



Softsensor.ai

Intelligence Implemented

Data & AI Solutions Experts



Industry Recognition

We're a **globally recognized** technology company specializing in the development and application of cutting-edge artificial intelligence (AI) and machine learning (ML) and advanced data analytics solutions. Our mission is to empower businesses to unlock new insights and drive growth through the power of data.

Solution & Technology Partnerships




Data & AI
Azure



Top Influential People in the DataIQ 100



Most Influential AI & Analytics Leaders in AI Makers 100



Ranked 5th in the Leadership Board in Conic Challenge 2022

About us

We are the “**Software Sensors**” designed to function as the building block of Data & AI COEs just like neural sensors are for the human body.

A New Jersey headquartered Data Analytics and Artificial Intelligence firm dedicated to delivering unparalleled analytical excellence. **Using our Data Science, Analytics and AI expertise, we analyze complex operational, financial, and customer data, driving transformative process and performance enhancements.**

200+
Customers

Engaged across the globe

10,000+
System

Transactions per week

100+

*solutions developed,
consulting engagements*

**5+ Global
Awards**

*Recognition across NA,
EMEA, APAC*

Intelligence Implemented at the neural center of Businesses

Leadership Team

Our founding team brings collective experience of 250+ years with the founder Dr Vivek Gupta who has been a recognized thought leader in the industry for 25+ years.



Dr Vivek Gupta

Co – Founder, CEO

25+ years in AI, Analytics & Consulting. Ex-Partner EY, Chief Scientist Opera Solutions. Inductis, Essex lake Group, HSBC. DataIQ100 USA. PhD from IIM Ahmedabad.



Deeip Sengar

Senior Vice President

Special Forces veteran with 25+ years in leadership, operational excellence, customer experience, change management. Ex-Director – Microsoft, IBM, and GE.



Vikas Gupta

Technology Head & Partner

With 27+ years in IT transformation and consulting, Cloud tech, ERP, CRM, marketing platforms. Key Tech and Consulting roles at Infosys, Accenture, Wipro.



Abhishek Jain

Leader & Partner

Bringing 17+ years of data value unlocking. Ex-Head – Customer Insights & Sales Analytics at Wolters Kluwer, EY, Citi, Barclays, HSBC. MBA from IIT Kanpur.



Preeti Gupta

Gen AI Data Scientist

Leader SoftsensorX, Experience in data analytics, business management & training. Director in Essex Lake, Founder of online portal and distribution company – Prarvi.



Rajat Sud

SVP Banking & Financial

SVP Banking & Financial With 20+ years in BFSI, including Ex-Director at BNY Mellon, American Express, and Citibank, with an MBA from IIM Ahmedabad.



Dr. Manoj Vats

Healthcare & Medical Expert

20+ years in healthcare ops and consulting, with a PGDM from IIM K and an MBBS. Ex Reliance Health, COO of Medybiz, Kokilaben Hospital, Payer Head at Apollo Health.



Dr Bhagirath Bhardwaj

AI Leader

Bringin 15Years of Experience in Data Science, Data Engineering, Technology. Global Head of Data in OLX, CTO AiNextBit, Director Data Science Unacademy.



Anil Sharma

Vice President

27+ Years in portfolio, program and project management. GTM Strategy, Change management, IT implementation, Ex-Director, Altus, XTSI. IIM Kolkata and BITS Pilani.



Dr. Chandan Kumar

Healthcare & Medical Expert

9+ years in clinical lab operations and onco-pathology, MD in Pathology, MBA (IIM Calcutta). Roles: Management Consultant (Boston Consulting Group), Operations Lead ,Onco-pathologist



Dr Amrik Shah

Healthcare & Medical Expert

20+ years of experience in the strategic design and analysis of clinical trials and management with specialized CROs in areas of Statistics and Programming, including machine learning/AI.



Navendu Pandey

Transformation

MBA and MSc in Mathematics with 25+ years in Business Transformation, Operations and Systems Implementation across BFSI and other sectors. He has led global migrations and set up green field shared service centers.

We meet you where you are in your AI journey



Data Ingestion from Multiple Systems, Data Warehousing



Data Enrichment, Master Data Management



Unified Dashboarding, Visualization, Analytical Insights



Predictive Insights, Modeling



Scenario Planning, AI-Driven Automation



Softsensor.ai

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Our Solution Offerings

<h3>Data engineering, cloud, analytics</h3> <ul style="list-style-type: none"> • Expertise in Azure and AWS- Data Lakehouse, Data ingestion, transformation & modeling • ETL, governance, data lakes, data warehousing • Data cleaning, assessment, processing and profiling • DevOps, Cloud-based analytics • Dashboards, queries, predictive analytics 	<h3>Generative AI</h3> <ul style="list-style-type: none"> • SoftsensorX accelerator for Documents, Search, Videos, MongoDB, excel • Agents for multiple workflows and pipelines • Personalization & recommendation engine • Image AI pipelines with multi-modal AI • MLOPS 	<h3>Applications & Platforms</h3> <ul style="list-style-type: none"> • SFDC full solutions including development, maintenance • SAP to Azure Data Lake House • Ongoing maintenance and support services • Greenfield AI app development (Web App/Mobile APP) • Edge devices (Mobile AI) • IOT data capture and applications 	<h3>Across Industries</h3> <p>Healthcare BFSI Manufacturing Hospitality</p>
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Our Solution Areas

