



Infor ERP FACTS

Sales Analysis

Release 7.7



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Preface

Welcome to the FACTS System software that automates your business operations! The FACTS System is composed of 22 highly integrated modules. Each module has a manual dedicated its use and functionality. For ease of use, the manuals are formatted similarly. All of the FACTS manuals contain the following sections: system overview, program descriptions, references, glossary of terms, and sample reports.

System Overview

This section discusses the function and process flow for each module. Each System Overview section contains:

- An overview of each module and its interaction with other modules
- Flow charts of the module's system
- An overview of the modules posting to the General Ledger. This section should be reviewed even if the General Ledger Module is not being used
- Procedures and close-out checklists for daily, weekly, periodic (monthly) and yearly processing

Program Descriptions

These chapters detail each program in the module. Each program description includes the functions, user inputs, and a screen print. The programs are listed in the order that they appear on the menu. There is an overview preceding each menu that explains the interaction of the programs within the menu.

References

Throughout the documentation the phrase (ref. #) is used. This is referring to the appendix called "References."

References are used to prevent the same information from being repeated one program to the next. They are located at inputs where a user might want further information. References are always numbered. For example, F2 allows a search (ref.5): this indicates that pressing F2 will allow a search on the input, and more information on searches can be found in the Reference Appendix under reference #5.

Glossary of Terms

The glossary provides a definition of terms used in the manual and related terms from other modules.

Sample Reports

This section provides a sample printout of most of the reports and prints in the module. A directory is included that lists each report and the page number in the section.

Using Preprinted Forms in FACTS

Some of the print programs available in FACTS are designed to output on preprinted forms available from Western Atlanta Forms Corp., 1895-C Beaver Ridge Circle, Norcross, GA 30071, 1-800-241-8951

You can order standard preprinted forms with your company name, address, logo, etc. Sample forms are available in the New User Packet. Samples include:

- **AP** - check
- **AR** - statement, invoice, past due notice (dunning letter)
- **IC** - transfer ticket
- **JC** - estimate, invoice
- **PO** - purchase order
- **PR** - check
- **SO** - quote, pick ticket, invoices (2), counter sales slip, UPS shipping label and bill of lading.

Keep in mind that it can take anywhere from two to six weeks to print and deliver the forms, depending on their complexity.

To configure FACTS to use these forms, the **Use Preprinted Forms** flag must be set to Y in the following file maintenance programs:

- | | |
|---------------------------------|-----------------------------|
| • SO Document Print Control | • AP Check Print Control |
| • AR Statement Print Control | • JC Static Control |
| • AR Invoice Processing Control | • AR Dunning Letter Control |

➤ If you run out of preprinted forms, you can set the **Use Preprinted Form** flag in the appropriate file maintenance program to N. The resulting output will print on blank paper and look similar to the preprinted form.

➤ If your company already has its own preprinted forms, your Affiliate may need to modify the programs listed above so that your documents print correctly. (Note: If you want FACTS to print to blank paper forms that look like your preprinted forms, notify your Affiliate of this requirement so that the proper modifications can be made.)

System Overview

The FACTS Sales Analysis module maintains accurate file information that is posted from other modules in the system. This allows users the secure feeling that all information is traceable throughout the system. Instructional prompts, default values and the capability to back up to previous inputs promote both operator efficiency and comfort in using the system.

Sales Analysis is broken down into the following menus:



Inquiries



Reports & Prints, including Customer Reports, Salesperson/Territory Reports, Item Reports and the Branch Report



Commissions



File Maintenances, including Infrequent F/Ms.

All information stored in Sales Analysis is created in the Accounts Receivable, Sales Orders and/or Job Cost Invoicing Systems. The sales information is posted from the AR Invoice Register, JC Invoice Register and the SO Daily Sales Register respectively.

Most files in the Sales Analysis system store 26 periods of information. Customer, salesperson/territory and branch information includes sales, cost, gross margin \$ and gross margin %. Item information includes sales, cost, gross margin \$, gross margin % and units. Two additional files store customer/item month-to-date and year-to-date information and current period item/invoice information.

All multiperiod reports in Sales Analysis allow the user to define the parameters. The user may determine one of the three following available formats: 1) accumulations of sums, 2) comparison of any range of periods to any other range (i.e., current year to previous year) and includes variance and 3) multiple periods printing up to twelve periods selected. The user may also determine which of the available figures to print and the order in which they print (sales, cost, gross margin \$, gross margin % and units). In addition to the figures, the user may set a cutoff below or above which figures are not to print. Users may also indicate whether to print the figures in descending order.

The customer reports consist of the following: Customer Multiperiod Analysis, Customer/Item Class Multiperiod Analysis, Customer/Item Multiperiod Analysis and Customer/Item MTD, YTD Analysis. In the customer reports, the user may print the selected information in customer number, alpha, salesperson/territory, customer class or zip code order. The user may also determine whether to print the ship-to numbers within customer.

The salesperson/territory reports consist of the following: Salesperson/Territory Multiperiod Analysis, Salesperson/Territory/Item Class Multiperiod Analysis and Commission Report. In the salesperson/territory reports, the user may print the selected information in salesperson/territory or region order.

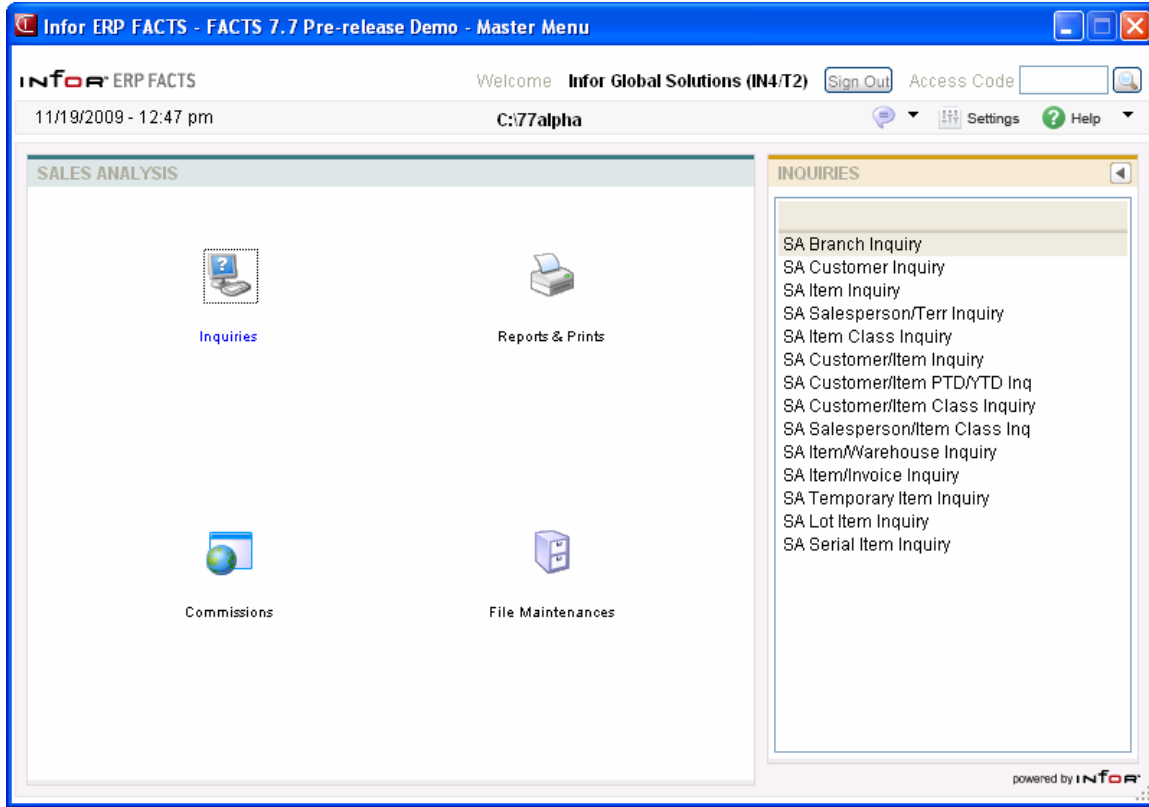
Commissions may be calculated by gross sales or gross margin. The percentage used to calculate the commission may be prioritized using the salesman's %, the customer's % or the item's %. Commissions may be posted to Sales Analysis as paid or hold (until the invoice is paid by the customer) and may be posted in summary or detail. The Commission Report information is stored by date and the information is not affected by the SA End-of-Period Update Program.

The item (class) reports consist of the following: Item Multiperiod Analysis, Item Class Multiperiod Analysis, Item/Customer Multiperiod Analysis, Item/Customer MTD, YTD Analysis, Item Class/Customer Multiperiod Analysis, Item Class/Salesperson Multiperiod Analysis, Item/Warehouse Multiperiod Analysis, Current Period Item/Invoice Report, Temporary Report, Item Lots Report and Serial Item Report. In the item (class) reports, the user may print the selected information in item number, alpha, vendor or item class order. The user may also determine the item descriptions to print (description 1, 2, both or neither). Warehouse and direct sales are stored.

The branch report is the Branch Multiperiod Analysis. This report allows the user to select the beginning and ending branch to print.

All information printed by reports is also available through the SA Inquiry Program. Similar to the reports, the user may determine the format used to display information (accumulated, comparison and multiperiod). In addition to the three standard formats, the user may also display the information in a graph format.

File maintenance programs allow the user to enter, change and delete data. These programs are used to enter the initial data required to set up the system (usually none in Sales Analysis). The user can add, change and delete the records in a file. This is called maintaining the file. Some file maintenance programs will be used often where others will be used infrequently. These infrequent file maintenances (found on the Infrequent File Maintenances menu) are used mostly in the installation of the system.

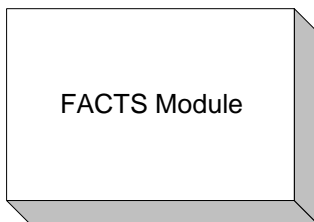
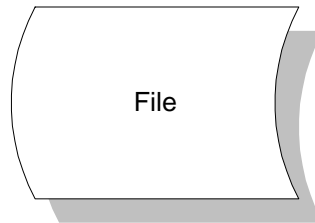
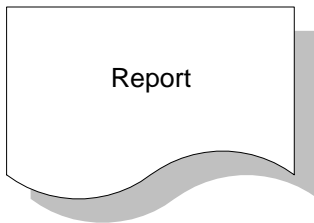
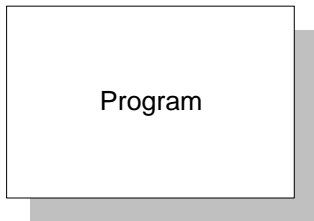


Sales Analysis Flow Charts

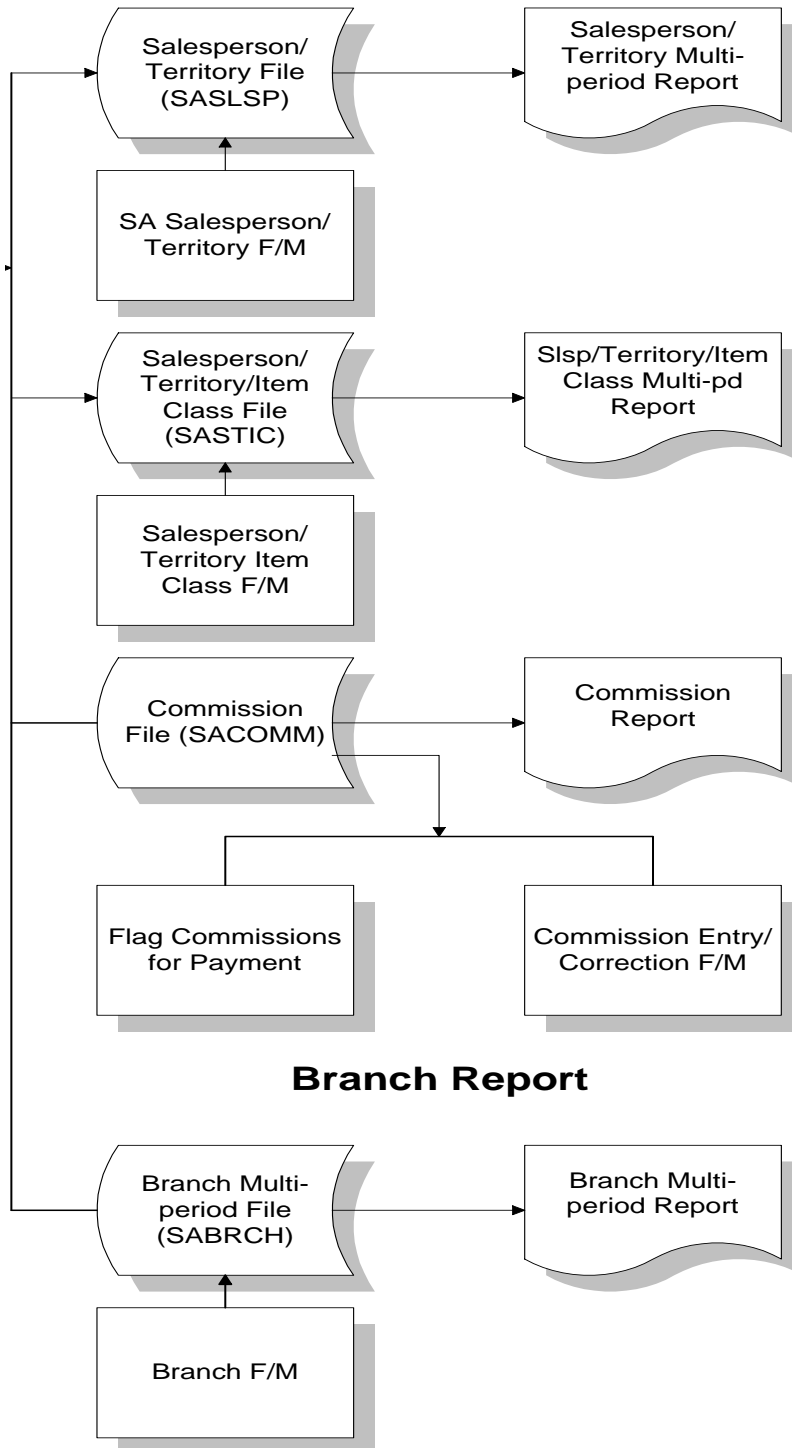
The following pages present flow charts that illustrate the flow of information from Sales Analysis to the other modules in the FACTS System. They also illustrate the flow of information within Sales Analysis.

Note that not all files and programs are shown. The flow charts simply present how information flows through the system.

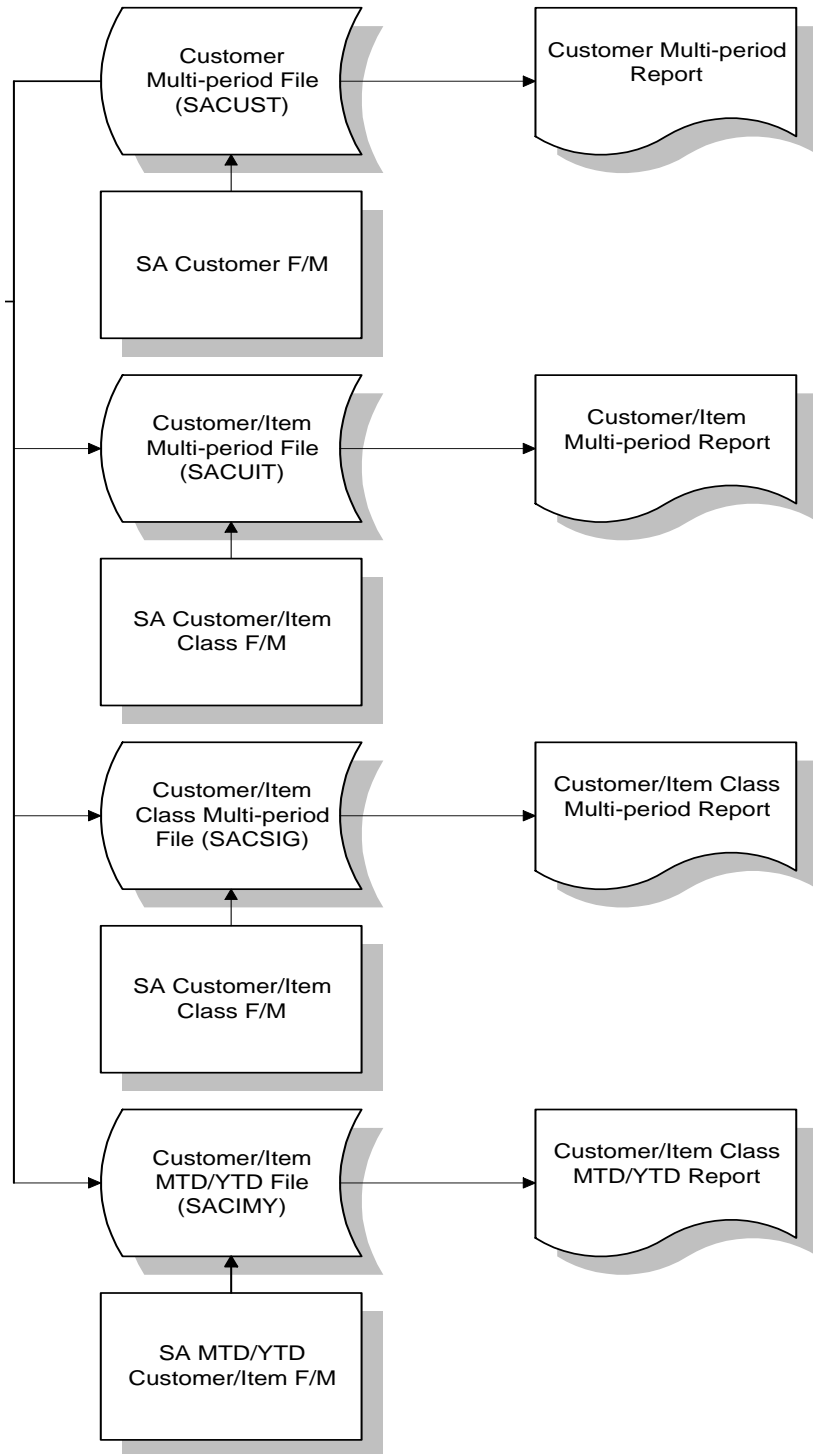
The following symbols represent the types of information shown on the flow charts.



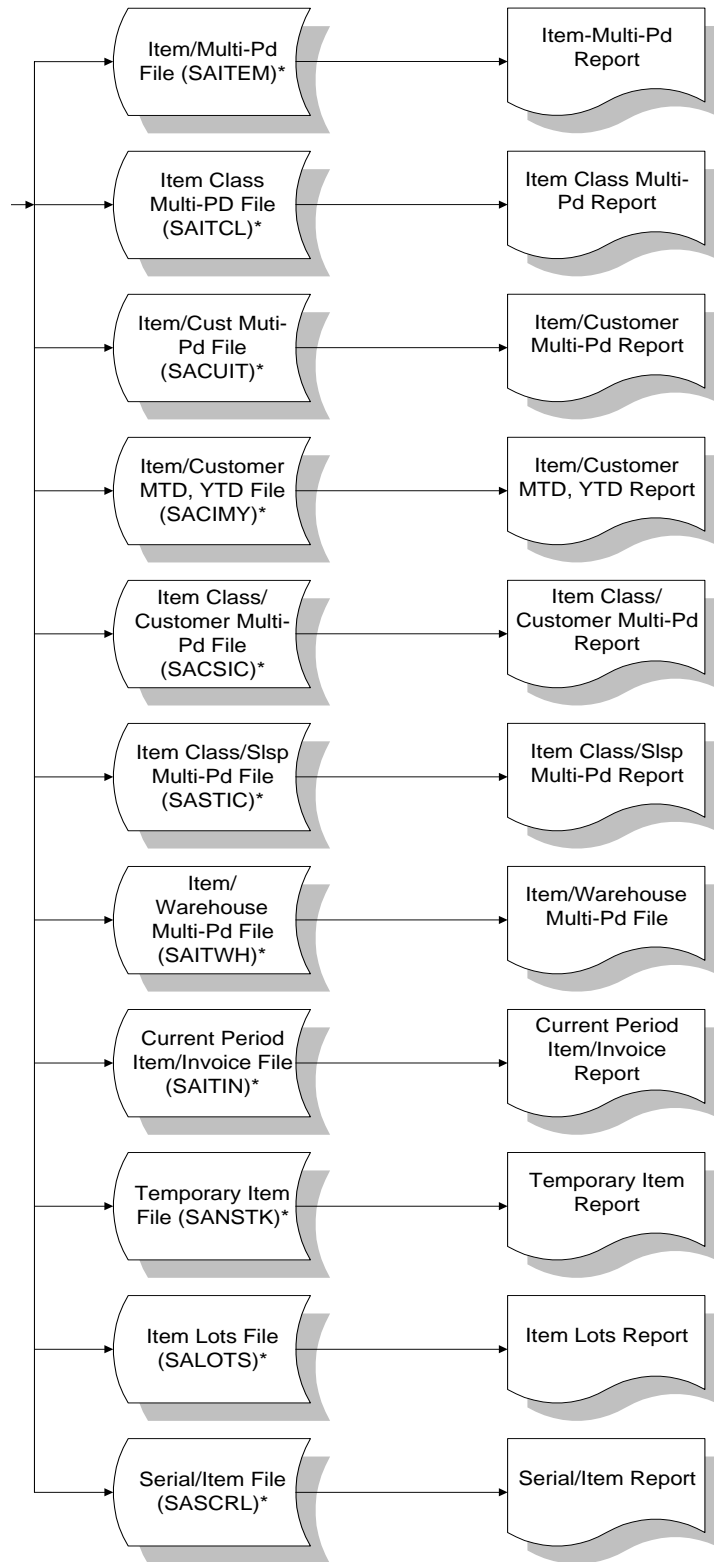
SALESPERSON REPORTS



CUSTOMER REPORTS



ITEM REPORTS



* - A file maintenance program is associated with this file.

Recommended Operating Procedures

Daily Procedures (or as needed)

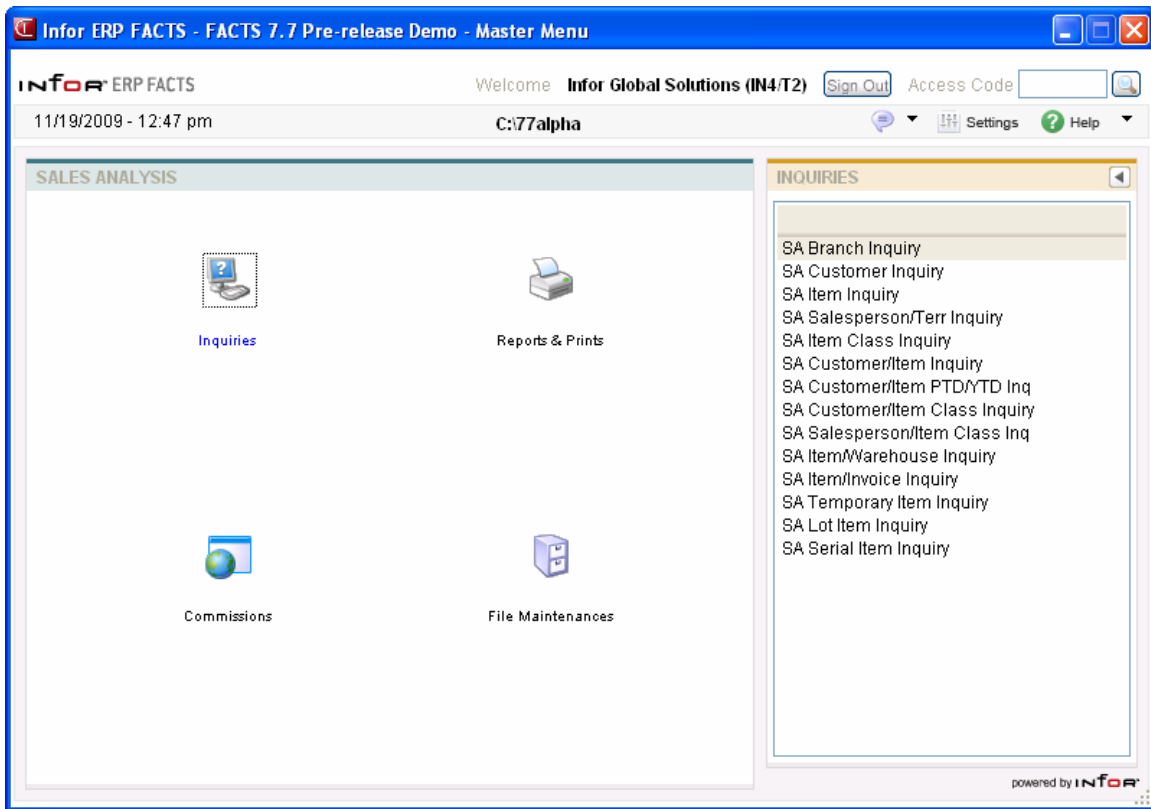
1. Run SA Sales Data Removal as needed

The SA Sales Data Removal program removes the period records in each file according to user input. For each file that is set up in the SA Static Control record as being used, you can enter the number of periods to retain this information. Each SA data file can have a different number of periods to store the information. The program will remove the records that are older than the number of periods selected. The Commission File is not affected by the SA Sales Data Removal program. The commission file is cleared by the optional update at the end of the Commission Report.

2. Run Flag Commissions for Payment program
3. Run/update Commission Report
4. Print necessary reports

Sales Analysis Inquiry

The Sales Analysis Inquiry program allows the FACTS user to view historical data by customer, item, salesperson, and branch for the current period as well as 26 previous periods.




Customer Inquiry (SAI611)



This program provides historical sales information, such as sales, cost of goods sold, gross margin and gross margin percentage, for each customer on record. Accumulated, Comparison, Multiperiod and Graph formats are available in this inquiry. When you access this screen, the system displays the current period for your company.

Use the following fields to display customer inquiry information:


1. Customer

Press Enter (CR) to default to the first record on file. If you already have a customer selected, press Enter (CR) to default to the next record on file. Press **F2** or  to search.

2. Ship-To

If the customer selected has several locations, you can review sales volume of an item for each of the customer's locations. Press Enter (CR) or  to default to SAME, or the same ship-to information in the customer's master file (Customer F/M). Press **F2** or  to search.

3. Customer Ship-To's by Number

If the customer selected has several locations, you can click to open the Ship-To address file for the specified customer or select  to scroll through customer ship-to locations to review sales volume of an item for each of the customer's locations.

4. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

For the Multiperiod view, the following fields are available:

5. Beginning Pd

Enter the beginning period for the multiperiod view.

6. # Pds

Enter the number of periods to view.

7. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period customer information

8. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

9. Show Chart

Select the Show Chart checkbox to indicate you want to view customer sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

10. Sales

Select the Sales checkbox to include sales information for the chart of the specified customer/ship-to location selected.

11. Cost

Select the Cost checkbox to include cost information for the chart of the specified customer/ship-to location selected.

