



Questions Aski can answer

517 questions, tested live against a real Odoo and against a real SAP Business One. 471 answer just as well on BOTH—449 with figures and 22 spelling out why the data isn't there—; the remaining 46 are listed separately, in their own block, so nobody assumes they work on either one.

This list is for reference: it gives you an idea of how far Aski goes. What each installation can answer depends on the modules it has enabled and on the permissions of the user asking.

The same questions work on both ERPs. You ask them in business language, not with field or table names, and Aski works out live how your installation is put together.

Odoo and SAP Business One

Management and decisions

- "how can I get better control of my company's processes?"
- "how can I improve purchasing and production planning?"
- "what impact would a rise in demand have?"
- "what should I put on a management dashboard?"
- "which indicators should I review every day?"
- "which KPIs would you recommend for a manufacturing company?"
- "which processes could be automated to raise productivity?"
- "which reports should management review every month?"
- "am I doing well or badly?"
- "how are we doing this month?"
- "sum up my week"
- "did we close the quarter well?"
- "give me a summary of the financial health of the business"
- "compare this year against last year"
- "how did last month close compared with the same month last year?"
- "what's growing and what's falling in my business?"
- "which is my weakest month of the year?"
- "how much did I invoice per quarter over the last two years?"
- "how many active customers do I really have?"
- "is my business concentrated in a few products or spread out?"
- "where am I losing money?"
- "which decision would make me the most money this month?"
- "where does my profit really come from?"
- "where does my money go every month?"
- "how much did I really grow over the last twelve months?"
- "what are my receivables and stock worth today?"
- "am I selling any product at a loss?"
- "can I cover the next payroll?"
- "how are collections going?"
- "how much did we sell yesterday?"
- "which is my star product?"
- "what three things should worry me this week?"
- "how dependent am I on my largest customer?"
- "is my money tied up in receivables or in inventory?"
- "how much have I invoiced so far this year?"

- "which was my best month this year?"
- "how much did I sell last quarter?"
- "what share of my sales sits with my top five customers?"
- "what's my average sale per invoice?"
- "how many invoices do I issue per month on average?"
- "did my average ticket go up or down versus last year?"
- "which day of the week do I sell the most?"
- "sum up how last month closed"
- "give me the state of the business today"
- "where is my money going?"
- "how concentrated are my sales?"
- "how much did I grow versus last year?"
- "how much did I sell each month this year?"
- "how do my sales split by quarter?"
- "which was my worst month for sales?"
- "how much did I invoice last week?"
- "give me the key business figures for the board"
- "tell me how the business is doing"
- "did I sell more this month or last month?"
- "how much have I sold this quarter so far?"
- "compare this year against last year for me"
- "how much did I sell in the first half?"
- "what's my revenue for the last twelve months?"
- "which month of last year was the best?"
- "am I selling more or less than six months ago?"
- "how did the week close?"
- "give me yesterday's numbers"
- "what's my average daily sales figure?"
- "how much do I need to sell to match last month?"
- "how much does each business line weigh in my sales?"
- "is there anything odd in the numbers?"
- "what do I need to decide today?"
- "give me the numbers for tomorrow's meeting"
- "am I doing well or kidding myself?"
- "what happens if my best customer leaves?"
- "which part of the business earns me the most and which the least?"
- "how are we doing this month versus last month?"
- "am I growing or just invoicing more because I raised prices?"

Sales and commercial

- "compare my sales against my purchases"
- "compare my sales by quarter this year"
- "give me my top 3 products and my top 3 customers"
- "give me the products I haven't sold in 2026, grouped by category"
- "give me the products with no sales in 2026 that still have stock in each warehouse, with quantity and value"
- "how do my sales compare with last month?"
- "how many customers have more than 3 sales orders?"
- "how much did each salesperson sell?"
- "how much did I grow in sales compared to last month?"

