

Sales Analysis

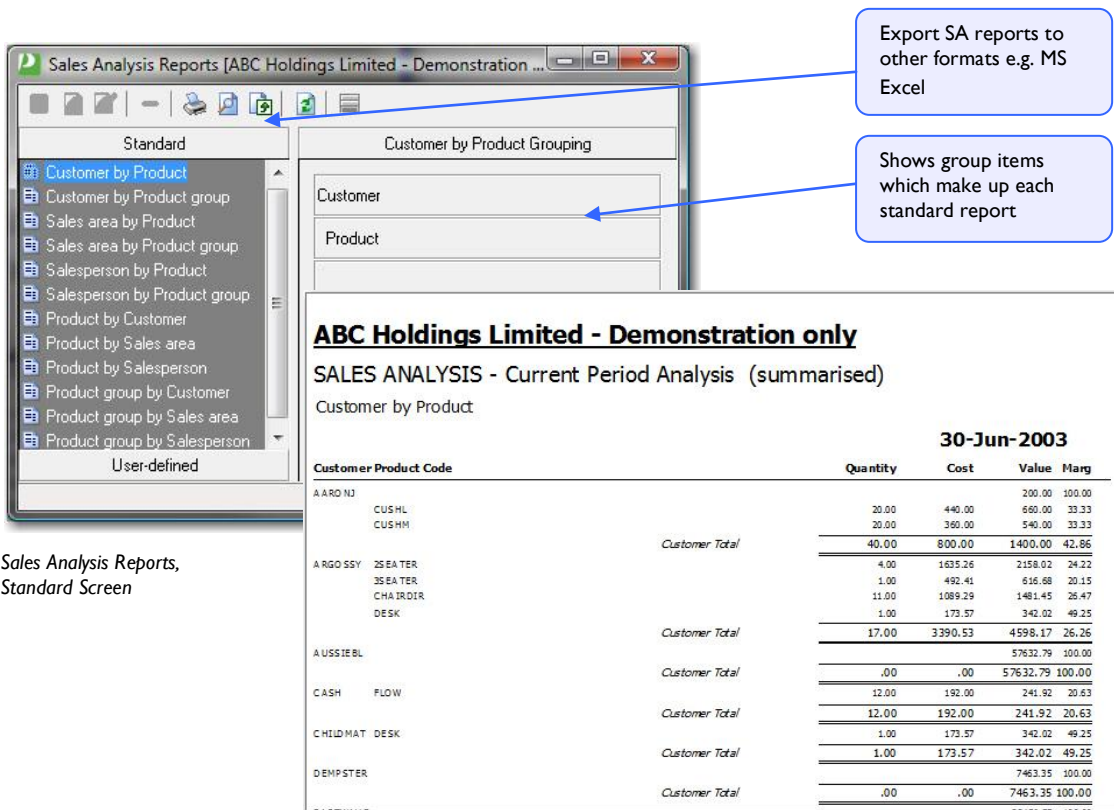
The Attaché PRO Sales Analysis module enables you to analyse your company's sales, using a wide range of reports. You can also define your own reports. Produce standard reports using customer, product, product group, sales area and sales person information or create your own customised reports using a wide range of criteria.

Reports can be generated on current, year-to-date, period-range or aged basis, for up to 99 preceding periods. Choose reports with or without descriptions. Costs and margins can be hidden if required.

Standard Reports

Choose from a number of standard lists and reports available within the Sales Analysis module, i.e.

- Customer by product / product group
- Sales area / sales person by product / product group
- Product / product group by customer / sales area / sales person



Export SA reports to other formats e.g. MS Excel

Shows group items which make up each standard report

ABC Holdings Limited - Demonstration only
SALES ANALYSIS - Current Period Analysis (summarised)
 Customer by Product
 30-Jun-2003

