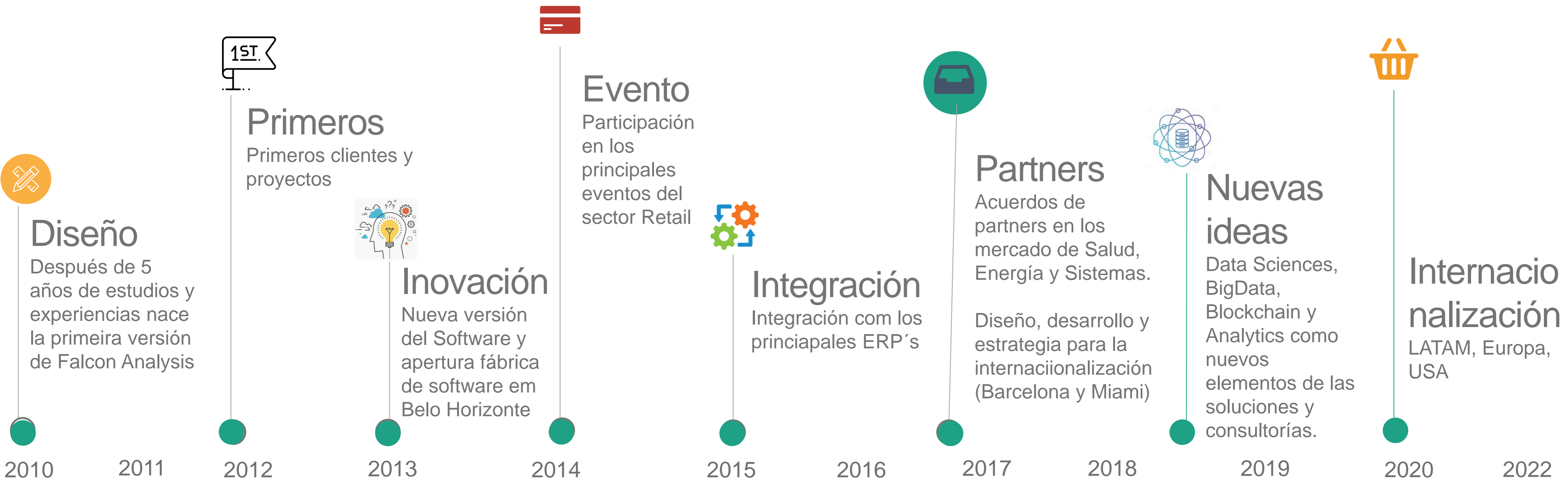


FALCON ANALYTICS

INFORMACIÓN PARA SU EMPRESA

Sage Tech Partner



PRODUCTOS Y CARACTERÍSTICAS

Sage Tech Partner

| | | | | | |
|---|---|--|---|--|---|
|  RANKING |  PERIÓDICA |  VARIACÃO |  CURVA ABC |  PAINEL |  PIVOT |
|---|---|--|---|--|---|

| | | | | | | |
|-----------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Curva ABC | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Análisis Temporales | <input checked="" type="checkbox"/> | <input type="checkbox"/> | | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Ranking | <input type="checkbox"/> | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Análisis Cruzadas | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Análisis Comparativos | <input checked="" type="checkbox"/> | | <input type="checkbox"/> | | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Filtros Dinâmicos | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Detalles Dinâmicos | <input type="checkbox"/> | | <input type="checkbox"/> | | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Cockpits/Dashboards | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | |

 Característica Principal


VENTAS
22.195.188

MARGEN
54,20%

INVENTARIO
51.943

INV. DIARIO
20

TICKETS
456

TKT PROMEDIO
312,68

PR PROMEDIO
234,78

PA
2,20
PROYECCIÓN (\$)
25.181.772
OBJETIVO
24.414.707
PROYECCIÓN
13,46%

ANÁLISIS DE VENTAS

VARIACIÓN DE VENTAS

ANÁLISIS POR SECCIÓN

TOP VENDEDORES

TOP PRODUCTOS

TOP PROVEEDOR

VENTAS POR SECCIÓN

| SECCIÓN | VENTAS | % PART | % MARGEN | GM | ID | INVENTARIO |
|------------------------|-------------------|--------------|---------------|--------------|-----------|---------------|
| ZB3 - CASUAL ML | 2.940.120 | 71,88% | 69,18% | 1.034 | 0 | 0 |
| ZT2 - LA | 2.228.994 | 54,45% | 61,43% | 107 | 0 | 0 |
| 3 - CASUAL ML | 1.704.889 | 41,68% | 68,91% | 594 | 1 | 18.613 |
| ZT3 - PV | 1.646.528 | 40,26% | 65,74% | 150 | 0 | 0 |
| ZC3 - POLO | 1.431.076 | 34,99% | 62,31% | 816 | 0 | 0 |
| ZA8 - JEANS | 1.389.313 | 33,97% | 58,68% | 375 | 0 | 0 |
| ZC2 - T SHIRT | 809.730 | 19,80% | 58,34% | 681 | 0 | 0 |
| 2 - TRICOT ML DIVERSOS | 793.052 | 19,39% | 63,68% | 253 | 1 | 12.291 |
| ZI1 - INDEFINIDO | 733.507 | 17,93% | 62,02% | 96 | 0 | 0 |
| ZH01 - INDEFINIDO | 577.103 | 14,11% | 63,40% | 223 | 0 | 0 |
| ZA9 - CHINO | 576.333 | 14,09% | 49,60% | 317 | 0 | 0 |
| ZG1 - INDEFINIDO | 532.378 | 13,02% | 65,83% | 70 | 0 | 0 |
| Total | 22.195.188 | 4,34% | 54,32% | 7.540 | 20 | 51.943 |

LOS 5 PRODUCTOS MÁS VENDIDOS (CANT.)

| | |
|----------------------------------|--------|
| LEATHER DENIM MINI PERFECTO | 78.519 |
| PIQUET POLO CLAS MC | 72.352 |
| LEATHER MOTORCYCLE | 52.305 |
| CAPUCHA DE DENIM DE PIEL VINTAGE | 50.654 |
| TRICOLINA LYCRA SLIM ITALIANA ML | 47.395 |