- "how much did I sell by product category?"
- "how much did I sell this month?"
- "how much do my customers buy from me?"
- "how much have I sold in total for the Aski company"
- "how much have I sold to DISTRIBUIDORA CONTOSO"
- "profitability of my projects by analytic account"
- "sales for the customer transportes"
- "sales in the last 7 days"
- "what are my best-selling products this year?"
- "what are my total sales?"
- "what is my average daily sales figure in June?"
- "what is my average order value?"
- "what is my best sales month?"
- "what is my best-selling product?"
- "what is my most profitable product by margin?"
- "what is my profit margin by customer and by product?"
- "what is the average sale per customer?"
- "what should I improve in my sales?"
- "which are my best-selling and worst-selling products?"
- "which product dropped the most in March vs February?"
- "which product grew the most in March compared to February?"
- "which products give me the best margin?"
- "which products haven't I sold in the last 90 days?"
- "which salespeople are performing best?"
- "which salesperson sold the most this month?"
- "who is my most efficient salesperson?"
- "rank my customers by number of orders"
- "what's the average discount I'm giving?"
- "how many quotations turned into sales this month?"
- "how much do I sell per week on average?"
- "how many customers buy once and never come back?"
- "which new product is doing best?"
- "which salesperson has the highest average ticket?"
- "which region or country buys the most from me?"
- "what share of my revenue comes from new customers?"
- "how many different products did I sell this year?"
- "how many customers bought from me this month?"
- "how many new customers did I win this year?"
- "what's the average size of my orders?"
- "how many deals did I close this month?"
- "who are my most profitable customers, not just the biggest buyers?"
- "am I selling more units or just at higher prices?"
- "what are my ten best-selling products?"
- "which product leaves me the most margin?"
- "who are my best customers by revenue?"
- "which customers bought from me for the first time this year?"
- "what's my gross margin?"
- "how much is committed in orders not yet invoiced?"
- "which product did I sell the most of by units?"

- "how much did each salesperson sell this year?"
- "what margin did each category leave?"
- "what's my star product of the year?"
- "which customers buy most often?"
- "how many customers do I have on record?"
- "which countries are my customers from?"
- "which products do I sell at the lowest margin?"
- "how much of each product did I sell this month?"
- "what share of my sales comes from my best product?"
- "what did I sell to my best customer this year?"
- "how many customers make up half my sales?"
- "give me this month's customer ranking"
- "which products haven't I sold this year?"
- "what's the margin on my ten best-selling products?"
- "which salesperson closed the most deals?"
- "what's my rate of products with negative margin?"
- "how many units did I sell this month?"
- "how many orders did I receive this month?"
- "how many lines does an order have on average?"
- "which customer is worth serving first?"
- "which product category sells the most?"
- "which customer stopped buying after buying a lot?"
- "which customers cut their purchases versus last year?"
- "which products does my main customer buy?"

Purchasing and suppliers

- "did I sell more than I purchased this month?"
- "how do I assess supplier performance?"
- "how do my purchases compare with last month?"
- "how much did I purchase this month?"
- "which materials do I need to buy in the coming weeks?"
- "which materials turn over the fastest?"
- "which payments are due this week?"
- "which products do I buy the most?"
- "which products have the largest cost variances?"
- "which purchase orders are late?"
- "which purchases could be optimised to reduce costs?"
- "which suppliers account for the most spend?"
- "which suppliers do I buy the most from?"
- "which supplier do I buy the most from, and how dependent am I?"
- "what's the average amount of my purchase orders?"
- "how many purchase orders are waiting for approval?"
- "how much did I buy this year compared with last year?"
- "which products do I buy from more than one supplier?"
- "do I have overdue payments to suppliers?"
- "how much did I pay suppliers this month?"
- "which supplier do I buy the most from?"
- "how much did I buy this year?"
- "which supplier payments fall due this month?"
- "how many active suppliers do I have?"

- "which suppliers make up most of my purchasing?"
- "how much overdue do I owe my suppliers?"
- "how many open purchase orders do I have?"
- "what did I buy most of this year, by value?"
- "how much do I buy per month on average?"
- "how much did I buy from each supplier this year?"
- "how many supplier invoices are outstanding?"
- "what purchases did I make this week?"
- "what's my average monthly purchasing spend?"
- "how much is committed in open purchase orders?"
- "how many suppliers did I buy from this year?"
- "which supplier delivers fastest?"
- "which purchase orders have gone longest without being received?"
- "do I have supplier invoices with no payment recorded?"
- "do I have purchase orders unreceived for over a month?"

Collections and finance

- "give me 2026 invoicing by month"
- "give me my overdue receivables aging by bucket (0-30, 31-60, 61-90, 90+)"
- "how is my balance split across banks?"
- "how many days do I take on average to collect?"
- "how much am I owed, and since when?"
- "how much did I invoice vs how much did I collect?"
- "how much do I have in accounts payable to suppliers?"
- "how much do I have in cash and banks?"
- "how much do I have in overdue vs current receivables?"
- "how much do I owe my suppliers?"
- "how much do my customers owe me?"
- "how much money am I owed, and for how long?"
- "how much of my receivables is overdue versus not yet due?"
- "is my cash enough to cover what I owe?"
- "what are my main expense accounts?"
- "what is my delinquency rate?"
- "what is my largest invoice?"
- "what is my projected cash flow?"
- "what is the average age of my overdue receivables?"
- "what is the average outstanding balance per customer?"
- "what is the current state of my receivables and payables?"
- "what is the weighted value of my pipeline?"
- "what percentage of my invoices are paid?"
- "where are my main operating losses according to the ERP data?"
- "which areas generate the most cost, and how do I spot them?"
- "which customer has the most invoices?"
- "which customers have overdue balances?"
- "which customers have the largest overdue balance?"
- "which customers should I collect from first?"
- "which invoices are overdue?"
- "which invoices fall due in the next 30 days?"
- "which invoices had trouble getting collected, and which can be fixed quickly?"
- "who is my best customer by invoiced amount?"

