

## Understand the financial implications of your actions across the business – inventory, prices and service – and deliver favorable outcomes through multiple channels.

Wholesale distributors today face unprecedented challenges. They have to balance sensitivities in products, prices and service while delivering favorable outcomes through multiple channels. Retailers exert pressure by requiring just-in-time deliveries and penalties for noncompliance that diminish a wholesaler's already shrinking margins. In addition, the global marketplace facilitated by the Internet has expanded competition to the whole world and made widely dispersed supply chains harder to manage. In this market simply breaking bulk and repackaging goods efficiently isn't enough to maintain profitability.

To prosper, you have to streamline operations, protect margins, reduce carrying costs and ensure inventory availability. You need to take advantage of the global market for sourcing goods and fight off pricing pressure from new competitors. You must balance inventory so stock spends as little time as possible in your warehouse without incurring stock-outs that disable your ability to fulfill orders. And you have to deliver orders on time to any location, in full and with no issues in product quality.

The role of Finance is more central than ever. Today it extends beyond managing spending and preparing the budget to providing analysis of the financial implications of actions across the business and advising decision-makers at all levels and departments.

Host Analytics can help. For more than 10 years, we have been working with dozens of wholesale organizations such as yours to improve these and other processes and realize significant benefits by using our Host Analytics Corporate Performance Management (CPM) suite. The suite includes fully integrated modules for budgeting and planning, revenue planning, reporting and analysis, financial consolidation, and scorecarding and dashboarding. It can help you improve performance in many critical tasks including these:

**Inventory Turns and Flow** – Track how many times inventory turns over in the course of a year. Model stocking levels and fluctuations in demand to increase turns and optimize profitability.

**Days of Supply** – Determine how long it would take to sell out present stock at the current rate of sales. Forecast lead times needed to stock goods to meet demand while keeping inventory low.

**Warehouse Utilization** – Track utilization of available capacity to minimize empty space. Model scenarios to maximize utilization and synchronize with inventory flow.

**Service Level** – Compare rate of orders fulfilled to all orders. Model impacts of various service levels and effects on profitability of potential penalties for noncompliance.

**Supplier Performance** – Measure performance of suppliers relative to delivery schedules, price, value-added services and product offerings. Analyze benefits of reallocating purchases to fewer, high-performing suppliers.



### pains

- Margins are squeezed by price-cutting competitors from anywhere in the world
- Retailers demand just-in-time deliveries and set penalties for noncompliance
- The global market complicates the supply chain and logistics at all stages.
- Prices for goods and delivery fluctuate due to remote causes beyond the wholesaler's control

### benefits

- Forward-looking plans and forecasts help prepare for and adapt to changes in demand, sourcing and cost of goods
- Revenue planning helps project cash flow, anticipate funding levels and predict profit
- Automated consolidation speeds the financial close and makes the latest information available to decision-makers
- Reporting and analysis turn data into actionable information to support decisions in finance and operations
- Scorecards and dashboards enable everyone to monitor performance in a visual environment that keeps them focused on goals and improvement

**Host Analytics CPM helps you get the information you need to make decisions that determine the success of your business. Finance professionals can take charge of their key responsibilities and provide valuable input into operations and executive strategizing and decision-making.**

**Budgeting and Planning** enables forward-looking plans and forecasts so you'll be ready for market changes. You can compare actuals vs. budget, reforecast easily as necessary so the budget is always timely, and track the accuracy of plans by customer, supplier and other variables.

**Revenue Planning** facilitates forecasting so you put resources into assortments of products in greatest demand. It provides guidance to optimize capital investment, staffing and logistics so each contributes to efficiency of operations and maximum profitability.

**Financial Consolidation** automates and speeds the financial close, reduces the cost and effort of closing and lets you put the latest information in the hands of executives at once to prepare them better for decision-making.

**Reporting and Analysis** turn your data into actionable information to support key decisions in finance and operations. You can model the impacts of improving against benchmarks to determine which to emphasize.

**Scorecarding and Dashboarding** provide the visibility required for employees, managers and executives to understand and track their performance and that of their reports. These easy-to-use tools keep everyone focused on the right objectives and provide direction for performance improvement.

Delivered through Software-as-a-Service (SaaS), Host Analytics CPM allows you to avoid significant costs for new hardware purchases, software licenses and IT staff, and its rapid implementation enables you to begin improving processes and performance right away.

Host Analytics knows what matters to finance professionals in your business and industry. With our help you see the full implications of decisions, both risk and reward. You ensure that decisions are made on a sound financial basis that spends money and resources wisely. You gain confidence that your operational processes are efficient, from the supply chain and inventory management through logistics and fulfillment to cash cycle times and finally to superior financial results in cash flow, revenue growth and greater profitability



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