Intact iQ: Module

Business Metrics

The Intact iQ Business Metrics module is a business intelligence tool offering a wide range of pre-configured, industry driven key metrics. These out-of-the-box metrics can be conveniently accessed by you and your team throughout your Intact iQ system.

You can also push them out to your Intact Access App, publish a report to your Intact Cliqx website or export to any third party application.

Transforming Data Into Business Insights

The most successful companies today rely on accurate, real-time data to run their business. Data drives every decision and helps them to identify and resolve issues or find opportunities as they arise, quickly and easily. The Intact iQ Business Metrics module provides you and your team with meaningful data at your fingertips so you can drive smart decisions.

We know our customers don't always report in the same way but quite often, they want to measure the same things. So, we've taken the common metrics required by our customers and created the Business Metrics module. Concentrating firstly on sales metrics, you will have ready access to key sales metrics wherever you are in the system, making it a very convenient and hugely powerful tool. And a great time-saver!

The Benefit to your Business

With Business Metrics embedded into your Intact iQ system you reduce the need for 3rd party business intelligence tools.

The Business Metrics module is an easy and convenient way for your team to access key business metrics quickly and aid sound business decisions. There's no need for a 3rd party BI tool. And there's no need to jump around your system to find the metrics you need. You just drop them wherever you need them in the system. For instance, on your customer screen, customer list, user list etc. Of course, if you need to use any third party BI tools then extracting data from Intact iQ is really easy and you can use Business Metrics as a simple, consistent data source. Your one source of the truth.

The Business Metrics module is a subscription-based and community-based module that will evolve over-time. Starting with the sales metrics, the Business Metrics module will expand to include customer price lists, stock values, purchasing metrics etc and we'd love to hear your suggestions as to how to make it even better. Once purchased, all new enhancements will be passed directly on to you.

> **Being able to create views and add in the metrics you want has been brilliant.**
>
> **It allows us to see the information quickly and helps in our decision making.**
>
> *– Jack Rothwell* from James Hargreaves

Key Features

Sales Metrics Anywhere You Need Them

Save time and aid decision making with easy access to key sales metrics available wherever you need them in your Intact iQ system. Straight out of the box, you can drag and drop your sales metrics onto any of your views e.g. on customer, subsidiary, branch, branch group, cost centre, department, products, product category, sales rep, users, suppliers etc. It's all built behind the scenes and optimised for performance.

Wide Range of Time Periods Available

Within the sales metrics function, you get an extensive list of time-periods to select from.

And within each of these, you have a set of measurements linked to them, such as the cost of cash sales or collected margin or you can see what you're making on your collected sales.

Visualisations

To visually represent your metrics, you can add charts and tables to your sales metrics view. These can be customised to suit your needs and colour-coded where applicable. Examples of charts you may like include sales variation charts, sales by branch or sales by rep.

Complementary Categories

Know when opportunities are being missed with the complementary category metric. See what products are normally sold together and which customers aren't buying these complementary products from you.

Analysis such as this can highlight key opportunities for your sales team to investigate. This analysis can be run on users, products, product groups, sales reps, branches, company etc

Zero Performance Impact

The Business Metrics data is built in the background to minimise impact on your system. What would otherwise be very intensive calculations appear instantly to end users.

Historic data can be imported easily and any of the Business Metrics data can be exported to Excel or other formats.

Business Metrics is delivered as a plugin so that you can implement the module without upgrading your main Intact iQ installation.

What's coming next?

While the sales metrics is only the start of the Business Metrics journey, the development roadmap will see it expand to customer pricing metrics next. Here you will be able to see things like what margin you're making on a customer over a period and if it's something that's declining, it would warrant investigation.

Following on from the customer pricing metrics, we will also be adding stock value metrics, purchasing metrics and more.

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