

My Store Profitability

Powered by MyABCM USA



My Store Profitability is focused on the consumer sector, and is recommended for retail groups (retail is the type of sale made to the final consumer, in which the merchandise can be sold without having a minimum purchase quantity). Among them are department stores, supermarkets, hypermarkets, kiosks, convenience stores, variety stores and specialty stores, and may also apply to e-commerce.

We know that controlling an organization's finances is essential for an efficient profitability analysis, and the **MyABCM** solutions will make monitoring easier by using modeling, processes and reporting based on various indicators, in addition to the endless possibilities to measure and identify improvements in current processes. Analyzing profitability is a constant practice in order to minimize and avoid any loss, so having a skillful tool is of great value – and this is the purpose of **My Store Profitability**.

The solution allows you to get answers to questions such as:

- Where are the organization's highest costs at?
- Why are certain costs not allocated correctly?
- Which store, department, product category or channel generates the lowest profit margin?
- What actions allow for the reduction of variable costs?
- How and by how much can the company increase the productivity?

My Store Profitability is a complete and customized technology solution that offers support, training and technical consulting, in addition to having implementation accelerators that stand out for the sector-specific activity dictionary, with all the processes and reports that are essential for a granular analysis of the business's costs and profitability.

Who is it intended for?

My Store Profitability is intended for any and all retail institutions, whether they are food retail, in which most of their sales encompasses food and beverage, traditional retail with specialty stores, and retail service. This solution is also available for large retail chains (which operate more than one store).

What is it for?

My Store Profitability is a solution that allows using cost models, planning and forecasting (simulations) to determine the costs that affect the profitability of products, categories, regions and retail formats in order to maintain an efficient consumer return.

Having the right indicators and all business information well-defined and easily accessible helps the manager in decision-making, as it is possible to find and monitor any issue or bottleneck in the organization and rethink efficient strategies for the business. The solution helps in the management control and evaluation of actual company data, providing fundamental support for the increase and improvement of sales margin.

*"The solution for calculating ABC Costing presented by **MyABCM** stands out for its Benefit-Cost ratio and the team's availability to monitor the implementation process, a point of fundamental significance for the project's success. A very important aspect is that it is easy to use. An important indicator of this stability is that we asked for help from **MyABCM's** technical support just a few times. But, when necessary, this service was always ready and efficient, ensuring continuity in the use of the tool, as the company's monthly closing process is critical, given the little time available to carry it out. This **MyABCM** Costing software has fully served us in terms of the product's technical features."*

Roberto Rosa Santana
Systems Department – **Martins**
Brazil

Clients who can prove the efficiency of this solution:



Benefits

- Benchmarking analysis of stores, products category and class of customers;
- Use integrated management accounting models;
- Business modeling in different e-commerce scenarios and type of store;
- Measure and manage costs to optimize profitability by store;
- Assess the company's profit generation;
- Get information for business management, financial planning and budget;
- Simulate scenarios and study possibilities for reducing the cost of selling certain products;
- Operational risk management.
- Cost reduction and better margins;
- Increased operational efficiency;
- Reduction of cost-to-serve.

Name	Reference
<input type="checkbox"/> Activity	AT2
<input type="checkbox"/> City	CL2
<input type="checkbox"/> Cost Account	CG1
<input type="checkbox"/> Cost Center	CP1
<input type="checkbox"/> Managerial Account	CG1
<input type="checkbox"/> P/N Accounts Group	DB0
<input type="checkbox"/> Process	AT1
<input type="checkbox"/> Product Category	PB2
<input type="checkbox"/> Provider	PB1
<input type="checkbox"/> Region	CL1
<input type="checkbox"/> Store	CL3

Process

The **My Store Profitability** solution integrates the company's databases with the **MyABC** software and processes the information using the most appropriate costing methods for each situation. As a result, the implementation is streamlined and adaptable to different scenarios.

Specific characteristics of the process:

- Database integration from structured ETL;
- Precise costing by product category and stores;
- Operational costing based on validated methods;
- Indirect costing with the best existing techniques;
- Preparation of structured analyses;
- Model focused on improving operational efficiency and increasing profitability;
- Dashboard structuring for monitoring.

