

MARGIN WORKBENCHSM

Instant Profitability Management

OVERVIEW

Every sale, every expense, every decision leads to your bottom line. Wouldn't it be great if you could ensure your employees are making each decision an informed one? You can't be everywhere, but you can empower your team with the data to show how their actions impact profitability and give them the tools to make every decision fact-based.

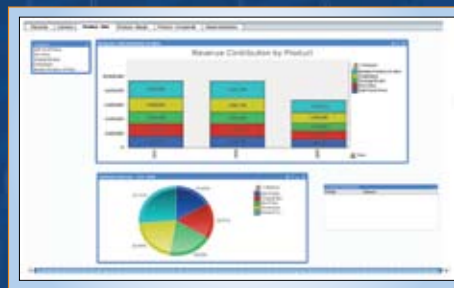
PERFORMANCE MEASURES

Operational systems do a great job of tracking your sales and your costs – but unless they're integrated in a way that matches every cost to every sale, you can only track your performance at a macro level. Our Margin WorkbenchSM calculates these *for each transaction* so you can conduct drill downs including:

- Products – Which are your highest contributors? Your laggards?
- Customers – Who's buying the most profitable products? Who's wasting your time?
- Salesperson – Revenue is important, but who's really contributing to the bottom line? Are your compensation models resulting in the correct behavior?

MARGIN WATERFALL

Using nimble toolsets, with limited commitment from your staff, we can depict your margin waterfall using a visually compelling, web-based interface, allowing you, your staff and your analysts to slice and recombine your data so you can use it to improve your organization's decision making.



WHAT-IF ANALYSES

With our analytics modules, you can:

- View your history with different conditions.
- Predict the future with custom assumptions.

HOW IT WORKS

- No new hardware or software required with our hosted service (onsite installation also available).
- No large, up-front capital expenditures with our subscription model.
- Daily data updates from your operational systems.
- Built on leading-edge, industry-standard technologies.
- Built-in upgrade path to enterprise-wide deployment.

ABOUT DATASPACE

Founded in Ann Arbor, Michigan in 1994, Dataspace helps clients in the U.S. and Europe implement business intelligence — from basic query and reporting systems to management dashboards, data warehouses, and advanced analytics — we turn idle data assets into strategic assets; helping clients identify trends, react earlier, and yes, even predict the future.



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