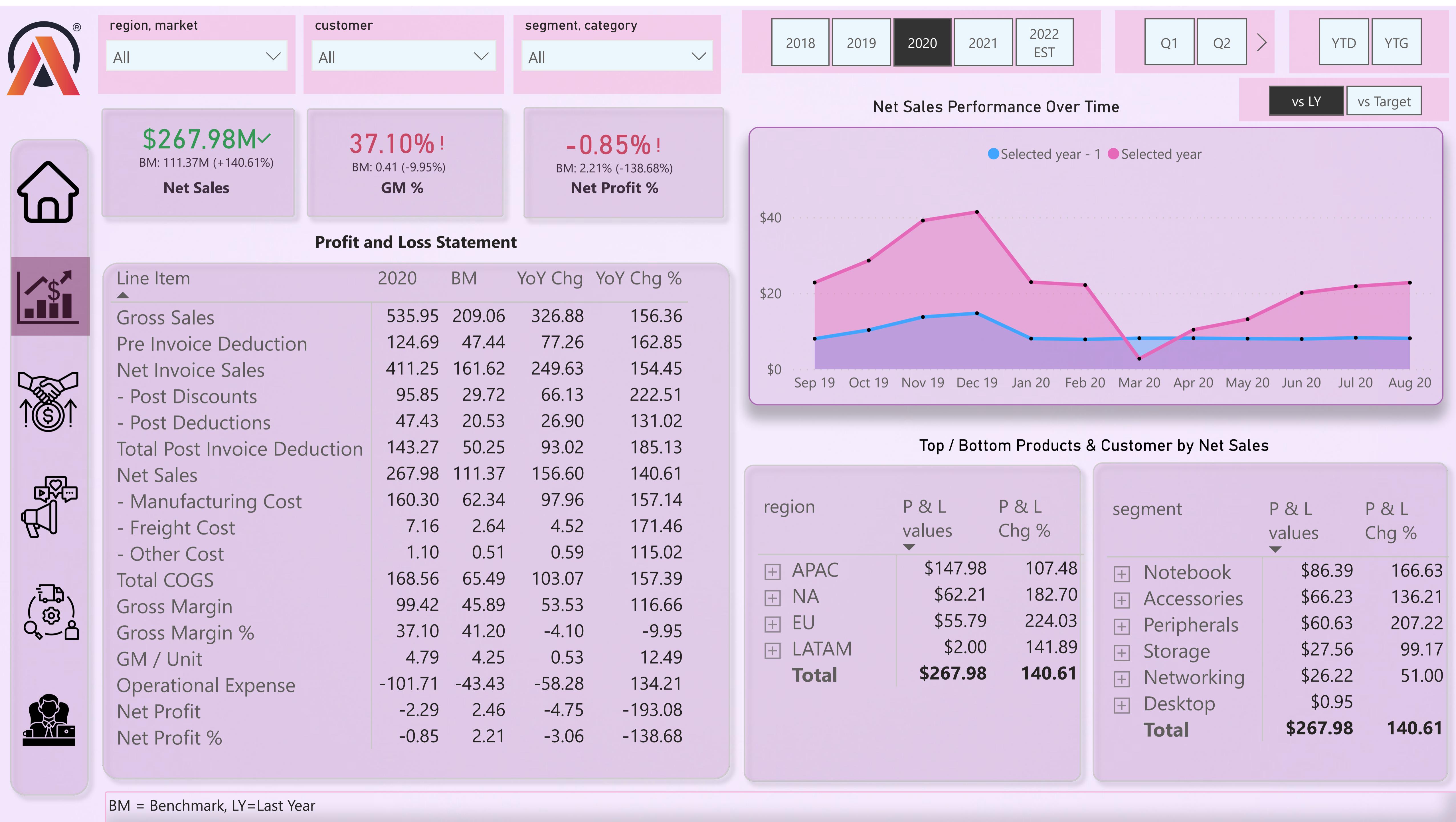


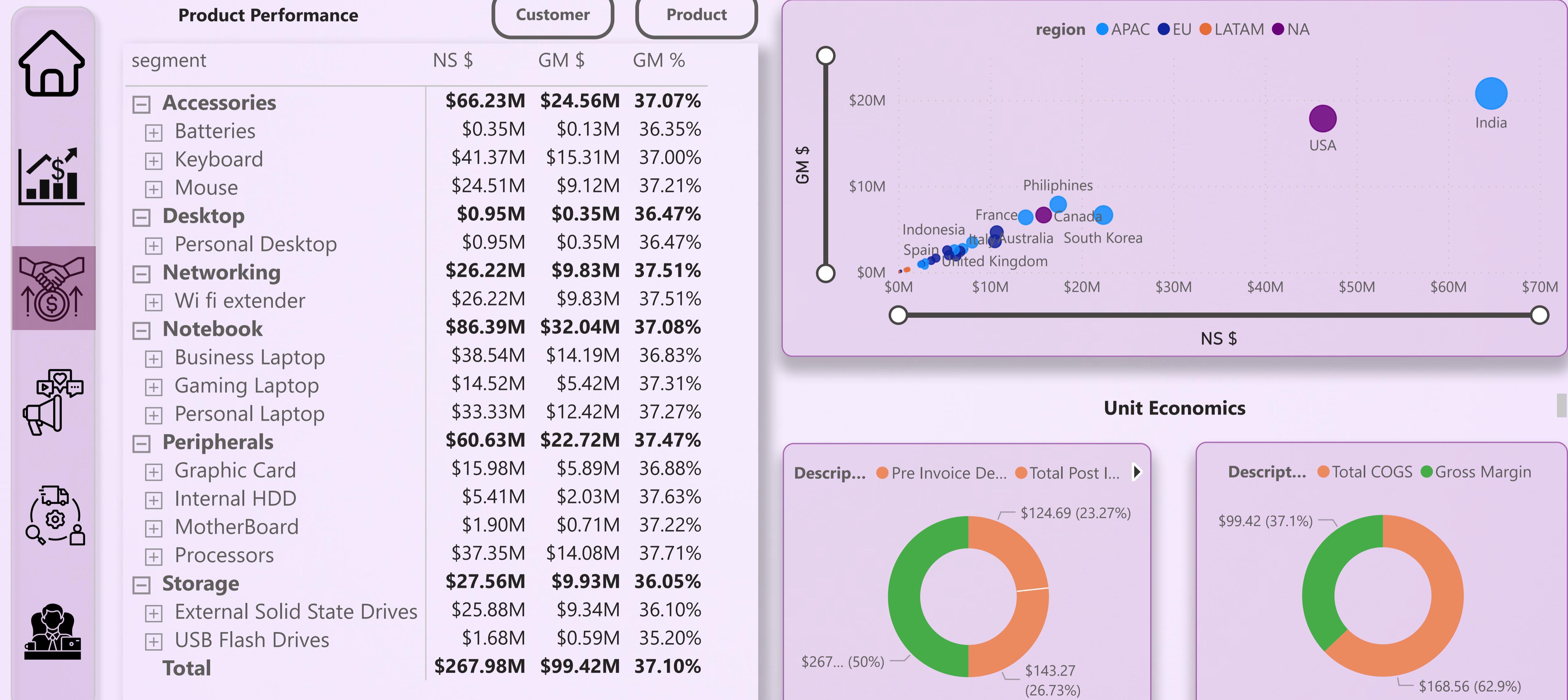
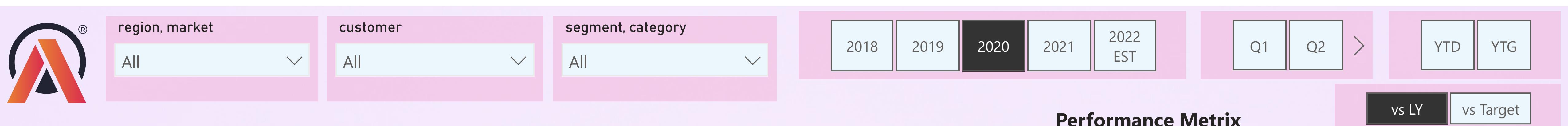
Sales View

