

COUNTERPOINT
FOR *Green Industry*



KEY REPORTS GUIDE

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INTRODUCTION

CounterPoint is a complete retail management solution that gives you power and control over every aspect of your business—point of sale, inventory, customer loyalty, purchasing, ecommerce, management reporting, and much more.

CounterPoint includes an extensive library of built-in reports.

Each report is designed to give you all the information you need to run your business efficiently and profitably.

All CounterPoint reports are designed using the industry-leading Crystal Reports® engine. You can customize or add information to any CounterPoint report—without having to create a new report from scratch. Report customization requires the Crystal Reports Designer, purchased separately.

KEY REPORTS

This report guide includes an overview of CounterPoint’s key reports as well as Dashboard.

Key reports provide in-depth analysis and “big picture” overviews of your business. They provide the information you need to stay on top of sales trends and inventory.

Dashboard is a powerful reporting tool that provides graphical snapshots of your entire business operation, thresholds, and key performance indicators.

COUNTERPOINT REPORTS

POINT OF SALE REPORTS

- Closed Gift Certificates
- Closed Layaway Journal
- Closed Store Credits
- Drawer Reading
- Drawer Summary
- Gift Certificate List
- Holds
- Layaway Activity
- Layaways
- Open Customer-Specific Purchases
- Order Activity
- Orders
- Pre-Settlement List
- Price Exceptions
- Purge Settlement History
- Quotes
- Reprint Tickets
- Settlement
- Store Credit List
- Ticket Journal
- X-Tape
- Z-Tape

INVENTORY REPORTS

- Adjustments
- Committed Inventory
- Customer Price List
- **Historical Valuation***
- **Inventory Analysis***
- Inventory History
- **Inventory Snapshot***
- Inventory Status
- Item Price List
- Item Price-1 List
- Items
- Items on Sale
- Markdowns
- **Merchandise Analysis***
- Physical Count
- Physical Count Worksheet
- Planned Promotions
- Price Rules
- Prices
- Purge Inactive Items
- Quick Transfer Summary
- Quick Transfers
- Recalc Item Quantities
- Reconcile
- **Serial Numbers***
- **Six Week Item History***
- Stock Status
- Transfer Advice
- Transfer In
- Transfer Out
- Transfer Status
- **Twelve Month Item History***
- Valuation

CUSTOMER REPORTS

- Adjustments
- Aging
- Calculate Finance Charges
- Cash Receipts
- Customers
- Finance Charges
- Loyalty Points
- Open and Unposted Documents
- Point Adjustments
- Point History
- Point Redemptions
- Purge Inactive Customers
- Recalc Customer Balances
- Statements

PURCHASING REPORTS

- Customer-specific Purchases
- Purchase Adjustments
- Purchase Orders
- Purchase Requests
- **Purchasing Advice***
- Quick Receiving
- Receiving
- Returns to Vendor
- Vendors

SALES HISTORY REPORTS

- Commissions Due
- **Flash Sales***
- Management History
- Price Exceptions History
- Purge Ticket History
- Return Tickets
- **Sales Analysis by Group***
- **Sales History by Customer by Item***
- Sales History by Item by Customer
- Sales History by Sales Rep
- **Sales Rep Productivity***
- Tax History
- Tax Exceptions
- Voided Tickets

TIMECARD REPORTS

- Export Timecards
- Purge Timecards
- Timecards Report

SYSTEM REPORTS

- Distributions Report
- Closed Gift Certificates
- Closed Store Credits
- Gift Certificate List
- Interface Distributions
- Purge Distributions
- Store Credit List
- Unvouchered Receiving
- Vouchered Receiving

* Key report

FLASH SALES

- High-level view of store operations
- Time period comparisons
- Pie charts for at-a-glance synopsis

OVERVIEW

The **Flash Sales Report** provides a brief, one-page synopsis of sales activity for a specified period of time. It summarizes the total sales, number of tickets, average sales amount per ticket, and the gross profit for each store during the reported period and can be used to compare two different time periods.

You can also show percent of total values (e.g., Main Greenhouse was 39% of total sales), or include a pie chart for an at-a-glance understanding of the data.

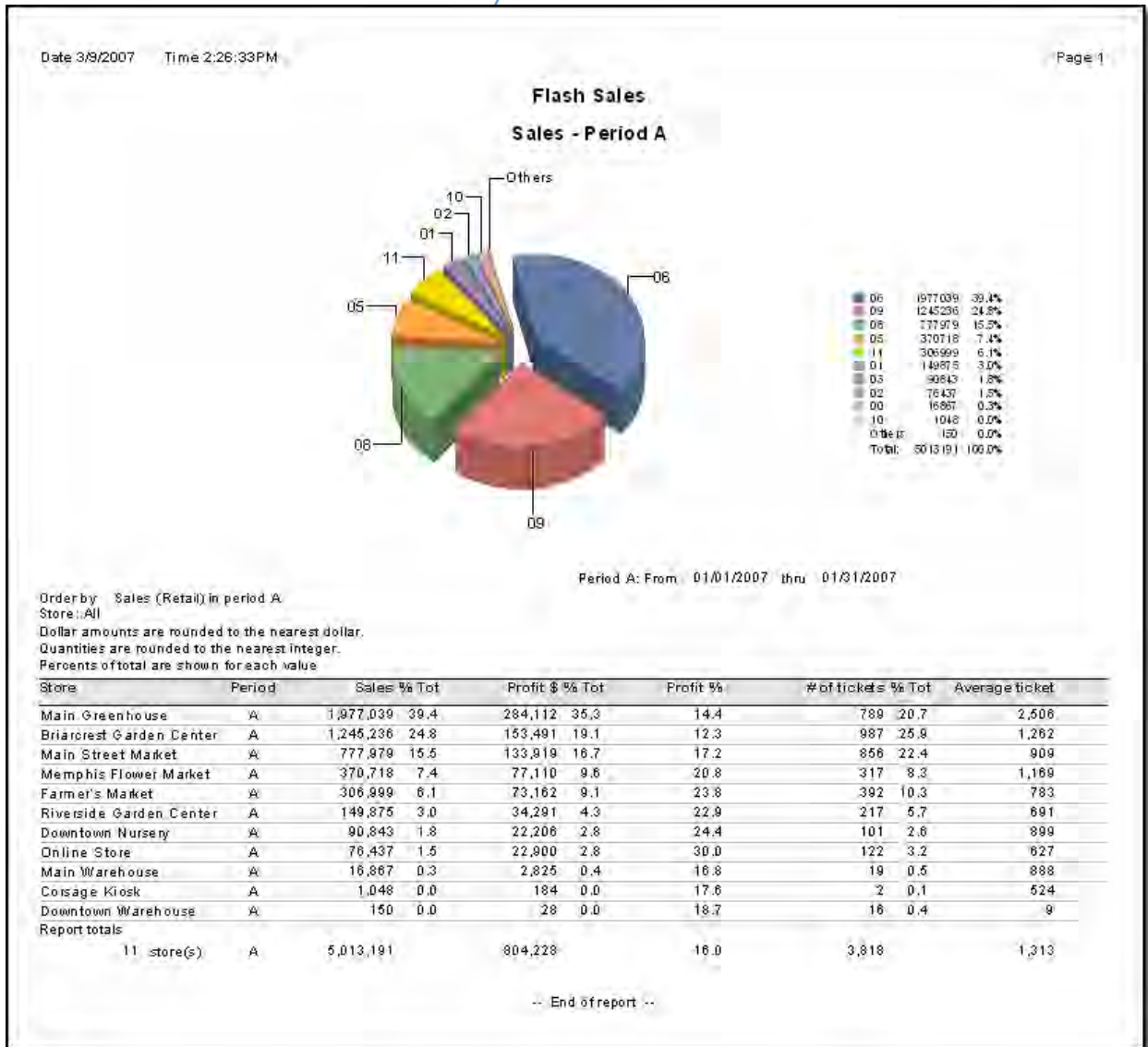
REPORT PARAMETERS

Flash Sales is a powerful reporting and analysis tool that lets you define and present your own analysis of store operations. You can rank sales, profits, number of tickets, number of returns, etc.

Select the columns to display on your report: sales, cost, returns, discounts, profit, quantity sold, number of lines, average ticket amount, and more. Use ticket history and store filters to specify additional criteria.

SAMPLE REPORT

All Stores in a One Month Period Ordered by Retail Sales



HISTORICAL VALUATION

- Inventory value on a particular date
- Pie charts provide at-a-glance synopsis

OVERVIEW

The **Historical Valuation Report** lets you see the value of your inventory on a specific date. It also allows you to review on-hand quantities, estimated costs, and total retail value for each item, as well as the percentage-to-total ratios for these values.

REPORT PARAMETERS

Analyze inventory at the group level (by category, primary vendor, etc.) or include item-level detail

Display pie charts

Specify the valuation date

Identify the best or worst performers (e.g., top 10 categories or bottom 5 vendors), or include all groups

Analyze individual items or groups of inventory. For individual items, the report indicates retail values as well as the corresponding markup percentages. For groups of items, the report includes quantities, costs, and retail value.

Include all items on the report, or focus the report on the strongest or weakest products in each group. For example, you could identify the top ten categories or the bottom five vendors.

Use item and inventory filters to specify additional criteria for your report—view the value of all items, items from one vendor, or items in a specific category that are stocked at one particular location or all locations.

Item number [] to []