<h3>Sales & Marketing</h3> <p>Sales & marketing analytics, AI-powered marketing automation, data-driven customer insights Customer 360, CLV, SFDC integrations, personalization</p>	<h3>CFO Solutions</h3> <p>Forecasting Models, planning & budgeting, scenario analysis, risk mitigation strategies</p> <p>AR management, pricing, discounting strategy, revenue assurance, contract lifecycle analytics</p>	<h3>Procurement & Supply Chain</h3> <p>Strategic inventory planning, Data-driven supplier risk management, Real-time inventory monitoring, MDM, Control Towers,</p>	<h3>Risk & Fraud</h3> <p>Risk identification & mitigation, risk assessment frameworks, fraud detection & prevention, compliance management, investigation & analytics</p>
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Our Technology



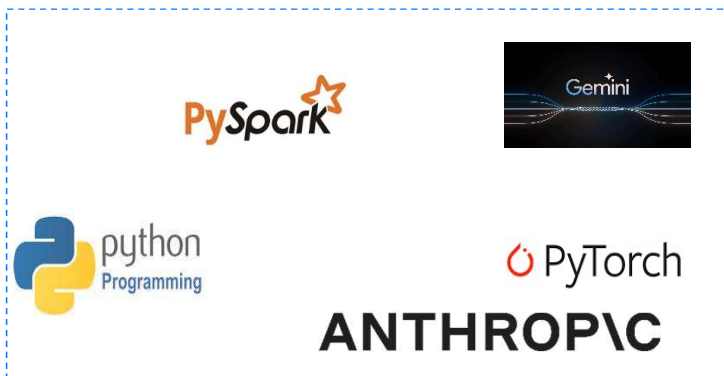
amazon REDSHIFT
AWS Lambda
aws
Amazon Bedrock
Amazon SageMaker
Amazon S3
Amazon EMR
AWS Glue



SAP S/4 HANA
snowflake®
databricks
UNIT4
NETSUITE
aimplan
SAP BW



tableau®
Azure Synapse Analytics
PowerApps
ADF
Azure Intelligent Cloud



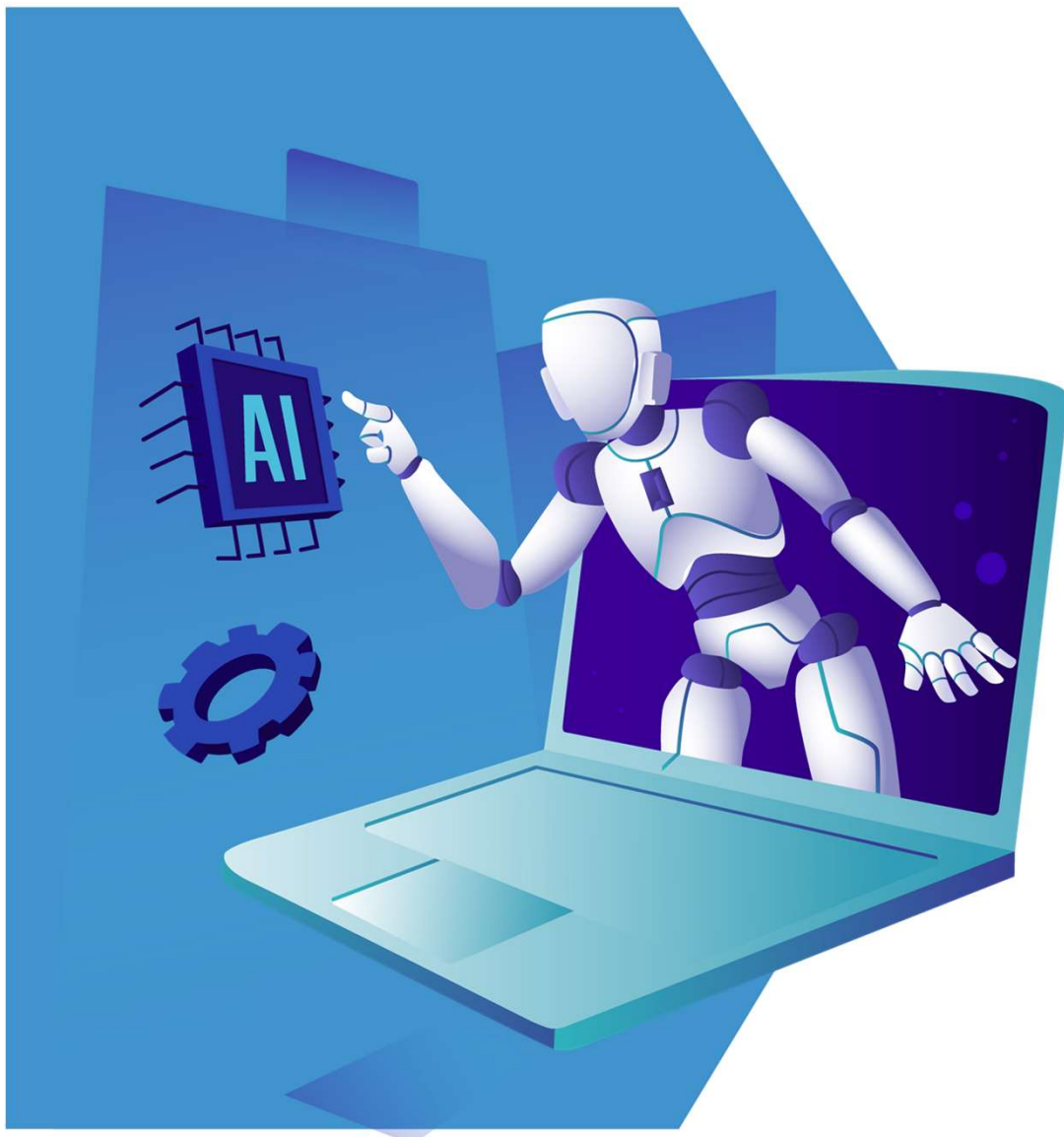
PySpark
Gemini
python Programming
PyTorch
ANTHROPIC



