



SOLVER

for Distribution Companies

| Get Complete Insight

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Introduction

The purpose of this white paper is to provide an overview of Solver. With frequent, automated cloud updates, the solution is continuously being enhanced to drive faster, better decisions across its global customer base. For the latest information or to discuss your specific needs, please contact your local Solver partner, visit Solver's [web-site](#) or email us at info@solverglobal.com.

Check out the [Solver Showcase](#) page for hundreds of reporting, planning and dashboard examples.

Product Summary

Solver provides a single, cloud-based solution that automates reporting and planning processes, and supports faster and better decisions based on key information from across the organization's data sources.

Key benefits that Solver provides include:

- A top-rated [Corporate Performance Management \(CPM\) solution](#) by G2 based on user satisfaction
- Global partner channel with industry expertise to help you whenever and wherever
- Cloud software, support, and upgrades packaged into a subscription price providing unmatched ROI over traditional CPM solutions
- Built for business users to manage the entire solution without the need for developers
- Executive and management data from across the organization that is easily accessible in ONE place with Solver's intelligent data warehouse
- Solver's multi-tenant cloud application provides quick initiation, SOC 2 compliance, automatic software upgrades, and scalability at one's convenience
- Solver provides the power and the familiarity of cloud-connected Excel to solve the most complex formula and layout requirements for reporting and planning template designers
- Easy-to-use, pre-built integration to Power BI, the world's #1 visualization solution
- Fast and cost effective integrations provided with Solver's wizard-driven CSV, SQL, and prebuilt ERP/CRM Connectors
- Unlimited access to reports and dashboards from secure web portal
- Hybrid cloud option provides customers with real-time cloud reporting capabilities for their on-premise ERP system



Company Summary

Solver, Inc. is redefining the category of cloud-based reporting and planning. The Solver solution is built to enable faster and better business decisions across the entire organization. Solver combines financial and other key data into a single tool, powered by the most flexible report and planning form designer on the market. Organizations use this solution to automate and streamline financial and operational reports, consolidations, and budgeting and forecasting processes. Solver empowers users with complete insight that drives intelligent decisions and competitive advantages. Headquartered in the United States, Solver, Inc. has more than a dozen offices and hundreds of partners globally that provide local and industry expertise. To learn more, visit www.solverglobal.com.

DST02 – Executive Dashboard

This is an example of a distribution dashboard for executives. It shows the use of the Solver Data Warehouse to combine numerous important data sources and, on a single dashboard, present whatever a company determines as the most essential information to an executive. In this sample dashboard, the following information is included:

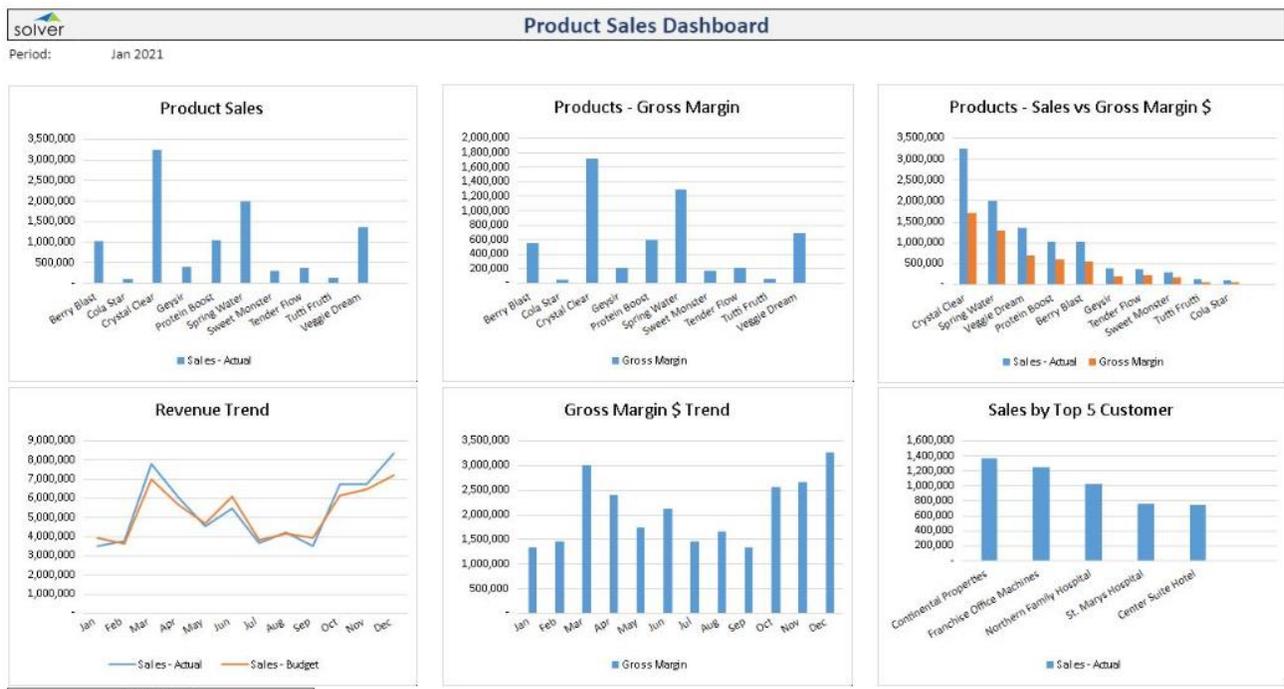
- Inventory turnover rate by distribution center
- Inventory turnover rate trend
- Top customers by sales \$
- Top products by sales \$



DST03 – Product Sales Dashboard

This dashboard example focuses on Sales from a Product standpoint. The following information is included:

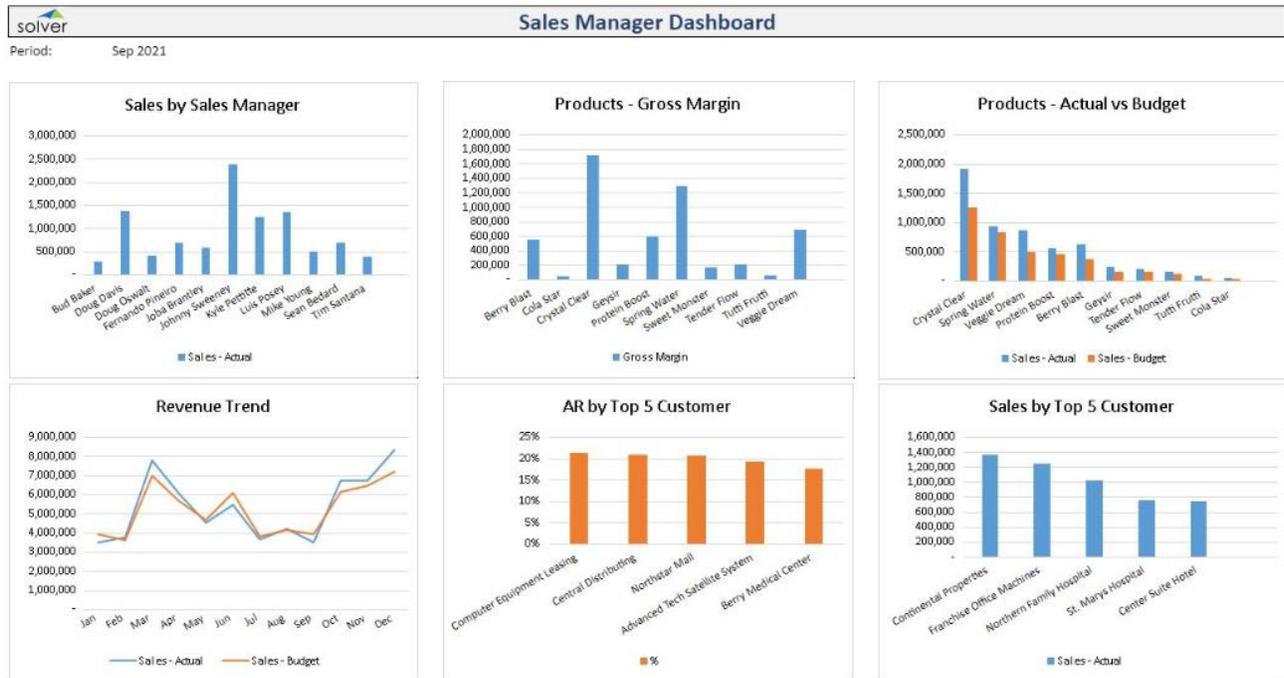
- Product Sales
- Products – Gross Margin
- Products – Sales vs Gross Margin \$
- Revenue Trend
- Gross Margin \$ Trend
- Sales by Top 5 Customer



