FUNCTIONAL MAP : HCIP

province

City, Municipal & provincial data

ELECTRICAL DISTRIBUTOR

ELECTRICAL CONTRACTOR

House type

* V-P SALES
* CEO

Housing

market

city

Find opportunities

ff

Profit by customer (P&L)

New constructionn

Renovation

Customer sales data

Age of account

Sales by market segment

Sales by market segment

Sales by customer

AVG product order by customer

Type of customer classified by SIC code

CRM Data

Product category :

* Heating
* Distribution & Fuses
* Wire & Cables
* Lighting
* Datacom
* Connectors-fitting-boxes

Nedco Distributor

Price index

Rental

sell

Postal code

# of Permits

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 is our sales by product family in 2017?

What is our 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?