



- The visual "TOP SUPPLIERS" ranks TOP-10 suppliers according to the purchased amount of goods by the Company. The purchased amount can be grouped by period/product family/product sub-family. It also provides a high-level view of purchased amount over 12 months to know where we stand and what the trend is for each supplier.
- The visual "SUPPLIER POSITION" is a supplier profile showing their market share (position on market) by amount of sales globally and in specific regions over selected period. This visual allows to drill down the information placed above in the visual "TOP SUPPLIERS".
- The visual "PARTNER CONCENTRATION RATE" reflects the number of sales to partners and non-partners in quantitative terms. Also, it shows the change of ratio "*partner concentration rate=sales to partners/ sales to non-partners*" over time.
- The visual "PURCHASES & SALES" shows a detailed view of sales and purchases of products by 3 levels of granularity: product segment, family, and subfamily (it is chosen by radio button). The representation of data can be filtered by vendor type and sales channel. Product names are always plotted on the Y-axis. The +X-axis indicates the number of goods sold, -X-axis indicates the number of corresponding goods purchased. Time period is set up in the visual "PARTNER CONCENTRATION RATE", since this information drills down the above mentioned. This visual is complemented by a table for detailed view of sales and purchases.