



FOR WHOM?

For everyone looking for a solution in order to control, manage and plan sales.

ADVANTAGES

■ Standard reports at one level for revenue, gross margin and deliveries per product (group), customer (group), cost centre, order number, invoice/reference number, sales representative, warehouse, bin number, and period.

■ Standard reports at two levels for each combination of the above perspectives; for example, an overview of the delivery times per customer, per warehouse.

■ Your own rankings based on revenue realised per product group or overviews of the gross margin per product.

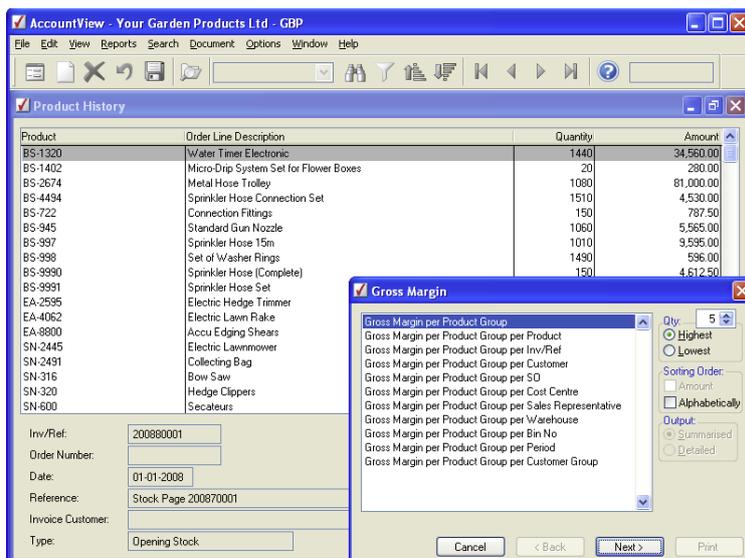
■ Comparative reports on several financial years.

■ Additional reporting facilities in combination with the *Stock Control* module.

* Extension to the *Sales Order Processing I* and *Sales History I* modules.

SALES HISTORY II

Would you like to have a better understanding of the factors that are responsible for the increase in your revenue? Or a decline in your gross margin, or a longer average delivery time? The *Sales History II* module can provide the answer.



Do you want to discover what combinations of factors have been responsible for a rise in your revenue, a decline in your gross margin or a longer average delivery term? With its detailed reports on your revenue, gross margin and deliveries, the *Sales History II* module provides the answers – at multiple levels and from a variety of perspectives!

IMPROVED FORECASTING

Do more than simply calculate revenue data based on products or customers. Get breakdowns of your revenue per period so that you can improve forecasting of seasonal sales.

GROSS MARGIN OVERVIEWS

Use gross margin overviews to establish which products are yielding the biggest or smallest margins. You can also print delivery overviews to check the average delivery time per customer, per product

and see how many deliveries have been made.

TWO ANGLES

View reports on revenue, gross margin and deliveries from two angles. For example, you can retrieve a report on your revenue per sales representative per period to see immediately whether the sales reps performed better or worse in a certain period.

