



How many did we sell?

SAMICO
Building business and technology relationships.

POWERACCOUNTING

...works for you

- **Easy to Use**
- **Utilizes Existing Data**
- **Seamless Integration**
- **User Defined Report Facility**
- **Management Tool**
- **Powerful Reporting**

Features & Benefits

Choose from one of 19 pre-formatted reports or custom design your own. (Number of reports available varies depending on the modules installed.)

Report Types:

Sales Analysis

User Defined

Different from the traditional *Sales Analysis* reports, the *User Defined* report allows selection of specific information. Five levels of detail, and up to four separate reporting periods, provide easy access to relevant information without programming skills.

Customer

The *Customer* report shows period-to-date, year-to-date and last year's sales, cost of sales, gross profit figures, customer's % of total sales, % of gross profit and margin, and % sales for each customer.

Customer Type

Like the *Sales Analysis by Customer*, but customers are grouped and subtotaled by customer type. ("Customer type" is a user-defined code in Accounts Receivable for grouping customers.) Available for each customer type are: a list of total sales, total cost of sales, total gross profit, % of total sales, and % of total gross profit.

Customer Sales Volume

Customer Sales Volume lists customers in order by sales volume and shows sales, cost of sales, gross profit figures, margin %, as well as each customer's % of total sales and percent of total gross profit. Print customers either by period-to-date, year-to-date, or last year's sales dollar volume. Optionally specify a minimum dollar volume, or print a range of customers by selected criteria.

Actual Sales Rep

Two formats are available for the *Actual Sales Rep* report - summary and detail. For each sales rep, the summary format shows the sales amount, % of total company sales, cost of sales, profit, margin %, commission amount, and commission % of sales. The detail format shows the above information for each customer for each sales rep. From this information, you can analyze sales related directly to individual sales reps.

Customers for an Item

This report shows the same information as the *Items for a Customer* report, but is arranged by item, and shows customers who purchased which item.

More Features

Responsible Sales Rep	Shows sales, cost of sales, and profit figures for the period-to-date, the year-to-date, and the last year for each customer, with customers categorized by the customer's assigned sales representative. A summary lists sales rep totals only. Customers are listed by sales rep responsible for each customer.
Province/State	This report shows sales, cost of sales, and profit figures for the period-to-date, the year-to-date, and the last year for each customer, with the customers in order by province/state. A summary of individual province /state totals is printed at the end of the detailed report, or can be printed separately as a summary.
Postal / Zip Code	This report shows sales, cost of sales, and profit figures for the period-to-date, the year-to-date, and last year for each customer, with the customers in order by the postal/zip code. A summary by postal code totals prints at the end of the detailed version of the report. Optionally, print the summary portion of the report only.
Item	The <i>Item</i> report shows basic sales information for each item in Inventory Plus. The information includes quantity sold, quantity returned, sales amount, costs, gross profit, margin %, and each item's % of total sales and % of total gross profit, by both period-to-date and year-to-date. Prior period amounts can also be shown.
Category	The Category report shows the same information as the <i>Item</i> report, but items are grouped and subtotaled by item, category or sub-category where total sales, cost of sales, total gross profit, % of total sales, and % of total gross profit are shown.
Item Sales Volume	<i>Item Sales Volume</i> lists items in order by sales volume. The report also shows sales, cost of sales, gross profit, and margin % figures, as well as each item's % of total sales and % of total gross profit.
Items for a Customer	The <i>Items for a Customer</i> report shows quantity sold, sales, % of sales, cost of sales, profit, and margin for each item printed. A range of items within four reporting periods can be selected. Comparisons can be made against information from prior periods.
Services for a Customer	Specific to <i>Professional Invoicing</i> , the <i>Services for a Customer</i> report shows quantity sold, sales, % of sales, cost of sales, profit, and margin for services purchased by each customer. A range of services within four reporting periods can be selected.
Customers for a Service	This report shows the same information as <i>Services for a Customer</i> , but is arranged by service, and shows customers who purchased each service.
Customer Profit	Quickly find the most profitable customers
Monthly Activity Analysis	Provides a summary of units sold over a 13 month period using flexible selection criteria.
Customer Product	Breaks down each customer's purchases by category, by date, YTD and other statistical information.
Category / Sub-Category	View purchasing habits of customers in brief or detailed version