DST04 – Sales Manager Dashboard

This dashboard example focuses on sales performance from a sales manager standpoint. The Sales Manager table in the top left corner can also be used as a filter and when a person is selected from the list, several of the other components in the dashboard will then automatically filter on that person. The following information is included:

- Sales by Sales Manager
- Products – Gross Margin
- Products – Actual vs Budget
- Revenue Trend
- AR by Top 5 Customer
- Sales by Top 5 Customer



DST05 – Customer Sales Dashboard

This dashboard example focuses on sales from a customer standpoint. The Customer sales table in the top left corner can also be used as a filter, and when a customer is selected from the list, several of the other components in the dashboard will then automatically filter on that company. The following information is included:

- Sales by Location
- Gross Margin \$
- Products – Actual vs Budget
- Sales Trend
- AR by Top 5 Customer
- Sales by Top 5 Customer



DST06 – Customer Rating Dashboard

This dashboard example focuses on customers and ranks them based on 6 various criteria, included a combined rating of all the criteria. The purpose of this customer rating is to give sales and customer service teams a powerful decision-making tool to decide on service levels, whether to keep customers or not, which customers are most valuable, etc.

Both the Customer charts on the left in the dashboard can also be used as a filter and when a customer is selected from the list, the five charts on the right side of the dashboard will then automatically filter on that company. The following information is included:

- Top 20 Customers based on a combined, weighted rating
- Bottom 20 Customers based on a combined, weighted rating
- Customer purchase amount – Twelve month trend
- Customer AR Aging – Twelve month trend
- Customer Gross Margin – Twelve month trend
- Customer Orders per Month – Twelve month trend

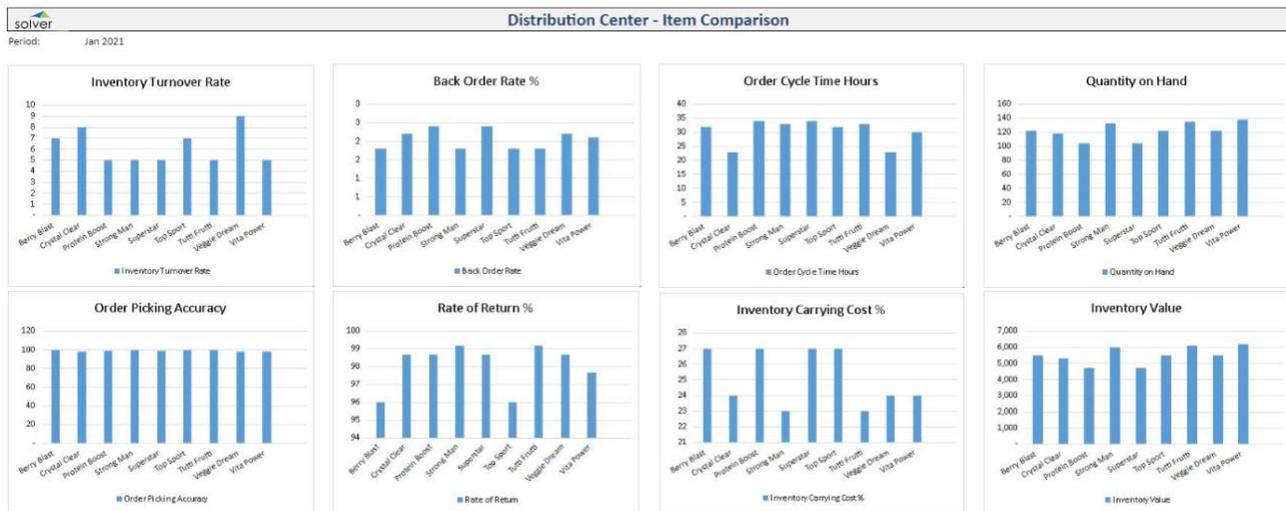


DST07 – Distribution Center Dashboard– Inventory Item Comparison

This dashboard example focuses on Key Performance Indicators (KPIs) for Inventory Items (products) in Distribution Centers. Period and Distribution can be chosen in the filters in the top right corner. Distribution center can also be selected in the table on the right side of the dashboard and will filter all the charts when selected.

The following KPI information is included in this example:

- Inventory Turnover Rate
- Back Order Rate %
- Order Cycle Time Hours
- Quantity on Hand
- Order Picking Accuracy
- Rate of Return %
- Inventory Carrying Cost %
- Inventory Value

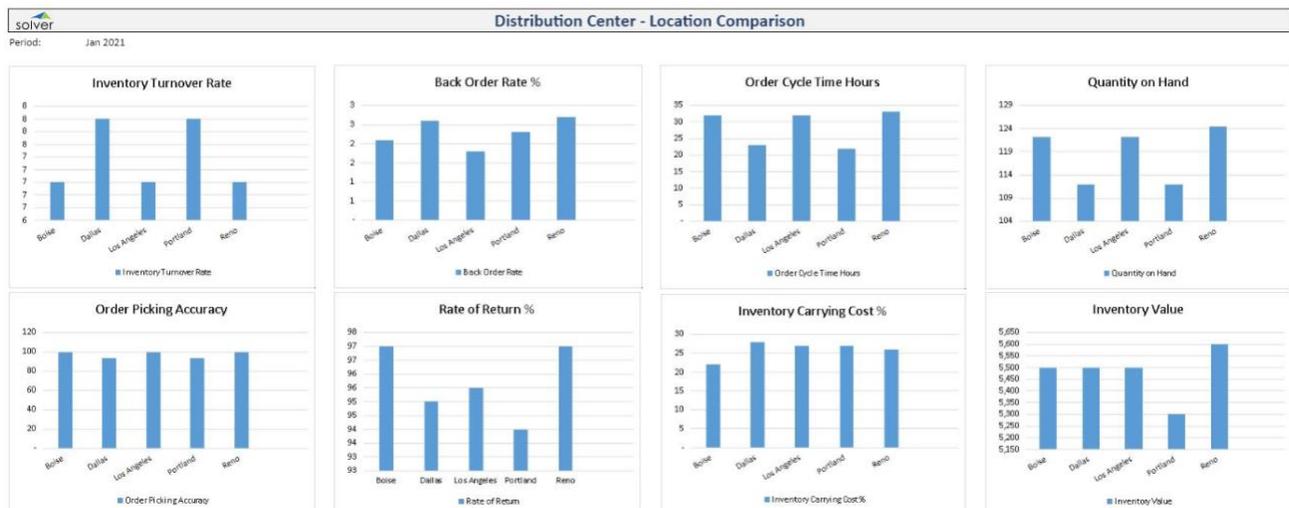


DST08 – Distribution Center Dashboard– Location Comparison

This dashboard example focuses on comparing different distribution centers based on Key Performance Indicators (KPIs) for Inventory Items (products) they are carrying. Period and Item can be chosen in the filters in the top right corner. Items can also be selected in the table on the right side of the dashboard and will filter all the charts when selected.

