

Case Study: Special Sales Incentive (“Spiff”) Report

A customer wanted to periodically give his salesmen a special incentive if they sold a set of brake pads together with a pair of brake rotors. These items would need to be sold on the same invoice in order to qualify for the incentive.

The Problem:

Prior to installing AutoCube it usually took the customer a couple hours of custom programming to produce this report from his sales and inventory system. The process was complicated by the fact that the customer had several different brake products lines, and these incentives often varied based upon the customer’s overstock levels and/or the occasional vendor incentive program. Because of these variables it was impractical to create a hard-coded program, so our customer was forced to manually select the data each time he wished to create this report, and then paste the results into Excel where it could then be sorted and analyzed.

The Solution:

Using AutoCube our customer was able to produce this report in less than 5 minutes. They simply had to select filters for the time period and product line/category, then sort the report and analyze.

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Brake rotors/pads spiff report from AutoCube.

Column A shows the Salesperson and all of their invoices that contained items with the selected product lines and categories.

	A	B	C	D	E
1	Region-Loc	GEORGIA			
2	Invoice Date	Q4			
3					
4		Column Labels			
5		▣ WAB			
6		⊕ 01-DRUM AND ROTOR		⊕ 03-PADS	
7	Row Labels	Qty Shp	Ext Price	Qty Shp	Ext Price
8	▣ AEB -AEB WRITER	20	1,065.41	86	3,010.92
9	15-63957	4	108.02	1	23.67
10	15-60305	2	99.08		
11	15-61902	2	98.24		
12	15-59013	2	163.30	1	32.08
13	15-64964	2	72.60		
14	15-59100	2	97.32	1	41.92
15	15-60535	2	95.10		
16	15-63811	1	174.93		
17	15-59559	1	56.48	1	50.58
18	15-59360	1	47.63		
19	15-59694	1	56.48		
20	15-61215			1	32.13
21	15-63300			1	32.08
85	▣ ALG -ALG WRITER	12	760.96	152	5,591.41
86	9-63438	2	137.12	1	30.78
87	9-72156	2	148.64	1	59.36
88	9-63752	2	113.38		
89	9-60891	2	63.64	1	27.63

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The qualifying invoices are easily identified – there must be a quantity of at least (2) rotors (Column B) and a quantity of at least (1) brake pad set (Column D). They are highlighted in yellow for this example.

	A	B	C	D	E
1	Region-Loc	GEORGIA			
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3					
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5		⊖ WAB			
6		⊕ 01-DRUM AND ROTOR		⊕ 03-PADS	
7	Row Labels	Qty Shp	Ext Price	Qty Shp	Ext Price
8	⊖ AEB -AEB WRITER		20 1,065.41	86	3,010.92
9	15-63957		4 108.02	1	23.67
10	15-60305		2 99.08		
11	15-61902		2 98.24		
12	15-59013		2 163.30	1	32.08
13	15-64964		2 72.60		
14	15-59100		2 97.32	1	41.92
15	15-60535		2 95.10		
16	15-63811		1 174.93		
17	15-59559		1 56.48	1	50.58
18	15-59360		1 47.63		
19	15-59694		1 56.48		
20	15-61215			1	32.13
21	15-63300			1	32.08
85	⊖ ALG -ALG WRITER		12 760.96	152	5,591.41
86	9-63438		2 137.12	1	30.78
87	9-72156		2 148.64	1	59.36
88	9-63752		2 113.38		
89	9-60891		2 63.64	1	27.63
90	9-61165		2 99.48		
91	9-74318		2 198.70	1	35.09
92	9-75313			1	53.88