

# DISTRIBUTOR'S PLAYBOOK



## Instant Results

**Know exactly what is happening in your business and why**

- How is my inventory affecting my cash flow?
- How are my sales reps performing compared to last year?
- Which customers are buying less this year than last year?
- Who are my best customers and what are they buying?
- Why am I losing sales on certain items?
- What is my projected cash flow in the coming weeks and will I have enough money to cover all my expenses?

## Focused. Fast. Functional.

**Actionable data to drive your business forward**

Distributor's Playbook quickly and effectively extracts critical information from Infor10 and presents it in a centralized, organized dashboard. View overviews and supporting details on your organization's Financial Position, Sales and Product Performance, Key Performance Indicators, Purchasing, Warehouse Operations, and Accounting.

Unlike other Business Intelligence tools, this executive dashboard can be fully operational in a couple days, and it does not require you to learn database tables. The most valuable reports and views have been created for you, and a wide range of filters lets you sort by the most useful criteria. You will be able to slice and dice the data, drill down to the detail, and export any data to Excel with the click of a button.

Playbook mines key performance indicators and vital business factors to give you quantitative, meaningful results that will support your business growth and profitability strategies.

Playbook is more than a reporting tool. You will get critical data that will point out operational inefficiencies, guide big decisions in your organization, and show you where you can make money.

### Demo

For a demo, please visit [www.distributorsplaybook.com](http://www.distributorsplaybook.com)



**ACUMEN  
GROUP**

Distribution Efficiency. Delivered.

# Management Solutions

## View critical information at a glance



**Finance.** Cash Receipts, Disbursements, Balances, Inventory and Solvency Ratios



**Sales Comparison.** Sales, Cost, Profit, and Percent Comparisons



**Sales.** Multiple Costing Methods, Value, and Profit on Booked Orders, Direct Orders, Returns, Invoiced Orders, and Lost Sales



**Inventory.** Current Stock, Non-Stock, Direct Inventory Value and Quantities by Warehouse, Product Lines, Vendors, and Categories



**Purchases.** Analysis of Purchases, Receipts, Returns, and Transfers by Warehouse, Vendor, and Buyer



**Accounting.** Projected Cash Flow, AP and AR Analysis and Balances

## Benefits & Features

- Instantly filters data through a wide array of search criteria: company, division, warehouse, sales rep, territory, and more
- View and compare data by date range and across years: Today, Yesterday, Week, Month, Quarter, Year-to-Date, Last 12 Months
- Display by fiscal or calendar year
- Sort data with one click — No programming, mapping, or learning how to filter
- Both high-level overview and supporting details
- Drill down to detail and export data to Excel or pre-formatted Excel with one click
- Full access to pre-cubed SQL database
- Centralized place for important information
- Delivers only the most pertinent data
- Bar and gauge graphs to compare data
- Intuitive and easy to use — Minimal training necessary!
- Sort data with one click — No programming, mapping, or learning how to create views
- Customized security based on login
- Compatible with all SX.enterprise releases
- Annual updates and upgrade labor included with annual license and support

