

# Sales and Inventory (852) Reporting and Distributor Scorecarding

*Optimize product distribution by leveraging the power of IQVIA's ValueTrak platform to manage your sales and inventory data (852). Deliver reporting and analytics, complete with customizable alerts, dashboards, and Distributor Scorecarding.*

## Today's reality

Access to accurate sales, inventory management, lost sales, and related 852 data elements is a must-have for informed decision making around channel activity, product performance, and forecasting.



You need to manage, map, and normalize these datasets to align with custom business requirements, then create reports and alerts to inform key stakeholders of critical channel performance metrics.

Understanding your wholesaler and distribution data serves as a foundation for strong channel management practices in order management, returns analysis and forecasting, and wholesaler performance monitoring and scorecarding.

# One platform to manage all your sales and inventory data (852)



## **SUPPLY CHAIN VISIBILITY:**

Leverage accurate, actionable data from channel data partners to gain critical, near-real-time insights about product movement and partner performance.



## **MANAGE KEY PERFORMANCE METRICS:**

Create custom alerts and thresholds to identify non-compliance with business agreements and drive informed decisions about product strategy



## **MANAGE WHOLESALER SCORECARDS\*:**

Proactively monitor, report, and correct issues which affect product availability and share with trading partners to encourage transparency and promote strong trade relationships

## The ValueTrak difference

- Superior data management practices ensure data are normalized and translated to align with your business rules
- Flexible, parameter-based scorecarding allows you to quickly customize ValueTrak to measure the performance metrics in your distributor agreements
- A cloud-based platform provides scale and allows you to easily expand your data footprint as your business grows
- On-demand reporting and dashboarding through the ValueTrak Report Builder and BI Visualization tools

## Application and business uses

- ValueTrak
- Wholesaler scorecarding
- 852 data integration
- Supply chain reporting
- Distributor performance monitoring

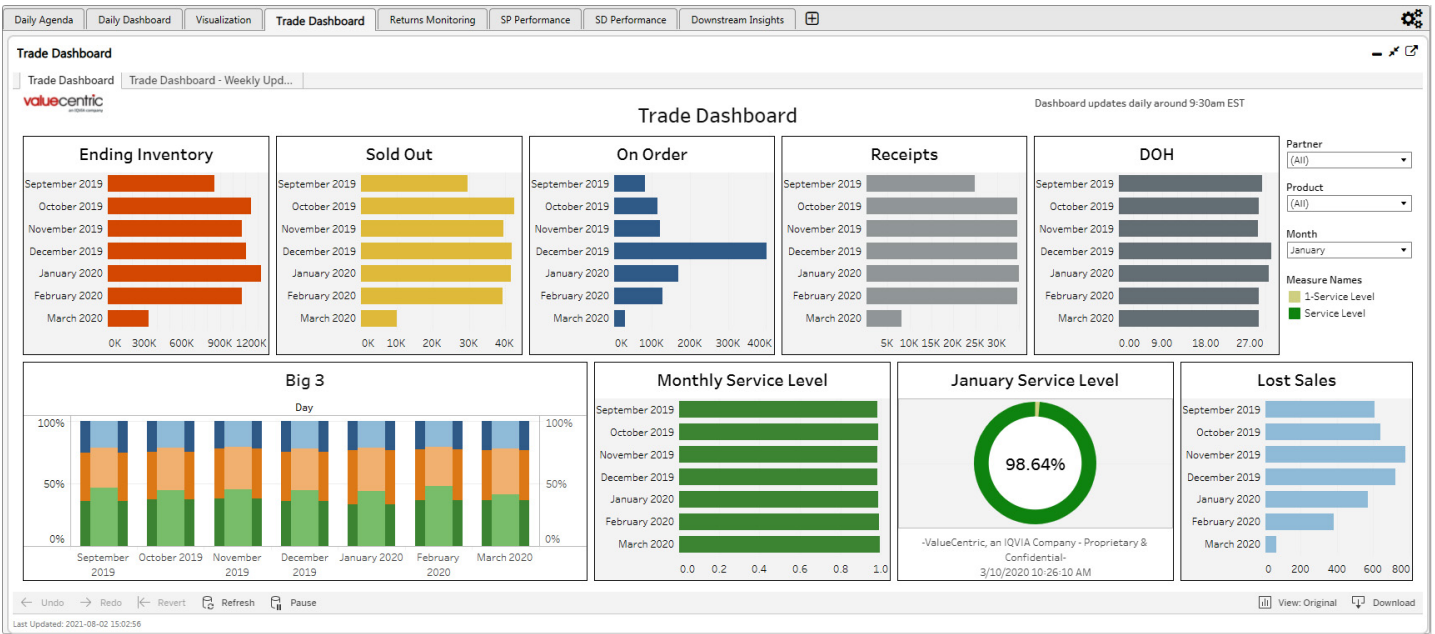
Nearly 100%  
visibility to supply  
chain performance

Exception settings  
support – automated  
notification for  
potential outliers

More accurate  
pipeline inventory  
forecasting

\* Scorecard is an additional service and is not included in the 852 Module.

# ValueTrak's flexible reporting interface supports the creation of customized supply chain dashboards and KPIs.

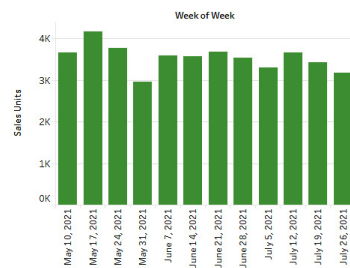


## Support for real-time alerts and historical trend reporting

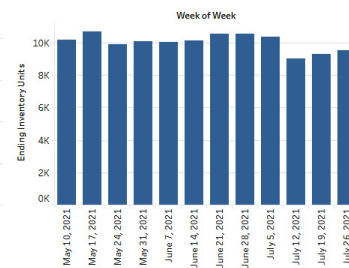
Current Week Partner Status - Week Starting: July 26, 2021

Partner	Receipts Units	Ending On Order Units	Sales Units	Ending Inventory Units	DOH	Lost Sales Units	Service Level
Grand Total	2,868	204	3,182	9,552	19.26	469	87.15%
AMERISOURCEBERGEN	384	0	463	1,430	16.26	319	59.23%
CARDINAL	384	0	855	1,545	11.62	52	94.27%
MCKESSON CORP	2,100	204	1,864	6,577	23.98	98	95.01%

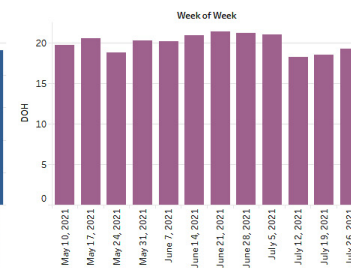
Sales Trend



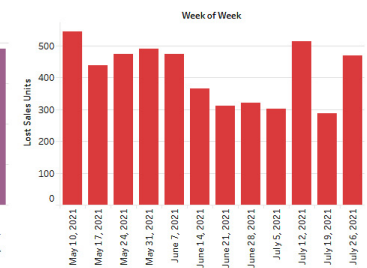
Inventory Trend



DOH Trend



Lost Sales Trend



**Delivery information:** IQVIA's ValueTrak platform

**Related offerings:** ValueTrak Distributor Scorecarding, Suspicious Order Monitoring

[Contact us for a demonstration](#)



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