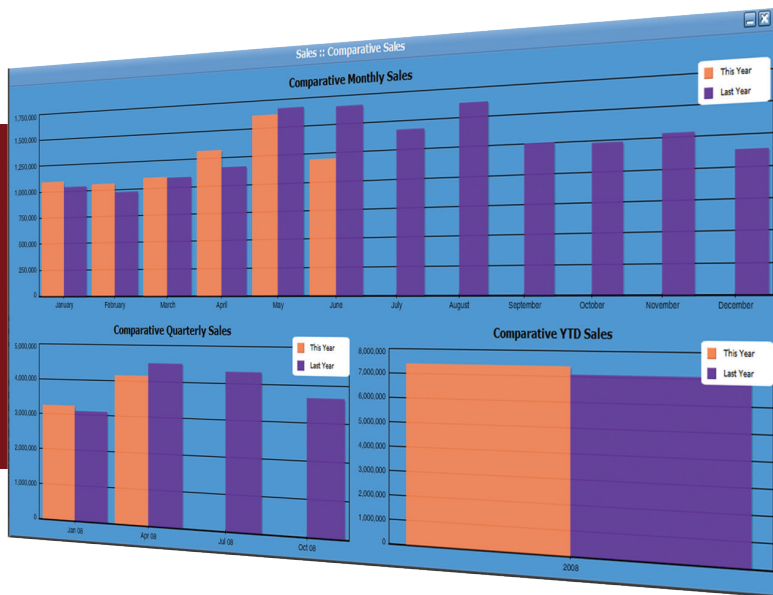


# Datasheet



## HighJump Performance Advantage for Beer Distributors

If you're like many beer distributors, you probably have an excess of information being gathered throughout the various stages of the supply chain— from purchase orders to the brewery to the delivery to the retailer. You may have a favorite report you glance at to make sure everything is operating as it should, but could you be missing potentially useful data? How do you begin to sort it out? And who has the time to analyze it so that it can actually begin to benefit your business?

### Business Intelligence Designed for Beer Distributors

What if you could convert all of that data you're collecting into graphical, easily interpreted, actionable information? HighJump™ Performance Advantage for Beer Distributors combines the latest graphical dashboarding technology with key industry metrics to produce real-time and comparative dashboards using your own data from your HighJump route accounting system (RAS). Dashboards can also draw data from many other sources such as your financials or reporting systems. That means you can empower the right person with timely, meaningful information they can use to monitor performance, identify and resolve potential problems and maintain a high level of customer satisfaction.

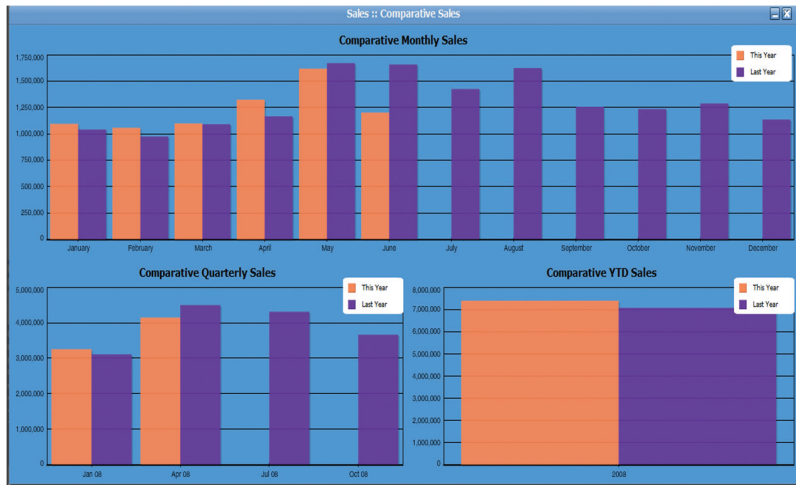
### Using HighJump Performance Advantage for Beer Distributors You Can:

- Provide key information to executives, managers and team members in a graphical dashboard view
- Provide timely access to the information deemed most important to your daily operations
- Use any of 60 pre-defined dashboards or easily create and customize your own company-specific key performance indicators (KPIs)
- Organize the output by each employee's responsibilities/functional area

You can choose from the 60 graphical dashboards that come standard with HighJump Performance Advantage for Beer Distributors, or create your own company-specific displays.

