



COMPANY

One of the largest building products and HVAC distribution companies in North America, serving contractors through an extensive branch and digital network.



Problem

It is a struggle to isolate shipped transactions at negative margin within a complex reporting environment. Analysts relied on manual queries and static reports, limiting their ability to quickly contain recurring losses



Solution: Custom Negative Margin Transaction Agent

The Negative Margin Account Agent focuses on scanning transactions, aggregating them by account, and highlighting where patterns of negative or very thin margins warrant attention at the customer level.

Value Outcome

In this deployment, the agent identified 709 transactions

\$305,599

in margin upside potential, giving the HVAC distributor a concrete starting point to correct negative margin transactions and prevent further margin leakage.