

INSIDE DISTRIBUTION DASHBOARD

Integrated Timely Intelligence To Help Wholesalers Build Brands & Distribute Goods
With Precision

Wholesale distributors face a unique pricing environment as they play a critical middleman role in the supply chain. Traditionally, with very thin margins earned across a large number of individual transactions, customers, suppliers, and SKUs. At the same time, because of these characteristics, even small improvements have a dramatic impact on profit margins.

Cutting costs is no longer enough. Distributors need to grow profits, understand marketing impacts, service customers well and find supply chain efficiencies in a dynamic operating environment.

Inside Info helps people see and understand their business data to improve operational and financial processes. Inside Info are pure, best-of-breed analytics specialists. Since 2003 we've been working with over 100 clients in developing successful enterprise business intelligence dashboards and reporting solutions.

As a result our experiences have allowed us to develop the **Inside Distribution Dashboard** – a proven best-practice business application developed by our Senior Consultants that is used by firms like PFD Foods, Manassen Foods, Toro and Fujitsu General, delivering extraordinarily sophisticated interactive analysis and consolidated view of brand and supply chain performance. Analysis that is highly visual, affordable, fast to deploy, simple to use and easy to change.

The **Inside Distribution Dashboard** significantly fast tracks BI projects and increases user adoption by leveraging off the learnings of others, with customers typically up and running in about 30 days.

Inside Info offers the full spectrum of business analytics software and services including licensing, scoping, design, development, integration, training, project management and support services for the leading Qlik business analytics platform.

Our Inside Distribution Dashboard Provides:

- **A one-screen view of all the facts:** Ensuring cross functional visibility, integrating customer and business data so you have a clear view of sales, inventory, service levels, suppliers, customers, financial and other operational performance. A number of filters allow you to understand key measures against budget over any time period compared to another. Linking transactional processes, dramatically improving business strategies and uncovering sales opportunities by knowing what customers value.



- **A 360 degree view of customer behaviour:** Understand customer and buying patterns and how this drives cost, efficiency and resource utilisation. For example, do the same retailers order every day or once per week, what products or components are they ordering and how does this align with how they are being serviced.
- **Interactive analysis of inventory:** See stock you are carrying, analyse inventory for vendor, warehouse, region and other perspectives. Understand your inventory investment and how it's distributed. Measure overstocks, understocks, inventory aging, downtime and failure rates. Clearly understand inventory KPI's like inventory turns or month's stock at a high level with the ability to drill down to specific items in specific locations.

- **Proactive demand planning:** Determine whether your stock levels and fluctuations let you meet customer demand. Know not just when you're out of stock, but when it's likely in the future, allowing preventative action to be put in place. Understand demand, materials, forecasting and stock valuation.
- **Procurement analysis & monitoring of Service Levels:** Analyse vendor performance, demand and purchasing power. Understand how your suppliers are servicing you, do you know their DIFOT percentage and is it meeting their contractual obligation?
- **Interactive financial & profitability analysis:** Tracking P&L views from the enterprise or individual cost centres, providing dashboard style profitability analysis across any area of the business including by project, customer, region or division.
- **Understand warehouse efficiency:** Understand your picking and packing rates and be able to tie customer service issues back to activities.
- **Near real-time visibility into operations:** Instead of out-of-date reports. On-demand self-serve analysis of data, often replacing hundreds of OLAP based reports and empowering users to perform their own analysis reducing IT support by up to 90%. We provide both self-serve analysis, guided analytics, advanced analytics options, embedded analytics and reporting.
- **Sub-second query response on very large data volumes** into the hundreds of million records without losing transactional level detail, with data refreshing as often as your underlying source systems.
- **Ability to view information at a high-level, transactional-level and anywhere in between** in any path decided by the user, with no pre-defined drill-down paths. If you've got a business question, odds are you'll be able to answer it – you don't have to wait for another report. Easily consolidates data from any and multiple data sources.
- **Simple to use, available everywhere:** Access your dashboard from any device whether this be laptop, iPad, the web or your mobile device, with the same experience on each, being HTML5 compliant.
- **Available in the cloud or on-premise:** We offer a choice of deployment options depending on your needs for the Qlik BI platform.
- **Very fast implementation cycles:** A typical Qlik project for example is 30 days and is 53% the total cost of other BI solutions according to IDC. While adding in a new data source or building a new view of the data can be modified very easily within a few hours.
- **Our business analytics solutions are built on the scalable, enterprise class Qlik business intelligence platform:** Recognised as a Leader in analytics by Gartner in its 2022 Analytics Platforms Magic Quadrant.

What Makes Us Different

Inside Info was founded to bring the promise of analytics to a much broader group of people making it simpler, more engaging, affordable and rapid to deliver. For over 19 years our sole focus has been to help mid sized and enterprise businesses use data to perform as well as they possibly can, as data analytics specialists. We have a proven track record of client success currently supporting over 100 clients nationally, having delivered over 600 BI projects. We can offer strength & stability as a provider with the flexibility & personal touch of a boutique partner. This track record has allowed us to build industry, business function and system templates based on the leading BI platform that speeds up data integration, application development & delivery.

We bring strong industry and business process expertise to your project that many cannot, especially within the wholesale sector. We can assist in complementing your existing inhouse resource, manage adhoc report requests or in the areas of analytics business requirements definition, business scoping, consolidating data sources, data integration, data management, BI application design, implementation and training services.

Inside Info launched Qlik to Australia in 2003 and are the top level Elite Qlik. Our BI practitioners each have 10+ years' experience to guide you along the way. So, if you're looking to become more data-driven and take your use of data to the next level, we'd love to hear from you.

