



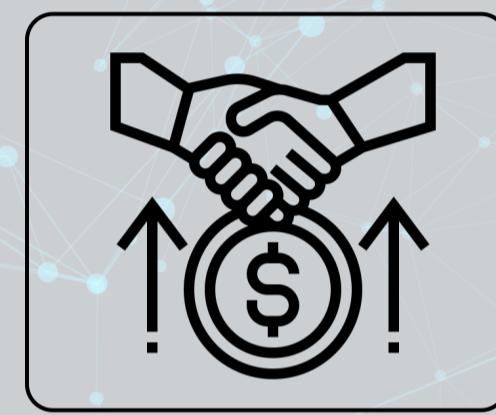
Business Insights 360



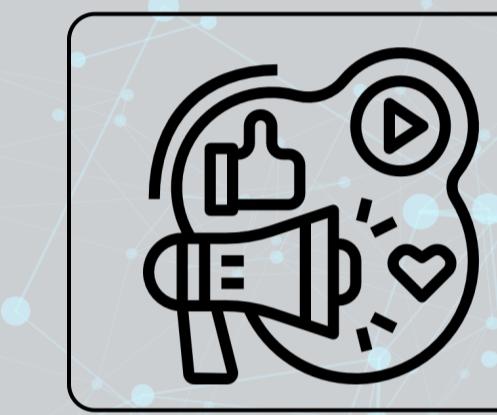
Info



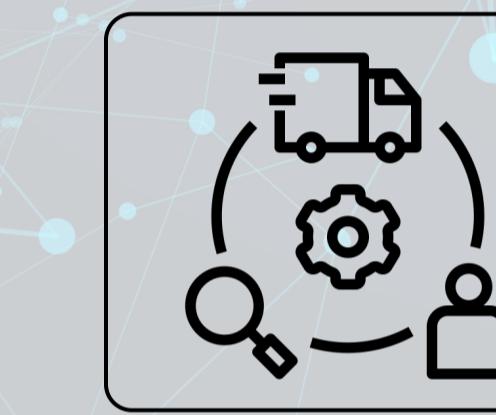
Finance View



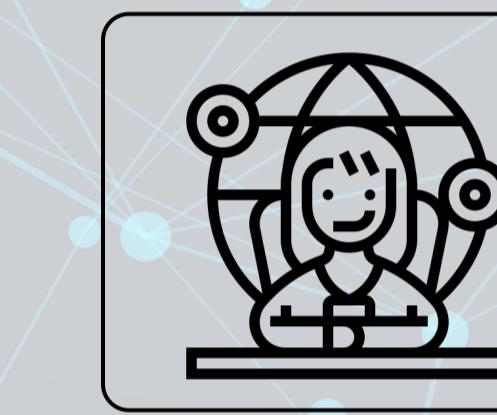
Sales View



Marketing



Supply Chain View



Executive View



Support

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

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

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

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

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

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

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



region, market

All

customer

All

segment, categor...