LOS 5 PRODUCTOS MÁS RENTABILIDAD

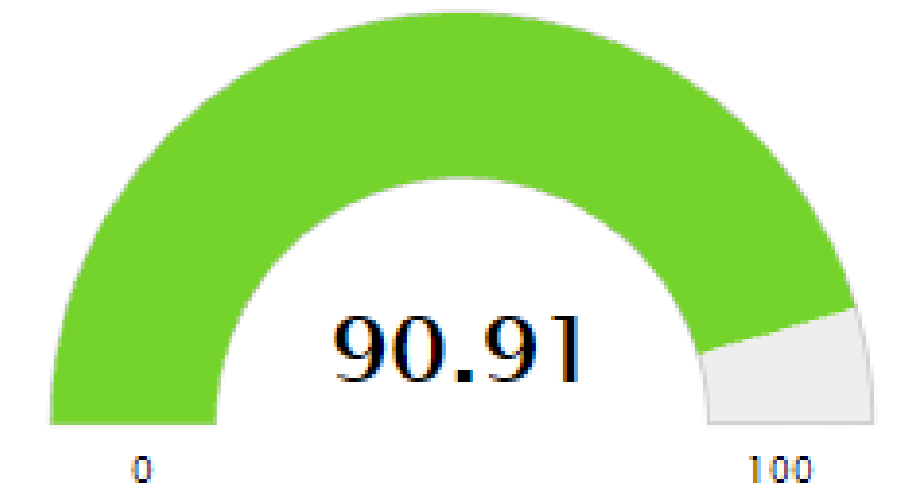
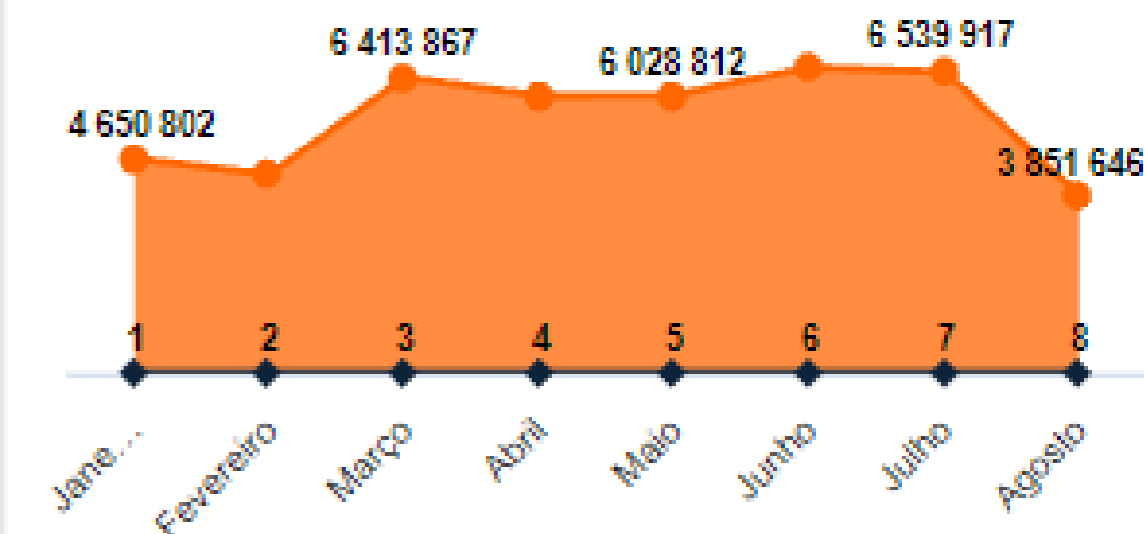
| | |
|--|--------|
| PIQUET POLO CLAS MC | 33.116 |
| STORM ELASTIC (ST) STR. FILIGRANA ELÁSTICO MUSGO (SKINNY FIT) ET.COURO | 27.408 |
| LEATHER DENIM MINI PERFECTO | 22.521 |
| NEGRO 9 LY (ST) STR. CUERO | 19.252 |

LOS 5 MEJORES VENDEDORES

| | |
|-------------------|---------|
| VICENTE ALMEIDA | 706.712 |
| ELIAS DE OLIVEIRA | 674.186 |
| RAMON BALBIN | 650.716 |
| RAQUEL CAMPOS | 576.222 |
| ISMAEL CARDOSO | 471.565 |

ENTRADA RECIENTE / PRODUCTOS NO VENTA 30 D

| | |
|--------------------------|--------|
| 308887 - 308887 - SACOLA | 995757 |
| 308870 - 308870 - SACOLA | 849336 |
| 308849 - 308849 - SACOLA | 411012 |
| 308858 - 308858 - SACOLA | 382885 |
| 416290 - 416290 - CALCIN | 369707 |

