SAGE MAS 90

SAGE MAS 200

Extended Solutions

Sales Analysis Reports by Salesperson

AR-1021

Overview

This Extended Solution generates six additional Sales Analysis Reports from the A/R Invoice History files:

- The Salesperson/Item Summary report reflects Salesperson and Item detail from Accounts Receivable Invoice History.
- The Salesperson/State/Customer/Item report reflects Salesperson Code, Ship-To State Code, Customer Number, and Item Number with summary lines.
- The Custom Sales Recap report details line item data from the Accounts Receivable Invoice History file and is selected and sorted by a range of Salespeople, Product Lines, Item Numbers.
- The Salesperson/Customer/Product Line/Item prints in the same format as the Custom Sales Recap Report.
- The Sort Field/Product Line report reflects Period Number Range, Sort Field Value, Product Line, Product Line Description, Total Weight Sold, Total Sales Dollars, Sales Per Pound, Cost of Sales, Gross Profit Dollars and Gross Profit Percentage in a one line per product line format.
- The Salesperson/Customer report is available in both a Detail and Summary format.

Installation

Before installing this Extended Solution, please verify that the version level(s) printed on the CD label are the same as the version level(s) of the MAS 90 MAS 200 module(s) you are using. For further information, please see the Upgrades and Compatibility section below.
Check your Shipping Manifest for a complete list of Extended Solutions shipped.
For detailed installation instructions, please refer to the Sage website at:
http://support.sagesoftwareonline.com/mas/extended_solutions/main.cfm

Installing Your Extended Solutions under Windows

From a CD

If you have the *autorun* function turned on for your PC, the installation program will start up automatically. If not, find the **autorun.exe** file on your CD-ROM drive and double-click it to start the installation program. Follow the on-screen instructions.

From the Sage FTP site

When your Extended Solution is ready to be downloaded, you will receive an email from 'extendedsolutions.na@sage.com' telling you that it is ready. The email will contain the Customer Name, Cross Reference, a case-sensitive Password, a link via which you can download your Extended Solution, instructions, and a Shipping Manifest. If you have any problems with this order, please email extendedsolutions.na@sage.com and we will assist you during normal business hours.

Extended Solutions Control Center

Installing any Extended Solution will add an Extended Solutions Control Center to the MAS 90 MAS 200 Library Master Utilities menu. When you open the Control Center, the following options will be available:

- Extended Solutions Manuals
- Remove Extended Solutions
- Unlock Extended Solutions
- Merge Installation Files
- Extended Solutions Setup options

Setup

Upon completion of software installation, you will need to access Extended Solutions Setup from the Accounts Receivable Setup menu. Select this part number and the Setup screen for this Extended Solution will appear (Figure 1). Check the 'Enable Extended Solution' box to activate this Extended Solution. The manual for this Extended Solution can be viewed by clicking the 'Manual' button next to the 'Enable Extended Solution' check box. It can also be viewed via the Extended Solutions Control Center (see Installation, above).

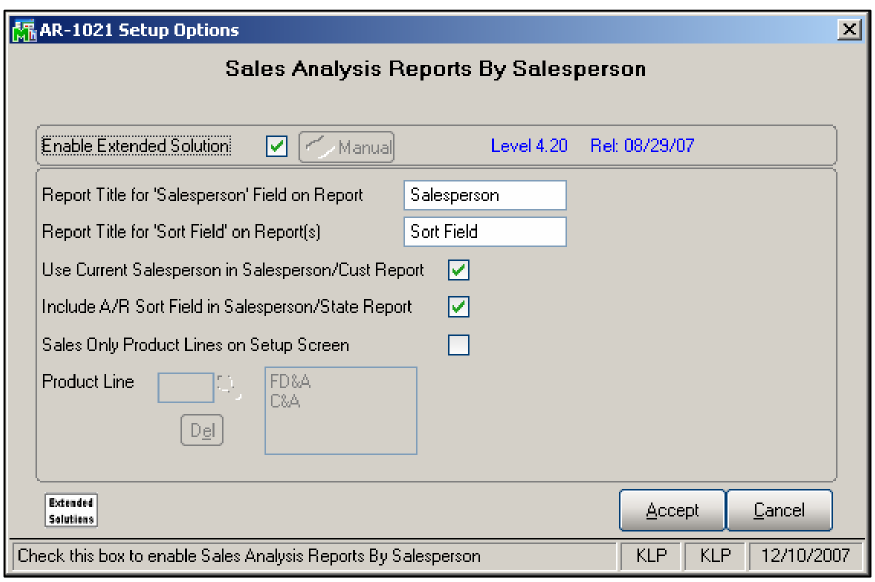

Figure 1

Answer the following prompts:

REPORT TITLE FOR 'SALESPERSON' FIELD ON REPORT: If you wish to re-title the 'Salesperson' field at the total's title on the Salesperson/State/Customer/Item report, then define that here.