Item category SEEDS to SEEDS

Sub-category FLOWER to VEGETABLE

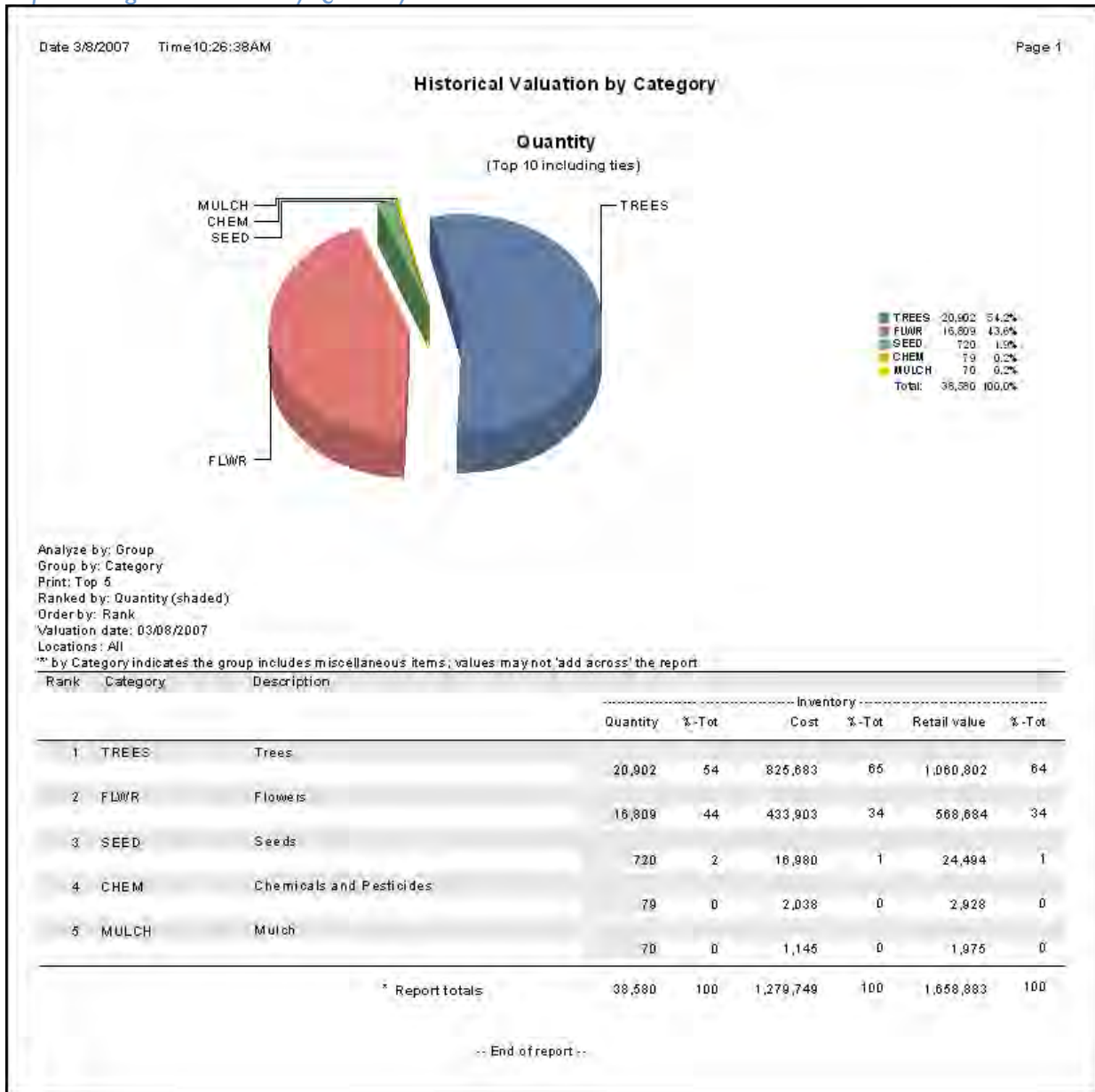
Item type Inventory

Primary vendor BURPEE to BURPEE

Price-1 at least 0.99

SAMPLE REPORT

Top 5 Categories Ranked by Quantity



INVENTORY ANALYSIS

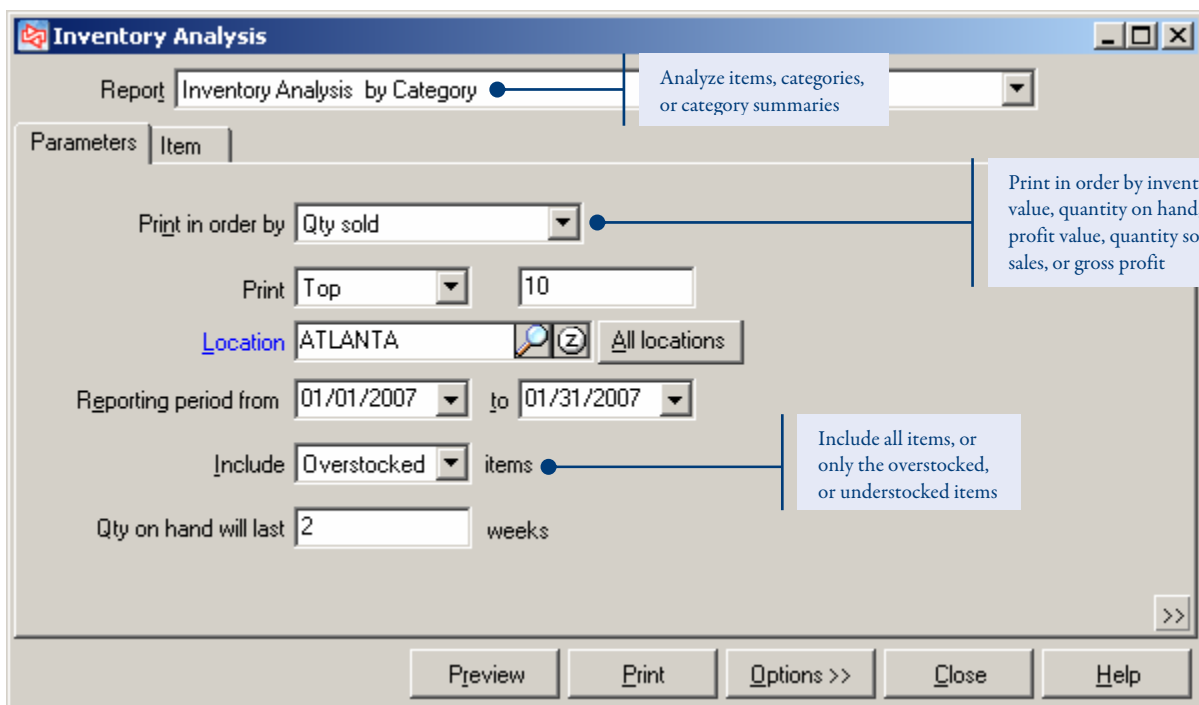
- Analyze performance and stocking conditions
- Determine reorders and markdowns

OVERVIEW

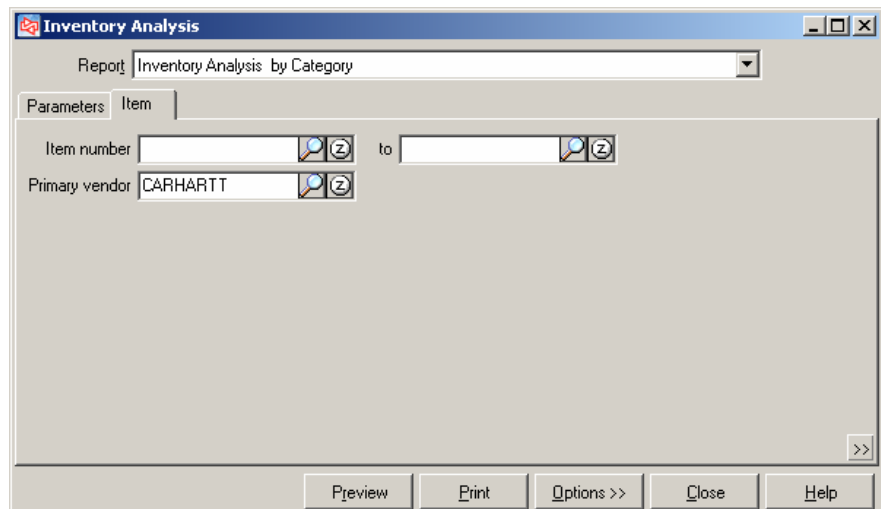
The **Inventory Analysis Report** lets you view inventory activity at the category or item level over a specific date range. Use this report to determine which items should be reordered, marked down, or discontinued.

REPORT PARAMETERS

You can report on overstocked or under stocked items and analyze retail value and on-hand profit potential.



Use item filters to specify additional report criteria.



SAMPLE REPORTS

Top 10 Items Ranked by Inventory Value

Date 3/9/2007 Time 3:33:52PM Page 1

Inventory Analysis by Item

Select top: 10
Location: Central Greenhouse
Ranked by: Inventory value (shaded)

Rank	Item # Description	Qty on hand	Qty committed	Qty on P O	Retail value	Profit value	Profit %	Inv value
1	1995431 Scotts Deluxe with EdgeGuard Spreader	65	0	0	2,738.00	562.00	20.16	2,186.00
2	1998332 Wisteria Garden Arbor	8	1	0	1,918.00	386.00	20.13	1,532.00
3	8712325 Roundup 2.5 Gallon Pro Concentrate	7	0	0	1,269.00	257.00	20.25	1,012.00
4	7788995 GardenPlus Lawn and Garden Cart	13	3	0	1,316.00	360.00	27.36	956.00
5	7789920 5 Gallon Weeping Cherry Tree	11	0	0	1,091.00	152.00	13.93	939.00
6	2145512 Eden Arbors Portland Vinyl Pergola	0	0	0	0.00	-808.00	0.00	808.00
7	9984711 Tru Tough 6 Cu. Ft. Steel Wheelbarrow	15	0	0	969.00	257.00	26.52	712.00
8	3041152 Miracle-Gro 8 Qt. Sphagnum Peat Moss	146	2	0	878.00	170.00	19.36	708.00
9	4600155 Pennington 15-Pack Tree Fertilizer Spikes	74	0	0	889.00	252.00	28.35	637.00
10	0045774 Preen Garden Weed Preventer 6#	49	1	0	839.00	217.00	25.86	622.00
Report totals		390	7	0	11,907.00	1,796.00	15.08	10,112.00

-- End of report --

Top 5 Categories Ranked by Quantity on Hand

Date 3/9/2007 Time 11:24:42AM Page 1

Inventory Analysis by Category (Summary)

Select: Top : 5
Location: MAIN
Ranked by: Category Inventory value

Rank	Category Description	Qty on hand	Qty committed	Qty on P O	Retail value	Profit value	Profit %	Inv value
1	TREES Trees	20,902	12	32	1,060,802.1800	235,118.84	22.16	825,683.34
2	FLWR Flowers	16,809	9	439	568,683.9800	134,781.32	23.70	433,902.66
3	SEED Seeds	1,720	0	0	24,494.0000	7,513.75	30.68	16,980.25
4	CHEM Chemicals and Pesticides	379	0	0	2,928.0500	890.15	30.40	2,037.90
5	MULCH Mulch	170	0	0	1,975.1900	830.36	42.04	1,144.83
Report totals		39,980	21	471	1,658,883.40	379,134.42	22.85	1,279,748.98

-- End of report --

INVENTORY SNAPSHOT

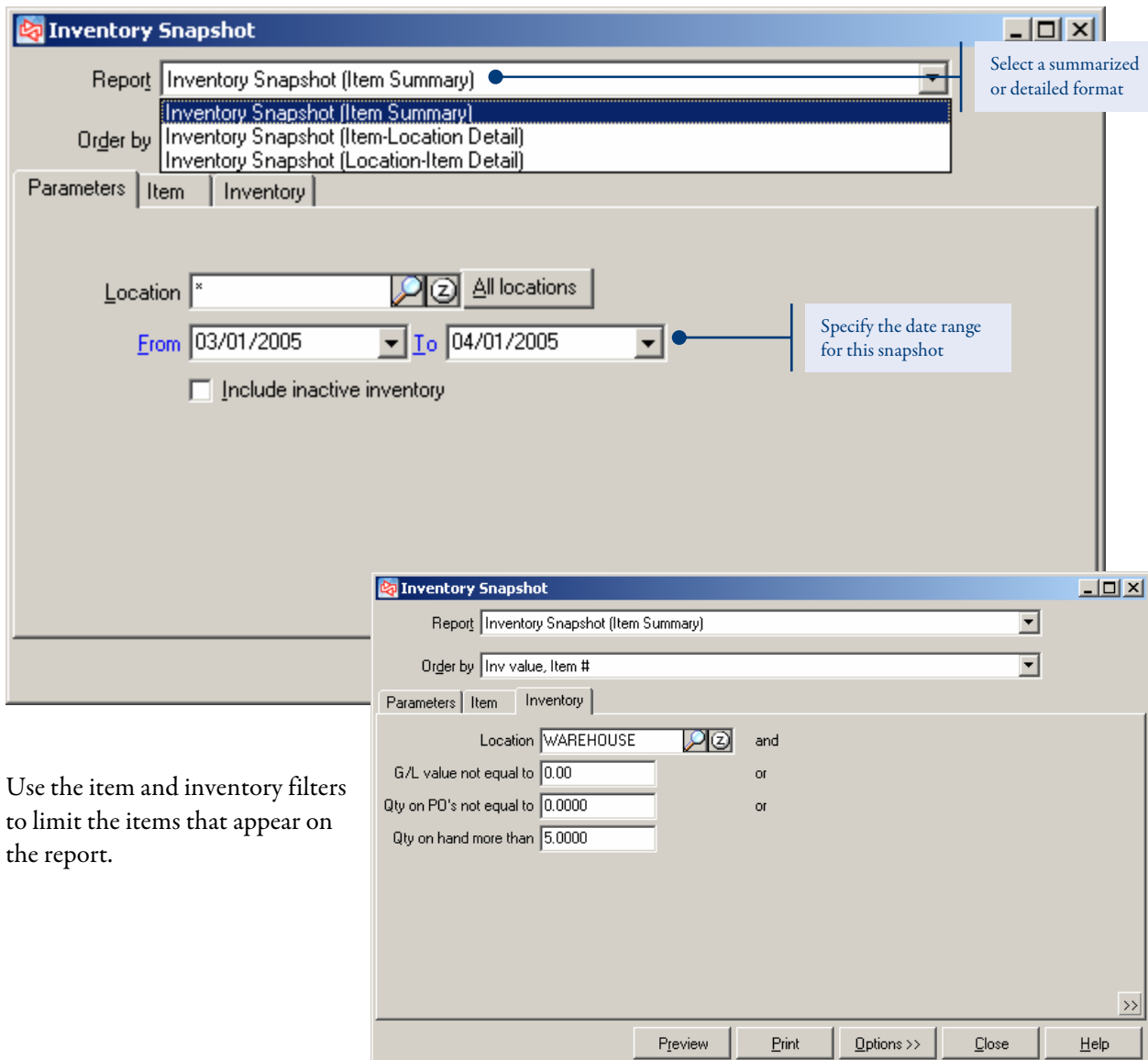
- Summary of what you sold, owned, and ordered
- Quickly review quantities for items and locations

OVERVIEW

The **Inventory Snapshot Report** lets you see either a detailed or summarized list of ‘What I sold,’ ‘What I own,’ and ‘What I have on order.’ This report allows you to quickly review the quantity on hand, quantity on PO, and quantity sold values for your items and locations. It provides a simple snapshot of the current status and sales history of your inventory.

REPORT PARAMETERS

Choose from several different report formats: Item Summary, Item-Location Detail, or Location-Item Detail.



Select a summarized or detailed format

Specify the date range for this snapshot

Use the item and inventory filters to limit the items that appear on the report.

SAMPLE REPORTS

Summary of All Items in the Patio Furniture Category Ordered by Inventory Value

Date 3/12/2007 Time 10:19:43AM Page 1

Inventory Snapshot (Item Summary)

Report period: 01/01/2006 to 01/31/2006 (31 days)
 Item: Item category between PATIO and PATIO
 Location: Briarcrest Garden Center
 Inventory: Location is (exactly) 01CR and
 G/L value not equal to 0.00
 Order by: Inv value, Item #

Item #	Description	Inv-val	Qty on hand	Qty on PO	Qty sl'd	% Sl'd	Wks OH
FED106788	Lakeland Mills Visa-tete Seating Set	4,590.40	16	0	1	5.9	34.3
GEA101499	Amazon Teak Chair Pair	3,975.00	15	0	0	0.0	0.0
GEA100598	Plantation Tuscan Bronze Bar Chair	3,090.00	30	0	0	0.0	0.0
DAC353085	Round Table & Chair Cover	2,990.00	111	10	1	50.0	52.1
AMA100105	Refillable Tiki Torch with Stand	2,652.00	217	0	3	15.0	95.5
GEA101899	Corsolini 3pc Bistro Set	2,646.00	9	0	1	10.0	69.3
GEA101099	Hampton Bay Cabrera 9' Umbrella	2,576.00	24	0	1	6.7	30.0
FRI103364	Cape Cod 48" Round Wicker Table	2,550.00	15	0	0	0.0	8.2
AIR101399	Plantation Pattern Napa Chaise Lounge	2,492.88	24	0	0	0.0	2.1
FRI102147	Hampton Bay Teak Butler's Tray	2,120.00	20	0	0	0.0	60.7
FRI108558	Hampton Bay Teak 5 pc Kid's Set	1,980.00	15	0	0	0.0	60.7
AMA100799	Catalina Wicker Loveseat	1,832.00	8	20	2	20.0	28.6
AMA104676	Home Patio Mission Bay Sling Chaise	1,680.00	14	0	1	6.7	30.0
FRI101875	Lakeland Mills Love Seat	1,656.00	9	0	6	40.0	78.2
GEA101299	Capri Summer Strip Cushion Set	1,624.00	28	0	8	50.0	52.1
AMA107403	Lucerne 5 pc Dining Set	1,600.00	5	0	1	16.7	60.7
GEA100898	Copper Accent Fire Pit	1,470.00	10	0	2	16.7	60.7

Location-Item Detail for Items from a Specific Vendor

Date 3/12/2007 Time 1:47:56PM Page 1

Inventory Snapshot (Location-Item Detail)

Report period: 01/01/2006 to 01/31/2006 (31 days)
 Item: Primary vendor between SCOTTS and SCOTTS
 Location: All
 Inventory: G/L value not equal to 0 or
 Qty on PO's not equal to 0.0000 or
 Qty on hand not equal to 0
 Order by: Location, Item #

Location	Briarcrest Garden Center						
Item #	Description	Inv-val	Qty on hand	Qty on PO	Qty sl'd	% Sl'd	Wks OH
UNID01706	Scotts 20 in. Classic Reel Mower	125.58	0	1	0	0.0	0.0
Location	Downtown Nursery						
Item #	Description	Inv-val	Qty on hand	Qty on PO	Qty sl'd	% Sl'd	Wks OH
AG A35385	Miracle Gro Seed Potting Mix, 8 qt.	85.00	21	0	0	0.0	0.0
WH1126275	Miracle Gro LiquaFeed Bloom Booster, 2pk	608.91	111	0	0	0.0	0.0
Downtown Nursery totals		693.91	132	0	0	0.0	0.0
Location	Main Greenhouse						
Item #	Description	Inv-val	Qty on hand	Qty on PO	Qty sl'd	% Sl'd	Wks OH
AIR101399	Scotts Classic Fall Mix, 15lb	492.88	24	0	0	0.0	0.0
AIR104290	Pure Premium Tall Fescue, 20lb	694.76	14	0	0	0.0	0.0
AIR107772	RoundUp Vegetation Sprayer, 64oz	242.00	26	0	1	11.1	26.6
AIR108178	Scotts Premium Tall Fescue, 25lb	946.75	15	0	0	0.0	0.0

MERCHANDISE ANALYSIS

- Hot/Cold analysis
- Determine buying opportunities and markdowns
- More than 180 fields to choose from

OVERVIEW

The **Merchandise Analysis Report** lets you see the current state and the past performance of your inventory. Use this report to determine when to take advantage of opportunistic buys and which items to mark down.

