



**CONEY BUSINESS
ANALYTICS,
INZICHTEN DIE ER TOE DOEN**

INTRODUCTIE BUSINESS ANALYTICS 2020

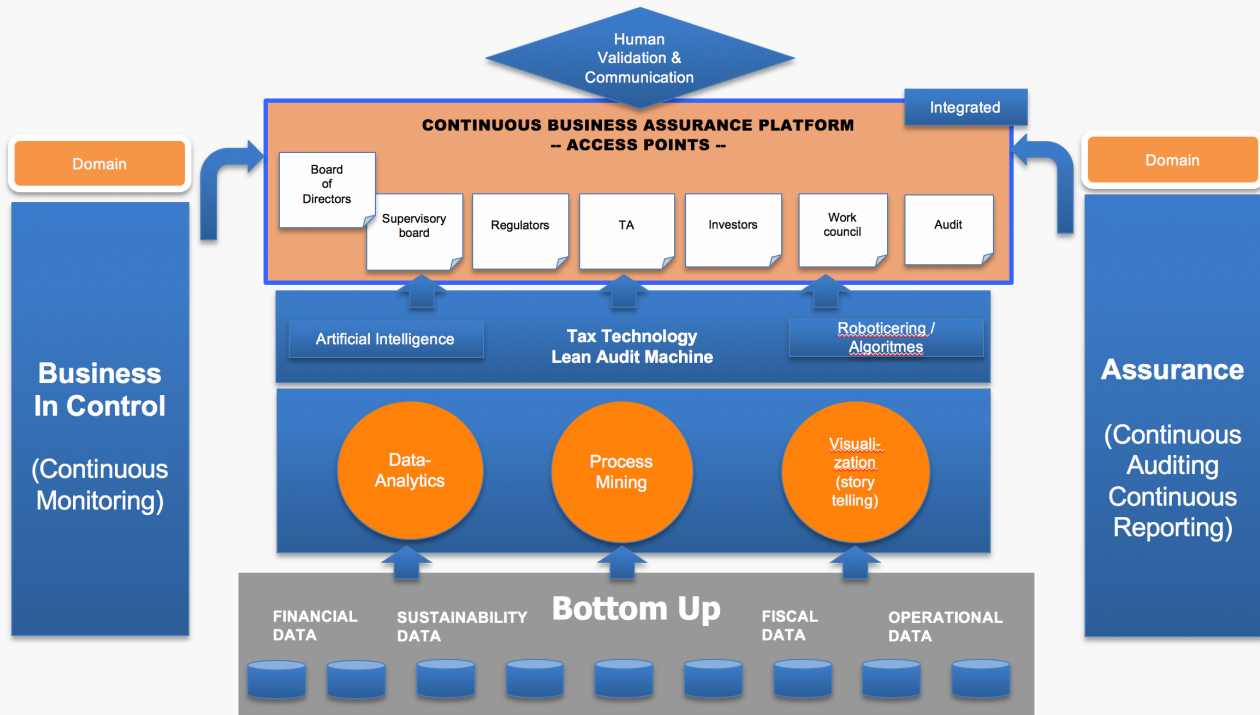
CONEY BUSINESS ANALYTICS

- SNEL INZICHT VOOR BETERE BESLISSINGEN
- ÉÉN 'GECONTROLEERDE' BRON ALS BASIS
- OPLOSSINGEN OP MAAT, PASSEND BIJ JOUW ONDERNEMING
- OPLOSSINGEN DRAAIEN LOKAAL, OF IN ONZE ConeyDataFactory
- VIA ConeyDataFactory KUNNEN UITKOMSTEN OVERAL BEKEKEN WORDEN. OP COMPUTER, TABLET EN/OF TELEFOON

CONEY BUSINESS ANALYTICS

- DATA INLEZEN UIT VERSCHILLENDE BRONNEN
- VALIDATIE VAN DE DATA
- DATA KAN VERRIJKT WORDEN MET RELEVANTE ANDERE BRONNEN
- NAAST FINANCIËLE DATA OOK OPERATIONELE DATA
- ANALYSES KUNNEN PERIODIEK WORDEN GEDRAAID VOOR CONTINUE MONITOREN VAN PROCESSEN

