



**LAMAR SOFTWARE, INC.**  
**SPECIALISTS IN MANUFACTURING AND DISTRIBUTION**

### **Sales, Customer and Sales Representative Graphic Analysis**

The sales may be analyzed between user defined dates and from a variety of viewpoints, in a series of Sales / Accounts Receivable Analysis queries. Each of the individual analysis programs will provide an examination of the overall sales situation, the overall accounts receivable situation, a listing of the sales order shipments, a listing of the accounts receivable cash receipts and a breakdown of the sales based on each item's product class code. The analyses are available by:

- Customer code – This analysis will determine whether a ship customer or a bill-to customer has been entered by the user and will display the data accordingly.
- Sales Representative code – As the sales representative is a mandatory entry on every sales order entry, a full sales order analysis is available as well as an accounts receivable analysis.
- Product class – Although every saleable item will require a product class, this analysis can only be seen in the sales area as the ability to analyze the data does not extend into the accounts receivable area. The system loses the ability to distinguish individual items at the time that an accounts receivable invoice is created.
- Customer class code – Both the sales and accounts receivable activity can be seen broken down by customer class.
- Sales order class code – Each sales order is assigned to a specific sales order class and this assignment can be seen through the accounts receivable invoices and cash receipts.

The data from all of the above types of analysis can be seen as both detailed queries and in a graphic format, using either bar charts or pie charts.