CAVALLO®

MISSION CONTROL™

Amplify your profit margins with unmatched visibility and control

Find and Eliminate Inefficiencies

Razor-thin profit margins are commonplace in the distribution industry. In our decades of experience working closely with our distributor customers, we've learned that as many as one out of every three orders is leaking margin. Each loss cuts deeper into your bottom line, resulting in a huge negative impact. But without the right tools in place, it's impossible to stop bad orders and take full command of your profitability at the order level.
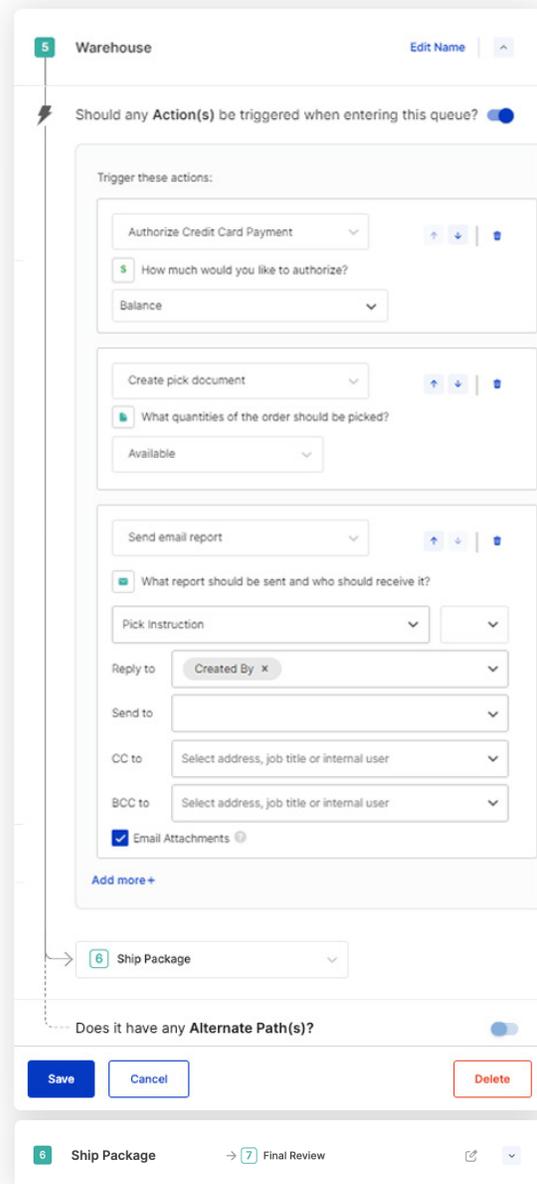
Cavallo® Mission Control gives you the visibility and control you need to reveal areas of critical margin leakage and take steps to proactively prevent them. At the same time, it eliminates inefficiencies and helps you leverage opportunities for automation in your order management processes, so you can significantly accelerate order cycle times.

A Comprehensive Toolkit to Drive More Value from Business Central

Mission Control is part of our suite of powerful, flexible solutions for Microsoft Dynamics 365 Business Central, which includes next-level functionality like credit card processing, custom fields, and analytics to transform your distribution business.

"Cavallo® provides much better visibility into order profitability than BC does on its own. We are stopping low margin orders that used to get through"

- Tyler Norris, Toolmatics

Achieve Absolute Margin Potential (AMP)

Absolute margin potential (AMP) is the amount of money you could be making if you had the ability to avoid unnecessary profit losses, while processing orders at maximum velocity.

$$Margin\ (\$)\ x\ Throughput\ (\#)\ =\ AMP$$

With Mission Control, AMP is well within your reach. This robust solution combines a powerful workflow engine to streamline order operations with an intuitive and customizable dashboard for unmatched order visibility, giving you complete margin control at the order level.

- Ensure that every single order meets or exceeds margin thresholds

- Proactively prevent profit loss due to over-discounting, uncaptured costs, sales to customers with bad credit, and other problems

- Find and fix order bottlenecks and delays — before they lead to lost sales and customer churn

- Generate more revenue by dramatically increasing order throughput

- Eliminate manual work and errors, significantly reducing labor costs and freeing up staff to focus on other priorities

- Empower CSRs and other order-takers to work more productively and provide better customer service