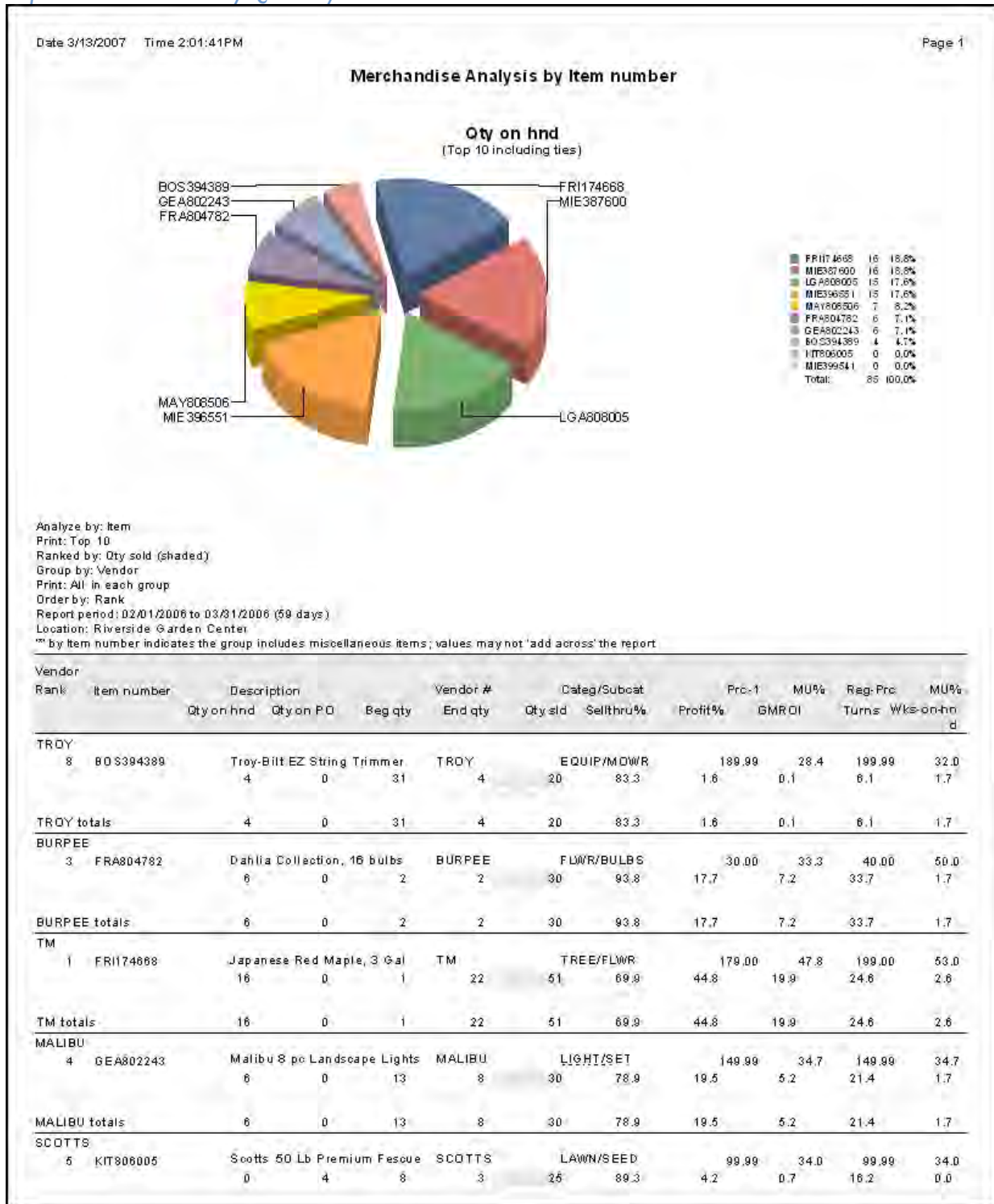
REPORT PARAMETERS

The report allows ranking of categories, items, or vendors and can be based on a variety of figures, including retail calculations such as turn rate and gross margin return on investment.

Select which columns to display from over 180 available choices. Use the Item and Inventory tabs to filter the information that appears on the report.

SAMPLE REPORTS

Top 10 Items Ranked by Quantity Sold



Top 10 Vendors Ranked by Number of Transactions

Date 3/12/2007 Time 4:00:43PM Page 1

Merchandise Analysis by Primary vendor
Quantities

Analyze by: Group
Group by: Primary vendor
Print: Top 10
Ranked by: # oftrx (shaded)
Order by: Rank
Report period: 01/01/2006 to 02/28/2006 (59 days)
Locations: All
* by Primary vendor indicates the group includes miscellaneous items; values may not 'add across' the report

Rank	Primary vendor	Vendor name	# of trx	Qty sl'd	Sales	Cost of sales	Profit	Profit%
1	SCOTTS	Scotts	105,227	2,388	1,385,714	1,234,847	150,867	10.9
2	BURPEE	Burpee Seeds	47,032	1,235	562,084	446,352	115,732	20.6
3	PENN	Pennington	36,578	809	465,464	351,676	113,788	24.4
4	JOHN	John Deere	29,254	568	749,642	637,172	112,470	15.0
5	MALIBU	Malibu	29,207	515	802,862	736,650	66,212	8.2
6	CARHART	Carhartt	29,011	1,078	549,458	452,730	96,728	17.6
7	GILMOUR	Gilmour	17,275	225	396,543	334,600	61,943	15.6
8	REBEL	Rebel	17,173	151	192,886	163,611	29,075	15.1
9	STA	Sta-Green	16,045	32	20,167	16,465	3,703	18.4
10	G T	Garden Treasures	15,229	192	136,308	107,987	28,320	20.8
* Report totals			342,031	7,193	5,260,927	4,482,090	778,838	14.8

-- End of report --

Historical Retail Value by Category

Date 3/13/2007 Time 3:50:35PM Page 1

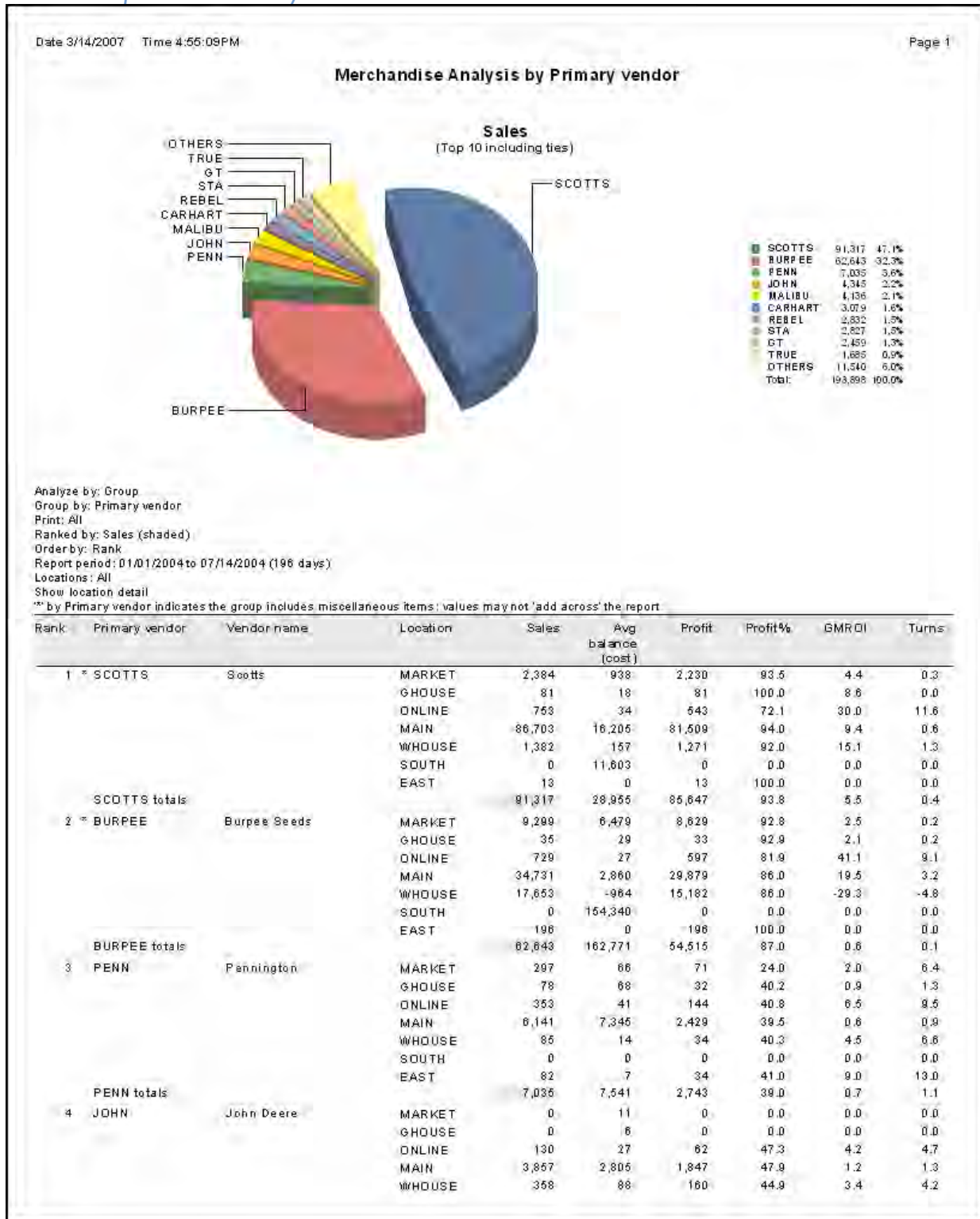
Merchandise Analysis by Category
Retail Value History - Brief

Analyze by: Group
Group by: Category
Print: All
Ranked by: Retail of sales (shaded)
Order by: Group (Category)
Report period: 01/01/2006 to 02/01/2006 (32 days)
Location: 06CR
* by Category indicates the group includes miscellaneous items; values may not 'add across' the report

Rank	Category	Description	Beg retl	Retail recvd	Retl of sls	Retl of adjs	Retail transferred	End retl
11	PATIO	Patio Furniture	13,490	0	0	-1,025	0	12,114
8	POTS	Planters	13,097	0	0	-920	-640	11,538
2	FLWR	Flowers	3,449	0	1,329	29	2,838	4,987
7	STONE	Stone and Gravel	0	0	429	0	1,848	1,420
1	TREE	Trees	3,629	0	1,780	-699	1,250	2,400
10	LIGHTS	Outdoor Lighting	650	0	0	-300	350	700
5	* MULCH	Mulch	7,487	0	1,178	-4,367	848	2,790
4	* CHEM	Chemicals and Pesticides	6,863	0	1,229	1,640	2,298	9,602
3	SEED	Seed and Bulbs	2,190	0	1,240	190	340	1,480
6	EQUIP	Equipment	5,815	0	1,000	-429	3,230	9,915
12	GRILL	Grills	549	0	0	0	0	549
9	* TOOLS	Tools	0	0	0	0	0	0
* Report totals			57,219	0	8,185	-5,882	12,362	57,495

-- End of report --

Vendor Comparison Ranked by Sales with Store Details



PURCHASING ADVICE

- Automatically calculates and creates restocking orders
- Based on Maximum or Replenishment method
- Create one PO for all locations or separate PO's for each location

