

COMMANDexecutive is a management reporting module that provides you with sound financial and statistical data for making key operating decisions.

This reporting tool provides executive management a means of analyzing the Key Performance Indicators that measure the sales and profitability of your business.

Data from order entry, ticketing and invoice preparation is posted to a COMMANDexecutive data warehouse where it is stored and organized for use in generating reports.

Gross Margin and Contribution Reports

The Gross Margin and Contribution Reports module measures profit dollars, quantity, and average profit dollars per unit for various reporting levels. Combination reporting levels are also available. User-defined reporting date ranges and summary levels required can be selected.

Sales Reports

The Sales Reports module measures sales dollars, quantity, and average sales dollars per unit for various reporting levels. User-defined reporting date ranges and summary levels required can be selected.

"We have found that the efficiencies and productivity gains from monitoring the truck tracking, combined with the driver time analysis study has led to much improved delivery costs. The ability to determine the profitability of a customer based on both revenue and performance has made price increases easier to achieve. Finally, the usage of the COMMANDexecutive module has given us the ability to design and use some excellent reports evaluating both performance and revenue to be gained by product lines and customers and the ability to evaluate sales staff on their contribution to the business."

William H. Byrer
Trinity Material LLC.

Top Customer Report

Report Name: Top 50 Customers Ranked by Sales

Report Sequence: Customer Code

Date Range: 01-01-2007 thru 12-31-2007

Customer Code: [] thru []

Company Code: [] thru []

Salesman: [] thru []

Sales Analysis Code: [] thru []

Rank Customers By: Total Sales (selected), Total Profit, Total Quantity

Product Lines: []

Number of Customer to Print: []

Time Analysis Reports

Time Analysis Reports combine orders and tickets with delivery status times to produce a productivity measurement of each customer, project, order, driver, truck, and plant. Some reports are shown both numerically and graphically to allow for rapid identification of superior performance and quick location of problems.

Benefits of COMMANDexecutive

- ◆ Data warehousing allows for quick report generation
- ◆ Tracks costs, margin and profit from a single source
- ◆ Variety of report configurations available to meet your needs
- ◆ Interfaces with COMMANDconcrete to ensure data accuracy



Prerequisites

- ◆ Order Entry and Ticketing (CC-OE) or
- ◆ Pricing and Prep (CC-PP)

