

# User sessions.

## Developing KPIs

Develop and tailor a cohesive KPI dashboard that clearly shows your key business levers.

## Phocas hidden features

New features inside Phocas 2016, some that might be obvious and others that will make you say 'wow'.

## DB Designer tips and tricks

Refine your database creation skills.

This session covers how to:

- replace a currently mapped file with a new file
- link dimensions to scorecards and other databases
- create SQL views from your uploaded data.

## Make Phocas weird

Create unusual databases inside Phocas.

This session will show you how to think outside the box and use Phocas for more than just business analytics.

## Why budgeting is beneficial

Use Phocas to evaluate how your business is tracking based on a custom budget.

This session covers how to:

- use your sales database to create a budget template
- view your budget in a Phocas dashboard
- tips and tricks to get the most out of your Phocas budget.

## RF Scanner Database demonstration

For retailers and distributors wanting to make razor sharp decisions using RF scanner data to adjust item placement and resourcing to get maximum ROI.

In this demonstration, learn how to identify:

- hot and slow sellers (over specific time periods)
- sales trends

- where to cut stock holdings
- most productive warehouse operatives, locations, and pick times.

## Rebates

The rebates module allows you to quickly calculate your payable or receivable rebates and commission based on your Phocas data.

Learn how to:

- automate and structure your monthly rebates
- analyze and share rebate results next to your sales figures
- achieve more accuracy and say goodbye to spreadsheets.

## Phocas financial reporting

Take a look at three Phocas databases that can help your finance team more effectively analyze that area of your business.

This session covers:

- general ledger
- accounts receivable
- accounts payable.

## Matrix mode

Learn how to compare two dimensions, setting one as columns and the other as rows to see, for example, who is buying product x but not product y.

## GL account groupings

This session will cover how to put GL account groupings into buckets within Phocas.

## Combining streams (purchasing, sales, and stock databases)

One solution to view your entire supply chain at the supplier, product, and location levels.

Learn how to:

- analyze what you are buying, holding, and selling to manage inventory
- easily share information between departments
- set alerts – see issues before they get out of control.

## Think outside the box with Phocas

Learn best practices and see how other Phocas users take advantage of features and benefits inside the product.