	DOCUMENT NUMBER ↓	CUSTOMER PO NUMBER	CUSTOMER	DOCUMENT DATE	STATUS	PRODUCTS	MARGIN	COST	TOTAL	OPEN IN BC
☐	⌃ New Order (6)							$16,210.60	$22,583.74	
☐	S-ORD101032	-	Adatum Corpora 10000	Dec 21, 2023	Fully Rese... +1	1	22%	$780.70	$1,060.85	⬀
☐	S-ORD101029	-	Adatum Corpora 10000	Dec 21, 2023	Fully Rese... +1	1	22%	$780.70	$1,060.85	⬀
☐	S-ORD101028	-	Adatum Corpora 10000	Dec 21, 2023	Partially... +2	2	42%	$780.70	$1,423.16	⬀
☐	S-ORD101016	-	Adatum Corpora 10000	Apr 08, 2022	Released 🔒 +4	2	34%	$789.70	$1,265.22	⬀
☐	S-ORD101012	-	Adatum Corpora 10000	Apr 01, 2022	No Products	0	0%	$0.00	$0.00	⬀
☐	S-ORD101001	-	Adatum Corpora 10000	Apr 02, 2022	Released 🔒 +2	1	22%	$13,078.80	$17,773.66	⬀
☐	⌃ Customer Review (3)							$6,268.10	$8,577.81	
☐	S-ORD101004	-	Alpine Ski House 40000	May 13, 2022	Needs Paymen...	1	22%	$444.30	$610.22	⬀
☐	S-ORD101003	-	School of Fine A 30000	Apr 22, 2022	Needs Paymen...	1	22%	$4,043.20	$5,545.17	⬀
☐	S-ORD101002	-	Adatum Corpora 10000	May 01, 2022	Needs Paymen...	2	22%	$1,780.60	$2,422.42	⬀
								$12,024.00	$106.00	

Complete Visibility

Instantly see where you're losing margin on an order level, and set up business rules to fix problems before they happen

Key Features

- Advanced business rules such as margin checks, AR balance checks, and document validation to automatically detect and stop problematic orders before they are processed

- Instant, real-time visibility into every document in your system — quotes, orders, invoices, returns, etc. — so you know where every order is, at all times

- An intuitive no-code builder for quick, easy creation of custom-tailored workflows

- Robust automation of invoices, inventory allocation, purchase orders, pick documents, and more to efficiently move sales orders through queues

- Simple set up gets you up and running quickly and ensures fast time-to-value

- Tight integration with Microsoft Dynamics 365 Business Central, to allow employees to work more efficiently within the systems they already use

All pertinent data about your workflows and queues - including approval queues - is accessible right from within your existing Business Central interface. Monitor KPIs such as margins and open documents, as well as statistics about each individual queue. Easily retrieve and review related documents like purchase orders, invoices, and shipping documents. Take action on queues when needed. Mission Control lets you filter your queues to find exactly what you need to see or take action on, and drill down for visibility into the individual orders currently within each queue. Your CSRs, order takers, and other stakeholders can seamlessly track and manage document flows - without ever leaving Business Central.

Simplified User Onboarding and Management

With Mission Control, setup and user management are fast and simple. Self-service capabilities empower you with full administrative control. Set up your account and select your company environment(s) with ease. Seamlessly add and manage users, roles, and permissions. You'll get a tailored experience that maximizes efficiency, security, and convenience.

Workflow Only | Finance | Cash Management | Sales | Purchasing | Avalara | Cavallo Profit Scan | Cavallo Mission Control | WMS Express |

Mission Control: All | Search | Refresh | New Sales Quote | New Sales Order | Edit My Queues

96	$583,540.74	$380,328.70	$171,376.60	31.06%
Open Documents	Total Sales	Total Cost	Total Margin	Margin Percent

Document Type	Queue	Total Documents	Total Margin	Average Margin Percent	Total Cost	Total
Quote	_	**3**	**635.00**	**22%**	**2,243.50**	**3,041.44**
Quote	New Quote	2	210.00	22%	740.50	1,017.04
Quote	Create Order	1	425.00	22%	1,503.00	2,024.40
Order	_	93	170,741.60	31%	378,085.20	580,499.30
Order	New Order	29	145,123.20	39%	223,300.20	389,078.84
Order	Customer Review	3	1,811.90	22%	6,416.20	8,779.31
Order	Back Ordered	1	3,400.00	22%	12,024.00	16,503.68
Order	Warehouse	45	15,795.00	13%	108,075.60	131,302.92
Order	Ship Package	11	3,611.80	13%	24,365.70	29,656.16
Order	Final Review	1	440.20	22%	1,561.40	2,121.70
Order	Rush PO Approval	2	440.20	22%	1,561.40	2,111.69
Order	Margin Review	1	119.30	13%	780.70	945.00

Seamless Integration

Mission Control's functionality is available directly within the Business Central interface.

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