



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.**



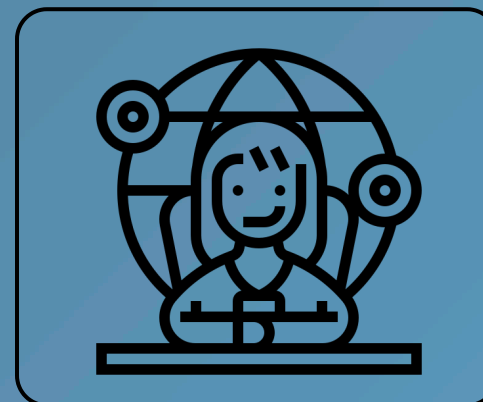
Marketing View

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.



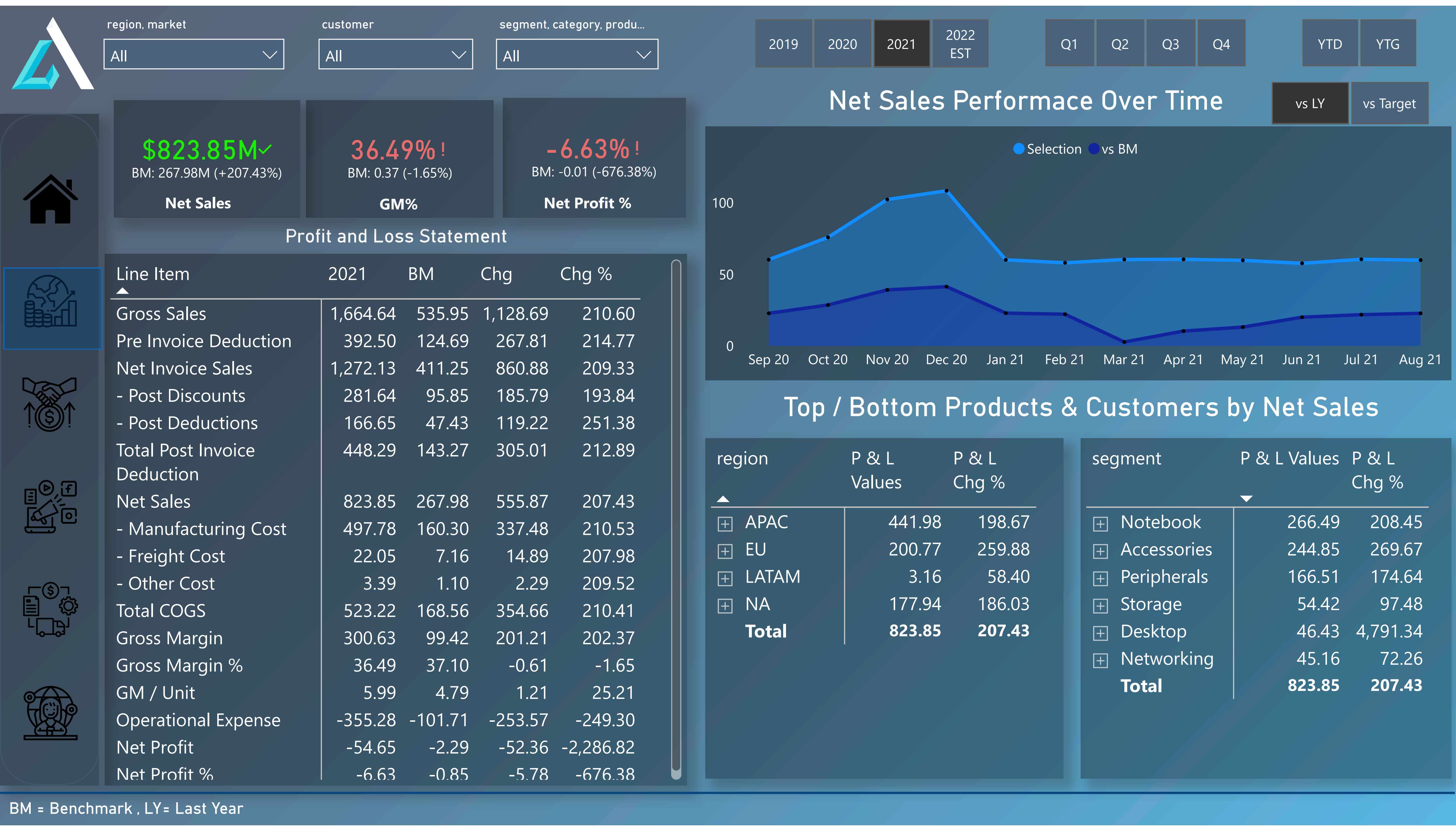
Executive View

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



Support

Get your **issues resolved** by connecting to our support specialist.





region, market

All

customer

All

segment, category, produ...