All

Q1

Q2

Q3

Q4

2018

2019

2020

2021

2022
EST

YTD

YTG

\$3.74bn✓
LY: \$823.85M (+353.5%)
Net Sales

38.08%✓
LY: 36.49% (+4.37%)
GM %

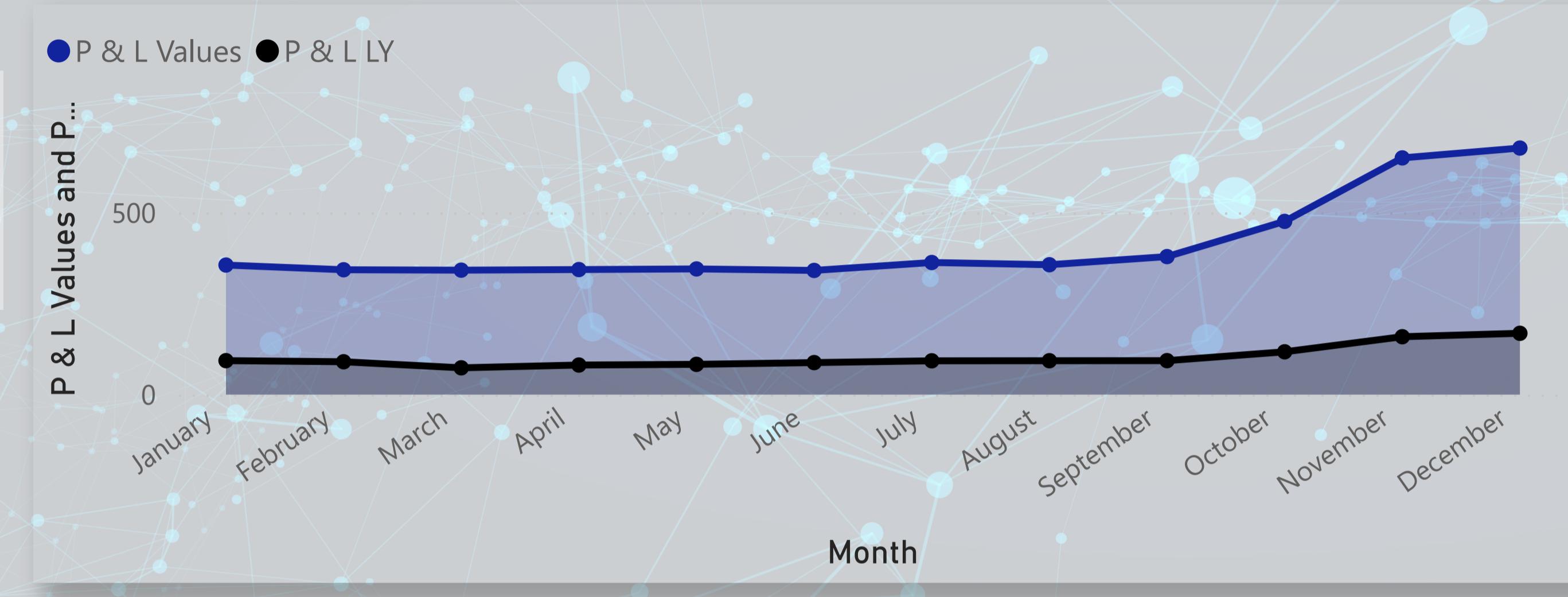
-13.98%!
LY: -6.63% (-110.79%)
Net Profit %

Profit and Loss statement

Line Item LY YoY YoY %

Total Post Invoice Deduction	657.10	1,906.95	290.21
Total COGS	775.48	2,313.29	298.31
Pre Invoice Deduction	578.56	1,727.01	298.50
operational expense	-512.59	-1,945.30	379.50
Net Sales	1,232.31	3,736.17	303.18
Net profit %	-4.52	-7.11	157.19
Net profit	-55.76	-522.42	936.96
Net Invoice Sales	1,889.41	5,643.13	298.67
Gross Sales	2,467.97	7,370.14	298.63
Gross Margin %	37.07	0.76	2.05
Gross Margin	456.84	1,422.88	311.46
GM / Unit	5.36	5.35	99.73
- Post Discounts	417.86	1,243.54	297.59
- Post Deductions	239.23	663.42	277.31
- Other Cost	5.09	15.52	305.20
- Manufacturing Cost	737.81	2,197.28	297.81
- Freight Cost	32.58	100.49	308.44

Net Sales Performance over time



Top & Bottom Product & CustomersNet Sales

region	P & L Values	P & L YoY chg %
APAC	2,605.73	282.10
EU	1,051.01	281.46
LATAM	21.00	239.67
NA	1,290.74	380.46
Total	4,968.48	303.18

segment	P & L Values	P & L YoY chg %
Storage	152.29	55.88
Peripherals	1,152.02	352.70
Notebook	1,973.15	402.44
Networking	130.40	41.79
Desktop	758.45	1,500.86
Accessories	802.17	130.46
Total	4,968.48	303.18



region, market

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All

segment, categor...

