

DataSelf Analytics

BUSINESS INTELLIGENCE FOR INFORMED DECISIONS

Includes 8,000+ Out-of-the-Box Reports & Dashboards*

Sales & Marketing

- Salesperson Performance
- Customers with Underperforming Sales
- Products with Underperforming Sales
- Top Customers by Sales Decline
- Customers that Stopped Buying
- Customer lifetime value forecasting
- Year-over-year comparisons
- Regional/geographic breakdown
- Seasonal variances
- Sales and Gross Profit Pareto Analysis
- Product Profitability by Price Point
- Sales Projection and Ranking
- Commission Reporting
- Sales Velocity
- Campaign Response Analytics
- Cost per lead / cost per sale
- Stuck Opportunities

Financials and Cash Flow

- Cash Flow Projection
- P&L Analytics
- Balance Sheet Analytics
- Actual versus Budget
- Year-over-year Comparisons
- Collection Effectiveness Index
- Bad Debt Analysis
- Days Sales Outstanding

Inventory Management

- Stock Utilization Projections
- Potential stock shortfall & outage warnings
- Forecast surplus items
- Slow Moving Items
- Inventory transfer optimization
- Days of Stock
- Lost Sales from Stock Shortfalls
- Inventory Turnover
- Stock usage by year, month, week, & day
- Replenishment planning
- Purchase Price Variance
- Item purchase recommendations (best time / best supplier)

Services

- Job costing metrics
- Project cost/revenue analysis
- Metrics on material usage
- Hours; estimated vs actual, overtime analysis
- Client support costs; per case, per user, per product
- Clients in need of additional services
- Re-prioritization of critical support cases
- Resource availability
- Performance breakdown by worker, department, & projects

* Most templates may be used as is, others require customizations.

DataSelf Analytics brings you 8,000+ out-of-the-box reports, dashboards and KPIs for more informed business decisions

