



POS DATA ANALYTICS

Making Your EDI 852 Product Activity Data Work for You

POS (Point-Of-Sale) Data Analytics is a service providing suppliers to retailers with store-level inventory analytics in the form of easy-to-grasp data visualizations and actionable alerts. Having timely, ready-to-act-on information gives suppliers the ability to enhance relationships with their trading partners and improve their own bottom line at the same time.

Offered through Absolute Value, LLC, a Lanham Company, POS Data Analytics can help suppliers get a better handle on their retail customers' product needs in the following ways:

- Review product sales trends week-to-week as compared to the previous year.
- Compare product performance across multiple trading partners in the same geographic area.
- Allocate the trading partner's collaborative forecast to the warehouses that will be shipping your products.
- Determine if a customer collaborative forecast is really a good indicator of what will be sold.
- Identify understocked and overstocked stores, and options for both, so neither the supplier nor the trading partner loses sales.
- Define the forecast, by trading partner, over the next 90 to 120 days to determine if there is enough product in the pipeline to fill demand.

EDI 852 Components

The POS Data Analytics solution uses 852 Data received from the retailer. At a minimum it contains the following information by store:

- Trading partner's item number
- Beginning and ending date of 852 (typically 7 days)
- Sales quantity
- On-hand quantity
- On-order quantity

These are the first components of the analytics process.

User-Defined Analysis

In addition to EDI 852 and setup data, suppliers may assign additional data to be used in the Analytics process. Up to 6 user-defined item-related categories may be used.

Consolidated Data for Analytics

With the previously listed data, POS Data Analytics can generate:

- Sales quantities (per week, last 4 weeks, last 13 weeks, year-to-date, previous year-to-date, trends)
- Sales cost (per week, last 4 weeks, last 13 weeks, year-to-date, previous year-to-date, trends)
- Sales price (per week, last 4 weeks, last 13 weeks, year-to-date, previous year-to-date, trends)
- Gross margin (per week, last 4 weeks, last 13 weeks, year-to-date, previous year-to-date)

Easy to Use and Take Action

POS Data Analytics is easy to use, displaying data in reports and/or chart graphics. As the supplier, you have complete visibility to product performance, so it is easy to decide when to move stock or consider other promotions.

Desktop dashboards may be tailored, using charts that will reflect your data sliced and diced as you want to see it. All reporting output is in Excel so reports may be tweaked for a preferred view.

Email Notification for Actionable Items

Actionable events will generate email notifications for:

- Understock by store
- Overstock by store
- Suggested replenishment by store (Vendor Managed Inventory)
- Sales vs collaborative forecast (requires collaborative forecast from retailer)

Implementation is a Breeze

POS Data Analytics can be implemented without any interruption of current EDI processes. It is hosted in the cloud so all that needs to be done is to install a small .net program on your server to pick up the following information from your system for the trading partners you wish to implement:

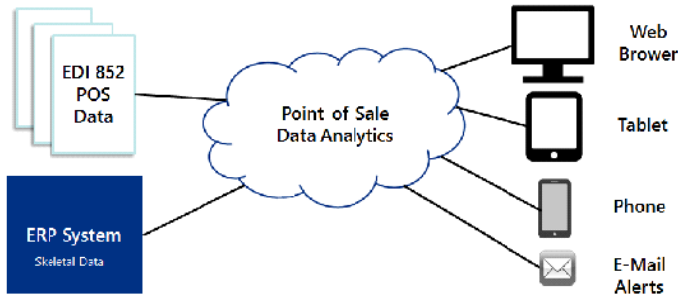
- Trading partner setup
- The EDI 852 documents

The system is implemented in the Microsoft Cloud and managed by Absolute Value, LLC, a Lanham Company.

Users have full access to the system using web browser, tablet or phone, and will receive alerts via e-mail.

Analyzing POS Data in the cloud means the supplier's data processing power can expand and contract as needed. Additionally, by processing in the cloud, suppliers are able to prevent large quantities of data, and the associated processing, from putting too high a demand on their ERP systems – eliminating worries of potentially slowing ERP performance.

POS Data Analytics is a Service



Finding valuable information and preparing management reports is quick and easy.

POS Data Analytics is a service and has absolutely no long term commitment or implementation cost.

About Absolute Value, LLC

Absolute Value has extensive roots in the distribution software industry with specific strengths in Supply Chain Management. Comprised of both end-user and software vendor experience, the Absolute Value team bridges a dual perspective on the complex needs of today's distributors.

As a Lanham Company, Absolute Value blends this depth of supply chain management experience with knowledge of state-of-the-art technology and application solutions to provide clients with a unique pathway to success.

Absolute Value was formed to bring the benefits of Microsoft Gold Certified ISV, Lanham Associates' software and service solutions to a wider audience, by making them available in an ERP-independent environment.

In addition to **POS Data Analytics**, Absolute Value also offers **Demand Planning**, a cloud service that extends your ERP investment by optimizing your inventory. Demand Planning enables you to have the right inventory, at the right place, at the right time.

The service enables you to collaborate with customers and vendors, while reducing your inventory investment and increasing your customer service levels.

Demand Planning provides a quick return on investment. Contact us today to request a demo using your data and see how we can help you master your most costly asset, your inventory.

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