

Goods & Services: Fast Track to Analytics

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DIUC22

Fast Track to Analytics



Learn how an application-based strategy can help you achieve analytics success across the enterprise.

Agenda

- ▶ Why prebuilt applications?
- ▶ What prebuilt applications are currently available for G&S customers?



Why Should I Invest in **Prebuilt Applications**?

- Dimensional Insight currently offers 8 pre-built Goods and Services applications.
- These applications are Pre-Built using DI Technology
 - They are packed with the features and functionality tested by our team of subject matter experts.
 - They are a fast method to jump start a project while controlling the cost of development.
 - They allow for some customization to make them truly yours.
- Today we are going to cover the benefits and features of each of these applications so you can jumpstart your ROI. We will also include a short demo of each.

What Prebuilt Applications Does Dimensional Insight Offer?



Program
Advisor



Survey Advisor



Distributor
Advisor



Supplier Advisor



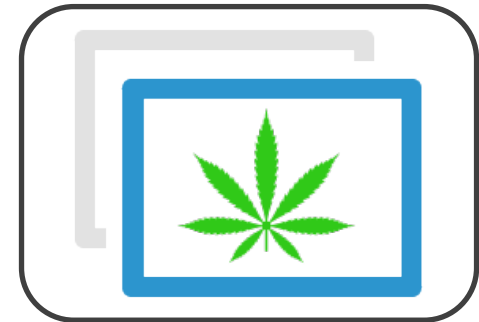
Inventory
Advisor



GL Advisor



Performance
Advisor



CannaBI

Program Advisor

DI Program Advisor

Dimensional INSIGHT

my account admin help
LOG OFF

Menu Home Back

Includes sales dated thru 08/31/2022.

Tier 5 Dashboard Program Summary Manager Summary Performance Graphs Hourly Actuals

Company: DI-Demo Company [001]

Status current Type All Values (6) Supplier All Values (39) Sales Org All Values (3)

Ending Period Start 2013-07 Ending Period End 2023-12 Goal Status All Values (2) Product Type All Values (2)

Premise Type All Values (1) Reset

Met	Type	Program Desc	Current	Goal	Delta	% Ach	GAF	Gr
	C	360 Vodka [2022-08 to 2022-12, C] : 689	0.00	106	-106.00	0%	↓	10
	C	Acrobat [2022-01 to 2022-12, C] : 639	412.47	0	412.47	100%	↑	10
	NAS	ADS June-Aug-Bacardi Grapefruit-New... [2022-06 to 2022-12, NAS] : 408	1.00	36	-35.00	3%	↓	31
	P	ADS June-Aug-Charles Smith-PODs [2022-06 to 2022-12, P] : 408	10.00	18	-8.00	56%	↑	11
	NAS	ADS June-Aug-Fords Gin-New Accts [2022-06 to 2022-12, NAS] : 405	15.00	36	-21.00	42%	↑	2
	P	Allomi Cabernet [2022-07 to 2022-12, P] : 690	17.00	210	-193.00	8%	↓	10
	C	Alta Wines [2022-06 to 2022-12, C] : 2236	0.00	0	0.00	100%	↑	68
	P	Amalaya/Artezín [2022-07 to 2022-12, P] : 574	106.00	127	-12.41	90%	↑	14
	C	Auchentoshen [2022-01 to 2022-12, C] : 657	114.59	184	-105.00	43%	↓	15
	AS	Auchentoshen American Oak [2022-01 to 2022-12, AS] : 663	79.00	28	1.00	104%	↑	10
	AS	Auchentoshen Three Wood [2022-01 to 2022-12, AS] : 662	29.00	0	4109.92	100%	↑	8
	C	Bodega Norton [2022-01 to 2022-12, C] : 630	4,109.92	0	64.68	100%	↑	10
	C	Bodega Norton [2022-01 to 2022-12, C] : 774	4,109.92	7612	-3502.08	54%	↓	10
	C	Booker Noe [2022-01 to 2022-12, C] : 615	64.68	108	-50.08	54%	↓	9
	C	Bowmore [2022-01 to 2022-12, C] : 658	57.92	84	-37.00	56%	↓	10
	AS	Bowmore 12 Year Old [2022-01 to 2022-12, AS] : 664	47.00	106	-106.00	0%	↓	6
	P	Casaleo Italian Wines [2022-07 to 2022-12, P] : 539	0.00	530	-483.00	9%	↓	27
	NP	Clase Azul New POD Program [2022-08 to 2022-12, NP] : 702	47.00	35	-16.00	54%	↑	15
	P	Colome Estate Malbec [2022-07 to 2022-12, P] : 694	19.00	606	-127.00	79%	↑	15
	P	Copy 1 of FSM WAGNER PODs Program [2022-04 to 2022-12, P] : 2...	479.00	606	-127.00	79%	↑	5
	P	Copy 2 of FSM WAGNER PODs Program [2022-04 to 2022-12, P] : 2...	479.00	200	-93.00	54%	↓	
	C	Cucina Mista Concert Tix [2022-01 to 2022-12, C] : 2019	107.00					

