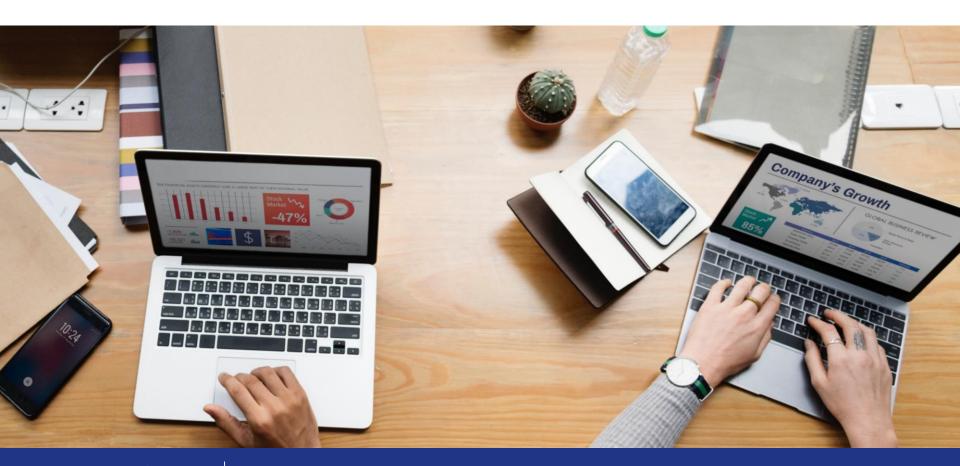
# **Reporting and Analytics**

A look into the robust reporting tools available from Blue Link's ERP software, including Sales by Month, Sales by Territory, Customer Ranking and Weekly Top 10 Customers.



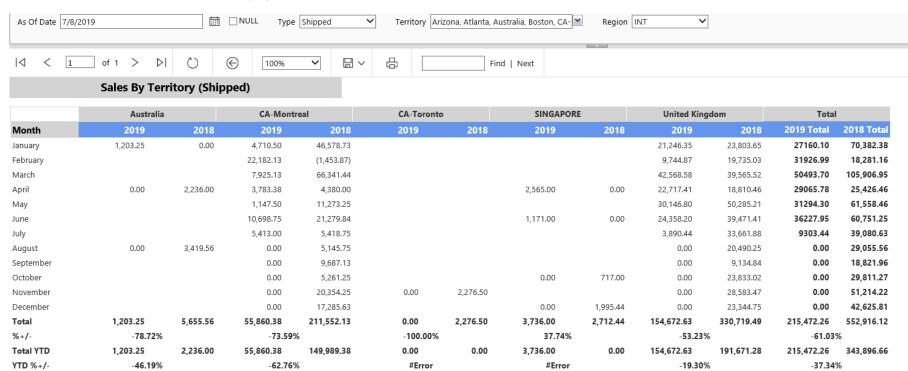
### **Sales by Month**

Determine the progress of sales throughout the month, year or given time period. You can also identify trends or patterns around high or low sale. Using those insights, you can plan targeted campaigns to leverage high peaks or improve low producing months.

Sales by Month (Shipped)									
Month	2019	2018	% + <b>/-</b>	2017	% +/-				
January	279,651.08	292,591.18	-4.42%	255,239.36	14.63%				
February	354,831.29	355,893.14	-0.30%	368,440.20	-3.41%				
March	506,544.63	376,154.03	34.66%	416,719.30	-9.73%				
April	668,341.30	412,179.59	62.15%	368,407.01	11.88%				
May	348,650.19	474,368.30	-26.50%	442,690.33	7.16%				
June	425,701.59	471,015.55	-9.62%	414,068.89	13.75%				
July	74,425.27	461,682.35	-83.88%	425,201.93	8.58%				
August		330,396.69		493,433.82	-33.04%				
September		261,656.70		314,309.26	-16.75%				
October		445,881.34		396,345.94	12.50%				
November		373,075.76		314,769.30	18.52%				
December		339,196.23		364,336.60	-6.90%				
Total	2,658,145.35	4,594,090.86	-42.14%	4,573,961.94	0.44%				

#### **Sales by Territory**

Easily identify how each territory is performing and see the performance of individual reps. This report can help you identify which territories to focus on, where to add resources and other factors that influence sales in any given area.



## **Customer Ranking**

Zero in on customers that are not buying the same quantities of products this year compared to previous years. By investigating increases or decreases in purchasing behavior by customer, you identify industry trends and see which customers need more support.