All

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

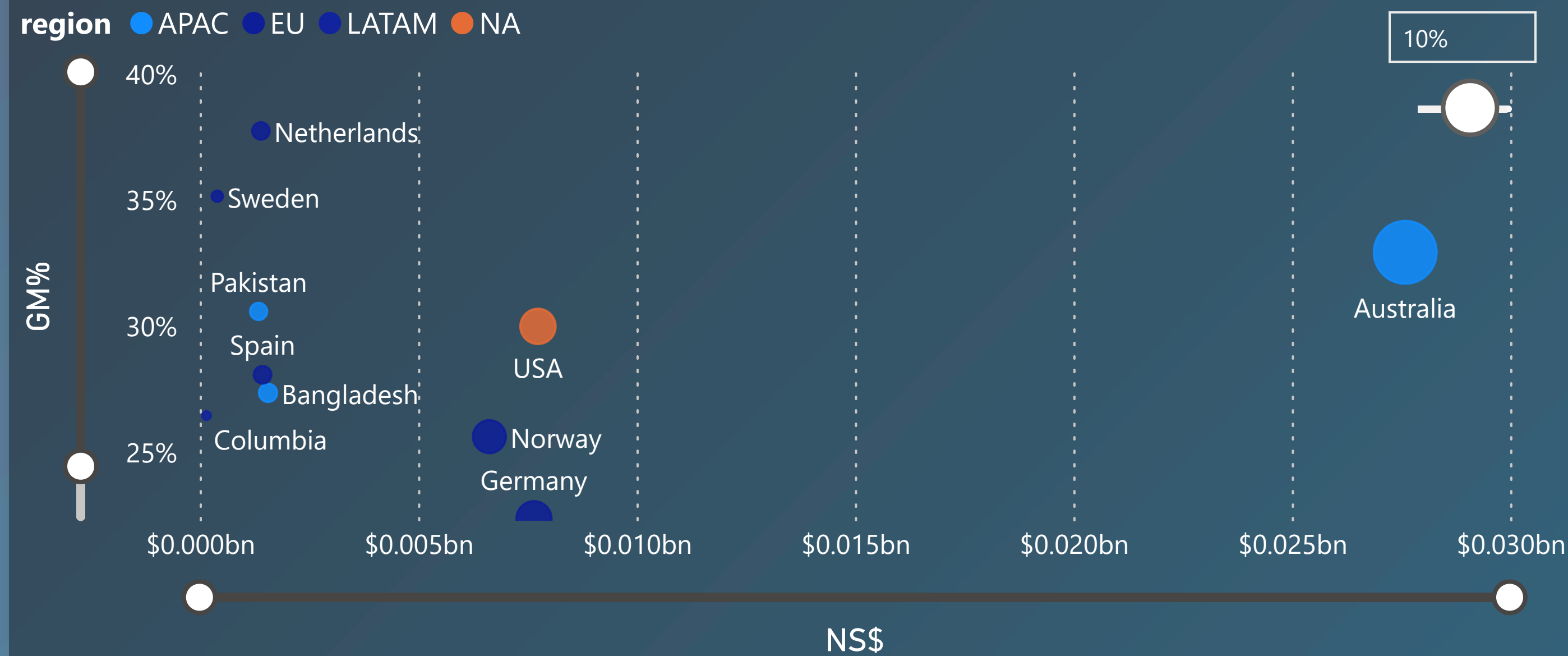
vs LY

vs Target

Customer Performance

Customer	NS\$	GM\$	GM%
Nova	\$0.46M	0.12M	26.65%
All-Out	\$1.06M	0.50M	47.53%
Notebillig	\$1.47M	0.27M	18.28%
Electricalsbea Stores	\$1.48M	0.62M	41.85%
Saturn	\$1.56M	0.43M	27.37%
Otto	\$1.57M	0.42M	26.90%
Unity Stores	\$1.60M	0.49M	30.40%
Billa	\$1.65M	0.41M	24.68%
Integration Stores	\$1.88M	0.51M	27.34%
Flawless Stores	\$2.38M	1.00M	41.98%
Info Stores	\$2.40M	1.02M	42.43%