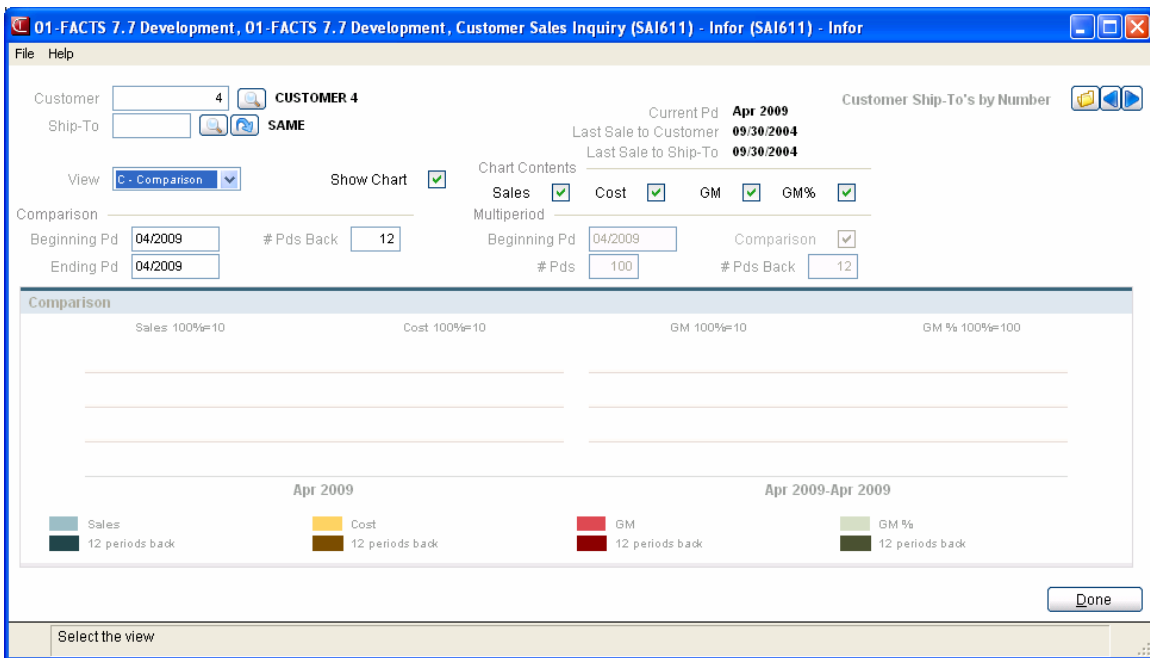
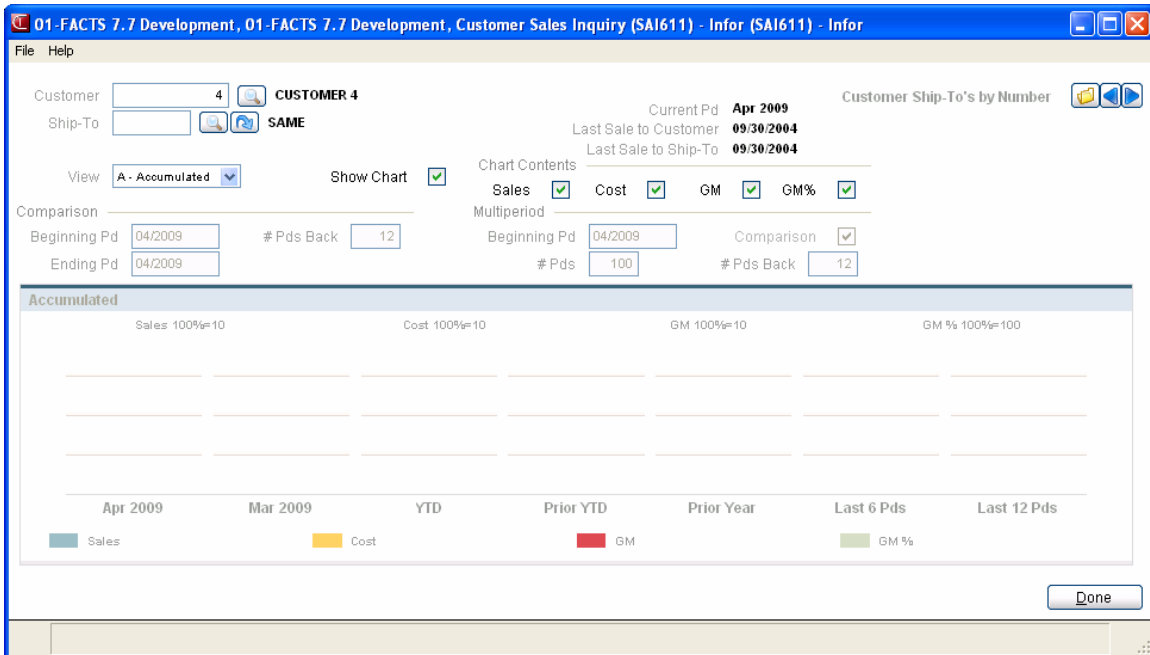
12 GM

Select the GM checkbox to include gross margin information for the chart of the specified customer/ship-to location selected.

13. GM%

Select the GM% checkbox to include gross margin information for the chart of the specified customer/ship-to location selected.

When you have finished viewing historical sales information the specified customer/ship-to location selected, press the **Done** button to return to the Customer field. Enter the customer number for the inquiry or press **Done** to exit the screen.




Item Inquiry (SAI612)


This program allows you to review historical sales information, such as sales, cost of goods sold, gross margin and gross margin percentage, for specific items. This information is available in Accumulated, Comparison, Multiperiod or Graph format.

Use the following fields to display item inquiry information:

1. Item

Press Enter (CR) to default to the first record on file. If you already have an item selected already, Press Enter (CR) to default to the next item on file. Press **F2** or  to search.

2. Item by Number

You can click to open the Item by Number file or select  to scroll through items to review sales volume.

3. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

Enter the display code: **Accumulated**, **Comparison**, **Multiperiod**, or **Graph**.

If you select the comparison format, the system presents you with these additional prompts.

Number of periods back from range for Comparison. Press Enter (CR) to default to 12.

Beginning Period to Compare. Press Enter (CR) to default to the first period of the fiscal year.

Ending Period to Compare. Press Enter (CR) to default to the current prompt.

For the Multiperiod view, the following fields are available:

4. Beginning Pd

Enter the beginning period for the multiperiod view.

5. # Pds

Enter the number of periods to view.

6. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period item information

7. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

8. Show Chart

Select the Show Chart checkbox to indicate you want to view items sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

9. Sales

Select the Sales checkbox to include sales information for the chart of the item selected.

10. Cost

Select the Cost checkbox to include cost information for the chart of the item selected.

11. GM

Select the GM checkbox to include gross margin information for the chart of the item selected.

12. GM%

Select the GM% checkbox to include gross margin information for the chart of the item selected.

14. Units

Select the Units checkbox to include units information for the chart of the item selected.

When you have finished viewing historical sales information the item selected, press the **Done** button to return to the Item field. Enter the item number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Item Inquiry (SAI612) - Infor

Item: H10 Steel Storage Cabinet 36 x 24 x 78"/2t Item by Number: []
 Current Pd: Apr 2006 Def Selling UM: EA

View: A - Accumulated Show Chart Chart Contents: Sales Cost GM GM% Units

Comparison: Beginning Pd: 04/2006 # Pds Back: 12 Multiperiod: Beginning Pd: 04/2006 # Pds: 100 Comparison:
 Ending Pd: 04/2006 # Pds Back: 12

	Sales	Cost	GM	GM%	Units
Apr 2006	3499.00	2255.00	1244.00	35.55	16
Mar 2006	4204.00	3479.00	725.00	17.25	22
YTD	16070.00	11122.00	4948.00	30.79	71
Prior YTD	21873.00	13981.00	7712.00	35.28	100
Prior Year	50868.00	32874.00	17994.00	35.37	231
Last 6 Pds	24442.00	16627.00	7815.00	31.97	109
Last 12 Pds	47194.00	31296.00	15898.00	33.69	212


Done

Salesperson/Territory Inquiry (SAI613)


This program enables you to review historical sales information, such as sales, cost of goods sold, gross margin and gross margin percentage, for different salespeople on record.

Use the following fields to display salesperson/territory inquiry information:

1. Sisp/Terr

Press Enter (CR) to default to the first record on file or, if you already have a salesperson/territory selected, the next record on file. Press F2 or  to search.

2. Sisp/Terr by Number

You can click to open the Salesperson/Territory by Number file or select  to scroll through salespersons/territories to review sales volume for each of the salespersons/territories.

3. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

Enter the display code: **Accumulated**, **Comparison**, **Multiperiod**, or **Graph**.

If you select the comparison format, the system presents you with these additional prompts.

Number of periods back from range for Comparison. Press Enter (CR) to default to 12.

Beginning Period to Compare. Press Enter (CR) to default to the first period of the fiscal year.

Ending Period to Compare. Press Enter (CR) to default to the current prompt.

For the Multiperiod view, the following fields are available:

4. Beginning Pd

Enter the beginning period for the multiperiod view.

5. # Pds

Enter the number of periods to view.

6. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period salesperson/territory information

7. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

8. Show Chart

Select the Show Chart checkbox to indicate you want to view salesperson/territory sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

9. Sales

Select the Sales checkbox to include sales information for the chart of the specified salesperson/territory.

10. Cost

Select the Cost checkbox to include cost information for the chart of the specified salesperson/territory.

11. GM

Select the GM checkbox to include gross margin information for the chart of the specified salesperson/territory.

12. GM%

Select the GM% checkbox to include gross margin information for the chart of the specified salesperson/territory.

When you have finished viewing historical sales information the salesperson/territory selected, press the **Done** button to return to the Slsp/Terr field. Enter the salesperson/territory number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Slsp/Terr Inquiry (SAI613) - Infor

File Help

Slsp/Terr: TAP TIM PLOTNER

Slsp/Terr by Number: [Next Slsp/Terr]

View: A - Accumulated Show Chart

Chart Contents: Sales Cost GM GM%

Comparison: Beginning Pd 04/2006 # Pds Back 12

Multiperiod: Beginning Pd 04/2006 # Pds 100 Comparison

	Sales	Cost	GM	GM%
Apr 2006	.00	.00	.00	.00
Mar 2006	.00	.00	.00	.00
YTD	.00	.00	.00	.00
Prior YTD	.00	.00	.00	.00
Prior Year	.00	.00	.00	.00
Last 6 Pds	.00	.00	.00	.00
Last 12 Pds	.00	.00	.00	.00


Done

Item Class Inquiry (SAI614)


This program enables you to review historical sales information by item class (i.e. dock equipment, warehouse equipment, etc.)

Use the following fields to display item class inquiry information:

1. Item Class

Press Enter (CR) to default to the first record on file or, if you already have an item class selected, the next item class on record. Press F2 or  to search.

2. Item Class by Number

You can click to open the Branch by Number file or select  to scroll through branches to review sales volume of an item for each of the branches.

3. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

Enter the display code: **Accumulated**, **Comparison**, **Multiperiod**, or **Graph**.

If you select the comparison format, the system presents you with these additional prompts.

Number of periods back from range for Comparison. Press Enter (CR) to default to 12.

Beginning Period to Compare. Press Enter (CR) to default to the first period of the fiscal year.

Ending Period to Compare. Press Enter (CR) to default to the current prompt.

For the Multiperiod view, the following fields are available:

4. Beginning Pd

Enter the beginning period for the multiperiod view.

5. # Pds

Enter the number of periods to view.

6. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period item class information

7. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

8. Show Chart

Select the Show Chart checkbox to indicate you want to view item class sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

9. Sales

Select the Sales checkbox to include sales information for the chart of the item class selected.

10. Cost

Select the Cost checkbox to include cost information for the chart of the item class selected.

11. GM

Select the GM checkbox to include gross margin information for the chart of the item class selected.

12. GM%

Select the GM% checkbox to include gross margin information for the chart of the item class selected.

13. Units

Select the Units checkbox to include units information for the chart of the item class selected.

When you have finished viewing historical sales information the item class selected, press the **Done** button to return to the Item Class field. Enter the item class number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Item Class Inquiry (SAI614) - Infor

Item Class: GEN SA General Supplies Item Class by Number: Current Pd: Apr 2006

View: A - Accumulated Show Chart: Chart Contents: Sales Cost GM GM% Units

Comparison: Multiperiod

Beginning Pd: 04/2006 # Pds Back: 12 Beginning Pd: 04/2006 Comparison:

Ending Pd: 04/2006 # Pds: 100 # Pds Back: 12

	Sales	Cost	GM	GM%	Units
Apr 2006	.00	.00	.00	.00	.000
Mar 2006	.00	.00	.00	.00	.000
YTD	.00	.00	.00	.00	.000
Prior YTD	.00	.00	.00	.00	.000
Prior Year	.00	.00	.00	.00	.000
Last 6 Pds	.00	.00	.00	.00	.000
Last 12 Pds	.00	.00	.00	.00	.000


Done

Customer/Item Class Inquiry (SAI617)



This program allows you to review customer purchasing patterns in terms of specific groups of items, or item classes.

Use the following fields to display customer/item class inquiry information:



1. Customer

Press Enter (CR) to default to the first record on file. If you already have a customer selected, press Enter (CR) to default to the next record on file. Press **F2** or  to search.

2. Item

Press Enter (CR) to default to the first record on file. Press **F2** or  to search. Press Enter (CR) to default to the first record on file. If you already have a customer selected, press Enter (CR) to default to the next record on file. Press **F2** or  to search.

3. Ship-To

If the customer selected has several locations, you can review sales volume of an item for each of the customer's locations. Press Enter (CR) or  to default to SAME, or the same ship-to information in the customer's master file (Customer F/M). Press **F2** or  to search.

4. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

For the Multiperiod view, the following fields are available:

5. Beginning Pd

Enter the beginning period for the multiperiod view.

6.. # Pds

Enter the number of periods to view.

7. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period salesperson/territory by item class information

8. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

9. Show Chart

Select the Show Chart checkbox to indicate you want to view salesperson/territory by item class sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

10. Sales

Select the Sales checkbox to include sales information for the chart of the specified customer by item

11. Cost

Select the Cost checkbox to include cost information for the chart of the specified customer by item.

12. GM

Select the GM checkbox to include gross margin information for the chart of the specified customer by item.

13. GM%

Select the GM% checkbox to include gross margin information for the chart of the specified customer by item.

14 Units

Select the Units checkbox to include units information for the chart of the customer by item selected.

When you have finished viewing historical sales information the branch selected, press the **Done** button to return to the Customer field. Enter the Customer number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Customer/Item Class Inquiry (SAI617) - Infor

File Help

Customer: C110 Texas Material Handling Inc
 Item Class: GEN SA General Supplies
 Ship-To: SAME
 View: A - Accumulated Show Chart

Customer/Item Class by Customer
 Current Pd: Apr 2006
 Last Sale to Customer: 09/30/2004
 Last Sale to Ship-To: 10/17/2006

Chart Contents:
 Sales Cost GM GM%

Comparison:
 Beginning Pd: 04/2006 # Pds Back: 12
 Ending Pd: 04/2006

Multiperiod:
 Beginning Pd: 04/2006 # Pds: 100 Comparison:
 # Pds Back: 12

	Sales	Cost	GM	GM%
Apr 2006	.00	.00	.00	.00
Mar 2006	.00	.00	.00	.00
YTD	.00	.00	.00	.00
Prior YTD	.00	.00	.00	.00
Prior Year	.00	.00	.00	.00
Last 6 Pds	.00	.00	.00	.00
Last 12 Pds	.00	.00	.00	.00


Done

Customer/Item Inquiry (SAI615)


This program allows you to review sales of a specific item by customer. This inquiry can help you track customer buying patterns and the buying patterns of a customer's different locations.

Use the following fields to display the customer/item inquiry information:



1. Customer

Press Enter (CR) to default to the first record on file or, if you already have a customer selected, the next customer on file. Press **F2** or  to search.



2. Item

Press Enter (CR) to default to the first item on file or if one is selected, the next item on file. Press **F2** or  to search.

3. Customer Item PTD/YTD by Item

If the customer selected has several period-to-date and year-to-date purchases, you can click to open the Customer/Item PTD/YTD file for the specified customer or select   to scroll through customer/items to review sales volume of each item.

4. Ship-To

If the selected customer has several locations, you can review sales volume of the item selected at each of the customer's locations. Press Enter (CR) or  to default to SAME, which refers to the ship-to address that is set as the default in the customer's master file (Customer F/M in Accounts Receivable). Press **F2** or  to search of the ship-to addresses available for that customer.

5. Show Chart

Select the Show Chart checkbox to indicate you want to view customer/item PTD/YTD information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin, units or number of invoices in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

6. Sales

Select the Sales checkbox to include sales information for the chart of the specified customer/item PTD/YTD information.

7. Cost

Select the Cost checkbox to include cost information for the chart of the specified customer/item PTD/YTD information.

7. GM

Select the GM checkbox to include gross margin information for the chart of the specified customer/item PTD/YTD information.

8. GM%

Select the GM% checkbox to include gross margin information for the chart of the specified customer/item PTD/YTD information.

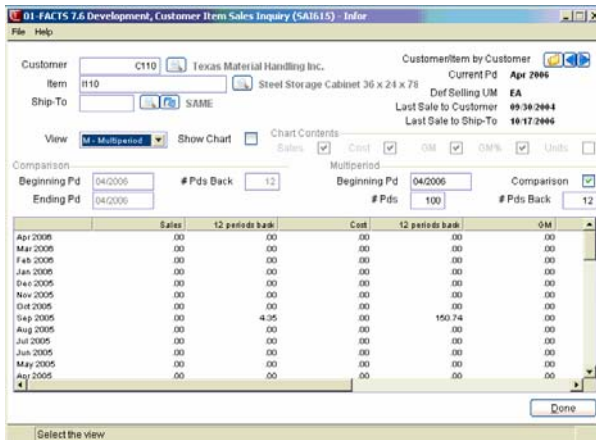
9. Units

Select the Units checkbox to include units information for the chart of the customer/item PTD/YTD information selected.

10. # of Inv

Select the # of Inv checkbox to include the number of invoices for the customer/item PTD/YTD information.

When you have finished viewing historical sales information the specified customer/item selected, press the **Done** button to return to the Customer field. Enter the customer number for the inquiry or press **Done** to exit the screen.







Item/Warehouse Inquiry (SAI619)


This program allows you to review historical sales information for items by warehouse and shipment type so that you can track sales from inventory vs. sales direct from the vendor. Information provided includes sales, cost of goods sold, gross margin and gross margin percentage and can be viewed in Accumulated, Comparison, Multiperiod and Graph format.

Use the following fields to display item/warehouse inquiry information:

1. Item

Enter the item number. Press **F2** or  to search for items. To search the item/warehouse by item file, click . Use the   buttons to scroll through the item/warehouse records on file.

2. Warehouse

Press Enter (CR) to default to SAME, meaning the default warehouse entered into the item's master file in the Item F/M. Press **F2** or  to search.

3. Sale Type

The shipment type defaults to W-Warehouse when you press Enter (CR). To review direct sales items, enter D-Direct Ship.

4. View

Enter the display code for the inquiry view. You can select from: Accumulated, Comparison, Multiperiod.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

For the Multiperiod view, the following fields are available:

5. Beginning Pd

Enter the beginning period for the multiperiod view.

6.. # Pds

Enter the number of periods to view.

7. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period items by warehouse and shipment type information

8. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

9. Show Chart

Select the Show Chart checkbox to indicate you want to view item\ by warehouse and shipment type sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

10. Sales

Select the Sales checkbox to include sales information for the chart of the specified item by warehouse and shipment type.

11. Cost

Select the Cost checkbox to include cost information for the chart of the specified item by warehouse and shipment type.

12. GM

Select the GM checkbox to include gross margin information for the chart of the specified item by warehouse and shipment type.

13. GM%

Select the GM% checkbox to include gross margin information for the chart of the specified item by warehouse and shipment type.

14 Units

Select the Units checkbox to include units information for the chart of the items by warehouse and shipment type selected.


When you have finished viewing historical sales information for the item warehouse by warehouse selected, press the **Done** button to return to the Item field. Enter the item number for the inquiry or press **Done** to exit the screen.

Salesperson/Item Class Inquiry (SAI618)

This program allows you to track a salesperson's historical sales data in terms of item classes, or user-defined groups of items.

Use the following fields to display salesperson/item class inquiry information:


1. Salesperson/Territory

Press Enter (CR) to default to the first record on file or, if you already have a salesperson selected, the next salesperson on file. Press **F2** or  to search.

2. Item Class

Press Enter (CR) to default to the first record on file or the next record on file if the an item class is already selected. Press **F2** or  to search.

3. Sisp Terr/Item Class by Salesperson

If the salesperson/territory selected has several item classes, you can click to open the salesperson territory/item class by salesperson file for the specified customer or select  to scroll through salesperson/territory codes to review sales volume of an item class for each of the salesperson.

4. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

For the Multiperiod view, the following fields are available:

8. Beginning Pd

Enter the beginning period for the multiperiod view.

6.. # Pds

Enter the number of periods to view.

7. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period salesperson/territory by item class information

8. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

9. Show Chart

Select the Show Chart checkbox to indicate you want to view salesperson/territory by item class sales information graphically.

When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

10. Sales

Select the Sales checkbox to include sales information for the chart of the specified salesperson/territory by item class

11. Cost

Select the Cost checkbox to include cost information for the chart of the specified salesperson/territory by item class.

12. GM

Select the GM checkbox to include gross margin information for the chart of the specified salesperson/territory by item class.

13. GM%

Select the GM% checkbox to include gross margin information for the chart of the specified salesperson/territory by item class.

14 Units

Select the Units checkbox to include units information for the chart of the salesperson or territory/item class selected.

When you have finished viewing historical sales information the branch selected, press the Done button to return to the Salesperson/Territory field. Enter the Salesperson/Territory number for the inquiry or press **Esc** to exit the screen.

01-FACTS 7.6 Development, SlsP Terr./Item Class Inquiry (SAI618) - Infor

File Help

Slsp/Terr: 40 Daniel Simmons
 Item Class: GEN SA General Supplies
 Slsp Terr./Item Class by Salesperson
 Current Pd: Apr 2006

View: A - Accumulated Show Chart

Chart Contents:
 Sales Cost GM GM%

Comparison:
 Beginning Pd: 04/2006 # Pds Back: 12
 Ending Pd: 04/2006

Multiperiod:
 Beginning Pd: 04/2006 Comparison:
 # Pds: 100 # Pds Back: 12

Accumulated

Sales 100%=10 Cost 100%=10 GM 100%=10 GM % 100%=100

Apr 2006 Mar 2006 YTD Prior YTD Prior Year Last 6 Pds Last 12 Pds

Legend: Sales (blue), Cost (yellow), GM (red), GM % (green)





Done

Item/Invoice Inquiry (SAI620)



This program allows you to enter an item number and view the list of invoices on which that item appears. This inquiry also shows you the customer number, date of invoice, warehouse, amount of sale, cost of sale, gross margin, gross margin percent, how many units were ordered and the unit of measure (actual and default).

Use the following fields to display item/invoice inquiry information:

1. Item

Enter the item number. Press **F2** or  to search for items. To search the item/invoice file, click . Use the   buttons to scroll through the item/invoice records on file. Once an item is entered, the default unit of measurement appears.

2. List From

At the List From field in the lower left-hand corner of the screen, you can go directly to a specific invoice by entering that invoice number. Click  to display the first invoice on file for the item; click  to display the next invoice record for the specified item.

3. Actual UM

Click **Actual UM** to display invoice quantity information in the item's actual selling unit of measure.

4. Default UM

Click **Default UM** to re-display invoice quantity information in the item's default unit of measure.

When you have finished viewing invoice information the specified item selected, press the **Done** button to return to the Item field. Enter the item number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Item/Invoice Inquiry (5AI620) - Infor

File Help

Item: Pallet Loading Truck descr666

Item/Invoice by Item

Current Pd: **Apr 2006**

Def Selling UM: CT

Invoice	Customer	Date	Wh	Sales	Cost	GM	GM%	Units	UM
002437	C100	09/30/04	01	4149.60	202.44	3947.16	95.12	1.0	CT
002434	C100	09/30/04	01	4149.60	220.00	3929.60	94.70	1.0	CT
002433	C100	09/30/04	01	193.80	101.22	92.58	47.77	1	EA
002430	C100	09/30/04	01	8299.20	404.84	7894.36	95.12	2.0	CT
002428	C100	09/30/04	01	33196.80	1619.38	31577.42	95.12	8.0	CT
002422	C100	09/30/04	01	4149.60	202.42	3947.18	95.12	1.0	CT
002420	C100	09/30/04	01	8299.20	404.84	7894.36	95.12	2.0	CT
002413	C100	09/30/04	01	2022.79	1318.28	704.51	34.83	15	EA
002409	C100	09/30/04	01	186.73	17.56	169.17	90.60	1	EA
002405	C100	09/30/04	01	933.66	110.00	823.66	88.22	1.0	BX
002399	C100	09/30/04	01	-897.75	.00	-897.75	100.00	-1.0	BX
002397	C100	09/30/04	01	-179.55	.00	-179.55	100.00	-1	EA
002395	C100	09/30/04	01	3734.64	440.00	3294.64	88.22	2.0	CT
002394	C100	09/30/04	01	1867.32	220.00	1647.32	88.22	1.0	CT
002393	C100	09/30/04	01	1867.32	220.00	1647.32	88.22	1.0	CT
002392	C100	09/30/04	01	395.20	16.72	378.48	95.77	1	EA
002391	C100	09/30/04	01	933.66	66.87	866.79	92.84	1.0	BX
002390	C100	09/30/04	01	9880.00	66.87	9813.13	99.32	1.0	BX
002389	C100	09/30/04	01	19760.00	133.74	19626.26	99.32	2.0	BX
002385	C100	09/30/04	01	75038.60	6332.90	68705.70	91.56	100.0	BX
002378	C100	09/30/04	02	228.00	76.62	151.38	66.39	1	EA
002377	C100	09/30/04	01	159.60	175.55	-15.95	-9.99	2	EA
002374	C100	09/30/04	01	228.00	67.77	160.23	70.32	1	EA

List From



Default UM Actual UM Done



Temporary Item Inquiry (SAI621)

This program allows you to analyze sales of temporary items by warehouse.

Use the following fields to display temporary item inquiry information:



1. Warehouse

Press Enter (CR) to default to Warehouse 01. You can enter another warehouse code or press **F2** or  to perform a warehouse search. To search the Temporary Items by Warehouse file, click .

Use the   buttons to scroll through the temporary items/warehouse records on file.

Once a warehouse code is entered, the system displays item numbers and descriptions for all temporary items ordered through that warehouse. FACTS also displays the date those items were ordered, total sales and cost of goods for those items, as well as gross margin and gross margin percent.

2. List From

At the List From field in the lower left-hand corner of the screen, you can go directly to a specific temporary item by entering that temporary item number. Click  to display the first temporary item on file for the warehouse; click  to display the next temporary item record for the specified warehouse.


When you have finished viewing temporary item information the warehouse selected, press the **Done** button to return to the Warehouse field. Enter the warehouse number for the inquiry or press **Done** to exit the screen.

