



Retail Industry C-Suite Strategic Management Decision Platform

Smart Financial Analytics for Businesses



How the Retail Dashboard Helps with Decisions.

What key challenges Business leaders face in Retail Industry

- Customer Retention and Engagement: Struggling to maintain customer loyalty in a highly competitive market while addressing evolving consumer preferences and expectations.
- Supply Chain and Inventory Management: Challenges in managing stock levels, reducing stockouts, and optimizing inventory turnover amidst fluctuating demand and global supply chain disruptions.
- Profitability and Cost Control: Difficulty balancing operational costs, discounting strategies, and profitability while staying competitive and ensuring sustainable growth.

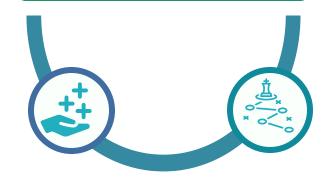
How you can benefit as a Business Leader

- Sales and Profitability Insights: Displays sales performance, customer behavior, and profitability metrics to support revenue growth and strategic planning.
- Operational and Inventory Efficiency: Visualizes fulfillment metrics and inventory levels to identify delays, optimize supply chain operations, and meet customer demand.
- Customer Experience and Retention: Highlights customer satisfaction, retention, and engagement metrics to enhance loyalty and service quality.



What Solution do we offer

 A Management Decision analytics platform for Retail sector powered by MS Fabric Ecosystem helps Business Leaders arm themselves with the right tool-kit for strategic and operational decision-making



How we approach the solution

- Integrate Data with Source Systems for Real-Time Insights: Retail Source data, such as sales transactions, customer profiles, and inventory levels, is pulled into Microsoft Fabric's data warehouse, enabling seamless integration and centralized storage for improved accessibility and analysis.
- Drive Business Logic Using Powerful Data Science and ML Models for Robust Analytics: Data is transferred to Power BI, where a semantic model is created to define business logic and establish relationships between data tables. This supports cloud automation workflows and predictive analytics for demand forecasting, Price Forecasting, Inventory Replenishment.
- Track Crucial KPIs with High-Impact Visualization Dashboards: KPIs such as Order Fill Rate, Inventory Turnover, and Customer Retention Rate are built within Power BI, providing actionable insights in the Fabric workspace and enabling data-driven decision-making across the organization.



What is covered in Retail Dashboard screen.



Sales Performance

 Visualizes metrics such as sales growth, sales by channel, net sales, and conversion rates to track revenue trends and identify high-performing channels.



Inventory Management

 Provides insights into stock accuracy, turnover rates, stockout percentages, order fill rates, and inventory levels to optimize supply chain operations.



Fulfillment Overview

 Displays metrics like on-time delivery rates, backorder percentages, and fulfillment cycle times to monitor and improve delivery performance.



Customer Experience

 Highlights key metrics such as customer satisfaction scores (CSAT), net promoter scores (NPS), repeat purchase rates, and resolution times to gauge and enhance customer engagement.



Profitability Metrics:

 Showcases data on average transaction value, operating profit, and customer lifetime value (CLV) to assess business profitability and long-term sustainability.





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