



# Infor Distribution Analytics for Birst User Guide

Version 21.5

### Important Notices

The material contained in this publication (including any supplementary information) constitutes and contains confidential and proprietary information of Infor.

By gaining access to the attached, you acknowledge and agree that the material (including any modification, translation or adaptation of the material) and all copyright, trade secrets and all other right, title and interest therein, are the sole property of Infor and that you shall not gain right, title or interest in the material (including any modification, translation or adaptation of the material) by virtue of your review thereof other than the non-exclusive right to use the material solely in connection with and the furtherance of your license and use of software made available to your company from Infor pursuant to a separate agreement, the terms of which separate agreement shall govern your use of this material and all supplemental related materials ("Purpose").

In addition, by accessing the enclosed material, you acknowledge and agree that you are required to maintain such material in strict confidence and that your use of such material is limited to the Purpose described above. Although Infor has taken due care to ensure that the material included in this publication is accurate and complete, Infor cannot warrant that the information contained in this publication is complete, does not contain typographical or other errors, or will meet your specific requirements. As such, Infor does not assume and hereby disclaims all liability, consequential or otherwise, for any loss or damage to any person or entity which is caused by or relates to errors or omissions in this publication (including any supplementary information), whether such errors or omissions result from negligence, accident or any other cause.

Without limitation, U.S. export control laws and other applicable export and import laws govern your use of this material and you will neither export or re-export, directly or indirectly, this material nor any related materials or supplemental information in violation of such laws, or use such materials for any purpose prohibited by such laws.

### Trademark Acknowledgements

The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All rights reserved. All other company, product, trade or service names referenced may be registered trademarks or trademarks of their respective owners.

### Publication Information

Release: Infor Distribution SX.e 11.21.5

Publication Date: August 16, 2021

Document code: sxe\_11.21.5\_sxdabug\_\_en-us

# Contents

<b>About this guide.....</b>	<b>8</b>
Intended audience.....	8
Related documents.....	8
Contacting Infor.....	8
<b>Chapter 1: Navigating the dashboard.....</b>	<b>9</b>
Using the toolbar.....	9
Viewing data.....	10
Hovering.....	10
Changing report types.....	11
Turning on/off a data series in a chart.....	11
Drilling down data.....	11
Visual highlighting and filtering.....	11
Selecting attributes or measures.....	11
Using filters.....	12
Changing sorting in ranking.....	12
Using the column selector.....	13
<b>Chapter 2: Analytics overview.....</b>	<b>14</b>
About Distribution Analytics.....	14
Distribution Analytics for Birst Components.....	14
Dashboards.....	14
Reports.....	17
Understanding content space classes.....	18
<b>Chapter 3: Generating ad hoc reports.....</b>	<b>19</b>
Guided ad hoc.....	19
Ad hoc reporting using Birst Visualizer.....	19
Creating an ad hoc report.....	19

---

<b>Chapter 4: Home dashboard.....</b>	<b>22</b>
<b>Chapter 5: Accounts Payable Domain.....</b>	<b>24</b>
AP Analysis dashboard.....	24
AP dashboard.....	25
Purchasing and Payment Analysis dashboard.....	26
AP Transaction Summary dashboard.....	27
AP Transaction Detail dashboard.....	28
AP Aging Summary dashboard.....	29
AP Aging Detail dashboard.....	30
AP Interactive Table dashboard.....	31
AP Interactive Cross Tab dashboard.....	32
AP Interactive Ranking dashboard.....	33
AP Interactive Mix dashboard.....	34
Ad hoc reports.....	35
<b>Chapter 6: Accounts Receivable Domain.....</b>	<b>37</b>
AR dashboard.....	37
AR Analysis dashboard.....	39
Sales and Receivable Analysis dashboard.....	40
AR Transaction Summary dashboard.....	41
AR Transaction Detail dashboard.....	42
AR Aging Summary dashboard.....	43
AR Aging Detail dashboard.....	44
AR Interactive Table dashboard.....	45
AR Interactive Cross Tab dashboard.....	46
AR Interactive Mix dashboard.....	47
AR Interactive Ranking dashboard.....	48
Ad hoc reports.....	49
<b>Chapter 7: General Ledger Domain.....</b>	<b>51</b>
General Ledger Analysis dashboard.....	51
General Ledger Balance Sheet Analysis dashboard.....	52
General Ledger Balance Sheet KPI Analysis dashboard.....	53
General Ledger Balance Sheet Ratio KPI Analysis dashboard.....	54
General Ledger Balance Sheet Summary Analysis dashboard.....	55
General Ledger Balance Sheet dashboard.....	56

---

General Ledger Balance Sheet Account Details dashboard.....	57
General Ledger Income Statement Analysis dashboard.....	58
General Ledger Income Statement KPI Analysis dashboard.....	59
General Ledger Income Statement KPI Ratio Analysis dashboard.....	60
General Ledger Income Statement Summary Analysis dashboard.....	61
General Ledger Income Statement dashboard.....	62
General Ledger Income Statement Account Details dashboard.....	63
General Ledger Trial Balance report.....	64
General Ledger Account Mapping File Downloads dashboard.....	65
General Ledger Default Hierarchy Display dashboard.....	66
General Ledger Current Hierarchy Display dashboard.....	68
<b>Chapter 8: Inventory Domain.....</b>	<b>69</b>
Inventory Turnover Monthly dashboard.....	69
Inventory Analysis dashboard.....	70
Inventory Summary dashboard.....	71
Inventory Detail dashboard.....	72
Usage & Hits dashboard.....	73
Usage & Hits Summary dashboard.....	75
Usage & Hits Detail dashboard.....	76
Inventory Interactive Detail dashboard.....	77
Inventory Interactive Cross-Tab dashboard.....	78
Inventory Interactive Mix.....	79
Inventory Interactive Ranking dashboard.....	80
<b>Chapter 9: Purchasing Domain.....</b>	<b>82</b>
Purchasing Analysis dashboard.....	83
Purchasing Analysis Summary dashboard.....	84
Purchase Order Summary dashboard.....	85
Purchase Order Detail dashboard.....	86
Vendor Fill Rate Analysis dashboard.....	87
Vendor Fill Rate Summary dashboard.....	89
Vendor Fill Rate Detail dashboard.....	90
Purchase Order Interactive Table dashboard.....	91
Purchase Order Interactive Detail dashboard.....	92
Purchase Interactive Cross-Tab dashboard.....	93

---

Purchase Order Interactive Ranking dashboard.....	94
Purchase Interactive Mix dashboard.....	95
<b>Chapter 10: Sales Domain.....</b>	<b>96</b>
Sales Analysis dashboard.....	97
Sales Analysis Summary.....	99
Sales Summary dashboard.....	100
Sales Detail dashboard.....	102
Fill Rate Analysis dashboard.....	103
Fill Rate Summary dashboard.....	104
Fill Rate Detail dashboard.....	105
Sales Manager dashboard.....	106
Sales Interactive Table dashboard.....	108
Sales Interactive Detail dashboard.....	109
Sales By Sales Rep dashboard.....	110
Sales Interactive Cross-Tab dashboard.....	111
Sales Interactive Mix dashboard.....	113
Sales Interactive Ranking dashboard.....	114
Sales to Budget dashboard.....	115
Sales to Budget Detail dashboard.....	117
Customer Scorecard Analysis dashboard.....	117
Customer Scorecard dashboard.....	118
Download Salesrep Budget File dashboard.....	121
Ad hoc reports.....	121
<b>Chapter 11: Total Warehouse Logistics Domain.....</b>	<b>123</b>
Productivity Analysis dashboard.....	124
Productivity Summary Analysis dashboard.....	125
Productivity Summary dashboard.....	126
Productivity Detail dashboard.....	127
Employee Activity Summary dashboard.....	128
Employee Activity Detail dashboard.....	129
Picking Analysis dashboard.....	130
Put Away Analysis dashboard.....	131
Receiving Analysis dashboard.....	132
Cycle Count Analysis dashboard.....	133

Pick to Pack - Pick to Tote Summary dashboard.....134

TWL CSD Detail dashboard.....135

**Appendix A: KPI calculations.....136**

## About this guide

This guide contains information on how to use Infor Distribution Analytics in your day to day business.

## Intended audience

This guide is for the day to day or end users of the Infor Distribution Analytics Content.

## Related documents

You can find the documents in the product documentation section of the Infor Support Portal.

*Infor Distribution Analytics for Birst Administration Guide*

*Birst Dashboard 2.0 User Guide*

*Birst Visualizer User Guide*

*Birst online help*

## Contacting Infor






If you have questions about Infor products, go to Infor Concierge at <https://concierge.infor.com/> and create a support incident.

The latest documentation is available from [docs.infor.com](https://docs.infor.com) or from the Infor Support Portal. To access documentation on the Infor Support Portal, select **Search > Browse Documentation**. We recommend that you check this portal periodically for updated documentation.

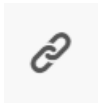
If you have comments about Infor documentation, contact [documentation@infor.com](mailto:documentation@infor.com).


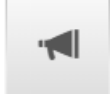



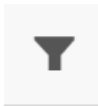

## Chapter 1: Navigating the dashboard

Click the dashboard drop-down list to navigate between dashboard collections and dashboards.

Button	Name	Description
	Filters	Shows the standard filter
	Reset	Reloads the dashboard with the default filters
	Maximize	Expands a report or a KPI chart to fill the screen
	Minimize	Restores a report or a KPI chart to its original size and shows the dashboard
	Dashlet actions	Shows these actions, depending on how the report or the KPI chart is set up: <ul style="list-style-type: none"> <li>• <b>Explore in Visualizer</b></li> <li>• <b>View Selector</b></li> <li>• <b>Column Selector</b></li> <li>• <b>Export As</b></li> <li>• <b>Notifications</b></li> </ul>

## Using the toolbar

Button	Name	Description
	Copy Link	Copies the Bookmark URL of Dashboard

Button	Name	Description
	Reports	Select a dashboard from different collection folder
	Notifications	Notification Center
	Export	Exports reports to PDF. Exported file can include collection name, dashboard name, timestamp, and applied filters.
	Logs	Shows Log History, including timestamp, source, runtime, cache hit, and details of queries/events
	Bookmark	Saves your selection so you can use that selection the next time you log in
	Filter	Modifies the dimensions that are used to calculate the report values
	Reset	Refreshes the reports and dashboard to their original state

## Viewing data

You can view data in a report or a KPI chart with any of these actions:

## Hovering

Hover over charts to see more detailed information in a popup. If you are using filters, you can hover over the Filter card to show more information.

## Changing report types

If this function is enabled for a report, you can change the visualization types by clicking **Dashlet Actions > View Selector**.

The **View Selector** option shows only the charts that closely match the data, depending on how the report is set up. The Table view is a convenient way to display the data in a columnar/row format.

## Turning on/off a data series in a chart

Some charts have legend icons, which are colored buttons that are located below or to the right of a chart. You can click any of these icons to turn on or off a data series in a chart. This is useful when you want to focus on just one series and avoid data clutter.

## Drilling down data

Click charts to drill down to detail levels. For dashboards where drilling in is allowed, the drill path is displayed in a breadcrumb when you drill down to other levels. You can click the breadcrumb sections to navigate back to the previous levels or click **Original** to return to the start. You can also hide this view by clicking **Hide Drill Paths**.

## Visual highlighting and filtering

Use visual highlighting to investigate the relationship between data that is spread across multiple dashlets. Hold **CTRL** (for Windows) or **CMD** (for MAC) and click and drag an area (points, bars, pie, etc.) on a dashlet. When you apply visual highlighting, the related data points in other dashlets also light up. Filters are not applied in visual highlighting.

To filter on a specific area and display related data points in other dashlets, right-click an area and select **Visual Filtering**. The Filter card shows the filter used for that area.

## Selecting attributes or measures

You can use these actions to select attributes or measures to display in a chart:

- Filters
- Rank sorting
- Column selector

## Using filters

Dashboards can have standard or embedded filters that let you explore subsets of data. The filters available depend on how the dashboard is set up.

