

DATA MATTERS

Accelerated Analytics Customer Newsletter



W.M. Barr Wins DIY Customer Innovation Award

Accelerated Analytics is excited to officially announce the first of its three 2018 INNOVATION AWARD winners is W.M. Barr. W.M. Barr has been a customer of Accelerated Analytics for 10 years, utilizing best practice POS reporting to manage their business at The Home Depot.

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Congratulations, Home Depot Partners!

Last month, THD released their Q4 performance, reporting 7.5% growth in sales over the same period the previous year. During the same period, our THD customers more than doubled that pace, posting a collective 16.3% increase in sales over the prior year. Long-term sales growth guidance for THD as we go into 2018 is 4.5-6.0%.

During the Q4 Conference call, THD highlighted initiatives to increase same-day or next-day local delivery to consumers from the stores and increased pickup in-store for online orders. Targeted marketing and customer experience development are aimed at high-income baby boomers, first-time homeowner millennials, and a continued emphasis on pros (especially in Canada).

The Lowe's Q4 call focused on margins, emphasizing better-managed inventory, cost reductions, and price changes, focusing on line reviews and assortment optimization. Lowe's is also expanding initiatives for pickup in-store and is working on reducing store on hand, transitioning to more direct fulfillment. Growth markets identified were the pro market, especially in paint, Canada, and areas with a high volume of multi-unit housing.

Accelerated Analytics can help you focus on the stores that matter most in these initiatives. Contact support@acceleratedanalytics.com to set up a quick demo about customizing your reports to keep your finger on the pulse of key retail partner major initiatives.



New Customers in April

Accelerated Analytics announced today that four new brands have enlisted them for POS data reporting: DuPont Corian, The Andra Group, Maui Jim and WGACANY.

The new slate of customers for Accelerated Analytics spans across many of its retail POS reporting platforms.

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Tips & Tricks from Scott Garber

Rate Our Reports



Did you know that users can rate reports on a scale of 1 to 5 stars and provide immediate feedback on features they love or hate?

We review your feedback and use that information to make changes to reports. Rate our reports at the top of your report screen or send us a report review. We're listening!