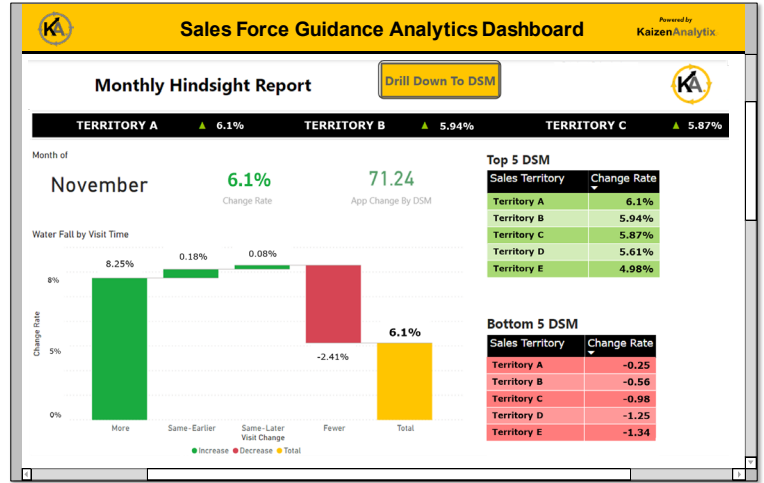
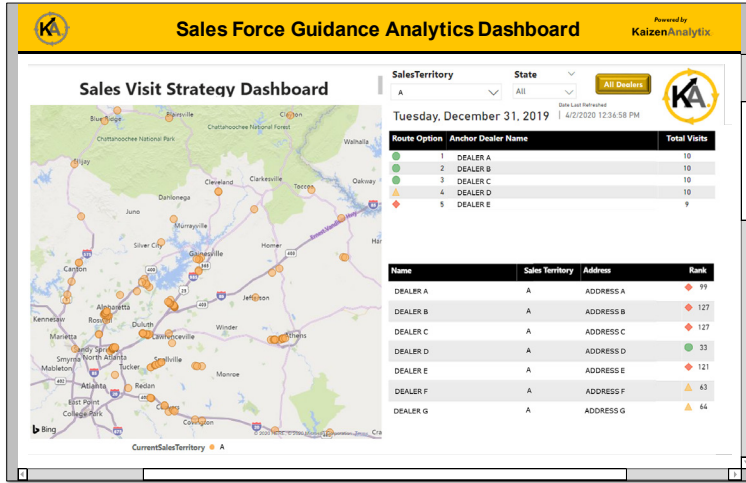


# KaizenAnalytix.

## Sales Force Guidance Analytics for Automotive Finance Companies

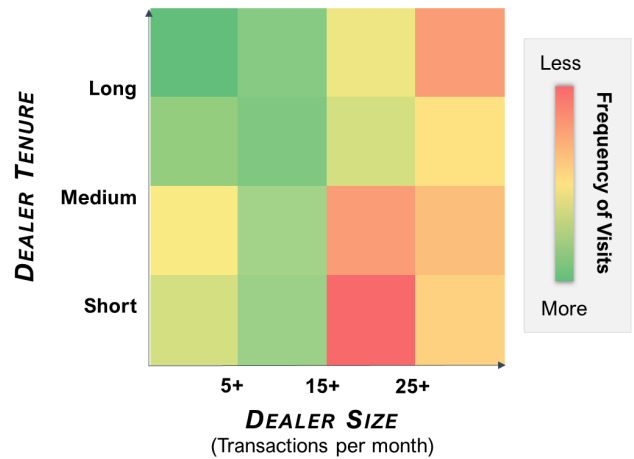
Sales visit impact model that provides actionable, daily optimized dealer visit and route recommendations to increase revenue and margin uplift



## Solution Features

- Dealer segmentation
  - Based on dealer size and tenure
  - Semi-automated process for re-segmenting over time
- Dealer-specific opportunity calculation
  - Based on transaction data
  - Incremental impact estimation
- Comprehensive, stack-ranked list of opportunities
  - Easily integrated into existing sales force routing solutions
  - User-configured rules for time between visits
- Ongoing benefits estimation

### SALES VISIT VALUE HEATMAP



## Benefits

- Revenue uplift of 4% to 6% through optimizing sales from current sales visits and identifying opportunities for additional, fewer, adjusted, and re-balanced sales visits.
- Ability to track achieved uplifts over time
- Ability to track compliance with recommended sales visits
- Model will adjust (learn) to changing conditions
- Increasing the number of applications

**KaizenAnalytix.**™ is an analytics products and services company that gives you unmatched speed to value through business insights that increase revenues, reduce costs, and maximize margins. Working from client and industry data, we combine our pre-built **Kaizen ValueAccelerators**™ with our proven analytics expertise to rapidly generate actionable insights across the value chain, from Sales and Marketing to Operations and Finance.