### Using the standard filter

Click the **Filters** button and perform any of these actions:

- Select the filters and click **Apply**. For example, in the Fiscal Year filter, select the year that you want to filter. Some filters allow multi-select, while some allow only one selection.
- For filter groups with a hierarchical order, for example, Fiscal Period, select a filter then select the values to be filtered
- If there are many filter values, you can search on them to narrow down your selection.
- To select all attributes, click the **Select All** check box. Select the same check box to remove the selection.
- To display only the filters that you selected, click the **Show selected options only** icon.

After you click **Apply**, the Filter cards show the filters that you selected. These Filter cards are displayed along the top of the dashboard.

### Using the Filter cards

When you access a dashboard, the Filter cards show the default filters for that dashboard. Hover over a Filter card to see the name of the filter and its current filter values. Click a Filter card to show the standard filter with the filtered attributes.

To clear the filter, click the **x** icon of the first Filter card.

### Using the embedded filters

Ad hoc dashboards use embedded filters on a page. You can view and change the embedded filters. The Filter cards for embedded filters work the same as for standard filters. If there are many values displayed, use the search bar to find a value.

## Changing sorting in ranking

Some tables and crosstab reports have a Sort option. Hover over the header label on either axis to see and click the **Sort** icon. Click the icon to change the sort order or click again to set it back to the original order. To change the sort order of charts, click **Dashlet Actions > View Selector**, select the table or crosstab, then perform the sorting change. After your changes are finished, you can switch back to the original chart type to show the report with the updated sorting.

## Using the column selector

You can use the Column Selector, if enabled for a report, to choose what attributes or measures to show. Click **Dashlet Actions > Column Selector**.

Alternative attributes or measures are displayed in the Column Selector list. When you select a different attribute or measure, the report is updated with the new data.

**Note:** When you change the measure for charts with ranking, the new measure is sorted by the default value (the initial load value).

## Chapter 2: Analytics overview

### About Distribution Analytics

Distribution Analytics refers to the content of the Infor Birst package available for Distribution SX.e. The application collects the data from Distribution SX.e to provide users with strategic and tactical business intelligence by generating measures for analytic data or reports.

This tailored package includes content for these functional business area domains:

- Accounts Payable
- Accounts Receivable
- General Ledger
- Inventory
- Purchasing
- Sales
- Total Warehouse Logistics

Each domain includes reports, dashboards, and KPIs, which are described in this document.

Key Performance Indicators (KPIs) provide future-oriented measures, which direct you to critical areas of business performance that may require improvement.

### Distribution Analytics for Birst Components

This topic describes the basic components of Distribution Analytics to help you search for and navigate to the information that you require.

#### Dashboards

Dashboards enable a single view of several KPIs that are relevant to a specific business process. They present varied information such as summaries, key trends, comparisons, and exceptions through charts and tables with metrics.

The dashboards are designed to cover a business process and specific topic within a single domain in a company.

Dashboards are built up by dashlets. A dashlet can be a KPI object, a KPI chart, or any other type of report. A KPI object is usually enhanced with a KPI chart, placed together on a dashboard, which gives the impression of a single object. Color is used to emphasize and group different KPIs together.

Each dashboard includes a set of filters that enables the user to drill in to the data in the various reports on the dashboard. Filters that are based on conformed dimensions are shared across dashboards.

Infor Distribution Analytics also offers a guided ad hoc dashboard over a single model. This exemplifies a dynamic approach to reporting where selection of measures and attributes are available in different filters.

These dashboards are available in the Consumer space:

- Home collection
  - Infor CloudSuite Distribution
  - Guided Navigation
- Infor Distribution Analytics
  - KPI
- Sales
  - Sales Analysis
  - Sales Analysis Summary
  - Sales Summary
  - Sales Detail
  - Fill Rate Analysis
  - Fill Rate Summary
  - Fill Rate Detail
  - Sales Manager Dashboard
  - Sales Interactive Table
  - Sales Interactive Detail
  - Sales by Sales Rep
  - Sales by Interactive Cross-Tab
  - Sales Interactive Mix
  - Sales Interactive Ranking
  - Sales to Budget
  - Sales to Budget Detail
  - Customer Scorecard Analysis
  - Customer Scorecard
  - Download Budget File
- Purchase
  - Purchase Analysis
  - Purchase Analysis Summary
  - Purchase Order Summary
  - Purchase Order Detail
  - Vendor Fill Rate Analysis
  - Vendor Fill Rate Summary
  - Vendor Fill Rate Detail

- Purchase Order Interactive Table
- Purchase Order Interactive Detail
- Purchase Interactive Cross-Tab
- Purchase Interactive Mix
- Purchase Order Interactive Ranking
- Inventory
  - Inventory Turnover Monthly
  - Inventory Analysis
  - Inventory Summary
  - Usage & Hits
  - Usage & Hits Summary
  - Usage & Hits Detail
  - Inventory Interactive Detail
  - Inventory Interactive Cross-Tab
  - Inventory Interactive Mix
  - Inventory Interactive Ranking
- Accounts Receivable
  - AR Analysis
  - AR Dashboard
  - Sales and Receivable Analysis
  - AR Transaction Summary
  - AR Transaction Detail
  - AR Aging Summary
  - AR Interactive Table
  - AR Interactive Cross-Tab
  - AR Aging Detail
  - AR Interactive Mix
  - AR Interactive Ranking
- Accounts Payable
  - AP Analysis
  - AP Dashboard
  - Purchasing and Payment Analysis
  - AP Transaction Summary
  - AP Transaction Detail
  - AP Aging Summary
  - AP Aging Detail
  - AP Interactive Table
  - AP Interactive Cross-Tab
  - AP Interactive Ranking
  - AP Interactive Mix
- General Ledger
  - General Ledger Analysis
  - General Ledger Balance Sheet Analysis

- General Ledger Balance KPI Analysis
- General Ledger Balance Ratio KPI Analysis
- General Ledger Balance Sheet Summary Analysis
- General Ledger Balance Sheet
- General Ledger Balance Sheet Details
- General Ledger Income Statement Analysis
- General Ledger Income Statement KPI Analysis
- General Ledger Income Statement KPI Ratio Analysis
- General Ledger Income Statement Summary Analysis
- General Ledger Income Statement
- General Ledger Income Statement Details
- General Ledger Trial Balance Report
- General Ledger Account Mapping File Downloads
- General Ledger Default Hierarchy Display
- General Ledger Current Hierarchy Display
- Guided Ad hoc
  - Sales
  - Purchasing
  - Inventory Control
  - General Ledger
  - Accounts Receivable
  - Accounts Payable
- Total Warehouse Logistics
  - Productivity Analysis
  - Productivity Summary Analysis
  - Productivity Summary
  - Productivity Detail
  - Employee Activity Summary
  - Employee Activity Detail
  - Picking Analysis
  - Put Away Analysis
  - Receiving Analysis
  - Cycle Count Analysis
  - Pick to Pack-Pick to Tote Summary
  - TWL CSD Detail

## Reports

Distribution Analytics provides reports that display a trend for a single KPI, and reports that allow analysis of metrics in a chart or table. Reports showing a trend for a single KPI are referred to as KPI charts and are designed to be used with a dark background. Reports are named according to the displayed KPI and display trend over a month or period.

Distribution Analytics leverages Birst column selectors for attributes and measures to add flexibility and additional options for analysis.

The reports that are generated by Distribution Analytics may cover these topic areas:

- Accounts Payable  
Open balances, late payments, purchases over selected periods, top vendors
- Accounts Receivable  
Open customer balances, payments over selected periods, late payments, top customers
- General Ledger  
Balance sheet and income statement KPI analysis and details, trial balance
- Inventory  
Total hits, 12-month turns, inventory summary, usage and hits analysis
- Purchasing  
Purchasing analysis, purchase order summary, vendor fill rate
- Sales  
Total revenues, profit, and margins, top customers by sales, sales trends, fill rates, sales manager and salesrep reports
- Total Warehouse Logistics  
Productivity, picking, receiving, put away, and cycle count analysis, and warehouse productivity and employee productivity summary and detail

## Understanding content space classes

These are the space classes for the Infor Distribution Analytics content for Birst. These are the content application space classes that are available for each tenant:

- Raw Data Source space
- Conformed Dimension space
- Model spaces for AR, AP, Sales, Inventory, Purchasing, and GL
- Consumer space
- Extension space

See the *Infor Distribution Analytics for Birst Administration Guide* for more information about these spaces.

## Chapter 3: Generating ad hoc reports

This section includes instructions for generating ad hoc reports over the Infor Distribution Analytics Content.

### Guided ad hoc

Infor Distribution Analytics Content is delivered with a set of predefined guided reports. These are reports built with a limited set of attributes and measure for each model, excluding the GL model. You can use these guided ad hoc reports to create different types of reports without using Birst Visualizer.

See the list of predefined ad hoc reports for each model in this guide.

### Ad hoc reporting using Birst Visualizer

Birst Visualizer is designed to be used by any business user for exploring data and sharing insights with dashboards. You can add Visualizer reports to a dashboard. Visualizer reports cannot be directly printed.

Visualizer's intuitive interface includes a search bar to find data elements, a drag-and-drop design canvas, and rapid rendering of visualizations. Using its guided mode, Visualizer suggests chart types based on your data combinations.

Only users in groups that have been granted Visualizer access can see the Visualizer module. Space Administrators can assign Visualizer access to groups.

### Creating an ad hoc report

Use these high-level steps to create an ad hoc report of data in any Infor Distribution Analytics subject area.

For more information, see the *Birst Visualizer User Guide*.

- 1 Access Visualizer using one of these methods:

- On the Home page, select a space, and then select the Visualizer module.
  - From the Dashboard, select the Global Navigation Menu, and then the Visualizer module.
  - From a dashboard, click the Visualizer icon in the report (dashlet) header or in the **Dashlet Actions** menu, then click **Explore in Visualizer**.
- 2** In Visualizer, you see a list of custom subject areas. Based on your assigned role, you can choose from these subject areas:
- General Ledger
  - Sales
  - Purchasing
  - Inventory
  - Accounts Payable
  - Accounts Receivable
  - Master
  - Time
  - Total Warehouse Logistics
- Note:** If your role does not have access to a customer subject area, contact your Space Administrator.
- 3** Then you can do one of these actions:
- Add the data first, then change the chart type when you know the data you want to use for the report.
  - Start with a chart type first, then add the data when you have in mind the type of report you want to create.

## Creating a report starting with data

Use Search to find the columns to build your report. You can also browse the measures and attributes in the subject area to see them. These instructions describe how to create a report starting with a measure.

- 1** In Visualizer, locate a measure by one of these methods:
  - a** In **Search**, specify the name of the measure. For example, **Line Extended Net Amount**.
  - b** Select the subject area and then click **Measure**. Then click the name of the measure, and drill down to the exact data element. You can also drag and drop the measure onto the Canvas.
- 2** As you move each measure onto the Canvas, the visualization is built. By default, it creates a column chart. Select **Guided Mode** to change the visualization to another chart type.
- 3** To see details about the measure, hold your mouse over it in the Chart Builder.
- 4** To change the properties of a measure, select the measure and then select from the list of options.
- 5** To add an attribute, click **Subject Area**, select the subject area, then click **Attributes**. As with the measure, drill down and click the exact attribute, or drag and drop it to the Canvas.
- 6** Add any other attributes and measures as needed.
- 7** When you are finished, click **Save**, and save to your `Shared/Custom Reports` folder. You can create a subfolder inside the `Custom Reports` folder.

**Note:** Do not modify or save anything inside Infor-delivered folders. They may be overwritten by changes in the next update.

## Creating a report starting with the chart type

- 1 In Visualizer, click **Change Visualization**.
- 2 Select the visualization type.
- 3 The Chart Builder shows only the sections that are applicable to the chart type.
- 4 Add measures and attributes. See [Creating a report starting with data](#).
- 5 Rename columns by selecting one and double-clicking the column names in the left panel.
- 6 Rename the chart by clicking **Chart Formatting**. You can also format the x and y axes, legends, and other tooltips.
- 7 Save the report in your `Custom Reports` folder.

## Chapter 4: Home dashboard

The Home dashboard includes KPIs and filters for data across all supported domains.



