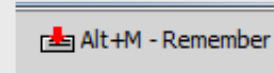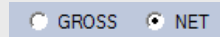## GENERAL INFORMATION

Common functions for different statistics:

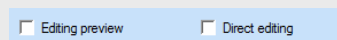- Memorisation of search criteria by clicking on the icon "Remember".

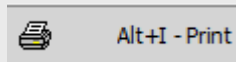Only the options are memorised Option =>

- Print preview or print results directly

  With all the statistics, it is possible to view the results on the screen before printing or editing the results directly
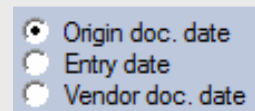
- Exporting to EXCEL

  It is possible to export the statistic results to EXCEL in order to reformat the values, calculate new ratios etc (knowledge of Excel essential)

- The calculation of values (Stock and Sales) with or without VAT

- Selecting the calculation for the number of days
  in stock

- Origin doc. date : corresponds to the input date in the area 'article date' in the oldest stock file.
- Entry date: corresponds to the date the product is input on the system.
- Vendor doc. date: corresponds to the input date in the area 'article date' in the stock file.

ACTIVITY COMPARISON

Activity Comparisons can be found in the menu:
Statistics - "Activity Comparison"

1) - Function

Compare the turnover achieved over the last 3 years on a monthly basis.

2) - Preview screen

3) - Selection screen

Analysis period (over a 12 month period). Calendar or tax year

Date limit in month for calculating the progressive total

Allows for the search to be quickened by not calculating the stock values

Allows for values to be displayed with or without VAT

Calculation method for change

Selection of monitoring, statistic and style codes

Choice of print settings

4) Screen results

It is possible to display different information:
- Average selling price
- Margin excl. VAT
- Margin in %
- Quantity in stock

Month	Turnover 2009	2010	2011	Ev. % 11/09	11/10	Sales 2009	2010	2011	Ev. % 11/09	11/10	Average S.P. 2009	2010	2011	Ev. % 11/09	11/10	Days	TO / days
January			157 775					18					8 765			2	78 888
February			245 737					23					10 684			3	81 912
March			243 042					20					12 152			3	81 014
April			180 673					14					12 905			6	30 112
May			-22 526													2	-11 263
June			9					1					9			1	9
July			124 515					6					20 752			3	41 505
August			60 059					13					4 620			6	10 010
September			1 140					1					1 140			1	1 140
October																	
November																	
December																	
Total																	
Progressive			990 424					96					10 317			27	36 682

5) - Print result (and calculation mode)

Average selling price

$$\text{Average} = \frac{\text{Turnover}}{\text{amount of sales}}$$

DINH VAN - PAIX
16, rue de la Paix
75002 PARIS
Tél: 01 42 61 74 49
R.C:

Consolidated sale activity comparison table TTC

Period : du 01/01/2011 au 31/12/2011
Categ. 000   to categ. ACO; Gifts inclosed

Date   13/09/2011
Page: 1

	Turnover 2009	2010	2011	Evolution 11/09	11/10	Amount of sales 2009	2010	2011	Evolution 11/09	11/10	Average S.P. 2009	2010	2011	Evolution 11/09	11/10	Moyenne 2011 Days	TO/Day
January			157 775					18					8 765			2	78 888
February			245 737					23					10 684			3	81 912
March			243 042					20					12 152			3	81 014
April			180 673					14					12 905			6	30 112
May			-22 526													2	-11 263
June			9					1									
July			124 515					6					20				
August			60 059					13					4				
September			1 140					1									
General																	
Progressive			990 424					96									

Average S.P.

Moyenne 2011

Turnover

$$\frac{\text{Turnover}}{\text{number of days open per month}}$$

Number of days open per month

Months accumulated until the last day of the sales period (limit date)

