TENTH PLANET

Sales BI

Powered by pentaho

Analytics & Data Capture solution

Unified Information Needs Blend for Pro-active Sales

1. **Proactive Sales Management**

2. **Projections & Trends**

3. **Simple Data Capture**

6+ Dashboards   **60+** Measures

Real time Sales Monitoring

- ✓ **Sales Enquires**
- ✓ **Orders**
- ✓ **Pricing Patterns**
- ✓ **Accelerate On time Delivery**
- ✓ **Sales Consignments**
- ✓ **Revenue Recognition**
- ✓ **Utilization of resources**
- ✓ **Know the peak and off peak time**
- ✓ **Proactive Alerts in advance**

> "Biggest challenge in sales is to identify business focus and goals from their existing sales management system"

"Leverage all available data to deliver a holistic view of corporate data collected for smarter decisions, accurately reflecting the true state of entire sales process"

Pricing

DSS ₹27.23 | **Competitor** ₹30.02

Rs. 0.35 increase to previous price

Current Year Avg Price

Last 30 Days Price Trend

Qty (Ql)	Discnt%
0-500	
500-1000	
1000-2000	5
>2000	
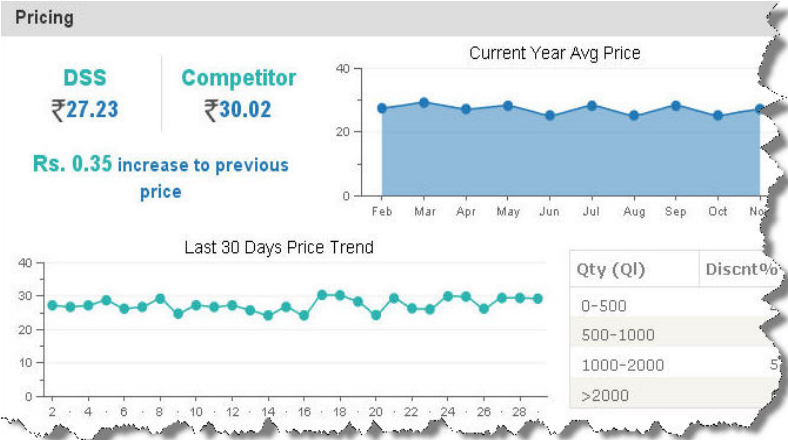
✓ Compare Competitor Pricings
✓ Price Variations Vs Sales Results
✓ Last 30 Days Pricing Trends

✓ Delivery Performance
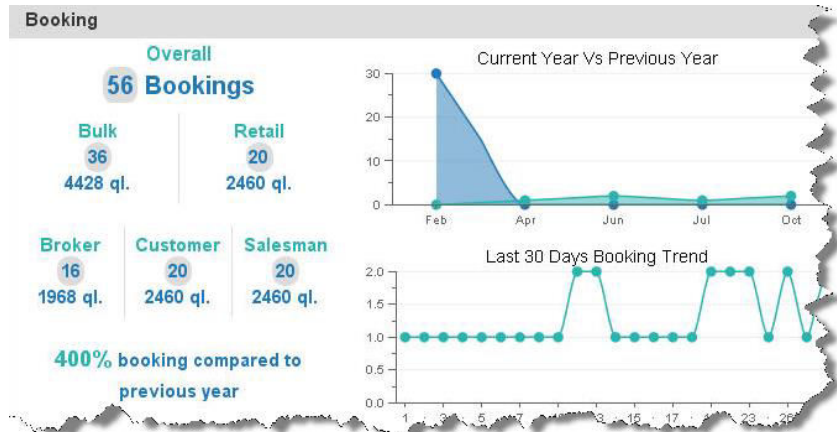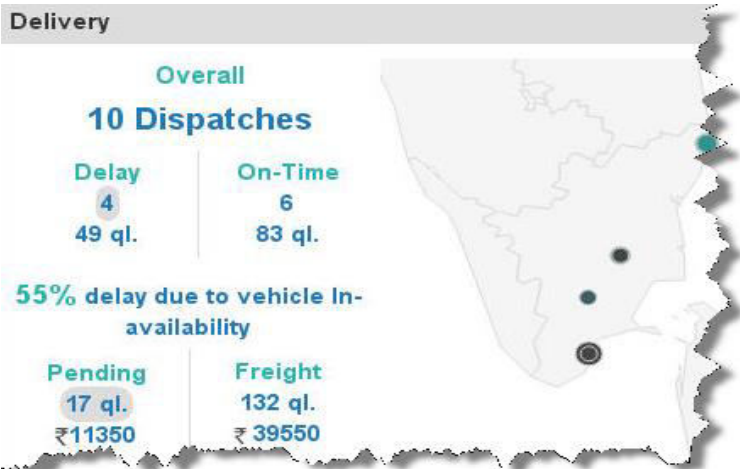✓ On-time / Outstanding Dispatches
✓ Dispatch Delays & Reasons

Booking

Overall
56 Bookings

Bulk 36 / 4428 ql. | **Retail** 20 / 2460 ql.