The Home dashboard consists of KPIs for these metrics:

### Accounts Receivable

- Open AR
- Total Invoiced
- Total Payments
- Late Payments
- DSO
- Average Days to Pay Receivables

### Accounts Payable:

- Open AP
- Total Invoiced
- Total Payments
- Late Payments
- DPO
- Average Days to Pay Payables

### Sales:

- Total Sales
- Gross Margin
- Profit
- Total Discounts
- Total Orders
- Fill Rate Order

Purchasing:

- Total Ordered
- Total POs
- Totals Received
- Total Discounts
- Average Lead Time
- Fill Rate Order

Inventory:

- Average Inventory Value-12 Months
- Annual Turns
- Total Cost of Goods Sold
- Total Hits
- Line Hits %
- Usage

General Ledger

- Assets
- Liabilities
- Gross Profit
- Operating Expenses
- Return on Equity
- EBITDA Margin

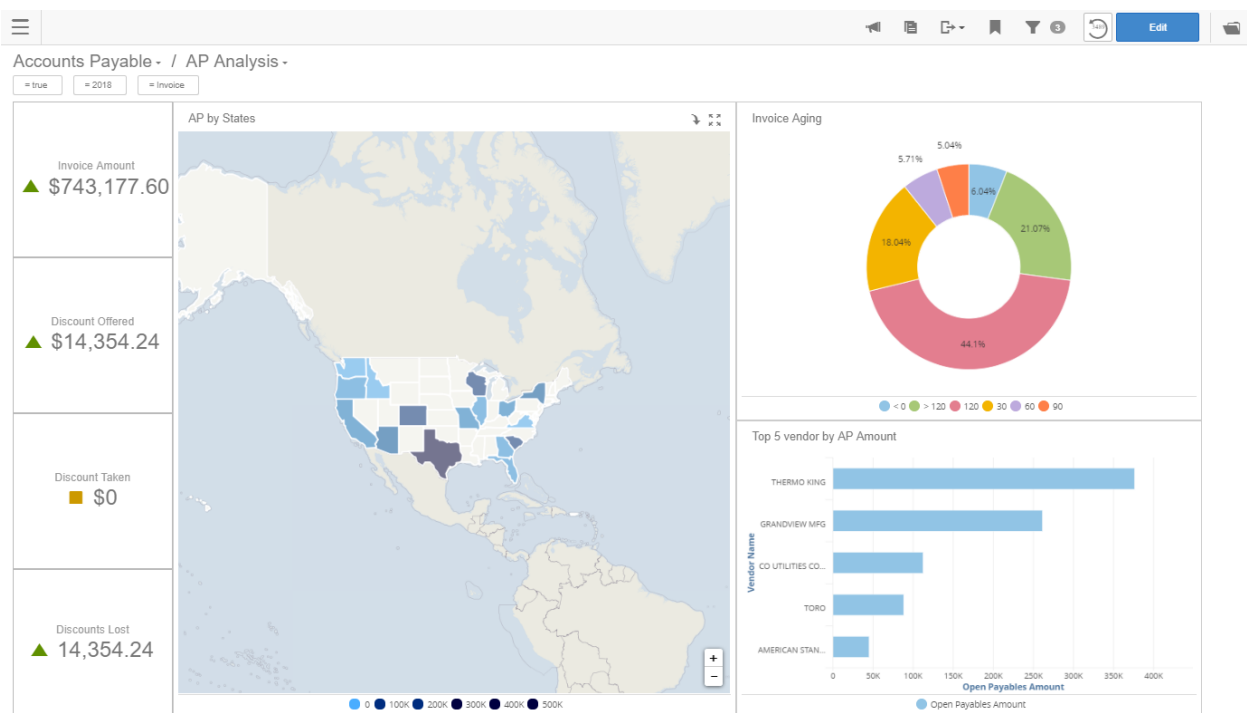
Filters:

- **Company ID**(Default value = All)
- **Customer Name** (Default value = All)
- **Vendor Name** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Year/Quarter** (Default value = All)
- **Year/Month** (Default value = All)
- **AR Transaction Type** (Default = Credit Memo, Debit Memo, Invoice, Service Charge)
- **AP Status Type** (Default value = All)
- **AR Status Type** (Default value = All)
- **AP Transaction Type** (Default value = Invoice)
- **Sales Transaction Type** (Default value = All)
- **Sales Stage Code Description** (Default value = Invoiced, Paid)

## Chapter 5: Accounts Payable Domain

### AP Analysis dashboard

The AP Analysis dashboard includes several Key Performance Indicators (KPI), charts, filters, and reports.



The dashboard consists of KPIs for these metrics:

- Invoice Amount
- Discount Offered
- Discount Taken
- Discount Lost

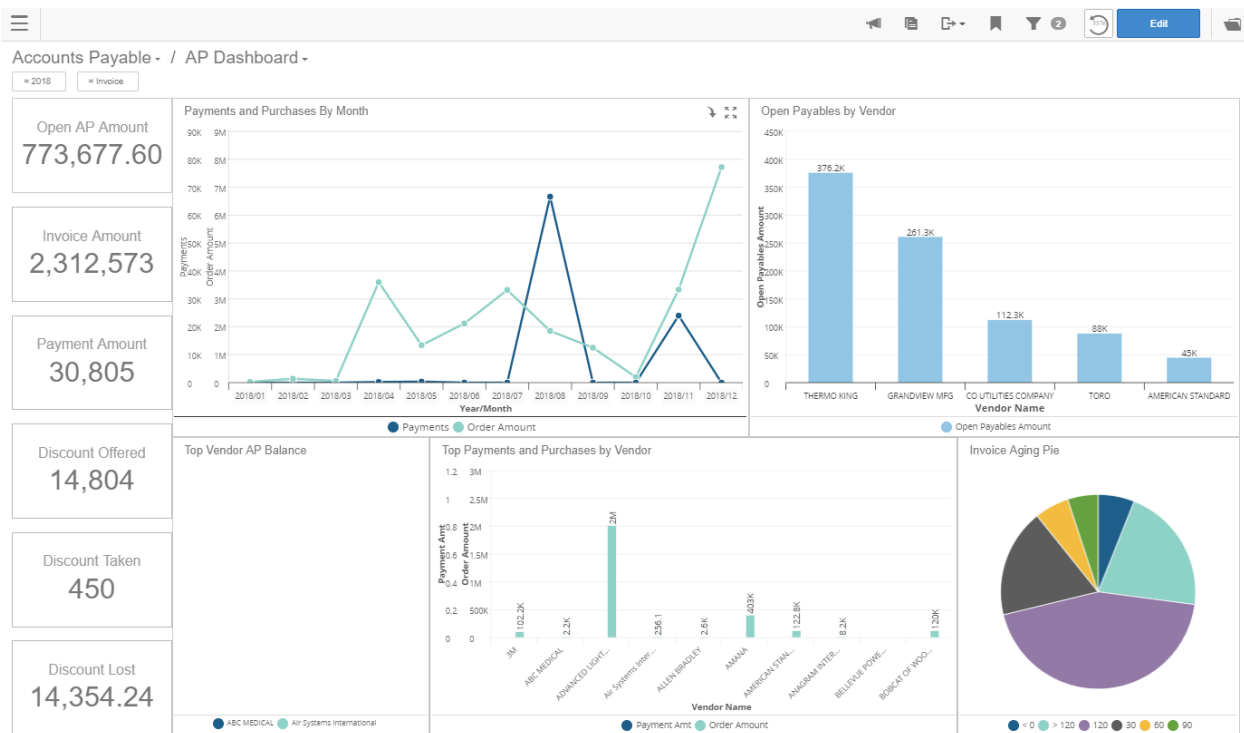
Charts are available to illustrate these metrics:

- AP by State
- Invoice Aging
- Top 5 Vendors by AP Balance

These filters can be applied in certain data points:

- **Company** (Default value = All)
- **State** (Default value = All)
- **Status** (Default value = All)
- **AP Status Type** (Default value = All)
- **Vendor Name** (Default value = All)
- **Vendor Type** (Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month** (Default value = All)
- **Transaction Type** (Default value = Invoice)

## AP dashboard



The AP dashboard consists of KPIs for these metrics:

- Open AP Balance
- Invoice Amount
- Payment Amount
- Discount Offered
- Discount Taken
- Discount Lost

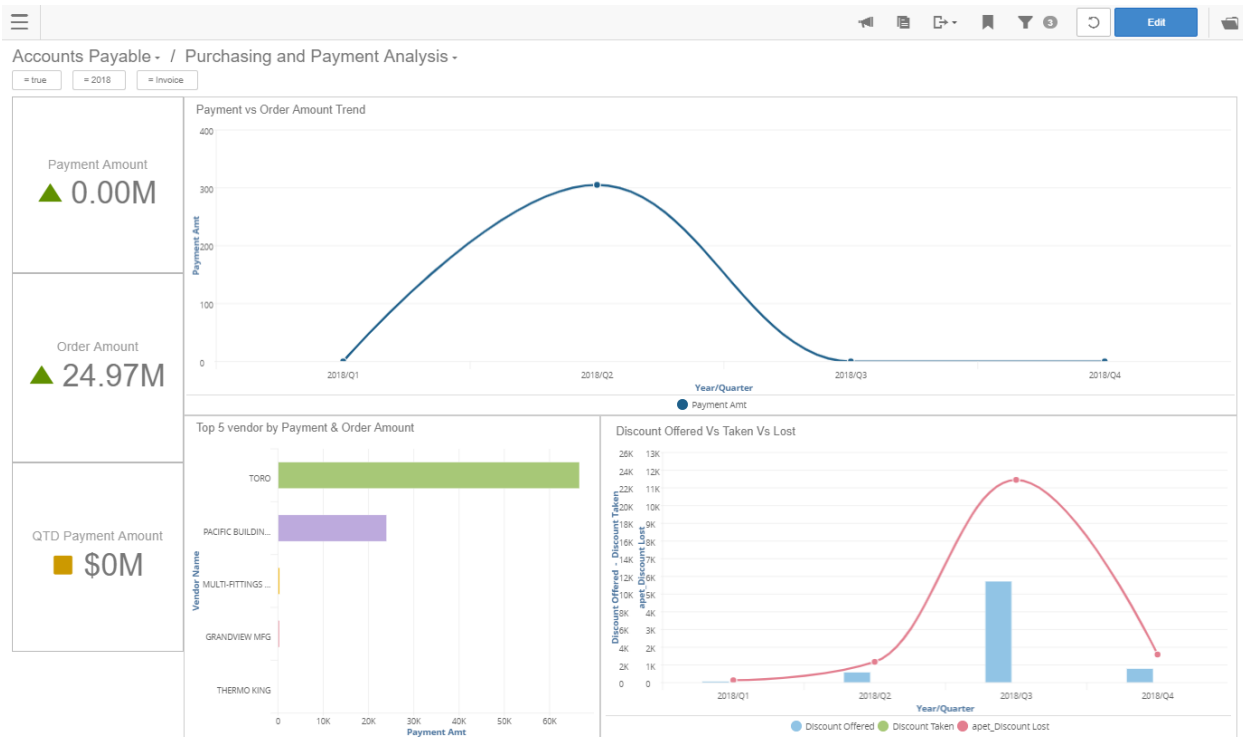
## Reports:

- Payments and Purchases by Month
- Invoice Aging
- Top Payments and Purchases by Vendor
- Open Payables by Vendor
- Top Vendor by AP Balance

## Filters:

- **Vendor Name** (Default value = All)
- **Company ID** (Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter** (Default value = All)
- **Year/Month** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Vendor Type**
- **Vendor #**

## Purchasing and Payment Analysis dashboard



The Purchasing and Payment Analysis dashboard consists of KPIs for these metrics:

- Payment Amount

- Order Amount
- QTD Payment Amount

Reports:

- Payment vs Order Amount Trend
- Top 5 Vendors by Paid & Order Amount
- Discount Offered vs Taken vs Lost

Filters:

- **AP Status Type** (Default value = True)
- **Buyer** (Default value = All)
- **Company ID** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **State** (Default value = All)
- **Status** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Vendor Name** (Default value = All)
- **Year/Month** (Default value = All)
- **Year/Quarter**(Default value = All)