6) - Graph:
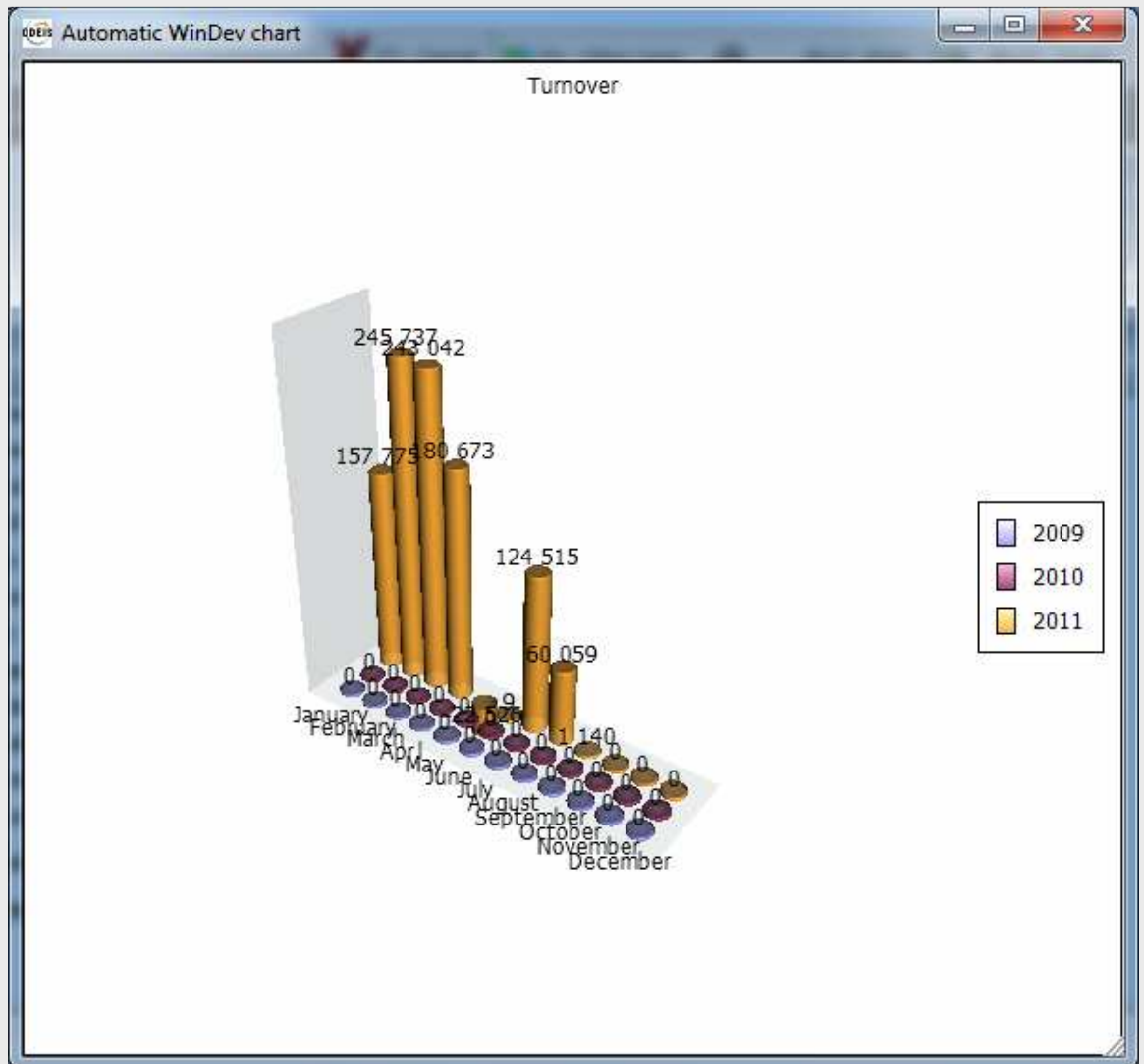
PERFORMANCE TABLE

The performance table can be found in the menu:
Statistics - "Performance Table"

1) - Function

Establish a classification by turnover, by number of sales or by % margin of performances (product line, family, supplier, price range or style codes) according to a sales period.

2) - Preview screen

3) - Selection screen:

It is now possible to carry out a multi-supplier search

- **General**

- **Detail**

In order to optimise the process time, it is not necessary to calculate the stock values

Determine the calculation mode for the number of days in stock (valid for the average age of stock and profitability – see below)

- **Codes**

- **Print-outs**

It is possible to choose the ratios to display, rotation (rate and month) or average number of stock and profitability

Profitability =

Gross margin excl. VAT (excl. distribution)
--* 100
Average stock purchasing price excl. VAT (excl. loans)

Average stock = Average end of month

Remarks on vendor groups, analytical code and multiple selections

Vendor groups

From the MISCELLANEOUS menu - "Base Files" - "Vendor groups", it is possible to create supplier groups in order to select them more quickly (stock reports, statistics etc).

In the supplier file, you can allocate the desired group code: the supplier will then be part of a group.

Analytical code

The analytical code is an easy way of grouping together products (categories) which would not follow in the family classification (example: group together family 110 with family 320).
From the MISCELLANEOUS menu - "Base Files" - "Category nomenclature", it is possible to assign an analytical code
- either by modifying a category (category by category)
- or by automatic update (F8)

Multiple Selections:

A new application in ODEIS, it is now possible to make multiple selections from one search criteria.
For example,   select supplier XXXX and YYYY
                            Select monitoring codes AA and BB
                            Select all EXCEPT the statistic code ZZ

Within the different functions of ODEIS, when the following table (in the top right corner of the screen) appears in the selection area, you can make multiple selections for these criteria.

Vendor				
Code	Descr.		Grp	
BREI	BREITLING			
CART	CARTIER			
CHAU	CHAUMET			
DINH	dinh van			
GOLD	GOLD DEALER			
ROLX	ROLEX			
SWAR	SWAROVSKI			

4) - Print result (and calculation mode)

Distribution (in %) of the value in comparison with the total selection

Change (in %) of the value in comparison with the same period last year

Change (in %) of the mark-up value in comparison with the same period last year

Turnover incl. VAT for the period
Average stock for the period

...er on period			Amount of sales			Margins				Aver. price GROSS				Stock at end 09/2011			Rotation			%
...S	Distr.	Evol.	Qty	Distr.	Evol.	Value NET	Rate	Distr.	Evol.	Sales	Evol.	Stock	Evol.	S.P.	Distr.	Evol.	Qty	Ra.	Mont	rem
...2	40,6		32	35,6		134 805	39,6	31,4		12 561		7 570		98 405	53,4		13	4,3		3,8
...3	28,2		24	26,7		107 763	45,6	25,1		11 629		2 035		85 490	46,4		42	2,6		3,1
...0	16,8		6	6,7		116 972	52,4	27,2		27 767								4,8		2,3
...1	13,3		17	18,9		60 674	55,3	14,1		7 711								4,5		2,0
...5	0,0		7	7,8		136	40,7	0,0		56								3,3	4	4,3
...9			3	3,3		25	100,0	0,0		10		10		70			7	0,7	17	3,3
...0	1,0		1	1,1		9 259	100,0	2,2		10 000		155		465	0,3		3	72,4	0	
...9	100		90	100		429 634	51,3	100		10 991		2 837		184 430	100		65	3,7	3	3,1

Turnover excl. VAT – Purchasing price excl. VAT accumulated total of sales
Turnover excl. VAT

Value of stock incl. VAT
Number of articles in stock

(At the end of the month or average for the period, according to the selection)

Turnover incl. VAT for the period
Number of sales

Number of months selected
Rotation rate

(The rotation month corresponds to the number of months required to sell the stock, by referring to the sales period)

PRICE RANGE ANALYSIS

The analysis by price range can be found in the menu:
Statistics - "Analysis by ranges" - "Analysis by price ranges"

1) - Function

Analyse the position of store sales in terms of retail price.