Electricalsara Stores	\$2.42M	0.96M	39.69%
Total	\$823.85M	300.63M	36.49%

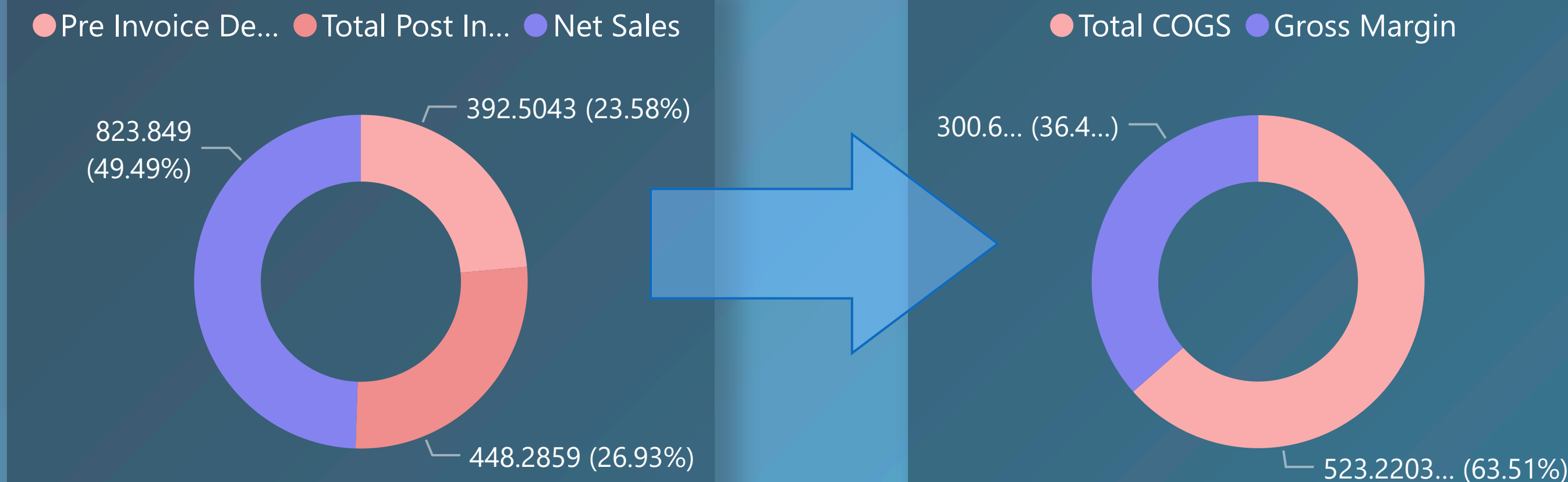
Performance Matrix



Product Performance

segment	NS\$	GM\$	GM%
Accessories	\$244.85M	89.30M	36.47%
Desktop	\$46.43M	16.79M	36.17%
Networking	\$45.16M	16.60M	36.75%
Notebook	\$266.49M	97.12M	36.45%
Peripherals	\$166.51M	60.81M	36.52%
Storage	\$54.42M	20.00M	36.75%
Total	\$823.85M	300.63M	36.49%

Unit Economics





region, market

All

customer

All

segment, category, produ...

