



MASTERPACK

SALES ANALYSIS

BENEFITS:

Analyse up-to-date information

View detailed or summary information

Email reports to distribution lists

Analyse open sales orders



The Sales Analysis module offers tools for flexible Sales Analysis, Sales Budgets, Sales Management Reporting, Sales Leads Processing and Lost Sales Analysis. Both the Sales Analysis and Budget information feed directly into MITS (IBM's Data Warehousing Tool).

Sales analysis allows the user to select from a wide range of options to create analysis of data for reporting and enquiries.

FEATURES

- Ability to **compare** current figures against past results
- Ability to **review future sales**, via sales analysis
- Ability to track **Lost Sales** and quotes not converted to orders
- Ability to **split commissions** on sales by percentage
- **Sales Lead processing** that interfaces though to invoice
- Set up **calendars** for many reporting periods
- **Enquiry level** can be set at the customer group, customer/parent or child level
- **Compare** sales figures against budgeted sales figures
- Sales Analysis enquiry has the ability to **drill down** to the originating invoice/credit note
- Up to 99 **user defined** sales analysis files



FLEXIBILITY, FUNCTIONALITY, INTEGRITY, SIMPLICITY

Flexible Sales Analysis includes any combination of the following, with the user determining hierarchy:

- Branch
- Warehouse
- Salesperson
- Sales Group
- Customer Group
- Customer
- Order Type
- Industry
- Region
- Territory
- Area
- Sales Category
- Product Line
- Inventory Category
- Inventory Group
- Item

EXECUTIVE INFORMATION SYSTEMS

- User defined reports
- Standard reports
- Drill down enquiries

INTEGRATIONS

- Downloads to Microsoft Office Products
- Integrated to MITS Data Modelling for analysis of warehousing data
- Integrated to the Workflow module within Masterpack

Period	Qty	Sales	COGS	Gross Profit	GP %
200312					**
200311	2102	55,159.68	18,266.03	36,893.65	66.9
200310	1648	42,538.35	12,155.43	30,382.92	71.4
200309					**
200308	14	2,825.45	1,570.00	1,255.45	44.4
200307	76004.39	11,072,304.14	3,209,613.18	7,862,690.96	71.0
Totals	379768	11,172,827.62	3,241,604.64	7,931,222.98	

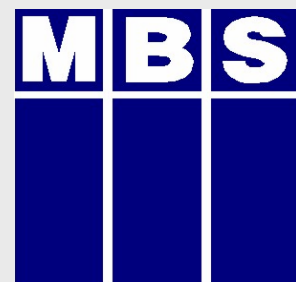


THE COMPANY

Meier Business Systems (MBS) is an Australian owned company that has been providing a broad range of computer support services and products since 1987.

MBS offers outstanding skills in operating system, hardware, database and network support. These skills complement MBS's activities in the application software development arena and together with a range of open systems and storage solutions, form the primary focus of all MBS systems integration and support activity.

MBS provides ERP and Supply Chain solutions that are leading edge and widely accepted throughout the world.



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