## CAVALLO

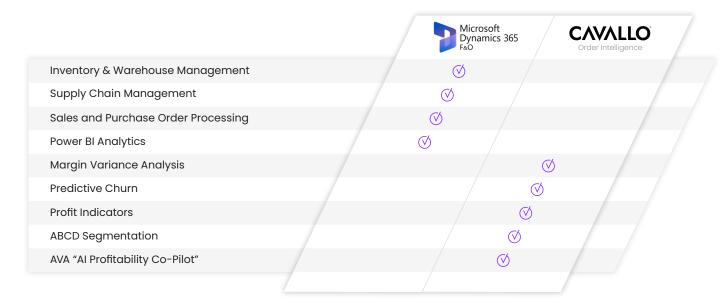
## ORDER INTELLIGENCE FOR MICROSOFT DYNAMICS 365 F&O

Transform historical data into unmatched profit opportunities.

Unlock real-time insights into every margin leak — and stop them in their tracks. Transform massive datasets within your ERP into a profit-driving powerhouse that delivers full visibility across your order lifecycle while eliminating errors before they impact your bottom line.



Learn more at cavallo.com/fo



## Unlock the Power of Order Intelligence for Microsoft Dynamics 365 F&O

The Cavallo Order Intelligence Platform is built to supercharge your profits, giving you unmatched control over your orders.

- Harness billions of data points to uncover margin trends and hidden profit gaps that directly impact your bottom line.
- Unleash the full potential of your ERP with powerful, pre-built visualizations for variance, item, customer, and KPI trend analysis.
- Expose actionable insights to zero in on the factors driving margin performance empowering you to act fast and boost profits.

## **Profit Analytics**

Leverage data to analyze customer trends, optimize pricing, and master gross margin variance analysis. With this tool, you can spot margin leaks the moment they appear, keeping profits intact and on track and proactively pinpointing and tackling the root causes of erosion.

"I used customer churn, days since last order, and size of order to identify who to contact. This has led to my most successful [marketing] campaign ever."

- Jason Jasperson, Executive Vice President, National Band Saw

CAVALLO	<sup>•</sup>   Profit Analytics						Northstar Sporting Goods 🛛 🔲 🗸
NVA NVA Profit Indicators Sales COGS	Customers Deep dive into data and insights about your customers						Share View Customer Class ALL ~
	ABCD Segmentation ① 13,793			Active Customers	Churn Prediction ①		Active Customers
	Sales Customers Segment						Minimal Risk - 1,630
		Customers	Sales	Margin		Moderate Risk - 96	
		2,046	\$34.6M \$6.7M	\$19.8M \$4.0M			Elevated Risk - 32
	C D	10,501	\$4.2M \$1.5M	\$2.7M -\$155.1K			High Risk - 13
() Margin		138		-\$155.1K Segmentation details			Explore Churn Prediction details
Items	Customers by Recent Sale ()	istomers by Recent Sale 🛈		All Customers	Customers Over Time ③ 13,779 +220 (+1.6%)		Trailing 12 Months
<mark>않</mark> Customers	8K 6,131			Ship To Addresses		3,690	6,744

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