



**CONEY BUSINESS
ANALYTICS,
TO GIVE YOU THE INSIGHTS
YOU NEED**

INTRODUCTION BUSINESS ANALYTICS 2020

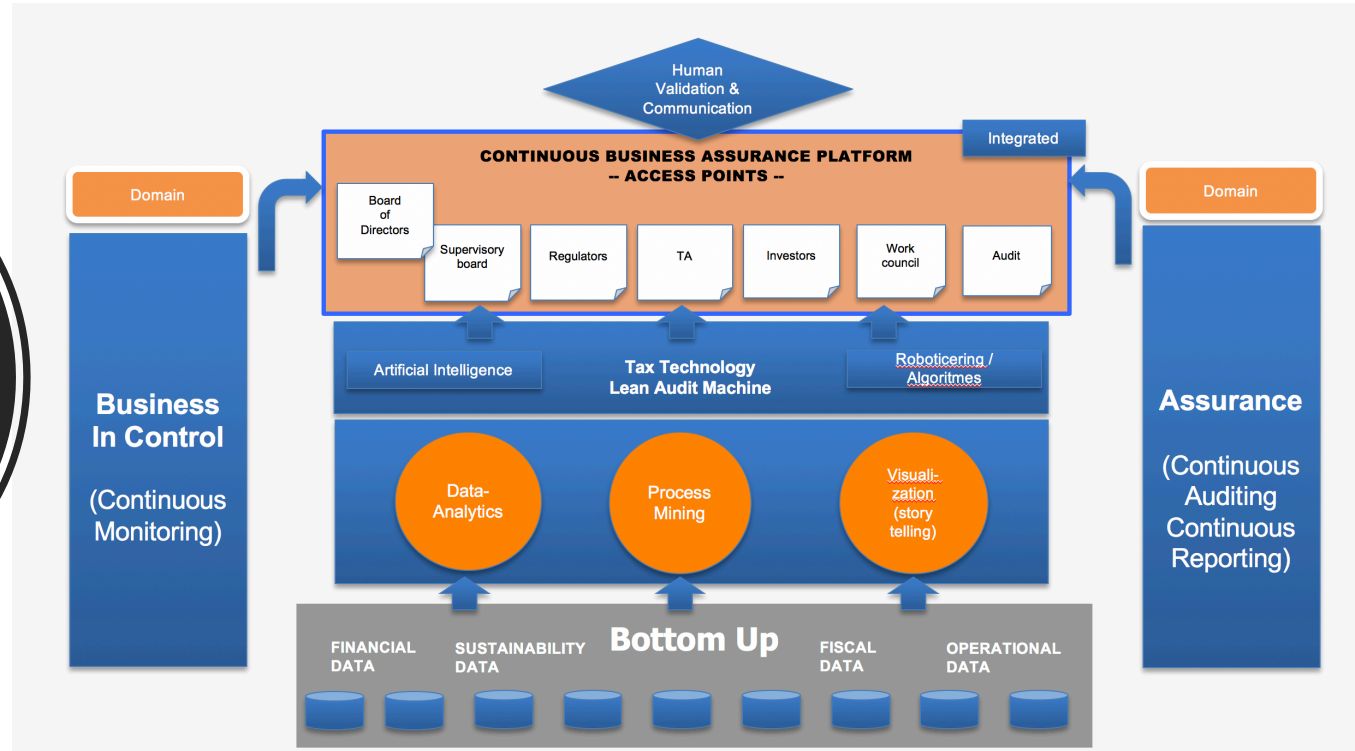
CONEY BUSINESS ANALYTICS

- FAST INSIGHTS FOR BETTER DECISIONS
- ONE CONTROLLED SOURCE OF TRUTH
- TAILOR MADE SOLUTIONS TO SUITE YOUR BUSINESS
- SOLUTIONS RUN LOCALLY OR IN OUR ConeyDataFactory
- THROUGH OUR ConeyDataFactory YOUR INSIGHTS CAN BE SHOWN ON PC, TABLET OR PHONE

