

## Case Study

# Using Automation to Improve Operational Performance



### The Problem

- Disparate data in many spreadsheets, workbooks, google doc and reports
- Too much effort spent collating data
- Unclear understanding of performance issues
- Inability to make sound business decisions

### The Solution

- Automated processing of the disparate data into a central database
- Removal of duplicate data to aid one-time input
- Single user form for data entry / upload
- Graphical report to show trends and performance to target identifying gaps in business performance and more action-orientated management discussions



### The Results

There is now a sales summary snapshot reporting weekly, month-to-date and year-to-date sales orders, returns, credits and marketing spend by each business unit: wholesale partner, territory etc.

From this dashboard, the business can accurately track sales performance and take the necessary actions to get the business back on track if needed!



**“In 3 weeks we have completely changed how we manage sales and operational performance using this management dashboard and can now take the right actions at the right time”**

## Get in touch

Get in touch with our analytics experts today

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