The following KPI information is included in this example:

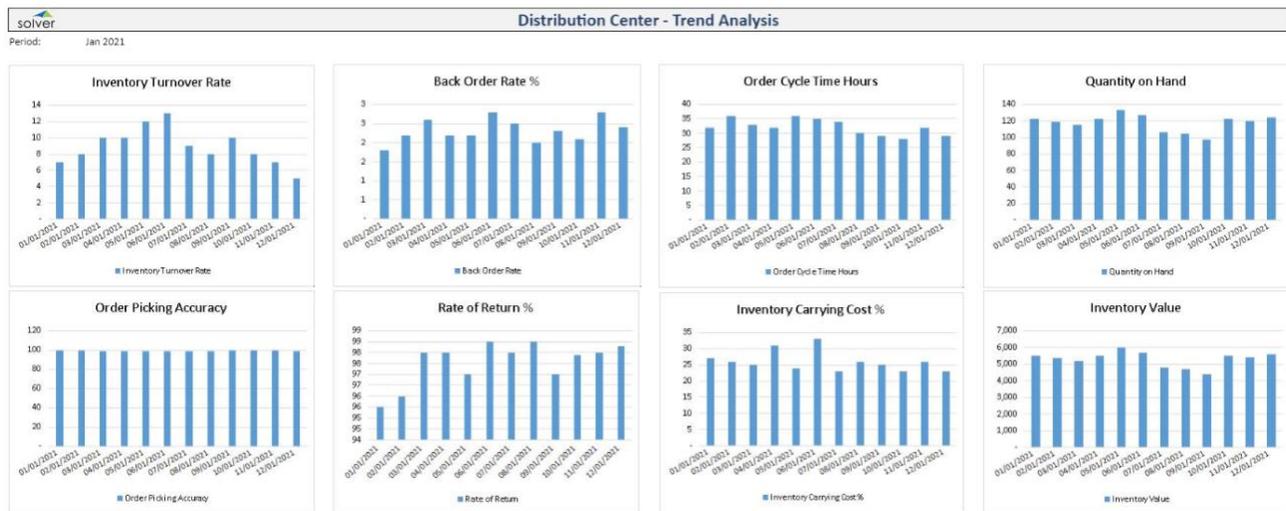
- Inventory Turnover Rate
- Back Order Rate %
- Order Cycle Time Hours
- Quantity on Hand
- Order Picking Accuracy
- Rate of Return %
- Inventory Carrying Cost %
- Inventory Value



DST09 – Distribution Center Dashboard – Trend Analysis

This dashboard example provides trend analysis for selected Distribution Centers and Inventory Items based on a number of popular Key Performance Indicators (KPIs). Period, Distribution Center and Item can be chosen in the filters in the top right corner. Distribution Center and Item can also easily be selected in the two tables on the left side of the dashboard and will filter all the charts when selected. The following KPI information is included in this example:

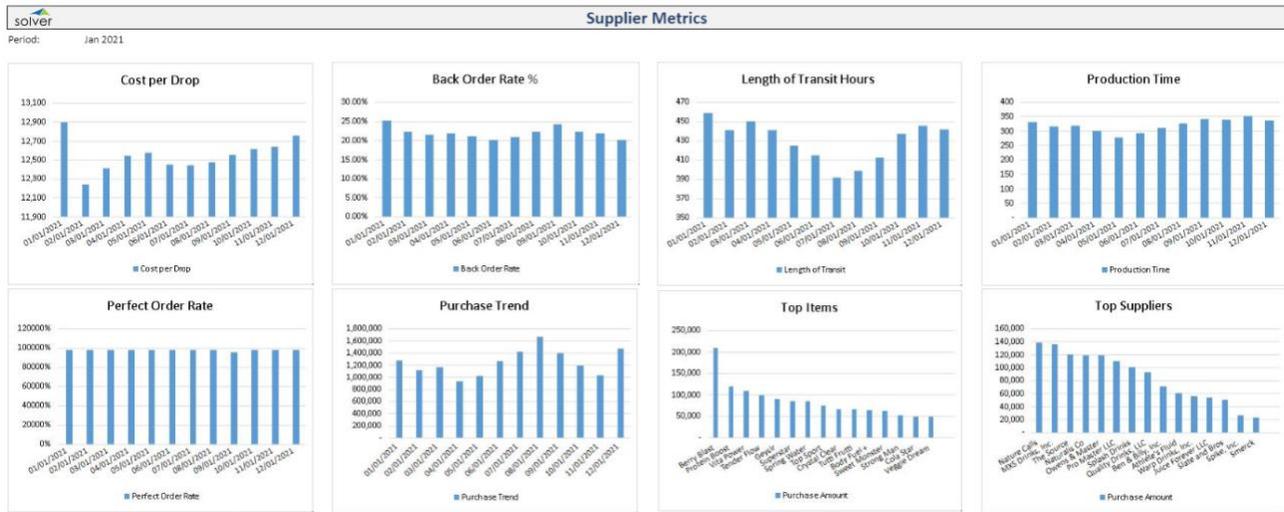
- Inventory Turnover Rate
- Back Order Rate %
- Order Cycle Time Hours
- Quantity on Hand
- Order Picking Accuracy
- Rate of Return %
- Inventory Carrying Cost %
- Inventory Value



DST10 – Supplier Metrics Dashboard

This dashboard example focuses on Suppliers and a number of related Key Performance Indicators (KPIs). Period, Item and Supplier can be chosen in the filters in the top right corner. Supplier and Item can also easily be selected in the two tables on the left side of the dashboard and will filter all the charts when selected. The following reports and KPI information are included in this example:

- Cost per Drop
- Back Order Rate %
- Length of Transit Hours
- Production Time
- Perfect Order Rate
- Purchase Trend
- Top Items
- Top Suppliers



DSTII – Supplier Rating Dashboard

This dashboard example focuses on Suppliers and ranks them based on 4 different criteria. The purpose of this supplier rating is to give purchase managers and QA (quality assurance) teams a powerful decision-making tool to help negotiate supplier terms, whether to keep certain suppliers or not, which supplier partnerships are most valuable, etc.

The following information is included in the example:

- Truck Turnaround Time
- Transit Time – Hours
- Average Revenue per Hour
- Average Revenue per Mile
- Percent Truckload Capacity Utilized
- Ontime Pickup

