

Revenue and Profitability Analytics Solution



Single source for all revenue and profitability data, with powerful capabilities to analyze the information in any way

Most companies do not have a single place where all revenue, cost, profitability and related data can reside, be easily accessed and analyzed, and be used to significantly improve margins.

- Managers in most companies spend far too much time painfully assembling data from various sources—often with minimal success or for a one-time use—and have far too little time to analyze and gain insights from the information.
- Enterprise Resource Planning Systems (ERP) can be useful for planning or for executing transactions – but these systems are not optimal for the reporting and analysis activities needed to improve gross margins, identify poorly performing product lines or products, gain insights into customer buying trends or monitor on-going performance.

Oco provides a unique on-demand business intelligence solution for revenue and profitability performance that is complementary to your ERP and other related systems, while allowing companies to:

- Easily access data from multiple, disparate data sources and transaction systems, and analyze your data along any business dimension.
- Utilize best practices, leading edge metrics and advanced analytics to analyze performance and uncover improvement opportunities.
- Leverage a complete set of critical metrics and a library of pre-designed or customized reports, dashboards, key performance indicators and alerts that provide managers with a complete view of their business – allowing them to gain new insights, as well as tightly monitor on-going performance.

The Oco Solution

- Best practices solutions with dashboards, key performance indicators, reports, and alerts
- Immediate access to critical business data from disparate sources
- Rapid deployment in 6 to 10 weeks with easy user adoption
- Fixed price, fixed time Implementation
- Ongoing management and support of the solution

The Revenue and Profitability Solution empowers the management team to:

- Identify revenue trends in products, customers and regions as an early indicator for under or over performance
- Identify revenue performance against plan and prior period to focus resources on underperforming areas
- Identify over performing areas to mine for best practices and approaches to use in other areas of the business
- Analyze profitability and costs to find high and low performing customers, products and regions
- Identify sales teams that are driving gains in sales volume and higher average selling prices



