ADVaSol Distribucija d.o.o.

Advanced Analytics

Business Intelligence · Predictive Analytics · KPI Frameworks
Telecommunications, FMCG & Distribution Analytics

Capability Statement

Version 1.0
Belgrade, Serbia
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WHO WE ARE

Better Decisions Begin With Better Understanding

Every organization generates data. Only a few transform it into actionable knowledge. ADVaSol combines analytical expertise with engineering thinking and artificial intelligence to help organizations transform information into measurable business value.

Analytics exists to improve decisions — not to create dashboards. Every analytical initiative should answer one question: what decision will become better?

Areas of Expertise

- Business Intelligence
- Predictive Analytics
- Decision-Making Assessment
- KPI Framework Design
- Machine Learning
- Telecommunications & FMCG Analytics

Key Principles

- Business questions before data
- Data before algorithms
- Interpretation before visualization
- Action before reporting
- Continuous improvement before perfection

SERVICES

Turning Information Into Decisions

Business Intelligence

Executive dashboards, operational dashboards, KPI frameworks, reporting architecture and performance measurement.

Predictive Analytics

Demand forecasting, capacity forecasting, customer behaviour, sales forecasting and inventory optimization.

Machine Learning

Classification, regression, clustering, forecasting, optimization and anomaly detection.

Telecommunications Analytics

Network performance, quality of experience, customer analytics, capacity planning and operational intelligence.

FMCG & Distribution Analytics

Sales analytics, product performance, distribution optimization, warehouse analytics and inventory analysis.

OUR METHODOLOGY

Decisions First, Dashboards Second

Assessment methodology: Business Analytics Assessment → Data Analytics Assessment → Decision-Making Assessment → KPI Framework Assessment → Predictive Analytics Assessment → Organizational Capability → Roadmap.

Decision-Making Assessment — Our Differentiator

Organizations often optimize reports instead of improving decisions. For every key decision, ADVaSol evaluates the owner, frequency, required information, current information quality, decision risks and potential analytical improvements — before recommending any dashboard or model.

Principles

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- Data before algorithms.
- Interpretation before visualization.
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REPRESENTATIVE EXPERIENCE

Telecommunications, FMCG and Distribution

Professional experience includes advanced analytics across telecommunications, enterprise, FMCG and distribution environments.

- Telecommunications Analytics — KPI development, service quality analysis, forecasting, operational dashboards and performance optimization.
- Distribution & FMCG Analytics — demand forecasting, inventory optimization, commercial analytics and sales performance monitoring.
- Executive Decision Support — management dashboards and analytical frameworks for strategic decision-making.
- KPI Rationalization — reducing hundreds of tracked metrics to the small set that actually drives decisions.

WHY ADVASOL

Analytics Grounded in Engineering Thinking

Independent
Recommendations focused on decision quality, not platform sales.

Multidisciplinary
Engineering, AI and analytics combined.

Practical
Solutions designed for real operational use.

Transparent
Models that remain explainable and maintainable.

Right-Sized
AI introduced only when it creates additional value.

Long-Term
Analytical capability that strengthens over time.

HOW WE WORK

Initial Discussion → Long-Term Advisory

Initial Discussion → Data & Decision Assessment → Analytics Roadmap → Proposal → Implementation Support → Knowledge Transfer → Long-Term Advisory.

Engagement Principles

- Close collaboration.
- Transparent communication.
- Evidence-based recommendations.
- Clearly defined deliverables.
- Professional documentation.
- Knowledge transfer.

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Turning operational data into better, evidence-based decisions.