OVERVIEW

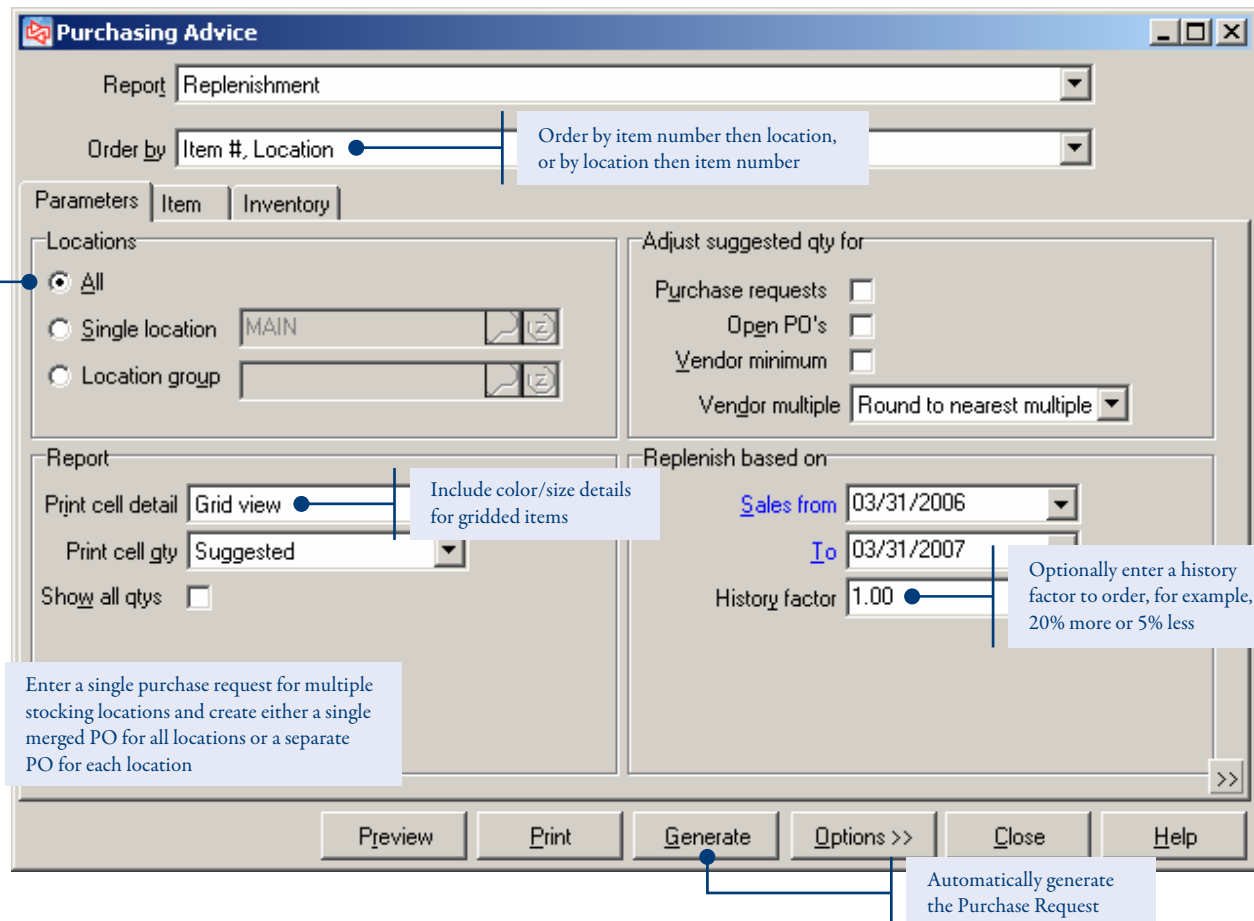
The **Purchasing Advice Report** calculates quantities to reorder based on current inventory levels, commitments, backorders, in-transit merchandise, open PO's, desired stocking levels, vendor multiples, and/or vendor minimum order requirements.

Purchasing Advice calculates reorder quantities using one of the following methods:

- **Maximum**—Orders an item up to its desired maximum stocking level when it falls to or below its minimum (reorder) level. Minimum and maximum levels are defined for each item at each location. For gridded items, levels can be defined for each cell (color/size/pattern).
- **Replenishment**—Orders enough of an item to replace what was sold during a specified time period.

REPORT PARAMETERS

Automatically calculate and create restocking orders for one or more locations.



The screenshot shows the 'Purchasing Advice' window with the following parameters and callouts:

- Report:** Replenishment
- Order by:** Item #, Location (Callout: Order by item number then location, or by location then item number)
- Parameters:** Item, Inventory
- Locations:** All (selected), Single location (MAIN), Location group
- Adjust suggested qty for:** Purchase requests, Open PO's, Vendor minimum, Vendor multiple (Round to nearest multiple)
- Report:** Print cell detail (Grid view), Print cell qty (Suggested), Show all qtys (checkbox)
- Replenish based on:** Sales from (03/31/2006), To (03/31/2007), History factor (1.00) (Callout: Optionally enter a history factor to order, for example, 20% more or 5% less)
- Buttons:** Preview, Print, Generate (Callout: Automatically generate the Purchase Request), Options >>, Close, Help

Additional callouts include: 'Include color/size details for gridded items' pointing to the 'Print cell detail' dropdown, and 'Enter a single purchase request for multiple stocking locations and create either a single merged PO for all locations or a separate PO for each location' pointing to the 'Locations' section.

SAMPLE REPORT

Replenishment Calculation Method Featuring Gridded Item Details

Date 4/10/2007 Time 2:56:47PM

Page 1 of 2

Purchasing Advice Report - Replenishment

All locations
Qty sold from 03/31/2006 to 03/31/2007
Cell detail in Grid view - Suggested qty
Suggested quantity is rounded to nearest vendor multiple. (Gridded items are not adjusted.)
History factor 1.00
Order by Item #, Location
Item: Item category is (exactly) APPAREL and
Status is (exactly) Active

Item #	Description	Vendor #		Vendor's item #				
985521445	Gore-Tex Thinsulate Work Cap	GORE		985521445				
Location	Avg unit cost	Qty on PO	Min qty	Qty slt	Adjusted quantity	Unit	Ext last cost	Margin %
	Last cost	Qty on PR's	Max qty		Quantity needed		Ext vend cost	
	Vendor unit cost	Qty on order	Qty on hand				Retail value	
MAIN	4.2724	0	10	1	1	EACH	5.20	59.97 %
	5.1960	0	50		1			
		0	17				12.99	

Item #	Description	Vendor #		Vendor's item #				
152994542	Carhartt Thinsulate Work Gloves	CARHART		152994542				
Location	Avg unit cost	Qty on PO	Min qty	Qty slt	Adjusted quantity	Unit	Ext last cost	Margin %
	Last cost	Qty on PR's	Max qty		Quantity needed		Ext vend cost	
	Vendor unit cost	Qty on order	Qty on hand				Retail value	
MAIN	12.9900	0	27	3	3	EACH	38.97	48.02 %
	12.9900	0	135		3		38.97	
	12.9900	0	159				74.97	

	Small	Medium	Total
Leather	1	2	3
Total	1	2	3

Item #	Description	Vendor #		Vendor's item #				
744505004	Tretorn Wellington Garden Boots	TRETORN		744505004				
Location	Avg unit cost	Qty on PO	Min qty	Qty slt	Adjusted quantity	Unit	Ext last cost	Margin %
	Last cost	Qty on PR's	Max qty		Quantity needed		Ext vend cost	
	Vendor unit cost	Qty on order	Qty on hand				Retail value	
MAIN	34.2933	0	16	4	4	PAIR	130.00	56.66 %
	32.5000	0	96		4		139.96	
	34.9900	1	21				299.96	

	Womens	Mens	Total
Brown 8	0	1	1
Gray 8	1	0	1
Green 8.5	0	1	1
9	0	1	1
Total	1	3	4

Item #	Description	Vendor #		Vendor's item #				
008554101	Heavy Duty Garden Gloves	GT		008554101				
Location	Avg unit cost	Qty on PO	Min qty	Qty slt	Adjusted quantity	Unit	Ext last cost	Margin %
	Last cost	Qty on PR's	Max qty		Quantity needed		Ext vend cost	
	Vendor unit cost	Qty on order	Qty on hand				Retail value	
MAIN	14.9900	0	42	1	1	EACH	14.99	46.45 %
	14.9900	0	252		1		14.99	
	14.9900	0	79				27.99	

	Womens	Total
Blue	1	1
Total	1	1

SALES ANALYSIS BY GROUP

- Define your own analysis of store operations
- Choose from over 120 different groupings
- Analyze historical or theoretical sales

OVERVIEW

The **Sales Analysis by Group Report** is a powerful reporting and analysis tool that lets you define and present dozens of different analyses of historical ticket sales—with or without pie charts.

Choose from more than 120 different groupings, including item number, item category, customer zip code, customer category, customer profile fields, user, store, vendor, hour of the day, and many more. For gridded items, you can track sales by cell (color/size/pattern) within categories/subcategories or for specific item numbers.

Display up to three reporting periods for each group. You can print all members of a group or, for example, just the top 10 members. You can run the report for one or more days, for one or more stores, and for a multitude of other criteria. You can even view theoretical sales—as if all goods had been sold at the retail price.

REPORT PARAMETERS

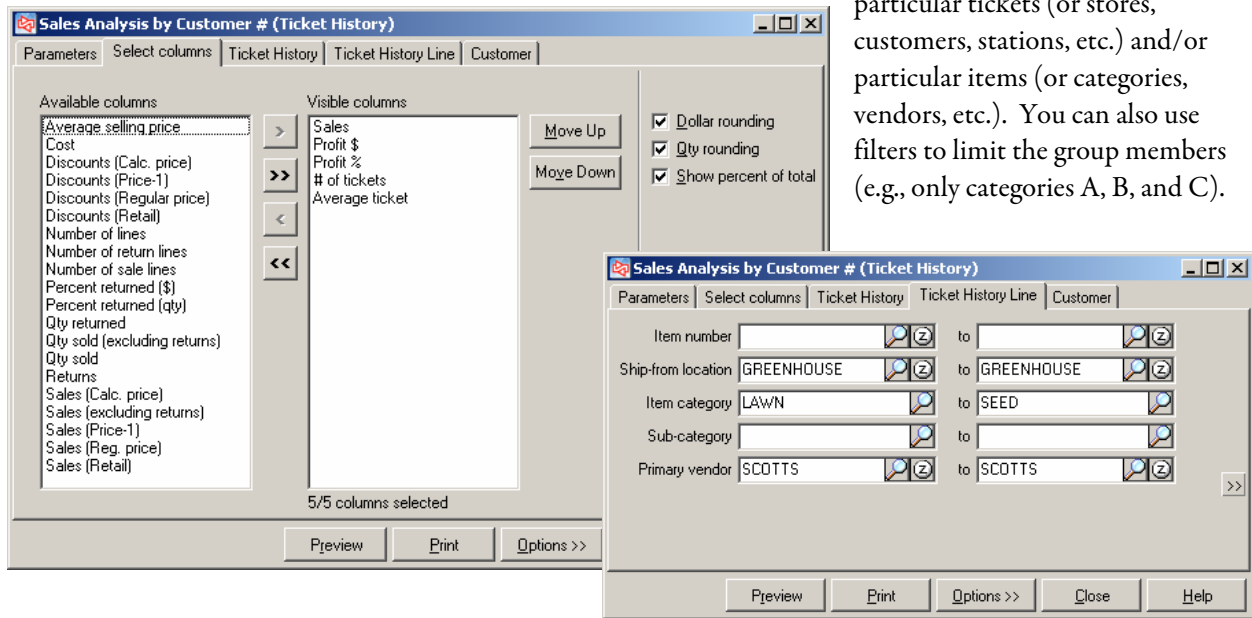
Sales Analysis by Group lets you define and present your own analysis of store operations.

The screenshot shows the 'Sales Analysis by Customer # (Ticket History)' dialog box with the following parameters and callouts:

- Group by:** (Ticket History) Customer # (Callout: Choose from over 120 different groupings)
- Print:** Top (Callout: Identify the best or worst performers in the group (e.g., top 10 customers or the worst hour of the day))
- Print in order by:** By customer #
- Report periods:** A (01/01/2007 to 01/31/2007), B (01/01/2006 to 01/31/2006), C (01/01/2005 to 01/31/2005) (Callout: Display up to three reporting periods for each group)
- Rank period:** (Radio buttons for A, B, C)
- Include groups with no history:** (Callout: Include groups with no history so you can show, for example, all your sales reps whether or not they had sales)
- Show pie chart:**
- Store:** 00 Corporate (Callout: Store-level groupings summarize a store's activity, including ticket lines, sale amounts, and profitability)
- Buttons:** Preview, Print, Options >>, Close, Help

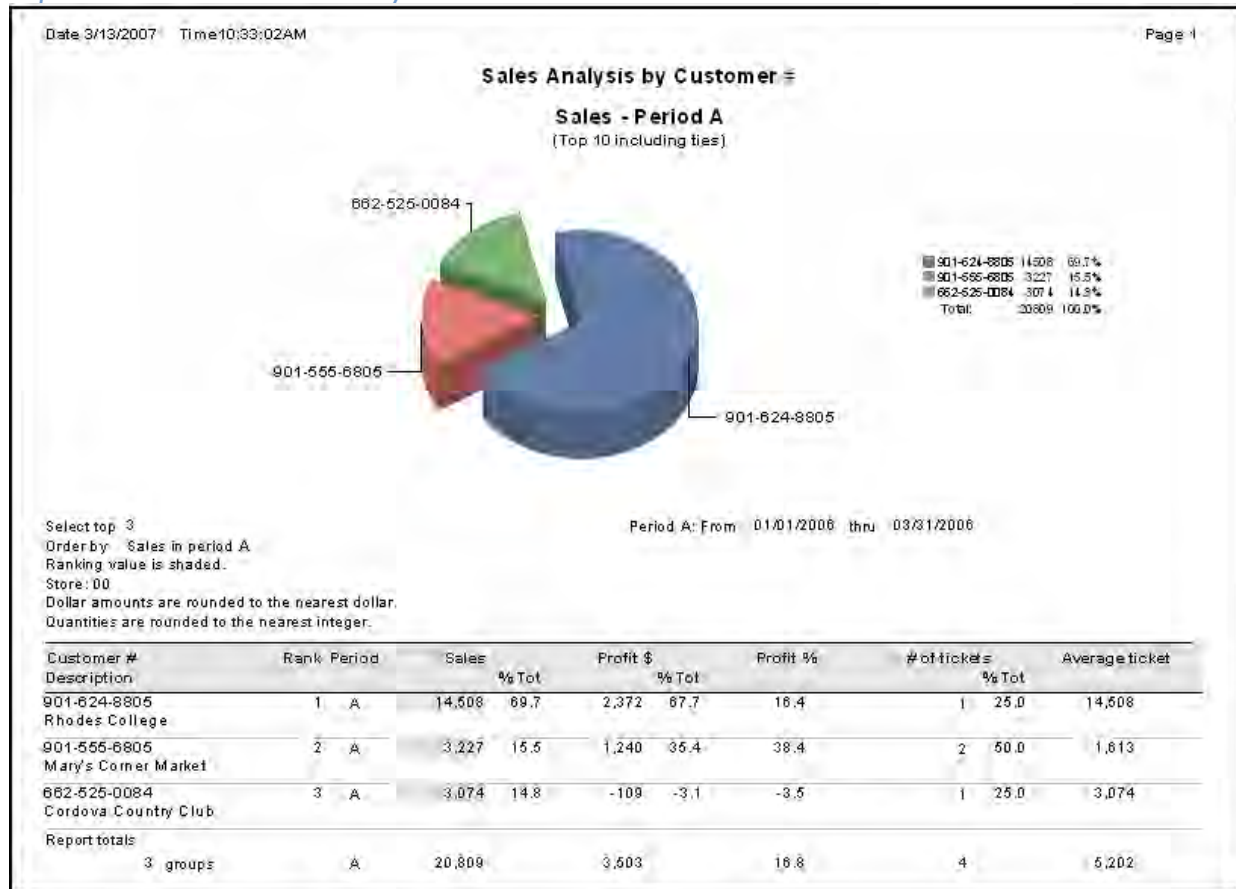
Use the standard columns, or select to print up to eleven analysis columns from a list that includes sales, cost, profit, profit percent, quantity sold, number of lines, average ticket amount, etc. Use filters to limit the report to

particular tickets (or stores, customers, stations, etc.) and/or particular items (or categories, vendors, etc.). You can also use filters to limit the group members (e.g., only categories A, B, and C).