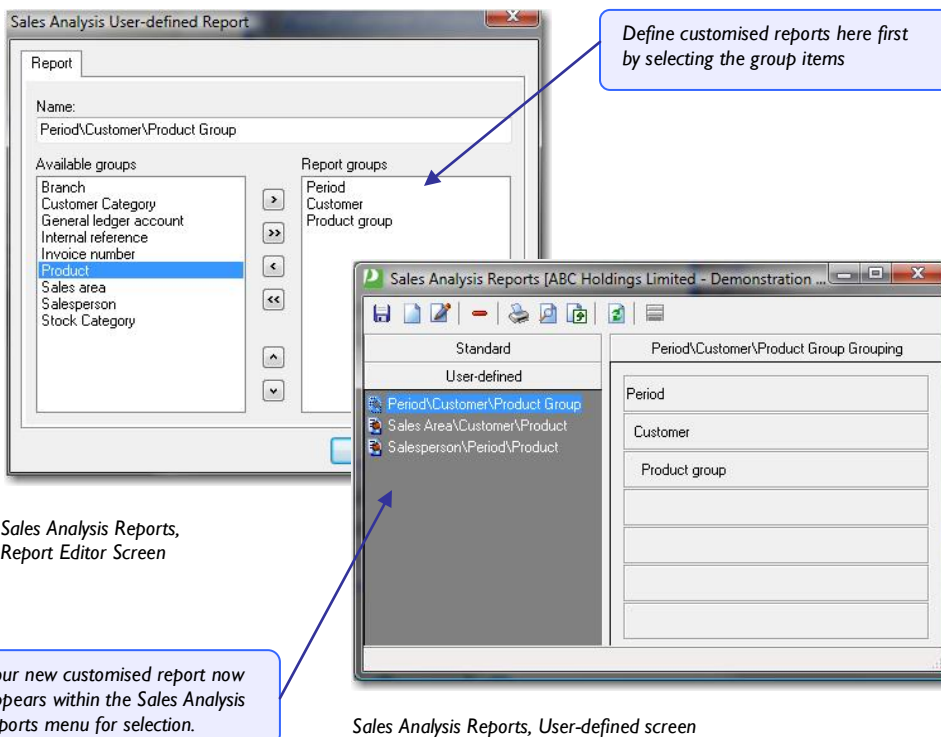
Customer Product Code	Quantity	Cost	Value	Marg
A ARO NJ			200.00	100.00
CUSHL	20.00	440.00	660.00	33.33
CUSHM	20.00	360.00	540.00	33.33
Customer Total	40.00	800.00	1400.00	42.86
ARGO SSV			2158.02	24.22
2SEATER	4.00	1635.26	2158.02	24.22
3SEATER	1.00	492.41	616.68	20.15
CHAIRDIR	11.00	1089.29	1481.45	26.47
DESK	1.00	173.57	342.02	49.25
Customer Total	17.00	3390.53	4598.17	26.26
AUSSIEBL			57632.79	100.00
Customer Total	.00	.00	57632.79	100.00
CASH			241.92	20.63
FLOW	12.00	192.00	241.92	20.63
Customer Total	12.00	192.00	241.92	20.63
CHILD MAT			342.02	49.25
DESK	1.00	173.57	342.02	49.25
Customer Total	1.00	173.57	342.02	49.25
DEMPSTER			7463.35	100.00
Customer Total	.00	.00	7463.35	100.00

Sales Analysis Reports, Standard Screen

Sales Analysis Reports, Standard Report (Customer by product group, detailed)

Features

- Up to 99 periods of analysis
- User-definable reports
- Large collection of standard analysis reports
- Simple report builder
- Optional cost/margin analysis
- Ability to export reports to MS Excel, HTML, CSV and RTF formats
- Save commonly used report selections
- Full historical sales history
- Codes only reports
- Easy to use selection menus
- Summarised or detailed reports



Sales Analysis Reports, Report Editor Screen

Sales Analysis Reports, User-defined screen

General Ledger
 Cashbook
 Accounts Receivable
 Accounts Payable
 Inventory Control
 Special Pricing
 Fixed Assets
 Bill of Materials
 Sales Order Entry
 Sales Analysis
 Purchase Ordering
 Purchase Analysis
 Foreign Currency
 Payroll
 Alex
 Report Designer
 Data Transfer
 FlexiData
 ODBC
 OLE DB
 Archiver
 Scheduling

User Defined Reports

Create customised company reports using the wide selection of data fields available. These include all of the fields listed under the Sales Analysis Report Editor screen (shown above). A simple report builder allows you to define reports which are tailored to your requirements. Once you have defined a report, it may be saved under a chosen name and will appear as a listed report on the user-defined screen.

Settings

Within the settings menu, you can choose the length of sales history you wish to retain (in periods), and whether to show costs and margins.

Module Integration

The Sales Analysis module draws upon information created by Attaché PRO Sales (invoicing) and Accounts Receivable modules.



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