

# Insights impulsados por IA:

Elevando el desempeño financiero en la distribución con Solver



# Tabla de contenido

- 1. Impulsa tu ventaja en distribución: el poder de xFP&A sin límites.....3
- 2. Destaca el éxito: aprovechando los KPIs para dominar la distribución.....4
- 3. Precisión sin límites: revolucionando el reporte financiero en la distribución...7
- 4. Impulsa las operaciones: domina los informes para liderar en la distribución.....12
- 5. Proyecta la victoria: planificación moderna para el éxito en la distribución.....21
- 6. Aprovecha el futuro: próximos pasos con Solver para el éxito definitivo en la distribución.....27



# 1. Impulsa tu ventaja en distribución: el poder de xFP&A sin límites



En el dinámico mundo de la distribución, donde las interrupciones en la cadena de suministro, la demanda fluctuante y los márgenes extremadamente ajustados son la norma, los ejecutivos financieros y los responsables de presupuestos enfrentan presiones crecientes. Las empresas de distribución de tamaño medio lidian con desafíos como una gestión ineficiente del inventario, retrasos en los insights financieros y datos aislados entre finanzas y operaciones—problemas que pueden generar sobrecostos, oportunidades perdidas y una toma de decisiones reactiva. Sin embargo, estos desafíos también representan oportunidades de transformación: lograr visibilidad en tiempo real, optimizar costos e impulsar el crecimiento estratégico mediante herramientas integradas.

Aquí es donde entra Solver, una solución xFP&A (Planificación y Análisis Financiero extendido) basada en la nube de Solver, Inc ([www.solverglobal.com](http://www.solverglobal.com)). A diferencia de las herramientas tradicionales de FP&A limitadas al área financiera, Solver extiende sus capacidades hacia la planificación, el reporting y el análisis operativo, cerrando la brecha entre los datos financieros y las operaciones del día a día. Con una filosofía “AI-first”, Solver Copilot aprovecha la inteligencia artificial para automatizar procesos, descubrir insights más profundos y acelerar el ahorro de costos, reemplazando hojas de cálculo en Excel propensas a errores y funcionalidades rígidas de ERP por una automatización flexible e inteligente.

Este eBook explora cómo Solver empodera a los líderes del sector de distribución para superar estos desafíos y aprovechar nuevas oportunidades. Profundizaremos en el monitoreo del negocio con KPIs, el reporte financiero y operativo optimizado, y la presupuestación y pronóstico avanzados. Cada capítulo destaca resultados reales, como mayor precisión, reducciones significativas de costos e insights accionables que impulsan tu empresa hacia adelante. Descubre cómo Solver puede transformar tus operaciones de distribución en una verdadera ventaja competitiva.

## 2. Destaca el éxito: aprovechando los KPIs para dominar la distribución

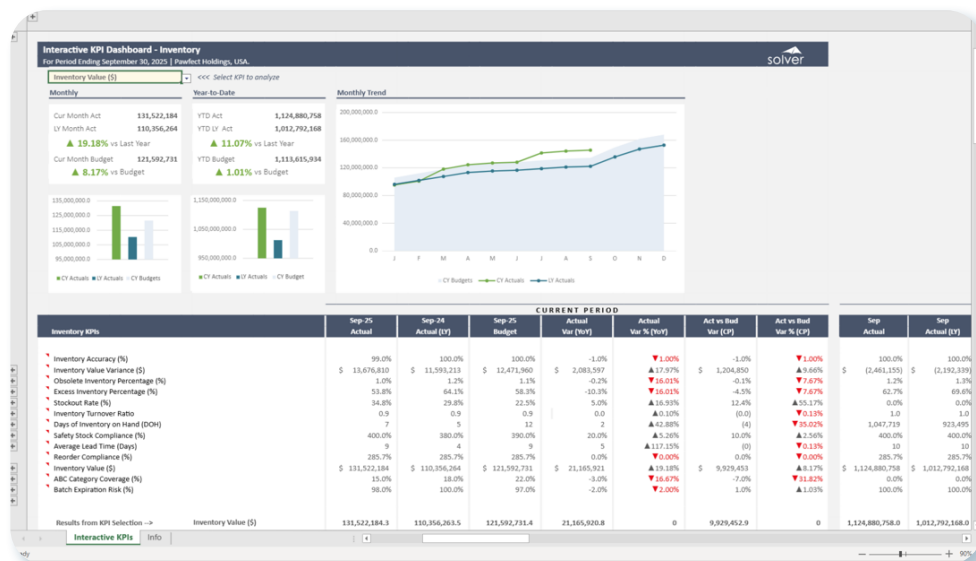
En las empresas de distribución, donde la rotación de inventario, las tasas de cumplimiento de pedidos y el desempeño de los proveedores pueden determinar la rentabilidad, el monitoreo de indicadores clave de desempeño (KPIs) es esencial. Los líderes a menudo enfrentan dificultades debido a fuentes de datos fragmentadas, seguimiento manual y alertas tardías, lo que provoca que ineficiencias como altos costos por exceso de inventario o retrasos en las entregas pasen desapercibidas. Sin embargo, con las herramientas adecuadas, el monitoreo de KPIs se convierte en una ventaja estratégica, permitiendo ajustes proactivos y un liderazgo más enfocado.

Los dashboards interactivos de KPIs de Solver y el análisis automatizado con IA de Solver Copilot permiten a los ejecutivos centrarse en lo que realmente impulsa el éxito. Al integrar métricas financieras y operativas en tiempo real, Solver Copilot utiliza inteligencia artificial para detectar anomalías, predecir tendencias y ofrecer recomendaciones instantáneas, transformando datos en bruto en puntos de enfoque estratégico sin la complejidad de desarrollos personalizados o múltiples herramientas.

### Los resultados son transformadores:

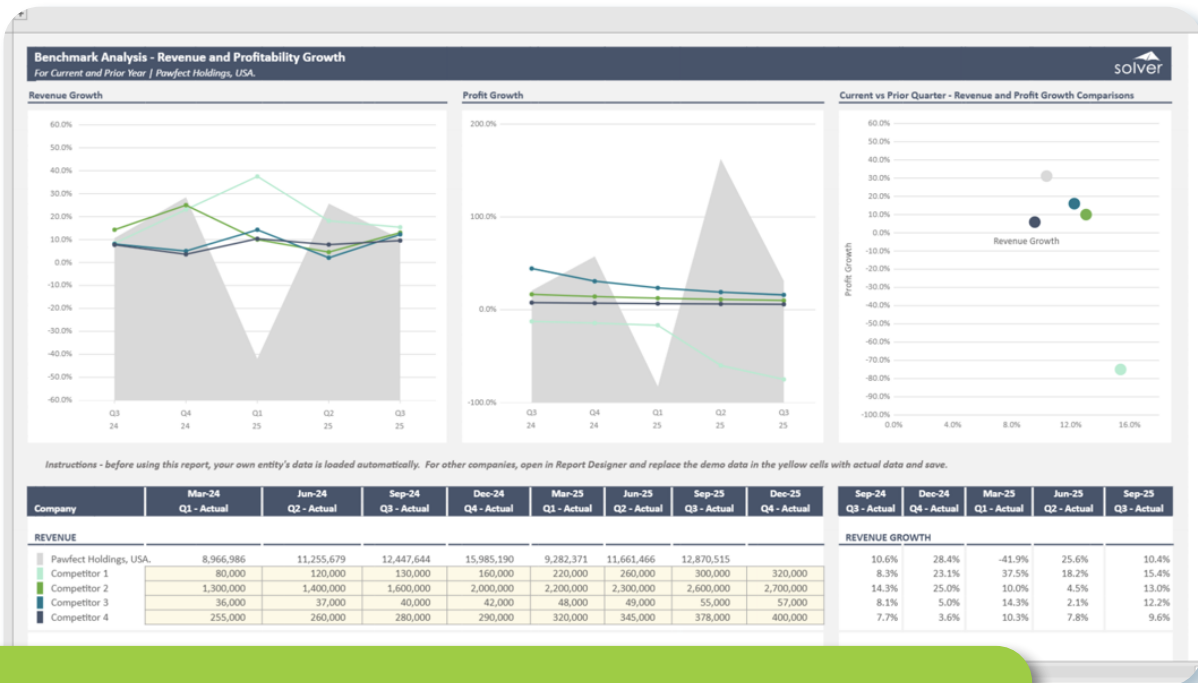
- **Ahorro de costos mediante la automatización:** elimina la recopilación manual de datos, reduciendo horas de trabajo y errores. Solver Copilot automatiza el análisis de variaciones, identificando tempranamente problemas como el aumento en costos de transporte, lo que puede ahorrar miles en gastos innecesarios.
- **Insights más profundos para decisiones estratégicas:** obtén una visión integral de las tendencias de desempeño, como el benchmarking frente a pares de la industria, para identificar oportunidades de crecimiento como la optimización de rutas.
- **Mayor precisión y velocidad:** las actualizaciones en tiempo real permiten a los líderes actuar con datos actuales, mejorando la confiabilidad de los pronósticos y la agilidad operativa.

Por ejemplo, los dashboards interactivos de KPI de Solver permiten seleccionar métricas de forma fluida, actualizando dinámicamente los gráficos para un análisis integral.





Los ejecutivos pueden personalizar las vistas para obtener panoramas financieros, asegurando su relevancia.



Las herramientas de benchmarking comparan tus métricas con referencias externas, revelando ventajas competitivas.

Y con el análisis impulsado por IA, Solver Copilot automatiza los insights, como explicar las variaciones de KPIs en lenguaje natural.

**Interactive KPI Dashboard - Warehouse Management**  
For Period Ending September 30, 2025 | Pawfect Holdings, USA.

Return Rate (%) <<< Select KPI to analyze

**Monthly (%)**  
Cur Month Act: 1.9%  
LY Month Act: 1.9%  
▼ 4.48% vs Last Year  
Cur Month Budget: 2.0%  
▼ 5.88% vs Budget

**Year-to-Date (%)**  
YTD Act: 2.1%  
YTD LY Act: 2.0%  
▲ 4.91% vs Last Year  
YTD Budget: 2.0%  
▲ 2.07% vs Budget

**Monthly Trend (%)**

Month	Actual	Budget
J	2.0	2.0
F	2.0	2.0
M	2.0	2.0
A	2.5	2.0
M	2.0	2.0
J	1.8	2.0
J	2.0	2.0
A	2.2	2.0
S	2.1	2.0

**Warehouse Management KPIs**

	Sep-25 Actual	Sep-24 Actual (LY)	Sep-25 Budget	Actual Var (YoY)
95.0%	97.0%	97.3%	-2.0%	
96.8%	97.0%	97.3%	-0.2%	
98.0%	98.0%	98.0%	-1.0%	
599	583	573	16	
577	570	573	7	
1.00	2.00	0.00	(1.00)	
1.9%	1.9%	2.0%	-0.1%	
10.7%	10.3%	10.0%	0.4%	
Return Rate (%)	0.0	0.0	0.0	(0.0)

**Return Rate KPI — Analysis for Pawfect Holdings, USA (September 2025)**  
Headline Figure

- Current Month Actual (Sep 2025): 1.86% (0.0186)
- Last Year, Same Month: 1.94%
- Current Month Budget: 1.97%
- Year-to-Date Actual (2025): 2.06%
- Year-to-Date Last Year: 1.97%

**Method Note**  
Values calculated from warehouse management financial data (Return Rate = Return Date <> @ (count) + Total Orders), period ending September 2025.

**Key Insights**

- **Slight YoY Improvement:** September Return Rate improved by **0.09 percentage points** (basis points) compared to last year (-0.00087), suggesting modest progress in accuracy or fulfillment.
- **Under Budget:** Actual is **0.12 percentage points** below budget (-0.00116), indicating better-than-expected performance, possibly due to improved QA or process controls.
- **YTD Trend:** YTD figures are **up YoY (2.06% vs. 1.97%)**, implying more returns overall this year.



Al dominar los KPIs con Solver, los líderes del sector de distribución pasan de una gestión reactiva de problemas a una excelencia proactiva, fomentando una cultura basada en datos orientada al éxito.

### 3. Precisión sin límites: revolucionando el reporte financiero en la distribución



Las empresas de distribución suelen enfrentar verdaderos dolores de cabeza en el reporte financiero: consolidaciones manuales entre múltiples ubicaciones, errores en Excel que inflan los costos y análisis lentos que retrasan los cierres de fin de mes. Estos desafíos limitan la visibilidad sobre la rentabilidad, el flujo de caja y el capital de trabajo—aspectos críticos en una industria marcada por la volatilidad en precios de proveedores y cambios en la demanda. La oportunidad está en modernizar estos procesos para lograr automatización, precisión y alineación con las operaciones.

La solución xFP&A impulsada por IA de Solver optimiza el reporte financiero y las consolidaciones, automatizando flujos de trabajo que antes tomaban días. Como plataforma extendida, integra de forma fluida datos financieros con métricas operativas, fomentando la colaboración entre líderes financieros y gerentes operativos. Solver Copilot potencia este proceso al analizar los reportes con IA para detectar patrones ocultos, como variaciones de costos relacionadas con niveles de inventario, ofreciendo insights más rápidos e inteligentes.