Excel PDF

Priority

All values included (2)

<Blank Value>

HOT LIST

Program Group

All values included (15)

<Blank Value>

ADS Riccitelli and GWP Rose

CW Dirty Dozen

Disaronno

Ferrari Carano Borgata Mar...

Gabbiano Chianti Bellezza & ...

GWP SOND

Hess Argentina Trip

Program Class

All values included (8)

<Blank Value>

ADS Incentive Program

ADS Jan-Feb 2017 PM Goals

ADS June-Aug Goals

Diageo Execution Roadmap FY16

FSM Incentive Programs

SMC Incentive Programs

WFM Incentive Programs

Program Advisor

Centralize, track, and report all product-related goals and incentives across your organization

Daily up-to-date results

Tracking and forecasting goals vs. actuals

Works with any program type

Analyze program metrics across any dimension

Track cases, bottles, accounts sold, placements, dollars, and points

Automatically calculate complex program payouts

Supplier chargeback reporting

Survey Advisor

 **DI Survey Advisor** Powered by DIVER PLATFORM

 Menu



Surveys



Analysis



Admin

Survey Advisor

Create surveys in an interactive, web-based interface, and automatically broadcast out to sales staff

Track who has completed surveys and who has not

Centralized management of surveys

Centralized reporting and analysis

Completed surveys are automatically uploaded to a central server for further analysis