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



Business Insights 360





BM = Benchmark, LY=Last Year



region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022
EST

Q1

Q2

>

YTD

YTG

Product Performance

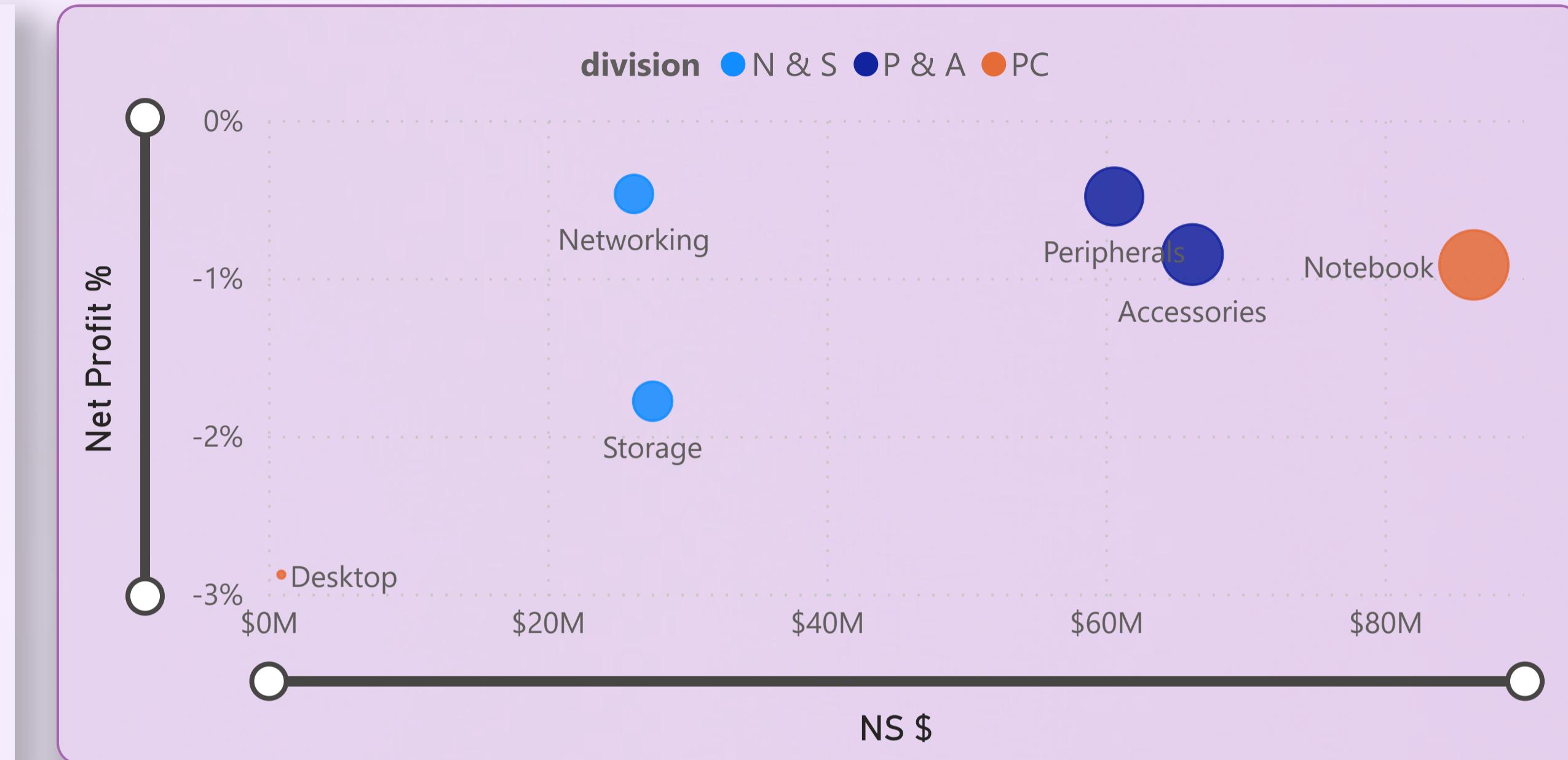