#### Los resultados clave incluyen:

- **Ahorros acelerados de costos:** la automatización reemplaza modelos tediosos en Excel, reduciendo el tiempo de reporting hasta en un 50% y minimizando errores que generan discrepancias financieras.
- **Mayor precisión y cumplimiento:** las vistas consolidadas garantizan reportes precisos y listos para auditoría, reduciendo riesgos en entornos con múltiples entidades.
- **Insights más profundos para la alineación:** al vincular las finanzas con las operaciones, los líderes obtienen una visión integral—como entender cómo las compras impactan los márgenes—impulsando estrategias unificadas.

### P&L Variance

Entity: SUS - Pawfect Holdings, USA.  
September 30, 2025

Projected revenue for this year is trending to be \$50,000,000 versus Last Year at \$48,655,500 which will be an increase of 2.7%, and the Net Profit will be \$4,996,776, which will be an increase of 14.0%.

Account No.	Description	Sep - 2025 CP Actual	Sep - 2024 CP Actual	Sep - 2025 CP Budget	CY (CP Act) vs LY (CP Act) Variance	CY (CP Act) vs LY (CP Act) Variance %	CY (CP Act) vs CY (CP Bud) Variance	CY (CP Act) vs CY (CP Bud) Variance %	2025 Act + Bud	2025 Budget	CY (Act+Bud) vs LY (Act) VAR	CY (Act+Bud) vs LY (Act) VAR %
<b>REVENUE</b>												
40000	Product Sales - Domestic	427,591	414,594	414,538	12,998	▲3.04%	13,054	▲3.05%	4,280,466	4,234,588	37,292	▲0.87%
40010	Product Sales - Export	299,636	294,068	299,782	5,569	▲1.86%	(146)	▼0.05%	4,311,783	4,344,499	434,126	▲10.02%
40020	Online Sales	348,430	344,717	343,257	3,714	▲1.07%	5,173	▲1.48%	4,993,152	4,957,194	701,216	▲14.04%
40030	Wholesale Sales	256,813	242,556	254,548	14,257	▲5.55%	2,265	▲0.88%	3,895,043	3,869,733	231,606	▲5.95%
40040	Private Label Sales	422,324	398,083	391,746	24,240	▲5.74%	30,577	▲7.24%	3,787,656	3,594,886	(333,220)	▼8.80%
40050	Sales Returns and Allowances	407,070	401,376	400,793	5,693	▲1.40%	6,277	▲1.54%	4,604,512	4,549,863	(93,917)	▼2.04%
40060	Sales Discounts	353,096	345,843	328,571	7,252	▲2.05%	24,524	▲6.95%	4,036,304	3,845,698	294,897	▲7.31%
	<b>Total Operating Revenue</b>	<b>2,514,960</b>	<b>2,441,237</b>	<b>2,433,236</b>	<b>73,723</b>	<b>▲2.93%</b>	<b>81,725</b>	<b>▲3.25%</b>	<b>29,928,916</b>	<b>29,386,460</b>	<b>1,272,000</b>	<b>▲4.25%</b>
	<b>Total Other Revenue</b>	<b>1,931,218</b>	<b>1,865,118</b>	<b>1,909,159</b>	<b>66,099</b>	<b>▲3.42%</b>	<b>22,058</b>	<b>▲1.14%</b>	<b>20,071,084</b>	<b>19,804,100</b>	<b>72,500</b>	<b>▲0.36%</b>
	<b>TOTAL REVENUE</b>	<b>4,446,178</b>	<b>4,306,355</b>	<b>4,342,395</b>	<b>139,823</b>	<b>▲3.14%</b>	<b>103,783</b>	<b>▲2.33%</b>	<b>50,000,000</b>	<b>49,190,559</b>	<b>1,344,500</b>	<b>▲2.69%</b>
<b>COST OF GOODS SOLD</b>												
50000	COGS - Materials	665,781	657,714	672,819	8,066	▲1.21%	(7,038)	▼1.06%	6,629,902	6,652,571	(278,481)	▼4.20%
50140	Packaging Supplies	544,489	534,809	542,184	9,681	▲1.78%	2,305	▲0.42%	6,429,096	6,405,797	(20,575)	▼0.32%
50230	Office Supplies	468,825	418,253	453,836	50,572	▲10.79%	14,989	▲3.20%	7,253,620	7,081,356	419,092	▲5.78%
50370	R&D Materials	766,303	754,697	744,809	11,606	▲1.51%	21,494	▲2.80%	7,187,381	7,119,630	802,909	▲11.17%
	<b>Total Cost of Goods Sold (Manufacturing)</b>	<b>2,445,398</b>	<b>2,365,472</b>	<b>2,413,648</b>	<b>79,925</b>	<b>▲3.27%</b>	<b>31,750</b>	<b>▲1.30%</b>	<b>27,500,000</b>	<b>27,259,360</b>	<b>922,944</b>	<b>▲3.36%</b>
	<b>TOTAL COST OF GOODS SOLD</b>	<b>2,445,398</b>	<b>2,365,472</b>	<b>2,413,648</b>	<b>79,925</b>	<b>▲3.27%</b>	<b>31,750</b>	<b>▲1.30%</b>	<b>27,500,000</b>	<b>27,259,360</b>	<b>922,944</b>	<b>▲3.36%</b>
	<b>GROSS PROFIT</b>	<b>2,000,780</b>	<b>1,940,883</b>	<b>1,928,747</b>	<b>59,898</b>	<b>▲2.99%</b>	<b>72,033</b>	<b>▲3.60%</b>	<b>22,500,000</b>	<b>21,931,199</b>	<b>421,556</b>	<b>▲1.87%</b>
<b>OPERATING EXPENSES</b>												
	<b>Total Administrative Expense</b>	<b>266,771</b>	<b>256,908</b>	<b>262,774</b>	<b>9,862</b>	<b>▲3.70%</b>	<b>3,997</b>	<b>▲1.50%</b>	<b>3,000,000</b>	<b>2,955,634</b>	<b>75,562</b>	<b>▲2.52%</b>
	<b>Total Distribution Expense</b>	<b>177,847</b>	<b>173,034</b>	<b>176,823</b>	<b>4,813</b>	<b>▲2.71%</b>	<b>1,024</b>	<b>▲0.58%</b>	<b>2,000,000</b>	<b>1,972,023</b>	<b>49,451</b>	<b>▲2.47%</b>
	<b>Total Other Operating Expense</b>	<b>88,924</b>	<b>80,956</b>	<b>88,267</b>	<b>7,968</b>	<b>▲9.56%</b>	<b>656</b>	<b>▲0.74%</b>	<b>900,366</b>	<b>879,408</b>	<b>(10,327)</b>	<b>▼3.37%</b>
	<b>Total Personnel Expense</b>	<b>611,322</b>	<b>555,972</b>	<b>667,865</b>	<b>55,350</b>	<b>▲9.05%</b>	<b>(56,543)</b>	<b>▼9.25%</b>	<b>7,602,858</b>	<b>8,111,749</b>	<b>931,195</b>	<b>▲12.25%</b>
	<b>Total Selling &amp; Marketing Expense</b>	<b>355,694</b>	<b>344,987</b>	<b>351,267</b>	<b>10,707</b>	<b>▲3.01%</b>	<b>4,428</b>	<b>▲1.24%</b>	<b>4,000,000</b>	<b>3,970,072</b>	<b>96,045</b>	<b>▲2.40%</b>
	<b>TOTAL OPERATING EXPENSES</b>	<b>1,500,558</b>	<b>1,411,857</b>	<b>1,546,996</b>	<b>88,700</b>	<b>▲5.91%</b>	<b>(46,439)</b>	<b>▼3.09%</b>	<b>17,503,224</b>	<b>17,888,885</b>	<b>1,121,925</b>	<b>▲6.41%</b>
	<b>OPERATING INCOME</b>	<b>500,223</b>	<b>529,025</b>	<b>381,751</b>	<b>(26,803)</b>	<b>▼5.76%</b>	<b>118,477</b>	<b>▲23.68%</b>	<b>4,996,776</b>	<b>4,042,314</b>	<b>(700,369)</b>	<b>▼14.02%</b>

Por ejemplo, los informes de variaciones destacan las desviaciones frente a los presupuestos, facilitando correcciones rápidas.

### 8 Quarter Rolling P&L

Entity: SUS - Pawfect Holdings, USA.  
September 30, 2025

Account No.	Description	Q4-2023 Actual	Q1-2024 Actual	Q2-2024 Actual	Q3-2024 Actual	Q4-2024 Actual	Q1-2025 Actual	Q2-2025 Actual	QTD Actual
<b>REVENUE</b>									
40000	Product Sales - Domestic	901,329	866,237	1,006,106	1,023,479	1,347,351	901,329	1,047,430	1,058,219
40010	Product Sales - Export	637,328	615,569	944,000	1,050,359	1,287,722	637,328	967,707	1,082,188
40020	Online Sales	989,631	978,174	1,022,110	1,150,293	1,141,359	989,631	1,037,615	1,162,062
40030	Wholesale Sales	745,137	701,402	930,033	829,821	1,202,180	745,137	984,890	879,222
40040	Private Label Sales	730,784	686,167	765,102	1,050,711	1,618,894	730,784	814,660	1,117,020
40050	Sales Returns and Allowances	726,118	723,423	1,219,830	1,065,351	1,689,826	726,118	1,243,736	1,079,422
40060	Sales Discounts	776,488	769,676	897,903	1,032,133	1,041,696	776,488	920,180	1,047,674
	<b>Total Operating Revenue</b>	<b>5,506,815</b>	<b>5,340,649</b>	<b>6,785,092</b>	<b>7,202,146</b>	<b>9,329,029</b>	<b>5,506,815</b>	<b>7,016,218</b>	<b>7,425,806</b>
	<b>Total Other Revenue</b>	<b>3,775,556</b>	<b>3,626,338</b>	<b>4,470,587</b>	<b>5,245,498</b>	<b>6,656,161</b>	<b>3,775,556</b>	<b>4,645,249</b>	<b>5,444,709</b>
	<b>TOTAL REVENUE</b>	<b>9,282,371</b>	<b>8,966,986</b>	<b>11,255,679</b>	<b>12,447,644</b>	<b>15,985,190</b>	<b>9,282,371</b>	<b>11,661,466</b>	<b>12,870,515</b>
<b>COST OF GOODS SOLD</b>									
	<b>Total Cost of Goods Sold (Manufacturing)</b>	<b>5,105,304</b>	<b>4,864,832</b>	<b>6,117,322</b>	<b>6,803,047</b>	<b>8,791,855</b>	<b>5,105,304</b>	<b>6,413,806</b>	<b>7,078,783</b>
	<b>TOTAL COST OF GOODS SOLD</b>	<b>5,105,304</b>	<b>4,864,832</b>	<b>6,117,322</b>	<b>6,803,047</b>	<b>8,791,855</b>	<b>5,105,304</b>	<b>6,413,806</b>	<b>7,078,783</b>
	<b>GROSS PROFIT</b>	<b>4,177,067</b>	<b>4,102,154</b>	<b>5,138,357</b>	<b>5,644,598</b>	<b>7,193,335</b>	<b>4,177,067</b>	<b>5,247,660</b>	<b>5,791,732</b>
	<b>GROSS MARGIN</b>	<b>45.0%</b>	<b>45.7%</b>	<b>45.7%</b>	<b>45.3%</b>	<b>45.0%</b>	<b>45.0%</b>	<b>45.0%</b>	<b>45.0%</b>
<b>OPERATING EXPENSES</b>									
50120	Warehouse Rent	84,336	80,008	77,885	209,378	146,812	84,336	81,886	218,373
50210	Office Rent	64,407	63,584	101,602	87,031	123,915	64,407	102,673	88,775
50400	Building Maintenance	72,685	72,343	47,319	64,321	217,137	72,685	47,696	63,883
50410	Equipment Maintenance	54,821	54,461	119,028	68,290	105,333	54,821	119,351	70,164
50430	Depreciation Expense - Machinery	65,454	66,040	116,704	115,398	93,467	65,454	124,595	115,909
50440	Depreciation Expense - Equipment	62,912	55,594	59,456	76,238	115,301	62,912	67,283	86,274
50450	Depreciation Expense - Vehicles	94,930	93,900	91,497	59,937	76,852	94,930	92,866	62,630
50460	Amortization Expense - Software	57,398	57,598	61,915	65,801	80,294	57,398	63,339	66,222
	<b>Total Administrative Expense</b>	<b>556,942</b>	<b>543,528</b>	<b>675,405</b>	<b>746,394</b>	<b>959,111</b>	<b>556,942</b>	<b>699,688</b>	<b>772,231</b>
	<b>Total Distribution Expense</b>	-	<b>358,778</b>	<b>449,918</b>	<b>502,446</b>	<b>639,408</b>	<b>371,295</b>	<b>466,459</b>	<b>514,821</b>
									<b>251,814</b>
									<b>1,833,278</b>

Los pronósticos continuos (rolling forecasts) ofrecen una visión prospectiva de las tendencias a lo largo de los trimestres.



### Consolidating P&L - Year to Date

Consolidating  
September 30, 2025



YTD revenue for the current year is \$33,814,353 versus last year YTD revenue of \$32,670,310 which is an increase of 3.4%. The Net Profit for the year is \$2,853,874, which is a decrease of -17.6%.

