

OPSUITE SALES TARGETS / BUDGETS

Use sales targets/budgets to measure
your business against the reality of
actual sales



Building upon the already very successful OpSuite Sales Targets/Budgets, this feature has now been enhanced to provide you with the ability to manage your data from the onset.

OpSuite Sales Targets/Budgets allows you to set targets/budgets which can be either at Location, Department, Category or Register level.

Previously our development team would, if required, periodically insert your sales target/budget data into OpSuite for you. Now that facility is available for you to use in OpSuite yourself; providing even greater freedom and ease of use. We have created a report that allows you to gather the required raw data from previous years as well as import and edit features too.

- **Sales Budget Extract**
 - A new OpSuite report to help you gather the raw sales target/budget data
- **Import & Edit**
 - Use these features to easily import and edit the target/budget data
- **Reporting Actual Sales v Target/Budgets**
 - A range of reports including mobile reports are available to view the targets/budgets against actual

Sales Budget Extract

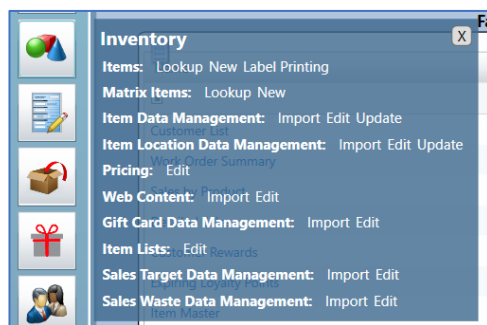
This report allows you choose your date period (defaulting to 1 year), department and category choices and whether this is shown at Department or Category level.

Department	Admin, Aggregates, Antiqui	Category	Default Subgroup, Delivery
Start Date	20/12/2022	End Date	20/12/2023
Show Sales Inc Vat	☒ True ☐ False	Group By Department (if 'False' then it Groups by Category)	☒ True ☐ False

Once the data from the sales budget extract report is presented to you it can be then manipulated in Excel to create your targets/budgets based on these sales.

Import & Edit

An additional menu option (Sales Target Data Management) is now available within the OpSuite Inventory Menu, as shown below. This feature provides you with complete control over importing and further editing of your sales targets/budgets.



Following a successful import of your sales target/budget data you also have the ability to edit this.

Reporting Actual Sales v Target/Budget

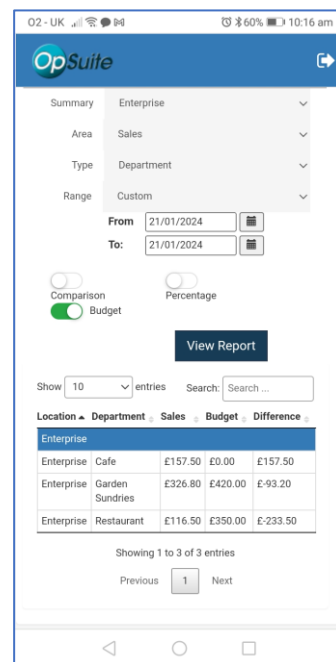
There are many reports that can be used to look at the actual sales versus the target/budgets entered. These are available in OpSuite Back Office and OpSuite Mobile Reporting. An example of one report available in the Mobile Reports can be seen opposite.

The Next Step

To ensure that you are fully trained and derive the maximum benefit when using these new features, you and your team will need a remote training and consultancy session which is chargeable.

Dependent on whether or not you are already using sales targets/budgets for OpSuite, this will typically be between one to four hours at the usual hourly rate.

To arrange your remote session, please contact either Keith, Jo or Gill by calling 01332 383231 or email us at retail@davrigh.co.uk.



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