CONEY BUSINESS ANALYTICS

- LOAD DATA FROM A LARGE VARIETY OF SOURCES
- WE ALWAYS VALIDATE YOUR DATA
- DATA ENRICHMENT WITH OTHER RELEVANT SOURCES
- NOT ONLY FINANCIAL DATA, BUT ALSO OPERATIONAL DATA
- ANALYSIS CAN BE RUN PERIODICALLY FOR ONGOING MONITORING OF YOUR PROCESSES

ASSURANCE
EVERY DAY
FOR ALL
RELEVANT
STAKEHOLDERS



THE BUILDING BLOCKS OF CONEY BUSINESS ANALYTICS



NEEDS AND
WISHES OF
CUSTOMERS



UNDERSTAND
RELEVANT AND
AVAILABLE
DATA



PREPARE DRAFT
ANALYSES AND
DASHBOARDS



RUN THE
ANALYSIS



REPORT AND
UPDATE
DASHBOARDS

OUR SERVICES

- MANAGEMENT REPORTING 3.0
- OMZET & MARGIN ANALYSIS
- BUSINESS FORECASTING
- INVENTORY INSIGHTS AND OPTIMIZATION
- CASHFLOW ANALYSIS AND FORECASTING
- TAX FRAMEWORK ANALYSIS
- API DRIVEN ANALYSIS (SECTOR BASED)

MANAGEMENT REPORTING 1.0 1/2

MANAGEMENT REPORT SUPERSTORE

SALES PER COUNTRY

Order year 2017 -T

Gegevens			
Country	Sales	Profit	
United Kingdom	€ 194.005	€ 36.756	
France	€ 308.437	€ 35.142	
Germany	€ 216.537	€ 35.956	
Italy	€ 109.689	€ 10.560	
Spain	€ 99.108	€ 20.594	
Netherlands	€ 23.727	€ (11.554)	
Sweden	€ 15.587	€ (9.408)	
Belgium	€ 17.326	€ 4.220	
Austria	€ 24.560	€ 7.535	
Ireland	€ 7.221	€ (3.896)	
Portugal	€ 1.824	€ (989)	
Finland	€ 1.135	€ 232	
Denmark	€ 2.847	€ (1.296)	
Norway	€ 12.888	€ 2.940	
Switzerland	€ 7.311	€ 2.153	
Eindtotal	€ 1.042.204	€ 128.944	

SALES PER SEGMENT

Order year 2017 -T

Gegevens				
Segment	Customers	Orders	Som van Sales	Som van Profit
Consumer	1.798	1.798	€ 512.436	€ 61.268
Corporate	1.113	1.113	€ 337.927	€ 44.445
Home Office	617	617	€ 191.841	€ 23.232
Eindtotal	3.528	3.528	€ 1.042.204	€ 128.944

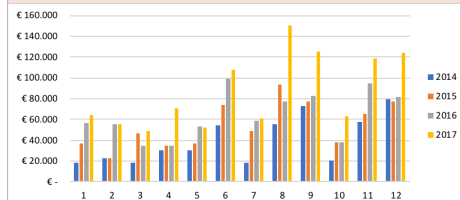
SALES PER CATEGORY

Order year 2017 -T

Gegevens				
Category	Customers	Orders	Som van Sales	Som van Profit
Furniture	503	503	€ 266.264	€ 20.845
Office Supplies	2.316	2.316	€ 362.801	€ 54.457
Technology	709	709	€ 413.139	€ 53.642
Eindtotal	3.528	3.528	€ 1.042.204	€ 128.944