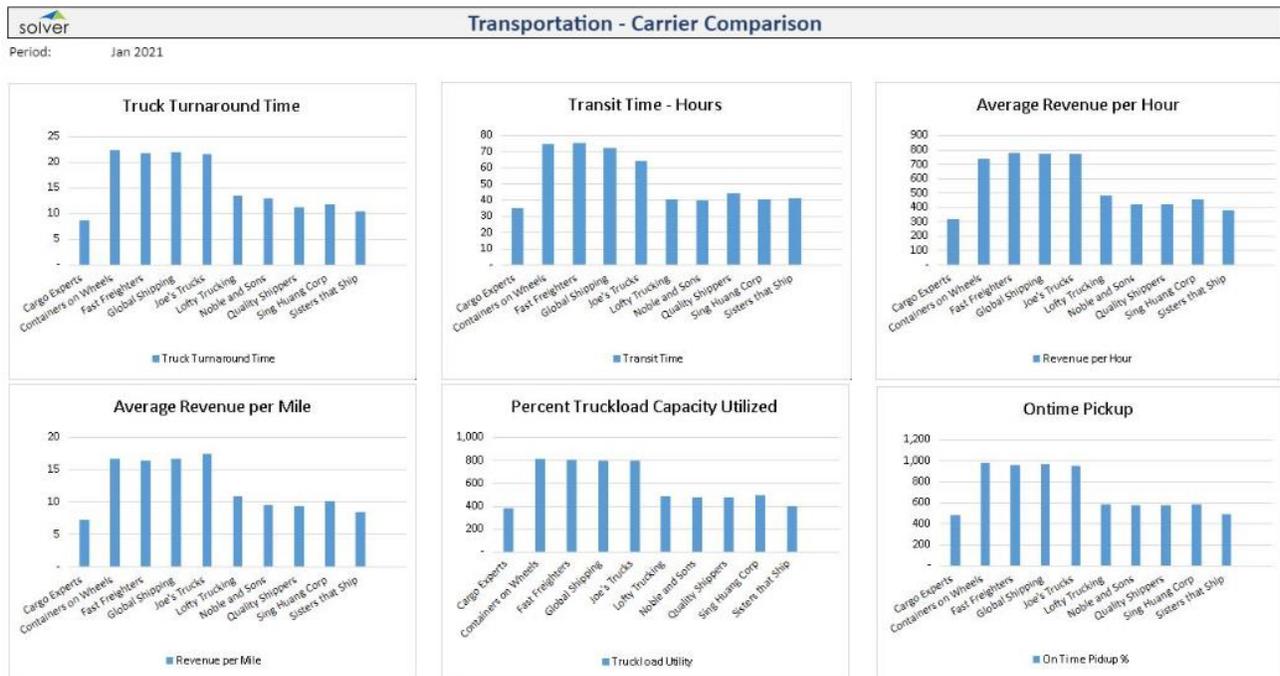


DSTI2 – Transportation Dashboard – Carrier Comparison

This dashboard example focuses on comparing different Transportation Carriers based on 6 different logistics Key Performance Indicators (KPIs). Period and Distribution Center can be chosen in the filters in the top right corner.

The following KPI information is included in this example:

- Truck Turnaround Time
- Transit Time – Hours
- Average Revenue per Hour
- Average Revenue per Mile
- Percent Truckload Capacity Utilized
- On-time Pickup



DSTI3 – Transportation Dashboard – Carrier Trend

This dashboard example provides trend analysis for selected Transportation Carriers based on a number of popular Key Performance Indicators (KPIs). Distribution Center, Carrier and Period can be chosen in the filters in the top right corner. Carrier can also easily be selected in the table on the right side of the dashboard and will filter all the charts when selected.

The following KPI information is included in this example:

- Truck Turnaround Time
- Transit Time Hours
- Average Revenue per Hour
- Average Revenue per Mile – Trend
- % Truckload Capacity Utilized
- On Time Pickup %



DSTI4 – Sales by Customer Report

This is a Solver report example that shows sales by customer and Item class. Customers are listed down the rows, grouped by Region, while Item Class is listed across the columns. The images shows the capability to include pictures within Solver reports.

As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any customer, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.

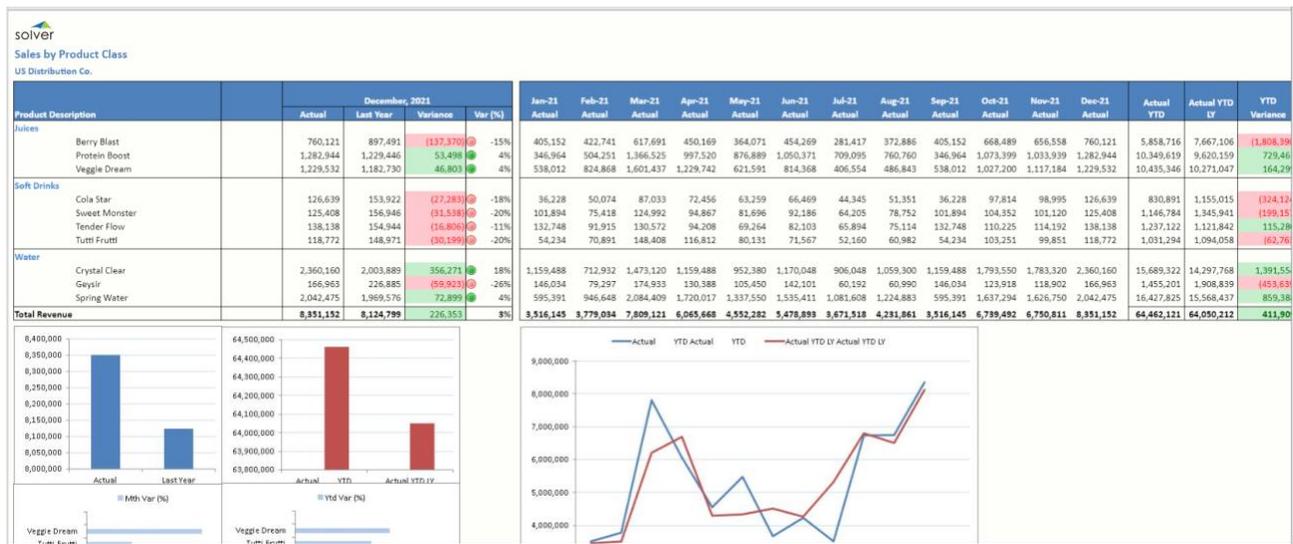
Sales Report
Variance by Product Class

Region	Customer Name	Water				Juices				Soft Drinks			
		Actual	Last Year	Var (%)	Variance	Actual	Last Year	Var (%)	Variance	Actual	Last Year	Var (%)	Variance
International													
	Aaron Fitz Electrical	1,855,428	1,724,933	8%	130,495	1,530,527	1,563,783	-2%	(33,256)	242,970	258,846	-6%	(15,876)
	Astor Suites	403,560	360,025	12%	43,535	327,875	327,010	0%	865	53,615	54,991	-3%	(1,376)
	Franchise Office Machines	2,037,296	1,641,008	24%	396,288	1,643,454	1,495,930	10%	147,524	280,777	258,707	9%	22,071
	Greenway Foods	931,140	799,159	17%	131,981	735,388	712,970	3%	22,418	123,131	120,680	2%	2,451
	Kelly Consulting	1,277,735	1,088,285	17%	189,450	1,057,678	1,002,270	6%	55,409	171,103	169,813	1%	1,291
	Mahler State University	2,080,318	1,875,620	11%	204,698	1,705,198	1,698,458	0%	6,740	272,661	281,723	-3%	(9,062)
	Northern Family Hospital	2,290,953	2,298,404	0%	(7,451)	1,860,165	2,100,383	-11%	(240,218)	304,412	354,606	-14%	(50,194)
	S & S Properties	1,830,147	1,985,751	-8%	(155,604)	1,474,604	1,797,286	-18%	(322,682)	238,802	300,731	-21%	(61,929)
North America													
	Boston University	1,821,833	1,664,965	9%	156,868	1,463,616	1,492,858	-2%	(29,241)	236,289	247,951	-5%	(11,663)
	Boyles Country Inns	1,015,830	948,407	7%	67,423	832,627	854,663	-3%	(22,036)	133,200	142,015	-6%	(8,815)
	Center Suite Hotel	1,821,833	1,978,952	-8%	(157,119)	1,463,616	1,789,455	-18%	(325,839)	236,289	298,699	-21%	(62,410)
	Continental Properties	2,013,196	1,625,771	24%	387,425	1,624,007	1,487,370	9%	136,638	280,521	260,289	8%	20,232
	Plaza One	1,204,401	1,089,748	11%	114,653	982,768	988,488	-1%	(5,721)	158,129	164,944	-4%	(6,815)
	St. Marys Hospital	1,335,349	1,598,046	-16%	(262,698)	1,092,792	1,456,969	-25%	(364,178)	175,437	251,320	-30%	(75,883)
Total Revenue		21,919,017	20,679,074	6%	1,239,943	17,794,315	18,767,892	-5%	(973,577)	2,907,334	3,165,314	-8%	(257,980)

DST15 – Sales by Product Class

This Solver report example shows sales by product class. Items are listed down the rows, grouped by Periods across the columns.

As with all Solver0 Reports and Dashboards, filters can be used to run the report for any time period, any customer, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.



DSTI6 – Inventory Report

This Solver report example shows Inventory value, Quantity on Hand and other metrics by Distribution Center and Inventory Item.

