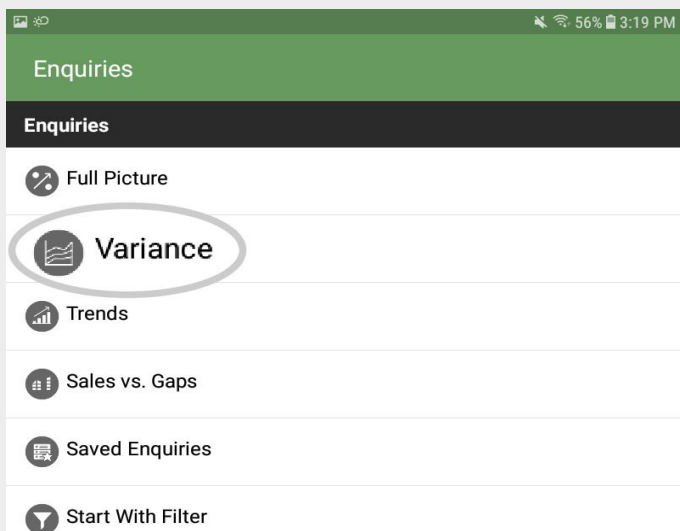
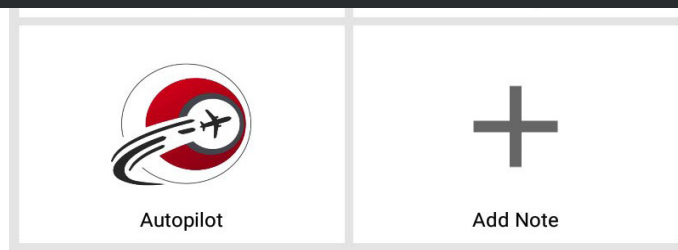


HOW TO DISCOVER WHICH OF YOUR CUSTOMERS ARE SPENDING LESS - ANDROID

This guide will show you how to use a Variance Enquiry to see which customers are spending less. The Variance Enquiry allows you to compare sales over two different date ranges to find rise or fall in spend.

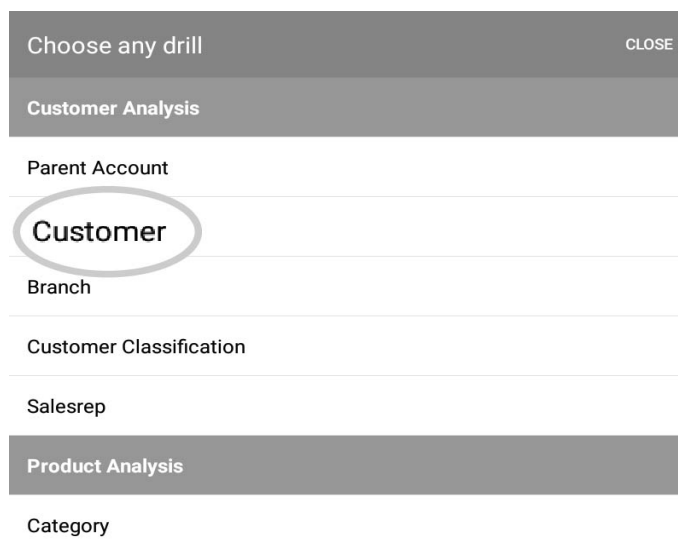
01 From the home screen of the sales-i app, tap the **Enquiries** tab.



02 Tap **Variance**.

03 Under **Customer Analysis**, tap on either **Parent Account** (bill-to) or **Customer** (ship-to).

Note: Tapping on **Parent Account** (bill-to) will show accounts that bill to the same head office in the same line of your enquiry.



Enquiries			
Variance			
... > Customer			
TOTALS: Customer			
	Variance	Range 1	Range 2
	2,835,569	92,559,491	89,723,921
P1 January 2018 - P10 October 2018 vs. P1 January 2017 - P10 October 2017			
A10127	St Michaels Spares		
	Variance	Range 1	Range 2
	-985,255	370,841	1,356,096
A06145	Shawnee Service		
	Variance	Range 1	Range 2
	-348,657	2,700,160	3,048,817
A10385	Swiss Automatic Products		
	Variance	Range 1	Range 2
	-286,300	170,699	456,999
A09660	Walker Automotive		
	Variance	Range 1	Range 2
	-238,402	1,254,214	1,492,616
A06396	Krmg Am 740		

04 sales-i will default to show your biggest shrinking customers first.

You can now see your customers spend for the current YTD vs the PYTD and the variance between the two.

These are your customers that are spending less year on year.

05 To re-sort the results in alphabetical, ascending or descending order. Tap the **Filter icon**.

Enquiries			
Variance			
... > Customer			
TOTALS: Customer			
	Variance	Range 1	Range 2
	2,835,569	92,559,491	89,723,921
P1 January 2018 - P10 October 2018 vs. P1 January 2017 - P10 October 2017			
A10127	St Michaels Spares		
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A09660	Walker Automotive		
	Variance	Range 1	Range 2
	-238,402	1,254,214	1,492,616

06 Scroll to the bottom and adjust the Sort Filters to your desired outcome. E.g. Sort direction descending and then tap the **Save icon** in the top right hand corner.

Product
Product Group
CRM
Customer Analysis
Transaction Analysis
Product Analysis
Sort Filters
Sort By Sales Value
And Variance
Sort Direction Ascending

TOTALS: Customer			
	Variance	Range 1	Range 2
	2,835,569	92,559,491	89,723,921
P1 January 2018 - P10 October 2018 vs. P1 January 2017 - P10 October 2017			
A10127	St Michaels Spares		
	Variance	Range 1	Range 2
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	Variance	Range 1	Range 2
	-286,300	170,699	456,999
A09660	Walker Automotive		

07 Top Tip: Custom Months

The default date range selected includes the current month, meaning you are comparing an incomplete month this year against a complete month last year.

You may want to even out the comparison and tell sales-i to only compare complete months.

To do so, tap the **Filter icon**.

08 Next, tap **Show Complete Months**

Enquiries

Search Filter

Date Filter

Show Complete Months

Date Range
Year To Date

Add a Filter

Customer

Parent Account

Product

Product Group

09 Finally, tap **Save**.

Enquiries

Search Filter

Date Filter

Show Complete Months

Date Range
Year To Date

Add a Filter

Customer

Parent Account

Product

Product Group