

Does Your Supply Chain Management Solution Drive Growth?

Supply Chain Management is being used as a key enabler of top-line growth. At the same time, SCM is focused on lower operating expenses and optimizing investment in inventory. Honing in on these challenges allows you to demonstrate the impact of your solution by focusing on what matters most — revenue, operational expenses, and inventory benefits.

Finlistics ClientIQ helps increase the impact of your conversation by quickly identifying and measuring the most important supply chain KPIs. With ClientIQ you can make your solution more compelling by illustrating its cash-flow benefits while shortening your sales cycle and increasing your deal size.



of companies believe top line revenue growth is key to their supply chain management



of surveyed companies include revenue growth measures in their supply chain planning

ClientIQ Supply Chain KPIs



Revenue

- Order Management
 - Customer Order Cycle Time
 - Pick-to-Deliver in Hours
 - Sales Orders Delivered on Time
 - Perfect Order Completion
 - Order Fill Rate
- Online Sales
- Returns
- Stockout Losses
- Time to Market



Cost of Goods Sold

- Total Logistics Cost
- Warehousing Process
- Outbound Transportation
 - Inbound Freight Costs
 - Transportation Costs
- Reverse Logistics
- Shrinkage



Inventory

- Forecast Accuracy
- Total Inventory
 - Safety Stock
 - Spare Parts Stock Inventory
 - Returns Inventory
- Inventory Obsolescence
- Supplier Lead Time

Benefits of moving from Median to First Quartile performer per \$100M in Revenue

Revenue: \$4.4M Higher Revenue

Cost of Goods Sold: \$5.8M Greater Gross Profit

Inventory: \$5.2M Lower Investment in Inventory

(Based on the retail industry)