Sell-out data strategy

We deliver a customized action plan to enhance sell-out data capture and provide a clear roadmap to transform data into actionable insights, driving business performance and distributor efficiency.

Our approach

~ 8 weeks

Customer Pain Points
Lack of a cohesive sell-out data strategy, leads to **limited availability** and **poor integration** into decision-making. This results in **missed opportunities** for growth, automation, and optimization across key commercial areas.

Methodology

Data treatment and Display

- Cleaning and matching of all external data to create the best usable format
- Construction of KPIs and visuals to make data usable to all relevant stakeholders

Key Inputs

Internal data & 3rd Party provided

- Current sell-out data)type, granularity, etc.)
- Current reporting systems
- Current data quality and matching process
- Sell-in per customer
- Listing of tools and solutions in place
- NextSteps and UVE best practices expertise

Deliverables

Structured approach to properly managing sell-out data from distribution network in way that grow and elevate the business

- Clear sell-out data framework at corporate level considering best practices and internal priorities
- Methodology for yearly process on how to assess and plan for sell-out data improvement
- Exhaustive assessment per market of available sell-out data and utilization to define detailed roadmap on actions to take per market

Example

Dashboard with sell out data