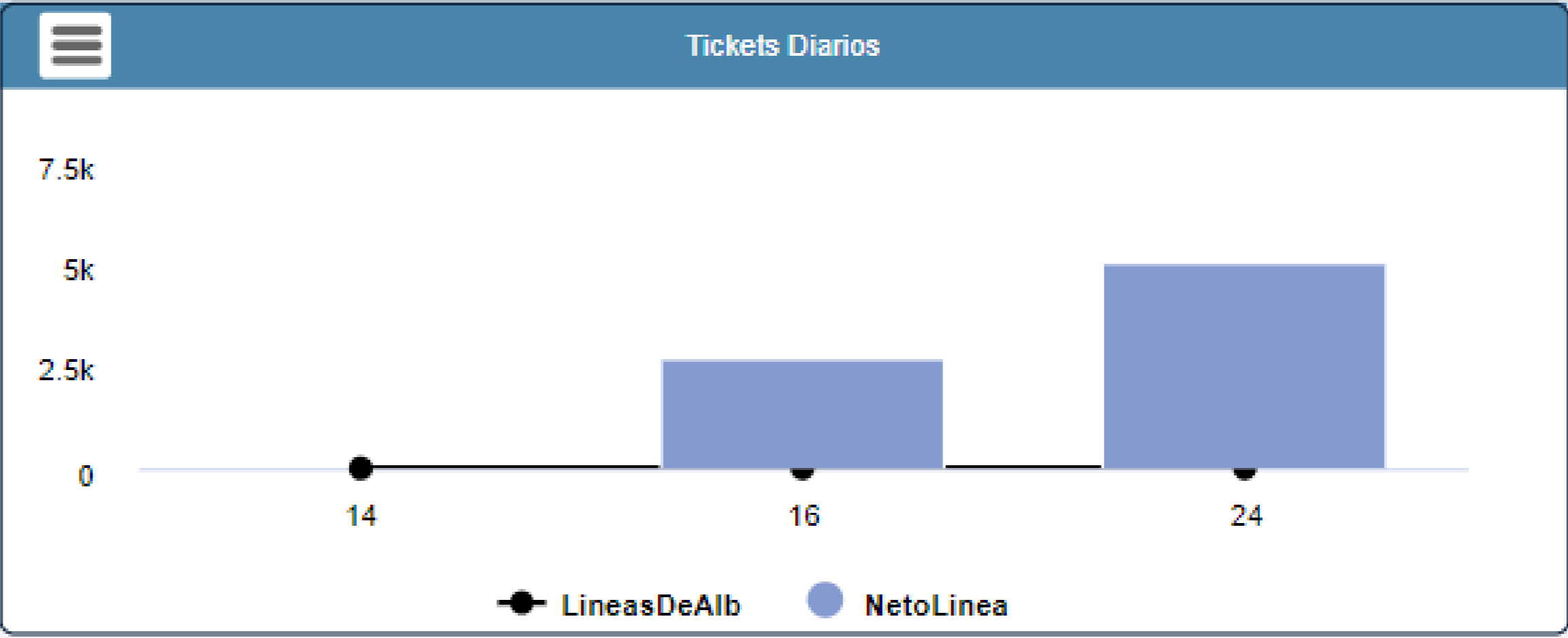
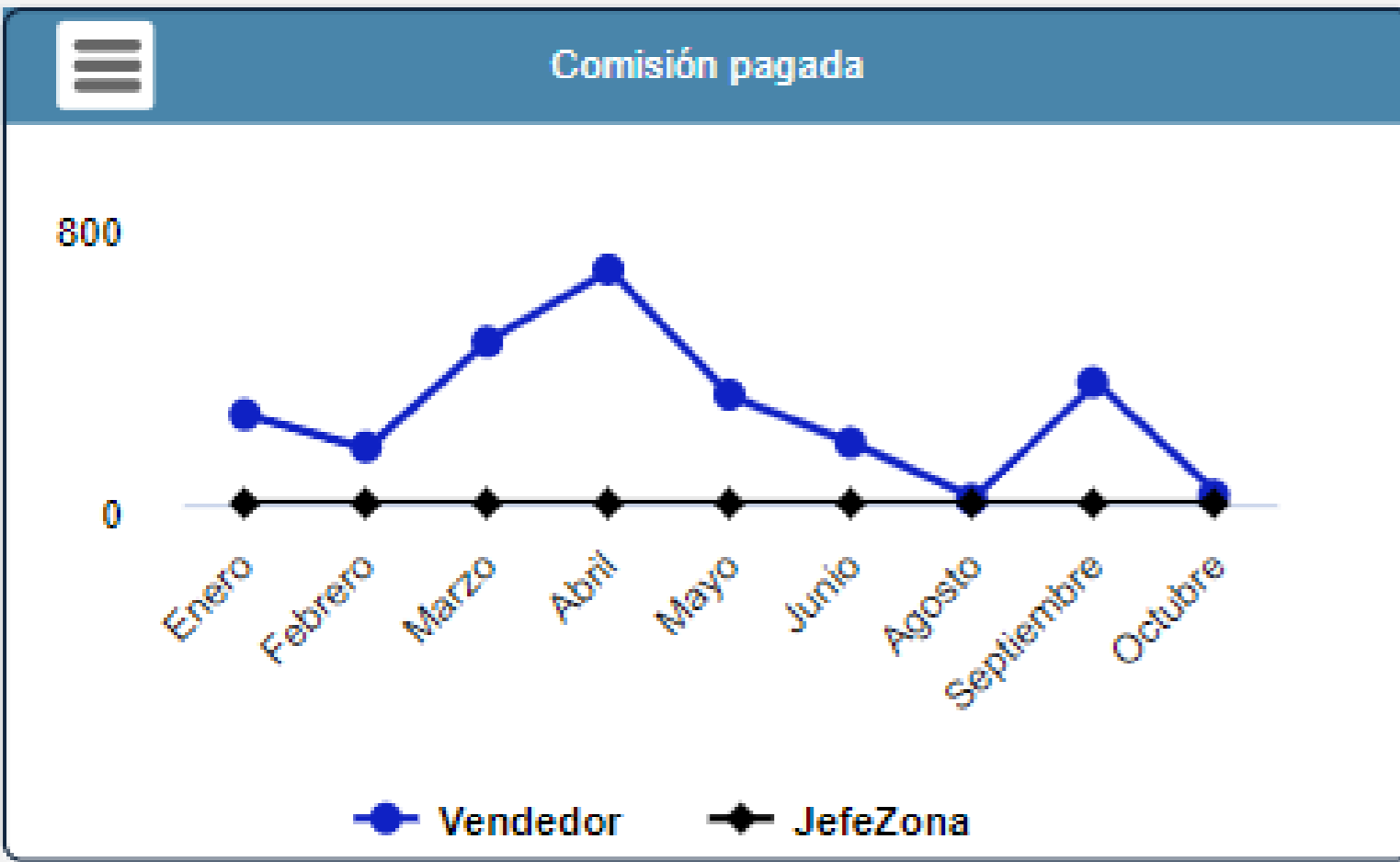