Challenges

The great cost object dimensions in the **My Store Profitability** solution that stand out are: stores, product categories, suppliers, channels, regions, among others. Given our vast experience, we can list what most managers seek:

- Optimize the working capital application.
- Understand in detail the costs and profitability for an assertive business management.
- Strengthen partnerships and diversified sales channels.
- Allocate cost from support areas to the company's businesses.
- Track allocations from the source for better understanding, giving transparency to the process.
- Consolidate revenue and direct costs + indirect costs calculations.

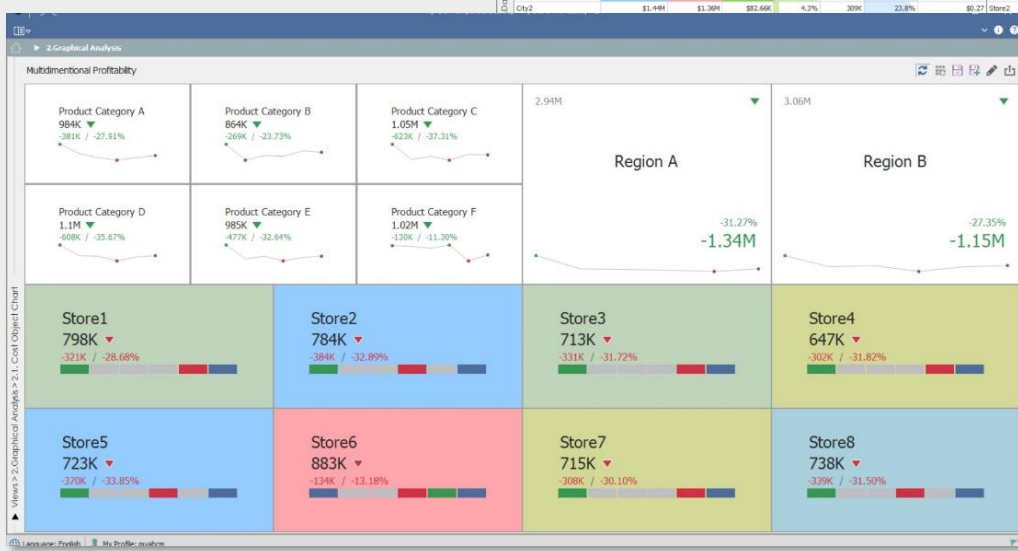
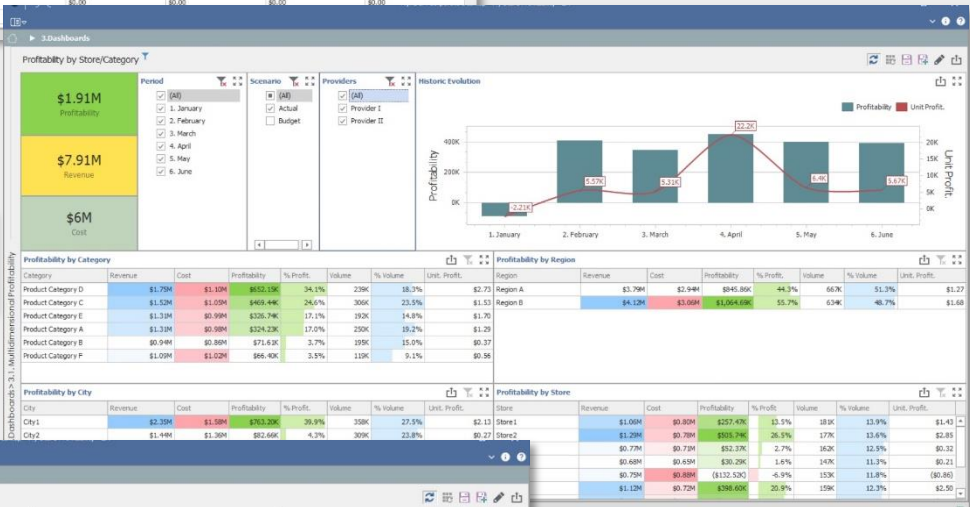


- Extract the profitability overview from the company's main business overviews, cross-referencing them (Customer Segment, Product Categories, Channels, Type of Product/Services and Geographic Region).

