

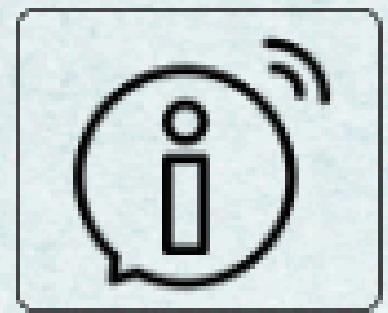
Business Insights 360



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Business Insights 360



Info

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



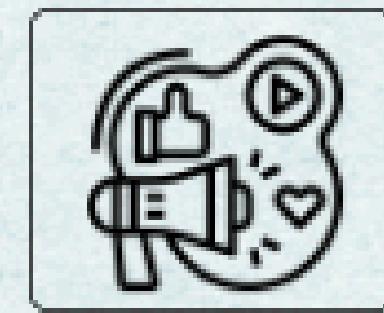
Finance View

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



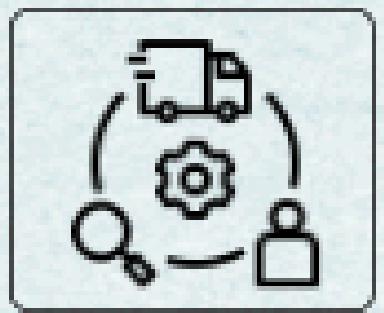
Sales View

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



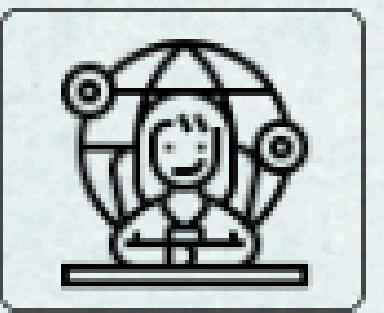
Marketing

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



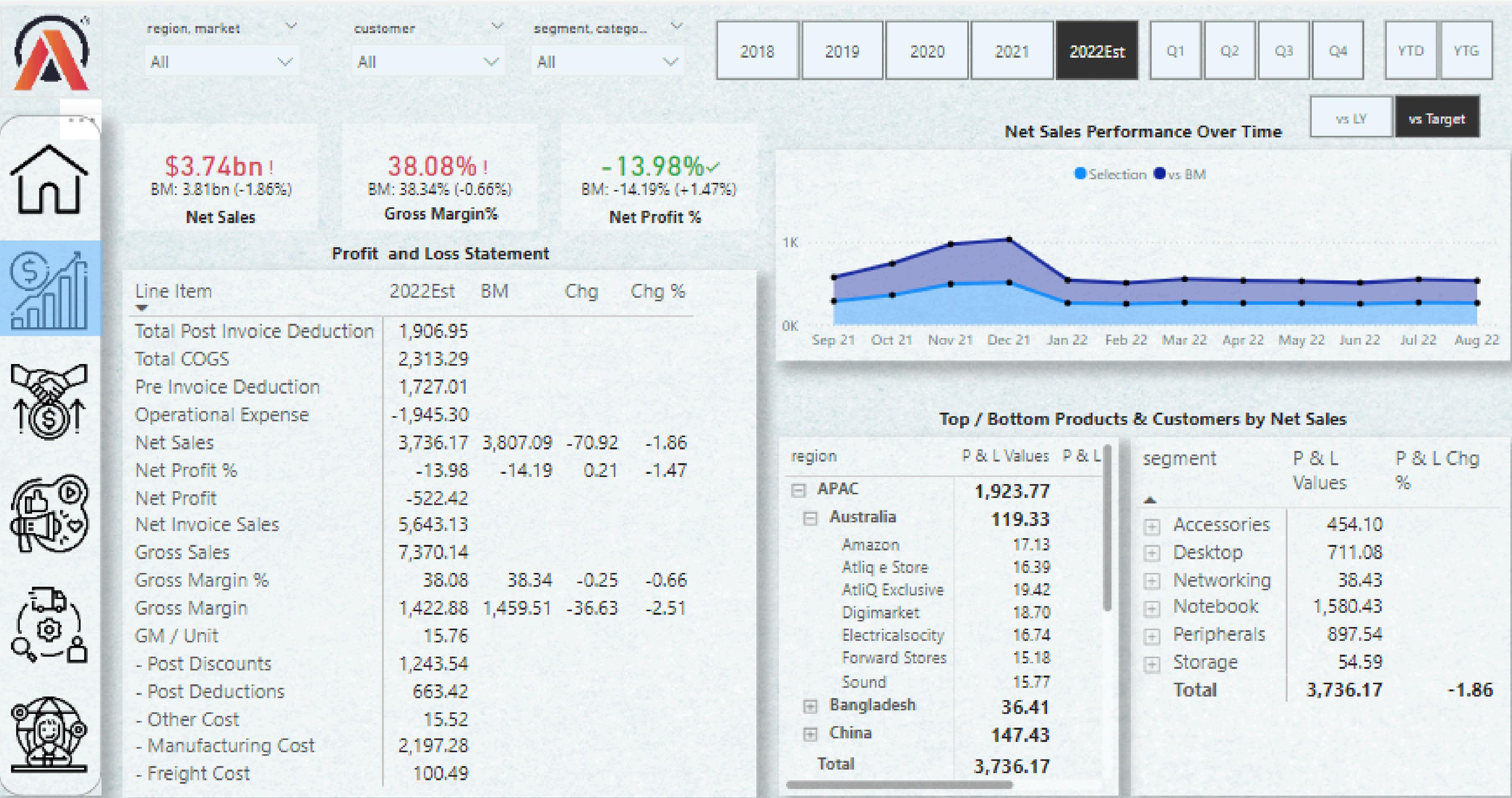
Supply chain view

Get Forecast Accuracy, Net Error and risk profile for product, segment, category, customer etc.

