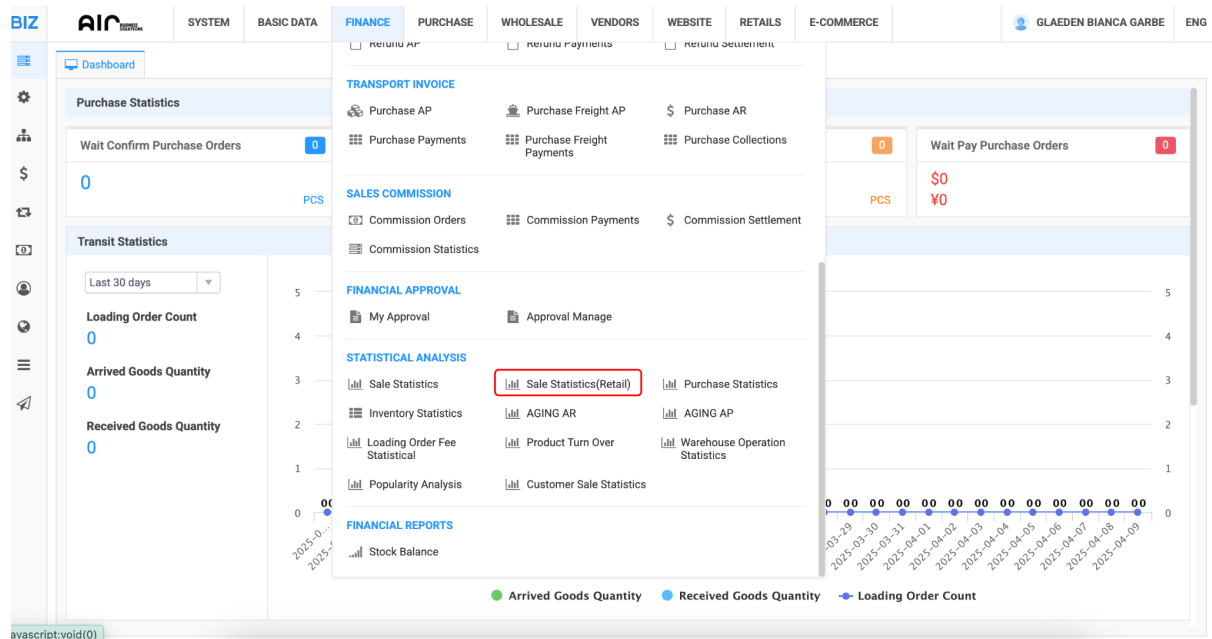


Finance - Sale Statistics (Retail)

The **Sales Statistics (Retail) Tab** in the ERP system offers valuable insights into sales performance at the shop level, customer behavior, and product movement. This tab helps users track key metrics such as item sales, gross profits, and reorder frequencies. With customizable filters and export capabilities, it provides flexibility for analysis and reporting on retail performance.

Navigation:



1. **Log in** to the ERP system.
2. Navigate to the **Sales Statistics (Retail) Tab** under the **Sales** or **Reports** section.
3. From here, you can explore the various sub-tabs like **Items**, **Customer Total**, and **Customer Details** for detailed reports.

Key Features:

BIZ

AIR

POS

SYSTEM

BASIC DATA

FINANCE

PURCHASE

WHOLESALE

VENDORS

WEBSITE

RETAILS

E-COMMERCE

GLAEDEN BIANCA GARBE

ENG

Dashboard

Sale Statistics(Retail)

Close

Export

Language

English

Number From

Number To

Date From

03/09/2025

Date To

04/09/2025

Search by Shop

POS Simple Shop

Category

Shop	Item No.	Description	Case Pack	Sold Units	Available Stock	Daily Sales Units	Sales Amount	Gross Profit	GP
POS Simple Shop	30107	Xtratuff Trash Bag Roll 13GAL 26CT White	1	20PCS	0	1PCS	\$20	\$20	10%
POS Simple Shop	90094	CC Sandal Ladies 4 Side Stripes	50	3PCS	0	1PCS/1CS	\$30	\$30	10%
POS Simple Shop	EX-58227	Splash Bottle Stainless Steel 25.4oz Classic	1	1PCS	0	1PCS	\$2	\$2	10%

