

SALES ANALYSIS

Match stock to your customers' needs, improving revenue, profitability and customer service.

The major features of Sales Analysis include:

Sales Analysis Data

Sales Analysis inquiry and reports show summary, detail and trend information for customers, items and sales staff.

Value of Sales

You can display sales value and quantity, profit value and percentage, and cost of goods sold.

Sales Budgets

The module allows 99 sets of budget revisions to be stored for each year. You can see how sales are performing against budget and compare current sales with past periods.

Sales Reports

The following reports are available:

- Customer Sales, which shows sales summaries by customer for each item and item class.
- Item Class Sales, which shows sales summaries by item and item class.
- Salesperson, which shows summaries by salesperson for item class.
- Accounting Level Sales, which shows sales summaries by item class for accounting levels 1 and 2.
- Budgets, which lists budget by period for customers, item classes and salesperson.

All of these reports are available as online inquiries. They can be shown cumulatively and as bar graphs.

Sales Analysis will allow you to see this years' sales compared to last years' and compared to budget.

The Integration of the General Ledger Module

In a fully integrated IMAS system, the Sales Analysis module exchanges information with other IMAS modules, so the system always reflects the true state of your business.

Here is how Sales Analysis communicates with other IMAS modules:

- The Order Entry & Invoicing module can pass sales details automatically to Sales Analysis.
- You can use IMAS Report Write to create your own reports from data held in Sales Analysis.

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