

# Sales Analysis

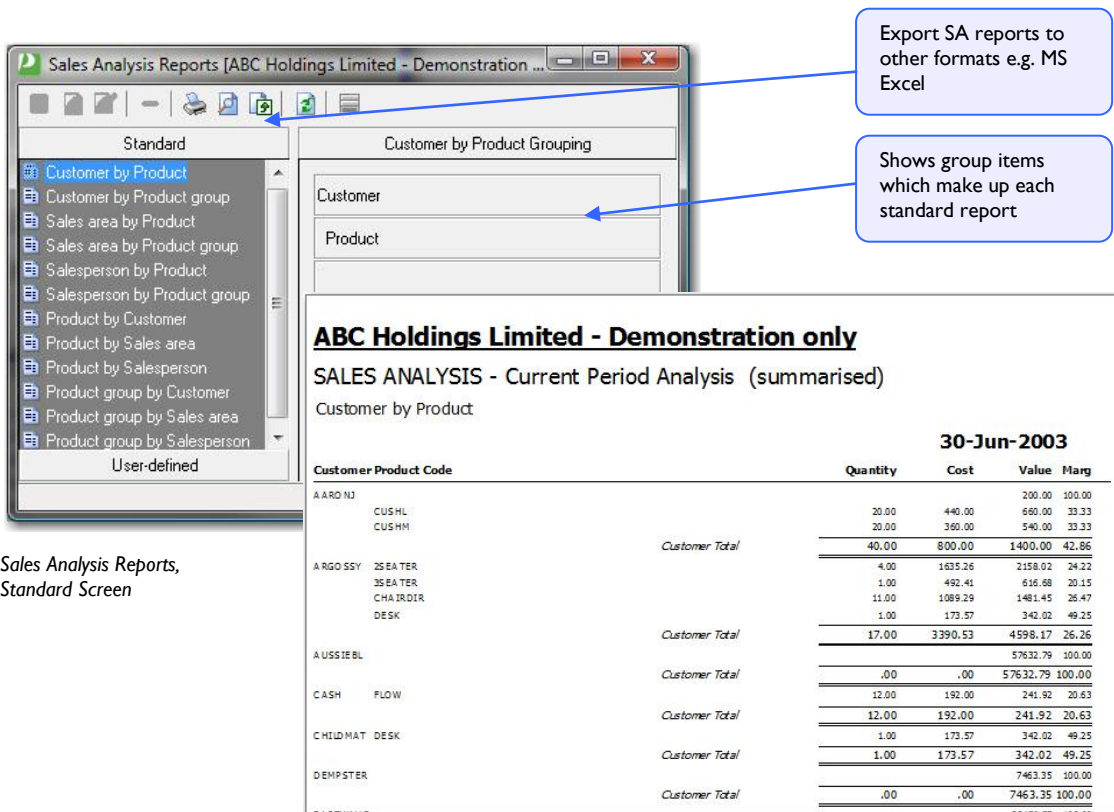
The Attaché PRO Sales Analysis module enables you to analyse your company's sales, using a wide range of reports. You can also define your own reports. Produce standard reports using customer, product, product group, sales area and sales person information or create your own customised reports using a wide range of criteria.

Reports can be generated on current, year-to-date, period-range or aged basis, for up to 99 preceding periods. Choose reports with or without descriptions. Costs and margins can be hidden if required.

## Standard Reports

Choose from a number of standard lists and reports available within the Sales Analysis module, i.e.

- Customer by product / product group
- Sales area / sales person by product / product group
- Product / product group by customer / sales area / sales person



Export SA reports to other formats e.g. MS Excel

Shows group items which make up each standard report

**ABC Holdings Limited - Demonstration only**  
**SALES ANALYSIS - Current Period Analysis (summarised)**  
**Customer by Product**  
**30-Jun-2003**