In the *Customer Orders* column, the report example was designed with a drill down that allows the end user to drill across to the customer orders for that Distribution Center/Item/Period to see details, such as exactly which orders have been placed and from which customers.

In addition, business rules were set up in the report that automatically flags (in Red color) Inventory Items that are outside of the set Min/Max levels.

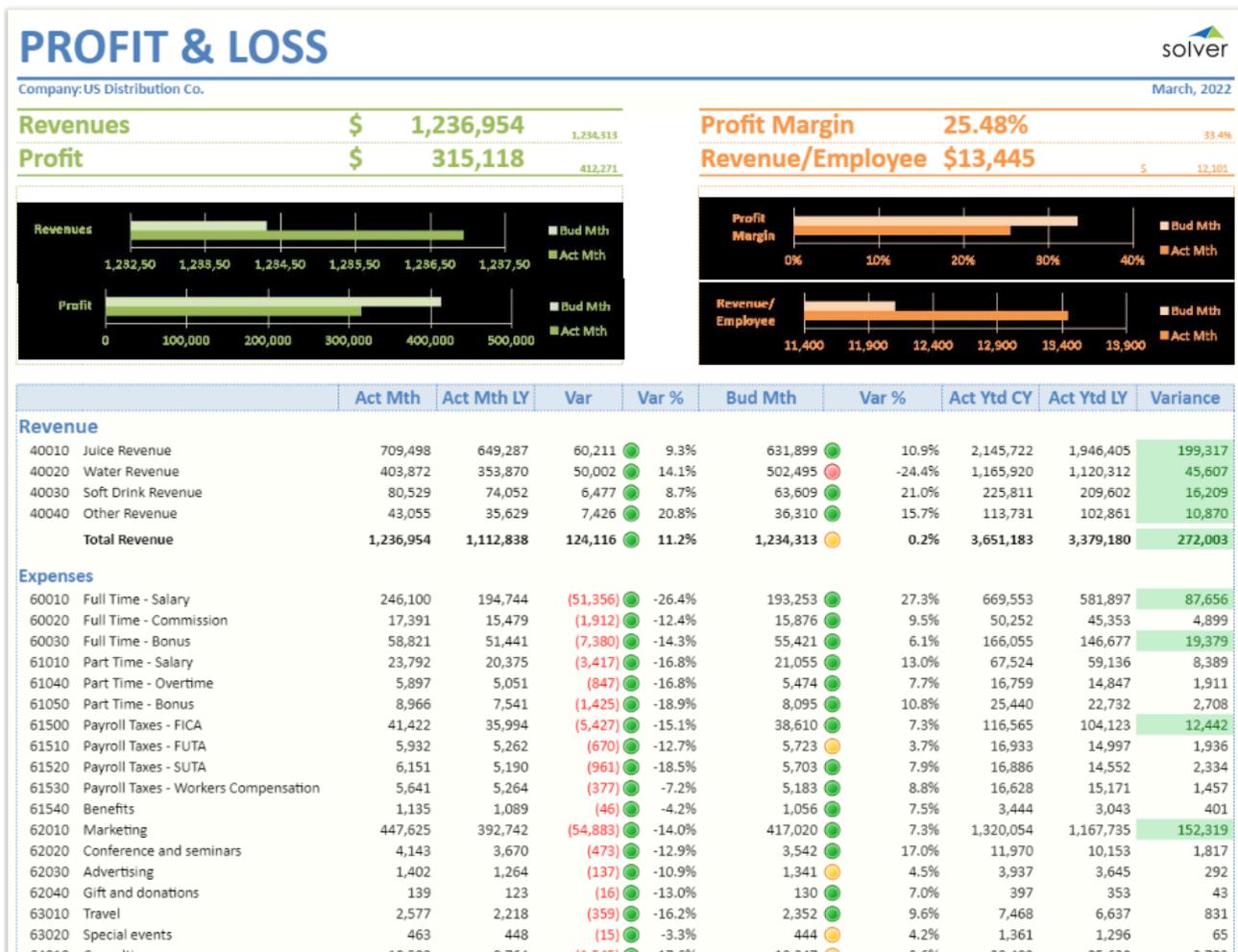
As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.

Inventory Position											
Entity:		US Distribution Co.									
Period:		September, 2021									
<small>Demo Note: Drill down on a number in the CUSTOMER ORDERS column to see the underlying Sales Orders (with matching Quantity)</small>											
Distribution Center	Item Code	Item Description	Item Class	Supplier	Inventory Value	Qty On Hand	Customer Orders	Qty Available	Min/Max OK?	Inv - Min Notifier	30 day Forecast
100	102	Berry Blast	Juices	Juice Forever LLC	\$ 4,400	98	78	20	OK	19.6	203
110	102	Berry Blast	Juices	Juice Forever LLC	\$ 5,050	122	110	12	OK	12.2	287
120	102	Berry Blast	Juices	Juice Forever LLC	\$ 5,100	113	91	23	OK	22.7	236
150	102	Berry Blast	Juices	Juice Forever LLC	\$ 4,900	109	125	(16)	Low	-16.3	152
160	102	Berry Blast	Juices	Juice Forever LLC	\$ 4,900	109	125	(16)	Low	-16.3	152
170	102	Berry Blast	Juices	Juice Forever LLC	\$ 5,350	122	141	(18)	Low	-18.4	171
180	102	Berry Blast	Juices	Juice Forever LLC	\$ 5,500	118	136	(18)	Low	-17.7	165
190	102	Berry Blast	Juices	Juice Forever LLC	\$ 4,500	120	138	(18)	Low	-18.0	168
100	126	Protein Boost	Juices	Juice Forever LLC	\$ 4,800	107	64	43	OK	42.7	166
110	126	Protein Boost	Juices	Juice Forever LLC	\$ 6,417	143	86	57	OK	57.0	222
120	126	Protein Boost	Juices	Juice Forever LLC	\$ 5,452	121	73	48	OK	48.5	189
150	126	Protein Boost	Juices	Juice Forever LLC	\$ 5,600	124	143	(19)	Low	-18.7	174
160	126	Protein Boost	Juices	Juice Forever LLC	\$ 4,800	107	123	(16)	Low	-16.0	149
170	126	Protein Boost	Juices	Juice Forever LLC	\$ 6,417	143	164	(21)	Low	-21.4	200
180	126	Protein Boost	Juices	Juice Forever LLC	\$ 5,452	121	139	(18)	Low	-18.2	170
190	126	Protein Boost	Juices	Juice Forever LLC	\$ 4,800	107	123	(16)	Low	-16.0	149
Total					\$ 83,438	1,884	1,858	26			2,955

DST20 – Profit and Loss Report

This Solver report example shows a formatted Profit & Loss Report. Virtually any financial statement can be designed with Solver’s flexible report designer. The example below includes charts and key figures in large fonts to draw the reader’s attention to the most important information in the report. Users can drill down to analyze the details behind the numbers.

