



**InterAcct**  
SOFTWARE PTY LTD

## InterAcct Sales/Profit Analysis

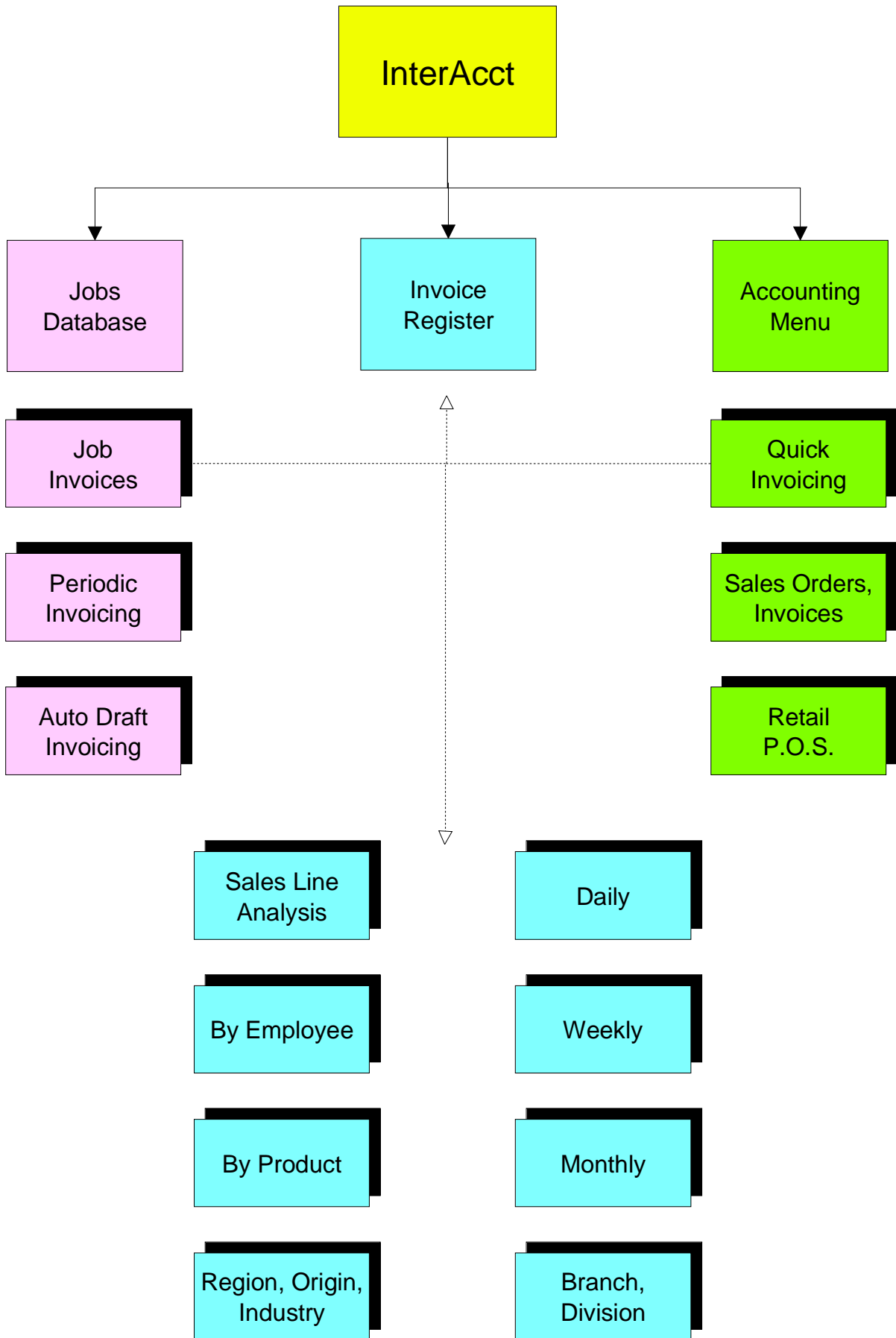
There are at least six different options within the InterAcct system to create a Sales Invoice to a customer, although it would be unusual for a InterAcct User to use more than two of these invoicing methods.

