Annual Sales Planner (ASP) for SAP Business One

Annual Sales Planner (ASP) is an Add-on for SAP Business One that helps a company plan their Sales Revenue and COGS plan for the year.

Overview of Features

1. Define hierarchy for:
    o   Geography
    o   Sales Organization
    o   Product Sales Groups
2. Apportion the annual sales budget across geographies and products.
3. Apportion the annual sales budget across 12 months based on standard SAP Distribution Rules
4. Group similar products into a common Product Sales Group and create quantity and value targets at Product Sales Group
5. Use a default price list for creating value targets based on quantity forecasts
6. Generate a SKU level procurement plan based on past proportion of sales of individual SKUs in a Product Sales Group
7. Measure sales performance monthly by generating Sales Performance Report:
    o   Quantity forecast for the month
    o   Value forecast for the month
    o   Actual sales quantity for the month
    o   Actual sales value for the month
    o   Variation in %
    o   Variation in amount

    o   YTD quantity forecast
    o   YTD value forecast
    o   YTD actual sales quantity
    o   YTD actual sales value
    o   YTD Variation in %
    o   YTD Variation in amount

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- o Last Year YTD actual sales quantity
- o Last Year YTD actual sales value
- o Variation between This Year and Last Year in %
- o Variation between This Year and Last Year in amount

8. Deploy Inecom's Auto Emailer to generate reports based on a predefined schedule and automatically email to sales personnel

9. Report Layout

SALES PERFORMANCE REPORT - Sharjah May 2014

Product Category	Annual Plan		CY YTD				LY YTD				Current Month			
	Plan Qty	Plan Value	Actual Qty	Actual Value	Var-Plan Qty	Var-Plan Value	Actual Qty	Actual Value	Var-CY Qty	Var-CY Value	Actual Qty	Actual Value	Var-Plan Qty	Var-Plan Value
DCS Plate	506	307,936	81	71,221	-1	21,819	1	359	80	70,862	26	21,515	-15	-3,186
DHS Plate	4,907	2,685,354	712	403,289	-105	-43,435	406	275,455	306	127,834	391	222,122	-16	-517
DHS Screw	4,417	1,028,586	744	180,719	5	8,308	369	96,072	375	84,647	356	87,944	-13	1,833
DCP	4,946	1,973,456	406	172,074	-417	-156,936	639	295,224	-233	-123,150	188	80,937	-222	-82,920
LCDCP	597	415,908	72	62,750	-27	-6,516	58	43,679	14	19,071	12	8,548	-37	-25,676
Misc Plates														
Semi Tubular	88	7,460	20	2,703	4	1,551			20	2,703			-8	-576
1/3 Tubular	2,144	361,845	210	30,369	-144	-29,324	208	26,581	2	3,788	71	10,766	-105	-18,953
Reconstruction	913	564,333	50	20,659	-106	-75,247	85	32,576	-35	-11,917	16	7,677	-61	-39,866
Blade Plate	7	11,524			-2	-3,292							-1	-1,646
Others Plate	1,251	412,601	108	36,277	-99	-32,380	108	39,249		-2,972	23	6,482	-79	-27,314
Cortical screw 2.7mm	574	28,107	147	9,350	52	4,712	3	207	144	9,143	14	952	-32	-1,271
Cortical screw 3.5mm	45,489	2,552,197	8,454	448,235	873	22,482	5,220	249,155	3,234	199,080	4,750	265,945	960	53,085
Cortical screw 4.5mm	39,871	2,469,423	5,222	313,219	-1,418	-97,972	4,597	276,986	625	36,233	2,524	153,314	-793	-52,086
Malleolar Screw	1,117	68,708	177	12,984	-10	1,467	82	5,298	95	7,686	100	6,520	8	860