



# SOLVER for Distribution Companies

| Get Complete Insight

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#### Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's web-site or email us at info@solverglobal.com.

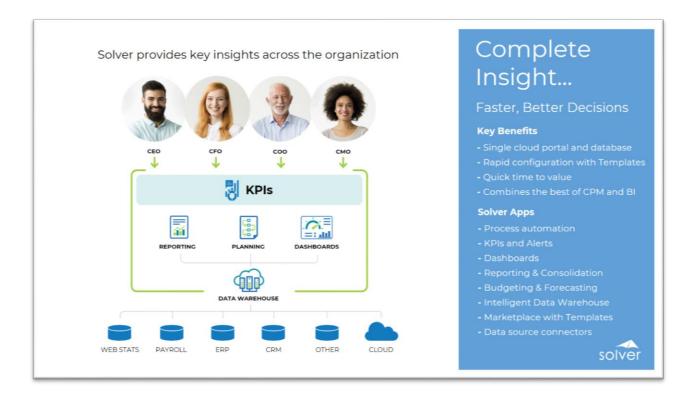
#### **Product Summary**

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.

Key benefits that Solver provides include:

- A top-rated Corporate Performance Management (CPM) solution by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system





#### Company Summary

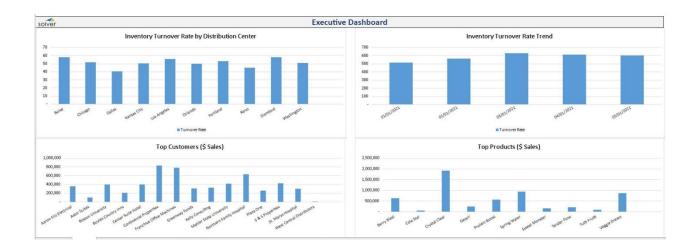
Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.



#### DST02 - Executive Dashboard

This is an example of a distribution dashboard for executives. It shows the use of the Solver Data Warehouse to combine numerous important data sources and, on a single dashboard, present whatever a company determines as the most essential information to an executive. In this sample dashboard, the following information is included:

- Inventory turnover rate by distribution center
- Inventory turnover rate trend
- Top customers by sales \$
- Top products by sales \$

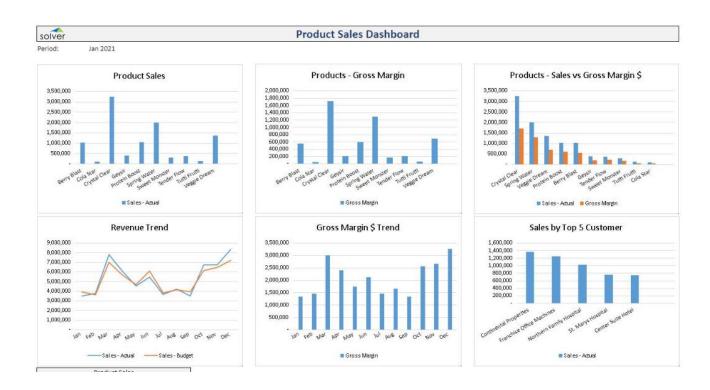




#### DST03 - Product Sales Dashboard

This dashboard example focuses on Sales from a Product standpoint. The following information is included:

- Product Sales
- Products Gross Margin
- Products Sales vs Gross Margin \$
- Revenue Trend
- Gross Margin \$ Trend
- Sales by Top 5 Customer





#### DST04 - Sales Manager Dashboard

This dashboard example focuses on sales performance from a sales manager standpoint. The Sales Manager table in the top left corner can also be used as a filter and when a person is selected from the list, several of the other components in the dashboard will then automatically filter on that person. The following information is included:

- Sales by Sales Manager
- Products Gross Margin
- Products Actual vs Budget
- Revenue Trend
- AR by Top 5 Customer
- Sales by Top 5 Customer





#### DST05 - Customer Sales Dashboard

This dashboard example focuses on sales from a customer standpoint. The Customer sales table in the top left corner can also be used as a filter, and when a customer is selected from the list, several of the other components in the dashboard will then automatically filter on that company. The following information is included:

- Sales by Location
- Gross Margin \$
- Products Actual vs Budget
- Sales Trend
- AR by Top 5 Customer
- Sales by Top 5 Customer





### DST06 – Customer Rating Dashboard

This dashboard example focuses on customers and ranks them based on 6 various criteria, included a combined rating of all the criteria. The purpose of this customer rating is to give sales and customer service teams a powerful decision-making tool to decide on service levels, whether to keep customers or not, which customers are most valuable, etc.