All

Q1

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2018

2019

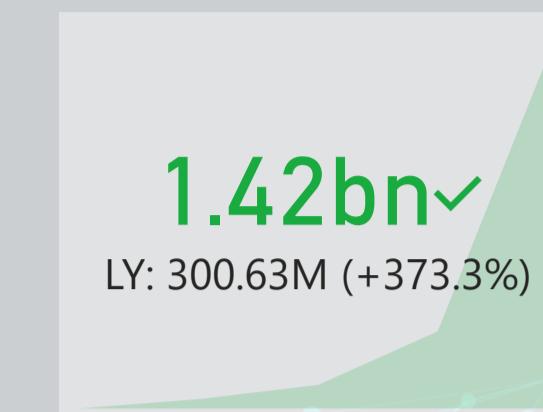
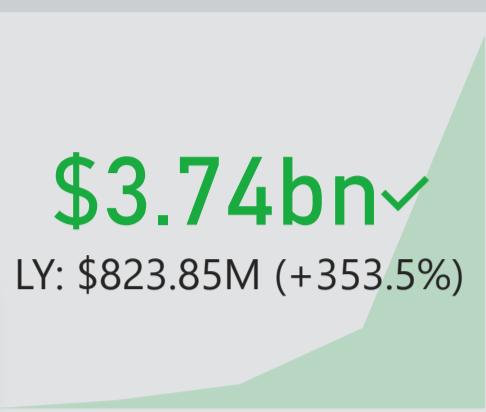
2020

2021

2022
EST

YTD

YTG



Net Sales

GM %

GM

Customers Gross Margin and Net sales

customer

NS \$

GM \$

GM %

Nova	\$2.18M	0.64M	29.42%
All-Out	\$5.68M	2.27M	39.94%
Electricalsbea Stores	\$8.67M	3.41M	39.38%
Unity Stores	\$8.76M	2.88M	32.87%
Saturn	\$8.83M	2.39M	27.06%
Otto	\$8.88M	2.27M	25.58%
Notebillig	\$8.94M	2.05M	22.88%
Billa	\$9.43M	2.41M	25.58%
Integration Stores	\$11.42M	4.58M	40.14%
Flawless Stores	\$12.12M	4.40M	36.31%
Info Stores	\$12.18M	4.50M	36.97%
Electricalslance Stores	\$13.33M	4.36M	32.71%
Electricalsara Stores	\$13.57M	5.12M	37.75%
Power	\$14.25M	5.43M	38.07%
Surface Stores	\$14.59M	4.60M	31.53%
Currys (Dixons Carphone)	\$15.83M	5.25M	33.17%
Insight	\$16.37M	5.72M	34.97%
Argos (Sainsbury's)	\$18.07M	6.84M	37.85%
Frac-Darty	\$20.41M	6.42M	31.44%
Total	\$4,968.48	1,879.72	37.83%

Gross Sales and Net sales w.r.t region

region

APAC

EU

LATAM

NA

GM \$

\$0M

50M

100M

\$50M

\$100M

\$150M

\$200M

\$250M

\$300M

\$350M



region, market

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segment, categor...