Report Title For 'Sort Field' Field On Report: If you wish to re-title the 'Sort Field' at the total's title on the Salesperson/State/Customer/Item report and on the Sort Field/Product Line report, then define that here.

Use Current Salesperson In Salesperson / Cust Report: Check this box to use the current salesperson in the Customer Masterfile; leave it blank to use the Salesperson on the A/R Invoice History record.

Include A / R Sort Field In Salesperson / State Report: Check this box to include the Customer Sort Field as a sort/select option on the Salesperson/State/Customer/Item report or the Salesperson/Customer/State/Product Line/Item report.

Sales Only Product Lines On Setup Screen: This option refers to the Salesperson/State/Customer/Item Number report. If you wish to exclude any Product Lines from the Quantity Shipped column on the report, then check this box and specify up to 100 product lines at the next prompt. Or you may list up to three Product Lines on the report selector screen. Leave it blank to list up to three product lines on the report's selector screen.

Product Lines: If you checked the above box, you may enter Product Lines for exclusion.

You should visit this Setup screen after each upgrade or reinstallation of this Extended Solution.

Role Maintenance

The following Task has been added to Accounts Receivable, Setup Options:

- Extended Solutions Setup

The following Task has been added to Accounts Receivable, Reports/Forms

- Sales Analysis Report by Salesperson

Users who are authorized to run any of the above should be granted permissions for the prospective tasks and security events. Please review your security setup in Role Maintenance and make appropriate changes.

Operation

A Sales Analysis Reports by Salesperson option has been added to the Accounts Receivable Reports menu. Select this option and you will be presented with a submenu of the six reporting options available (Figure 2).

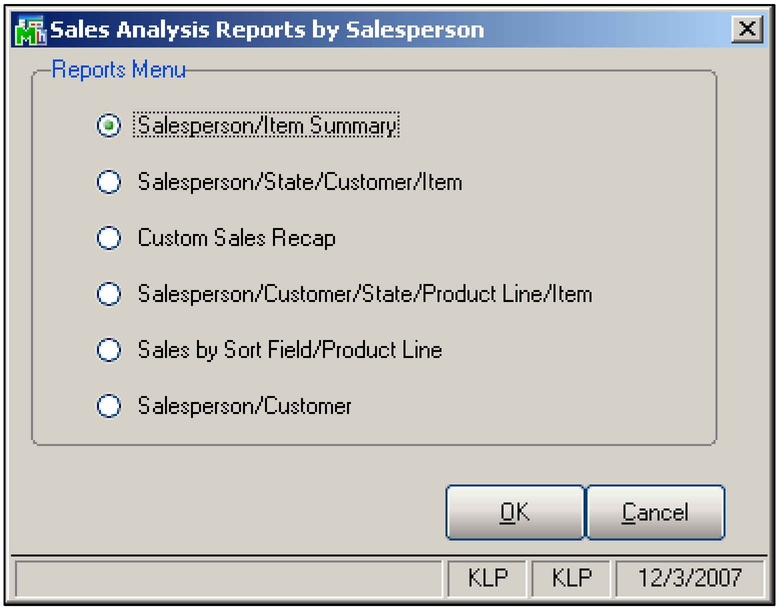

Figure 2

Salesperson/Item Summary Report

On the selector screen for this report you will be prompted to enter a range of Item Numbers, Product Lines and Salesperson Codes (Figure 3).

