An EBook on-

How to double your profit by Data-Driven Decisions!

Decide with confidence

Infodrive India

100% Authentic
100% Money back Guarantee
Trusted by 21000+ clients
Our DNA- Driven by values
Global 80+ Countries Network
20 Glorious Years

INFODRIVEINDIA PVT LTD

Bridge the gap between countries for international trade

Let me take this opportunity to thank you for visiting my website www.infodirveIndia.com

I appreciate your interest in information.

"The solution lies in alignment of key stake holders and using a Ready to use, Dashboard with Actionable direction"

Information has only One Goal: Growth in Profits !

Only right information can help you achieve that.

I am going to educate you on below 7 important topics to help you buy right.

After discovering these 7 success keys, I promise you will become a pro and will be able to buy right information to double your profits.

Raakesh Saraff
Founder & Managing Director
www.infodriveindia.com
www.eximguru.com

CELEBRATING
20 Years
EST. 1996

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Talk to our expert now **+91-11-40703045**

"Data driven decisions are the game changing opportunity to transform business profits."

McKinsey&Company

However, for data driven decision making, raw export data is not the right option.

Discover the 7 Common Problems exporters face due to Raw Data and how you can avoid them.

Problem - 1	95% business, rely on occasional ad hoc analysis from Bulky Raw data, however raw data never can provide an actionable direction for growth every month. InfoDriveIndia Dashboard turns raw export import data into a gold mine.
Problem - 2	91% of Business owners fails to align key stake holders due to raw data. Ready to use actionable direction makes data driven decision making fun for all.
Problem - 3	91% of Business owners fails to find an ideal product, buyer, Supplier and market. InfodriveIndia Analytics can help you choose the best ones who offer high profit margins and growth.

Problem - 4	53% of Businesses fail to set the right pricing, Price Band analysis helps you discover pricing and product quality exactly where the market wants!
Problem - 5	31% fail to optimize Import Duties and export benefits! Duty and export Benefits Analysis can get you higher export benefits and save on duty.
Problem - 6	39% fail to judge the demand! Discover precise demand trends that will create a faster moving inventory
Problem - 7	69% fail to diversify into new products and are stuck with low margin product, but now, you can explore new products with better margins and growth!

Bonus Strategy

95% fail to learn from successful exporters, though there is a huge wealth of time tested and proven strategies available for cherry picking

The key to success is transition from Raw Bulky Data to Dashboard Reports which transform Raw Data into actionable insight to make data driven decisions.

Visual reports and dashboards help you to understand and take action, while working with Bulky Raw data can suck up days of time without leading to any conclusions.

Infodrive India analytics revolutionizes the way you look at information.

"Information has only One Goal : Growth in Profits."

Before investing your time and money into buying information, a little homework in definition of your objectives will help you buy right export import data. It will keep your focused on Profits and cut out the distracting noise due to multiple offerings in the market.

There are 5 most critical objectives which can make or break a business, spend a minute to review and add them to your strategy.

1. **Growth Rate**
   Knowing growth rate of your product is critical to plan a strategy. If the product has slow growth rate, then you have survival strategies in place and if product is growing at much faster rate, then you have strategies to expand aggressively.

2. **Markets**
   Knowing the markets of your product are extremely critical, where should you buy from and where should sell? Being in right place can help you realize better margins, growth as well as volumes.

3. **Partners**
   How about Vendors and Buyers working like partners with you? Your ability to identify right people can help you make a fortune.

4. **Discover right Price Point**
   Identifying right price point can help you sell faster and also make good margins. If price is high, your sales may dip, if price is less your quality may not be right.

5. **Diversify into New Products**
   Are there better products then your current product? This is a game changer for all who are stuck with a low margin product.

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Right data formats transform into higher Business Profits !

A lot of time and effort go waste when you work on raw and bulky data. Always buy ready to use research reports with graphs and charts which provide actionable direction on key factors.

Visual reports and dashboards help you to understand and take action, while working with Bulky Raw data can suck up days of time without leading to any conclusions.