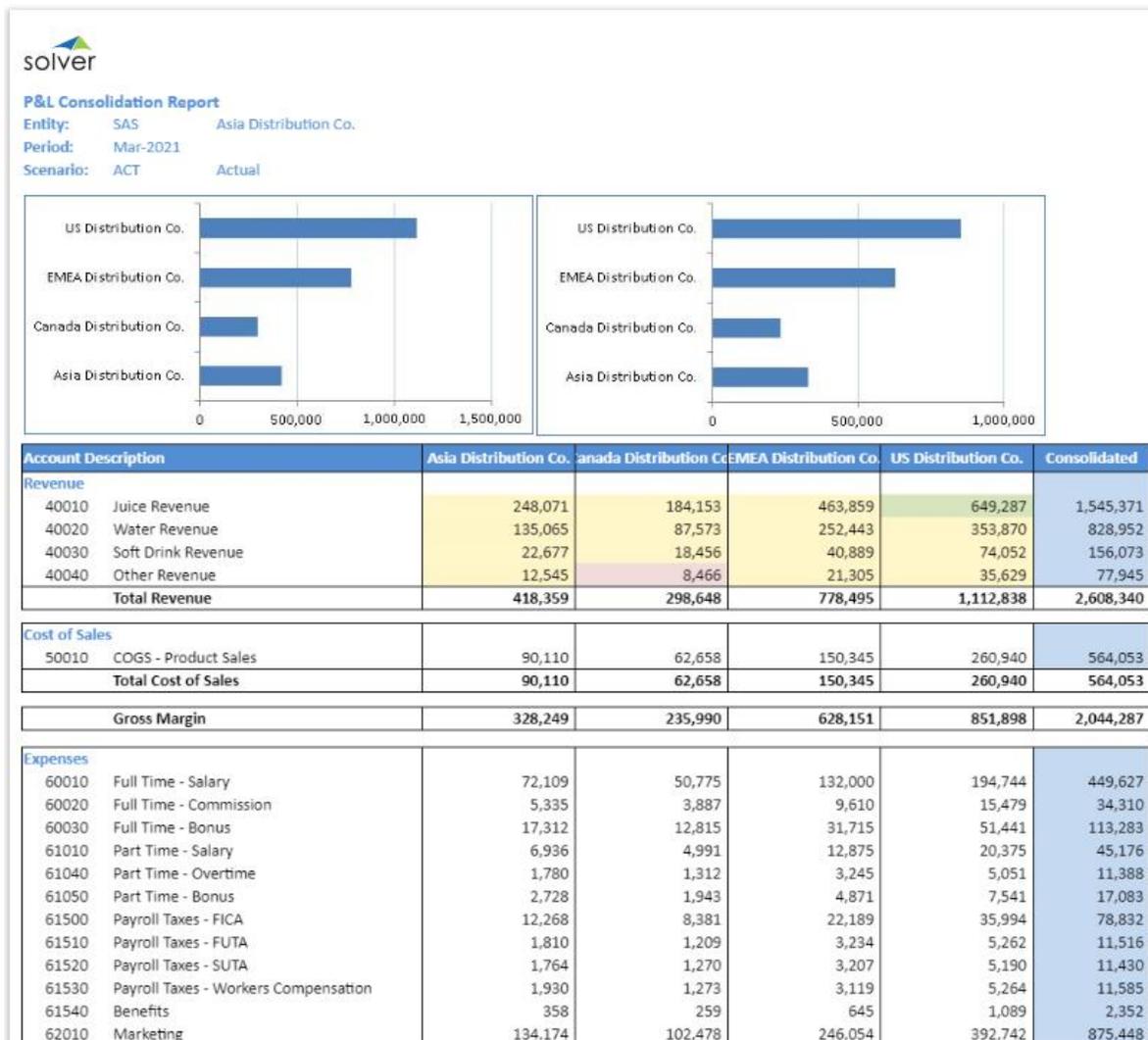
As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.



DST21 – PL – Consolidation Report

This Solver report example shows a formatted, consolidated Profit & Loss Report. Virtually any financial statement can be designed with Solver’s flexible report designer. The example below shows some of the financial consolidation capabilities of Solver. Other features not shown below include currency conversion, eliminations, adjustments, etc.

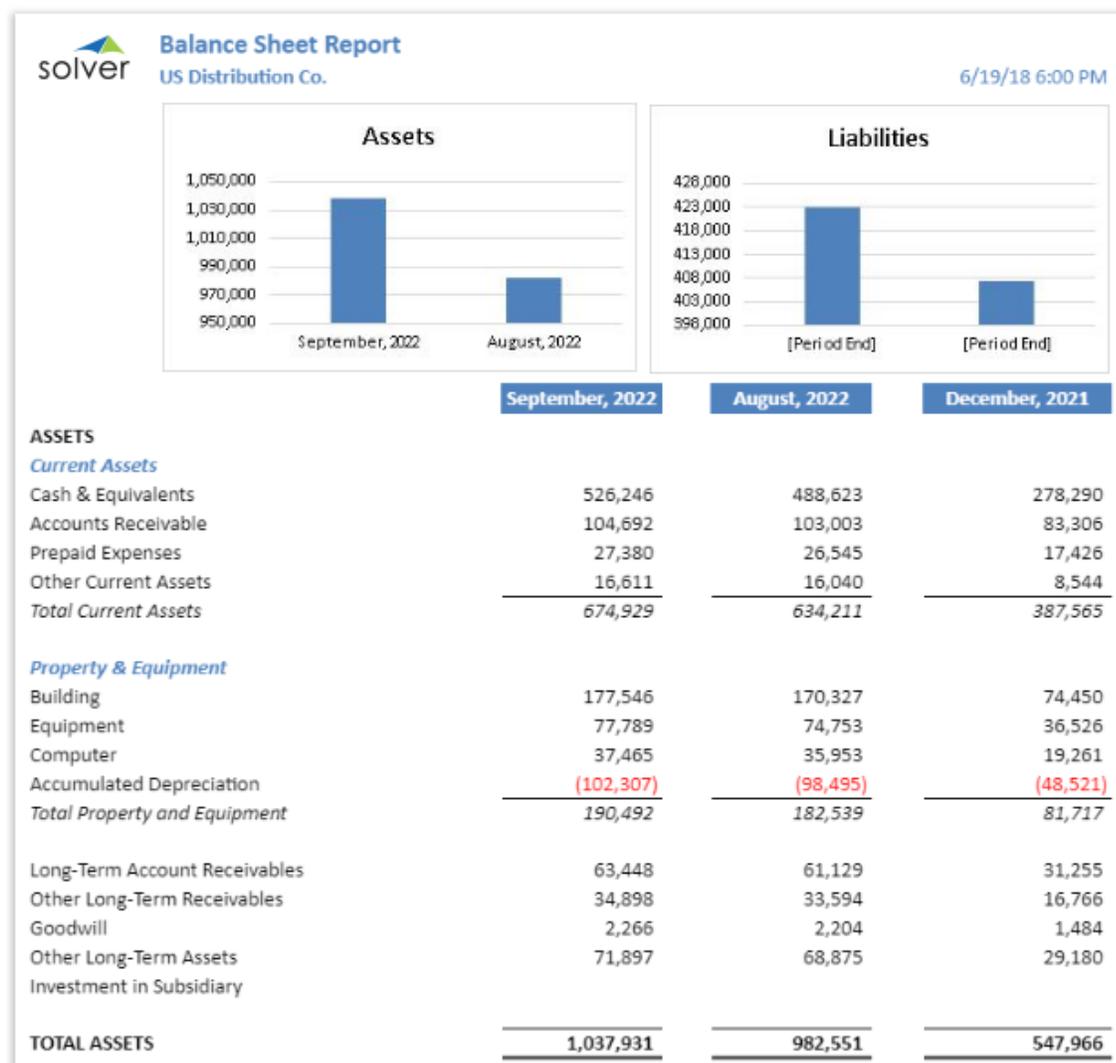
The report example also includes charts for some of the key figures to draw the reader’s attention to the most important information in the report. Users can drill down to analyze the details behind the numbers. As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.



DST22 – Balance Sheet Report

This Solver report example shows a formatted Balance Sheet Report. Virtually any financial statement can be designed with Solver’s flexible report designer. The example below includes charts for key figures in order to draw the reader’s attention to the most important information in the report. Users can drill down to analyze the details behind the numbers.

As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.



DST23 – Cash Flow Report

This Solver report example shows a formatted Cash Flow Report. Virtually any financial statement can be designed with Solver’s flexible report designer. Users can drill down to analyze the details behind the numbers.

As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.

