

# Supplier Advisor™



## IMPROVE PRODUCTIVITY OF SALES TEAMS WHILE REDUCING YOUR COST OF SELLING

Sales people have a tough job, especially when sales tools are scattered across networks, logins, emails, and shared drives. Supplier Advisor is available on all devices making it easier for sales people to access the information they need no matter where they are—in the office or on the road.

## INCREASE SALES PRODUCTIVITY

Conduct sales data analysis and review KPI sales metrics in real time. The interactive sales dashboard allows your team to quickly access the specific information they need. Securely review the latest sales metrics, financial data, and promotion performance figures in the field. Improve product and account management, and capitalize on growth opportunities.

## ACCESS ANY TYPE OF CONTENT

Bring together sales data with merchandising and promotional collateral, price sheets, product displays, and event pictures for your entire mobile workforce to access from anywhere, anytime they need it.

## REVIEW THE PERFORMANCE OF ACCOUNTS FROM ANYWHERE

Conduct sales data analysis in connected or disconnected mode. Navigating sales dashboards is easy with Supplier Advisor. Access the interactive sales dashboard and custom reports to immediately capture the information that's important to you.

Securely access marketing material, price sheets, presentations, and analytics from one application to help increase effectiveness of customer meetings and presentations.

# SECURE AND ACCURATE

Supplier Advisor is built on the award-winning Diver enterprise platform. Diver provides role-based privileges, ensuring that the right people have access to the right information. Push out approved sales presentations or proposals to make sure your entire team has the right version of content at their fingertips.

Supplier Advisor gives your team the most up-to-date information when and where they need it. Using mobile technology, Supplier Advisor users have immediate and secure access to the latest metrics at any time, from any location. This empowers your team to base their management and product promotion decisions

on the most recent data, regardless of their location. Access marketing material, presentations, financials, product sales, and analytics from one application.

Supplier Advisor was developed specifically for suppliers and distributors in the beverage alcohol industry. We designed it with your team's needs in mind. The intuitive user interface makes it easy to navigate around presentations, sales data, media, and metrics. By having everything they need at their fingertips, your sales team can focus on capitalizing on new opportunities and closing more sales.



The screenshot shows the 'Supplier Inventory' table with columns for Item, Depl 90 Day, Sup Closing Balance, Sup On Order, Sup QOH, and Inventory Days. The table lists various wine and liquor items with their corresponding inventory metrics.

Item	Depl 90 Day	Sup Closing Balance	Sup On Order	Sup QOH	Inventory Days
ACACIA LEE VINEYARD PINOT NOIR	170,100.37	44,006.48	10,468.265	54,561.745	28,860
ACACIA STCL PINOT NOIR	665.02	193,728	48.0	181,728	24,561
ALICE WHITE CHARDONNAY AUSTRALIAN WHITE	8.49	13,067	0.0	13,067	138,516
ALICE WHITE CHARDONNAY AUSTRALIAN WHITE	187.33	110.5	35.0	145.5	69,903
ALMADEN BLUSH CARAFE RHINE	0.17	58,387	0.0	58,387	30,910,588
ALMADEN GOLDEN 1/4 KEG CHARLES	1,156.22	238,687	51,167	289,853	22,562
ANSELM ROBERT CAPITELLI RECIVTO	6.0	0.0	0.0	0.0	0.0
ANTINORI PEPOLI RED WINE	8.33	3,199	0.0	3,193	34,502
ARBOR MIST STRAWBERRY WHITE ZINFANDEL	403.33	46,417	0.0	46,417	10,358
BAILEYS COFFEE IRISH CREME LIQUEUR	0.0	0.105	0.0	0.105	
BARFOOT SAUVIGNON BLANC	310.38	125,963	32,893	158,797	45,040
BERINGER ROSE DE SAIGNEE	100.73	113,877	0.0	113,877	93,401
BERINGER VIOGNIER	1,350.16	372,748	21.0	390,748	26,247
BLACK BOX MONTEREY COUNTY CHRONY BOX WNE	0.0	2,042	0.0	2,042	
BLACK VELVET RESERVE PREMIUM SIPPING	492.74	407,623	10.0	417,623	76,28
BLOSSOM HILL	174.31	64,725	8,167	72,892	37,636
BOOKER'S WEAATHER CIGAR HOLDER GIFT SET	1,456.67	226,777	92,333	319,111	19,134
BOON'S FARM APPLE COUNTRY KWENCHER	0.0	1,667	0.0	1,667	
CAMPO AL MARE BULGHERI	1,139.17	580,277	43.0	603,277	47,662
CHARDONNAY COATEAUX D'AUX DOM DES BEATES	8,230.79	1,674,815	867,333	2,042,148	22,38

The screenshot shows the 'Shipments Overview' table with columns for Region, YTD, CY/LY DIF, CY/LY %, Goal YTD, vs Goal, vs Goal %, and vs Goal. The table lists regional performance metrics for various regions.

Region	YTD	CY/LY DIF	CY/LY %	Goal YTD	vs Goal	vs Goal %	vs Goal
West	109,551	1,640	5.6	111,638	-2,067	-1.9	
Central	85,689	2,325	8.0	83,615	74	.1	
South East	78,050	-5,798	-20.3	77,691	359	.5	
North East	29,724	-289	-2.5	30,058	-334	-1.1	
South West	20,473	2,048	90.0	20,777	-304	-1.5	
Mountain West	17,210	1,184	17.7	17,825	-615	-7	
Other	3,339	1,198	365.1	3,304	15	.4	

## About Dimensional Insight

Dimensional Insight is a leading provider of integrated business intelligence and performance management solutions. Our mission is to make organizational data accessible and usable so everyone from analysts to line of business users can get the information they need to make informed, data-driven decisions.

[gs.ds.supplier.advisor.02.12.18.irina](mailto:gs.ds.supplier.advisor.02.12.18.irina)



**2017 Dresner Advisory Services**  
Wisdom of Crowds Business Intelligence Market Study  
Dimensional Insight Again Receives Top Rankings  
Scores 4.61 out of 5; strong in "Customer Experience"



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