Profit Isle

DISTRIBUTION
CASE STUDY

Helping distributors identify and address critical **profit drains** around value-added services using Profit Isle's SaaS platform.

For More Info
ProfitIsle.com/Distribution

ABOUT PROFIT ISLE

Our Enterprise Profit Management (EPM) SaaS platform integrates all data from production systems—providing a complete view of profitability down to individual customers, products, and operations—so executive teams can stop managing with gross margins and start using data-driven profit insights.

CHALLENGES AND OPPORTUNITIES

Executives believed their low unit of measure picking was unprofitable, but it was strategically important to the business. With disconnected data spread across invoicing and warehouse systems, executives couldn't determine how much profit they were losing, where profit was lost in the complex supply chain process, or how to begin—and manage—organizational changes.

Disconnected Data
Spread across multiple systems—and an unsustainable process of analyzing massive datasets using Excel

Business Objectives
Tied to improving both profitability and performance

No Clear Interpretation
Of value-added service program health and profitability, and having difficulty identifying and isolating specific profit risks

VALUE-DRIVEN RESULTS

In 12 months, Profit Isle was used to improve the profitability of the value-added service by over $24M (42%). With new data added to the platform every period, operations and finance teams continue to use profitability data to improve performance and drive change in critical areas, including:

1 **Diagnosing the true profitability of each customer**

2 **Evaluating deals for pricing**

3 **Determining the cost to serve**

4 **Assessing distribution center-level and floor-level metrics for profitability**

5 **Identifying operational improvement opportunities**