Name	Reference	Calculated Roll-Up Cost	User Output Quantity	Unit Cost	Revenue	Profit	Unit Profit
Provider II	2	(\$19,444.11)	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Product Category D	2.1	\$26,723.95	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Region A	2.1.1	\$16,831.03	0.00	\$0.00	\$0.00	\$0.00	\$0.00
City1	2.1.1.1	\$16,604.26	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store2	2.1.1.1.2	\$5,412.15	6,311.00	\$0.86	\$5,055.99	\$8.09	\$16,643.84
Store1	2.1.1.1.1	\$5,192.21	5,254.00	\$0.99	\$42,054.96	\$8.09	\$7,312.65
City2	2.1.1.2	\$6,236.97	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store3	2.1.1.2.1	\$2,815.52	5,265.00	\$0.71	\$43,402.85	\$8.09	\$20,587.33
Store4	2.1.1.2.2	\$2,411.15	5,485.00	\$0.44	\$44,373.65	\$8.09	\$41,962.50
Region B	2.1.2	\$9,892.92	0.00	\$0.00	\$0.00	\$0.00	\$0.00
City3	2.1.2.1	\$5,604.59	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store5	2.1.2.1.1	\$3,507.77	5,307.00	\$0.66	\$43,766.90	\$8.25	\$40,259.13
Store6	2.1.2.1.2	\$2,096.81	5,410.00	\$0.39	\$42,933.63	\$7.94	\$40,836.82
City4	2.1.2.2	\$4,288.33	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store8	2.1.2.2.2	\$2,348.85	5,521.00	\$0.43	\$44,664.89	\$8.09	\$42,316.04
Store7	2.1.2.2.1	\$1,939.48	5,242.00	\$0.37	\$42,407.78	\$8.09	\$40,468.30
Product Category E	2.2	\$8,226.35	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Region A	2.2.1	\$586.00	0.00	\$0.00	\$0.00	\$0.00	\$0.00
City1	2.2.1.1	\$1,992.22	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store1	2.2.1.1.1	\$911.20	5,233.00	\$0.17	\$43,957.20	\$8.40	\$43,046.00
Store2	2.2.1.1.2	\$1,081.02	4,165.00	\$0.26	\$74,986.00	\$8.40	\$34,804.98
City2	2.2.1.2	\$1,658.22	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store3	2.2.1.2.1	\$948.16	4,354.00	(\$0.30)	\$36,573.60	\$8.40	\$37,021.74
Store4	2.2.1.2.2	\$3,211.00	3,211.00	(\$0.37)	\$27,140.40	\$8.40	\$28,350.48
Region B	2.2.2	\$5,673.10	0.00	\$0.00	\$0.00	\$0.00	\$0.00
City3	2.2.2.1	\$2,170.02	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store5	2.2.2.1.1	\$9,988.21	3,121.00	\$3.18	\$37,052.40	\$11.87	\$27,184.39
Store6	2.2.2.1.2	\$12,038.03	4,411.00	\$2.73	\$26,216.40	\$5.94	\$38,264.43
City4	2.2.2.2	\$3,303.14	0.00	\$0.00	\$0.00	\$0.00	\$0.00
Store8	2.2.2.2.2	\$1,675.37	4,111.00	(\$0.39)	\$0.00	\$0.00	\$0.00

Categories x Stores

Dashboard: Multidimensional Profitability



Multidimensional Profitability

MyABCM is the leader in technology solutions for indicator-based planning and strategic cost and profitability management that help organizations increase the shareholder value. Combining unmatched experience and technological innovation in over 1,000 projects, MyABCM brings business and technology together to help clients improve their profitability and create sustainable value for the company.

To find out more, contact us: www.myabcm.com/contact

Copyright - All rights reserved.

