BizData®
Broader Perspective. Better Decisions.

Sales Performance SmartView

Plan and control your sales performance

Accurately predicting sales volumes every month helps to better manage cash flow and capacity planning to make sure that a business can keep up with customer demand.

Consolidating these forecasts from a large workforce is a key challenge that prevents most businesses from providing a regularly updated view.

The Sales Performance SmartView Solution provides the opportunity to detect patterns that more objectively estimate sales revenue by taking into account seasonality, environmental and market factors and location.

- Better understand key external factors that impact sales performance
- Accurately forecast branch budgets and set insightful KPIs
- See a real-time consolidated view of data captured across the entire branch network

Consolidate your network

- Bring together all branch sales and planning data into a single location
- Govern branch reporting with standard business rules
- Consolidated view of forecasts in real-time

Compare actuals vs forecast via a single interface

Understand the Impact

- Increase granularity of data collected to include impact of seasonal changes, holidays, incentives and location
- Gain daily insight to predicted sales performance
- Take preventative action before targets are missed

Data-supported Insights

Plan Smarter

- Early actionable insight to future sales
- More accurately predict sales volumes for each branch and manage supply more effectively
- Daily scorecards and dashboards let you see exactly how each branch is performing

Improve sales performance with more information delivered more often

"BizData was a natural choice as an implementation partner based on their depth of experience with implementing these systems for Finance, Sales and Operations"

Sasha Nikolic, COO, Reece

Sales Performance SmartView harnesses Microsoft Azure and Kepion to deliver an integrated solution.

Web Based Data Capture

- Enabling data capture across sales planning and delivery activities in the office and in the field
- Intuitive forms with embedded business rules to streamline the budgeting & planning process
- Consolidate your sales data across teams, regions and product sets
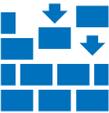
Machine Learning

- Prediction of sales performance is realized by Azure Machine Learning Sales Performance Model trained specifically on your network sales performance, whilst incorporating external factors including seasonality, geography, marketing incentives, customer credit and more.
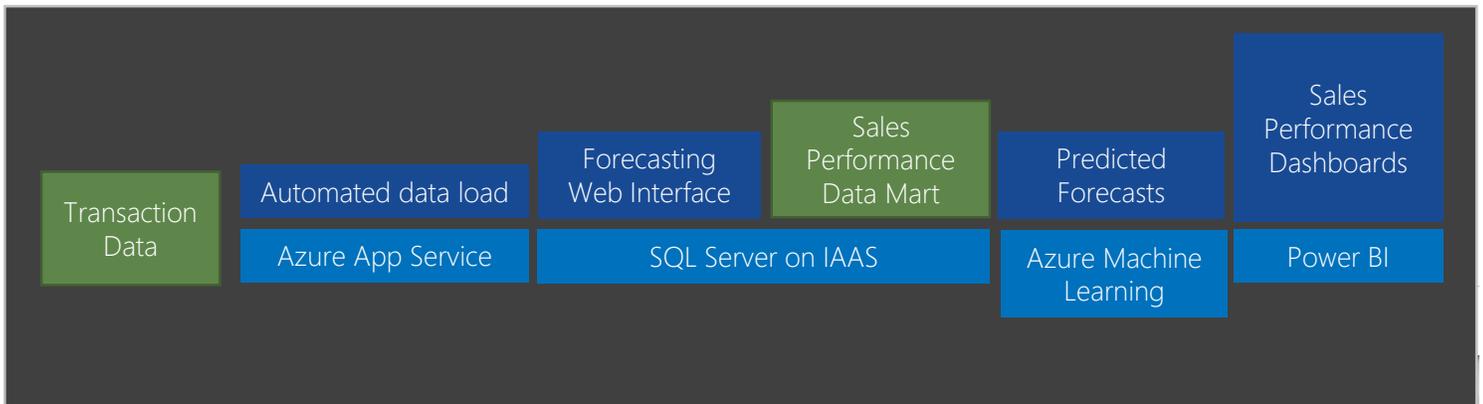
Our promise to you

Control your revenue and gain confidence your sales pipeline

An offer to get you started

BizData will deliver a streamlined engagement comprising of a;

- Cloud platform installation
- Development of a budgeting and planning data capture interface
- Financial Model
- Sales management report suite

Get Started from $30,000

Transaction Data	Automated data load	Forecasting Web Interface	Sales Performance Data Mart	Predicted Forecasts	Sales Performance Dashboards
	Azure App Service	SQL Server on IAAS		Azure Machine Learning	Power BI

Tangible Benefits / Desired Outcomes

- Governed process to reliably capture sales budgets, forecasts and actuals across your network
- Deeper Insight into factors that directly affect sales performance
- Data driven predictive foresight allowing you to take remedial action quicker.

Why BizData?

BizData is an internationally award winning Data Analytics Agency. We specialise in rapid delivery of Artificial Intelligence, Big Data and Business Intelligence solutions, leveraging Microsoft and Open Source technology. BizData is widely recognised for excellence in innovation and implementation of customer solutions that spearhead a data-driven culture for everyone.

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