Phocas roadmap.

Here's what's new and what our development team is working on

AI Suite

This exciting game-changer will use AI to remove the manual effort from analysis by automatically monitoring the purchasing patterns of customers. Companies can use this to help their sales teams spot where customers are underspending.

Real-time data

Customers can see real-time data updates across all Phocas assets. This includes displaying live data on wallboards in their workspaces to motivate teams and highlight wins throughout the day. Dashboards will update in minutes with direct changes to KPIs.

Grid visualizations

Customers who use numbers to get their point across love the Grid; we continue to make the Grid even more effective for analysis and now we're adding simple visualisations. These include mini graphs that sit alongside the grid numbers in the form of spark lines to spot trends, and variance for comparisons.

Collaboration

The new @mentions feature encourages instant collaboration around your insights, allowing users to work together on findings, action plans and potential opportunities.

Cloud sync

Meeting market demand for data analytics across multiple systems, Phocas is making our cloud-to-cloud sync more straightforward and powerful. The real-time data integration connects your favourite ERP, CRM and other external cloud data sources to your data analytics.

Rebates by Phocas

Phocas Rebates simplifies the management of receivable and payable programs. We continue to support ongoing flexibility across both, striving to accommodate every type of rebate agreement. Recently introduced, 'near-miss' keeps buyers and sellers across likelihood of meeting incentive targets. The 'price support' function is on its way, helping to manage price sensitive contracts such as one-off promotions.

CRM

Phocas' CRM integrates with your Phocas sales database, it supports the workflows required to progress your sales opportunities. Our CRM solution extends sales tracking and metrics and is a basic tool for sales teams. We are currently working on integrating the CRM calendar with Outlook to eliminate the need to run two calendars.

ERP specific solutions

We continue to refine and upgrade the ERP specific solutions so customers can plug-in directly to extract maximum value from their ERP data. Out-of-the-box content (dashboards, favourites, alerts and grid features) continue to be enhanced to meet the growing demands of manufacturing, wholesale distribution and retail data-driven businesses.

Flexible Platform

We continue to refine our cloud platform to improve performance, scalability and security. Column store indexing will soon reduce database build times by up to 75% and significantly reduce the database sizes without compromising the speed of query performance.

Financial Statements

We are adding a range of handy custom calculations such as EBITDA to increase reporting efficiency. There will also be more flexibility with the alias wording to cater for regional norms and individual preference. Users will soon be able to choose what terms they prefer such as revenue or income.