











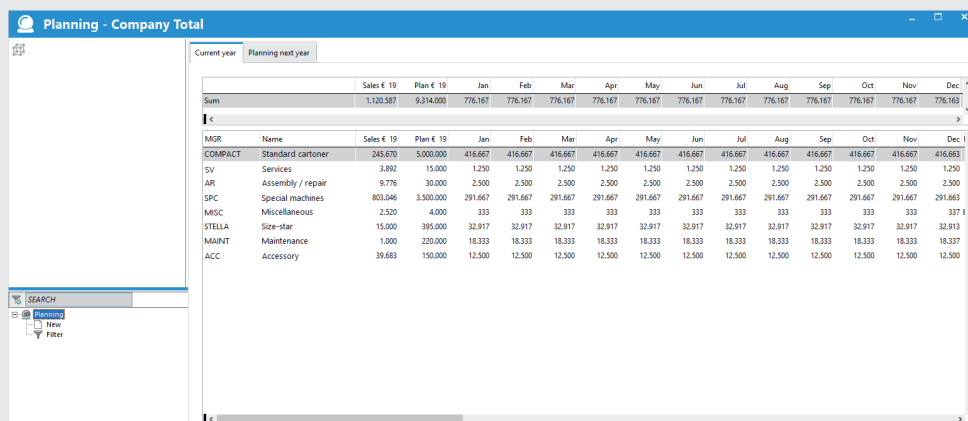


# PLANNING.Horizon

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**Different levels**
  - Planning on different levels, e.g., per customer, merchandise or product groups or product
- 
**Unit / Total**
  - Planning using quantities or total
- 
**Accumulation**
  - Assignment and accumulation of plan values per customer, seller, company
- 
**Comparison values**
  - Display of the comparison values
  - e.g., order backlog, previous year, ongoing projects, quotations
- 
**Plan adjustment**
  - Different routines to plan adjustment
- 
**Seasonal curves**
  - Planning distribution depending on seasonal curves
- 
**Product**
  - Identification of plannable products, product groups
- 
**Target / Performance comparison**
  - Updated target/performance comparisons
  - Early warning system
- 
**Field service**
  - Access to the complete CRM database over notebooks using the module SMARTCRM.Offline
- 
**ERP interface**
  - With SMARTCRM.ERP: import of figure material out of the ERP system

## Good prospect of success

SMARTCRM provides you the long-term vision without losing sight of the latest developments.



		Current year	Planning next year												
		Sales € 19	Plan € 19	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Sum</b>		1.120.587	9.314.000	776.167	776.167	776.167	776.167	776.167	776.167	776.167	776.167	776.167	776.167	776.167	776.167
<b>MGR</b>	<b>Name</b>	<b>Sales € 19</b>	<b>Plan € 19</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
COMPACT	Standard cartoner	245.670	5.000.000	416.667	416.667	416.667	416.667	416.667	416.667	416.667	416.667	416.667	416.667	416.667	416.667
SV	Services	3.892	15.000	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
AR	Assembly / repair	9.778	30.000	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500
SPC	Special machines	803.048	3.500.000	291.667	291.667	291.667	291.667	291.667	291.667	291.667	291.667	291.667	291.667	291.667	291.667
MISC	Miscellaneous	2.520	4.000	333	333	333	333	333	333	333	333	333	333	333	337 f
STELLA	Size-star	15.000	395.000	32.917	32.917	32.917	32.917	32.917	32.917	32.917	32.917	32.917	32.917	32.917	32.917
MAINT	Maintenance	1.000	220.000	18.333	18.333	18.333	18.333	18.333	18.333	18.333	18.333	18.333	18.333	18.333	18.337
ACC	Accessory	39.683	150.000	12.500	12.500	12.500	12.500	12.500	12.500	12.500	12.500	12.500	12.500	12.500	12.500

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[smartcrm.gmbh/en/company/online-demo](http://smartcrm.gmbh/en/company/online-demo)