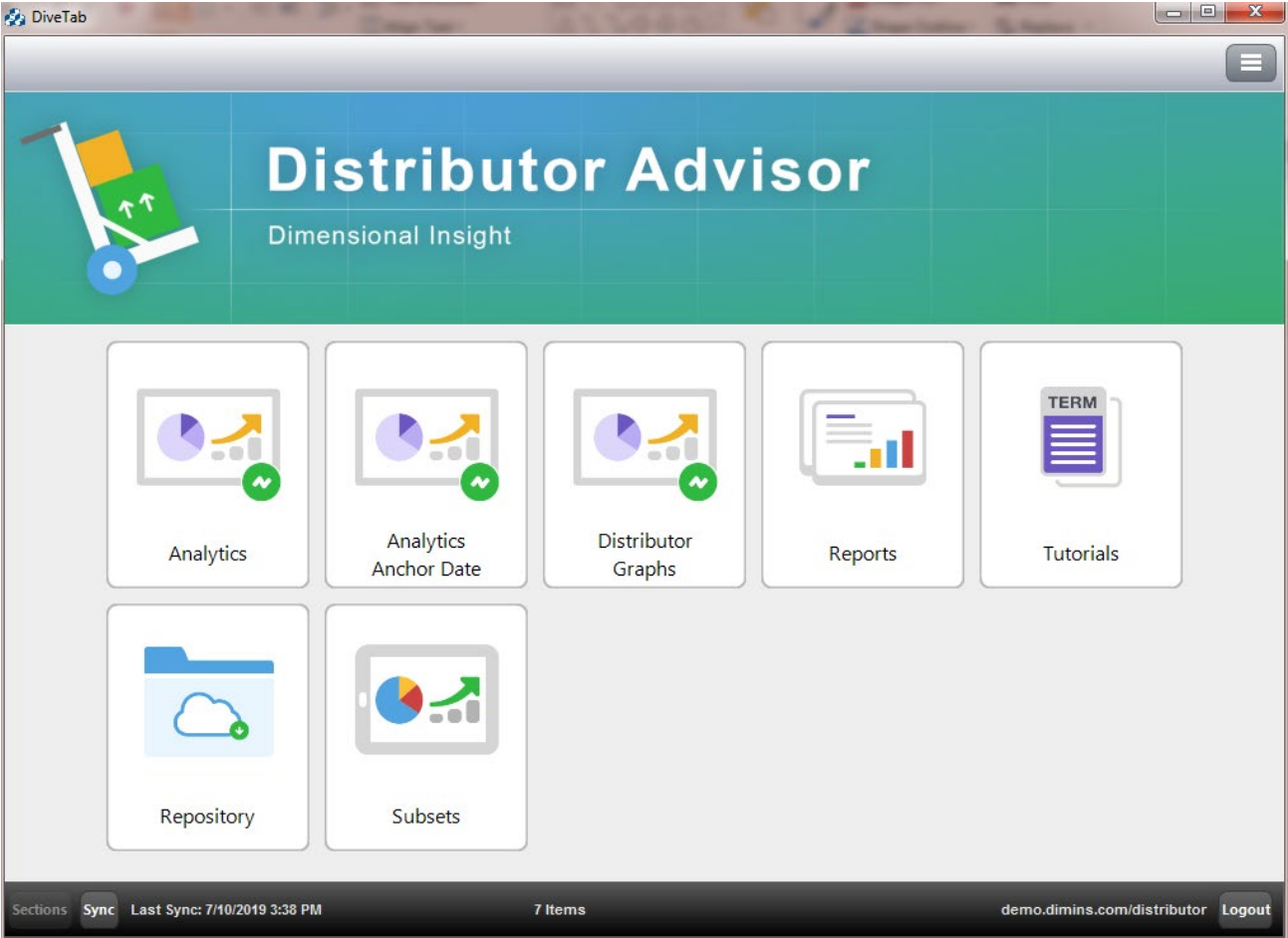
Supports off-line mobile devices such as the iPad or iPhone

Supports taking pictures as part of the survey

Survey entry is tracked by lat/long

Surveys can be standard or recurring

Distributor Advisor



Distributor Advisor

Provides easy, intuitive access to sales data and KPIs in a web-based or mobile environment

Runs on a web browser
or on our DiveTab
platform

Supports Windows-
based devices as well
as iPads, iPhones, and
Android devices

Access any content
type (collateral, price
sheets, product
displays, pictures, and
videos)

Operates in connected
or disconnected mode

Easily analyze sales
data with a touch of
your finger or swipe of
your hand

Review key
performance indicators

Secure and accurate

Supplier Advisor



Supplier Advisor

Manage your business for increased productivity and efficiency

Up-to-date
anywhere/anytime
access to information
about depletions,
shipments, and sales

Improve product and
account management
and capitalize on
growth opportunities

Access any content
type (collateral, price
sheets, product
displays, pictures, and
videos)

