



KNOW MORE. ACT FASTER.

EMPOWERING O2C ANALYTICS FOR SAP®

# SALES & DISTRIBUTION

Empower your team with insight and visibility into the end-to-end order pipeline...

"What is the expected service level for open orders (by SKU / customer)?"

"Can we improve a SKU's service level and reduce inventory by changing replenishment policy?"

"What is the order backlog per customer and the predicted delivery date?"

"Do I have enough warehouse capacity and resources?"

"What is the volume and value of finished inventory that is no longer in demand or saleable?"

"How much stock is being held by unneeded or blocked sales orders?"

...gain **complete control** of customer service!

# EA402C: THE PERFECT ORDER. FULFILLED.

*Delight your customers!*

## IT'S YOUR CUSTOMER'S DREAM.

*Impeccable service. On time deliveries. Upfront communication. Everything as they want it, when they want it. The perfect order.*

You should want it to. Service like this enables your sales team to focus on discussing your new products and services, not apologizing for delays, partial deliveries and a lack of information. Customers like predictability. They like reliability. They like to be able to plan based on certainties, and not having to second guess their supplier's supply chain frailties. They are forgiving of issues, as long as they know about them in time to take preventative action.

So give them what they want with Every Angle. Insight into your outbound supply chain. Understanding of potential issues. Visibility of root causes. The ability to measure performance before it happens, not after – allowing your team to intervene, prioritize and make decisions with total understanding of the opportunity costs.

Every Angle provides full order pipeline visibility from inquiry to cash, allowing your team to see potential service issues – and their impact – before the customer does. Not only that, but Every Angle's unique Demand and Supply Matching calculations allow your team to see why there is an issue – from bottlenecks in supply, to planning shortages and late deliveries from suppliers.

Insight that simplifies SAP, removes the need to understand the complicated table structures that exist in the sales and distribution functions, and instead put the power of actionable insight into the hands of the people who need it – your customers service and logistics teams.



[www.everyangle.com/o2c](http://www.everyangle.com/o2c)

## BENEFITS EA402C: EVERY ANGLE FOR ORDER-TO-CASH

- ✓ Complete order pipeline analytical power in the hands of your users – see where and why service is lost, and how much it is costing you
- ✓ Ability to report on expected service and delivery reliability performance, pricing and discounting
- ✓ Unique fields such as 'execution status' allows the team to see whether an order is fully delivered or not – without having to trace down the document flow to the delivery
- ✓ Provides new fields that highlight the root causes of bottlenecks, critical orders, delays, shortages and master and transactional data pollution – and why they exist
- ✓ Unique levels of supply chain insight and intelligence ready to use via our 'Supply and Demand Matching' logic that highlights critical orders, delays, over-demands and late deliveries
- ✓ Contains hundreds of out-of-the-box analytics specifically designed for the supply chain based on 20+ years of experience
- ✓ Users have ability to bring in massive amounts of additional information from the customer and material master in seconds, allowing users to analyze and report on process conformance as well as performance
- ✓ Control service levels, discounts and pricing, prioritise customers, manage backorders – all without IT assistance
- ✓ Immediately drilldown from high level performance metrics straight down to the actual orders and items – taking action on insight
- ✓ See where the money is leaking from your business – and how much