

SALES AND INVENTORY MANAGEMENT (852)

AT A GLANCE:

MONITOR CHANNEL ACTIVITY

Configurable reporting and custom alerts based on sales, inventory, and lost sales data. Report by wholesaler, distribution center, product, or product group to ensure optimal product performance and improve forecasting.

MANAGE KEY PERFORMANCE METRICS

Analyze and trend key metrics such as days on hand and service levels to mitigate risk of potential stock-outs and minimize returns exposure.

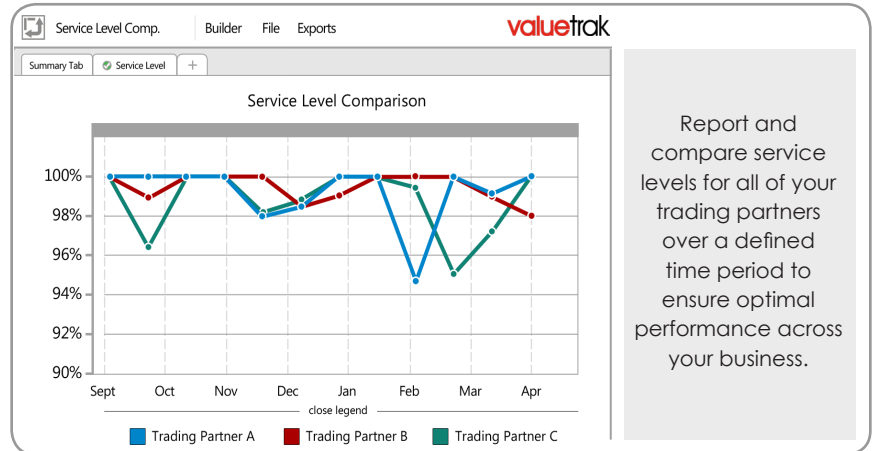
SCORECARD WHOLESALER PERFORMANCE

Promote positive product distribution performance and communication with wholesalers through shared awareness of key metrics.

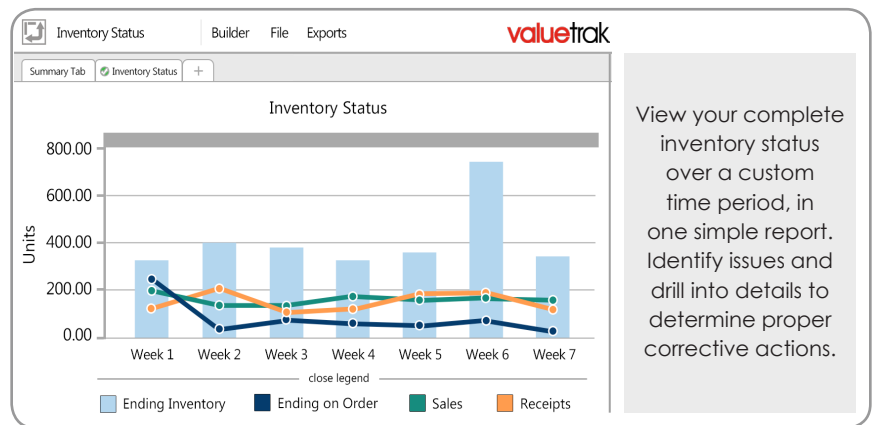
ESTABLISH A STRONG CHANNEL DATA FOUNDATION

Leverage valuable wholesaler & distribution data as a core source for analysis in numerous critical business decisions.

MONITOR



SUMMARIZE



KEY BUSINESS BENEFITS:



Monitor ideal inventory balance at individual distribution centers with exception-based alerts



Drive increased revenue through avoidance of lost sales/omits



Easily summarize sales and inventory by product, wholesaler/DC, and custom date range; schedule reports to run every month, quarter, or year end



Improve forecasting accuracy by trending product movement in the wholesale channel



Obtain complete visibility into all downstream customer sales



Ensure timely, accurate data management and communications, normalized according to your business rules

Monitor Channel Activity:

ValueCentric collects data on your behalf, accurately mapping, cleansing and analyzing it for interpretation. This allows for proactive, informed, and consistent decision making around channel activity, including sales and inventory levels. Create custom alerts by wholesaler, distribution center, product, 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
- Improve forecasting accuracy by trending wholesaler inventory, sales, and numerous other available data elements

Manage Key Performance Metrics:

Manage your product by tracking service levels and days on hand (DOH) ratios with ValueTrak reporting. Create custom alerts for 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.

- Automatic calculation of services levels and DOH for each DC, fully customizable
- Optimize revenue and customer service by ensuring product availability
- Returns avoidance through Days on Hand monitoring

Scorecard Wholesaler Performance:

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

- Trend key metrics: sales, inventory, DOH, and service levels
- Utilize scorecard data in business reviews with wholesalers
- Use report results as a basis for negotiating future fee for service agreements and facilitating better relationships

Establish A Strong Channel Data Foundation:

Allow your organization to recognize the value in detailed channel data by ensuring its availability in a cloud-based, integrated platform, ready for easy expansion. 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
- Solution-oriented modules designed to provide instant analysis and alerts into common distribution challenges

valuetrak PLATFORM OVERVIEW



STREAMLINE YOUR DATA MANAGEMENT PROCESS

- Reduce costs and the burden on in-house resources
- 24/7 data monitoring by ValueCentric operations team



CLOUD-BASED PLATFORM

- On-demand access 24/7
- Role-based security for all users
- Mobile optimized reporting for any smartphone/tablet
- Flexible integration options



DATA VISUALIZATION

- Infinite charting, graphing and dashboarding options with a flexible analytics engine
- ValueTrak data can be dynamically linked to any BI tool in a cloud-based integration & automatically refreshed