Available widgets and supported apps for the *MyBusiness Live* platform

Sales Efficiency Widgets

CONVERSION RATE
Key benefit: Determine key patterns in sales conversion for insights into future improvements to drive more efficient sales cycles.

Apps that power this widget:

Capsule

TOTAL LEADS VS WON LEADS
Key benefit: Identify patterns in your sales pipeline for insights on adequate opportunities for conversion.

Apps that power this widget:

Capsule

SALES BY DAY/WEEK/MONTH
Key benefit: Compare your daily/weekly/monthly sales totals over time and use it to identify trends and help forecast future sales revenue.

Apps that power this widget:

shopify   xero   vend
MYOB Essentials   MYOB AccountRight

BALANCES BY CURRENCY
Key benefit: Build a view of your sales performance by region, identify which markets are performing well and where sales activity should be focussed.

Apps that power this widget:

PayPal

PAYMENTS RECEIVED & PAYMENTS SENT
Key benefit: Monitor the performance of your daily sales and purchases to ensure they are in line with expected daily trading operations.

Apps that power this widget:

PayPal

TOP SELLING PRODUCTS
Key benefit: Helps you to ensure that the highest selling products have adequate stock levels for future sales and provides insight around customer demands and trends for future sales periods

Apps that power this widget:

shopify   vend

AVERAGE ITEMS PER SALE
Key benefit: Provides insights on inventory management, key product combinations, and sales promotions or incentives.

Apps that power this widget:

vend

Business Performance Widgets

BUSINESS GROWTH
Key benefit: Keep an eye on your costs to ensure they're not increasing in-line with your sales.

Apps that power this widget:

MYOB   wave accounting   xero

MONEY OWED & MONEY OWING
Key benefit: Provides insight into short-term financial obligations.

Apps that power this widget:

MYOB   wave accounting   xero

CASH & COMMITMENTS
Key benefit: Provides insight on your business's long-term fixed expenses.

Apps that power this widget:

MYOB AccountRight   wave accounting

INVENTORY VALUE/TREND
Key benefit: Identify patterns in sales which can be used to maintain optimum inventory levels and forecast future orders.

Apps that power this widget:

UNLEASHED   tradegecko

LOW STOCK MANAGEMENT
Key benefit: The ability to address any supply shortages and maintain optimum inventory levels based on customer demand.

Apps that power this widget:

UNLEASHED

GROSS PROFIT/PRODUCT GROSS PROFIT
Key benefit: Ensure you're selling your most profitable products, optimise your sales and keep an eye on your costs.

Apps that power this widget:

vend   xero   wave accounting

AVERAGE/ACCOUNT BALANCE & BALANCE SUMMARY
Key benefit: Provides a breakdown of accounts, which helps you to identify financial trends and forecast future patterns.

Apps that power this widget:

bnz   bnz Business

Staff Productivity Widgets

BOOKED LEAVE/BOOKED LEAVE TO APPROVE
Key benefit: Plan staff resourcing and ensure key employees are available at key periods, helping you to resolve issues before they arise.

Apps that power this widget:

When I Work   DEPUTY

WORKING TODAY
Key benefit: Shows you which staff are rostered on to work for the day and help to manage daily workflow.

Apps that power this widget:

DEPUTY

STAFF WAGE FORECAST
Key benefit: Provides an indication of whether your staffing levels are at a suitable level in relation to your sales.

Apps that power this widget:

When I Work

Customer Service Widgets

OPEN TICKETS/NEW TICKETS VS SOLVED TICKETS
Key benefit: Tracking your incident management and resolution can help to ensure you are meeting your customers' expectations and focusing efforts to address unresolved items.

Apps that power this widget:

zendesk