



About Sales Wand

Sales Wand enables business users to analyse sales performance directly from within Excel. Purpose built for tight integration to SAP, Sales Wand is deployed within minutes and users require virtually no training to be fully self-sufficient at accessing live sales information from "Order to Cash".

Sales Wand is helping managers gain deeper business insights, collaborate more efficiently and access reliable information more quickly for effective decision making.

Key Features

- Excel Based SAP Sales reporting tool
- Report on all stages of "Order to Cash"
- Analyse business performance by 14 dimensions incl. Organisation, customer & product groupings
- "Out the Box" secure and robust SAP integration
- Real-time reporting without middleware or data warehouses

By **excel⁴apps**

Excel solutions for Oracle and SAP

EXCEL-BASED SALES REPORTING

Excel-based tools facilitate rapid user adoption, acceptance and self-sufficiency. Users can easily create, edit and publish Sales reports without the assistance of IT and with very little training. Sales Wand reports are refreshable on demand, but preserve all formatting and Excel formulae.

Eliminate the risk of creating "Islands of Information" with stand-alone spreadsheets relying on regular SAP "Data Dumps" and a complex and risky array of V-Lookup formulae and other manual data linkages.

Sales Wand securely connects directly to SAP for trusted real-time data retrieval.

Sales Wand reports are built using custom functions to retrieve Sales information for a range of dimensions. The Get Sales function for example returns a selection of key figures (Sales, Cost of Sales, Margin or Quantity) for a defined Sales Area, Organisational Area (Office or Group), Customer (Group) or Product (Group).

HIGHLIGHTS

Key Figures	Sales, Cost of Sales, Margin, Quantity
Parameters	Values, ranges, lists, list range combinations and "Excludes" are supported
Refresh on	Refresh a cell, range or workbook on demand live from SAP
Wizard driven	Use the Get Balance wizard to populate the parameters to get a live balance
Copy and Paste	Simply copy and paste Get Balance functions to build, extend, create comparatives or clone reports



www.iqxbusiness.com

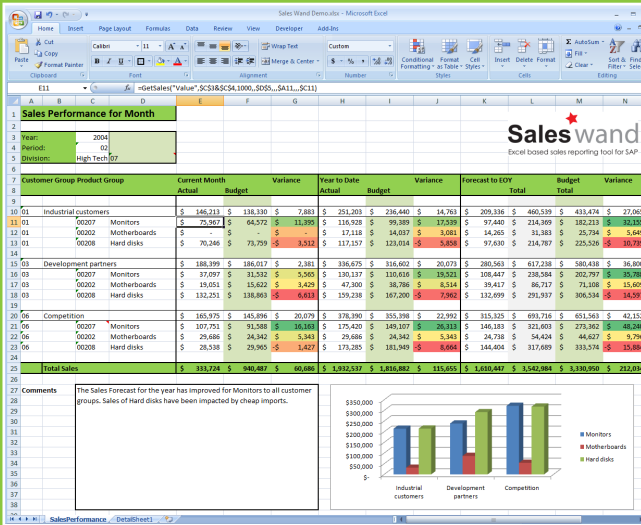
See • Share • Do

For more information call (02) 9432 7813

Key Uses

- Business unit Gross Margin Reporting
- Customer Value Reporting
- Commission Calculation
- Sales Team Performance
- Trend Analyses
- Sales Forecasting
- Pricing Analysis
- Drill to details

Free Trial available on request!



KEY BENEFITS

Business Benefits

- Easy to use
- Excel Based
- Presentation formatting
- Flexible reporting
- Enables Collaboration
- No import/export
- No data redundancy
- No Implementation
- No data replication
- Drill to line items
- Drill to Document level
- SAP Authorisations

IT Benefits

- Leverages existing investment in Microsoft and SAP technologies
- No additional license or hardware requirements
- Easy install using SAP transport mechanism
- Easy to support and fully Maintained
- Delegate Sales report writing to business users
- Suitable for senior managers and casual users

SAP SALES TOUCH POINTS

Supported Sales Dimensions	Sales Organisation, Distribution Channel, Division, Sales Office, Sales Group, Customer Group, Pricing Group, Customer, Material Group, Product Hierarchy, Material, Profit Centre, Document Type, Account Assignment
Periods	Return balances for a single period or a range of periods
Discovering	Easily populate Excel with Sales Dimensions
Search Customers and Materials	Specialist functions to populate and auto expand sets of customers & materials based on certain specified parameters.
Create List of Values	Build reporting structures on the fly with Wizard-based selection of reporting dimensions into Columns, Rows or Individual cells.
Get Balance Functions	Functions include GetSales, GetInvoices and GetCustbalances for reporting on each stage of "Order to Cash".
Create Pivot Tables	Explore your sales performance with Auto Table creation functions to dynamically present your business in Excel pivot tables
Multi-Lingual	Get descriptions of key values live from SAP for Multi-lingual reporting
Range Selections	Use RngBetween, RngList and RngCompare functions to build dynamic selection parameters.

Asynchronous Update	Asynchronous calculation refresh for maximum productivity. Refresh from SAP "on demand".
Snapshot	A dynamic Sales Wand report can be made static by creating a snapshot.
Drill-down	Drill from a Get Balance function to the line items making up that balance.
Standard SAP Security	Secure SAP authorisations enforced
Risk-Free Deployment	Installed within minutes for obligation-free trial evaluation

Fully Implemented from \$20,000



www.iqxbusiness.com

See • Share • Do

For more information call (02) 9432 7813