

852 DATA FOR SALES & INVENTORY REPORTING

ValueCentric collects Sales & Inventory Reporting (852) data files on your behalf, providing reporting and analytics on critical sales and inventory metrics. The ValueTrak platform optimizes product distribution via automated monitoring of channel activity, complete with customizable reporting, alerts, scorecarding, and dashboards.



MONITOR CHANNEL ACTIVITY:

Accurate sales, inventory, and lost sales metrics allows for informed decision making around channel activity, product performance and forecasting. Create custom alerts by wholesaler, distribution center, or product group according to your business rules and contract parameters.

- Manage and optimize DC inventory levels through exception-based reporting.
- View channel activity over custom time periods with drill-in capabilities to the DC level.



SCORECARD WHOLESALER PERFORMANCE:

Promote strong relationships with wholesalers by staying informed of product distribution performance. Proactively monitor, report, and correct issues which affect inventory levels and availability of your product.

- Trend key metrics: sales, inventory, DOH, service levels, inventory appreciation, data timeliness, completeness and more.
- Use report results for negotiating future fee for service agreements and facilitating better relationships.



MANAGE KEY PERFORMANCE METRICS:

Create custom alerts for days on hand (DOH), lost sales, and service level activity outside upper and lower thresholds, notifying you when distribution center activity is not in compliance with your business agreements.

- Optimize revenue and customer service by ensuring product availability.
- Returns avoidance through Days on Hand monitoring.



ESTABLISH A STRONG CHANNEL DATA FOUNDATION:

Leverage valuable wholesaler and distribution data as a core source for a strong channel data foundation. Make 852 data available for complementary business processes and tasks such as:

- Order Management – Ensure appropriate channel inventory when performing critical order reviews.
- Returns Analysis – Analyze returns activity against inventory trends to ensure appropriate stocking patterns constructed to minimize returns.

KEY BUSINESS BENEFITS



Tools to drive increases in revenue



Easily summarize sales and inventory



Improve forecasting accuracy throughout the pipeline



Normalize data according to your rules



Complete visibility into downstream customer sales



Monitor D/C inventory balance with custom exceptions

VALUETRAK PLATFORM PROVIDES



STREAMLINE YOUR DATA
MANAGEMENT PROCESS



CLOUD-BASED PLATFORM



REPORT BUILDER AND
VALUETRAK BUSINESS INTELLIGENCE

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