

# idu-Concept Sales Reporting



Companies depend on their sales teams to generate the revenue that fuels growth. Pressure is increasing for sales forces to meet their goals and on managers to monitor performance. This module allows real-time interaction with the sales data and allows users to comment and analyse variances between anticipated sales outcomes and those that have actually transpired. Aggregation allows real-time analysis by product and customer, or any summary of the underlying information.

The idu-Concept Sales Reporting module is a two way interface between the budget and sales ledger systems. It builds on the advances achieved through the Sales Budget interface, delivering an optional module to allow the reporting of daily, weekly and monthly sales information to managers via the web.

## Key Features - idu-Concept Sales Reporting

- Allows for the analysis of variance of actual vs. budget, comparative years and forecasts by customer and product.
- Tolerances can be set to only highlight adverse variances that exceed a tolerance level in both percentage or value terms
- The system supports drill down from the highest level down to individual customer and product. This gives both users and managers the ability to analyse the sales performance on a daily basis and identify and rectify any business areas that are responsible for major variances.
- The user has the ability to capture comments explaining reasons for adverse variances. These comments can then be viewed by the responsible managers.
- The system administrator has the ability to create multiple product and customer hierarchies. These can be viewed on-line and reported against, eliminating the requirement to develop many reports for the various sales reporting requirements.
- The system administrator is able to define multiple user specific screen layouts. This presents the opportunity to create different views specific to individual requirements.

Both the sales budgeting and reporting modules include a standard suite of Crystal and SQL Reports.

The system enables the addition of any customised reports to be included in the deployment of the web based module. The administrator has the ability to create user reporting profiles thereby displaying the reports that are pertinent for the user's particular requirement.

All Stores									
Code	Desc	Revenue Budget - CM	Revenue - Actuals CM	Achieved CM	Revenue Budget - YTD	Revenue Actuals - YTD	Achieved YTD	Variance	
Expand All	Collapse All	Refresh	28,848,842	28,899,898	100	1,499,114,242	1,507,928,827	100	
PR01	KwaZulu Natal	12,769,445	12,559,300	98	674,984,254	661,081,956	97		
MD4	Gateway	2,285,263	2,400,980	105	130,565,849	130,390,486	100		
123459	Game - Gateway	2,002,364	2,100,859	104	126,799,845	124,385,453	100		
123464	Spar - Gateway	282,898	300,121	106	3,766,003	4,005,032	106		
MD5	Value Centres	2,641,232	2,774,446	105	137,453,231	145,626,627	105		
MD7	Other	5,226,215	4,632,062	88	271,908,791	233,926,128	86		
123457	P&P - La Lucia Mall	2,300,643	1,947,364	84	130,694,083	110,898,875	84		
123460	Game - La Lucia Mall	1,997,212	1,689,087	84	126,734,323	107,809,987	84		
123468	Click - La Lucia Mall	261,336	278,553	106	3,532,606	3,771,904	106		
123473	Checkers Hyper - Gateway	15,126	17,727	117	149,157	195,996	131		
123480	Liberty Liquors - Gateway	651,907	699,349	107	10,776,421	11,549,364	107		
MD9	Glenashley	277,017	293,968	106	3,713,379	3,990,211	106		
MD10	Crescent	2,339,726	2,457,642	105	131,343,002	139,188,544	105		
PR02	Western Cape	9,712,102	10,213,715	105	533,424,986	565,896,167	106		
PR03	Gauteng	6,365,314	6,326,975	99	289,725,102	290,449,874	99		

