



## QAD SALES ANALYSIS

QAD Sales Analysis helps customers become effective enterprises by providing the tools to monitor their sales force's productivity and efficiency. This Sales analysis provides you with the data you need to make better decisions about your sales force by measuring sales, margins, costs and quotas by item, site, product group, customer and channel, among other attributes.

### VALUE AND BENEFITS

**Increase sales** — by monitoring salesperson productivity and company effectiveness in maintaining margins.

**Analyze sales effectiveness** — in key areas, including by product, item, site or customer.

**Generate reports of the most profitable items and customers** — which will allow you to target your resources where they will have the greatest impact.

### KEY FEATURES

- Generate critical reports and graphs and export to Microsoft Excel™ with one click
- Measure sales person performance and generate tabular and graphical reports
- View Salesperson quotas, margins, and sales team rankings
- View and measure sales to your customers, to see where you have the greatest traction, and generate useful tabular and graphical reports
- Filter data by site, product line, item or specify a range of these within these categories