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Opportunities

Manage Data

View: All Opportunities

\$2.7m Margin Opportunity	Increase Margin of Xylan product family In the XYLAN product family, NORTHERN FOODS has a margin of 3% compared with a margin of 43.5% of all customers.		\$2.7m 
\$2.7m Margin Opportunity	Control the Price Spread of Xylan 40 Product XYLAN 40 has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890.		
\$1.5m Margin Opportunity	Control the Price Spread of Ralan Soluble 100GM Bottle Product RADAN SOLUBLE 100GM BOTTLE has high price variation. By removing the bottom 10% you would make an extra \$1,471,307.		
\$1.4m Margin Opportunity	Increase Margin of Lowest Profit Product Recon 8MG X30BOTL Product RECON 8MG X30BOTL which is in the bottom 20% of all products has a margin of only 46.4%. It should have at least the margin of faster moving products: 49%.		
\$860k Margin Opportunity	Increase Margin of Product Xylan 65 to RGB Chemical Inc. Product Xylan 65 is currently being sold to RGB Chemical Inc at a margin of 32%. Our analysis would have predicted a margin in the range of 49%-56%.		

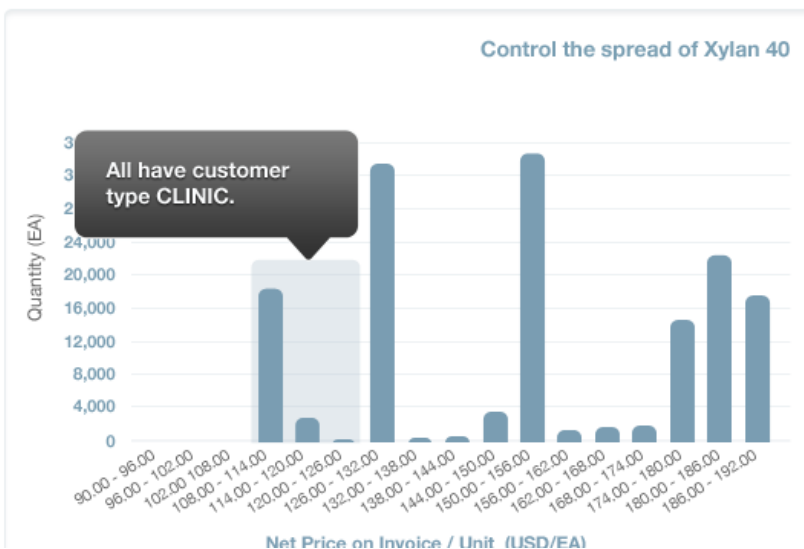
 Like |  Ignore |  Share |  Learn More

Control the Price Spread for Xylan 40

Product XYLAN 40 has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890. Product XYLAN 40 has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890.

Price Band View | Scatter View

Table View



Xylan 40 Information

Revenue: \$31,415,466

i Product Lifecycle: No Data Provided

Net Price for Unit: \$108 - \$114

Time Period: Jan 2011 - Jan 2012

Observations

The bottom 10% performers all have customer type CLINIC. Try eliminating them or increasing their per unit price to a minimum of \$125.

Size of company was also relevant to the price spread. Larger companies were sold no less than 16,000 units per transaction.

Opportunities

Manage Data



View: All Opportunities

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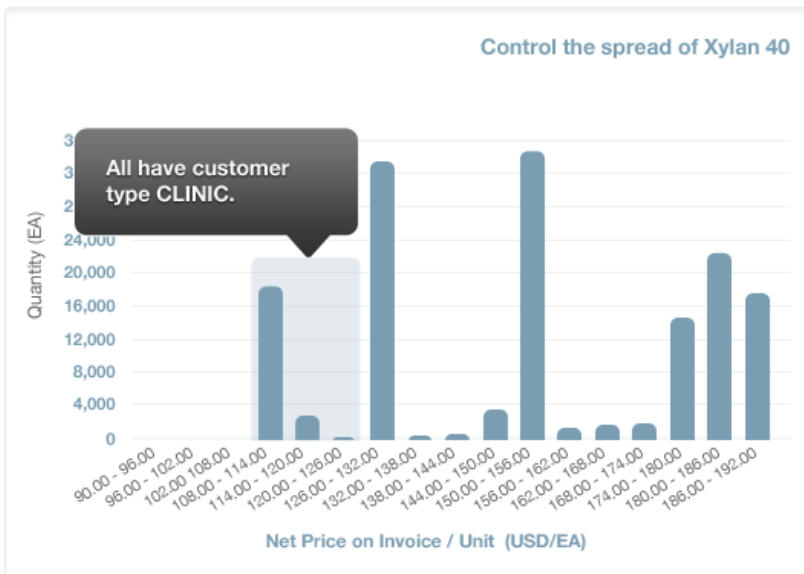
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Control the Price Spread for Xylan 40 Ignored

Product XYLAN 40 has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890. Product XYLAN 40 has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890.

