

# SALES ANALYSIS

The data captured by the DAPREX/400 Sales Analysis system provides you with the historical sales information that is currently impossible to obtain. A profitable sales operation depends on having up-to-date salesman, customer, and product analysis in order to put its efforts in the most lucrative areas.

Sales Analysis is a by-product of the DAPREX Order Entry & Billing for the designated customers and products.

## MANAGEMENT TOOLS

- \* Twenty-four month detail data
- \* Current year versus prior year monthly comparisons
- \* Reports data in the desired manner
  - Sales dollars, units sold and profit dollar analyses
  - By corporation
  - By product
  - By corporation and salesman
  - By corporation, salesman and product
  - By corporation, salesman and customer
  - By corporation, product and customer
  - By corporation, customer and product
  - By corporation, product category
  - By corporation, product category and product
  - By corporation, product category and customer
  - By corporation, customer category
  - By corporation, customer category and product
  - By corporation, customer category and customer
- \* Screen inquiries on the above report options
- \* 132 character screen inquiries of the above options combining sales dollars, units sold and profit dollar analyses