

timms Business Intelligence SALES

The TIMMS Business Intelligence modules, otherwise known as TIMMS BI, is a compilation of reporting and analytical tools that provide you with meaningful access to your businesses data, turning it into the knowledge required for **proactive, strategic decision-making and action**.

The importance of timely knowledge available to the right people cannot be underestimated or undervalued and TIMMS BI is more than just a reporting tool. Facilitating the process of in-depth analysis by reducing the time spent extracting and manipulating data, TIMMS BI allows more efficient analysis which increases your competitive advantage as you have an enhanced ability to detect situations and act.

The first TIMMS BI module available focuses on your Sales history with 3 methods of accessing information.

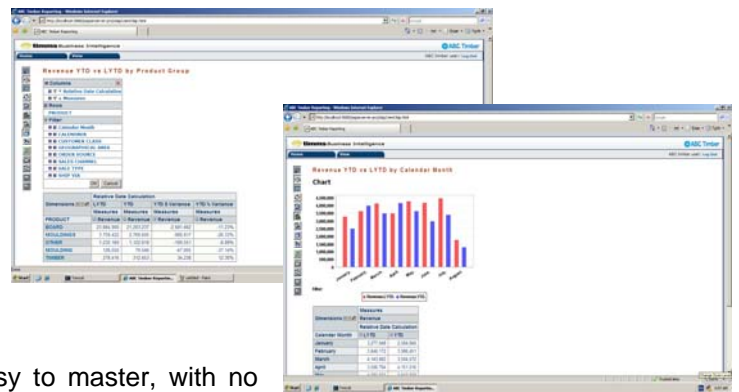
The **Executive Dashboard** provides a view of summary information to give you an instant snapshot of your businesses performance in terms of sales. It includes

- A listing of Top 5 customers, products and sales reps;
- Customer and Product profitability graphs with the Top 5 margin contributing customers and products; and
- Revenue and Margin dials providing warning status against margin thresholds.



The dashboards can be selected to drill down to more detailed information for analysis.

Analysis Views provide you with an easy to use interface to the business intelligence OLAP cube through which reports can be created 'on the fly' using a sequence of fields for customers, products, sales reps, period and geography to look at sales, costs, margins, discounts, set margins and the order lines.



Adding your report selection criteria is intuitive and easy to master, with no requirement for SQL or ODBC training. The report layout adjusts automatically and immediately to reflect any additions/removals to the report.

Standard fixed reports are provided with the TIMMS BI covering 10 of the most commonly used groupings of sales information. You can also create your own fixed reports to add to those provided as standard ensuring you have your most commonly run reports accessible at any time.



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FEATURES OF TIMMS BI

- Reports can be easily created *as required* using intuitive navigation
- Click to drill down through the data hierarchy to more detail
- Information can be represented graphically at the click of a button, choosing from a variety of bar, line, area or pie charts
- Standard reports can be exported to PDF, Excel, CSV, Word, SWL (Flash) and Analysis View reports can be exported to XLS, and PDF
- Each report generated can be distributed via a scheduling tool in various formats, such as PDF, HTML, Excel, RTF and CSV
- Existing email groups can be used for easy distribution of reports
- Automate regular reports using batch scheduling
- Distinct security levels can be implemented
- As for all TIMMS modules, TIMMS BI provides the scalability of an infrastructure that can evolve and grow with your growing businesses requirements

BENEFITS OF TIMMS BI

- Gain insight to how your business is actually performing on a day-to-day basis and compared to previous periods
- Make your data understandable, presented in a context controlled by you to facilitate in-depth analysis
- Run exception reporting to analyse and trouble-shoot, leading to an enhanced ability to determine strategic action required
- Improve business relationships through more relevant information about customers
- Flexible file formats and distribution techniques ensuring you are able to **get the right knowledge to the right people**
- Timely creation of reports to suit your business schedule means your information flows **at the right time**
- Control the access to your BI information about your businesses sales performance
- A scalable information infrastructure to cater for your business growth.

TIMMS Business Intelligence - Sales Analysis is the right tool to reduce the leg work in turning your sales data into the knowledge you need to *proactively* manage your businesses.

If you would like to find out more about TIMMS Business Intelligence and how it can be used to extract knowledge from your business data, contact Disprax on sales@disprax.com.au or call us (03) 9682 3700.

