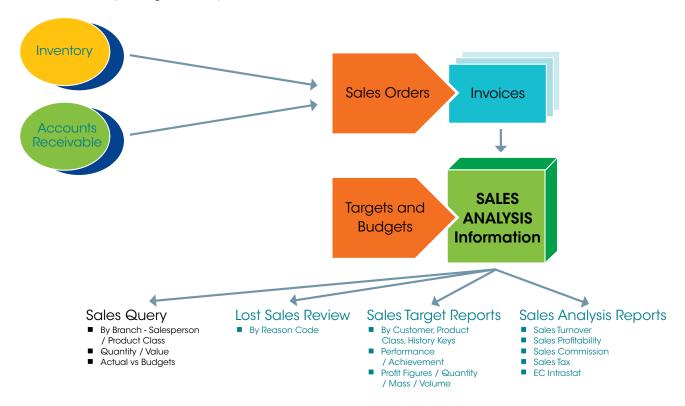# SYSPRO
Sales Analysis

SYSPRO Sales Analysis provides insight into sales activities to improve sales profitability and provide information for sales forecasting and planning on a number of levels.

SYSPRO Sales Analysis also assists in determining the extent to which a sales force has met its sales objectives through the provision of analysis on how well Sales people and product groups are performing compared to budgets available.

The Sales Analysis system is the focal point for the accumulation of sales data generated from other modules. Sales history is accumulated in a wide variety of user-defined formats such as: salesperson, product class, customer, warehouse, geographic area, customer class, stock code, order type and branch. Information can be displayed in bar charts or reports. Various budgets and targets can be entered based on user-defined groupings. In addition Tax and Commission reporting can be performed.

The benefits of Sales Analysis

- Identification of the most profitable products, customers and divisions
- Measurements of actual performance against quantity or revenue forecasts
- Customer, product budgets and salesperson targets
- Analysis of market trends and geographic buying patterns
- Analysis of sales staff performance and actuals to budgets
- Improved sales forecasting
- Analysis of tax collections

Sales Query
- By Branch - Salesperson / Product Class
- Quantity / Value
- Actual vs Budgets

Lost Sales Review
- By Reason Code

Sales Target Reports
- By Customer, Product Class, History Keys
- Performance / Achievement
- Profit Figures / Quantity / Mass / Volume

Sales Analysis Reports
- Sales Turnover
- Sales Profitability
- Sales Commission
- Sales Tax
- EC Intrastat

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SYSPRO
Sales Analysis

Sales Analysis features

- Create budgets for salespeople, customers and product lines using user-defined time periods for analysis
- Retain up to 24 months of sales history online
- Choose the data to analyze with user-defined sales history options
- Correct sales transactions without interrupting invoicing
- Produce periodic sales, profitability and tax reports

Integration with SYSPRO

- Accounts Receivable
- Inventory
- Sales Orders

Audit trails and reporting

- Provide user-defined selection criteria for flexible reporting
- Sales Profitability Analysis reports line item gross profit
- Provides daily and monthly sales turnover reports
- Allow actual to budget comparisons and profitability analysis by salesperson and product type
- Highlight missing invoice numbers
- Document all minimum profitability overrides
- Generate extensive reports such as:
    - Sales by salesperson
    - Customer
    - Product type
    - Branch
    - Geographic area
    - Profit by invoice, etc.
- Provides sales tax reporting in detail or summary
- Allow commission calculation and reporting
- Consolidated reporting of sales tax

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