



Sales Analysis

The Sales Analysis module maintains statistics of sales and sales budgets, and enables enquiries to be made on them or reported.

Key Features at a Glance

- Delivers management information on sales and sales budgets
- Track performance against KPI's such as 'Top Performers' and 'Customers not buying'
- Automatic calculation of salespeople's commission

Benefits

- Track performance at customer, product, sales person etc to identify emerging issues and take preventative action

Introduction

Using details of the invoices and credit notes generated by Sales Order Processing, the sales analysis system provides management information on a number of key business areas such as 'Top Performers' and 'Customers not buying product' together with the automatic calculation of salespeople's commissions from sales targets and commission rates.

Analysis

Statistics kept by:

- Accounting period
- Customer and delivery address

- Product code
- 3 customer analysis codes
- 3 product analysis codes
- Delivery method

Totals kept of:

- Sales value
- Cost
- Discount
- Quantity

with separate totals for orders and credit notes

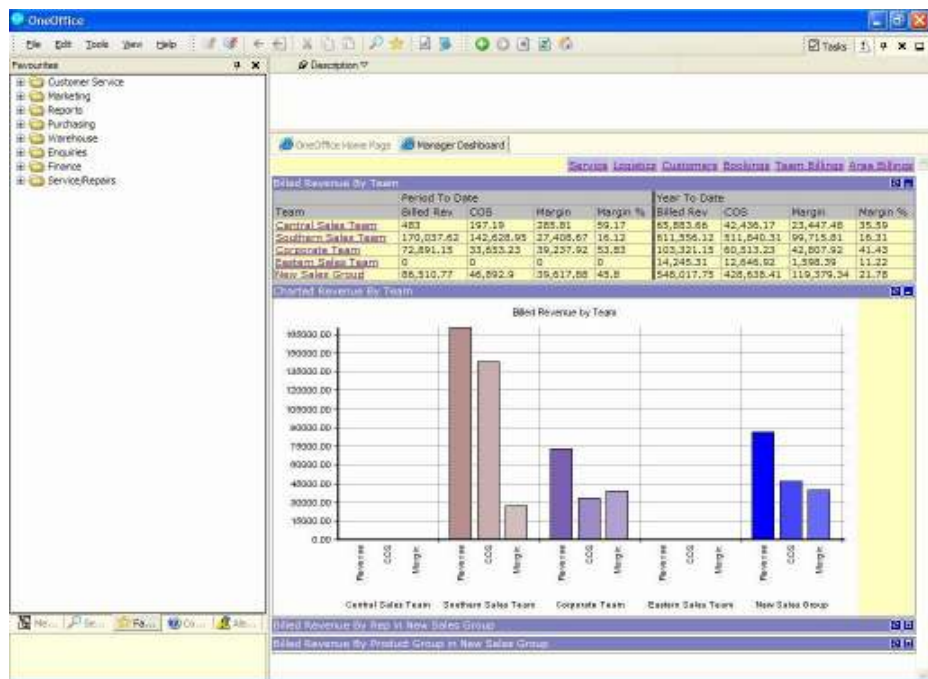


Figure 1. Information from Sales Analysis can be displayed in Workspace™ Dashboards. This example shows a Managers Dashboard displaying sales results by Team, Product & Sales Person, including a graph for easy cross-comparison of performance by team.



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- Postings can be manual entries or automatic postings from Sales Order Processing or Invoicing
 - Histograms showing totals by period for any of the values held or comparing two years
 - Salespersons commissions can be automatically calculated from sales targets and commission rates
 - Allows reclassification of analysis codes
 - Maintains two summary databases for fast enquiries
 - Extensive research and enquiry options on analysis data
 - Any number of previous years can be kept
 - Reports can be sequenced by any four codes, and selected by a range of codes
 - 'Top Performers' and 'Customers not buying product' selection options

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Strategis Solutions Ltd

www.strategisanz.com

Melbourne

Gary Park

Phone: 03 9724 0734

Email: gpark@strategisanz.com

Auckland

Mike Carroll

Phone: 09 521 0724

Email: mcarroll@strategisanz.com