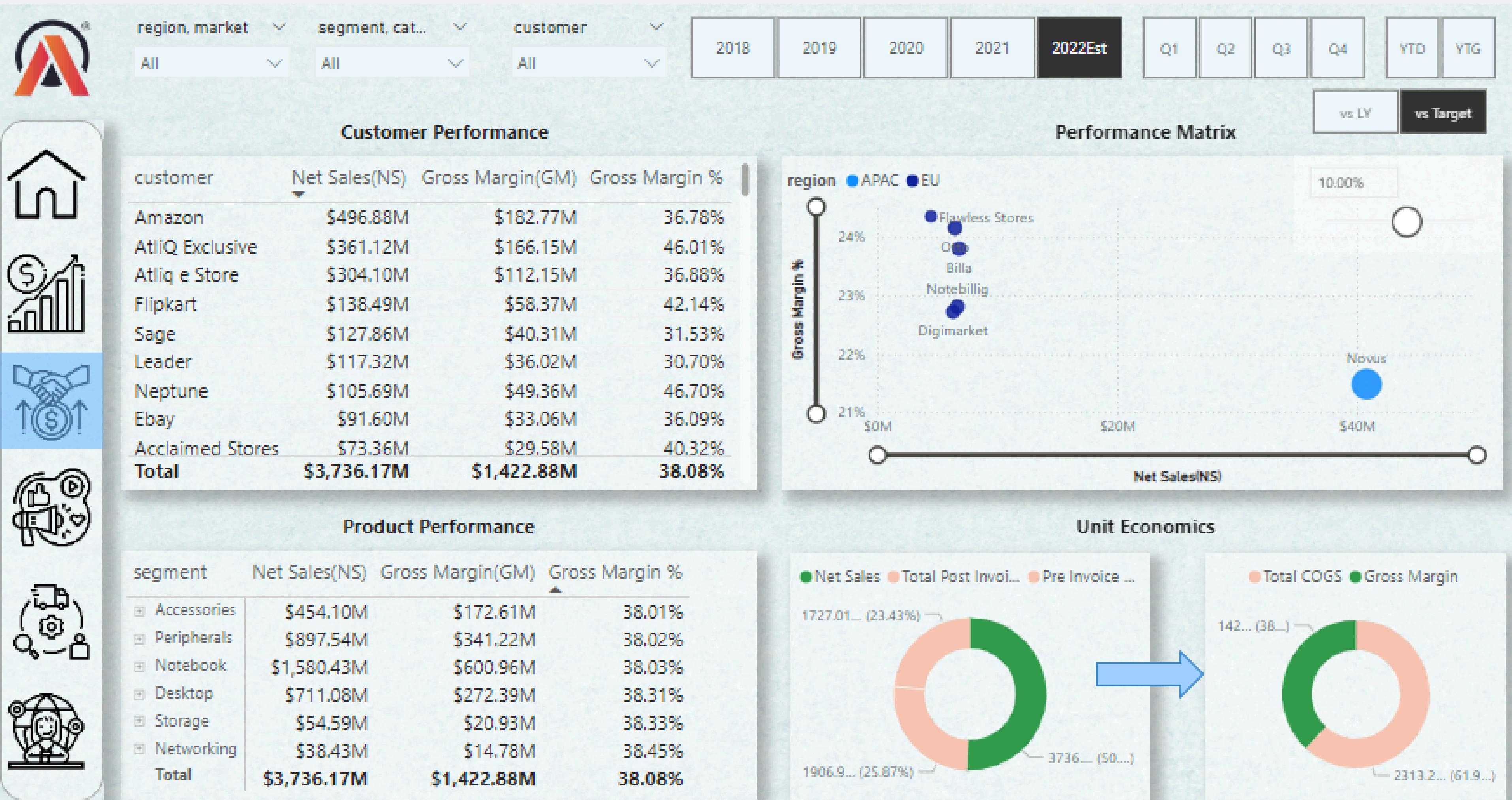


Executive View

A top level dashboard for executives consolidating top insights from all dimensions of business.



BM = Benchmark, LY = Last Year





region

market

customer

2018

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

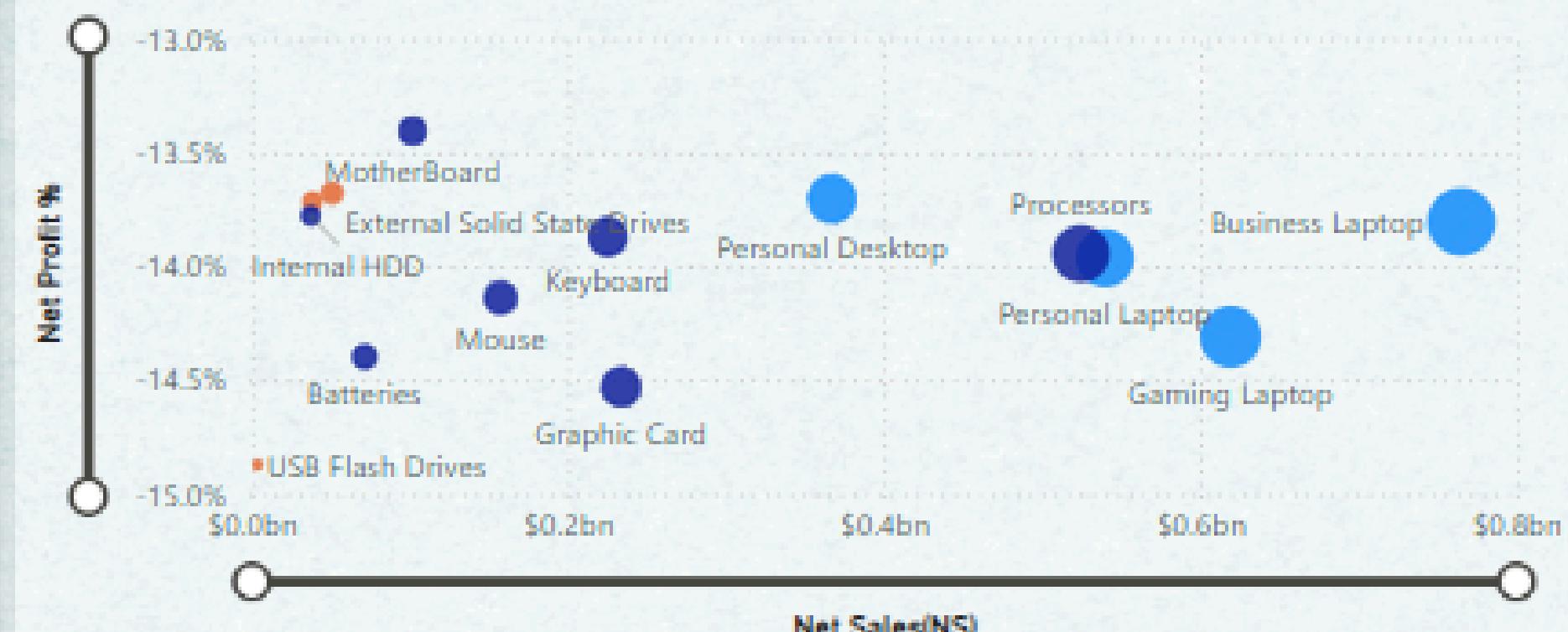
Product Performance

segment	Net Sales(NS)	Gross Margin(GM)	Gross Margin %
Accessories	\$454.10M	\$172.61M	38.01%
Desktop	\$711.08M	\$272.39M	38.31%
Networking	\$38.43M	\$14.78M	38.45%
Notebook	\$1,580.43M	\$600.96M	38.03%
Peripherals	\$897.54M	\$341.22M	38.02%
Storage	\$54.59M	\$20.93M	38.33%
Total	\$3,736.17M	\$1,422.88M	38.08%

