

# PROFIT SCAN

Stop Low-Margin Orders Before It's Too Late

## Never Get Left in the Dark

Most distributors are plagued by low margins, caused by profit leakage that occurs across many orders, quickly adding up to a huge negative impact on your bottom line. How do you detect those bad orders - at scale - so you can take corrective action before you leave money on the table?

Cavallo® Profit Scan maximizes your profitability by allowing you to instantly identify and capture orders with low margins and other issues in flight. You'll get a crystal clear view of problematic orders, so your business leaders can review and proactively address issues prior to processing to ensure that you're making money on every single order.

## Profit Scan in Action

You define your target margin - overall and optionally by item groups or classifications - and Profit Scan will take care of the rest. Open orders and quotes will be automatically compared to those margin targets. Orders that don't stack up will be surfaced to business leaders for further review, giving immediate insight into where improvements are needed.

These insights aren't just limited to the Profit Scan screen. New fields like margin, target margin, margin gap, and margin status will also be available and visible throughout Business Central, for an easy understanding of the impact each individual order has on overall profitability.

The screenshot displays the Cavallo Profit Scan interface. At the top, there's a navigation bar with various menu items like 'Finance', 'Cash Management', 'Sales', 'Purchasing', 'Shopify', and 'Cavallo Profit Scan'. Below this is a search and filter bar. The main content area is divided into two parts: a summary dashboard on the left and a detailed table on the right.

**Summary Dashboard:**

- Open Documents: 54
- Average Margin - Open Documents: 28.58%
- Base Margin Target: 20.0%
- Under Target: 21
- Average Margin - Under Target: 14.98%
- Net Margin Variance: -\$6,578.29
- Negative Margin Variance: -\$12,466.91

**Table:**

No.	Due Date	Salesperson Code	Calculated Margin Amount	Calculated Margin Percent	Target Margin Percent	Quote / Order Margin Status	Lines Margin Status	Net Margin Variance	Negative Margin Variance ↑	Amount
S-ORD101001	5/2/2023	JQ	-7,078.80	-117.98	20.00	Negative	Negative ...	-8,278.80	-8,278.80	6,000.00
S-ORD101011	5/10/2023	JO	4,056.00	20.62	24.00	Missing Target	Lines Miss...	-664.80	-1,450.50	19,670.00
S-ORD101002	6/1/2023	JO	-596.30	-50.35	20.00	Negative	Negative ...	-833.16	-841.00	1,184.30
S-ORD101023	4/24/2023	JO	99.90	3.86	23.71	Missing Target	Lines Miss...	-514.12	-518.10	2,590.10
S-ORD101018	4/24/2023	JO	4,402.00	21.99	24.00	Missing Target	Lines Miss...	-401.84	-401.84	20,016.00
S-ORD101019	4/24/2023	JO	0.00	0.00	24.00	Missing Target	Lines Miss...	-187.37	-187.37	780.70
S-ORD101046	5/10/2023	JO	18.66	2.33	24.00	Missing Target	Lines Miss...	-173.19	-173.19	799.36

**Profit Scan Summary:**

- Margin Status: Negative, Negative Lines
- Margin Amounts:
  - Calculated Margin Amount: -7,078.80
  - Target Margin Amount: 1,200.00
  - Net Margin Variance: -8,278.80
  - Negative Margin Variance: -8,278.80
- Margin Percent:
  - Calculated Margin Percent: -117.98
  - Target Margin Percent: 20.00

Instantly see which orders don't meet your margin targets



### Key Benefits

- Prevent profit leakage due to over-discounting and other problems
- Gain full visibility into how open orders and sales documents stack up against your target margins
- Identify areas where margins can be improved and take immediate action
- Easily understand how individual orders are impacting your overall profitability

Profit Scan will provide immediate value from within Microsoft Dynamics 365 Business Central. Organizations seeking broader protection from profit leakage can extend Profit Scan with Cavallo<sup>®</sup> Mission Control, a powerful solution that enables the creation of dynamic processes and automated business rules that stop margin issues from occurring.

### Key Features

- Automatic detection of any low-margin order or quote
- Immediately present all problematic orders to a business leader for review
- Customizable margin targets, overall or broken down by item groups or classifications
- Make critical margin-related information available throughout Business Central

“Cavallo<sup>®</sup> provides much better visibility into order profitability than BC does on its own. We are stopping low margin orders that used to get through.”

- Tyler Norris, Toolmatics

Adatum Corporation

S-ORD101005 | Search | Analyze | Accept | Email | Follow Document

\$8,004.00	10.38%	\$830.80	25.0%	-\$1,170.20	-\$1,220.24
Amount	Margin Percent	Margin Amount	Target Margin	Net Margin Variance	Negative Margin Variance

Item Number	Amount	Margin Amount	Margin Percent	Margin Target	Margin Status	Net Margin Variance	Q
1896-S	5,004.00	1,100.50	21.99	26.00	Missing Ta...	-200.54	5.0
1996-S	3,000.00	-269.70	-8.99	25.00	Negative	-1,019.70	3.0

All problematic orders are presented to a business leader for further review



### A Comprehensive Toolkit to Drive More Value from Business Central

Cavallo® Profit Scan is part of our suite of powerful flexible solutions for Microsoft Dynamics 365 Business Central, which includes next-level functionality like order automation and visibility, credit card processing, custom fields, and analytics to transform your distribution business.

	Free Version	Paid Version
Self-install	✓	✓
Set base target and item sub-target margins	✓	✓
View the dashboard of all orders that do not meet user-defined thresholds	✓	✓
Scan thousands of orders in seconds	✓	✓
Reason code configuration (for document acceptance)		✓
Drill-Down to Individual Order Detail		✓
Dashboard actions		✓
<i>Accept documents</i>		✓
<i>Follow documents</i>		✓
<i>Email documents</i>		✓
<i>Event history</i>		✓
Calculated fields (visible throughout BC)		✓
<i>Sales line search</i>		✓
<i>Sales order search</i>		✓
<i>Sales quote search</i>		✓
<i>Sales quote and order archives</i>		✓
<i>Sales quote entry</i>		✓
<i>Sales order entry</i>		✓

