

# MISSING SALES REPORT

- Using the Power of Data Analytics in MDS
- You can now see customer's that were buying an item from you that are no longer doing so, reach out and win back the business you lost.

# SALES TOOLS

# SALES MANAGEMENT

- Missing Sales Re

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File Edit Settings Reset Tools Mode Standard Functions Special Functions Refresh Dashboard Help

MDS Menu Find

Home Back Help

1.Prospect Call Selection  
2.Prospect Call Maintenance  
3.Sales Management Custom Field Maintenance  
4.Task List Selection  
5.Task Maintenance  
6.Memorized/Recurring Orders  
7.Specials/Template Creation from (SALES-4)  
8.Copy Specials/Template from Quote/Order  
9.Specials/Template Maintenance  
10.Monthly Specials Crystal Report  
11.Customer Order Form (Sales History)  
12.Prospect Blast Email  
13.CRM File Maintenance Menu  
14.CRM Reporting Menu  
15.Missing Sales Crystal Report  
16.Missing Sales Report  
17.Targeted Potential Sales

Tasks

Date	Time	Description	Status	D...	O...	Task Nu...
6/12/2013	8:00am	TESTING TASK	Past			0000001

Charts

Charts Key Indicators

Chart One Chart Two

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Help Ok/End Insert Delete Prev Next Inquiry Cancel Off Popup

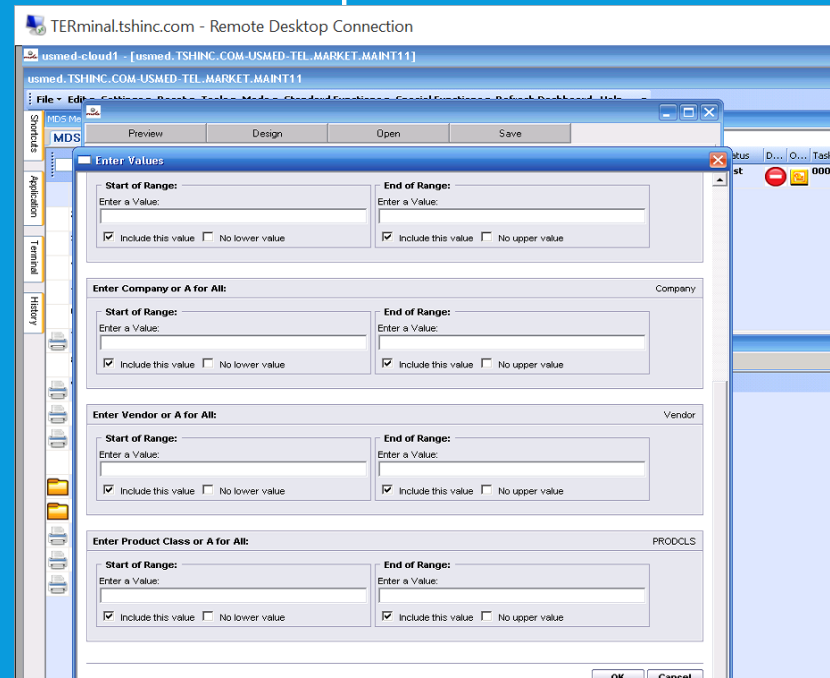
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# OPTIONS AVAILABLE

- Fiscal Period for Sales
  - Number of Periods to have No Sales
  - Number of Periods to go back
  - Filter out the Number of Units to include on the Report
- 
- Choose a Customer or All
  - Filter by:
    - Vendor
    - Product Class
    - Company