Show GM %

Performance Metrix

vs LY

vs Target

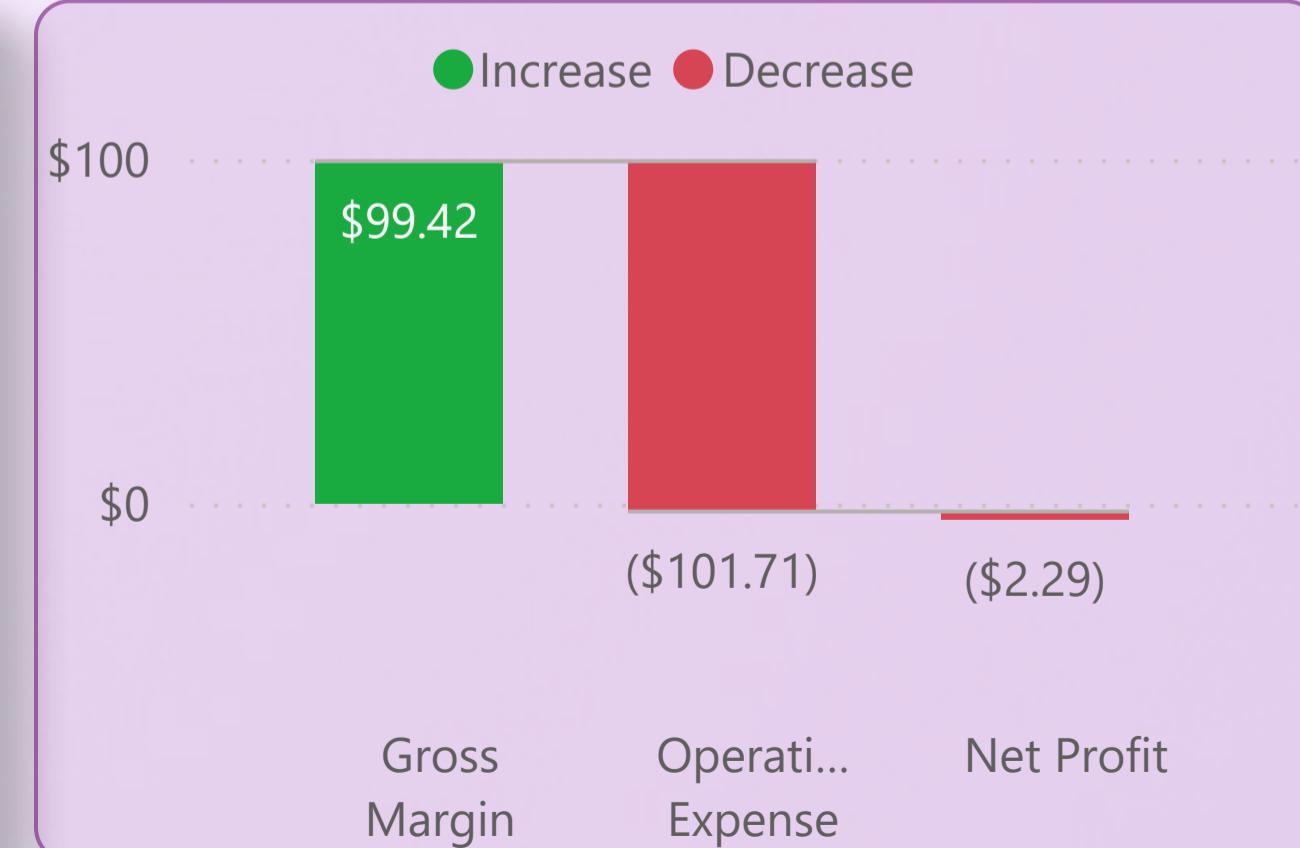
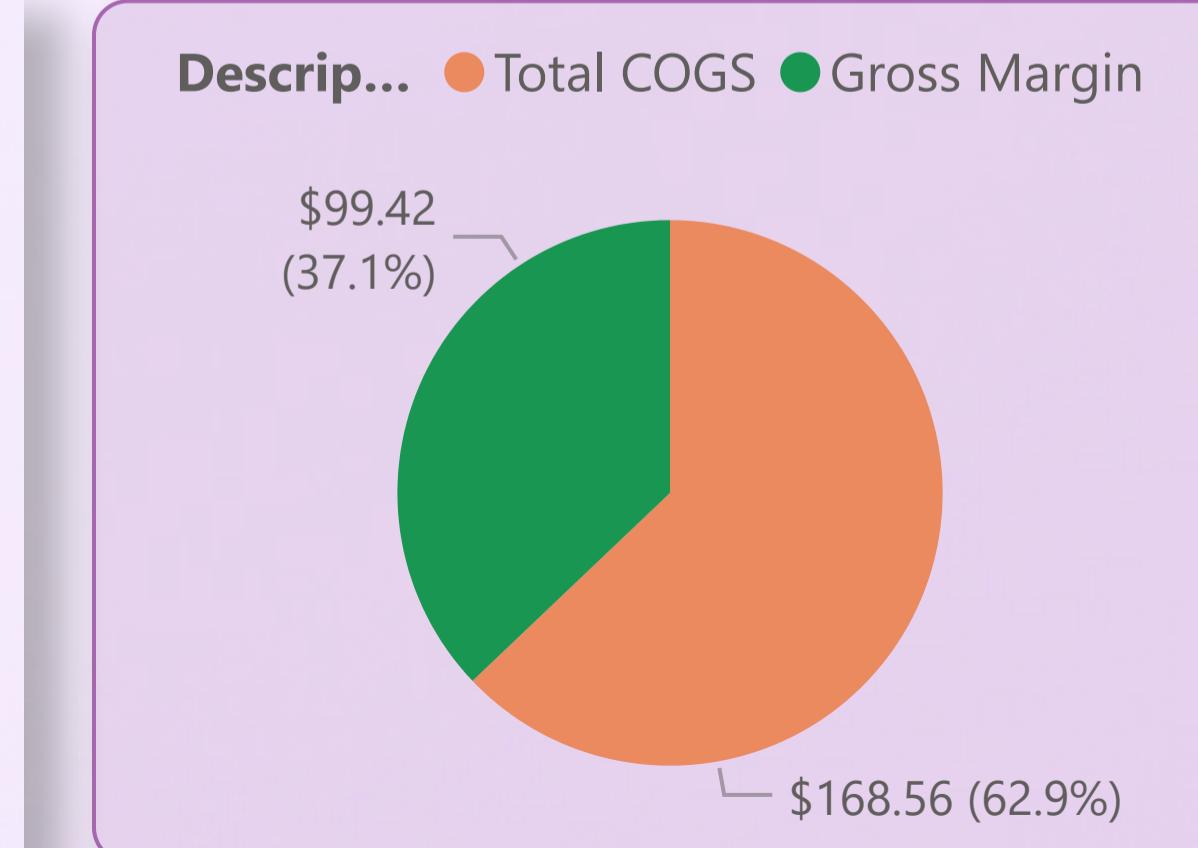
segment	NS \$	GM \$	GM %	Net Profit	Net Profit %
+ Desktop	\$0.95M	\$0.35M	36.47%	-0.03M	-2.88%
+ Networking	\$26.22M	\$9.83M	37.51%	-0.12M	-0.47%
+ Storage	\$27.56M	\$9.93M	36.05%	-0.49M	-1.78%
+ Peripherals	\$60.63M	\$22.72M	37.47%	-0.29M	-0.48%
+ Accessories	\$66.23M	\$24.56M	37.07%	-0.56M	-0.85%
+ Notebook	\$86.39M	\$32.04M	37.08%	-0.79M	-0.92%
Total	\$267.98M	\$99.42M	37.10%	-2.29M	-0.85%