## AP Transaction Summary dashboard

Vendor #	Vendor Name	State	Transaction Type	Open Payables Amount	Discount Offered	Discount Taken	Discount Lost	Invoice Amount	Payment Amount
777003	ABC MEDICAL	(is missing)	Invoice	175	3.50	0	3.50	175	0
99501	Air Systems International	VA	Invoice	413	0.26	0	0.26	413	0
8877	BELLEVUE POWER & LI...	WA	Invoice	500	10	0	10	500	0
1005	BOISE CASCADE	ID	Invoice	422	0	0	0	422	0
77891	BROWN ADSON	CO	Invoice	572.50	11.45	0	11.45	572.50	0
1050	CERTAINTED GYPSUM...	FL	Invoice	1,144	0	0	0	1,144	0
711	CO UTILITIES COMPANY	CO	Invoice	13,950	249	0	249	13,950	0
3010	CROUSE HINDS	NY	Invoice	3,600	0	0	0	3,600	0

Reports:

- Accounts Payable Summary Report

Filters:

- **AP Status Type** (Default value = True)
- **Company ID** (Default value = All)
- **Invoice Date** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Payment Date**(Default value = All)

- **State** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Vendor #**(Default Value = All)
- **Vendor Name** (Default value = All)

## AP Transaction Detail dashboard

Accounts Payable ▾ / AP Transaction Detail ▾

= 2020    = Invoice    = true

Company ID	Vendor #	Vendor Name	Transaction Ty...	Invoice #	Cheque #	Invoice Date	Invoice Amt	Open Payables Amt	Payment Amt	Payment Date	Discount Offered	Discount Taken	Discount Date
1000	<a href="#">402</a>	BWA Vendor 402	Invoice	TR-1087	0	08/11/2020	16	16	0		0	0	09/10/2020
1000	<a href="#">101</a>	Walton 2009	Invoice	INV008-HR08	0	07/16/2020	180	180	0		0	0	07/16/2020
1000	<a href="#">101</a>	Walton 2009	Invoice	INV007-HR07	0	07/16/2020	140	140	0		0	0	07/16/2020
1000	<a href="#">101</a>	Walton 2009	Invoice	exp123	0	07/29/2020	100	100	0		0	0	07/29/2020
1000	<a href="#">60</a>	KL Vendor	Invoice	983-00	0	06/26/2020	35	35	0		0	0	07/26/2020
1000	<a href="#">60</a>	KL Vendor	Invoice	960-00	0	06/23/2020	5	5	0		0	0	07/23/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	9	0	10/22/2019	120						12/31/2020
1000	<a href="#">60</a>	KL Vendor	Invoice	851-00	0	05/20/2020	30	30	0		0	0	06/19/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	8	0	10/22/2019	120						12/31/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	7	0	10/22/2019	120						12/31/2020
1000	<a href="#">2727</a>	HEI Vendor	Invoice	654065	0	09/01/2020	22	22	0		0	0	10/01/2020
1000	<a href="#">11272711</a>	HEI Vendor 11	Invoice	623	0	06/23/2020	440	440	0		0	0	07/23/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	6	0	10/22/2019	120						12/31/2020
1000	<a href="#">2727</a>	HEI Vendor	Invoice	53445	0	09/01/2020	88	88	0		0	0	10/01/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	5	0	10/22/2019	120						12/31/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	3	0	10/21/2019	120						12/31/2020
1000	<a href="#">2727</a>	HEI Vendor	Invoice	235406	0	09/01/2020	45	45	0		0	0	10/01/2020
1000	<a href="#">11272711</a>	HEI Vendor 11	Invoice	1122	0	03/16/2020	133	133	0		1.86	0	04/15/2020
1000	<a href="#">11272711</a>	HEI Vendor 11	Invoice	1121	0	03/16/2020	125	125	0		1.75	0	04/15/2020
1000	<a href="#">1232739</a>	HEI FloorPlan Fina...	Invoice	1	0	10/21/2019	220						12/31/2020
1000	<a href="#">2727</a>	HEI Vendor	Invoice	056	0	09/01/2020	45	45	0		0	0	10/01/2020
							Σ 2,344	Σ 1,404	Σ 0		Σ 3.61	Σ 0	

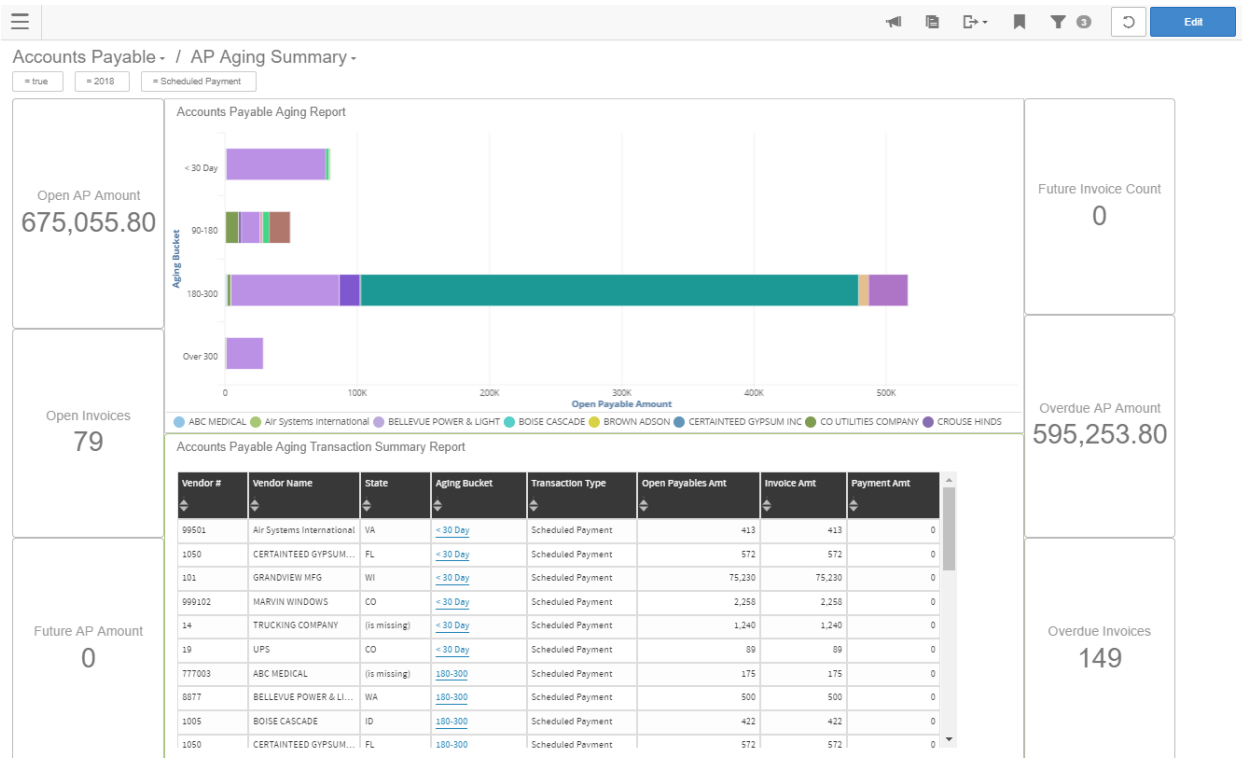
### Reports:

- Transaction Detail

### Filters:

- **Company ID** (Default value = All)
- **Invoice Date Range** (Default = None)
- **Invoice Year** (Default value = Current Year)
- **Transaction Type** (Default value = Invoice)
- **AP Status Type** (Default value = True)
- **Vendor #** (Default value = All)
- **Vendor Name** (Default value = All)
- **Year/Month** (Default value = All)
- **Year/Quarter** (Default value = All)

# AP Aging Summary dashboard



The AP Aging Summary dashboard consists of KPIs for these metrics:

- Open AP Amount
- Open Invoices
- Future AP Amount
- Future Invoice Count
- Overdue AP Amount
- Overdue Invoices

Reports:

- Accounts Payable Aging Report
- Accounts Payable Aging Transaction Summary Report

Filters:

- **Vendor Name** (Default value = All)
- **Vendor #** (Default value = All)
- **Invoice Date** (Default value = None)
- **Aging Bucket** (Default value = All)
- **Company ID** (Default value = All)
- **State** (Default value = All)
- **AP Status Type** (Default value = True)
- **Payment Transaction Type** (Default value = Invoice)

- **Invoice Year** (Default value = Current Year)
- **Year/Quarter** (Default value = All)
- **Year/Month**(Default value = All)

## AP Aging Detail dashboard

Accounts Payable - / AP Aging Detail -

= true     = 2018     = Scheduled Payment

Accounts Payable Detail By Aging Period

Vendor Name	Invoice Date	Due Date	Invoice No	Transaction Type	Aging Period			
					1	3	4	5
					< 30 Day	90-180	180-300	Over 300
					Open Payable Amt	Open Payable Amt	Open Payable Amt	Open Payable Amt
ABC MEDICAL	05/20/2018	06/19/2018	3344422	Scheduled Payment				175
Air Systems International	01/24/2018	02/23/2018	21523412	Scheduled Payment	206.50			
			21523455	Scheduled Payment	206.50			
BELLEVUE POWER & LIGHT	06/06/2018	07/06/2018	374738384747	Scheduled Payment				500
BOISE CASCADE	07/24/2018	08/10/2018	072418	Scheduled Payment				122
	07/30/2018	08/25/2018	073018	Scheduled Payment				300
BROWN ADSON	11/08/2018	12/08/2018	762	Scheduled Payment			230	
			794	Scheduled Payment			122.50	
			5667746	Scheduled Payment			220	
CERTAINTED GYPSUM INC	07/24/2018	08/23/2018	071562	Scheduled Payment	572			
			123456	Scheduled Payment				572
CO UTILITIES COMPANY	04/24/2018	05/24/2018	3334444	Scheduled Payment				1,000
	08/30/2018	09/29/2018	3344334	Scheduled Payment				500

### Reports:

- Accounts Payable Detail by Aging Period

### Filters:

- **Vendor Name** (Default value = All)
- **Vendor Number** (Default value = All)
- **AP Status Type** (Default value = True)
- **Invoice Date** (Default value = None)
- **Company ID** (Default value = All)
- **State** (Default value = All)
- **Aging Bucket** (Default value = All)
- **Payment Transaction Type** (Default value = Scheduled Payment)

- **Invoice Number** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)

## AP Interactive Table dashboard

Accounts Payable - / AP Interactive Table -

= 2018   = Vend Name   = Vend Type   = Invoice

ROW2	ROW1	Discount Offered	Discount Taken	Invoice Amount	Payment Amount
(is missing)	ABC MEDICAL	3.50	0	175	0
(is missing)	Air Systems International	8.26	0	413	0
(is missing)	BELLEVUE POWER & LI...	10	0	500	0
(is missing)	BROWN ADSON	11.45	0	572.50	0
(is missing)	CERTAINTEEED GYPSUM...	0	0	1,144	0
(is missing)	DOW	108.40	0	5,420	0
(is missing)	FORD METER BOX COM...	5.81	0	290.40	0
(is missing)	GEORGIA PACIFIC	0.88	0	44	0
(is missing)	J-M EAGLE	305.26	0	15,263	0
(is missing)	MARVIN WINDOWS	135.72	0	6,786	0
(is missing)	MULTI-FITTINGS CORP	26.40	0	1,320	162.20
(is missing)	SALLY MAIN INC	2.70	0	135	0
(is missing)	THERMO KING	7,524.20	0	376,210	0
(is missing)	Timken Co.	149.64	0	7,482	0
(is missing)	TRUCKING COMPANY	30.80	0	1,540	0
(is missing)	UPS	1.78	0	89	0
1	PACIFIC BUILDING SYS...	0	0	24,000	8,000
NV	CO UTILITIES COMPANY	249	0	13,950	0
oth	MISCELLANEOUS VEN...	0	0	150	0
trd	BOISE CASCADE	0	0	422	0
trd	CROUSE HINDS	0	0	3,600	0
trd	GRANDVIEW MFG	4,020.44	0	201,021.70	143
trd	IGERSOLL RAND	0	0	142	0
trd	J-M Eagle	0	0	2,508	0
		Σ 14,804.24	Σ 450	Σ 773,677.60	Σ 30,805.20

Reports:

- AP Interactive Table

Filters:

- **Company ID** (Default value = All)
- **Invoice Year**(Default value = Current Year)
- **State** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Vendor Name** (Default value = All)
- **Vendor Type** (Default value = All)
- **Year/Month** (Default value = All)

