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## Sales Analysis Report with Detail and CM Options

AR-1133

### Overview

This Extended Solution adds a Sales Analysis report that draws information from A/R Invoice History on Item Number, Description, Quantity in Cases, Weight in Lbs., Dollar Amount Sold, the Average Price Per Pound, Average Cost and Gross Profit. The report may be selected by a range of Dates, Items, Customers, Salespersons and Product Lines. There is also an option to print Credit Memos from prior weeks.



IM-1038: *Alternate Unit of Measure* must be installed and enabled in order for this Extended Solution to operate. (Please see the Specific Purpose Rule.)

### 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](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](mailto: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

## 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).

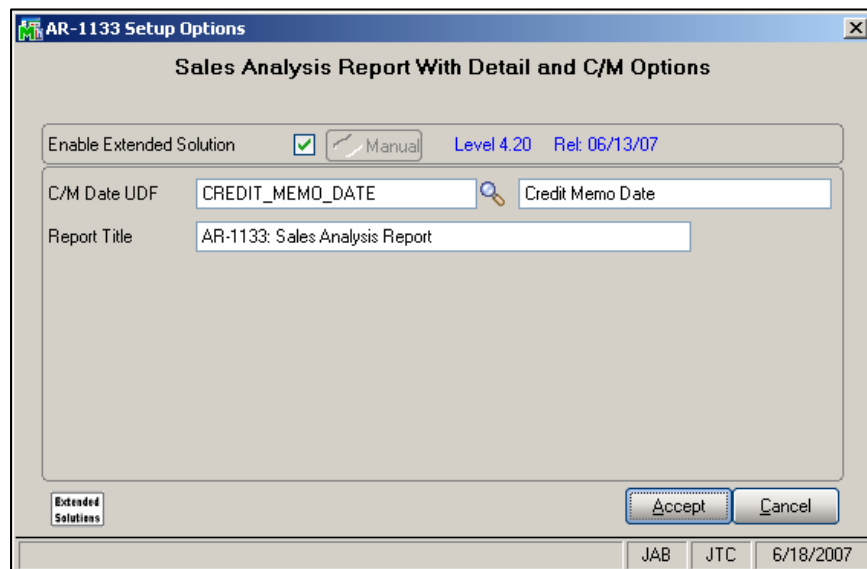


Figure 1

Answer the following prompts:

**C/M DATE UDF:** Specify an A/R Invoice History Custom Office date-type UDF which holds data specific to Credit Memos. When the report is run, if this Date UDF is older than the date range specified on the selection screen, and the 'Include Credit Memos From Prior Weeks' option is set to No, the Credit Memos will print out as a separate 'Credit Memo Analysis' report after the main report prints.

**REPORT TITLE:** Enter the title you would like to appear in the report's header.

## Extended Solutions

**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 w/CM Of's

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

**Operation**

There are five different sort/summarization options available on the Report Selection screen:

- Salesperson by Customer by Product Line by Item
- Customer by Product Line by Item
- Product Line by Item
- Item
- Salesperson by Product Line by Item

The report may be selected by a range of Invoice Dates, Item Numbers, Customer Numbers, Salespersons and Product Lines (Figure 2).

**Figure 2**

The following report selection options are also available:

Extended Solutions

**PAGE BREAK BY SALESPERSON:** Only available if you have chosen to sort by either

- Salesperson by Customer by Product Line by Item or
- Salesperson by Product Line by Item

**PRINT SUMMARY:** When this option is checked, the report will be run in summary, with one line for all transactions for an item, for each subtotal level (Figure 3). When the option is not checked, the report will print in detail, with subtotals at each of the break points you have selected for sorting (Figure 4).

ABC Distribution and Service Corp.					
AR-1133: Sales Analysis Report					
<i>For Invoices Dated - 12/31/2999</i>					
ITEM NUMBER	DESCRIPTION	QUANTITY IN CASES	WEIGHT IN LBS	\$ AMOUNT SOLD	AVERAGE PRICE PER POUND
PRODUCT LINE: C&A CABLES & ACCESSORIES		.00	10.00	35.90	3.5900
PRODUCT LINE: DC DATA COMMUNICATIONS		.00	1.00	1995.00	1995.0000
PRODUCT LINE: FD&A FLEXIBLE DISKS & ACCESS.		.00	84.00	319.05	3.7982
PRODUCT LINE: PS&A PRINTER SUPPLIES & ACCESS		.00	2.00	790.00	395.0000
PRODUCT LINE: WF&A WORKSTATION FURN & ACCESS		.00	10.00	856.60	85.6600
CUSTOMER NUMBER: 01-ABF American Business Futures		.00	107.00	3996.55	37.3509
PRODUCT LINE: FD&A FLEXIBLE DISKS & ACCESS.		.00	345.00	9262.75	26.8486
CUSTOMER NUMBER: 01-BRESLIN Breslin Parts Supply		.00	345.00	9262.75	26.8486
SALESPERSON: 01-0100 Jim Kentley		.00	452.00	13259.30	29.3347