ASSURANCE
EVERY DAY
VOOR ALLE
RELEVANTE
BELANG-
HEBBENDEN



BELANGRIJKSTE STAPPEN VAN CONEY BUSINESS ANALYTICS



ZORGEN EN
WENSEN VAN
KLANT



BEGRIJP WELKE
DATA
BESCHIKBAAR
EN NODIG IS



STEL CONCEPT
ANALYSE EN
DASHBOARD OP



UITVOEREN VAN
DE ANALYSES



RAPORTEER
EN UPDATE
DASHBOARD
IN GEWENSTE
FREQUENTIE

ONZE DIENSTEN

- MANAGEMENT REPORTING 3.0
- OMZET & MARGE ANALYSES
- BUSINESS FORECASTING
- VOORRAAD OPTIMALISATIE
- CASHFLOW ANALYSES
- TAX GERELATEERDE ANALYSES
- API DRIVEN ANALYSES (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

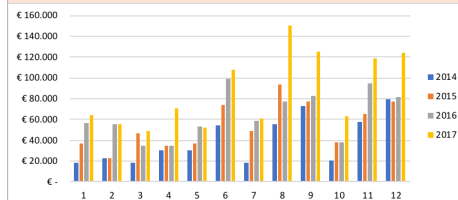
SALES PER CATEGORY

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

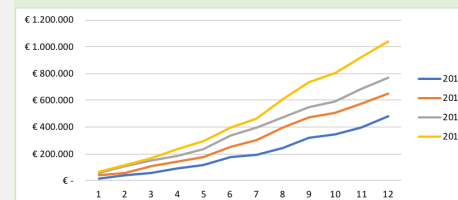
SALES PER MONTH

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

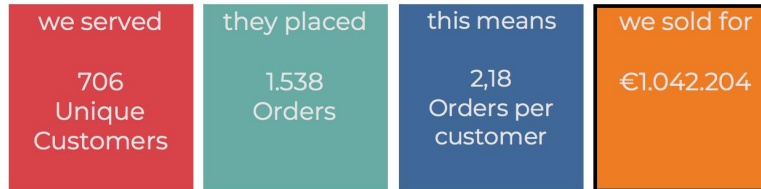
Som van Sales	Order year					
Order Month	2014	2015	2016	2017	Eindtotal	
1	€ 18.604	€ 36.949	€ 56.851	€ 64.420	€ 176.824	
2	€ 41.240	€ 59.931	€ 112.060	€ 120.119	€ 333.350	
3	€ 59.166	€ 106.868	€ 146.987	€ 168.641	€ 481.661	
4	€ 89.299	€ 141.336	€ 181.687	€ 239.006	€ 651.328	
5	€ 119.801	€ 178.128	€ 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}



