

# Diver Platform® Program Advisor® for Cannabis



## Create then Manage Programs with Ease — While Saving Time and Increasing Revenue

### The Challenge

Distributors commit significant resources to track and manage programs across hundreds of suppliers, brands, and SKUs. Unfortunately, spending too much time entering data, compiling reports, and ensuring that the correct information gets distributed to managers and sales reps on a timely basis is costly.

### The Solution: Program Advisor

Program Advisor helps organizations create, manage, and track programs. It also helps organizations determine payouts more profitably and efficiently. In addition, managers, sales reps, and sales support staff gain self-service access to the information required to manage case goals, promotions, incentives, placements, and more.

Program Listing									
Program Desc	Goal Met	Current	Goal	Delta	GAF	Payout	On Hold	Status	Goal Status
...	●	212	0.0	212	▲	0.0	0	current	All Values (2)
...	●	4,962	0.0	4,962	▲	0.0	0	current	All Values (3)
...	●	251	136.0	115	▲	0.0	0	current	All Values (3)
...	●	3,952	4,788.0	-836	▲	0.0	0	current	All Values (3)
...	●	9,398	240.0	9,158	▲	0.0	4	current	All Values (3)
...	●	3,322	360.0	2,962	▲	0.0	4	current	All Values (3)
...	●	133	177.0	-44	▲	0.0	1	current	All Values (3)
...	●	888	1,070.0	-182	▲	0.0	1	current	All Values (3)
...	●	14,753	7,905.0	6,848	▲	0.0	1	current	All Values (3)
...	●	1	2.0	-1	▼	0.0	1	current	All Values (3)
...	●	115	60.0	55	▲	0.0	1	current	All Values (3)
...	●	2	0.0	2	▲	0.0	1	current	All Values (3)
...	●	133	177.0	-44	▲	0.0	1	current	All Values (3)
...	●	9,418	240.0	9,178	▲	0.0	4	current	All Values (3)
...	●	231	323.0	-92	▼	0.0	3	current	All Values (3)
...	●	1,203	0.0	1,203	▲	0.0	1	current	All Values (3)

### Saves Time and Increases Productivity

Program Advisor users access their dashboard-delivered metrics to gauge their progress. They can create programs and track the ones they may not usually have time for, increasing efficiency.

Program Advisor shows users a forecast for their sales based on trends and program periods.

Support for organizational hierarchies lets managers and directors see these metrics for all direct reports.

## Role-Based Information for Every Member of Your Sales and Support Teams

### Sales Support Staff

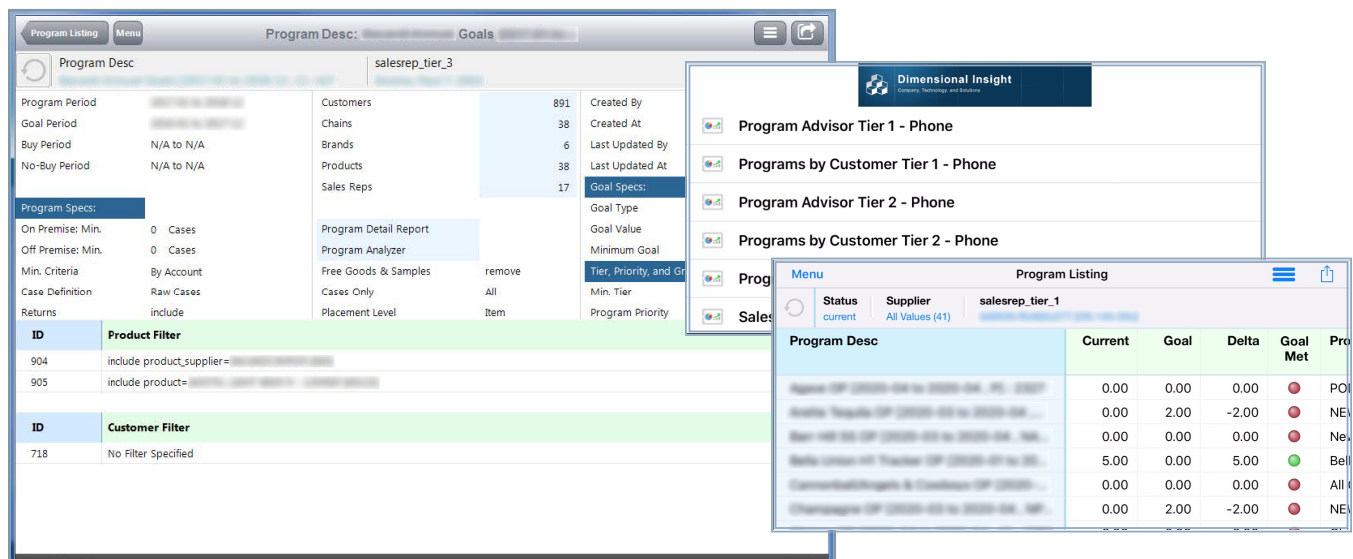
- Create one — or hundreds — of programs in a centralized location, with speed and easy entry in an automated interface.
- Automate most time-consuming and error-prone program management tasks.
- Automate the creation of program reports and supplier chargebacks.
- Get coverage without purchasing additional hardware or adding headcount.
- Free-up time to do other tasks.
- Automate chargebacks.

### Senior Management

- Provide immediate feedback and support to underperforming management and sales reps.
- See program payouts throughout the life of a program.
- Quickly identify where to focus efforts daily.
- Decrease the need for IT report generation and support requests — especially at the end of fiscal periods.
- Provide secure, safe, role-based reports and dashboards.
- Support expanded program coverage without purchasing additional hardware or adding headcount.

### Field Managers and Reps

- Identify new and existing account sales opportunities based on current and historical program data.
- Determine current accounts executing well or poorly across programs, brands, price-points, and quotas.
- Identify marginal accounts based on poor performance against goals and quotas.
- Give access to all programs — large and small — so you don't miss an easy win, even for a small brand.



*Role-based dashboards display key program metrics for every member of the sales organization.*

### Program Advisor Benefits Your Organization By:

- Saving substantial time and lowering program administrative execution costs
- Leveraging insights quickly to drive more significant sales
- Seeing and attaining easy-to-reach goals such as non-focus brands to increase revenue
- Seeing payouts every step of the way
- Identifying at-risk programs early, allowing you to recalibrate and meet goals or quotas
- Aiding you with the data to set achievable goals or quotas and design smarter programs
- Identifying high margin accounts and brands

### About Dimensional Insight

Dimensional Insight is a leading provider of integrated business intelligence and performance management solutions. Our mission is to make organizational data accessible and usable, so everyone from analysts to line-of-business users can get the information they need to make informed data-driven decisions.

[cannabis.ds.program.advisor.02.07.22.rw](https://cannabis.ds.program.advisor.02.07.22.rw)



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