All

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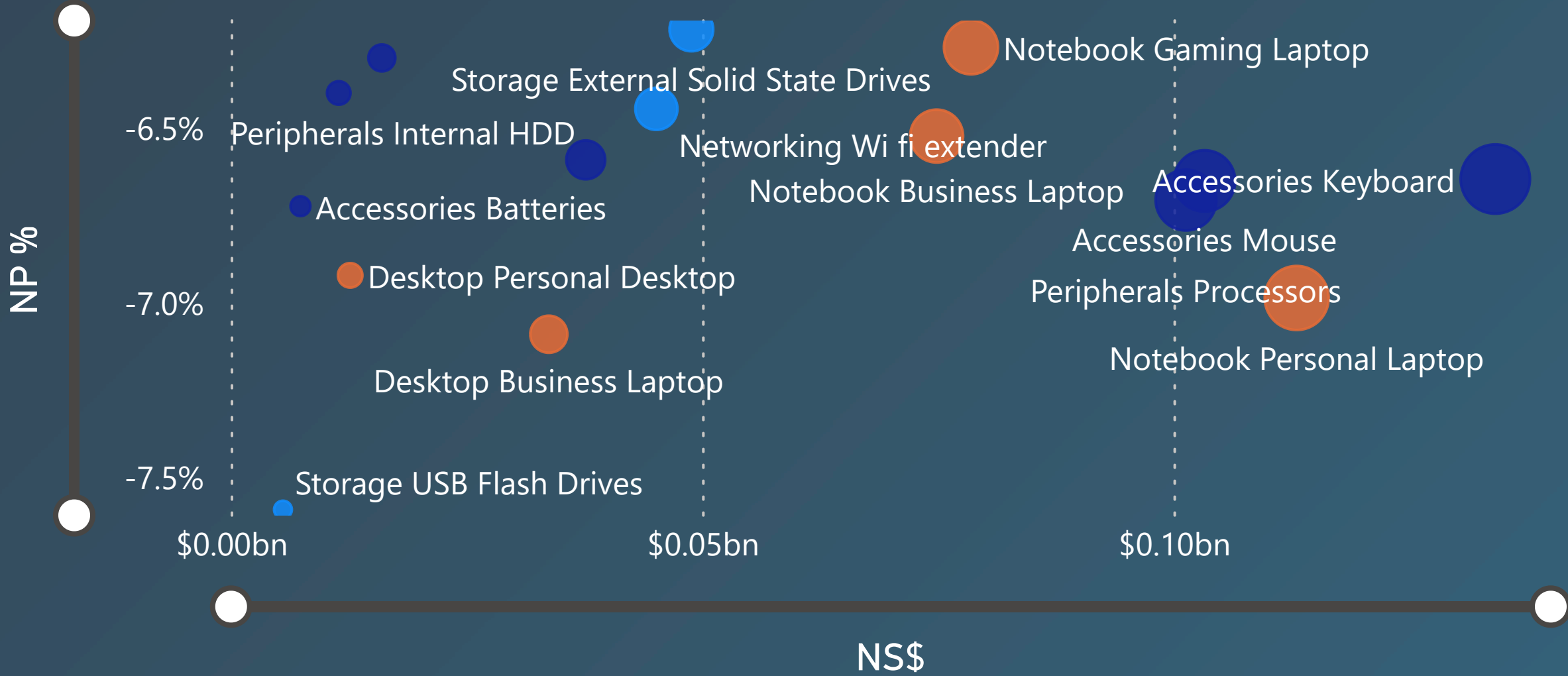
Product Performance

segment	NS\$	GM\$	GM%	net profit \$	NP %
Accessories	\$244.85M	89.30M	36.47%	-16.28M	-6.65%
Desktop	\$46.43M	16.79M	36.17%	-3.27M	-7.04%
Networking	\$45.16M	16.60M	36.75%	-2.91M	-6.44%
Notebook	\$266.49M	97.12M	36.45%	-17.71M	-6.64%
Peripherals	\$166.51M	60.81M	36.52%	-11.02M	-6.62%
Storage	\$54.42M	20.00M	36.75%	-3.46M	-6.36%
Total	\$823.85M	300.63M	36.49%	-54.65M	-6.63%

