



## Sales vs. Invoice vs. Gross Profit mini-app

Close the gap between your pipeline and actual billings

### The problem

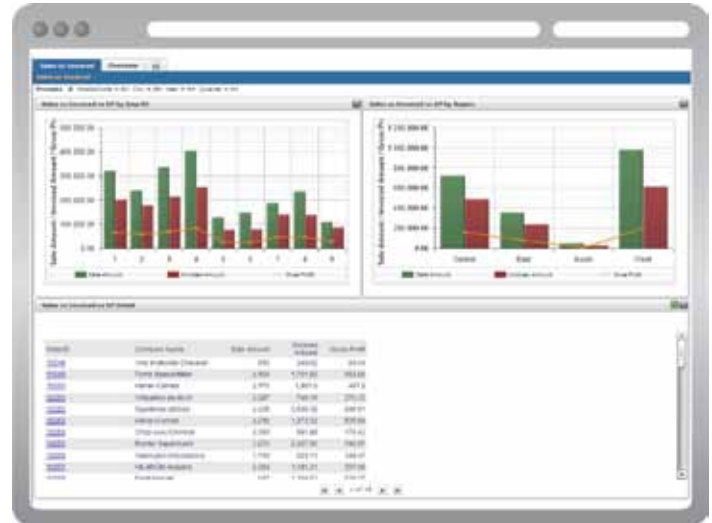
Sales teams are optimistic, and as a result, pipelines tend to be exaggerated. What you quote up front is rarely what shows up on the final invoice. And that gap can wreak havoc on your quarter.

### The answer

Imagine if you could see the discrepancies between what you quote and what actually gets billed. Advantenon can integrate your CRM with your billing system so you can compare each quote to the final sales price, and to the invoice price. So you know where the gaps are and where your quarter will really end up.

### Mini-app Highlights

- Compare pipeline data with actual closed sale and invoice figures
- Compare invoice figures with gross profit amounts
- Identify real-time discrepancies between your pipeline and invoiced amounts
- Break down data by customer, vertical market, sales rep or region
- Drill down through multiple levels, i.e., region to territory to sales rep
- Connect to data in your CRM, billing and other systems in real time
- Get accurate, detailed information and meaningful analysis with drill-down ability
- See actionable, real-time data to make better-informed decisions
- See colorful, easy-to-read charts and graphs
- Access data on any platform, even mobile devices



Compare closed amounts with amounts invoiced and gross profit by rep, region or other criteria.



View gross profit for invoiced amounts by time period or geography.



**advantenon**

MINI-APPS FOR NIMBLE BI

Learn more online at [www.advantenon.com](http://www.advantenon.com)

## Reports & dashboards included

- Sales vs. invoiced vs. GP by employee ID
- Sales vs. invoiced vs. GP by region
- Sale amount vs. invoiced vs. GP by order ID
- Gross profit by order date
- Gross profit by geography (city, region, country, etc.)

## Data sources we can connect to

- Pipeline info from CRM system
- Invoice data from accounting system
- User-created spreadsheets
- Text file extracts from other systems
- Databases from other systems (SQL Server, Oracle, etc.)

## Price

\$7,450

This price includes the mini-app, all reports and dashboards, and integration to your custom data sources.



View and interact with the same data on your mobile device.