2) - Preview screen

3) - Selection screen

Indicate the analysis period

General: calculation of values according to the general price range

For the product line: Calculation of values according to the product line price range

4) - Screen results (and calculation mode)

		Total	From 0 to 99	From 100 to 500	From 501 to 100000	
Stock Qty	09/11	65	8	3	54	Number of articles in stock for the month
	Period	58	9			Number of articles in stock for the period
	N-1					Number of articles in stock for the same period from the previous year
Stock Movt	09/11					Quantity entered in stock for the month
	Period	236	29			Quantity entered in stock for the period
	N-1					Quantity entered in stock for the same period from the previous year
Sales	09/11	1,0		1,0		Number of sales for the month
	Period	91,0	13,0			Number of sales for the period
	N-1					Number of sales for the same period from the previous year
Stock Cost	09/11	57 023	39	524	56 459	Stock value excl. VAT at month end
	Period	169 354	110			Average stock excl. VAT for the period
	N-1					Average stock excl. VAT for the same period from the previous year
T.O NET	09/11	1 000		1 000		Turnover excl. VAT for the month
	Period	838 958	502			Turnover excl. VAT for the period
	N-1					Turnover excl. VAT for the same period from the previous year
Stock SP	09/11	184 430	109			Retail price Average stock incl. VAT for the month
	Period	353 891	237			Retail price Average stock incl. VAT for the period
	N-1					Retail price Average stock incl. VAT for the same period from the
T.O GROSS	09/11	1 140				Turnover incl. VAT for the month
	Period	990 179	595			Turnover incl. VAT for the period
	N-1					Turnover incl. VAT for the same period from the previous year

5) - Graph

Analysis by price ranges

Esc - Close   Alt+I - Print

Analysis by price ranges

Period from Saturday, January 01, 2011 to Tuesday, September 13, 2011

Categ. 100 to ACO

Legend:
- Period average stock
- N-1 Average stock
- Period sales
- N-1 Sales

G1: From 0 to 99
G2: From 100 to 500
G3: From 501 to 100000

Stock SP and TO

SUMMARY TABLE BY PRICE RANGES

The analysis by price range can be found in the menu:
Statistics - under menu "Analysis by ranges" - option "Summary table by price ranges"

1) - Function

Analyse the position of store sales over the last 12 months.

2) - Preview screen

3) -Selection screen

Indicate the analysis period

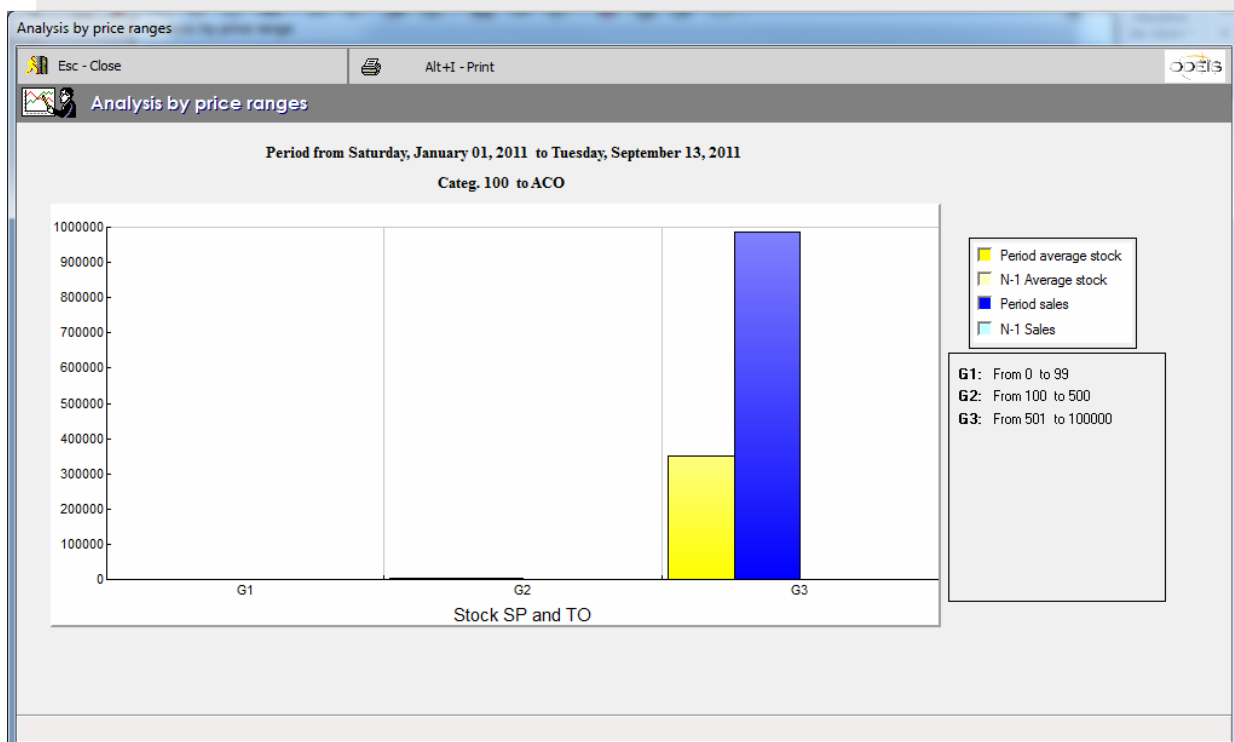**General**: calculation of values according to the general price range

Of section: calculation of values according to the product line price range

4) - Screen results (and calculation mode)