MuleSoft®
celigo
Swagger™
Supported by SMARTBEAR



mongoDB®
React
JS Express
Office 365



AI SOLUTIONS



Intelligence Implemented

SoftsensorX Capabilities & Differentiators

FP&A

Our Offerings

- Budgeting and Forecasting
- Management Reporting
- Ad-hoc Reporting
- KPI development and Monitoring
- Scenario planning and sensitivity analysis

Key Differentiators

- Predictive modeling for financial trend analysis and future performance forecasts.
- Customized on-demand management reports for KPIs, financial metrics, and variance analysis.
- Ad-hoc report generation for lenders, stakeholders etc.
- Real-time KPI monitoring with deviation alerts.
- Financial outcome simulations for scenario impact assessments.

Treasury Management

Our Offerings

- Cash flow forecasting
- Working Capital Management
- Debt Management
- Treasury operations enhancement and automation
- Bank relationship management and negotiation

Key Differentiators

- Generate cash flow forecasts from historical data and trends.
- Optimize working capital by monitoring receivables, payables, and inventory.
- Manage debt levels and schedules, with payment reminders and structure optimization.
- Provide real-time cash and liquidity updates with cash management strategies.

Risk Management

Our Offerings

- Risk Assessment and Mitigation Strategies
- Risk Modeling and Stress Testing

Key Differentiators

- Analyze historical data and market trends for risk assessment, identify potential risks, and recommend mitigation strategies.
- Offer insights on stress scenarios impact on performance metrics to adjust strategies and mitigate risks proactively.

SoftsensorX Capabilities & Differentiators

Accounting, Auditing & Financial Reporting

Our Offerings

- Bookkeeping
- GAAP and IFRS Compliance
- Financial statement preparation and analysis
- Financial consolidation and reporting solutions
- Accounting process optimization and automation

Key Differentiators

- Auto-categorize transactions, reconcile accounts, and generate financial reports.
- Interpret accounting standards for GAAP/IFRS compliance guidance.
- Analyze financial statements for trends, anomalies, and KPIs for decision-making insights.
- Automate data collection/ aggregation across sources/ entities for standardized reporting.
- Identify and automate error-prone repetitive tasks.

Investor Relations

Our Offerings

- Shareholder Engagement
- Preparation of investor presentations and materials

Key Differentiators

- Facilitate shareholder engagement by providing timely updates on company performance, financial results, and strategic initiatives.
- Assist in preparing investor presentations and materials by generating custom reports, charts, and graphs based on financial data and key performance indicators.

Tax Planning

Our Offerings

- Tax Strategy Development
- Tax Optimization
- Tax Compliance Assistance

Key Differentiators

- Analyze tax history and finances for tailored tax strategy recommendations.
- Identify tax savings opportunities and advise on minimizing liabilities.
- Guide on tax filing norms, deadlines, and documents, with automated reminders.

SoftsensorX Capabilities & Differentiators

Legal and Regulatory Compliance

Our Offerings

- Compliance Review and Gap Analysis
- Regulatory Reporting Support

Key Differentiators

- Conduct comprehensive reviews of financial data and processes to identify potential compliance gaps or areas of improvement.
- Interpret regulatory requirements and assist in generating reports in the required format and timeframe, reducing the risk of errors.

M&A

Our Offerings

- Due diligence support
- Valuation Analysis
- Deal structuring and negotiation support
- Post-merger performance monitoring and optimization

Key Differentiators

- Assist by analyzing vast amounts of financial documents, contracts, and reports. Extract key information, flag discrepancies, and provide summaries.
- Simulate various deal structures, assess their financial implications, and identify the most favorable terms based on predefined objectives and constraints.
- Track key performance indicators post-merger, providing real-time insights into financial performance and operational efficiency.