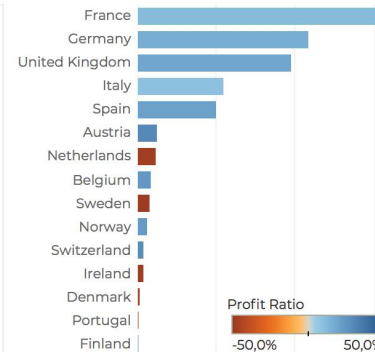
In 2017



Sales map



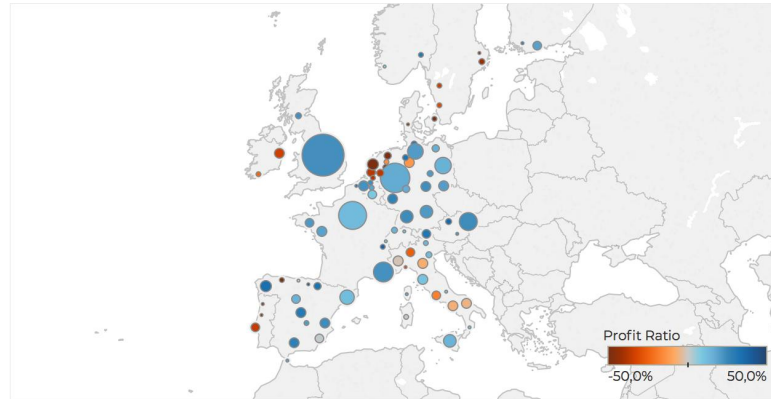
Sales volume per country



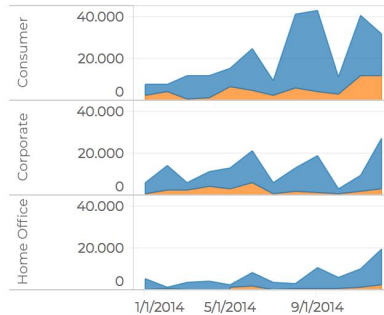
OMZET & MARGE ANALYSE 1/2

Sales Overview

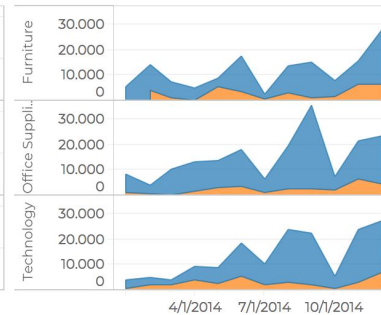
Region
All



Monthly Sales by Segment - States: All



Monthly Sales by Product Category - States: All



Profitable Unprofitable

OMZET & MARGE ANALYSE 2/2

Cost Price Drilldown

Category
Furniture

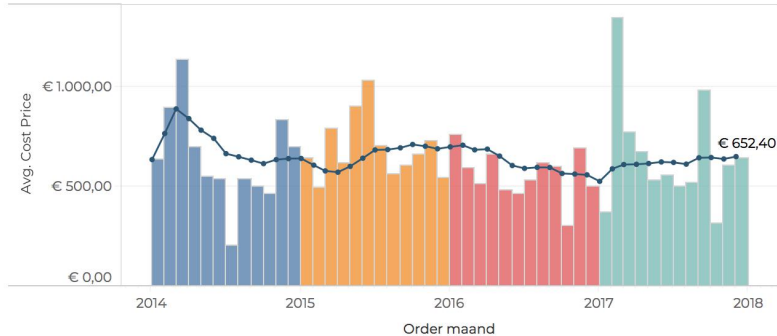
Sub-Category
Bookcases

Furniture

Bookcases



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



DASHBOARD VOOR LOGISTIEK

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

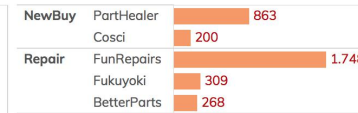
INVENTORY METRICS ANALYSIS v2

Coney

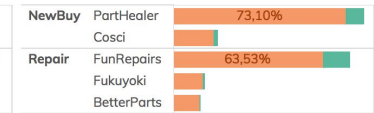
ORDERS OVER TIME



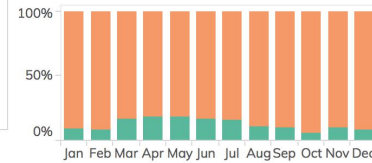
ORDERS PER SUPPLIER



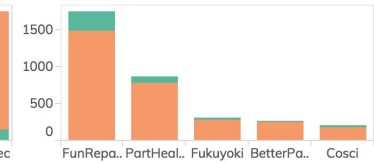
SUPPLIER DESTRESS RATE



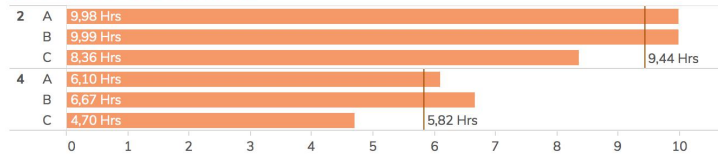
DESTRESSED ORDERS



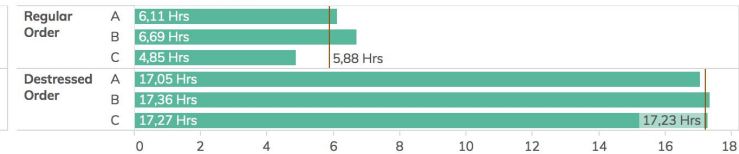
DESTRESS



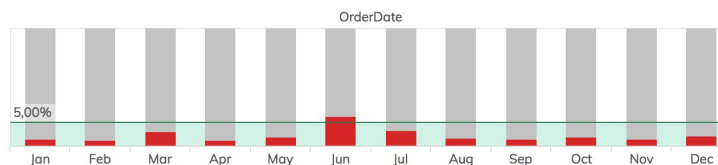
STOCK TO DOCK TIME



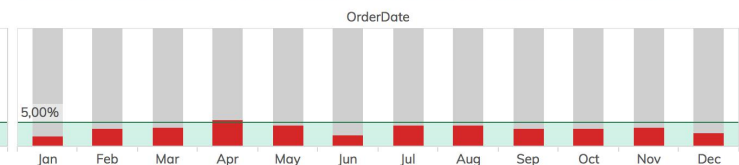
DOCK TO STOCK TIME



STOCK TO DOCK NOT IN TIME



DOCK TO STOCK NOT IN TIME - Excluding Distressed orders