Both the Customer charts on the left in the dashboard can also be used as a filter and when a customer is selected from the list, the five charts on the right side of the dashboard will then automatically filter on that company. The following information is included:

- Top 20 Customers based on a combined, weighted rating
- Bottom 20 Customers based on a combined, weighted rating
- Customer purchase amount Twelve month trend
- Customer AR Aging Twelve month trend
- Customer Gross Margin Twelve month trend
- Customer Orders per Month Twelve month trend

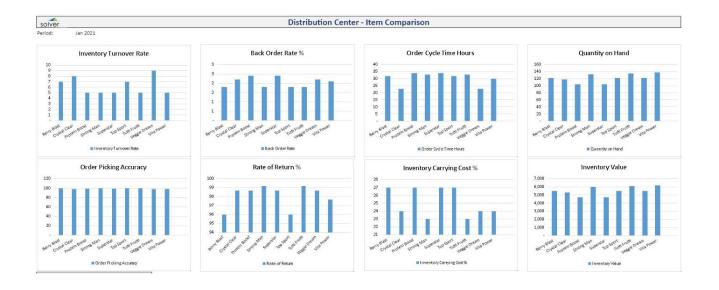




# DST07 – Distribution Center Dashboard– Inventory Item Comparison

This dashboard example focuses on Key Performance Indicators (KPIs) for Inventory Items (products) in Distribution Centers. Period and Distribution can be chosen in the filters in the top right corner. Distribution center can also be selected in the table on the right side of the dashboard and will filter all the charts when selected.

- Inventory Turnover Rate
- Back Order Rate %
- Order Cycle Time Hours
- Quantity on Hand
- Order Picking Accuracy
- Rate of Return %
- Inventory Carrying Cost %
- Inventory Value

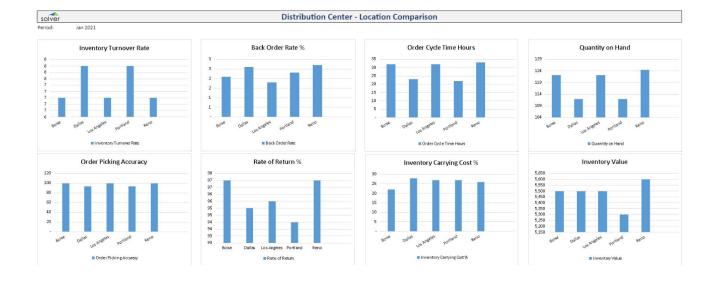




## DST08 – Distribution Center Dashboard – Location Comparison

This dashboard example focuses on comparing different distribution centers based on Key Performance Indicators (KPIs) for Inventory Items (products) they are carrying. Period and Item can be chosen in the filters in the top right corner. Items can also be selected in the table on the right side of the dashboard and will filter all the charts when selected.

- Inventory Turnover Rate
- Back Order Rate %
- Order Cycle Time Hours
- Quantity on Hand
- Order Picking Accuracy
- Rate of Return %
- Inventory Carrying Cost %
- Inventory Value

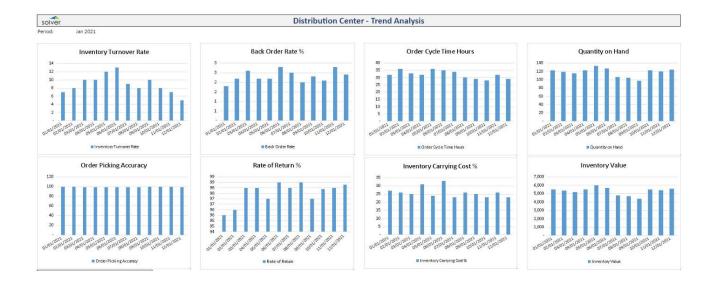




# DST09 – Distribution Center Dashboard – Trend Analysis

This dashboard example provides trend analysis for selected Distribution Centers and Inventory Items based on a number of popular Key Performance Indicators (KPIs). Period, Distribution Center and Item can be chosen in the filters in the top right corner. Distribution Center and Item can also easily be selected in the two tables on the left side of the dashboard and will filter all the charts when selected.

