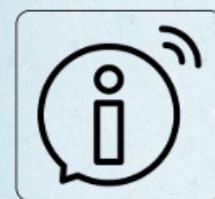


Business Insight 360



Info

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



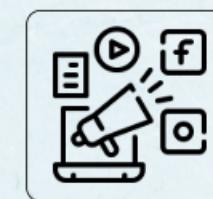
Finance View

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



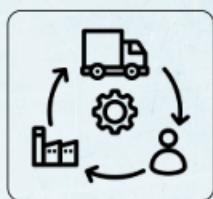
Sales View

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



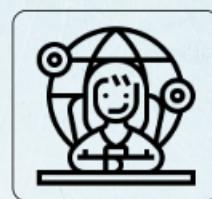
Marketing View

Analyze the performance of your customer(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

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.

Report Refresh Date :- Thursday, 3 April, 2025

Values are in Dollars and Millions

Sales Data Load Until : Dec 21

region, market
Allcusto...
Allsegme...
All

2019

2020

2021

2022EST

Q1

Q2

Q3

Q4

YTD

YTG

\$0.27bn
BM: 0.11bn (+140.61%)

Net Sales

37.10%!
BM: 41.20% (-9.95%)

GM %

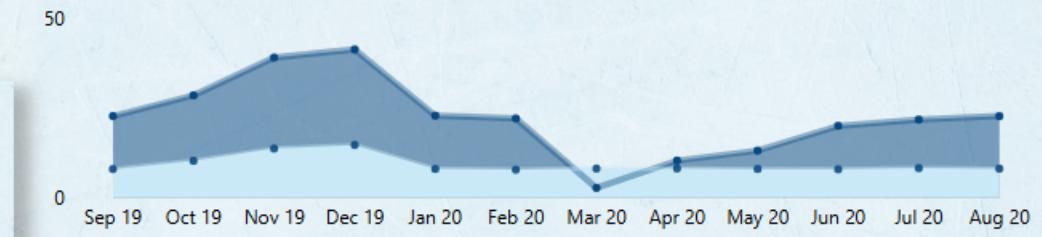
-0.85%!
BM: 2.21%
(-138.68%)

Net Profit %

Net Sales Performance Over Time

vs LY vs Target

Selection vs BM



Profit & Loss Statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68



Top / Bottom Products & Customers by Net Sales

region	P & L	P & L Chg
	Values	%
APAC	147.98	107.48
EU	55.79	224.03
LATAM	2.00	141.89
NA	62.21	182.70
Total	267.98	140.61

segment	P & L	P & L Chg
	Values	%
Accessories	66.23	136.21
Desktop	0.95	
Networking	26.22	51.00
Notebook	86.39	166.63
Peripherals	60.63	207.22
Storage	27.56	99.17
Total	267.98	140.61