DASHBOARD VOOR VOORRAAD OPTIMALISATIE

Stel je waardes in

Welke locatie wil je bekijken?
CAS

Top N Artikelen
10

Welke top N wil je zien?
Verkop

Min. Omloopsnelheid Max. Omloopsnelheid
1 100

Wat is de snelheids norm?
5,00

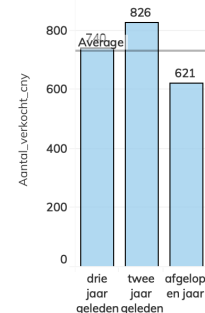
Minimale Inkoopprijs
€10,00

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

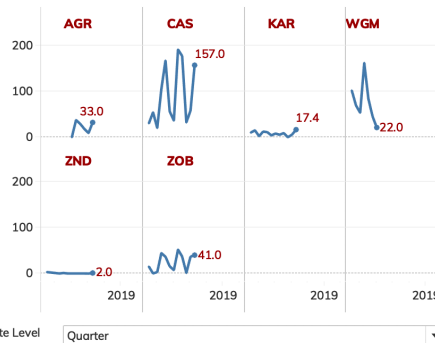
Artikelnummer	Omschrijving	Verkop	Voorraad	t_omloopsnelh.	t_benodigde mutatie voorra.	Avg. Inkoopprijs	mutatiewaarde
07819996301	Motomix 2T 5 ltr.	1.165	85	13,71	148	€14,02	€2.074,96
7330045961077	Aspen benzine 5 liter 4 takt	383	54	7,09	23	€12,90	€291,54
7330045973001	Aspen benzine 5 liter 2 takt	381	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	Maailkop 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

Verkop afgelopen drie jaar



Verkop 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
Grand Total		CAS	383.0	54.0	7,09	22.6
			621.4	185.6	3,35	-61.3

DASHBOARD TRANSFER PRICING ANALYTICS 1/2

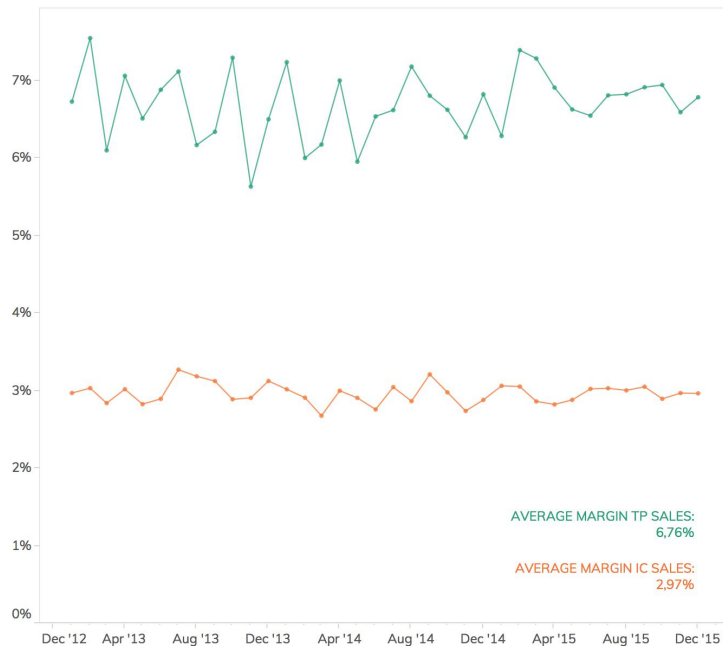
OrderDate
01/01/2013 to 31/12/2018

MARGIN ANALYSIS

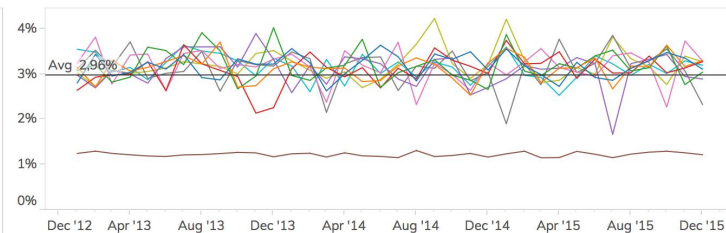
Coney
Discover your data

Specialized analytical support

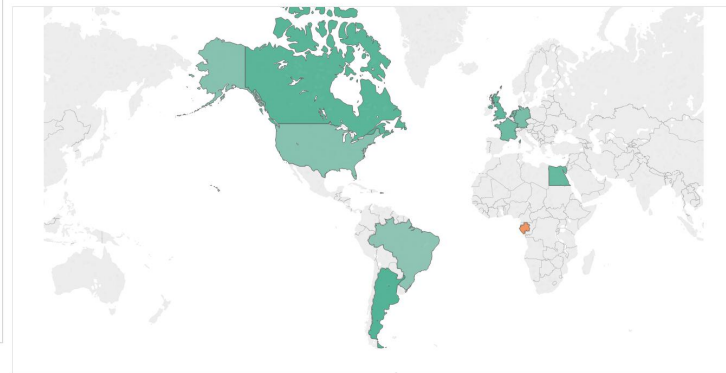
MARGIN ANALYSIS THIRD PARTY vs INTERCOMPANY



