

Happy New Year!

Thoughtful Systems would like to wish you a rewarding and productive new year!

Around the office, this time means a chance at a new beginning.



Online Inquiry Module

The new Online Inquiry Module offers you a seamless interface between your web site and the *Scheduling Manager*.

How It Works

Prospective customers inquire about your services on your web site by filling in a form.



Their information is then automatically downloaded to your *Scheduling Manager* and you'll receive a pop-up alert when you have new inquiries!

In addition to capturing their basic contact information, you'll also be able to see information such as their IP address and the referring URL (which site they came from or what they clicked on to get to you) - an invaluable tool for SEO (Search Engine Optimization).

- No more entering leads manually into *Scheduling Manager*!
- Save time!
- Respond quickly to leads who want to do business with you!
- The early bird gets the client!

It's All In The Numbers!

Mine Your Most Valuable Resource With Powerful Business Intelligence Tools



Today, service businesses face stiff competition in all areas of the country. What separates the successful businesses that remain profitable year-to-year from those that cannot stay afloat?

The key to running a profitable business is careful attention to **business intelligence**: a set of technology-assisted tools and techniques that enable analysis of information to improve and optimize your decisions and business performance.

Where is your income coming from? Which operational areas are profitable and which might be operating at a loss? How much money are you making on each work route? What are the most profitable jobs to focus on?

Knowing answers to these questions, keeping track of your numbers, and making informed decisions for the future of your company is vital to long-term business success.

Sales By Work Code Report

The Sales by Work Code Report is a basic, but essential tool in your business analytics toolkit. The report will enable you to analyze which Work Codes are profitable, and which are not, so that you can choose to focus on job tasks that result in the most profit for your company.

You can find the Sales by Work Code Report under Reports>Sales Reports>Sales by Work Code.

Budget Vs Actual Sales Report

"Budget vs.Actual" analysis is necessary to compare estimated results with actual results. The report will help to evaluate your business performance, forecast future income, and identify any operational areas that are performing differently than expected.

You can find the Budget Vs Actual Sales Report under Reports>Sales Reports>Profitability Costing Reports>Budget Vs Actual Report

Net Profit by Team (or Employee)

The Net Profit by Team (or Employee) report will provide you with a means for gauging which of your teams or employees are performing better than others based upon which ones are bringing in more revenue.

You can find the Sales by Work Code Report under Reports>Sales Reports>Net Profit Report (Team) or (Employee).

Jobs and Accounting Analysis Report

One of the most powerful, yet most under-utilized reports in the *Scheduling Manager* is the Jobs and Accounting Analysis Report.

The report provides you with a way of comparing important figures from one time period with another. It will compare such important figures as the number of new prospects, the number of recurring schedules, the number of cancellations (both permanent and one-time)

You may be interested in comparing the number of sales this month with last month. Or perhaps you want to know how many recurring schedules you have for January 2016 compared to January 2015? You can compare custom time periods and see sub-totals by week, month, or year.

You can find the Jobs and Accounting Analysis Report under Reports>Management>Jobs and Accounting Analysis Report.



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