Maximise Profitability in KBF Retail

Unlock the full potential of your kitchen, bathroom, and furniture retail business by leveraging key strategies to boost profitability and operational efficiency.

Signs That You Are Leaving Profitability On The Table

Inefficient Operations You are still relying on manual processes that slow down your operations and increase the likelihood of errors. High

Increased IT Costs Your IT costs are soaring because you have to maintain and upgrade physical servers and software manually.

Overhead Costs Your overhead costs are higher than they should be because you are not utilising cost-effective solutions.

Lack of Integration You face difficulties in integrating various business processes and systems, leading to inefficiencies.



Slow Decision-Making Your decision-making process is slow and reactive due to lack of access to real-time data and analytics.

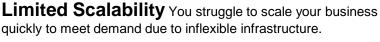
2. Variable Costs

Automate repetitive tasks to minimise errors. Streamline

operations to reduce time and resource wastage.

sales opportunities because your system cannot provide real-time updates and analytics.

High Employee Turnover Your employees are dissatisfied and turnover is high due to lack of flexible working conditions and modern tools.

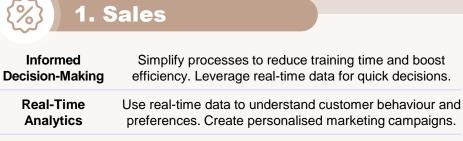


Poor Inventory Management You often face stockouts or overstock situations due to lack of real-time inventory tracking.

Automated

Processes

Your 4 Profitability Levers – And How To Pull Them



preferences. Create personalised marketing campaigns. Monitor key performance indicators and sales metrics. Adjust strategies based on real-time performance data.

Tracking Maintain comprehensive customer profiles for targeted **CRM** interactions. Proactively engage with customers.

> Design, price, and close deals faster with real-time pricing. Reduce errors with auto-generated order details.

IT and Infrastructure Reduce IT expenses by eliminating the need for physical servers and maintenance. Benefit from energy efficiency. Costs Enable employees to work from anywhere, increasing job **Flexible Working** satisfaction. Support flexible working arrangements. Conditions Collaboration Facilitate communication and collaboration with cloud-based Tools tools. Improve productivity with project management features. Centralised Manage customer data from initial contact to contract Information signature. Maintain visibility of all project variants.

> Customise quotes, apply discounts, and adjust margins in real-time. Provide customers with real-time updates.

Keep track of inventory levels in real-time to prevent Inventory Management stockouts and overstocking. Ensure optimal stock levels. **Supplier Order** Manage goods reception and supplier orders seamlessly. Management Track orders and deliveries efficiently. Document Maintain a centralised, easy-to-access documentation Management hub. Simplify document management with batch actions. Centralise customer interactions on one platform. **Project** Collaboration Facilitate remote design validation to speed up sales. **Predictive** Use predictive analytics to forecast trends and manage **Analytics** risks. Identify new opportunities and optimise strategies. **Profitability Reporting** Customise dashboards with drag-and-drop widgets. and Analysis Generate comprehensive profitability reports. **Pricing** Develop dynamic pricing models based on real-time **Strategies** market data and customer insights. **Real-Time Financial** Show customers how changes to a design impact **Adjustments** project costs and profitability instantly. Competitive Monitor competitor pricing and adjust your prices **Analysis** strategically to remain competitive and maximise margins.

4. Price



3. Fixed Costs

5 Reports You Need On Your Profitability Dashboard

Customer Satisfaction

Metrics: Customer

satisfaction score (CSAT)

Net Promoter Score (NPS),

feedback comments.

Purpose: Identify areas for

Sales Reports

Sales Performance

Item List

and Quotes

Custom Quotes

and Comms

Financial Reports



Customer **Reports**



Inventory Reports



Operational Reports

Order Fulfillment

Metrics: Order cycle time,

order accuracy rate, on-time

delivery rate.

Purpose: Improve fulfillment

processes and customer

satisfaction.



Sales Performance

Metrics: Total sales, sales growth rate, sales by product category, sales by salesperson.

Purpose: Identify top-performing products and sales personnel, adjust sales strategies.

Sales Conversion

Metrics: Number of leads,

number of sales, conversion

rate, lead sources.

Purpose: Evaluate

the effectiveness of

your sales funnel and

marketing campaigns.

Cash Flow

Profit and Loss

Metrics: Revenue, cost of

goods sold (COGS), gross profit,

operating expenses, net profit.

Purpose: Understand overall

financial health and profitability.

Metrics: Operating cash flow, investing cash flow, financing cash flow, net cash flow.

Purpose: Ensure sufficient liquidity to meet obligations and plan for future investments.

improvement in customer service and product offerings.

Customer Retention

Metrics: Retention rate, repeat purchase rate, customer churn rate.

Purpose: Understand customer loyalty and identify strategies to improve retention.

Stock Aging

Inventory Turnover

Metrics: Inventory

turnover ratio, days sales of

inventory (DSI).

Purpose: Identify

slow-moving inventory and

optimise stock levels.

Metrics: Age of stock, value of aged stock.

Purpose: Identify obsolete or slow-moving items and make decisions on markdowns or promotions.

Supplier Performance

Metrics: Delivery time, order accuracy, quality of goods, supplier responsiveness.

Purpose: Identify reliable suppliers and areas for improvement in supply chain management.

Quotation to Order Conversion

Metrics: Number of quotes issued, number of orders placed, conversion rate.

Purpose: Assess the effectiveness of your quoting process and identify areas for improvement.

Margin Analysis

Metrics: Gross margin, net margin, margin by product category.

Purpose: Identify high-margin products and opportunities to improve margins.

Customer Segmentation

Metrics: Customer demographics, purchase frequency, average order value by segment.

Purpose: Tailor marketing and sales strategies to different customer segments.

Inventory Valuation

Metrics: Inventory value by category, total inventory value. Purpose: Monitor investment in inventory and assess financial health.

Project Management

Metrics: Project status, completion rate, task deadlines, resource allocation.

Purpose: Ensure projects are on track and manage resources effectively.

