



Distributor's Guide to Analytics

Our Price: \$59.95

Additional Resources

Expand your analytics knowledge with these resources recommended by the authors.

2020 Vision

Free website for executives covering the 16 specific elements that drive company profitability, success and growth.

Quantum Profit Management

<http://www.quantumprofitmanagement.com/qpm.asp>

Free website for executives and managers to learn strategies and tactics specifically designed for profit generation.

Expert Ideas & Opinions

<http://www.profit-ideas.com/ideas.asp>

Free website where industry experts share and discuss the most important elements for profit growth.

Executive Education

<http://www.apicconference.ca/>

The Advanced Profit Innovation Conference is a semi-annual event where 16 or more of the top industry experts gather with executive teams from distribution companies, for the purpose of providing advanced education on the latest strategies and techniques for driving profitability.

LIPA System

<http://www.waypointanalytics.net/waypoint.asp>

Marketing website for WayPoint Analytics — the market's leading LIPA service.

Profit Tactics Library

<http://www.merrifield.com/>

Website where turnaround specialist and distribution industry expert Bruce Merrifield has collected the world's largest library of strategic and tactical information and advice.

5 Keys to Unlocking Profitable Growth

<https://www.ircg.com/images/resources/IndianRiverConsultingGroup-5Keys.pdf>

Free Download

Analytics is rapidly transforming the wholesale distribution industry. This timely collection of best practices is a practical roadmap to help distributors build stronger analytics capabilities. Share this book with your team to jumpstart data-analytic thinking in your business.

- Julia H. Klein, Chairwoman and CEO, C.H. Briggs Co., Reading, PA

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