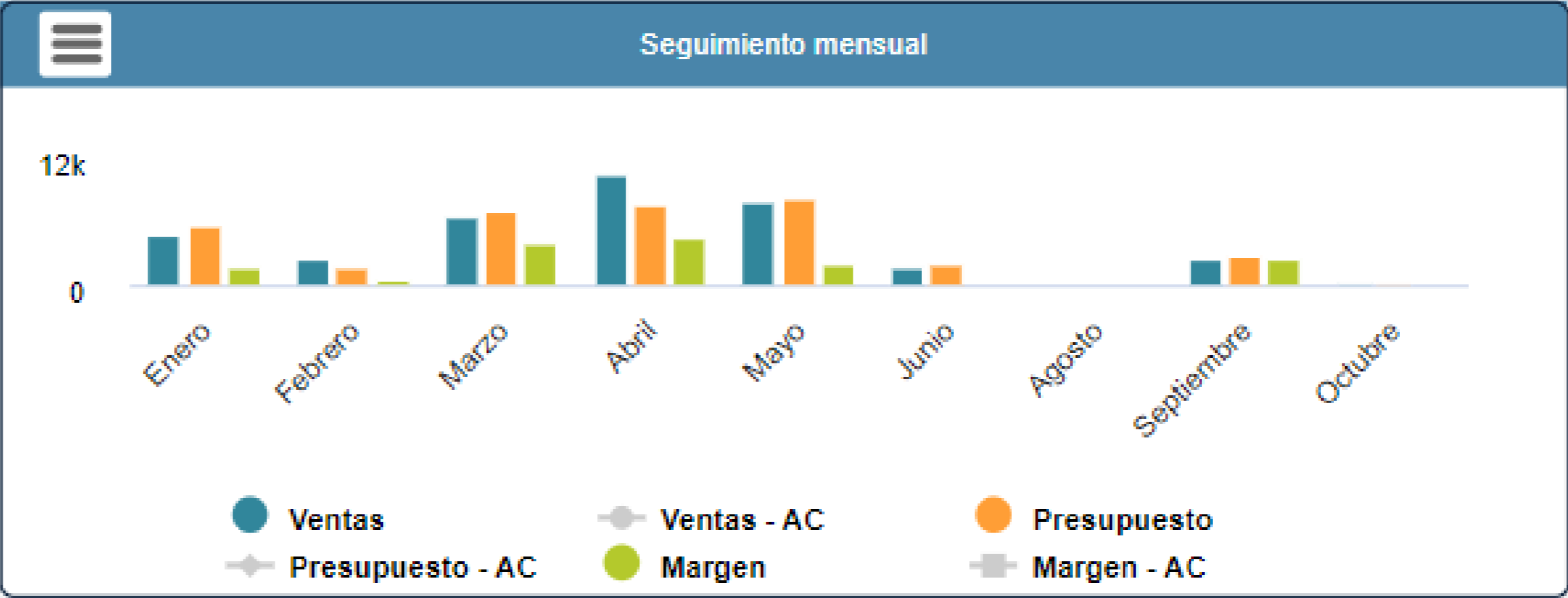