[Price Band View](#) | [Scatter View](#)

[Table View](#)



Xylan 40 Information

Revenue: \$31,415,466

Product Lifecycle: No Data Provided

Net Price for Unit: \$108 - \$114

Time Period: Jan 2011 - Jan 2012

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Opportunities

Manage Data

View: All Opportunities

\$2.7m
Margin Opportunity

Increase Margin of Xylan product family

In the XYLAN product family, NORTHERN FOODS has a margin of 3% compared with a margin of 43.5% of all customers.

\$2.7m
Margin Opportunity

Control the Price Spread of Xylan 40

Product XYLAN 40 has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890.

\$1.5m
Margin Opportunity

Control the Price Spread of Ralan Soluble 100GM Bottle

Product RADAN SOLUBLE 100GM BOTTLE has high price variation. By removing the bottom 10% you would make an extra \$1,471,307.

\$1.4m
Margin Opportunity

Increase Margin of Lowest Profit Product Recon 8MG X30BOTL

Product RECON 8MG X30BOTL which is in the bottom 20% of all products has a margin of only 46.4%. It should have at least the margin of faster moving products: 49%.

\$860k
Margin Opportunity

Increase Margin of Product Xylan 65 to RGB Chemical Inc.

Product Xylan 65 is currently being sold to RGB Chemical Inc at a margin of 32%. Our analysis would have predicted a margin in the range of 49%-56%.

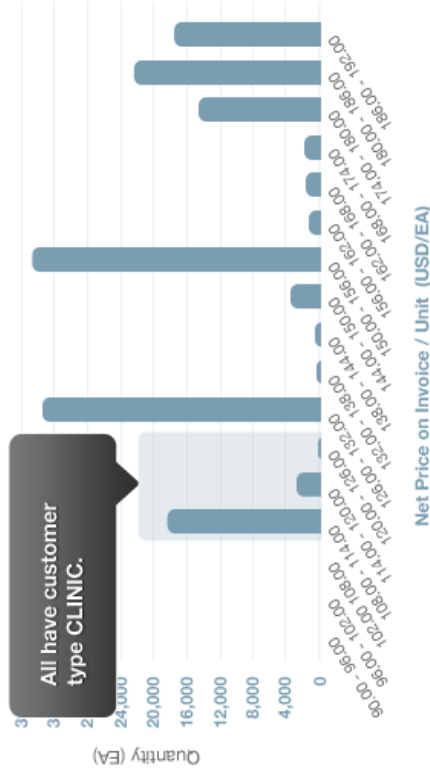
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Price Band View | Scatter View

Table View

Control the spread of Xylan 40



Xylan 40 Information

Revenue: \$31,415,466

Product Lifecycle: No Data

Net Price for Unit: \$108 - \$110

Time Period: Jan 2011 - Jan 2012

Observations

The bottom 10% performers are not performing well, indicating them or increasing their price would be beneficial.

Size of company was also relevant to the price spread. Larger companies were sold no less than 16,000 units per transaction.

LEARN ABOUT PRICE SPREAD

Price Spread Video

Added July 2012

Increase Profit Video

Added April 2012

White Paper about Pricing

Added July 2011

White Paper on Control...

Added December 2010

View More

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Opportunities

Manage Data

View: All Opportunities

\$2.7m
Margin Opportunity

Increase Margin of Xylan product family

In the XYLAN product family, NORTHERN FOODS has a margin of 3% compared with a margin of 43.5% of all customers.

\$2.7m

Control the Price Spread of Xylan 40



RECOMMENDED

- [Price Spread Video](#)
Added July 2012
- [Increase Profit Video](#)
Added April 2012
- [White Paper about Pricing](#)
Added July 2011
- [White Paper on Control...](#)
Added December 2010
- [White Paper on Control...](#)
Added December 2010
- [White Paper on Control...](#)
Added December 2010
- [White Paper on Control...](#)
Added December 2010
- [White Paper on Control...](#)
Added December 2010

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LEARN ABOUT PRICE SPREAD

- [Price Spread Video](#)
Added July 2012
- [Increase Profit Video](#)
Added April 2012
- [White Paper about Pricing](#)
Added July 2011
- [White Paper on Control...](#)
Added December 2010

View More

Control the spread of Xylan 40

Product Lifecycle: No Data

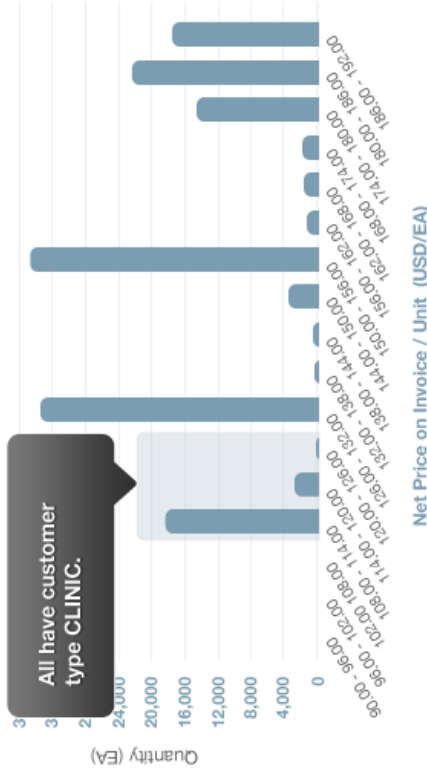
Net Price for Unit: \$108 - \$11

Time Period: Jan 2011 - Jan 2012

Observations

The bottom 10% performers are not managing them or increasing their margins.