	SUS YTD Actual	Last Year YTD Actual	SUS YTD Actual	Current Year YTD Actual	SUS YTD Budget	Current Year YTD Budget
<b>REVENUE</b>						
Total Operating Revenue	19,327,887	19,327,887	19,948,839	19,948,839	19,406,383	19,948,839
Total Other Revenue	13,342,423	13,342,423	13,865,513	13,865,513	13,598,529	13,865,513
<b>TOTAL REVENUE</b>	<b>32,670,310</b>	<b>32,670,310</b>	<b>33,814,353</b>	<b>33,814,353</b>	<b>33,004,912</b>	<b>33,814,353</b>
<b>COST OF GOODS SOLD</b>						
Total Cost of Goods Sold (Manufacturing)	17,785,201	17,785,201	18,597,894	18,597,894	18,357,254	18,597,894
<b>TOTAL COST OF GOODS SOLD</b>	<b>17,785,201</b>	<b>17,785,201</b>	<b>18,597,894</b>	<b>18,597,894</b>	<b>18,357,254</b>	<b>18,597,894</b>
<b>GROSS PROFIT</b>	<b>14,885,109</b>	<b>14,885,109</b>	<b>15,216,459</b>	<b>15,216,459</b>	<b>14,647,658</b>	<b>15,216,459</b>
<b>OPERATING EXPENSES</b>						
Total Administrative Expense	1,965,327	1,965,327	2,028,861	2,028,861	1,984,495	2,028,861
Total Distribution Expense	1,311,142	1,311,142	1,352,574	1,352,574	1,324,577	1,352,574
Total Other Operating Expense	622,859	622,859	643,712	643,712	622,774	643,712
Total Personnel Expense	5,003,747	5,003,747	5,632,290	5,632,290	6,141,181	5,632,290
Total Selling & Marketing Expense	2,625,140	2,625,140	2,705,148	2,705,148	2,675,220	2,705,148
<b>TOTAL OPERATING EXPENSES</b>	<b>11,528,215</b>	<b>11,528,215</b>	<b>12,362,585</b>	<b>12,362,585</b>	<b>12,748,246</b>	<b>12,362,585</b>
<b>OPERATING INCOME</b>	<b>3,356,894</b>	<b>3,356,894</b>	<b>2,853,874</b>	<b>2,853,874</b>	<b>1,899,412</b>	<b>2,853,874</b>
<b>NON-OPERATING INCOME AND EXPENSES</b>						

La consolidación del P&L entre múltiples entidades simplifica el análisis a nivel de grupo.

### Balance Sheet for Multiple Entities

Entity: SUS - Pawfect Holdings, USA.  
September 30, 2025



The Assets this month were \$23,539,882, the Liabilities were \$20,686,008, and the Shareholder's Equity was \$2,853,874.

Account No	Description	Jan - 24 Actual	Feb - 24 Actual	Mar - 24 Actual	Apr - 24 Actual	May - 24 Actual	Jun - 24 Actual	Jul - 24 Actual	Aug - 24 Actual	Sep - 24 Actual	Total CY Actual	Total CY Actual	CY (Act) vs FY (Act) VAR	CY (Act) vs FY (Act) VAR %
<b>ASSETS</b>														
<b>Current Assets</b>														
10000	Cash - Operating	428,086	302,656	335,247	732,784	485,357	388,337	763,941	472,121	123,005	4,031,534	4,094,701	63,167	▲1.57%
10010	Cash - Payroll	541,718	367,736	528,311	493,341	779,286	640,004	678,795	959,033	748,756	5,736,980	5,938,354	201,374	▲3.51%
10020	Petty Cash	344,984	465,511	524,739	380,604	514,957	653,397	531,133	627,989	1,156,797	5,200,111	5,157,987	(42,124)	▼0.81%
10030	Accounts Receivable - Trade	628,693	837,472	892,611	847,792	927,648	889,195	1,014,208	906,731	795,777	7,740,126	8,348,840	608,714	▲7.86%
	<b>Total Current Asset</b>	1,943,481	1,973,376	2,280,908	2,454,521	2,707,247	2,570,934	2,988,077	2,965,873	2,824,335	22,708,750	23,539,882	831,132	▲3.66%
	<b>TOTAL CURRENT ASSETS</b>	<b>1,943,481</b>	<b>1,973,376</b>	<b>2,280,908</b>	<b>2,454,521</b>	<b>2,707,247</b>	<b>2,570,934</b>	<b>2,988,077</b>	<b>2,965,873</b>	<b>2,824,335</b>	<b>22,708,750</b>	<b>23,539,882</b>	<b>831,132</b>	<b>▲3.66%</b>
<b>Other Assets</b>														
	<b>TOTAL OTHER ASSETS</b>													▲0.00%
	<b>TOTAL ASSETS</b>	<b>1,943,481</b>	<b>1,973,376</b>	<b>2,280,908</b>	<b>2,454,521</b>	<b>2,707,247</b>	<b>2,570,934</b>	<b>2,988,077</b>	<b>2,965,873</b>	<b>2,824,335</b>	<b>22,708,750</b>	<b>23,539,882</b>	<b>831,132</b>	<b>▲3.66%</b>
<b>LIABILITIES</b>														
<b>Current Liabilities</b>														
20000	Accounts Payable	312,981	184,935	228,400	229,703	384,496	347,824	385,946	439,662	295,862	2,809,808	3,006,616	196,808	▲7.00%
20020	Accrued Payroll	555,972	555,972	555,972	555,972	555,972	555,972	555,972	555,972	555,972	5,003,747	5,632,290	628,543	▲12.56%
20030	Sales Tax Payable	296,339	207,780	323,659	361,500	262,911	308,420	459,501	371,369	338,116	2,929,594	2,991,770	62,176	▲2.12%
20040	Income Tax Payable	169,792	170,317	251,751	271,473	311,395	295,223	350,712	498,457	423,177	2,742,297	2,820,813	78,516	▲2.86%
	<b>Total Current Liability</b>	1,335,084	1,119,004	1,359,782	1,418,648	1,514,773	1,507,439	1,752,130	1,865,460	1,613,126	13,485,447	14,451,489	966,042	▲7.16%
	<b>TOTAL CURRENT LIABILITIES</b>	<b>1,335,084</b>	<b>1,119,004</b>	<b>1,359,782</b>	<b>1,418,648</b>	<b>1,514,773</b>	<b>1,507,439</b>	<b>1,752,130</b>	<b>1,865,460</b>	<b>1,613,126</b>	<b>13,485,447</b>	<b>14,451,489</b>	<b>966,042</b>	<b>▲7.16%</b>
<b>Other Liabilities</b>														
	<b>Total Non-Current Liability</b>	462,843	641,651	640,342	682,471	766,649	611,027	791,786	587,455	682,184	5,866,409	6,234,519	368,110	▲6.27%
	<b>TOTAL OTHER LIABILITIES</b>	<b>462,843</b>	<b>641,651</b>	<b>640,342</b>	<b>682,471</b>	<b>766,649</b>	<b>611,027</b>	<b>791,786</b>	<b>587,455</b>	<b>682,184</b>	<b>5,866,409</b>	<b>6,234,519</b>	<b>368,110</b>	<b>▲6.27%</b>
	<b>TOTAL LIABILITIES</b>	<b>1,797,927</b>	<b>1,760,655</b>	<b>2,000,124</b>	<b>2,101,119</b>	<b>2,281,422</b>	<b>2,118,466</b>	<b>2,543,917</b>	<b>2,452,915</b>	<b>2,295,309</b>	<b>19,351,856</b>	<b>20,686,008</b>	<b>1,334,152</b>	<b>▲6.89%</b>
<b>SHAREHOLDER'S EQUITY</b>														
	Current Year Net Income (Loss)	145,553	212,720	280,784	353,402	425,825	452,467	444,160	512,958	529,025	3,356,894	2,853,874	(503,020)	▼14.98%
	<b>TOTAL SHAREHOLDER'S EQUITY</b>	<b>145,553</b>	<b>212,720</b>	<b>280,784</b>	<b>353,402</b>	<b>425,825</b>	<b>452,467</b>	<b>444,160</b>	<b>512,958</b>	<b>529,025</b>	<b>3,356,894</b>	<b>2,853,874</b>	<b>(503,020)</b>	<b>▼14.98%</b>
	<b>TOTAL LIABILITIES &amp; SHAREHOLDER'S EQUITY</b>	<b>1,943,481</b>	<b>1,973,376</b>	<b>2,280,908</b>	<b>2,454,521</b>	<b>2,707,247</b>	<b>2,570,934</b>	<b>2,988,077</b>	<b>2,965,873</b>	<b>2,824,335</b>	<b>22,708,750</b>	<b>23,539,882</b>	<b>831,132</b>	<b>▲3.66%</b>

Los balances generales ofrecen una visión unificada de la salud financiera.





Con Solver, el reporte financiero pasa de ser una tarea operativa a un catalizador del éxito en la distribución.

## 4. Impulsa las operaciones: domina los informes para liderar en la distribución



Los informes operativos en la distribución están llenos de desafíos: sistemas aislados que generan desajustes de inventario, retrasos en compras, pronósticos de ventas inexactos y cuellos de botella en el transporte. Estos problemas derivan en costos por sobreinventario, pérdida de ingresos y uso ineficiente de los recursos. Sin embargo, integrar las operaciones con las finanzas abre oportunidades para optimizar procesos y tomar decisiones basadas en datos.

La solución xFP&A impulsada por IA de Solver va más allá de las finanzas para ofrecer informes operativos sólidos, combinando métricas como la rotación de inventario con su impacto financiero para lograr una verdadera alineación. Este enfoque en una sola plataforma reduce la complejidad de gestionar múltiples herramientas de BI, mientras potencia a Solver Copilot con datos enriquecidos para análisis avanzados con IA, permitiendo predecir quiebres de inventario u optimizar rutas con una velocidad sin precedentes.

### Los beneficios son transformadores:

- **Ahorro de costos mediante operaciones optimizadas:** automatiza los informes para reducir la proliferación de herramientas y la necesidad de capacitación, disminuyendo los costos de TI mientras se mejora la eficiencia en áreas como cuentas por pagar y por cobrar.
- **Insights más rápidos y profundos:** la IA descubre correlaciones, como tendencias de ventas que impactan los costos de transporte, permitiendo ajustes ágiles.
- **Stack tecnológico simplificado:** una única solución flexible lo gestiona todo, reduciendo el mantenimiento y mejorando la escalabilidad.

Variance Report - Purchase Cost by Supplier and Item

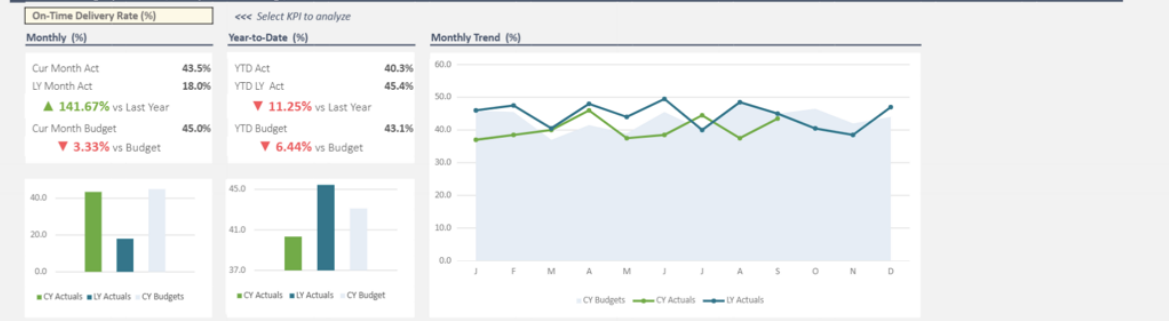
Entity: SUS - Pawfect Holdings, USA.  
For Period Ending August 31, 2025

