



Case Study

Leveraging POS-Driven Intelligence For Strategic Business Planning

About the Client

A global manufacturer operating in the fields of industry, worker safety, US health care, and consumer goods, this Fortune 500 Company produces over 60,000 products under several popular brands.

- 60K+ products in portfolio
- Sales in 200+ countries
- 11+ industries served

They are known for using science and innovation to create impactful products and have over 100,000 patents to prove it.

The Challenge

Our client partner struggled with receiving and processing POS data from their distributors in timely, accurate, and comprehensive way.

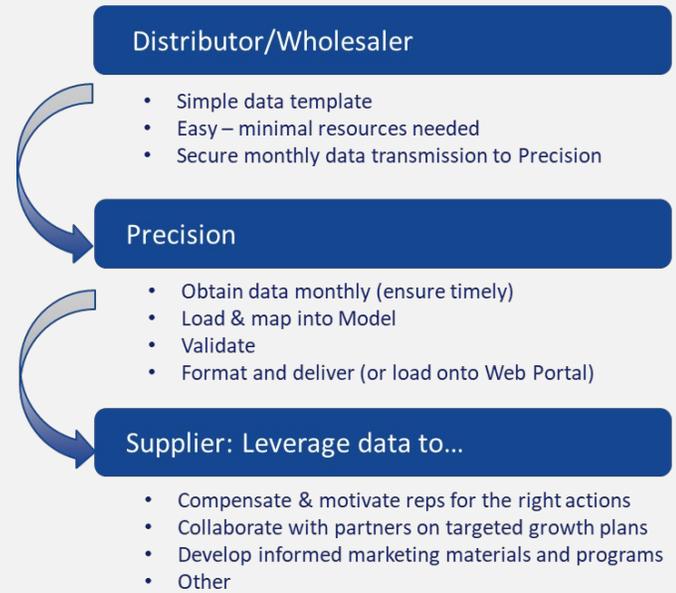
They looked to Precision for help enhancing their distributor POS data transfer process so that they could:

- maximize the % of sales covered by the POS service
- improve sales reporting and rep/broker compensation
- increased strategic business planning opportunities based on POS-driven intelligence

Actionable Big Data Solutions:

Applying Precision’s Point of Sale (POS) Data Analytics Model and industry expertise, we:

- load, map, and validate 60+ commercial distributor data feeds monthly (data conditioning)
- streamline incoming data to a universal EDI file format based on client specifications
- support a distributor onboarding program to increase data transfer participation
- automate sales reporting for reduced discrepancies and faster payment processing times



Results and Benefits to the Client:



Saved Internal Time & Resources

Reduced internal time and resources spent on POS reporting, replaced with automated and efficient process.



Improved Compensation Processes

Improved measurement and compensation to sellers/brokers with accurate and timely data.



Increased Business Planning Opportunities

Increased strategic business planning opportunities with key customers based on POS-driven intelligence.

About Precision:

We help B2B distributors, suppliers, and wholesalers uncover growth opportunities, increase revenue, and maximize margin leveraging the inherent power of data and data insights. Leverage our 20+ years of experience to achieve your company’s goals.

Connect with Us



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