

Sage 100 ERP 2015 Intelligence Reporting

Standard reports



Get six ready-to-use reports that give you immediate insight into and across your business. Delivered in the familiar environment of Microsoft® Excel®, the reports are fully customizable and flexible with drill-down capabilities. You can access them at any time or have them delivered, real-time, from your Sage 100 ERP software to Microsoft® Excel®, in the format of your choice. It's as simple as that!

Financial reports

Financial Trend Analysis

This report graphically trends account net changes, per selected General Ledger Account number, per financial period, for the current financial year and previous financial year, providing comparative trending of account balances.

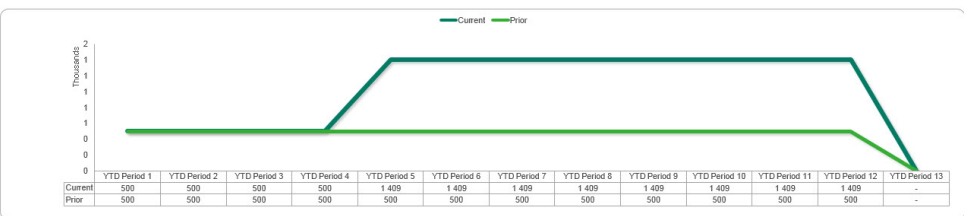
Financial Trend Analysis - ABC Distribution and Service Corp. (ABC)

For the current and prior year
Current Fiscal Year: 2020

Please select account from drill down list
GL Account: 100-00-00 - Cash on hand

Drill Down

	YTD Period 1	YTD Period 2	YTD Period 3	YTD Period 4	YTD Period 5	YTD Period 6	YTD Period 7	YTD Period 8	YTD Period 9	YTD Period 10	YTD Period 11	YTD Period 12	YTD Period 13
Current	500	500	500	500	1 409	1 409	1 409	1 409	1 409	1 409	1 409	1 409	-
Prior	500	500	500	500	500	500	500	500	500	500	500	500	-
Variance	0%	0%	0%	0%	182%	182%	182%	182%	182%	182%	182%	182%	0%



General Ledger Transaction Detail

This report is run for a chosen financial year and range of financial periods, and displays detailed GL transaction details by account then by date and document number reference. Can also be used to display a monthly trial balance if summarized using the Microsoft® Excel® PivotTable.

GL Transactions Report for ABC

For the period from 01 Jan 2019 TO 31 Dec 2019

Account	Debit Amount	Credit Amount	Total
101-01-00	39 642.20	49 388.25	-9 746.05
Created by Data Conversion from Summary History	39 642.20	49 388.25	-9 746.05
101-03-00	304 143.79	329 986.94	-25 843.15
Created by Data Conversion from Summary History	304 143.79	329 986.94	-25 843.15
105-00-01	264 822.32	20 307.31	244 515.01
Created by Data Conversion from Summary History	264 822.32	20 307.31	244 515.01
105-00-02	130 790.52	36 351.98	94 438.54
Created by Data Conversion from Summary History	130 790.52	36 351.98	94 438.54
115-00-01	2 507.57	23 351.35	-20 843.78
Created by Data Conversion from Summary History	2 507.57	23 351.35	-20 843.78
115-00-02	4 670.31	22 325.77	-17 655.46
Created by Data Conversion from Summary History	4 670.31	22 325.77	-17 655.46

Benefits

• Identify trends

Find or track trends within financials at a glance across two years' worth of financial data.

• Drill down

The drill-down facility within the reports allows you an immediate and intuitive analysis of trends by drilling down to the source transactions for balances.

Benefits

• Flexible

This report gives you a flexible analysis of the General Ledger (GL) at a transactional level using graphical drag-and-drop functionality of a PivotTable, catering for any combination of views, for instance, Top N expenses, best performing revenue lines, and so on.

• Timesaving

It provides you with comprehensive details across all GL transactions, with the ability to filter by account category for viewing specific portions of your General Ledger, enabling you to quickly answer those specific questions and save time.

It is possible for you to transform this report into a monthly trial balance by simply manipulating the PivotTable within Microsoft® Excel®.

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Operational reports

Dashboard Analysis

The Dashboard Analysis report pulls information from the Order Entry module, giving you a one-page summary of key performance indicators featuring a financial analysis and “top five” reporting on customers, items, and expenses.

It contains both text and graphics to help with daily and long-term planning. In addition, comparative profit and loss figures are displayed for both the current month and year-to-date figures from the start of the current financial year.

This report allows you to easily drill down to get further insights into the data.

 Dashboard - ABC Distribution and Service Corp.

