CASE STUDY

MANUFACTURING SALES DASHBOARDS

The Challenge

PROVIDE INSIGHT INTO CURRENT BOOKINGS AND SALES WITHOUT MANUAL COMPILATION OF DATA

Two premium manufacturers of collegiate and resort apparel had recently merged to form a single company.

As they moved forward to merge processes and systems, the client needed to quickly automate critical booking and sales reporting and measure progress to sales goals.

With data residing in separate systems, it was becoming overly time consuming and difficult to compile and prepare the reports needed for operational success during the transition.

FEATURES & BENEFITS

- **Manual effort eliminated:** Users no longer need to gather data from multiple systems

- **Graphical Interpretation of Bookings & Sales:** Call outs and trend graphs provide at a glance insight into sales progress.

- **Improved Analysis:** Trend charts give executives the information needed to better understand lead time & react to sales trends.

The Solution

SALES DATA REPOSITORY WITH EXECUTIVE DASHBOARD REPORTING

Aspect Consulting was engaged to pull the data needed for reporting from the client's ERP systems, and design a new series of dashboard reports to provide insight into current bookings and sales against goals.

Data Centralization: Aspect worked with stakeholders to extract the data needed to support the reporting metrics from the company's ERP systems

Dashboard Design: Next, Aspect worked with the client stakeholders to design a set of two dashboards:
- An Invoice Dashboard that displays trending invoice dollars contrasted with progress to sales goals by garment type and sales channel.
- A Bookings dashboard with a time series view of bookings by requested ship date, contrasted with the previous year. Metrics show growth or loss over the prior period by garment type and sales channel.

The Advantage

DASHBOARD REPORTING PROVIDES GREATER INSIGHT INTO OPERATIONAL GOALS & DEMAND

- Eliminates Manual Effort required to gather data and produce reports. Users can log in to the Power BI portal and quickly view a snapshot of bookings and sales.

- Streamlines Analysis: Users can quickly see progress to this period's goals, and view sales and bookings contrasted to last year, with key figures highlighted in easy to read call outs.

- Provides Greater Insight into Lead Time: Executives can now easily measure how well the company is meeting sales goals, measure growth over the prior year by garment or sales channel, and measure average lead time to shipping to better understand whether changes need to be made in operational staffing to meet demand.