Size of company was also relevant to the price spread. Larger companies were sold no less than 16,000 units per transaction.



Opportunities

Manage Data

View: All Opportunities

\$2.7m
Margin Opportunity

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Control the Price Spread for Xylan 40

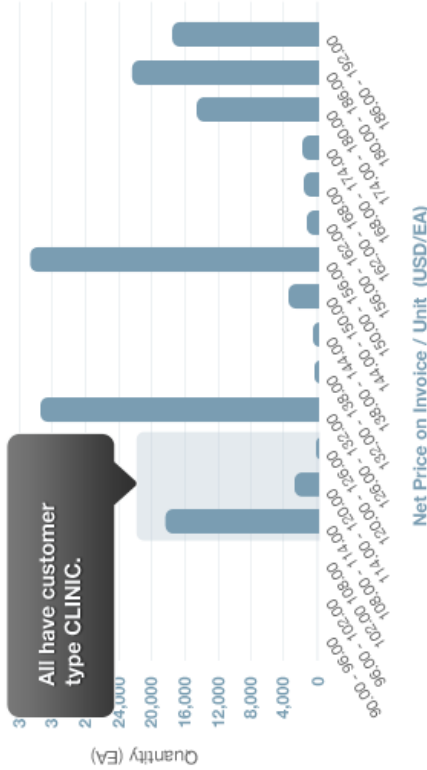
Liked

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Price Band View | Scatter View

Table View

Control the spread of Xylan 40



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Product Lifecycle: No Data Provided

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Unlike | Ignore | Share | Learn More



Opportunities

Manage Data

View: All Opportunities

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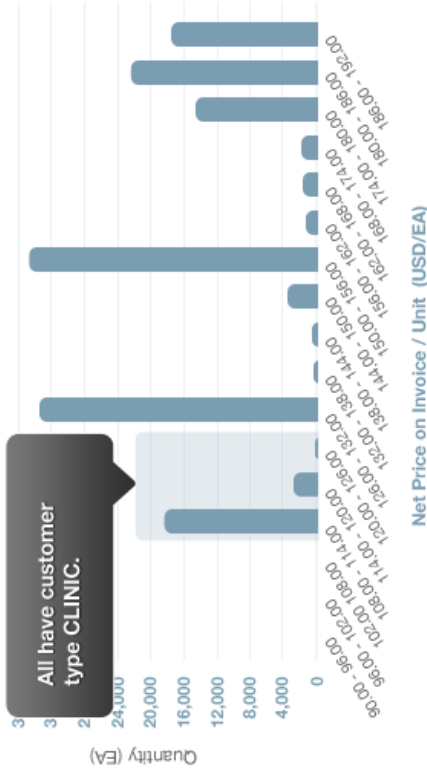
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Price Band View | Scatter View

Table View

Control the spread of Xylan 40



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SHARE THIS OPPORTUNITY

To

Mark McCarthy x

Message

Revenue: \$31

Product Li

Net Price for

Time Period: .

Observatio

The bottom 10% of products have a margin of 32%. Our analysis would have predicted a margin in the range of 49%-56%.

Size of company was also relevant to the price spread. Larger companies were sold no less than 16,000 units per transaction.

Opportunities

Manage Data



View: All Opportunities

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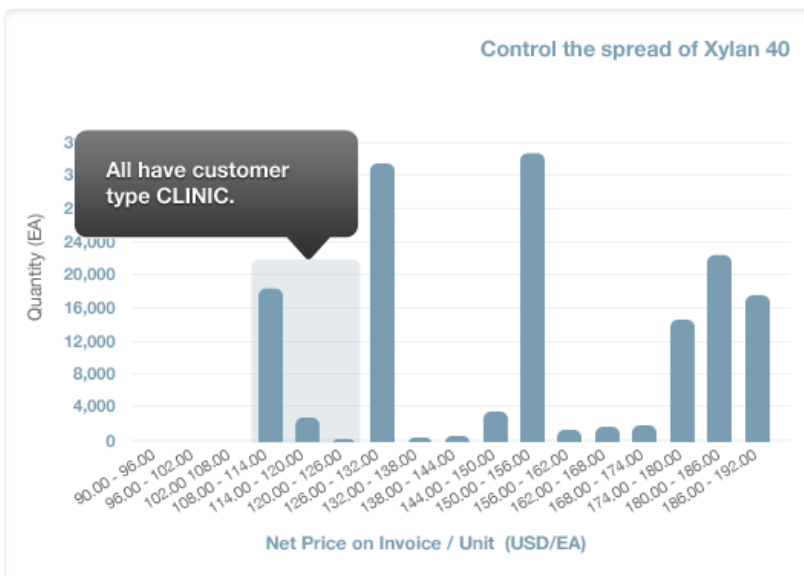
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Price Band View | Scatter View