- Inventory Turnover Rate
- Back Order Rate %
- Order Cycle Time Hours
- Quantity on Hand
- Order Picking Accuracy
- Rate of Return %
- Inventory Carrying Cost %
- Inventory Value



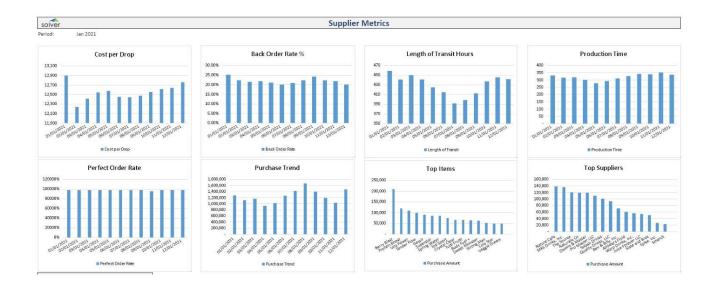


#### DST10 - Supplier Metrics Dashboard

This dashboard example focuses on Suppliers and a number of related Key Performance Indicators (KPIs). Period, Item and Supplier can be chosen in the filters in the top right corner. Supplier and Item can also easily be selected in the two tables on the left side of the dashboard and will filter all the charts when selected.

The following reports and KPI information are included in this example:

- Cost per Drop
- Back Order Rate %
- Length of Transit Hours
- Production Time
- Perfect Order Rate
- Purchase Trend
- Top Items
- Top Suppliers

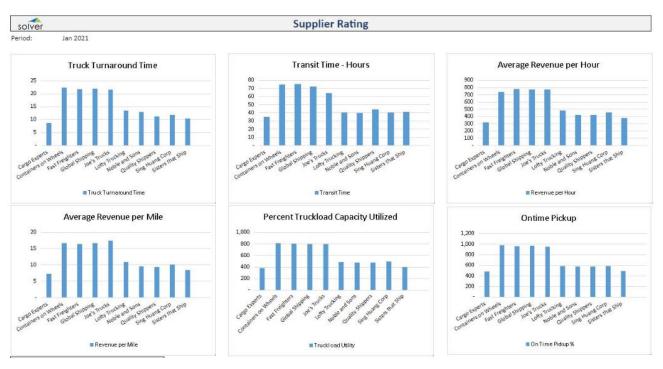




### DST11 - Supplier Rating Dashboard

This dashboard example focuses on Suppliers and ranks them based on 4 different criteria. The purpose of this supplier rating is to give purchase managers and QA (quality assurance) teams a powerful decision-making tool to help negotiate supplier terms, whether to keep certain suppliers or not, which supplier partnerships are most valuable, etc.

- Truck Turnaround Time
- Transit Time Hours
- Average Revenue per Hour
- Average Revenue per Mile
- Percent Truckload Capacity Utilized
- Ontime Pickup

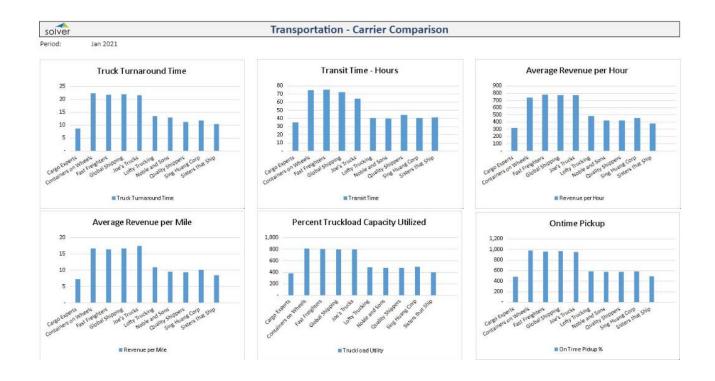




# DST12 - Transportation Dashboard - Carrier Comparison

This dashboard example focuses on comparing different Transportation Carriers based on 6 different logistics Key Performance Indicators (KPIs). Period and Distribution Center can be chosen in the filters in the top right corner.