Number of sales for the month by range

Code	10 10	11 10	12 10	01 11	02 11	03 11	04 11	05 11	06 11	07 11	08 11	09 11	10 11	Sales Per.	St. Qty 10/2011	T.O. Period	Stock SP 10/2011
0				7	5	1	7				2	8	21	4	55	117	471 549	57 644
Total				7	5	1	7				2	8	21	4	55	117	471 549	57 644

Price range	10 10	11 10	12 10	01 11	02 11	03 11	04 11	05 11	06 11	07 11	08 11	09 11	10 11	Sales Per.	St. Qty 10/2011	T.O. Period	Stock SP 10/2011
0 à 99				1			1				4	12	1	19	112	662	2 800
100 à 500					1		1				1	2	1	6		1 468	
501 à 100000				6	4	1	5			2	3	7	2	30	5	469 419	54 844

Stock value for the range at month end

Detail of price ranges for the product line (or sub product line, family or supplier) selected

MONTHLY RECAP

The monthly summary can be found in the menu:
Statistics - "Monthly recap"

1) - Function

Compare (period N with N-1) the quantities in stock and sales by price range

2) - Preview screen

3) - Selection screen

Period

Analysis ⦿ Section ◯ Sub-section ◯ Category

⦿ On the period   ◯ At end   October 2011 ▾

Period from 01/01/2011 to 17/10/2011

Selections

Categ.	to ▾	097
Vendor	☐ Exc.	
Track. code	☐ Exc.	
Style code	☐ Exc.	
Stat Code	☐ Exc.	
Metal colour	☐ Exc.	

Other selections

Currency : ◯ P ◯ P ⦿ GROS

Price range : ⦿ General ◯ Of section ◯ NET

Gifts : ⦿ Incl. ◯ Exc.

☐ All categories

Store cons. in stock : ⦿ Incl. ◯ Exc.

Sold store cons. : ⦿ Incl. ◯ Exc.

Vendor cons. in stock : ⦿ Incl. ◯ Exc.

Sold vendor cons. : ⦿ Incl. ◯ Exc.

Editing options

☐ Printing preview

Choose the type of analysis

Indicate your selection criteria

General: calculation of values according to the general price range

For the product line: calculation of values according to the product line price range

Display of different values

Quantities in stock and sales

DINH VAN - PAIX
RUE DE LA PAIX
75002 PARIS
Tél 01 42 61 74 49
R.C

Simplified analysis by price range -Recap.-

Store 007 DINH VAN - PAIX

Date 17/10/11

Page 1

Period N-1 01/01/2010 to 17/10/2010
Period N   01/01/2011 to 17/10/2011

Stock over the period -TTC-
Sales from 01/01/2011 to 17/10/2011

Categ. 001 to categ. 097   Vendor(s) All

Rayons	%Rép.	Amount Sale	%Evo.	SP Aver.	%Mar.	Qty(s)	From 0 to 99	From 100 to 500	From 501 to 100000	From 100 to 200 000	From 100 to 200 000	From 100 to 200 000	From 100 to 200 000	From 100 to 200 000		
0 SERVICES / OUT OF STOCK				Current stock		117	112		5							
2010 Stock																
Sales																
2011 Stock	100.0	102.273		3 375		30	23	1	6							
Sales	100.0	471 549		8 574	48.7	55	19	6	30							
STORE GRAND TOTAL 007				Current stock		117	112		5							
2010 Stock																
Sales																
2011 Stock		102.273		3 375		30	23	1	6							
Sales		471 549		8 574	48.7	55	19	6	30							

REFERENCE ANALYSIS

The reference analysis can be found in the menu:
Statistics - "Reference Analysis"

1) - Function

Analyse the life of a supplier reference over the last 12 months.

2) - Preview screen

3) - Selection screen

Add the selection of articles not sold in the period

Minimum number of sales from which the reference will be selected

Size management

Display of contextual help

Tick this box to select all the references which have existed before in Odeïs

Indicate the calculation mode for the number of days in stock

Management of stock warning

4) - Screen results

Return to the selection screen without losing the results in progress

This function modifies the monitoring code and stock warning for all the articles having the same selected supplier reference

The table on the left as well as the print-out will be displayed according to the order of presentation

List of references selected
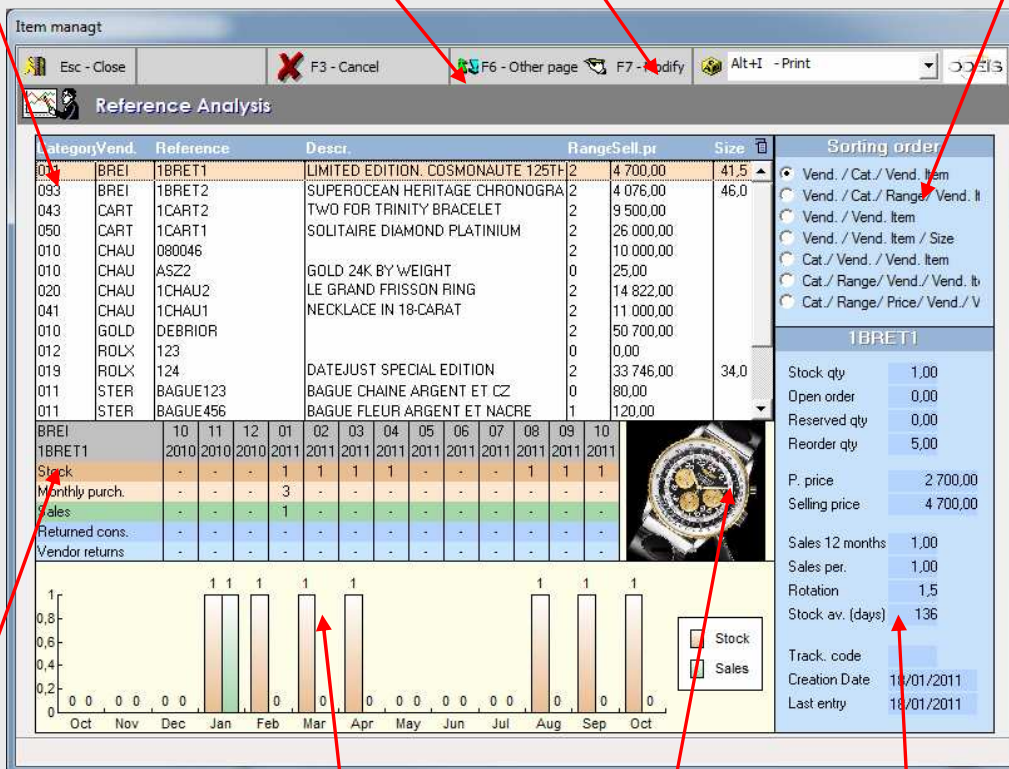
Product history over the last 12 months