As a by-product of sales invoicing, numerous sales/profit analysis files are automatically updated. This might be summaries of revenue/profits generated by "Period" (eg Daily, Weekly, Monthly), and by various parametres (eg. Employee, Product Group/Category/Item, Region, Customer Industry, Origin of Lead, etc.).

In addition, there is a very detailed central Sales Invoice Register, and (for products/services), an even more detailed Sales Line Item file updated. It is these two files that can then be used by the Report Generators to create a host of different report designs for the InterAcct User. This is sometimes referred to as "Database Mining".

The screenshot shows the InterAcct Demo software interface. The title bar reads "InterAcct Demo - [SALES ANALYSIS MENU - display]". The menu bar includes "File", "Record", "Edit", "View", "Go", "Advanced", "Menu", "Graph", "Design", and "Help". Below the menu bar is a toolbar with various icons for navigation and actions. The main content area is a large yellow rectangle. At the bottom, there is a purple header for the "Menu" section, which contains a list of 21 menu items:

Menu	
1. Sales Order Lines	12. Daily Orders, by Employee
2. Quotations/Orders	13. Weekly Sales, By Category
3. Sales Order Analysis	14. Monthly Sales, by Type
4. Sales Orders by Req'd Date	15. Product Group Sales
5. Lost Business Analysis	16. Product Item Sales
6. Back Order Listing, by Date	17. Product Sales Analysis
7. Backorder Listing, by Product	18. Sales by Period
8. Backorder Listing, by Supplier	19. Call Route Plan
9. Forward Orders	20. Employee Daily Performance
10. Delivery Schedule	21. Consignment Stock Sales
11. Follow Up, Re-Orders	



InterAcct Demo - [INVOICE REGISTER - display ]

File Record Edit View Go Advanced Menu Graph Design Help

<b>Inv No</b>	200020	<b>Sales \$</b>	1,144.14	<b>GST \$</b>	114.41	<b>Invoice \$</b>	1,283.55
<b>Inv Date</b>	Wed 3-Feb-201	<b>Freight \$</b>	25.00	<b>GST Adj \$</b>	0.00	<b>Adjust \$</b>	0.00
<b>Week No</b>	05	<b>Adjust \$</b>	0.00	<b>Net GST \$</b>	114.41	<b>Net Inv \$</b>	1,283.55
<b>Exp Pay</b>	Tue 30-Mar-20	<b>Net Sales \$</b>	1,169.14	<b>Comm \$</b>	0.00	<b>Disc Offer \$</b>	0.00
<b>Receipted</b>		<b>Inv Cost \$</b>	751.00	<b>Adj Comm \$</b>	0.00	<b>Deposit \$</b>	0.00
<b>Job No</b>		<b>Adj Cost \$</b>	0.00	<b>Comm %</b>	0.00000000	<b>Receipts</b>	0.00
<b>Sale Type</b>	DIRECT	<b>Tot Cost \$</b>	751.00	<b>Currency</b>	AUD	<b>Chq Ref \$</b>	0.00
<b>Source</b>	OIV	<b>Profit \$</b>	418.14	<b>Address</b>	901349	<b>Balance \$</b>	1,283.55
<b>Cust Type</b>	BLD.CARPEN	<b>Margin %</b>	35.76			<b>L/E</b>	01
<b>Category</b>		<b>Foreign \$</b>	0.00			<b>Retention \$</b>	0.00
<b>Branch</b>	HD	<b>Client Id</b>	CORENTMO			<b>Red Ret \$</b>	0.00
<b>Division</b>		<b>Chq No</b>				<b>Ret Bal \$</b>	0.00
<b>S/person</b>	PAUL.H	<b>Cust Ord#</b>	5443FF				
<b>Prj Mgr</b>	PAUL.H	<b>Operator</b>	CVR				
<b>Origin</b>	YELLOW-P						

<b>Customer</b>	Corporate Enterprises Pty Ltd, Trevor Jo
<b>Job Name</b>	
<b>Narration</b>	Send Backorders As They Arrive

Menu	
1. View : Invoice	
2. View : Customer	

Form help Field help

This invoice register is updated from each of the areas throughout InterAcct relating to sales invoicing and receipting.