Lot Item Inquiry (SAI622)





This program allows you review and track lot item sales by warehouse. FACTS displays the lot numbers, the vendor from which the lot item was purchased (including P.O. number and date), the customers to whom the item has been sold (including invoice number and date), the number of units sold to that customer and the unit price.

Use the following fields to display lot item inquiry information:

1. Warehouse



Press Enter (CR) to default to the first record on file or, if a warehouse is already selected, the next record on file. You can enter another warehouse code or press **F2** or  to perform a warehouse search.

2. Item

You can enter a specific lot item number or press **F2** or  to search for items with lot numbers. To search the Lot Items by Item file, click . Use the   buttons to scroll through the lot items for specified warehouse.

Note: Not all items have lot numbers, which are numbers manufacturers assign to groups of items that are produced in batches, such as paint or cleaners, so that the batches can be identified and tracked. Only the items that have been flagged as serial/lot items in the Inventory Control Item F/M will be available from this prompt.

3. List From

At the List From field in the lower left-hand corner of the screen, you can go directly to a specific lot number by entering that lot item number. Click  to display the first lot number on file for the item; click  to display the next lot number for the item in the specified warehouse.

When you have finished viewing invoice information the specified item selected, press the **Done** button to return to the Item field. Enter the item number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Temporary Item Inquiry (SAI621) - Infor

File Help

Warehouse Atlanta Warehouse Temporary Item by Warehouse Current Pd **Apr 2006**

Item	Cls	Date	Units	UM	Sales	Cost	GM	GM%
2063224	DCK	09/20/04	2.000	EA	997.50	862.00	135.50	13.58
BLEACH	DCK	09/20/04	21.000	EA	577.35	207.50	369.85	64.06
BLOCK	GEN	09/21/04	24.000	EA	66.96	46.32	20.64	30.82
I100	GEN	12/31/04	5052.000	EA	6274642.67	467881.56	5806861.11	92.54
I199	WHS	07/17/07	20.000	EA	59.00	39.00	20.00	33.90
I4123	GEN	01/15/03	1.000	EA	65.00	5.95	59.05	90.85
I499	SRV	02/13/04	1.000	EA	5.88	6.00	-.12	-2.04
I832	GEN	09/28/04	5.000	EA	111.75	73.55	38.20	34.18
RALPH	DCK	07/17/07	1.000	EA	.00	5.00	-5.00	-9999.99
SHARON	DCK	07/17/07	2.000	EA	570.00	312.00	258.00	45.26
SHARON AGAIN	DCK	07/17/07	1.000	EA	.00	125.00	-125.00	-9999.99
SHELVES	DCK	09/20/04	12.000	EA	684.00	360.00	324.00	47.37
STK_TEMP	STK	05/16/07	2.000	BX	180.00	20.00	160.00	88.89
TEMP	GEN	12/31/07	.000		.00	.00	.00	.00
TEMP2	GEN	08/17/07	2.000	EA	108.68	50.00	58.68	53.99
TEMP3	GEN	08/17/07	1.000	EA	59.28	26.00	33.28	56.14
TEMPORARY	STK	07/17/07	4.000	EA	2245.00	52.00	2193.00	97.68
TEST	DCK	07/17/07	.030	CT	285.00	150.00	135.00	47.37
TEST1	GEN	08/17/07	2.000	EA	98.80	48.00	50.80	51.42
TIM	DCK	11/10/05	2.000	BX	200.00	100.00	100.00	50.00
WEFYBWEFB	GEN	08/25/03	100.000	EA	19000.00	10000.00	9000.00	47.37

List From

01-FACTS 7.6 Development, Lot Item Inquiry (SAI622) - Infor

File Help

Warehouse Atlanta Warehouse

Item STKLOT ITEM

Lot Item by Item

Current Pd **Apr 2006**

Lot#	Invoice	Date	Customer	Name	Units	UM	Price	UM	
R-200	002308	05/19/07	STEPH	STEPHANIE KELLER	1	BX	20.00	EA	00


List From

Serial Item Inquiry (SAI623)




This program is similar to the Lot Item Inquiry. It allows you to review and track sales of items that have been assigned serial numbers. For each serialized item, FACTS displays the serial numbers assigned to the item and, under that, vendor information (including P.O. number and date), the customers to which the serial item has been sold (including invoice number and date), as well as unit price and unit cost.

Use the following fields to display serial item inquiry information:



1. Warehouse

Serialized items are tracked by warehouse. You can enter a specific warehouse code or press Enter (CR) use the first warehouse on file. Press **F2** or  to search for warehouses.

2. Item

This prompt only accepts item numbers that have been flagged as serial items in the Inventory Control Item F/M. Press Enter (CR) to default to the first serial item in the list. To search for serial items by warehouse, click . Use the   buttons to scroll through the serial item/warehouse records on file. Press **F2** to search serialized items for the warehouse you've selected.

3. List From

At the List From field in the lower left-hand corner of the screen, you can go directly to a specific serial item by entering that serial number. Click  to display the first serial number on file for the item in the specified warehouse; click  to display the next serial number for the serialized item in the specified warehouse.


When you have finished viewing serial number information the specified serialized item/warehouse selected, press the **Done** button to return to the Warehouse field. Enter the item number for the inquiry or press **Done** to exit the screen.

Commissions Inquiry (SAI624)



This program enables you to review a salesperson’s commissions by invoice. For each invoice listed, the program displays the invoice date, the branch, customer, invoice total (sales), cost of goods sold, the percentage of commission, the actual amount of commission, and the status of the commission, i.e., whether or not the commission was paid.

Use the following fields to display commission inquiry information:

1. Slsp/Terr

Press Enter (CR) to default to the first record on file or, if you have already entered a salesperson or territory, the next record on file. Press **F2** or  to search.

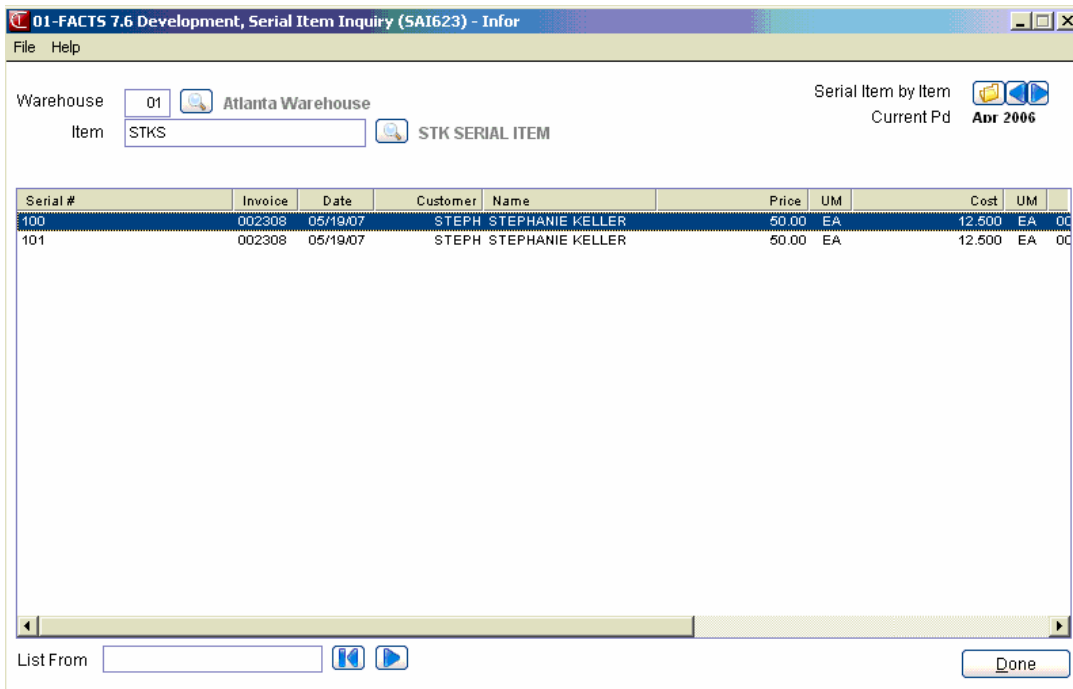
2. Slsp/Terr by Number

You can click  to open the Salesperson/Territory by Number file or select  to scroll through branches to review sales volume of an item for each of the branches.

You can press the **Detail** button to access the Commission Inquiry-Detail (SAI624) screen, where you can review the line detail for the highlighted invoice.

When you have finished viewing commission information the salesperson/territory selected, press the **Done** button to return to the Slsp/Terr field.

Enter the salesperson/territory number for the inquiry or press **Done** to exit the screen.




Branch Inquiry (SAI625)

This program enables you to review historical sales information by branch. You can view this inquiry in Accumulated, Comparison, Multiperiod and Graph format.

Use the following fields to display branch inquiry information:

1. Branch

Press Enter (CR) to default to the first branch on file. If you already have a branch selected, press Enter (CR) to default to the next record on file. Press **F2** or  to search.

2. Branch by Number

You can click  to open the Branch by Number file or select  to scroll through branches to review sales volume of an item for each of the branches.

3. View

Enter the display code for the inquiry view. You can select from: **Accumulated**, **Comparison**, **Multiperiod**.

The **Accumulated format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units for the current period, previous period, year-to-date, prior year-to-date, prior year, past 6 periods and past 12 periods. When making comparison between year-to-date figures and prior year figures, keep in mind that year-to-date figures include the current period; however, prior-year-to-date figures exclude the current period 12 months ago. As a result, more accurate comparison can be made at the beginning of each period.

The **Comparison format** provides a historical comparison of the sales dollars, cost, gross margin (\$), gross margin (%) and, in item and item class inquiries, units. This format requires you to enter a beginning and ending period as well as the number of past periods to compare. If you select the comparison format, the system displays the dates of the last sale to the customer and the last sale to ship-to location. Historical comparison data will display for:

- the current period vs. the corresponding period for the prior year
- the entered range of periods for the current year vs. the corresponding range of periods for the prior year
- the difference between the two periods in percentage

The **Multiperiod format** displays the sales dollars, cost, gross margin (\$), gross margin (%) and units (for item and item class inquiries only) for the current period and the previous periods you specify.

Enter the display code: **Accumulated**, **Comparison**, **Multiperiod**, or **Graph**.

If you select the comparison format, the system presents you with these additional prompts.

Number of periods back from range for Comparison. Press Enter (CR) to default to 12.

Beginning Period to Compare. Press Enter (CR) to default to the first period of the fiscal year.

Ending Period to Compare. Press Enter (CR) to default to the current prompt.

For the Multiperiod view, the following fields are available:

4. Beginning Pd

Enter the beginning period for the multiperiod view.

5. # Pds

Enter the number of periods to view.

6. Comparison

Select the Comparison checkbox to indicate you want compare mutli- period branch information

7. # Pds Back

Enter the number periods back for the mutiperiod comparison range.

8. Show Chart

Select the Show Chart checkbox to indicate you want to view branch sales information graphically. When you select this checkbox, FACTS enables the Chart Contents section of the screen, where you can select the types of customer information for the graph. The Chart displays sales, cost, gross margin or units (in item and item class information) in a graphical format based on your selections below. The chart also allows comparison graphing of sales vs. gross margin or any other combination of sales, cost, and gross margin.

9. Sales

Select the Sales checkbox to include sales information for the chart of the branch selected.

10. Cost

Select the Cost checkbox to include cost information for the chart of the branch selected.

11. GM

Select the GM checkbox to include gross margin information for the chart of the branch selected.

12. GM%

Select the GM% checkbox to include gross margin information for the chart of the branch selected.

When you have finished viewing historical sales information the branch selected, press the **Done** button to return to the Branch field. Enter the branch number for the inquiry or press **Done** to exit the screen.

01-FACTS 7.6 Development, Branch Inquiry (SAI625) - Infor

File Help

Branch Atlanta Branch Branch by Number
 Current Pd **Apr 2006**

View Show Chart

Chart Contents
 Sales Cost GM GM%

Comparison
 Beginning Pd # Pds Back Beginning Pd Comparison
 Ending Pd # Pds # Pds Back

	Sales	Cost	GM	GM%
Apr 2006	.00	.00	.00	.00
Mar 2006	.00	.00	.00	.00
YTD	1888998.00	300000.00	1588998.00	84.12
Prior YTD	25000.00	6400.00	18600.00	74.40
Prior Year	25000.00	6400.00	18600.00	74.40
Last 6 Pds	1888998.00	300000.00	1588998.00	84.12
Last 12 Pds	1888998.00	300000.00	1588998.00	84.12

Commissions

The Commissions menu contains programs that update and correct the commissions file, and reporting and inquiry programs. Commissions Entry/Correction F/M (SAE910) allows you to enter/correct commissions in the commission file. The information in this file is used to print the Commission Report. The Commission Report prints a commission report for each salesman. Commissions may be based on the salesman's %, item % of customer % as set by the priority in the company static control record and may be calculated on gross sales or gross margin. The report divides commissions into paid and unpaid sales. In order to bring these sales up to date when the Commission Report is run, users must run the Flag Commissions For Payment program. This program runs through each invoice for each salesperson/territory and flags the invoice as to whether it has been paid. The Commission Report is not related to SA periods but rather to the invoice dates. You can run it, as needed, by date and optionally remove records after the report is printed.

The following programs are located on this menu:

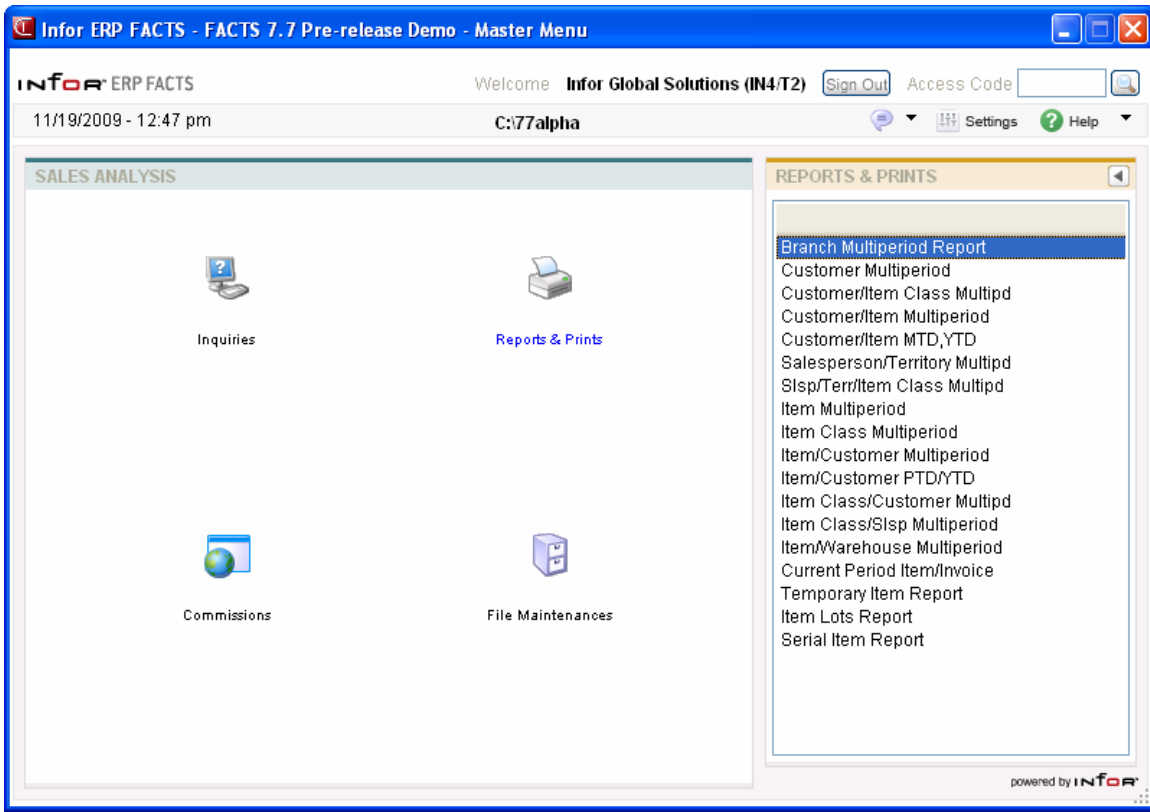
Commission Entry/Correction F/M, which is used to enter/correct commissions in the commission file.

Commission Report (SAR330), which is used to print a Commission Report to determine which invoices have commissions eligible for payment.

Flag Commissions for Payment (SAU310), which is used to update the pay/hold status codes in the commission file.

Records are written to the SA files if the use file flag is set to Y in the SA static control record. A report is then available based on the file it accesses and whether the file is used.

Information from the SO invoicing holding file may update the following SA file information: customer, item, salesperson, item class, customer/item, customer/item MTD, YTD, customer/ item class, salesperson/item class, item/warehouse, item invoice, temporary item, lot item, serial item, commissions and branch.



Customer Multiperiod Analysis (SAR210)

Function

This program allows the user to print customer information stored in the SA customer file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - customer number, alpha, salesperson/territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select the beginning and ending period.
- Select the branch to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - customer number and name, sales, cost, gross margin(\$)
and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - customer number and name, sales, cost, gross margin (\$)
and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - customer number and name, sales, cost, gross margin(\$)
and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

In all three formats report totals are included and if customer class or salesperson/territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Customer Multiperiod Analysis and select "Current Period" for the Beginning Period field, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

User Fields

The following steps are involved in printing the Customer Multiperiod Analysis:



1. Format

Select the format in which you want the report to print: **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.



2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.



3. Beginning Order Choice

Depending on the order you selected set the beginning of the range that you want to appear on the report. Press **F1** or  to enter FIRST. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.




4. Ending order choice

Depending on the order you selected set the end of the range that you want to appear on the report. Press **F1** or  to enter LAST. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.



5. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press **F3** or  to enter ALL branches. Press **F2** or  to search existing branches.

6. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the calculated current year. Click  to enter the first SA period of the calculated current year. Click  to enter the last SA period of the calculated current year. Click  to enter the calculated current SA period. The system calculates the current period using the current system date and the information store in the Company Period & Ending Dates F/M (GLF970) and Standard Period Ending Dates F/M (GLF965) programs.

7. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the calculated current period. Click the  button to default to the SA period prior to the current calculated period. Click  to enter the current calculated SA period.

8. Number Of Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from	Period 2	12 periods back
-----------------	---------------------	-----------------	------------------------



	Period 1		from Period 2
Jan. 2006	Jan. 2005	Feb. 2006	Feb. 2005
[figures]	[figures]	[figures]	[figures]

Press **Enter (CR)** to initially default to 12. If you select Accumulated or Multiperiod formats, this field is disabled.

9. Ship-To

The program defaults to **S-Summary**, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D-Detail**) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M-Multiple**). If you select the **Totals Only** flag, this control becomes disabled.

10. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GM\$** and **P-GM%**. If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**. Press **F3** or  to default to ALL. Press  to view options.

11. Cutoff

This field allows you to omit customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next field). The program defaults to **N-No Cutoff**.

12. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous field, this field is disabled.

13. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**. If you select the **Totals Only** flag, this flag is disabled.

14. New Page

If you chose to print your report in salesperson or customer class order, indicate whether you want each customer or salesperson to print on a new page. The program defaults to **N**. If you selected customer, alpha or zip code order, this field is disabled.

15. Totals Only

If you chose to print your report in salesperson or customer class order, indicate whether to print totals only. The program defaults to **N**. If you choose to print your report in customer, alpha or zip code order, this field is skipped.
Note: If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

01-FACTS 7.7 Development, Customer Multiperiod (SAR210) - Infor

Template Print Options Help

Format: **A - Accumulated** Beginning: [] **First** CP=01/2007 JAN
Order: **C - Customer** Ending: [] **Last**

Properties

Branch: **01 Atlanta Branch**
Beginning Period: [] **First Period of Current Year 01/2007**
Ending Period: [] **Current 01/2007**
Periods Back: **12**
Ship-To: **S - Summary** Figures: **SCGP**
Cutoff: **N - No Cutoff** Amount: [0]
Descending Order: New Page: Totals Only:

Template: _____ Printer: _____
None **WindX Laser**

Ok Cancel

Print accumulated, comparison, or multiperiod format?

Customer/Item Class Multiperiod Analysis (SAR220)

Function

This program allows the user to print item class information by customer stored in the SA customer/item class file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - customer number, alpha, salesperson/ territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select the beginning and ending period.
- Select the branch to print.
- Select the figures to include sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - customer number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - customer number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - customer number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

In all three formats report, totals are included and if customer class or salesperson/territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Customer/Item Class Multiperiod Analysis and select "Current Period" for the Beginning Period field, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

User Fields

The following steps are involved in printing the Customer/Item Class Multiperiod Analysis:



1. Format

Select the format in which you want the report to print: **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to **A**.



2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.



3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press **F1** or  to enter **FIRST**. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.


4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press **F1** or  to enter **LAST**. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.


5. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press **F3** or  to enter **ALL** branches. Press **F2** or  to search existing branches.




6. Beginning Item

Enter the code for the first item that you want to appear on the report. Press **F1** to enter the **FIRST** item on record. Press **F2** or  to search existing items.



7. Ending Item

Enter the code for the last item that you want to appear on the report. The beginning and ending item entries establish the range of items that the report prints. Press **F1** to enter the **LAST** item on record. Press **F2** or  to search existing items.

8. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the calculated current year. Click  to enter the first SA period of the calculated current year. Click  to enter the last SA period of the calculated current year. Click  to enter the calculated current SA period. The system calculates the current period using the current system date and the information store in the Company Period & Ending Dates F/M (GLF970) and Standard Period Ending Dates F/M (GLF965) programs.

8. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the calculated current period. Click the  button to default to the SA period prior to the current calculated period. Click  to enter the current calculated SA period.



10. Number Of Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 2007	Jan. 2006	Feb. 2007	Feb. 2006
[figures]	[figures]	[figures]	[figures]

Press **Enter (CR)** to initially default to 12. If you select Accumulated or Multiperiod formats, this field is disabled.

11. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GM\$** and **P-GM%**. If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**. Press **F3** or  to default to **ALL**. Press  to view options.

12. Ship-To

The program defaults to **S-Summary**, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D-Detail**) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M-Multiple**). If you select the **Totals Only** flag, this control becomes disabled.

13. Cutoff

This field allows you to omit customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next field). The program defaults to **N-No Cutoff**.

14. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous field, this field is disabled.

15. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to not selected. If you select the **Totals Only** flag, this flag is disabled.

16. New Page

If you chose to print your report in salesperson or customer class order, indicate whether you want each customer or salesperson to print on a new page. The program defaults to not selected. If you selected customer, alpha or zip code order, this field is disabled.

17. Totals Only

If you chose to print your report in salesperson or customer class order, indicate whether to print totals only. The program defaults to not selected. If you choose to print your report in customer, alpha or zip code order, this field is skipped. **Note:** If you select **Totals Only** and have **Descending Order**

selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

01-FACTS 7.7 Development, Customer/Item Class Multipd (SAR220) - Infor

Template Print Options Help

Format **A - Accumulated** Beginning **First** CP=01/2007 JAN

Order **C - Customer** Ending **Last**

Properties

Branch **Atlanta Branch**

Beginning Item Class **First**

Ending Item Class **Last**

Beginning Period **First Period of Current Year 01/2007**

Ending Period **Current 01/2007**

Periods Back Figures Ship-To

Cutoff Amount

Descending Order New Page Totals Only

Template Printer

Print accumulated, comparison, or multiperiod format?

Customer/Item Multiperiod Analysis (SAR230)

Function

This program allows the user to print item information by customer stored in the SA customer/item file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - customer number, alpha, salesperson/ territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select branch to print.
- Select the beginning and ending item
- Select the beginning and ending period.
- Select the item type to print.
- Select item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - customer number and name, item number and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - customer number and name, item number and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - customer number and name, item number and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

In all three formats report, totals are included and, if customer class or salesperson/territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Customer/Item Multiperiod Analysis and select "Current Period" for the Beginning Period field, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

User Fields

The following steps are involved in printing the Customer/Item Class Multiperiod Analysis:



1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to **A**.



2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.



3. Beginning Order Choice

Depending on the order you selected set the beginning of the range that you want to appear on the report. Press **F1** or  to enter FIRST. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.

4. Ending Order Choice

Depending on the order you selected set the end of the range that you want to appear on the report. Press **F1** or  to enter LAST. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.



5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. Press **F2** or  to search existing branches. Press **F3** or  to enter ALL branches.



6. Item Type

Select which item types you want included on the report: **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried. The program defaults to all three (**SNU**).

7. Beginning Item

Enter the code for the first item you want to appear on the report. Press **F1** or  to enter the FIRST item on record. Press **F2** or  to search existing items.

8. Ending Item

Enter the code for the last item that you want to appear on the report. The beginning and ending item entries establish the range of items that the report prints. Press **F1** or  to enter the LAST item on record. Press **F2** or  to search existing items.




9. Item Description

Select which item descriptions you want to print: **1**, **2**, **B**-Both or **N**-Neither as entered in the IC Item F/M. The program defaults to Description 1.



10. Ship-to

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M**-Multiple). If you select the **Totals Only** flag, this control becomes disabled.

11. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the calculated current year. Click  to enter the first SA period of the calculated current year. Click  to enter the last SA period of the calculated current year. Click  to enter the calculated current SA period. The system calculates the current period using the current system date and the information store in the Company Period & Ending Dates F/M (GLF970) and Standard Period Ending Dates F/M (GLF965) programs.

12. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the calculated current period. Click the  button to default to the SA period prior to the current calculated period. Click  to enter the current calculated SA period.


13. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 2006	Jan. 2005	Feb. 2006	Feb. 2005
[figures]	[figures]	[figures]	[figures]

Press **Enter (CR)** to initially default to 12. If you select Accumulated or Multiperiod formats, this field is disabled.

14. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GM\$** and **P-GM%** or click  for all. . If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**.

15. Cutoff

This field allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next field). The program defaults to **N-No Cutoff**.

16. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous field, this field is disabled.

17. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to not selected.

18. New Page

If you chose to print your report in customer class or salesperson order, indicate whether you want each class or salesperson to print on a new page. The program defaults to not selected. If you choose to print the report in customer, alpha or zip code order, this field is skipped.

19. Totals Only

If you chose to print this report in salesperson or customer class order, indicate whether you want to print totals only on the report. The program defaults to N. If you chose to print the report in customer, alpha or zip code order, this field is skipped. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

01-FACTS 7.7 Development, Customer/Item Multiperiod (SAR230) - Infor

Template Print Options Help

Format: **A - Accumulated** Beginning: [] **First** CP=01/2007 JAN
Order: **C - Customer** Ending: [] **Last**

Properties

Branch: **01 Atlanta Branch**
Item Type: **All**
Beginning Item: [] **First**
Ending Item: [] **Last**
Item Description: **N - Neither Description** Ship-To: **S - Summary**
Beginning Period: [] **First Period of Current Year 01/2007**
Ending Period: [] **Current 01/2007**
Periods Back: **12** Figures: **SCGPU**
Cutoff: **N - No Cutoff** Amount: [0]
Descending Order: New Page: Totals Only:

Template: **None** Printer: **WindX Laser** **Ok** **Cancel**

Print accumulated, comparison, or multiperiod format?