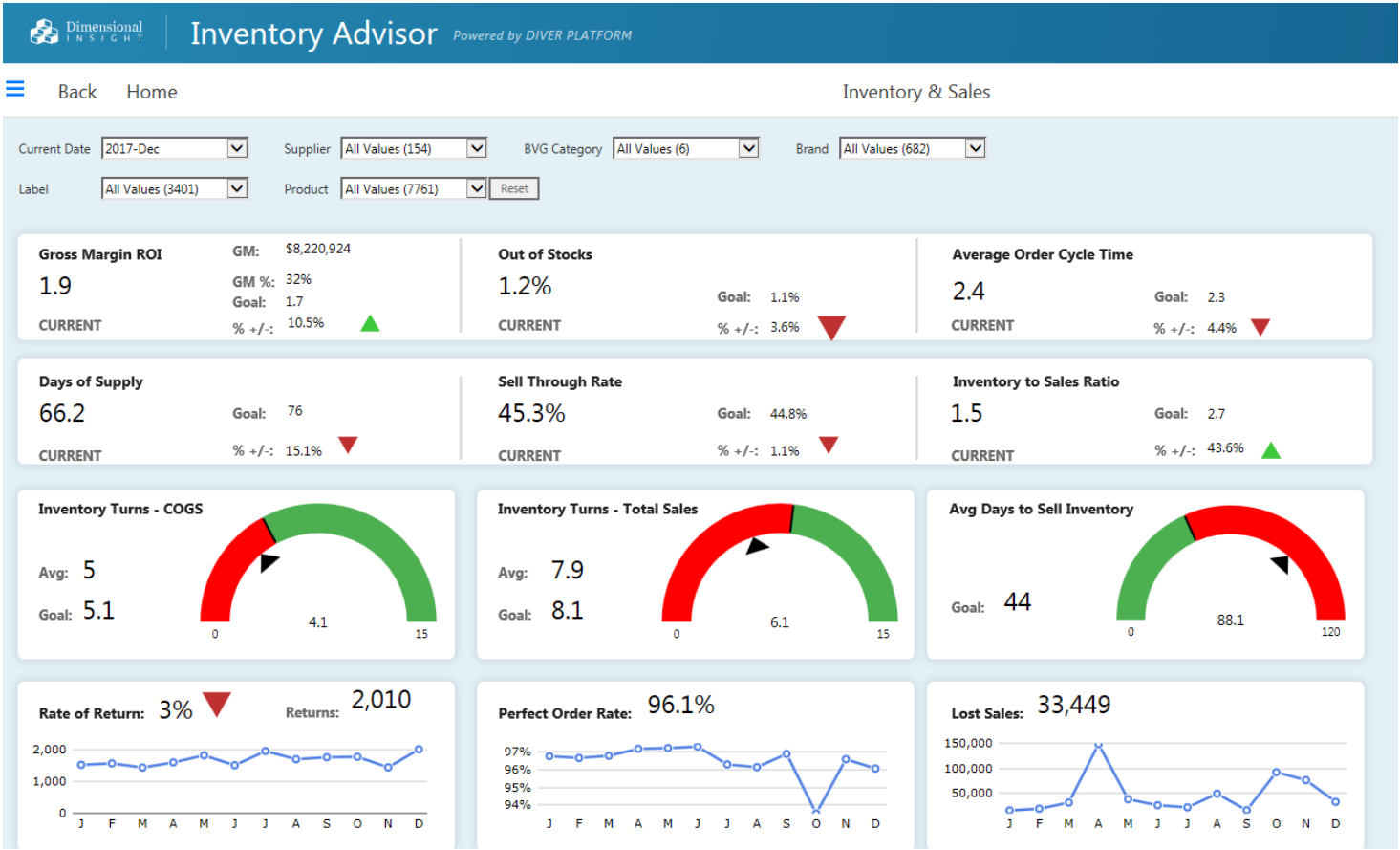
Operates in connected
or disconnected mode

Increase sales
productivity

Review account
performance from
anywhere

Secure and accurate

Inventory Advisor



Inventory Advisor

Understand, track, and manage inventory

Understand what inventory is costing your company and returning in revenue

All of your inventory-related KPIs and metrics in one spot

Includes metrics focused on just inventory, inventory & sales, and inventory & people

