

# PROFIT SCAN

## Stop Low-Margin Orders Before It's Too Late

### Never Get Left in the Dark

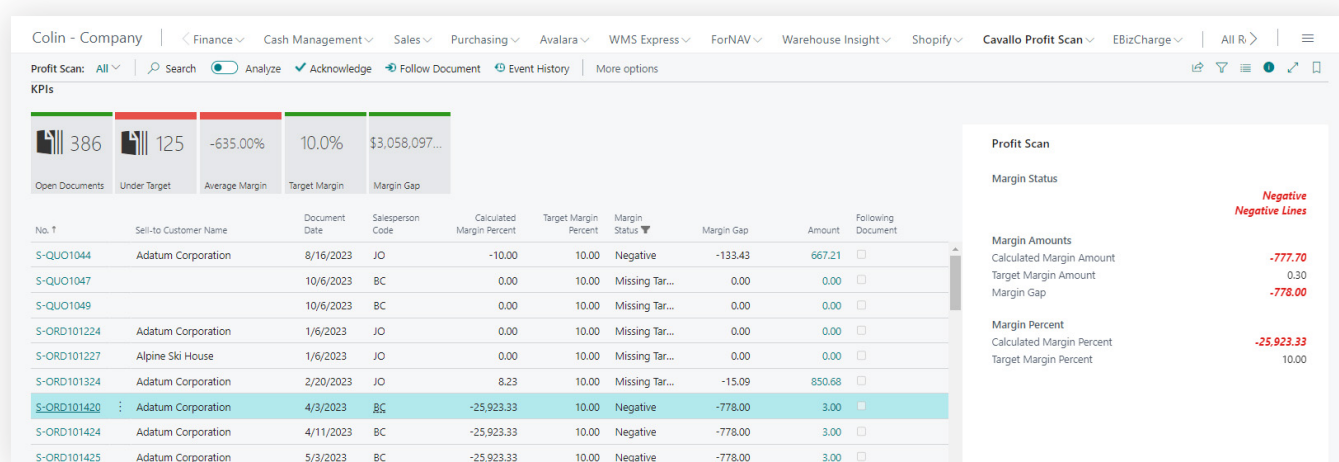
Most distributors are plagued by low margins, caused by profit leakage that occurs across many orders, quickly adding up to a huge negative impact on your bottom line. How do you detect those bad orders - at scale - so you can take corrective action before you leave money on the table?

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.



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

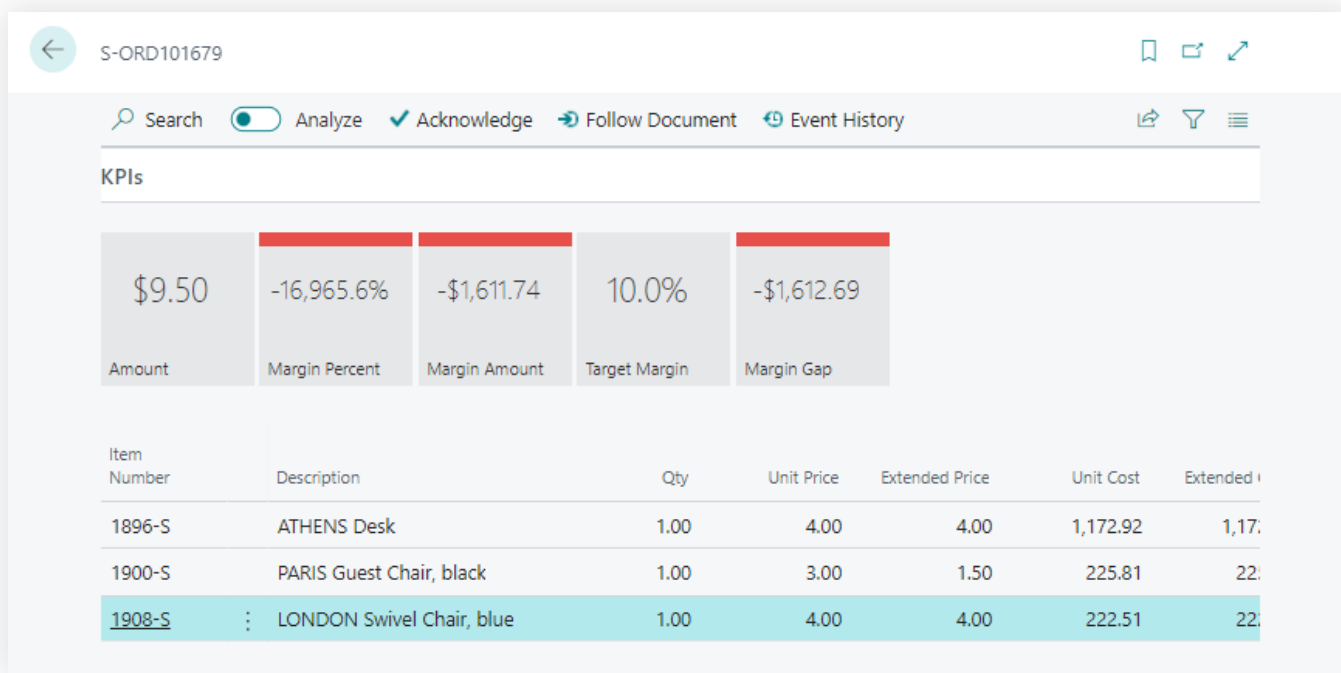
Profit Scan will provide immediate value from within Microsoft Dynamics 365 Business Central. Organizations seeking broader protection from profit leakage can extend Profit Scan with Cavallo® Mission Control, a powerful solution that enables the creation of dynamic processes and automated business rules 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 of classifications
- Make critical margin-related information available throughout Business Central

“Cavallo® 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



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

Details
Attachments (0)

### Profit Scan

Margin Status

Meeting Target  
All Meeting Target

Margin Amounts

Calculated Margin Amount	1,185.50
Target Margin Amount	538.96
Margin Gap	646.54

Margin Percent

Calculated Margin Percent	22.00
Target Margin Percent	10.00

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Cavallo Document Statuses

Allocated	
Open Pick	<a href="#">View</a>
Open Shipment	<a href="#">View</a>
Needs Payment	

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Cavallo Business Rules

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Sell-to Customer Sales History

Customer No.	10000
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## A Comprehensive Toolkit to Drive More Value from Business Central

Cavallo<sup>®</sup> 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.

Take immediate action to boost order profitability before it's too late