Customer/Item MTD, YTD Analysis (SAR240)

Function

This program allows the user to print month-to-date and year-to-date customer/item information stored in the SA customer/item file.

The user has the option to:

- Select the format - month-to-date, year-to-date.
- Select the print order - customer number, alpha, salesperson/ territory, customer class or zip code.
- Select the beginning and ending order choice.
- Select the branch to print.
- Select the beginning and ending item.
- Select the item type to print.
- Select the item description(s) to print.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%), units.
- Select a minimum or maximum amount to print.
- Print ship-to information.
- Print in descending order (highest figures to lowest).

Report information includes the following: customer number and name, item and description(s), ship-to number and name, selling unit of measure, last purchase date, number of invoices, and month-to-date and/or year-to-date, sales, cost, gross margin (\$), gross margin (%) and/or units. Customer totals are included and if customer class or salesperson/ territory print order is selected, then subtotals are printed. The total number of customers listed is also included.

User Fields

The following steps are involved in printing the Customer/Item MTD, YTD Analysis:



1. Time Period

Indicate whether you want to print **M**-Month-to-date or **Y**-Year-to-date totals. The program defaults to both.



2. Order

Select the order in which you want the report to print: **C**-Customer, **A**-Alpha, **S**-Salesperson/Territory, **K**-Customer Class or **Z**-Zip Code.




3. Beginning order choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press **F1** or  to enter **FIRST**. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.



4. Ending order choice

Depending on the order you selected, set the end of the range that you want to appear on the report. Press **F1** or  to enter LAST. Press **F2** or  to search existing customer, salesperson/territory, customer class or zip codes.


5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click **F2** or  to search for existing branches. Click the  or Press **F3** or  to enter ALL branches.

6. Beginning Item

Enter the code for the first item you want to appear on the report. Press **F1** or  to enter the FIRST item on record. Press **F2** or  to search existing items.

7. Ending Item

Enter the code for the last item that you want to appear on the report. The beginning and ending item entries establish the range of items that the report prints. Press **F1** to enter the LAST item on record. Press **F2** or  to search existing items.



8. Item Type

Select which item types you want included on the report: **S**-Stocked, **N**-Nonstocked or **U**-Uninventoried. The program defaults to all three (**SNU**).

9. Item Description

Select which item descriptions you want to print: **1**, **2**, **B**-Both or **N**-Neither. Item descriptions 1 and 2 are entered in the IC Item F/M program. The program defaults to Description 1.

10. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$, **P**-GM% and **U**-units. If you are printing in Multiperiod or Comparison formats, the program defaults to **S**-Sales. If you selected the Accumulated format, the program defaults to **SCGPU**. Press **F3** or  to default to ALL. Press  to view options.

11. Ship-to

The program defaults to **S**-Summary, but if you have customers with multiple ship-to addresses, this control also gives you the option of printing figures for each ship-to address (**D**-Detail) or only printing customers with multiple ship-to addresses and breaking down figures for each address (**M**-Multiple).

12. Cutoff

This field allows you to cut off customers that show figures either **A**-Above or **B**-Below a certain amount (the amount is indicated in the next field). The program defaults to **N**-No Cutoff.

13. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N**-No Cutoff in the previous field, this field is disabled.

14. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **unselected**.

15. New Page

If you choose to print the report in customer, alpha or zip code order, this field is skipped. Otherwise, indicate whether you want each salesperson or customer class to print on a new page. The program defaults to **unselected**.

16. Totals Only

If you choose to print the report in customer, alpha or zip code order, this field is skipped. Otherwise, indicate whether you want to print totals only on the report. The program defaults to **unselected**. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

01-FACTS 7.7 Development, Customer/Item PTD,YTD (SAR240) - Infor

Template Print Options Help

Time Period **PY** **All** Beginning **First** CP=01/2007 JAN

Order C - Customer Ending **Last**

Properties

Branch **01** **All** **Atlanta Branch**

Beginning Item **First**

Ending Item **Last**

Item Type **All**

Item Description N - Neither Description

Figures **SCGPU** Ship To **S - Summary**

Cutoff N - No Cutoff Amount 0

Descending Order New Page Totals Only

Template Printer **Ok**

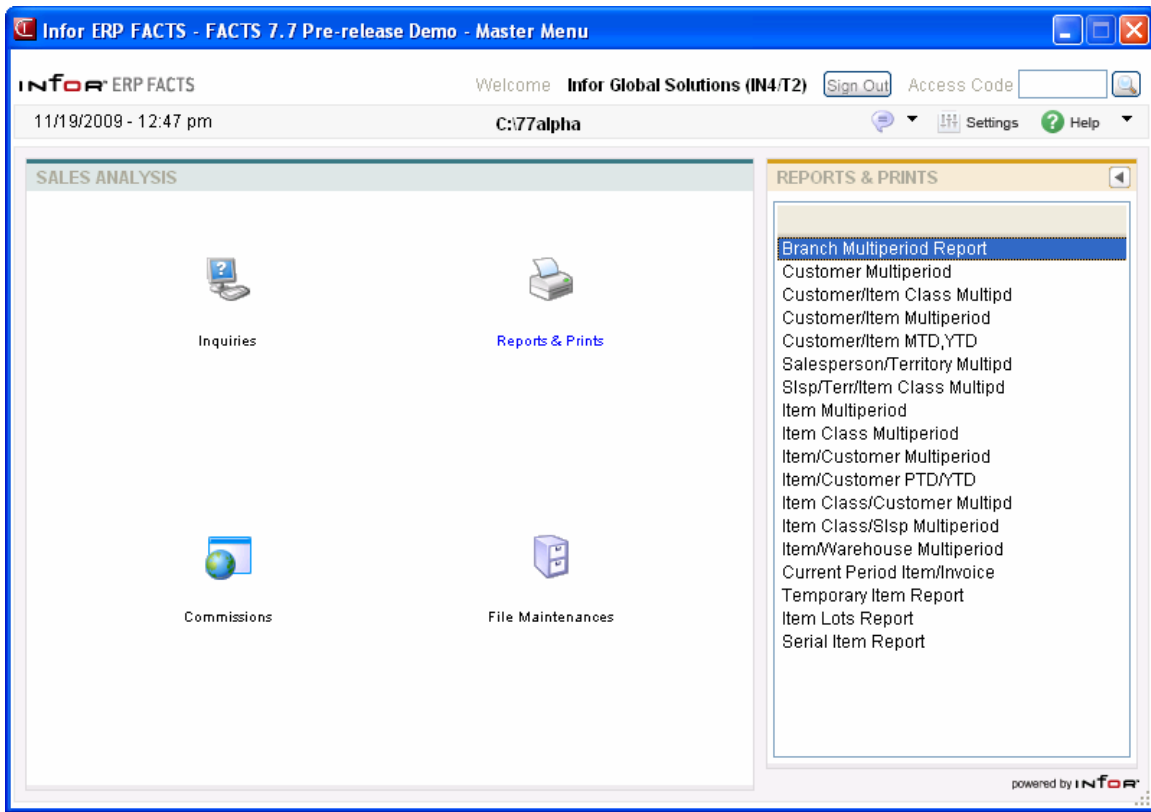
None **WindX Laser** **Cancel**

Print period-to-date and/or year-to-date figures? (P+Y), F1-All

Salesperson/Territory Reports (SAS720)

The Sales Analysis Salesperson/Territory reports allow you to analyze sales for an individual salesperson, range of salespeople or a region or range of regions. All multiperiod reports access 26 previous periods of salesperson/territory information plus the current period. Current period information and the 26 previous period's information are printed in whole numbers. Multiperiod reports print in three formats – comparison, multiperiod, and accumulated.

The Commission Report prints a commission report for each salesman. Commissions may be based on the salesman's %, item % of customer % as set by the priority in the company static control record and may be calculated on gross sales or gross margin. The report divides commissions into paid and unpaid sales. In order to bring these sales up to date when the Commission Report is run, users must run the Flag Commissions For Payment program. This program runs through each invoice for each salesperson/territory and flags the invoice as to whether it has been paid. The Commission Report is not related to SA periods but rather to the invoice dates. Users may run it as needed by date and may optionally remove records after the report is printed.



Salesperson/Territory Multiperiod Analysis (SAR310)

Function

This program allows the user to print salesperson/territory information stored in the SA salesperson file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - salesperson, region.
- Select the beginning and ending order choice.
- Select branch to print.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - region (optional), salesperson, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - region (optional), salesperson, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected. The period selected for the comparison, and the % difference, and the range of periods selected, range selected for comparison and the % difference.
- **Multiperiod** - region (optional), salesperson, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

The total number of salespeople listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Salesperson/Territory Multiperiod Analysis and select "Current Period" for the Beginning Period field, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

User Fields

The following fields are involved in printing the Salesperson/Territory Multiperiod Analysis:


1. Format

Select a report format: **A**-accumulated, **C**-comparison or **M**-multiperiod format. The program defaults to A.



2. Order

Select the order in which you want to print the report: **S**-salesperson/territory or **R**-region order. The program defaults to S.



3. Beginning Order Choice

Depending on the order you selected, set the beginning of the range that you want to appear on the report. Press **F1** or  to enter FIRST. Press **F2** or  to search existing salesperson or region codes.




4. Ending order choice

Depending on the order you selected set the end of the range that you want to appear on the report. Press **F1** or  to enter LAST. Press **F2** or  to search existing salesperson or region codes.



5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. Press **F2** or  to search for existing branches. Press **F3** or  to enter ALL branches.



6. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the calculated current year. Click  to enter the first SA period of the calculated current year. Click  to enter the last SA period of the calculated current year. Click  to enter the calculated current SA period. The system calculates the current period using the current system date and the information store in the Company Period & Ending Dates F/M (GLF970) and Standard Period Ending Dates F/M (GLF965) programs.

7. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the calculated current period. Click the  button to default to the SA period prior to the current calculated period. Click  to enter the current calculated SA period.

8. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S**-Sales, **C**-Cost, **G**-GM\$ and **P**-GM%. If you are printing in Multiperiod or Comparison formats, the program defaults to S-Sales. If you selected the Accumulated format, the program defaults to **SCGP**. Press **F3** or  to default to ALL. Press  to view options.

9. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 1999	Jan. 1998	Feb. 1999	Feb. 1998
[figures]	[figures]	[figures]	[figures]

Press **Enter (CR)** to initially default to 12. If you select Accumulated or Multiperiod formats, this field is disabled.

10. Cutoff

This field allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next field). The program defaults to **N-No Cutoff**.

11. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous field, this field is disabled.

12. Descending Order

Indicate whether or not you want to print figures in descending order – from highest to lowest. The program defaults to **unselected**.

13. New Page

Indicate whether you want each salesperson or region to print on a new page. The program defaults to **unselected**.

14. Totals Only

Indicate whether you want to print totals only on the report. The program defaults to N. **Note:** If you select **Totals Only** and have **Descending Order** selected as well, the program automatically deselects Descending Orders since it becomes unnecessary.

01-FACTS 7.7 Development, Salesperson/Territory Multipd (SAR310) - Infor

Template Print Options Help

Format **A - Accumulated** Beginning CP=01/2007 JAN

Order **S - Salesperson/Territory** Ending

Properties

Branch

Beginning Period

Ending Period

Figures # Periods Back

Cutoff **N - No Cutoff** Amount

Descending Order New Page Totals Only

Template _____ Printer _____

None **WindX Laser**

Print accumulated, comparison, or multiperiod format?

Salesperson/Territory Item Class Multiperiod Analysis (SAR320)

Function

This program allows the user to print item class information by salesperson stored in the SA salesperson item class file in three formats.

The user has the option to:

- Select the format - accumulated, comparison, multiperiod.
- Select the print order - salesperson/territory, region.
- Select the beginning and ending order choice.
- Select the branch to print.
- Select the beginning and ending item class.
- Select the beginning and ending period.
- Select the figures to include - sales, cost, gross margin (\$), gross margin (%).
- Select a minimum or maximum amount to print.
- Print in descending order (highest figures to lowest).

Report information includes the following:

- **Accumulated** - salesperson number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected and the range of periods selected.
- **Comparison** - salesperson number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for the ending period selected, the period selected for the comparison, and the percentage difference, and the range of periods selected, range selected for comparison and the percentage difference.
- **Multiperiod** - salesperson number and name, item class and description, sales, cost, gross margin (\$) and/or gross margin (%) for each period within the range of periods selected plus a total for each period and for the range of periods.

The total number of salespeople listed is also included.

Templates that store "current period" (or similar values like "system date") resolve to the "current period at the time the report is run" rather than what the "current period" was at the time the template was created. For example: If you save a template for the Salesperson/Territory Item Multiperiod Analysis and select "Current Period" for the Beginning Period field, when that template is selected to run again (either manually or via Job Stream) the current period will be derived based on the setting of Current period in the Nonstatic Control F/M (SAF990) when the report is run not the period when the template was created.

User Fields

The following fields are involved in printing the Salesperson/Territory Item Class Multiperiod Analysis:



1. Format

Select the analysis format in which you want the report to print: **A**-Accumulated, **C**-Comparison or **M**-Multiperiod. The program defaults to **A**.



2. Order

This program only prints in item class order.




3. Beginning Order Choice

Depending on the order you selected set the beginning of the range that you want to appear on the report. Press **F1** or  to enter **FIRST**. Press **F2** or  to search existing item, vendor or item class codes


4. Ending Order Choice

Depending on the order you selected set the end of the range that you want to appear on the report. Press **F1** or  to enter **LAST**. Press **F2** or  to search existing item, vendor or item class codes.


5. Branch

Enter the branch number for which you want to see information. The program defaults to the branch assigned to the terminal on which you are working. You can also click the **Search** button or press **F2** or  to search for existing branches. Click the  or press **F1** or  to enter **ALL** branches.




6. Beginning Salesperson/Territory

Enter the code for the first salesperson/territory you want to see on the report. The program defaults to **FIRST**. Click the **Search** button or press **F2** or  to search existing codes.



7. Ending Salesperson/Territory

Enter the code for the last salesperson/territory you want to appear on the report. The program defaults to **LAST**. Click the **Search** button or press **F2** or  to search existing codes. The beginning and ending Salesperson/Territory fields enable you to set a range of salespeople or territories that appear on the report.

8. Beginning Period

Enter the period (PPYY) with which you want the report to begin. The program defaults to the first period of the calculated current year. Click  to enter the first SA period of the calculated current year. Click  to enter the last SA period of the calculated current year. Click  to enter the calculated current SA period. The system calculates the current period using the current system date and the information store in the Company Period & Ending Dates F/M (GLF970) and Standard Period Ending Dates F/M (GLF965) programs.

9. Ending Period

Enter the period (PPYY) with which you want the report to end. The ending period must be within 12 periods of beginning period. The program defaults to the calculated current period. Click the  button to default to the SA period prior to the current calculated period. Click  to enter the current calculated SA period.

10. Number Periods Back

If you selected Comparison format, enter the number of periods back that you want to compare against the beginning and ending periods you entered. For instance, say in the beginning and ending fields you indicate that you want to see Periods 1 and 2 and you want to compare 12 periods back for each. Assuming that your company operates on 12 periods per fiscal year, the report would give you the following comparisons:

Period 1	12 back from Period 1	Period 2	12 periods back from Period 2
Jan. 2006	Jan. 2005	Feb. 2006	Feb. 2005
[figures]	[figures]	[figures]	[figures]

Press **Enter (CR)** to initially default to 12. If you select Accumulated or Multiperiod formats, this field is disabled.

11. Figures

Enter the figures that you want printed on the report. You can enter any combination of **S-Sales**, **C-Cost**, **G-GM\$** and **P-GM%**. If you are printing in Multiperiod or Comparison formats, the program defaults to **S-Sales**. If you selected the Accumulated format, the program defaults to **SCGP**.

12. Cutoff

This field allows you to cut off customers that show figures either **A-Above** or **B-Below** a certain amount (the amount is indicated in the next field). The program defaults to **N-No Cutoff**.

13. Amount

Enter the cutoff amount for which customers will not print (+/-99999999). The program defaults to 0. If you selected **N-No Cutoff** in the previous field, this field is disabled.

14. Descending Order

Indicate whether or not you want to print figures in descending order — from highest to lowest. The program defaults to **N**.

15. New Page

Indicate whether you want each item class to print on a new page. The program defaults to **N**.

01-FACTS 7.7 Development, Sisp/Terr/Item Class Multipd (SAR320) - Infor

Template Print Options Help

Format **A - Accumulated** Beginning **First** CP=01/2007 JAN
Order **S - Salesperson/Territory** Ending **Last**

Properties

Branch **01 Atlanta Branch**
Beginning Item Class **First**
Ending Item Class **Last**
Beginning Period **First Period of Current Year 01/2007**
Ending Period **Current 01/2007**
Periods Back **12** Figures **SCGP**
Cutoff **N - No Cutoff** Amount **0**
Descending Order New Page Totals Only

Template **None** Printer **WindX Laser**

Print accumulated, comparison, or multiperiod format?

Commissions

The Commissions menu contains programs that update and correct the commissions file, and reporting and inquiry programs. Commissions Entry/Correction F/M (SAE910) allows you to enter/correct commissions in the commission file. The information in this file is used to print the Commission Report. The Commission Report prints a commission report for each salesman. Commissions may be based on the salesman's %, item % of customer % as set by the priority in the company static control record and may be calculated on gross sales or gross margin. The report divides commissions into paid and unpaid sales. In order to bring these sales up to date when the Commission Report is run, users must run the Flag Commissions For Payment program. This program runs through each invoice for each salesperson/territory and flags the invoice as to whether it has been paid. The Commission Report is not related to SA periods but rather to the invoice dates. You can run it, as needed, by date and optionally remove records after the report is printed.

The following programs are located on this menu:

Commission Entry/Correction F/M, which is used to enter/correct commissions in the commission file.

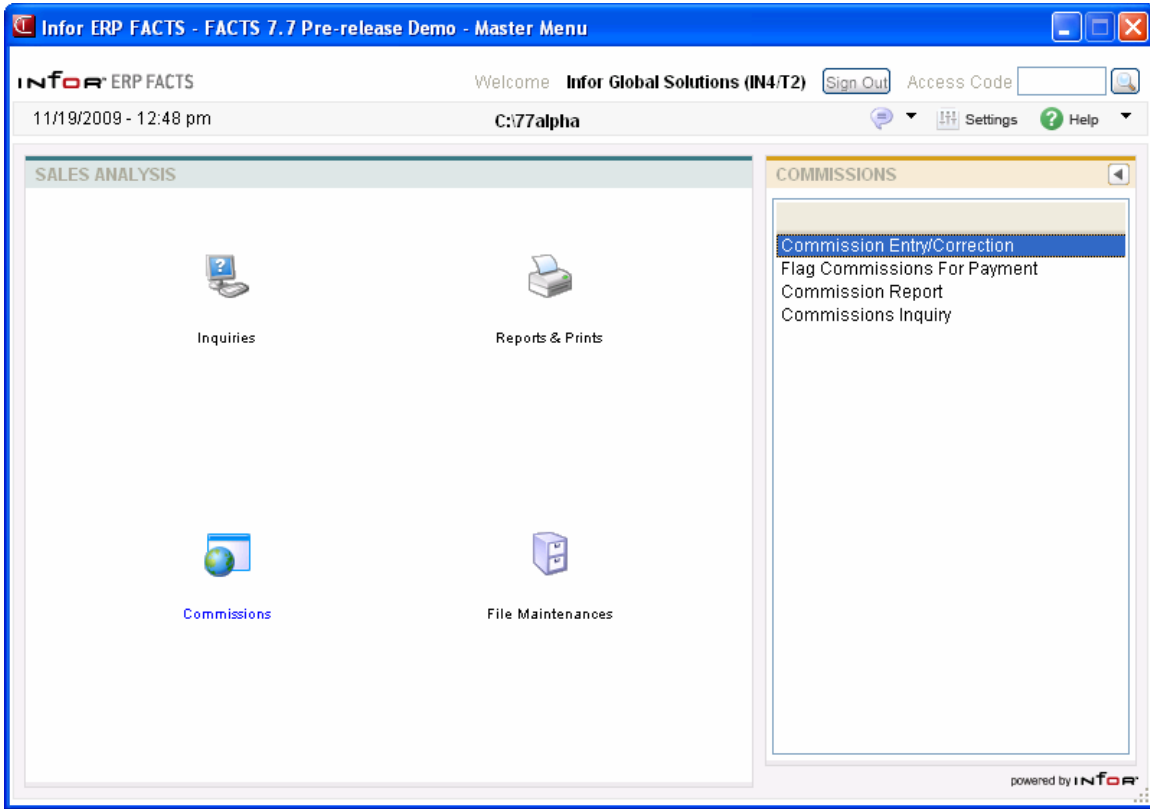
Commission Report (SAR330), which is used to print a Commission Report to determine which invoices have commissions eligible for payment.

Flag Commissions for Payment (SAU310), which is used to update the pay/hold status codes in the commission file.

Records are written to the SA files if the use file flag is set to Y in the SA static control record. A report is then available based on the file it accesses and whether the file is used.

Information from the SO invoicing holding file may update the following SA file information: customer, item, salesperson, item class, customer/item, customer/item MTD, YTD, customer/ item class, salesperson/item class, item/warehouse, item invoice, temporary item, lot item, serial item, commissions and branch.

Information from the AR and JC invoicing holding file may update the following SA file information: customer, salesperson, commission and branch.



Commission Entry/Correction F/M (SAE910)

Function



This program allows the user to enter/correct commissions in the commission file. The information in this file is used to print the Commission Report.

The Commission Entry/Correction screen consists of two sections. The upper portion of the screen is called the header portion where salesperson, invoice, etc. is entered. The lower portion is called the line-item portion where each item, price, quantity, etc. is entered. While maintaining the commission file, a user has the option of changing, adding to line-items or deleting the commission records.



User Fields

The following fields are involved in maintaining salesperson commission information:

1. Salesperson/Territory

Enter the salesperson/territory. The entry must be a valid salesperson. Press **F2** or  to search. Press **F3** or  to display the next salesperson record on file.

2. Customer Number

Enter the customer number. The entry must be a valid customer. If the salesperson entered in field #1 is not the salesperson assigned to this customer in the customer file, a message is displayed giving the customer's normal assigned salesperson. Press **F2** or  to search. Press **F3** or  to default to the first customer assigned to the salesperson with a commission record.


3. Invoice Number

Enter the invoice number (up to 6 digits). Press **F3** to default to the first record on file for the salesperson and customer displayed.

4. Date

Enter the sales register date. Press **Enter (CR)** to default to the system date.

5. Branch

Enter the branch number. The entry must be a valid branch. Press **Enter (CR)** to default to the branch assigned to the customer. Press **F2** or  to search.

6. Status

Enter whether the status of the commission is **P**-to be paid or **H**-to hold. The status determines whether the invoice prints as paid (P) or unpaid (H) sales on the Commission Report. Press **Enter (CR)** to default to **P**.

This concludes the header portion of the Commission Entry/Correction program. After the header record is created, all header fields except 1-3 are accessible through the change header routine. Fields 1-3 can only be changed by deleting and re-entering the commission record.

The following fields are located in the line-item section:

The line-item portion of the program allows entry of up to 999 line-items. Line numbers are assigned automatically beginning with 001 and incrementing by one for each additional line-item up to 999. In the rare case where 999 line-items have been entered on a single invoice, the program advances to the prompt-selection field and refuses further entries. In the browser in the lower portion of the screen the system displays any existing commission records for the specified salesperson/customer/invoice combination. You can select:



to make changes for the highlighted line.



to add commission entry/correction line.



to delete the highlighted commission entry/correction line.



to add a line above the highlighted line in the browser.

7. Item Number

Enter the item number on the invoice. Press **F2** or to search. If the item number is in the item file, the description is displayed and the program proceeds to field #9.

8. Description

If the item number entered in field #7 was not in the item file, enter the item description (up to 30 characters).

9. Units

Enter the quantity sold on the invoice.

10. Price

Enter the extended price on the invoice (+/- 999999.99).

11. Cost

Enter the extended cost on the invoice (+/-999999.99)

12. Commission Percent

Press **F1** or to display the Set Commission Percent dialog box, where you can enter the commission percent of the item (0-99.99) to calculate the commission from. If the percent is entered, the commission amount is calculated and displayed in the next column. Press **Enter (CR)** to skip to field #13 allowing the user to enter the commission amount.

13. Commission Amount

Press **F1** or to display the Set Commission Amount dialog box, where you can enter the commission amount of the item (+/-99999.99) to calculate the commission from. This field is skipped if the commission percent was entered in field #12.

This concludes an entry in the line-item portion of the commission record. The total cost, commission and average commission percent is updated and displayed in the header portion. The line number is incremented by one, and the program returns to the item field for the next line-item entry.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with commission entry/correction information for the specified salesperson/customer/invoice combination, press the **Done** button.

Press **Done** again to exit the screen.

01-FACTS 7.6 Development, Commission Entry/Correction (SAE310) - Infor

File Edit Help

Slspr/Terr: A Slspr A
 Customer: C100 Southeastern Industrial Supply
 Invoice: 005432
 Date: 07/18/2007 Branch: 01 Atlanta Branch Status: H - Hold

Item: H100 Desc: Pallet Loading Truck
 Units: 1.00 UM: CT
 Price: 4500.00 Cost: 500.00 Commission %: 10.00 Commission: 400.00

LN#	Item	Units	UM	Price	Cost	Comm%	Comm
001	H100	1.00	CT	4500.00	500.00	10.00	400.00
002	H101	2.00	EA	1500.00	750.00	10.00	112.50
add							

Sales: 6000.00 Cost: 1250.00 Comm%: 10.79 Commission: 512.50

Done

Enter commission percentage, F1-Set Commission %

Flag Commissions for Payment (SAU310)

Function

This program allows the user to update the pay/hold status codes in the commission file. Commissions on hold are changed to pay if the invoice in the open documents file was removed (indicating it was paid) or the current balance is zero.

This program is optional based on the user's needs. If the user only pays commissions on documents that have been paid, then they will have invoices automatically post into the commission file as hold based on the **Post Commission** flag set in the SA static control file. This program checks the commissions on hold (H), and if the document has been paid by the customer, the status will be changed to pay (P).



Documents with a hold status appear on the Salesperson Commission Report as unpaid sales.

The user selects the branch to update and the beginning and ending salesperson and invoice to update.



User Fields

The following fields are involved in flagging commissions for payment:

1. Beginning Salesperson



Enter the first salesperson that you want to appear on the report. Press F1 or  to enter FIRST. Press F2 or  to search existing codes.

2. Ending Salesperson


Enter the last salesperson that you want appear on the report. Press F1 or  to enter LAST. Press F2 or  to search existing codes.

3. Branch


Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working.

Press F3 or  to enter ALL branches. Press F2 or  to search existing branches.

4. Beginning Invoice

Enter the invoice with which you want the update to begin (1-999999). Press F1 or  to enter FIRST.



5. Ending Invoice



Enter the invoice with which you want the update to end (1-999999). The program defaults to LAST on record. Press F1 or  to enter LAST.



01-FACTS 7.7 Development, Flag Commissions For Payment (SAU310) - Infor


Template Help


This program will update the pay/hold status code in the commission file. Commissions with 'Hold' status will be changed to 'Pay' if the invoice in the open documents file has been removed or the current balance is zero.