The Invoice Register pulls together all the factors relating to the sale. With the Visual Search function, you can select to search on any combination of field values. For example, you might search by –

- Range of Invoice Dates, from/to inclusive
- Range of Expected Payment Dates, from/to inclusive
- Branch, Division, Salesperson
- Source of Lead
- All invoices with less than a nominated gross profit margin.

Once the search has been performed, all matching records are listed to the screen. From there, you can decide to review individual records one by one – with the menu link into the source transaction, customer, and job (if applicable).

You could also print that selected list of records, or export to a file (and then bring into MS-Excel for further analysis to be performed).

You could also use the Quick Report Generator to selectively print records from the Invoice Register, as well as print any related files (such as the customer, job, invoice details). The sort sequence of such a report would be limited to being the invoice number (in reverse date sequence).

However, any number of Super report designs could be easily created where there are virtually no limitations as to selections, sort sequences, sub totaling, and page breaks. The print layout of Super Reports is much more flexible (than Quick Reports), although this comes at a cost ‘penalty’.

**InterAcct Demo - [SALES ORDER LINES - display ]**

File Record Edit View Go Advanced Menu Graph Design Help

<b>Status.</b>	SOE	L/E	01	<b>Ord No</b>	100001	<b>Category</b>	MEDICAL
<b>Item</b>	JAC.929-H			<b>Group</b>	MACHINES	<b>Units</b>	EACH
<b>Description</b>	Nuweigh JAC 929-H						
<b>Type</b>	B	<b>Level</b>	1LIST	<b>Priority</b>	3	<b>W/House</b>	HO
						<b>Cust Ord #</b>	5443FF

<b>Supplier</b>	GENERABR	<b>Ordered #</b>	2.000	<b>Sales \$</b>	739.04
<b>Sale Type</b>	DIRECT	<b>Reserve #</b>	2.000	<b>Gross Pft \$</b>	273.04
<b>Cust Type</b>	COMM.OFFIC	<b>B/Order #</b>	0.000	<b>Margin %</b>	36.95
<b>Branch</b>	HO	<b>F/O Bal #</b>	0.000	<b>Shipped \$</b>	739.04
<b>Origin</b>	YELLOW-P	<b>B/O Bal #</b>	0.000	<b>GST \$</b>	73.90
<b>S/person</b>	FRED.S	<b>Shipped #</b>	2.000	<b>Invoice \$</b>	812.94
		<b>PO/Make #</b>	0.000	<b>O/Head \$</b>	73.90
<b>Supply</b>	IMMED	<b>Cost \$</b>	233.0000	<b>Net Profit \$</b>	199.14
		<b>List \$</b>	379.00	<b>Pft Share \$</b>	0.00
<b>Order Date</b>	Thu 6-Aug-2009	<b>Price \$</b>	379.00		
<b>Exp Del</b>	Fri 7-Aug-20	<b>Disc%</b>	2.50		
<b>Shipped</b>	Wed 3-Feb-201	<b>Discount \$</b>	9.48		
<b>Del Dkt</b>	700002	<b>Sell \$</b>	369.52		
<b>Customer</b>	Corporate Enterprises Pty Ltd.				
<b>Comments</b>					

Menu	
1. View : Sales Order	
2. View : Stock Item	
3. View : Product Group	

This file is used to record sales of product items that are already on the stock database, although you may not currently have any stock balance for them.

Once again, you could decide which data fields (columns) to print. You could also consolidate records numeric totals by day, week, or month, or simply year to date.

Using a Super Report, the 'report' information is output via the WinPrint program. WinPrint will show you in advance what the report will look like (you can re-size it to display on the screen if required). You can then decide to send the report to any one of your computer network printers, a fax printer, or else email the report. The report data can also be saved as a file, and then re-opened in another program (such as MS-Excel).