- Truck Turnaround Time
- Transit Time Hours
- Average Revenue per Hour
- Average Revenue per Mile
- Percent Truckload Capacity Utilized
- On-time Pickup

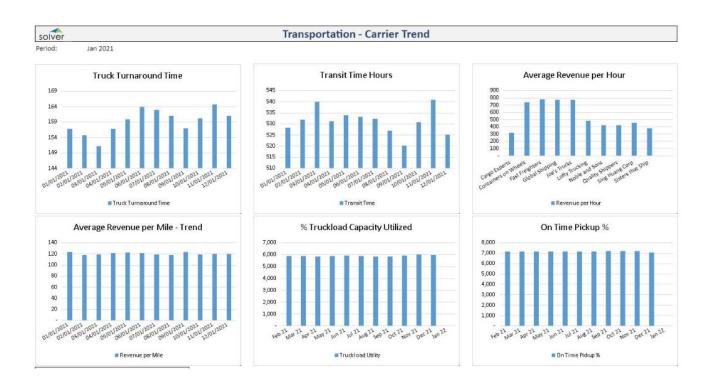




### DST13 - Transportation Dashboard - Carrier Trend

This dashboard example provides trend analysis for selected Transportation Carriers based on a number of popular Key Performance Indicators (KPIs). Distribution Center, Carrier and Period can be chosen in the filters in the top right corner. Carrier can also easily be selected in the table on the right side of the dashboard and will filter all the charts when selected.

- Truck Turnaround Time
- Transit Time Hours
- Average Revenue per Hour
- Average Revenue per Mile Trend
- % Truckload Capacity Utilized
- On Time Pickup %





### DST14 – Sales by Customer Report

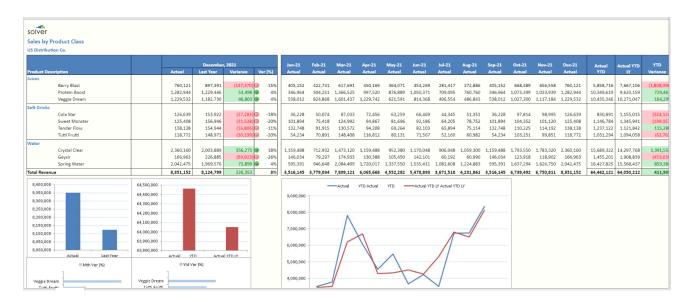
This is a Solver report example that shows sales by customer and Item class. Customers are listed down the rows, grouped by Region, while Item Class is listed across the columns. The images shows the capability to include pictures within Solver reports.





## DST15 – Sales by Product Class

This Solver report example shows sales by product class. Items are listed down the rows, grouped by Periods across the columns.



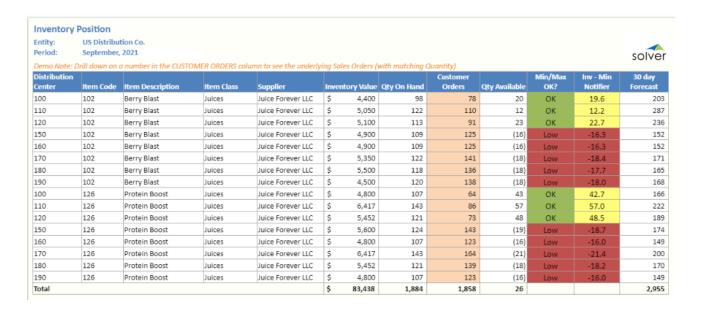


#### DST16 – Inventory Report

This Solver report example shows Inventory value, Quantity on Hand and other metrics by Distribution Center and Inventory Item.

In the *Customer Orders* column, the report example was designed with a drill down that allows the end user to drill across to the customer orders for that Distribution Center/Item/Period to see details, such as exactly which orders have been placed and from which customers.