Key Use Cases Covered

- 1. Data Anomaly Engine** (Document, audio, video Data Extraction and Analysis with Compliance checks and alerts)
- 2. CFO Assistant AI** (Variance Analysis, Reconciliation, Audit Anomaly Detection, Compliance and Regulatory Reporting)
- 3. Document Intelligence Agent** (Data retrieval from semi or unstructured data sources using chatbots)
- 4. Streamlining Investment Decisions:** (Generative AI for Large Financial Document Analysis)
- 5. Enhancing Business Intelligence:** Tableau Dashboards Elevate a Company's Data Visualization
- 6. Budgeting and forecasting solution** with data warehousing and AI powered forecasting
- 7. End-to-end FP&A framework for a large SAAS organization :** (Mgmt. Reporting, Forecasting, Dashboards and M&A Deal Support)

Data Anomaly Engine (*Document, audio, video Data Extraction and Analysis with Compliance checks and alerts*)

Problem Statement

Embark on a data revolution with Data Anomaly engine, where Risk, Finance, and Audit converge to deploy data analysis and optimization for redefining Risk and Compliance management. It empowers businesses to identify inconsistencies across finance, documents, video and audio data to create red flags or alerts and build a comprehensive case review pipeline.

Solution Offered

Solving Enterprise Challenges:

1. Strengthened Third line of defense

Build a smarter third line of defense to identify and mitigate potential risks.

2. Reduced False positives and Increased efficiency

Utilize data from multiple and previously unused sources for more comprehensive Alert management, prioritization algorithms, and faster case disposition.

Key Results



Streamlined Data Processing

- Converts PDFs to images for visual analysis.
- Extracts and digitizes text from images for processing.



Intelligent Data Retrieval

- Embed text into a searchable format using Azure OpenAI.
- Utilizes a "Top-K" query system to sort and retrieve the most relevant data.



Enhanced Enterprise Functionality

- Navigates and integrates through complex data quickly.
- Employs generative AI for advanced, precise search capabilities.



Security and Precision

- Implements advanced security measures to protect against data loss.
- Utilizes specialized indexing for tailored, contextually accurate responses.

Key Features of Data Anomaly Engine (*Document, audio, video Data Extraction and Analysis with Compliance checks and alerts*)

1. Automated Data Ingestion

Connectors or API from Data Lake, Mongo, DB, Google Sheets, Youtube, Audio/Video links etc. Parsing and Extracting data from different file formats.

2. Data Enrichment and Processing

Pipeline for pre-processing including cleaning, transformation, and normalization of data. Feature extraction and enrichment using NLP, Image processing, etc.

3. Adaptive Data Analysis

Specific algorithms for business use cases like Graph reading, PDF Comparison, invoice reconciliation, damage, package expiry, signature, and anomaly detection.

4. Interactive Insights Display with Power BI

Implement segmentation, and categorization and build engaging dashboards to illuminate key KPIs, trends, and insights.

5. Real-Time Integration and Interaction

Keep insights updated with near-real-time data using Azure Stream Analytics. Integrate with the Alert/case management or front-end systems. Integrate with chatbot, dashboard, CLI, etc. for enhanced user experience. Lake

Target Audience

- CCO's
- CDO's
- CIO's
- BFSI

CFO Assistant AI (*Variance Analysis, Reconciliation, Audit Anomaly Detection, Compliance and Regulatory Reporting*)

Client Background

CFO Assistant serves as a tool with a chatbot function, allowing CFO to interact and receive the information they need, by interacting with the data present in the database. CFOs can query their question/prompt via text or speech and CFO Assistant by combining large language model with the data, will generate a result.

Solution Offered

- ✓ **Report Analysis** – Extraction of data from different diverse reports and presentation of actionable insights (Financial Statement analysis with Key summary and insights, Comparison of actuals with budget amounts and analysis of variance etc)
- ✓ **Audit Anomaly Detection** – Automatic detection of anomalies (irregularities, duplicates, outliers etc) within large volumes of data.
- ✓ **Predictive Modelling** – To forecast future trends and anticipate budget variations.
- ✓ **Reconciliation** – To compare data across three areas (invoices, accounting records and payment records) for identifying discrepancies and anomalies.
- ✓ **Master Data Management** - Automatic categorization and tagging of financial transactions based on predefined categories (e.g., expenses, revenue, assets, liabilities) to facilitate analysis and reporting.
- ✓ **Compliance and Regulatory Reporting** - Generating regulatory reports, auditing financial processes, and flagging potential compliance issues.

Key Results



Accessible round the clock, allowing CFOs and finance teams to obtain information whenever required.



Minimize human error in report generation and interpretation, ensuring accuracy in financial data analysis.



Reduction in labour costs associated with manual data retrieval and analysis by leveraging automated chatbot technology.



Simplified complex financial workflows by automated repetitive tasks and streamlined reporting procedures



Immediate responses to queries, enhancing efficiency in decision-making processes.