<b>Customer Code</b>	<b>Customer Name</b>	<b>YearSales</b>	<b>PreviousYear</b>	Year Rank	Prev. Year Rank
CHASEERINN	CHASE ERROR	216192.70	7009.40	1	23
THE OWONTRE	THEO DECOR OF CANADA.	139799.71	(3160879.52)	2	946
BRAINSHIELER	BRAY WHALER	104925.00	0.00	3	0
	THEO DECOR OF CANADA	97664.69	(685305.60)	4	945
	S. R. CAMBREL	73054.50	0.00	5	0
MICCA	DECCA	71740.00	0.00	6	0
CCANDO	C C AND COMPANY DESIGN	50998.75	0.00	7	0
	STONE ROGE INTERIORS	43153.50	0.00	8	0
CARROLLADIO	AURORA CONVENTION CET	38784.00	0.00	9	0
ANDWYSRES	LANDRY'S RESTAURANTS.	34680.00	0.00	10	0
	HICKISHAN DESIGN ASSOC	33093.13	0.00	11	0
ML0700JA	SALCITO CLISTOM HOMES	32184.50	3398.00	12	42
	KNEEDLER FALICHERE - SF	30553.20	0.00	13	0
	TONY OH A ASSOCIATES	29705.00	0.00	14	0
	DENTON HOUSE	28246.00	93600.00	15	1
ALDERANGE1	ALDER AND THESE - MONT	28163.00	0.00	16	0
CREENALER	GREENALER DESIGN GRO	28160.00	0.00	17	0
OREGONIUM	GREGORIUS PINEO	27693.90	15575.40	18	12
	NICK LUNCES DESIGNASS	26932.00	8928.00	19	20
	MARKENIA LTD	26730.50	0.00	20	0
		20730.30	0.00	20	0

#### **Weekly Top 10 Customers**

Discover customer buying behavior and patterns and pinpoint which accounts customer service and sales teams should focus on. This report can also help you engage inactive customers or drive loyalty with top customers.

Shipped						
Client	Weekly	City	Pattern	Colour	SKU#	SQ FT
	5,400.00	WASHINGTON	0.100.00000.000.000000.000	20IN THE	8019-20	491.48
MARE TREE DAY (TOTAL)	3,300.00	WINTER PARK	EARL BREFIEL / COTTO	06STAR G	12007-06	209.36
Michigan ( Indiana ) ( Indiana)	3,290.00	BOSTON	BRILLIAM SHRIP		7015-01	249.73
0.010000   13.000 FT   1900 000000   1.01	2,736.00	HOUSTON	DESCRIPTION OF THE PARTY NAMED IN	07HIDE P	3015-07	162.75
MALE STREET, TO LEGISLES	2,376.00	NEW YORK	BILL STREET BASES (1875) / 1986	43IN T	8019-43	243.80
HINNEY CONTINUES	2,000.00	BRAINTREE	HER RESERVED FAMOUR	01LIKE N	8001-01	251.65
DARTE BEHANDLE D	1,674.00	LAGUNA BEACH	E-HMALLEY- / BUSIN	10COWLIC	7019-10	119.25
BY CREATE THE STAND CONTRACTOR	1,550.00	Atlanta	E-FAMOURO- / RESERV	10COWLIC	7019-10	100.00
BERTHAMA - AND ADDRESS OF THE BERTHAMAN - STATE OF THE BERTHAMAN - STAT	1,116.00	SAN FRANCISCO	E-DR/ANS-/FIRENS	06COW TA	2001-06	93.50
DEFREY / MELLISHE	970.08	LONDON SW11 4NB GREAT BRITIAN	BELLET FELEY FREET BAS	05BELLA	5006-05	42.84

#### **Blue Link ERP**

#### Reporting and Analytics

Blue Link provides robust reporting functionality to enable real-time visibility into the status of accounts, orders, inventory and sales. With Blue Link reporting and analytics, users can pull information from different areas of the software to customize virtually any report customers or management may want.

#### Features include:

- ✓ Completely customizable report creation
- ✓ Ability to leverage data already entered into Blue Link in order to generate a report, render it a PDF, create an email, put your message in the email and send it to all appropriate stakeholders – automatically
- Ability to write back to Blue Link ERP, add a new record to your notes or simply update a field, changing a status
- ✓ Ability to create a report based on data within the system which can then be updated on an automatic basis for real-time insight into business health

**Learn More**