Figure 3

George's Test ABC Company							
AR-1133: Sales Analysis Report							
<i>For Invoices Dated 08/01/00 - 08/31/00</i>							
ITEM NUMBER	DESCRIPTION	QUANTITY IN CASES	WEIGHT IN LBS	\$ AMOUNT SOLD	AVERAGE PRICE PER POUND	AVERAGE COST	GROSS PROFIT
CUSTOMER NUMBER: 01-BRESLIN Breslin Parts Supply							
PRODUCT LINE: C&A CABLES & ACCESSORIES							
PFS-004-CABLE	EIA RS232 CABLE4 CONDUCTOR	.00	17.00	3.06	.1800	.09	1.53
C&A TOTAL:		.00	17.00	3.06	.1800	.09	1.53
PRODUCT LINE: FD&A FLEXIBLE DISKS & ACCESS.							
2480-8-50	DESK FILE 8" CAP 50	.00	1.00	34.95	34.9500	15.80	19.15
8953	UNIVERSAL 3 1/2"SSDD FLEX DSK	.00	1.00	4.36	4.3600	1.48	2.88
FD&A TOTAL:		.00	2.00	39.31	19.6550	8.64	22.03
01-BRESLIN TOTAL:		.00	19.00	42.37	2.2300	.99	23.56
REPORT TOTAL:		.00	19.00	42.37	2.2300	.99	23.56

Figure 4

## Extended Solutions

**INCLUDE CREDIT MEMOS FROM PRIOR WEEKS:** If you leave this box unchecked, a separate 'Credit Memo Analysis' report will print that includes Credit Memos issued within the date range specified on the selection screen (Figure 5). Check this box to include Credit Memos from prior weeks on the report. The selection will be based on the value in the UDF specified in Setup. All Credit Memos dated within the range selected will effect the calculation of the average price.

George's Test ABC Company							
Credit Memo Analysis Report							
For Invoices Dated 08/01/00 - 08/31/00							
ITEM NUMBER	DESCRIPTION	QUANTITY IN CASES	WEIGHT IN LBS	\$ AMOUNT SOLD	AVERAGE PRICE PER POUND	AVERAGE COST	GROSS PROFIT
CUSTOMER NUMBER: 01-BRESLIN Breslin Parts Supply							
PRODUCT LINE: WF&A WORKSTATION FURN & ACCESS							
1001-HON-H252	HON 2 DRAWER LETTER FLE W/O LK	356.55-	10.00-	781.19-	78.1190	32.75	453.69-
WF&A TOTAL:		356.55-	10.00-	781.19-	78.1190	32.75	453.69-
01-BRESLIN TOTAL:		356.55-	10.00-	781.19-	78.1190	32.75	453.69-
REPORT TOTAL:		356.55-	10.00-	781.19-	78.1190	32.75	453.69-

Figure 5

**PAGE BREAK BY CUSTOMER:** This option is only available if you selected the sort option Customer by Product Line by Item.

**REPORT TOTALS ON A SEPARATE PAGE:** Check this box to print report totals on a separate page. This will default to checked when the Customer by Product Line by Item option is selected.

**PRINT EXTRA COLUMNS:** This option is only available if you selected the Customer by Product Line by Item sort option. If you check this box, two additional columns will print: 'Average Cost' and 'Gross Profit.'

The 'Average Cost' column value is calculated as:  $(Qty\ Shipped * Unit\ Cost) / Qty\ Shipped$   
 The 'Gross Profit' column value is calculated as:  $(Price\ Extension\ Total - (Qty\ Shipped * Unit\ Cost))$

The report draws information from A/R Invoice History, which includes: Item Number, Description, Quantity in Cases (the quantity shipped in the Alternate Unit of Measure), Weight in Lbs. (the quantity shipped), Dollar Amount Sold, Average Price Per Pound (Dollars/Weight in Lbs.), Average Cost and Gross Profit.

### Helpful Hints

- While all Sales Order Invoices will be reported, the Quantity in Cases field will appear as zero unless there is an AUM/Quantity amount in the original order.

## Extended Solutions

**What's New**

With the 06-15-07 release:

- Converted to Business Framework
- Replaced SO-1113 UDF for Credit Memo date with a Custom Office UDF

**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**

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