

Whats New in Salesmatrix V3



Salesmatrix v3 builds on the strengths of Salesmatrix version 2. The wealth of feedback provided by Salesmatrix users over the past 3 years, has resulted in a product that is more powerful, easier to use and provides more useful business knowledge than ever before.

The following lists the key feature enhancements incorporated into Salesmatrix version 3. It does not cover minor bug fixes or subtle changes to improve functionality.

1. No limit to grid Columns

In version 2 of Salesmatrix, users were limited to views of up to 250 columns. Values from columns greater than the 250-column limit were lumped into a column called sundry items. Now it is possible to see columns up to a limit of 2million. Of course, this is dependant on memory resources in the users machine, but Salesmatrix v3 has been tested on grids of greater than 2 million cells (e.g. 2000 columns by 1000 rows)

2. Updated XP standard interface

New style icons have been introduced and the interface has been altered in subtle ways to give users

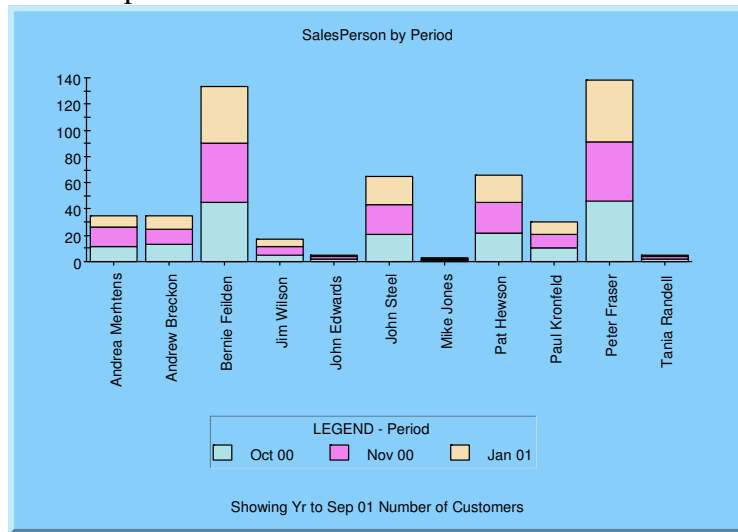


a more modern software experience. See attached screen shots.

The screenshot shows the Salesmatrix V3 - Fruitiesv3 application window. The menu is open, showing options like New, Save Category Set..., Load Category Set..., Export View to Excel..., Create Subset..., Select Output..., Print Setup, Print Preview, Print..., Properties..., and Exit. The main window displays a data table titled 'Customer by Period' showing data for February 2005. The table has columns for Customer, Total, Mar 04, and Apr 04. The data is as follows:

Customer	Total	Mar 04	Apr 04
Patients Meals ...	356	0	0
Distributors	2,898	818	332
Park: Hotel	849	59	51
Foods	3,449	0	0
New Zealand	412	0	0
point Liquorland	871	30	57
pp Manners St...	1,626	0	0
own Highland...	866	0	-51
own Lower H...	685	0	0
own Nelson e...	1,847	326	154
Countdown Papakur...	1,035	0	0
Countdown Priritua ...	652	-2	15

3. New Graphics module



A powerful graphics module has been added to Salesmatrix to facilitate the graphing of any column or row in the Salesmatrix grid. Surrounding rows/columns can also be graphed for comparative purposes with a few mouse clicks. Output can be easily saved to disk, copied to other windows applications or sent to print.

4. Quadrants mode

The customer aspect has been extended from 2 categories to 5. The quadrant mode allows the

Customer Quadrant View Region by Retention for all Salesman
Showing Feb 2005 Year Number of Customers

Views	Salesman	Region	Total	Gained	Re-gained	Retained - Increased	Retained - Decreased	Lost
		Central NI	22	0	1	20	1	0
		Chch	9	0	0	7	2	0
		Hawkes Bay	27	0	0	23	4	0
		North Auckland	17	0	0	15	2	0
		Northern SI	12	0	0	6	5	1
		Otago Sthland	13	0	2	3	6	1
		South Auckland	23	0	2	17	4	0
		Special Accounts	59	1	16	30	5	5
		Unknown	23	0	1	16	4	0
		Wellington	34	0	3	22	8	0
		GRAND TOTAL	239	1	25	159	41	7

customers aspect to be evaluated in category-by-category views. For example if the data is imported showing customers in regional and business type categories, after running a retention assessment, customer retention can be viewed in quadrant mode by region or business type.

