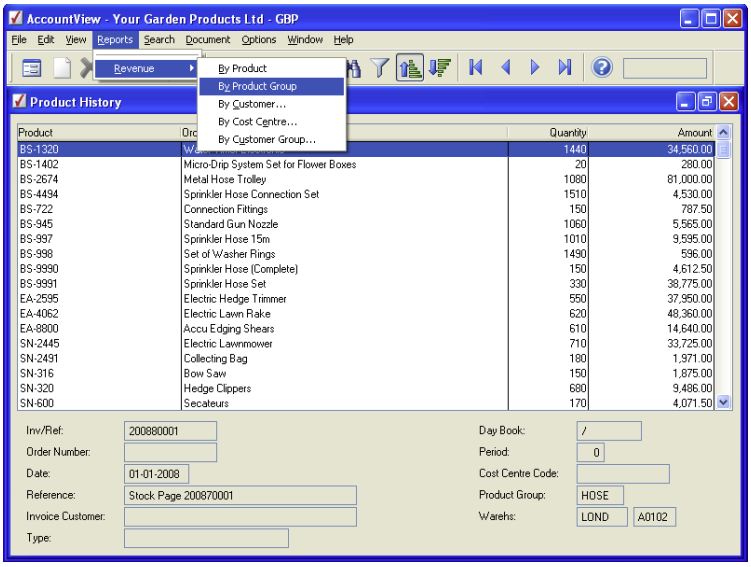
TEAM

SALES HISTORY I

Do you want to have more insight into your revenue, including over multiple years? With the *Sales History I* module, you can check the structure of your revenue at any time so that you can react faster to new developments.



Would you like to get an insight into your revenue at any time you wish? Even over multiple years? The *Sales History I* module offers you insight into your revenue data, enabling you to optimise your sales policy and react alertly to new developments.

FOR WHOM?

For everyone who wants to understand their past and present sales results in order to decide on an optimum sales policy for the future.

ADVANTAGES

- Extensive standard reports – both summarised and in detail – for revenue per product, product group, customer, customer group and cost centre.
- Great flexibility – you can adjust your planning during the course of the year and change your sales policy if necessary.
- Extensive filter facilities to provide the basis for any report you desire.

INFORMATION FOR THE FUTURE

Use the revenue data to determine your sales policy. For example, you can continue to build on products that are producing a good revenue, or reduce purchasing when the revenue from a certain product stagnates.

DETAILED REPORTS

Base your reports on up to 250 attributes to get a selection of your products. You can then use this filter for all your reports. For example, you can quickly produce a report on the revenue per product for products with a 10% discount.

THOROUGH ANALYSES

Analyse which products and services each customer has bought, and under which terms and conditions. For example, you can draw up an overview of the five worst selling product groups.

* Extension of the *Sales Order Processing I* module.

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