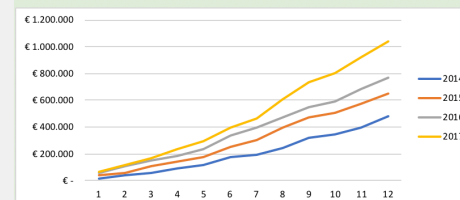
SALES PER MONTH

Som van Sales	Order year					
Order Month	2014	2015	2016	2017	Eindtotal	
1	€ 18.604	€ 36.949	€ 56.851	€ 64.420	€ 176.824	
2	€ 22.636	€ 22.982	€ 55.209	€ 55.699	€ 156.526	
3	€ 17.926	€ 46.937	€ 34.926	€ 48.522	€ 148.311	
4	€ 30.133	€ 34.460	€ 34.700	€ 70.365	€ 169.667	
5	€ 30.502	€ 36.792	€ 52.876	€ 52.229	€ 172.400	
6	€ 54.356	€ 73.474	€ 99.272	€ 107.969	€ 335.070	
7	€ 18.319	€ 49.239	€ 58.765	€ 60.806	€ 187.130	
8	€ 55.139	€ 93.098	€ 76.857	€ 150.393	€ 375.488	
9	€ 72.665	€ 77.337	€ 82.373	€ 125.417	€ 357.792	
10	€ 20.800	€ 38.046	€ 37.473	€ 63.374	€ 159.693	
11	€ 57.736	€ 65.622	€ 94.721	€ 119.018	€ 337.097	
12	€ 78.980	€ 77.703	€ 81.417	€ 123.990	€ 362.091	
Eindtotal	€ 477.797	€ 652.647	€ 765.441	€ 1.042.204	€ 2.938.089	



RUNNING TOTAL SALES PER MONTH

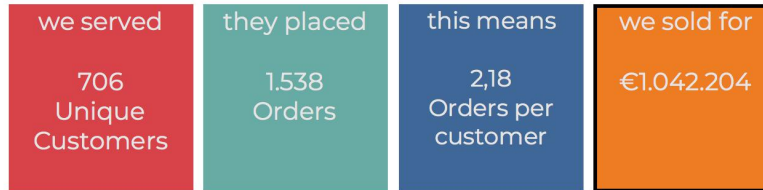
Som van Sales	Order year					
Order Month	2014	2015	2016	2017	Eindtotal	
1	€ 18.604	€ 36.949	€ 56.851	€ 64.420	€ 176.824	
2	€ 41.240	€ 59.931	€ 112.060	€ 120.119	€ 333.350	
3	€ 59.166	€ 106.868	€ 146.987	€ 168.641	€ 481.661	
4	€ 89.299	€ 141.336	€ 181.687	€ 239.006	€ 651.328	
5	€ 119.801	€ 178.128	€ 234.563	€ 291.235	€ 823.728	
6	€ 174.157	€ 251.602	€ 333.835	€ 399.204	€ 1.158.798	
7	€ 192.476	€ 300.841	€ 392.600	€ 460.010	€ 1.345.928	
8	€ 247.615	€ 393.940	€ 469.457	€ 610.404	€ 1.721.416	
9	€ 320.281	€ 471.276	€ 551.830	€ 735.821	€ 2.079.208	
10	€ 341.081	€ 509.322	€ 589.303	€ 799.195	€ 2.238.901	
11	€ 398.817	€ 574.944	€ 684.024	€ 918.213	€ 2.575.998	
12	€ 477.797	€ 652.647	€ 765.441	€ 1.042.204	€ 2.938.089	
Eindtotal						