EVOLUCIÓN DE VENTAS

LOS PRODUCTOS MÁS VENDIDOS

| DESCRICAÇÃO | VENTAS R\$ | % | MARGEN |
|-----------------------------|------------------|-------|--------|
| COSTUME WOOL FLAT | 918.839 | 1,69% | 65,83% |
| CASUAL ML PUCCI STRETCH ANC | 612.845 | 1,13% | 77,88% |
| COSTUME PV SOFT FALSO LISO | 581.443 | 1,07% | 67,76% |
| 295- TERNO LISO COLETE | 564.041 | 1,04% | 61,56% |
| CHINO ALGOD DADA LYCRA PESP | 339.736 | 0,62% | 70,31% |
| CALCA CHINO SLIM | 287.976 | 0,53% | 34,03% |
| CML0458BTOC NYL CD07 | 197.408 | 0,36% | 58,66% |
| 1565- POLO FILETES STRECH | 183.524 | 0,34% | 63,33% |
| Total | 3.683.811 | | |

MOSTRAR

- VENTAS >
- COMPRAS >
- FINANZAS >
- ALMACÉN >
- LABORAL >

| | | | | | |
|---|---|---|--|--|--|
| Total Venta Bruta 6.887 Vs período anterior 209,95% | Valor Comisión de Ventas 482 Vs período anterior 54,94% | Importe Facturado 2.083 Vs período anterior -22,53% | Total Descuentos 3.444 Vs período anterior 7,00% | Total Margen 1.686 Vs período anterior -24,06% | Albaranes Sin Facturar 2 de 3 <hr/> Pedidos Pendientes Servir 11 de 33 <hr/> Precio Ofertas 6 vs 10 |
|---|---|---|--|--|--|

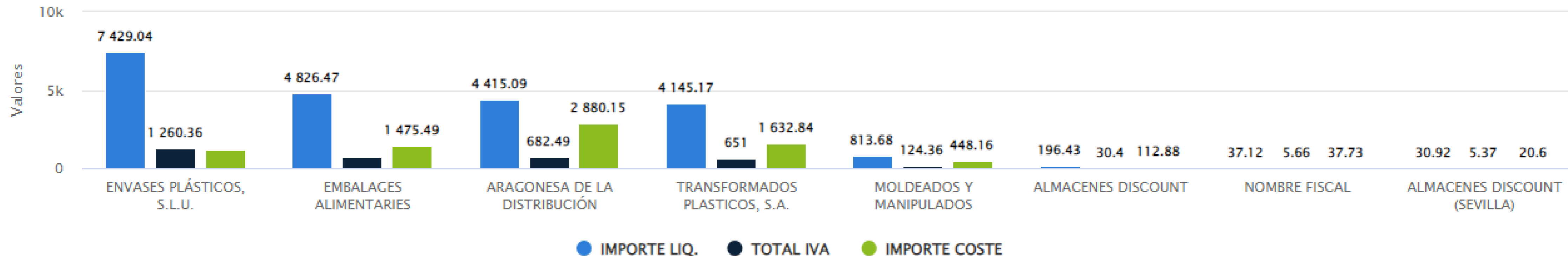


DIMENSIÓ **CLIENT** | TREPANT **Drill Entre** | CURS DEL TEMPS **15/01/2014** **27/10/2017**

RANKING PER CLIENTS CLIENT (8)

