



GRAND Dimensional Paths™

Business Dimension (Product)

- **Sales Growth** - report and seize (profitable) growth opportunities for each product and manage (profitable) sales growth by product and category
- **Gross Margin** - report Product/SKU (Gross Margin) Profitability and understand the impact of Cost of Goods Sold on Product/SKU Profitability
- **Profitability** - report Product/SKU (NOI) Profitability and make product decisions based on profitability impact
- **Inventory Turns** - assess operational and supply chain efficiency by how well inventory is being managed and sales is being generated from that inventory
- **Churn** - report turnover on each product within category, discontinue nonperforming products and replace them with new products, accordingly
- **Category** - identify the profitability profiles for various categories and/or profitability impact of each characteristic and profile for product categorization
- **Vendor** - identify profitability profiles for each vendor and/or profitability impact of each characteristic and profile as well as vendor performance review and negotiation
- **A/P** - report and manage the whole cycle of AP including AP Totals, AP Vendor Aging, Open PO's, Alerts, and so forth