



# Adagio SalesAnalysis

***This new module is the perfect complement to Adagio OrderEntry and Adagio Invoices. Adagio SalesAnalysis captures critical sales information at the detail level to allow refined analysis. Create comprehensive inquiries to look up sales by customer, item, salesperson or other fields.***

## **Your Sales Manager will love it!**

Softrak's Adagio SalesAnalysis module offers you the following:

- Automatically record sales from Adagio OrderEntry, Adagio Invoices or CounterSales for analysis.
- Online Inquiries allow quick lookups into the data by customer, item, salesperson, territory, category or item segment, which can be filtered by date range or fiscal calendar.
- 15 floating date ranges allow analysis by date, without requiring the user to enter specific dates or change the dates for different periods.
- Compare figures for different dates side-by-side.
- Inquiry results can be printed in summary or detail form.
- Display or print inquiry results in popular graph and chart styles.
- Inquiry results can even be sent direct to Excel for further analysis
- Full support of item number segments for reporting.
- Online Inquiry templates make looking up data as easy as clicking the mouse.

### ***Integration***

Adagio SalesAnalysis integrates seamlessly with Adagio OrderEntry and Adagio Invoices. Data is automatically saved by these modules for Adagio SalesAnalysis to retrieve. SalesAnalysis is also able to scan your Order Entry, Order History or ACCPAC Plus Sales Analysis databases and retrieve data from them, so you won't lose a single transaction of history.

### ***Online Inquiry***

Define the fields you need to see and in which order. Numeric fields can be selected by date range, allowing side-by-side comparisons of MTD or YTD sales. Drill down to the detail from a summary view. Print out the results of an inquiry as a report or chart. Easily enter a customer or item range to quickly determine a single customer's recent purchases. Drop the results of an inquiry directly into Excel for further analysis.

### ***Statistics***

Compare performance between different periods instantly. Find your average invoice value, largest customer invoice or credit note in any period. Compare data either by calendar range or fiscal range. Instantly calculate gross profit and margin.

### ***Utilities***

Use the built-in utility to mark invoices as "Paid" from information maintained in Receivables to calculate commission reports on paid sales. Scan your other files to retrieve lost or damaged sales data. Edit your sales information directly to correct keying errors in the salesperson code or update cost information for profitability analysis.

### ***Reports***

Adagio SalesAnalysis ships with 15 common reports for your use. Use Crystal Reports for Adagio (available separately) to create your own specialized reports and place them directly on the Reports menu in SalesAnalysis. Now that's the ultimate in reporting power!



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## Feature Comparison

Feature	ACCPAC <sup>®</sup> Plus <sup>™</sup> Sales Analysis	Softrak Sales Analysis	Adagio <sup>®</sup> Sales Analysis
Status	Discontinued	Works with single currency and multi-currency; still supported, but no further development	Single currency for version 6.8B
User interface	DOS	DOS	Windows
Online inquiries	No	Yes – with printing of results	Yes – with templates, printing, graphing, charting, and sending results to Excel <sup>®</sup>
User defined reports	Summary only	Summary or detail	Yes – through inquiries, statistics <sup>®</sup> , or Crystal Reports <sup>®</sup> for Adagio
Periodic statistics	Limited to MTD	Any arbitrary calendar period	Any arbitrary calendar period or fiscal period
Invoices marked as paid	No	Yes	Yes
Scan other databases for history	Yes	Yes – Invoices, Order Entry, Order History, Sales Analysis	Yes – Invoices, Order Entry, Order History, Sales Analysis
Backup data	No	No	Yes
Top-N Inquiries	No	No	Yes
Pre-defined inquiries & reports	No	Yes	Yes
Report scheduling	No	Yes	No – Yes with Crystal Enterprise <sup>®</sup>
Import data	Yes	Yes	No
Table reports	No	Yes	No – Yes with predefined reports and Crystal Reports for Adagio