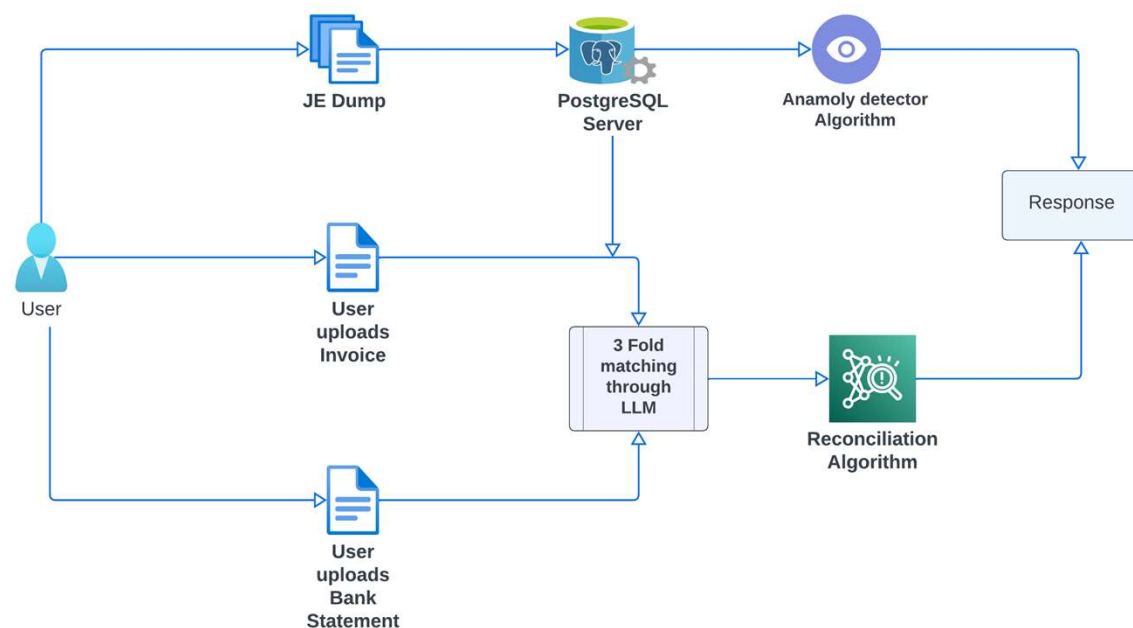
Latest financial updates through instant notifications and alerts.

Empowering Enterprises: Key Features of CFO Assistant

- Automate structured variance analysis reports with key metrics like absolute variance, percentages, and profit margins.
- Implement algorithms to explain financial variances and trends automatically.
- Use statistical thresholds to detect outliers and potential accounting errors during audits.
- Design mechanisms to detect and prevent duplicate transactions and financial discrepancies.
- Scrutinize rounded entries to identify manual intervention or accounting imprecision.
- Classify financial transactions by type for efficient anomaly analysis.
- Use Spend Analysis to identify top expenditure areas and significant spending trends.
- Investigate anomalies in invoice volume and amounts, and calculate average invoice amounts per vendor.
- Assess expense categorization in GL accounts.
- Leverage algorithms to detect potential duplicate invoices for financial accuracy.
- Match records across bank statements, invoices, and Journal Entries (JEs).
- Implement a system to cross-reference purchase orders, delivery receipts, and invoices.
- Design a system to flag genuine entries and mark those needing further scrutiny.
- Ensure data compatibility with Excel and PDF formats for seamless processing.

Integration: Seamlessly bring together data from diverse systems (ERP/CRM/Payroll etc.)
NLP Capabilities: Transform financial data into actionable insights through Natural Language Processing.
Power BI Visualization: Employ Power BI for vivid data visualizations that enhance analytics.

Illustrative Architecture for one of our solution



Document Intelligence Agent (*Data retrieval from semi or unstructured data sources using chatbots*)

Client Background

The Document Intelligence Agent (DIA) is an intelligent chatbot which can work with large amounts of data in Financial PDFs,. We provide intelligent interface to interact and process this information by merging advanced chatbot functionality with a large language model to deliver precise, actionable insights.

Solution Offered

Enterprise Challenges in Handling Unstructured Data

- ✓ **Unstructured Data Complexity:** The relevant information is buried within heaps of documents, tapes, and disks with often no tagging, index, or metadata to look for.
- ✓ **Fragmentation and Inaccessibility:** Often the Documents, images, and streams are scattered across formats, systems, and datastores making it challenging to access critical information at a scale.
- ✓ **Time-consuming and Error-prone:** Searching for specific information within the vast volumes is purely manual and prone to oversights.

Key Results



Streamlined Data Processing

- Extract data from large PDFs with lot of tables and documents
- Extracts and digitizes text from images for processing.



Intelligent Data Retrieval

- Able to run multiple documents at the same time and extract data from them
- Has in built REACT logic for different type of logical reasoning



Enhanced Enterprise Functionality

- Navigates and integrates through complex data quickly.
- Has RBAC features for data segregation



Contextual Precision

- Utilizes specialized indexing for tailored, contextually accurate responses.

Streamlining Investment Decisions: (Generative AI for Large Financial Document Analysis)

Client Background

Our client, a financial institution that faces the challenge of dealing with a large volume of bond data on a daily basis. This data is crucial for making informed investment decisions and effectively managing their bond portfolio. However, the manual extraction and analysis of this extensive data is time-consuming and error-prone, leading to inefficiencies and the potential for missed opportunities.

Solution Offered

Our advanced generative AI-powered platform delivers comprehensive insights by collecting and analyzing real-time data from diverse sources.

