



Infor ERP FACTS: 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 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

01-Specialty Distributors, Inc., Item/Warehouse F/M (SAF950)

CP=10/2000 OCT

Item: 1100
Warehouse: 01
Type: W - Warehouse

	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		

Buttons: Save, Delete, New, Exit



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