Graph of stock and sales for the selected reference

Product photo

Product information

4) -Classic results print-out (and calculation mode)

Number of sales for the last 365 days

Quantity on order

Stock file price of the last article entered in stock

Stock for the month

Sales for the month

Quantity in reserve

Number of sales since the creation of the article

(Retail price excl. VAT - Purchase price excl. VAT) * 100
Retail price excl. VAT
Stock file price for the last article entered

(Number of days between the creation date and today's date for the articles in stock) +
(Number of days between the creation date and the sale date for the articles sold)
_____
Number of articles in stock + sold

5) - Catalogue print-out results

Picture	Vendor ref.		Category descr.		Stock	Purch.pr.	Creation d.	Rd.	Size	Serial number	Form.ref
	Cat.	Label#	Supplem. description		S.per	Selling price	last entry	Ord.	Metal		
	TO		Style	Trac Stat.	S.Ori.	Margin NET	Days stock	Res.	Stone 1		
	BREI - 1BRET1		alliance or et or+dias		1	2 700	18/01/11	5	42	D22322	D22322
	011	007.10	limited edition. cosmonaute 125th annive		1	4 700	18/01/11				
	4 700		breit		1	31,3%	136				
	BREI - 1BRET2		montres jdv			2 100	18/01/11	5	46	A13320Q4	A13320Q4
	093	007.11	superocean heritage chronographe black		3	4 076	18/01/11		10,00 gr		
	11 781		breit		3	38,4%	167				
	CART - 1CART2		colliers perles		1	5 000	18/01/11	5		HP600407	HP600407
	043	007.7	two for trinity bracelet		2	9 500	18/01/11		750/1000 OR BLANC		
	19 000		carti		2	37,1%	120		DIAMOND		
	CART - 1CART1		pendentifs or			14 000	16/01/11	5			
	050	007.63	solitaire diamond platinium		11	26 000	16/09/11		900/1000		
	250 180		carti		11	35,6%	56	1	1 DIAMOND ROUND VS1 G		

Detail of sales

BEST SELLERS

The best selling references can be found in the menu:
Statistics - "Best sellers"

1) - Function

Know the best-selling supplier references (by number of sales and turnover).

2) - Screen preview and selection

General

Situation	10 / 2011	● By vendor reference
Sale from	01/11/2010 to 31/10/2011	○ By label number
Categ.	to 097	
Vend. code	Exc.	
Total by	● Cat, Vd, Vd ref.	○ Vd, Vd ref

Period for analysis and main selection criteria

Options

Quantity in stock from	0,0 to	9 999,0
Selling price	0,00 to	99 999 999,99
Amount of sales from	0,0 to	9 999,0
Turnover	0,00 to	99 999 999,99
Days in stock	0 to	99 999
on	● Original doc. date ○ Entry date ○ Vendor doc. date	

Additional selection criteria

Codifications

Track. code	Exc.	
Style code	Exc.	
Stat Code	Exc.	
Metal colour	Exc.	

Selection of monitoring, statistic and style codes

Editing options

☐ Editing preview	☐ Direct editing
☐ Detail of labels	☐ Qty Stock > 0

Printing options

3) - Screen results

Print-out of results

For each reference selected, the photo is displayed

References best sellers

| Esc - Close | F2 - OK | F3 - Cancel | Alt+I - Print | ODEIS |

References best sellers

Info General | Detail | Codifications | Edit

General

Situation	10 / 2011	⦿ By vendor reference	
Sale from	01/11/2010 to 31/10/2011	○ By label number	
Categ.	to ▾ 097		
Vend. code	☐ Exc.		
Total by	⦿ Cat., Vd, Vd ref	○ Vd, Vd, ref	

Sorted by

○ Fam / Vend. / Reference ⦿ Amount of sales
○ Vend. / Fam / Reference ○ Turnover
○ Vend. / Reference / Fam

Cat.	Vendor		Tr	Label #	Stock Qty	P.P. B.T.	Sell. price	Days			Sles	Discount	T.O GROSS
	Code	Reference						Stock	Sale	Aver.			
010	CHAU	ASZ2			112		25	20		18	11		275
050	CART	1CART1				14 000	26 000		56	56	11	8 820	250 180
015							0		160	160	5	5	245
012	ROLX	123				3 000	4 600		-73	-73	4	600	17 800
033	SWAR	1SWAR3				33	59		149	149	3	15	162
010	SWAR	1SWAR1				200	345		-61	-61	3		1 035
019	ROLX	124				20 000	33 746		159	159	3	3 746	97 492
041	CHAU	1CHAU1		1		6 000	11 000	13	28	24	3		33 000
093	BREI	1BRET2				2 100	4 076		167	167	3		11 781
020	CHAU	1CHAU2		2		7 500	14 822	272	40	132	2	1 482	25 466
043	CART	1CART2		1		5 000	9 500	272	45	120	2		19 000

4) - Results (and calculation mode)

Stock file price of the last article entered in stock

Average stock days of articles present in stock

Average stock days of articles sold

Average stock days of articles (stock and sold)

