

# Business Analytics for Jewellers

Gaining Insights to Drive Business Performance

As retailers, you need the right set of tools that provide insights into the performance of your jewellery business, including sales, inventory, customers and vendors. Having visibility to critical business data is a key to improving top line and bottom line. Being able to analyze business data from your operations gives you the power to drive your business efficiently and proactively. It is increasingly important to have a platform that provides quick and easy access to this critical information. QlikView® is the business analytic platform of choice that enables organizations to quickly deploy business discovery apps that present actionable business intelligence to business users and decision makers. The tool enhances management's ability to make timely and informed decisions that can drastically improve your business performance and profit margins.

## Business Discovery

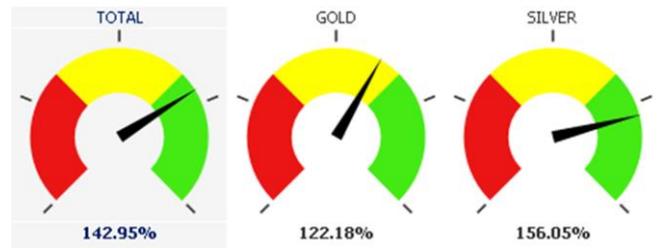
QlikView allows you to integrate disparate data from various sources and presents a holistic view of your business health and performance. A dashboard diagram gives users an immediate visual cue of high-level business standing. To understand what contributes to the chart, you can drill-down through sub-categories from the chart itself. This allows business users to quickly zoom in and identify areas that require immediate attention and action.

## Optimize Inventory

Jewellers maintain high-value inventory of jewelleries and accessories. Neither out-of-stock nor overstock is good for the business. Reordering and item needs can be complex to manage. Any delay or oversight in restocking may result in loss of business. With integration to in-store point-of-sales system, QlikView can present real-time inventory status and in-store sales-related information. Retailers can transfer slow-moving items at one store to another that may have great demands. Stock levels at showrooms can be optimized in accordance with the historical trends and real-time demands.

## Improve Sales

Sales discovery dashboard allows you to measure and monitor sales performance by product categories, product groups, showrooms, regions, sales personnel over selected period. Business managers can use filtering and drill-down functions to isolate sales laggards and identify probable root causes so that resolution plans can be put forward to move sales laggards up the charts.



Dashboard diagram of YTD sales grams by types of metal.

MType	Const. Weight	ROL Level	Stock Level
GOLD	0.1	88%	
GOLD	0.25	164,350%	
GOLD	0.5	264%	
GOLD	0.6	832%	
GOLD	1	261%	
GOLD	1.5	336%	
GOLD	2	481%	

Showroom stock vs reorder level

“ We can see what is moving in our stock and what is not. This has enabled us to reduce our stock levels by around 50%.

”

Yadeenthra Nathan SK,  
Executive Information Officer  
Thangamayil Jewellery Limited

## Boost Store Productivity

QlikView enables retail stores and web channels to gain insights into your operations. Day sales analytic charts can help you gain insights into daily sales contributions and performance at showrooms and web stores. With visibility to individual outlet performance, business managers can strategically organize marketing and promotional activities that are pertinent to individual or collective outlets.

## Extraordinary Results

QlikView is a Business Analytic Tool that drives spectacular results for companies worldwide. It empowers business users to stop guessing and start knowing what works and what does not. QlikView's simplicity lets anyone easily consolidate, search, visualize, and analyze business data of all formats for unprecedented business insights.



*QlikView is available on multiple platforms.*

96% customer satisfaction

186% average return on investment

16% average revenue increase

44% deployed QlikView in 1 Month

77% deployed QlikView in 3 Months

“

Users love QlikView because they can instantly access data for planning new campaigns or running inventive sales activities. With QlikView, employees are truly empowered with clear visibility to make the best decisions possible at that moment in time.

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*Mohit Govani*

*Director of Information Technology*

## About IBIZ Consulting Services

IBIZ Consulting Services, a company of R Systems International, is a regional consulting firm that specializes in business management suites including ERP, CRM, POS, Mobility, BI and Portal. We help growing businesses across industries to gain business agility through enablement of business productivity tools. Headquartered in Singapore, IBIZ delivers support and consulting services to regional customers out of local offices in Malaysia, Indonesia, India and China.



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