

# exactboard

## THE EXCEL DASHBOARD

**SALES REPORT TOOL**  
Exact Construct GmbH | © 2015 | Version 1.0.0.0

**TOP 10**

Region: **All**

**2015 Top 10 Clients**

| Rank | Client    | 2015         | 2014          | Variance       | In %  | 2013          | Variance       | In %  |
|------|-----------|--------------|---------------|----------------|-------|---------------|----------------|-------|
| 1    | Client 1  | 5 309 939,80 | 27 879 857,24 | -22 569 917,44 | -4,81 | 31 859 639,28 | -26 549 699,48 | -8,83 |
| 2    | Client 4  | 4 664 278,00 | 24 402 589,12 | -19 738 311,12 | -4,81 | 27 905 648,40 | -23 239 369,40 | -8,83 |
| 3    | Client 5  | 4 551 377,04 | 22 752 812,10 | -18 201 435,06 | -4,80 | 27 808 242,24 | -22 254 869,20 | -8,83 |
| 4    | Client 2  | 3 957 919,00 | 20 251 205,50 | -16 293 286,50 | -4,81 | 29 147 586,00 | -25 189 669,00 | -8,83 |
| 5    | Client 7  | 3 151 177,80 | 27 205 651,40 | -24 054 473,60 | -4,89 | 17 401 042,80 | -14 250 869,00 | -8,83 |
| 6    | Client 9  | 2 276 688,52 | 21 297 856,36 | -19 021 167,84 | -4,89 | 13 054 131,12 | -11 778 442,60 | -8,83 |
| 7    | Client 3  | 1 554 759,36 | 8 141 512,40  | -6 586 753,04  | -4,81 | 9 329 556,16  | -7 773 796,80  | -8,83 |
| 8    | Client 6  | 1 554 759,36 | 8 141 512,40  | -6 586 753,04  | -4,82 | 9 329 556,16  | -7 773 796,80  | -8,83 |
| 9    | Client 8  | 581 014,76   | 5 441 176,48  | -4 860 161,72  | -4,89 | 3 488 204,56  | -2 905 179,80  | -8,83 |
| 10   | Client 10 | 578 689,65   | 5 409 458,69  | -4 830 769,04  | -4,89 | 3 472 137,90  | -2 893 448,25  | -8,83 |

**2014 Top 10 Clients**

| Rank | Client    | 2014          | 2013         | Variance      | In % | 2012          | Variance      | In %   |
|------|-----------|---------------|--------------|---------------|------|---------------|---------------|--------|
| 1    | Client 1  | 27 879 857,24 | 5 309 939,80 | 22 569 917,44 | 4,25 | 31 859 639,28 | -3 979 781,04 | -12,47 |
| 2    | Client 7  | 27 205 651,40 | 4 664 278,00 | 22 541 373,40 | 4,83 | 27 905 648,40 | -779 997,00   | -2,79  |
| 3    | Client 4  | 24 402 589,12 | 4 551 377,04 | 19 851 212,08 | 4,38 | 27 808 242,24 | -3 405 653,12 | -12,25 |
| 4    | Client 5  | 22 752 812,10 | 3 957 919,00 | 18 794 893,10 | 4,90 | 29 147 586,00 | -6 394 773,90 | -21,94 |
| 5    | Client 9  | 21 297 856,36 | 2 276 688,52 | 19 021 167,84 | 4,29 | 17 401 042,80 | 3 696 813,56  | 21,24  |
| 6    | Client 2  | 20 251 205,50 | 2 276 688,52 | 17 974 517,00 | 7,90 | 13 054 131,12 | 6 920 385,88  | 52,28  |
| 7    | Client 6  | 8 141 512,40  | 1 554 759,36 | 6 586 753,04  | 4,50 | 9 329 556,16  | -779 043,76   | -8,36  |
| 8    | Client 3  | 8 141 512,40  | 1 554 759,36 | 6 586 753,04  | 4,25 | 9 329 556,16  | -1 187 043,76 | -12,61 |
| 9    | Client 8  | 5 441 176,48  | 581 014,76   | 4 860 161,72  | 8,33 | 3 488 204,56  | 1 952 971,92  | 55,99  |
| 10   | Client 10 | 5 409 458,69  | 578 689,65   | 4 830 769,04  | 8,33 | 3 472 137,90  | 1 937 320,79  | 55,56  |