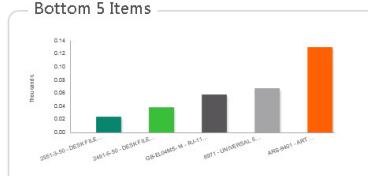
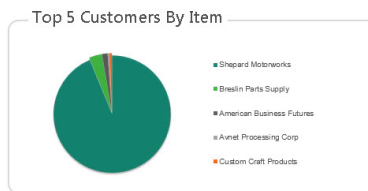
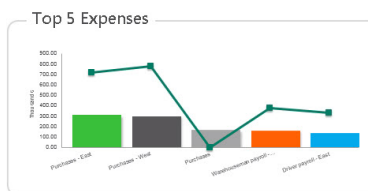
Profit & Loss						
Profit & Loss	Actual Period 12	Budget Period 12	Variance	Actual YTD	Budget YTD	Variance
Revenue	472,500.00	472,500.00		2,164,414.91	4,812,800.00	-2,648,385.09
Cost of Sales	175,300.00	175,300.00		986,974.05	2,047,900.00	-1,060,925.95
Gross Profit	299,200.00	299,200.00		1,167,440.86	2,566,800.00	-1,399,359.14
Expenses	226,095.00	226,095.00		900,106.46	2,299,160.00	-1,407,053.54
Other Income & Expenses	9,800.00	9,800.00		75,743.43	79,900.00	-3,956.57
Net Income before tax	81,215.00	81,215.00		343,683.81	289,540.00	55,123.81

Top 5 Expenses						
Top 5 Expenses	Actual Period 12	Budget Period 12	Variance	Actual YTD	Budget YTD	Variance
Purchases - East	60,000.00	60,000.00		308,322.83	720,000.00	-411,677.17
Purchases - West	65,000.00	65,000.00		294,884.18	780,000.00	-485,115.82
Purchases - Var	34,900.00	34,900.00		87,638.44	380,700.00	-293,061.56
Other payroll - East	38,200.00	38,200.00		152,125.01	339,200.00	-187,075.00
	199,200.00	199,200.00		1,056,010.86	2,219,900.00	-1,163,889.14

Top 5 Customers by Item						
Top 5 Customers by Item	YTD	%	Top 5 Customer Types	GP%	GP %	
Shepard Motorsports	283,588.00	0.94	A2	2,859.86	0.00	
Breslin Parts Supply	10,825.25	0.04	A3	1,275.83	0.12	
American Business Futures	4,530.31	0.01	A1	1,226.49	0.32	
Amet Processing Corp	1,925.25	0.01	(blank)	360.00	0.00	
Custom Craft Products	1,680.00	0.01	A3	4.57	0.04	
	302,402.51	1.00		5,918.25	1.07	

Top 5 Items						
Top 5 Items	YTD	%	Top 5 Item Product Lines	Quantity	Price YTD	
0000 - DESK 72" X 30"	283,588.00	0.95	WORKSTATION/FURN/ACCESS	391.00	726,867.27	
2480-S-50 - DESK FILE 8" CAP 50	9,163.45	0.03	FLEXIBLE DISKS & ACCESS.	479.00	9,444.64	
AMCENTR - MONTHLY MAINTENANCE	2,100.00	0.01	(blank)	24.00	4,444.50	
GB-MD750 - ULTRA COMPACT CART, STANDARD	1,995.00	0.01	PRINTER SUPPLIES & ACCESS	1.00	1,995.00	
APR-5201 - ART SPECIALTY GNE	1,680.00	0.01	DATA COMMUNICATIONS	8.00	320.00	
	298,255.55	1.00		300.00	393,980.41	

Bottom 5 Items						
Bottom 5 Items	YTD	%	Bottom 5 Item Product Lines	Quantity	Price YTD	
2850-S-50 - DESK FILE 3 1/2" CAP 5	23,770	0.08	CABLES & ACCESSORIES	16.00	57.44	
2480-S-50 - DESK FILE 8" CAP 50	37.81	0.12	PRINTER SUPPLIES & ACCESS	5.00	526.00	
GB-SQUARE-W-FULL 4 WIRE MCL	87.44	0.13	DATA COMMUNICATIONS	1.00	1,595.00	
8971 - UNIVERSAL 5 1/4" 3DDO FLI	68.04	0.21	(blank)	24.00	4,444.50	
APR-5401 - ART SPECIALTY EMP	123.55	0.41	FLEXIBLE DISKS & ACCESS.	479.00	9,444.64	
	315.84	1.00		525.00	17,079.58	



Inventory Status

This report displays current stock on hand quantities; on purchase order, work order, sales order, and back order quantities; recent cost; and actual stock value, recent stock value, and standard stock value by category, item, and warehouse.

