

Align and focus your team with performance transparency

Channeling the energy and activities of your team is mandatory for growth in the distribution business. The Performance Accountability Module helps you keep your team aligned and focused on organizational goals by providing transparency into performance.

This module includes three dashboards:

SALES PERFORMANCE:

Analyze key sales performance metrics on a single screen, including sales reps and locations with potential issues by sales dollars and profit percentages

Sales Performance

Sales Dollars			
Sales Month to Date	917,434		
Sales YTD Through Last Month	12,631,324		
Sales YTD Last Year	9,703,288		
Sales Trend Y/Y	+30.2%		

Profit Percentage			
Profit Pct This Month	35.6%		
Profit Pct YTD Through Last Month	33.7%		
Profit Pct Last Year	33.9%		
Y/Y Profit Pct Difference	-0.2%		

Average Profit/Invoice			
Average Profit/Invoice This Month	235		
Average Profit/Invoice YTD Thru Last Month	168		
Average Profit/Invoice Last Year	136		
Average Profit/Invoice Trend	+23.6%		

Sales by Location			
Warehouse 7	358,805	3,460,006	+82.2%
Warehouse 4	153,266	2,428,161	+24.6%
Warehouse 2	84,531	1,482,572	+15.2%
Warehouse 1	87,481	1,408,497	+34.6%
Warehouse 6	80,060	1,181,608	+20.5%
Warehouse 3	70,980	1,089,067	+13.4%
Warehouse 15	25,775	719,690	+10.0%
Warehouse 5	49,622	678,040	+7.0%
Warehouse 8	18,892	278,877	-15.4%
Warehouse 19	1,900	1,400	

Sales Pct by Location				
Warehouse 7	358,805	43.4%	45.4%	0.9%
Warehouse 4	153,266	30.3%	28.5%	-2.1%
Warehouse 1	87,481	32.1%	25.8%	-4.1%
Warehouse 2	84,531			
Warehouse 6	80,060			
Warehouse 3	70,980			
Warehouse 5	49,622			
Warehouse 15	25,775			
Warehouse 8	18,892			
Warehouse 19	1,900			

Sales Reps with Potential Issues				
Jackson, Kenneth	131,637			
Moore, Robert	80,916			
Medina, William	74,755			
Stevens, Mark	60,032			
Herrandez, Jose	59,579			
Logan, Donald	58,770			
Gomez, Louis	16,812			
Mack, George	4,061	19.4%	21.9%	-0.7%
King, George	3,500	46.1%	19.6%	-19.0%
Gamble, Roy	1,822	32.4%	31.6%	-1.7%

CUSTOMER SERVICE PERFORMANCE:

Know how you stand up against metrics critical for customer satisfaction — fill rate, lead times, and days late across the company and by location

Service Performance

Fill Rate			
Line Count This Month	5,618		
Fill Rate This Month	97.7%		
Fill Rate Last 12 Months	98.3%		
Fill Rate Difference from Last 12 Months	-0.6%		

Fill Rate by Location			
Warehouse 7	243	91.0%	-6.7%
Warehouse 4	1,186	98.3%	0.6%
Warehouse 1	662	97.6%	0.2%
Warehouse 2	1,135	96.8%	-1.4%
Warehouse 6	628	97.9%	-0.6%
Warehouse 3	815	98.8%	-0.2%
Warehouse 5	337	96.2%	-2.5%
Warehouse 15	361	99.7%	0.6%
Warehouse 8	204	99.4%	1.0%
Warehouse 19	3	100.0%	0.0%

Fill Rate by Purchase Class			
A Item Ranking	2,448	98.2%	-0.6%
Non Stock	406	96.8%	1.2%
B Item Ranking	1,238	98.0%	-0.5%
C Item Ranking	819	97.4%	-0.4%
New Item	240	94.9%	-1.5%
D Item Ranking	367	95.8%	-0.5%
Eliminate	26	86.7%	-11.8%
null	74	100.0%	100.0%

Lead Times			
Line Count This Month	5,618		
Avg Lead Time per Line This Month	6		
Avg Lead Time per Line Last 12 Months	4		
Avg Lead Time Difference	2		

Lead Times by Location			
Warehouse 7	243	15	-1
Warehouse 4	1,186	10	5
Warehouse 1	662	4	1
Warehouse 2	1,135	2	0
Warehouse 6	628	10	5

Days Late			
Line Count This Month	5,618		
Avg Days Late This Month	13		
Avg Days Late Last 12 Months	22		
Average Days Late Difference from Last 12	-9		

Average Days Late by Location			
Warehouse 7	243	17	-30
Warehouse 4	1,186	9	-11
Warehouse 1	662	68	-52
Warehouse 2	1,135	2	-1
Warehouse 6	628	9	2

Lead Times by Location			
Warehouse 7	243	15	-1
Warehouse 4	1,186	10	5
Warehouse 1	662	4	1
Warehouse 2	1,135	2	0
Warehouse 6	628	10	5
Warehouse 3	815	1	-0
Warehouse 5	337	13	10
Warehouse 15	361	1	-1
Warehouse 8	204	2	-1
Warehouse 19	3	3	3