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Net Profit %

Net Sales

GM

Customers Gross Margin and Net sales

segment

NS \$

GM \$

GM %

net profit \$

net profit

Networking

Wi fi extender

\$130.40M

49.38M

37.87%

-8.27M

-6.34M

Storage

USB Flash Drives

\$152.29M

57.27M

37.61%

-11.23M

-7.31M

Accessories

Batteries

\$802.17M

301.45M

37.58%

-80.32M

-10.01M

Desktop

Business Laptop

\$758.45M

289.53M

38.17%

-101.09M

-13.33M

Peripherals

Personal Desktop

\$377.64M

143.74M

38.06%

-49.86M

-13.20M

Internal HDD

MotherBoard

\$380.81M

145.79M

38.28%

-51.22M

-13.42M

Graphic Card

Total

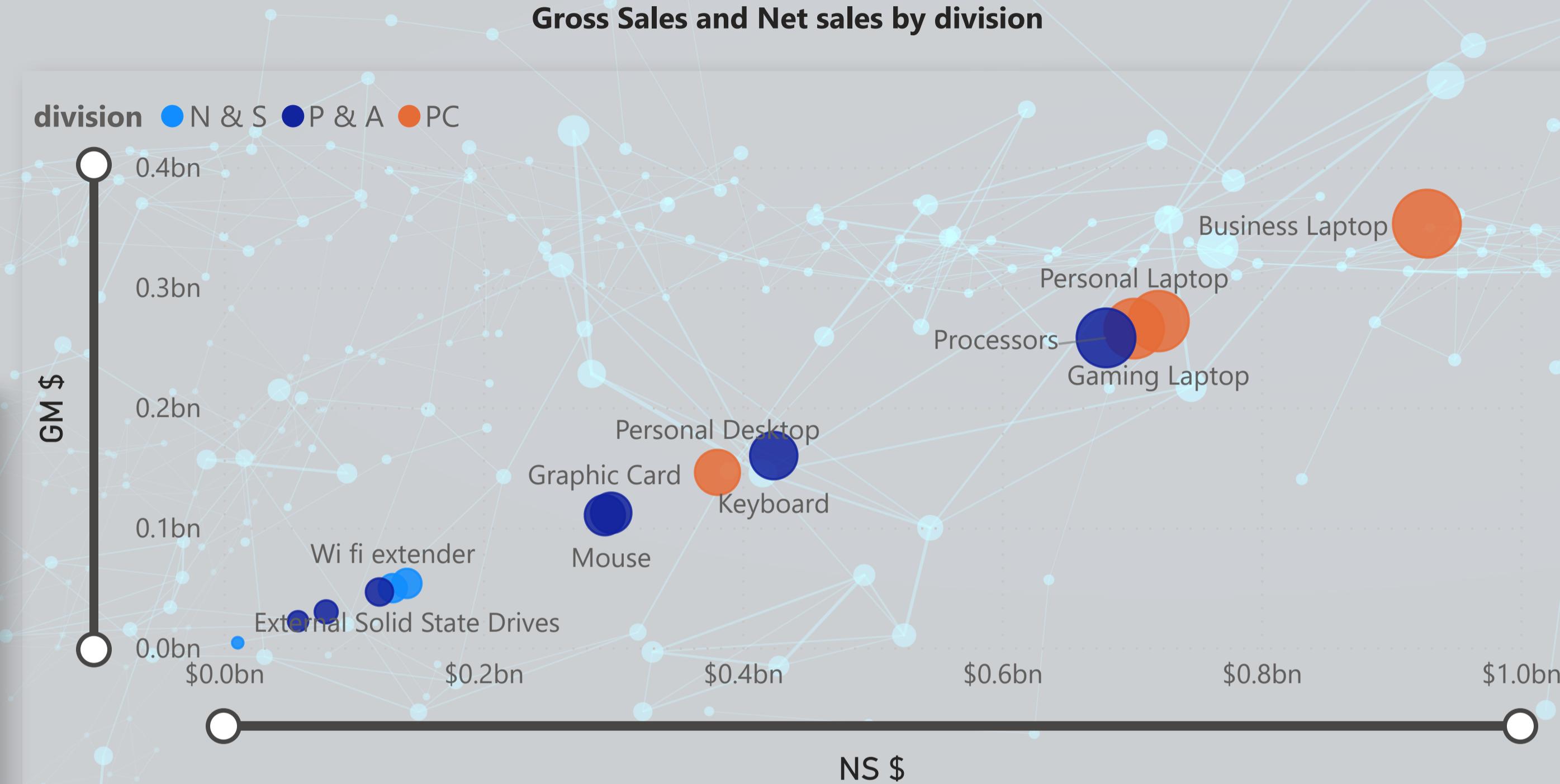
\$1,152.02M

435.85M

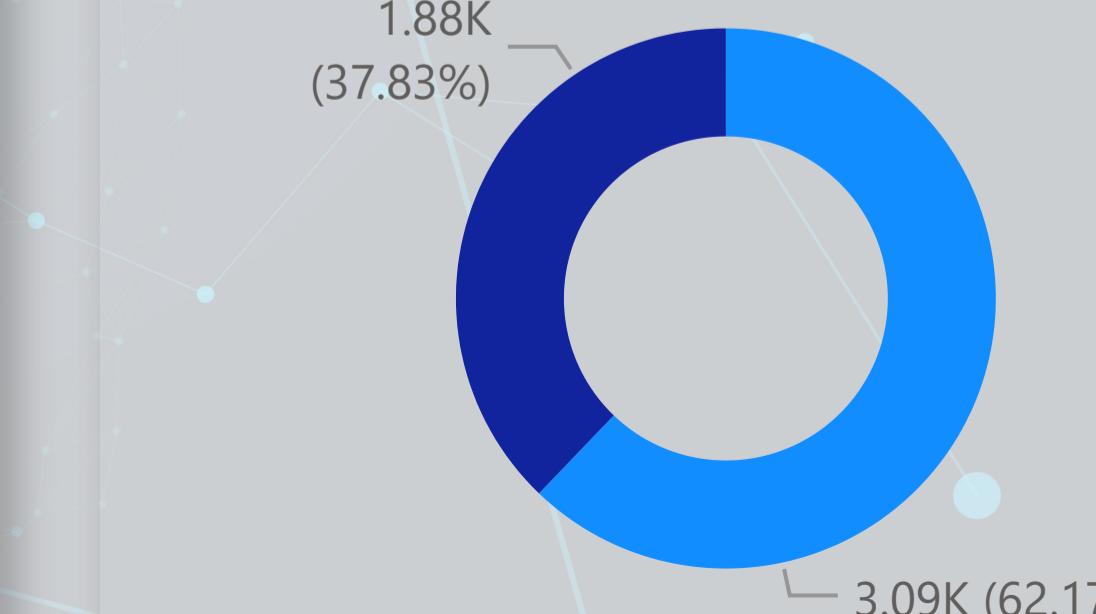
