

To monitor the sales, collection and age-wise outstanding
across the sales force
(Any sales-force enabled business)



ABC Company

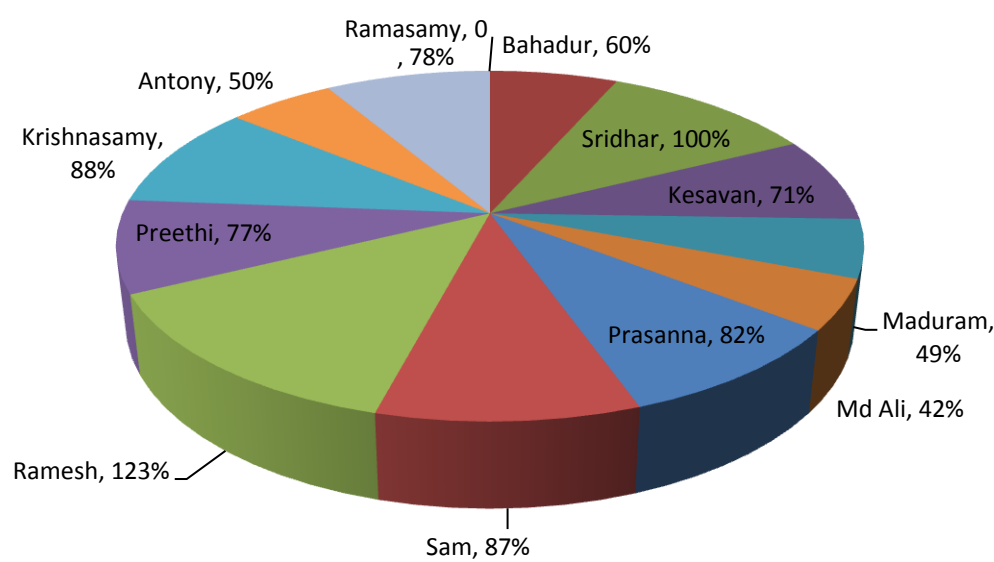
Executivewise Analysis

Chennai
Jun-2009

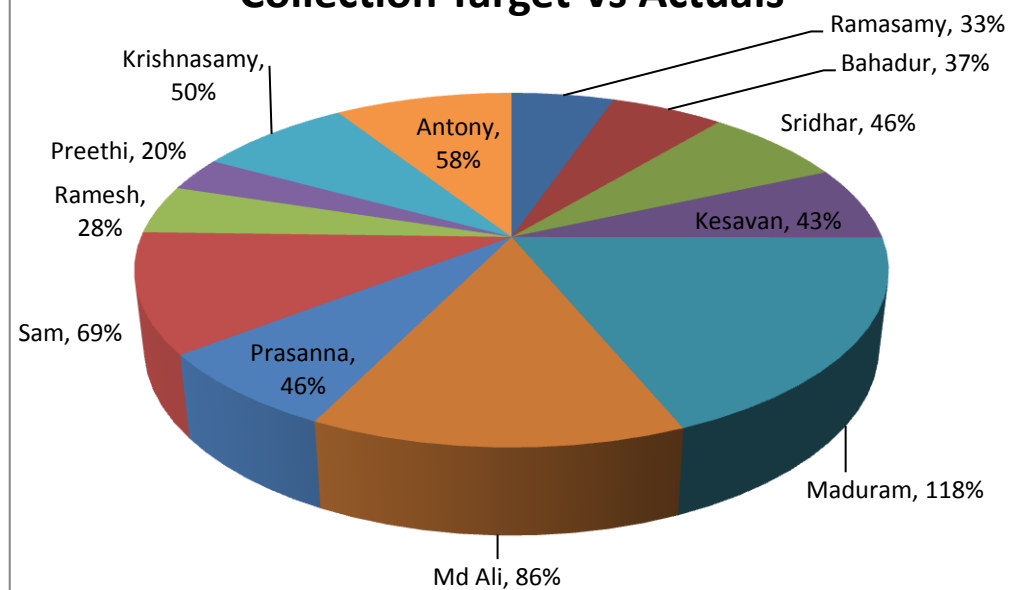
All figures in INR Lacs

Sales Executive	Sales Target	Actuals	Sales %	Collection Target	Already Collected	Collection %	Balance due	0-30 days	31-60 days	61-90 days	Above 90 days
Ramasamy	5.00	3.00	60%	6.00	2.00	33%	4.00	0.50	1.50	1.30	0.70
Bahadur	4.00	4.00	100%	3.00	1.10	37%	1.90	0.30	0.70	0.40	0.50
Sridhar	4.50	3.20	71%	5.00	2.30	46%	2.70	0.20	1.20	1.20	0.10
Kesavan	7.00	3.40	49%	8.00	3.40	43%	4.60	1.00	1.50	1.50	0.60
Maduram	5.50	2.30	42%	3.80	4.50	118%	0.00	0.00	0.00	0.00	0.00
Md Ali	5.00	4.10	82%	4.20	3.60	86%	0.60	0.10	0.20	0.20	0.10
Prasanna	6.00	5.20	87%	6.10	2.80	46%	3.30	0.90	1.20	0.70	0.50
Sam	3.00	3.70	123%	4.20	2.90	69%	1.30	0.20	0.20	0.50	0.40
Ramesh	3.50	2.70	77%	3.20	0.90	28%	2.30	0.80	0.70	0.40	0.40
Preethi	4.00	3.50	88%	5.60	1.10	20%	4.50	1.40	1.00	1.20	0.90
Krishnasamy	4.20	2.10	50%	4.00	2.00	50%	2.00	0.10	1.20	0.40	0.30
Antony	4.00	3.10	78%	2.60	1.50	58%	1.10	0.20	0.30	0.40	0.20
Grand Summary	55.70	40.30	72%	55.70	28.10	50%	28.30	5.70	9.70	8.20	4.70

Sales Target Vs Actuals



Collection Target Vs Actuals



Ageing Analysis

