

MAXIMISE SALES & OPERATIONAL REPORTING PERFORMANCE WITH IDU-CONCEPT

SALES & OPERATIONAL REPORTING

User-friendly real-time sales and operations reporting tool

Revenue generation is vital to the ongoing growth and success of a company. Traditionally, this responsibility falls on the shoulders of the business' sales teams and their managers who are required to meet goals and monitor performance.

The idu-Concept Sales & Operational Reporting Module is a two-way interface between the budget and revenue ledger systems. It allows for real-time interaction with revenue data and enables users to comment on and analyse variances between anticipated revenue outcomes and those that have actually transpired. The module builds on the advances achieved through the idu-Concept S&OP Budgeting interface, and enables the reporting of daily, weekly and monthly sales and operational information to managers via the web.



Key Features:

- This module allows for the analysis of variance between actual revenue and the budget, comparative years and forecasts by customer and product.
- Tolerances can be set to highlight only adverse variances that exceed a tolerance level in both percentage or value terms.
- The system supports drill down from the highest level down to individual customers and products. This gives users and managers the ability to analyse the revenue performance on a daily basis, and identify and rectify any business areas that are responsible for major variances.
- Both the S&OP Budgeting and Reporting Modules include a standard suite of SQL Reports.
- Users have the ability to capture comments in order to explain the reasons for adverse variances. These comments can then be viewed by the manager responsible.
- The system administrator has the ability to create multiple product and customer hierarchies. These can be viewed online and reported against, thereby eliminating the need to develop many reports for the various revenue reporting requirements.
- The administrator is able to define multiple user-specific screen layouts. This presents the opportunity to create different views specific to individual requirements.
- The system enables the addition of customised reports to be included in the deployment of the web-based module. The administrator has the ability to create user-reporting profiles in order to display reports that are pertinent for the user's specific requirements.