Beginning Sisp/Terr   **First**


Ending Sisp/Terr   **Last**

Branch   **Atlanta Branch**

Beginning Invoice  **First**

Ending Invoice  **Last**

Template _____  **Ok**

None  **Cancel**

Enter beginning salesperson/territory to update, F1-First, F2-Search

Commission Report (SAR330)

Function

This program allows the user to print a Salesperson Commission Report from information stored in the commission file.

The user has the option to:

- Select beginning and ending salesperson.
- Select the branch to print.
- Select beginning and ending invoice date.
- Print paid and/or unpaid invoices for commission.
- Print costing information.
- Print customer totals.
- Print in summary or detail.
- Remove paid records printed when report is complete.

Commissions may be based on the percentage assigned to the salesperson, customer or item and is set up in the Company Parameters F/M. Commissions are then calculated based on sales or gross margin depending on the flag set in the SA Static Control F/M.

Through the Flag Commissions for Payment program, the user may flag which invoices have been paid and the user may then choose to print paid and/or unpaid invoices on the report. The optional update removes only printed invoices with the status of paid.

Report information includes:

- **Summary:** salesperson number and name, customer number and name, invoice number, invoice date, branch, sales dollars, commission %, commission \$, status (pay or hold) and costing information (optional) (cost, gross margin \$ and gross margin %).
- **Detail:** summary information and breaks down each invoice and prints all information for each line-item including quantity and price.

Pay and hold totals are included by customer (optional), salesperson and report.

The total number of salespeople listed is also included.

FACTS Report Formatter and Multiple Output Options



This report has access to the FACTS Report Formatter and Multiple Output options. The Multiple Output option allows you to print to more than one output for each instance of a report. For example, a report can print to Excel,

the viewer, and to a printer all in one print run. To access the multiple output feature simply choose the Multiple option from the Print Options screen. The FACTS Report Formatter allows users to expand reporting capabilities beyond defining a printer (in Printer F/M). To access the FACTS Report Formatter, select Custom Report Layout → Customize Report from the menu bar.



User Fields

The following fields are involved in printing the Commission Report:



1. Beginning Salesperson

Enter the first salesperson you want to appear on the report. Press F1 or  to enter FIRST. Press F2 or  to search existing codes.

2. Ending Salesperson

Enter the last salesperson that you want to appear on the report. Press F1 or  to enter LAST. Press F2 or  to search existing codes.

3. Branch

Enter the branch number for which you are running this report. The program defaults to the branch assigned to the terminal on which you are working. Press F3 or  to enter ALL branches. Press F2 or  to search existing branches.

4. Beginning Date

Enter the invoice date with which you want the report to begin. The program defaults to the FIRST date in the system.

5. Ending Date

Enter the invoice date with which you want the report to end. The program defaults to the system date.

6. Include Status

Enter whether to print invoices that have been P-pay (paid) and/or H-hold (unpaid) invoices. The program defaults to both.

7. Zero Comm. Invoice

Indicate whether or not you want to include zero commission invoice information on the report. The program defaults to **unselected**.

8. Cost Info

Indicate whether or not you want to include cost and gross margin information on the report. This information includes cost, gross margin % and gross margin \$. The program defaults to N.

9. Scope

Enter whether to print S-summary or D-detail information. The program defaults to S-summary. Summary information includes salesperson number

and name, customer number and name, invoice number, invoice date, branch, sales dollars, commission %, commission \$, status (pay or hold) and costing information (optional) (cost, gross margin \$ and gross margin %).

Detail information includes all the information that would print on a summarized report and also breaks down each invoice and prints all information for each line-item including quantity and price.

10. Check Commission Report. Do you want to remove paid invoices now? Zero-commission records will also be removed.

Verify that the information on the report is correct. To remove all the PAID invoices that appeared on the report select **OK**. (If you did not include the zero commission invoices on the report, the system also displays the message: "**Zero-commission records will also be removed**".) To cancel the update select **Cancel**. The program defaults to **Cancel**.

01-FACTS 7.6 Development, Commission Report (SAR330) - Infor

Template Print Options Custom Report Layout Help

CP=04/2006 APR

Beginning Sisp/Terr First

Ending Sisp/Terr Last

Properties

Branch Atlanta Branch

Beginning Date First

Ending Date Last

Scope

Include Status

Zero Comm. Invoice

Cost Info.

Template _____ Printer _____ Layout _____

None WindX Laser Standard


Enter beginning salesperson/territory, F1-First, F2-Search

Commissions Inquiry (SAI624)




This program enables you to review a salesperson’s commissions by invoice. For each invoice listed, the program displays the invoice date, the branch, customer, invoice total (sales), cost of goods sold, the percentage of commission, the actual amount of commission, and the status of the commission, i.e., whether or not the commission was paid.

Use the following fields to display commission inquiry information:

1. Slsp/Terr

Press **Enter (CR)** to default to the first record on file or, if you have already entered a salesperson or territory, the next record on file. Press **F2** or  to search.

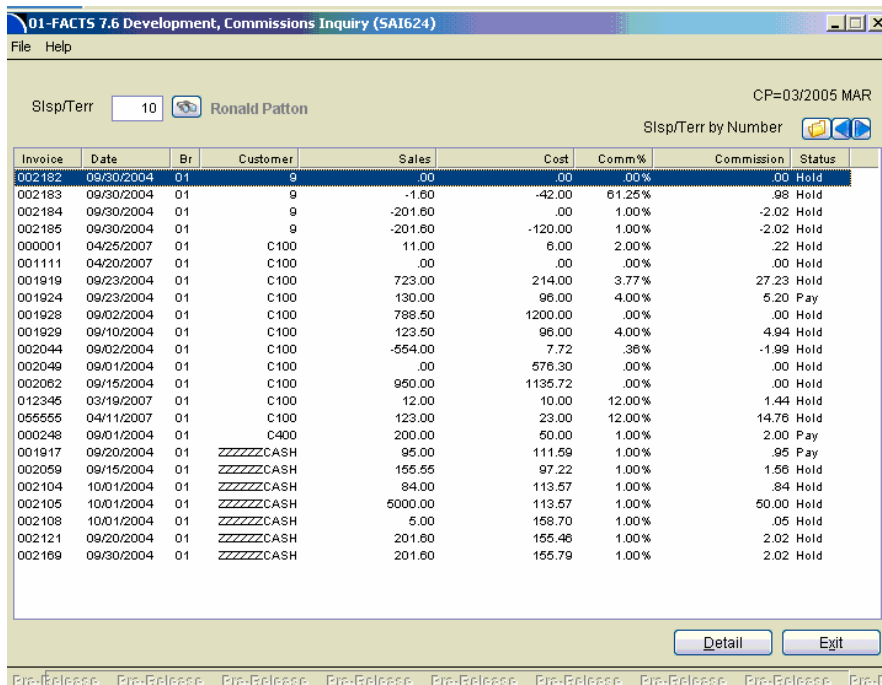
2. Slsp/Terr by Number

You can click  to open the Salesperson/Territory by Number file or select   to scroll through branches to review sales volume of an item for each of the branches.

You can press the **Detail** button to access the Commission Inquiry-Detail (SAI624) screen, where you can review the line detail for the highlighted invoice.

When you have finished viewing commission information the salesperson/territory selected, press the **Done** button to return to the Slsp/Terr field.

Enter the salesperson/territory number for the inquiry or press **Done** to exit the screen.



Invoice	Date	Br	Customer	Sales	Cost	Comm%	Commission	Status
002182	09/30/2004	01	9	.00	.00	.00%	.00	Hold
002183	09/30/2004	01	9	-1.60	-42.00	61.25%	.98	Hold
002184	09/30/2004	01	9	-201.60	.00	1.00%	-2.02	Hold
002185	09/30/2004	01	9	-201.60	-120.00	1.00%	-2.02	Hold
000001	04/25/2007	01	C100	11.00	6.00	2.00%	.22	Hold
001111	04/20/2007	01	C100	.00	.00	.00%	.00	Hold
001919	09/23/2004	01	C100	723.00	214.00	3.77%	27.23	Hold
001924	09/23/2004	01	C100	130.00	96.00	4.00%	5.20	Pay
001928	09/02/2004	01	C100	788.50	1200.00	.00%	.00	Hold
001929	09/10/2004	01	C100	123.50	96.00	4.00%	4.94	Hold
002044	09/02/2004	01	C100	-554.00	7.72	.36%	-1.99	Hold
002049	09/01/2004	01	C100	.00	576.30	.00%	.00	Hold
002062	09/15/2004	01	C100	950.00	1135.72	.00%	.00	Hold
012345	03/19/2007	01	C100	12.00	10.00	12.00%	1.44	Hold
055555	04/11/2007	01	C100	123.00	23.00	12.00%	14.76	Hold
000248	09/01/2004	01	C400	200.00	50.00	1.00%	2.00	Pay
001917	09/20/2004	01	////ZCASH	95.00	111.59	1.00%	.95	Pay
002059	09/15/2004	01	////ZCASH	155.55	97.22	1.00%	1.56	Hold
002104	10/01/2004	01	////ZCASH	84.00	113.67	1.00%	.84	Hold
002105	10/01/2004	01	////ZCASH	5000.00	113.57	1.00%	50.00	Hold
002108	10/01/2004	01	////ZCASH	5.00	158.70	1.00%	.05	Hold
002121	09/20/2004	01	////ZCASH	201.80	155.46	1.00%	2.02	Hold
002169	09/30/2004	01	////ZCASH	201.80	155.79	1.00%	2.02	Hold

Commission Inquiry-Detail (SAI624)

Use the Commission Inquiry-Detail (SAI624) to review invoice details and line information for the salesperson and invoice selected in Commissions Inquiry (SAI624). The program displays the salesperson/territory code, invoice number and date, branch, customer, status, and sales, cost, and commission information for the invoice. In the browser in the lower portion of the screen, the system displays invoice line details, including the item number, description, units, unit of measure, price, cost and commission information. Press the **Next Invoice** button to review information for the next invoice for the specified salesperson/territory. Press **Done** to return to the Commissions Inquiry (SAI624) program.

01-FACTS 7.6 Development, Commissions Inquiry - Detail (SAI624)

File Help

Slsp/Terr CP=03/2005 MAR

Invoice Date Br Customer Status Hold

Sales Cost Comm% Commission

LN#	Item	Description	Units	UM	Price	Cost	Comm%	Commission
001	I100	Pallet Loading Hand Truck	-1.00	EA	-201.60	-.45	1.00%	-2.02
002	I101	Pallet Truck - TAP	2.00	EA	200.00	3.00	1.50%	3.00
003	I100	Pallet Loading Hand Truck	.00	EA	.00	.00	.00%	.00

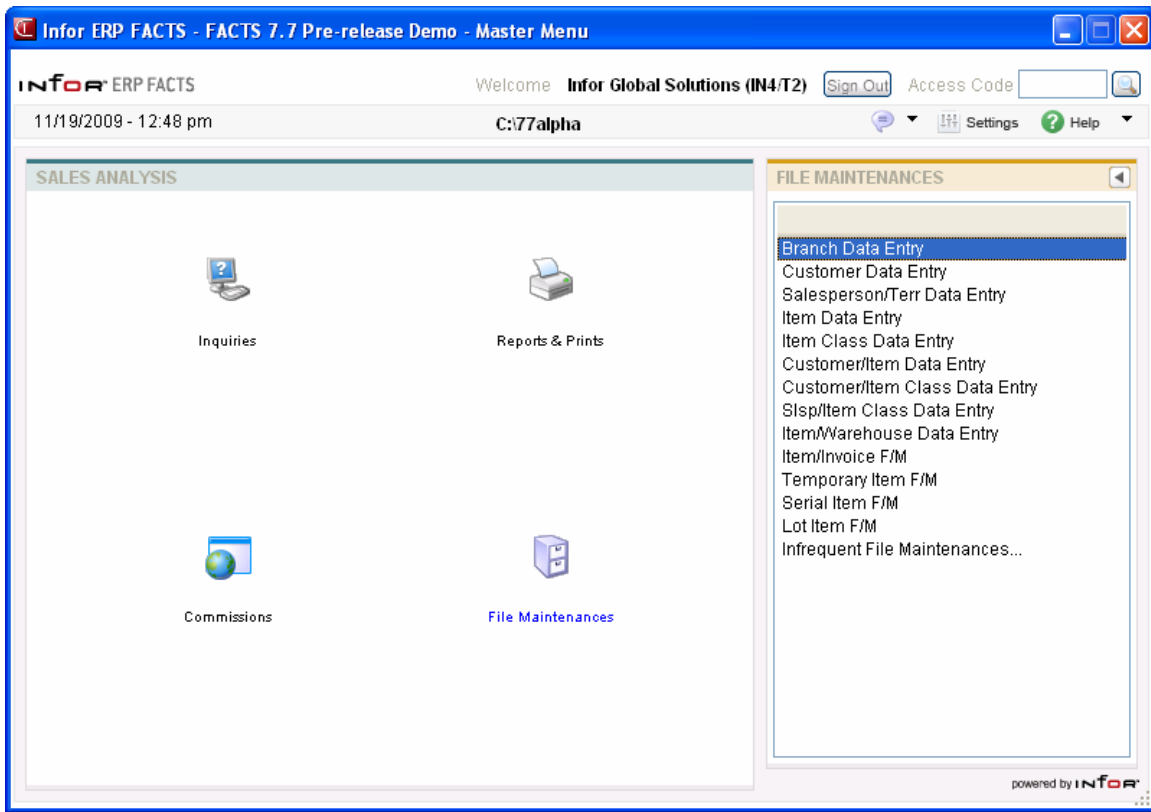
Next Invoice Done

Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release Pre-Release

File Maintenances (SAS900)

File Maintenance programs allow the user to enter, change and delete data. These programs are used to enter the initial data required to set up the system (refer to Installation Manual).

The user can add, change and delete the records in a file. This is called maintaining the file. Some file maintenance programs may be used often where others are used less frequently. There is an Infrequent File Maintenances menu for the latter programs; most of these are used only one time during the initial set up of the system. However, the information in the infrequent file maintenances may be updated by the system. An example would be the Static Control F/M which tells the Post Invoices to SA program which files are posted to and flags which reports are available. All files, once set up by the system are maintained and updated by the system.



Branch Data Entry (SAE910)

Use this program to create and maintain the SA branch file that includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Branch Multiperiod Analysis.

Use the following fields to maintain branch sales and cost:

1. Branch

Enter the branch number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:




to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.  to add a line item above the highlighted item in the browser.

2. Sales and Cost

When you add, edit or insert a year and period, enter the sales and cost Amounts entered are rounded to the nearest dollar for all previous periods.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the branch, press the **Done** button.

Press **Done** again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Branch Data Entry (SAE910) - Infor (SAE91... CP=01/2007 JAN

Branch Atlanta Branch

Year Period Sales Cost

Year	Pd	Sales	Cost
2006	03-Mar	51746.98	10091.65
2006	02-Feb	899999.00	200000.00
2006	01-Jan	988999.00	1111100.00
2005	04-Apr	1587.40	4193.39
2005	03-Mar	21587.40	9593.39
2005	02-Feb	2989.12	8724.76
2005	01-Jan	7989.12	9724.76
2004	12-Dec	47869.13	56402.04
2004	11-Nov	268522.83	106666.87
2004	10-Sss	37681.23	62668.94
2004	09-Sep	1348028.63	393970.96
2004	08-Aug	114703.00	70210.00
2004	07-Jul	93181.00	62501.00
2004	06-Jun	110964.41	74893.73
2004	05-May	136691.48	73689.97
2004	04-Apr	110301.74	64524.45
2004	03-Mar	134557.30	72566.92
2004	02-Feb	100890.13	63079.90
2004	01-Jan	84974.00	57187.00
2003	12-Dec	91006.00	61595.00

Done


SME999:22:ALL

Customer Data Entry (SAE915)

Use this program to create and maintain the SA customer by ship-to file that includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Customer Multiperiod Analysis.

Use the following fields to maintain SA customer by ship-to sales and cost:


1. Customer Number


Enter the customer number. Press **F2** or  to search.

2. Ship-To

Enter the ship-to number. Press **F3** or  to default to same. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:

 to make changes in the sales and costs values for the highlighted line.

 to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.


 to delete the highlighted year and period line.

 to add a line item above the highlighted item in the browser.

3. Sales and Cost

When you add, edit or insert a year and period, enter the sales and cost Amounts entered are rounded to the nearest dollar for all previous periods. \

You can select

 to save your changes.

 to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the SA customer, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Customer Data Entry (SAE915) - Infor (SAE... CP=01/2007 JAN

File Help

Customer Southern Industrial Supply

Ship-To SAME

Year Period Sales Cost

Year	Pd	Sales	Cost
2005	02-Feb	934.72	4186.73
2005	01-Jan	934.72	4186.73
2004	12-Dec	3693.44	10320.92
2004	11-Nov	11361.70	8095.86
2004	10-Sss	244756.23	75367.66
2004	09-Sep	414740.52	148132.52
2004	08-Aug	5353.00	4254.00
2004	07-Jul	4694.00	3323.00
2004	06-Jun	11570.00	8242.00
2004	05-May	11515.00	8200.00
2004	04-Apr	4933.00	3514.00
2004	03-Mar	6554.00	4668.00
2004	02-Feb	6593.00	4714.00
2004	01-Jan	6496.00	4623.00
2003	12-Dec	6416.00	4563.00
2003	11-Nov	5175.00	3688.00
2003	10-Sss	11574.00	8237.00
2003	09-Sep	6143.00	4406.00
2003	08-Aug	3658.00	2608.00
2003	07-Jul	7209.00	5174.00


Done

Customer Data Entry (SAE915)

Use this program to create and maintain the SA customer by ship-to file that includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Customer Multiperiod Analysis.

Use the following fields to maintain SA customer by ship-to sales and cost:

1. Branch

Enter the branch number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:




to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.  to add a line item above the highlighted item in the browser.

2. Sales and Cost

When you add, edit or insert a year and period, enter the sales and cost Amounts entered are rounded to the nearest dollar for all previous periods.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the branch, press the **Done** button.

Press **Done** again to exit the screen.

Customer Data Entry (SAE915)

Use this program to create and maintain the SA customer by ship-to file that includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Customer Multiperiod Analysis.

Use the following fields to maintain SA customer by ship-to sales and cost:


1. Customer Number


Enter the customer number. Press **F2** or  to search.

2. Ship-To

Enter the ship-to number. Press **F3** or  to default to same. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:

 to make changes in the sales and costs values for the highlighted line.

 to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.


 to delete the highlighted year and period line.

 to add a line item above the highlighted item in the browser.

3. Sales and Cost

When you add, edit or insert a year and period, enter the sales and cost Amounts entered are rounded to the nearest dollar for all previous periods. \

You can select

 to save your changes.

 to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the SA customer, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Customer Data Entry (SAE915) - Infor (SAE... CP=01/2007 JAN

File Help

Customer Southern Industrial Supply

Ship-To SAME

Year Period Sales Cost

Year	Pd	Sales	Cost
2005	02-Feb	934.72	4186.73
2005	01-Jan	934.72	4186.73
2004	12-Dec	3693.44	10320.92
2004	11-Nov	11361.70	8095.86
2004	10-Sss	244756.23	75367.66
2004	09-Sep	414740.52	148132.52
2004	08-Aug	5353.00	4254.00
2004	07-Jul	4694.00	3323.00
2004	06-Jun	11570.00	8242.00
2004	05-May	11515.00	8200.00
2004	04-Apr	4933.00	3514.00
2004	03-Mar	6554.00	4668.00
2004	02-Feb	6593.00	4714.00
2004	01-Jan	6496.00	4623.00
2003	12-Dec	6416.00	4563.00
2003	11-Nov	5175.00	3688.00
2003	10-Sss	11574.00	8237.00
2003	09-Sep	6143.00	4406.00
2003	08-Aug	3658.00	2608.00
2003	07-Jul	7209.00	5174.00


Done

Salesperson Data Entry (SAE920)

Use this program to create and maintain the SA salesperson file, which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the Salesperson/Territory Multiperiod Analysis.

Use the following fields to maintain salesperson/territory sales and cost:

1. Salesperson Number

Enter the salesperson/territory number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

2. Sales and Cost

When you add, edit or insert a year and period, enter the sales and cost Amounts entered are rounded to the nearest dollar for all previous periods.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the salesperson, press the **Done** button.

Press **Done** again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Salesperson Data Entry (SAE920) - Infor (S... [min] [max] [close]

File Help

Salesperson Edward Kruger CP=01/2007 JAN

Year Period Sales Cost

Year	Pd	Sales	Cost
2006	11-Nov	50000.00	20000.00
2004	11-Nov	500.00	.00
2004	10-Sss	999.00	10.00
2004	09-Sep	98.75	50.00
add			

[+]
[x]
[?]


Done

Item Data Entry (SAE925)

Use this program to create and maintain the SA item file that includes sales, costing and units sold for the current period and the 26 previous periods. The information in this file is used to print the Item Multiperiod Analysis.

Use the following fields to maintain the item sales and cost:

1. Item Number

Enter the item number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

2. Sales, Cost and Units

When you add, edit or insert a year and period, enter the sales, costs and units. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the item, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Item Data Entry (SAE925) - Infor (SAE925) ...

File Help

Item: **Pallet Loading Truck** CP=01/2007 JAN

Year: Period:

Sales: .00 Cost: .00 Units: .0 CT

Year	Pd	Sales	Cost	Units
2008	02-Feb	00	00	0
2007	01-Jan	100000.00	10000.00	34.0
2006	12-Dec	10089.00	3319.00	62.0
2006	11-Nov	10075.00	3343.00	56.0
2006	10-Sss	10377.00	3357.00	65.0
2006	09-Sep	9624.00	3072.00	61.0
2006	08-Aug	9246.00	3043.00	58.0
2006	07-Jul	9008.00	2837.00	58.0
2006	06-Jun	7726.00	2538.00	49.0
2006	05-May	9975.00	3237.00	64.0
2006	04-Apr	9071.00	2997.00	58.0
2006	03-Mar	124283.60	54586.98	273.1
2006	02-Feb	11478.00	3681.00	70.0
2006	01-Jan	10575.00	3441.00	65.0
2005	12-Dec	9735.00	3177.00	64.0
2005	11-Nov	9169.00	3052.00	60.3
2005	10-Sss	11382.00	3679.00	76.0
2005	09-Sep	8296.00	2754.00	55.0
2005	08-Aug	8500.00	2780.00	57.0

Item Class Data Entry (SAE930)

Use this program to create and maintain the SA item class file that includes sales, costing and unit sales information for the current period and 26 previous periods. The information in this file is used to print the Item Class Multiperiod Analysis.

Use the following fields to maintain the item class sales and cost:

1. Item Class Number

Enter the item class number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

2. Sales, Cost and Units

When you add, edit or insert a year and period, enter the sales, costs and units. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the item class, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Item Class Data Entry (SAE930) - Infor (SA... [min] [max] [close]

File Help

Item Class **Item Class A2** CP=01/2007 JAN

Year Period

Sales Cost Units

Year	Pd	Sales	Cost	Units
2004	12-Dec	12345678912.00	.00	.000
2004	09-Sep	988.00	25.00	1.000
add				

Customer/Item Data Entry (SAE935)



Use this program to create and maintain the SA customer/ item file that includes sales, costing and unit sales information for the current period and 26 previous periods. The information in this file is used to print the following reports: Customer/Item Multiperiod Analysis and Item/Customer Multiperiod Analysis.

Use the following fields to maintain customer/item sales, cost and unit sales:


1. Customer Number

Enter the customer number. Press **F2** or  to search.

2. Ship-To

Enter the ship-to number. Press **F3** OR  to default to same. Press **F2** or  to search. Press **F3** to default to the first ship-to record on file for the customer and item displayed.

3. Item Number

Enter the item number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

4. Sales, Cost and Units

When you add, edit or insert a year and period, enter the sales, costs and units. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the customer/item, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Customer/Item Data Entry (SAE935) - Info...

File Help

Customer Texas Material Handling Inc. CP=01/2007 JAN

Ship-To SAME

Item Pallet Loading Truck

Year Period

Sales Cost Units CT

Invoices Register Date

Year	Pd	Sales	Cost	Units	Invoices	Last Register
2004	11-Nov	4900.00	918.75	5.0	1	09/30/2004
2004	09-Sep	139.65	248.79	.1	1	09/30/2004
2004	08-Aug	.00	.00	.0	0	
2004	07-Jul	.00	.00	.0	0	
2004	06-Jun	.00	.00	.0	0	
2004	05-May	2940.00	2120.34	3.0	1	09/30/2004
2004	04-Apr	.00	.00	.0	0	
2004	03-Mar	.00	.00	.0	0	
2004	02-Feb	.00	.00	.0	0	
2004	01-Jan	.00	.00	.0	0	
2003	12-Dec	.00	.00	.0	0	
2003	11-Nov	.00	.00	.0	0	
2003	10-Sss	.00	.00	.0	0	
2003	09-Sep	.00	.00	.0	0	
2003	08-Aug	.00	.00	.0	0	

Done

SME999:22:ALL

Customer/Item Class Data Entry (SAE940)



Use this program to create and maintain the SA customer/item class file that include sales and costing information for the current period and 26 previous periods. The information in this file is used to print the following reports: Customer/Item Class Multiperiod Analysis and Item Class/Customer Multiperiod Analysis.

Use the following fields to maintain customer/item class sales, cost and unit sales:

1. Customer Number

Enter the customer number. Press **F2** or  to search.

2. Ship-To

Enter the ship-to number. Press **F3** OR  to default to same. Press **F2** or  to search. Press **F3** to default to the first ship-to record on file for the customer and item displayed.

3. Item Class

Enter the item class number. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

4. Sales, Cost and Units

When you add, edit or insert a year and period, enter the sales, costs and units. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the customer/item class, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Customer/Item Class Data Entry (SAE940) ...

File Help

Customer Southern Industrial Supply CP=01/2007 JAN

Ship-To SAME

Item Class Item Class A2

Year Period Sales Cost

Year	Pd	Sales	Cost
2004	09-Sep	988.00	25.00
add			

Done

Customer/Item MTD Data Entry (SAE960)

Use this program to create and maintain the SA customer/item file that includes month-to-date and year-to-date customer, item and ship-to information. The information in this file is used to print the following reports: Customer/Item MTD, YTD Analysis and Item/Customer MTD, YTD Analysis.

Use the following fields to maintain the MTD, YTD customer/item file:



1. Customer Number

Enter the customer number. Press **F2** or  to search.

2. Item Number

Enter the item number. Press **F2** or  to search.

3. Ship-To

Enter the ship-to number. Press **F3** or  to default to same. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

4. Sales, Cost, Units, Invoices, Register Date

When you add, edit or insert a year and period, enter the sales, costs, units, invoices total and register date. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the salesperson/item class, press the Done button.

Press Done again to exit the screen.

Salesperson/Item Class Data Entry (SAE945)

Use this program to create and maintain the SA salesperson/item class file, which includes sales and costing information for the current period and 26 previous periods. The information in this file is used to print the following reports: Salesperson/Item Class Multiperiod Analysis and Item Class/Salesperson Multiperiod Analysis.

