

Executive Information System



The PowerShift Executive Information System (EIS) provides a snapshot of sales, AR, purchasing and AP statistics. The information provided is updated in real time by all of the supporting PowerShift transactions. From the high-level summary view, you can drill to progressively greater levels of detail (for example: from gross sales for a month you can navigate down to the sales order lines contributing to the total). See statistics for the entire enterprise or opt to limit view to a single branch or group of branches. Analysis includes a comparison of the current month and current year-to-date values against the same period a year ago as well as to the prior month.

Customer Service Inquiry | AR Inquiry | Inventory Status Inquiry | Executive Information Summary | Sales by Customer by Item Inquiry

CA-1 | 4.0 WVI 102511 | JH | EIS | Executive Information Summary

For 10/2012 Scope: Branch group CA GROUP

Accounts Receivable

Current balance	1,729,71	96,560
MTD net invoices	5,84	500
MTD payments	181,36	3,318
MTD discounts	5	
MTD cost of goods	2,02	

Sales Orders

Orders not invoiced	1,565,278.47
MTD orders (gross)	2,982.21
MTD orders (net)	2,860.76
MTD shipments	3,660.55
Orders on hold	135,490.34

Inventory value 15,954,39

MTD gross margin 1,63

Purchase Orders

For 10/2012 Scope: Branch group CA GROUP

Statistics	Oct 2012	Year-to-date
Gross sales	2,982.21	1,286,340.15
Net sales	2,860.76	1,262,479.87
Margin on sales	3,795.66	751,733.00

Order no	Cust no	Customer name	Ordered	Status	Gross amount
CA-100003202	10	Custom Classics	10/01/2012	New	1,109.00
CA-100003203	10	Custom Classics	10/01/2012	New	3.66
CA-100003204	10	Custom Classics	10/02/2012	New	.00
CA-100003205	10	Custom Classics	10/02/2012	Invoiced	800.00
CA-100003206	10	Custom Classics	10/02/2012	New	45.00
CA-100003207	10	Custom Classics	10/02/2012	Invoiced	95.00
CA-100003208	10	Custom Classics	10/02/2012	Invoiced	225.00
CA-100003209	10	Custom Classics	10/02/2012	New	225.00
CA-100003212	10	Custom Classics	10/03/2012	New	315.00
CA-100003213 A-100		Anaheim Light House	10/03/2012	Invoiced	10.00
CA-100003214 A-100		Anaheim Light House	10/03/2012	Invoiced	100.00
CA-100003215 A-100		Anaheim Light House	10/03/2012	Invoiced	100.00
CA-100003216 C-104		Stevenson Brothers,	10/03/2012	New	.00
CA-100003217	10	Custom Classics	10/04/2012	In Proc	30.30
CA-100003218	10	Custom Classics	10/04/2012	New	30.30
CA-100003219	10	Custom Classics	10/04/2012	Invoiced	15.45

Options | Notes | Sales | Shipping | Inventory | Mfg orders | Purchases | AR | AP

GL | Print | Refresh | Exit

View month- and year-to-date, compare this month to last month or this month to the same month last year

Display statistics for a single branch, group of branches or for the entire enterprise

Drill from high-level totals to increasing detail — all the way to supporting transactions

General

- Real-time updates provide accurate, up-to-the minute statistics.
- Sales, shipping, inventory, manufacturing, and purchasing statistics can be viewed for a single branch, group of branches, or the entire enterprise.
- Accounts receivable, accounts payable, and general ledger statistics can be viewed for a single organization or group of organizations.
- Displays statistics for a calendar month or your fiscal period.
- Every statistic for the current period to date can be compared to historical data (for example, the current month versus last month, year-to-date, or the same period last year).
- For each statistic you can drill to detail to determine what, when, where, and why. For example, drill from the initial summary display to sales statistics, and from there to open sales orders by order number and then to the lines on an individual order. Want to see the audit trail for the order line just select the Audit button and all the details about the order header or selected line are displayed.
- Viewing options include rounding (to report in whole dollars or thousands of dollars), commas, negative signs, and conversion to another currency.
- Online help explains calculations and update sources.

