

Sales Analysis

Objective

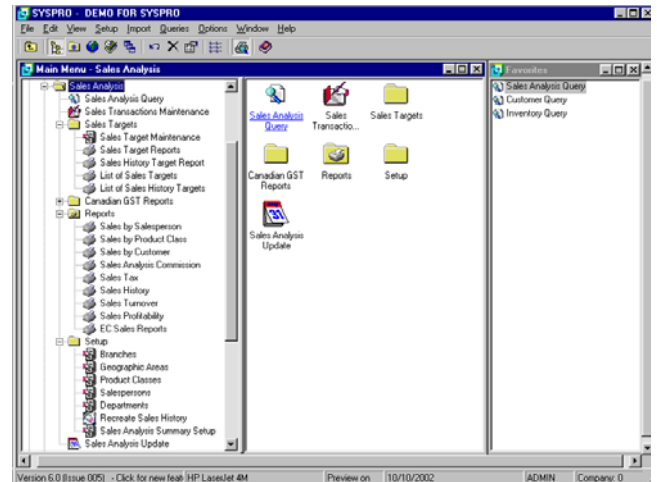
To provide accurate management information relating to sales activity in order to improve sales profitability and provide facilities for sales forecasting and planning at customer and product class levels.

The Value of SYSPRO Sales Analysis

- Identifies the most profitable customers
- Knows which products are selling
- Analyzes market trends and geographic buying patterns
- Knows the profit generated by each product
- Knows which divisions of business are selling
- Identifies which salespeople are performing
- Business graphics instantly display sales performance for presentations and reports
- Improves sales forecasting
- Measures actual performance against quantity or revenue forecasts
- Analyzes tax collections
- Sets targets against customers and/or products
- Compares against budgets per product group and/or sales person
- Preview of reports to screen and e-mail capabilities

Matching SYSPRO to Your Business

- User-defined sales history file allows the choice of data analysis most relevant to business
- Retains analysis against sub-accounts (branches) while invoicing the master account (head-office)
- Creates budgets (expected sales or quotas) for salespeople, customers and product lines utilizing user-defined time periods for analysis (day, week, etc.)
- Keeps up to 24 months of sales history on-line
- Protects the bottom line by checking that a minimum profit is realized on all sales
- Updates sales analysis statistical files at anytime
- Corrects sales transactions without interrupting invoicing
- Invoice and detail line data is updated on-line as invoices are printed
- Statistical values are updated separately to allow control of the contents of the Sales Analysis database



Integration

- Integrates with the Sales Orders & Invoicing, Accounts Receivable and Inventory Control modules
- E-mail reports with the Office Automation module
- Sales Analysis requires the Sales Orders & Invoicing module

Reporting

- Provides user-defined selection criteria for flexible reporting
- The Sales Profitability Analysis reports line item gross profit
- Gives daily and monthly sales turnover reports
- Allows actual to budget comparisons and profitability analysis by salesperson and product type
- Highlights missing invoice numbers
- Documents all minimum profitability overrides
- Creates extensive reports such as: Sales by Salesperson, Customer, Product Type, Branch, Geographic Area, Profit by Invoice, etc.
- Provides sales tax reporting in detail or summary
- Allows commission calculation and reporting