- **Year/Quarter** (Default value = All)
- **AP Group By 1** (Default value = Vendor)
- **AP Group By 2** (Default value = Division)

## AP Interactive Cross Tab dashboard

Accounts Payable - / AP Interactive Cross tab -

= Trans Type
= 2018
= Paid Amt
= Vend Name
= Vend Type
= Invoice

Row 1

Vend Name

Division

Vend Type

Company

Country

State

Measure

Invoice Amt

Paid Amt

Open Amt

Disc Taken

Disc Offered

Column

Year/Quarter

Year/Month

Trans Type

Aging

Year

Row 2

Vend Type

Division

Company

Vend Name

Country

State

		Invoice	Total
GRANDVIEW MFG	trd	6,945	6,945
	Sub-Summary	{ }	6,945
MULTI-FITTINGS C...	(is missing)	1,320	1,320
	Sub-Summary	{ }	1,320
PACIFIC BUILDING ...	1	0	0
	Sub-Summary	{ }	0
TORO	trd	0	0
	Sub-Summary	{ }	0
<b>Total</b>		<b>8,265</b>	<b>8,265</b>

Reports:

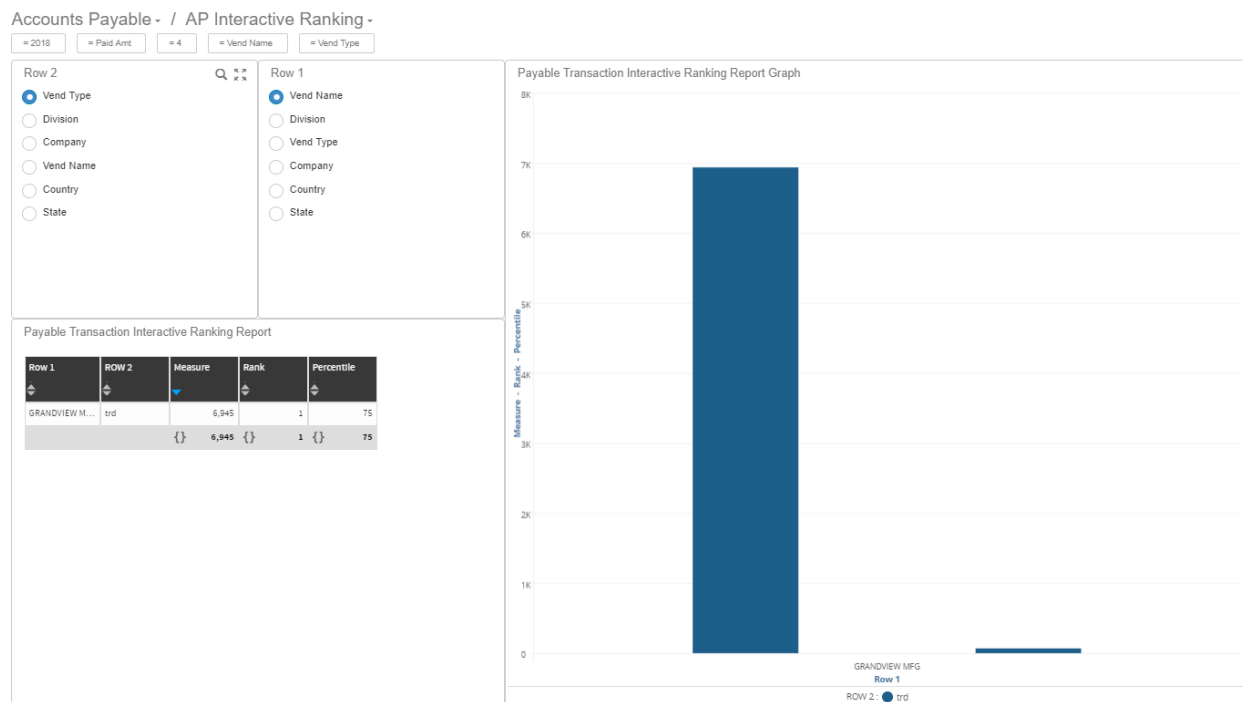
- AP Interactive Cross Tab

Filters:

- **Company ID** (Default value = All)
- **Country** (Default value = All)

- **Invoice Year** (Default value = Current Year)
- **Vendor Name** (Default value = All)
- **Year/Quarter** (Default value = All)
- **Year/Month** (Default value = All)
- **State** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Vendor Type** (Default value = All)
- **Column** (Default value = Trans Type)
- **Measure** (Default value = Invoice Amt)
- **AP Group By 1** (Default value= Vendor)
- **AP Group By 2** (Default value = Division)
- **Vendor #** (Default value = All)

## AP Interactive Ranking dashboard



### Reports:

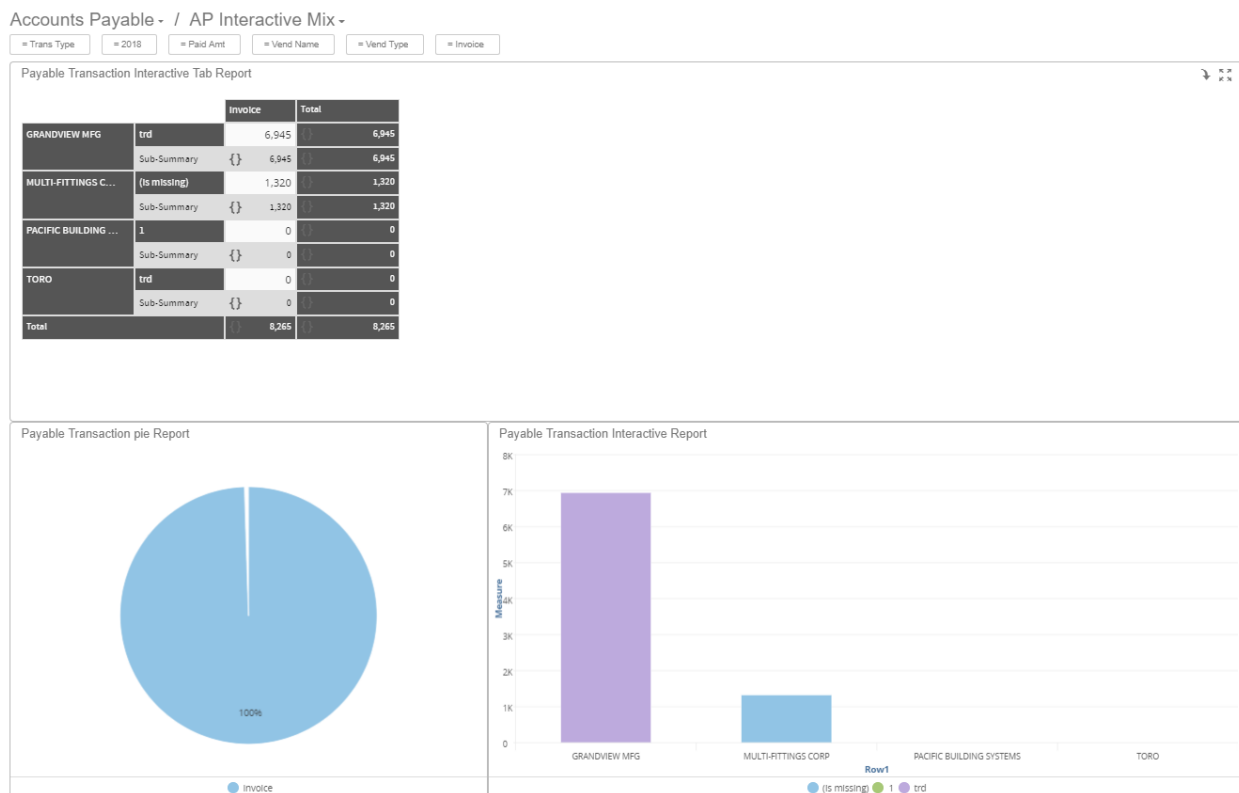
- Payable Transaction Interactive Ranking Report
- Payable Transaction Interactive Ranking Report graph

### Filters:

- **AP Group By 1** (Default value = Vendor Name)
- **AP Group By 2** (Default value = Vendor Division)

- **Company ID** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Measure** (Default value = All)
- **Percentile** (Default value = All)
- **Rank** (Default value = All)
- **Year/Month** (Default value = All)
- **Year/Quarter** (Default value = All)

## AP Interactive Mix dashboard



### Reports:

- Payable Transaction Interactive Tab Report
- Payable Transaction Pie Report
- Payable Transaction Interactive Report
- AP Interactive Mix Heatview
- AP Interactive Mix Map
- AP Interactive Mix Points
- AP Interactive Mix Tree

### Filters:

- **Column** (Default value = Trans Type)
- **Company** (Default value = All)
- **Country** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month** (Default value = All)
- **Measure** (Default value = Paid Amount)
- **AP Group 1** (Default value = Vendor Name)
- **AP Group 2** (Default value = Division)
- **State** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Vendor Name** (Default value = All)
- **Vendor Type** (Default value = All)

## Ad hoc reports

Ad hoc filters are provided for measures and attributes.

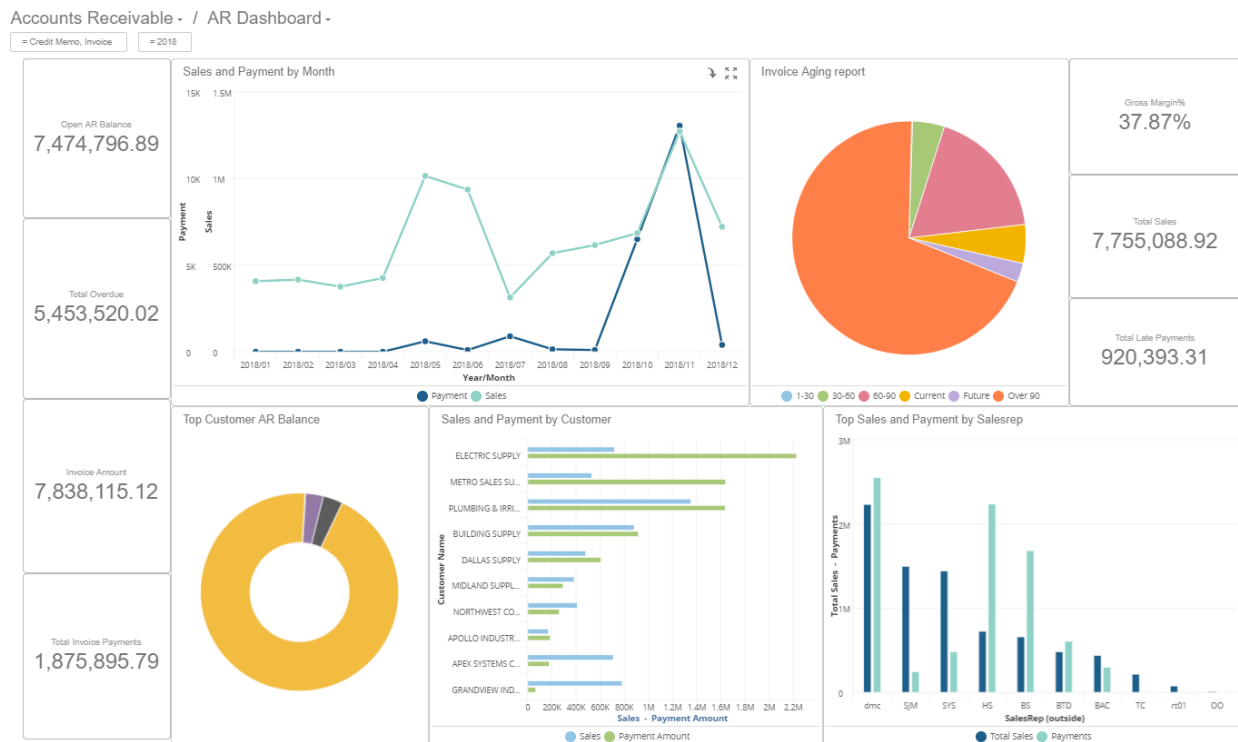
Report	Measure	Attributes and columns
AP Interactive Table	Open Amt Paid Amt Invoice Amt Disc Taken Disc Offered	Attributes: Vendor Name, Division, Vendor Type, Company, Country, State Columns: Year/Quarter, Year/Month, Transaction Type, Aging, Year
AP Interactive Cross Tab	Open Amt Paid Amt Invoice Amt Disc Taken Disc Offered	Attributes: Vendor Name, Division, Vendor Type, Company, Country, State Columns: Year/Quarter, Year/Month, Transaction Type, Aging, Year
AP Interactive Mix	Open Amt Paid Amt Invoice Amt Disc Taken Disc Offered	Attributes: Vendor Name, Division, Vendor Type, Company, Country, State Columns: Year/Quarter, Year/Month, Transaction Type, Aging, Year

Report	Measure	Attributes and columns
AP Interactive Ranking	Open Amt Paid Amt Invoice Amt Disc Taken Disc Offered	Attributes: Vendor Name, Division, Vendor Type, Company, Country, State
Purchasing & Payment Analysis	Payment Amt Order Amt	
AP Aging Summary	Open AP Amt Open Invoices Future AP Amt Future Invoice Amt Overdue AP Amt Overdue Invoices	
AP Aging Detail		

# Chapter 6: Accounts Receivable Domain

## AR dashboard

The AR dashboard includes several Key Performance Indicators (KPI), charts, filters, and reports.