Qty Ord.	Qty Stk	Last P.P NET	Last SELLING	Days In stock	Bef sale	Aver. period of stock	Sales Period	Discounts Value	%	T.O GROSS Period	Sales P.P NET
	112		25	20		18	11			275	
		14 000	26 000		56	56	11	8 820	3,41	250 180	154 000
					161	161	5	5	2,00	245	33 141
4		3 000	4 600		-74	-74	4	600	3,26	17 800	12 000
		33	59		149	149	3	15	8,42	162	99
		200	345		-61	-61	3			1 035	600
3		20 000	33 746		159	159	3	3 746	3,70	97 492	60 000
	1	6 000	11 000	13	28	25	3			33 000	18 000
RA		2 100	4 076		167	167	3			00	
	2	7 500	14 822	272	40	133	2	1 48			00
	1	5 000	9 500	272	45	121	2			19 000	10 000
		108	237		247	247	1	24	10,13	213	108
			120		1	1	1			120	
			80		1	1	1			80	
			10 000		1	1	1			10 000	
ST	1	2 700	4 700	272		136	1			4 700	2 700
	7 117	28 700	57 644				55	14 692	3,02	471 549	311 948

5) - Print-out results in catalogue format

Picture	Vendor ref. Cat. Label# TO	Category descr. Supplem. description Style	Trac Stat.	Stock S.per S.Ori	Purch pr. Selling price Margin NET	Creation d. last entry Days stock	Rd. Ord Res.	Size Metal Stone 1	Serial number	Form.ref
	- 015 007.4 245			5 5	160	18/01/11				
	BREI - 1BRET1 011 007.10 4 700	alliance or et or+dias limited edition. cosmonaute 125th annive breit		1 1 1	2 700 4 700 31,3% 136	18/01/11 14/01/11	5	D22322	D22322	
	BREI - 1BRET2 093 007.11 11 781	montres jdv superocean heritage chronographe black breit		3 3	2 100 4 076 38,4% 167	18/01/11 17/01/11	5	A13320Q4 10,00 gr	A13320Q4	
	CART - 1CART2 043 007.7 19 000	colliers perles two for trinity bracelet carti		1 2 2	5 000 9 500 37,1% 120	18/01/11 14/01/11	5	HP600407 750/1000 OR BLANC DIAMOND	HP600407	

AGED STOCK LIST

The aged stock list can be found in the menu:
Statistics - "Aged stock list"

1) - Function

List vendor references according to their time in stock

2) - Screen preview and selection

General

| Info General | Detail | Codifications | Edit |

General

Situation 10 / 2011   ● By vendor reference
                          ○ By label number

Categ.   [ ] to [ ] 097
Vend. code   [ ] □ Exc. [_____]
Total by   ● Cat, Vd, Vd ref.   ○ Vd, Vd. ref

→ Main selection criteria

| Info General | Detail | Codifications | Edit |

Options

Quantity in stock from   0,0   to   9 999,0
Selling price   0,00 to   99 999 999,99

Days in stock   0   to   99 999
on   ● Original doc. date   ○ Entry date   ○ Vendor doc. date

→ Additional selection criteria

| Info General | Detail | Codifications | Edit |

Codifications

Track. code   [ ] □ Exc. [_____]
Style code   [ ] □ Exc. [_____]
Stat Code   [ ] □ Exc. [_____]
Metal colour [ ] □ Exc. [_____]

→ Selection of monitoring, statistic and style codes

| Info General | Detail | Codifications | Edit |

Editing options

□ Editing preview   □ Direct editing
□ Detail of labels   □ Qty Stock > 0

→ Printing options

Sorted by

● Fam / Vend. / Reference   ○ Former items
○ Vend. / Fam / Reference   ○ New items
○ Vend. / Reference / Fam

→ Sorting options

3) - Screen results

Print-out of results

For each reference selected, the photo is displayed

4) - Print result (and calculation mode)

Stock file price of the last article entered in stock

Average stock days of articles present in stock

Average stock days of articles sold

Qty Ord.	Qty Stk	Last P.P NET	Last SELLING	Days In stock	Bef sale	Aver. period of stock	Sales Period	Discounts Value	%	T.O GROSS Period	Sales P.P NE
			10 000		1	1	1			10 000	
	112		25	20		18	11			275	
		200	345		-61	-61	3			1 035	
ST	1	2 700	4 700	272		136	1			4 700	2
			80		1	1	1			80	
			120		1	1	1			120	
4		3 000	4 600		-74	-74	4	600	3,26	17 800	12
					161	161	5	5	2,00	245	33
3		20 000	33 746		159	159	3	3 746	3,70	97 492	60
	2	7 500	14 822	272	40	133	2	1 482	5,50	25 466	15
		108	237		247	247	1	24	10,13	213	
		33	59		149	149	3	15	8,42	162	
1		6 000	11 000	13	28	25	3				18
1		5 000	9 500	272	45	121	2				10
			14 000	26 000	56	56	11				154

Average stock days of articles (stock and sold)

5) - Print-out results in catalogue format

Picture	Vendor ref. Cat. Label# TO	Category descr. Supplem. description Style Trac Stat.	Stock S.per S.Ori.	Purch.pr. Selling price Margin NET	Creation d. last entry Days stock	Rd. Ord Res.	Size Metal Stone 1	Serial number	Form.ref
	-				18/01/11				
	015 007.4		5						
	245		5		160				
	BREI - 1BRET1	alliance or et or+dias	1	2 700	18/01/11	5		D22322	D22322
	011 007.10	limited edition. cosmonaute 125th annive	1	4 700	14/01/11				
	4 700	breit	1	31,3%	136				
	BREI - 1BRET2	montres jdv		2 100	18/01/11	5		A13320Q4	A13320Q4
	093 007.11	superocean heritage chronographe black	3	4 076	17/01/11		10,00 gr		
	11 781	breit	3	38,4%	167				
	CART - 1CART1	pendentifs or		14 000	18/01/11	5			
	050 007.63	solitaire diamond platinium	11	26 000	16/09/11		900/1000		
	250 180	carti	11	35,6%	56	1	1 DIAMOND ROUND VS1 G		
	CART - 1CART2	colliers perles	1	5 000	18/01/11	5		HP600407	HP600407
	043 007.7	two for trinity bracelet	2	9 500	14/01/11		750/1000 OR BLANC		
	19 000	carti	2	37,1%	120		DIAMOND		

AGE PYRAMID

The age pyramid of stock can be found in the menu:
Statistics - "Age Pyramid" - "Stock age pyramid"

1) - Function

Value the quantity and price of articles present in stock by age range.

