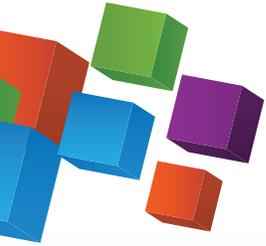




# Advanced Supply Chain Software™

for Microsoft Dynamics®



## ADVANCED BUSINESS ANALYTICS™

### ➤ INSIGHT FROM YOUR DATA

With all the challenges businesses face in today's complex environment, the stakes are just too high to base decisions on guesswork, rules of thumb or outdated information. You need real business insight, and you need it fast.

Meetings that begin with discussions about whose spreadsheet has the "right" data are a frustrating waste of time. Banish that discussion from your business with **Advanced Business Analytics™** powered by I.B.I.S., Inc. Start basing business decisions on real insight based on facts instead of guesswork.

**Advanced Business Analytics™** is part of the Advanced Supply Chain Software™ suite for Microsoft Dynamics® AX.

## ABOUT ADVANCED SUPPLY CHAIN SOFTWARE™

for Microsoft Dynamics® AX

Advanced Supply Chain Software™ for Microsoft Dynamics® AX offers distributors so much more than applications that manage a single aspect of your supply chain. You get comprehensive end-to-end advanced supply chain functionality built by industry experts to address the full depth and breadth of your supply chain needs. Improve supply chain velocity, exceed customer expectations and optimize your profitability – all with industry proven Advanced Supply Chain Software™ for Microsoft Dynamics® AX.



Advanced Sales and Operations Planning™



Advanced Order Management™



Advanced Revenue Management™



Advanced Inventory Management™



Advanced Procurement Management™



Advanced Demand Planning™



Advanced CRM for Distributors™

# BENEFITS AND FEATURES



Advanced Business Analytics™

Here are just a few of the benefits you gain from **Advanced Business Analytics™**.

## Cost To Serve Reports

You can improve overall profitability by identifying the cost to serve of all your customers. You may choose to “under service” the unprofitable customers, or increase their pricing, and provide special services to your best customers once you know which accounts fall into each category. Knowing the cost to serve your customers is a powerful tool to help you increase sales and improve margins while eliminating less profitable customers that act as a drag on profit.

## Inventory Turns Reports

Your inventory turns ratio shows how effectively you are using your inventory investment, and can help you identify possible issues that drag down profitability. Compare your inventory turns to your most-effective competitors to determine whether you need to take action to improve your processes. Whether you choose to view turns by cost value, revenue value or total units, the insight can help you improve your business performance.

## Customer Service Reports

By providing insight into delivery patterns, you can identify problems with distribution centers or partners that may be adversely affecting your customer relationships. Backorders, returns and partials can affect your margin as well as your customer relationships. The insight you gain from these reports can help you ensure that you aren't paying unnecessary freight charges, annoying customers or even leaving possible revenue on the table.

## Warehouse Productivity Reports

Warehousing and material handling can be a source of competitive differentiation when they are effective and efficient. You can monitor performance to identify when results start to slip before you start to lose customers.

## Transportation Reports

Freight and logistics charges are often overlooked sources of margin erosion, but with the insight provided by Advanced Business Analytics you will be able to identify problems and resolve issues that cost you money.

## Marketing Effectiveness Reports

One of the hardest things to measure is marketing effectiveness, yet you shouldn't spend money blindly hoping for results. Now you can measure campaigns and gain the insight you need to know which promotions (price and non-price) aren't working and which are delivering strong results.

## Financial performance Reports

It's a major advantage to be able to see financial performance at any time during the period – while you still have time to take corrective action. Most systems only produce financial reports at period end, but with Advanced Business Intelligence you can have the necessary insight any time you want. Monitor performance by customers, products, warehouses, sales person as well as traditional financial reports such as accounts receivable aging.

No business can afford to run on guesswork. You need insight to make the right decisions. **Advanced Business Analytics™** delivers the insight you need, whenever you need it, quickly and cost effectively. **Advanced Business Analytics™** includes key performance indicators tailored to the needs of distributors, removing the complexity from finding the information you need. Stop scrolling through data and start relying on insight with **Advanced Business Analytics™** from I.B.I.S.

## Microsoft Dynamics® Strategic Development Partner



I.B.I.S., Inc., a Sonata Software Company, is a member of the elite Microsoft Dynamics® Strategic Development Partner program, an honor reserved for those Partners who have demonstrated deep industry and functional expertise. I.B.I.S. has that expertise in global supply chain management, and they used that knowledge and experience to create one of the most flexible and advanced supply chain applications available today. In fact, Advanced Supply Chain Software™ is so well-respected that Microsoft Partners all over the world call on I.B.I.S. to help their clients resolve their most complex supply chain issues.



+1.770.368.4000

www.ibisinc.com  
I.B.I.S., Inc. © 2016 All Rights Reserved.