SAMPLE REPORTS

Top Three Customers Ranked by Sales



Sales Analysis by Cell Ranked by Profit

Date 3/13/2007 Time 11:13:39AM Page 1

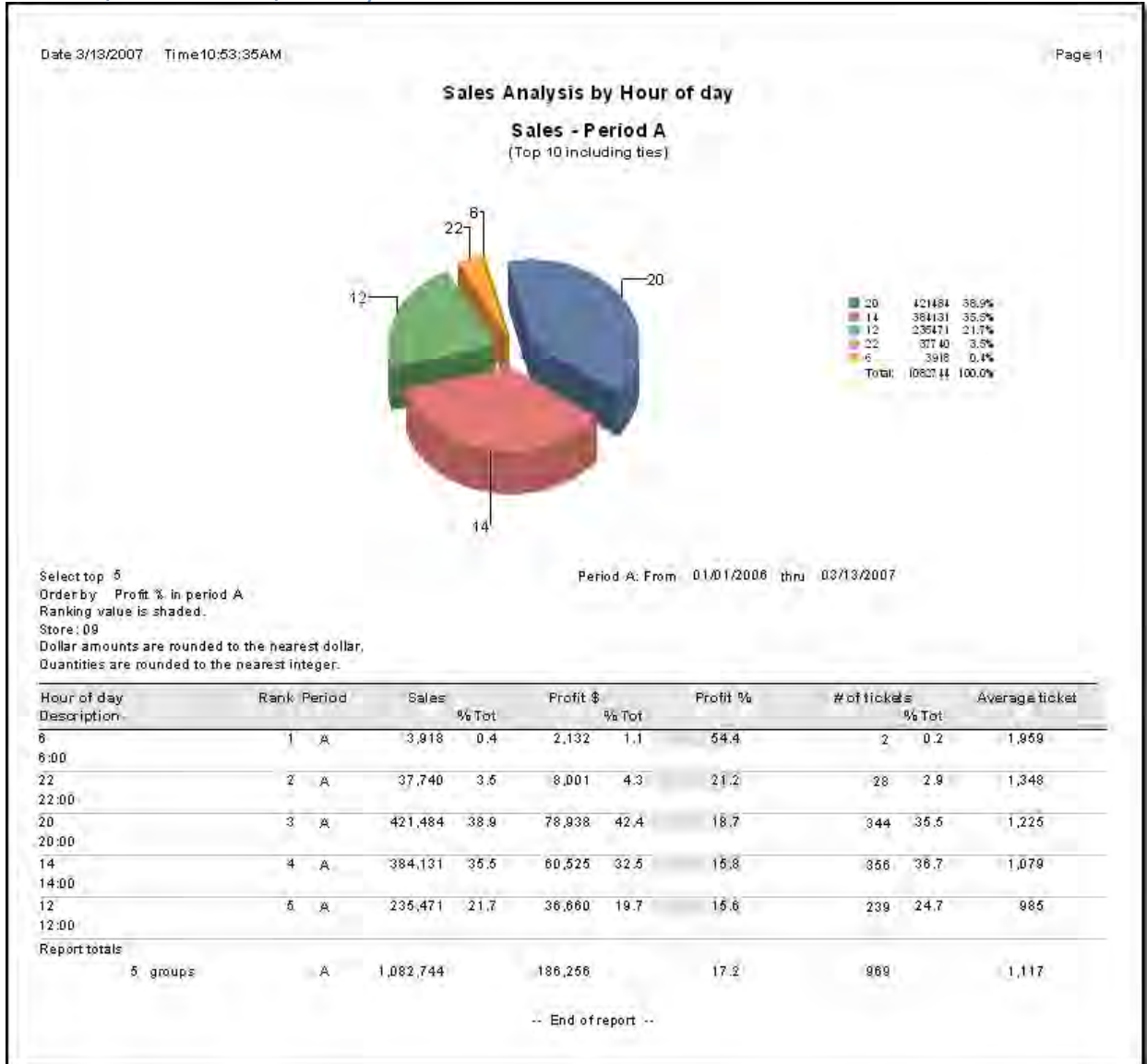
Sales Analysis by Cell (Cat-Subcat-Cell)

Select all Period A: From 01/01/2006 thru 03/13/2007

Order by Profit \$ in period A
Ranking value is shaded.
Store: 11
Dollar amounts are rounded to the nearest dollar.
Quantities are rounded to the nearest integer.

Cell (Cat-Subcat-Cell) Description	Rank	Period	Sales % Tot	Profit \$ % Tot	Profit %	# of tickets	Average ticket
EQ UIP-MISC N/A	1	A	76,173 3.5	76,173 21.1	100.0	360	212
PEREN-TREE N/A	2	A	150,667 7.0	33,179 9.2	22.0	258	584
TROP-TREE N/A	3	A	95,099 4.4	27,002 7.5	28.4	179	531
TREE-ORNA N/A	4	A	83,786 3.9	26,677 7.4	31.8	98	855
MISC-MISC-Concrete/6 ft N/A	5	A	86,767 4.0	19,892 5.5	22.7	181	479
MISC-APPRL-8"YE N/A	6	A	90,034 4.2	15,617 4.3	17.3	116	776
MISC-APPRL-8"YD N/A	7	A	149,653 7.0	15,434 4.3	10.3	123	1,217
MISC-APPRL N/A	8	A	69,471 3.2	11,908 3.3	17.1	66	1,053
ANUAL-FLOWR N/A	9	A	49,977 2.3	11,638 3.2	23.3	101	495
PEREN-FLOWR N/A	10	A	49,611 2.3	9,320 2.6	18.8	105	472
SHRUB-DECID N/A	11	A	42,496 2.0	7,486 2.1	17.6	122	348
ANUAL-TROP N/A	12	A	45,272 2.1	5,902 1.6	13.0	34	1,332
ANUAL-PLANT-Peas/2 lb N/A	13	A	75,639 3.5	5,539 1.5	7.3	16	4,727
MISC-APPRL-Blue/XL N/A	14	A	58,358 2.7	5,336 1.5	9.1	25	2,334
MISC-APPRL-Black/XL N/A	15	A	38,506 1.8	5,038 1.4	13.1	23	1,674
MISC-APPRL-Blue/M N/A	16	A	38,252 1.8	4,868 1.3	12.7	14	2,732
MISC-FLOWR N/A	17	A	64,328 3.0	4,825 1.3	7.5	16	4,021
ANUAL-SUN N/A	18	A	32,887 1.5	4,639 1.3	14.1	74	444
DRY-MULCH N/A	19	A	12,225 0.6	4,492 1.2	36.7	28	437
DRY-MISC N/A	20	A	13,787 0.6	4,026 1.1	29.2	159	87
ANUAL-MISC N/A	21	A	27,125 1.3	3,816 1.1	14.1	20	1,356
PEREN-TREE-1-gal N/A	22	A	23,125 1.1	3,815 1.1	16.5	32	723
TREE-EVER-5-gal N/A	23	A	19,061 0.9	3,781 1.0	19.8	60	318

Most Profitable Hours of the Day



SALES HISTORY BY CUSTOMER BY ITEM

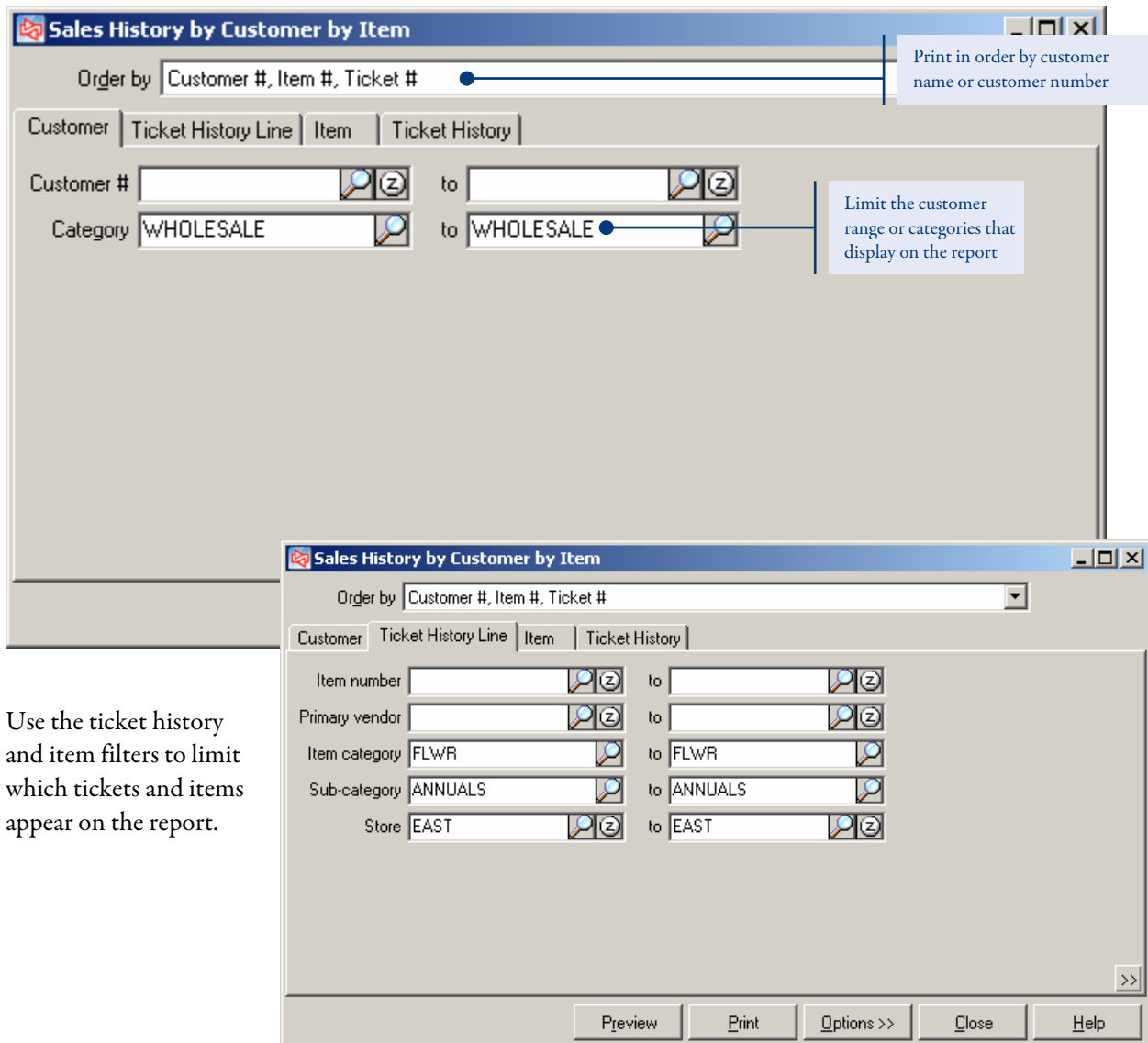
- Analyze sales based on customers
- Identify items sold to customers

OVERVIEW

The *Sales History by Customer by Item Report* shows selected customers and the items that they purchased, along with the applicable sales, quantities, profitability, and percent-of-totals figures. Run the report for a selected range of items, customers, stores, dates, categories, or any other reportable criteria.

REPORT PARAMETERS

Analyze what merchandise is being sold and who is purchasing that merchandise.



Order by Print in order by customer name or customer number

Customer to Limit the customer range or categories that display on the report

Category to

Item number to

Primary vendor to

Item category to

Sub-category to

Store to

Preview Print Options >> Close Help

Use the ticket history and item filters to limit which tickets and items appear on the report.