Use the following fields to maintain the salesperson/item class sales and cost:

1. Salesperson

Enter the salesperson. Press **F2** or  to search.

2. Item Class

Enter the item class. Press **F2** or  to search.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

3. Sales, Cost and Units

When you add, edit or insert a year and period, enter the sales, costs and units. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the salesperson/item class, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Salesperson/Item Class Data Entry (SAE945...)

File Help

Salesperson Edward Kruger CP=01/2007 JAN

Item Class Item Class A2

Year Period Sales Cost

Year	Pd	Sales	Cost
add			


Done

Item/Warehouse Data Entry (SAE950)

Use this program to create and maintain the SA item/warehouse file that includes sales, costing and unit sales figures for the current period and 26 previous periods. The information in this file is used to print the Item/Warehouse Multiperiod Analysis.

Use the following fields to maintain the item/warehouse sales, cost and unit sales:

1. Item Number

Enter the item number. Press **F2** or  to search.

2. Warehouse

Enter the warehouse number. Press **F2** or  to search.

3. Sale Type

Enter whether the type of sale is W-warehouse or D-direct. Press **Enter (CR)** to default to W.

In the browser in the lower portion of the screen the system displays any existing sales and cost for previous years and periods. You can select:



to make changes in the sales and costs values for the highlighted line.



to add a year and period line, then enter the year in the **Year** field and select the period from the drop down list in the **Period** field.



to delete the highlighted year and period line.



to add a line item above the highlighted item in the browser.

3. Sales, Cost and Units

When you add, edit or insert a year and period, enter the sales, costs and units. Amounts entered are rounded to the nearest dollar for all previous periods. Enter the sales (+/-9999999.99), cost (+/-9999999.99), and units (+/-9999999) for the current period.

You can select



to save your changes.



to discard your changes and cancel the entry.

When you are finished working with sales and costing information for the item/warehouse, press the Done button.

Press Done again to exit the screen.

01-FACTS 7.7 Development, 01-FACTS 7.7 Development, Item/Warehouse Data Entry (SAE950) - Info...

File Help

Item: H100 Pallet Loading Truck CP=01/2007 JAN

Warehouse: 01 Atlanta Warehouse

Sale Type: W - Warehouse Ship

Year: 2006 Period: 03 - MAR

Sales: 201.60 Cost: 152.98 Units: .1 CT

Year	Pd	Sales	Cost	Units
2006	03-Mar	201.60	152.98	.1
2006	02-Feb	150000.00	20000.00	75000.0
2006	01-Jan	834572934.00	2347234.00	34589.0
2005	04-Apr	788.50	877.73	1.0
2005	03-Mar	788.50	877.73	1.0
2005	02-Feb	1577.00	1755.46	2.0
2005	01-Jan	1577.00	1755.46	2.0
2004	12-Dec	5699.06	6316.89	6.1
2004	11-Nov	12669.62	6790.24	8.0
2004	10-Sss	25297.45	11673.75	26.2
2004	09-Sep	340535.97	84277.88	332.5
2004	08-Aug	8455.00	5681.00	51.0
2004	07-Jul	8348.00	5598.00	51.0
2004	06-Jun	7969.52	5250.78	46.2
2004	05-May	42776.39	13374.20	60.8
2004	04-Apr	24434.68	6545.85	49.2
2004	03-Mar	32116.31	14927.75	55.7
2004	02-Feb	10845.00	7000.00	44.5

Done

SME999:22:ALL

Item/Invoice F/M (SAF955)

Use this program to create and maintain the SA item/invoice file which includes for each item sold the invoice number, line number, customer number, dollar sales, cost, unit sales, register date, and warehouse. The information in this file is used to print the Current Period Item/Invoice Analysis.





For more information how to use maintenances, refer to the following topics:

How to use file maintenance programs

More about the types of file maintenance programs

Use the following fields to maintain the SA invoice by item file:

1. Item Number

Enter the item number. Press **F2** or  to search. You can click the   buttons to scroll through the Item number/invoice/line record combinations that are on file. Press  **N**ew to enter a new SA item/invoice record.

2. Invoice Number

Enter the invoice number (up to 6 characters). Press **F3** to default to the first invoice number record on file for the item displayed.

3. Line Number

Enter the line number of the invoice (001-999). Press **F3** to default to the first line number record on file for the item and invoice displayed.

4. Customer Number

Enter the customer number. Press **F2** or  to search.

5. Dollar Sales

Enter the dollar sales (+/-999999.99). Press **Enter (CR)** to initially default to 0.

6. Cost

Enter the cost (+/-999999.99). Press **Enter (CR)** to initially default to 0.


7. Unit Sales

Enter the unit sales (+/-999999). Press **Enter (CR)** to initially default to 0.


8. Register Date

Enter the register date.


9. Warehouse

Enter the warehouse. The entry must be a valid warehouse number. Press **Enter (CR)** to default to the warehouse assigned to the terminal. Press **F2** or  to search.

You can select


 **S**ave to save your changes.

 **D**elete to delete the current entry.

When you are finished working with SA item/invoice information for the item/warehouse, press the  Exit button to exit the screen.

01-FACTS 7.7 Development, "Item/Invoice F/M" (SAF955) - Infor


Help

Item Pallet Loading Truck CP=01/2007 JAN 

Invoice #

Line #

Standard


Customer  Southern Industrial Supply

Dollar Sales

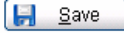


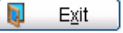
Cost

Unit Sales BX

Register Date

Warehouse  Atlanta Warehouse

Year Period

 Save  Delete  New  Exit

Enter customer #, F2-Search

Temporary Item F/M (SAF965)

Use this program to create and maintain the SA temporary item file that will be used to print the Temporary Item Report. Items that have been entered in the IC Temporary Item F/M carry over to this program. The report shows information regarding the most recent sales of temporary items as well as cumulative data.

For more information how to use maintenances, refer to the following topics:





How to use file maintenance programs

More about the types of file maintenance programs


Use the following fields to maintain the temporary item information:

General Screen

1. Warehouse

Press **Enter (CR)** to default to the warehouse code assigned to the terminal. Press **F2** or  to search. You can click the   buttons to scroll through the Item number/invoice/line record combinations that are on file. Press  **New** to enter a new SA temporary item record.

2. Item Number

To create a new entry, enter an item number that does not already exist in the system. If the item number already exists in the Item F/M, the system will notify you. Press **F3** to default to the first item number record on file for the warehouse displayed. Press **F2** or  to search.


3. Description 1

If you are creating a new entry, enter a description of the item (up to 30 characters).

4. Description 2

A second description can be entered (up to 30 characters) to provide more information about the item.

5. Item Class


Enter the item class. The entry must be a valid item class. Press **F2** or  to search.

6. Unit of Measure


Enter the unit of measure (up to 2 characters). Press **Enter (CR)** to skip the entry.

Last Sale Screen

1. Warehouse

Press **Enter (CR)** to default to the warehouse code assigned to the terminal. Press **F2** or  to search.

2. Item Number

To create a new entry, enter an item number that does not already exist in the system. If the item number already exists in the Item F/M, the system will notify you. Press **F3** to default to the first item number record on file for the warehouse displayed. Press **F2** or  to search.

3. Sales Dollars

Enter the dollar sales from the most recent sale of this item (+/-999999.99). Press **Enter (CR)** to initially default to 0.00.

4. Cost Dollars

Enter the dollar cost from the most recent sale of this item (+/-999999.99). Press **Enter (CR)** to initially default to 0.00.

5. Units Sold

Enter the number of units sold during the most recent sale of this item (+/-999999999). Press **Enter (CR)** to initially default to 0.


6. Invoice Number

Enter the invoice date from the most recent sale of this item. Press **Enter (CR)** to skip this entry.


7. Date

Enter the invoice date from the last sale of this item. Press **Enter (CR)** to default to the system date.


8. Vendor

Enter the vendor number for this item. The system displays the vendor name for you. Press **F2** or  to search. Press **Enter (CR)** to skip this entry.


9. Customer

Enter the customer number from the last sale of this item. The system displays the customer name for you. Press **Enter (CR)** to skip this entry. Press **F2** or  to search.

Cumulative Totals Screen**1. Warehouse**

Press **Enter (CR)** to default to the warehouse code assigned to the terminal. Press **F2** or  to search.

2. Item Number

To create a new entry, enter an item number that does not already exist in the system. If the item number already exists in the Item F/M, the system will notify you. Press **F3** to default to the first item number record on file for the warehouse displayed. Press **F2** or  to search.

3. Sales Dollars

Enter the amount of cumulative sales for this item (+/-999999999). Press **Enter (CR)** to default to 0.00.

4. Cost Dollars


Enter the cumulative cost for this item (+/-999999999). Press **Enter (CR)** to default to 0.00.

5. Units Sold


Enter the cumulative number of units sold for this item (+/-999999999). Press **Enter (CR)** to default to 0.

6. Number Of Sales

Enter the cumulative number of sales for this item (+/-999999999). Press **Enter (CR)** to default to 0. You can select

 **S**ave to save your changes.

 **D**elete to delete the current entry.

When you are finished working with SA item/invoice information for the item/warehouse, press the  **E**xit button to exit the screen.

The screenshot shows a software window titled "01-FACTS 7.7 Development, 'Temporary Item F/M' (SAF965) - Infor". The window contains a form for entering item information. At the top, there is a "Warehouse" field with a dropdown menu showing "01" and "Atlanta Warehouse", and an "Item" field. To the right, there is a date field "CP=01/2007 JAN" and navigation buttons. Below the form, there are three tabs: "General", "Last Sale", and "Cumulative Totals". The "General" tab is selected, showing a "Description" table with two rows, and "Item Class" and "Unit of Measure" fields. At the bottom of the window, there are four buttons: "Save", "Delete", "New", and "Exit". A status bar at the very bottom of the window contains the text "Enter warehouse code, F2-Search".

Serial Item F/M (SAF970)

Use this program to create and maintain the serial item file, which includes purchase information and sales information on each serial number item. The information in this file is used to print the Serial Item Report.

For more information how to use maintenances, refer to the following topics:





How to use file maintenance programs

More about the types of file maintenance programs


Use the following fields to maintain serial item records:

Received Screen

1. Warehouse

Enter the warehouse. The entry must be a valid warehouse. Press **Enter (CR)** to default to the warehouse assigned to the terminal. Press **F2** or  to search. You can click the   buttons to scroll through the Item number/invoice/line record combinations that are on file. Press  **N**ew to enter a new SA serial item record.

2. Item Number

Enter the item number. The entry must be a valid item number. If the item number is not flagged as a serial item in the Item F/M, a message is displayed and the entry refused. Press **F2** or  to search. Press **F3** to default to the first serialized item record on file for the warehouse displayed.

3. Serial Number

Enter the item's serial number (up to 20 characters). Press **F3** to default to the first serial number record on file for the warehouse and item displayed.

4. Received Cost

Enter the received cost of the item (per costing unit of measure) (0-999999.99). Press **Enter (CR)** to initially default to 0.


5. Received Date

Enter the date the item was received.


6. Received Purchase Order Number

Enter the purchase order number from which the item was received (up to 6 characters). Press **Enter (CR)** to skip the entry.


7. Received Vendor Number

Enter the vendor number from whom the item was received (up to 10 characters). Press **F2** or  to search.

*Sold Screen***1. Warehouse**

Enter the warehouse. The entry must be a valid warehouse. Press **Enter (CR)** to default to the warehouse assigned to the terminal. Press **F2** or  to search.

2. Item Number

Enter the item number. The entry must be a valid item number. If the item number is not flagged as a serial item in the Item F/M, a message is displayed and the entry refused. Press **F2** or  to search. Press **F3** to default to the first serialized item record on file for the warehouse displayed.

3. Serial Number

Enter the item's serial number (up to 20 characters). Press **F3** to default to the first serial number record on file for the warehouse and item displayed.

4. Sold Price

Enter the price of the item sold (per costing unit of measure) (0-999999.99). Press **Enter (CR)** to initially default to 0.


5. Sold Date

Enter the date the item was sold.


6. Sold Invoice Number

Enter the invoice number of the item sold (up to 6 digits).

7. Sold Customer Number


Enter the customer number to whom the item was sold. Press **F2** or  to search.

You can select

 **S**ave to save your changes.



 **D**elete to delete the current entry.

When you are finished working with SA item/invoice information for the item/warehouse, press the

 **E**xit button to exit the screen.

01-FACTS 7.7 Development, "Serial Item F/M" (SAF970) - Infor

Help

Warehouse  **Atlanta Warehouse** CP=01/2007 JAN 

Item


Serial#

Received **Sold**

Cost

Date

PO#

Vendor 

Enter warehouse code, F2-Search

Lot Item F/M (SAF975)

Use this program to create and maintain the SA item lot file, which includes purchase information and sales information on each lot item number. The information in this file is used to print the Item Lots Report.

For more information how to use maintenances, refer to the following topics:


How to use file maintenance programs

More about the types of file maintenance programs


Use the following fields to maintain the SA item lots file:

Received Screen

1. Warehouse

Enter the warehouse. The entry must be a valid warehouse. Press **Enter (CR)** to default to the warehouse assigned to the terminal. Press **F2** or  to search.

2. Item Number

Enter the item number. The entry must be a valid item number. If the item is not flagged as a lot item in the Item F/M, a message is displayed. Press **F2** or  to search. Press **F3** to default to the first lot item record on file for the warehouse displayed.

3. Lot Number

Enter the item's lot number (up to 20 characters). Press **F3** to default to the first lot number on file for the warehouse and item displayed.

4. Invoice Number

Enter the invoice number (1-999999).

5. Line Number

Enter the line number of the invoice (001-999).

6. Received Cost

Enter the received cost of the item (per costing unit of measure) (0-999999.99). Press **Enter (CR)** to initially default to 0.


7. Received Date

Enter the date the item was received (ref. 6).

8. Received Purchase Order


Enter the purchase order number from which the item was received (up to 6 characters).

9. Received Vendor Number


Enter the vendor number from whom the item was received (up to 10 characters). Press **F2** or  to search.

Sold Screen

1. Warehouse

Enter the warehouse. The entry must be a valid warehouse. Press **Enter (CR)** to default to the warehouse assigned to the terminal. Press **F2** or  to search.

2. Item Number

Enter the item number. The entry must be a valid item number. If the item is not flagged as a lot item in the Item F/M, a message is displayed. Press **F2** or  to search. Press **F3** to default to the first lot item record on file for the warehouse displayed.

3. Lot Number

Enter the item's lot number (up to 20 characters). Press **F3** to default to the first lot number on file for the warehouse and item displayed.

4. Invoice Number

Enter the invoice number (1-999999).

5. Line Number

Enter the line number of the invoice (001-999).

6. Sold Price

Enter the dollar price of the lot (per pricing unit of measure) (0-999999.99). Press **Enter (CR)** to initially default to 0.

7. Sold Date

Enter the date sold.

8. Customer Number

Enter the customer number. Press **F2** or  to search.

9. Unit Sales

Enter the unit sales figure (per selling unit of measure).

01-FACTS 7.7 Development, "Item Lots F/M" (SAF975) - Infor

Help

Warehouse CP=01/2007 JAN

Item

Lot#

Invoice #

Line #

Received **Sold**

Cost

Date

PO#

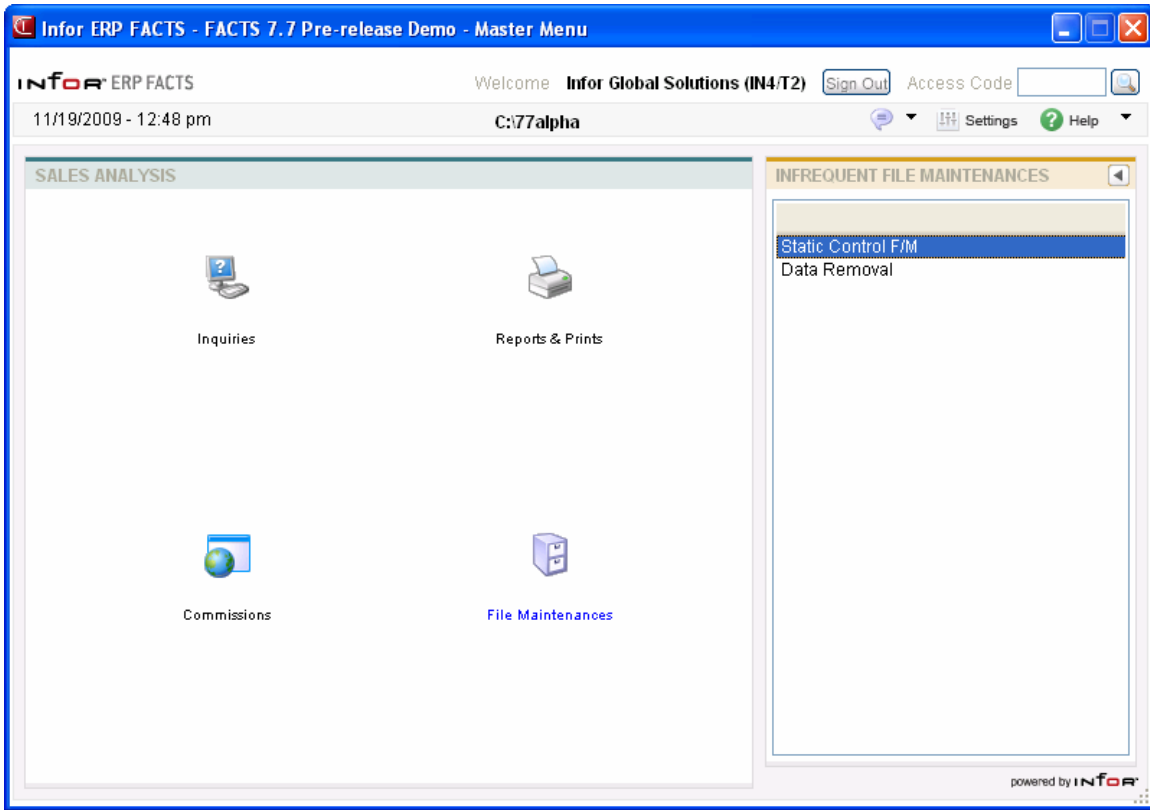
Vendor

Enter warehouse code, F2-Search

Infrequent F/Ms (SAS910)

File Maintenance programs allow the user to enter, change and delete data. These programs are used to enter the initial data required to set up the system (refer to Installation Manual).

The user can add, change and delete the records in a file. This is called maintaining the file. Some file maintenance programs may be used often where others are used less frequently. There is an Infrequent File Maintenances menu for the latter programs; most of these are used only one time during the initial set up of the system. However, the information in the infrequent file maintenances may be updated by the system. An example would be the Static Control F/M, which tells the Post Invoices to SA program which files are posted to and flags which reports are available. All files, once set up by the system are maintained and updated by the system.





Static Control F/M (SAF980)

This program contains a number of settings that affect how the SA module operates; it is critical to how Sales Analysis functions.

CAUTION: Infor™ strongly recommends that administrators password-protect this program. Changes should be made only with extreme caution and under the supervision of your Affiliate.

The following fields are located in the SA Static Control F/M:

To enter a new SA static control record, click  **New**; to modify an existing SA static control record, simply click the field you want to change. Click  **Save** to save your changes to the SA static control record.

To remove the SA static control record, click  **Delete**. Click  **Exit** to return to the SA Infrequent File Maintenances menu.

Use File Screen

1. Branch Data

Indicate whether to store multiperiod sales information by branch. If unselected, the Branch Multiperiod Analysis is not available. Press **Enter (CR)** to initially default to selected.

3. Commission Data

Indicate whether to store commission information. If unselected, the Commission Report is not available on the system. Press **Enter (CR)** to initially default to selected.

4. Customer/Item Class Data

Indicate whether to store multiperiod sales information by customer/item class. If unselected, the following reports are not available on the system: the Item Class/Customer and the Customer/Item Class Analysis. Press **Enter (CR)** to initially default to selected.

5. Customer/Item Data

Indicate whether to store multiperiod sales information by customer/item. If unselected, the following reports are not available on the system: the Customer/Item Multiperiod Analysis and the Item/Customer Multiperiod Analysis. Press **Enter (CR)** to initially default to selected.

6. Customer Data

Indicate whether to store multiperiod sales information by customer. If unselected, the Customer Multiperiod Analysis is not available on the system. Press **Enter (CR)** to initially default to selected.

7. Item Class Data

Indicate whether to store multiperiod sales information by item class. If unselected, the Item Class Multiperiod Analysis is not available. Press **Enter (CR)** to initially default to selected.

8. Item Data

Indicate whether to store multiperiod sales information by item. If unselected, the Item Multiperiod Analysis is not available. Press **Enter (CR)** to initially default to selected.

9. Item/Invoice Data

Indicate whether to store current period sales information by item/invoice. If unselected, the Current Period Item/Invoice Report is not available. Press **Enter (CR)** to initially default to selected.

10. Item/Warehouse Data

Indicate whether to store multiperiod sales information by item/warehouse. If unselected, the Item/Warehouse Multiperiod Analysis is not available. Press **Enter (CR)** to initially default to selected.

11. Item/Lots Data

Indicate whether to store sales information by lots. If unselected, the Item Lots Report is not available. Press **Enter (CR)** to initially default to selected.

12. Temporary Item Data

Indicate whether to store sales information by temporary items. If unselected, the Temporary Item Report is not available. Press **Enter (CR)** to initially default to selected.

13. Serial Item Data

Indicate whether to store sales information by serial number. If unselected, the Serial Item Report is not available. Press **Enter (CR)** to initially default to selected.

14. Salesperson/Territory Data

Indicate whether to store sales information by salesperson/territory. If unselected, the Salesperson/Territory Multiperiod Analysis is not available. Press **Enter (CR)** to initially default to selected.

15. Salesperson/Item Class Data

Indicate whether to store sales information by salesperson/item class. If unselected, the Salesperson/Item Class Analysis is not available. Press **Enter (CR)** to initially default to selected.

Postings Screen

If you change any of the following flags from **unselected** to **selected** or *select* them if they are deselected, the corresponding reports become available in the system. Make sure the number of records for the file is adequate to handle information to be posted. If you change them from **selected**

to **unselected**, or *deselect* them if they are selected, the corresponding reports are no longer available and the number of records may be reduced to 1.

1. Period Descriptions

Enter the string of 3-character period descriptions that are to print on multiperiod reports beginning with the first month of the fiscal year. The total number of characters entered must equal 3 x the number of periods per year. The description chosen is user-defined. Press **Enter (CR)** to initially default to the first three letters of each month for a 12-period year (JANFEBMAR...).

In the Commissions section of the screen, enter processing parameters for fields 2-6.

2. Calculate Commissions

Enter whether to calculate commissions by **S**-sales or **G**-gross margin. Press **Enter (CR)** to initially default to S.

3. Post Status

Enter whether to initially post commissions into the commission file as **P**-paid already or **H**-hold not yet paid. Press **Enter (CR)** to initially default to P. If H is entered, the Flag Commissions for Payment program must be run prior to running each Commission Report.

4. Post Summary

indicate whether to post commissions in summary only, i.e., post without line-items. If Y is entered, the Commission Report may not print in detail, i.e., print line-items. Press **Enter (CR)** to initially default to unselected.

5. Cost Basis

Enter the commission cost basis for Sales Analysis purposes. You can select from: S-Sales Orders Cost, M-Manual Cost, A-Average Cost, or L-Last Cost.

6. Post Temporary Items

Indicate whether to post temporary item sales by the item classes temporary posting item. In inventory, each item class may have a temporary posting item assigned. When a temporary item is sold, it is assigned an item class. The sales of that temporary item are then posted to the temporary posting item assigned to that item class. If Y is entered, all sales of temporary items are posted to all the multiperiod files by the temporary item number. Press **Enter (CR)** to initially default to selected.

7. Post by Ship-To

indicate whether to post customer information by ship-to. Press **Enter (CR)** to initially default to unselected.

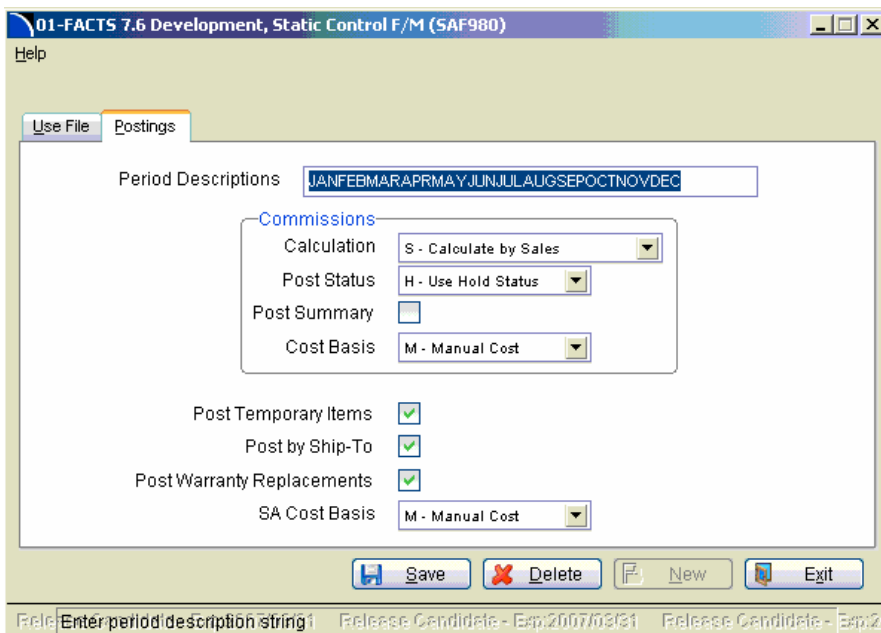
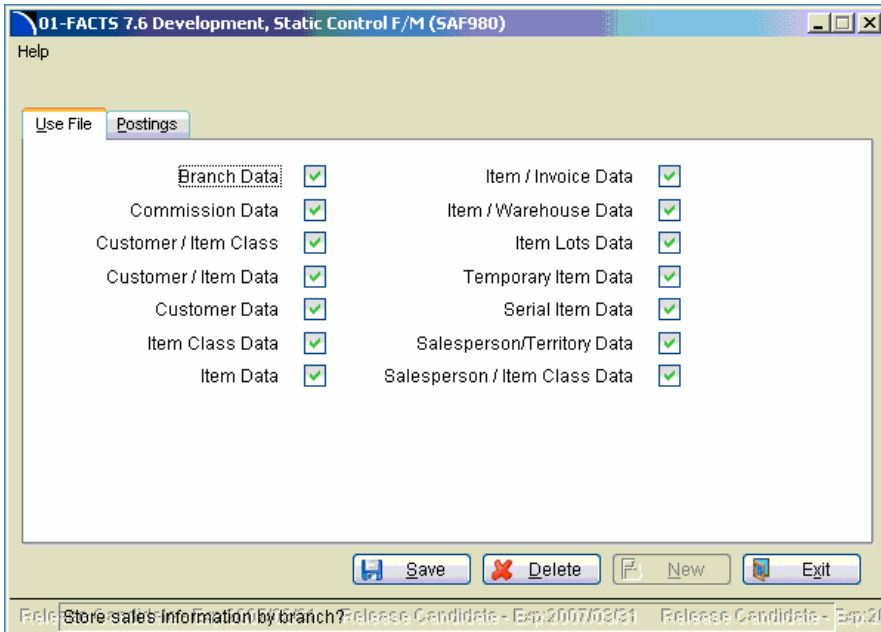
8. Post Warranty Replacements

Indicate whether to post pro-rated warranty replacements to Sales Analysis. This flag initially defaults to selected. It refers to posting sales generated from warranty replacement items from the Customer Returns System, where the item was under warranty but the coverage was less than 100%. For example, if the price of an item is \$100 (cost of \$80) but is only under warranty for 50%, the

customer would be charged \$50. When this flag is set to **selected**, the \$50 would be posted to Sales Analysis as a sale with \$80 posted as the cost.

