

# MIT S Distributor Analytics

Unlock the insight you need to succeed

To make the best decisions, drive positive change, and achieve your company's goals, your team needs timely access to the metrics that matter most to your business. MITS Distributor Analytics is powerful reporting and analytics software that unlocks the information buried in your business systems, and puts your key metrics, and insight about them, into the hands of your team.



#### **Empower your team**

Eliminate lengthy, manual reporting cycles and give people the power to find their own answers. MITS helps your team quickly see the big picture, drill down into the details, solve problems, seize opportunities, and make decisions that move the dial on your key metrics.



#### **Fast track adoption**

We offer a range of expert services to help you see real results from your MITS implementation. Our adoption specialists live and breathe distributor analytics and can help you 'connect the dots' between your business goals and our product.



#### **Realize business value**

Unlike 'vanilla' business intelligence solutions, MITS is a distributor-specific analytics solution packed with hundreds of pre-built, customizable dashboards, scorecards, and reports—so you get immediate value and fast ROI.



#### **Degree in IT not required**

We understand that your team is mostly made up of business people and not techies. MITS software is designed to be self-service—easy enough for anyone on your team to use and tweak, freeing up your IT staff to work on strategic projects.



#### **Get one version of the truth**

Eliminate the doubt and ambiguity that comes from reviewing reports built from disparate data sources or methods. MITS pulls data from a central repository that syncs with your business systems, so anyone can create and modify dashboards and reports that deliver accurate numbers—no SQL skills required.



"It is very user friendly for any user to add a piece of data that's missing, re-sort the data, or filter it—nearly anyone in the company can do it."

# How it Works

MITS reporting and analytics software resides on your servers, is fully integrated with leading business systems for distributors, and comes with pre-built dashboards, scorecards, and reports for instant overview of performance, drill-down, and drill across capabilities.

## Security and control you can rely on

With MITS you control how much information is accessible at the individual user or group level. And because our business intelligence and reporting software is installed on premise, your data remains securely behind your firewall.

## Mobile access for on-the-road productivity

Need to check a customer's order or review inventory turns on the road? Our browser-based business intelligence tools are optimized for tablets and smartphones, so your team can get the job done wherever they may be.

## Filter, sort, trend, visualize

MITS includes all the features you'd expect from a top-of-the-line reporting and analytics solution, including the ability to drill down, sort, and filter your data, as well as see information on a trended and visual basis.

## Automate internal and external distribution

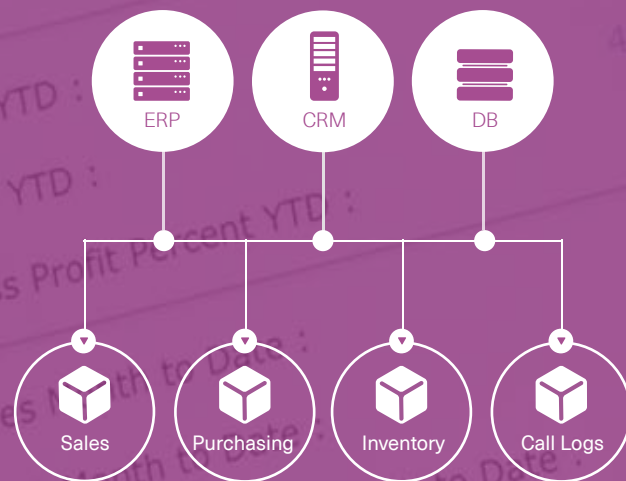
Any dashboard, scorecard, or report you generate with MITS can be sent via email on a one-off or regular, scheduled basis. A great way to keep customers, suppliers or other stakeholders informed without giving them direct access to your systems.



### MITS Exchange

*Our annual user conference is a great place to network with other users, get additional new user and advanced training on our solution, and influence our product roadmap*

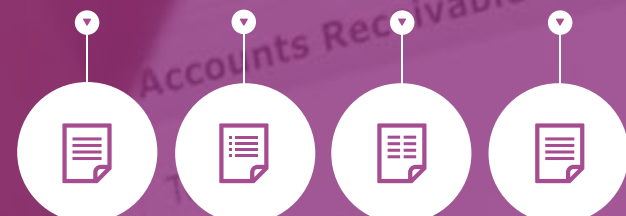
Data sources from any of your business systems are cached in a hypercube