The report can easily be filtered by item type and location, product line or additional fields can be dragged and dropped into the report, using standard Excel PivotTable functionality for further analysis.

Inventory Status

As of: 26 Mar 2015

Warehouse Description (All)
Product Line (All)
Item Type Desc (All)

Item Code - Description	Warehouse Code	Purchase Unit Of Measure	Sales Unit Of Measure	Average Cost	Quantity On Hand	Quantity On Purchase Order	Quantity On Work Order	Quantity On Sales Order	Quantity On Back Order	Quantity Required For WO	Quantity Available
D1000-SR - Secretarial Return	000	EACH	EACH	80,7078	100.00	0.00	0.00	0.00	0.00	0.00	94.00
D1800 - Cubicle Desk Ensemble	000	EACH	EACH	454,1347	100.00	0.00	0.00	0.00	0.00	0.00	100.00
D2000 - Desk 60" X 48"	000	EACH	EACH	555,0536	100.00	0.00	0.00	2.00	0.00	0.00	98.00
D2000-C - Executive Credenza	000	EACH	EACH	127,8328	25.00	0.00	0.00	4.00	0.00	0.00	21.00
GB-MD750 - Ultra Compact Cart, Standard	000	EACH	EACH	226.65	21.00	1.00	0.00	0.00	0.00	0.00	22.00
GB-MD751 - Ultra Compact Cart, Glide	000	EACH	EACH	227,5668	25.00	0.00	0.00	0.00	0.00	0.00	25.00
GB-MD788 - POC Cart	000	EACH	EACH	73,1446	28.00	0.00	0.00	0.00	0.00	0.00	28.00

Benefits

- Real-time**
Gives you a real-time overview of the overall health of your business at a glance.
- Visibility of information from different sources**
Delivers critical information in one place to help you make better, faster, and smarter decisions-giving you a significant competitive advantage.
- Ease of use**
You can generate reports at the click of a button—no copying, cutting and pasting of data from different sources.
- Easy distribution**
Your reports can be scheduled, published to the web, and shared by email to relevant people in the business-putting critical information at their fingertips thereby improving collaboration and productivity.

Flexible reporting

Reports can be customized to suit your unique business requirements, providing you with access to real-time business information, even across multiple companies, divisions, and databases, to improve your business decisions.

Benefits

- Flexible reporting**
You can easily filter this report to view the data according to your preference, for example warehouse, product line, item.

You have the flexibility to group and compare data for analysis appropriate for your company requirements.
- Analysis of your data**
You can customize this report for an in-depth analysis of your inventory by warehouse and/or product line to help you better manage your inventory levels and allow you/ your colleagues to:
 - Forecast consumption of goods for the near future.
 - Determine stock requirements with respect to seasonal fluctuations.
 - Measure statistics such as inventory turns.
 - Highlight inefficiencies in inventory management.

Sage 100 ERP 2015 Intelligence Reporting

Vendor Purchases

This report is run for a chosen date range and displays quantity purchased and total unit cost by vendor and item.

The report can easily be filtered by category, location, period, and item code, or additional fields can be dragged and dropped into the report, using standard Excel PivotTable functionality for further analysis.

Vendor Purchases

For 01 Jan 2020 to 30 Sep 2020

Product Line Description (Multiple Items)
Division Description TRADE ACCOUNTS PAYABLE
WarehouseName ABC CENTRAL WAREHOUSE

VendorNo_Name	Item Code - Description	Quantity Purchased	Dollars Purchased
-01-SWAM - Southwest Amalgamated Distribution, Inc.		8.00	414.30
	ARS-9101 - ART SPECIALTY WALNUT CNDL LAMP	3.00	135.75
	ARS-9201 - ART SPECIALTY GINGER JAR LAMP	3.00	153.75
	ARS-9301 - ART SPECIALTY BRONZE LAMP	1.00	59.55
	ARS-9401 - ART SPECIALTY EMP CANDLE LAMP	1.00	65.25
-01-CONT - Container Corporation Of Usa		300.00	8 325.00
	VOG-CM-CB - PRINTOUT CATCHER BASKET	200.00	5 650.00
	VOG-CM-MP-B - MODESTY PANEL	100.00	2 675.00
-01-UNITED - United Computers		130.00	8 556.50
	GB-EQ380-5-MF - CENTRONICS CABLE 5 FT M/F	100.00	1 275.00
	GB-MD750 - MODEM 9600 (SYNCHRONOUS)	5.00	6 379.25
	GB-MD788 - MODEM 300 (AUTO-ANSWER)	5.00	337.25
	VOG-CM-CB - PRINTOUT CATCHER BASKET	20.00	565.00
-01-STEV - Stevens Supply		10.00	342.50
	1001-HON-H252 - HON 2 DRAWER LETTER FLE W/O LK	10.00	342.50
-01-AIRWAY - Airway Property		6.00	1 800.00
	AM/FM STEREO - AM/FM/STEREO	6.00	1 800.00
Grand Total		454.00	19 438.30

Benefits

Comprehensive reporting

All your purchasing reporting requirements can be solved within one report.

