

# PROCESS ANALYTICS

## Distribution data science

### What is SalesPad Process Analytics?

SalesPad's<sup>®</sup> distribution business intelligence software features a real-time analysis and optimization tool powered by machine learning. It's a snapshot of "now vs. always" for every process your business uses. It integrates directly into your existing technology stack to provide an instant look into the status of your operations in direct comparison with your company's historical averages. These deep data insights eliminate dependence on tribal knowledge and surface issues in your process flow, as well as:

- Find and fix process bottlenecks
- Monitor live business performance dashboards
- Clearly map your operations
- Retrieve and analyze decision-grade data
- Bring costly inefficiencies to light and identify potential profit

### What does it look like in action?

Process Analytics captures point-in-time snapshots for every order in your system to provide benchmarks for the processes your company uses every day. Compare these benchmarks with the current status of your operations to uncover where you're losing money in your processes.

Identifying your company's benchmarks empowers you to enhance its performance. Respond to issues before they cause costly mistakes, and use Process Analytics' data intelligence to optimize your business processes.

### HOW DISTRIBUTION-DESIGNED B.I. CHANGES THE GAME

#### Process mapping

See a crystal-clear picture of your processes by following every path documents take through your system. Make detailed inquiries to identify current bottlenecks and predict future disruptions.

#### Clarity of vision

Historical data is nothing new, but Process Analytics combines historical data with real-time averages to answer questions like: How many orders have we processed in the last hour? Where are orders getting stuck, and what is causing the delays? The data you can retrieve is limited only by your imagination.

#### Alerts

Define notification conditions to receive alerts any time those conditions are met. Dial in your processes and handle situations in real time. Create alerts for orders that take too long to ship; documents that get stuck in a management review process, or that don't meet specific margin requirements; and much more. Use alerts to identify and monitor areas of waste.

#### Data visualization

See where your operations are falling behind before they break. Use the data you uncover to find hidden profits, clearly map your distribution processes, and eliminate bottlenecks. View your operations with perfect clarity, then make informed decisions on how to address any challenges brought to light.