Table View



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Product Lifecycle: No Data Provided

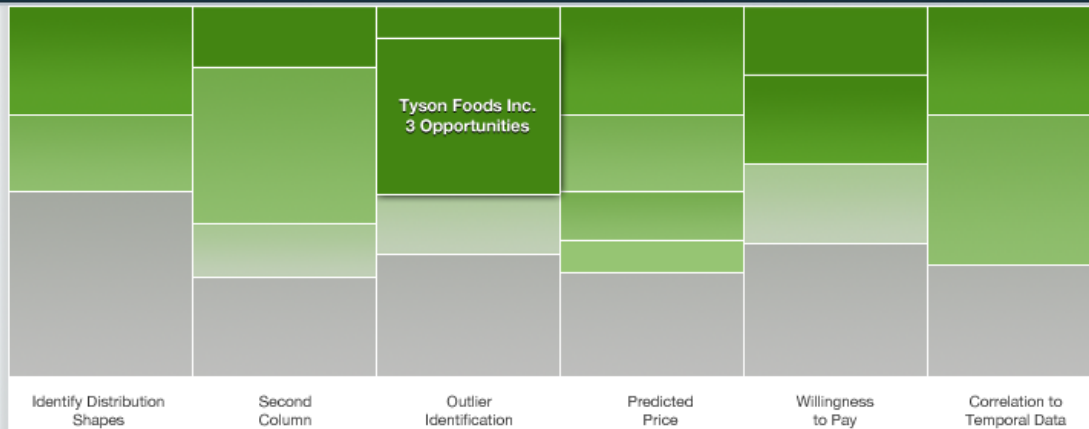
Net Price for Unit: \$108 - \$114

Time Period: Jan 2011 - Jan 2012

Observations

The bottom 10% performers all have customer type CLINIC. Try eliminating them or increasing their per unit price to a minimum of \$125.

Size of company was also relevant to the price spread. Larger companies were sold no less than 16,000 units per transaction.

☒ Filter Yes ☐ Filter No

Region: Global

Type: Outliers Analysis

Filter One

1

\$2.09m
Margin Opportunity**Outlier: Tyson Foods Inc**

In the product family "Coban", customer Tyson Foods Inc. is an outlier with an average margin of 2% among a peer group with median of 43%.

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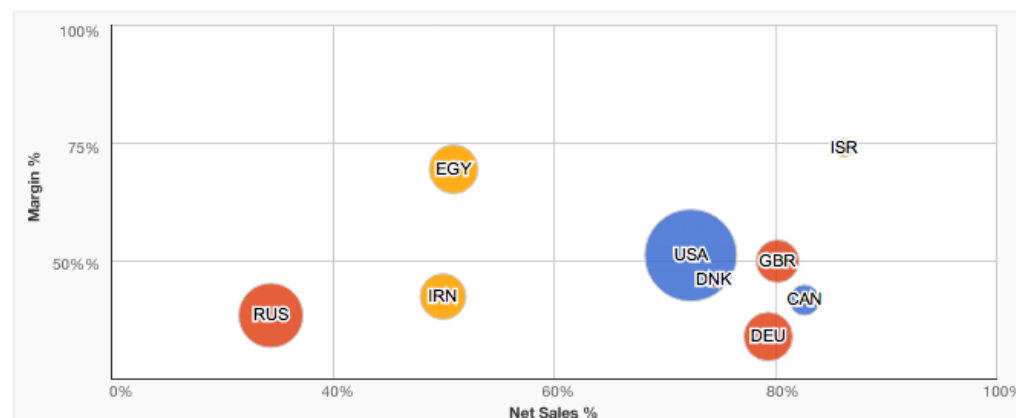
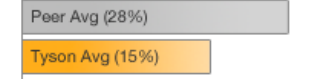
2

3

...

AVERAGE MARGIN OPPORTUNITIES[View More](#) | [Show Exclusions](#)

Bill to Customer	Margin %	Net sales	Desired Margin	Margin Opportunity	Exclude
Tyson Foods Inc .	2.69%	\$3,397,403	50%	\$203,824	<input type="checkbox"/>
Tyson Foods Inc..	2.91%	\$3,397,403	50%	\$13,829	<input type="checkbox"/>
Foster Farms	25.09%	\$3,397,403	50%	\$133,827	<input type="checkbox"/>
Contigroup Co.	28.00%	\$3,397,403	50%	\$105,864	<input type="checkbox"/>
Pentair Water Co.	0.00%	\$3,397,403	50%	\$73,827	<input type="checkbox"/>

**AVERAGE MARGIN RATIO****INTERESTING OBSERVATIONS**

Almost all of your opportunities come from the United States.