MANAGEMENT REPORTING 3.0 ^{2/2}



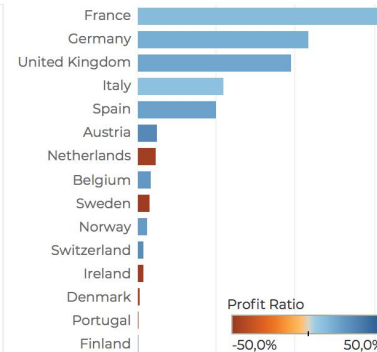
In 2017



Sales map



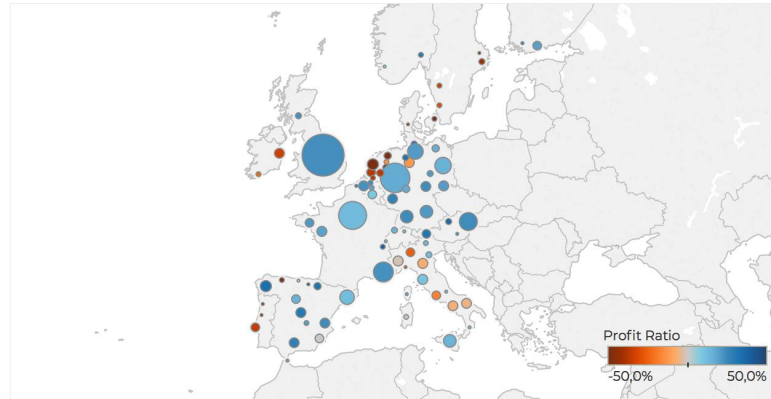
Sales volume per country



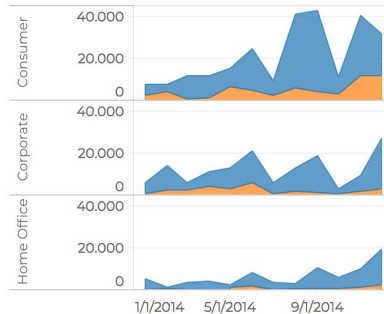
OMZET & MARGIN ANALYSIS 1/2

Sales Overview

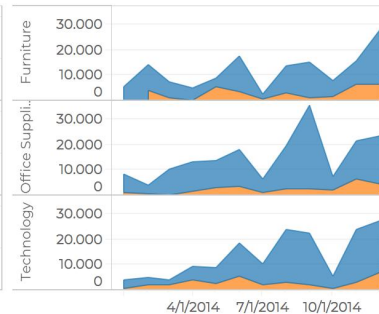
Region
All



Monthly Sales by Segment - States: All



Monthly Sales by Product Category - States: All



Profitable Unprofitable

OMZET & MARGIN ANALYSIS 2/2

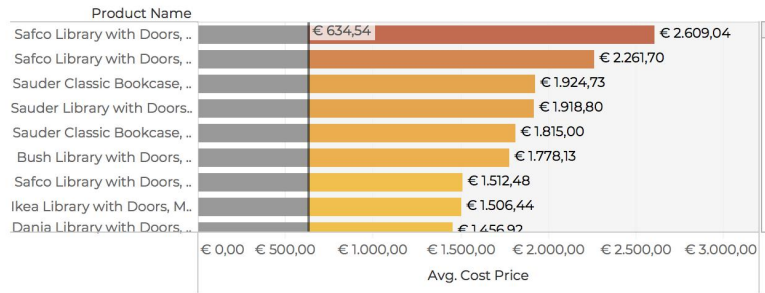
Cost Price Drilldown

Category
Furniture

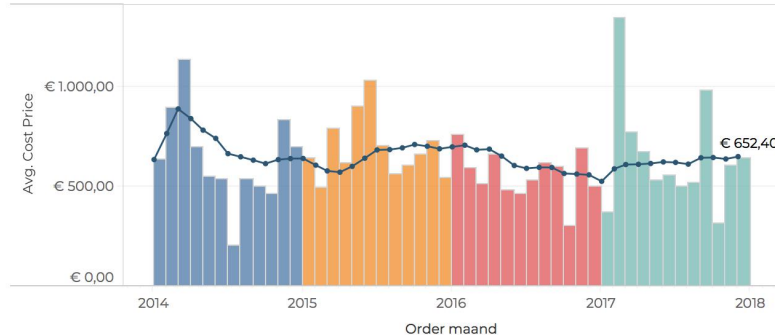
Sub-Category
Bookcases

Furniture

Bookcases



Average Cost Price per month (incl. Running avg. Cost Price Last 12mnt)