Possibility of editing the result:
- by totalling
- or by itemising (with a total by product line, sub-product line, family or supplier)

2) - Screen preview and selection

Period for analysis up to

Indicate the calculation mode for the number of days in stock

3) - Total Result Print-out

Age bracket	Purch.price value	Distr.%	Selling price value	Distr.%	Coef.	Metal weight	Distr.%	Quantity	Distr
0 year(s)	28 700,00	100,00	57 644,00	100,00	2,01	24,00	100,00	117,00	100
TOTAL	28 700,00	100,00	57 644,00	100,00	2,01	24,00	100,00	117,00	100

4) - Detailed Result Print-out

Selection criteria	Categ. 000 to categ. 097 All vendors Cons. to other store Incl. Cons. by other store Incl.							Incl. vendors consignments Stocking period 0 to 99 year(s) (Original doc. date)														

RAYS		Av. 2004		2004 (7 years)		2005 (6 years)		2006 (5 years)		2007 (4 years)		2008 (3 years)		2009 (2 years)		2010 (1 year)		2011	
		Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty
0	% mix																	100.0 %	100.0 %
	Yearly stocks																	28 700	117
	Cumul. stocks																	28 700	117
TOTAL RAYS	% mix																	100.0 %	100.0 %
	Yearly stocks																	28 700	117
	Cumul. stocks																	28 700	117

SALES AGE PYRAMID

The age pyramid of sales can be found in the menu:
Statistics - "Age Pyramid" - "Sales age pyramid"

1) - Function:

Value the quantity and price of articles sold by age range.

2) - Screen preview and selection:

Period for analysis

Indicate the calculation mode for the number of days in stock.

3) - Print-out of results

Age bracket	Purch.price value	Distr.%	Selling price value	Distr.%	Coef.	Quantity
0 mont	75 700,00	32,18	213 498,55	46,18	2,82	30,00
1 mont	62 200,00	26,44	107 461,00	23,24	1,73	5,00
3 mont	53 000,00	22,53	103 109,52	22,30	1,95	5,00
4 mont	-6 500,00	-2,76	-22 525,84	-4,87	3,47	0,00
6 mont	-2 067,00	-0,88	-3 946,90	-0,85	1,91	0,00
7 mont	24 200,00	10,29	41 746,00	9,03	1,73	3,00
8 mont	34 141,00	14,51	33 763,00	7,30	0,99	4,00
9 mont	-5 400,00	-2,30	-10 746,00	-2,32	1,99	0,00
TOTAL	235 274,00	100,00	462 359,33	100,00	2,39	47,00

SALESPERSONS ACTIVITY

Sales assistant activity can be found in the menu:
Statistics - "Salespersons Activity"

1) - Function

Analyse the sales of the assistants in terms of turnover, amount and average shopping basket.

2) - Screen preview and selection

Detailed: analysis of a sales assistant's code for a period
Totalled: analysis of all the sales assistants for a period

4) - Screen results (detailed)

Day	Day	T.O NET	TO	Sales	Cust	Distribution	Commissions
13	Saturday 13 August 2011	33 154,38	37 796,00	3	4	99.97	0,00
19	Friday 19 August 2011	0,00	0,00	0	1	0	0,00
29	Monday 29 August 2011	0,00	0,00	0	0	0	0,00
31	Wednesday 31 August 2011	302,63	345,00	2	2	22.33	0,00
09	Friday 9 September 2011	0,00	0,00	0	0	0	0,00
15	Thursday 15 September 20	3 846,15	4 600,00	1	1	100	0,00
20	Tuesday 20 September 201	24 665,54	29 500,00	2	2	101.18	0,00
22	Thursday 22 September 20	4 312,70	5 158,00	3	4	100	0,00
26	Monday 26 September 2011	25 083,60	30 000,00	1	1	100	0,00
27	Tuesday 27 September 201	21 780,93	26 050,00	2	3	100	0,00
04	Tuesday 4 October 2011	11 153,84	13 340,00	1	1	100	0,00
10	Monday 10 October 2011	3 408,03	4 076,00	1	1	100	0,00
13	Thursday 13 October 2011	167,22	200,00	2	2	100	0,00

5) -Screen Result (cumulative)

Vendeur AB: ANTHONY

Month	Sales	Cust.	T.O GROSS	T.O NET	Services TO	Aver.SP	Discounts		Purch. value	Margin N	Mix	Commissions
08/11	5	7	38 141	33 457	38 141	7 628	600	1.5%	23 250	30.5%	100%	0
09/11	9	11	95 308	79 689	95 308	10 590	3 779	3.8%	68 341	14.2%	100%	0
10/11	4	4	17 616	14 729	17 616	4 404	1 482	7.8%	9 600	34.8%	100%	0
Total	18	22	151 065	127 875	151 065	8 393	5 861	3.7%	101 191	20.9%	100%	0