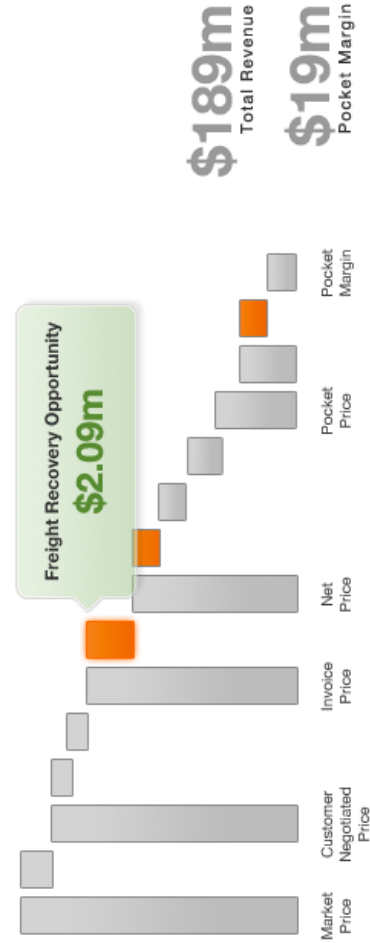
Size of company was relevant to Average Margin ratio.

TOP MARGIN COMPANIES

1. Contigroup Companies Inc.
2. Foster Farms
3. Pilgrim's Pride - Atkins
4. Veterinary Services Inc.
5. Tyson Foods Inc.

LEARN ABOUT INCREASING MARGINS

- [Profit White Paper](#)
- [Improve Margins Video](#)
- [Midas Process Video](#)



Filter Yes

Filter No

Region

Region

Filter One

1

\$2.09m

Margin Opportunity

Top Inco Terms were evaluated for potential improvement. For Carriage Paid To (CPT) Inco Terms most top candidates were found to have 0% freight recovery rate. There is a \$2.09m opportunity if these candidates are taken to 50% freight recovery rate.

2

3

...

CPT FREIGHT RECOVERY OPPORTUNITIES

... View More | Show Exclusions

Ship to Customer	Freight Recovery Ratio	Invoice Price	Desired Recovery	Margin Opportunity	Exclude
Kay Chemical Co.	0.00%	\$3,397,403	50%	\$203,824	<input type="checkbox"/>
Ecolab Co.	0.00%	\$3,397,403	50%	\$13,829	<input type="checkbox"/>
Carboline Co.	0.00%	\$3,397,403	50%	\$133,827	<input type="checkbox"/>
Diversey Corp.	0.00%	\$3,397,403	50%	\$105,864	<input type="checkbox"/>
Pentair Water Co.	0.00%	\$3,397,403	50%	\$73,827	<input type="checkbox"/>

FREIGHT RECOVERY RATIO



INTERESTING OBSERVATIONS

Almost all of your opportunities come from the United States.

Size of company was irrelevant in Freight Recover ratio.

TOP INCO TERMS

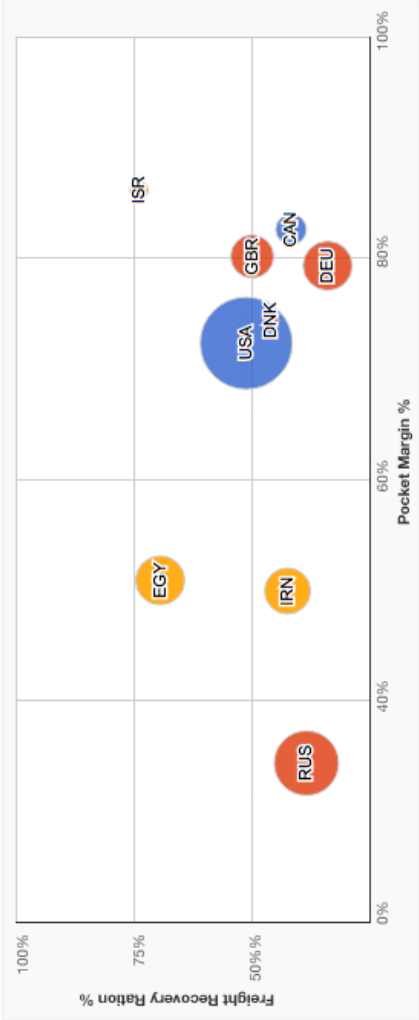
1. CPT
2. Delivered Duty Paid
3. Carriage & Insurance Paid To
4. Free Carrier (collect)
5. Costs and Freight (ocean)

LEARN ABOUT FREIGHT COSTS

[Freight White Paper](#)

[Recovery Video](#)

[CPT Video](#)



Cloud Connect (PALMS)