- ✓ **Data Collection:** Integrates information from GPS devices, vehicle telematics, and driver logs.
- ✓ **Machine Learning Algorithms:** Utilizes cutting-edge algorithms to extract relevant insights.
- ✓ **Performance Reports:** Generates detailed reports for each vehicle and driver, covering:
 - Driver behavior (e.g., speeding, harsh braking)
 - Fuel consumption
 - Vehicle maintenance records
 - Schedule adherence
 - Safety regulations compliance

Key Results



Advanced Data Extraction

Faster data processing and improved decision-making, reducing manual effort and ensuring reliable insights for strategic investments.



Automated Data Cleaning

High data quality, enhanced reliability of investment decisions and minimized risks



Real-Time Market Monitoring

Real-time market monitoring, empowering timely decision-making



Scalable Architecture

Efficient processing of large volumes of bond data, supporting business growth without compromising performance.



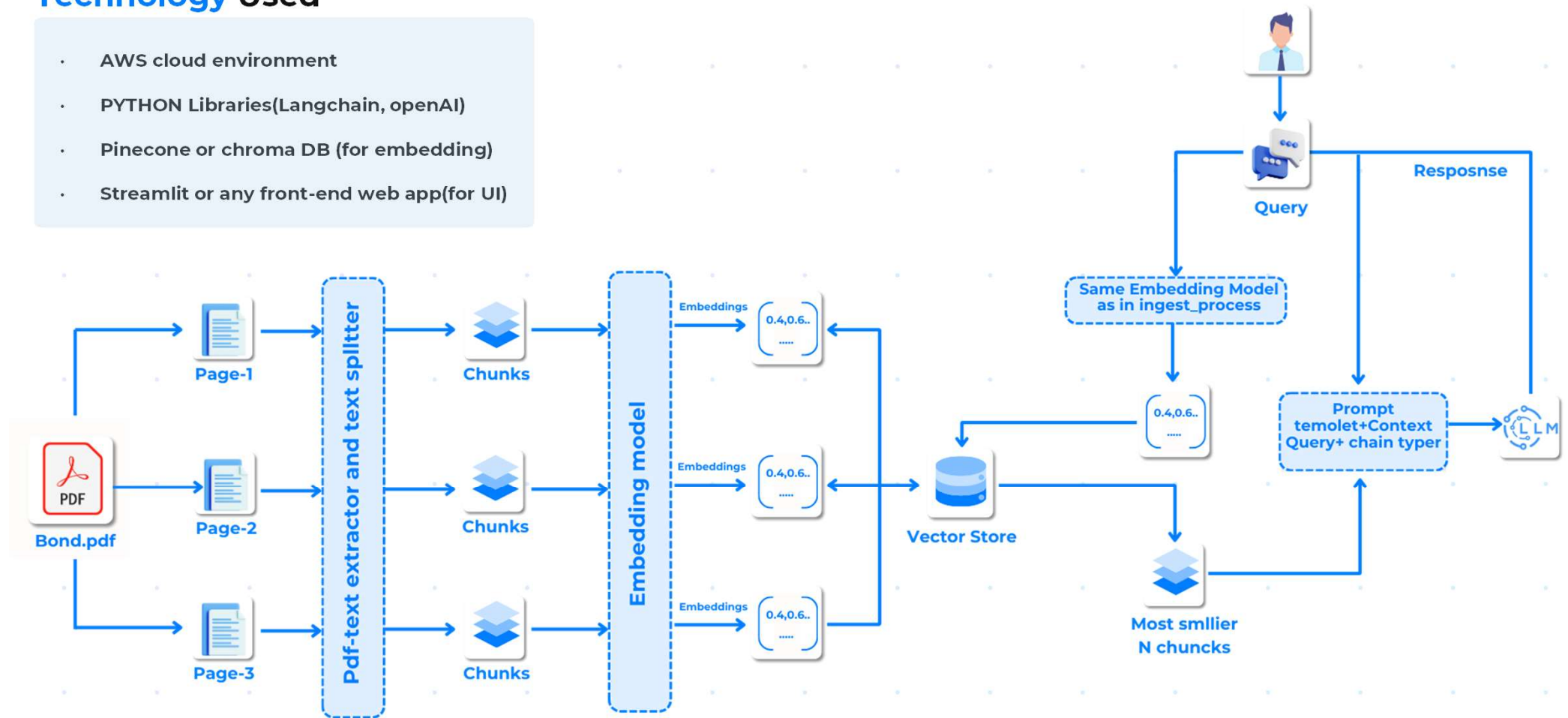
Model Optimization & Adaptability

Continuous analysis and strategic decision-making based on up-to-date insights, improving investment outcomes.

Flowchart Diagram

Technology Used

- AWS cloud environment
- PYTHON Libraries(Langchain, openAI)
- Pinecone or chroma DB (for embedding)
- Streamlit or any front-end web app(for UI)



Enhancing Business Intelligence: Tableau Dashboards Elevate a Company's Data Visualization

Client Background

Our client, necessitated a significant enhancement to their sales dashboard system. The aim was to incorporate real-time data updates and automate processes for a more dynamic decision-making approach. A crucial part of this upgrade was unifying disparate data sources into a single, efficient Tableau dashboard.

