

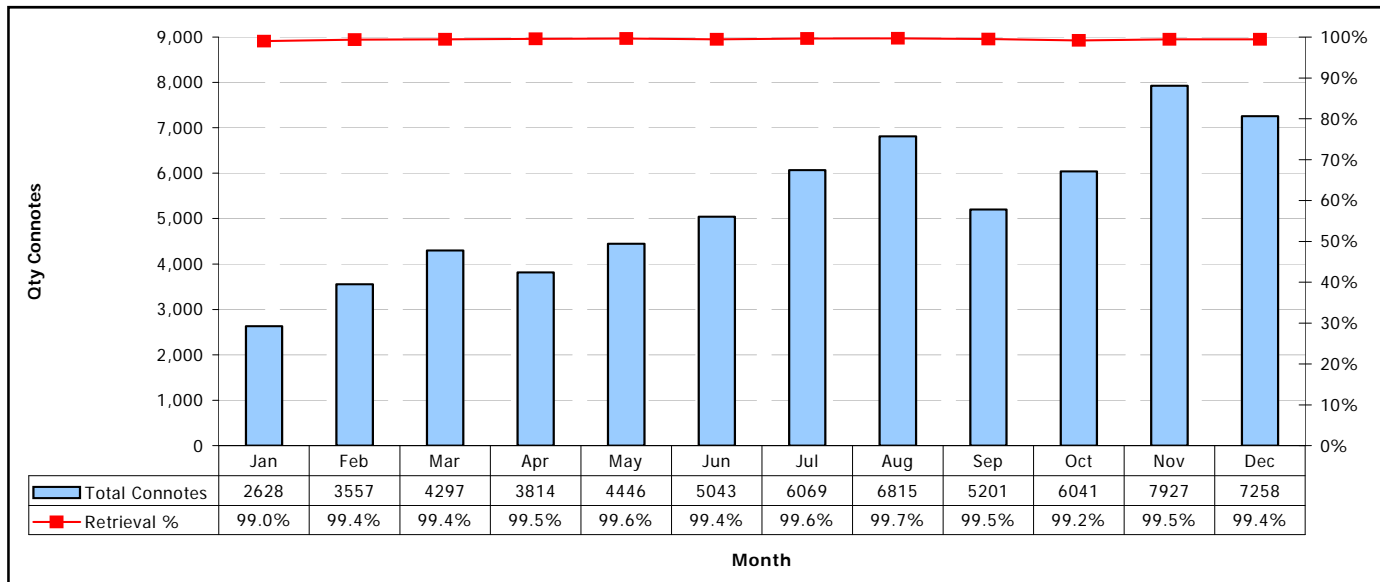
Distribution

▶ POD Retrieval

▶ Purpose:

- To show the actual number of connotes dispatched from your DC vs the number of PODs or signed copies of connotes that the transport company has on file. This data is critical for finance, as some customers require signed copies of deliveries before payment is made. The benchmark for the transport industry is 95%.

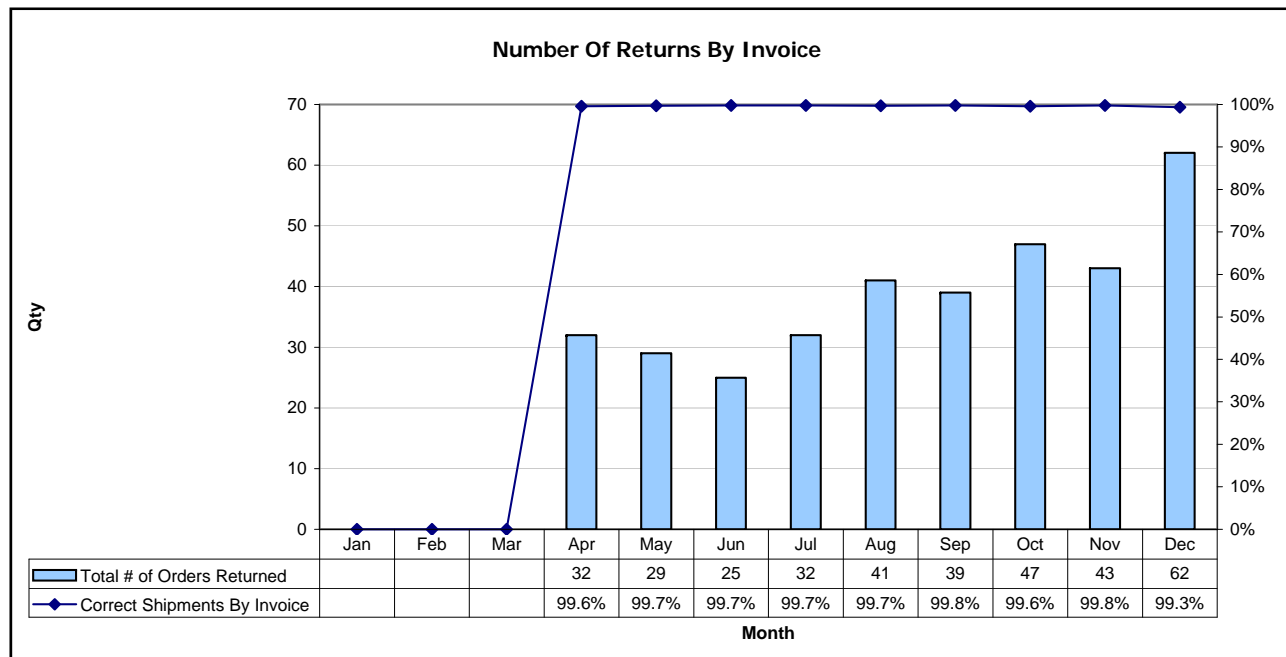
▶ Example:



Distribution

▶ Stock Returns by Reason Code

- ▶ Purpose:
 - This enables you to track all returns back to the warehouse by reason codes, i.e. damage, keying error, picking error etc.
- ▶ Example:



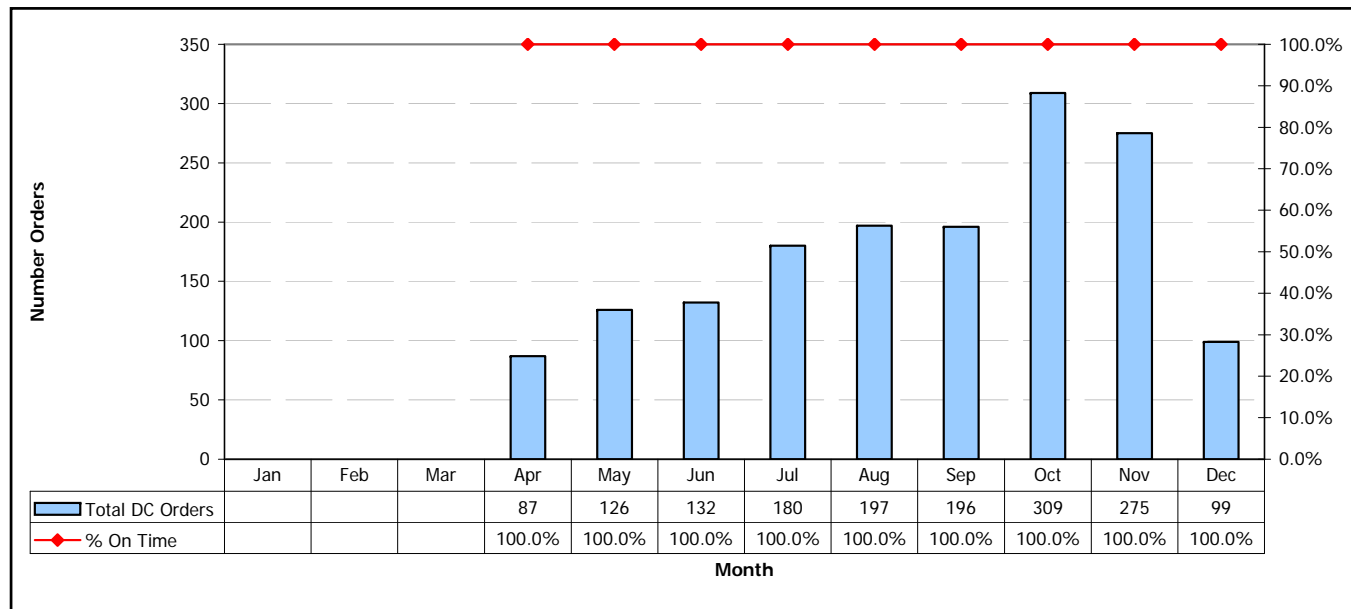
Distribution

▶ DC On Time Deliveries

▶ Purpose:

- Timeslot reporting is critical for deliveries to Major Distribution Centres to ensure orders are delivered on time within the required customer window. This function is usually controlled by the Warehouse Management System (WMS).

▶ Example:



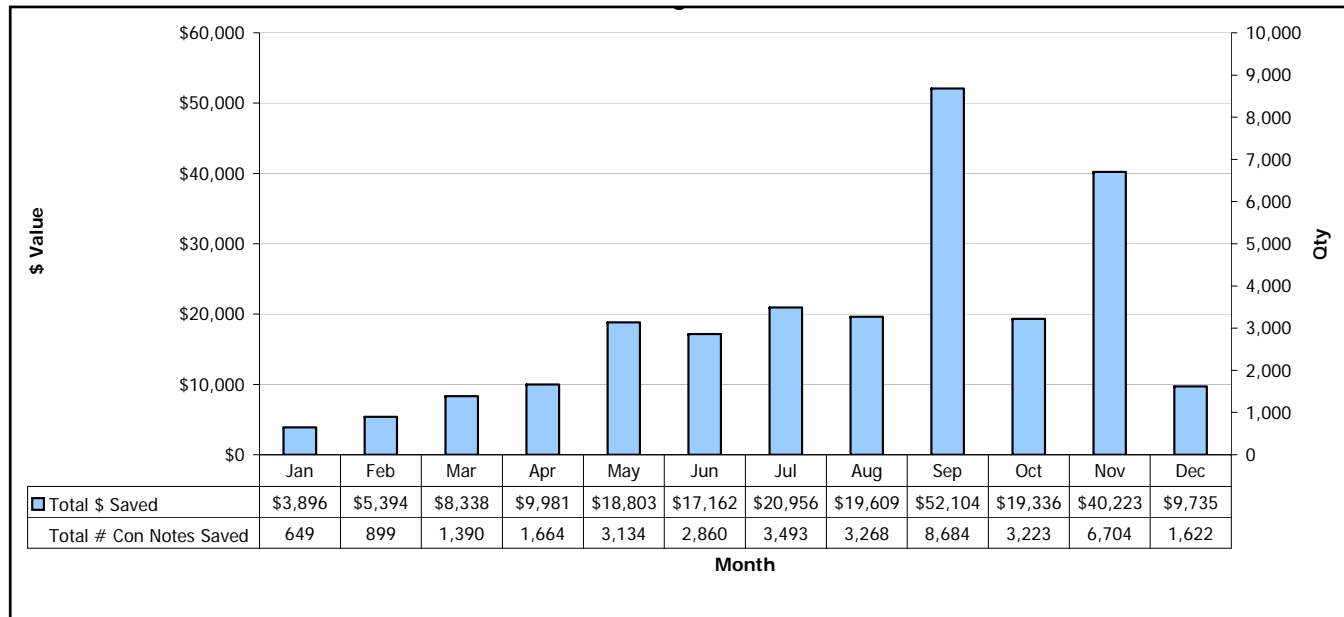
Distribution

▶ Con Note Consolidation

▶ Purpose:

- Connote consolidation is where many invoices are consolidated onto one connote thus giving your business significant savings by reducing the basic cost charge.

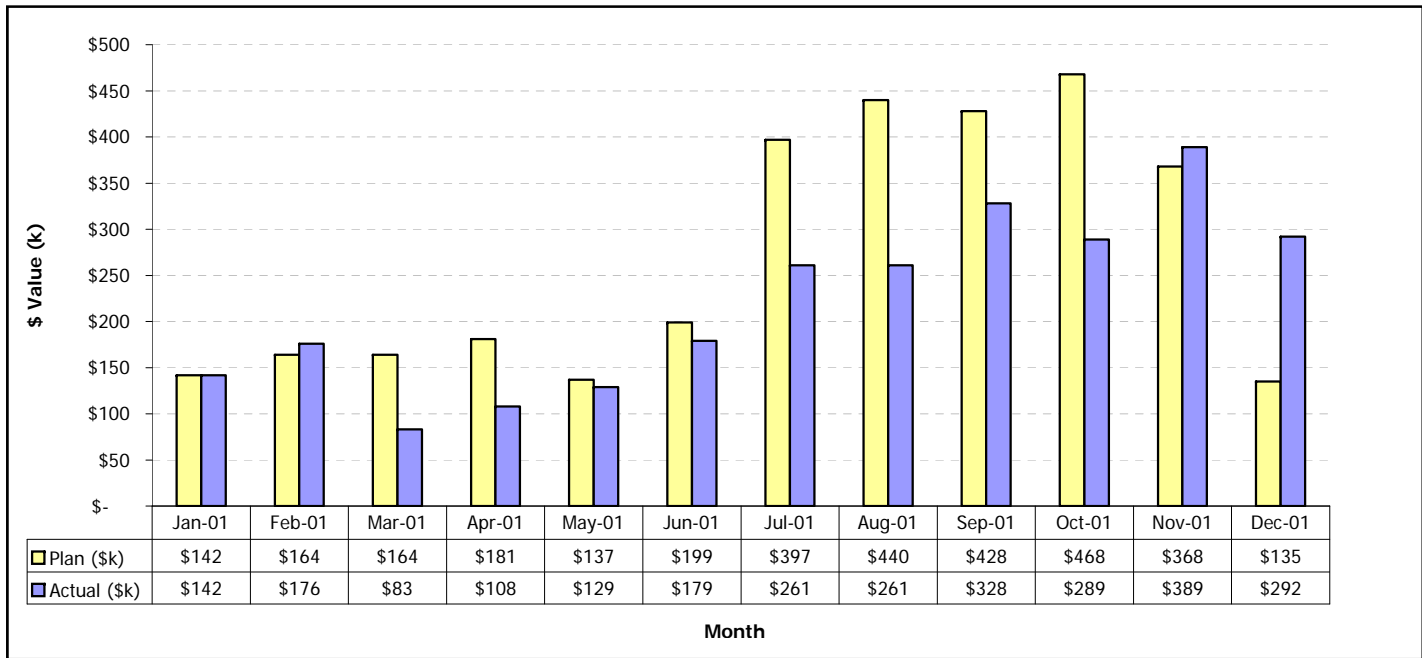
▶ Example:



Distribution

▶ Transport Budget v Costs

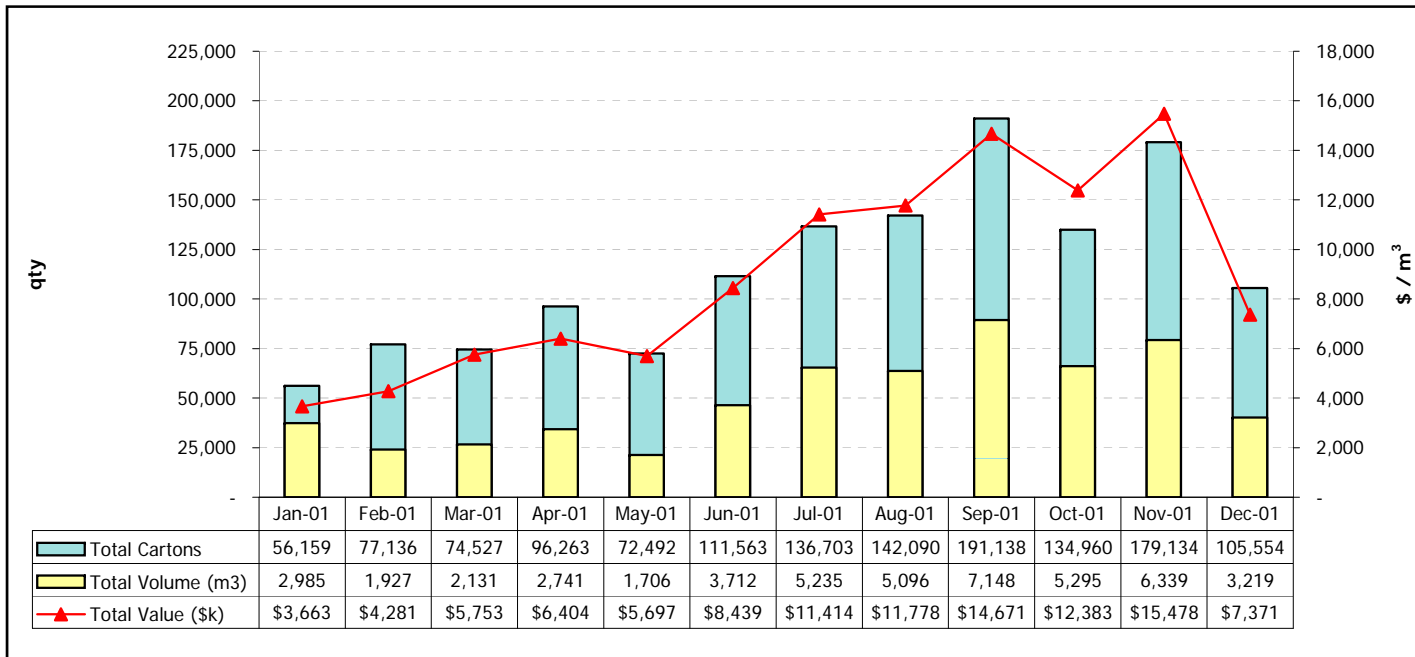
- ▶ Purpose:
 - To ensure that your transport costs stay within the agreed % of sales.
- ▶ Example:



Distribution

Shipping Analysis

- ▶ Purpose:
 - To measure the # of cartons despatched, the # of lines despatched, the m3 volume shipped and the shipped \$ value.
- ▶ Example:



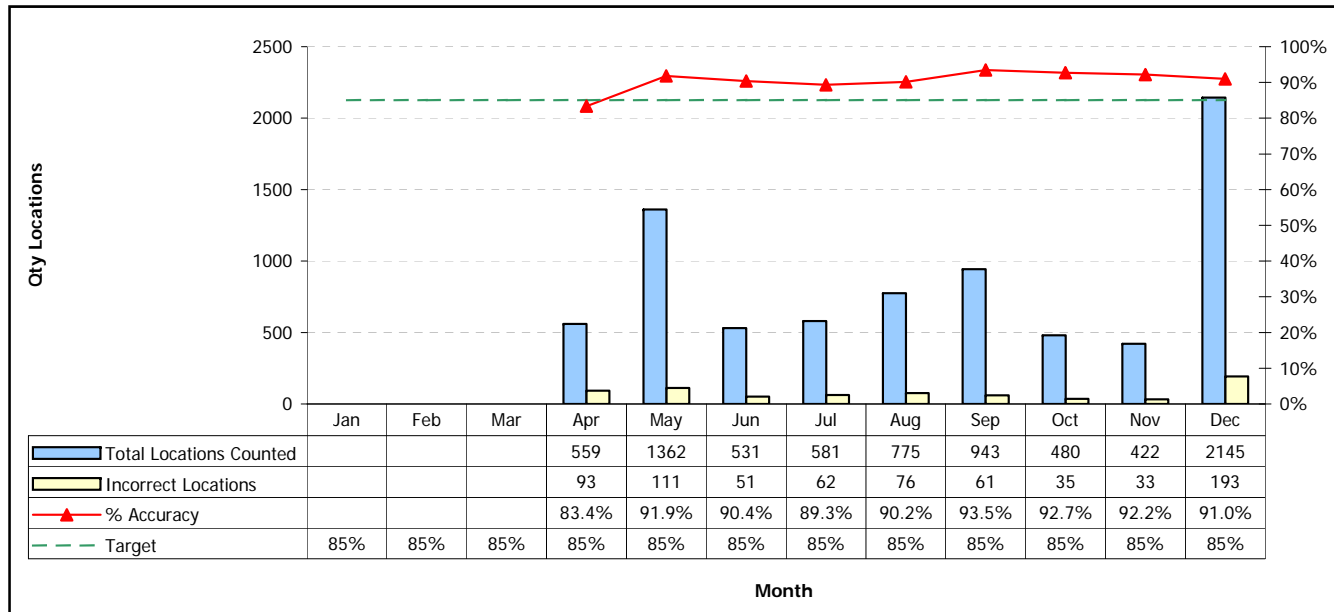
Warehouse

▶ Cyclic Counting

▶ Purpose:

- Lines are counted monthly for accuracy by location, e.g. if you counted 10 SKUs and each SKU was in 3 different locations and there was incorrect stock in 2 locations then the accuracy would be 93.3% $100 - (2 / (10 \times 3))$.

▶ Example:



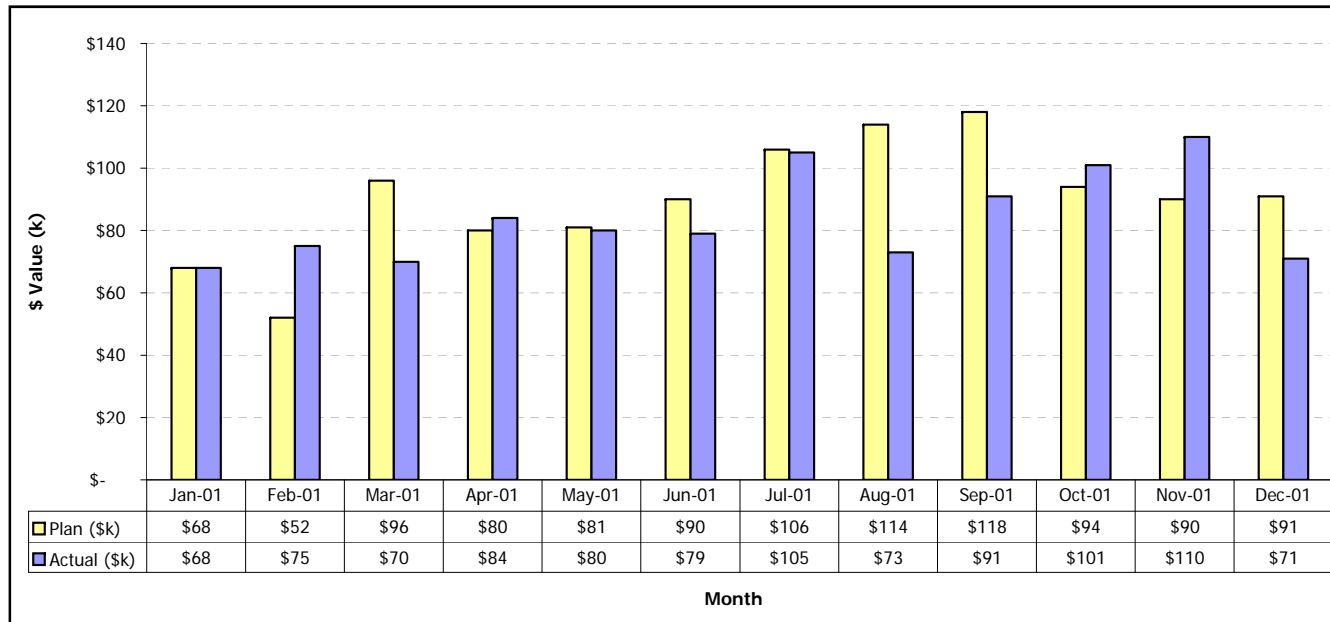
Warehouse

▶ Total Labour v Budget

▶ Purpose:

- To control the total labour costs within the DC in line with financial budgets. Forward planning of staff both fulltime and casual labour to achieve maximum output with minimum cost.

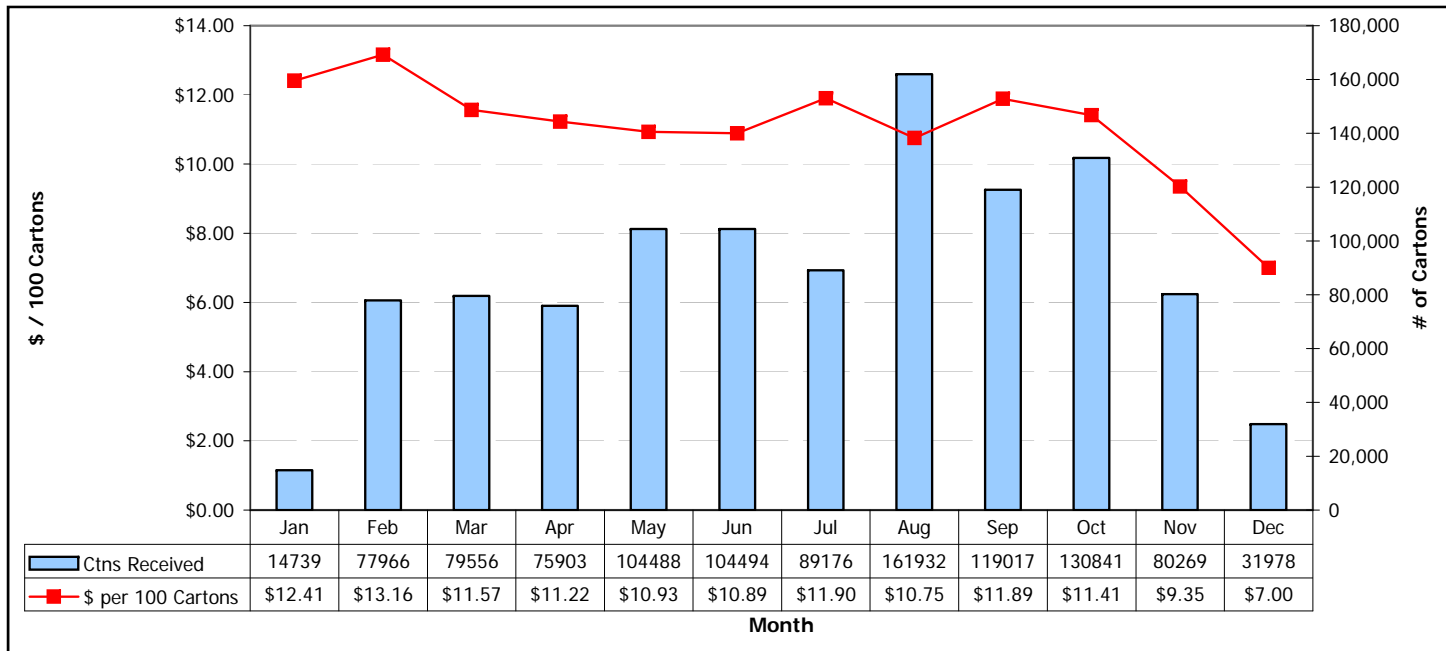
▶ Example:



Warehouse

▶ Cartons Received v Labour Costs

- ▶ Purpose:
 - To measure inbound activity and labour charge to received cartons in.
- ▶ Example:



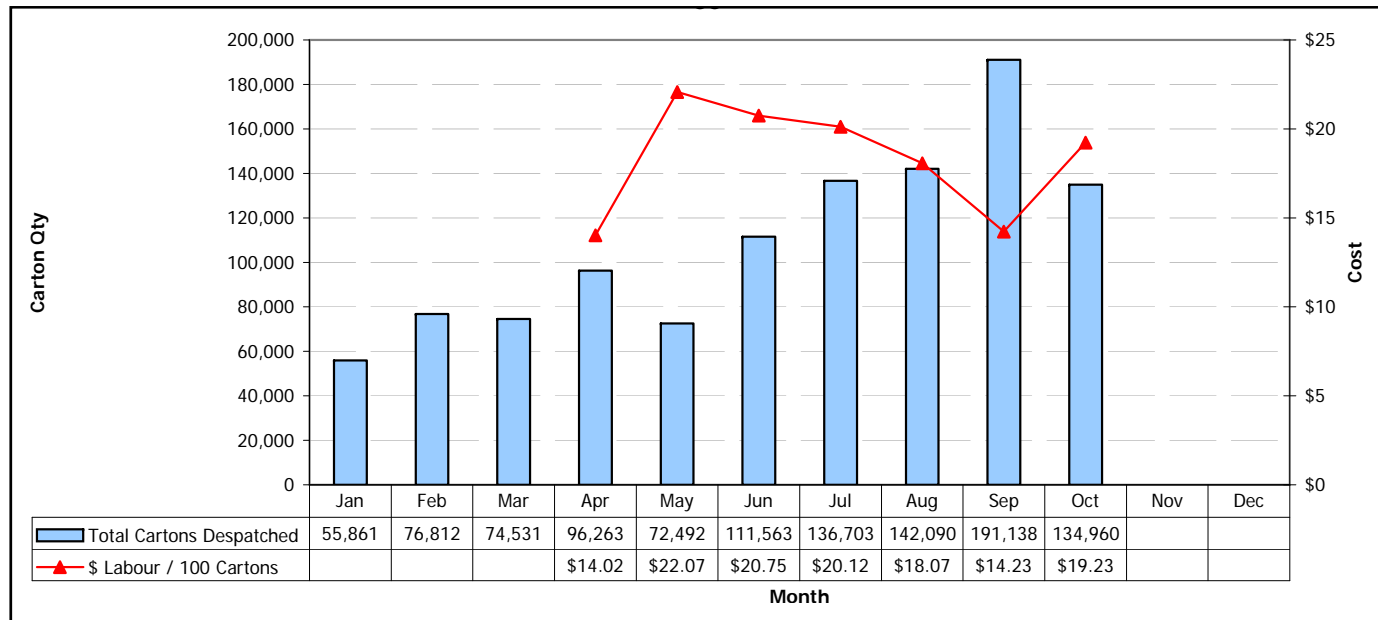
Warehouse

▶ Cartons Despatched v Labour Costs

▶ Purpose:

- To arrive at a standard labour charge cost to despatch one carton, the labour costs for picking, packing and despatching is divided by the number of cartons despatched per month.

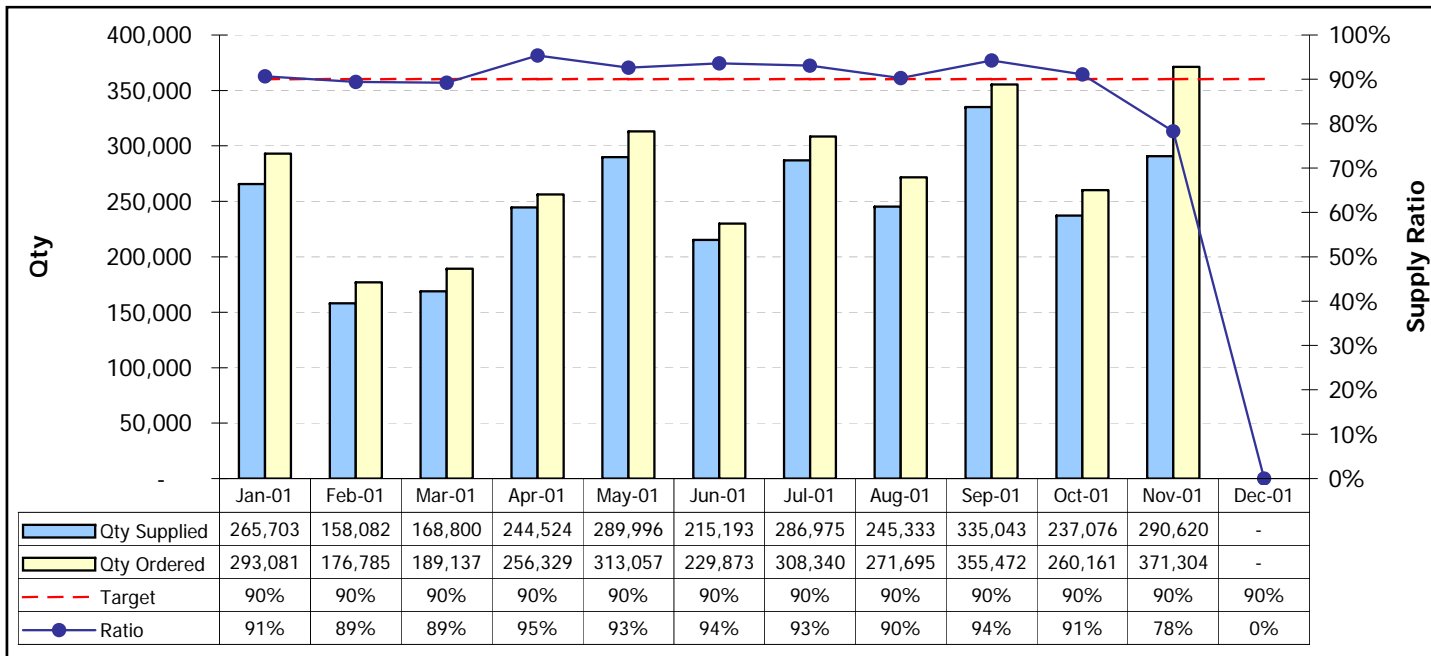
▶ Example:



Sales Admin

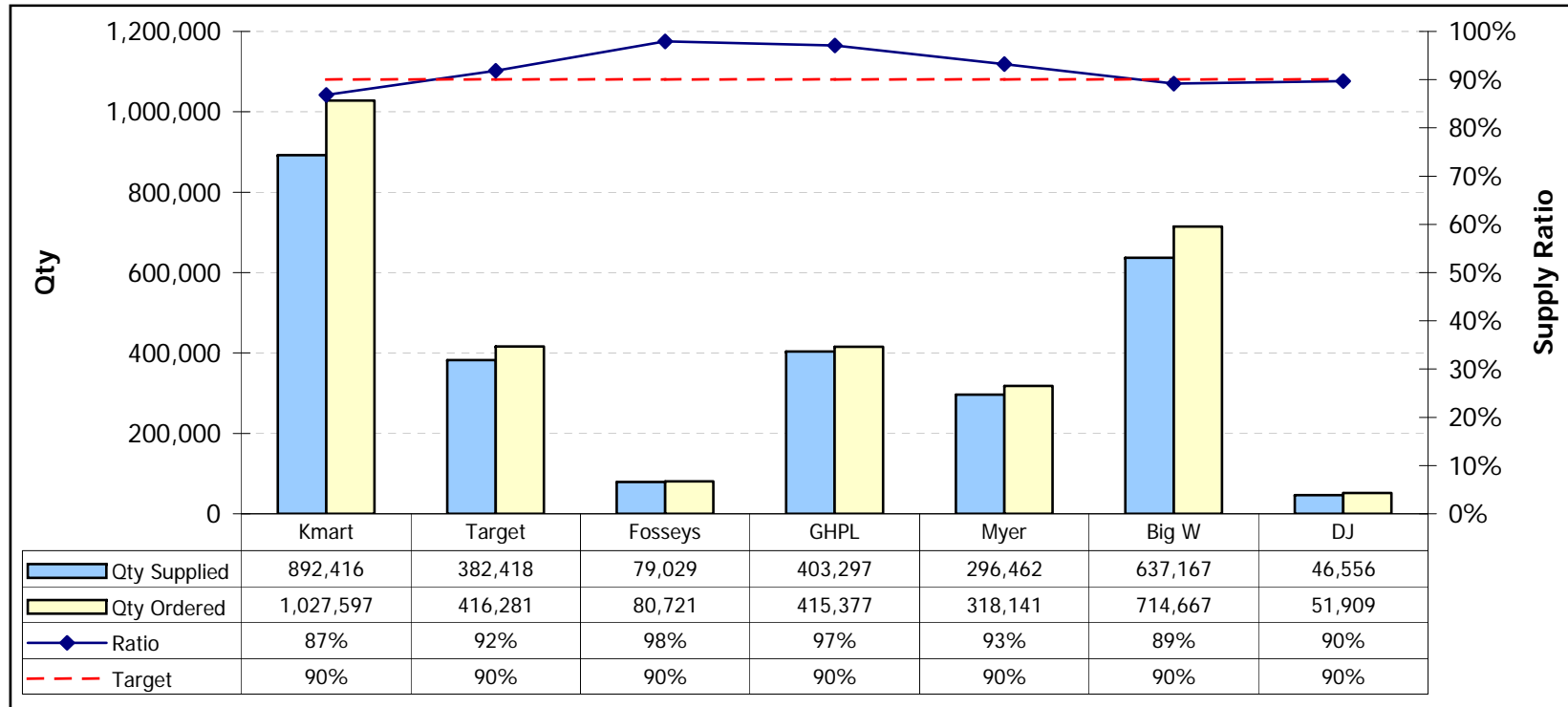
Customer Supply Ratios

- ▶ Purpose:
 - To measure the qty and \$ value unsupplied to customers.
- ▶ Example:



Sales Admin

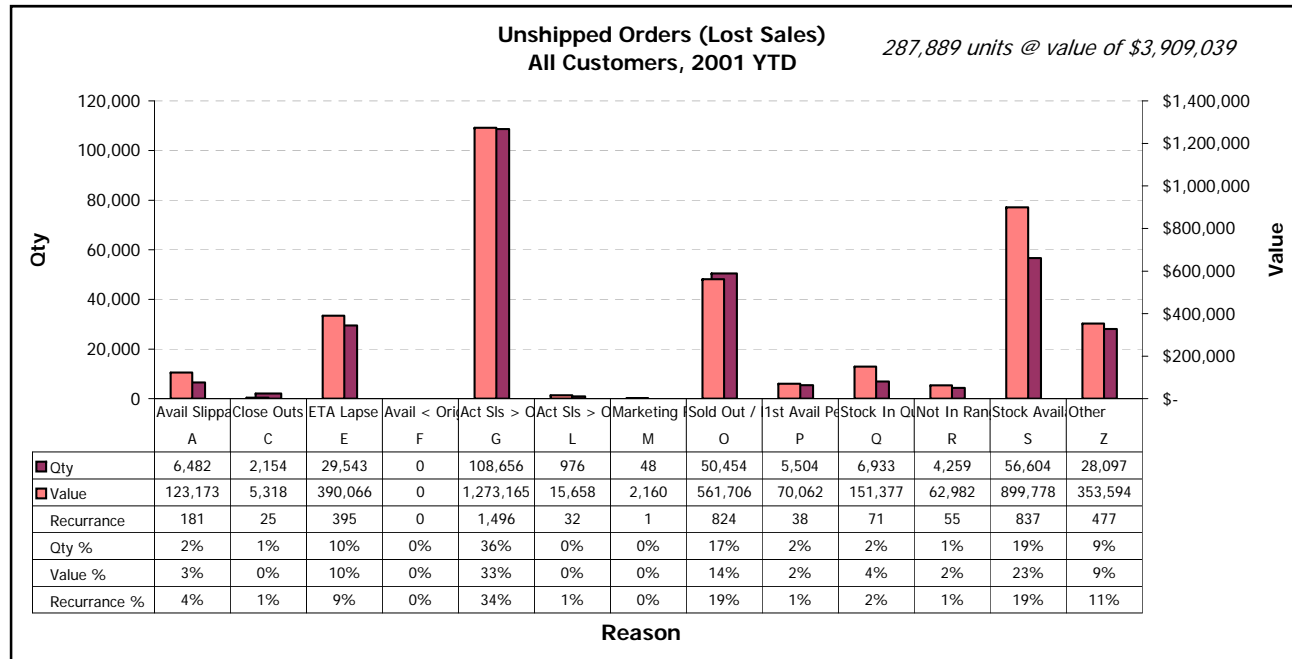
Customer Supply Ratios cont...