Cloud Solution 2

Cloud Solution 3

Freight Recovery Opportunity

\$2.09m

\$189m

Total Revenue

\$19m

Pocket Margin

1

2

3

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\$2.09m

Margin Opportunity

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Set Goal and Track

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CPT FREIGHT RECOVERY OPPORTUNITIES

View More | Show Exclusions

Ship to Customer	Freight Recovery Ratio	Invoice Price	Desired Recovery	Margin Opportunity	Exclude
Kay Chemical Co.	0.00%	\$3,397,403	50%	\$103,824	<input type="checkbox"/>
Kay Chemical Co.	0.00%	\$3,397,403	50%	\$103,824	<input type="checkbox"/>
Kay Chemical Co.	0.00%	\$3,397,403	50%	\$103,824	<input type="checkbox"/>
Kay Chemical Co.	0.00%	\$3,397,403	50%	\$103,824	<input type="checkbox"/>
Kay Chemical Co.	0.00%	\$3,397,403	50%	\$103,824	<input type="checkbox"/>

FREIGHT RATIO COMPARISONS



INTERESTING OBSERVATIONS

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TOP INCO TERMS

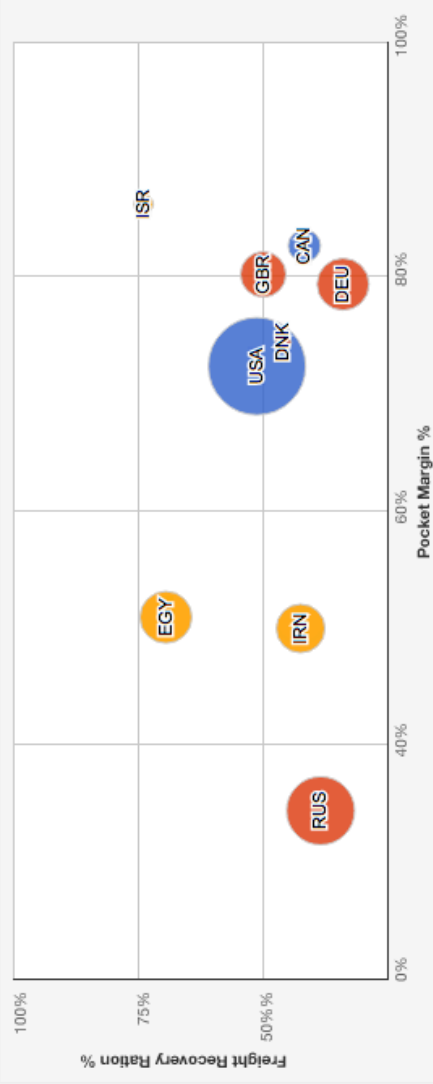
1. CPT
2. Delivered Duty Paid
3. Carriage & Insurance Paid To
4. Free Carrier (collect)
5. Costs and Freight (ocean)

LEARN ABOUT FREIGHT COSTS

[Freight White Paper](#)

[Recovery Video](#)

[CPT Video](#)



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Filter One ▾

Filter One ▾

Filter One ▾

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\$2.09m
Margin Opportunity

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CPT FREIGHT RECOVERY OPPORTUNITIES

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Kay Chemical Co.	0.00%	\$3,397,403	50%	\$103,824	<input type="checkbox"/>

FREIGHT RECOVERY RATIO

Industry Avg (30%)

ACME Avg (20%)

INTERESTING OBSERVATIONS

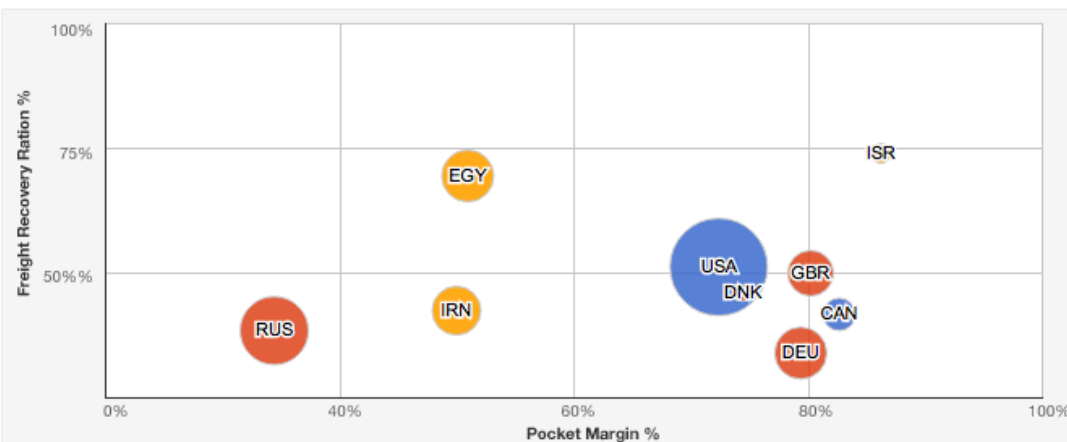
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TOP INCO TERMS