- "how much do my receivables add up to"
- "what percentage of my receivables is overdue"
- "what's my cumulative invoicing"
- "what's the average amount of the invoices falling due on me?"
- "how much did I collect this month compared with last month?"
- "how much of my overdue receivables is recoverable short term?"
- "do I have customers with overdue invoices who keep buying?"
- "how much have I refunded to customers this year?"
- "how much did I pay in taxes this year?"
- "what share of sales do my fixed costs represent?"
- "how much am I committed to pay over the next 30 days?"
- "are my accounts payable up to date?"
- "are my expenses growing faster than my sales?"
- "what percentage of my sales is cash or paid upfront?"
- "what's my EBITDA for July?"
- "are my receivables better or worse than three months ago?"
- "how much is still outstanding from last year?"
- "do I have more money receivable or payable?"
- "what's my net position between what I'm owed and what I owe?"
- "what share of my sales is paid up front?"
- "what's my working capital today?"
- "what's the gap between what I invoiced and what I collected this year?"
- "which invoices have gone over 90 days unpaid?"
- "what's my working capital?"
- "what's my current ratio?"
- "what's the difference between what I invoiced and what I collected?"
- "how much did I invoice and how much did I collect this year?"
- "what's my projected cash flow?"
- "how much did I collect last month?"
- "what percentage of what I invoiced is collected?"
- "how much have I collected this year?"
- "how much did I collect this week?"
- "how much of this year's sales is already collected?"
- "how much money came in last month?"
- "how much is left to collect from the quarter?"
- "which currencies does my business handle?"
- "who should I call today to collect?"
- "which customers paid this week?"
- "give me the ten oldest unpaid invoices"
- "how much am I owed in total?"
- "how much of what I'm owed is already overdue?"
- "who are my ten biggest debtors?"
- "which invoices fall due this week?"
- "how much am I owed beyond 90 days?"
- "which customer owes me the most overdue money?"
- "give me my receivables aging by bucket"
- "how many invoices do I have outstanding?"
- "what's the average balance per customer?"
- "which invoices have been overdue for over a month?"

- "how much do I expect to collect in the next 30 days?"
- "who should I call first to collect?"
- "how many customers have an overdue balance?"
- "what's my oldest outstanding invoice?"
- "who owes me and since when?"
- "give me the overdue detail by customer"
- "which invoices fall due in the next fifteen days?"
- "how much do my top ten customers owe me?"
- "what's the average amount of the overdue invoices?"
- "what share of my invoicing is still uncollected?"
- "show me the unpaid invoices sorted by age"
- "how much fell due last month and wasn't collected?"
- "do I have customers who've owed me since last year?"
- "what's the smallest and largest amount I'm owed?"
- "what's left to collect from this month?"
- "how much of my money is out there uncollected?"
- "what total amount is outstanding"
- "how much have I issued in sales invoices"
- "what share of what I'm owed is already past due"
- "if I sell nothing tomorrow, what's left for me to collect?"

CRM and pipeline

- "give me my opportunity pipeline by stage"
- "how many new customers did I win this month?"
- "how many open opportunities do I have and what are they worth?"
- "how many opportunities did I lose, and for what reasons?"
- "what is the conversion rate per salesperson?"
- "what is the profitability of the Contoso project"
- "what percentage of my opportunities did I win?"
- "which opportunities have been stalled the longest?"
- "which sales opportunities are still open?"
- "which salesperson converts best?"

Inventory and operations

- "am I at risk of a stockout?"
- "give me stock and value per warehouse for products with no sales in 2026"
- "how is my stock split across warehouses?"
- "how many deliveries do I have pending?"
- "how many insurance policies do I have and how many are active?"
- "how many policies are active?"
- "how many units do I have in stock per product?"
- "how many units do I have of product Monitor24Curvo?"
- "how much capital is tied up in inventory?"
- "how much is my inventory worth?"
- "what is my inventory turnover?"
- "what percentage of my orders did I deliver in full?"
- "what should I restock this week?"
- "which deliveries are running late?"
- "which goods am I due to receive this week?"
- "which orders are late on delivery?"