SAMPLE REPORT

Sales History by Customer by Item, Printed in Order by Customer Name

Date 3/16/2007 Time 11:28:55AM

Page 1 of 25

Sales History by Customer by Item

Orderby: Name, Item #, Ticket #
Customer: Customer # between 1000 and 10490

Customer #	Name	Description	Qty sold	Qty sold in stk-units	Sales	Grs pft	Grs pft %	Percent of total			
Item #								Qty	Sales	Grs pft	
10062	Amanda Jones										
100013		Spring 2007 Catalog	1	1.00	0.00	0.00	0.0				
100032		Nature Show Day Pass	1	1.00	0.00	0.00	0.0				
1067		Dogwood, Pink - 3 gal	1	1.00	36.00	36.00	100.0				
1139		Weeping Cherry, Pink - 3 gal	1	1.00	36.00	36.00	100.0				
138		Japanese Red Maple, 5 gal	6	6.00	240.00	240.00	100.0				
80194		Mixed Annual - Flat	1	1.00	12.98	12.98	100.0				
Totals for customer 10062			6 items	11	11.00	324.98	324.98	100.0	0.4	0.5	0.6
10429	Birmingham Landscape Design										
10108		Pink Knock Out Rose Bush	1	1.00	15.00	7.83	52.2				
10151		Pennington 20Lb Penkoted Lawn Seed	1	1.00	39.95	15.98	40.0				
139		Japanese Curly Red Maple, 5 gal	6	6.00	240.00	240.00	100.0				
150		Summer 2007 Catalog	2	2.00	0.00	0.00	0.0				
152		Winter 2007 Catalog	1	1.00	0.00	0.00	0.0				
25052		Hybrid Poplar Tree, 3-5 ft	1	1.00	30.00	12.03	40.1				
80137		Willow Hybrid Tree, 3-5 ft	1	1.00	20.00	10.00	50.0				
80138		Weeping Willow Tree, 3-5 ft	1	1.00	20.00	10.00	50.0				
90001		Garden Treasures 16" Planter	1	1.00	19.99	7.99	40.0				
90014		Ames Compact Utility Shovel	1	1.00	19.99	9.95	49.8				
99300		Blueberry Bushes, No Spray Organic	1	1.00	39.98	39.98	100.0				
99400		Miracle-Gro Soil Flowers & Vegetables	1	3.00	39.98	28.73	71.9				
COMB-DVD		Deck Installation	9	9.00	900.00	900.00	100.0				
D040710		Tulip Poplar Tree, 3-5ft	1	1.00	15.00	15.00	100.0				
V2004		Thuja Green Giant Evergreen, 10 gal	1	1.00	300.00	300.00	100.0				
Totals for customer 10429			15 items	29	31.50	1,699.89	1,597.49	94.0	1.0	2.4	2.9
10052	Cordova Tree Work										
100000		Autumn Blaze Maple Tree, 6-7 ft	1	1.00	120.00	120.00	100.0				
Totals for customer 10052			1 items	1	1.00	120.00	120.00	100.0	0.0	0.2	0.2
10095	Woodland Hills Country Club										
100071		Fall 2006 Catalog	1	1.00	0.00	0.00	0.0				
100186		Geranium, Biokovo	1	1.00	10.00	10.00	100.0				
100187		Geranium, Kashmir Pink	1	1.00	10.00	10.00	100.0				
100188		Geranium, Fancy Patricia	2	2.00	20.00	20.00	100.0				
100189		Lichterman Nature Center Admission	1	1.00	0.00	0.00	0.0				
15000		Siberian Iris - Snow Queen, 100 Bulbs	1	1.00	125.00	85.00	68.0				
156		Stump Removal Estimate	3	3.00	0.00	0.00	0.0				
158		Landscape Estimate	2	2.00	0.00	0.00	0.0				
53		Oriental Lily, Casablanca	1	1.00	18.00	18.00	100.0				
80169		Oriental Lily, Mona Lisa	1	1.00	17.00	17.00	100.0				
90008		Scotts 15lb Patchmaster Lawn Repair	1	1.00	19.99	9.99	50.0				
99300		Mixed Annual Flat	2	2.00	19.99	17.14	85.7				
99400		Corona Clipper Pro Bypass Lopper	1	1.00	39.98	36.23	90.6				

SALES REP PRODUCTIVITY

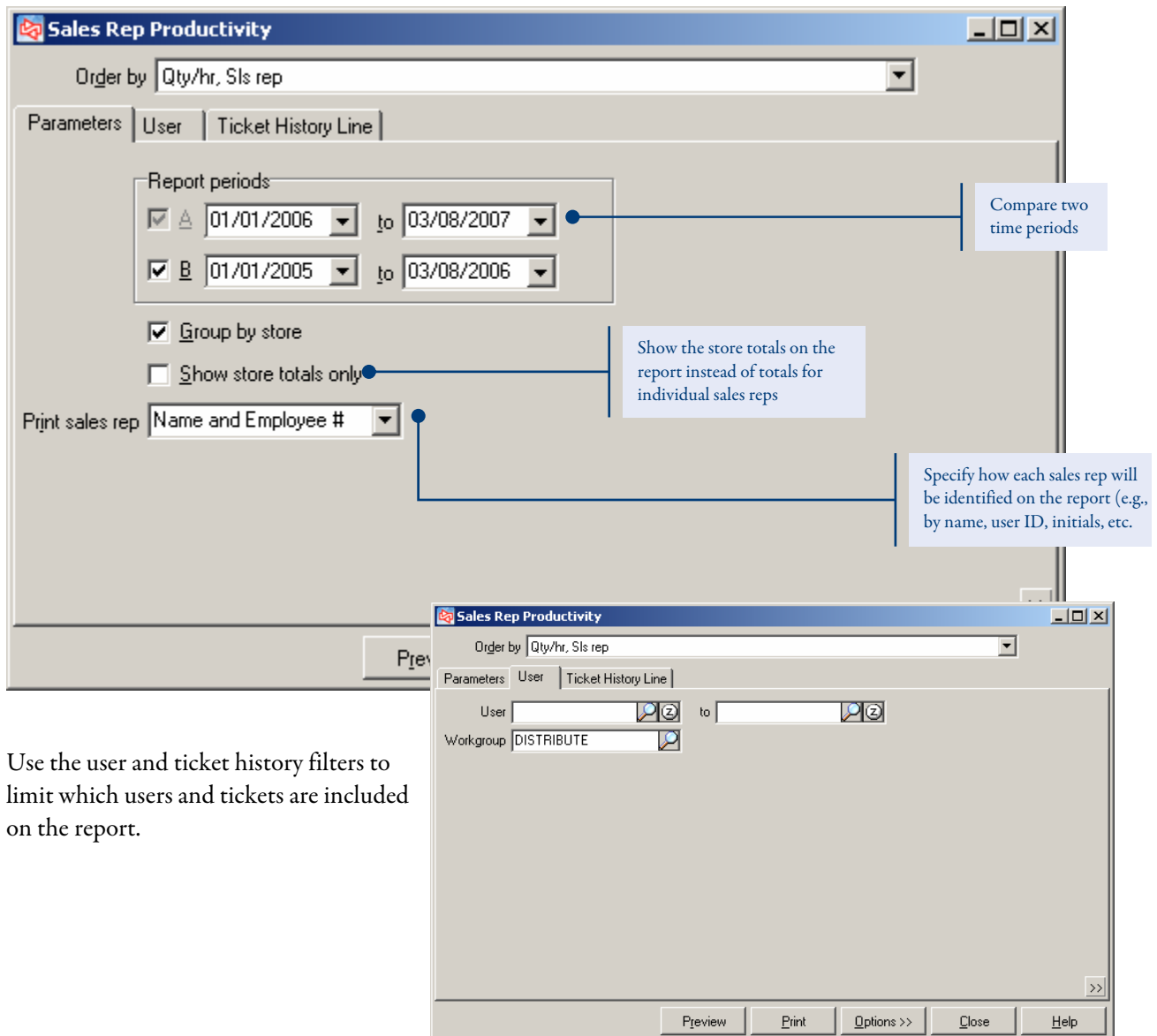
- Motivate and reward employee performance
- Identify profitable time periods

OVERVIEW

The *Sales Rep Productivity Report* allows managers to monitor the productivity of sales reps in units and dollars sold per hour. This report is useful for identifying and motivating sales reps with poor performance or for rewarding superior performance.

REPORT PARAMETERS

You can generate the report for a particular sales rep or for an entire store. You can also specify one or two date ranges for the report, allowing you to compare sales rep productivity during specific periods.



Use the user and ticket history filters to limit which users and tickets are included on the report.

SAMPLE REPORTS

Productivity Ordered by Sales Rep Name

Date 3/15/2007 Time 10:50:57AM Page 1

Sales Rep Productivity

Report period- A 01/01/2006 to 12/31/2006
Print sales rep Name
Order by: Sls rep

Sales Rep	Sales	%-of-tot-\$	Qty sold	%-of-tot-units	Hrs wrkd	%-of-tot-hrs	Sales/hr	Qty/hr
Amanda Jones	3,906.16	0.7	468.0	1.3	0.00	0.0	0.00	0.0
Beverly Jones	14,193.96	2.5	2,130.0	5.7	0.00	0.0	0.00	0.0
Brandy Daniels	624.26	0.1	58.0	0.2	0.00	0.0	0.00	0.0
Christina Tigress	46.95	0.0	11.0	0.0	0.00	0.0	0.00	0.0
Dave Waters	3,595.90	0.6	563.0	1.5	0.00	0.0	0.00	0.0
Gary Douglas	4,943.69	0.9	1,036.0	2.8	0.00	0.0	0.00	0.0
Hall Franken	75,459.72	13.3	7,713.0	20.8	0.00	0.0	0.00	0.0
Hank Smith	67,870.64	12.0	3,113.0	8.4	0.00	0.0	0.00	0.0
Hilliary Hall	149,478.37	26.4	6,139.0	16.5	0.00	0.0	0.00	0.0
House	537.00	0.1	10.0	0.0	0.00	0.0	0.00	0.0
Howard Manis	62,071.13	11.0	8,809.0	23.7	0.00	0.0	0.00	0.0
Jo Carelton	147,635.48	26.1	4,708.0	12.7	0.00	0.0	0.00	0.0
Internet	2,109.48	0.4	159.0	0.4	0.00	0.0	0.00	0.0
Larry Crump	1,705.58	0.3	222.0	0.6	0.00	0.0	0.00	0.0
Maria Hightower	587.03	0.1	77.0	0.2	0.00	0.0	0.00	0.0
Sara Barnes	230.93	0.0	40.0	0.1	0.00	0.0	0.00	0.0
Travel Station 1	10,375.97	1.8	388.0	1.0	0.00	0.0	0.00	0.0
Travel Station 2	12,387.00	2.2	494.0	1.3	0.00	0.0	0.00	0.0
Vince Aims	8,037.65	1.4	959.0	2.6	0.00	0.0	0.00	0.0
Report totals	565,796.90	100.0	37,097.0	100.0	0.00	0.0	0.00	0.0

-- End of report --

Productivity Grouped by Store with Store Totals Only

Date 3/16/2007 Time 12:24:06PM Page 1

Sales Rep Productivity

Report period- A 01/01/2007 to 03/16/2007
Group by store
Show store totals only
Order by: Sls rep

Store	Sales Rep	Sales	%-of-tot-\$	Qty sold	%-of-tot-units	Hrs wrkd	%-of-tot-hrs	Sales/hr	Qty/hr
MAIN		116,940.69	35.0	11,271.0	42.1	0.00	0.0	0.00	0.0
GREENHOUSE		173,359.61	51.8	13,267.0	49.7	0.00	0.0	0.00	0.0
WEB		43,792.39	13.2	2,212.0	8.2	0.00	0.0	0.00	0.0
Report totals		334,092.69	100.0	26,750.00	100.0	0.00	100.0	0.00	0.0

-- End of report --

SERIAL NUMBERS

- List serial numbers by item, customer, or vendor
- View available, sold, returned, or missing serial numbers

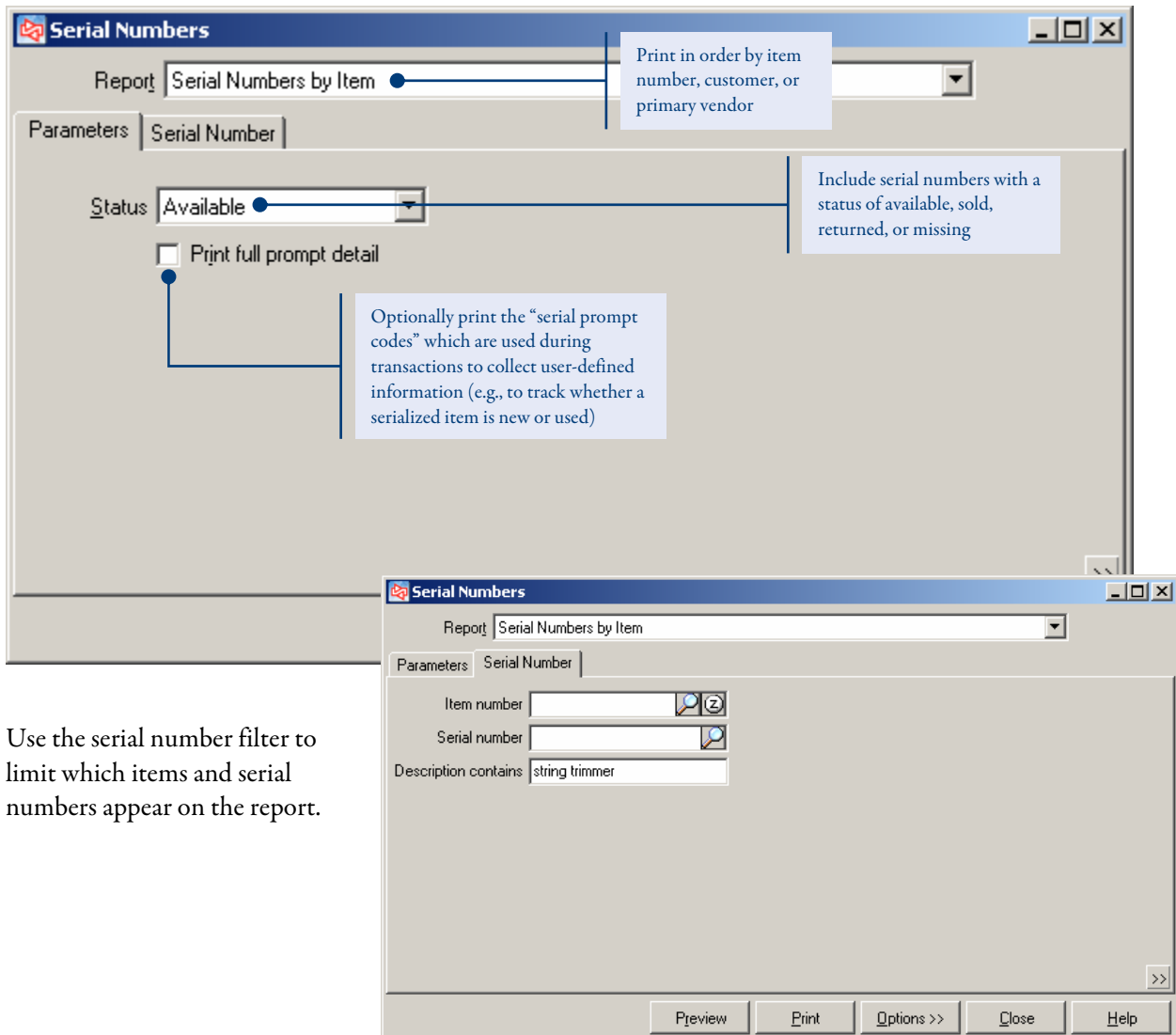
OVERVIEW

The **Serial Numbers Report** lists the serial numbers used in your store.