INVENTORY INSIGHTS AND OPTIMIZATION 1/2

OrderDate
01/01/2014 to 31/12/2018

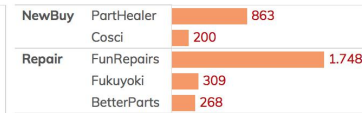
INVENTORY METRICS ANALYSIS v2

Coney

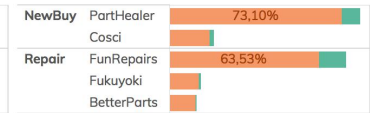
ORDERS OVER TIME



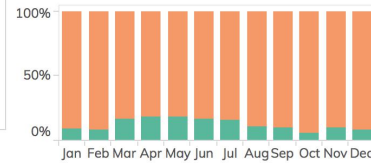
ORDERS PER SUPPLIER



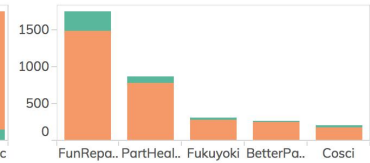
SUPPLIER DESTRESS RATE



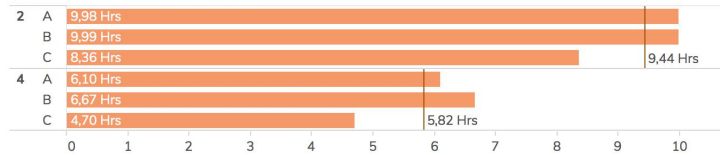
DESTRESSED ORDERS



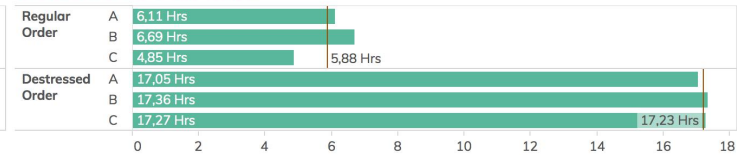
DESTRESS



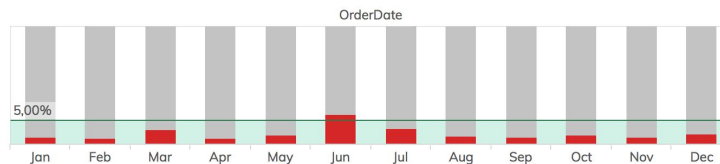
STOCK TO DOCK TIME



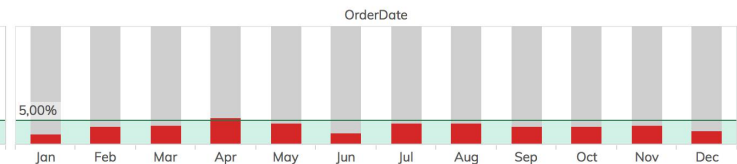
DOCK TO STOCK TIME



STOCK TO DOCK NOT IN TIME



DOCK TO STOCK NOT IN TIME - Excluding Distressed orders



INVENTORY INSIGHTS AND OPTIMIZATION 2/2

Stel je waardes in

Welke locatie wil je bekijken?

Top N Artikelen

Welke top N wil je zien?

Min. Omloopsnelheid Max. Omloopsnelheid

Wat is de snelheids norm?

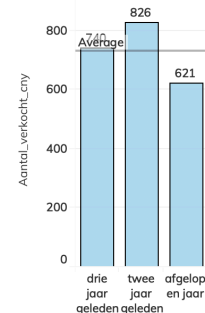
Minimale Inkoopprijs

Welke Top 10 artikelen met de hoogste Verkopen op locatie CAS hebben in het afgelopen jaar een omloopsnelheid van 1 tot 100.
 NB. Artikelen met een inkoopprijs < €10,00 worden niet meegenomen.

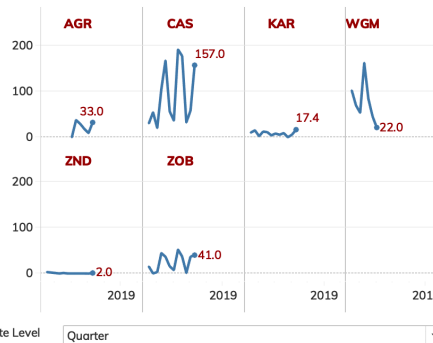
Artikelnummer	Omschrijving	Verkopen	Voorraad	t_omloopsnelh..	t_benodigde mutatie voorra..	Avg. Inkoopprijs	mutatiewaarde
07819996301	Motomix 2T 5 ltr.	1.165	85	13,71	148	€14,02	€2.074,96
7330045961077	Aspen benzine 5 liter 4 takt	383	54	7,09	23	€12,90	€291,54
7330045973001	Aspen benzine 5 liter 2 takt	381	60	6,35	16	€13,20	€213,84
HXP500378	Onkruidborstels per set (6 stuks) Ariens	103	45	2,29	-24	€13,64	(€332,82)
40037102115	Maalkop Autocut 40-2	88	15	5,87	3	€18,53	€48,18
07819996004	Motomix 1:50 20liter	61	28	2,18	-16	€49,75	(€786,05)
07819996398	Motomix-stihl 55 ltr	55	8	6,88	3	€149,25	€447,75
36360000050	Ketting 3/8" pmc3 1,3mm	49	8	6,13	2	€10,23	€18,41
7330045973254	Aspen benzine 25 ltr. 2 takt	37	9	4,11	-2	€64,65	(€103,44)
36860000067	Ketting .325 RM 1,6mm	35	32	1,09	-25	€13,18	(€329,50)
8713235024414	Kunststofpaal, Blauw 1.05m	35	3	11,67	4	€13,30	€53,20