- "which orders are pending delivery?"
- "which products are at risk of running out?"
- "which products are below their minimum?"
- "which products are overstocked?"
- "which products do I have in stock that aren't selling?"
- "which products have stock but haven't sold in 2026"
- "what's my stock worth"
- "what do I have tied up in merchandise"
- "which products haven't moved in over six months?"
- "how much stock is committed to orders not yet delivered?"
- "which warehouse has the most movement?"
- "how many orders do I have at each stage of the process?"
- "what percentage of orders did I deliver on time this month?"
- "how many shipments went out late last month?"
- "how many orders are pending delivery?"
- "how many units did I ship this month?"
- "which deliveries are scheduled for this week?"
- "which product has the highest stock value?"
- "what's my inventory worth today?"
- "which items have the most stock?"
- "how many items do I have in stock?"
- "which warehouse holds the most goods?"
- "how many times a year does my inventory turn?"
- "which product category holds the most value in the warehouse?"
- "how many days of inventory do I have?"
- "which items should I restock?"
- "how many units do I have in the warehouse in total?"
- "how does my stock value split by warehouse?"
- "which products am I overstocked on?"
- "what do I have in the main warehouse?"
- "give me my stock value by category"
- "which items haven't moved in months?"
- "how many distinct SKUs do I handle?"
- "what share of my inventory sits in the largest warehouse?"
- "what's the average value per item in stock?"
- "what's holding up my deliveries?"
- "how many orders did I deliver this month?"
- "which orders still haven't shipped?"
- "how many deliveries did I make this year?"
- "which orders have been open the longest?"
- "how much is pending shipment, in money?"
- "how many order lines are undelivered?"
- "what's the value of what's pending delivery?"
- "which orders are committed for delivery this week?"
- "what's the average cost of my stocked products?"
- "which items have negative stock?"
- "do I have expired or soon-to-expire products?"
- "which products are ordered that I don't stock?"
- "are there differences between system stock and what was counted?"

- "which orders did I deliver in full?"

Manufacturing

- "what is my current production efficiency?"
- "which manufacturing orders are late?"
- "which manufacturing orders should be scheduled first?"
- "which resources or machines are bottlenecks?"
- "how much material did I consume this month?"
- "which product gives me the most quality issues or returns?"

Audit and control

- "who changed this invoice and what did they change?"
- "were the production orders modified after being closed?"
- "how much was changed after the month was closed?"
- "who cancelled documents this month?"
- "are there sales recorded without an identified customer?"
- "are there invoices with no customer assigned?"
- "how many products are active in my catalogue?"
- "are there duplicate or repeated invoices?"
- "do I have customers registered twice?"
- "which documents have sat in draft for a long time?"
- "which products have no cost set?"
- "do I have entries recorded with a future date?"
- "are there orders with a zero amount?"
- "is there anything in my numbers that doesn't add up?"
- "do I have invoices cancelled after being paid?"
- "do I have payments not applied to any invoice?"
- "are there differences between what I invoiced and what I shipped?"
- "which transactions were recorded on a weekend or holiday?"
- "are there suppliers that are also my customers?"
- "do I have documents dated in the future?"
- "do I have payments not applied to any invoice?"
- "are there cancelled invoices that already had a payment?"
- "which invoices were issued on a weekend?"
- "how many invoices did I cancel this year?"
- "which are the largest invoices I've issued?"
- "are there customers with no tax ID on file?"
- "which stocked items have no cost?"
- "how many documents did I issue this month?"
- "are there duplicate customers in my database?"
- "which users record the most documents?"
- "how many credit notes did I issue this year?"
- "how many documents did I cancel this month?"
- "which invoices are over a hundred thousand?"
- "which customers have incomplete data?"
- "how many items do I have on file?"
- "which documents did I issue today?"
- "how many invoices did I issue last week?"
- "do I have items with no sale price?"
- "which invoices have the highest amount this year?"

- "are there documents with a zero amount?"
- "how many invoices have I issued in total"
- "how many sales documents do I have on record"
- "are there invoices issued outside normal hours?"
- "which documents were issued out of date order?"
- "are there credit notes I should review?"
- "which records did each user create this month?"
- "which documents did someone change this week?"
- "which invoices were issued with unusual discounts?"

Team, projects and others

- "how are my tasks split by stage?"
- "plan my agenda for the week"
- "which tasks are running late?"
- "how many people work at the company?"
- "which department has the most staff?"
- "how many candidates are in the hiring process?"
- "which project eats the most of my team's hours?"
- "how much have I invoiced to each project?"