| | CODI DE CLIENT | CLIENT | IMPORT BRUT | TOTAL IVA | IMPORT COST | IMPORT COMISSIÓ | IMPORT NET | QUANTITAT |
|----------|----------------|------------------------------|------------------|-----------------|-----------------|-----------------|------------------|-----------------|
| 1 | 10001 | ENVASES PLÁSTICOS, S.L.U. | 11.620,60 | 1.260,36 | 1.205,59 | 1.021,97 | 11.608,72 | 645,05 |
| 2 | 12001 | EMBALAGES ALIMENTARIES | 4.305,50 | 736,24 | 1.475,49 | 490,83 | 4.305,50 | 350,00 |
| 3 | 10002 | ARAGONESA DE LA DISTRIBUCIÓ | 3.747,85 | 682,49 | 2.880,15 | 437,74 | 3.747,85 | 137,00 |
| 4 | 10004 | TRANSFORMADOS PLASTICOS, SA | 3.678,08 | 651,00 | 1.632,84 | 331,11 | 3.678,08 | 444,00 |
| 5 | 10005 | MOLDEJATS I MANIPULATS | 689,32 | 124,36 | 448,16 | 82,72 | 689,32 | 5,00 |
| 6 | 10003 | MAGATZEMS DISCOUNT | 183,96 | 30,40 | 112,88 | 19,92 | 183,96 | 15,00 |
| 7 | 10009 | NOM FISCAL | 35,07 | 5,66 | 37,73 | 0,00 | 31,46 | 5,00 |
| 8 | 10006 | ALMACENES DISCOUNT (SEVILLA) | 28,31 | 5,37 | 20,60 | 3,07 | 28,31 | 3,00 |
| T | | TOTAL | 24.288,69 | 3.495,88 | 7.813,44 | 2.387,36 | 24.273,20 | 1.604,05 |

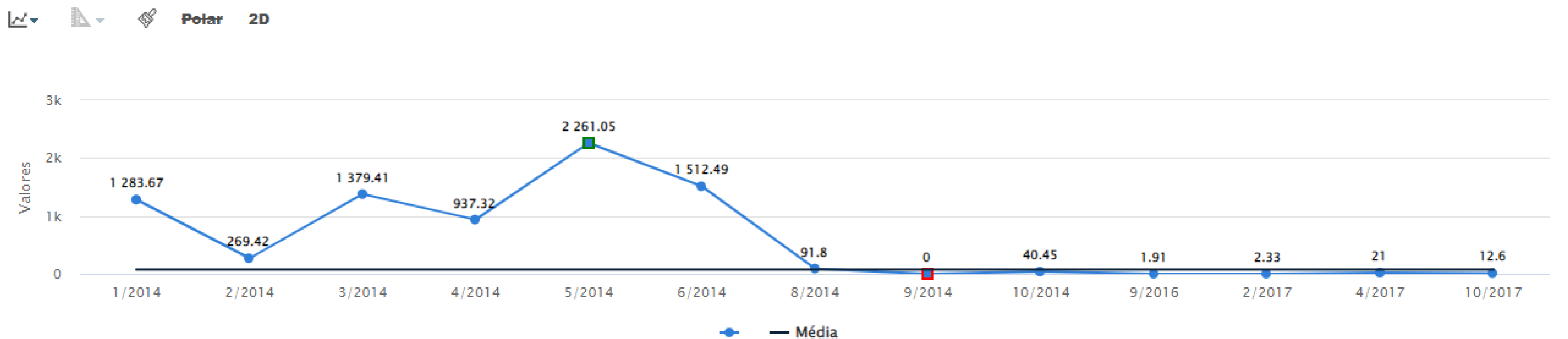
Polar **2D**



MODEL: DIMENSIONS | DIMENSIÓ: CLIENT | CURS DEL TEMPS: Mes | MÈTRIQUES: IMPORT COST | CURS DEL TEMPS: 15/01/2014 - 27/10/2017