Powerful and simple

This report gives you a comparative analysis using drag-and-drop functionality in PivotTables, for example, comparing warehouses, divisions, or product lines, side by side for detailed or summarized analysis. It helps you to identify vendors with whom volume discounts or faster delivery times can potentially be negotiated.

Flexible reporting

You have the flexibility to group data that is appropriate for your requirements. The layouts can be dynamically changed in Microsoft® Excel® to view the same data in different ways, including graphically in trend charts, pie charts, bar graphs, and so on. These different views can then be saved for reuse.

Fully customizable

Example:

- Easily create top N views e.g. Top 5 Vendors or graphical views of your data using standard Excel graphs or PivotCharts.
- Add additional elements to the PivotTable for further manipulation and analysis.

Sage 100 ERP 2015 Intelligence Reporting

Customer Sales

Displays pertinent sales information including item sales quantities, costs, and gross profits by customer and item. This report is run for a chosen date range and displays quantity sold, cost of goods sold, discount amount, gross profit amount, and gross profit percentage by customer and item.

Similar to other reports, additional elements can be added to the PivotTable for further manipulation and analysis.



Customer Sales Report

For the period from 01 Jan 2020 to 01 Oct 2020

ItemType 1
InvoiceNo (All)

Customer Name	Item Code Desc	Quantity Shipped	Cost of Sales	Sales	Gross Profit	GP %
American Business Futures		86	937.18	3 870.41	2 933.23	75.79
	DESK FILE 8" CAP 50	1	15.45	33.20	17.75	53.45
	HON 2 DRAWER LETTER FLE W/O LK	8	273.24	645.12	371.88	57.65
	BOOK BIN W/FLUORESCENT LIGHT	1	65.00	130.00	65.00	50.00
	UNIVERSAL 5 1/4" SSDD FLEX DSK	-20	-15.60	-44.66	-29.06	65.07
	RJ-11 4 WIRE MOD CABLE 14 FT	10	9.50	35.90	26.40	73.54
	MODEM 9600 FAST POLL	1	0.00	1 995.00	1 995.00	100.00
	UNIVERSAL 5 1/4" DSDD FLEX DSK	80	78.40	224.24	145.84	65.04
	SOUND CVR 24.5"W 20"D 12"H LQ	2	484.00	790.00	306.00	38.73
	DESK FILE 5 1/4" CAP 50	2	15.96	37.91	21.95	57.90
	DESK FILE 3 1/2" CAP 50	1	11.23	23.70	12.47	52.62
Shepard Motorworks		350	157 500.00	283 500.00	126 000.00	44.44
	DESK 72" X 30"	350	157 500.00	283 500.00	126 000.00	44.44
Greater Alarm Company		13	410.31	916.20	505.89	55.22
	HON 2 DRAWER LETTER FLE W/O LK	10	342.50	781.20	438.70	56.16
	PAPER CADDY 18"W 14"D 3"H	3	67.81	135.00	67.19	49.77
Orange Door & Window Co.		3	155.00	309.85	154.85	49.98
	ART SPECIALTY WALNUT CNDL LAMP	2	89.75	179.90	90.15	50.11
	ART SPECIALTY EMP CANDLE LAMP	1	65.25	129.95	64.70	49.79
Breslin Parts Supply		345	4 607.64	9 262.75	4 655.12	50.26
	DESK FILE 8" CAP 50	295	4 558.64	9 130.25	4 571.62	50.07
	UNIVERSAL 5 1/4" DSDD FLEX DSK	50	49.00	132.50	83.50	63.02
Jellco Packing		56	5.70	133.04	127.34	95.72
	UNIVERSAL 5 1/4" SSDD FLEX DSK	50	0.00	111.50	111.50	100.00
	RJ-11 4 WIRE MOD CABLE 14 FT	6	5.70	21.54	15.84	73.54
Custom Craft Products		18	919.44	1 601.10	681.66	42.57
	ART SPECIALTY GINGER JAR LAMP	18	919.44	1 601.10	681.66	42.57
Grand Total		871	164 535.27	299 593.35	135 058.08	45.08

Benefits

Visibility of your sales

All your sales reporting requirements are solved within one report.

