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BUSINESS SOFTWARE

Sales Analysis

Overview

Sales Analysis System is the most important management tool that allows for the clear and vivid evaluation of company sales through colourful graphs and reports.
Sales Statistics by Item, Salesman, and Customer, Area or any other user defined combination.

Features

General Features

- VAT with user defined rates
- Commissions calculations with five Overrides
- Commission Scales by Salesperson and YTD performance
- Salesperson's Quotas, Achievement, Contribution by Period and Year to Date Figures
- Different Commission Rates for Duty Paid and Duty Free Cash and Credit Sales
- User-defined Assembly Definition Aimed to maintain Statistics for the Master Item and Adjust Automatically the Assembly Components
- Statistics may be exported to Popular Spreadsheet Formats for Further Data Manipulation
- Pricing Facility to modify Item Prices Globally
- User-defined Statistics Penetrating the Sales Data Stored on the hard disk by using each time any three of the following keys:
- Account
- Analysis
- Commission Scale
- Day
- Date
- Account Group 1
- Account Group 2
- Account Group 3
- Item
- Level 1
- Level 2
- Level 3
- Price Code
- Price Factor
- Price Group
- Price List
- SLP Analysis
- Salesperson
- Store
- Supplier
- Unit of Measure
- Vat Code
- Week
- User defined Statistic Files

Transactions

- Sales Invoices
- Sales Invoices Returns

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Enquiries

- Sales Force
- PD, YTD: Quota and Achievement values, and Contribution Percentages, by Salesperson
- Item Statistics
- TY, LY: Quantity, Sold Value, Cost, and Margin with respective Bar Graphs
- User Defined
- TY, LY by Period, Quantity, Value, Cost, Margins (%) Statistics, with respective Bar Graphs
- Interface with Accounting System
- The Following Transaction Types may be set up by the user to interface with our Accounting System in up to five levels of Cost/Profit Centres (Divisions)
- Sales
- Sales Returns
- Cost of Sales
- Cost of Sales Returns
- Commissions
- Each Store (location) may be set up to interface all the above transaction types into different accounts

Export/Import

- Export Import facility can be interfaced with Spreadsheets or other Commercial Software's
- **EXCEL**
- **PDF**
- **Automatic (ODBC) Synchronization with SQL DATABASE**

Reports

Standard Reports

- Sales Force
- PD, YTD: Achievement & Contribution by Salesperson with option to Rank Salespersons by best performer PD, YTD
- Item Sales
- PD, YTD: Quantity, Sold, Value, Cost, Margin (%)
- Item Comparative
- Item Statistics
- Period comparison TY/LY with option to compare: Quantity, Sold Value, Cost, Margin (%)
- Comparative Statistics
- Store Sales
- Contribution
- Item Target
- Item Commission
- User Defined
- Similar to Item Sales and Status but sorted by any user-specified combination