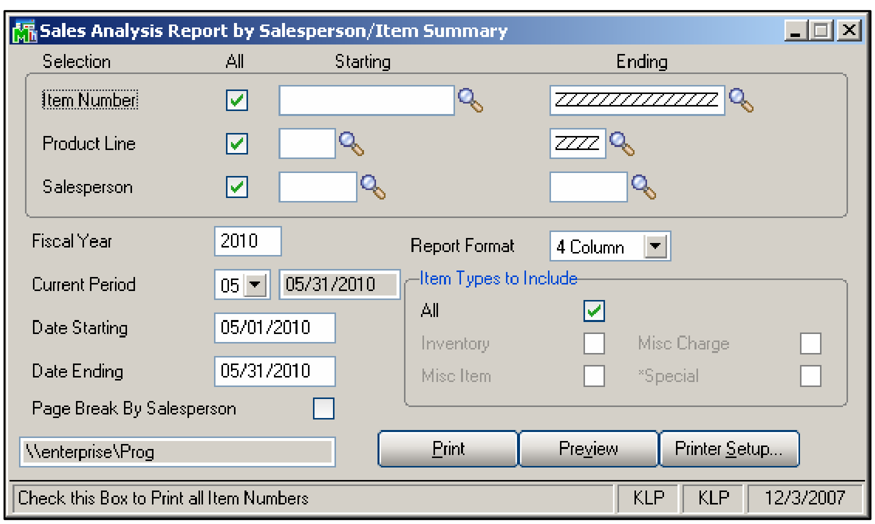

Figure 3

FISCAL YEAR: Defaults to the current G/L Fiscal Year, but can be overridden

CURRENT PERIOD: Defaults to the current G/L Period, but can be overridden.

DATE STARTING: Will default to the beginning date of the period defined, but can be overridden.

DATE ENDING: Will default to the ending date of the period defined, but can be overridden.

PAGE BREAK BY SALESPERSON: Check this box to page break the report on the Salesperson field.

REPORT FORMAT: Select 'Four Column' or 'Ten Column'.

ITEM TYPES TO INCLUDE: Specify ALL or check the line types to include.

The report is sorted by Salesperson and Item Numbers, with a subtotal for each Salesperson. The information is summarized by Item Number, but does not contain invoice detail. The Gross Returns column on the report displays negative Invoices or positive Credit Memos for each item on the report.

The Four Column option of the report reflects quantity sold and dollars sold period to date and year to date for each Item by Salesperson (Figure 4).

KLP COMPANY

SALES ANALYSIS REPORT BY SALESPERSON/ITEM SUMMARY

PERIOD DATES FROM 06/01/2007 TO 06/30/2007

ITEM NUMBER	ITEM DESCRIPTION	PTD Qty	PTD Sales	YTD Qty	YTD Sales
Salesperson: 01-0100 JIM KENTLEY					
1001-HON-H252LK	HON 2 DRAWER LETTER FLE W/ LCK	10.00	809.10	10.00	809.10
	Salesperson 01-0100 TOTAL:	10.00	809.10	10.00	809.10
Salesperson: 01-0200 SHELLY WESTLAND					
1001-HON-H254LK	HON 4 DRAWER LETTER FLE W/ LCK	.00	.00	1.00	135.00
	Salesperson 01-0200 TOTAL:	.00	.00	1.00	135.00
	REPORT TOTAL:	10.00	809.10	11.00	944.10

Figure 4

The Ten Column option of the report reflects Gross Sales, Gross Returns, Net Sales, Sales Items and Average Sales in dollars for the period to date as well as year to date (Figure 5).

KLP COMPANY

SALES ANALYSIS REPORT BY SALESPERSON/ITEM SUMMARY

PERIOD DATES FROM 06/01/2007 TO 06/30/2007

	PERIOD TO DATE					YEAR TO DATE				
ITEM:	Gross Sales	Gross Returns	Net Sales	Sales Items	Ave Sales	Gross Sales	Gross Returns	Net Sales	Sales Items	Ave Sales
Salesperson: 01-0100 JIM KENTLEY										
1001-HON-H252LK	809	0	809	10	81	809	0	809	10	81
01-0100 TOTAL:	809	0	809	10	81	809	0	809	10	81
Salesperson: 01-0200 SHELLY WESTLAND										
1001-HON-H254LK	0	0	0	0	0	135	0	135	1	135
01-0200 TOTAL:	0	0	0	0	0	135	0	135	1	135
REPORT TOTAL:	809	0	809	10	81	944	0	944	11	86

Figure 5

If Inventory is not installed, the report selection screen will prompt for a range of Item Codes instead of Item Numbers and Product Lines. The 'Do You Require Salesperson and Commission Reporting' box **must be checked in the A/R Setup screen** for this report to run.

Salesperson/State/Customer/Item Report

This report only reflects data from Invoices with a source of Sales Order.

On the selector screen for this report you will be prompted to enter a range of Customer Sort Fields, Item Numbers, Product Lines, Customer Numbers and Salesperson Codes (Figure 6). The Sort Field will be available only if you selected to include it in Setup.

