

# Got data? Get results.

A collaborative and powerful business planning and analytics solutions to energize your business

**Phocas customers love that our solutions delivers fast ROI and is truly easy to use**

Designed specifically to help mid-market, manufacturers, wholesale distributors and retailers use their own data to find ways to sell, buy, operate and service customers - better.

**Business Planning & Analytics**

**Business Intelligence**

**Analytics**

**Financial reporting**

**Budgeting and Forecasting**

**Planning**

**Rebates**

*payable/receivable or both*

**+ Customized solutions**



**Phocas.**

# Can Phocas help you?

We're specialists in elevating your planning with the power of collaboration.

## Industries:

automotive  
building and industrial  
consumer goods  
electrical  
food and beverage  
janitorial  
health (medical, scientific, vet, dental, pharma)  
office supplies  
plumbing and HVAC

## ERPs:

Apparel 21 | Harmony  
Epicor  
Infor  
Microsoft Excel | Dynamics  
MYOB Exo  
AccountRight Live  
Oracle Netsuite | JD Edwards  
Pronto  
Retail Express  
Sage  
SAP  
Syspro

+ many more ERPs

## For decision makers in:

management  
sales  
inventory and purchasing  
finance and accounts  
marketing  
IT



“When you can see it, you can do something about it.”

This is what customers say when they finally get the full picture of what's happening in their business.

## With Phocas you can:

- 1 **stop flying blind** – get the data to back up your business instincts
- 2 **dig into underlying data** whenever it suits you (even if you're not technical)
- 3 **create useful business reports** in many formats
- 4 **collaborate to benefit** all areas of your business
- 5 **find missed opportunities** and do something about it

## Customer proof points

**35-45%**

increase in sales through opportunities revealed

**300%**

increase in reporting speed

**70%**

decrease in report requests to IT/specialists

**40%**

decrease in administrative costs

**plus**

better cost management through smarter inventory holdings

# Software features.

## Business intelligence

### Delivery

secure cloud environment

### Integration

out-of-the-box integration with your ERP and other data sources

### Data Analytics

get insights from your transactional data

### Dashboards

turn data into a chart, graph or report easily yourself and share results with your team, customers and suppliers

## Budgeting & Planning

### Financial Reporting

accelerate your month-end close and dynamically see performance indicators

### Collaboration

connect with your colleagues and allow them to provide role-based input into the process

### Strategy

plan, measure and pivot as often as you need to meet your goals



# What Phocas users are saying.

“ Phocas has enabled us to build very targeted sales campaigns resulting in measurable increases in both sales and profitability. Once you have Phocas, using your data to build sales becomes second nature.”

Fabian Morgan, regional managing director - Oceania, Ardex, SAP.

“ Since installing Phocas, reporting has become quicker, more simplified and 100% accurate! With Phocas we can easily identify areas of weakness within our business by either brand, product, customer type, sales rep or state. The options are endless.”

Alison Timms, senior manager, Dateline Imports, Pronto.

“ With Phocas I can get more information in 5 minutes than I could previously get in weeks. And the more I use Phocas the better it gets! If things are changing, Phocas tells us where, why and how. It really is brilliant!”

Ajith Gunasekera, finance director, Klinger, Epicor E10

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**BARC's The BI Survey 19, an annual survey of 3,000+ BI users worldwide, compared Phocas to 35 other BI vendors including QlikView, Tableau, Microsoft Power BI and Looker. Here's how we compare:**

- **34** top rankings + **49** leading placements
- **28%** Phocas user adoption vs. **18%** for competition:  
**1 in every 4 people** uses Phocas in their business
- **100%** of Phocas respondents would recommend us
- **97%** rate functionality for ad hoc queries as excellent or good compared to **77%** average
- **90%** rate vendor support as excellent or good compared to **41%** average
- **91%** rate price-to-value as excellent or good compared to average of **65%** among peer solutions

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## Contact us.

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[phocassoftware.com/book-demo](https://phocassoftware.com/book-demo)

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