



BUSINESS INSIGHT 360



HOME



FINANCE



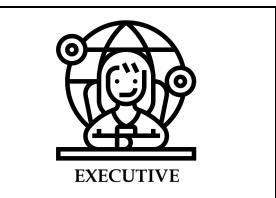
SALES



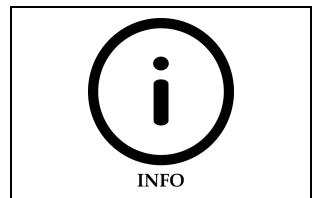
MARKETING



SUPPLY CHAIN



EXECUTIVE



INFO



SUPPORT

FILTERS



Select Benchmark

vs LY vs Target

2019 2020 2021 2022 Est

Q1 Q2 Q3 Q4

YTD YTG

BY REGION/COUNTRY

All

BY STORE(S)

All

BY CATEGORY

All

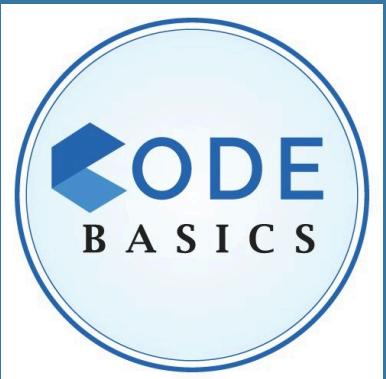
Abbreviations

BM = Benchmark | LY=Last Year

GM = Gross Margin | NS = Net Sales

NP= Net Profit | Chg = Change

All values in Million \$



Forecast Accuracy %

81.17%



LY: 80.21%

+1.2%

Net Error

-3M



LY: -0.75M

+361.97%

ABS Error

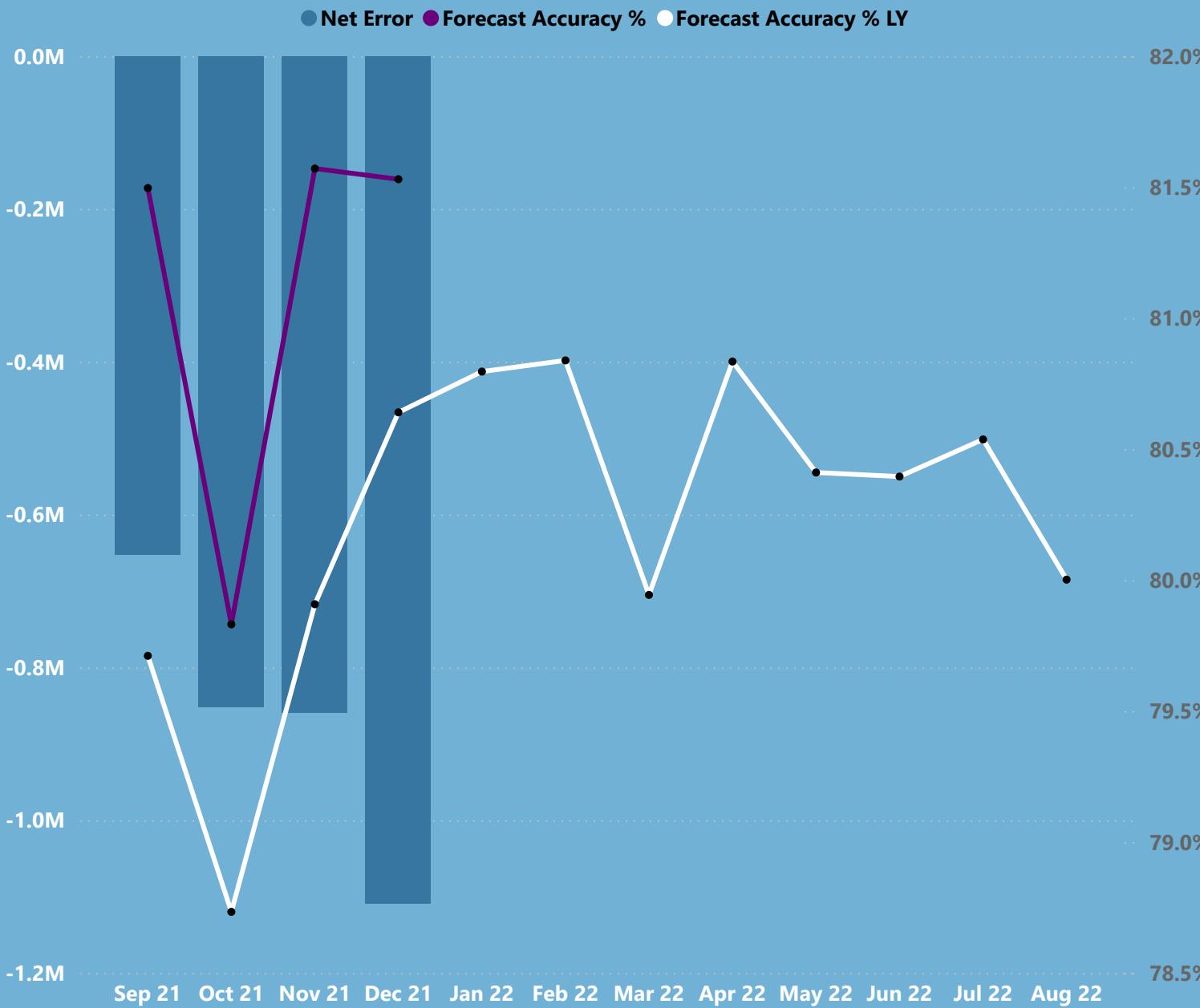
7M



LY: 9.78M

-29.46%

Accuracy / Net Error Trend



Key Metrics by Customers

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	57.74%	50.69%	83K	10.7%	EI
All-Out	43.96%	29.09%	0K	-0.3%	OOS
Amazon	73.79%	74.54%	-465K	-9.2%	OOS
Argos (Sainsbury's)	54.78%	56.08%	-23K	-17.6%	OOS
Atlas Stores	49.53%	48.16%	-4K	-2.3%	OOS
Atliq e Store	74.22%	74.59%	-295K	-9.6%	OOS
AtliQ Exclusive	70.35%	71.69%	-359K	-11.9%	OOS
BestBuy	46.60%	35.31%	81K	16.7%	EI
Billa	42.63%	18.29%	4K	3.9%	EI
Boulanger	52.69%	58.77%	-49K	-20.2%	OOS
Chip 7	34.56%	53.44%	-85K	-35.0%	OOS
Chiptec	50.49%	52.54%	-20K	-11.4%	OOS
Circuit City	46.17%	35.02%	85K	16.5%	EI
Total	81.17%	80.21%	-3473K	-9.5%	OOS

Key Metrics by Products

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Accessories	87.42%	77.66%	341K	1.7%	EI
Desktop	87.53%	84.37%	79K	10.2%	EI
Networking	93.06%	90.40%	-13K	-1.7%	OOS
Notebook	87.24%	79.99%	-47K	-1.7%	OOS
Peripherals	68.17%	83.23%	-3204K	-31.8%	OOS
Storage	71.50%	83.54%	-628K	-25.6%	OOS
Total	81.17%	80.21%	-3473K	-9.5%	OOS