

# 6 REASONS DISTRIBUTORS NEED ImpactECS



What are business leaders asking for right now? The ability to better understand their business so they can make better decisions. ImpactECS and its dynamic modeling capabilities puts the power of analysis in the hands of finance, accounting, and operations managers who need it.

## 1 PROFITABILITY ANALYSIS

A wide variety of methodologies are available for calculating profit - allocation, rate-based, activity-based costing, full and partial absorption to name a few. With ImpactECS, you can build models based on the methodologies that best suits your organization.

## 2 NET LANDED COST

Knowing the total cost to land a product on a customer's doorstep is critical to understanding the true profitability of both the product and the customer. With ImpactECS you can calculate accurate cost in detail as the product moves through the supply chain to the customer. Cost drivers come from a variety of supply chain variables such as transportation type, warehouse type, cross-dock, shipping and handling configurations.

## 3 SKU RATIONALIZATION

Determining which products to rationalize is a complex analytical process requiring a thorough understanding of cost. Additionally, it is important to understand which customers are buying these products and under what conditions. ImpactECS enables this analysis and answers these questions so that eliminating products truly improves your bottom line.

## 4 COST-TO-SERVE PRICING

Cost-to-Serve is all about understanding the truly variable cost to provide products to customers. By modeling cost-to-serve with ImpactECS, you will understand the measurable drivers of cost and use them to set pricing boundaries. With ImpactECS you can establish a best-practices collaborative relationship provides great value to both supplier and customer.

## 5 SUPPLY CHAIN COSTING & ANALYSIS

Companies generally do an adequate job of optimizing silos within the supply chain but often neglect the supply chain in its entirety. With ImpactECS, end-to-end supply chain modeling and simulations are possible providing valuable insight into the root cause of costs.

## 6 ACTIVITY-BASED COSTING

By using an Activity-Based Costing approach, a more detailed and accurate representation of customer and product profitability is achieved. Additionally, increased cost transparency makes the results more actionable. ABC models in ImpactECS can handle an unlimited number of cost pools and drivers to calculate a unique cost.