37.83%

-136.99M

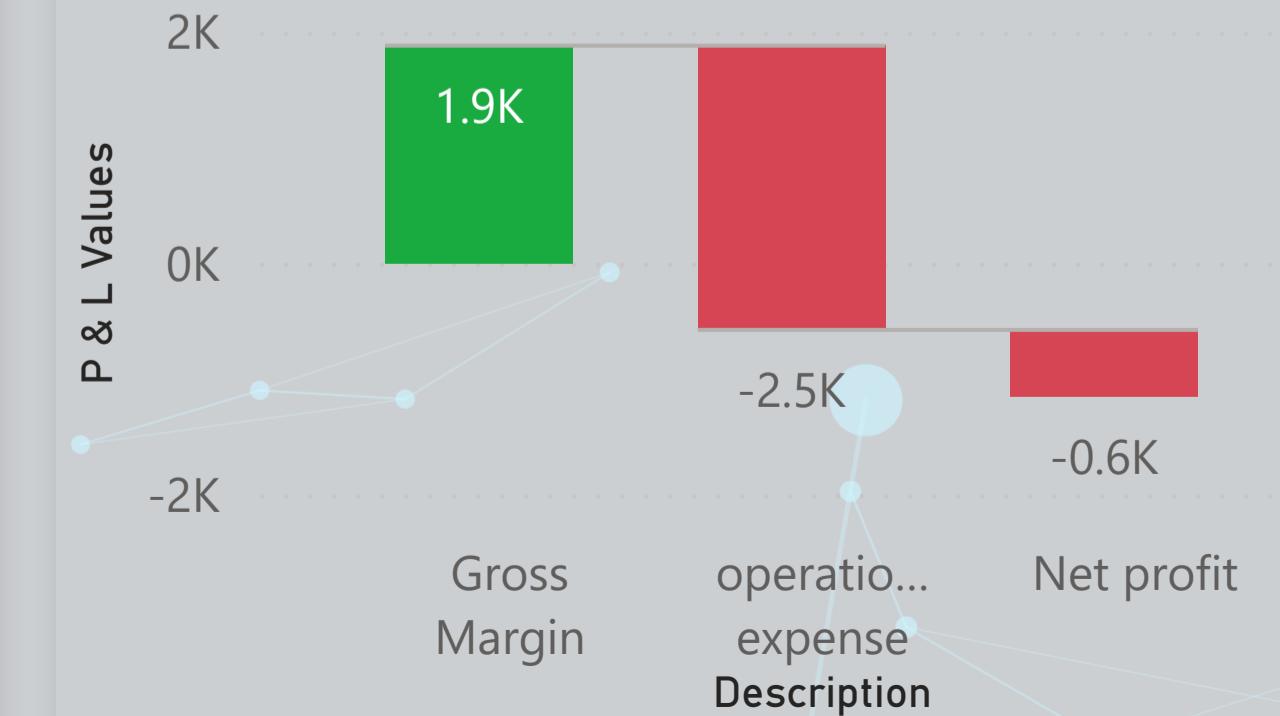
-11.89M

**COGS vs Gross Margin**

Descripti... Total COGS Gross Margin

**Gross margin, operational cost & Net profit**

Increase Decrease





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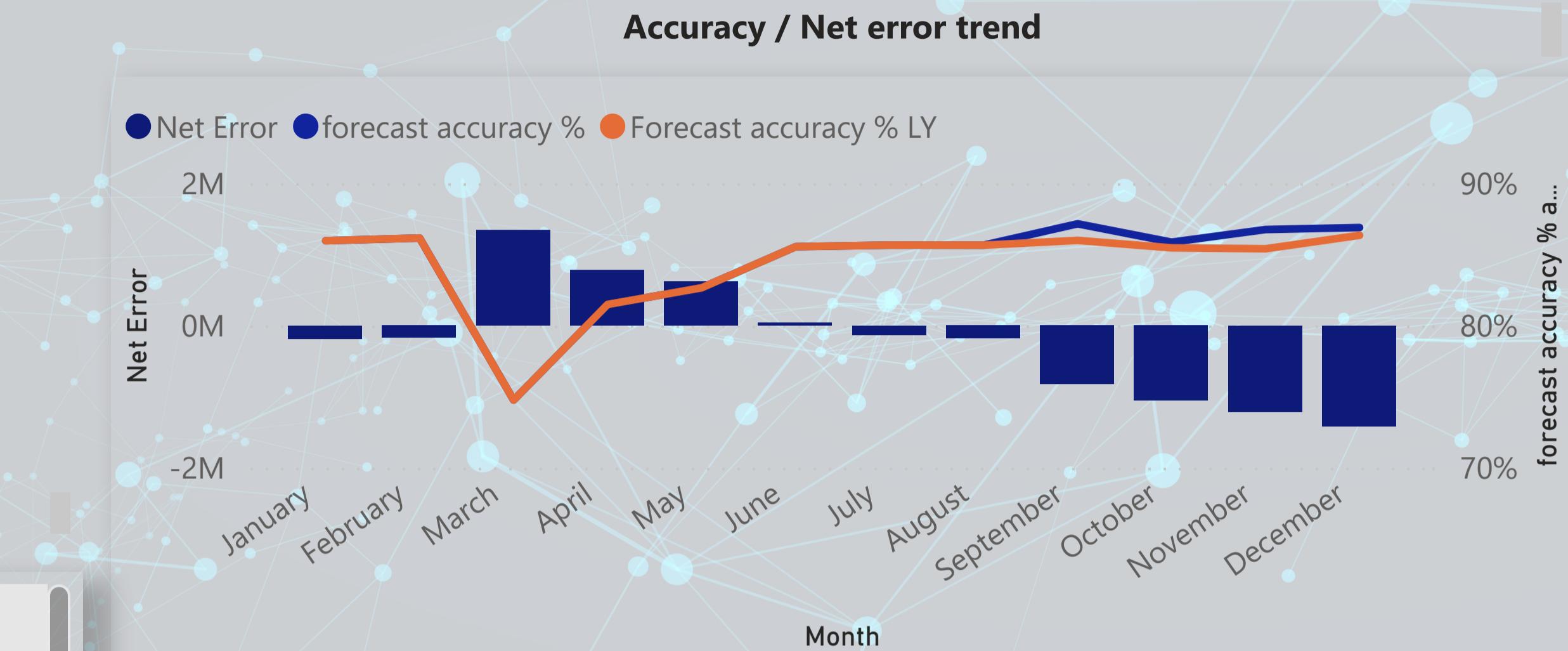
82.18% ✓
LY: 80.69% (+1.84%)
Forecast Accuracy