Categorize most important charts and graphs you need categorized subject. All charts must be created on a weekly scale and must have at least last 6 months information to give you a quick idea of the trend as well.

Fulfilling a successful import/export business requires constant attention to little details and data analytics.
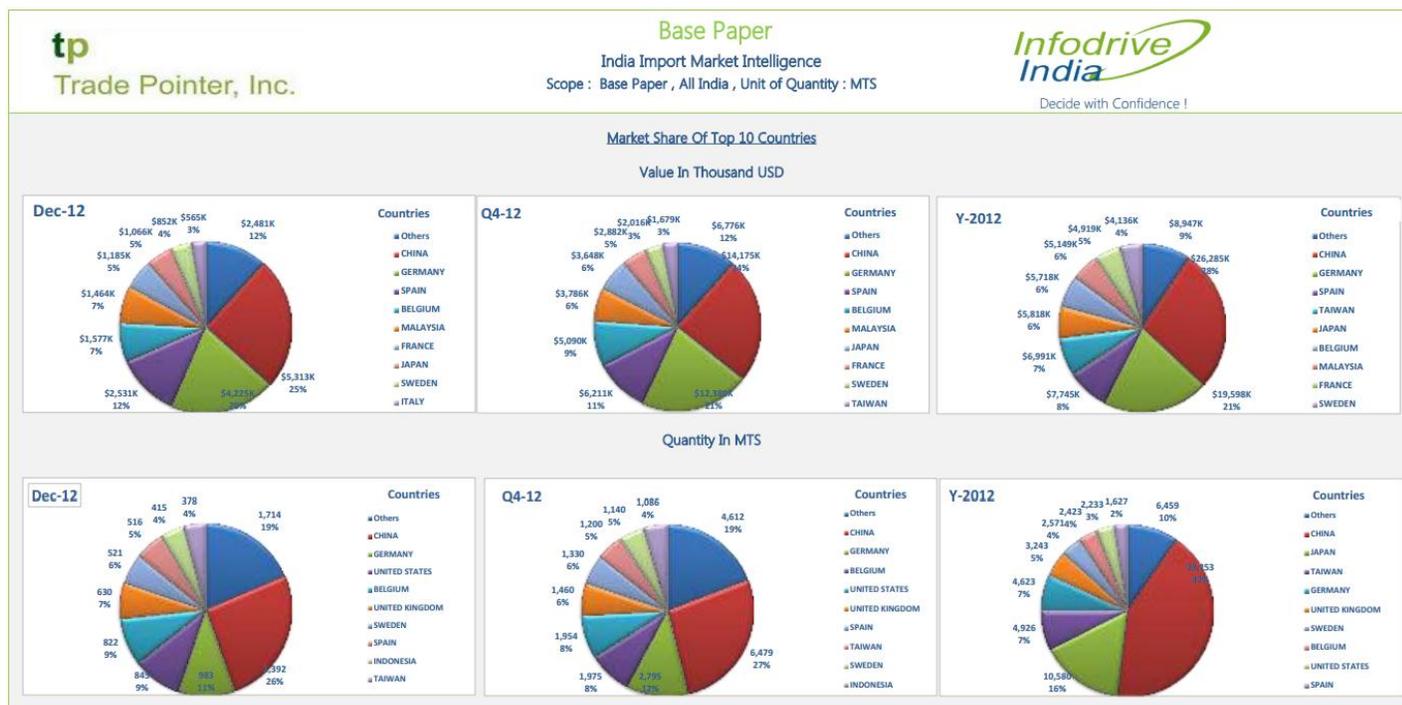
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"Information has only One Goal : Growth in Profits."

Have you ever established a relationship with a vendor, only to realize later that you have made a wrong choice?

Information Industry is in a mess, there are hundreds of fly by operators who hold zero respect towards your objectives, integrity of information and its value.

Such operators keep exchanging data among themselves. At times when someone in the chain need to provide data they don't have, all they do is change the date to produce fresh data. In many situations nobody really knows if the data they have is actual or fabricated.

What should you do when it comes to procuring right and authentic data?