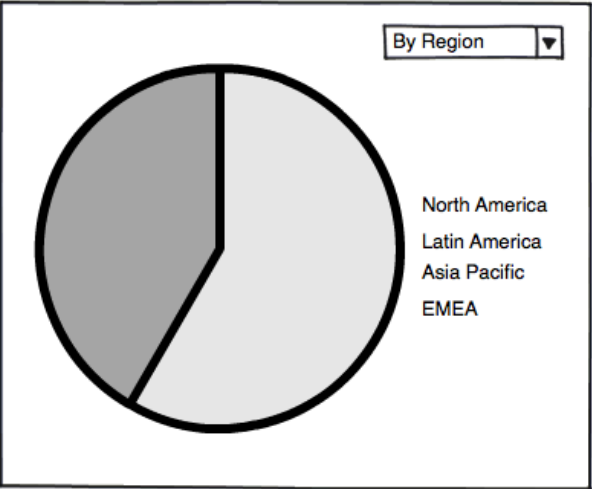
1. CPT
2. Delivered Duty Paid
3. Carriage & Insurance Paid To
4. Free Carrier (collect)
5. Costs and Freight (ocean)

LEARN ABOUT FREIGHT COSTS

[Freight White Paper](#)[Recovery Video](#)[CPT Video](#)

Margin Opportunities Overview

Trends



Outliers

Bottom Performers:
ACME Co.
XYZ Pharm
Zynex Medical

Lowest Margin by Company:
ACME Co.
XYZ Pharm
Zynex Medical

Overall Observations

Revenue: \$31,415,466

Net Price for Unit: \$108 - \$114

Product Lifecycle:

Time Period: Jan 2011-Jan 2012

Suggestions
The bottom 10% performers are not Fortune 500 companies. Try eliminating them or increasing their per unit price to a minimum of \$125.

Size of company was relevant to the price spread. Larger companies were sold no less than 16,000 units per transaction

Top Opportunities

View: By Size of Opportunity ▼

\$2.7m
Margin

★

Control the Price Spread of Xylan
Product *Xylan 40* has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890

\$2.7m
Margin

★

Increase margin of Xylan product family
In the Xylan product family, Northern Foods has a margin of 3% compared with a margin of 43.5% for all customers.

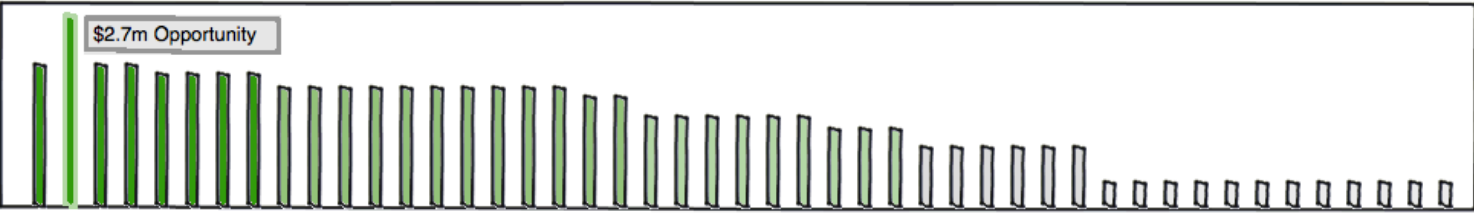
\$2.7m
Margin

★

Increase margin of Xylan product family
In the Xylan product family, Northern Foods has a margin of 3% compared with a margin of 43.5% for all customers.

Birds-eye View of Opportunities

65 Available Opportunities



Margin Opportunities

[View Overview](#)

View: All Opportunities ▼

Filter: Xylan X

★ Like / ⓘ Ignore This / 🗣️ Share / ⓘ Learn More

\$2.7m Margin Opportunity	Control the Price Spread of Xylan 40 Product <i>Xylan 40</i> has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890	★
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\$1.5m Margin Opportunity	Control the Price Spread of Ralan Soluble 100GM Bottle Product Ralan SOLUBLE 100 GM BOTTLE has high price variation. By removing the bottom 10% you would make an extra \$1471307	★
\$1.4m Margin Opportunity	Increase Margin of Lowest Profit Product Recon 8MG X30BOTL Product Recon 8MG X30BOTL which is in the bottom 20% of all products has a margin of only 46.4%; it should have at	★
\$860k Margin Opportunity	Control the Price Spread of Marylox Product <i>COBAN 90 PREMIX</i> has a high price variation. By removing the bottom 10% you would increase revenue by \$2,660,890	★

Control the Price Spread of Xylan 40

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Actions ▼ / X

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Ignore

Share

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Product Lifecycle:

Time Period: Jan 2011-Jan 2012

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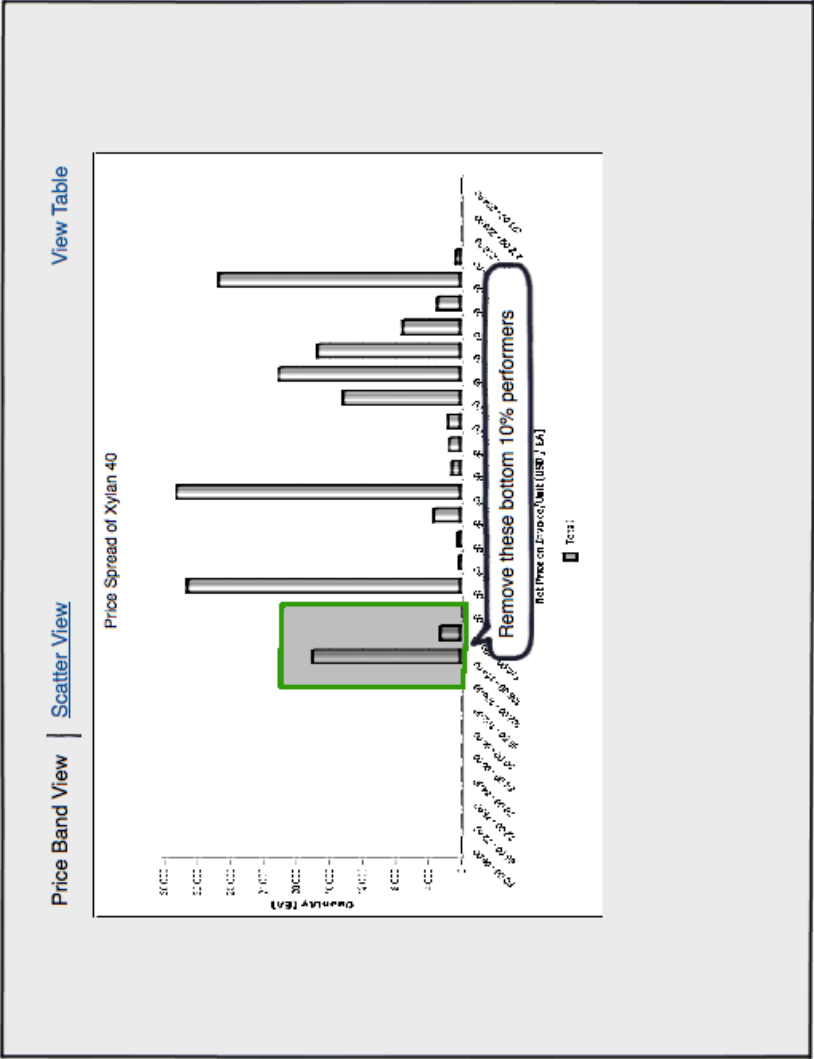
Product Lifecycle:

Time Period: Jan 2011-Jan 2012

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Product *Xylan 40* has a high price variation. By removing the bottom 10% you would increase revenue \$2,660,890. Product *Xylan 40* has a high price variation. By removing the bottom 10% you would incre

Xylan 40 Information

Revenue: \$31,415,466

Net Price for Unit: \$108 - \$114

Product Lifecycle:

Time Period: Jan 2011-Jan 2012

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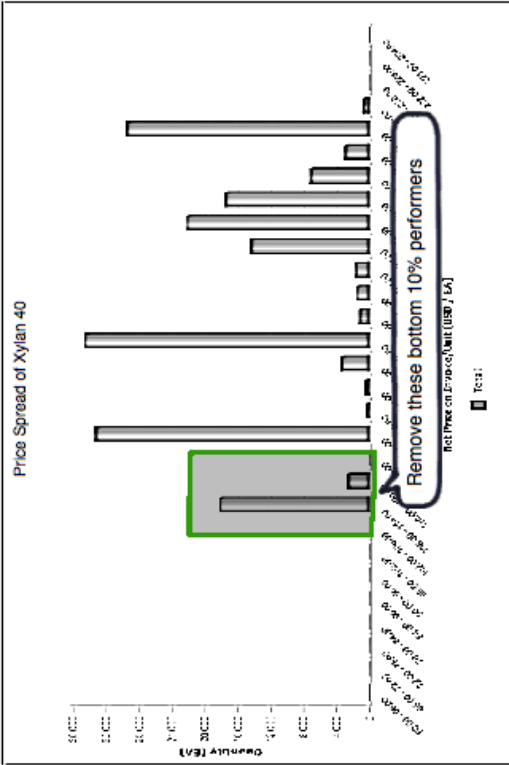
Observations

The bottom 10% performers are not Fortune 500 companies. Try eliminating them or increasing their price to a minimum of \$125.

Size of company was relevant to the price spread. Larger companies were sold no less than 16,000 u transaction.

Price Band View | Scatter View

View Table



Transaction 123

Customer:

Revenue: \$31,415,466

Net Price for Unit: \$108 - \$114

Product Lifecycle:

Time Period: Jan 2011-Jan 2012

Xylan 40 Information

Revenue: \$31,415,466

Net Price for Unit: \$108 - \$114

Product Lifecycle:

Time Period: Jan 2011-Jan 2012