Show GM %

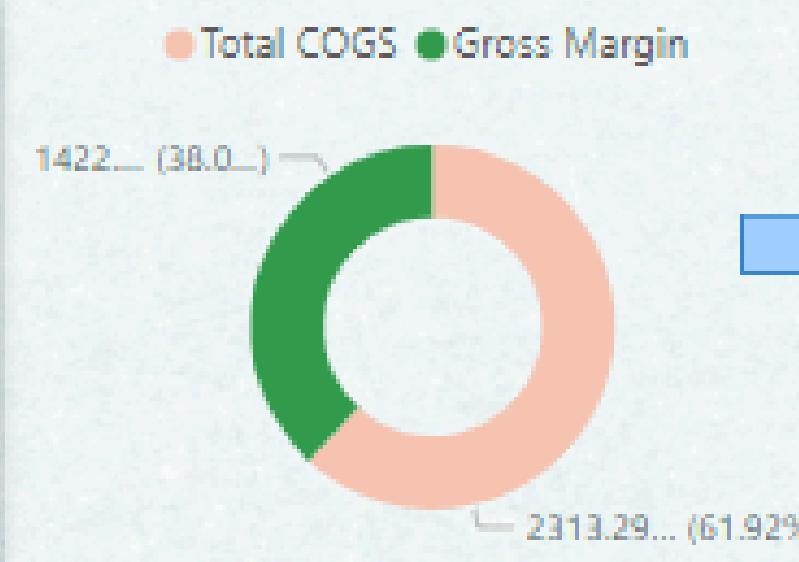
Performance Matrix

division N & S P & A PC

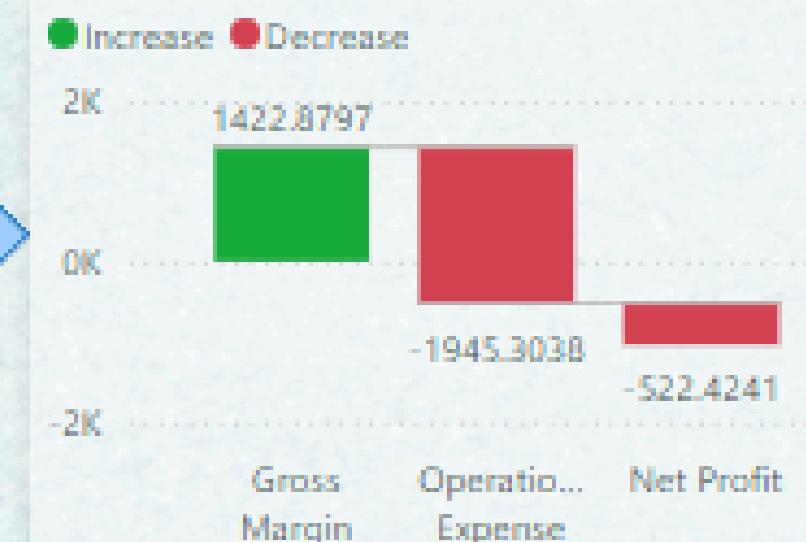


Region / Market / Customer Performance

region	Net Sales(NS)	Gross Margin(GM)	Gross Margin %	Net Pr
APAC	\$1,923.77M	\$690.21M	35.88%	(\$281.1M)
NA	\$1,022.09M	\$459.68M	44.97%	(\$145.1M)
EU	\$775.48M	\$267.80M	34.53%	(\$95.1M)
LATAM	\$14.82M	\$5.19M	35.02%	(\$0.4M)
Total	\$3,736.17M	\$1,422.88M	38.08%	(\$522.4M)