1. Check for how long the company is in business
2. Check the number of clients
3. Do an analysis on the website and promoters.
4. Check the measures company takes if there is error in data. Does the company offer money back guarantee
5. Insist on Dashboard reports than raw data

Never judge a vendor just by checking data with your own shipments. Always does comprehensive analysis before you finalize your data vendor?

"Your stake in Research report is strategy for growth. "

Information Industry has never been in a mess as it is today, there are hundreds of fly by operators, with zero respect towards your Goals.

Check out the 7 tricks fake data vendors use, spending a minute on this, can save your precious time and money and most importantly you won't miss the opportunity to grow your business.

Trap customers with free data or cheap bulk data
Unscrupulous vendors lure customers with ridiculously cheap offers and also procure the reports for few months from genuine vendors to establish trust.

Checking your own shipments is not enough.
This is not the final check as most people assume. Unscrupulous vendors get the reports initially from genuine vendors to establish trust. It is only when they don't have data they supply fake recycled data.

Recycling data by changing date
Raw data in a excel sheet is not a branded product, all it is needed to produce new data is to change dates. We have seen data with date of 30th Feb. As very few people have qualified team to work on raw data, the errors at many times go unnoticed.

70% coverage or 100%.
There are many stages of a shipment, like Filing of Shipping Bill or Bill of Entry, Appraisal, And LET Export Order or Out of charge. Most of the vendor just supplies data of one stage.

There are more than 100 ports; a simple trick used is to supply only few ports after few months.

Fly by Night Resellers Chain
Such operators keep exchanging data among themselves nobody in the chain really knows if the data they have is actual or fake. It is game of chance where authenticity is always at stake.

Service & Timely Updation
There is scant regard for service and timely update after money is received, there is little reason left for them. The game is once a customer is acquired there is no one to service him.

Raw bulky data instead of product specific dashboards
Raw bulky data is cheaper to extract, whereas a product specific dashboard requires qualified research team and effort in creating meaningful charts.

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Success Key – 6

Who is the Right Vendor for export import research report ?

You're in discussions with a vendor and they appear **_LEGIT_**. You're ready to sign up but how confident can you be that they are what they say they are?

To ensure suppliers meet certain requirements, **_"Vendor Validation"_** is an integral part to consider.

Here are 8 step processes you can use to validate a vendor:-

1)   Work with an established brand and a vendor who has been in market for some time.

2)   Check out the founders and management.

3)   Work with a vendor which values integrity of information

4)   Inquire the clientele, do they have reputed companies?

5)   Inquire if the vendor is a system and process driven organization.

6)   Inquire what checks are in place to produce right information.

7)   Check on post sales service & support provided by the vendor

Always judge a vendor by his credentials. The goal is to validate that the vendor meet the standards needed to provide their service or product

With Infodrive India you get value for money, a trusted brand, authentic information, a dedicated resource and peace of mind. Your preferred partner to growth

Talk to our expert now **_+91-11-40703045_**

Most of the time, we have observed that key stake holders are not aligned with data driven decisions. Taking these three steps will align your team and will create a sure shot path towards profits.

1. **Provide them with Ready to use Dashboard with actionable Direction**

Bulky data sucks up days of time, and discourages all key stakeholders. It needs skills of Business Analysts and MIS Experts. Generally Key Stake holders are too busy with core tasks to allocate time to such tasks. Either generate a Dashboard in-house or buy ready to use dashboards.

2. **Create a Culture of Data driven decision making**

Inspire and align all stake holders by doing an Alignment & Training Workshop

"Data Driven Decisions"
to
"Double your Profits"

3. **Create a 30 Minute Fixed Monthly Review**
   1. Set aside a fixed time and day of month for a 30 minute of review

   2. You just need the core Key Stake holders in the review

   3. Always Review with the team, note down the action points of each chart and delegate.

   4. Review the action taken on points delegated last month.

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Contact Us at-

Prashant Kumar
AVP-Marketing & Strategic Alliances

www.infodriveindia.com

+91-9560095322

+91-11-40703045

+91-11-40703000

consult@infodriveindia.com