Serial number tracking provides a detailed record of each specific unit (serial number) of an inventory item. “Always serialized” items allow you to exercise tight management control over the movement of quantities for the item. “Sometimes serialized” tracking offers somewhat looser control and is useful for businesses that don't track in-stock serial numbers but want to record serial number information at the time of sale.

REPORT PARAMETERS

Generate a list of available, sold, returned, or missing serial numbers.



Use the serial number filter to limit which items and serial numbers appear on the report.

SAMPLE REPORTS

Available Serial Numbers Ordered by Item Number

Date 4/10/2007 Time 1:22:21PM Page 1 of 1

Serial Numbers by Item

Status: Sold
Activity codes: D=Adjustment Down, E=Return, I=Transfer In, O=Transfer Out, P=Purchasing Adjustment, Q=Quick Receiving, R=Receiving, S=Sale, T=Quick Transfer, U=Adjustment Up, V=Return to vendor, X=Transfer reconcile, C=Committed on Order, L=Committed on Layaway

Order by: Item #, Serial #

Item #	Serial #	Location	Recvg	Description	Age Vendor #	Cost	Prompt codes	Last activity	Event #
HUF0001	All-In-One Lawn Seeder								
	H1948	MS	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H1949	MS	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H2014	MAIN	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H2015	MAIN	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H2016	MAIN	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H2017	MAIN	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H40928	MS	06/11/2000	2,538 HUF		208.5500		S on 06/12/2000	
	H40930	MS	06/11/2000	2,538 HUF		208.5500		S on 03/09/2002	
	H40931	MS	06/11/2000	2,538 HUF		208.5500		S on 07/18/2000	
	H40951	MS	06/20/2002	1,799 HUF		208.5500		S on 05/03/2002	
	H8154	ES	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H8155	ES	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H8156	ES	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H8157	ES	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
HUF0001 totals:			14	serial numbers		2,919.7000		4,124.18	
HUF0002	In-ground Sprinkler System								
	1002	MAIN	02/18/2002	1,921 HUF		205.4850		S on 01/23/2002	
	1003	MAIN	03/01/2002	1,910 HUF		205.4850		S on 01/28/2002	
HUF0002 totals:			2	serial numbers		410.9700			

Serial Numbers Sold to a Particular Customer

Date 5/24/2007 Time 10:39:07AM Page 1 of 2

Serial Numbers by Customer

Status: Sold
Activity codes: D=Adjustment Down, E=Return, I=Transfer In, O=Transfer Out, P=Purchasing Adjustment, Q=Quick Receiving, R=Receiving, S=Sale, T=Quick Transfer, U=Adjustment Up, V=Return to vendor, X=Transfer reconcile, C=Committed on Order, L=Committed on Layaway

Order by: Customer #, Item #, Serial #

Item #	Serial #	Location	Recvg	Description	Age Vendor #	Cost	Prompt codes	Last activity	Event #
Customer 10									
HUF0001	All-In-One Lawn Seeder								
	H1948	MS	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
	H1949	MS	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	
HUF0001 totals:			2	serial numbers		417.1000		590.00	
HUF0002	In-ground Sprinkler System								
	1003	MAIN	03/01/2002	1,910 HUF		205.4850		S on 01/28/2002	
HUF0002 totals:			1	serial numbers		205.4850		295.00	
Customer 10 totals:			2	items	3	serial numbers		622.5850	885.00
Customer 100									
HUF0001	All-In-One Lawn Seeder								
	H2014	MAIN	05/04/1999	2,942 HUF		208.5500		S on 05/27/1999	

SIX WEEK ITEM HISTORY

- Spot sales trends
- Evaluate item performance over six weeks

OVERVIEW

The **Six Week Item History Report** lets you see item performance and sales trends for specific six week periods.

The report includes a useful summary of the past 26 weeks, including the date each item was first received, the quantity received, and the percentage of inventory sold during that period. Further, the report indicates the quantities sold at retail and off retail (or the basis you specify). Finally, the report indicates the current on-hand and on-order quantities, as well as the projected number of weeks of on-hand inventory, for each item.

REPORT PARAMETERS

Specify the basis for reporting the quantities sold off the specified price.

Order by Order by item number then location, or by location then item number

Parameters **Item** Inventory

Period ending date

Off price is based on Specify the basis for reporting the quantities sold off the specified price.

- Reg Price
- Price-1
- Calc Price

Item number to

Item category to

Sub-category to

Item type

Primary vendor to

Price-1 at least

Preview Print Options >> Close Help

Use filters to limit the items that appear on the report.

SAMPLE REPORT

Six Week History Based on Regular Price

Date 3/16/2007 Time 9:11:02AM													Page 1			
Six Week Item History																
Reporting periods: Six weeks beginning 11/20/06 and ending 12/31/06 26 weeks beginning 7/3/06 and ending 12/31/06 Qty sold off price is based on Reg Price Rec'd = Qty-rec'd - RTV's + adj + xfer-in - xfer-out + xfer recon + phys count Inventory: Location is (exactly) MAIN Order by: Item #, Location																
10222	Troy-Bilt EZ String Replacmnt				Troy-Bilt			EQUIP/TRIMMER		7.99	62.5	7.99	62.5			
26 week receivings		Current qty			Qty sold in each of 6 weeks ending					26 week item performance						
MAIN																
1st-rec'd	Rec'd	On-hand	On-order	12/3/06	12/10/06	12/17/06	12/24/06	12/31/06	Slid@RegPro	Slid@OffPro	% Slid	Wks-OH	MMU %			
7/3/04	16	-2	30	0	1	0	0	1	2	2	24	-13.0	35.2			
10251	Dahlia Collection, 16 bulbs				Burpee			SEED/BULBS		24.95	70.0	14.95	49.9			
26 week receivings		Current qty			Qty sold in each of 6 weeks ending					26 week item performance						
MAIN																
1st-rec'd	Rec'd	On-hand	On-order	12/3/06	12/10/06	12/17/06	12/24/06	12/31/06	Slid@RegPro	Slid@OffPro	% Slid	Wks-OH	MMU %			
7/4/04	6	0	24	0	1	1	0	0	4	1	71	0.0	38.2			
10252	Japanese Red Maple, 1 Gal				GC			TREE/ORNAMNT		29.97	42.0	29.97	42.0			
26 week receivings		Current qty			Qty sold in each of 6 weeks ending					26 week item performance						
MAIN																
1st-rec'd	Rec'd	On-hand	On-order	12/3/06	12/10/06	12/17/06	12/24/06	12/31/06	Slid@RegPro	Slid@OffPro	% Slid	Wks-OH	MMU %			
7/4/04	2	4	0	0	0	0	0	0	1	0	25	104.0	40.0			
10261	Malibu Landscape Light				Malibu			LIGHTS/GROUND		12.99		12.99				
26 week receivings		Current qty			Qty sold in each of 6 weeks ending					26 week item performance						
MAIN																
1st-rec'd	Rec'd	On-hand	On-order	12/3/06	12/10/06	12/17/06	12/24/06	12/31/06	Slid@RegPro	Slid@OffPro	% Slid	Wks-OH	MMU %			
7/4/04	1	4	0	0	0	0	1	0	4	0	50	26.0	40.0			
10262	Scotts 50 Lb Premium Fescue				Scotts			SEED/GRASS		59.99	40.0	59.99	40.0			
26 week receivings		Current qty			Qty sold in each of 6 weeks ending					26 week item performance						
MAIN																
1st-rec'd	Rec'd	On-hand	On-order	12/3/06	12/10/06	12/17/06	12/24/06	12/31/06	Slid@RegPro	Slid@OffPro	% Slid	Wks-OH	MMU %			
7/4/04	8	1	0	1	0	1	2	0	7	0	70	3.7	40.0			
10263	Scotts Miracle Gro - Indoor				Scotts			FERT/PLANT		14.99	41.0	14.99	41.0			
26 week receivings		Current qty			Qty sold in each of 6 weeks ending					26 week item performance						
MAIN																
1st-rec'd	Rec'd	On-hand	On-order	12/3/06	12/10/06	12/17/06	12/24/06	12/31/06	Slid@RegPro	Slid@OffPro	% Slid	Wks-OH	MMU %			
7/4/04	1	2	0	0	0	0	0	1	2	0	50	26.0	40.9			

TWELVE MONTH ITEM HISTORY

- Spot sales trends
- Evaluate item performance over 12 months

OVERVIEW

The *Twelve Month Item History Report* is designed to help buyers evaluate item performance and spot sales trends over specific twelve-month periods.

REPORT PARAMETERS

The report indicates the quantity sold for a twelve month period as well as a useful summary of the date each item was first received, the quantity received, and the percentage of inventory sold. The report also indicates quantities sold at retail and off retail (or the basis you specify). Finally, the report indicates the current on-hand and on-order quantities for each item, as well as the projected number of weeks of on-hand inventory.

Use item and inventory filters to limit which items, locations, categories, etc. appear on the report.

SAMPLE REPORTS

Full Details

Date 3/16/2007 Time 2:47:13PM Page 1

Twelve Month Item History - Full

Reporting period: Twelve months ending Mar 31 2007
 Qty sold off price is based on Reg Price
 Rec'd = Qty-rec'd - RTVs + adj + xfer-in - xfer-out + xfer recon + phys count
 Order by: Item #, Location
 Inventory: Item number is (exactly) 10173

Item #	Description	Vendorname	Category / Subcat	Item reg pro	MU-%	Item Pro 1	MU-%					
10173	Gladiolus 'Priscilla' Bulbs	Holland	BULBS/SPRING	12.99	55.0	12.99	55.0					
----- Qty sold in each of 12 months -----												
	Apr 2006	May 2006	Jun 2006	Jul 2006	Aug 2006	Sep 2006	Oct 2006	Nov 2006	Dec 2006	Jan 2007	Feb 2007	Mar 2007
MAIN	0	0	0	3	0	0	2	3	20	3	6	4
GHOUSE	0	0	0	1	0	0	0	0	1	1	0	1
WEB	0	0	2	1	3	4	3	3	3	2	1	3
	0	0	2	5	3	4	5	6	24	6	7	8
10173 Key Indicators												
First-rec'd	Rec'd	Qty on hand	Qty on PO	Slid@RegPro	Slid@OffPro	Total qty slid	%-Slid	Wks OH	MMU %			
5/26/06	84	42	0	48	22	70	87.5	31.3	51.4			
Report totals ----- Qty sold in each of 12 months -----												
	Apr 2004	May 2004	Jun 2004	Jul 2004	Aug 2004	Sep 2004	Oct 2004	Nov 2004	Dec 2004	Jan 2005	Feb 2005	Mar 2005
	0	0	2	5	3	4	5	6	24	6	7	8
Report key indicators												
	Qty rec'd	Qty on hand	Qty on PO	Slid@RegPro	Slid@OffPro	Total Qty Sold	%-Slid	MMU %				
	84	42	0	48	22	70.00	87.5	51.4				

-- End of report --

Brief Format

Date 3/16/2007 Time 3:03:09PM Page 1

Twelve Month Item History - Brief

Reporting period: Twelve months ending Mar 31 2007
 Qty sold off price is based on Reg Price
 Rec'd = Qty-rec'd - RTVs + adj + xfer-in - xfer-out + xfer recon + phys count
 Order by: Item #, Location
 Inventory: Item number is (exactly) 10173

Item #	Description	Vendorname	Category / Subcat	Item reg pro	MU-%	Item Pro 1	MU-%					
10173	Gladiolus 'Priscilla' Bulbs	Holland	BULBS/SPRING	12.99	55.0	12.99	55.0					
----- Qty sold in each of 12 months -----												
	Apr 2006	May 2006	Jun 2006	Jul 2006	Aug 2006	Sep 2006	Oct 2006	Nov 2006	Dec 2006	Jan 2007	Feb 2007	Mar 2007
MAIN	0	0	0	3	0	0	2	3	20	3	6	4
GHOUSE	0	0	0	1	0	0	0	0	1	1	0	0
WEB	0	0	2	1	3	4	3	3	3	2	1	3
10173 totals	0	0	2	5	3	4	5	6	24	6	7	8
Report totals ----- Qty sold in each of 12 months -----												
	Apr 2006	May 2006	Jun 2006	Jul 2006	Aug 2006	Sep 2006	Oct 2006	Nov 2006	Dec 2006	Jan 2007	Feb 2007	Mar 2007
	0	0	2	5	3	4	5	6	24	6	7	8

-- End of report --

DASHBOARD

- Bird's eye view of entire business operation
- Graphical snapshot of Key Performance Indicators
- Effectively measure, monitor, and manage performance

OVERVIEW

Dashboard is an enhanced reporting tool that provides clear and concise graphical snapshots of your entire business operation. With **Dashboard**, you can monitor Key Performance Indicators (KPIs) so you can see how your business is performing.