INVENTORY PERFORMANCE:

Track on hand value, turns trends, and GMROI trends by location and purchase class from a single dashboard

Inventory Performance					Turns				GMROI					
Inventory Value					Turns				GMROI					
Total On Hand Value		2,544,684			Turns		3.0		GMROI		165.1			
Total On Hand Value Trend		-5.8%			Turns Trend		-2.7%		GMROI Trend		-1.9%			
Inventory Value by Location					Turns Trends by Location				GMROI Trends by Location					
	Trend	OHV	Last Period	OHV		Turns	Turns Trend	COGS Trend	On Hand Value Trend		GMROI	GMROI Trend	Profit Trend	On Hand Value Trend
Warehouse 7	+13.6%	1,052,941	927,200		Warehouse 7	3.0	-2.4%	+0.9%	+3.4%	Warehouse 7	253.5	-1.4%	+2.0%	+3.4%
Warehouse 4	-23.6%	360,367	471,452		Warehouse 4	3.1	-1.0%	+0.2%	+1.2%	Warehouse 4	124.6	-2.0%	-0.8%	+1.2%
Warehouse 1	-11.0%	251,681	282,824		Warehouse 1									
Warehouse 6	-9.0%	198,249	217,892		Warehouse 6									
Warehouse 2	-13.5%	191,183	220,976		Warehouse 2									
Warehouse 3	-18.0%	154,779	188,696		Warehouse 3									
Warehouse 15	-10.4%	122,139	136,357		Warehouse 15									
Warehouse 5	-24.7%	103,414	137,394		Warehouse 5									
Warehouse 8	-6.5%	100,823	107,822		Warehouse 8									
Warehouse 10	-0.0%	6,270	6,270		Warehouse 10									
Warehouse 12	-26.2%	2,837	3,842		Warehouse 12									
Warehouse 11		0	0		Warehouse 11									
Warehouse 19		0	0		Warehouse 19									
Inventory Value by Buyer					Turns Trends by Buyer				GMROI Trends by Buyer					
	Trend	OHV	Last Period	OHV		Turns	Turns Trend	COGS Trend	On Hand Value Trend		GMROI	GMROI Trend	Profit Trend	On Hand Value Trend
Sandoval, Andrew	-12.6%	1,127,858	1,289,931		Sandoval, Andrew					Sandoval, Andrew				
Ball, Kenneth	+15.1%	662,720	575,821		Ball, Kenneth					Ball, Kenneth				
Warner, Vincent	-7.9%	378,187	410,601		Warner, Vincent					Warner, Vincent				
Booth, James	-14.0%	210,349	244,666		Booth, James					Booth, James				
Frye, Larry	-7.9%	165,571	179,708		Frye, Larry	2.5	-9.4%	-9.9%	-0.5%	Frye, Larry	132.3	-9.4%	-9.9%	-0.5%
Inventory Value by Purchase Class					Turns Trends by Purchase Class				GMROI Trends by Purchase Class					
	Trend	OHV	Last Period	OHV		Turns	Turns Trend	COGS Trend	On Hand Value Trend		GMROI	GMROI Trend	Profit Trend	On Hand Value Trend
A Item Ranking	-9.4%	1,011,872	1,116,342		A Item Ranking	4.6	-2.5%	-0.5%	+2.0%	A Item Ranking	262.1	-1.4%	+0.6%	+2.0%
B Item Ranking	-1.8%	300,893	306,458		B Item Ranking	2.6	-2.3%	-0.7%	+1.7%	B Item Ranking	151.1	-1.1%	+0.6%	+1.7%
Non Stock	-18.0%	298,238	363,592		Non Stock	2.2	-5.1%	-7.2%	-2.2%	Non Stock	94.9	-5.1%	-7.2%	-2.2%
Eliminate	+14.0%	276,880	242,957		Eliminate	0.0	-78.7%	-77.7%	+4.7%	Eliminate	-1.3	-115.9%	-116.6%	+4.7%
D Item Ranking	+9.5%	258,110	235,670		D Item Ranking	1.2	+0.4%	-0.7%	-1.0%	D Item Ranking	68.2	-3.5%	-4.5%	-1.0%
C Item Ranking	-6.8%	233,707	250,737		C Item Ranking	1.8	-3.3%	-3.1%	+0.2%	C Item Ranking	93.8	-3.0%	-2.8%	+0.2%
New Item	-10.8%	164,914	184,901		New Item	1.9	-1.6%	+5.3%	+7.0%	New Item	84.0	-0.7%	+6.3%	+7.0%
Xmas	0.0%	70	70		Xmas	0.0			0.0%	Xmas	0.0			0.0%

Modules used to support the 3 Performance Accountability Dashboards include:

- Sales Module
- Inventory Module
- Order Fulfillment Module

About MITS

MITS helps hundreds of distributors and manufacturers leverage the data in their ERP and other business systems to make better decisions, every day and at every level of their organization. Established in 1996, MITS' interactive reporting and business intelligence software combines industry best practices with the flexibility to meet the unique needs of every customer. From standard to custom reports, dashboards and scorecards, MITS drives sales growth, profitability, and operational efficiency for competitive advantage.

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