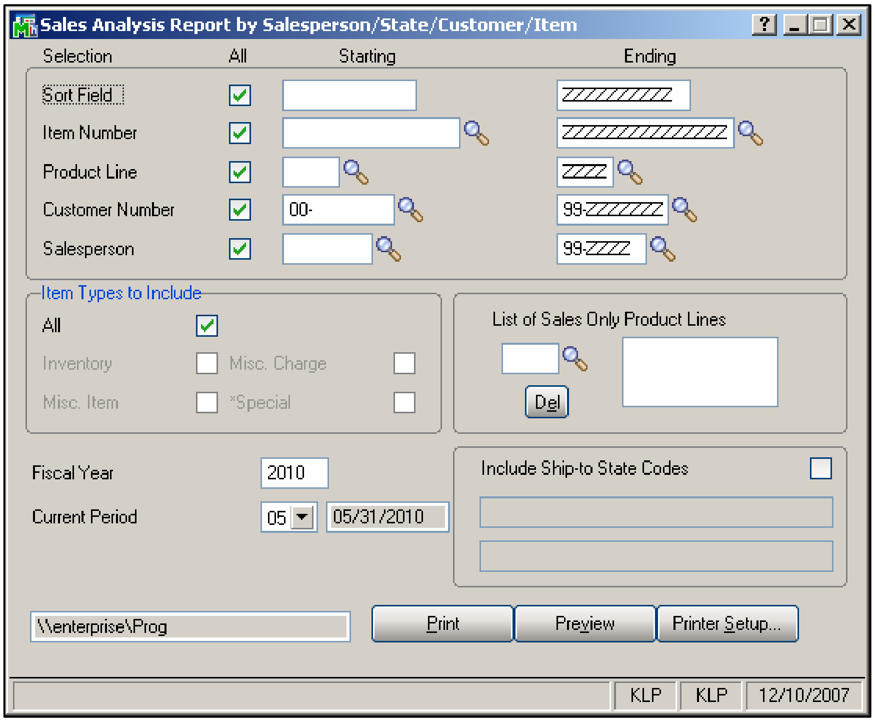

Figure 6

ITEM TYPES TO INCLUDE: Specify ALL or check the line types to include.

LIST OF SALES ONLY PRODUCT LINES: Enter up to three product lines that you wish to exclude from the Quantity Shipped column on the report. If you checked the 'Sales Only Product Lines on Setup Screen' box in Setup this option will not be available as the list of product lines entered in Setup will be excluded from the Quantity Shipped column on the report.

FISCAL YEAR: Defaults to the current G/L Fiscal Year, but can be overridden

CURRENT PERIOD: Defaults to the current G/L Period, but can be overridden.

INCLUDE SHIP-TO STATE CODES: Check this box and you will have access to the lines below. Specify up to 49 states to be included or leave them blank to include all Ship To States.

This report will detail quantities sold and dollars sold by item in period to date, quarter to date, year to date (where year to date means through the last day of the period which was defined specified), prior period/year to date, and total prior year sales through its year end.

The data will sort by sort field, then salesperson, then customer, then customer ship-to state with breaks and totals by each (Figure 7).

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SALES ANALYSIS REPORT BY SALESPERSON/STATE/CUSTOMER/ITEM

PERIOD DATES FROM 05/01/2010 TO 05/31/2010
BEGINNING FISCAL YEAR 01/01/2010

	MAY, 2010 to Date		Quarter Ending: 06/10		Y-T-D		Prior Y-T-D		Total Prior Year	
ITEM CODE	Quantity	Sales	Quantity	Sales	Quantity	Sales	Quantity	Sales	Quantity	Sales
Salesperson: 01-0100 Jim Kentley										
SHIP-TO STATE: IL										
CUSTOMER NO: 01-ABF American Business Futures										
D1000-BBW/LIGHT	0	0	0	0	0	0	0	0	1	130
01-ABF TOTAL:	0	0	0	0	0	0	0	0	1	130
IL STATE TOTAL:	0	0	0	0	0	0	0	0	1	130
SHIP-TO STATE: WI										
CUSTOMER NO: 01-ABF American Business Futures										
1001-HON-H252	1-	81-	1-	81-	4	326	4	319	4	319
1001-HON-H252LK	10	809	10	809	10	809	0	0	0	0
2480-8-50	0	0	0	0	0	0	1	33	1	33
2481-5-50	0	0	2	38	2	38	0	0	0	0
2551-3-50	0	0	1	24	1	24	0	0	0	0
6657-24-20-12	0	0	2	790	2	790	0	0	0	0
8971	20-	45-	20-	45-	20-	45-	0	0	0	0
8972	0	0	80	224	80	224	0	0	0	0
D1400	4	6,800	4	6,800	4	6,800	0	0	0	0
D1700	2	1,800	2	1,800	2	1,800	0	0	0	0
GB-EL04MS-14	0	0	0	0	0	0	10	36	10	36
GB-MD791	0	0	0	0	0	0	1	1,995	1	1,995
01-ABF TOTAL:	5-	9,283	80	10,359	85	10,766	16	2,383	16	2,383
CUSTOMER NO: 01-BRESLIN Breslin Parts Supply										
2480-8-50	295	9,130	295	9,130	295	9,130	0	0	0	0
8972	50	133	50	133	50	133	0	0	0	0
01-BRESLIN TOTAL:	345	9,263	345	9,263	345	9,263	0	0	0	0
WI STATE TOTAL:	340	18,546	425	19,622	430	20,029	16	2,383	16	2,383
01-0100 TOTAL:	340	18,546	425	19,622	430	20,029	16	2,383	17	2,513
REPORT TOTAL:	340	18,546	425	19,622	430	20,029	16	2,383	17	2,513