ANALYSIS OF IC SALES PER COUNTRY



WORLD MAP OF INTERCOMPANY SALES



DASHBOARD TRANSFER PRICING ANALYTICS 2/2

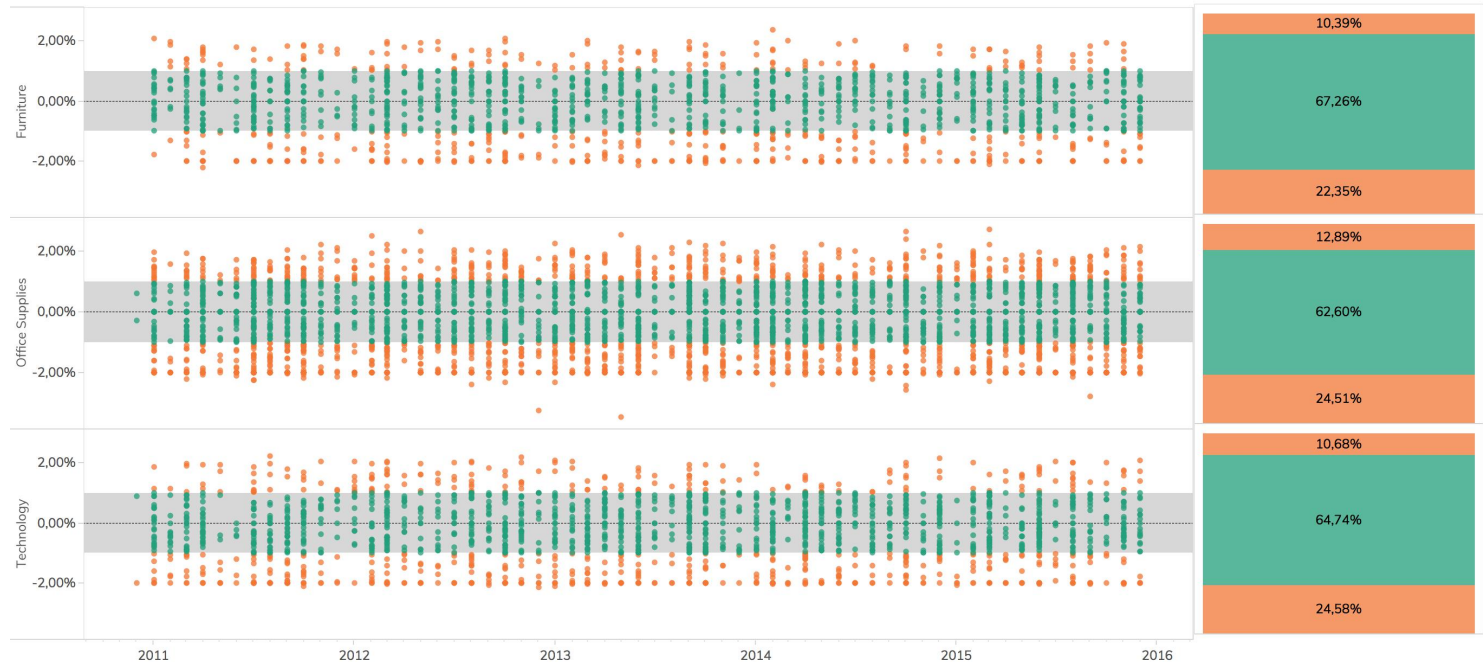
Country
All

TRANSFER PRICING ANALYSIS I

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HOW DOES THE INTER COMPANY SALES PRICES COMPARE TO NORM?





**DANK VOOR JE BELANGSTELLING IN
CONEY BUSINESS ANALYTICS
WIJ ZIJN DANKBAAR VOOR ONS TEAM
EN ONZE KLANTEN.**

- TOGETHER
- EVERYONE
- ARCHIVES
- MORE



Coney Haarlem

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Coney Rotterdam

Van Nelleweg 1413
3044BC Rotterdam



Coney Goirle

Dorpsstraat 2A
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