In addition, business rules were set up in the report that automatically flags (in Red color) Inventory Items that are outside of the set Min/Max levels.





#### DST20 - Profit and Loss Report

This Solver report example shows a formatted Profit & Loss Report. Virtually any financial statement can be designed with Solver's flexible report designer. The example below includes charts and key figures in large fonts to draw the reader's attention to the most important information in the report. Users can drill down to analyze the details behind the numbers.

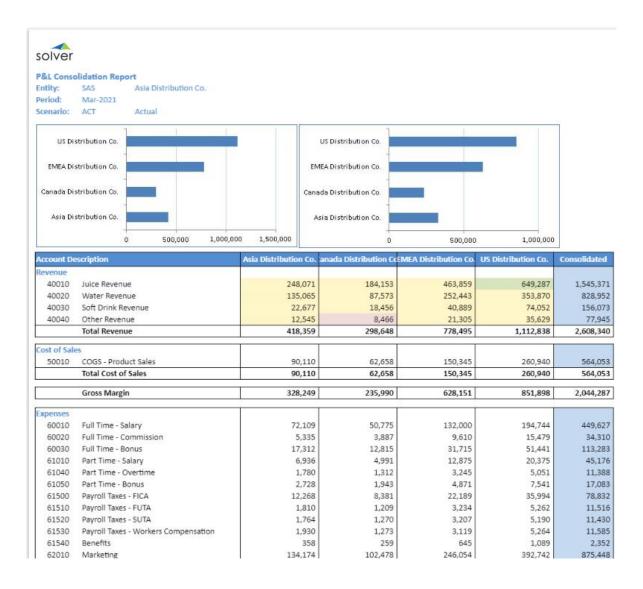




#### DST21 - PL - Consolidation Report

This Solver report example shows a formatted, consolidated Profit & Loss Report. Virtually any financial statement can be designed with Solver's flexible report designer. The example below shows some of the financial consolidation capabilities of Solver. Other features not shown below include currency conversion, eliminations, adjustments, etc.

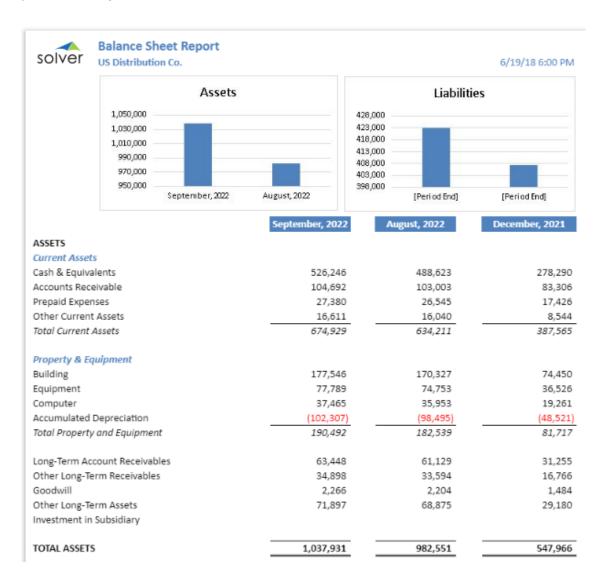
The report example also includes charts for some of the key figures to draw the reader's attention to the most important information in the report. Users can drill down to analyze the details behind the numbers. As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.





#### DST22 – Balance Sheet Report

This Solver report example shows a formatted Balance Sheet Report. Virtually any financial statement can be designed with Solver's flexible report designer. The example below includes charts for key figures in order to draw the reader's attention to the most important information in the report. Users can drill down to analyze the details behind the numbers.





#### DST23 - Cash Flow Report

This Solver report example shows a formatted Cash Flow Report. Virtually any financial statement can be designed with Solver's flexible report designer. Users can drill down to analyze the details behind the numbers.