Figure 7

If you excluded any product lines, the exclusion is only for the quantity columns. The dollars reported in each Sales column will continue to include the details of the product lines.

Custom Sales Recap Report

On the selector screen for this report you will be prompted to enter a range of Salespersons, Product Lines, and Item Numbers (Figure 8).

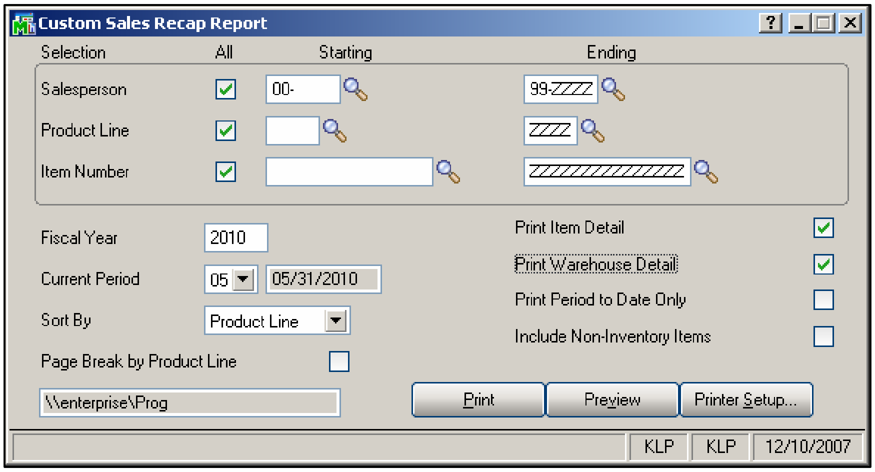

Figure 8

FISCAL YEAR: Defaults to the current G/L Fiscal Year, but can be overridden

CURRENT PERIOD: Defaults to the current G/L Period, but can be overridden.

SORT BY: Select Product Line or Salesperson for the primary sort.

PAGE BREAK BY [PRODUCT LINE / SALESPERSON]: Check this box to page break by the specified Sort By.

PRINT ITEM DETAIL: Check this box to include Item Detail. Leave unchecked to consolidate by Product Line.

PRINT WAREHOUSE DETAIL: Check this box if you wish to include warehouse detail on the report.

PRINT PERIOD TO DATE ONLY: Check this box if you wish to exclude year to date data. Leave it unchecked to print both period-to-date and year-to-date data on the report.

INCLUDE NON-INVENTORY ITEMS: Check this box if you wish to include Misc Item, Misc Charges and Special (*) Items. Leave unchecked to report only Inventory.

This report reflects quantities shipped, Sales and COGS dollars and the profit percent. Figure 9 is an example of the report when run with item and warehouse detail for period to date only.

KLP COMPANY

CUSTOM SALES RECAP REPORT

PERIOD DATES FROM 05/01/2010 TO 05/31/2010

ITEM NUMBER	WHSE	SHIPPED	PERIOD TO DATE SALES	C.O.G.S.	PROFIT %
01-0100, JIM KENTLEY					
C&A CABLES & ACCESSORIES					
GB-EL04MS-14	001	10	35.90	9.50	73.54%
P/L C&A TOTAL:		10	35.90	9.50	73.54%
SLSPRSN 01-0100 TOTAL:		10	35.90	9.50	73.54%
01-0200, SHELLY WESTLAND					
C&A CABLES & ACCESSORIES					
GB-EL04MS-07	000	1	2.60	0.65	75.00%
P/L C&A TOTAL:		1	2.60	0.65	75.00%
SLSPRSN 01-0200 TOTAL:		1	2.60	0.65	75.00%
REPORT TOTAL:		11	38.50	10.15	73.64%

Figure 9

Figure 10 is an example of the report when selected to run with item and warehouse detail and 'Print Period To Date Only' is unchecked.