Broker 16 / 1968 ql. | **Customer** 20 / 2460 ql. | **Salesman** 20 / 2460 ql.

400% booking compared to previous year

Current Year Vs Previous Year

Last 30 Days Booking Trend

Delivery

Overall
10 Dispatches

Delay 4 / 49 ql. | **On-Time** 6 / 83 ql.

55% delay due to vehicle In-availability

Pending 17 ql. / ₹11350 | **Freight** 132 ql. / ₹39550

✓ Market Demands & Growth Indicators
✓ Sales via Business Channels
✓ Are we progressing better in Sales?

Architecture Blueprint
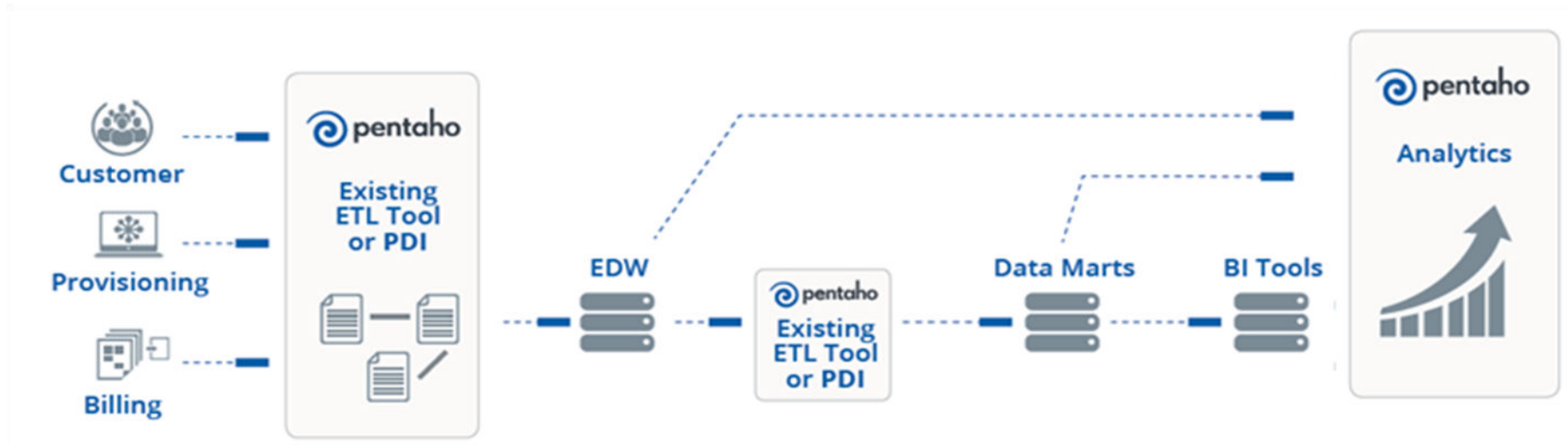
Platform

Data Integration

Easily access, manage and blend any data from any source

Business Analytics

Turn data into insights and make information-driven decisions

"A Comprehensive Platform for Data Integration & Business Analytics"

Challenges

Tracking daily activities with silo systems in place to act upon at the right time.

- ✓ Biggest challenge is to keep track of goals, and identifying business focus.

- ✓ Tracking competitor performance, pricing trend and making sure they are delivered on time with proper follow up

- ✓ Know your sales trend, performance to plan and keep in track of sales goals

- ✓ Handle transportation losses, follow up with pending deliveries and increase customer satisfaction

- ✓ Manage your cash flow, reduce inventory cost & plan for drop in sales by analyzing the sales projection

Solutions

Industries , contracted with Tenth Planet Consulting to help implement the Sales BI project and to train its IT staff on BI practices and making sure its benefiting from the following capabilities of Pentaho.

- ❑ **Data Integration:** connecting various systems including data available in excel, has been a key to understand the process and identify the missing gaps in terms of data capture.

- ❑ **Dashboards:** Connecting data to visuals and assisting live tracking of what's happening currently and blending the same with history for effective actions was a key for management users.

With interactive analysis for data capture all data points are connected and decision makers were able to monitor in real time, consultants were able to assist customers with live data

Results

- **Improved Customer Experience at each touch points**

- **Bridge gap between Growth Goals and Actual Plans**

- **Visibility on Product development & Competitive Intelligence**

- **Drive sales performance with accurate and on demand insights**

- **Target & Solidify Customer Loyalty**

CXOs will get to see an actionable and interactive BI from their sales data indicating highlights, lowlights and trends on web, mobile devices.

Features

Summary

❑ **Mobile BI:** *Anytime anywhere access to live information with proper access control enabled decision makers.*

Industries strive to deliver a higher return on investment (ROI) from their marketing spend. Our revenue driven sales metrics helps to improve sales effectiveness.

Users of our predictive sales analytics have seen a average increase in sales of 76% compared to non-users.

Our holistic approach brings success by just implementing right technology for your business.

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