Drill down to additional detail from any dashboard indicator

Easily download key inventory metrics to Excel or PDF

Excel PDF

General Ledger Advisor

Examine financial data with little IT support

Investigate financial data without needing detective skills

Minimize your reliance on IT support for data extraction and report generation

Automatically bring financial data together from stand-alone accounting, payroll, time & attendance systems and more

Clear visibility of financial data across the organization

Access both an intuitive dashboard-based interface and powerful ad-hoc analysis

Investigate performance trends, and analyze expense and revenue data

Detailed metrics and key KPI comparisons are readily available

Performance Advisor

Sales Report Performance Summary																													
period: 2017-08 Tier: tier_1																													
Focus % Achieved (10)				Priority % Achieved (10)				\$ Growth (10)				Off Premise \$ Growth (10)				Off Premise Wine \$ Growth (10)				Quota Performance (10)				Total Wine SKUs (10)				Wine SKU Difference (10)	
Value	Rank	Rank Within Team	Points	Value	Rank	Rank Within Team	Points	Value	Rank	Rank Within Team	Points	Value	Rank	Rank Within Team	Points	Value	Rank	Rank Within Team	Points	Value	Rank	Rank Within Team	Points	Value	Rank	Rank Within Team	Points	Value	Rank
Benett, Keith [205]																													
Agate, Paul [001]	0	1	1	510	0	1	1	510	-19	43	7	90	0	26	5	260	0	18	2	340	42	42	5	100	10	44	6	80	0
Anderson, Benjamin [002]	0	1	1	510	0	1	1	510	87	1	1	510	0	26	5	260	0	18	2	340	67	15	3	370	11	42	5	100	4
Asante, Andrew [003]	0	1	1	510	0	1	1	510	9	19	5	330	38	13	2	390	0	18	2	340	58	28	4	240	7	48	7	40	1
Bennett, William [007]	0	1	1	510	0	1	1	510	13	14	3	380	-5	37	6	150	-78	46	4	60	67	15	3	370	25	10	2	420	-9
Bowen, Frank [008]	0	1	1	510	0	1	1	510	-6	31	6	210	34	12	1	400	11	14	1	380	75	8	2	440	21	23	3	290	2
Caillin, Richard [009]	0	1	1	510	0	1	1	510	10	17	4	350	15	17	3	350	-11	41	3	110	100	1	1	510	35	2	1	500	18
Calhoun, Jack [010]	0	1	1	510	0	1	1	510	22	11	2	410	3	24	4	280	-100	49	5	30	75	8	2	440	16	31	4	210	3
Bowen, Patricia [211]																													
Cuttler, Brian [021]	0	1	1	510	0	1	1	510	-9	35	6	170	23	15	2	370	-20	42	7	100	75	8	2	440	26	9	2	430	-4
D'onnofrio, Angelo [022]	0	1	1	510	0	1	1	510	24	9	2	430	-75	47	8	50	-10	40	6	120	67	15	3	370	17	30	7	220	1