**InterAcct Demo - [INVOICE REGISTER SALES REPORT - display ]**

File Record Edit View Go Advanced Menu Graph Design Help

**Rpt Code**   
**Report**

**From Date**  
**To Date**

<b>Sort 1</b>	<input type="text" value="DEPART"/> <input type="button" value="🔍"/>	By Department	<b>Invoice Ref.?</b>	<input type="checkbox" value="X"/>	<input type="text" value="N"/>
<b>Sort 2</b>	<input type="text" value="DIVISION"/> <input type="button" value="🔍"/>	By Division	<b>Print Now ?</b>	<input checked="" type="checkbox"/>	<input type="text" value="Y"/>
<b>Sort 3</b>	<input type="text" value="Z.NONE"/> <input type="button" value="🔍"/>	No Sort Selected	<b>PageBreak ?</b>	<input checked="" type="checkbox"/>	<input type="text" value="Y"/>
<b>Sort 4</b>	<input type="text" value="Z.NONE"/> <input type="button" value="🔍"/>	No Sort Selected			

**Date Sort**   Show Month by Month

**Menu**

1. **Print** : Invoice Register Sales Report

2. **Input** : Record Selections

3. **View** : Report Data

4. **Search** : Invoice Register

The report configurator is in a simple question & answer format. The setup options are –

1. Define a report heading to print
2. Select a range of transactions by invoice date, or select records by any of the fields shown.
3. Sort the records to print by a combination of up to four different ways
4. The option to consolidate records (numeric totals), by day, week, or month
5. The option to list individual records (invoices) and show their invoice reference number
6. You can run the record without printing in order to view the report “results”
7. The ‘report’ can be printed, saved to a file, faxed, or emailed (uses our WinPrint program)
8. The Page Break option relates to the first sort basis, with sub totals provided.

InterAcct Demo - [PRODUCT SALES REPORT - display ]

File Record Edit View Go Advanced Menu Graph Design Help

Report Id SALES  
Report Name Detailed Sales Analysis

From Date Fri 1-Jan-2010 To Date Wed 30-Jun-20

Sort 1 CLIENTID By Customer Code  
Sort 2 CUSTORD Customer Order No  
Sort 3  
Sort 4

Invoice Ref.?  N  
Print Now ?  Y  
PageBreak ?  Y

Date Sort DAYS Show Individual Days

Menu

1. Print : Product Sales Data
2. Input : Record Selections
3. View/Edit : Report Data
4. RePrint : Product Sales Report
5. Search : Product Movements
6. Exclude Customers

Sort 3 - ALLOWED VALUES

Value	Description
1 CLIENTID	By Customer Code
2 CUSTORD	Customer Order No
3 CUSTTYPE	By Customer Type
4 DEPARTME	By Department
5 DIVISION	By Division
6 EMPLOYEE	By Employee Code
7 JOBCATE	By Job Category
8 JOBNO	By Job Number
9 OPERATOR	By Operator Code
10 ORIGIN	By Origin
11 PBRAND	Product - Brand
12 PCATEGOR	Product - Category
13 PGROUP	Product - Group
14 PITEM	Product - Item
15 SALESPER	By Salesperson
16 SALETYPE	By Sales/Job Type
17 TRANTYPE	By Transaction Type
18 Z.NONE	No Sort Selected

Form help Field help

What is the third way you want to sort the Records?

Other sales/profit analysis files that are standard within InterAcct are –

1. Sales/profit/margin by Product Group, by month
2. Sales profit/margin by Product Item, by month
3. Customer sales/profit/margin by month
4. Salesperson sales/profit/margin by day
5. Weekly sales/profit by Product Category
6. Monthly sales/profit by Job Sale Type

However, it is not unusual to have many other types of sales/profit analysis files – depending on the individual requirements of each InterAcct customer. It is also possible to add new forms of analysis even after using InterAcct for a long period, and then “re-play” historical transactions in order to update those new analysis files.

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