 Cash Flow Report US Distribution Co.		10/23/18 5:45 PM	
	September, 2021	August, 2021	
Cash Flow from Operating Activities			
Net Income	68,534	99,332	
Adj NI to Net Cash Provided by Ops. Activities			
Depreciation & Amortization Expense	(31,320)	(34,899)	
Other Current Assets	(606)	(616)	
Non-Current Assets	(6,370)	(7,447)	
Accounts Receivable	(1,571)	(1,847)	
Accounts Payable	1,715	1,665	
Prepaid Expenses	(651)	(838)	
Net Cash Provided by Operating Activities	29,732	55,350	
Cash Flows from Investing Activities			
Purchase of Property, Plant, and Equipment	(12,245)	(13,557)	
Accumulated Depreciation	35,039	38,917	
Net Cash from Investing Activities	22,794	25,360	
Cash Flows from Financing Activities			
Proceeds from Loans	13,249	14,997	
Net Cash from Financing Activities	13,249	14,997	
Net Increase in Cash	65,775	95,706	
Cash at Beginning of Period	212,515	116,809	
Cash End of Period	278,290	212,515	
Check - Cash End of Period from Database	278,290	212,515	

DST24 – Accounts Payable Report

This Solver report example shows a detailed Accounts Payable (AP) Report. Virtually any financial and operational report can be designed with Solver’s flexible report designer. Users can drill down to analyze the details behind the numbers.

As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.

solver		Accounts Payable Report		10/23/2018	
		US Distribution Co.			
		September, 2021			
Vendor	Document ID	Document Date	Comment	Amount	
	10460	09/30/2021		(183)	
	12030	09/30/2021		(83)	
	13080	09/30/2021		(446)	
	17840	09/12/2021		(610)	
	17860	09/12/2021		(462)	
	18170	09/12/2021		(1,962)	
	18500	09/12/2021		(35)	
	60070	09/30/2021		25,292	
A Travel Company				21,513	
Advanced Office Systems				(164,245)	
Allenson Consulting				(31,610)	
Associated Insurance Inc.				23,852	
Attractive Telephone Co.				16,530	
Bloom Supplies				(81,742)	
Burnett Travel Associates				3,163	
Business Magazine				18,463	
Capital Printing and Publications				(26,479)	
Carlson Legal				(55,818)	
Central Cellular, Inc.				(4,866)	
City Tax Department				15,443	
Comnet Enterprises, Inc				14,925	
Computer Training Systems				14,639	
ComVex Professional Services				26,849	
Country Tax Department				19,559	
Dolecki Catering				3,406	
Fabrication Gas Company				26,800	
G & K Bank				22,593	
Green Lake Repairs				21,371	
Image Makers Advertising				16,726	

DST25 – Accounts Receivable Report

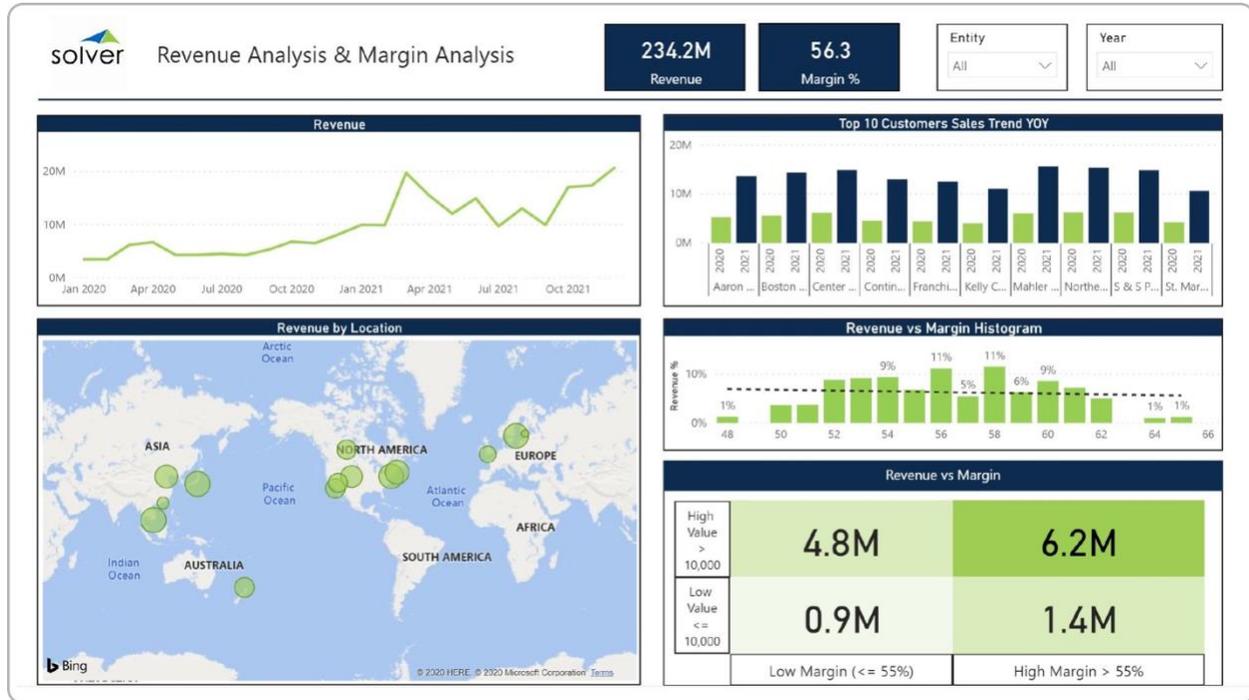
This Solver report example shows a detailed Accounts Receivable (AR) Report. Virtually any financial and operational report can be designed with Solver’s flexible report designer. Users can drill down to analyze the details behind the numbers.

As with all Solver Reports and Dashboards, filters can be used to run the report for any time period, any distribution center, any item, etc. Also, the report can be run and published by email, or run on-demand in Excel, in the Web Portal or on a Mobile device.

