

# BUSINESS ADVISOR



## A BETTER WAY TO LOOK AT YOUR BUSINESS

Today's business solutions store a myriad of data for analysis and decision support. But if you don't have a simple, convenient tool for organizing and presenting that data in a meaningful way, analysis can be tedious, time-consuming or skipped altogether.

What if your system presented you with a "report card" of your business performance? What if you could analyze the impact that different decisions might have on your business? Would you like to know how your business performance compares to industry averages? Business Advisor™ is an executive information tool that does all this and more. It allows you to monitor key areas of your business and alerts you to potential problems—before they become real issues. More importantly, it gives you tools to accurately assess and correct problems.

Business Advisor modules offer alerts, analysis, goal tracking, viewers and business summary modules. The unique report card feature helps you view your business' performance compared to your goals. In addition, Business Advisor allows you to compare financial asset and performance ratios, and compares your performance to industry averages based on the NRHA™ and NLBMDA™ "Cost of Doing Business" studies. "What if" analysis allows you to review the impact different decisions might have on your business.

**"Business Advisor not only saves us time with our everyday tasks, it also allows us to complete time-consuming inventory and AR analysis we've never found time for in the past!"**

SHANNON GRIFFIN CARNEY  
GRIFFIN HARDWARE  
SANTA ANA, CA

## BENEFITS

- Understand and monitor those areas of your business needing attention
- Forecast the impact that business decisions might have on your cash flow
- Respond to alert conditions, such as sales-to-inventory ratios and much more
- Compare your performance to prior periods and industry averages
- Print graphs and data grids for quick, visual analysis

Alert	Type	Store	Department	Value	Cause	Low	High	Period
🟢	AR: 61-90 days			7,220	Below 10587	<10587	>35000	Month-to-Date
🔴	AR: 61-90 days			17,422	Above 2117	<1059	>2117	Month-to-Date

Alerts - Business Advisor

Date: Sat-Jan 31, 1998 Store: MAIN STREET HARDWARE Refresh

Select the Period to use for Gross Margin% Month-to-Date

Alert	Type	Store	Department	Value	Cause	Low	High	Period
🟢	AR: 1 - 30 days			7,220	Below 10587	<10587	>35000	Month-to-Date
🔴	AR: 31 - 60 days			17,422	Above 2117	<1059	>2117	Month-to-Date
🔴	AR: 61 - 90 days			21,220	Above 2117	<1059	>2117	Month-to-Date
🔴	AR: Over 90 days			3,806	Above 2117	<1059	>2117	Month-to-Date
🟢	AR Days			4	Above 0	<0	>0	Month-to-Date
🟢	GMROI	1		15	Above 1.5	<1.3	>1.5	Month-to-Date
🟢	Turns	1		25	Above 2.6	<2.2	>2.6	Month-to-Date
🟢	Sales/Inventory	1		36	Above 9.8	<2.6	>9.8	Month-to-Date
🟢	Gross Margin %	1		41	Above 39.3	<35.3	>39.3	Month-to-Date
🟢	Turns	1	1 - HARDWARE	3	Above 2.6	<2.2	>2.6	Month-to-Date
🟢	Turns	1	2 - HAND TOOLS	24	Above 2.6	<2.2	>2.6	Month-to-Date
🟢	Sales/Inventory	1	2 - HAND TOOLS	33	Above 4.1	<3.3	>4.1	Month-to-Date
🔴	Sales/Inventory	1	3 - POWER TOOLS	3	Below 3.3	<3.3	>4.1	Month-to-Date
🔴	Sales/Inventory	1	4 - PLUMBING, HEATING AND C	8	Above 4.1	<3.3	>4.1	Month-to-Date
🔴	Sales/Inventory	1	5 - ELECTRICAL	42	Above 4.1	<3.3	>4.1	Month-to-Date
🔴	Sales/Inventory	1	6 - PAINT AND SUPPLIES	76	Above 4.1	<3.3	>4.1	Month-to-Date

Business Advisor's alert screen allows you to set parameters to monitor key areas of your business.

## KEY BENEFITS OF BUSINESS ADVISOR

### View critical business data and implement changes today

- Review store, department and class-level data
- View key sales, inventory and outstanding accounts receivable data
- Quickly identify past due customers by aging categories with link to customer viewer
- Analyze items via inventory viewer link
- Perform fast and powerful online price exception review with the point-of-sale item viewer

### Analyze, identify and correct business problems

- Analyze your business with the extensive use of drill-down capabilities
- Perform "what if" analysis to see impact on your ROI
- Analyze data over several years
- Forecast the impact key decisions may have on your cash flow with "what if" analysis
- Print graphs and data grids to network printer
- Export to standard Windows® products such as Excel®

### Compare your business performance for better decision-making

- Review and compare key business areas with the easy-to-use graph engine
- Review key performance, asset and productivity ratios over extended time frames
- Compare your store's performance to industry averages from NRHA and NLBMDA "Cost of Doing Business" surveys
- Create a report card of your business and measure performance to previous days, months, years, goals and key industry statistics

### Don't miss a thing with Business Advisor's "Alert" functions

- Establish parameters and monitor performances in key areas of your business
- Alert conditions include such areas as GMROI, turns, sales-to-inventory ratios, gross margin, outstanding accounts receivable and more
- Build and store custom data views for easy recall and review

## ABOUT ACTIVANT

Activant, a leading technology provider of business management solutions serving small and medium-sized businesses, offers customers tailored proprietary software, professional services, content, supply chain connectivity, and analytics. Activant's systems are designed to help customers increase sales, boost productivity, operate more cost-efficiently, improve inventory turns and enhance trading partner relationships.

To learn more about this or other Activant products and services, please call 800.538.8597.



Activant Solutions Inc. • 7683 Southfront Road • Livermore, CA 94551  
Phone: 888.448.2636 • E-mail: [industry.marketing@activant.com](mailto:industry.marketing@activant.com) • [www.activant.com](http://www.activant.com)

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