73300459610.. Aspen benzine 5 liter 4 takt

Verkopen afgelopen drie jaar



Verkopen per locatie afgelopen 3 jaar



Omloopsnelheid per locatie afgelopen jaar

Artikelnummer	Omschrijving	Lo..	Verkop..	Voorra..	t_omlo..	t_benodigde mutatie vo orraad
7330045961..	Aspen benzine 5 liter 4 takt	KAR	28,9	50,1	0,58	-44,3
		ZOB	116,7	62,3	1,87	-39,0
		ZND	4,8	10,2	0,47	-9,2
		SBG	0,0	1,0	0,00	-1,0
		AGR	88,0	8,0	11,00	9,6
		CAS	383,0	54,0	7,09	22,6
Grand Total			621,4	185,6	3,35	-61,3

DASHBOARD TRANSFER PRICING ANALYTICS 1/2

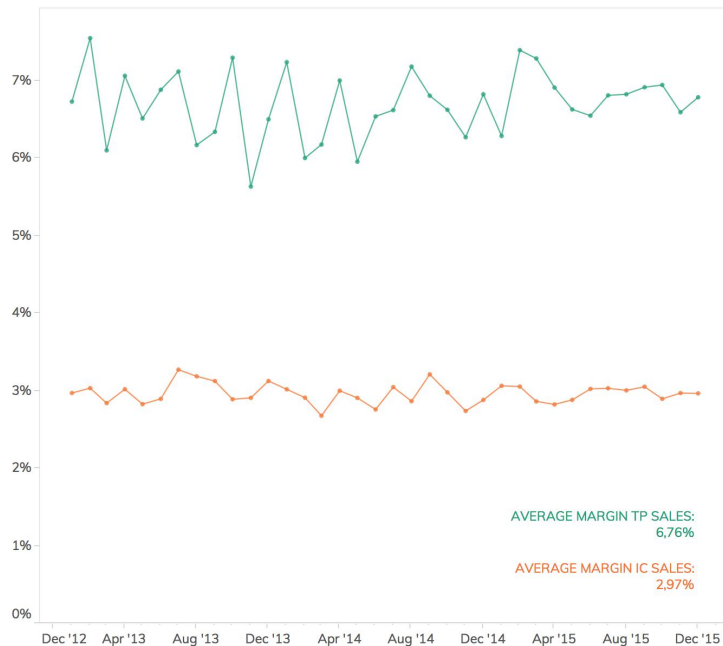
OrderDate
01/01/2013 to 31/12/2018

MARGIN ANALYSIS

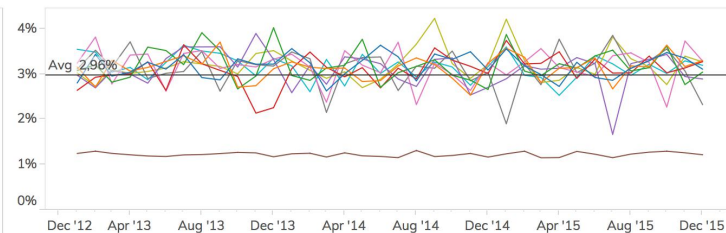
Coney
Discover your data

Specialized analytical support

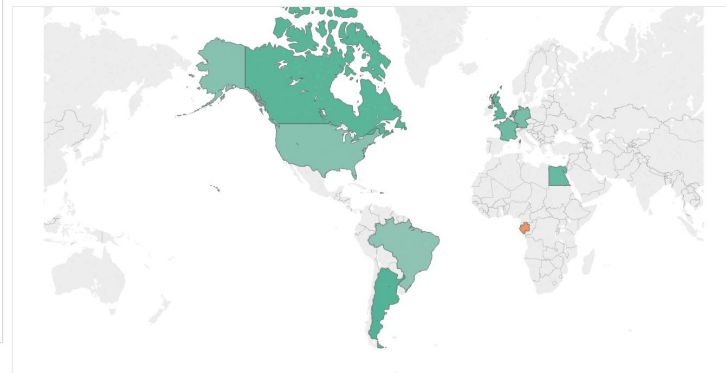
MARGIN ANALYSIS THIRD PARTY vs INTERCOMPANY