Daniels, Avery [023]	0	1	1	510	0	1	1	510	12	15	3	370	21	16	3	360	100	6	2	460	67	15	3	370	27	6	1	460	3
Davis, Timothy [024]	0	1	1	510	0	1	1	510	10	18	4	340	42	10	1	420	57	7	3	450	40	44	6	80	15	34	8	180	0
Dead Accounts [025]	0	1	1	510	0	1	1	510	46	3	1	490	15	18	4	340	8	16	4	360	67	15	3	370	24	14	4	380	7
Donnelly, Kevin [026]	0	1	1	510	0	1	1	510	-44	51	10	10	0	26	6	260	0	18	5	340	100	1	1	510	5	51	9	10	3
Dudley, G. H. [027]	0	1	1	510	0	1	1	510	-30	46	8	60	-39	44	7	80	573	2	1	500	50	34	4	180	22	19	5	330	-6
Durant, Jackson [028]	0	1	1	510	0	1	1	510	-2	29	5	230	0	26	6	260	0	18	5	340	67	15	3	370	25	10	3	420	-1
Edwards, Beverly [029]	0	1	1	510	0	1	1	510	-17	41	7	110	-61	49	9	30	0	18	5	340	67	15	3	370	19	27	6	250	-1
Everly, Kevin [030]	0	1	1	510	0	1	1	510	-43	50	9	20	1	25	5	270	-100	49	8	30	42	42	5	100	22	19	5	330	-13
Clarkson, Christopher [215]																													
Ganderson, Jeanette [041]	0	1	1	510	0	1	1	510	-43	49	10	30	71	6	4	460	0	18	5	340	67	15	3	370	6	50	9	20	-4
Garth, Kevin [042]	0	1	1	510	0	1	1	510	25	8	2	440	63	8	5	440	41	10	3	420	67	15	3	370	23	18	3	340	3
Garfield, Ian [043]	0	1	1	510	0	1	1	510	4	24	5	280	39	11	6	410	0	17	4	350	83	3	1	490	27	6	1	460	5
Garibaldi, Joseph [044]	0	1	1	510	0	1	1	510	-29	45	9	70	-33	43	9	90	-90	47	6	50	75	8	2	440	10	44	7	80	0
Gillis, Wilbur [045]	0	1	1	510	0	1	1	510	-7	33	7	190	0	26	7	260	0	18	5	340	75	8	2	440	11	42	6	100	-2
Ginnetty, Patrick [046]	0	1	1	510	0	1	1	510	6	22	4	300	261	4	3	480	110	5	2	470	67	15	3	370	21	23	4	290	-8
Gische, Parker [047]	0	1	1	510	0	1	1	510	-12	38	8	140	-7	39	8	130	0	18	5	340	75	8	2	440	25	10	2	420	-6
Glogowski, Frank [048]	0	1	1	510	0	1	1	510	0	28	6	240	515	3	2	490	0	18	5	340	67	15	3	370	20	25	5	270	-2
Goddard, Keith [049]	0	1	1	510	0	1	1	510	35	5	1	470	-40	45	10	70	952	1	1	510	83	3	1	490	9	46	8	60	-1
Gordon, Edward [050]	0	1	1	510	0	1	1	510	11	16	3	360	516	2	1	500	0	18	5	340	67	15	3	370	27	6	1	460	1
Jackson, Lisa [217]																													
Robinson, Packard [101]	0	1	1	510	0	1	1	510	-12	37	8	150	-7	38	7	140	44	9	2	430	39	45	5	70	22	19	2	330	3
Robinson, Alexander [102]	0	1	1	510	0	1	1	510	24	10	2	420	0	26	5	260	0	18	4	340	39	45	5	70	14	38	6	140	-3
Robles, Franz [103]	0	1	1	510	0	1	1	510	-19	42	9	100	-1	36	6	160	0	18	4	340	46	36	3	160	14	38	6	140	-9
Rodriguez, Philip [104]	0	1	1	510	0	1	1	510	-71	32	7	200	-26	42	8	100	14	11	3	410	54	32	2	200	9	46	7	60	-31