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



BM = Benchmark, LY=Last Year

region, market
Allcustomer
Allsegment, category
All

2018

2019

2020

2021

2022
EST

Q1

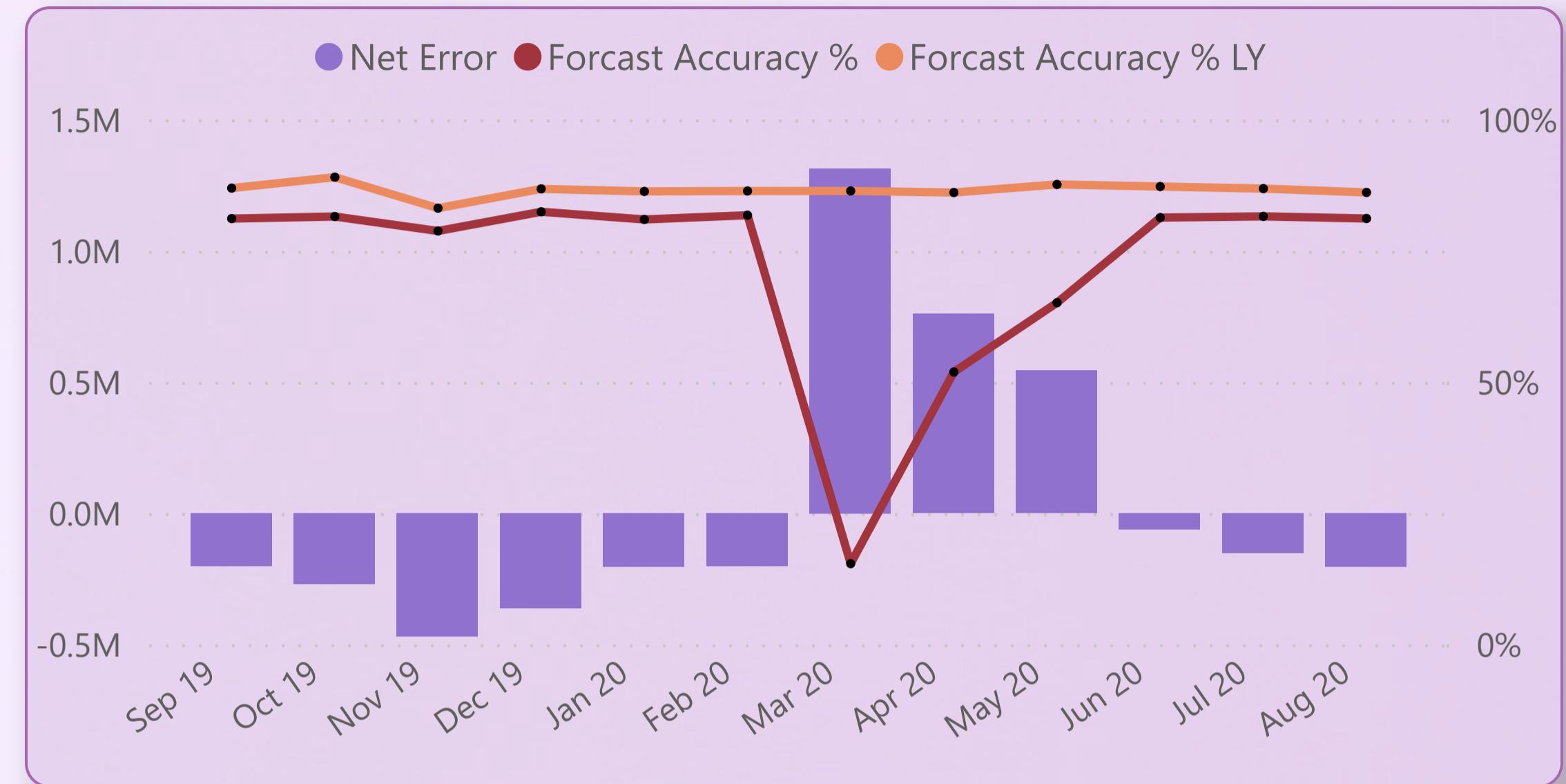
Q2



YTD

YTG

Accuracy / Net Error Trend



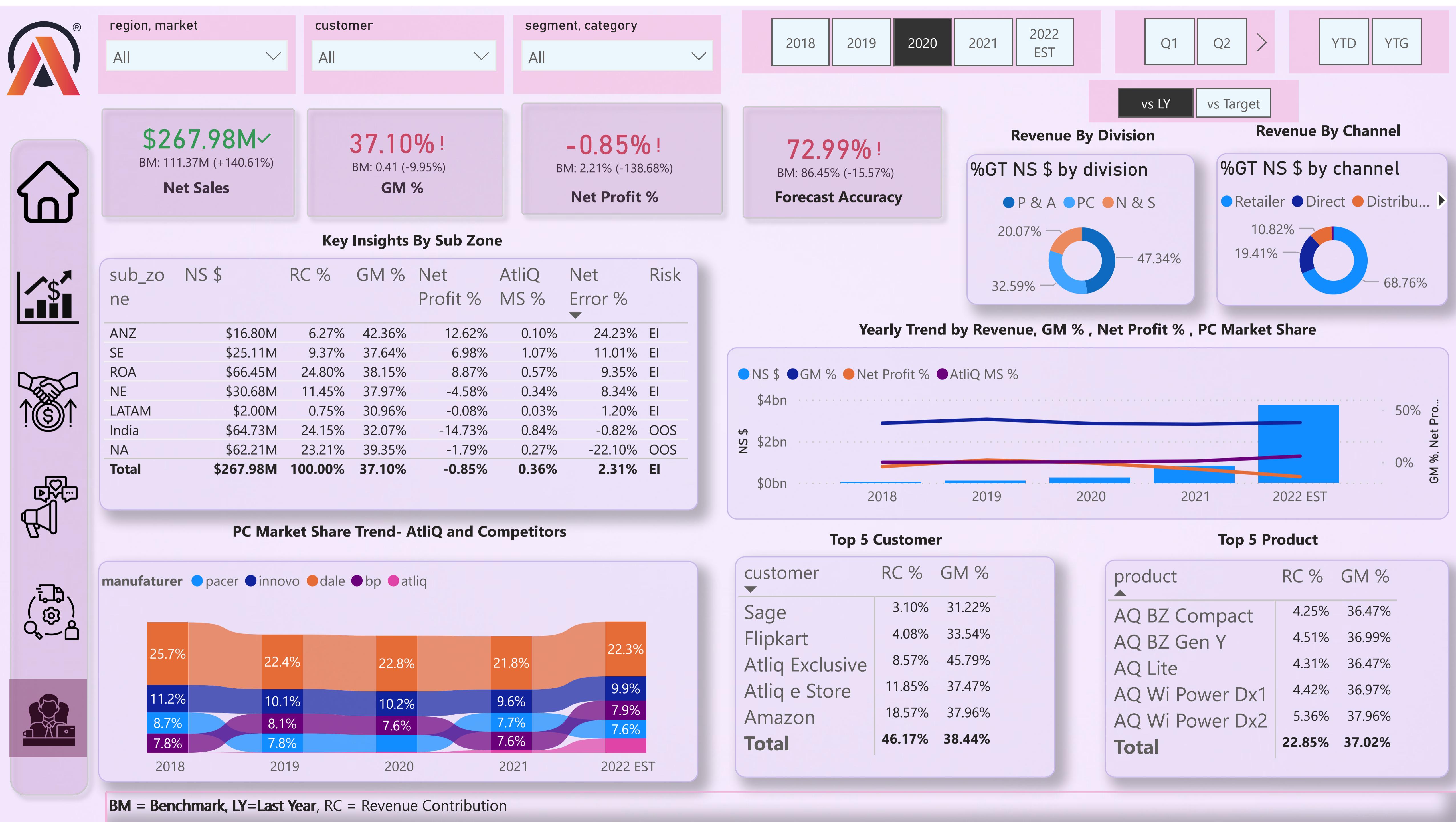
Key Metrics By Customer

customer	Forcast Accuracy %	Forcast 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	Forcast Accuracy %	Forcast 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

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





Business Insights 360

Get an issue resolved

Add New Request



Add New Request

Check out the contingency plan



Trends

Net sales vs Gross Margin %

\$4.97bn
Net Sales

37.83%
Gross Margin %

● NS \$ ● GM %

