



customer

All

region, market

All

segment, categ...

All

2018

2019

2020

2021

2022
Est

YTD

YTG

Q1

Q2

Q3

Q4

81.17%✓

LY: 80.21% (+1.2%)

Forecast Accuracy

-3472690!

LY: -751714 (-361.97%)

Net error

6899.04K!

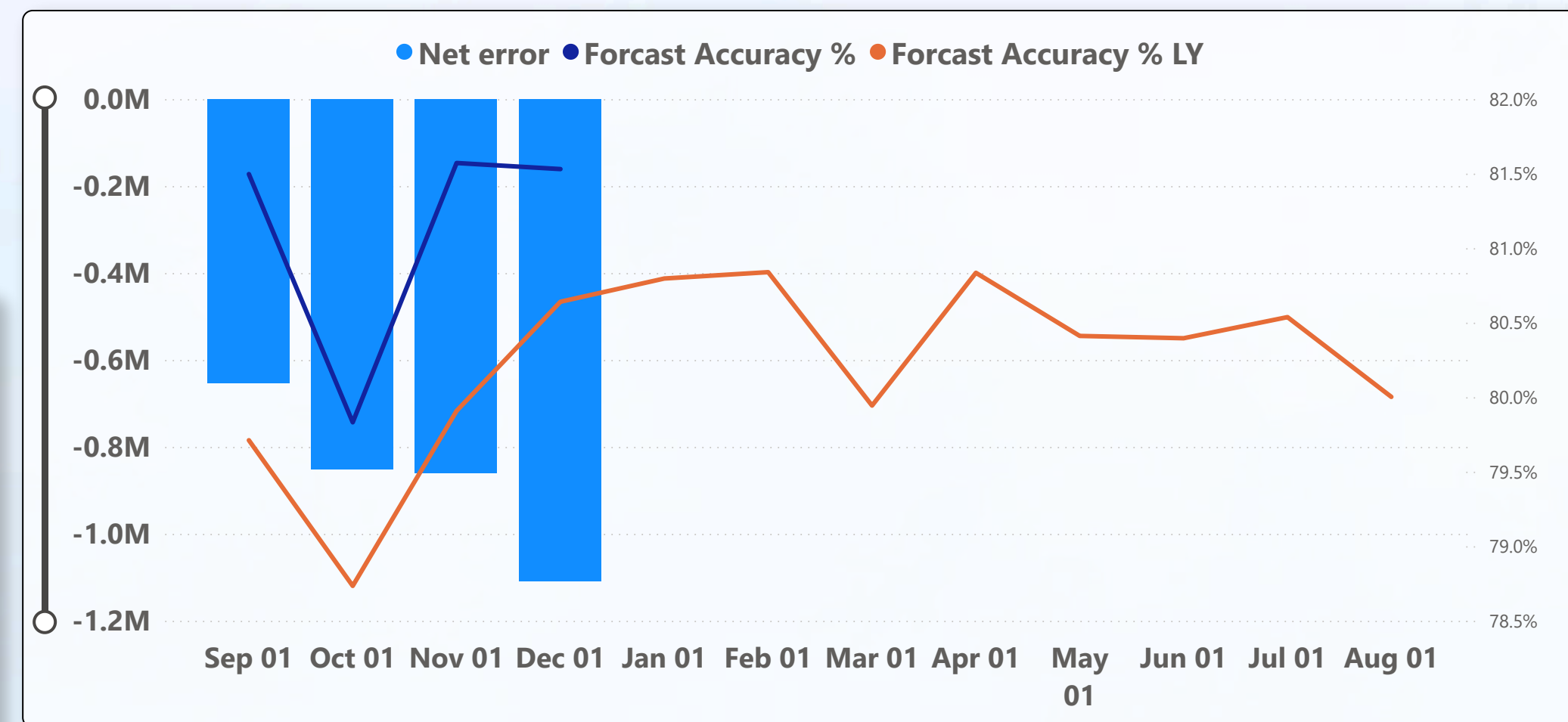
LY: 9780.74K (-29.46%)

ABS error

Key metrics by customer

customer	Forecast Accuracy %	Net error	Net error %	Forecast Accuracy % LY	Risk
Acclaimed Stores	57.74%	83037	10.74%	50.69%	Excess Inventory
BestBuy	46.60%	81179	16.72%	35.31%	Excess Inventory
Billa	42.63%	3704	3.91%	18.29%	Excess Inventory
Circuit City	46.17%	85248	16.55%	35.02%	Excess Inventory
Control	52.06%	64731	13.01%	47.42%	Excess Inventory
Costco	51.95%	101913	15.79%	49.42%	Excess Inventory
Currys (Dixons Carphone)	54.29%	8104	6.00%	35.92%	Excess Inventory
Leader	48.72%	166751	10.98%	24.45%	Excess Inventory
Logic Stores	52.49%	6430	2.37%	51.44%	Excess Inventory
Nomad Stores	53.44%	3394	1.34%	50.59%	Excess Inventory
Notebillig	42.70%	1141	1.31%	18.87%	Excess Inventory
Otto	45.76%	1962	2.41%	18.37%	Excess Inventory
Path	50.57%	91486	14.91%	45.53%	Excess Inventory
Radio Shack	45.64%	69253	16.48%	38.46%	Excess Inventory
Sage	50.72%	154291	10.06%	33.58%	Excess Inventory
Saturn	41.54%	2197	2.85%	19.16%	Excess Inventory
Staples	54.45%	79821	11.51%	49.38%	Excess Inventory
walmart	54.78%	84334	12.08%	50.12%	Excess Inventory
Total	81.17%	-3472690	-9.48%	80.21%	Out of Stock

Net sales performance Over time



Top / Bottom Products & Customer by Net sales

segment	Forecast Accuracy %	Net error	Risk	Net error %	Forecast Accuracy % LY
Accessories	87.42%	341468	Excess Inventory	1.72%	77.66%
Desktop	87.53%	78576	Excess Inventory	10.24%	84.37%
Networking	93.06%	-12967	Out of Stock	-1.69%	90.40%
Notebook	87.24%	-47221	Out of Stock	-1.69%	79.99%
Peripherals	68.17%	-3204280	Out of Stock	-31.83%	83.23%
Storage	71.50%	-628266	Out of Stock	-25.61%	83.54%