System-wide Features

- Standardized user interface is easy to learn; accepts point-and-click or keyboard input.
- Lookups speed data retrieval; you choose how data is displayed and sorted.
- Each user can set and save sort and selection options for reports and inquiries, reducing the need for custom reports and programming.
- Output data to a printer, e-mail, fax, PDF, EDI, or Microsoft Excel.
- Information is accessible with pop-up windows, drill downs, and jumps to related programs, reducing the need to switch screens.
- The Data Dictionary supports ODBC, Report Generator, and QICLOOK™.
- F1 accesses help for the program you are running.
- Security system allows users access to selected programs and accounts.

Executive Information Summary

Sales statistics drill to:

- Sales Order Inquiry
- Sales Order Margin Inquiry
- Credits Issued
- Order On Hold Inquiry
- Sales Quotations
- Top Items by YTD Sales
- Top Customers by YTD Sales
- Top Sales Reps by YTD Sales

Shipping statistics drill to:

- Shipment Inquiry
- Shipment Delivery Inquiry
- Shipment Lines Inquiry
- Sales Substitution Inquiry
- Shipment Deposits Inquiry
- Shipping Backlog by Item
- Open Orders by Month
- Open Order Detail

Inventory statistics drill to:

- Inventory Valuation Inquiry
- Intransit Status
- WIP Valuation Inquiry
- Inventory History Valuation
- Inventory Value by Product Class
- Inventory Value by Account Code

Manufacturing statistics drill to:

- WIP Valuation
- Manufacturing Order Inquiry
- Manufacturing Delivery Inquiry
- Manufacturing Order Cost Inquiry
- Rejected Materials Inquiry

Purchasing statistics drill to:

- Vendor Purchases Inquiry
- Requisition Inquiry
- Receipts Costs Inquiry
- Rejected Materials Inquiry
- Open POs by Month
- Open PO Detail

Accounts receivable statistics drills:

- AR Transaction Inquiry
- AR Customer Balances
- AR Aging Detail

Accounts payable statistics drill to:

- AP Transaction Inquiry
- Vendor AP Balances
- AP Aging Detail

Sales Statistics

- Displays period-to-date gross sales, net sales, and margin.
- The total value of open orders, credits, orders on hold, cancelled orders, discounts, returns, sales quotes, and EDI orders display.
- Lists top items, customers, and sales reps based on year-to-date sales.

Shipping Statistics

- Displays the total value of shipments invoiced in the current period and confirmed shipments that have not yet been invoiced.
- The number of substitute items shipped and their cost variance is reported.
- Tracks the number and value of lines shipped on time and late.
- The shipping backlog shows items, quantities, and the number of days late.
- Open statistics show orders due in previous, current, and future periods.

Inventory Statistics

- Displays the current total value of inventory on-hand, in floorstock, and in-transit. On hand totals are available for finished goods versus raw materials.
- For each category, you can drill to display the quantity and value of each item based on standard, actual, or average cost.
- For work in process, the total value of accumulated costs to date for open manufacturing orders is reported.
- Displays the total value of each ABC class, product class and account code.

Manufacturing Order Statistics

- Displays the current actual cost total of open orders, the total cost of completed orders, and the actual to standard cost variance.
- Reports rejects and tracks the total number of orders completed on time and late.

Purchasing Statistics

- Displays the total value of open purchase order lines and open requisitions for vendor contracts.
- Shows value of inventory purchases, non-inventory purchases, and purchased services along with the PO price variance.
- Reports the value of items rejected during inspection.
- Open statistics show orders due in previous, current, and future periods.

Accounts Receivable Statistics

- Displays period-to-date totals for invoices, credit memos, adjustments, write-offs, deposits, payments, finance charges, and discounts.
- Provides a snapshot of the balance due for each aging category.

Accounts Payable Statistics

- Displays period-to-date totals for invoices, credit memos, payments, fixed expenses, and discounts.
- Provides a snapshot of the balance due for each aging category.

General Ledger Statistics

- Profit margin, return on investments, return on equity, asset turnover, and current ratio measure performance compared to industry standards.
- Net change and balances by category provide management with status information; you determine which accounts update the categories.
- Drill to display transactions for each category and then drill to the journal entries or the originating transaction.