PERIÓDICA CLIENT (8)

| | CODI DE CLIENT | CLIENT | 1/2014 | 2/2014 | 3/2014 | 4/2014 | 5/2014 | 6/2014 | 8/2014 | 9/2014 |
|---|----------------|------------------------------|----------|--------|----------|--------|----------|----------|--------|--------|
| 1 | 10003 | MAGATZEMS DISCOUNT | 66,50 | 0,00 | 0,00 | 0,00 | 46,38 | 0,00 | 0,00 | |
| 2 | 10006 | ALMACENES DISCOUNT (SEVILLA) | 0,00 | 0,00 | 0,00 | 0,00 | 20,60 | 0,00 | 0,00 | |
| 3 | 10002 | ARAGONESA DE LA DISTRIBUCIÓ | 423,40 | 58,73 | 0,00 | 0,00 | 885,53 | 1.512,49 | 0,00 | |
| 4 | 12001 | EMBALAGES ALIMENTARIES | 0,00 | 0,00 | 538,17 | 937,32 | 0,00 | 0,00 | 0,00 | |
| 5 | 10001 | ENVASES PLÁSTICOS, S.L.U. | 124,66 | 210,69 | 0,00 | 0,00 | 791,96 | 0,00 | 0,00 | |
| 6 | 10005 | MOLDEJATS I MANIPULATS | 440,00 | 0,00 | 0,00 | 0,00 | 8,16 | 0,00 | 0,00 | |
| 7 | 10009 | NOM FISCAL | 6,11 | 0,00 | 0,00 | 0,00 | 31,62 | 0,00 | 0,00 | |
| 8 | 10004 | TRANSFORMADOS PLASTICOS, SA | 223,00 | 0,00 | 841,24 | 0,00 | 476,80 | 0,00 | 91,80 | |
| T | | TOTAL | 1.283,67 | 269,42 | 1.379,41 | 937,32 | 2.261,05 | 1.512,49 | 91,80 | |



MODELO: QUANTITATIVA |
 DIMENSÃO: ARTICULO |
 MÉTRICAS: IMPORTE BRUTO |
 PERÍODO: 15/01/2014 - 27/10/2017 |
 CURVA A: 20 |
 CURVA B: 30



ABC

| Descrição | Total | Acumulado | % |
|----------------------------|------------------|-----------|----------------------------------|
| CURVA A 6/31 | | | |
| CONDUCTOR COAXIAL TV | 5.406,56 | 5.406,56 | 27,74 |
| LAMINADO PC PARA FACHADAS | 3.794,40 | 9.200,96 | 19,47 |
| CONDUCTOR RV 0,6/1KV 1X35 | 3.722,00 | 12.922,96 | 19,10 |
| LAMINADO PP PARA FACHADAS | 3.042,50 | 15.965,46 | 15,61 |
| CERTIFICACIÓN DE PROYECTOS | 1.806,07 | 17.771,53 | 9,27 |
| BIDONES PARA RECICLAJE 60L | 1.719,53 | 19.491,06 | 8,82 |
| Total: | 19.491,06 | | Representatividade: 80,25 |

CURVA B 9/31

| | | | |
|-------------------------------------|--------|----------|-------|
| SUBCONTRATACIÓN ANDAMIOS | 599,00 | 599,00 | 17,36 |
| AGENTE RETARDANTE | 517,50 | 1.116,50 | 15,00 |
| CUBO DE PLASTICO DE 10L (PPHD) | 397,37 | 1.513,87 | 11,52 |
| COLORANTE ORGÁNICO ALTO CUBRIMIENTO | 380,00 | 1.893,87 | 11,01 |
| BIDONES PARA RECICLAJE 120L | 327,29 | 2.221,16 | 9,48 |
| CUBO DE PLASTICO DE 60L (PPHD) | 325,64 | 2.546,80 | 9,44 |

CURVA C 16/31