



Analytic Capabilities of EFFICIENCY

The information architecture allows an extremely high degree of flexibility throughout the system and the collaborative capabilities of EFFICIENCY with the external data and information sources, users easily enquire, report and analyse the entire business transactions and interactions with the customers, prospects, marketplace, products and staff in real time.

Reports and Enquiries

You can use any ODBC compliant OLAP and reporting tool to access the data from EFFICIENCY database.

Hundreds of standard reports and on line enquiry objects as well as the ad hoc reporting and SQL query tools are provided with every EFFICIENCY implementation.

The following four standard reports and enquiries are typical examples of the analytical capabilities of EFFICIENCY.

Actuals versus Budgets

Multiple Budgets can be set against the individual records of the following database entities against various types of activities (such as sales, orders, quotations, calls, commissions etc.) as values and quantities.

- Executive
- Campaign Split
- Company
- Division
- Contact
- Product Category
- Product

System automatically accumulates the actual values and calculates the conversion rates against each budget activity for the MTD, WTD, YTD and number of past month and year periods.

By following the standard database, relations such as Teams of Executives or Business Units the information can be totalled for the relations.

Report Date: 30 September 2001		Executive Actuals vs Budgets									
Budgets	MultiBudget	MTD	WTD	YTD	Actuals	Budget					
Value	Services	20,000	3,500	1,750	3,500	1,750	12,500	250	20,000	15	
Orders	Services	10,000	1,500	800	1,500	800	1,500	200	10,000	100	
Subs	Services	10,000	1,500	800	1,500	800	1,500	200	10,000	100	
Services	Services	1,000	400	1,500	1,200	1,700	1,000	400	1,000	100	
Rate	Services	0	0	1,750	0	1,750	12	250	12	500	
Orders	Services	1	1	1,400	4	1,800	12	400	12	1,100	
Subs	Services	10	12	1,700	24	1,500	12	250	12	500	
Services	Services	3	3	1,400	12	1,800	12	400	12	1,100	
Performance	Services	10,000			22	27,700	22	200	22	1,000	0
Orders	Services	10,000			2,200	2,000	2,122	100	22	1,000	0
Performance	Products	20			6	200	6	200	6	1,000	0
Orders	Products	10			204	1,100	204	1,100	46	20,000	22
Executive Commission Summary											
Ends/Orders	Services	50.00	21.00		100.00	100.00	100.00	100.00	100.00	100.00	0
Orders/Orders	Services	50.00	88.87		88.87	88.87	88.87	88.87	88.87	88.87	0
Subs/Orders	Services	100.00	21.00		21.00	21.00	21.00	21.00	21.00	21.00	0
Executive Activities Summary											
Total	Performance	2,000									

Exceptions

If you want to know which Company or Contact has not been serviced or contacted in a selected period and make all the required adjustments on the fly, EFFICIENCY provides you with a very powerful and flexible analytical tool.

Company Name		Staff	Sales	Orders	Activities	Quoties	Events	Service	Follow-Up
Brown Huls Mls	Brown Huls Mls								
Brown Jenelle Mls	Brown Jenelle Mls								
Brown Jenelle Mls	Brown Jenelle Mls								
Brown John Fabrice Mls	Brown John Fabrice Mls								
Brown Tony Mls	Brown Tony Mls								
Buac Tels Mls	Buac Tels Mls								
Buac Tels Mls	Buac Tels Mls								
Business Solutions Pty Ltd	Business Solutions Pty Ltd								
Callus Strouach	Callus Strouach								
Capitol Asset Pty Ltd	Capitol Asset Pty Ltd								
Callus Strouach Pty Ltd	Callus Strouach Pty Ltd								

Attached	Date	Title	Contact Name	Press
	21/07/01	11:25	Peter Lathmore	Quotation P

Best and Worst Performers

EFFICIENCY provides an enquiry tool to report in real time the selected numbers of best or worst performers as the selected database query entities against the nominated Performance Criteria for a nominated period.

Database Query Entities

- Company
- Contact
- Executive
- Campaign
- Campaign Split
- Event
- Event Split
- Product
- Product Category
- Product
- Model
- Plant
- Major Problem Key
- Minor Problem Key
- Equipment
- Fault

Performance Criteria as Value and Quantity

- Sales
- Orders
- Executive
- Quotations
- Services
- Events
- Donations
- Contact Activities
- General
- Phone
- Visit
- Written

The following are the two examples for the top 10 customers for the Quotations and 10 Worst Products for the Sales for a selected period.

Top 10 Customers for Quotations

Number	ID	Name	Qty	Value
1	81001	James Robert H	1	234,567.00
2	81002	White John B	1	141,000.00
3	81003	Matt Dave Farnham	13	5,464.91
4	81004	Alch-Business Technology	2	4,592.16
5	81005	Arch-Marketing	10	1,005.91
6	81006	Everything Shop	3	789.00
7	81007	Control sur PH	1	233.83
8	81008	Kola Systems Pty Limited	3	162.99
9	81009	General Hardware Ltd	1	100.00
10	81010	8 Inks Image Physical	1	11.70
Total			36	391,941.50

Worst 10 Products for Sales

Number	ID	Name	Qty	Value
1	1802_1802	Blanco 845 8077 Standers steel	1	12.00
2	1802_1801	Chef 810333 stainless steel cooking	1	12.00
3	1802	Bin Appliances	4	12.00
4	1802_1801	Chef Select 810333 stainless steel	4	12.00
5	8111	Gift Enhance Pen	1	10.00
6	PSM524	Light Case 20044	1	09.00
7	PSM478	Single Adapter 250 mm Type B	12	04.00
8	1802_1230	Chef Espresso 810333 stainless steel	1	200.00
9	1802_1804	Blanco 845 8077 Standers steel	1	200.00
10	PSM523	Connector Base	1	239.00
Total			27	662.00

Performances

EFFICIENCY allows an instant access to the complete Performance data (a single view of the record), as values and quantities, for the selected Database Query Entity record wherever in the system. The following are two examples of the combined performance data for a Business customer and a Campaign Split.

Business Customer Performance

Activity	Qty	Value
Tales	0	30
Quote	3	789.00
Order	6	263.96
Invoice	6	636.00
Send	0	30
Contract	6	30
Activity PH	60	30
Activity PH	13	30
Activity PH	0	30
Activity Written	6	30

Campaign Split Performance

Activity	Qty	Value
Tales	0	30
Quote	3	789.00
Order	6	263.96
Invoice	6	636.00
Send	0	30
Contract	6	30
Activity PH	60	30
Activity PH	13	30
Activity PH	0	30
Activity Written	6	30

Graphics

Once the data was displayed on any enquiry or report object it can be converted instantly to one of many types of graphic presentations.

