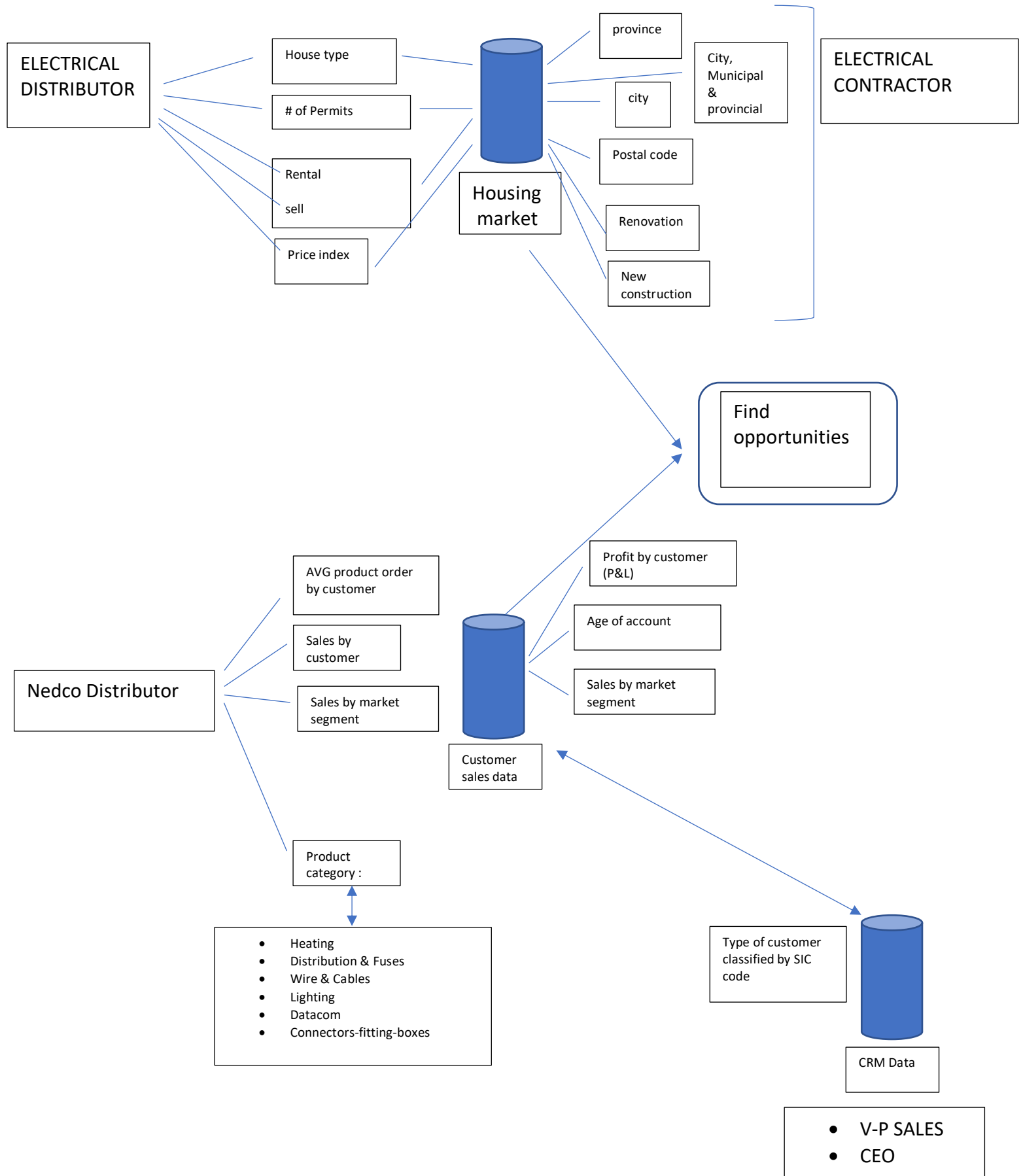


FUNCTIONAL MAP : HCIP



LIST OF USE CASE : HCIP

What is the avg sales by market segment?

What is the P&L by customer

What is the P&L by market segment?

What type of houses have been built in 2017?

How many permits were awarded in 2017?

How many permits for new construction of residential houses were awarded in 2017 by province?

What is the avg spend of electrical material according to a contractor?

What are the sales by product family in 2017?

What are the sales by customers by SIC code in 2017 vs 2016?

What is the avg payment terms for a contractor?

How many residential houses were built by Postal code in 2017?

What type of permits were awarded in 2017? i.e commercial, residential

How many were awarded by cities, municipalities for 2017 by vertical market (resi, commercial)

How many permits were awarded between contractors or consumers by postal code for 2017?

What type of order a contractor orders?

1- SEARCH BY FEATURE

- a. What is the age of the account by customer for 2017?
- b. What is the credit limit by customer class for 2017?
- c. What is the avg payment terms for a residential contractor in 2017?

2- SEARCH BY PRICE

- a. What is the avg selling price by type of houses by province in 2017?
- b. What is the avg selling price for residential houses by province in 2017?

3- SEARCH BY MARKET TRENDS

- a. What type of order a contractor orders?
- b. How many residential houses were built by Postal code in 2017?
- c. What are the sales by customers by SIC code in 2017 vs 2016?
- d. What are the sales by product family in 2017?
- e. What is the avg spend of electrical material according to a contractor?
- f. How many permits for new construction of residential houses were awarded in 2017 by province?
- g. How many permits were awarded in 2017 by province?

- 4- SEARCH BY TYPE OF MARKETS (Residential, commercial)
 - a. How many were awarded by cities, municipalities for 2017 by vertical market (resi, commercial)
 - b. What type of permits were awarded in 2017? i.e commercial, residential
 - c. What type of houses have been built in 2017 by province?
 - d. What is the avg sales by market segment?
 - e. What is the avg sales by type of customer class?

- 5- SEARCH BY TYPE OF SIC CODE
 - a. What is the SIC code ratio for residential vs all SIC codes for 2017?

- 6- SEARCH BY TYPE OF ROI
 - a. What is the P&L by market segment in 2017 for Quebec?

- 7- SEARCH BY TYPE OF CUSTOMER
 - a. How many permits were awarded between contractors or consumers by postal code for 2017?