Solution Offered

To address this need, our approach included:

- ✓ Redesigned the sales dashboard to integrate new system triggers and automation for streamlined operations.
- ✓ Merged various data streams into a unified Tableau dashboard for a comprehensive view.
- ✓ Established protocols for daily updates and instantaneous data refreshes to ensure the most current information was always at hand.

Key Results



Real-Time Analytics

Uncovered complex patterns and relationships within bond data, providing valuable insights that drive strategic investment strategies.



Comprehensive KPI Suite

Faster data processing and improved decision-making, reducing manual effort and ensuring reliable insights for strategic investments.



Agile Market Response

High data quality, enhanced reliability of investment decisions, and minimized risks.



Continuous Improvement Culture

Real-time market monitoring, empowering timely decision-making.



Streamlined Data Processing

Efficient processing of large volumes of bond data, supporting business growth without compromising performance.



Strategic Resource Allocation

Accurate analysis and strategic decision-making based on up-to-date insights, improving investment outcomes.

Budgeting and forecasting solution with data warehousing and AI powered forecasting

Client Background

The client faced challenges in preparing their budgeting model, which was a combination of both bottom-up and top-down approaches. The top-down model did not consider some of the attributes in the bottom-up approach. They used different logics for actuals and forecasts, and some of the forecast logics were linked to actuals and had different versions of the data, there was no single source of truth, leading to inconsistencies in reporting.

Solution Offered

- ✓ **Unified Platform for Budgeting and Forecasting:** We developed a comprehensive platform for budgeting, forecasting, performance management, and variance analysis, eliminating the need for Excel-based reporting.
- ✓ **Strategic and Scenario Planning: Implemented:** Strategic planning with a bottom-up/top-down approach, including value-driver-based planning and scenario planning for better preparedness.
- ✓ **AI-Powered Rolling Forecasts:** Leveraged AI-powered forecasting to provide accurate, rolling forecasts and data-driven predictions.
- ✓ **Enhanced Communication and Reporting:** Improved inter-department communication and streamlined standard/ad-hoc analytics, reporting, board presentations, and report distribution.

Key Results



Unified Budgeting Platform

Developed an integrated platform for budgeting, forecasting, and variance analysis, streamlining financial operations.



Elimination of Excel Dependency

Reduced reliance on Excel-based reporting, enhancing data accuracy and consistency.



Advanced Forecasting Techniques

Implemented AI-powered forecasting and rolling forecasts to improve predictive accuracy.



Enhanced Strategic Planning

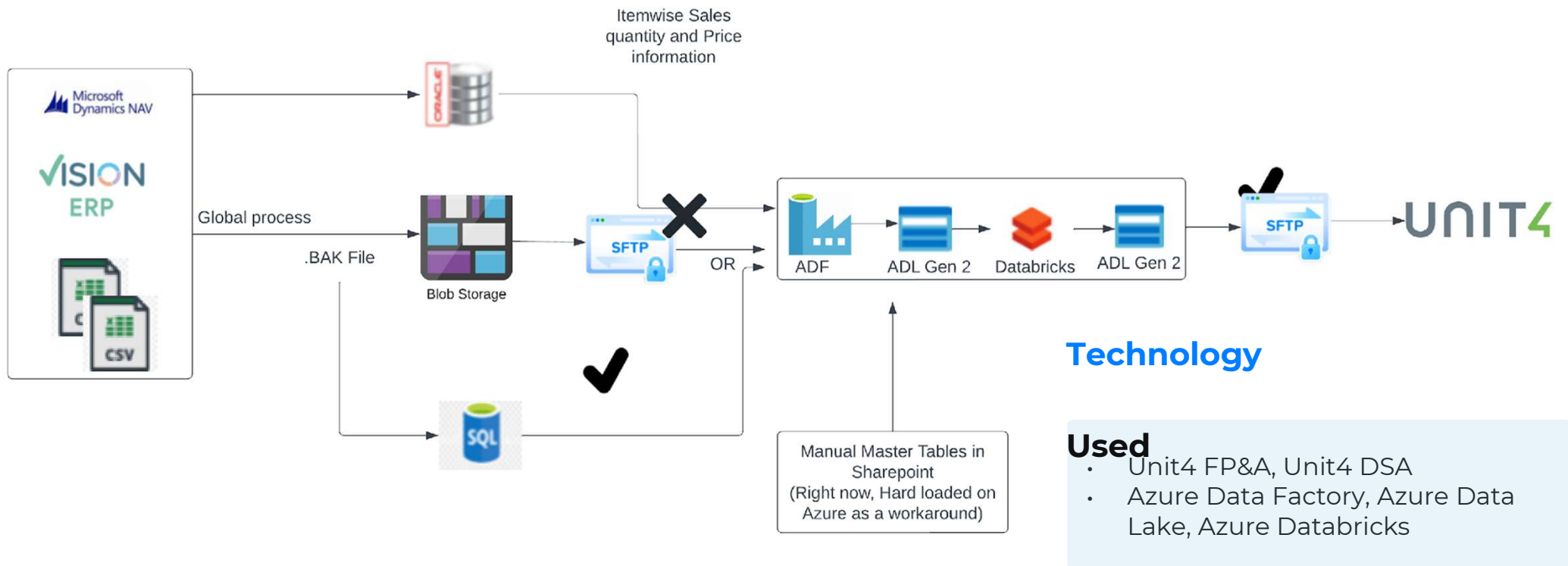
Integrated strategic, bottom-up, and top-down planning approaches to align with actuals and forecasts.