Total des vendeurs

Month	Sales	Cust.	T.O GROSS	T.O NET	Services TO	Aver.SP	Discounts		Purch. value	Margin N	Mix	Commissions
08/11	5	7	38 141	33 457	38 141	7 628	600	1.5%	23 250	30.5%	100%	0
09/11	9	11	95 308	79 689	95 308	10 590	3 779	3.8%	68 341	14.2%	100%	0
10/11	4	4	17 616	14 729	17 616	4 404	1 482	7.8%	9 600	34.8%	100%	0
Total	18	22	151 065	127 875	151 065	8 393	5 861	3.7%	101 191	20.9%	100%	0

ACTIVITY SCHEDULE
HOURLY ACTIVITY

Hourly activity can be found in the menu:
Statistics - "Hourly attendance" - "Hourly Activity"

1) - Function

View the turnover (or the number of clients) by hourly brackets for a day according to a sales period

2) - Screen preview and result

Period for analysis

Results of the selection

ACTIVITY SCHEDULE
WEEKLY ACTIVITY

Hourly activity can be found in the menu:
Statistics - "Hourly attendance" - "Weekly Activity"

1) - Function

Compare the sales for each day over a week (by turnover or number of clients) according to a sales period.

2) - Screen preview and result

Allows for the cross-referencing of client counting with ODEIS.
In this case, the number of clients will appear and client numbers/passage may then be compared

Period for analysis

Type of selection

Type of screen display
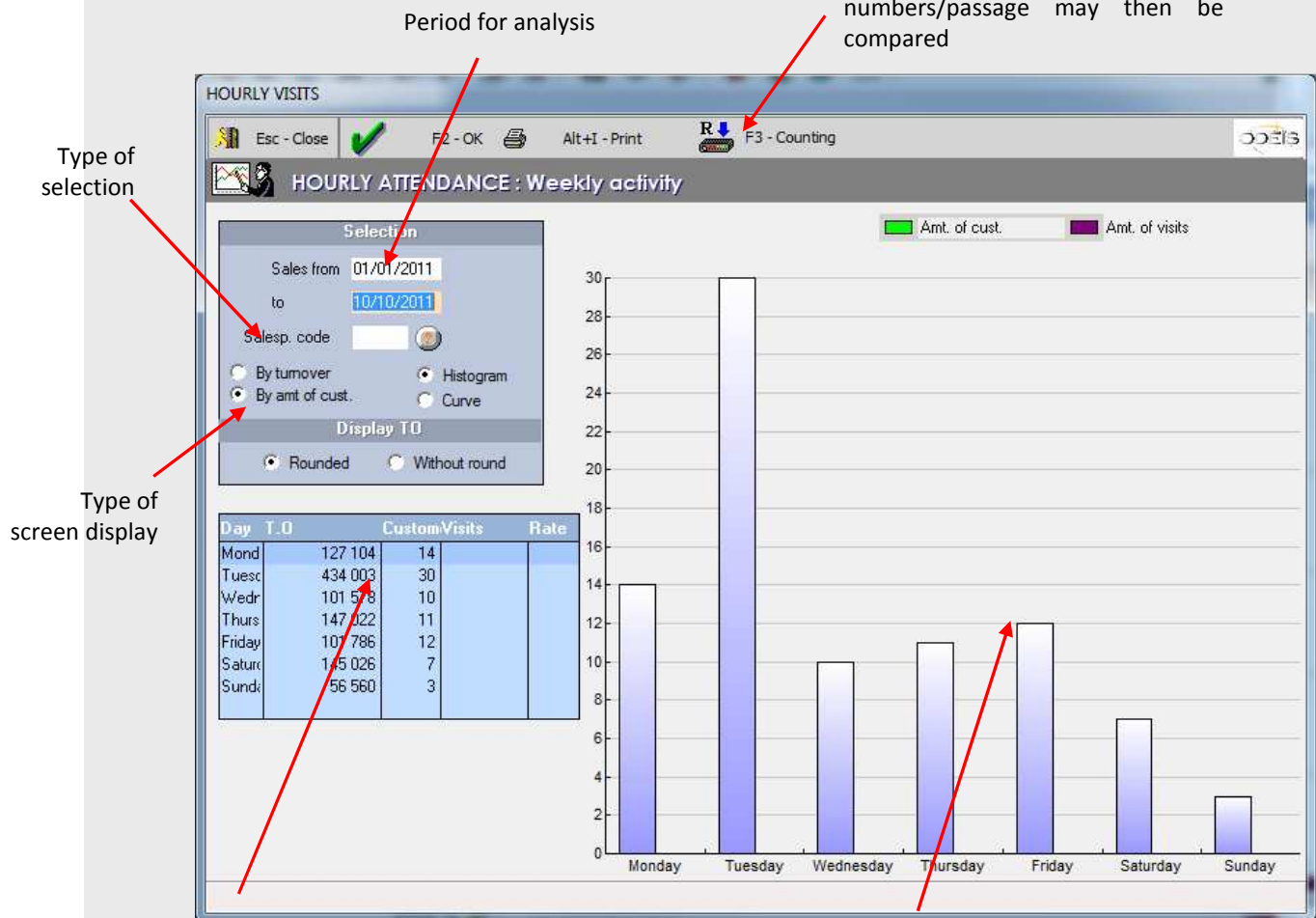
Summary table

Results of the selection (histogram or line graph)

MODEL STOCK

Ideal stock can be found in the menu:
Statistics - "Model Stock"

1) - Function

Define the ideal stock by price range and product category

2) - Preview screen

Access to the ideal stock input

Ideal quantity in stock for the chosen range and family

Quantity of current stock and quantity sold for the chosen range and family

3) - Results print-out

Ideal stock

Current stock

Quantity sold

List of price ranges

Total of all ranges

Catego	From 0 to 99			From 100 to 5			From 501 to 1			Price range			Price range			Price range			Price range			Price range			Price range			Price range		
	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale	Bas.	Sto.	Sale
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