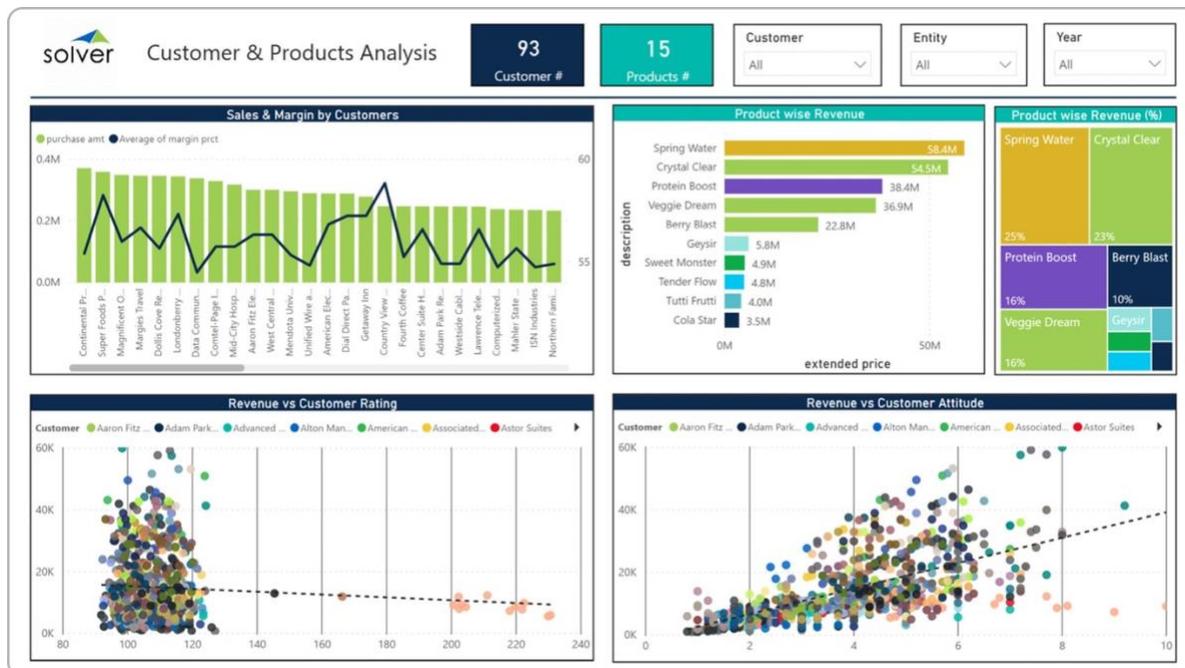
Accounts Receivable Report US Distribution Co. 6/28/18 8:03 AM September, 2021						
Customer Description	Link to Invoice From BI360	Link to Invoice Smart Name	Sales Person	Document ID	Document Date	Amount
		Smart Link to Invoice		11080	09/07/21	2,956.00
Aaron Fitz Electrical						2,956.00
	BI360 Link to Invoice	Smart Link to Invoice		10080	09/03/21	114,415.53
Advanced Tech Satellite System						114,415.53
		Smart Link to Invoice		19850	09/20/21	3,011.00
Alton Manufacturing						3,011.00
	BI360 Link to Invoice	Smart Link to Invoice		11060	09/07/21	56,042.00
Associated Insurance Company						56,042.00
		Smart Link to Invoice		78000	09/30/21	842.00
Astor Suites						842.00
	BI360 Link to Invoice	Smart Link to Invoice		11730	09/10/21	105,079.00
Berry Medical Center						105,079.00
		Smart Link to Invoice		78030	09/30/21	2,593.00
Blue Yonder Airlines						2,593.00
	BI360 Link to Invoice	Smart Link to Invoice		12700	09/13/21	70,053.00
Castle Inn Resort						70,053.00
		Smart Link to Invoice		78060	09/30/21	2,310.00
Cellular Express						2,310.00
	BI360 Link to Invoice	Smart Link to Invoice		13260	09/15/21	119,089.00
		Smart Link to Invoice		78090	09/30/21	1,864.00
Central Distributing						120,953.00
	BI360 Link to Invoice	Smart Link to Invoice		19520	09/19/21	49,037.00

Distribution Power BI Dashboards

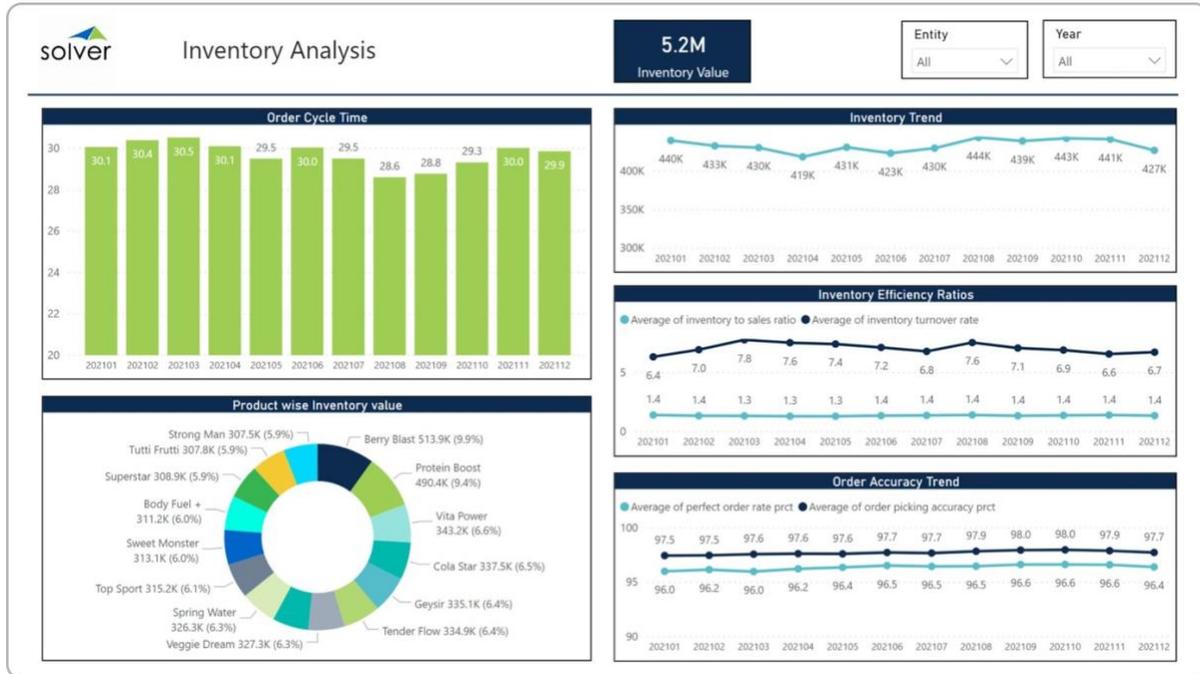
Distribution Dashboard with Revenue and Margin Analysis:



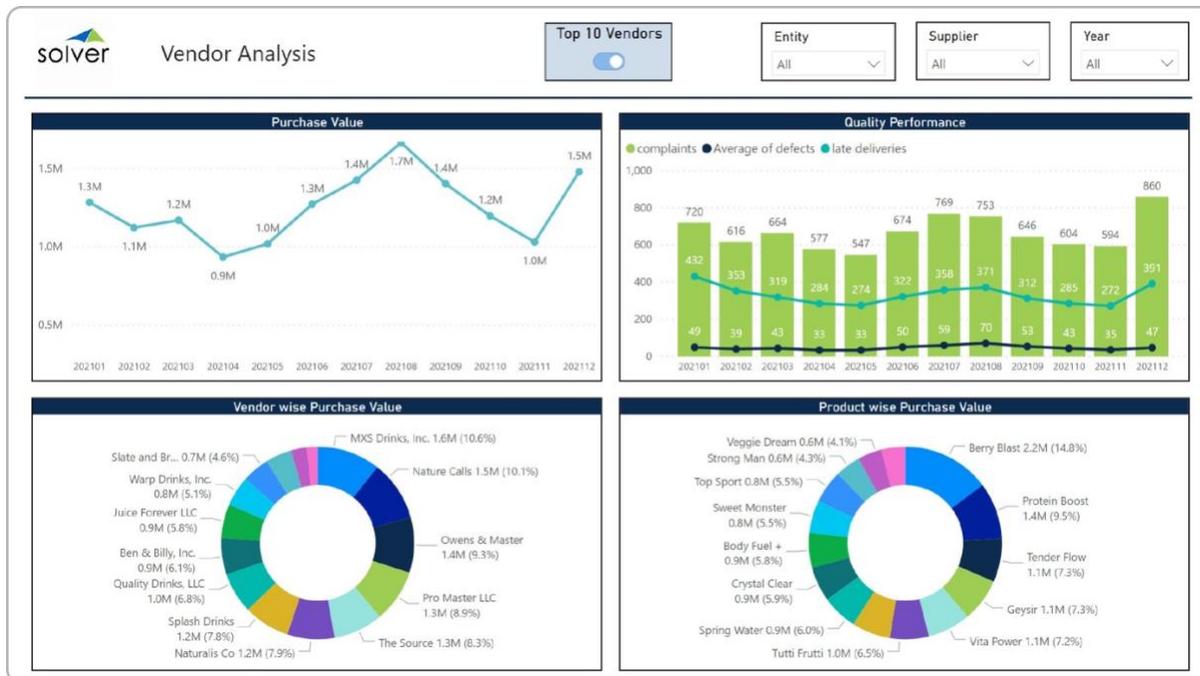
Distribution Dashboard with Customer and Product Analysis:



Distribution Dashboard with Inventory Analysis:



Distribution Dashboard with Vendor Analysis:



Appendix - Acronyms

KPI – Key Performance Indicators

QA – Quality Assurance

AP – Accounts Payable