Advanced Software, Inc.

Sales History & Management Dashboards

They say a picture is worth a thousand words, so Advantzware developed Management Dashboards to show a variety of reports via line graphs, pie charts, and bar charts. Management can see daily, monthly, and yearly bookings and invoicing compared by customer and sales representative via graphics that show percentages and size of the pie rather than straining over numbers. Plant personnel can view a bar chart showing machine efficiencies by machine by day, month, and year.

Each sales order may have up to three sales people with a unique commission percentage by finished goods item.   Once the item is invoiced, the data is stored in the accounts receivable history files for sales reporting and inquiry. Dozens of standard sales reports provide multiple print ranges, sorting criteria, field selections and output choices that quadruple the report options. Reports show sales dollars, costs, profits, and percentages by day, month and year selected by customer, sales representative, item, product category, and by customer type.   Each report can limit the date range, customer range, category range and more and can show detailed numbers or summary dollars. Output can be printed, viewed to screen, emailed, or downloaded to Excel for further data manipulation.

Sales History Summary

Period	Current Year Actual $	MSF	$/MSF	Tons	Current Year Budget $	MSF	$/MSF	Tons	Prior Year Actual $	MSF	$/MSF	Tons
January	11,024	206	53.44	11.0					109,383	19	5880.81	1.0
February	7,811	32	247.97	3.0					611,473	170	3594.78	11.0
March	1,016,901	408	2489.96	44.0					472,618	557	848.35	31.0
April	50,014	137	366.14	14.0					1,053,326	459	2294.83	27.0
May	29,504,251	528	55879.26	37.0					2,498,858	428	5841.18	59.0
June	91,728	678	135.25	39.0					11,923,582	1,278	9331.34	69.0
July	6,975,443	502	13895.31	60.0					1,312,666	1,125	1166.92	89.0
August	1,003,954	6,037	166.31	372.0					592,520	205	2893.16	14.0
September	0	0	0.00	0.0					145,366	54	2701.97	2.0
October	0	0	0.00	0.0					78,349	151	518.52	5.0
November	0	0	0.00	0.0					246,505	494	498.69	31.0
December	0	0	0.00	0.0					17,940	35	518.50	2.0
Total	38,661,126	8,528	4533.70	580.0					19,062,585	4,974	3832.52	341.0