BM = Benchmark, LY = Last Year



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Supply Chain View

Sales Trend

MarketShare View

Executive View

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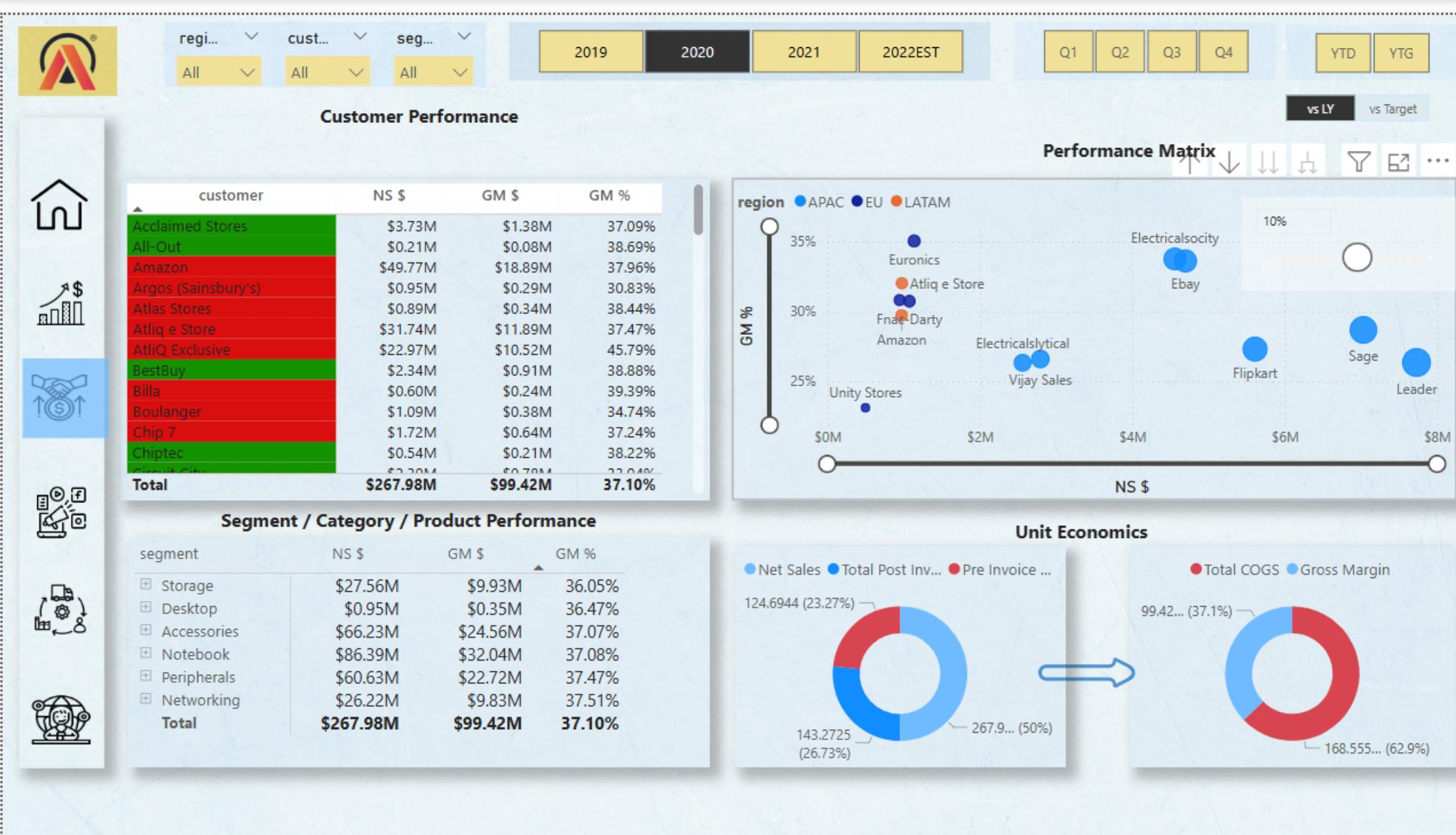
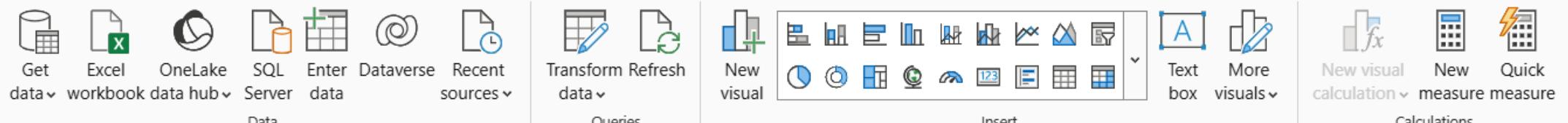
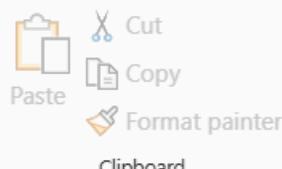
Modeling