Alternatively if you want to do textbook quadrant analysis of your customer base; e.g. key customers the business needs (relies on) versus customers who rely on our business, the category and quadrant tools easily allow this.

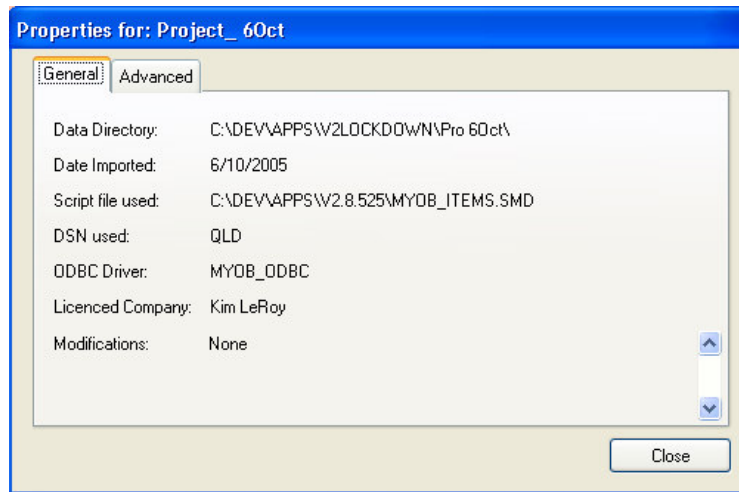
The drill down on each cell in quadrant mode shows all four aspects of the cell – Products, Customers, Sales channel and Period.

5. Simpler importing interface

The importing interface has been simplified to make the process easier and less confusing to first time users.

6. Enhanced tracking for dataset properties and issue tracking

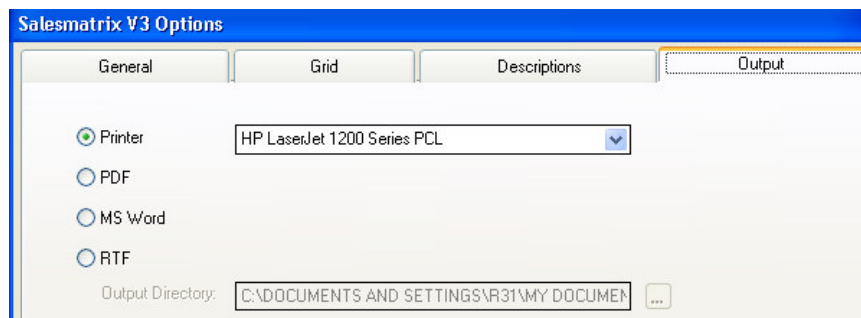
A new option in the File menu allows users to see how and when the dataset was imported and any



modifications that have been made to the data since the import. The advanced tab shows the SQL used during the import assisting users who want to modify their current scripts, or check any perceived discrepancies in the dataset.

7. PDF, RTF and MS Word output

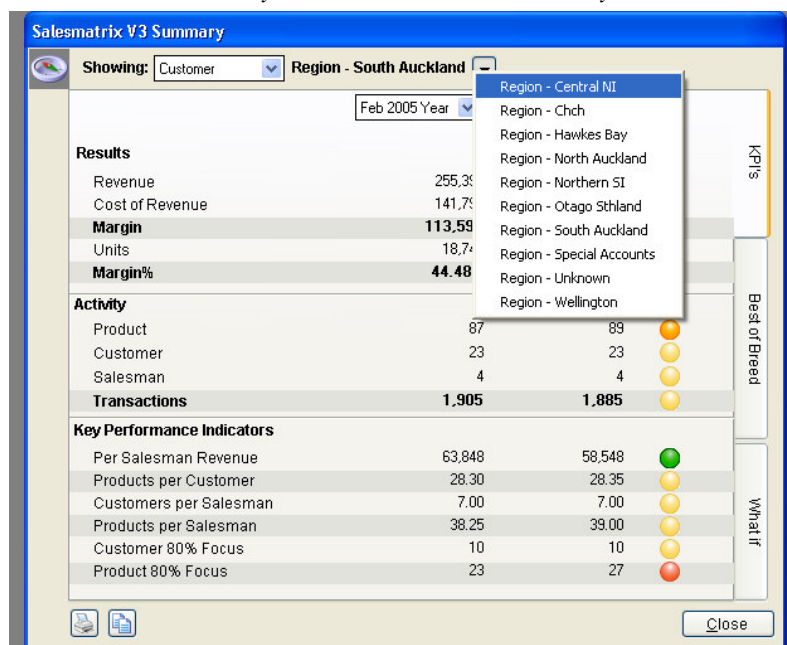
All reports generated by Salesmatrix now have the option of being directly to PDF, RTF or MS



