















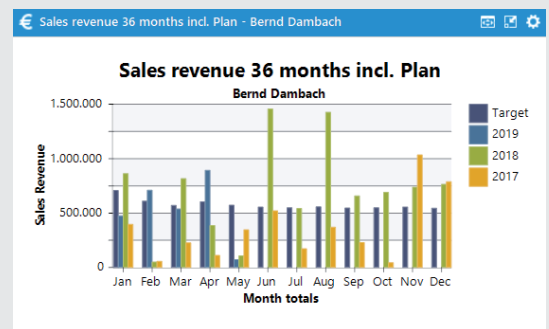
# SALES.plus SMARTCRM

- 
**BI functionalities**
  - Analysis of sales figures
  - Daily overview of sales revenues, orders, contribution margin, open items, etc.
  - Different perspectives, e.g., for the company, per customer, product, employee, sales territory
- 
**Diagrams**
  - Clearly represented diagrams
  - Different display forms, e.g., bars or pie diagrams
- 
**Target/performance comparisons**
  - Daily comparisons of the target values and the actual figures
- 
**Drill Down function**
  - Tracing back the figures from generalities into details, e.g., up to product level or invoice item level
- 
**Filter**
  - Customizable filter functions, e.g., evaluation according to time period, industry, etc.
- 
**History**
  - Monthly and annual evaluations with daily comparisons for definable previous years
- 
**Campaigns**
  - Marketing actions based on given figures
- 
**Clients**
  - Cross-client analysis
- 
**Currencies**
  - Representation in different currencies
- 
**Customization**
  - Customization of the statistics
- 
**Rights management**
  - Detailed granting of rights of use
- 
**ERP interface**
  - With SMARTCRM.ERP: import of the figures from the ERP system

## SMART in figures

SMARTCRM evaluates the figures from your ERP system in details and gives you a daily overview of the most important parameters. Because SMARTCRM is your figures CRM.

Month	2019	Target 2019	Var. Plan	2018	% 2019/2018	% 2019/2017
January	180.578	180.128	0,26%	1.929	9357,1	31,54
February	182.416	182.279	0,07%	2.188	8337,2	39,20
March	182.712	182.821	-0,59%	0	999,2	0
April	123.222	123.241	-0,02%	22.091	557,7	2,50
May	111.583	110.019	1,42%	43.022	2584,8	100,00
June	94.838	0,00	126.000	126.000	100,00	100,00
July	88.818	0,00	102.000	102.000	100,00	100,00
August	87.283	0,00	22.000	22.000	100,00	0,00
September	114.478	0,00	113.000	113.000	100,00	44,44
October	147.122	0,00	138.124	138.124	100,00	0,00
November	163.708	0,00	216.584	216.584	100,00	122,84
December	11.447	0,00	11.179	100,00	100,00	100,00
<b>Total</b>	<b>1.811.811</b>	<b>1.811.811</b>	<b>0,00%</b>	<b>422.842</b>	<b>100,00%</b>	<b>55,20</b>



See our CRM system live – free of charge and non-binding directly on your screen:  
<https://smartcrm.gmbh/en/company/online-demo>



Head Office: Georg-Todt-Straße 1, 76870 Kandel, Germany, Ph. +49 7275 98866-0, [vertrieb@smartcrm.de](mailto:vertrieb@smartcrm.de), [www.smartcrm.com](http://www.smartcrm.com)

Office in Austria: Mayrwiesstraße 11, 5300 Hallwang bei Salzburg, Austria, Ph. +43 662 870952-0, [vertrieb@smartcrm.at](mailto:vertrieb@smartcrm.at), [www.smartcrm.at](http://www.smartcrm.at)

Office in Switzerland: Juchstrasse 45, 8500 Frauenfeld, Switzerland, Ph. +41 52 770 00-50, [vertrieb@smartcrm.ch](mailto:vertrieb@smartcrm.ch), [www.smartcrm.ch](http://www.smartcrm.ch)