Performance Advisor

Rank and analyze the performance of your sales team and managers across more than 1,000 business metrics

Categories can be weighted, allowing you to give some a higher impact on the overall performance ranking

Ranking is done monthly and year-to-date

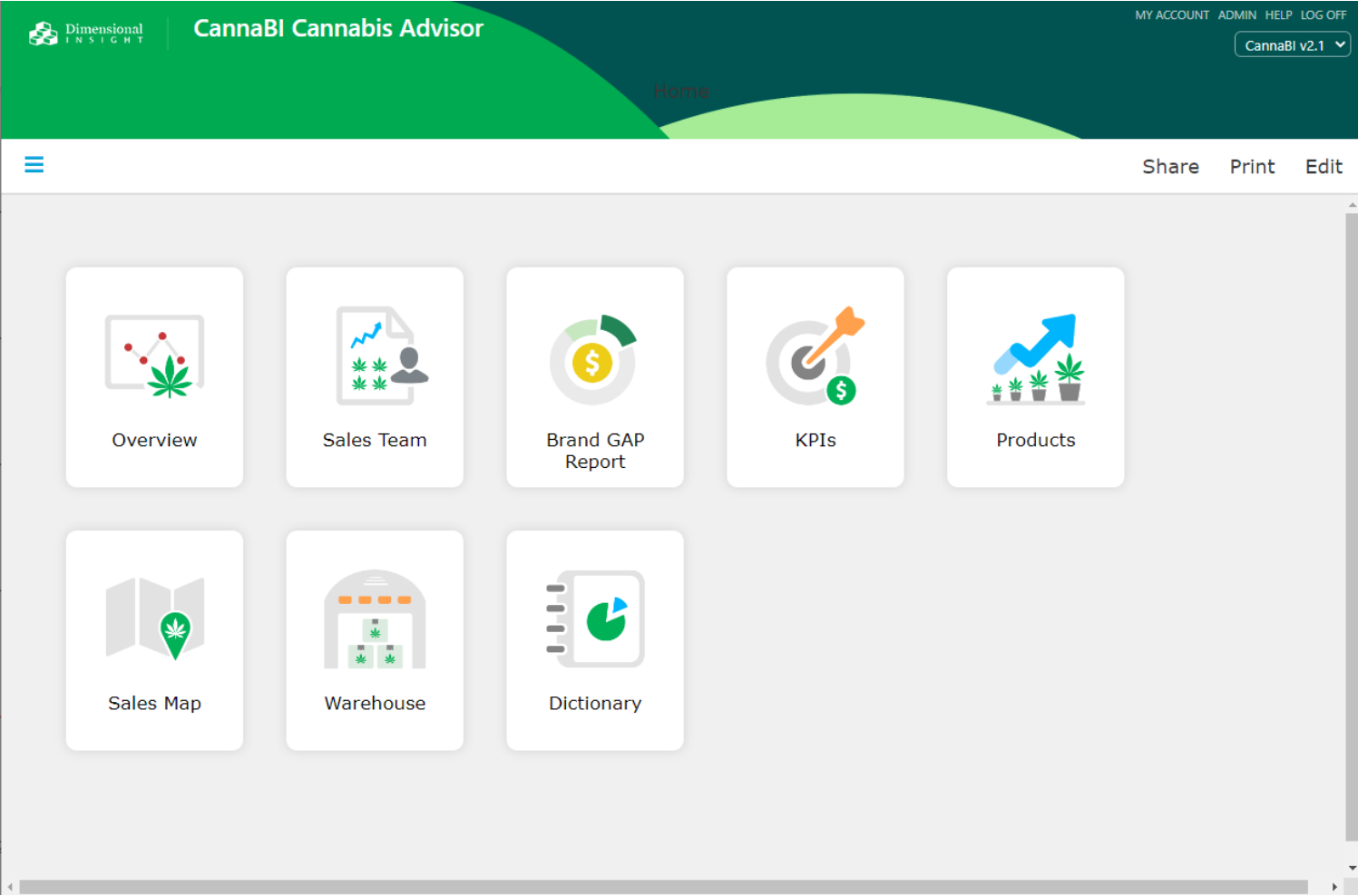
An easy to use, but comprehensive, way to analyze performance

A one-stop shop for comparing individuals against their peers

Month-to-date and year-to-date reporting

Supports 1000+ measures

CannaBI



CannaBI

Easy, intuitive access to cannabis sales data and KPIs in a web-based or mobile environment

Runs on a web browser
or on our DiveTab
platform

Can use on Windows-
based devices as well
as iPads, iPhones, and
Android devices

Access any content
type (collateral, price
sheets, product
displays, pictures, and
videos)

Operates in connected
or disconnected mode

Easily analyze sales
data with a touch of
your finger or swipe of
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Review key
performance indicators
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Secure and accurate