KLP COMPANY

CUSTOM SALES RECAP REPORT

PERIOD DATES FROM 05/01/2010 TO 05/31/2010

ITEM		PERIOD TO DATE				YEAR TO DATE			
NUMBER	WHSE	SHIPPED	SALES	C.O.G.S.	PROFIT %	SHIPPED	SALES	C.O.G.S.	PROFIT %
01-0100, JIM KENTLEY									
FD&A FLEXIBLE DISKS & ACCESS.									
2480-8-50	000	295	9,130.25	4,558.64	50.07%	295	9,130.25	4,558.64	50.07%
2481-5-50	001	0	0.00	0.00	0.00%	2	37.91	15.96	57.90%
2551-3-50	001	0	0.00	0.00	0.00%	1	23.70	11.23	52.62%
8971	001	20-	44.66-	15.60-	65.07%	20-	44.66-	15.60-	65.07%
8972	001	50	132.50	49.00	63.02%	130	356.74	127.40	64.29%
P/L FD&A TOTAL:		325	9,218.09	4,592.04	50.18%	408	9,503.94	4,697.63	50.57%
SLSPRSN 01-0100 TOTAL:		325	9,218.09	4,592.04	50.18%	408	9,503.94	4,697.63	50.57%
REPORT TOTAL:		325	9,218.09	4,592.04	50.18%	408	9,503.94	4,697.63	50.57%

Figure 10

Salesperson/Customer/State/Product Line/Item Report

On the selector screen for this report you will be prompted to enter a range of Item Numbers, Product Lines, Customer Numbers, Salespersons, and Sort Fields (Figure 11). The Sort Field will be available only if you selected to include it in Setup.

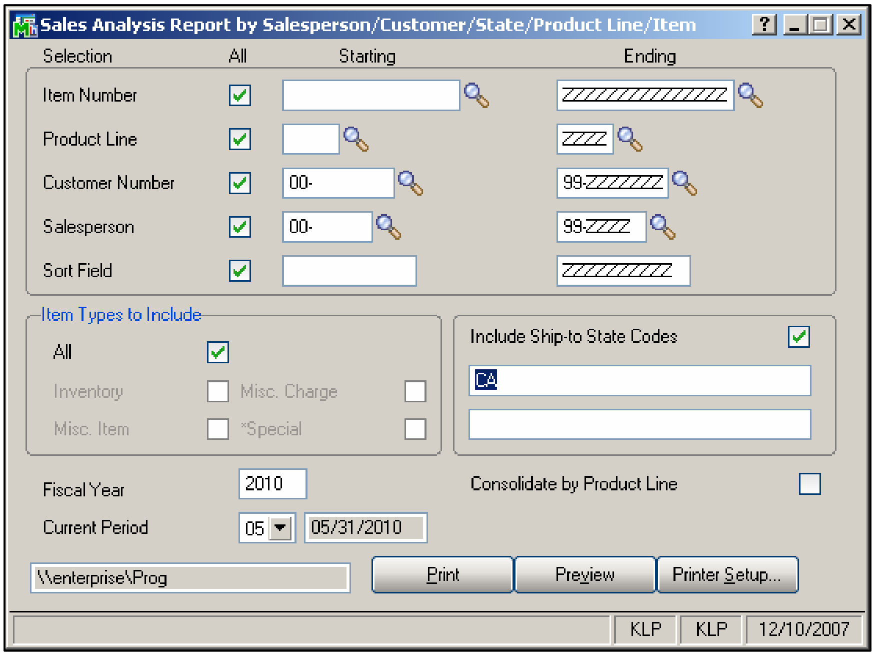

Figure 11

ITEM TYPES TO INCLUDE: Specify ALL or check the line types to include.

INCLUDE SHIP-TO STATE CODES: Check this box and you will have access to the lines below. Specify up to 49 states to be included or leave them blank to include all Ship To States.

FISCAL YEAR: Defaults to the current G/L Fiscal Year, but can be overridden

CURRENT PERIOD: Defaults to the current G/L Period, but can be overridden.

CONSOLIDATE BY PRODUCT LINE: Check this box to print the report in summary format. Leave unchecked to include item detail.

The report prints quantities sold, Sales and COGS dollars and the profit percentage for the period to date and year to date. Data is sorted by Salesperson then Customer then Ship To State, if Include Ship To States was checked (Figure 12).