# REPORT OUTPUT IN CRYSTAL

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Preview Design Open Save

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BusinessObjects

Preview 100119: MED PEDS ASSOC

100119: MED PEDS ASSOC

MISSING SALES REPORT

FROM FISCAL PERIOD 1510 FOR 1 PERIODS OF ZERO SALES AND TOTAL SALES OF 37 PERIODS 10/21/15 19:41:00

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PRODUCT CODE	DESCRIPTION	U/M	VENDOR	P/C	PREVIOUS 36 PERIODS 1509 TO 0000		LAST 1 PERIODS 1510 TO 1510	
					UNITS	SALES	UNITS	SALES
BAY-2161	MULTISTIX 10SG REAGENT STRIPS	BX	HCS	003	7	294	0	0
BD-305443	SHARPS COLLECTOR RED 5.40T SIDE	EA	NDC	002	33	154	0	0
MDG-M300-10	BASIN EMESIS 500CC KIDNEY NAUVE	EA	NDC	002	60	14	0	0
HID-2-100-1205	HOUPNPIECE SPIROMETER DISP 25/BX	BX	HID	002	5	269	0	0
FEI-0000902740	DEPO-MEDROL INJ MDV 20MG/ML 5ML/VL	EA	INS	007	7	148	0	0
PRO-P157117	GAUZE SPONGE 4''X4'' 8PLY 18	BX	NDC	001	7	30	0	0
PRO-P907016	ALCOHOL ISOPROPYL RUBBING 70% 16 OZ	EA	NDC	001	8	13	0	0
PRO-P929021	LANCET SAFETY 21G NORMAL FLOW	BX	NDC	001	2	50	0	0
SEM-SM103	GLOVE EXAM STERILE LATEX MEDIUM	BX	NDC	002	20	114	0	0
100119	<u>MED PEDS ASSOC</u>				149	1087	0	0
01	<u>US MedSource, LLC</u>				149	1087	0	0
	FINAL RESULT				149	1087	0	0

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# TEXT BASED MISSING SALES REPORT

FROM FISCAL PERIOD 0503 FOR 3 PERIODS OF ZERO SALES AND TOTAL SALES OF 13 PERIODS

PRODUCT CODE	DESCRIPTION	U/M	VENDOR	P/C	PREVIOUS 10 PERIODS 0412 TO 0403		LAST 3 PERIODS 0503 TO 0501		
					UNITS	SALES\$	UNITS	SALES\$	
CUSTOMER# MERCYCIND		CUSTOMER NAME MEDICAL ASSOCIATES OF		-----					
EN91	BATTERY AA	EA	BATTERY	045	72	31	0	0	
CUST# MERCYCIND					72	31	0	0	
CUSTOMER# MERCYCJA		CUSTOMER NAME MERCY CARE JOHNSON AVENUE		-----					
4882	EMESIS BASIN 9" 500CC	EA	ABCO	030	287	43	0	0	
CUST# MERCYCJA					287	43	0	0	
CUSTOMER# MERCYMCC		CUSTOMER NAME MERCY MEDICAL CENTER		-----					
2322	GAUZE SPONGE 4X4 STR 10'S	PK	ABCO	002	96	117	0	0	
4712	CALCULI STRAINER PLAST.	EA	ABCO	030	100	163	0	0	
CUST# MERCYMCC					196	280	0	0	
CUSTOMER# UMC		CUSTOMER NAME UNIVERSITY MEDICAL CENTER		-----					
04900	BULB HALOGEN 3.5V	EA	ABCO	052	60	1332	0	0	
1915-100	ELECTRODE, EKG FASTRACK	PK	CONMED	014	90	773	0	0	
22003	SPECULA, GREEN, 3MM	EA	ABCO	049	100	250	0	0	
22004	SPECULA, GREEN, 4MM	EA	ABCO	049	100	305	0	0	
26-04	GLOVES, POLY UNISIZE	PK	CYPRESS	006	200	205	0	0	
4882	EMESIS BASIN 9" 500CC	EA	ABCO	030	1500	177	0	0	
MS22002	SPECULA OTO 2MM REUSABLE	EA	ABCO	049	100	250	0	0	
MSFMS102	GLOVES NS PWDR FREE SMALL	CS	SEMPERM	006	75	4463	0	0	
MSFMS103	GLOVES NS PWDR FREE MKD	CS	SEMPERM	006	73	4344	0	0	
MSFMS104	GLOVES NS PWDR FREE LGE	CS	SEMPERM	006	185	11008	0	0	