Cash Flow Report		
Olver US Distribution Co.		10/23/18 5:45 PN
	September, 2021	August, 2021
Cash Flow from Operating Activities		
Net Income	68,534	99,332
Adj NI to Net Cash Provided by Ops. Activities		
Depreciation & Amortization Expense	(31,320)	(34,899
Other Current Assets	(606)	(616
Non-Current Assets	(6,370)	(7,447
Accounts Receivable	(1,571)	(1,847
Accounts Payable	1,715	1,665
Prepaid Expenses	(651)	(838)
Net Cash Provided by Operating Activities	29,732	55,350
Cash Flows from Investing Activities		
Purchase of Property, Plant, and Equipment	(12,245)	(13,557
Accumulated Depreciation	35,039	38,917
Net Cash from Investing Activities	22,794	25,360
Cash Flows from Financing Activities		
Proceeds from Loans	13,249	14,997
Net Cash from Financing Activities	13,249	14,997
Net Increase in Cash	65,775	95,700
Cash at Beginning of Period	212,515	116,809
cost at beginning of Period	212,515	110,000
Cash End of Period	278,290	212,515
Check - Cash End of Period from Database	278,290	212,515



#### DST24 - Accounts Payable Report

This Solver report example shows a detailed Accounts Payable (AP) Report. Virtually any financial and operational report can be designed with Solver's flexible report designer. Users can drill down to analyze the details behind the numbers.

solver US Distribution C	Accounts Payable Report US Distribution Co. September, 2021	
Vendor Document ID	Document Date Comment	Amount
10460	09/30/2021	(18
12030	09/30/2021	(8)
13080	09/30/2021	(44)
17840	09/12/2021	(61)
17860	09/12/2021	(46)
18170	09/12/2021	(1,96
18500	09/12/2021	(3:
60070	09/30/2021	25,29
A Travel Company		21,51
Advanced Office Systems		(164,24
Allenson Consulting		(31,61
Associated Insurance Inc.		23,85
Attractive Telephone Co.		16,53
Bloom Supplies		(81,74
Burnett Travel Associates		3,16
Business Magazine		18,46
Capital Printing and Publication	ons	(26,47
Carlson Legal		(55,81
Central Cellular, Inc.		(4,86
City Tax Department		15,44
Comnet Enterprises, Inc		14,92
Computer Training Systems		14,63
ComVex Professional Services		26,84
Country Tax Department		19,55
Dolecki Catering		3,40
Fabrication Gas Company		26,80
G & K Bank		22,59
Green Lake Repairs		21,37
Image Makers Advertising		16,72



## DST25 – Accounts Receivable Report

This Solver report example shows a detailed Accounts Receivable (AR) Report. Virtually any financial and operational report can be designed with Solver's flexible report designer. Users can drill down to analyze the details behind the numbers.

solver	US Distribution Co. September, 2021			6/28/18 8:		
Customer	Link to Invoice	Link to Invoice	Sales	Document	Document	
Description	From BI360	Smart Name	Persion	ID	Date	Amo
		Smart Link to Invoice		11080	09/07/21	2,9
Aaron Fitz E	lectrical					2,9
	BI360 Link to Invoice	Smart Link to Invoice		10080	09/03/21	114,4
Advanced Te	ech Satellite System					114,4
		Smart Link to Invoice		19850	09/20/21	3,0
Alton Manu	facturing					3,0
	BI360 Link to Invoice	Smart Link to Invoice		11060	09/07/21	56,0
Associated I	Insurance Company					56,0
		Smart Link to Invoice		78000	09/30/21	8
Astor Suites						8
	BI360 Link to Invoice	Smart Link to Invoice		11730	09/10/21	105,0
Berry Medic	cal Center					105,0
		Smart Link to Invoice		78030	09/30/21	2,5
Blue Yonder	Airlines					2,5
	BI360 Link to Invoice	Smart Link to Invoice		12700	09/13/21	70,0
Castle Inn R	esort					70,0
		Smart Link to Invoice		78060	09/30/21	2,3
Cellular Exp	ress					2,3
	BI360 Link to Invoice	Smart Link to Invoice		13260	09/15/21	119,0
		Smart Link to Invoice		78090	09/30/21	1,8
Central Dist	ributing					120,9



# Appendix - Acronyms

KPI – Key Performance Indicators

QA – Quality Assurance

AP – Accounts Payable