Show GM%

Performance Matrix

division N & S P & A PC

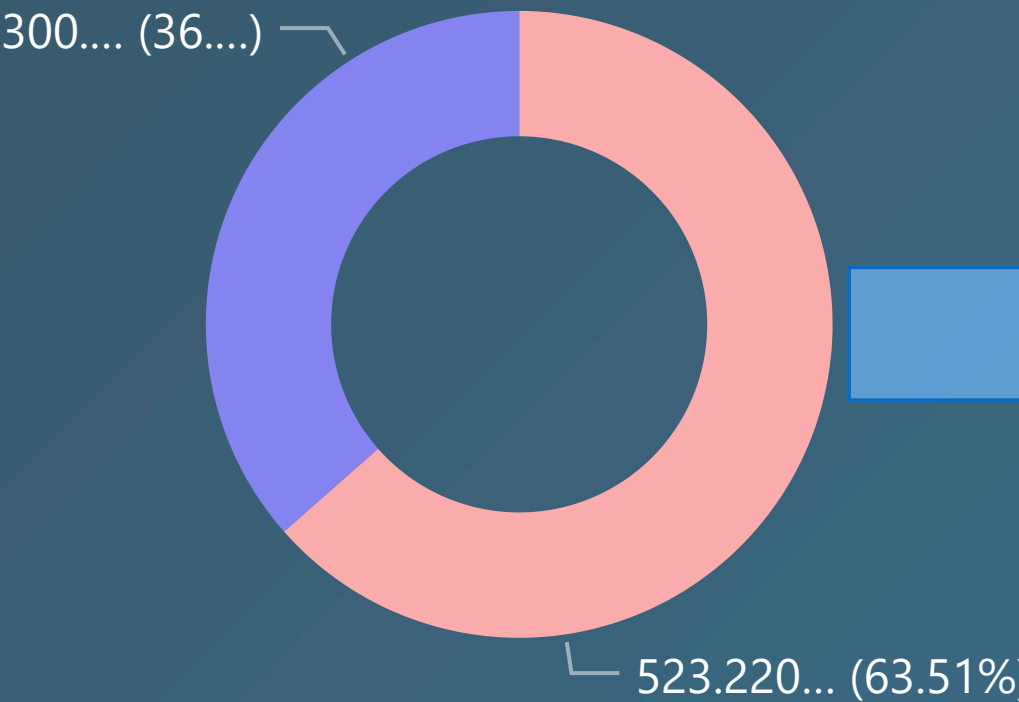


Region / Market / Customer Performance

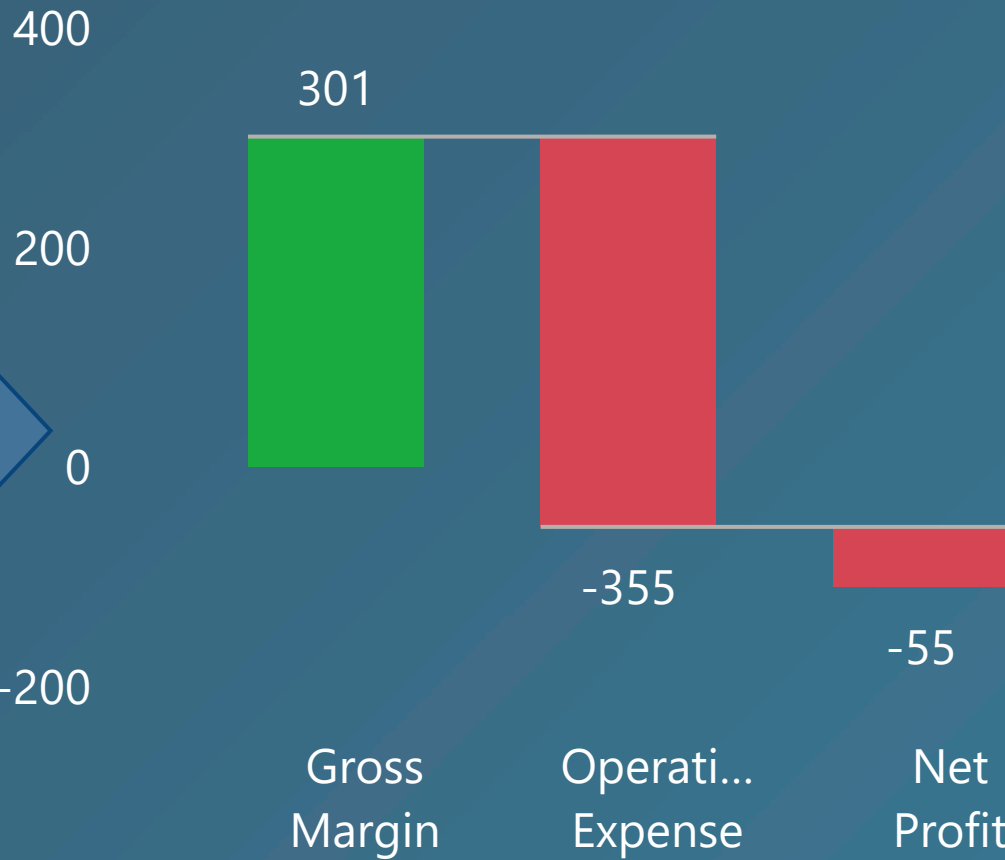
region	NS\$	GM\$	GM%	net profit \$	NP %
APAC	\$441.98M	156.21M	35.34%	-33.33M	-7.54%
EU	\$200.77M	76.98M	38.34%	2.81M	1.40%
LATAM	\$3.16M	1.19M	37.54%	0.20M	6.18%
NA	\$177.94M	66.25M	37.23%	-24.32M	-13.67%
Total	\$823.85M	300.63M	36.49%	-54.65M	-6.63%