Supplier #	Supplier	Item #	Item Description	CURRENT PERIOD						YEAR TO DATE							
				Aug-25 Actual	Aug-24 Actual (Y)	Aug-25 Budget	Actual Var (YoY)	Actual Var % (YoY)	Act vs Bud Var (CP)	Act vs Bud Var % (CP)	Aug-25 Actual	Aug-24 Actual (Y)	Aug-25 Budget	Actual Var (YoY)	Actual Var % (YoY)	Act vs Bud Var (CP)	Act vs Bud Var % (CP)
		RM-STR-026	Stitching Thread	6,315	5,927	6,847	388	▲6.14%	(532)	▼8.42%	49,891	48,827	54,088	3,064	▲6.14%	(4,197)	▼8.41%
		RM-STR-035	Stitching Thread	12,748	11,672	13,903	1,076	▲8.44%	(1,155)	▼9.06%	100,710	92,199	109,832	8,510	▲8.45%	(9,122)	▼9.06%
		Sub-Total		65,422	59,654	72,128	5,768	▲8.82%	(6,706)	▼10.25%	516,833	471,246	569,801	45,587	▲8.82%	(52,968)	▼10.25%
VEND0045	TailWag Logistics Co.	RM-PKG-001	Retail Packaging	2,626	2,321	2,865	306	▲11.64%	(238)	▼9.08%	20,749	18,326	22,631	2,423	▲11.68%	(1,882)	▼9.07%
		Sub-Total		2,626	2,321	2,865	306	▲11.64%	(238)	▼9.08%	20,749	18,326	22,631	2,423	▲11.68%	(1,882)	▼9.07%
VEND0046	Squeaker Source LLC	RM-SQK-020	Squeaker Unit	18,886	17,529	20,660	1,357	▲7.10%	(1,774)	▼9.40%	149,198	138,477	163,213	10,721	▲7.19%	(14,014)	▼9.39%
		RM-SQK-025	Squeaker Unit	781	697	849	84	▲10.81%	(68)	▼7.71%	6,163	5,511	6,713	651	▲10.57%	(591)	▼8.94%
		RM-SQK-038	Squeaker Unit	8,001	7,285	8,740	715	▲8.94%	(739)	▼9.24%	65,211	57,561	69,034	5,650	▲8.94%	(5,822)	▼9.21%
		RM-SQK-040	Squeaker Unit	4,487	3,959	5,023	528	▲11.77%	(536)	▼11.95%	35,448	31,275	39,682	4,173	▲11.77%	(4,234)	▼11.94%
		Sub-Total		32,155	29,470	35,272	2,685	▲8.35%	(3,118)	▼9.70%	254,020	232,824	278,641	21,196	▲8.34%	(24,621)	▼9.69%
VEND0047	TailWag Logistics Co.	RM-PKG-001	Retail Packaging	9,350	8,258	10,196	1,091	▲11.67%	(846)	▼9.05%	73,859	65,239	80,553	8,621	▲11.67%	(6,693)	▼9.06%
		RM-PKG-003	Retail Packaging	5,295	4,933	5,745	362	▲6.83%	(451)	▼8.51%	41,826	38,974	45,390	2,853	▲6.82%	(3,564)	▼8.52%
		RM-PKG-018	Retail Packaging	4,190	3,839	4,601	350	▲8.37%	(412)	▼9.83%	33,097	30,330	36,351	2,768	▲8.36%	(3,253)	▼9.83%
		Sub-Total		18,834	17,031	20,543	1,803	▲9.58%	(1,709)	▼9.67%	148,783	134,542	162,293	14,241	▲9.57%	(13,510)	▼9.08%
VEND0048	Barkside Imports Group	RM-PKG-018	Retail Packaging	8,312	7,617	9,129	695	▲8.36%	(817)	▼9.83%	65,666	60,176	72,120	5,490	▲8.36%	(6,455)	▼9.83%
		Sub-Total		8,312	7,617	9,129	695	▲8.36%	(817)	▼9.83%	65,666	60,176	72,120	5,490	▲8.36%	(6,455)	▼9.83%
VEND0049	RubberWorks Inc.	RM-RUB-014	Rubber Pellet	3,061	2,726	3,420	335	▲10.94%	(360)	▼11.75%	24,180	21,538	27,022	2,642	▲10.93%	(2,841)	▼11.75%
		RM-RUB-021	Rubber Pellet	6,588	6,084	7,117	505	▲7.66%	(529)	▼8.03%	52,050	48,068	56,232	3,981	▲7.65%	(4,182)	▼8.03%
		RM-RUB-023	Rubber Pellet	3,318	2,974	3,667	343	▲10.35%	(350)	▼10.54%	26,216	23,501	28,966	2,716	▲10.36%	(2,750)	▼10.49%
		RM-RUB-028	Rubber Pellet	1,796	1,605	1,980	191	▲10.61%	(184)	▼10.27%	14,185	12,683	15,638	1,502	▲10.59%	(1,453)	▼10.24%
		RM-RUB-033	Rubber Pellet	3,498	3,118	3,794	380	▲10.97%	(296)	▼8.45%	27,641	24,627	29,968	3,014	▲10.96%	(2,327)	▼8.42%
		RM-RUB-034	Rubber Pellet	15,054	13,523	16,582	1,531	▲10.17%	(1,528)	▼10.15%	118,916	106,848	130,990	12,068	▲10.15%	(12,074)	▼10.15%
		RM-RUB-039	Rubber Pellet	1,937	1,763	2,132	174	▲8.98%	(195)	▼10.05%	15,307	13,928	16,842	1,379	▲9.01%	(1,535)	▼10.03%
		Sub-Total		35,252	31,793	38,693	3,458	▲9.81%	(3,441)	▼9.76%	278,495	251,193	305,658	27,302	▲9.80%	(27,163)	▼9.75%
VEND0050	Interactive Pet Gear Co.	RM-INK-006	Branding Ink	1,026	969	1,111	57	▲5.52%	(85)	▼8.31%	8,117	7,651	8,791	467	▲5.75%	(674)	▼8.30%
		RM-INK-011	Branding Ink	6,564	6,149	7,262	414	▲6.31%	(698)	▼10.61%	51,854	48,578	57,368	3,276	▲6.32%	(5,514)	▼10.63%
		RM-INK-017	Branding Ink	3,157	2,926	3,449	231	▲7.31%	(292)	▼9.25%	24,934	23,110	27,243	1,824	▲7.31%	(2,310)	▼9.26%
		Sub-Total		10,747	10,045	11,822	702	▲6.53%	(1,075)	▼10.01%	84,904	79,338	93,402	5,566	▲6.56%	(8,498)	▼10.01%
T O T A L				1,236,282	1,128,733	1,358,328	107,549	▲8.70%	(122,047)	▼9.87%	9,766,668	8,916,876	10,730,598	849,792	▲8.70%	(963,930)	▼9.87%

Variance Analysis Info

Interactive KPI Dashboard - Procurement

For Period Ending September 30, 2025 | Pawfect Holdings, USA



Procurement KPIs	CURRENT PERIOD						
	Sep-25 Actual	Sep-24 Actual (Y)	Sep-25 Budget	Actual Var (YoY)	Actual Var % (YoY)	Act vs Bud Var (CP)	Act vs Bud Var % (CP)
On-Time Delivery Rate (%)	43.5%	18.0%	45.0%	25.5%	▲141.67%	-1.5%	▼3.33%
Order Accuracy Rate (%)	100.0%	100.0%	100.0%	0.0%	▲0.00%	0.0%	▼0.00%
Supplier Quality Rate (%)	94.0%	39.2%	95.5%	54.8%	▲139.80%	-1.5%	▼1.57%
Defect Rate (%)	6.0%	0.8%	4.5%	5.2%	▲650.00%	1.5%	▲33.33%
Procurement Cost per Order (\$)	\$ 116	\$ 43	\$ 134	\$ 73	▲169.02%	\$ (18)	▼13.37%
Cost Savings (%)	4.9%	4.8%	5.1%	0.1%	▲2.33%	-0.1%	▼2.83%
Maverick Spend Percentage (%)	2.0%	1.8%	3.5%	0.2%	▲11.11%	-1.5%	▼42.86%
Contract Compliance Rate (%)	90.5%	27.3%	92.5%	63.2%	▲231.68%	-2.0%	▼2.16%

Los informes de compras (procurement) permiten hacer seguimiento al desempeño de los proveedores para negociar mejores condiciones.

13 Month Rolling Trend Analysis - Inventory - Physical Count by Product and Location  
As of May 31, 2025 | Pawfect Holdings, USA.

Product ID	Product Description	Location	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Total Count
PRD0026	Tug Rope Medium	Los Angeles West Location	27,491	27,748	30,831	33,400	34,685	22,189	23,481	27,637	28,685	28,232	29,568	32,069	32,620	378,636
		Miami Southeast Location	32,359	32,662	36,291	39,315	40,827	24,976	25,790	32,956	34,594	33,896	34,193	38,105	37,848	443,812
		Seattle West Location	28,918	29,189	32,432	35,134	36,486	23,167	24,231	28,994	29,267	29,626	30,398	34,702	39,597	396,597
			<b>177,998</b>	<b>179,668</b>	<b>199,625</b>	<b>216,260</b>	<b>224,578</b>	<b>138,851</b>	<b>146,213</b>	<b>171,639</b>	<b>185,100</b>	<b>188,889</b>	<b>187,105</b>	<b>206,666</b>	<b>210,198</b>	<b>2,482,785</b>
PRD0027	Interactive Puzzle Large	Chicago Midwest Location	37,400	37,750	41,944	45,439	47,187	29,787	29,768	36,036	40,158	40,849	40,415	42,817	44,880	514,430
		Dallas South Location	47,828	48,275	53,639	58,109	60,344	36,105	39,579	46,918	49,238	49,274	50,506	55,960	55,456	651,231
		Los Angeles West Location	36,571	36,913	41,014	44,432	46,141	27,871	30,779	34,674	38,094	39,848	38,933	43,065	43,885	502,220
			<b>142,768</b>	<b>144,102</b>	<b>160,114</b>	<b>173,455</b>	<b>180,128</b>	<b>113,979</b>	<b>118,078</b>	<b>137,474</b>	<b>147,632</b>	<b>149,199</b>	<b>150,168</b>	<b>166,915</b>	<b>170,311</b>	<b>1,953,723</b>
PRD0028	Interactive Puzzle Large	Chicago Midwest Location	36,729	37,072	41,192	44,624	46,341	29,480	31,027	34,353	37,802	37,860	37,769	43,251	43,958	501,458
		Dallas South Location	23,280	23,498	26,109	28,284	29,372	17,681	20,122	22,676	24,296	24,087	23,862	27,335	27,936	318,538
		Los Angeles West Location	29,697	29,974	33,305	36,080	37,468	23,855	24,095	29,176	31,689	30,659	31,267	34,739	35,636	407,640
			<b>141,267</b>	<b>142,566</b>	<b>158,431</b>	<b>171,632</b>	<b>178,232</b>	<b>111,981</b>	<b>116,734</b>	<b>140,635</b>	<b>144,602</b>	<b>147,589</b>	<b>148,841</b>	<b>165,283</b>	<b>169,270</b>	<b>1,937,083</b>
PRD0029	Ball Floater Large	Chicago Midwest Location	33,672	33,987	37,763	40,910	42,484	27,486	28,295	33,141	34,224	36,388	36,067	39,651	40,233	464,301
		Dallas South Location	24,766	24,998	27,775	30,090	31,247	18,903	21,125	24,034	25,715	25,879	26,341	29,164	28,778	338,815
		Los Angeles West Location	37,255	37,603	41,781	45,263	47,004	29,576	30,099	35,110	37,274	37,536	41,122	43,870	44,299	507,792
			<b>166,453</b>	<b>168,008</b>	<b>186,675</b>	<b>202,232</b>	<b>210,011</b>	<b>130,585</b>	<b>137,074</b>	<b>162,061</b>	<b>170,180</b>	<b>177,095</b>	<b>179,061</b>	<b>196,009</b>	<b>197,953</b>	<b>2,283,397</b>
PRD0030	Squeak Plush Large	Chicago Midwest Location	27,015	27,268	30,297	32,822	34,084	21,495	22,832	27,247	27,237	28,957	28,771	32,186	32,419	370,845
		Dallas South Location	33,765	34,081	37,868	41,023	42,601	26,070	29,285	31,546	35,892	36,900	36,940	39,761	40,103	465,835
		Los Angeles West Location	28,928	29,198	32,442	35,146	36,498	22,783	23,531	27,298	30,632	30,398	30,274	33,603	34,370	395,101
			<b>145,882</b>	<b>147,246</b>	<b>163,605</b>	<b>177,239</b>	<b>184,056</b>	<b>114,959</b>	<b>121,099</b>	<b>139,498</b>	<b>151,607</b>	<b>156,241</b>	<b>159,577</b>	<b>171,214</b>	<b>173,299</b>	<b>1,999,522</b>
Grand Total			<b>4,580,556</b>	<b>4,623,369</b>	<b>5,187,076</b>	<b>5,565,155</b>	<b>5,779,204</b>	<b>3,997,667</b>	<b>3,818,596</b>	<b>4,468,066</b>	<b>4,707,138</b>	<b>4,806,499</b>	<b>4,826,720</b>	<b>5,352,369</b>	<b>5,456,760</b>	<b>62,719,175</b>

Rolling Trend Info

Interactive KPI Dashboard - Inventory

For Period Ending September 30, 2025 | Pawfect Holdings, USA.



Los insights de inventario evitan el sobrestock.

Warehouse Management - Transaction Detail

As of Period September 30, 2025 | Pawfect Holdings, USA.



