



BUSINESS SOLUTIONS

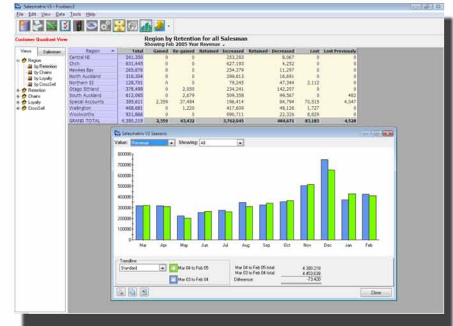
Sales Forecasting

Revolutionalise sales and opportunity analysis. Forget report writing and complex data mining tools. Salesmatrix is your key to unlocking critical intelligence hidden in the mountain of sales transactions.

Key Features

Dashboard Driven

Salesmatrix dashboard gives a snap shot of sales performance over the past 2 years. Monitor total business activity, including customer, product and sales staff performance.

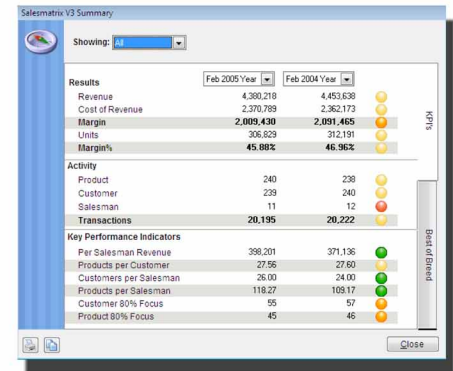


Traffic Light Filtering

View all sales data (products, customers, and sales people) on one screen. Use "traffic lights" to highlight sales trends in an instant.

Identify issues for further interrogation, click on any cell to drill down and view more specific transaction detail.

Analyse your customers, products and sales people like never before.



Critical Sales Analysis

Cross sell, order frequency, loyalty, retention. The Salesmatrix performance assessment tool instantly provides the critical sales analysis you need. For example: Why are 46% of our customers buying less than 9 of our products?





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80/20 Analysis

Understand what the 80/20 rule really means for your business. Adjust the sliders to narrow your focus to your key customers and products. The Salesmatrix focus feature gives you all the flexibility lacking in written reports.

Identify Sales Opportunities

Sort both columns and rows on any displayed view and easily rank top performers from best to worst, or vice versa. Opportunities are highlighted instantly. Why, for example, are we not selling our sixth top selling product to our top two customers?

Trend Analysis

Use Graphs to visually identify trend information on all salespeople, products, and customers. Salesmatrix allows you to graph any two detailed categories ie: product brand and contents or customer region and product mix.

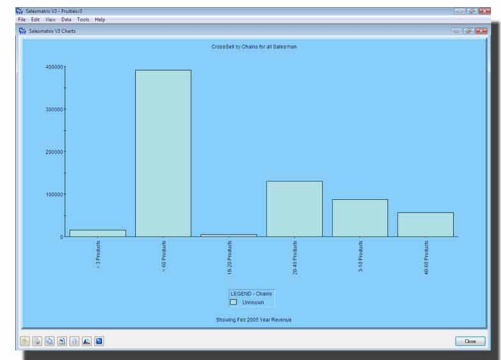
Use trendlines to create accurate sales planning.

Arm Your Sales Team

Salesmatrix viewer enables cost effective deployment to "on the road" sales force, telesales and distributors.

Save a snap shot of customer sales history and empower your sales force with this critical tool.

Whether on the road or in the office, your sales team will know everything they need to maximise profitable revenues from each individual client.



Salesman	Total	March	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year
John Brennan	224,474	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
Andrew Brennan	424,474	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
Michael Brennan	382,214	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
Jim O'Brien	387,214	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
John Brennan	48,480	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
John O'Brien	384,214	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
John Brennan	78,480	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
John O'Brien	18,480	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
John Brennan	245,214	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
John O'Brien	239,034	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
Tony Brennan	4,382,214	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000
John Brennan	4,382,214	22,828	22,445	27,122	27,000	27,000	27,000	27,000	27,000	27,000	27,000	27,000

Other Key Features

- Replicate sales team structures, product types and categories
- Import invoice and order data or both
- Attach notes to values
- Conduct variance analysis
- Instant Export to Microsoft Excel

Please enquire with your solution provider for further information on ABM's sales forecasting solution.