24

\$52

\$52

10%

1

20

1 - 3 of 3 items

Items

Customer Total

Customer Details

Items Tab

The **Items Tab** provides detailed statistics on the items sold across different shops. The key metrics include:

- **Shop:** The name of the shop where the sales occurred.
- **Item No.:** A unique identifier for the product.
- **Description:** A detailed description of the item.
- **Case Pack:** The number of items in a case.
- **Sold Units:** Total units sold for the item.
- **Available Stock:** Current available stock of the item.
- **Daily Sales Units:** Average number of units sold per day.
- **Sales Amount:** The total revenue generated by the item.
- **Gross Profit:** The profit made after deducting the cost of goods sold.
- **GPR (Gross Profit Ratio):** Profitability indicator for the item.
- **GPR% Trend (last 30 days):** The percentage change in Gross Profit Ratio over the last 30 days.

- **Order CT:** The number of orders related to this item.
- **Customer CT:** The number of unique customers who purchased this item.
- **Reorder Frequency:** The frequency at which the item is reordered.

Export Option:

- **Export to Excel:** Allows you to export data to Excel for further analysis.

Searching and Filtering Options:

- **Language:** English/Chinese
- **Number:** Filter by Item Number (From/To)
- **Date:** Set a date range (From/To)
- **Search by Shop:** Filter by specific shop
- **Category:** Filter by item category
- **Export Option:** Export filtered results to Excel.

Customer Total Tab

The **Customer Total Tab** displays aggregate sales data for each customer, providing insights into customer performance and sales contribution.

- **Shop:** The shop associated with the customer data.
- **Customer:** The customer's name or ID.
- **Customer Category:** The category assigned to the customer.
- **Sales Employee Name:** The name of the sales employee who handled the customer.
- **Order CT:** Number of orders placed by the customer.
- **Total A/R Invoice:** The total amount of accounts receivable for the customer.
- **Gross Profit:** Profit generated from the customer's orders.
- **GPR (Gross Profit Ratio):** The profit ratio for this customer.

Searching and Filtering Options:

- **Language:** English/Chinese
- **Date:** Set a date range (From/To)
- **Search by Shop:** Filter by the shop name
- **Customer:** Filter by customer or customer range (From/To)
- **Customer Category:** Filter by customer category
- **Export Option:** Export filtered results to Excel.

Customer Details Tab

The **Customer Details Tab** provides a breakdown of the items purchased by each customer, along with the relevant purchase details:

- **Shop:** The shop linked to the customer details.
- **Item No.:** The item number of the product purchased.
- **Package:** The packaging details for the item.
- **Barcode:** The barcode associated with the item.
- **Available Stock:** The current stock available for the item.
- **Last Purchase Price:** The price at which the customer purchased the item.
- **Current Item COST:** The current cost of the item.
- **Average GPR:** The average Gross Profit Ratio for the item.
- **Last Purchased Qty:** The quantity of the item purchased last time.
- **Last Purchased Date:** The date when the item was last purchased by the customer.
- **Total Purchased Qty:** Total quantity of the item purchased by the customer.

Searching and Filtering Options:

- **Language:** English/Chinese
- **Date:** Set a date range (From/To)

- **Search by Shop:** Filter by shop name
- **Customer:** Filter by specific customer
- **Export Option:** Export the filtered data to Excel.

The **Sales Statistics (Retail) Tab** in the ERP system is a powerful tool for tracking and analyzing sales performance, customer behavior, and product trends across retail shops. By using the detailed insights provided in the **Items**, **Customer Total**, and **Customer Details** tabs, businesses can improve inventory management, refine their sales strategies, and better understand customer preferences. The available search filters and export options make it easy to customize reports and share them with stakeholders for further analysis.