Order ID	Pick ID	Product #	Product Description	Zone ID	Employee ID	Accurate Picks	Pick Date	Receive Date	Putaway Date	Putaway Accurately	Return Date	Order Status	Quantity Picked	Quantity Received	Labor Hours
ORD-20250	PICK-202509-810	PRD0019	Rubber Chew Small	ZONE-A	EMP0038	TRUE	9/20/2025	9/24/2025	9/24/2025	TRUE		Packing in Progress	472	472	0.9
ORD-20250	PICK-202509-279	PRD0028	Interactive Puzzle Large	ZONE-B	EMP0077	TRUE	9/23/2025	9/23/2025	9/25/2025	TRUE		Packing in Progress	343	343	0.5
ORD-20250	PICK-202509-688	PRD0026	Tug Rope Medium	ZONE-D	EMP0042	TRUE	8/30/2025	9/1/2025	9/2/2025	TRUE		Picked	65	65	0.1
ORD-20250	PICK-202509-310	PRD0023	Interactive Puzzle Medium	ZONE-D	EMP0033	TRUE	9/20/2025	9/24/2025	9/26/2025	TRUE		Staged for Shipping	201	201	0.5
ORD-20250	PICK-202509-597	PRD0004	Ball Floater Small	ZONE-A	EMP0063	TRUE	8/31/2025	9/1/2025	9/1/2025	TRUE		Packed	25	25	0.1
ORD-20250	PICK-202509-706	PRD0017	Interactive Puzzle Medium	ZONE-D	EMP0082	TRUE	9/11/2025	9/12/2025	9/14/2025	TRUE		Released to Warehouse	140	140	0.2
ORD-20250	PICK-202509-233	PRD0007	Rubber Chew Medium	ZONE-C	EMP0030	TRUE	9/18/2025	9/22/2025	9/24/2025	TRUE		Delivered	67	67	0.1
ORD-20250	PICK-202509-431	PRD0018	Squeak Plush Small	ZONE-A	EMP0026	TRUE	9/3/2025	9/5/2025	9/6/2025	TRUE		Picking in Progress	4	4	0.0
ORD-20250	PICK-202509-911	PRD0018	Squeak Plush Small	ZONE-C	EMP0054	TRUE	9/15/2025	9/15/2025	9/15/2025	TRUE		Released to Warehouse	129	129	0.3
ORD-20250	PICK-202509-420	PRD0006	Rubber Chew Small	ZONE-B	EMP0017	TRUE	9/3/2025	9/6/2025	9/6/2025	TRUE	9/7/2025	Staged for Shipping	59	59	0.1
ORD-20250	PICK-202509-419	PRD0001	Interactive Puzzle Small	ZONE-C	EMP0098	TRUE	9/7/2025	9/10/2025	9/11/2025	TRUE	9/14/2025	Staged for Shipping	108	108	0.2
ORD-20250	PICK-202509-114	PRD0001	Interactive Puzzle Small	ZONE-A	EMP0026	TRUE	9/10/2025	9/15/2025	9/15/2025	TRUE		Reserved	69	69	0.1
ORD-20250	PICK-202509-963	PRD0011	Squeak Plush Medium	ZONE-B	EMP0096	TRUE	9/17/2025	9/17/2025	9/19/2025	TRUE		Reserved	461	461	0.6
ORD-20250	PICK-202509-933	PRD0028	Interactive Puzzle Large	ZONE-A	EMP0070	TRUE	9/25/2025	9/25/2025	9/25/2025	TRUE		Staged for Shipping	2,892	2,892	4.2
ORD-20250	PICK-202509-903	PRD0016	Rubber Chew Medium	ZONE-A	EMP0079	TRUE	9/8/2025	9/11/2025	9/13/2025	TRUE		Delivered	61	61	0.1
ORD-20250	PICK-202509-402	PRD0026	Tug Rope Medium	ZONE-A	EMP0015	TRUE	9/4/2025	9/10/2025	9/12/2025	TRUE		Packed	325	325	0.8
ORD-20250	PICK-202509-574	PRD0016	Rubber Chew Medium	ZONE-B	EMP0015	TRUE	9/8/2025	9/7/2025	9/7/2025	TRUE		Packed	2	2	-
ORD-20250	PICK-202509-456	PRD0015	Interactive Puzzle Large	ZONE-C	EMP0077	TRUE	9/27/2025	9/30/2025	10/1/2025	TRUE		Shipped	129	129	0.3
ORD-20250	PICK-202509-583	PRD0013	Ball Floater Large	ZONE-A	EMP0035	TRUE	9/17/2025	9/11/2025	9/12/2025	FALSE		Released to Warehouse	23	23	0.1
ORD-20250	PICK-202509-719	PRD0006	Rubber Chew Small	ZONE-D	EMP0070	TRUE	9/16/2025	9/17/2025	9/17/2025	TRUE		Packing in Progress	24	24	0.1
ORD-20250	PICK-202509-474	PRD0022	Tug Rope Medium	ZONE-B	EMP0061	TRUE	9/21/2025	9/22/2025	9/24/2025	TRUE		Reserved	438	438	0.7
ORD-20250	PICK-202509-353	PRD0025	Interactive Puzzle Small	ZONE-C	EMP0070	TRUE	9/19/2025	9/21/2025	9/22/2025	TRUE		Order Received	183	183	0.5
ORD-20250	PICK-202509-453	PRD0017	Interactive Puzzle Medium	ZONE-D	EMP0070	FALSE	9/24/2025	9/28/2025	9/28/2025	FALSE		Packed	171	171	0.2
ORD-20250	PICK-202509-949	PRD0019	Rubber Chew Small	ZONE-C	EMP0017	TRUE	9/6/2025	9/9/2025	9/11/2025	TRUE		Picked	13	13	0.0
ORD-20250	PICK-202509-676	PRD0001	Interactive Puzzle Small	ZONE-B	EMP0035	TRUE	9/5/2025	9/7/2025	9/9/2025	TRUE		Shipped	141	141	0.3
ORD-20250	PICK-202509-759	PRD0002	Rubber Chew Small	ZONE-B	EMP0015	TRUE	8/31/2025	9/2/2025	9/4/2025	TRUE		Reserved	372	372	0.8
ORD-20250	PICK-202509-292	PRD0007	Rubber Chew Medium	ZONE-B	EMP0034	TRUE	9/22/2025	9/26/2025	9/26/2025	TRUE		Picked	113	113	0.3
ORD-20250	PICK-202509-109	PRD0014	Rubber Chew Small	ZONE-C	EMP0034	TRUE	9/15/2025	9/17/2025	9/19/2025	TRUE		Packing in Progress	10	10	0.0
ORD-20250	PICK-202509-343	PRD0016	Rubber Chew Medium	ZONE-C	EMP0071	TRUE	9/12/2025	9/15/2025	9/17/2025	TRUE		Reserved	327	327	0.4
ORD-20250	PICK-202509-764	PRD0021	Squeak Plush Small	ZONE-D	EMP0096	TRUE	9/2/2025	9/5/2025	9/7/2025	TRUE		Packed	31	31	0.1
ORD-20250	PICK-202509-279	PRD0002	Rubber Chew Small	ZONE-C	EMP0077	TRUE	9/17/2025	9/22/2025	9/24/2025	TRUE		Picking in Progress	34	34	0.1
ORD-20250	PICK-202509-666	PRD0018	Squeak Plush Small	ZONE-A	EMP0035	TRUE	9/3/2025	9/3/2025	9/4/2025	TRUE		Shipped	1	1	-
<b>Grand Total</b>													<b>742,554</b>	<b>742,554</b>	<b>1,286.8</b>

Interactive KPI Dashboard - Warehouse Management

For Period Ending September 30, 2025 | Pawfect Holdings, USA.



Pick Accuracy Rate (%)

<<< Select KPI to analyze

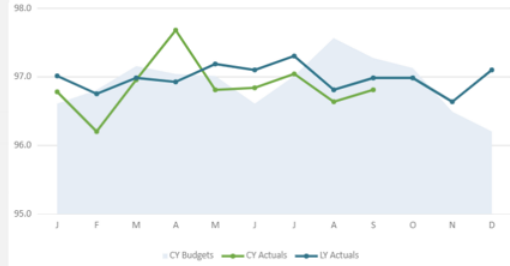
Monthly (%)

Year-to-Date (%)

Monthly Trend (%)

Cur Month Act	89.9%
LY Month Act	93.4%
▼ 3.76% vs Last Year	
Cur Month Budget	97.3%
▼ 7.63% vs Budget	

YTD Act	96.9%
YTD LY Act	97.0%
▼ 0.15% vs Last Year	
YTD Budget	97.0%
▼ 0.15% vs Budget	



CURRENT PERIOD

Warehouse Management KPIs	Sep-25 Actual	Sep-24 Actual (LY)	Sep-25 Budget	Actual Var (YoY)	Actual Var % (YoY)	Act vs Bud Var (CP)	Act vs Bud Var % (CP)
Pick Accuracy Rate (%)	89.9%	93.4%	97.3%	-3.5%	▼3.76%	-7.4%	▼7.63%
Putaway Accuracy Rate (%)	96.8%	97.0%	97.3%	-0.2%	▼0.18%	-0.5%	▼0.48%
Order Fulfillment Accuracy (%)	92.9%	96.8%	98.1%	-3.9%	▼4.04%	-5.2%	▼5.27%
Labor Productivity (Units per Hour)	577	583	573	(6)	▼1.05%	4	▲0.66%
Receiving Efficiency (Units per Hour)	536	583	573	(47)	▼8.05%	(37)	▼6.47%
Putaway Cycle Time (Days)	1.00	2.00	0.00	(1)	▼50.00%	1	▲0.00%
Return Rate (%)	1.9%	1.9%	2.0%	-0.1%	▼4.48%	-0.1%	▼5.88%
Order Completion Rate (%)	10.7%	10.3%	10.0%	0.4%	▲3.66%	0.6%	▲6.36%
						(0.1)	(0)

La gestión de almacenes optimiza el uso del espacio y la mano de obra.

Asset Listing									
For Period Ending: September 30, 2025									
Asset Number	Asset Description	Asset SubClass	Service Date	Asset Life	Depreciation Method	Status	Acquisition Cost	Depreciable Basis	Accumulated Depreciation
AST0001	Company Van		5/17/2018	10	Straight Line	In Use	46,374.29	Straight Line	30,607.03
AST0002	Company Van		9/4/2021	7	Straight Line	In Use	78,993.98	Straight Line	52,136.03
AST0003	Label Printer		2/20/2019	7	Declining Balance	In Use	41,455.89	Straight Line	27,360.89
AST0004	Label Printer		10/7/2019	7	Straight Line	In Use	42,123.46	Straight Line	27,801.48
AST0005	Pallet Racking		7/21/2017	7	MACRS	In Use	40,062.44	Straight Line	26,441.21
AST0006	Company Van		2/19/2018	12	Declining Balance	In Use	45,399.24	Straight Line	29,963.50
AST0007	Injection Molding Machine		10/15/2021	12	Declining Balance	In Use	16,006.00	Straight Line	10,563.96
AST0008	Pallet Racking		6/19/2022	12	MACRS	In Use	36,417.60	Straight Line	24,035.62
AST0009	Forklift		11/16/2019	12	Declining Balance	In Use	10,738.64	Straight Line	7,087.50
AST0010	Label Printer		7/8/2021	8	Straight Line	In Use	83,928.89	Straight Line	55,393.07
AST0011	Server Rack		1/14/2019	8	MACRS	In Use	47,405.96	Straight Line	31,287.93
AST0012	Injection Molding Machine		2/3/2018	8	Straight Line	In Use	68,837.94	Straight Line	45,433.04
AST0013	Server Rack		2/17/2022	8	Straight Line	In Use	14,121.85	Straight Line	9,320.42
AST0014	Pallet Racking		4/28/2018	12	Straight Line	In Use	70,808.26	Straight Line	46,733.45
AST0015	Label Printer		3/18/2016	7	Straight Line	In Use	77,475.98	Straight Line	51,134.15
AST0016	Server Rack		1/4/2017	9	Declining Balance	In Use	80,032.32	Straight Line	52,821.33
AST0017	Server Rack		6/26/2020	9	Straight Line	In Use	8,418.80	Straight Line	5,556.41
AST0018	Server Rack		4/7/2023	9	Declining Balance	In Use	64,950.58	Straight Line	42,867.38
AST0019	Injection Molding Machine		7/25/2022	14	MACRS	In Use	64,025.03	Straight Line	42,256.52
AST0020	Injection Molding Machine		8/12/2018	14	Declining Balance	In Use	8,127.91	Straight Line	5,364.42
AST0021	Conveyor System		10/17/2021	14	Straight Line	In Use	38,358.49	Straight Line	25,316.60
AST0022	Pallet Racking		1/2/2021	20	Declining Balance	In Use	28,548.93	Straight Line	18,842.29
AST0023	Pallet Racking		4/7/2017	20	MACRS	In Use	39,241.61	Straight Line	25,899.46
AST0024	Server Rack		9/11/2021	9	Declining Balance	In Use	13,346.80	Straight Line	8,808.89
AST0025	Injection Molding Machine		7/8/2018	11	MACRS	In Use	46,089.42	Straight Line	30,419.02
<b>Total Assets</b>							<b>1,111,290.31</b>		<b>733,451.60</b>

El seguimiento de activos maximiza su utilización.

### Opportunities by Sales Person

Date Range Custom - '2025-01-01':2025-12-31'  
Report Date December 1, 2025

Owner	Account	Estimated Close Date	Probability	Deal Amount	Weighted Amt	Last Updated	Created Date	# of Days in Pipeline
Jordan Torres								
<b>Total by Sales Person</b>				<b>900,000</b>	<b>750,000</b>			<b>Avg Days in Pipeline: 222</b>
Lucas Jones								
<b>Total by Sales Person</b>				<b>1,200,000</b>	<b>870,000</b>			<b>Avg Days in Pipeline: 212</b>
Mateo Lopez								
<b>Total by Sales Person</b>				<b>794,000</b>	<b>322,000</b>			<b>Avg Days in Pipeline: 235</b>
Olivia Taylor								
<b>Total by Sales Person</b>				<b>600,000</b>	<b>455,000</b>			<b>Avg Days in Pipeline: 210</b>
Quinn Brown								
<b>Total by Sales Person</b>				<b>2,000,000</b>	<b>1,755,000</b>			<b>Avg Days in Pipeline: 204</b>
Shawn Martin								
<b>Total by Sales Person</b>				<b>1,840,000</b>	<b>1,300,000</b>			<b>Avg Days in Pipeline: 212</b>
Skyler Martinez								
<b>Total by Sales Person</b>				<b>450,000</b>	<b>304,000</b>			<b>Avg Days in Pipeline: 201</b>
Skyler Miller								
	Happy Paws Group	1/13/2025	80% ☆	22,000	17,600	1/11/2025	12/18/2024	348
	PetWorld Co.	1/14/2025	80% ☆	12,000	9,600	1/13/2025	12/15/2024	351
	PetGear Co.	1/25/2025	40% ☆	15,000	6,000	1/25/2025	1/8/2025	327
	Happy Paws Inc.	1/27/2025	40% ☆	25,000	10,000	1/24/2025	1/3/2025	332
	Purrfect Pets Inc.	1/29/2025	40% ☆	18,000	7,200	1/27/2025	1/15/2025	320
	PetWorld Co.	2/1/2025	20% ☆	9,000	1,800	1/31/2025	1/20/2025	315
	PetWorld Inc.	2/5/2025	40% ☆	7,000	2,800	2/4/2025	1/8/2025	327
	Happy Paws Group	2/21/2025	40% ☆	40,000	16,000	2/18/2025	2/3/2025	301
	PetGear Co.	2/27/2025	20% ☆	22,000	4,400	2/27/2025	2/10/2025	294
	Happy Paws Group	3/31/2025	80% ☆	12,000	9,600	3/28/2025	3/12/2025	264
	FurryFriends Inc.	4/1/2025	20% ☆	15,000	3,000	4/1/2025	3/5/2025	271
	TailWaggers Inc.	4/4/2025	80% ☆	25,000	20,000	4/1/2025	3/6/2025	270

Los datos de CRM impulsan las estrategias de clientes.

