PS Monitoring

Sales Reports

This section covers various types of reports that can be generated from sales data for analysis and monitoring purposes.

Report Module Guide: PS Monitoring

Module Location

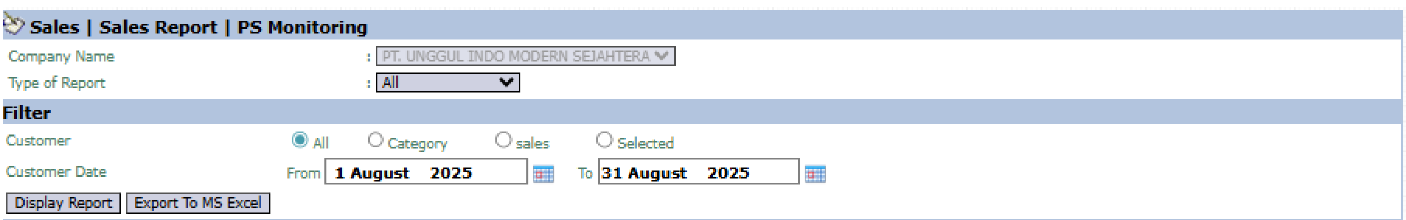
Sales > Reports > Customer Reports > PS Monitoring

Module Objective

The **PS Monitoring** report module is used to generate a very comprehensive sales monitoring report. This report is designed to track sales performance in detail, linking customer information, product details by category, all the way to logistics documents like Shipment Notes and Invoices.

1. Report Parameters (Filter)

The main page of this module is a form containing several parameters to customize the report that will be generated.



Here is an explanation for each parameter:

- **Customer**:

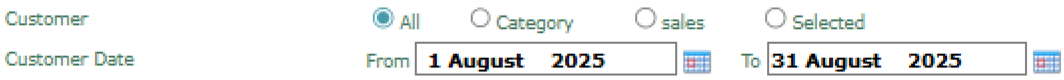
- Select the customer scope for the report: **All**, **Category** (by Category), **sales** (by Salesman), or **Selected** (for a specific Customer).

- **Customer Date**:
    - Specify the **From** and **To** date range to define the period of sales transactions to be displayed (e.g., August 1, 2025, to August 31, 2025).

2. Steps to Generate the Report

Step 1: Set Report Parameters

Select all the parameters you need, especially defining the **Customer Date** range and the **Customer** scope.



Step 2: Generate the Report

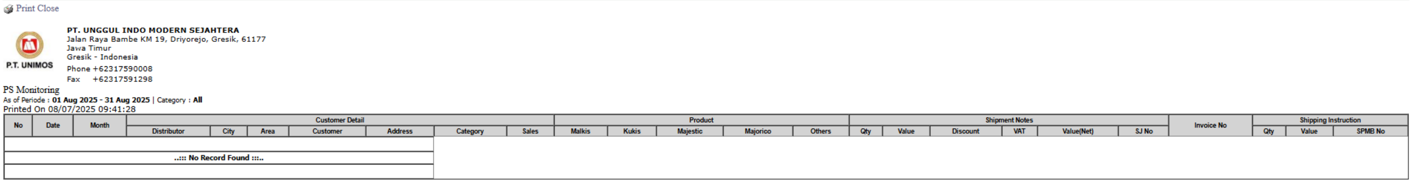
After all parameters are set, click one of the two buttons in the bottom-left section of the page:

- **Display Report**: To preview the monitoring report directly on your screen.

- **Export To MS Excel**: To download the report data in an Excel file format.

3. Example of the Report View

After you click, the system will generate a detailed report like the following, which provides a comprehensive view of sales activity.



Print Close

PT. UNGGUL INDO MODERN SEJAHTERA
Jalan Raya Bambe KM 19, Driyorejo, Gresik, 61177
Jawa Timur
Gresik - Indonesia
Phone +62317590008
Fax +62317591298

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PS Monitoring
As of Periode : **01 Aug 2025 - 31 Aug 2025** | Category : **All**
Printed On 08/07/2025 09:41:28

No	Date	Month	Customer Detail							Product					Shipment Notes						Invoice No	Shipping Instruction		
			Distributor	City	Area	Customer	Address	Category	Sales	Malkis	Kukis	Majestic	Majorico	Others	Qty	Value	Discount	VAT	Value(Net)	SJ No		Qty	Value	SPMB No
..::: No Record Found :::..																								

Report Explanation: This report presents data in a highly detailed table format for monitoring from various perspectives.

Key Columns:

- **Customer Detail**: Displays complete customer information, from Distributor, City, to Address.
- **Product**: Details sales by product category or brand such as Kukis, Majestic, and others.
- **Shipment Notes & Invoice No**: Links the sales data with the relevant logistics and billing documents.

Tips & Important Notes

- Use this report to get a **360-degree view** of sales activity within a single period.
- Filtering by the **sales** option is very useful for evaluating the sales performance per individual salesperson.
- This report is very suitable for in-depth sales analysis by the **Sales Analyst** and **Sales Management** teams.

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