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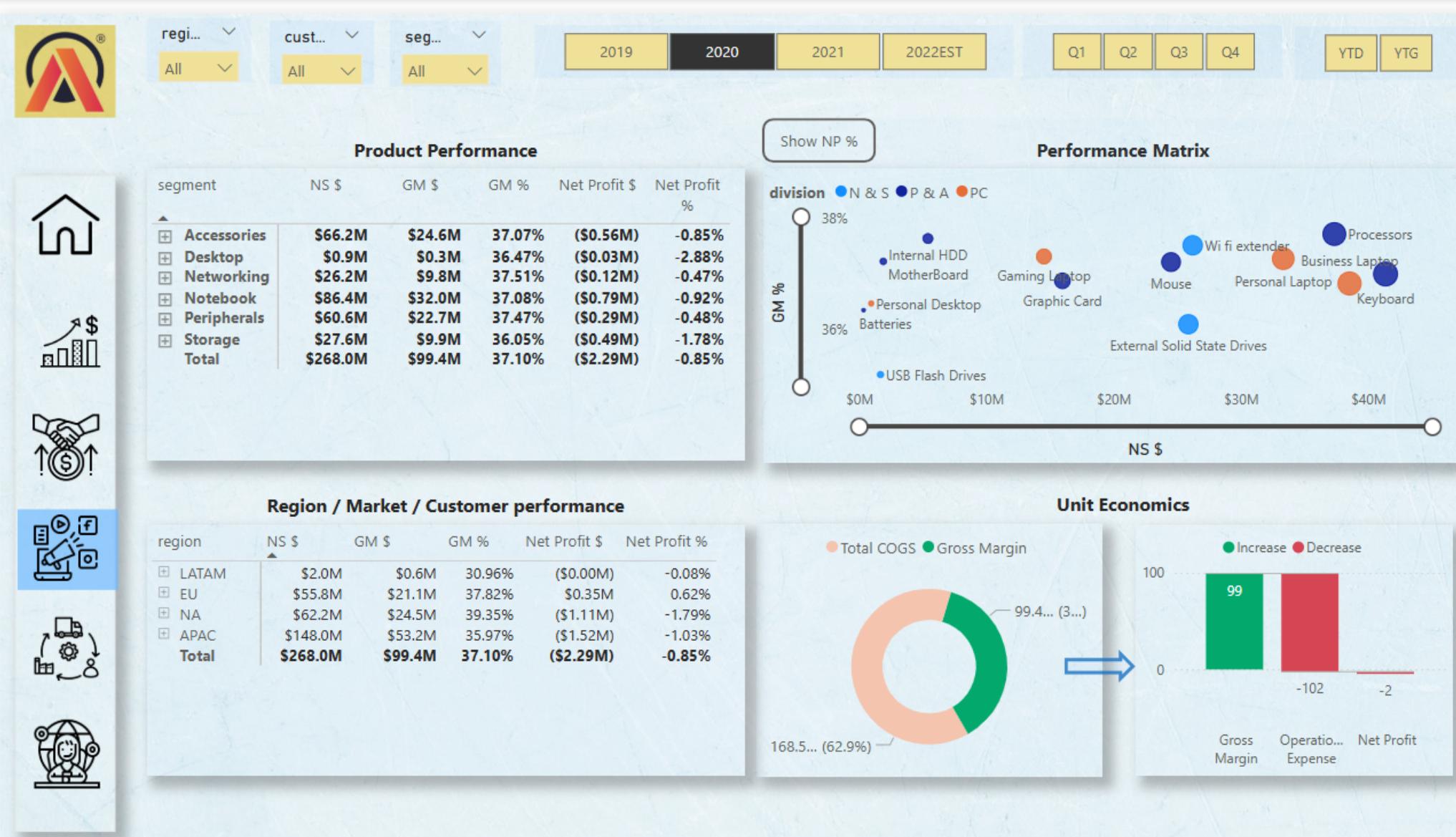
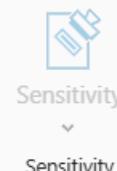
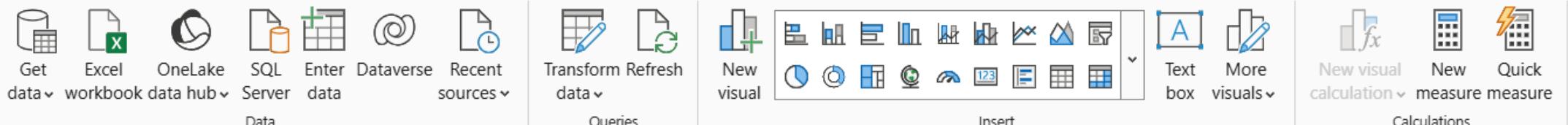
MarketShare View

Executive View

Task

Post D

80%



Business_Insights_360 • Last saved: Today at 4:23 PM

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Region: All Customer: All Segment: All Year: 2020 Quarter: Q1 YTD

72.99%!
LY: 86.45%
(-15.57%) Forecast Accuracy

491.6K
LY: 63747.8K% (-22.88%) Net Error %

574.32M%
LY: 1547778 (+271.06%) ABS Error

Key Metrics By Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	8.69%	56.42%	-83357	-39.76%	OOS
All-Out	35.18%		5699	25.31%	EI
Amazon	48.43%	78.07%	-917373	-31.93%	OOS
Argos (Sainsbury's)	43.27%	56.06%	10038	10.79%	EI
Atlas Stores	39.19%	47.32%	24488	26.07%	EI
AtliQ e Store	55.24%	76.51%	-544329	-28.48%	OOS
AtliQ Exclusive	56.65%	76.67%	330680	17.76%	EI
BestBuy	7.31%	26.90%	-44305	-32.55%	OOS
Billa	26.05%	36.08%	-2483	-5.80%	OOS
Boulanger	38.12%	45.56%	-7244	-8.78%	OOS
Chip 7	41.32%	30.35%	79770	37.39%	EI
Chiptec	27.04%		-4136	-10.85%	OOS
Circuit City	9.90%	26.23%	-47555	-34.82%	OOS
Control	30.41%	36.19%	-20992	-11.29%	OOS
Coolblue	43.16%	55.15%	15660	11.41%	EI
Costco	33.18%	38.04%	8127	2.94%	EI
Croma	35.49%	48.82%	28591	10.12%	EI
Total	72.99%	86.45%	491599	2.31%	EI