Word. The users do not have to have a PDF writer installed – Salesmatrix v3 contains all the necessary routines.

8. New dashboard summary with filters

The dashboard summary screen now contains the ability to view data using a filtering system. The



user is now able to view key data and KPI's by segment or individual aspect member. For example: one sales branch's performance, one chain of customer stores, or one supplier's items. The dashboard can also produce a summary report that can be directly used for a periodic sales report. New KPI's have been added to the interface

- a. Revenue per sales channel
- b. No. of Products purchased per customer
- c. No. of Customers per sales channel
- d. No. of Products sold per sales channel
- e. No. of Customers and Products in the 80% focus

9. Performance values on grid

New performance values have been added to the grid showing number of aspect items in each cell.

Salesman by Period									
Showing Feb 2005 Year Number of Products									
All	Quarterly	Annual							
Salesman	Total	Mar 04	Apr 04	May 04	Jun 04	Jul 04	Aug 04	Sep 04	
Andrea Merhtens	143	43	37	32	31	33	42	37	
Andrew Breckon	165	32	26			40	38	46	
Bernie Feilden	108	54	54			54	58	63	
Jim Wilson	84	38	32					41	
John Edwards	89	18	15					18	
John Steel	89	45	47					52	
Mike Jones	111	38	41					28	
Pat Hewson	184	100	100					99	
Paul Kronfeld	114	57	25			19	30	25	
Peter Fraser	119	55	55			60	63	61	
Tania Randell	95	30	26			22	26	34	
GRAND TOTAL	240	149	148			135	145	151	

For example in Salesman by Period view, a user can now view the number of individual products a salesman sold in each period, and the number of customers he sold to. This is an extremely powerful new tool for analyzing the comparative performance of your sales team or your products in your market.

10. Customizable traffic light colours

Something many users have requested – control over the colours of traffic lights. Users now have the

Salesman by Period							
Showing Feb 2005 Year Margin%							
All	Quarterly	Annual					
Salesman	Total	Mar 04	Apr 04	May 04	Jun 04	Jul 04	
Andrea Merhtens	51	53	43	53	49	45	
Andrew Breckon	49	53	57	55	56	52	
Bernie Feilden	50	51	53	52	52	51	
Jim Wilson	47	51	51	29	51	53	
John Edwards	50	47	47	39	49	54	
John Steel	41	43	45	46	46	45	
Mike Jones	52	53	28	54	55	41	
Pat Hewson	44	42	53	47	48	51	
Paul Kronfeld	33	14	35	38	31	41	
Peter Fraser	49	49	47	49	47	48	
Tania Randell	52	48	51	53	52	54	
GRAND TOTAL	46	46	49	48	48	49	

option for example of highlighting only the “Reds” or “Greens” of the traffic lights (pictured above), or changing the tones to suit the colour schemes of terminal server environment.



11. New Licensing scheme

A new more secure licensing scheme has been introduced that will ultimately allow users to register and upgrade etc online.

12. Export of Dataset subsets

Possibly the most powerful new functionality. This option allows a user to create a filtered dataset

Create Subset

Customer All Equals Region - South Auckland

And
 Or

Product All Equals Brand - Kewl

And
 Or

Salesman All Equals -

Values Included Cost Units

Transactions 586 of 40417 Total Transactions

from an existing dataset. For example if the head office wants to send a Salesmatrix dataset to one supplier containing only that suppliers products, or send a dataset to one branch, sales team or salesman, this is now possible with a few click of the mouse – no scripting required!