

Supply Chain Management in Collaboration with Texas A&M University

Supply Chain Management

- Sales Performance Management
- Customer Service Management
- Financial Management
- Demand Management
- Asset Management
- Supplier Performance Management
- Profitability Management
- Key Performance Indicators (KPIs)
- Exception Reports
- Channel Specific Functionality

Sales Performance Management

Sales Reports

- Branch/Warehouse Sales Report
- Product line/Family Sales Report
- Customer group/category/channel Sales Report
- Product Sales Report
- Sales Person Sales Report
- Customer Sales Report

Growth Analysis Report

- Market Growth Report
- Customer Growth Segment
- Product Family Growth Report

Customer Trend Analysis

- Marketing/Promotions Analysis Report
- New Product Sales Performance Report

Customer Service Management

Customer Returns Report

Customer Service Metrics

- On-time Shipments
- Backorders
- Customer Service Request/Calls on Sales people, products and price
- Fill rate Analysis
 - Item Fill Rate report
 - Order Fill Rates report
 - 0-1 Fill Rates report

Order Cycle Time Report

Asset Management

ABC Analysis

- Gross Margin Return on Investment
- Volume
- Dollars
- Hits
- Combination ABC

On-hand Inventory Report by Branch/Warehouse

On-Hand Inventory Report by Product Family

Safety Stock Report by \$, Product Classification, Product Family..

Transportation Cost Reports

- Outbound By Region
- Outbound By Carrier
- Inbound by Supplier
- Inbound by carrier

Financial Management

P&L Statement

- Branch/Warehouse P&L Report
- Product line/Family P&L Report
- Customer group/category/channel P&L Report
- Product P&L Report
- Sales Person P&L Report

Margin Analysis Report

Budget Analysis Report

Day Sales Outstanding (DSO)

Cash to Cash Cycle

Accounts Receivable

Accounts Payable

Margin Reports

Demand Management

ABC Classification

- Gross Margin Return on Investment
- Volume
- Dollars
- Hits
- Combination ABC

Fill rate Analysis

- Item Fill Rate report
- Order Fill Rates report
- 0-1 Fill Rates report

Inventory Turns Report by Product, Product Family, Branch/Warehouse and Supplier

Forecasting

- Multiple Methods (up to 10 methods) by others

Adjusted Forecast Report

Safety Stock Report

Forecast model performance Report

Forecast error metric report

- Multiple Methods (2-4 methods)

Demand Variability Report

Purchasing (\$, Volume, Frequency, # of POs)

Report by Supplier

Purchasing (\$, Volume, Frequency, # of POs)

Report by Product/Product Family

Purchasing (\$, Volume, Frequency, # of POs)

Report by Branch/Warehouse

Supplier Performance Management

On-time Delivery Report
Fill rate Analysis

- Item Fill Rate report
- Order Fill Rates report
- 0-1 Fill Rates report

Lead time Report
Lead time variability Report
Total Landed Cost Report

Fill rates Report

- Item Fill Rate report
- Order Fill Rates report
- 0-1 Fill Rates report

Expedited Orders Reports
Back order Report

Profitability Management

Branch/Warehouse Profitability
Product line/Family Profitability
Customer group/category/channel Profitability
Product Profitability
Sales Person Profitability
Customer Profitability
Operational Cost Analysis

- Fixed Cost Report
- Variable Cost Report

Exception Reports

Customer retention/loss Exception Reports
Spike & Valley Product Performance Report
Item Status Change Exception Report
Product Profitability Exception Report
Obsolete Inventory Report
Forecast Exception
Supplier Exception
Open Orders Exception Report
Back Order Report

Enterprise Key Performance Indicators (KPIs)

Top Management KPI Dashboard

- Overall Sales Report
- P&L Statement
- Customer Service Metrics
- On-hand Inventory Report
- Profitability Report

Operations KPI Dashboard

- Customer Service Metrics
- ABC Analysis Report
- Forecast error metric report
- Average Inventory vs. Gross Margins
- On-hand Inventory Report
- Forecast error metric report

Channel Specific Functionalities

Distribution Optimization

Seasonality Sales Trend/Comparison Report
Sales Performance by Channel
Drop-Ship Sales Report
Transportation Cost Reports

- Outbound By Region
- Outbound By Carrier
- Inbound by Supplier
- Inbound by carrier

Private Fleet Asset Report
Truck utilization report by branch
Total Transportation cost report by branch
Third party transportation (3PL) cost audit report

Product Obsolescence Report
Price Fluctuation Report

- By Manufacturer
- By Product

International Logistics Tracking Report
Value Added Services cost tracking

- By Services
- By Customer

Time-To-Market – Meeting New Product Demand
Product Blanket/Allocation usage Report
Price Protection Credit to Customers Report

Service and Warranty

Rebates/Claims Tracking Report
Manufacturer Rep Performance Report
Service/Warranty Repair Orders

- By Customer
- By Product
- By Manufacturer

Service/Repair Cost Analysis

MRO Distribution Channel

Inventory by Integrated Supply /
Vendor Managed Inventory (VMI) Locations
Profitability analysis on Integrated Supply /
Vendor Managed (VMI) Locations

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Salient's technology platform is a super scalable in-memory OLAP system for activity based value scoring. Its user interface is a graphical toolbox for interactive, stream-of-thought data mining, visualization and root cause analysis. Overall, the technology enables non technical knowledge workers to evaluate process behaviors rapidly, eliminate waste and optimize outcomes continuously.

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