OOS = Out of Stock | EI = Excess Inventory

Accuracy / Net Error Trend

Key Metrics By Products

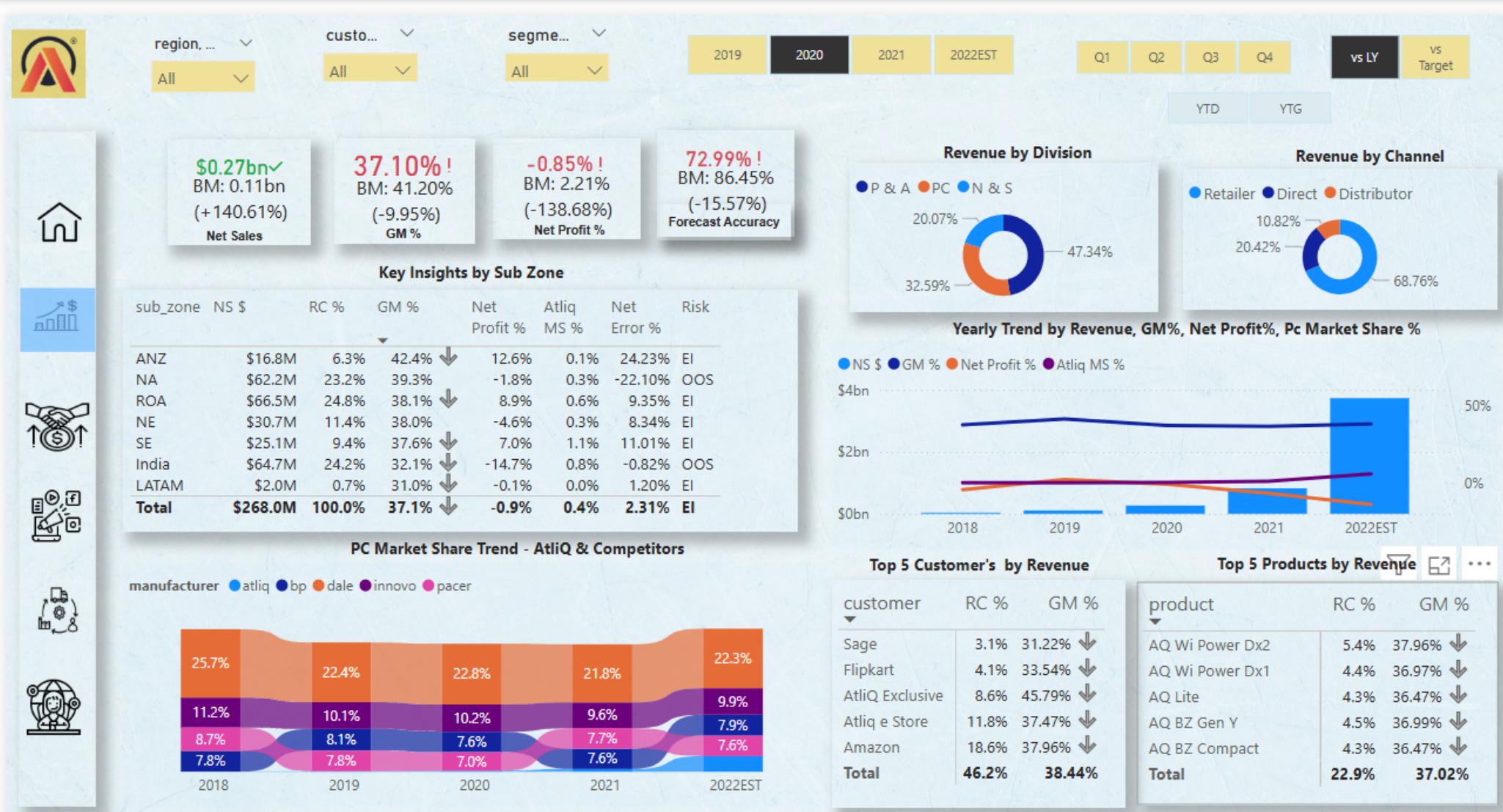
segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Profit %	Risk
Notebook	76.65%	83.02%	146640	-0.92%	EI
Peripherals	75.18%	85.06%	193476	-0.48%	EI
Storage	81.01%	80.25%	698487	-1.78%	EI
Accessories	71.42%	90.20%	-167818	-0.85%	OOS
Desktop	70.07%		-52	-2.88%	OOS
Networking	52.50%	81.50%	-379134	-0.47%	OOS
Total	72.99%	86.45%	491599	-0.85%	EI

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Clipboard Data Queries Insert Calculations



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