9. SA Cost Basis

Enter the Sales Analysis cost basis. You can select from: S-Sales Order Cost, M-Manual Cost, A-Average Cost, or L-Last Cost. Press **F4** to backup.



SA Sales Data Removal (SAU890)

Use this program to periodically purge Sa data from your files to limit file storage requirement so you do not exceed your disk space usage .

If your system is running a Providx database instead of using an SQL database, running this program will not get rid of files. Running the purge does not shrink files table structure but removes the data to make room for new data.


When you run this program, it removes the period records in each file according to user field. You can create a template so that this data does not have to be entered every time the program is run.

For each file that is set up in the SA Static Control record as being used, you can the number of periods to retain this information. Each SA data file can have a different number of periods to store the information. The program will remove the records that are older than the number of periods selected.


The Commission File is not affected by the End-of-Period Update. The commission file is cleared by the optional update at the end of the Commission Report.

Use the following fields to close out the current period in sales analysis:


1. Branch Data

Enter the number of periods to retain sales information by branch. Press **F1** or  to retain all periods of information.


2. Customer Data

Enter the number of periods to retain sales information by customer. Press **F1** or  to retain all periods of information.


3. Salesperson Data

Enter the number of periods to retain sales information by salesperson. Press **F1** or  to retain all periods of information.


4. Item Data

Enter the number of periods to retain sales information by item. Press **F1** or  to retain all periods of information.


5. Item Class Data

Enter the number of periods to retain sales information by item class. Press **F1** or  to retain all periods of information.


6. Customer/Item Data

Enter the number of periods to retain sales information by customer/item. Press **F1** or  to retain all periods of information.


7. Customer/Item Class

Enter the number of periods to retain sales information by customer/item class. Press **F1** or  to retain all periods of information.


8. Salesperson/Item Class

Enter the number of periods to retain sales information by salesperson/item class. Press **F1** or  to retain all periods of information.


9. Item/Warehouse Data

Enter the number of periods to retain sales information by item/warehouse. Press **F1** or  to retain all periods of information.


10. Item/Invoice Data

Enter the number of periods to retain sales information by item/invoice. Press **F1** or  to retain all periods of information.


11. Temporary Item Data

Enter the number of periods to retain sales information by temporary item. Press **F1** or  to retain all periods of information.


12. Serial Item Data

Enter the number of periods to retain sales information by temporary serial item. Press **F1** or  to retain all periods of information.

13. Lot Item Data

Enter the number of periods to retain sales information by lot item. Press **F1** or  to retain all periods of information.

14. Invoice Master Data















Enter the number of periods to retain Invoice Master File information. Press **F1** or  to retain all periods of information.

Note: The Invoice Master file is designed to allow future access for detailed information on each of the individual data files. For this reason, the Invoice Master file cannot purge data more current than the largest number of periods being retained for any of the other files listed above.

01-FACTS 7.6 Development, SA Data Removal (SAU890) - Infor

Template Help

CP=04/2006 APR

Branch Data	<input type="text"/>		Retain All	Salesperson / Item Class Data	<input type="text"/>		Retain All
Customer Data	<input type="text"/>		Retain All	Item / Warehouse Data	<input type="text"/>		Retain All
Salesperson Data	<input type="text"/>		Retain All	Item / Invoice Data	<input type="text"/>		Retain All
Item Data	<input type="text"/>		Retain All	Temporary Item Data	<input type="text"/>		Retain All
Item Class Data	<input type="text"/>		Retain All	Serial Item Data	<input type="text"/>		Retain All
Customer / Item Data	<input type="text"/>		Retain All	Lot Item Data	<input type="text"/>		Retain All
Customer / Item Class Data	<input type="text"/>		Retain All	Invoice Master File	<input type="text"/>		Retain All

Template _____
None

OK
Cancel

Enter # periods to retain sales information by branch, F1-Retain All

APPENDIX A: References

1. **AMOUNT** The basis of the cutoff is the first figure entered in the figures input. Therefore, type of cutoff has been determined. The user now enters the cutoff amount. For example, if the figures chosen were SCP and the cutoff was set to B-below and the amount was \$500, then any customers with a sales figure below \$500 (for the time period chosen) would **not** print.

2. **BEGINNING ORDER CHOICE – CUSTOMER REPORTS** Enter the beginning order choice to print; e.g., if customer class was chosen above, the user selects the beginning customer class to print. CR defaults to FIRST (the first customer class on file).

3. **BEGINNING ORDER CHOICE – ITEM REPORTS** Enter the beginning order choice to print; e.g., if item class was chosen above, the user selects the beginning item class to print. CR defaults to FIRST (the first item class on file).

4. **CUSTOMER SEARCH** This feature is useful for finding a customer number when only the customer name, contact name or phone number is known. Press F2 to bring up the Customer Search window. The system defaults to an alphabetical search. Press F2 again to switch to one of the other available search orders, i.e. Contact, Phone or Customer . Press F1 to set restrictions to target specific information.

Search shortcuts. Search orders and restrictions are represented by bold, underlined letters. If you combine these letters at the entry prompt with first several characters of the item you are searching for, followed by F1 or F2, you can reduce the number of steps it takes to switch search orders or set restrictions. For example, you can find customers with contacts named “Ellis” by entering **C.Ellis** at the entry prompt and then press F1 or F2. “C” represents “Contact Name” and “Ellis” is the lookup information. Following are more examples of search shortcuts.

If you want to...	Then
Switch to an Phone Number search	Enter P plus F2
Switch to an Contact search and begin your search at entries starting with Ellis	Enter C.Ellis plus F2
Switch to an Alpha search	Enter AK.Bernie plus F1 or F2

order and set a keyword restriction of Bernie	
---	--

5. **CUTOFF** Enter whether there is N-no cutoff, or to exclude customers A-above a cutoff or the exclude customers B-below a cutoff. The cutoff is based on the first letter selected in the figures input. For example, if SCP were the figures entered, then the cutoff could be based on an amount above or below a sales figure. If no cutoff is selected, the report will include all sales figures selected to print. For example, if customers are being printed and no cutoff is set, all zero balance customers (i.e., never sold to) print on the report.
6. **DATE** Dates will be displayed according to the format set in the Company Control Record. For viewing purposes, all dates will be displayed with a two digit year. For editing purposes, all dates will allow the entry and display of a four digit year. An entry date can be viewed in its entirety by using the left and right arrow keys or by using the HOME and END keys to scroll through the date field. The system will allow the full date or a partial date to be entered.

Special dates that were previously displayed and stored as 01/01/00 and 12/31/99 will no longer be handled in the same manner. Tag names such as NONE, ASAP, FIRST, LAST, etc. will now be used in place of 'generic' dates. These tag names will also be accepted as the valid input dates in some data entry prompts.

The Rule of 50: FACTS programs uses a "rule of 50" logic to expedite date processing. If the two digit year is greater than or equal to 50, the system will assume the date to be in the 1900s; if the two digit year is less than 50, the system will assume the date to be in the 2000s.

During data entry, if the system is unable to interpret the date entered, the date mask will be displayed in the prompt. If the system is able to interpret the date entered, the date will be displayed in the prompt. Dates prior to 01/01/1800 or after 12/31/2199 are not allowed during date entry.

FACTS programs contain 8-character and 10-character date fields. The date editing/entry display varies slightly depending on whether it is an 8-character or 10-character field. When editing a date, using the right arrow or the END key, will advance the cursor to the end of the date field and using the left arrow or the HOME key, will advance the cursor to the beginning of the date field.

	8-Character Date Field	10-Character Date Field
When entering a date in the 1900s (as defined by the 50-rule), the date will be displayed as follows:	ORDERED <u>0</u> 1/02/96<	ORDERED <u>0</u> 1/02/96 <
Use the right arrow key or the END key to display the full 4-digit year:	ORDERED /02/199 <u>6</u> <	ORDERED <u>0</u> 1/02/1996 <

A plus sign at the end of the date field indicates that the year is not in the default century.	ORDERED <u>01/02/96+</u>	ORDERED <u>01/02/2096</u> <
---	------------------------------------	--

7. **DESCENDING ORDER** The user has the option of printing in descending order based on the first letter entered in the figures input above. The figure is printed from highest to lowest. Sorting is done only within the print order selected above. Examples are: A report for customers first through last with SG entered for the figures includes all customers printed in order of highest dollar sales to lowest. A report in salesperson/territory order for all salesperson/territories with GS entered for the figures includes all salesperson/territories with customers printed in order of highest gross margin to lowest within each salesperson/ territory.

8. **END OF INPUTS** In all report and update programs, this is the last input prior to processing. This gives the user a chance to check all the information for accuracy. If something needs to be changed, enter F4 to back up and change. Once everything is correct, press CR or type YES and the program continues.

9. **ENDING ORDER CHOICE - CUSTOMER REPORTS** Enter the ending order choice to print; e.g., if customer class was chosen above, the user selects the ending customer class to print. CR defaults to LAST (the last customer class on file).

10. **ENDING ORDER CHOICE - ITEM REPORTS** Enter the ending order choice to print, e.g., if item class was chosen above, the user selects the ending item class to print. CR defaults to LAST (the last item class on file).

11. **FIGURES - CUSTOMER REPORTS** Enter whether to print S-sales, C-cost, G-gross margin (\$) and/or P-gross margin % figures. U-units may be included on the item and item class multiperiod reports and p-average price and c-average cost may also be included on some item reports. Enter up to all four (five on item reports) letters in any combination side by side. The order the letters are entered determines the order the information prints on the report. For example, if GCS is entered, the gross margin (\$) prints followed by cost, followed by sales. The first letter input determines the basis of a cutoff amount and the basis of the descending order.

12. **ITEM SEARCH** General item information can be searched alphabetically, as well as by interchange number, item number or item class. To switch between search orders, press F2 at the selection prompt in the bottom right-hand corner of the screen and select one of the options from the popup

window that appears. Press F1 to restrict a search by Class, Keyword (or “Item # starts with” when searching by item number), Type or Warehouse.

13. **NUMBER PERIODS BACK** Periods back is used for reports using the comparison format. Enter the number of periods back from the range to be selected (beginning and ending period) which will be used for the comparison (1-26). For example, if the range is 01/88 - 06/88 and the number of periods back is 12 then the system will use 01/87 - 06/87 for the comparison. CR defaults to 12.
14. **ORDER CUSTOMERS REPORTS** In SA customer reports the order choice may be selected. The options are by C-customer number, A-alpha sort, S-salesperson/territory, K-customer class and Z-zip code. For example, the user may want to print in customer class order. CR defaults to C.
15. **ORDER - ITEM REPORTS** In SA item reports, the order choice may be selected. The options are by I-item number, A-alpha sort, V-vendor and C-item class. For example, the user may want to print in item class order. CR defaults to I.
16. **SEARCH** The search feature allows the user to search for various fields (example: salesperson/territory) when little or no information may be known about them. The search displays at the bottom of the screen a number of fields at a time. The user may enter a search key, continue, select the line number of one of the fields displayed, or return to the program input.
17. **SHIP-TO** In reports printing by customer, the user may choose to print customers by ship-to. Enter S-summary (print customer totals only - no breakdown by ship-to), D-detail (print figures for each ship-to or M-multiple (print only customers with multiple ship-to's and print each ship-to in detail).
18. **TOTALS ONLY** Totals only refers to printing only the total figures for the orders. For example, if K-customer class (for customer reports) or C-item class (for item reports) was selected, the user indicates whether to print totals by class only. If N is entered, the report prints each class and prints figures for each customer or item assigned to the class and totals by class. If Y is entered, the report prints each class and only the totals by class.

APPENDIX B: Glossary of Terms

Accumulated The sales analysis figures are available in different formats. The accumulated format provides total sales and total cost figures, as well as, gross margin and gross margin percentage information in different accumulated periods.

Branch Branch number is used throughout the FACTS system. Branches may be referred to as stores or profit centers, divisions within an organization. The system will default various branch prompts to the branch set up in System Management Terminal F/M for each user. The posting tables for each module may be set up so that the branch number is automatically inserted into the General Ledger Account number when the system creates its journal entries. Inquiries and reports may be run by branch.

Comparison The sales analysis figures are available in different formats. The comparison format provides total sales and total cost figures, as well as, gross margin and gross margin percentage information for different period breakdowns. The system prompts for the number of periods to use in the comparison and for the range of beginning and ending periods to compare.

Gross Margin \$ Price -Cost

Gross Margin % Price-Cost/(Cost or Price) The calculation uses either Cost or Price based on the option you select in Company Maintenance.

Item Class Item classes are created/maintained through Inventory Control Item Class F/M. Item classes are used to group items.

Lot Item An item that when received or sold must be assigned a lot number per unit. Multiple units may be assigned to the same lot. Examples of lots are reels (wire, etc.). Lot items must be flagged as such in the Item F/M.

Lot Number A means of identifying and tracking a group of items all manufactured at a particular place and time, such as cans of gray floor paint, reels of copper wire, etc.

MTD Month to Date

Multiperiod The sales analysis figures are available in different formats. The multiperiod format provides total sales and total cost figures, as well as, gross margin and gross margin percentage information per sales period.

Serialized item An item that when received or sold must be assigned a serial number. Examples of serialized items are laser printers, power tools and floor cranes.

Serial number A means of tracking and identifying an item and usually assigned by the manufacturer.

Ship-To Ship-To records are set up through Accounts Receivable Ship-To F/M. Invoices can be sent to the customer's address stored in the AR Customer File or to a different billing and shipping address.

Temporary Item Temporary items are goods offered to your customer as a value added service but are not carried in inventory. Temporary items do not exist in the item file.

Vendor class Vendor classes are used as a way of categorizing groups of vendors. A General Ledger table is associated with each class. This GL table will be used as a default entry when using Vendor F/M.

Warehouse The space allocated for the storage of merchandise.

Warranty Replacements For sales order line-items which are warranty replacement, the portion of the line which is not under warranty can be posted to Sales Analysis. The Sales Analysis Static Control flag, **Post Warranty Replacements (Y/N)**, controls this feature. For example, if an item originally sold at \$100 and it was replaced at 75% warranty coverage, a sale of \$25 would be posted to Sales Analysis.

YTD Year to Date

APPENDIX C: SAMPLE REPORTS

SALES ANALYSIS

PROGRAM	NAME	PAGE
SAR210	CUSTOMER MULTI-PD ANALYSIS - ACCUMULATED	C-2
SAR210	CUSTOMER MULTI-PD ANALYSIS - COMPARISON	C-3
SAR210	CUSTOMER MULTI-PD ANALYSIS - MULTI-PD	C-4
SAR220	CUSTOMER/ITEM CLASS MULTI-PD ANALYSIS	C-5
SAR230	CUSTOMER/ITEM MULTI-PD ANALYSIS	C-6
SAR240	CUSTOMER/ITEM MTD, YTD ANALYSIS	C-7
SAR310	SLSP/TERR MULTI-PD ANALYSIS	C-8
SAR320	SLSP/TERR/ITEM CLASS ANALYSIS	C-9
SAR330	SALESPERSON COMMISSION REPORT	C-10
SAR410	ITEM MULTI-PD ANALYSIS	C-11
SAR420	ITEM CLASS MULTI-PD ANALYSIS	C-12
SAR430	ITEM/CUSTOMER MULTI-PD ANALYSIS	C-13
SAR440	ITEM/CUSTOMER MTD, YTD ANALYSIS	C-14
SAR450	ITEM CLASS/CUSTOMER MULTI-PD ANALYSIS	C-15
SAR460	ITEM CLASS/SLSP MULTI-PD ANALYSIS	C-16
SAR470	ITEM/WAREHOUSE MULTI-PD ANALYSIS	C-17
SAR480	CURRENT PERIOD ITEM/INVOICE ANALYSIS	C-18
SAR485	TEMPORARY ITEM REPORT	C-19
SAR490	ITEM LOTS REPORT	C-20
SAR495	SERIAL ITEM REPORT	C-21
SAR510	BRANCH MULTI-PD ANALYSIS	C-22

Sample Reports

Sales Analysis—7.7

DATE: 04/10/09
 USER: SSI TGx

DEMO COMPANY
 CUSTOMER MULTIPERIOD ANALYSIS

SAR210 PAGE: 1
 TIME: 5:27 PM

CUSTOMER C100 TO C110
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CUSTOMER NAME	-----SEP 09-----				-----JAN 09-SEP 09-----			
	SALES	COST	G.M.	G.M. %	SALES	COST	G.M.	G.M. %
C100 SOUTHEASTERN INDUSTRIAL SUPPLY	11237	8387	2850	25.4%	68015	49925	19020	27.6%
C101 DELUXE EQUIPMENT WAREHOUSE	7541	5114	2427	32.2%	67486	43020	24466	36.3%
C102 ROARK ARCHITECTURAL, INC.	7179	5254	1925	26.8%	52475	37746	14729	28.1%
C104 BARNES MACHINERY & EQUIPMENT	4578	3530	1048	22.9%	45698	34586	11112	24.3%
C107 CENTRAL GEORGIA MATERIALS CO.	3929	2807	1122	28.6%	38173	26581	11592	30.4%
C109 SOUTHSIDE PLUMBING	5443	3317	2126	39.1%	43896	26976	16920	38.6%
REPORT TOTAL	39905	28409	11497	28.8%	316671	218834	97838	30.9%

CUSTOMERS: 6

END OF REPORT

Sales Analysis—7.7

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 CUSTOMER MULTIPERIOD ANALYSIS

SAR210 PAGE: 1
 TIME: 11:36 AM

CUSTOMER C100 TO C104
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CUSTOMER NAME	SEP 07	SEP 99	DIFF%	JAN 07 -SEP 07	JAN 99 -SEP 99	DIFF%
C100 SOUTHEASTERN INDUSTRIAL SUPPLY SALES	11237	6143	82.9%	68945	50059	37.7%
C100 SOUTHEASTERN INDUSTRIAL SUPPLY COST	8387	4406	90.4%	49925	35754	39.6%
C101 DELUXE EQUIPMENT WAREHOUSE SALES	7541	6802	10.9%	67486	42384	59.2%
C101 DELUXE EQUIPMENT WAREHOUSE COST	5114	4298	19.0%	43020	27134	58.6%
C102 ROARK ARCHITECTURAL, INC. SALES	7179	3177	126.0%	52475	38680	35.7%
C102 ROARK ARCHITECTURAL, INC. COST	5254	2273	131.1%	37746	27551	37.0%
C104 BARNES MACHINERY & EQUIPMENT SALES	4578	3861	18.6%	45698	40519	12.8%
C104 BARNES MACHINERY & EQUIPMENT COST	3530	2958	19.3%	34586	31049	11.4%
REPORT SALES	30534	19983	52.8%	234603	171642	36.7%
REPORT COST	22284	13935	59.9%	165276	121488	36.0%

CUSTOMERS: 4

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 CUSTOMER MULTIPERIOD ANALYSIS

SAR210 PAGE: 1
 TIME: 12:43 PM

CUSTOMER C100 TO C104
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CUSTOMER NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
=====											
C100 SOUTHEASTERN INDUSTRIAL SUPPLY											
	SALES	6496	6593	6554	4933	11515	11570	4694	5353	11237	68945
	COST	4623	4714	4668	3514	8200	8242	3323	4254	8387	49925
	G.M.	1873	1879	1886	1419	3315	3328	1371	1099	2850	19020
	G.M.%	28.8%	28.5%	28.8%	28.8%	28.8%	28.8%	29.2%	20.5%	25.4%	27.6%
C101 DELUXE EQUIPMENT WAREHOUSE											
	SALES	5760	3728	5766	4332	12118	12165	4283	11793	7541	67486
	COST	3669	2390	3673	2807	7755	7787	2740	7085	5114	43020
	G.M.	2091	1338	2093	1525	4363	4378	1543	4708	2427	24466
	G.M.%	36.3%	35.9%	36.3%	35.2%	36.0%	36.0%	36.0%	39.9%	32.2%	36.3%
C102 ROARK ARCHITECTURAL, INC.											
	SALES	5769	4322	5752	5107	6933	6968	5232	5213	7179	52475
	COST	4077	3069	4067	3652	5084	5111	3713	3719	5254	37746
	G.M.	1692	1253	1685	1455	1849	1857	1519	1494	1925	14729
	G.M.%	29.3%	29.0%	29.3%	28.5%	26.7%	26.7%	29.0%	28.7%	26.8%	28.1%
C104 BARNES MACHINERY & EQUIPMENT											
	SALES	3899	5420	3901	4846	5028	7968	5133	4925	4578	45698
	COST	2995	4162	2999	3621	3899	6209	3933	3238	3530	34586
	G.M.	904	1258	902	1225	1129	1759	1200	1687	1048	11112
	G.M.%	23.2%	23.2%	23.1%	25.3%	22.5%	22.1%	23.4%	34.3%	22.9%	24.3%
	REPORT SALES	21924	20063	21973	19218	35594	38671	19342	27284	30534	234603
	REPORT COST	15364	14335	15407	13594	24938	27349	13709	18296	22284	165276
	REPORT G.M.	6560	5728	6566	5624	10656	11322	5633	8988	8250	69327
	REPORT G.M.%	29.9%	28.6%	29.9%	29.3%	29.9%	29.3%	29.1%	32.9%	27.0%	29.6%

CUSTOMERS: 4

END OF REPORT

Sales Analysis—7.7

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 CUSTOMER/ITEM CLASS MULTIPD ANALYSIS

SAR220 PAGE: 1
 TIME: 8:26 AM

CUSTOMER C100 TO C104
 ITEM CLASS FIRST TO LAST
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CLASS DESCRIPTION	SEP 07	SEP 99	DIFF%	JAN 07 -SEP 07	JAN 07 -SEP 07	DIFF%
Customer C100 SOUTHEASTERN INDUSTRIAL SUPPLY						
DCK DOCK EQUIPMENT SALES	2185	612	257.1%	13872	9737	42.5%
GEN GENERAL SUPPLIES	286	28	922.9%	3368	4976	-32.3%
WHS WAREHOUSE EQUIPMENT	8765	5503	59.3%	51705	35346	46.3%
CUSTOMER SALES	11237	6143	82.9%	68946	50059	37.7%
Customer C101 DELUXE EQUIPMENT WAREHOUSE						
DCK DOCK EQUIPMENT	2230	326	584.2%	14163	8720	62.4%
GEN GENERAL SUPPLIES	512	1333	-61.6%	11282	9468	19.2%
WHS WAREHOUSE EQUIPMENT	4618	5143	-10.2%	33973	24196	40.4%
CUSTOMER SALES	7360	6802	8.2%	59418	42384	40.2%
Customer C102 ROARK ARCHITECTURAL, INC.						
DCK DOCK EQUIPMENT	1719	676	154.2%	10962	7736	41.7%
GEN GENERAL SUPPLIES	1758	0	999.9%	6997	3301	112.0%
WHS WAREHOUSE EQUIPMENT	3702	2501	48.0%	34517	27643	24.9%
CUSTOMER SALES	7179	3177	126.0%	52476	38680	35.7%
Customer C104 BARNES MACHINERY & EQUIPMENT						
DCK DOCK EQUIPMENT	517	275	88.0%	9560	8343	14.6%
GEN GENERAL SUPPLIES	773	1355	-43.0%	12949	13182	-1.8%
WHS WAREHOUSE EQUIPMENT	3288	2231	47.4%	23191	18994	22.1%
CUSTOMER SALES	4578	3861	18.6%	45700	40519	12.8%

CUSTOMERS: 4

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 CUSTOMER/ITEM MULTIPD ANALYSIS

SAR230 PAGE: 1
 TIME: 12:57 PM

CUSTOMER C100 TO C104
 ITEM I100 TO I100
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

	-----SEP 09-----					-----JAN 09-SEP 09-----				
ITEM	SALES	COST	G.M.	G.M. %	UNITS	SALES	COST	G.M.	G.M. %	UNITS
Customer C100 SOUTHEASTERN INDUSTRIAL SUPPLY										
I100	1484	1114	370	25.0%	10	10643	7724	2919	27.4%	71
CUSTOMER TOTAL	1484	1114	370	25.0%	10	10643	7724	2919	27.4%	71
Customer C101 DELUXE EQUIPMENT WAREHOUSE										
I100	1659	1114	545	32.9%	10	8778	5679	3099	35.3%	52
CUSTOMER TOTAL	1659	1114	545	32.9%	10	8778	5679	3099	35.3%	52
Customer C102 ROARK ARCHITECTURAL, INC.										
I100	938	668	269	28.7%	6	5971	4254	1716	28.7%	39
CUSTOMER TOTAL	938	668	269	28.7%	6	5971	4254	1716	28.7%	39
Customer C104 BARNES MACHINERY & EQUIPMENT										
I100	0	0	0	.0%	0	2565	1946	619	24.1%	18
CUSTOMER TOTAL	0	0	0	.0%	0	2565	1946	619	24.1%	18
REPORT TOTAL	4081	2896	1185	29.0%	26	27957	19603	8354	29.9%	180

CUSTOMERS: 4

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 04/10/09
 USER: SSI TGx

DEMO COMPANY
 CUSTOMER/ITEM MTD, YTD ANALYSIS

SAR240 PAGE: 1
 TIME: 5:44 PM

CUSTOMER C100 TO C100
 ITEM I110 TO I117
 PERIOD 09/09 SEP
 BRANCH 01

ITEM DESCRIPTION	LAST UM PURCHASE	# INV	UNITS	SALES	COST	G.M.	G.M.%
Customer	=====						
C100 SOUTHEASTERN INDUSTRIAL SUPPLY							
I113 ROLLING STOCK PICKING LADDER	EA 09/21/09	1	4	1794	1322	472	26.3% MTD
		7	20	9064	6480	2584	28.5% YTD
I115 PLASTIC DOLLY	EA 09/27/09	1	20	701	511	190	27.1% MTD
		3	62	2216	1562	654	29.5% YTD
I117 CORRUGATED BIN BOX	EA 09/14/09	1	600	370	288	82	22.2% MTD
		8	2932	1838	1375	463	25.2% YTD
			-----	-----	-----	-----	-----
CUSTOMER TOTAL			624	2865	2121	744	26.0% MTD
			3014	13118	9417	3701	28.2% YTD
			-----	-----	-----	-----	-----
REPORT TOTAL			624	2865	2121	744	26.0% MTD
			3014	13118	9417	3701	28.2% YTD

CUSTOMERS: 1

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 SLSP/TERR MULTIPERIOD ANALYSIS