### Sales Amount



### Sales Quantity



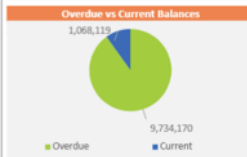
Customer	Document ID	Document Date	Product	Sales Person	Quantity	Rate	Price
	10610	9/6/2021	Ball Floater Small	Christian Marshall	321.0	\$201.22	\$64,590.12
			Rubber Chew Small	Elizabeth Laffey	260.0	\$200.00	\$52,000.00
			Interactive Puzzle	Casey Garcia	60.0	\$200.00	\$12,000.00
					1.0	\$590.12	\$590.12
	21250	9/29/2021	Rubber Chew Small	Neftali Crisp	1.0	\$7,680.47	\$7,680.47
					1.0	\$7,680.47	\$7,680.47
<b>St. Marys Hospital</b>							
	13550	9/16/2021	Rubber Chew Small	Neftali Crisp	1.0	\$8,271.28	\$8,271.28
					1.0	\$8,271.28	\$8,271.28
	20440	9/25/2021	Ball Floater Small	Hailey Brantley	1.0	\$7,918.58	\$7,918.58
					1.0	\$7,918.58	\$7,918.58
<b>Vanc Resort Hotels</b>							
	19600	9/20/2021			1.0	\$4,135.64	\$4,135.64

### Accounts Receivable Detail by Customer with Aging

As of Date: September 30, 2025

Entity: SUS

Display Only Open Invoices: TRUE



The total AR aging amount is \$11,070,716, of which the top five customer receivables are \$7,557,944. The total overdue amount is 87.9% of the total AR balance.

Customer	Customer Name	Document Number	Document Date	Posting Date	Due Date	Document Type	Total Balance	Current	1-30 Days	31-60 Days	61-90 Days	91+ Days	Overdue
CUST0003	TailWaggers LLC						932,867	-	932,867	-	-	-	932,867
		AR-INV-202507-00066	1/8/2024	7/25/2025	9/8/2025	INVOICE	932,867	-	932,867	-	-	-	932,867
CUST0005	TailWaggers Co.						1,198,557	-	1,198,557	-	-	-	1,198,557
		AR-INV-202507-00020	1/8/2024	7/26/2025	9/9/2025	INVOICE	600,989	-	600,989	-	-	-	600,989
		AR-INV-202508-00030	1/8/2024	8/4/2025	9/3/2025	INVOICE	597,568	-	597,568	-	-	-	597,568
CUST0008	Happy Paws Group						666,749	-	666,749	-	-	-	666,749
		AR-INV-202508-00057	1/8/2024	8/15/2025	9/14/2025	INVOICE	240,189	-	240,189	-	-	-	240,189
		AR-INV-202508-00075	1/8/2024	8/12/2025	9/26/2025	INVOICE	426,560	-	426,560	-	-	-	426,560
CUST0009	PetWorld Group						128,892	128,892	-	-	-	-	-
		AR-INV-202508-00072	1/8/2024	8/17/2025	10/1/2025	INVOICE	128,892	128,892	-	-	-	-	-
CUST0012	PetWorld Inc.						1,098,316	-	1,098,316	-	-	-	1,098,316
		AR-INV-202508-00059	1/8/2024	8/6/2025	9/5/2025	INVOICE	1,098,316	-	1,098,316	-	-	-	1,098,316
CUST0013	TailWaggers Co.						779,521	-	779,521	-	-	-	779,521
		AR-INV-202507-00035	1/8/2024	7/19/2025	9/2/2025	INVOICE	779,521	-	779,521	-	-	-	779,521
CUST0014	Purrfect Pets Inc.						315,641	-	315,641	-	-	-	315,641
		AR-INV-202507-00059	1/8/2024	7/26/2025	9/9/2025	INVOICE	315,641	-	315,641	-	-	-	315,641
CUST0020	Bark n Bite Group						268,427	-	268,427	-	-	-	268,427
		AR-INV-202508-00029	1/8/2024	8/15/2025	9/29/2025	INVOICE	268,427	-	268,427	-	-	-	268,427
CUST0021	PetWorld Inc.						750,616	-	750,616	-	-	-	750,616
		AR-INV-202508-00001	1/8/2024	8/2/2025	9/16/2025	INVOICE	492,120	-	492,120	-	-	-	492,120
		AR-INV-202508-00085	1/8/2024	8/27/2025	9/26/2025	INVOICE	258,496	-	258,496	-	-	-	258,496
CUST0030	Happy Paws LLC						1,166,718	267,353	899,365	-	-	-	899,365
		AR-INV-202508-00017	1/8/2024	8/21/2025	9/20/2025	INVOICE	899,365	267,353	899,365	-	-	-	899,365
													581,901
													581,901

Los informes de ventas permiten pronosticar la demanda con precisión.

ner → Export Comment Share Add to Archive Information

Data Warehouse

Entity: SWS Carrier: \*,NULL Run

Auto-refresh: Off

Management - Transaction Detail

er 30, 2025 | Powfect Holdings, USA.

Order ID	Carrier ID	Carrier Description	Transportation Cost	Freight Cost	Fuel Consumed	Distance Travelled	On-Time Flag	Accur Delivery
ORD-202509-117	CAR011	OnTrac	3,279.1	3,021.4	144.9	16.3	TRUE	TRU
ORD-202509-831	CAR004	DHL	132,249.7	132,877.1	101.3	1,744.9	FALSE	FALS
ORD-202509-484	CAR001	UPS Ground	18,884.3	19,259.4	39.4	1,624.6	FALSE	FALS
ORD-202509-148	CAR011	OnTrac	251,794.1	257,232.8	110.9	1,624.6	FALSE	FALS
ORD-202509-151	CAR001	UPS Ground	194,757.8	196,212.3	121.5	1,624.6	FALSE	FALS
ORD-202509-69E	CAR003	USPS	918.7	982.4	207.0	9.5	FALSE	FALS
ORD-202509-211	CAR013	GLS	177.4	186.8	100.2	9.5	TRUE	TRU
ORD-202509-181	CAR010	TForce	95,465.8	102,022.8	50.7	2,349.8	FALSE	FALS
ORD-202509-58C	CAR004	DHL	220,634.6	217,989.0	157.2	2,349.8	FALSE	FALS
ORD-202509-68E	CAR001	UPS Ground	3,817.1	4,123.2	9.6	669.8	FALSE	FALS
ORD-202509-68G	CAR008	Saia	454,431.9	460,899.8	522.3	1,164.2	FALSE	FALS
ORD-202509-39C	CAR004	DHL	71,154.3	67,805.8	62.7	2,349.8	TRUE	TRU
ORD-202509-16E	CAR010	TForce	37,124.5	38,344.6	36.4	1,567.4	TRUE	TRU
ORD-202509-12E	CAR007	Old Dominion	44,223.0	44,782.9	45.0	1,164.2	FALSE	FALS
ORD-202509-38E	CAR014	Purolator	2,264.9	2,180.7	579.7	8.7	FALSE	FALS
ORD-202509-38F	CAR014	WPO	105,913.3	112,497.5	126.4	1,847.2	FALSE	FALS
ORD-202509-38G	CAR014	edEx	72,792.7	75,564.6	146.8	2,349.8	FALSE	FALS
ORD-202509-38H	CAR014	Amazon Logistics	357,985.0	373,677.9	339.5	1,567.4	FALSE	FALS
ORD-202509-38I	CAR014	Amazon Logistics	51,441.5	53,176.7	59.0	927.2	TRUE	TRU
ORD-202509-38J	CAR014	Old Dominion	874.7	948.3	310.0	9.5	TRUE	TRU
ORD-202509-38K	CAR014	Purolator	202,446.3	182,990.4	198.9	1,542.5	FALSE	FALS

Analysis Agent (PREVIEW)

Which 4 different carriers has the highest transportation cost per mile?

Certainly. Here are the **four different carriers with the highest transportation cost per mile** (selecting each carrier only by their top shipment) for September 2025:

Carrier	Max Cost per Mile	Reference Shipment ID	Tran
GLS	\$27.08	SHIP-202509-50784	\$37.
Purolator	\$1,020.42	SHIP-202509-76077	\$8,8
Estes	\$427.75	SHIP-202509-84311	\$3,7
OnTrac	\$552.29	SHIP-202509-54713	\$4,7

Method Note

- Identified cost per mile for each shipment, ranked all shipments, and selected one top shipment per carrier to avoid duplicates.
- Only shipments with valid transportation cost and distance data were considered.

Key Insights & Risks

- GLS, Purolator, Estes, and OnTrac have the **highest transportation**

Ask anything Show desk

Solver Copilot uses AI. Verify results.



13 Month Rolling Trend Analysis - Transportation - Cost by Carrier

As of August 31, 2024 | Powfect Holdings, USA.

Carrier ID	Carrier	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Transportation Cost
CAR005	Amazon Logistics	285,384	437,653	387,453	405,313	614,358	415,834	302,263	488,806	376,593	541,032	194,411	302,703	242,994	4,974,797
CAR025	Caliao	18,813	21,697	43,279	21,154	31,920	26,797	32,712	35,282	10,610	37,760	39,588	16,658	26,983	161,252
CAR004	DHL	1,077,789	778,710	1,046,116	1,068,065	1,406,750	726,746	850,970	519,382	1,073,031	1,139,434	821,941	1,416,870	1,172,146	11,092,191
CAR009	Estes	285,570	390,139	591,111	433,695	561,818	417,093	435,925	504,064	458,954	446,405	497,618	466,961	316,049	5,785,042
CAR002	GLS	352,933	512,527	717,877	611,808	530,958	524,974	503,161	544,530	350,035	328,274	399,848	408,928	474,890	6,760,711
CAR013	GLS	88,181	233,988	265,109	100,944	68,344	83,534	210,488	64,462	239,380	271,209	235,906	63,070	241,285	3,145,900
CAR012	LeasShip	449,914	275,602	380,703	540,343	522,725	388,957	329,152	360,945	378,595	497,803	408,994	463,010	496,075	5,493,204
CAR007	Old Dominion	240,708	233,862	202,016	264,875	315,931	184,875	244,140	174,178	233,240	141,753	213,781	121,074	155,826	2,052,258
CAR014	OnTrac	67,576	134,868	239,969	94,845	392,786	73,234	178,129	111,783	85,672	167,872	283,274	70,900	200,200	4,961,108
CAR014	Purolator	380,374	287,150	415,305	342,741	418,994	243,608	409,549	382,836	352,552	341,336	438,788	352,800	290,181	4,056,016
CAR008	Saia	225,537	264,687	366,492	437,014	230,989	244,432	146,976	212,302	367,660	317,185	440,824	316,311	396,249	5,976,079
CAR010	TForce	242,246	113,297	320,676	341,254	283,127	141,168	185,460	199,960	207,855	324,562	195,835	223,675	267,817	4,048,070
CAR001	UPS Ground	522,215	526,679	582,587	573,516	571,008	379,129	421,897	402,022	290,644	702,184	463,550	528,923	652,618	6,091,013
CAR003	USPS	862,732	1,199,488	1,382,558	1,595,375	1,000,262	978,667	804,135	761,990	881,688	1,249,994	1,408,911	929,315	1,081,718	14,319,491
CAR006	WPO	277,525	242,926	211,789	282,855	351,494	111,961	205,728	270,633	224,344	237,091	259,409	188,696	184,768	3,087,218
Grand Total		5,977,897	5,851,261	7,132,239	6,882,798	7,321,487	5,184,012	5,262,485	5,088,573	5,501,214	6,243,564	6,277,677	5,897,957	6,257,844	76,490,389

Interactive KPI Dashboard - Transportation

For Period Ending September 30, 2025 | Powfect Holdings, USA.

