# Direct Store Delivery (DSD) Module for Agilence Analytics

There's a good reason that retailers nationwide are integrating Direct Store Delivery (DSD) into their supply chains. Customers can expect the products they want to be on the shelf, leading to increased sales, loyalty, and customer satisfaction.

Retailers reduce a wide range of inventory costs, boosting profit margins, while also improving management of shelf space in stores. But that's only if everything with your suppliers goes perfectly. Which, as you know, it never does.

The Direct Store Delivery Module is specifically designed to provide visibility into vendor activity. The DSD Module complements POS data, allowing for analysis of delivery patterns, identification of invoice discrepancies, and tracking of vendor credits. This module delivers key metrics to address inefficiencies and minimize operational loss.

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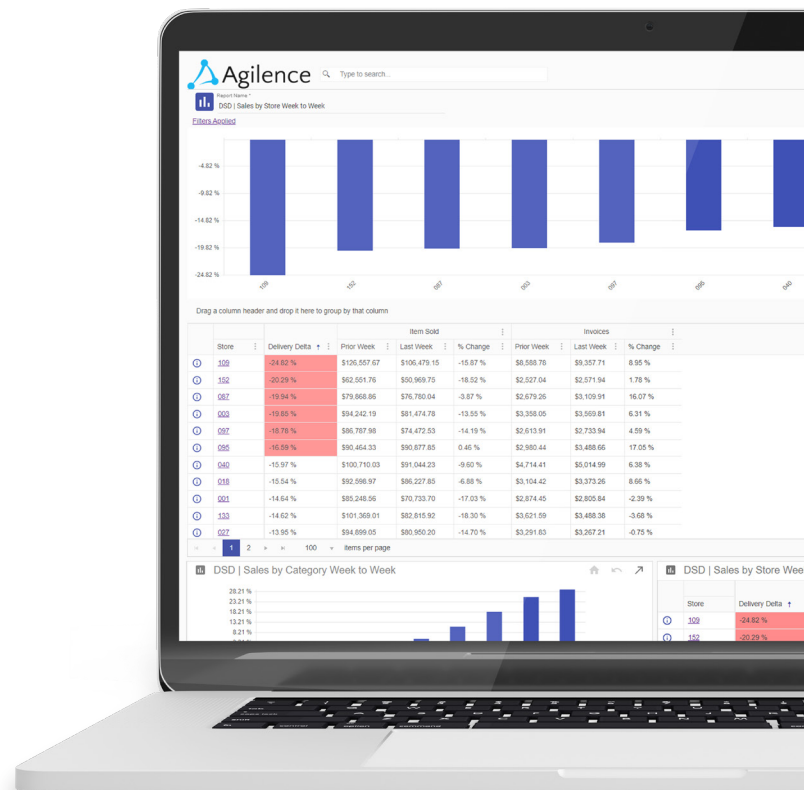
What Can You Analyze?

By integrating DSD data into Agilence, alongside the POS data, operators gain greater insight into product performance, credit validation, and invoice tracking.

Excess Deliveries

Delivery data indicates the quantity of DSD product brought into each store. Combining DSD data with POS data allows you to identify shrink and out-of codes. Having excess units of an underperforming item occupies precious shelf space that could be used by more successful product. Tracking deliveries allows store managers to instruct drivers more effectively.

Delivery Shortfall

Analyzing POS data alone is an incomplete indicator of a product's performance. By comparing DSD data to POS activity, you gain insight into items that are frequently selling-through prior to the next delivery. An item being out-of-stock could result in unrealized revenue. By tracking the number of items delivered versus the number of items sold, users can ensure that enough product is being ordered to optimize sales.

Missing Credits

Identifying low- or zero-credits is critical for tracking what's entering and leaving the store. Using DSD data, analysts can identify vendors and locations where credits do not meet expectations.
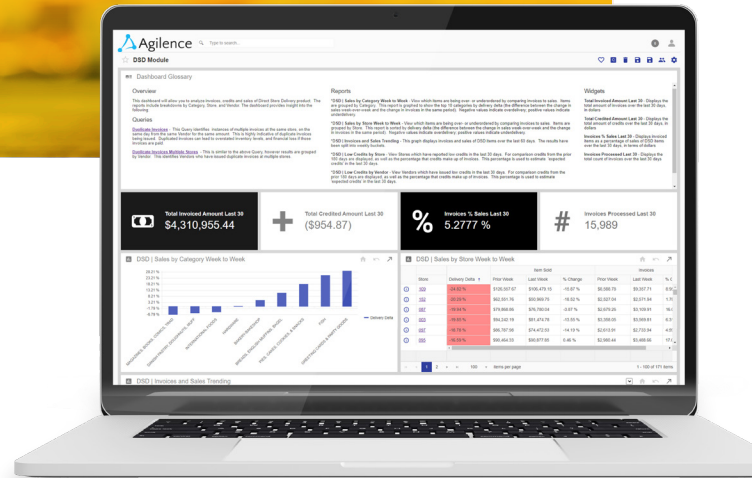
Duplicate Invoices

Highlight vendors and locations with multiple invoices on the same day to reduce errors in deliveries and accounting. These invoice copies can lead to overstated inventory levels, or the financial loss of invoices paid unnecessarily.

What's Included?

✔ **DSD Module Dashboard**

✔ **Reports:**
1. DSD Sales by Category (Week to Week)
2. DSD Sales by Store (Week to Week)
3. DSD Invoices and Sales Trending
4. Low Credits by Store
5. Low Credits by Vendor
6. Duplicate Invoices
7. Duplicate Invoices by Vendor
8. Deliveries by Vendor by Store

Data Requirements

The DSD Module requires POS data (TLOG), Store Master, and Item Master as prerequisites. The module will also require Vendor Master data and Vendor Invoice data.