



## C-FAR SALES MODULE

Harness the reporting ability of the EnterpriseOne & World Accounts Receivable module with Cetova's C-FAR, the most powerful end-user reporting tool in the industry!

### SALES REPORTING & ANALYSIS FEATURES

#### Sales Reporting

Report sales activity by customer (bill-to, ship-to, parent, etc.), product (line, family, item group, etc.), segment (market, industry, etc.), territory (salesperson, region, district, etc.), and facility (Branch/Plant, distribution center, etc.), etc.

#### Margin Analysis

Display sales, cost of sales, margin, margin %, units, unit of measure for customer, product, segment, territory, and facility, etc. on the same report.

#### Ranking

Rank sales by customers, products, segments, territories, and facilities, etc.

#### Consolidation of Disparate Databases

Consolidate data across multiple database instances (physically separate databases).

#### Reporting by Period

Report comparatively period over period, (year over year, etc.), by Date (order date, ship date, season, etc.), and by Relative Date (daily sales, etc.).

#### Selective Reporting of Sales Transactions

Transactions reporting based on Order Type (sales, inter-company sales, returns, scrap, rework, etc.), order Type relationships (eg, Contract Sales and Call Off orders), and Order Status (open, shipped, combined open and shipped, back-ordered, backlogged, cancelled, etc.).

#### Drill-Down

Drill-down to view underlying transactions detail at any level of detail.

“We needed a way to pull data from our ERP system and we were attracted to Cetova because of its fast implementation and true user-friendly functionality.”

– Carol Knouse, CIO LVMH Fashion Group Americas

## ENTERPRISEONE & WORLD FEATURES

### Source transaction system files

- F0005: User Defined Codes
- F0006: Business Unit Master
- F0010: Company Constants
- F0013: Currency Codes
- F0101: Address Book
- F40205: Line Type Control
- F4101: Item Master
- F4102: Item Branch/Plant
- F41021: Item Balance/Location
- F4201: Sales Order Header
- F4211: Sales Order Detail
- F92XX: Data Dictionary

### Simple field and column identification

Fully integrated with the PeopleSoft Data Dictionary with fields and columns referenced by clear generic labels rather than by cryptic field aliases.

### Unconstrained financial reporting hierarchies

Hierarchy depth is unlimited, and reporting is not constrained by Account 'Level of Detail' and unstructured Category Codes.

### PeopleSoft EnterpriseOne migration

Planning to upgrade from PeopleSoft World? Install Cetova now and immediately use your C-FAR reports - no migration efforts required.

## USER PRODUCTIVITY FEATURES

### Spreadsheet user interface

Familiar look and feel with intuitive Explorer-like interface.

### Formatting

Select borders, shading, underlines, fonts, etc.

### Conditional Expressions

Set arguments for displaying columns and rows in reports.

### Accounting conventions for variance signs

Mathematical signs for variances can be displayed according to accounting conventions on retrieval rows, total rows, and columns.

### Output Formats

Output reports directly into Excel, pdf, and HTML.

## CETOVA IS A GL ASSOCIATES COMPANY

Cetova was established in 2001 as a subsidiary of GL Associates – a leading consulting firm for ERP systems and custom software development since 1980. Cetova products reflect our experience providing hundreds of large and small businesses with superior reporting systems.

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