

# Fox Collaborative Planning

'The place to go daily to track your performance and gaps during the month'

## Tracking Sales Daily

The Daily Sales Module allows everyone in the company to understand the numbers on a daily basis. The system looks at Invoiced Sales and Open Orders allowing you to project where you may close the month, find where there is an under/over performance in an Account or Sector making it easy to do something about it before it's too late.

## How the system works

Through the existing links that 'Fox' has with your systems such as SAP we can build the jigsaw to give you a picture of where your sales are during the month.

- First step is to import all of the posted sales data into our analysis services module
- The second step is to import the Open Orders that are due to invoice before month end
- The last step is to combine both parts into one file and post it in the system.

Once complete there is a full picture of actual sales, future sales and a combined view of the months sales vs. Latest Estimate and Plan allowing you to ensure Customer and Brand targets are achieved.

Description	Account	Today	MTD	Open Orders	Total	LE	Plan	% Inv	% Total
Katherine Goodchild			151,240	5,040	156,280	337,445	286,490	45%	46%
David McCulloch	Tesco		190,151	69,525	259,676	585,664	553,691	32%	44%
	Total		190,151	69,525	259,676	585,664	553,691	32%	44%
Graeme Brown		8,556	93,483	6,945	100,428	339,526	194,503	28%	30%
Vicky Easton		8,407	174,987	48,536	223,523	350,000	433,751	50%	64%
Graham Welsh		29,169	138,794		138,794	226,484	191,852	61%	61%
Denise Rutland		3,003	10,420	8,624	19,044	31,255	72,509	33%	61%
Andy Howells		67,210	166,575	20,393	186,968	267,858	337,757	62%	70%
Mark Mason		47,649	380,335	28,081	408,416	646,666	610,568	59%	63%
Kevin Huckfield		2,219	5,350	3,884	9,234	20,401	20,150	26%	45%
Mike Griffiths		1,272	46,034	-954	45,081	122,797	92,897	37%	37%
TBA4		-1,223	13,345	1,555	14,900	35,543	59,000	38%	42%
All Other		-10,092	-7,881	13,291	5,410	10,817	17,103	-73%	50%
Total		156,171	1,362,834	204,920	1,567,754	2,974,455	2,870,270	46%	53%

## How do the tools help?

- We deliver one access point for all of the current periods sales information
- It gets updated daily with actual sales and open orders
- All Sales information can be compared to Latest Estimate and Plan allowing the business to know where the month is likely to close
- It allows you to track at multiple levels to further understand where performance is coming from, Customers/Sectors/Account Managers
- Users can drill down to sku level allowing them to know what products to push and allowing the Marketing Managers to track their brand performance
- Reduces the number of questions asked of Customer performance throughout the business
- No more clogging email with excel files – now a simple email saying sales updated in Fox