Flexible reporting

You have the flexibility to group data that is appropriate for you/your sales team requirements. The layouts can be dynamically changed in Microsoft® Excel® to view the same data in different ways, including graphically in trend charts, pie charts, bar graphs, and so on. These different views can then be saved once for reuse.

Powerful and simple

This report gives you a comparative analysis using drag-and-drop functionality in PivotTables, for example, comparing your sales regions side by side or analyzing sales performance by sales representative.

Giving you a more powerful sales team

Give selling time back to your sales team by allowing them to access this report on demand and get up-to-date information immediately instead of relying on finance or IT or spending time manually collating and updating reports in Excel. It also allows the sales team to analyze buying behaviors, identify up- and cross-selling opportunities and spend more time chasing prospects.

Sage 100 ERP 2015 Intelligence Reporting Financial Report Designer

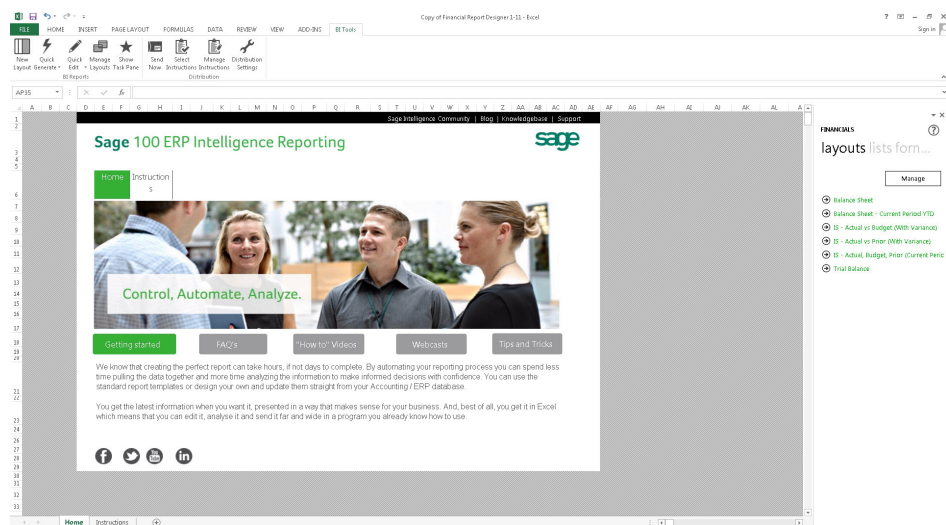
These reports require an active Report Designer site license. The Report Designer enables you to create financial layouts based on your Sage 100 ERP data using companies, sites, and budget sets. The revamped Report Designer includes a Task Pane (previously known as the Report Designer Add-In) and the Layout Generator, both utilizing a powerful in-memory engine, empowering you to take control of all design aspects of your financial reporting layouts.

The Report Designer report enables you to create financial layouts based on your Sage 100 ERP data. The revamped Report Designer includes a Task Pane and Layout Generator, both utilizing a powerful in-memory engine, empowering you to take control of all design aspects of your reporting layouts.

Reporting Trees can be used to capture your business's organizational hierarchy as a tree into the software and then specify account filter rules at each level.

The following predefined financial layouts are available:

- Balance Sheet
- Balance Sheet—Current Period YTD
- Income Statement—Actual vs. Budget (with variance)
- Income Statement—Actual vs. Prior (with variance)
- Income Statement—Actual, Budget, Prior (Current Period)
- Trial Balance



Benefits

• Easy drag and drop, flexible report design

You can now control how your reports are designed all the way down to each individual cell within Excel, and because you are using Excel, you can design it any way you prefer and use all of Excel's standard functionality for formatting, rules and charts, and more.

• Quick and responsive experience

Calculate your financial numbers quickly. Edit, design, and view financial reports with ease.

• Time saving

The predefined financial layouts and calculations are real time savers and eliminate the need for an advanced understanding of Excel formulas and functions.

• Flexibility and control of your financial reports

You can now control how your reports are designed all the way down to each individual cell within Excel, and the ability to report of multiple years, budgets, and multicurrency has been greatly simplified.

About The Sage Group plc

We provide small and medium-sized organizations, and mid-market companies with a range of easy-to-use, secure and efficient business management software and services—from accounting, HR and payroll, to payments, enterprise resource planning and customer relationship management. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has millions of customers and circa 13,000 employees in 23 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia and Brazil. For further information please visit www.sage.com.