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

-14.0% !
LY: -6.6% (-110.79%)
Net Profit %

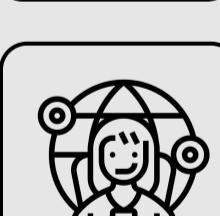
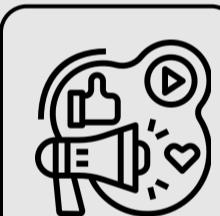
Key Metrics by customers

customer	forecast accuracy %	Forecast accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	82.51%	75.38%	-162373	-8.31%	Out of Stock
All-Out	77.37%	72.33%	-6876	-6.30%	Out of Stock
AltiQ Exclusive	86.45%	84.84%	-66287	-0.77%	Out of Stock
Amazon	85.88%	85.29%	-139437	-8.39%	Out of Stock
Argos (Sainsbury's)	82.30%	81.11%	-1394	-0.30%	Out of Stock
Atlas Stores	74.98%	69.42%	119793	18.87%	Excess Inventory
Atliq e Store	86.51%	85.59%	-865676	-8.40%	Out of Stock
Atliq Exclusive	78.44%	79.12%	17648	0.92%	Excess Inventory
BestBuy	78.93%	70.23%	-80434	-6.91%	Out of Stock
Billa	76.81%	67.42%	-42043	-16.98%	Out of Stock
Boulanger	81.27%	77.50%	27467	3.41%	Excess Inventory
Chip 7	79.82%	76.29%	65405	6.37%	Excess Inventory
Chiptec	79.46%	74.24%	47937	8.84%	Excess Inventory
Total	86.89%	85.60%	-24174	-1.97%	Out of Stock



Key Metrics by product

segment	forecast accuracy %	Net Error	Net Error %	Forecast accuracy % LY	Risk
Networking	95.13%	184995	2.72%	94.47%	Excess Inventory
Peripherals	81.74%	-3388005	-17.54%	90.99%	Out of Stock
Notebook	93.32%	22621	0.45%	88.69%	Excess Inventory
Desktop	89.22%	94729	10.36%	84.76%	Excess Inventory
Storage	88.43%	2020264	10.51%	84.20%	Excess Inventory
Accessories	86.61%	-1352029	-1.89%	83.93%	Out of Stock
Total	86.89%	-2417425	-1.97%	85.60%	Out of Stock



Contact via [Website](#)

Contact via Email