On-Time Delivery Rate (%)

Monthly Trend (%)

YTD Act: 58.3% YTD Bud: 40.0%

YTD vs Last Year: 4.33% vs Last Year

YTD Budget: 75.00% vs Budget

75.00% vs Budget

4.00% vs Budget

Monthly Trend (%)

YTD Act: 58.3% YTD Bud: 40.0%

YTD vs Last Year: 4.33% vs Last Year

YTD Budget: 75.00% vs Budget

75.00% vs Budget

4.00% vs Budget

Transportation KPIs

Transportation KPIs	Step-25 Actual	Step-24 Actual (P)	Step-25 Budget	Actual Year (Pct)	Actual Year (YTD)	Act vs Bud Year (Pct)	Act vs Bud Year % (Pct)
On-Time Delivery Rate (%)	58.3%	56.7%	33.3%	23.7%	▲35.0%	23.0%	▲75.0%
Delivery Accuracy Rate (%)	42.2%	40.2%	40.0%	3.3%	▲3.9%	-2.7%	▲7.7%
Successful Delivery Rate (%)	100.0%	98.3%	100.0%	1.7%	▲1.6%	0.0%	▲1.6%
Damage Rate (%)	3.3%	0.0%	1.7%	3.3%	▲1.6%	1.7%	▲0.0%
Average Delivery Time (Days)	6.1	7.0	6.0	(7)	▲0.9%	0	▲0.9%
Average Transit Duration (Hours)	18.0	18.0	17.0	(1)	▲1.0%	0	▲1.0%
Transportation Cost per Unit (\$)	\$ 18	\$ 12	\$ 18	\$ 3	▲11.7%	\$ 3	▲11.8%
Transportation Cost per Weight (\$/lb)	\$ 34	\$ 31	\$ 34	\$ 3	▲11.2%	\$ 0	▲11.0%
Cost per Mile (\$)	\$ 99	\$ 81	\$ 108	\$ 18	▲22.0%	\$ 18	▲21.9%
Fuel Efficiency (Miles per Gallon)	7	8	6	(1)	▲13.0%	0	▲13.0%
Backorder Rate (%)	6.7%	5.0%	1.7%	1.7%	▲13.3%	5.0%	▲30.0%
Average Transportation Cost per Shipment (\$)	\$ 61,447	\$ 15,704	\$ 115,779	\$ 45,443	▲38.3%	\$ 15,613	▲71.0%
Freight-to-Transportation Cost Ratio (%)	100.4%	102.0%	102.5%	-1.6%	▲1.54%	-2.1%	▲2.01%
Repeat Performance Index	40,260	19,400	42,380	5,180	▲12.8%	(4,800)	▲16.8%

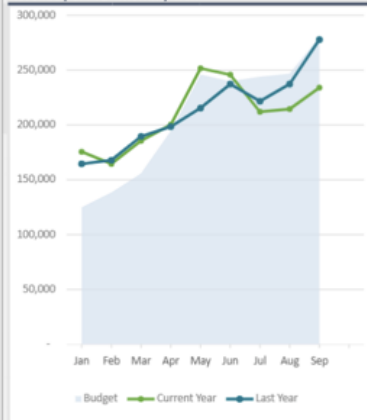
Los análisis de transporte reducen los costos logísticos.

### Human Capital Analysis - FTE Efficiency Report

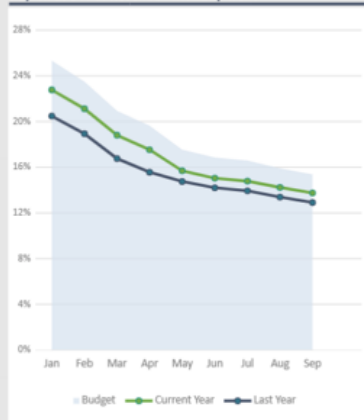
For Period Ending September 30, 2025 | Pawfect Holdings, USA.



Revenue per FTE - Monthly Tren



Payroll as a % of Revenue - Monthly Trend



Payroll as a % of Revenue YTD - Department Comparison



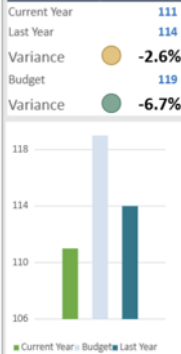
Department Code	Department Description	Sep - 2025 Actual	Sep - 2024 Actual	Sep - 2025 Budget	Sep-25 Act vs Sep-24 Act Variance	Sep-25 Act vs Sep-24 Act Variance %	Sep-25 Act vs Bud Variance	Sep-25 Act vs Bud Variance %
	<b>TOTAL HEADCOUNT</b>	19	16	16	4	▲22.58%	4	▲22.58%
	<b>TOTAL PAYROLL</b>	611,322	555,972	667,865	55,350	▲9.96%	(56,543)	▼8.47%
	<b>AVERAGE PAYROLL/FTE</b>	32,175	35,869	43,088	(3,694)	▼10.30%	(10,913)	▼25.33%

### Human Capital Analysis - Headcount Report

For Period Ending September 30, 2025 |



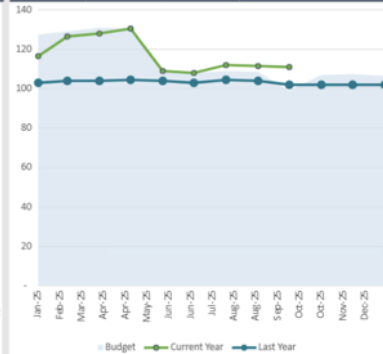
Total Headcount This Month



Headcount by Department (Act FTE CY vs LY)



Headcount Trend



Department Code	Department Description	Sep - 2025 Actual	Sep - 2024 Actual	Sep - 2025 Budget	Sep-25 Act vs Sep-24 Act Variance	Sep-25 Act vs Sep-24 Act Variance %	Sep-25 Act vs Bud Variance	Sep-25 Act vs Bud Variance %	Sep - 2025 Actual YTD	Sep - 2024 Actual YTD	Sep - 2025 Budget YTD
	<b>HEADCOUNT</b>										
340	Legal & Compliance	2	1	1	1	▲50.0%	1	▲50.0%	2	1	1
100	Administration	2	2	2	-	▲0.0%	-	▲0.0%	2	2	2
150	Warehouse Operations	5	5	5	-	▲0.0%	-	▲0.0%	5	5	5
160	Transportation / Logistics / Fleet Manaj	6	5	5	1	▲10.0%	1	▲10.0%	6	5	5
230	Marketing / Product Management	2	1	2	1	▲50.0%	-	▲0.0%	2	1	2
350	Health, Safety, and Environment	10	8	8	2	▲25.0%	-	▲0.0%	10	8	8
		3	5	5	-	▲0.0%	-	▲0.0%	3	5	5
		3	4	4	-	▲0.0%	-	▲0.0%	3	4	4

Los informes de capital humano alinean el personal con las necesidades.



Solver empodera a los equipos de distribución para acelerar la toma de decisiones y alcanzar la excelencia operativa.

## 5. Proyecta la victoria: herramientas modernas de planificación para el éxito en la distribución



Las herramientas de planificación deficientes afectan a las empresas de distribución con presupuestos inexactos, pronósticos rígidos incapaces de adaptarse a la volatilidad de la demanda y procesos manuales que consumen mucho tiempo, lo que genera sorpresas en el flujo de caja y metas de crecimiento incumplidas. Las soluciones modernas impulsadas por IA, como Solver, abordan estos desafíos al permitir una planificación ágil y basada en datos que se adapta a los cambios del mercado.

Solver transforma la presupuestación y el pronóstico mediante plantillas intuitivas y la asistencia de IA de Solver Copilot, que analiza reportes históricos, automatiza modelos basados en drivers y facilita el análisis de escenarios. Esto reemplaza las limitaciones de Excel o de los ERP tradicionales, ofreciendo predicciones precisas alineadas con realidades operativas como los ciclos de inventario.

### Los resultados ideales incluyen:

- **Control y ahorro de costos:** los pronósticos optimizados con IA reducen desperdicios, como el exceso de inventario, mediante escenarios automatizados de tipo what-if.
- **Mayor precisión:** los inputs basados en drivers garantizan que los presupuestos reflejen los verdaderos impulsores del negocio, mejorando la confiabilidad frente a fluctuaciones en la cadena de suministro.
- **Insights estratégicos más profundos:** iteraciones más rápidas permiten explorar múltiples escenarios futuros, alineando los planes con los objetivos del negocio.

### Profit & Loss - Top Down Forecast

Entity: SUS - Pawfect Holdings, USA.

Enter Desired Net Income >>>

\$ 4,000,000

Or

% Adjustment - Revenue (Optional)

10%

% Adjustment - COGS (Optional)

8%

% Adjustment - Oper. Exp. (Optional)

3%

% Adjustment - Non- Oper. Exp. (Optional)

Account No.	Description	09 - 2025 Actual YTD	Annualized	Adj %	Add'l Adj \$	Adjusted Forecast	Total Forecast
<b>REVENUE</b>							
40000	Product Sales - Domestic	3,006,978	4,009,304	10%		2,875,240	2,875,240
40010	Product Sales - Export	2,687,223	3,582,964	10%	1,000,000	3,221,440	3,221,440
40020	Online Sales	3,189,308	4,252,411	10%		3,049,582	3,049,582
40030	Wholesale Sales	2,609,248	3,478,998	10%		2,494,935	2,494,935
40040	Private Label Sales	2,662,464	3,549,953	10%		2,545,819	2,545,819
40050	Sales Returns and Allowances	3,049,276	4,065,701	10%	300,000	3,111,269	3,111,269
40060	Sales Discounts	2,744,342	3,659,122	10%		2,624,110	2,624,110
	<b>Total Operating Revenue</b>	<b>19,948,839</b>	<b>26,598,453</b>		<b>1,300,000</b>	<b>19,922,394</b>	<b>19,922,394</b>
40070	Shipping Income	2,634,829	3,513,106	10%		2,519,395	2,519,395
40080	Service Revenue - Customization	2,664,578	3,552,771	10%		2,547,841	2,547,841
40090	Service Revenue - Repairs	2,516,542	3,355,390	10%	(200,000)	2,275,901	2,275,901
40100	Licensing Income	2,788,353	3,717,804	10%		2,666,193	2,666,193
40110	Miscellaneous Income	3,261,210	4,348,280	10%		3,118,334	3,118,334
	<b>Total Other Revenue</b>	<b>13,865,513</b>	<b>18,487,351</b>		<b>(200,000)</b>	<b>13,127,663</b>	<b>13,127,663</b>
	<b>TOTAL REVENUE</b>	<b>33,814,353</b>	<b>45,085,804</b>		<b>1,100,000</b>	<b>33,050,057</b>	<b>33,050,057</b>
<b>COST OF GOODS SOLD</b>							
50000	COGS - Materials	4,631,165	6,174,886	8%	800,000	4,869,313	4,869,313
50140	Packaging Supplies	4,389,182	5,852,242	8%		4,120,581	4,120,581
50230	Office Supplies	5,277,457	7,036,609	8%		4,954,497	4,954,497
50370	R&D Materials	4,300,090	5,733,454	8%		4,036,942	4,036,942



Los pronósticos top-down alinean las estrategias a alto nivel.

### Expense Forecast by Department

Entity: SUS - Mission Forward

Department: 200 - Finance & Accounting

Account	Account Description	Aug-2024 Actual	Sep-2024 Actual	Oct-2024 Forecast	Nov-2024 Forecast	Dec-2024 Forecast	Current Year Forecast
<b>OPERATING EXPENSES</b>							
60010	Full Time - Salary	33,394	41,101	40,000	40,000	40,000	488,665
60020	Full Time - Commission	2,818	3,468	3,000	3,000	3,000	39,708
60030	Full Time - Bonus	10,115	11,442	10,000	10,000	10,000	134,238
61010	Part Time - Salary	3,881	5,001	4,000	4,000	4,000	53,415
61040	Part Time - Overtime	1,012	1,097	1,200	1,200	1,200	13,933
61050	Part Time - Bonus	1,642	1,806				15,601
61500	Payroll Taxes - FICA	7,731	8,340				72,221
61510	Payroll Taxes - FUTA	1,104	1,227				10,887
61520	Payroll Taxes - SUTA	929	1,227				10,689
61530	Payroll Taxes - Workers Compensation	1,094	1,168				10,641
61540	Benefits	191	261				2,089
	<b>Total Salaries and Benefits</b>	<b>63,911</b>	<b>76,138</b>	<b>58,200</b>	<b>58,200</b>	<b>58,200</b>	<b>852,089</b>
70010	Printing and Publications	58	77				611
70020	Postage	299	345				2,848
70030	Dues, Licenses and Permits	1,668	1,942				16,446
70040	Books and Subscriptions	149	193				1,678
70050	Bank charges	22	24				216
70060	Miscellaneous expenses	35	41				374
							22,174
							193

Los pronósticos departamentales permiten desagregar la planificación a mayor nivel de detalle.