The AR dashboard consists of KPIs for these metrics:

- Open AR Balance
- Total Overdue
- Invoice Amount
- Total Invoice Payments
- Gross Margin Percentage
- Total Sales
- Total Late Payments

Reports:

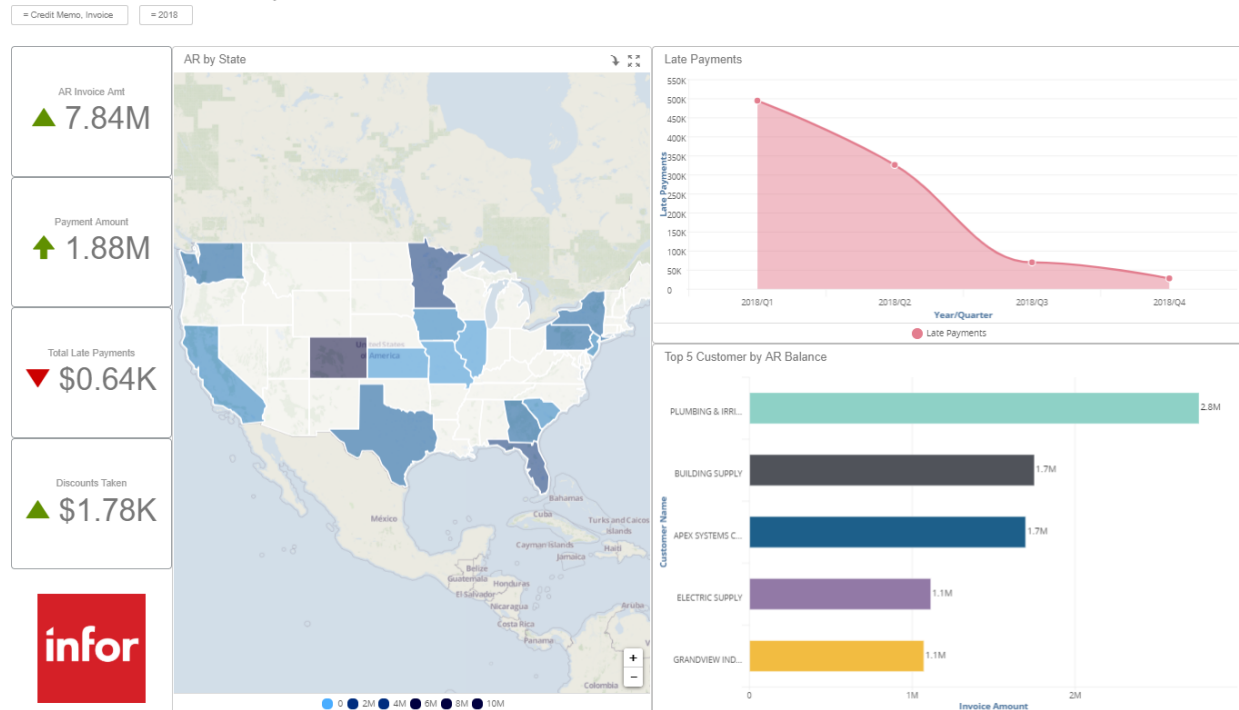
- Sales and Payments by Month
- Invoice Aging Report
- Top Customer AR Balance
- Sales and Payments by Customer
- Top Sales and Payments by Salesrep

Filters:

- **Company ID** (Default value = All)
- **Customer #** (Default value = All)
- **Customer Name** (Default value = All)
- **Warehouse ID** (Default value = All)
- **Warehouse Name** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Year/Quarter** (Default value = All)
- **Year/Month** (Default value = All)
- **Sales Product Category** (Default value = All)
- **Sales Manager** (Default value = All)
- **Inside Sales Rep Name** (Default value = All)
- **Outside Salesrep Name** (Default value = All)
- **Product Line Description** (Default value = All)
- **Sales Transtype Description** (Default value = All)
- **Sales Group By 1** (Default value = Company)
- **Sales Group By 2** (Default value = Customer)
- **Sales Measure1** (Default value = Sales)
- **Sales Measure2** (Default value = Sales)
- **Warehouse Product Status** (Default value = All)

# AR Analysis dashboard

Accounts Receivable - / AR Analysis -



The AR Analysis dashboard consists of KPIs for these metrics:

- AR Invoice Amount
- Payment Amount
- Total Late Payments
- Discounts Taken

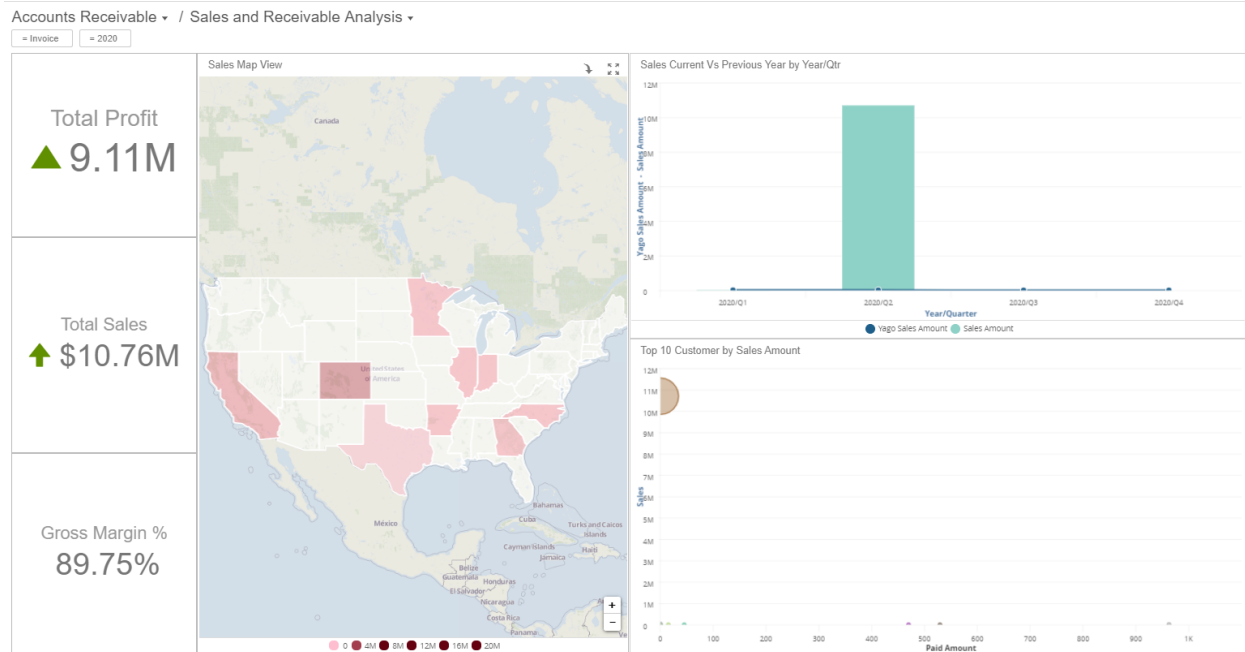
Reports:

- AR by State
- Late Payments
- Top 5 Customers by AR Invoice

Filters:

- **Company ID** (Default value = All)
- **Customer Name** (Default value = All)
- **Active Flag** (Default = All)
- **AR Transaction Type** (Default value = Credit Memo, Debit Memo, Invoice, Service Charge)
- **AR Status Type** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Year/Month** (Default value = All)
- **Year/Quarter** (Default value = All)
- **Customer Type** (Default value = All)

# Sales and Receivable Analysis dashboard



The Sales and Receivable Analysis dashboard consists of these KPIs:

- Total Profit
- Total Sales
- Gross Margin %

Reports:

- Sales Map View
- Sales Trend
- Top 10 Customer Sales Amount

Filters:

- **Company ID**(Default value = All)
- **Customer Name** (Default value = All)
- **Customer Type** (Default value = All)
- **Transaction Type** (Default value = Invoice)
- **Outside Sales Rep** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Year/Month** (Default value = All)
- **Year/Quarter**(Default value = All)

# AR Transaction Summary dashboard

[Accounts Receivable](#) - / AR Transaction Summary -

= Credit Memo, Invoice    = 2018

Receivable Transaction Summary

Customer #	Customer Name	Transaction T...	State	Invoice Amo...	Payment Amo...	Disc Offered	Disc Taken	Disc Missed	Late Payment A...	Open Current	Amt Due
1	APEX SYSTEMS COMPA...	Invoice	CO	2,893.80	0	0	0	0	0	0	2,893.80
1	APEX SYSTEMS COMPA...	Invoice	CO	477.10	477.10	0	0	0	477.10	0	0
1	APEX SYSTEMS COMPA...	Invoice	CO	477.10	230.69	0	0	0	0	0	246.41
1	APEX SYSTEMS COMPA...	Invoice	CO	1,272	0	0	0	24	0	0	1,272
1	APEX SYSTEMS COMPA...	Invoice	CO	1,272	1,200	0	0	24	0	0	0
1	APEX SYSTEMS COMPA...	Invoice	CO	21.20	0	0	0	0.20	0	0	21.20
1	APEX SYSTEMS COMPA...	Invoice	CO	402.80	402.80	0	0	7.60	402.80	0	0
1	APEX SYSTEMS COMPA...	Invoice	CO	50.67	50.67	0	0	0.75	50.67	0	0
1	APEX SYSTEMS COMPA...	Invoice	CO	1,703.01	1,703.01	0	0	32.17	1,703.01	0	0
1	APEX SYSTEMS COMPA...	Invoice	CO	1,532.71	343.52	0	0	28.95	0	0	1,189.19
1	APEX SYSTEMS COMPA...	Invoice	CO	1,873.30	0	0	0	35.39	0	0	1,873.30
1	APEX SYSTEMS COMPA...	Invoice	CO	1,703.01	0	0	0	32.17	0	0	1,703.01

The AR Transaction Summary dashboard consists of this report:

- Receivable Transaction Summary

Filters:

- **Company ID** (Default value = All)
- **Customer Name** (Default value = All)
- **Customer Type** (Default value = All)
- **Customer Number**(Default value = All)
- **State** (Default value = All)
- **Invoice Date**(Default value = All)
- **Invoice Year**(Default value = All)
- **Year/Month** (Default value = All)
- **Year/Quarter** (Default value = All)
- **AR Transaction Type** (Default value = Credit Memo, Debit Memo, Invoice, Service Charge)