KLP COMPANY

SALES ANALYSIS REPORT BY SALESPERSON/CUSTOMER/STATE/PRODUCT/ITEM

PERIOD DATES FROM 05/01/2010 TO 05/31/2010

	PERIOD TO DATE				YEAR TO DATE			
NUMBER	SHIPPED	SALES	C.O.G.S.	PROFIT %	SHIPPED	SALES	C.O.G.S.	PROFIT %
SALESPERSON: 01-0100 Jim Kentley								
CUSTOMER NO: 01-BRESLIN Breslin Parts Supply								
SHIP-TO STATE:								
/MCONTR	1	$1,000.00	$0.00	100.00%	1	$1,000.00	$0.00	100.00%
/WDPACK	1	$572.50	$280.00	51.09%	1	$572.50	$280.00	51.09%
TOTAL:	2	$1,572.50	$280.00	82.19%	2	$1,572.50	$280.00	82.19%
STATE TOTAL:	2	$1,572.50	$280.00	82.19%	2	$1,572.50	$280.00	82.19%
SHIP-TO STATE: WI								
2480-8-50	295	$9,130.25	$4,558.64	50.07%	295	$9,130.25	$4,558.64	50.07%
8972	50	$132.50	$49.00	63.02%	50	$132.50	$49.00	63.02%
FD&A TOTAL:	345	$9,262.75	$4,607.64	50.26%	345	$9,262.75	$4,607.64	50.26%
WI STATE TOTAL:	345	$9,262.75	$4,607.64	50.26%	345	$9,262.75	$4,607.64	50.26%
01-BRESLIN TOTAL:	347	$10,835.25	$4,887.64	54.89%	347	$10,835.25	$4,887.64	54.89%
REPORT TOTAL:	347	$10,835.25	$4,887.64	54.89%	347	$10,835.25	$4,887.64	54.89%

Figure 12

Sales by Sort Field Report
On the selector screen for this report you will be prompted to enter a range of Sort Fields and Product Lines (Figure 13).

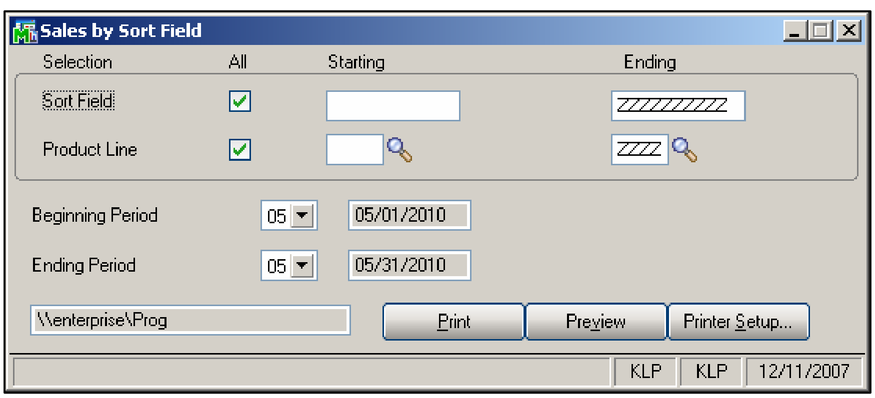

Figure 13

BEGINNING PERIOD: Will default to the current G/L period, but can be overridden, but only the current fiscal year is supported.

ENDING PERIOD: Will default to the current G/L period, but can be overridden, but only the current fiscal year is supported.

The report prints Total Weight Sold, Total Sales Dollars, Sales Per Weight, Cost of Sales, Gross Profit Dollars and Gross Profit Percentage in a one line per product line format (Figure 14). Note that on this report. The weight used is the current weight in Inventory; if the weight field is a non-numeric, the weight will be set to zero. Sales Per Weight is calculated as: Total Sales Dollars / Total Weight Sold.

KLP COMPANY
SALES BY SORT FIELD/PRODUCT LINE
PERIOD 05 THROUGH 05

PRODUCT LINE	TOTAL WEIGHT SOLD	TOTAL SALES DOLLARS	SALES PER WEIGHT	COST OF SALES	GROSS PROFIT	PROFIT %
SORT FIELD: AMERICAN						
C&A CABLES & ACCESSORIES	.00	14,712.98		7,943.15	.00	46.01
FD&A FLEXIBLE DISKS & ACCESS.	.00	6,340.30		2,983.37	6,769.83	52.95
PS&A PRINTER SUPPLIES & ACCESS	3,014.00	9,959.50	3.30	5,484.16	3,356.93	44.94
WF&A WORKSTATION FURN & ACCESS	6.00	261.00	43.50	111.45	4,475.34	57.30
SORT FIELD: AMERICAN	3,020.00	31,273.78	10.36	16,522.13	149.55	47.17
REPORT TOTAL:	3,020.00	31,273.78	10.36	16,522.13	14,751.65	47.17

Figure 14

Salesperson/Customer Report

On the selector screen for this report you will be prompted to enter a range of Salespersons and Customer Numbers (Figure 15).