Improved Communication and Reporting

Facilitated better inter-departmental communication and efficient report distribution across the organization.

For a large pharma company, A budgeting and forecasting solution - Architecture



End-to-end FP&A framework for a large SAAS organization : (Mgmt. Reporting, Forecasting, Dashboards and M&A Deal Support)

Client Background

The customer had about 20,000 outlets generating orders, fulfillment, delivery, card payment data every day resulting in about 13Mn transactions a month (\$500 Bn charge volume. There was poor visibility in AR, customer & product level revenue, financial reporting etc. The client wanted complete FP&A consulting and implementation for better visibility in finances, more optimized budgeting and regular forecasting.

Solution Offered

- ✓ **Identifying top CFO challenges**
 - Multiple Systems & Manual Processes
 - Heterogeneous Business Structures
 - Reconciliation Issues
 - Multiple Accounting Processes
- ✓ **Identifying top CFO priorities**
 - Visibility & Transparency
 - Value and Cost Drivers
 - Value Delivery
- ✓ **Building Capabilities**
 - Management Reporting
 - Decision Support
 - KPI Dashboards
 - Deal Support/M&A Transactions
- ✓ **Implementing industry**
 - Business Partnering
 - Rolling Forecast
 - Process Automation
 - Single Source of Truth
 - Analytics Tools Industry Benchmarking
 - Focus on QoE (Quality of Earnings)

Key Results



Enhanced CFO Challenges Identification

Addressed diverse CFO challenges like system complexity, heterogeneous structures, and reconciliation issues.



Clarified CFO Priorities

Established clear priorities such as improving visibility with a transparent financial framework and delivering value efficiently.



Adoption of Best Practices

Implemented industry best practices including rolling forecasts, a single source of truth, and analytics tools to enhance operational efficiency.



Capability Development

Strengthened capabilities in management reporting, consolidation, budgeting, and strategic decision support, enhancing overall business performance.

End-to-end FP&A framework for a large SAAS organization

We implemented multiple analytics using their customer, GL, AP and AR data

Revenue Analytics

- Top n customers, products, categories
- Customer lifetime value
- Customer 360o Analysis
- ARPU, ARR, MRR
- Revenue Waterfall – Existing, new bookings, backlog, churn, decliners, growing
- Income statements by customer, time and BU
- Predictive churn

Sales & Marketing Analytics

- Leads, Marketing investment ROI
- Conversions, CLV, Acquisition costs
- Branch/Territory Analytics
 - Sales mix (Product/Deal size/Term)
 - Exec/RM Productivity
 - Commissions

Revenue Assurance

- Predicting credit risk and exposure
- Trade funds – deductions and disputes
- Pricing, discounts, and terms of trade
- AR by customers customer, balances by months, cohorts
- Collections, contacts, dunning reports
- DSO reports
- Collections

Profitability & Margins

- Gross margin trends, future margins, sensitivity analysis
- Profitability by segments, projections
- Unit Economics
- P&L (Periods, BU, Subsidiary)
- Cost to serve (sales, channel economics, support, delivery)

Expense Analytics

- COGS analytics by different classes, items
- Cost to Serve analysis
- Overheads (corporate support/infrastructure)
- True economics of services, SLAs & Utilizations
- Spend analytics (vendor, marketing, tech, CRE, legal, software)
- Management Span of control
- Cost per unit, productivity

Governance, Risk & Compliance

- Financial risk exposures by customer, products
- External shock resiliency
- Compliance analytics
- Contract compliance
- Loss ratios, account management (Risk based pricing)
- CFO management
- What can go wrong scenarios
- Fraud monitoring
- Cybersecurity
- FSLI Analytics

Working Capital Analytics

- AP - Payables analytics (Days), terms, aging
- AR - O2C/DSO, Aging, segmentation, reconciliation, cash application, cost to collect, Disputes, Provisions
- Inventory (volume)

Procurement

- PO category MDM (rate, demand)
- Vendor profile, capability, risks & performance, rates
- Vendor contract analytics, pricing, term mgmt.
- Demand management
- Process mining

Planning

- Budgeting & planning
- Forecasting (Cash, revenue, EBIDTA)
- Forecasting revisions
- People planning analytics
- Variance Analysis

Product Portfolio

- Product returns, growth potential
- Feature/benefit/cost tradeoffs
- Alignment of portfolio to target
- ROI

Product Portfolio

- Subscription, usage, one time, penalty pricing, initial vs renewal sale
- Pricing segments (TCO to customer)
- Price elasticity by product, segment, dropouts, churn, competitive offers
- MRP to ASP gap, promo pricing, discounts, cannibalization
- Channel pricing, trade promotions

ESG Reporting

- Environmental Report
- Supply chain ESG due diligence, segmentation and mapping

Should you need **more details...**



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