Sales Admin

Customer Unshipped Analysis

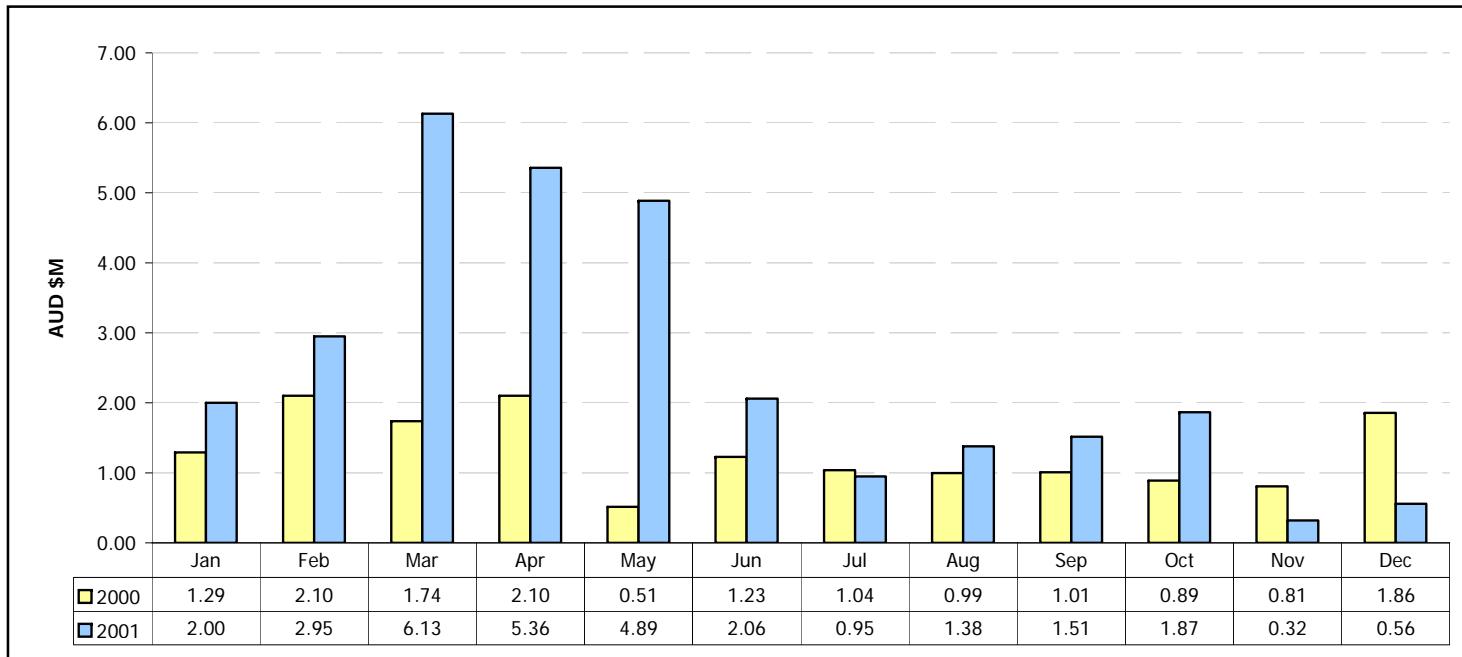
- ▶ Purpose:
 - To analyse why product was not shipped to customers using reason codes.
- ▶ Example:



Sales Admin

▶ Quarantine Stock

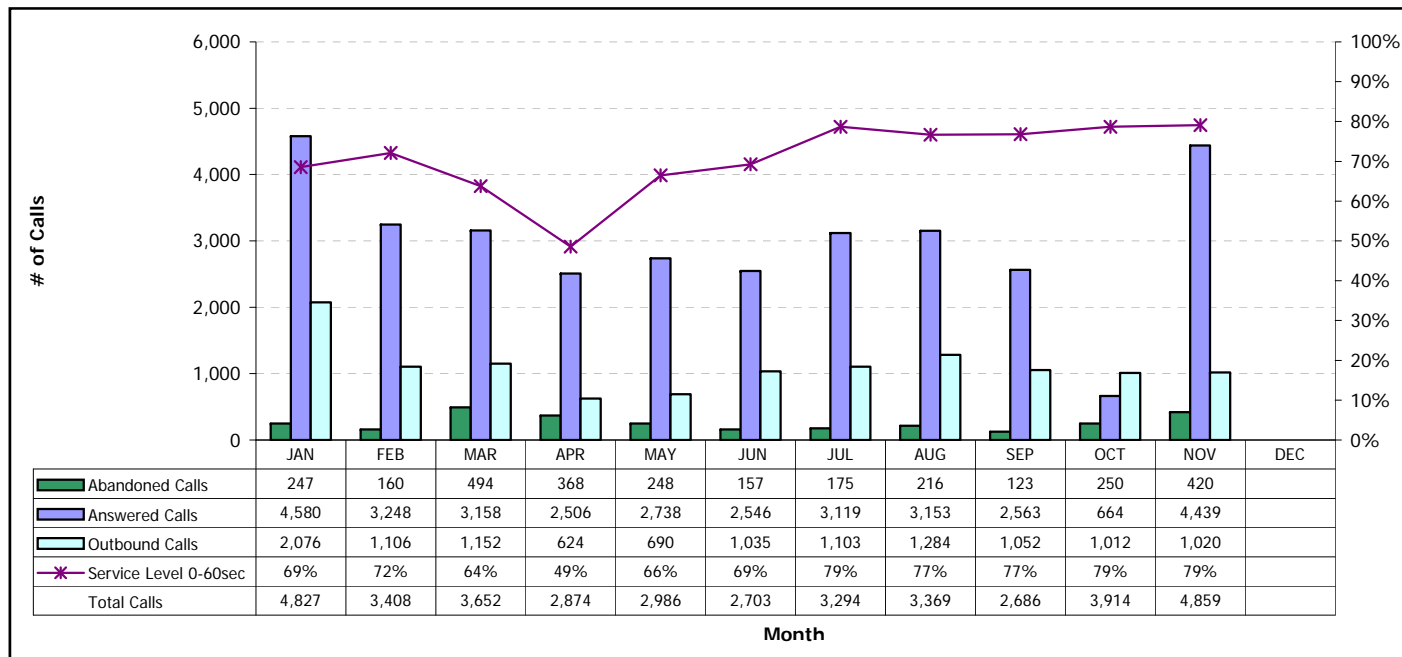
- ▶ Purpose:
 - To measure the level of quarantine by \$ value, SKU and the reason code by month.
- ▶ Example:



Customer Service

Phone Statistics

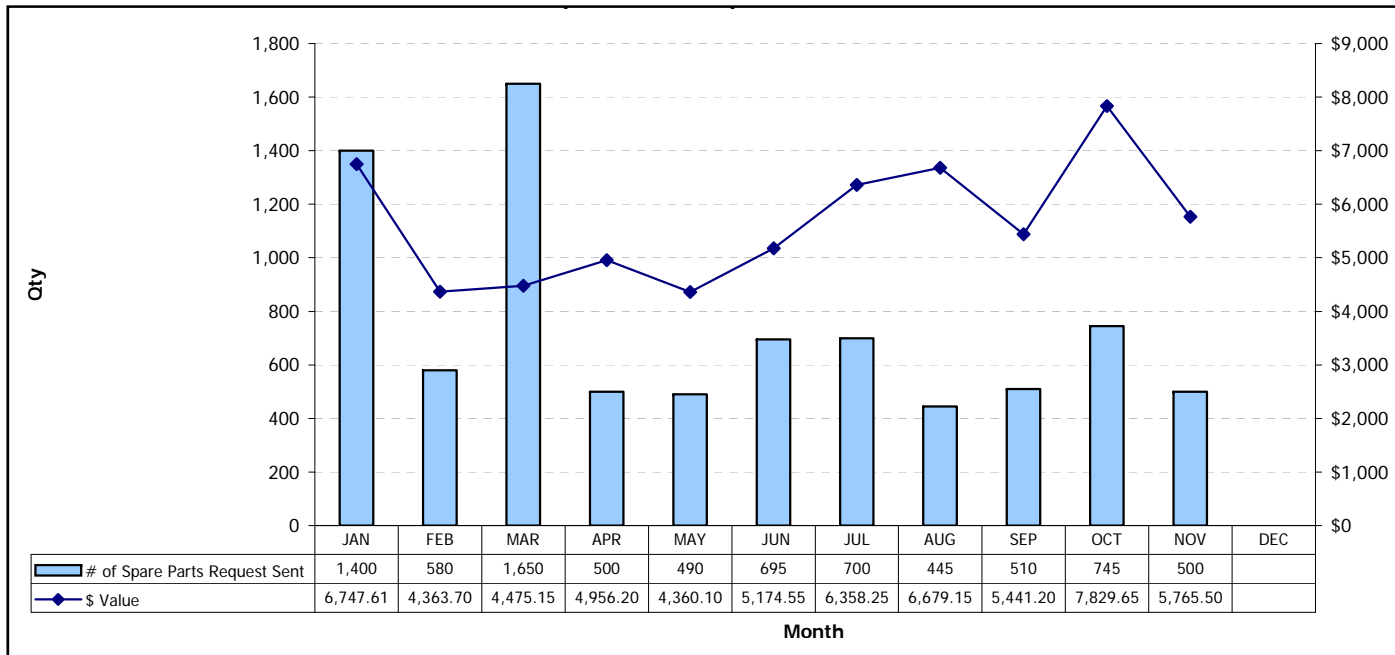
- ▶ Purpose:
 - To measure call classifications and their reason codes.
- ▶ Example:



Customer Service

▶ Spare Parts

- ▶ Purpose:
 - To measure qty and \$ value of spare parts ordered v sent.
- ▶ Example:



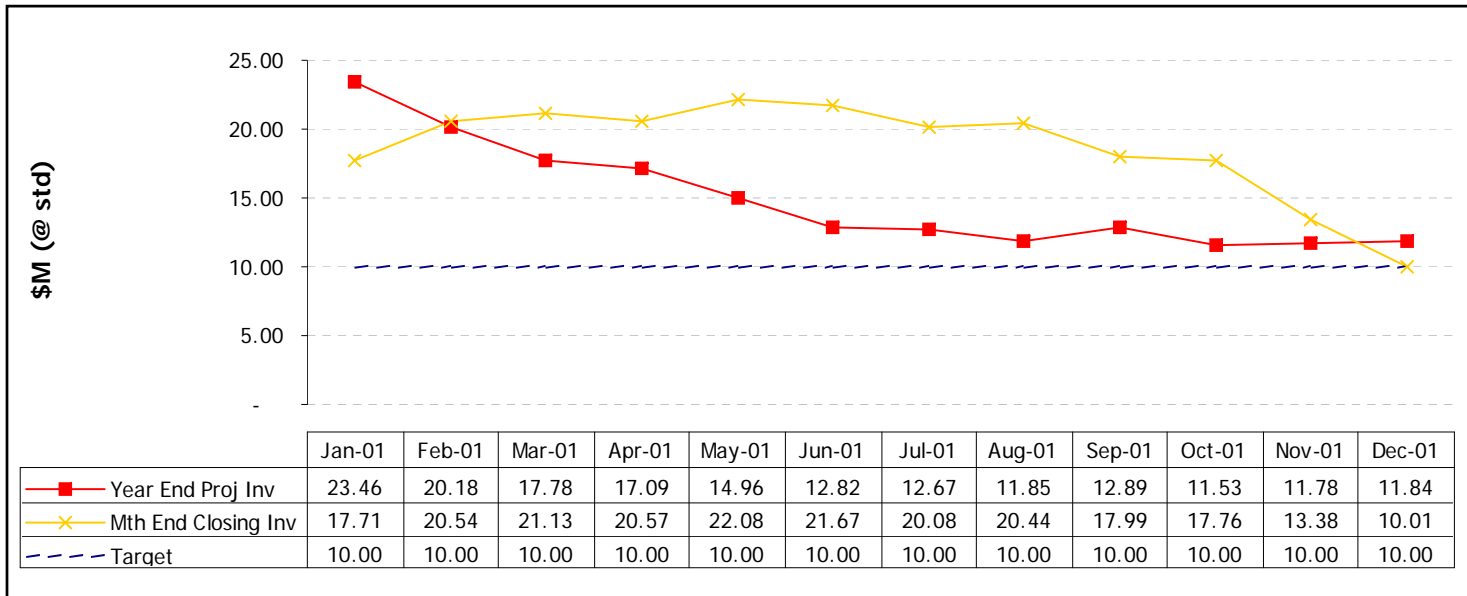
Planning

▶ Year End Projected Inventory

▶ Purpose:

- To measure the expected year end inventory as of the current month based on financial plan and the actual month end inventory.

▶ Example:



Planning

Forecast v Financial Plan v Actual Sales Forecast

- ▶ Purpose:
 - To measure the Quota/Excess/Closeout v Financial Plan v Sales Forecast.
- ▶ Example:

