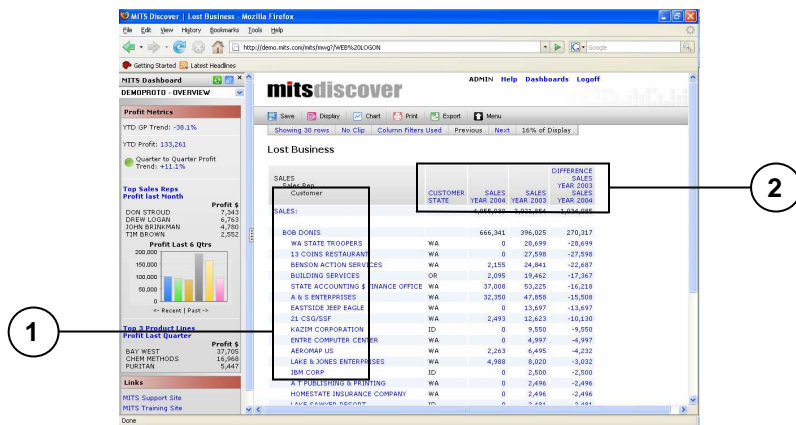


# MIT S Discover - Sales Analysis Hypercube

## Open Up Your Sales Information Like Never Before

Are you able to quickly access sales, cost, and profit data for all your warehouses, branches, or regional offices? Can you use your data to effectively create weekly, quarterly, and monthly trending reports? With **MIT S Discover**, this information can be accessed with a click of your mouse.

In today's competitive market, organizations need to be adept at analyzing their data so they can spot sales trends and allocate appropriate resources, thereby maximizing their competitive advantage. The *MIT S Discover Sales Analysis Hypercube* helps organizations analyze their sales activities and identify factors having the greatest impact on the bottom line.



**Sample Usage:** Sales are down this year for a specific product and you want to know why. With the MIT S Discover Sales Analysis Hypercube, you can view current and previous year's sales and identify the differences between these two periods of time. Then, investigate further by drilling down through customer, product line, or product to find out if a discontinued product or lost customer is causing the change in sales numbers.

With MIT S Discover, the answers are just a few clicks away.

### 1 DRILL DOWN by:

- Product
- Product Line
- Branch, Warehouse, and/or Region
- Customer
- Sales Representative
- ...or by other Client Defined fields

### 2 ANALYSE DATA by:

- Sales
- % of Total Sales
- Cost of Goods Sold
- Gross Profit Margin
- Profit
- Units Sold
- Trends
- Differences
- ...or by other Client Defined Custom formulas

**MIT S Discover** organizes your data and provides individuals within your organization the sales information they need. Data is structured in a format that makes it simple to monitor key sales activities and improve your ability to make timely tactical and strategic decisions.

- Reveal individual sales representative or regional sales activity, identifying strengths and problem areas.
- Determine if particular employees are targeting the right customers with the right products.
- View top-selling products over time to find decrease in margin or sales, as well as predict future buying trends.
- Discover where to up-sell, bundle, and/or cross-sell additional products to your existing customers.
- And much more...

Whether you need to analyze trends or track sales and profit performance over hierarchies of customers and products, the *MIT S Discover Sales Analysis Hypercube* gives organizations the control and flexibility required to access sales data and create reports quickly and easily.