DASHBOARD VIEWS

Dashboard includes at-a-glance views of the following areas:

- Day
- Period
- Company
- Store
- Vendor
- Product

Dashboard's views allow you to monitor your business by the time increments that are meaningful to you—hour, day, week-to-date, period-to-date, month-to-date, or year-to-date—and compare current time periods to previous periods. View trends based on raw numbers (e.g., number of tickets, sales dollars, etc.) or by calculated numbers (e.g., profit percent, average margin, average ticket sale). You can view your entire company, a particular store, or drill down to a specific category, vendor, or item.

SAMPLE VIEWS

Day View

The Day View shows daily activity for the date selected.



Key Performance Indicators:

- Number of tickets
- Sales dollars
- Profit amount
- Profit percent
- Average ticket amount
- Discount percent
- Average number of items per ticket
- Sales trends by hour of the day for sales dollars and number of tickets

Period View

The Period View shows performances for the week to date, month to date, period to date, season to date, and year to date for the periods ending on the selected date.

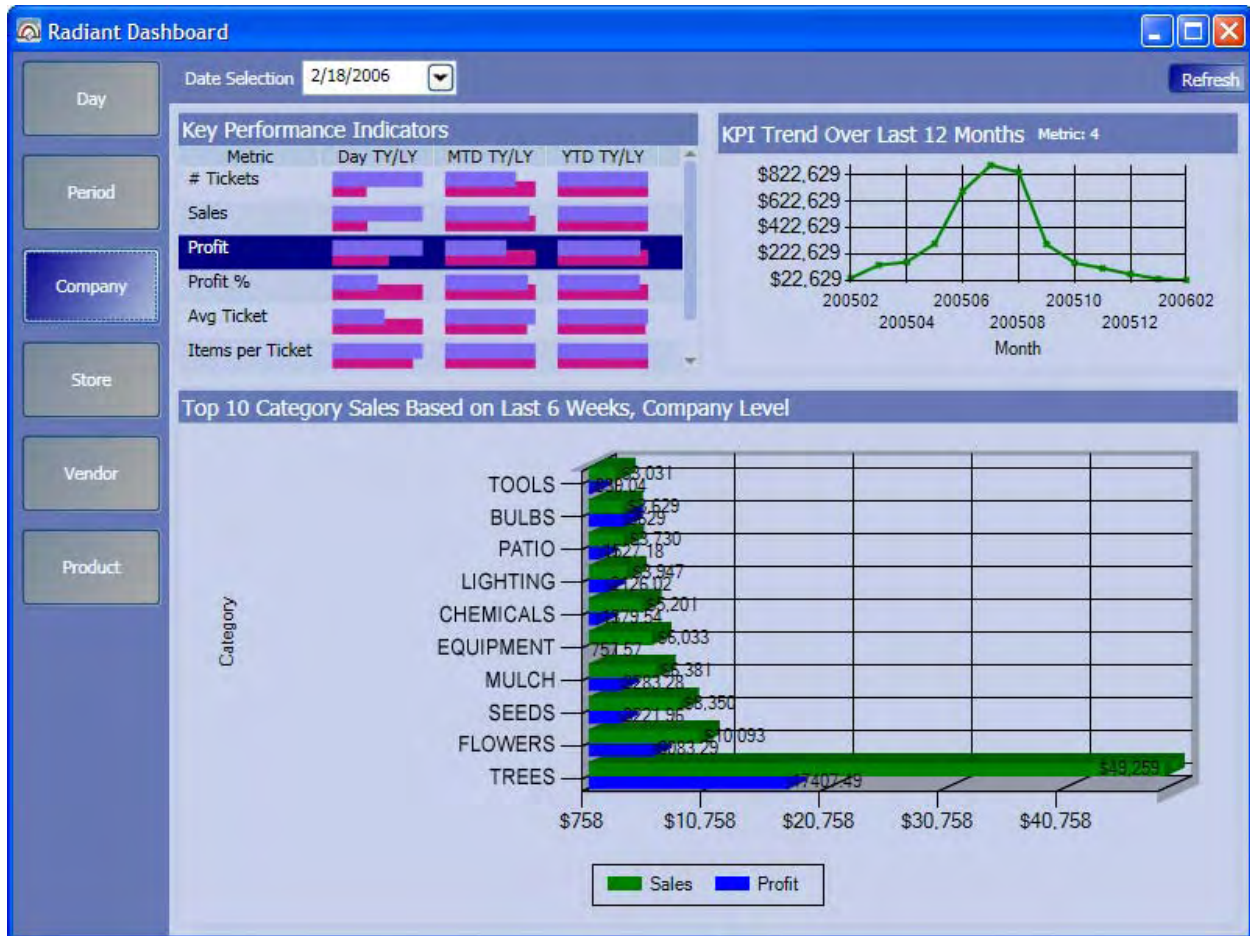


Key Performance Indicators:

- Number of tickets
- Sales dollars
- Profit amount
- Average ticket amount
- Discount percent
- Performance by period (includes month-to-date, season-to-date, and year-to-date comparisons of sales dollars, number of tickets, and profit for this year and last year)
- Trend graph includes the sales dollars and profit amount for the selected period of time

Company View

The Company View shows sales and profit for the entire company over a 12 month period.

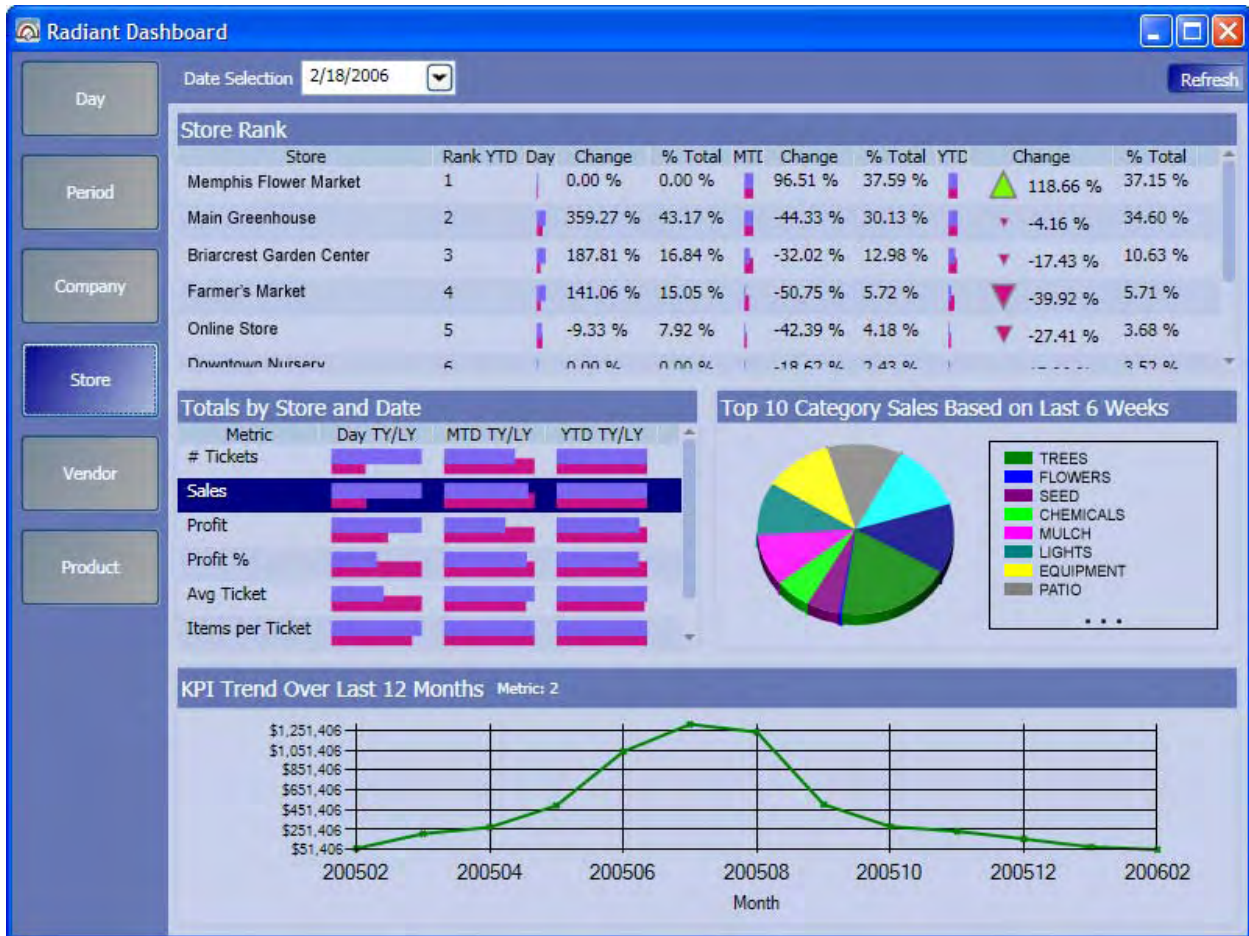


Key Performance Indicators:

- Day, month-to-date, and year-to-date comparisons for this year and last year for the number of tickets, sales dollars, profit amount, profit percent, average ticket amount, and the number of items per ticket
- 12 month trend graph for each KPI (number of tickets, sales dollars, profit amount, profit percent, average ticket amount, and the number of items per ticket)
- Top ten categories based on sales dollars and profit for the last six weeks

Store View

The Store View compares sales and profit performance at the store level.

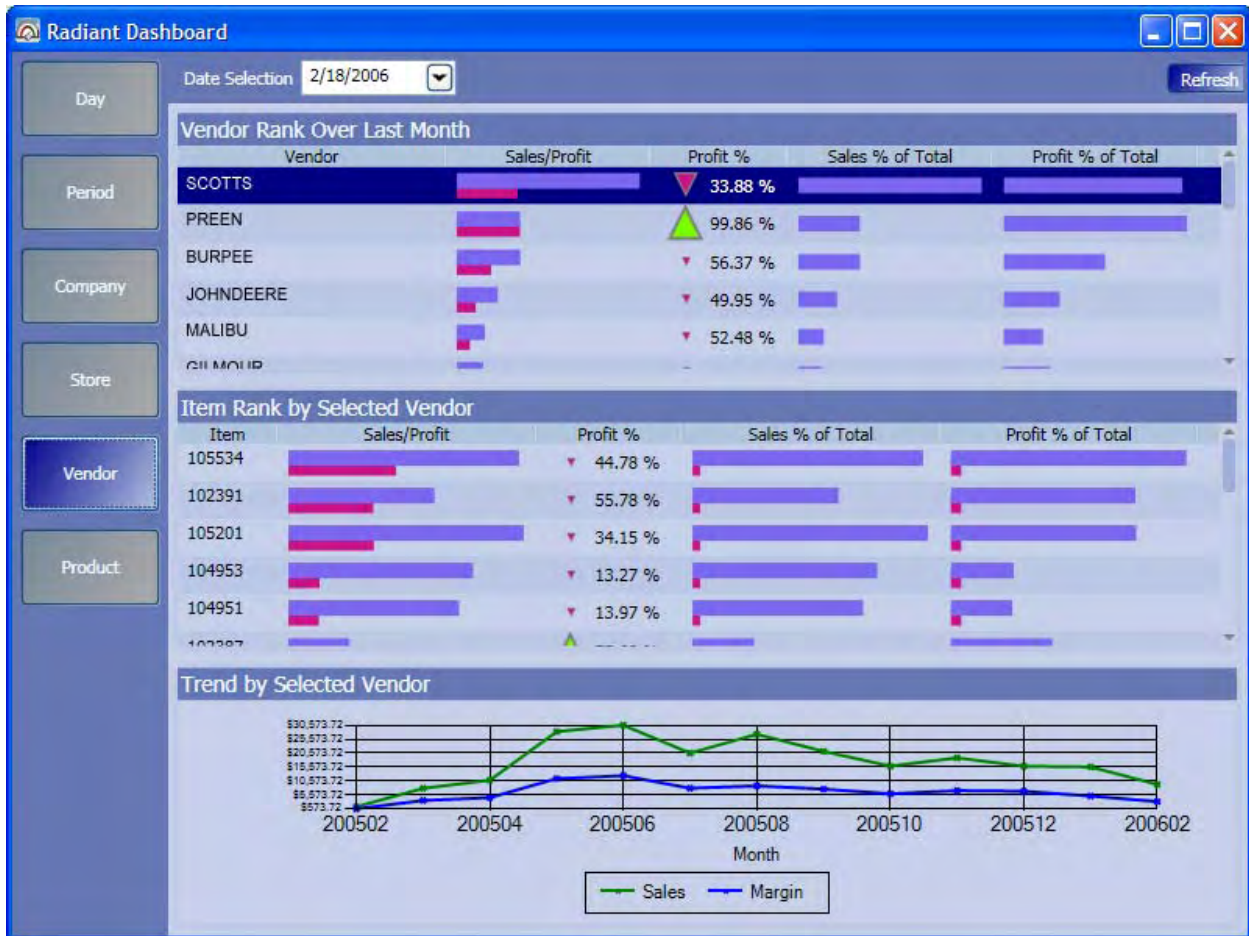


Key Performance Indicators:

- Store rankings for the day, month, and year based on how it changed compared to the previous year
- For each store, drill down to view the number of tickets, sales dollars, profit amount, profit percent, average ticket amount, and the number of items per ticket for this year and last year
- Top ten categories for each store for the last six weeks
- 12 month trend graph for each KPI (number of tickets, sales dollars, profit amount, profit percent, average ticket amount, and the number of items per ticket)

Vendor View

The Vendor View compares vendor performance and graphs sales trends.



Key Performance Indicators:

- Vendor rankings by sales and profit for the last month
- For each vendor, drill down to view that vendor's best selling and most profitable items
- 12 month trend graph based on sales and profit margin

Product View

The Product View includes the best selling items and how they contribute to gross profits.



Key Performance Indicators:

- Top ten categories for each store for the last six weeks
- Individual items that contributed to the top ten categories
- Top 20 items ranked by profit contribution
- 12 month trend graph based on sales and gross profit



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