# AR Transaction Detail dashboard

Accounts Receivable / AR Transaction Detail

Invoice 2020

Company ID	Customer #	Customer	Transaction Desc	Check #	Invoice #	Invoice Date	Discount Date	Invoice Amount	Payment Amount	Payment Date	Discount Offered	Discount Taken	Discounts Missed	Amt Due
1	10001	Toyota - ISM	Invoice	0	232	01/22/2020	02/01/2020	199.82	0		3.88	0	3.88	199.82
Sub-Summary								Σ 199.82	Σ 0		Σ 3.88	Σ 0	Σ 3.88	Σ 199.82
4	1	Customer #1	Invoice	0	1	01/13/2020	01/13/2020	265	0		0	0	0	265
	1	Customer #1	Invoice	0	2	01/13/2020	01/13/2020	265	0		0	0	0	265
	1	Customer #1	Invoice	0	3	01/13/2020	01/13/2020	265	0		0	0	0	265
	1	Customer #1	Invoice	0	4	01/23/2020	01/23/2020	265	0		0	0	0	265
	1	Customer #1	Invoice	0	5	01/23/2020	01/23/2020	265	0		0	0	0	265
	1	Customer #1	Invoice	0	6	01/27/2020	01/27/2020	212	0		0	0	0	212
	205	Micro Enterprises	Invoice	0	9	02/20/2020	02/20/2020	33.92	0		0	0	0	33.92
	205	Micro Enterprises	Invoice	0	11	02/20/2020	02/20/2020	67.84	0		0	0	0	67.84
Sub-Summary								Σ 1,977.96	Σ 0		Σ 0	Σ 0	Σ 0	Σ 1,977.96
1000	1000002	KL CustShipTo	Invoice	0	6206	01/09/2020	01/09/2020	10.20	0		0	0	0	10.20
	1000002	KL CustShipTo	Invoice	0	6207	01/09/2020	01/09/2020	10.20	0		0	0	0	10.20
	1000000	KL Cust	Invoice	0	6208	01/09/2020	01/09/2020	10.20	0		0	0	0	10.20
	12349356	HEI Post to AR Customer	Invoice	0	6211	01/06/2020	01/06/2020	29.68	0		0	0	0	29.68
	12349357	HEI Ordering Cust	Invoice	0	6211	01/06/2020	01/06/2020	15.77	15.77	01/06/2020	0	0	0	0
	10001	Toyota - ISM 2009	Invoice	0	6113	01/21/2020	01/21/2020	91.75	0		0	0	0	91.75
	10001	Toyota - ISM 2009	Invoice	0	6113	01/21/2020	01/21/2020	84.66	0		0	0	0	84.66
	10001	Toyota - ISM 2009	Invoice	0	6113	01/21/2020	01/21/2020	87.96	0		0	0	0	87.96
Sub-Summary								Σ 86.43	0		0	0	0	86.43
<b>Total</b>								<b>10,815,693.81</b>	<b>8,921.77</b>		<b>584.64</b>	<b>12.77</b>	<b>571.87</b>	<b>10,802,7...</b>

The AR Transaction Detail dashboard consists of this report:

- Receivable Transaction Detail Report

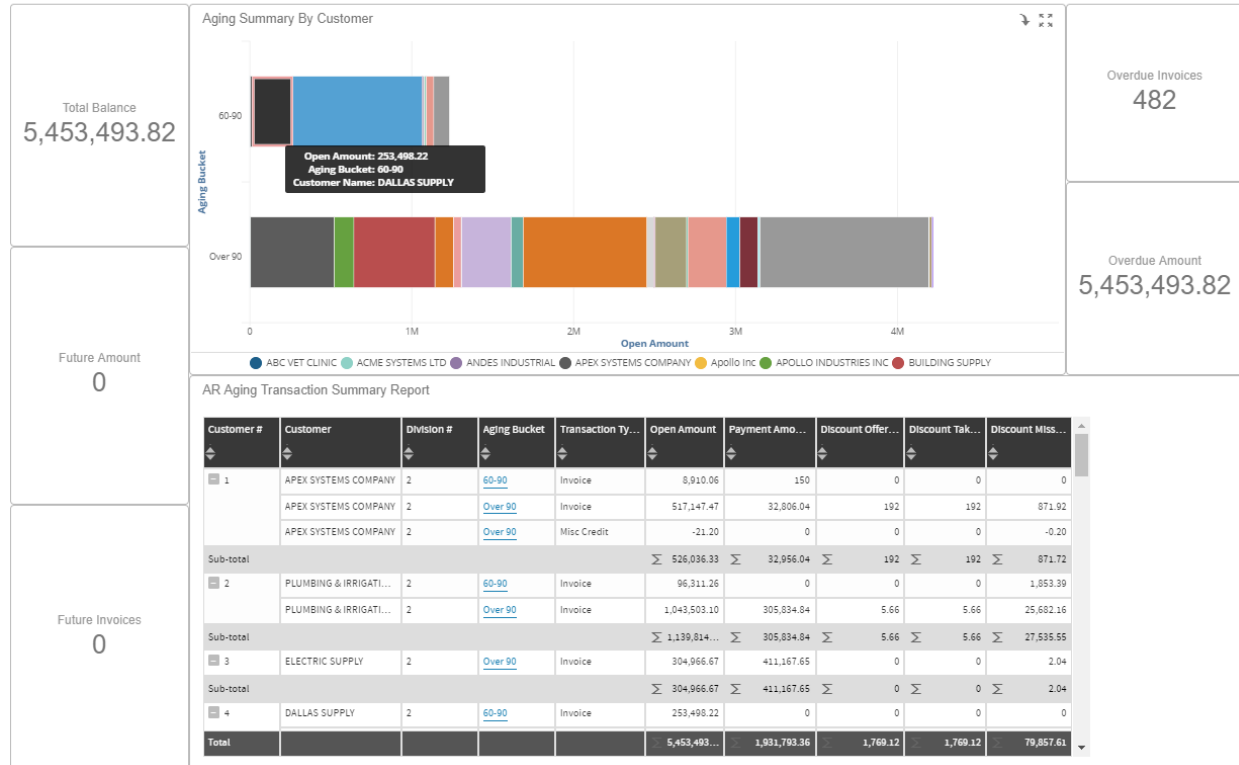
Filters:

- **AR Transaction Type** (Default value = Credit Memo, Debit Memo, Invoice, Service Charge)
- **Company ID** (Default value = All)
- **Customer Number**(Default value = All)
- **Customer Name** (Default value = All)
- **Customer Type**(Default value = All)
- **Invoice Number**(Default value = All)
- **Invoice Date** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **Status Type** (Default value = All)
- **Year/Month** (Default value = All)
- **Year/Quarter** (Default value = All)

# AR Aging Summary dashboard

Accounts Receivable - / AR Aging Summary -

= Invoice, Misc Credit    = 2018



The AR Aging Summary dashboard consists of these KPIs:

- Total Balance
- Future Amount
- Future Invoices
- Overdue Invoices
- Overdue Amount

Reports:

- Aging Summary by Customer
- AR Aging Transaction Summary Report

Filters:

- **Aging Bucket**(Default value = All)
- **AR Transaction Type** (Default value = Credit Memo, Debit Memo, Invoice, Service Charge)
- **Company ID**(Default value = All)
- **Customer Number** (Default value = All)
- **Customer Name** (Default value = All)
- **Customer Type** (Default value = All)
- **Disputed Transaction** (Default value = All)

- **Invoice Quarter** (Default value = All)
- **Invoice Year** (Default value = Current Year)
- **State** (Default value = All)
- **Year/Month** (Default value = All)
- **Year/Quarter**(Default value = All)

## AR Aging Detail dashboard

Accounts Receivable - / AR Aging Detail -

= Invoice, Misc Credit

Accounts Receivable Aging Transaction Detail Report

Customer Name	Transaction Type	Division #	Invoice #	Invoice Date	Due Date	Aging Period					
						1	2	3	4	5	6
						Current	1-30	30-60	60-90	Over 90	Future
Open Amo...	Open Amo...	Open Amo...	Open Amo...	Open Amo...	Open Amo...						
AARON RENTAL	Invoice	2	1014336	02/12/2019	03/14/2...	15,362.25					
			1014338	02/12/2019	03/14/2...	1,140.56					
			1014339	12/10/2018	01/09/2...		8,140.56				
			1014340	02/12/2019	03/14/2...	8,140.56					
			1014344	02/12/2019	03/14/2...	210.48					
			1014347	02/13/2019	03/15/2...	5,722.50					
			1014348	02/13/2019	03/15/2...	4,472.50					
			1014353	02/21/2019	03/23/2...	614.49					
			1014354	02/13/2019	03/15/2...	1,543.47					
			1014377	02/21/2019	03/23/2...	2,403.69					
			1014424	02/19/2019	03/21/2...	614.49					
ABC STORE #1233	Invoice	1	1008167	01/25/2016	02/24/2...					156	
			1008168	01/25/2016	02/24/2...					120	
ABC STORE #334	Invoice	1	1008164	01/25/2016	02/24/2...					401	
			1008165	01/25/2016	02/24/2...					203.07	
			1008166	01/25/2016	02/24/2...					346	
ABC VET CLINIC	Invoice	2	1013265	10/29/2018	11/28/2...					11.20	
			1013290	10/30/2018	11/29/2...					25.88	

The AR Aging Detail dashboard consists of this report:

- Accounts Receivable Aging Transaction Detail Report

Filters:

- **Aging Bucket**(Default value = All)
- **AR Transaction Type**(Default value = Invoice, Misc Credit)
- **Company ID**(Default value = All)
- **Customer Number**(Default value = All)
- **Customer Name**(Default value = All)
- **Customer Type**(Default value = All)
- **Division #**(Default value = All)
- **Invoice #**(Default value = Current Year)
- **State**(Default = All)

- **Status Type**(Default value = All)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)

## AR Interactive Table dashboard

Accounts Receivable - / AR Interactive Table -

2018 Company Customer Invoice

ROW2

- Customer
- Cust Type
- Country
- State
- Division no.

ROW1

- Company
- Customer
- CustType
- Country
- State
- Division no.

Interactive Mix adhoc

ROW1	ROW2	Open	Payment Amount	Disc Offered	Disc Taken	Disc Missed
5000	AARON RENTAL	8,140.56	0	162.81	0	162.81
5000	ABC VET CLINIC	4,152.96	3,967.22	157.84	75.51	82.33
5000	ACME SYSTEMS LTD	4,137.30	0	82.74	0	82.74
5000	ANDES INDUSTRIAL	66.62	0	1.33	0	1.33
5000	APEX SYSTEMS CO...	672,800.84	33,786.04	1,063.92	192	871.92
5000	Apollo Inc	40	0	0	0	0
5000	APOLLO INDUSTRI...	120,918.48	50,000	3,300.20	1,198.48	2,101.72
5000	BUILDING SUPPLY	741,714.54	138,319.49	0	0	0
5000	COLUMBUS HIGH S...	936.60	0	18.63	0	18.63
5000	COMMERCIAL SUP...	113,708.54	11,105.99	2,498.28	243.26	2,255.02
5000	COSTCO	104.97	0	2.10	0	2.10
5000	DALLAS SUPPLY	301,259.35	177,758.90	0	0	0
5000	DAVID SMITH	2,416.50	0	0	0	0
5000	EC INDUSTRIAL SU...	1,444.10	100	30.88	0	30.88
5000	ELECTRIC SUPPLY	304,966.67	411,167.65	2.04	0	2.04
5000	EWING JOB ACCOU...	797,273.70	787.27	15,961.08	15.61	15,945.47
5000	EWING SHOP ACC...	9,164.87	4,657.17	248.01	45.61	202.40
5000	G.J. PLUMBING & H...	803.35	0	15.91	0	15.91
5000	GOTHAM ENTERPR...	74,614.50	0	1,470.06	0	1,470.06
5000	GRANDVIEW INDU...	763,386.82	18,035.01	14,321.46	0	14,321.46
5000	INDUSTRIAL PLUM...	52,271.50	0	1,045.43	0	1,045.43
5000	Industrial Supply C...	6,914.04	0	138.28	0	138.28
5000	IRV WARREN MEM...	1,240.10	0	24.73	0	24.73
5000	ILG INDUSTRIES	214,196.78	0	4,283.94	0	4,283.94
5000	KPLAN PHARMACY	0	173.46	3.54	3.54	0
5000	MARY ELLEN BENN...	469.95	0	8.99	0	8.99
		5,961,994.03	1,875,896.79	84,338.42	1,779.67	82,558.76

The AR Interactive Table dashboard consists of this report:

- Interactive Mix Ad Hoc Report

Filters:

- **AR Group By 1**(Default value = Company)
- **AR Group By 2**(Default value = Customer)
- **Company ID**(Default value = All)
- **Customer Name**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Transaction Type**(Default value = Invoice)
- **Status Type**(Default value = All)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)