Unit Economics



region, market
Allcustomer
Allsegment, category
All

2018

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

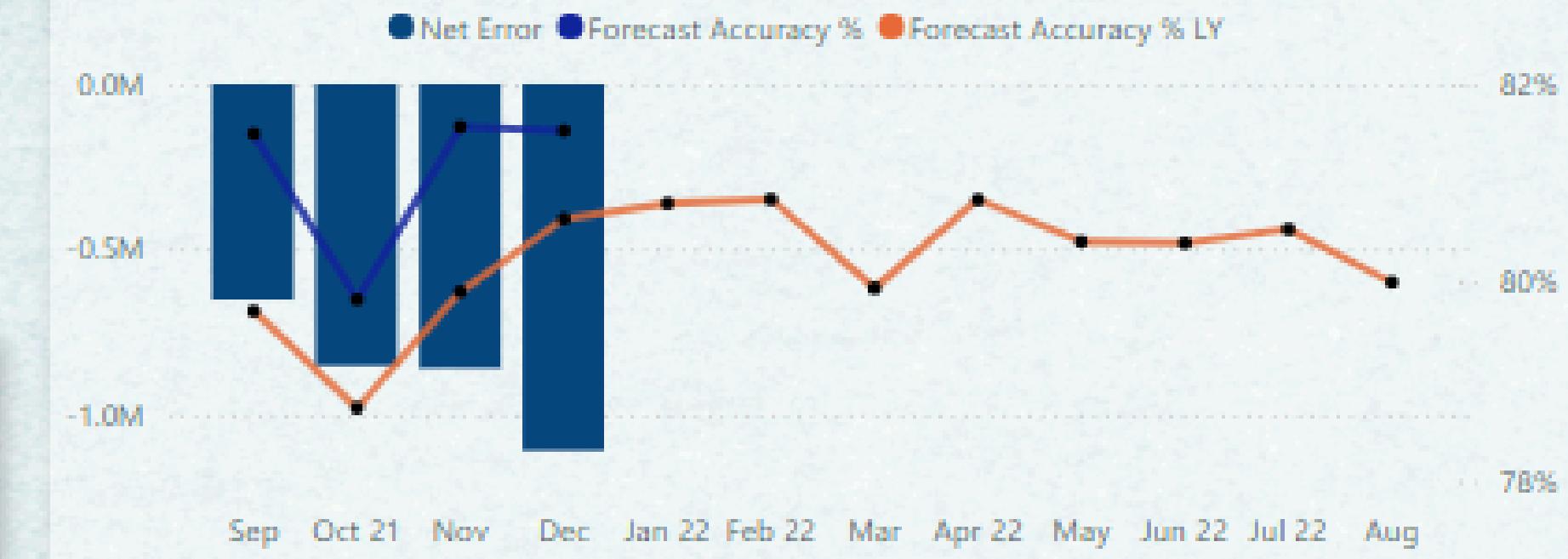
YTG

Accuracy / Net Error

81.17% ✓
LY: 80.21% (+1.2%)
Forecast Accuracy

-3472.69K ✓
LY: -751.71K (-361.97%)
Net Error

6,899.04K ✓
LY: 9780.74K (+29.46%)
ABS Error



Key Metrics By Customer



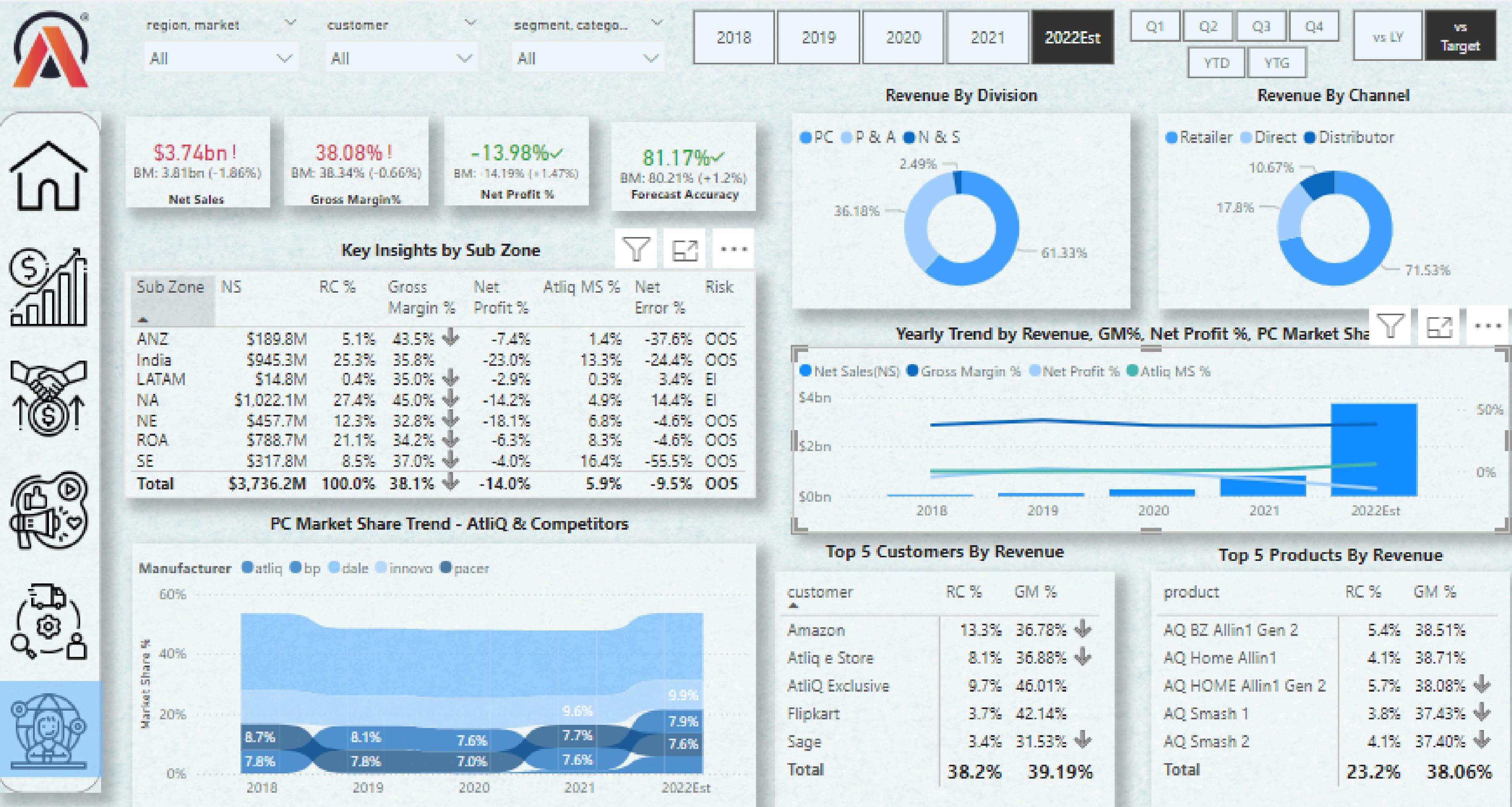
customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
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Acclaimed Stores	57.74%	50.69%	83037	10.74%	EI
All-Out	43.96%	29.09%	-150	-0.32%	OOS
Amazon	73.79%	74.54%	-464694	-9.22%	OOS
Argos (Sainsbury's)	54.78%	56.08%	-23040	-17.60%	OOS
Atlas Stores	49.53%	48.16%	-4182	-2.31%	OOS
Atliq e Store	74.22%	74.59%	-294868	-9.65%	OOS
AtliQ Exclusive	70.35%	71.69%	-359242	-11.91%	OOS
BestBuy	46.60%	35.31%	81179	16.72%	EI
Billa	42.63%	18.29%	3704	3.91%	EI
Boulanger	52.69%	58.77%	-48802	-20.21%	OOS
Chip 7	34.56%	53.44%	-85293	-35.01%	OOS
Chiptec	50.49%	52.54%	-20102	-11.36%	OOS
Circuit City	46.17%	35.02%	85248	16.55%	EI
Control	52.06%	47.42%	64731	13.01%	EI
Coolblue	47.66%	52.95%	-34790	-15.34%	OOS
Costco	51.05%	40.42%	101013	15.70%	EI
Total	81.17%	80.21%	-34726	-9.48%	OOS

90

Key Metrics By Product

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Storage	71.50%	83.54%	-628266	-25.61%	OOS
Peripherals	68.17%	83.23%	-3204280	-31.83%	OOS
Notebook	87.24%	79.99%	-47221	-1.69%	OOS
Networking	93.06%	90.40%	-12967	-1.69%	OOS
Desktop	87.53%	84.37%	78576	10.24%	EI
Accessories	87.42%	77.66%	341468	1.72%	EI
Total	81.17%	80.21%	-3472690	-9.48%	OOS



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