



## Product

Epicor® Prophet 21®

## Business Benefits

- ▶ Grow your business with deeper insights into:
  - Productivity and margins
  - New business opportunities
- ▶ Use content packs to:
  - Discover customer buying trends
  - Maximize inventory effectiveness
  - Examine vendor performance
  - Better visualize cash flow
  - Build budgets for GL accounts
  - Drill into lines on the income statement

## Key Features

- ▶ Built for the distribution industry
- ▶ Fast, flexible, easy to learn
- ▶ Based on next generation analytics
- ▶ Fully integrated with Prophet 21
- ▶ Always-connected mobility
- ▶ Delivered as a complete, scalable cloud service

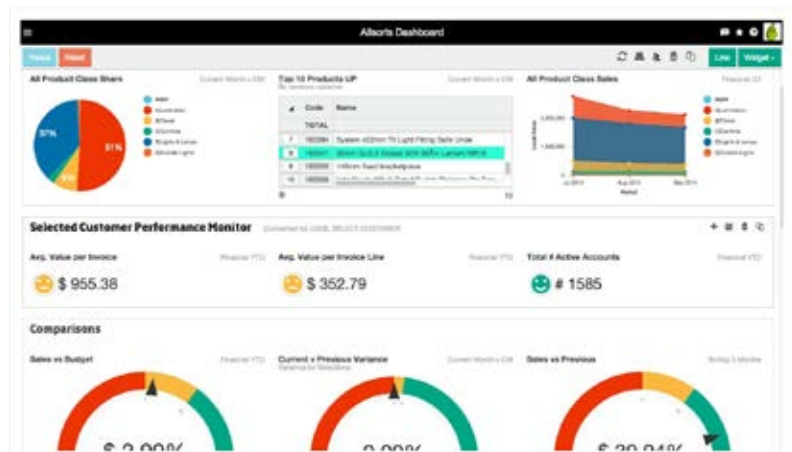
## Reaching for new levels of business understanding

As competition increases and margins narrow, businesses need sharper tools and deeper understanding to support the business. The tools must be fast, flexible, and cost-effective. Business analytics can help you meet these objectives.

Epicor Data Analytics enables unprecedented business insight to help companies grow by reducing cost, identifying new opportunities, supporting specific programs, and speeding decision-making.

An easy-to-learn, easy-to-use service, Epicor Data Analytics can quickly start contributing to your business. You will not need another expert to maintain reports or make updates to spreadsheets with their hidden and seldom-understood calculations. Epicor Data Analytics stays up-to-date with your business, as it changes daily.

Epicor Data Analytics provides interactive dashboards and analysis of the data inside your business system. The dashboards provide visual displays, so you quickly see important information about how your business is performing. Unlike a spreadsheet, you can now “drill down” into the data by clicking on it to see the details that you need for the task at hand.



*Epicor Data Analytics on a mobile tablet*

Epicor Data Analytics is delivered by Epicor as a complete end-to-end service, fully integrated with Prophet 21, using your data to help you understand your business better. Each of the six content packages provides a starter dashboard and a deep integration into a specific set of Prophet 21 data—sales, purchasing, inventory, general ledger, accounts payable, and accounts receivable.



With Epicor Data Analytics, you are never disconnected from your information with the responsive mobile access. “Always connected” means your team and you are more productive and can respond quickly to the needs of your business.

Epicor Data Analytics is a cloud-based service that also minimizes cost impacts on your current system hardware, software, and maintenance budgets.



Dashboard on a smartphone

## Content packs

Each of the six content packs includes a starter dashboard and the database content needed for a specific set of data within Prophet 21. The Sales content pack is included with the basic service and other content packs are optional extensions.

### Sales

Quickly discover business trends by seeing more detail. Get deeper insight into sales results by account, geography, order, etc.

Typical problems addressed:

- ▶ What is my average sales and gross margin by invoice line? Is it improving?
- ▶ Who was buying Product A and is not buying it now?
- ▶ Where are we succeeding geographically?

Specific data exposed includes: net sales, quantity shipped, quantity ordered, material cost, fixed burden, variable burden, labor cost, other cost, gross margin.

### Inventory

Improve the productivity of your largest fixed asset—your inventory—by assuring you put your money into the right inventory mix.

Typical problems addressed:

- ▶ What is our current inventory value today?
- ▶ What are our potential inventory shortfalls?
- ▶ What inventory is in which of our locations?

Specific data exposed includes: quantity on hand, inventory value, cost, allocated, backordered, on PO, in-transit, reserved.

### Purchasing

Maximize the effectiveness of your purchase spending and assess how your vendors are performing.

Typical problems addressed:

- ▶ What is on order on my open POs?
- ▶ What delivery lag times am I getting from vendors?
- ▶ Have we hit our rebate volumes with our vendors?

Specific data exposed includes: quantity ordered, value ordered, quantity received, value received, quantity open, value open.

### Accounts receivable

Manage your cash flow better by understanding what receivables are coming in, the customer pay cycles, and the credits customers have received.

Typical problems addressed:

- ▶ Do any customers consistently pay late?
- ▶ How long is money being held up in AR?
- ▶ What payments are receivable in the upcoming weeks?

Specific data exposed includes: amount, paid, terms taken, allowed, memo amount, bad debt amount, amount receivable.



## Accounts payable

Manage your cash flow better by understanding what payables are coming due, are you making the most of vendor payment terms, and what payment discounts have been received over a selected time period.

Typical problems addressed:

- ▶ Did we take advantage of discount terms and how much did we save?
- ▶ Which invoices are nearing the due date for collecting the discount?
- ▶ How much have we spent with a specific vendor by time period?

Specific data exposed includes: owing, invoiced, paid, memo, terms taken.

## General ledger

Improve overall management visibility into the business with “drill-down” capability into the categorized accounts and transactions inside your income statement and balance sheet.

Typical problems addressed:

- ▶ What are this year’s actuals versus last year’s actuals by account?
- ▶ Grouping accounts into “types” (employee expenses, facility, vehicle, material expenses) and placing budgets on the groups
- ▶ Which accounts are at 90% or over their budget?

Specific data exposed includes: transactions and reversed transactions for income statement and balance sheet.

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers’ unique business processes and operational requirements is built into every solution—in the cloud or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



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