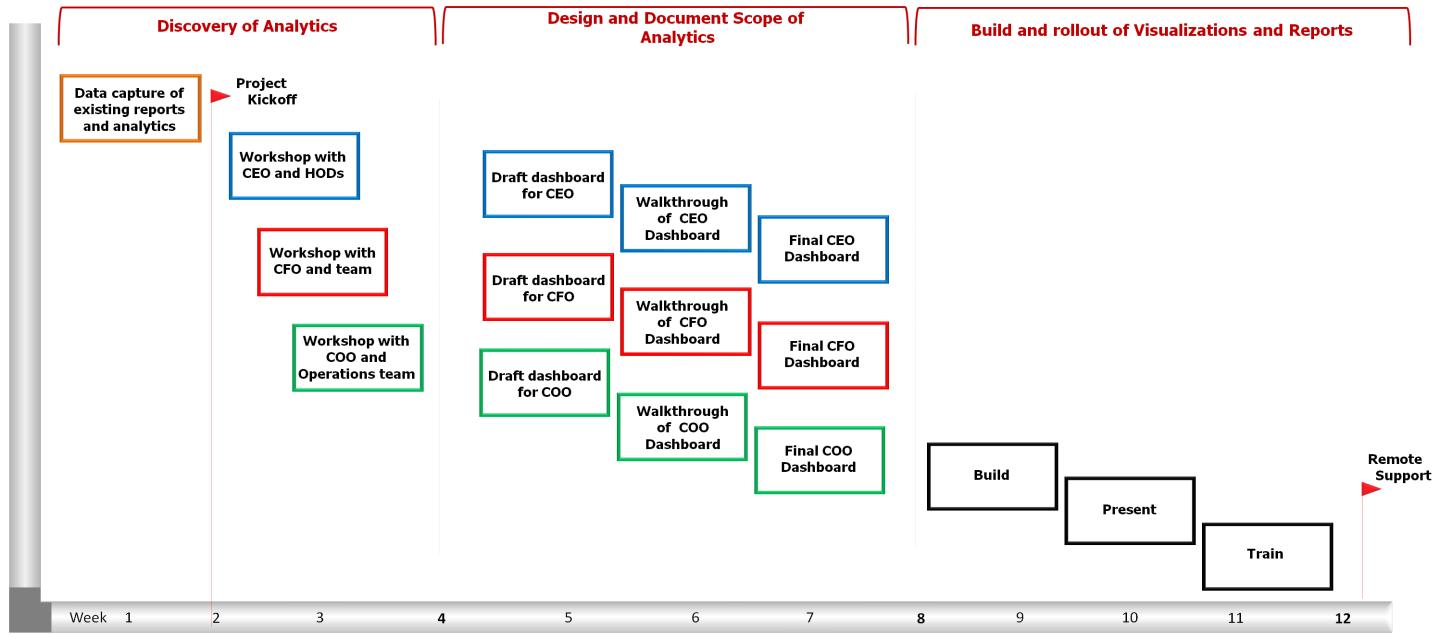




ABS Business Intelligence and Analytics Solutions

Our engagement model:



Discovery of Analytics

- Workshop led and 1-0-1 sessions with key stakeholders including CEO, COO and Head of Departments.
- Arrive and agree on the strategic objectives of the key stakeholders and define the Key Performance Measures/ Metrics/ Indicators and Targets.

Design and Document Scope of Analytics

- Arrive agree and document the various Dashboards/ Visualizations/ Report formats based on the Key Performance Measures/ Metrics/ Indicators and Targets.

Build and rollout of Visualizations and Reports

- Develop and rollout the agreed Dashboard/ Visualization/ Reports.

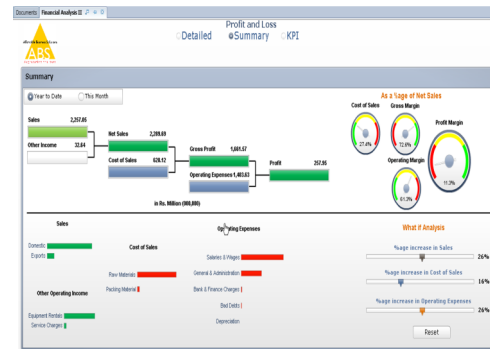
Key performance Indicators

Profit and Loss			
Detailed Summary KPI			
KPI			
Liquidity Ratios			
Current Ratio	6.63:1	4.81:1	
Net Working Capital	4,43,49,300	4,19,93,221	
Quick Ratio	3.33:1	2.03:1	
Debt Equity Ratio	0.44:1	0.26:1	
Operational Efficiency			
Operating Expense Margin	59.81%	61.00%	
Inventory Turnover (Times)	19.89	19.24	
Inventory Days	87	96	
Receivables Turnover (Times)	4.05	2.62	
Receivables Days	90	139	
Payables Turnover (Times)	7.09	4.56	
Payables Days	51	80	
Assets Turnover	2	1	
Fixed Assets Turnover	6	3	
Profitability Sustainability			
Sales Growth	22.8%	105.00%	
Operating Self Sufficiency	0.96:1	1.08:1	
Gross Profit Margin	60.75%	70.31%	
Net Profit	0.94%	9.24%	
Return of Equity	7.77%	14.22%	

Budget Vs. Actual

Profit and Loss											
Detailed Summary KPI											
Domestic											
Year to Date											
Monthly											
Year to Date											
Quarterly											
vs. Budget											
vs. Last Year											

P&L– What if analysis



Industries served:

- Equipment and Component Manufacturing
- FMCG and Non- Durable Goods Distribution
- Retail & E-Commerce
- Professional Services
- Agro & Food Processing Industries

Why Choose Us:

- 12+ Years of experience
- 200+ Customers in the SME Sector in India
- Dedicated Helpdesk for Support
- Business Transformation Consulting- Transform from an individual-dependent to a process-centric business

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