#### Dashboard examples:

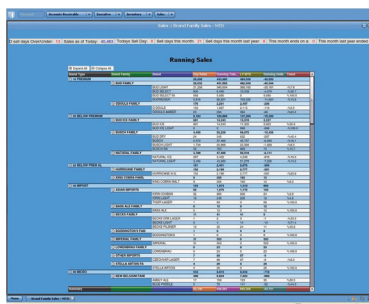
- Accounts Receivable
- Sales by Day/Month/Year
- Running Sales by Brand
- Brand Statistics by Salesperson
- Inventory Tracking
- Package Type Sales by Route
- Profit by Brand/Family/Product



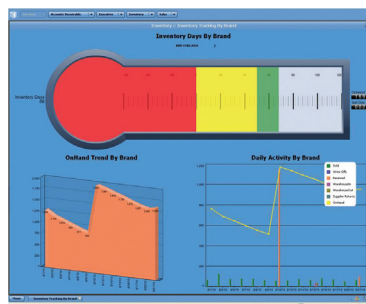
Comparative Sales dashboard compares units sold by month, quarter and year compared to last year

## Practical, Actionable Dashboards Give You the Data Important to Your Role

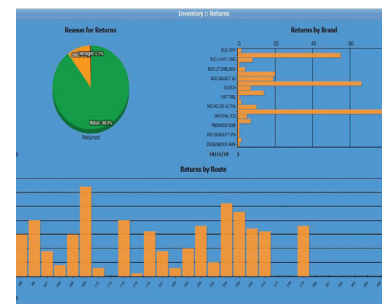
- Several dashboards have time-saving interlinking metrics – if you select a filter on one metric, the display can change on related metrics as well.
- Detailed drill-down capabilities are available for several dashboards, allowing the viewer to access more granular information on each metric and help perform root cause analysis.
- Does your operation have multiple sites/distribution centers? All dashboards shipped with HighJump Performance Advantage are designed for venterprise and multi-site use, should you choose. For example, you may view metrics for site 1, site 2, or across your entire enterprise.



Running Sales by Brand dashboard displays running totals compared to last year and trend data



Inventory Tracking dashboard shows the number of days of inventory your warehouse has by brand



Returns dashboard shows returns by user-defined reasons, cases returned by route and more

## So How Does Business Intelligence Really Work In Real-Life?

**Example 1**—Your warehouse manager is watching the inventory levels of various products and has set up an alert so that he is notified by email if inventory levels for any product fall below a pre-defined level. When the inventory on-hand of any product falls below the minimum level, the warehouse manager is immediately notified and able to order more product before encountering stock-outs resulting in lost sales.

**Example 2**—Your executive and management team easily monitor business trends and react quickly to leverage promotions, hot-selling products and overall business profitability.

## Powerful, Flexible and Convenient Views Into Your Operation's Performance

Not only are these dashboards easy to view and personalize, they are also rich in drill-down data and can be viewed in multiple formats.

- Easily create your own dashboards or modify views of pre-defined dashboards according to your preferred chart type
- Pull and display data from multiple sources, including your route accounting system (RAS), financials and reporting systems
- Create automatic email alerts to immediately communicate time-sensitive issues such as low inventory levels
- Display select dashboards in your warehouse or sales area on LCD panels for real-time performance updates
- Create a personal portfolio of all of your commonly used dashboards
- Keep track of your performance on the go—access dashboards from your smart phone or tablet

Dashboard Example	Metrics Displayed
Accounts Receivable	Accounts Receivable Aging Outstanding Accounts Receivable Unapplied Accounts Receivable Accounts Receivable Aging Breakdown Top 25 AR Accounts
Profit	MTD/YTD Profit 13-Month Profit Trend Profit by Supplier - YTD Profit by Brand - YTD Profit by Product - YTD
Sales	MTD YTD Net Total Sales by Day Total Sales by Day by Supplier Total Sales by Day by Brand Total Sales by Day by Product Monthly Sales Ticker
Brand Inventory Tracking	Inventory days by Brand On-Hand Trend by Brand Daily Activity by Brand