Unit Economics

Total COGS Gross Margin



Increase Decrease



region, market

All

customer

All

segment, category, produ...

All

2019

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YTD

YTG

80.21%✓
LY: 72.99% (+9.88%)
Forecast accuracy%

-751.71K✓
LY: 491.6K (-252.91%)
Net Error

9780.74K!
LY: 5743.2K (+70.3%)
ABS Error

Key Metrics By Customer

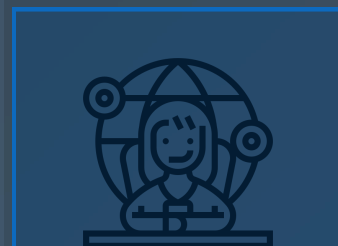
customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	50.69%	8.69%	-122555	-16.23%	OOS
All-Out	29.09%	35.18%	-12425	-30.67%	OOS
Alphatech e Store	74.59%	55.24%	-94643	-2.30%	OOS
Alphatech Exclusive	71.69%	56.65%	-189086	-4.59%	OOS
Amazon	74.54%	48.43%	-155116	-2.35%	OOS
BestBuy	35.31%	7.31%	-73279	-16.97%	OOS
Billa	18.29%	26.05%	-37856	-47.09%	OOS
Circuit City	35.02%	9.90%	-84752	-19.00%	OOS
Control	47.42%	30.41%	-64707	-11.99%	OOS
Costco	49.42%	33.18%	-24581	-3.50%	OOS
Currys (Dixons Carphone)	35.92%	35.91%	-44680	-35.54%	OOS
Digimarket	40.79%	39.69%	-72129	-23.20%	OOS
Ebay	50.49%	18.21%	-49299	-4.24%	OOS
Electricalsbea Stores	51.56%	41.94%	-10310	-13.57%	OOS
Electricalslance Stores	54.69%	41.81%	-4143	-2.48%	OOS
Elkjøp	53.55%	45.00%	-39201	-10.87%	OOS
Total	80.21%	72.99%	-751714	-1.52%	OOS

Key Metrics By Products

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Accessories	77.66%	71.42%	-2133183	-7.06%	OOS
Notebook	79.99%	76.65%	-51254	-3.96%	OOS
Peripherals	83.23%	75.18%	-318194	-5.89%	OOS
Desktop	84.37%	70.07%	16205	11.22%	EI
Networking	90.40%	52.50%	227056	8.17%	EI
Storage	83.54%	81.01%	1507656	15.77%	EI
Total	80.21%	72.99%	-751714	-1.52%	OOS

Accuracy / Net Error Trend

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





Business Insights 360 key Info

1. All the system data in tool is refreshed every month on 5th working day.
2. System data such as Forecast, Actuals and Historical forecast are received from Global database.
3. Non system data such as Target, Operational Expense and Market Share are refreshed on request.
4. For FAQs click [here](#).
5. Download live excel version [here](#).



Business Insights 360 Support

Get an issue resolved

Provide Feedback

Add new requests

Check out the contingency
plan

New to Power BI?