

Netformx ChannelXpert – BOM Analyzer

Automatically Analyze BOMs to Identify Missed Opportunities to Increase Profitability

Do you analyze your Bills of Materials (BOMs) to determine the promotional rebates and discounts you will receive? Have you identified all the opportunities to increase margins? How are you managing your risks, such as eliminating restocking charges from End-of-Life equipment included in the BOM?

IT solution providers may take hours or even weeks to manually analyze BOMs to answer these questions. To manually analyze BOMs, solution providers need to gather relevant information from multiple vendor systems and then match to the BOM's SKUs. But that information may be out-of-date and may not align with the vendor's strategy to, for example, migrate to subscription models. Some solution providers inadvertently sell stock that will be end-of-life by the time it is received by their customer, resulting in expensive restocking charges. Many solution providers don't have the resources to analyze BOMs at all or lack the time to gather and analyze the required information. As a result, they miss out on substantial financial benefits.

Netformx ChannelXpert Analytics Identify Opportunities to Increase Margins

The Netformx ChannelXpert–BOM Analyzer module helps solution providers optimize quotes to increase profitability. On request, the module automatically analyzes BOMs for opportunities to grow revenues, increase margins, and reduce risks. For example, BOMs can be analyzed for:

- Untapped Cisco Value Incentive Program (VIP)-applicable SKUs and rebate dollars
- Alternate SKUs that increase gross margin
- “End of ...” (EOX) milestones such as End-of-Sale, Last Date of Support, and Obsolete’
- Cross references relevant promotions by SKU and advises of appropriate promotions that may have been missed

The ChannelXpert – BOM Analyzer eliminates manual analysis and the need to query complex vendor systems. It automatically provides insights on risks and opportunities in a “single pane of glass” dashboard so you can spend the time taking action, not plowing through data.

ChannelXpert – BOM Analyzer Takes Away the Pain

Netformx dramatically simplifies the process of analyzing BOMs so optimization can become part of your workflow on every deal. Just upload the Cisco CCW BOM estimate to ChannelXpert. The BOM Analyzer automatically analyzes relevant SKU, promotion, and other information gathered from multiple Cisco systems.



Insights are summarized in a dashboard with deep drill-down capabilities that provide details by SKU. The results are available to Sales, Solution Architects, or Sales Engineers—even people who don't have access to vendor systems. BOM Analyzer identifies the opportunities to increase margin as well as what actions to take to capture rebates, align SKUs, and identify products that should be upgraded.

The BOM Analyzer is linked to your vendor specializations and highlights relevant promotions by SKU. These are eligible promotions that you may otherwise have missed.

