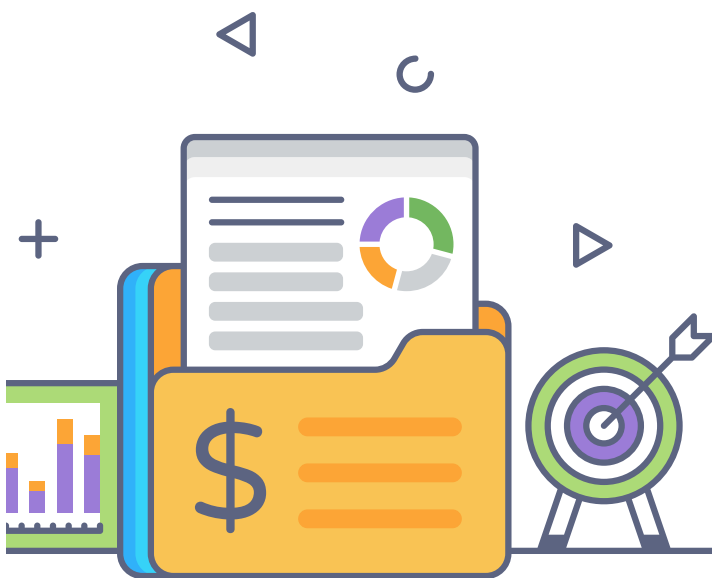


# INSIGHTS TO DRIVE YOUR DECISION MAKING

REAL-TIME ACCESS TO ACCURATE DATA AUTOMATICALLY CONSOLIDATED FROM VARIOUS SOURCES.



The IDU Sales Reporting Module offers detailed insight into sales performance through the real-time aggregation analysis by product, sales representative, region, and customer.

When your planning assumptions are rooted in data, it's easier to identify trends and variances and make better decisions.

IDU-Concept provides a single version of the truth to all involved in the sales planning process, giving insight, and enabling empowered decision making.

The IDU-Concept Sales Reporting Module is a two-way interface between the budget and revenue ledger systems.

It allows for real-time interaction with revenue data and enables users to comment on and analyse variances between anticipated revenue outcomes and those that have actually transpired.

The module builds on the advances achieved through the IDU-Concept Sales Planning interface, and enables the reporting of daily, weekly and monthly sales information to managers via the web.

With change happening faster than ever, creating a sales plan looking five years in the future might seem impossible.

Using the IDU Sales Planning and Reporting Modules, if you are asked “What do the next five years look like?” you will have a starting point and method to deliver the answer.

You can choose to deploy IDU-Concept on-premise, in a private cloud of your choice or in our Microsoft Azure-based cloud—all the platforms offer exactly the same functionality.





## SEAMLESS INTEGRATION

IDU-Concept integrates seamlessly with your underlying CRM and ERP systems to automatically pull in large amounts of transactional data.



## DRILL DOWN

Drill down from the highest level down to individual customers and products.

This gives users and managers the ability to analyse the revenue performance on a daily basis and identify and rectify any business areas that are responsible for major variances.

Tolerances can be set to highlight only adverse variances that exceed a tolerance level in both percentage or value terms.



## COMPARE & COMMENT

Compare multiple sets of data and easily conduct variance analyses as well as comment on variances based on user-defined levels.

This module allows for the analysis of variance between actual revenue and the budget, comparative years and forecasts by customer and product

It also allows for comment on anticipated sales outcomes versus actual sales within a multi-dimensional environment.



## EXCEL INTEGRATION

Create custom Excel report packs for management and sales teams to easily extract daily, weekly, and monthly reports as required.



## ADMINISTRATOR DEFINED

The system administrator has the ability to create multiple product and customer hierarchies. These can be viewed online and reported against, thereby eliminating the need to develop many reports for the various revenue reporting requirements.

They are also able to define multiple user-specific screen layouts, and user specific reporting profiles thereby creating different views and reports specific to individual requirements.



## DASHBOARDS AND RATIOS

IDU Dashboards can be used to monitor critical information at a glance.



## ANALYTICS

In addition to the standard IDU reports, customised SQL Reporting Services reports can be written to meet your specific reporting requirements.

The Sales Reporting Module also has built-in analytics capabilities. These are powered by Microsoft Power Pivot, PowerView, and PowerBI and deliver true slice-and-dice facilities around the information held within the IDU database. Information can be viewed graphically and is easily customised to meet the specific needs of individual clients.

This intuitive toolset of dashboards provides a 360-degree view of the data within the IDU database, putting the most important metrics in one place, in real-time, and across devices.



## MODULAR AND SCALABLE

Available in Enterprise or Standard editions with varying levels of functionality and complexity to meet your company's specific requirements.

Organisations wishing to access greater functionality to meet growing or changing requirements can do so with ease.

# FEATURES