

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 more 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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