SAR310 PAGE: 1
 TIME: 9:43 AM

SLSP/TERR FIRST TO LAST
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

S/T NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
10 RONALD PATTON	SALES	14368	18729	13505	17587	21064	22675	16253	19273	21209	164663
20 GREGORY BILLINGS		21155	24050	19343	25107	24811	29646	28707	26262	21437	220518
30 SALLY FURNESS		49451	46000	46219	50488	55988	56807	48221	68520	48484	470178
	REPORT SALES	84974	88779	79067	93182	101863	109128	93181	114055	91131	855360

SALESPERSON/TERRITORIES: 3

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 SLSP/TERR/ITEM CLASS ANALYSIS

SAR320 PAGE: 1
 TIME: 9:43 AM

S/T 10 TO 20
 ITEM CLASS FIRST TO LAST
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CLASS DESCRIPTION		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
=====											
S/T 10 RONALD PATTON											
DCK DOCK EQUIPMENT	SALES	4405	3922	4451	1753	5719	5748	3742	2607	4646	36993
GEN GENERAL SUPPLIES		1750	5320	1748	4765	2645	2659	5206	4679	3357	32129
WHS WAREHOUSE EQUIPMENT		8213	9487	7306	11069	12700	14268	7305	11438	5214	87000
	SLSP/TER SALES	14368	18729	13505	17587	21064	22675	16253	18724	13217	156122
=====											
S/T 20 GREGORY BILLINGS											
DCK DOCK EQUIPMENT		4861	6032	5198	5101	3574	3774	7663	5784	2420	44407
GEN GENERAL SUPPLIES		5923	7243	5037	9453	6857	8208	5225	9312	3663	60921
WHS WAREHOUSE EQUIPMENT		10371	10775	9108	10553	14380	17664	15819	11048	15355	115073
	SLSP/TER SALES	21155	24050	19343	25107	24811	29646	28707	26144	21437	220400
	REPORT SALES	35523	42779	32848	42694	45875	52321	44960	44868	34655	376523

SALESPERSON/TERRITORIES: 2

END OF REPORT

Sample Reports

Date: 05/24/09
 User: JLW T5d

Commission Report - Detail

SAR330 Page: 1
 Time: 2:44 PM

Slsp First to Last
 Date First to Last
 Branch 01 Atlanta Branch

Item	Description	Quantity	UM	Price	Comm%	Commission
=====						
S/T 10 Ronald Patton						
Customer: C100 Southeastern Industrial Supply						
Invoice: 001919	Date: 09/23/09	Branch: 01	Status: Pay	480.00	.00%	.00
I100	Pallet Loading Hand Truck	2	EA	480.00	.00%	.00
Invoice: 001924	Date: 09/23/09	Branch: 01	Status: Pay	130.00	4.00%	5.20
I117	Corrugated Bin Boxes	200	EA	130.00	4.00%	5.20
Invoice: 001929	Date: 09/10/09	Branch: 01	Status: Pay	123.50	4.00%	4.94
I117	Corrugated Bin Boxes	200	EA	123.50	4.00%	4.94
=====						
Customer Total Pay				733.50	1.38%	10.14
=====						
Invoice: 001928	Date: 09/02/09	Branch: 01	Status: Hold	788.50	.00%	.00
I100	Pallet Loading Hand Truck	10	EA	788.50	.00%	.00
=====						
Customer Total Hold				788.50	.00%	.00
=====						
Customer: C123 Georgia Print Machines, Inc.						
Invoice: 001785	Date: 09/30/09	Branch: 01	Status: Pay	960.00	.00%	.00
Invoice: 001792	Date: 09/30/09	Branch: 01	Status: Pay	1976.40	.00%	.00
=====						
Customer Total Pay				2936.40	.00%	.00
=====						
Customer: C400 NEW CUSTOMER						
Invoice: 000248	Date: 09/01/09	Branch: 01	Status: Pay	200.00	1.00%	2.00

ALL

ALL ITEMS

1 EA

200.00

1.00%

2.00

Sample Reports

Sales Analysis—7.7

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 ITEM MULTIPERIOD ANALYSIS

SAR410 PAGE: 1
 TIME: 10:05 AM

ITEM I100 TO I110
 PERIOD 01/09 JAN TO 09/09 SEP

ITEM DESCRIPTION	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
I100 PALLET LOADING HAND TRUCK										
SALES	9008	9246	9624	10377	10075	10089	10575	11478	9761	90233
COST	6171	6203	6552	7020	6732	6770	7134	7797	6683	61062
I101 PALLET TRUCK										
SALES	11672	17470	14513	17059	18511	19323	17878	16305	17028	149759
COST	7701	11332	9454	11176	12077	12704	11633	10950	11238	98265
I102 ADJUSTABLE HEIGHT STEEL STOOL										
SALES	3356	4096	3585	4364	5272	6160	3895	4586	5837	41151
COST	2259	2801	2405	2913	3544	4146	2706	3129	3974	27877
I103 ROTARY DRUM PUMP										
SALES	2941	4271	2491	5227	4985	6245	3888	5375	4519	39942
COST	2043	2892	1783	3580	3411	4191	2683	3694	3111	27388
I104 RUBBER TIRE MAT										
SALES	1702	3257	2134	2150	2643	2595	2493	2299	2531	21804
COST	1149	2189	1430	1428	1779	1750	1668	1544	1730	14667
I105 NESTING CONVEYOR BOX										
SALES	3417	1799	2936	2354	3067	2671	2259	2831	2734	24068
COST	2220	1196	1938	1577	2010	1763	1513	1908	1810	15935
I106 TELESCOPIC LIFT BOOM										
SALES	4549	3649	4597	4569	3759	6456	3744	4711	3769	39803
COST	3157	2540	3190	3205	2578	4536	2604	3304	2643	27757
I107 PORTABLE FLOOR CRANE										
SALES	4445	5704	5975	8183	6507	5486	10139	8404	6492	61335
COST	3245	4074	4368	5767	4692	3884	7250	5944	4812	44036
I108 STEEL TOP WORK BENCH										
SALES	2488	3500	2341	2816	4103	3622	2968	3024	4661	29523
COST	1663	2463	1592	1957	2859	2513	2077	2108	3299	20531
I109 FOREMEN SHOP CABINET DESK										
SALES	2992	3330	3663	3015	3480	3985	3226	3014	4723	31428
COST	2123	2268	2548	2158	2440	2725	2192	2225	3476	22155
I110 STEEL STORAGE CABINET										
SALES	2570	3717	2598	3649	4423	3608	4604	3763	4537	33469
COST	1680	2454	1697	2326	2806	2350	2991	2397	2877	21578
REPORT SALES	49140	60039	54457	63763	66825	70240	65669	65790	66590	562513
REPORT COST	33411	40412	36957	43107	44928	47332	44451	45000	45654	381252

ITEMS: 11

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 04/10/09
 USER: SSI TGx

DEMO COMPANY
 ITEM CLASS MULTIPERIOD ANALYSIS

SAR420 PAGE: 1
 TIME: 5:52 PM

ITEM CLASS FIRST TO LAST
 PERIOD 01/09 JAN TO 09/09 SEP

CLASS DESCRIPTION		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
DCK DOCK EQUIPMENT											
	SALES	24471	29277	25808	25382	29196	28709	27755	27405	29568	247571
GEN GENERAL SUPPLIES		22877	24551	20029	26826	26403	26906	22871	26722	19183	216368
WHS WAREHOUSE EQUIPMENT		77781	78347	75624	81539	90834	96579	85173	82936	84378	753191
	REPORT SALES	125129	132175	121461	133747	146433	152194	135799	137063	133129	1217130

ITEM CLASSES: 3

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 ITEM/CUSTOMER MULTIPD ANALYSIS

SAR430 PAGE: 1
 TIME: 1:37 PM

ITEM I100 TO I100
 CUSTOMER C100 TO C103
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CUSTOMER NAME	-----SEP 09-----					-----JAN 09-SEP 09-----				
	SALES	COST	G.M.	G.M. %	UNITS	SALES	COST	G.M.	G.M. %	UNITS
Item I100 PALLET LOADING HAND TRUCK										
C100 SOUTHEASTERN INDUSTRIAL	1484	1114	370	25.0%	10	10643	7724	2919	27.4%	71
C101 DELUXE EQUIPMENT WAREHOU	1659	1114	545	32.9%	10	8778	5679	3099	35.3%	52
C102 ROARK ARCHITECTURAL, INC	938	668	269	28.7%	6	5971	4254	1716	28.7%	39
ITEM TOTAL	4081	2896	1185	29.0%	26	25392	17657	7735	30.5%	162
REPORT TOTAL	4081	2896	1185	29.0%	26	25392	17657	7735	30.5%	162

ITEMS: 1

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 ITEM/CUSTOMER MTD, YTD ANALYSIS

SAR440 PAGE: 1
 TIME: 1:38 PM

ITEM I100 TO I101
 CUSTOMER C100 TO C102
 PERIOD 09/09 SEP
 BRANCH 01

CUSTOMER NAME	LAST PURCHASE	# INV	UNITS	SALES	COST	G.M.	G.M.%
=====							
Item	I100 PALLET LOADING HAND TRUCK		UM: EA				
C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/09/09	1	10	1484	1113	371	25.0% MTD
		10	71	10643	7723	2920	27.4% YTD
C101 DELUXE EQUIPMENT WAREHOUSE	09/14/09	1	10	1659	1113	546	32.9% MTD
		9	52	8777	5678	3099	35.3% YTD
C102 ROARK ARCHITECTURAL, INC.	09/21/09	1	6	937	668	269	28.7% MTD
		9	39	5970	4254	1716	28.7% YTD
	ITEM TOTAL		26	4080	2894	1186	29.1% MTD
			162	25390	17655	7735	30.5% YTD
=====							
Item	I101 PALLET TRUCK		UM: EA				
C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/14/09	1	8	3164	2305	859	27.2% MTD
		10	45	18007	12691	5316	29.5% YTD
C101 DELUXE EQUIPMENT WAREHOUSE	07/09/09	0	0	0	0	0	.0% MTD
		7	15	6780	4197	2583	38.1% YTD
C102 ROARK ARCHITECTURAL, INC.	08/10/09	0	0	0	0	0	.0% MTD
		4	8	3238	2241	997	30.8% YTD
	ITEM TOTAL		8	3164	2305	859	27.2% MTD
			68	28025	19129	8896	31.7% YTD
	REPORT TOTAL		34	7244	5199	2045	28.2% MTD
			230	53415	36784	16631	31.1% YTD
=====							

ITEMS: 2

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 09/28/09
 USER: SSI TO W

DEMO COMPANY
 ITEM CLASS/CUSTOMER MULTIPD ANALYSIS

SAR450 PAGE: 1
 TIME: 11:11 AM

ITEM CLASS WHS TO WHS
 CUSTOMER C100 TO C116
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

CUSTOMER NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
=====											
Class WHS WAREHOUSE EQUIPMENT											
C100 SOUTHEASTERN INDUSTRIAL SUPPLY											
	SALES	4609	4293	4650	4356	8838	8880	3065	4249	8765	51705
	COST	3270	3083	3302	3099	6299	6331	2159	3386	6562	37491
C101 DELUXE EQUIPMENT WAREHOUSE											
	SALES	3878	2297	3908	1913	7038	7073	1854	1394	4618	33973
	COST	2476	1469	2495	1243	4479	4503	1180	988	3141	21974
C102 ROARK ARCHITECTURAL, INC.											
	SALES	3405	3349	3440	4102	4455	4477	3439	4148	3702	34517
	COST	2425	2367	2450	2929	3247	3263	2482	2974	2725	24862
C104 BARNES MACHINERY & EQUIPMENT											
	SALES	1520	1212	1535	2304	3214	4911	2838	2369	3288	23191
	COST	1176	936	1189	1750	2479	3788	2150	1793	2532	17793
C107 CENTRAL GEORGIA MATERIALS CO.											
	SALES	1521	1500	1533	2544	1927	2340	3186	2601	1916	19068
	COST	1060	1055	1069	1818	1376	1663	2270	1867	1382	13560
C109 SOUTHSIDE PLUMBING											
	SALES	2985	2020	2208	2195	3602	4315	2904	2160	3676	26065
	COST	1818	1210	1334	1342	2165	2612	1776	1371	2215	15843
C112 CENTRAL VALLEY WATER COMPANY											
	SALES	2753	2793	1646	2813	3653	3028	3218	2886	3688	26478
	COST	1655	1685	992	1677	2194	1848	1920	1728	2245	15944
C113 WESTERN CALIF. EQUIP. DIST.											
	SALES	1230	1042	1243	2571	3243	4405	2247	2650	2737	21368
	COST	804	688	813	1765	2180	2973	1522	1819	1844	14408
C116 PACKAGING SYSTEMS CORP.											
	SALES	1468	2087	1125	2205	1193	2393	2912	2050	1097	16530
	COST	873	1256	671	1341	708	1417	1759	1357	649	10031
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	23369	20593	21288	25003	37163	41822	25663	24507	33487	252895
	ITEM CLASS COST	15557	13749	14315	16964	25127	28398	17218	17283	23294	171905
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	REPORT SALES	23369	20593	21288	25003	37163	41822	25663	24507	33487	252895
	REPORT COST	15557	13749	14315	16964	25127	28398	17218	17283	23294	171905

ITEM CLASSES: 1

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 ITEM CLASS/SLSP MULTIPD ANALYSIS

SAR460 PAGE: 1
 TIME: 10:11 AM

ITEM CLASS FIRST TO LAST
 SLSP/TERR FIRST TO LAST
 PERIOD 01/09 JAN TO 09/09 SEP
 BRANCH 01

S/T NAME		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
===== Class DCK DOCK EQUIPMENT =====											
10 RONALD PATTON	SALES	4405	3922	4451	1753	5719	5748	3742	2607	4646	36993
	COST	2843	2590	2873	1178	3845	3865	2512	1831	3162	24699
20 GREGORY BILLINGS	SALES	4861	6032	5198	5101	3574	3774	7663	5784	2420	44407
	COST	3383	4092	3585	3444	2466	2590	5116	3886	1697	30259
30 SALLY FURNESS	SALES	7325	8845	6994	9251	8736	7895	7244	9842	11160	77292
	COST	4757	5683	4536	5840	5598	5100	4690	6187	7440	49831
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	16591	18799	16643	16105	18029	17417	18649	18233	18225	158691
	ITEM CLASS COST	10983	12365	10994	10462	11909	11555	12318	11904	12300	104790
===== Class GEN GENERAL SUPPLIES =====											
10 RONALD PATTON	SALES	1750	5320	1748	4765	2645	2659	5206	4679	3357	32129
	COST	1225	3603	1231	3160	1720	1728	3491	2892	2272	21322
20 GREGORY BILLINGS	SALES	5923	7243	5037	9453	6857	8208	5225	9312	3663	60921
	COST	4102	5323	3510	6681	4804	5873	3700	6568	2531	43092
30 SALLY FURNESS	SALES	15204	11763	13244	12608	16901	16039	12440	12278	12069	122546
	COST	10336	7945	9143	8557	11457	10934	8529	8457	8342	83700
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	22877	24326	20029	26826	26403	26906	22871	26269	19089	215596
	ITEM CLASS COST	15663	16871	13884	18398	17981	18535	15720	17917	13145	148114
===== Class WHS WAREHOUSE EQUIPMENT =====											
10 RONALD PATTON	SALES	8213	9487	7306	11069	12700	14268	7305	11438	5214	87000
	COST	5621	6420	5036	7485	8870	9921	4952	8079	3653	60037
20 GREGORY BILLINGS	SALES	10371	10775	9108	10553	14380	17664	15819	11048	15355	115073
	COST	6998	7281	6155	7224	9805	12152	10784	7647	10501	78547
30 SALLY FURNESS	SALES	26922	25392	25981	28629	30351	32873	28537	27381	32697	258763
	COST	17922	16819	17293	18974	20191	21759	18727	18742	22825	173252
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	ITEM CLASS SALES	45506	45654	42395	50251	57431	64805	51661	49867	53266	460836
	ITEM CLASS COST	30541	30520	28484	33683	38866	43832	34463	34468	36978	311835
		-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	REPORT SALES	84974	88779	79067	93182	101863	109128	93181	94369	90580	835123
	REPORT COST	57187	59756	53362	62543	68756	73922	62501	64289	62423	564739

ITEM CLASSES: 3

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 ITEM/WAREHOUSE MULTIPD ANALYSIS

SAR470 PAGE: 1
 TIME: 1:45 PM

ITEM I100 TO I101
 WAREHOUSE 01
 PERIOD 01/09 JAN TO 09/09 SEP

WH DESCRIPTION	-----SEP 09-----					-----JAN 09-SEP 09-----				
	SALES	COST	G.M.	G.M. %	UNITS	SALES	COST	G.M.	G.M. %	UNITS
Item I100 PALLET LOADING HAND TRUCK										
01 ATLANTA WAREHOUSE	7132	4901	2231	31.3%	44	67887	45707	22180	32.7%	420
ITEM TOTAL	7132	4901	2231	31.3%	44	67887	45707	22180	32.7%	420
Item I101 PALLET TRUCK										
01 ATLANTA WAREHOUSE	11761	7780	3981	33.9%	27	107382	70110	37272	34.7%	249
ITEM TOTAL	11761	7780	3981	33.9%	27	107382	70110	37272	34.7%	249
REPORT TOTAL	18893	12681	6212	32.9%	71	175269	115817	59452	33.9%	669

ITEMS: 2

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 ITEM/INVOICE ANALYSIS

SAR480 PAGE: 1
 TIME: 1:46 PM

ITEM I100 TO I102
 WAREHOUSE 01

INVOICE	CUSTOMER NAME	DATE	WH	UNITS	UM	SALES	COST	G.M.	G.M. %
=====									
Item	I100 PALLET LOADING HAND TRUCK								
001646	C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/09/09	01	10	EA	1484.37	1113.90	370.47	25.0%
001693	C117 LINDA'S FLOWER SHOP	09/14/09	01	3		551.40	334.17	217.23	39.4%
001701	C109 SOUTHSIDE PLUMBING	09/14/09	01	2		367.60	222.78	144.82	39.4%
001702	C101 DELUXE EQUIPMENT WAREHOUSE	09/14/09	01	10		1659.17	1113.90	545.27	32.9%
001732	C107 CENTRAL GEORGIA MATERIALS CO.	09/21/09	01	4		625.00	445.56	179.44	28.7%
001741	C119 BRADLEY MANUFACTURING CO.	09/21/09	01	4		588.20	445.56	142.64	24.3%
001744	C102 ROARK ARCHITECTURAL, INC.	09/21/09	01	6		937.50	668.34	269.16	28.7%
001773	C112 CENTRAL VALLEY WATER COMPANY	09/27/09	01	3		551.40	334.17	217.23	39.4%
001776	C116 PACKAGING SYSTEMS CORP.	09/27/09	01	2		367.60	222.78	144.82	39.4%
				-----		-----	-----	-----	-----
				ITEM TOTAL	44	7132.24	4901.16	2231.08	31.3%
Item	I101 PALLET TRUCK								
001663	C118 PEACHTREE PRINTING SUPPLY	09/09/09	01	3	EA	1322.55	864.45	458.10	34.6%
001691	C104 BARNES MACHINERY & EQUIPMENT	09/14/09	01	4		1567.60	1152.60	415.00	26.5%
001696	C100 SOUTHEASTERN INDUSTRIAL SUPPLY	09/14/09	01	8		3164.26	2305.20	859.06	27.2%
001730	C109 SOUTHSIDE PLUMBING	09/21/09	01	2		979.70	576.30	403.40	41.2%
001737	C112 CENTRAL VALLEY WATER COMPANY	09/21/09	01	3		1469.55	864.45	605.10	41.2%
001740	C116 PACKAGING SYSTEMS CORP.	09/21/09	01	2		979.70	576.30	403.40	41.2%
001749	C117 LINDA'S FLOWER SHOP	09/21/09	01	2		979.70	576.30	403.40	41.2%
001771	C107 CENTRAL GEORGIA MATERIALS CO.	09/27/09	01	1		416.35	288.15	128.20	30.8%
001780	C118 PEACHTREE PRINTING SUPPLY	09/27/09	01	2		881.70	576.30	305.40	34.6%
				-----		-----	-----	-----	-----
				ITEM TOTAL	27	11761.11	7780.05	3981.06	33.9%
Item	I102 ADJUSTABLE HEIGHT STEEL STOOL								
001649	C113 WESTERN CALIF. EQUIP. DIST.	09/09/09	01	10	EA	609.00	422.80	186.20	30.6%
001658	C127 JOHNSON MEDICAL SUPPLY DIST.	09/09/09	01	8		487.20	338.24	148.96	30.6%
001659	C102 ROARK ARCHITECTURAL, INC.	09/09/09	01	20		1150.00	845.60	304.40	26.5%
001731	C101 DELUXE EQUIPMENT WAREHOUSE	09/21/09	01	4		244.34	169.12	75.22	30.8%
001751	C113 WESTERN CALIF. EQUIP. DIST.	09/21/09	01	-3		-182.70	-126.84	-55.86	30.6%
001759	C101 DELUXE EQUIPMENT WAREHOUSE	09/27/09	01	20		1221.70	845.60	376.10	30.8%
001773	C112 CENTRAL VALLEY WATER COMPANY	09/27/09	01	12		811.80	507.36	304.44	37.5%
				-----		-----	-----	-----	-----
				ITEM TOTAL	71	4341.34	3001.88	1339.46	30.9%
				-----		-----	-----	-----	-----
				REPORT TOTAL	142	23234.69	15683.09	7551.60	32.5%

ITEMS: 3

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 09/08/09
 USER: GUI TC

DEMO COMPANY
 TEMPORARY ITEM REPORT

SAR485 PAGE: 1
 TIME: 3:53 PM

ITEM FIRST TO LAST
 VENDOR ALL
 WAREHOUSE 01
 DATE FIRST TO LAST

ITEM DESCRIPTION	# SALES	UNITS UM	SALES	COST	G.M.	G.M.%	CLS	VENDOR	LAST SALE
=====									
Warehouse 01 Atlanta Warehouse									
I832 Temporary - Conveyor Roller		5 EA	111.75	73.55	38.20	34.2%	GEN	V100	09/28/02
LOCK Temporary - Cement Block		24 EA	66.96	46.32	20.64	30.8%	WHS	V101	09/21/02
		-----	-----	-----	-----	-----	-----		
WAREHOUSE TOTAL		29	178.71	119.87	58.84	32.9%			
		-----	-----	-----	-----	-----	-----		
REPORT TOTAL		29	178.71	119.87	58.84	32.9%			

ITEMS: 3

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 ITEM LOTS REPORT

SAR490 PAGE: 1
 TIME: 11:04 AM

ITEM I148 TO
 WAREHOUSE 01
 DATES FIRST TO LAST

I148

INVOICE	SALE DATE	CUSTOMER NAME	UNITS	SL UM	PRICE UM	PR UM	EXTENSION
=====							
Warehouse 01 ATLANTA WAREHOUSE							
Item I148 MIRACLE CLEANER							
Lot#: ICI-884 Receipt Date: 07/27/09 Cost: 32.00 EA PO#: 000949 Vendor: V119							
001741	09/28/09	C119 BRADLEY MANUFACTURING CO.	20	EA	40.40	EA	808.00
			-----				-----
			LOT TOTAL	20			808.00*
			-----				-----
			ITEM TOTAL	20			808.00
			-----				-----
			WAREHOUSE TOTAL	20			808.00
			-----				-----
			REPORT TOTAL	20			808.00

*=LOT IS STILL ON FILE IN INVENTORY

ITEMS: 1

END OF REPORT

Sample Reports

Sales Analysis—7.7

DATE: 09/28/09
 USER: SSI ToW

DEMO COMPANY
 SERIAL ITEM REPORT

SAR495 PAGE: 1
 TIME: 10:17 AM

ITEM FIRST TO LAST
 WAREHOUSE 01
 DATES FIRST TO LAST

SERIAL#	RECEIPT DATE	CT COST	UM	PO#	VENDOR	SALE DATE	PRICE	UM	PR INVOICE	CUSTOMER NAME
=====										
Warehouse 01 ATLANTA WAREHOUSE										
Item I106 TELESCOPIC LIFT BOOM										
WI-1952	* 07/31/09	651.00	EA	000959	V120	09/29/09	856.50	EA	001650	C122 EQUIPMENT HANDLING SYSTEMS IN
WI-1994	* 07/31/09	651.00	EA	000959	V120	09/29/09	856.50	EA	001650	C122 EQUIPMENT HANDLING SYSTEMS IN
WI-2295	* 08/15/09	651.00	EA	000959	V120	09/28/09	1070.60	EA	001699	C120 PORSCHE PIECES, INC.
WI-3042	* 08/15/09	651.00	EA	000959	V120	09/28/09	1070.60	EA	001699	C120 PORSCHE PIECES, INC.
		-----				-----				
ITEM TOTAL		2604.00				3854.20				
Item I107 PORTABLE FLOOR CRANE										
WI-3809	* 07/31/09	279.00	EA	000959	V120	09/29/09	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4109	* 07/31/09	279.00	EA	000959	V120	09/29/09	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4211	* 07/31/09	279.00	EA	000959	V120	09/29/09	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4244	* 08/09/09	279.00	EA	000959	V120	09/29/09	389.75	EA	001665	C100 SOUTHEASTERN INDUSTRIAL SUPPL
WI-4588	* 08/09/09	279.00	EA	000959	V120	09/29/09	435.60	EA	001670	C101 DELUXE EQUIPMENT WAREHOUSE
WI-4655	* 08/09/09	279.00	EA	000959	V120	09/29/09	435.60	EA	001670	C101 DELUXE EQUIPMENT WAREHOUSE
WI-4948	* 08/21/09	279.00	EA	000959	V120	09/28/09	366.85	EA	001763	C122 EQUIPMENT HANDLING SYSTEMS IN
WI-5020	* 08/21/09	279.00	EA	000959	V120	09/28/09	366.85	EA	001763	C122 EQUIPMENT HANDLING SYSTEMS IN
		-----				-----				
ITEM TOTAL		2232.00				3163.90				
		-----				-----				
WAREHOUSE TOTAL		4836.00				7018.10				
		-----				-----				
REPORT TOTAL		4836.00				7018.10				

*=SERIAL NUMBER IS STILL ON FILE IN INVENTORY

ITEMS: 2

END OF REPORT

Sales Analysis—7.7

Sample Reports

DATE: 03/14/09
 USER: SSI TGQ

DEMO COMPANY
 BRANCH MULTIPERIOD ANALYSIS

SAR510 PAGE: 1
 TIME: 1:49 PM

BRANCH 01 TO 02
 PERIOD 01/09 JAN TO 09/09 SEP

BR NAME	-----SEP 09-----				-----JAN 09-SEP 09-----			
	SALES	COST	G.M.	G.M.%	SALES	COST	G.M.	G.M.%
01 ATLANTA BRANCH	91206	62142	29063	31.9%	856083	570379	285703	33.4%
02 DALLAS BRANCH	42477	29058	13418	31.6%	381186	261264	119921	31.5%
REPORT TOTAL	133682	91200	42482	31.8%	1237268	831643	405625	32.8%

BRANCHES: 2

END OF REPORT