Top level dashboards consolidate data into single views

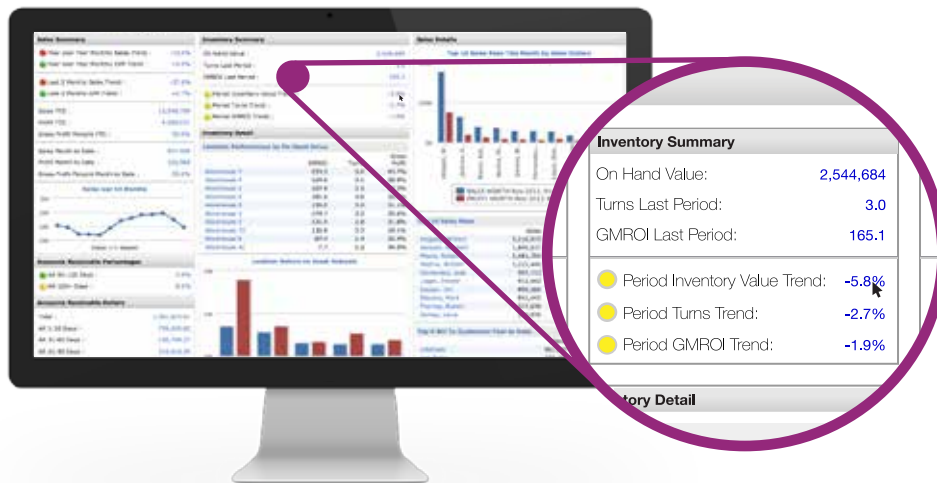


Each component allows you to drill down into the source level data



# Arm your staff with role-based tools

Empower everyone from your CEO to each sales rep to make better decisions with tools designed specifically for their role.



## EXECUTIVES

**Know the big picture and who to contact next.**

Instantly tap into branch, product, sales, or financial details to know who to contact to ensure that action is taken and business kept on track.

**Monitor your biggest investment.** Use inventory scorecards and reports to track GMROI, turns, and on-hand value, so you can identify issues at the product, warehouse, and customer level.



## SALES

**Make it easy to prioritize daily tasks.** Track top open orders, quotes, bookings, and collections data, so sales reps know what to focus on each day.

**Improve customer insight and engagement.** A customer scorecard shows how current bookings compare to last year, which products they've stopped buying, how closely they are tracking to gross profit goals, fill rates, and more.

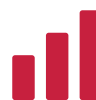


## INVENTORY

**Head dead stock off at the pass.** Track products with high on hand value and low sales on a scorecard, or schedule alerts when sales fall below an acceptable threshold.

**Find the 'Goldilocks' spot for your inventory.**

Set and monitor the optimized level of stock across your product lines and branches—and make a big impact on cash flow, stock outs, and customer service.



## PRICING

**Track overrides and pricing trends.** Closely monitor how your pricing strategies affect margin, and keep tabs on how often prices are being overridden and by whom.

**Keep supplier pricing in line with goals.** Easily see which prices by supplier need to be adjusted to align with your pricing goals so your team spends time working on the price changes and contracts that will have the biggest impact on growth.



## PURCHASING

**Negotiate better deals.** Hold suppliers accountable and prepare for contract negotiations with vendor scorecards and reports, covering fill rate, lead time, order accuracy, and more.

**Understand supplier performance by location.**

Key vendor performance metrics by branch or location help you see if suppliers are meeting their commitments—and your customers' needs.



## FINANCE

**Keep expenses in check.** Use the expense trends dashboard to spot expense spikes and address issues before they get out of hand.

**Empower division managers to run their own business.** Arm your division managers with profit and loss and expense scorecards for their areas of the business so they can be more accountable for meeting targets.

# Content Modules

MITSDistributor Analytics comes with a set of pre-built content modules—some of which are included in the standard product bundle and others that are optional.

## Standard Content Modules

- Sales Module
- Inventory Module
- Purchasing Module
- AR Module

## Optional Content\*

- General Ledger Module
- Pricing Module
- Bookings Module
- Open Quotes Module
- Open Orders Module
- Order Fulfillment Module
- Sales Operational Bundle
  - AP Module
  - PO History Module
  - Open PO Module
- Product 360 Scorecard Module
- Executive Review Module
- Performance Accountability Module
- Inventory Stratification Module
- Warehouse Logistics Module

[\*] Not all optional modules are available for every ERP. Ask your Sales Executive for more details.



*"We now have a much clearer picture of the data in our ERP system, and can easily drill down and across that data to truly know what is going on. If sales of a particular brand are down, we can quickly see which customers and/or SKUs are causing the problem. Our sales reps use MITS to evaluate their overall territory and individual accounts. **Frankly, I don't know how we responsibly managed our business before MITS.** Where we used to only see a portion of our performance data, now we can access and analyze it all."*

# Experts in software, distribution, and the supply chain

Distribution and manufacturing are complex businesses, and to deliver real value you need to have a deep understanding of supply chain operations and the information systems that power it. Since 2009 we've done just that, and are as familiar with terms like GMROI and inventory turns as we are with understanding ERP data structures. Our solutions are packed with hundreds of pre-built tools developed for distributors and manufacturers, so our customers can be more productive from day one.

## We love what we do

We're passionate about developing software and united around a common goal—to help our customers succeed. Everything we do revolves around making our software and services the best that they can be; from our daily agile development meetings, to each and every customer interaction, the passion for what we do comes through.

## Trusted by over 450 distributors

We're proud that over 450 distributors trust our software to help them make better decisions. We know that trust is earned and kept through our delivery of great software and excellent customer care. As our customers have grown, so have we. With solid backing and our long-term commitment to the distribution sector we're looking forward to the next 20 years of growing in partnership with our customers.

## MITSDistributor

801 2nd Avenue, Suite 600  
Seattle, WA 98104

[mits.com](http://mits.com)

888.700.6487

[info@mits.com](mailto:info@mits.com)

@MITSDistributor