ANALYSIS OF IC SALES PER COUNTRY



WORLD MAP OF INTERCOMPANY SALES



DASHBOARD TRANSFER PRICING ANALYTICS 2/2

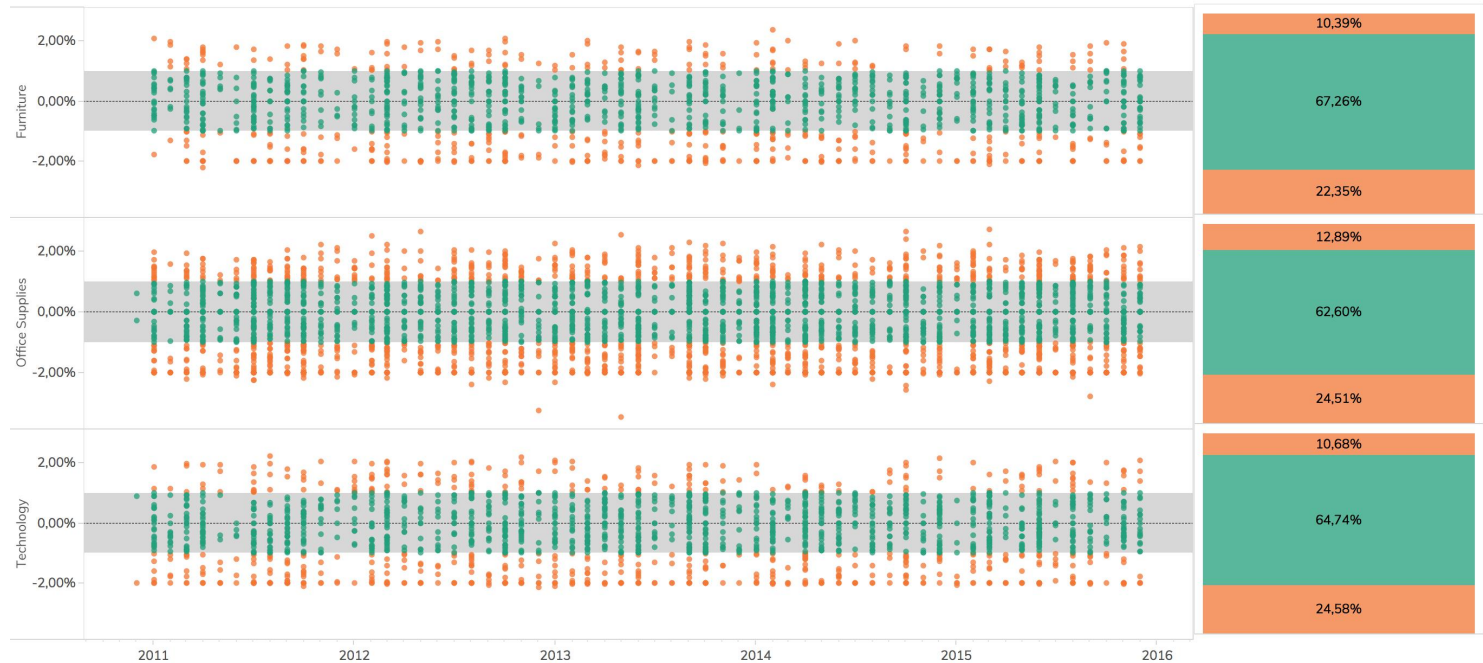
Country
All

TRANSFER PRICING ANALYSIS I

Coney
Discover your data

Specialized analytical support

HOW DOES THE INTER COMPANY SALES PRICES COMPARE TO NORM?





THANK YOU FOR YOUR INTEREST IN
CONEY BUSINESS ANALYTICS
WE ARE GRATEFUL FOR OUR TEAM
AND OUR CLIENTS

- TOGETHER
- EVERYONE
- ARCHIVES
- MORE



Coney Haarlem

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Coney Goirle

Dorpsstraat 2A
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