**2013 Top 10 Clients**

| Rank | Client    | 2013          | 2012          | Variance      | In %  | 2011         | Variance      | In % |
|------|-----------|---------------|---------------|---------------|-------|--------------|---------------|------|
| 1    | Client 1  | 31 859 639,28 | 27 879 857,24 | 3 979 782,04  | 6,14  | 5 309 939,80 | 26 549 699,48 | 5,00 |
| 2    | Client 4  | 27 905 648,40 | 24 402 589,12 | 3 503 059,28  | 6,14  | 4 664 278,00 | 23 239 369,40 | 5,00 |
| 3    | Client 5  | 27 808 242,24 | 22 752 812,10 | 5 055 430,14  | 6,23  | 4 551 377,04 | 22 254 869,20 | 5,00 |
| 4    | Client 2  | 29 147 586,00 | 20 251 205,50 | 8 896 380,50  | 6,14  | 3 957 919,00 | 25 189 669,00 | 5,00 |
| 5    | Client 7  | 17 401 042,80 | 27 205 651,40 | -9 804 608,60 | -4,36 | 2 276 688,52 | 15 124 354,28 | 5,00 |
| 6    | Client 9  | 13 054 131,12 | 21 297 856,36 | -8 243 725,24 | -4,36 | 2 276 688,52 | 11 027 142,60 | 5,00 |
| 7    | Client 3  | 9 329 556,16  | 8 141 512,40  | 1 188 043,76  | 6,14  | 1 554 759,36 | 7 773 796,80  | 5,00 |
| 8    | Client 6  | 9 329 556,16  | 8 141 512,40  | 1 188 043,76  | 6,09  | 1 554 759,36 | 7 773 796,80  | 5,00 |
| 9    | Client 8  | 3 488 204,56  | 5 441 176,48  | -1 952 971,92 | -4,36 | 581 014,76   | 2 905 179,80  | 5,00 |
| 10   | Client 10 | 3 472 137,90  | 5 409 458,69  | -1 937 320,79 | -4,36 | 578 689,65   | 2 893 448,25  | 5,00 |

### EXACTBOARD - THE EXCEL DASHBOARD

exactboard analyzes sales data for you using Excel. You specify what you want to analyze and what the result should look like. exactboard isn't just standard software; instead, we customize this Excel tool to your needs.

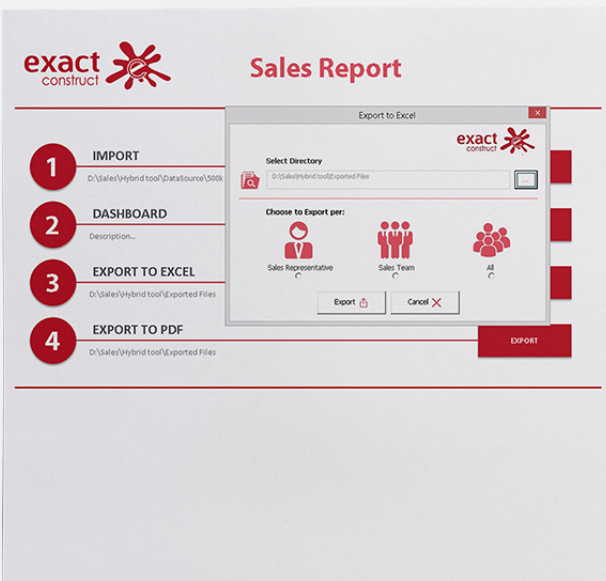
exactboard also directly prepares your results for you. Clearly formatted tables, charts created with one click, and graphs can be directly integrated into presentations.

### SALES ANALYSIS WITH EXACTBOARD


Perform complex analyses of your sales figures more quickly and simply using exactboard. You can easily show your company's development over the past years, quarters, or months; exactboard analyzes the progress of orders or sales spread over individual periods of time, or cumulatively. You can perform trend analyses and YTD analyses by pushing a button.

### PRESENTATIONS WITH EXACTBOARD

Furthermore, you can directly present the analyses in the form of charts or clearly formatted tables. Using exactboard, you can filter and sort your sales, for example, by products sold, client, or sales region. For presentations and your own planning, exactboard also graphically depicts the results of the analyses in a clear manner, and at the same time, generates a PDF that you can send via email. You decide which graphics and which tables you want to have in exactboard.



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## THE EXCEL DASHBOARD



### • INDIVIDUAL REPORT FOR EACH SALESPERSON

Exactboard includes a function with which you can generate an individual report for each seller by pressing only one button. Regardless of whether you have five employees or 100 employees in sales, every employee receives a personal report. The tool not only creates a report for each seller, but the reports are also filed in the correct folder for each respective member of the sales staff. The tedious and error-prone preparation of sales figures is no more, and your sales staff can focus on their core business.

### • ALL FUNCTIONS AT A GLANCE:

- Analysis of sales figures
- Identification of trends
- Automatic creation of charts
- Aggregation of information in clear tables
- Sorting of data according to additional criteria: clients, regions, periods of time

### ADDITIONAL ADVANTAGES FOR YOU:

exactboard is powerful – You can also rely on exactboard for big data. Large quantities of data are processed using PowerPivot so all of the functions can be easily applied to extensive amounts of data, and the Excel file doesn't become slow and large.

exactboard is easy to operate – If you can start Excel, you can also use exactboard.

exactboard is secure - All of the data remains with you, because exactboard works offline, without sending data to external servers. You can use exactboard on any device that is running Microsoft Excel.

### • TECHNICAL REQUIREMENTS

To use exactboard, you need a device that already has Excel installed (Excel 2010 or higher). exactboard works without installation and is, therefore, also ready for immediate use in large companies with a central IT department (no admin privileges necessary).

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## THE EXCEL DASHBOARD

### NEXT STEPS

- **PERSONAL WEBINAR**

If you're not fully convinced by exactboard, contact us so we can personally present the tool to you and answer your questions. We use TeamViewer for the presentation so you're able to see our screen from a distance.

- **OFFER**

Each exactboard is individually tailored to the customer; in this respect, your costs depend on how much of our time is required for adjustments. To present you with a quote, we require a sample set of raw data and a list of the charts, tables, and other analyses you desire (top 10 customers, for example). We will subsequently send you a binding quote.



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