Other queries

- "give me hours spent per project"
- "give me stock and value per warehouse"
- "give me the profit of the Northwind project from the analytic accounts"
- "how many active projects do I have?"
- "how many customers bought from me this year?"
- "how many customers have never bought from me?"
- "how many orders are over 10000?"
- "how many orders did I cancel?"
- "how many payments have I recorded?"
- "what is my order cancellation rate?"
- "what is the average number of lines per order?"
- "what percentage of my revenue comes from my top 5 customers?"
- "which customers haven't bought from me in over 90 days?"
- "which day of the week do I invoice the most?"
- "which registered customers have never bought from me?"

Odoo only

These are tested and answered on Odoo today. A few rely on data Business One doesn't keep the same way —worked hours, team tasks—; the rest we simply haven't finished on the SAP side yet. We say it plainly so nobody assumes they already work on both.

Management and decisions

- "how many sales did I make today?"
- "show me my sales trend month by month"

Sales and commercial

- "which customers stopped buying from me this year?"
- "which product has the highest sale price?"

Purchasing and suppliers

- "which suppliers raised their prices this year?"
- "what did I buy this month that wasn't budgeted?"

Collections and finance

- "how much do I have available across all my accounts?"
- "what's the balance of each bank account?"
- "how many days on average do my customers take to pay me?"
- "which accounts moved the most this month?"
- "what's the balance of each of my bank accounts?"
- "which customer owes me more than I sell them in a month?"
- "how much does it cost me to finance my customers?"

CRM and pipeline

- "which quotes have gone longest without closing?"

Inventory and operations

- "which products will run out in two weeks?"
- "what's the most expensive item I hold in stock?"
- "how much money is tied up in products that aren't selling?"
- "is there money sitting idle in my warehouse?"

Manufacturing

- "which production orders are unfinished?"

Audit and control

- "do I have the same product at very different prices across customers?"
- "do I have products with no sale price set?"
- "which documents have no order backing them?"
- "are there customers who always buy just under a threshold?"
- "are there confirmed orders with no invoice?"

Team, projects and others

- "which projects are over budget?"
- "how many billable hours did I log this month?"
- "do I have worked hours not yet invoiced?"
- "which tasks have been open the longest?"
- "how much overtime was logged this month?"
- "which projects finished this year?"

SAP Business One only

And these are tested and answered on Business One. Some come from data B1 exposes and Odoo doesn't in the same way —the cost on the invoice line, physical counts against the system—; others are still pending on the Odoo side. The Query Manager and cube ones are Business One by nature: Aski reads your saved queries and recomputes them with your data, and reads the HANA cubes you publish to the Service Layer.

Sales and commercial

- "how much did I sell by category last month?"
- "how many orders did I place last month?"

Purchasing and suppliers

- "how much did I buy last month compared with the month before?"
- "which supplier invoiced me the most last month?"

Collections and finance

- "which currencies do I hold balances in?"
- "what's my available balance today?"

Inventory and operations

- "do I have enough stock for what's on order?"
- "how long do I take on average from order to delivery?"
- "which products take up the most space and sell the least?"

Query Manager and cubes

- "which saved queries do I have in the Query Manager?"
- "show me EBITDA actual vs budget from January to June"
- "give me a chart of the EBITDA actual vs budget query"
- "pull the credit notes query from the Query Manager"
- "which cubes do I have?"
- "give me the profitability analysis cube by month"
- "give me the profitability analysis cube by customer from January to June"

It answers honestly (it does not make things up)

In these cases the data does not always exist, or cannot be calculated from the fields the ERP has. Aski says so and explains why, instead of returning an invented figure.

- "give me 2026 sales by branch"
- "give me my inventory value by category"
- "give me the profit of the Fabrikam project from the analytic accounts"
- "give me the sales of asdf %# 12345"
- "group by country the customers that don't have any invoice yet"
- "how can I tell whether the company is profitable?"
- "how does profitability behave month by month?"
- "how many insurance policies do I have?"
- "how many opportunities did I win?"
- "how many sales orders do I have?"
- "how many tasks are assigned to more than one person?"
- "how many tasks are in QA Cliente?"
- "how many tasks have more than one follower?"
- "how much have I sold in total"
- "how much have I sold to A Customer That Doesn't Exist Ltd"
- "sales in the year 3025"
- "today's sales report"
- "what is my average purchasing lead time?"
- "what is my most profitable product?"
- "what is my profit margin?"
- "what is the total value of my inventory?"
- "which analyses would help me improve profitability?"

Aski answers in the language you ask in, respects each ERP user's permissions, and when a figure cannot be worked out honestly, it says so instead of inventing it.

