



# SALES ANALYSIS

WORLDWIDE BUSINESS SOLUTIONS

In today's increasingly competitive markets, the availability of clearly presented and easily manipulated sales information is of paramount importance in directing the efforts of the business.

Geac's System21 Sales Analysis provides customised views of sales information to make comparisons and identify trends which are vital to strategic planning.

One of the great strengths of Sales Analysis is the extent to which each individual user is able to tailor the system to their own requirements without the need for any programming. This flexibility starts with the sales history database which is defined by the user, along with the level at which sales history is held. The formats of inquiry are chosen by the user, and a new view of the information can be created quickly and easily without the need for data processing personnel.

Reports can be created via a simple series of prompts, and may be requested on a regular basis; or may be simple ad-hoc inquiries to answer a pressing question.

## KEY FEATURES / BENEFITS

- Integrated with other System21 application
- Multiple companies are supported
- The sales history database is defined by the user who can:
  - include any item analysis or description fields, for example, product group, item class etc.
  - include any customer analysis or description fields, for example, customer class, payment terms, salesman etc.
  - decide if sales budget information is to be held and at what level, for example, product group, sales area etc.
  - select the sales analysis period length (this can be independent of accounting periods)
- The level of detail on the enquiry screens is defined by the user
- The sales history database can be held by week and period allowing period to date and year to date reporting
- A selective look at sales history reflects any changes in customer related analysis codes, for example, salesman or area
- Reporting can be in a variety of formats, for example, actual or actual versus budget, with control over the level of detail selection and sort sequences
- Ranking analysis identifies best of worst performers as well as highlighting the greatest changes over a selected period of time
- Analysis of both stocked and non-stocked items sales are supported.

## WORLDWIDE BUSINESS SOLUTIONS

Geac's System21 Sales Analysis provides customised views of sales information to make comparisons and identify trends which are vital to strategic planning.