### Expense Budget by Department

Entity: SUS - Pawfect Holdings, USA.  
Department: 210 - Sales

Account	Account Description	Current YTD Actual	Current Year Annualized	Jan-2026 Budget	Feb-2026 Budget	Mar-2026 Budget	Apr-2026 Budget	May-2026 Budget	Jun-2026 Budget	Jul-2026 Budget	Aug-2026 Budget
<b>COST OF GOODS SOLD</b>											
<b>TOTAL COST OF GOODS SOLD</b>											
<b>OPERATING EXPENSES</b>											
50010	COGS - Direct Labor	5,205	6,940	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
50020	COGS - Overhead	3,300	4,400	500	500	500	500	500	500	500	500
50060	Trade Show Expense	621	828		3,000			3,000			
50100	Bad Debt Expense										
50190	Recruiting Expense										
50200	Training & Development										
50220	Office Utilities										
50250	IT Software Subscriptions	3,314	4,418	750	750	750	750	750	750	750	750
50260	IT Consulting										
50270	Professional Fees - Legal	2,391	3,188	300	300	300	300	300	300	300	300
	<b>Total Other Operating Expense</b>	<b>14,830</b>	<b>19,774</b>	<b>2,550</b>	<b>5,550</b>	<b>2,550</b>	<b>2,550</b>	<b>5,550</b>	<b>2,550</b>	<b>2,550</b>	<b>2,550</b>
50160	Salaries and Wages	183,434	244,579	20,315	20,315	20,315	20,315	20,315	20,315	20,315	20,315
	<b>Total Personnel Expense</b>	<b>183,434</b>	<b>244,579</b>	<b>20,315</b>	<b>20,315</b>	<b>20,315</b>	<b>20,315</b>	<b>20,315</b>	<b>20,315</b>	<b>20,315</b>	<b>20,315</b>
50040	Sales Commissions	307,519	410,025	16,349	37,316	27,399	39,618	52,916	46,368	16,589	
50050	Advertising Expense	213,344	284,458	15,467	24,357	21,197	16,227	70,041	11,779	20,209	
50070	Online Marketing Expense	283,203	377,604	23,769	24,813	28,748	25,597	38,408	43,221	52,021	
50080	Promotional Samples	448,956	598,608	32,912	59,214	58,284	35,509	50,475	44,150	42,419	
	<b>Total Selling &amp; Marketing Expense</b>	<b>1,253,022</b>	<b>1,670,696</b>	<b>88,497</b>	<b>145,700</b>	<b>135,628</b>	<b>116,950</b>	<b>211,841</b>	<b>145,519</b>	<b>131,238</b>	
	<b>TOTAL OPERATING EXPENSES</b>	<b>1,451,286</b>	<b>1,935,049</b>	<b>111,361</b>	<b>171,565</b>	<b>158,493</b>	<b>139,815</b>	<b>237,705</b>	<b>168,384</b>	<b>154,102</b>	

Los presupuestos por departamento permiten controlar los gastos.

### 12 Month Rolling Expense Forecast by Department

Entity: SUS - Pawfect Holdings, USA.  
Department: 210 - Sales

Account	Account Description	Oct-2025 Forecast	Nov-2025 Forecast	Dec-2025 Forecast	Jan-2026 Forecast	Feb-2026 Forecast	Mar-2026 Forecast	Apr-2026 Forecast	May-2026 Forecast	Jun-2026 Forecast	Jul-2026 Forecast	Aug-2026 Forecast	Sep-2026 Forecast
<b>COST OF GOODS SOLD</b>													
<b>TOTAL COST OF GOODS SOLD</b>													
<b>OPERATING EXPENSES</b>													
50010	COGS - Direct Labor												
50020	COGS - Overhead												
50060	Trade Show Expense	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
50250	IT Software Subscriptions	800	800	800	800	800	800	800	800	800	800	800	800
50270	Professional Fees - Legal	200		200			5,000				5,000		
	<b>Total Other Operating Expense</b>	<b>206,000</b>	<b>205,800</b>	<b>206,000</b>	<b>205,800</b>	<b>205,800</b>	<b>210,800</b>	<b>205,800</b>	<b>205,800</b>	<b>205,800</b>	<b>210,800</b>	<b>205,800</b>	<b>205,800</b>
50160	Salaries and Wages	20,000	20,000	20,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000	21,000
	<b>Total Personnel Expense</b>	<b>20,000</b>	<b>20,000</b>	<b>20,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>	<b>21,000</b>
50040	Sales Commissions												
50050	Advertising Expense												
50070	Online Marketing Expense												
50080	Promotional Samples												
	<b>Total Selling &amp; Marketing Expense</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>TOTAL OPERATING EXPENSES</b>	<b>226,000</b>	<b>225,800</b>	<b>226,000</b>	<b>226,800</b>	<b>226,800</b>	<b>231,800</b>	<b>226,800</b>	<b>226,800</b>	<b>226,800</b>	<b>231,800</b>	<b>226,800</b>	<b>226,800</b>

Los pronósticos continuos (rolling forecasts) brindan visibilidad constante.

**Balance Sheet Budget**  
Entity: SUS - Solver Construction  
September 30, 2021

Account No	Description	Sep - 2021 Actual	Oct - 2021 Forecast	Nov - 2021 Forecast	Dec - 2021 Forecast	Current Year Act + Fcst	Jan - 2022 Budget	Feb - 2022 Budget	Mar - 2022 Budget	Apr - 2022 Budget	May - 2022 Budget
<b>ASSETS</b>											
<b>Current Assets</b>											
10100	Cash	2,160,822	2,121,237	2,153,777	2,123,261	24,358,182	95,320	1,287,531	3,177,150	1,718,093	1,779,221
	<b>Total Cash &amp; Equivalents</b>	<b>2,160,822</b>	<b>2,121,237</b>	<b>2,153,777</b>	<b>2,123,261</b>	<b>24,358,182</b>	<b>95,320</b>	<b>1,287,531</b>	<b>3,177,150</b>	<b>1,718,093</b>	<b>1,779,221</b>
13000	Prepaid	76,351	0	0	0	653,627	146,619	50,000	-150,000	4,783,802	-150,000
	<b>Total Accounts Receivable</b>	<b>76,351</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>653,627</b>	<b>146,619</b>	<b>50,000</b>	<b>-150,000</b>	<b>4,783,802</b>	<b>-150,000</b>
11100	Accounts Receivable	212,697	0	0	0	1,839,786	0	0	0	0	0
	<b>Total Prepaid Expenses</b>	<b>212,697</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,839,786</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>TOTAL CURRENT ASSETS</b>	<b>2,449,870</b>	<b>2,121,237</b>	<b>2,153,777</b>	<b>2,123,261</b>	<b>26,851,594</b>	<b>241,939</b>	<b>1,337,531</b>	<b>3,027,150</b>	<b>6,501,895</b>	<b>1,629,221</b>
<b>Other Assets</b>											
13100	Inventory	58,252	53,514	56,269	52,784	659,408	69,826	58,188	54,078	919,801	900,822
	<b>Total Inventory</b>	<b>58,252</b>	<b>53,514</b>	<b>56,269</b>	<b>52,784</b>	<b>659,408</b>	<b>69,826</b>	<b>58,188</b>	<b>54,078</b>	<b>919,801</b>	<b>900,822</b>
18100	Building	735,783	695,304	671,243	700,446	8,331,088	1,091,897	909,914	2,200	2,300	2,400
	<b>Total Building</b>	<b>735,783</b>	<b>695,304</b>	<b>671,243</b>	<b>700,446</b>	<b>8,331,088</b>	<b>1,091,897</b>	<b>909,914</b>	<b>2,200</b>	<b>2,300</b>	<b>2,400</b>
18200	Equipment	288,717	285,991	270,758	280,253	3,288,754	42,000	35,000	35,001	35,001	35,867
	<b>Total Equipment</b>	<b>288,717</b>	<b>285,991</b>	<b>270,758</b>	<b>280,253</b>	<b>3,288,754</b>	<b>42,000</b>	<b>35,000</b>	<b>35,001</b>	<b>35,001</b>	<b>35,867</b>
18300	Computer	125,124	114,338	118,442	121,761	1,420,309	6,120	5,100	5,200	5,300	5,400
	<b>Total Computer</b>	<b>125,124</b>	<b>114,338</b>	<b>118,442</b>	<b>121,761</b>	<b>1,420,309</b>	<b>6,120</b>	<b>5,100</b>	<b>5,200</b>	<b>5,300</b>	<b>5,400</b>
18700	Accumulated Depreciation Building	-255,618	-254,341	-241,909	-230,840	-2,905,111	53,197	58,288	54,178	57,420	55,382
18800	Accumulated Depreciation Equipment	-116,238	-114,291	-110,546	-111,512	-1,326,101	467,114	277,886	-108,025	258,637	234,452
18900	Accumulated Depreciation Computer	-7,350	-7,176	-7,187	-7,349	-86,355	608,099	435,026	114,611	436,493	396,290
	<b>Total Accumulated Depreciation</b>	<b>-379,207</b>	<b>-375,808</b>	<b>-359,642</b>	<b>-349,701</b>	<b>-4,317,568</b>	<b>1,128,410</b>	<b>771,200</b>	<b>60,764</b>	<b>752,550</b>	<b>686,124</b>
16100	Goodwill	229,310	212,235	206,967	209,371	2,582,501	608,099	435,026	114,611	436,493	412,257
	<b>Total Goodwill</b>	<b>229,310</b>	<b>212,235</b>	<b>206,967</b>	<b>209,371</b>	<b>2,582,501</b>	<b>608,099</b>	<b>435,026</b>	<b>114,611</b>	<b>436,493</b>	<b>412,257</b>
	<b>TOTAL ASSETS</b>	<b>6,545,577</b>	<b>6,216,565</b>	<b>6,211,511</b>	<b>6,255,555</b>	<b>68,858,222</b>	<b>2,000,262</b>	<b>2,215,531</b>	<b>2,215,531</b>	<b>6,501,895</b>	<b>6,076,634</b>
										1,976	1,290

La planificación del balance general garantiza la estabilidad financiera.

**Cash Flow Budget**

Entity: SUS | Scenario: BUD01 | For the Fiscal Year: 2025

**Cash Flow KPIs**

Cash Conversion Cycle	Actual: 0 Budget: 0	STATUS: <span style="color: green;">●</span>
Free Cash Flow	Actual: (160,873,090) Budget: (54,320,543)	STATUS: <span style="color: red;">●</span>
Current Ratio	Actual: 3.67 Budget: 3.66	STATUS: <span style="color: red;">●</span>
Working Capital	Actual: 169,758,845 Budget: 92,267,825	STATUS: <span style="color: green;">●</span>

**Full Year Expense Budget vs Target vs Actual**



Jan-2026	Feb-2026	Mar-2026	Apr-2026	May-2026	Jun-2026	Jul-2026	Aug-2026	Sep-2026
Next Year Budget	Next Year Budget	Next Year Budget	Next Year Budget	Next Year Budget	Next Year Budget	Next Year Budget	Next Year Budget	Next Year Budget
9,000,000	5,000,000	10,902,500	13,687,875	15,000,000	18,102,215	30,817,547	38,940,179	27,531,206

	Current Year Act + Fcst Total	Jan-2026 Next Year Budget	Feb-2026 Next Year Budget	Mar-2026 Next Year Budget	Apr-2026 Next Year Budget	May-2026 Next Year Budget	Jun-2026 Next Year Budget	Jul-2026 Next Year Budget	Aug-2026 Next Year Budget	Sep-2026 Next Year Budget
<b>OPERATING CASH</b>	6,545,577	6,545,577	7,188,364	6,784,384	10,875,880	15,958,522	21,453,881	30,120,189	27,280,656	35,484,178
<b>Cash Flows from Operating Activities</b>	-	-	-	-	-	-	-	-	-	-
Net Income	5,793,429	(571,863)	(1,177,504)	(1,534,794)	(1,841,731)	(2,075,577)	2,959,198	3,126,980	3,322,808	(1,297,865)
Adjust. Net Inc to Net Cash from Operating Activities										
Accounts Receivable	16,791,157	153,281	74,202	99,958	105,295	179,145	160,767	16,919	176,572	169,670
10030 - Accounts Receivable - Trade	5,149,030	153,281	74,202	99,958	105,295	179,145	160,767	16,919	176,572	169,670
Cash & Equivalents	15,261,421	35,331	167,979	245,992	358,039	486,684	624,049	680,101	692,942	834,135
10020 - Petty Cash	21,555,968	35,331	167,979	245,992	358,039	486,684	624,049	680,101	692,942	834,135
Prepaid Expenses	12,674,682	44,058	7,364	127,513	88,276	84,689	149,709	146,213	174,089	189,990
10100 - Prepaid Expenses	919,911	44,058	7,364	127,513	88,276	84,689	149,709	146,213	174,089	189,990
									(9,511)	(70,886)
									(9,511)	(70,886)
									1,034,092	1,122,909

Los presupuestos de flujo de caja gestionan la liquidez.





Solver construye un futuro resiliente para tu negocio de distribución.

## 6. Aprovecha el futuro: próximos pasos con Solver para el éxito definitivo en la distribución



Has visto cómo el xFP&A de Solver, impulsado por Solver Copilot, ofrece ahorro de costos, precisión e insights a lo largo del monitoreo, los informes y la planificación, transformando los desafíos de la distribución en oportunidades.

***¿Listo para desbloquear el potencial de tu empresa? Da el siguiente paso:***

- Visita [www.solverglobal.com](http://www.solverglobal.com) para agendar una demo personalizada.
- Visita [www.solverglobal.com/marketplaces-templates](http://www.solverglobal.com/marketplaces-templates) para ver más de 600 ejemplos de reportes, dashboards y formularios de planificación.
- Agenda una demo personalizada para ver Solver en acción.
- Contacta a nuestro equipo para una prueba gratuita y desbloquear el potencial de tu empresa.

No esperes más: empodera a tu equipo con Solver hoy y genera los resultados que realmente importan.

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