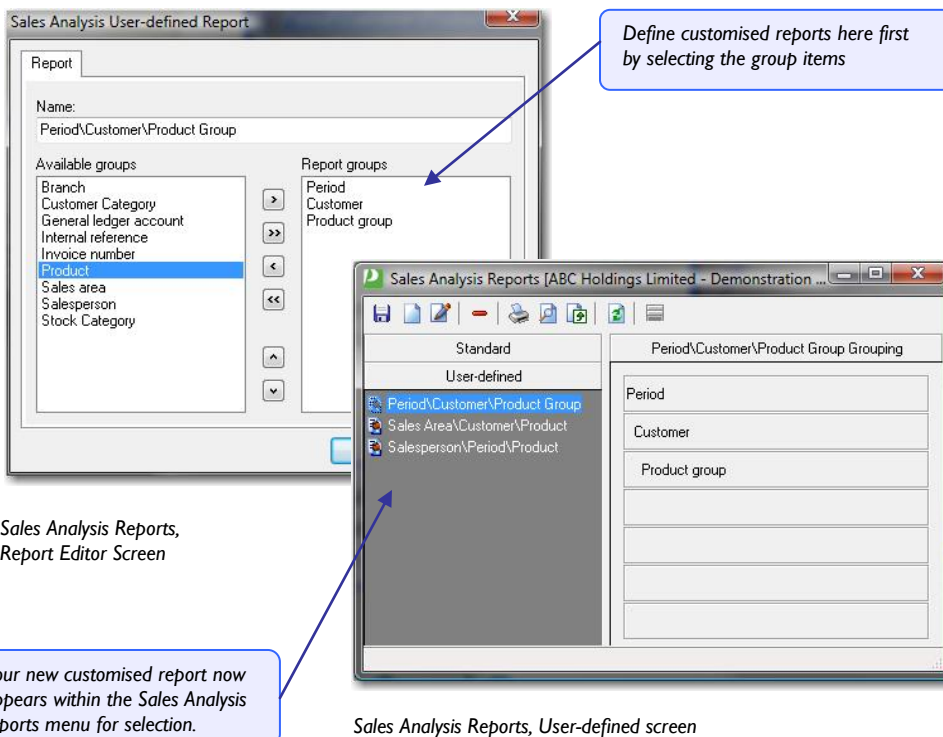
Customer	Product Code	Quantity	Cost	Value	Marg
A ARO NJ	CUSHL	20.00	440.00	660.00	33.33
	CUSHM	20.00	360.00	540.00	33.33
	<i>Customer Total</i>	<b>40.00</b>	<b>800.00</b>	<b>1400.00</b>	<b>42.86</b>
A RGO SSY	2SEATER	4.00	1635.26	2158.02	24.22
	3SEATER	1.00	482.41	616.68	20.15
	CHAIRDIR	11.00	1089.29	1481.45	26.47
	DESK	1.00	173.57	342.02	49.25
<i>Customer Total</i>	<b>17.00</b>	<b>3390.53</b>	<b>4598.17</b>	<b>26.26</b>	
A USSIEBL			57632.79	100.00	
<i>Customer Total</i>	<b>.00</b>	<b>.00</b>	<b>57632.79</b>	<b>100.00</b>	
CASH	FLOW	12.00	192.00	241.92	20.63
<i>Customer Total</i>	<b>12.00</b>	<b>192.00</b>	<b>241.92</b>	<b>20.63</b>	
CHILD MAT	DESK	1.00	173.57	342.02	49.25
<i>Customer Total</i>	<b>1.00</b>	<b>173.57</b>	<b>342.02</b>	<b>49.25</b>	
DEMPSTER			7463.35	100.00	
<i>Customer Total</i>	<b>.00</b>	<b>.00</b>	<b>7463.35</b>	<b>100.00</b>	

Sales Analysis Reports, Standard Screen

Sales Analysis Reports, Standard Report (Customer by product group, detailed)

## Features

- Up to 99 periods of analysis
- User-definable reports
- Large collection of standard analysis reports
- Simple report builder
- Optional cost/margin analysis
- Ability to export reports to MS Excel, HTML, CSV and RTF formats
- Save commonly used report selections
- Full historical sales history
- Codes only reports
- Easy to use selection menus
- Summarised or detailed reports



Sales Analysis Reports, Report Editor Screen

Sales Analysis Reports, User-defined screen

General Ledger  
 Cashbook  
 Accounts Receivable  
 Accounts Payable  
 Inventory Control  
 Special Pricing  
 Fixed Assets  
 Bill of Materials  
 Sales Order Entry  
 Sales Analysis  
 Purchase Ordering  
 Purchase Analysis  
 Foreign Currency  
 Payroll  
 Alex  
 Report Designer  
 Data Transfer  
 FlexiData  
 ODBC  
 OLE DB  
 Archiver  
 Scheduling

## User Defined Reports

Create customised company reports using the wide selection of data fields available. These include all of the fields listed under the Sales Analysis Report Editor screen (shown above). A simple report builder allows you to define reports which are tailored to your requirements. Once you have defined a report, it may be saved under a chosen name and will appear as a listed report on the user-defined screen.

## Settings

Within the settings menu, you can choose the length of sales history you wish to retain (in periods), and whether to show costs and margins.

## Module Integration

The Sales Analysis module draws upon information created by Attaché PRO Sales (invoicing) and Accounts Receivable modules.

# Attaché

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