



FACTS Data Sheet: Sales Analysis

Sales Analysis provides critical insight and information into both productivity and profitability.

Sales Analysis provides a multitude of views on past sales to help distributors accurately identify the customers, salespeople and items that drive the most profitable revenue. With Sales Analysis, management can gain a better understanding of which products and which customers are more profitable.

Answers to your Questions

Flexible reporting options provide rapid access to critical sales information:

- Who are my most profitable vendors?
- Which salespeople generate higher margins?
- How effective was a sales promotion?
- Which customers are likely finding alternative sources of product?

Sales Analysis Inquiries and Reports

Past sales can be viewed by period comparison, multi-period or accumulated sales. Reports can be ranked on the basis of Sales Dollars, Margin Dollars, Margin Percent, and for item based reports, Unit Volume:

- Customer, Customer Class and Customer by Item
- Item, Item Class, and Item by Customer
- Salesperson/Territory and Salesperson by item class
- Other item-specific metrics such as Item by Lot, Temporary Items and Serialized Items
- Sales by Branch and more



KEY REPORTS:

- Commission Report
- Current Period Item
- Invoice Report
- Temporary Item Report
- Item Report
- Customer Report
- History Report

Commission Assignment

The flexibility of the FACTS commission assignment makes accommodating even the most complex commission structures easy:

- Set up overrides to normal commission basis by customer or item with priority structure
- Assign special commission rates to contract prices and quantity breaks
- Choose to pay commission on sold goods or collected receivables
- Select cost basis for commissions from several options

	Most Current	Prior Periods I	Prior Periods II	Prior Periods III	
	Sales		Cost		Units
Oct 2000	304096.59		187697.79		1598 EA
Sep 2000	58899		22407		182
Aug 2000	8455		5681		51
Jul 2000	8348		5598		51
Jun 2000	7550		5023		46
May 2000	7512		4995		46
Apr 2000	7711		5183		48

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