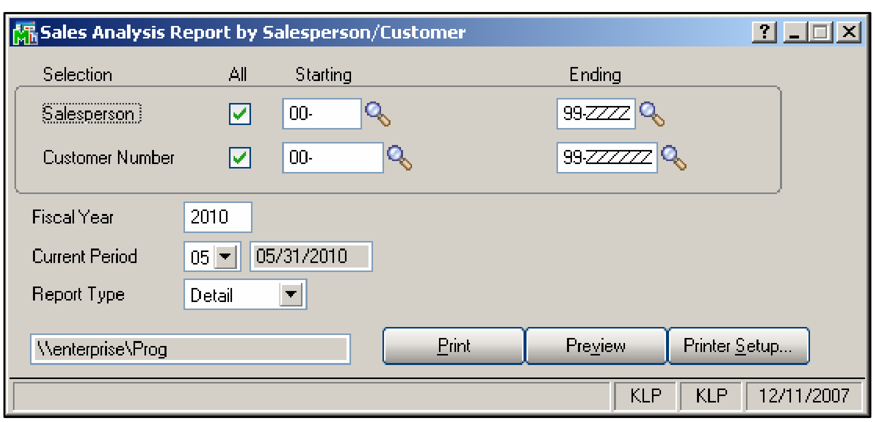

Figure 15

FISCAL YEAR: Defaults to the current G/L Fiscal Year, but can be overridden

CURRENT PERIOD: Defaults to the current G/L Period, but can be overridden.

REPORT TYPE: Select Detail or Summary.

The Detail format (Figure 16) prints one line per customer associated with the selected salesperson and sums the dollars sold this vs. last for Period to Date and Year To Date as well as the percentage difference for each. The Summary format (Figure 17) prints accumulated totals by salesperson.

KLP COMPANY

SALES ANALYSIS REPORT BY SALESPERSON/CUSTOMER

PERIOD DATES FROM 05/01/2010 TO 05/31/2010
BEGINNING FISCAL YEAR 01/01/2010

		PERIOD TO DATE			YEAR TO DATE		
CUSTOMER NUMBER	CUSTOMER NAME	THIS YEAR	LAST YEAR	PCT DIFF	THIS YEAR	LAST YEAR	PCT DIFF
SALESPERSON: 01-0100 Jim Kentley							
01-ABF	American Business Futures	10,073.46	2,383.30	322.7	11,556.71	2,383.30	384.9
01-BRESLIN	Breslin Parts Supply	10,835.25	0.00	0.0	10,835.25	0.00	0.0
	01-0100 TOTAL:	20,908.71	2,383.30	777.3	22,391.96	2,383.30	839.5

Figure 16

KLP COMPANY

SALES ANALYSIS REPORT BY SALESPERSON

PERIOD DATES FROM 09/01/2007 TO 09/30/2007
BEGINNING FISCAL YEAR 01/01/2007

		PERIOD TO DATE			YEAR TO DATE		
SALESPERSON NUMBER	SALESPERSON NAME	THIS YEAR	LAST YEAR	PCT DIFF	THIS YEAR	LAST YEAR	PCT DIFF
01-0200	Shelly Westland	371.85	0.00	0.0	1,315.95	407.40	223.0
02-0300	Harvey Earlwright	0.00	0.00	0.0	0.00	0.00	0.0
02-0400	Ginny Hernandez	1,454.95	235.00	519.1	1,454.95	235.00	519.1
	REPORT TOTAL:	1,826.80	235.00	677.4	2,770.90	642.40	331.3

Figure 17

What's New

With the 12-14-07 release:

- Converted to the business framework
- Invoice History Report with Discounts and Commissions was removed.

Upgrades and Compatibility

The installation CD is labeled with the version of the MAS 90 MAS 200 module for which this Extended Solution was prepared. This Extended Solution will check its compatibility with the appropriate MAS 90 MAS 200 modules and will be disabled if an incompatibility is found. If you upgrade your MAS 90 MAS 200 modules, this Extended Solution must be upgraded as well. Your MAS 90 MAS 200 dealer can supply this upgrade.

Documentation

Only changes made to the standard operation of MAS 90 MAS 200 have been documented in this manual. Operations not documented in this manual are standard procedures of MAS 90 MAS 200 processing. Standard MAS 90 MAS 200 processes, data entry screens, inquiry screens, reports, updates, etc., have not been changed unless addressed in this document.

Parts of this document may refer to the *Specific Purpose Rule*. When referenced, the described feature was developed for a specific client to its specifications and may not conform to generally accepted MAS 90 MAS 200 standards and procedures. These features may or may not benefit you in your application of MAS 90 MAS 200.

Acknowledgments