# AR Interactive Cross Tab dashboard

Accounts Receivable - / AR Interactive Cross Tab -

ROW2	ROW1	Check Record	Invoice	Misc. Credit	Rebate	Scheduled Pay	Unapplied Cash	Total
		Measure	Measure	Measure	Measure	Measure	Measure	Measure
5000	AARON RENTAL		0			0		0
	ABC VET CLINIC	4,067.22	3,967.22			3,967.22	0	12,001.66
	ACME SYSTEMS LTD		0			0		0
	Alpha Insulation	0						0
	ANDES INDUSTRIAL	1,100	0			0		1,100
	APEX SYSTEMS CO...	103,241.95	33,786.04	0		33,786.04	-151.92	170,642.11
	Apollo Inc		0			0		0
	APOLLO INDUSTRI...	50,000	50,000			50,000		150,000
	BUILDING SUPPLY	603,500	138,319.49			138,319.49	0	880,138.98
	CASH CUSTOMER	0						0
	COLORADO SPRIN...	0						0
	COLUMBUS HIGH ...		0			0		0
	COMMERCIAL SUP...	11,000	11,105.99			11,105.99		33,211.98
	COSTCO		0					0
	DALLAS SUPPLY	302,250	177,758.90			177,758.90		657,767.80
	DAVID SMITH	0	0			0		0
	EC INDUSTRIAL SU...		100			100		200
	ELECTRIC SUPPLY	1,401,010	411,167.65		0	411,167.65	0	2,223,345.30
	EWING JOB ACCO...	764.54	787.27			787.27		2,339.08
	EWING SHOP ACC...	4,657.17	4,657.17			4,657.17		13,971.51
	G.J. PLUMBING & ...		0			0		0
	GOTHAM ENTERP...		0			0		0
	GRANDVIEW INDU...	0	18,035.01			18,035.01		36,070.02
	INDUSTRIAL PLUM...		0					0
	Industrial Supply ...		0					0
	IRV WARREN MEM...		0			0		0
	J.G. INDUSTRIES		0					0

The AR Interactive Cross Tab dashboard consist of this report:

- Cross Tab Report

Filters:

- **AR Group By 1**(Default value = Company)
- **AR Group By 2**(Default value = Customer)
- **Column**(Default value = Current Year)
- **Company ID**(Default value = All)
- **Customer Name**(Default value = All)
- **Customer Type**(Default value = All)
- **Discount Date**(Default value = All)
- **Division**(Default value = All)
- **Invoice Date**(Default value = All)
- **Invoice Year**(Default value = Current year)
- **Measure**(Default value = Open Amount)
- **Payment Date**(Default value = All)
- **SASC County**(Default value = All)
- **State**(Default value = All)
- **Transaction**(Default value = All)
- **Year/Month**(Default value = All)

- **Year/Quarter**(Default value = All)

## AR Interactive Mix dashboard

Accounts Receivable - / AR Interactive Mix -

ROW1	ROW2	Check Record Measure	Invoice Measure	Misc Credit Measure	Rebate Measure	Scheduled Pay Measure	Unapplied Cash Measure	Total Measure
5000	AARON RENTAL		0			0		0
	ABC VET CLINIC	4,067.22	3,967.22			3,967.22	0	12,001.66
	ACME SYSTEMS LTD		0			0		0
	Alpha Insulation	0						0
	ANDES INDUSTRIAL	1,100	0			0		1,100
	APEX SYSTEMS CO...	103,241.95	33,786.04	0		33,786.04	-151.92	170,662.11
	Apollo Inc		0			0		0
	APOLLO INDUSTRI...	50,000	50,000			50,000		150,000
	BUILDING SUPPLY	603,500	138,319.49			138,319.49	0	880,138.98
	CASH CUSTOMER	0						0
	COLORADO SPRIN...	0						0
	COLUMBUS HIGH ...		0			0		0
	COMMERCIAL SUP...	11,000	11,105.99			11,105.99		33,211.98
	COSTCO		0			0		0
	DALLAS SUPPLY	302,250	177,758.90			177,758.90		657,767.80
	DAVID SMITH	0	0			0		0
	FC INDUSTRIAL SU		100			100		200

**Treemap**

**Geo Map**

The AR Interactive Mix dashboard consist of these reports:

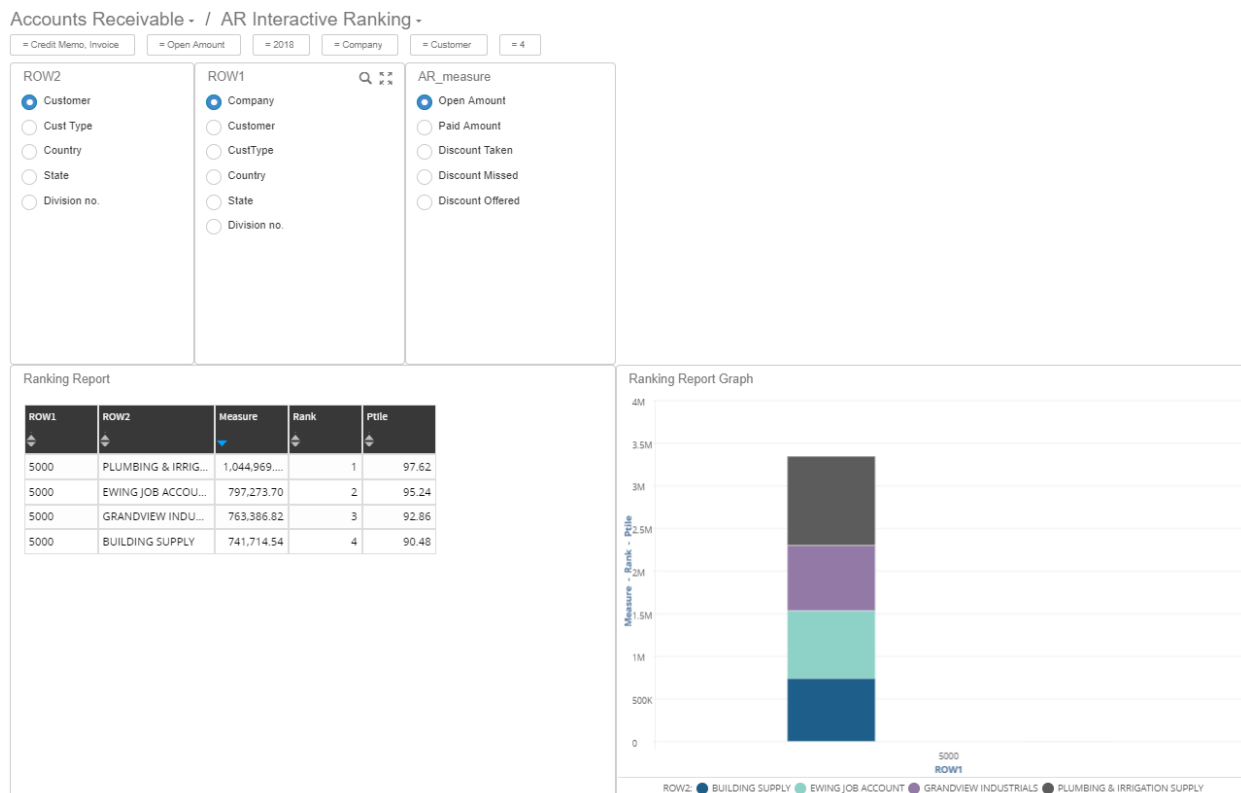
- Cross Tab Report
- AR Tree Map
- AR Geo Map
- AR Heat Map
- Mix Table Column Chart

Filters:

- **AR Group By 1**(Default value = Company)
- **AR Group By 2**(Default value = Customer)
- **Column**(Default value = Current Year)
- **Company ID**(Default value = All)
- **Customer #**(Default value = All)
- **Customer Name**(Default value = All)
- **Division**(Default value = All)

- **Measure**(Default value = Open Amount)
- **SASC Country**(Default value = All)
- **State**(Default value = All)
- **Invoice Year**(Default value = Current year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Date**(Default value = Current date)

## AR Interactive Ranking dashboard



The AR Interactive Ranking dashboard consist of these reports:

- Ranking Report
- Ranking Report Graph

Filters:

- **AR Rank**(Default value = All)
- **Company ID**(Default value = All)
- **Column**(Default value = All)
- **Customer Name**(Default value = All)

- **Customer Type**(Default value = All)
- **Division**(Default value = All)
- **Type**(Default value = All)
- **Invoice Year**(Default value = Current year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Date**(Default value = Current date)
- **Rank**(Default value = 4)
- **AR Transaction Type**(Default value = Credit Memo, Debit Memo, Invoice, Service Charge)
- **SASC Country**(Default value = All)
- **State**(Default value = All)
- **Transaction**(Default value = All)
- **AR Group By 2**(Default value = Customer)
- **AR Group By 1**(Default value = Company)
- **Measure**(Default value = Open Amount)

## Ad hoc reports

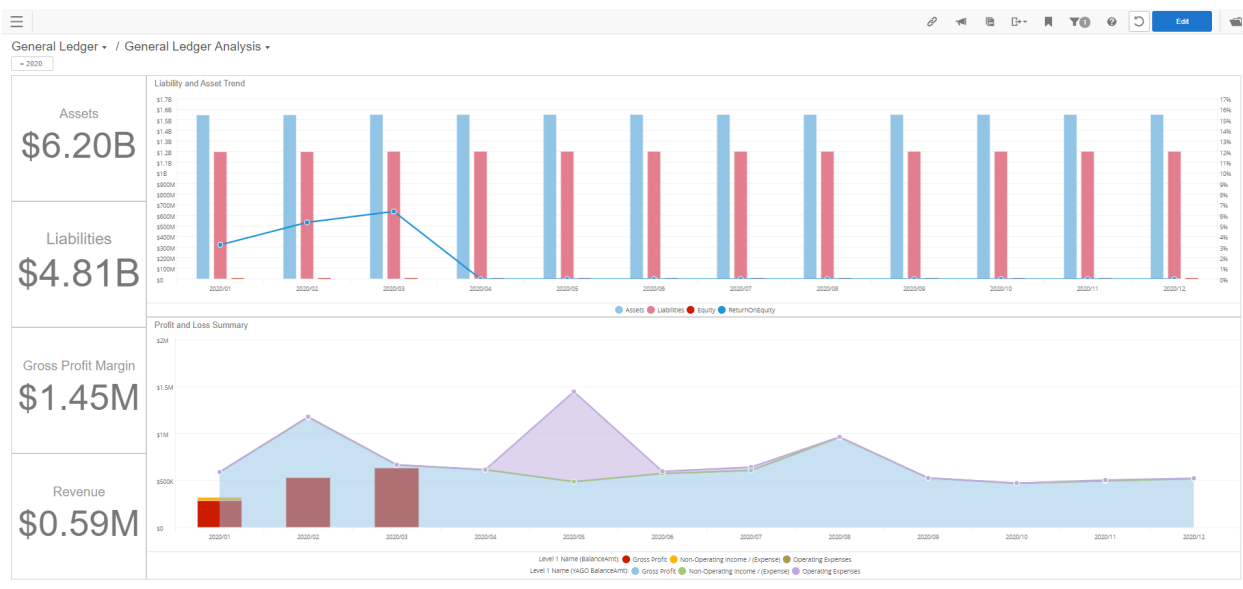
Ad hoc filters are provided for measures and attributes.

Report	Measure	Attributes and columns
AR Interactive Table	Open Amount Paid Amount Discount Taken Discount Missed Discount Offered	Attributes: Company, Customer, Customer Type, Country, State, Division Number
AR Interactive Cross Tab	Open Amount Paid Amount Discount Taken Discount Missed Discount Offered	Attributes: Company, Customer, Customer Type, Country, State, Division Number Columns: Year, Year/Month, Year/Quarter, Aging, Transaction Code
AR Interactive Mix	Open Amount Paid Amount Discount Taken Discount Missed Discount Offered	Attributes: Company, Customer, Customer Type, Country, State, Division Number Columns: Year, Year/Month, Year/Quarter, Aging, Transaction Code

Report	Measure	Attributes and columns
AR Interactive Ranking	Open Amount Paid Amount Discount Taken Discount Missed Discount Offered	Attributes: Company, Customer, Customer Type, Country, State, Division Number

## Chapter 7: General Ledger Domain

### General Ledger Analysis dashboard



The General Ledger Analysis dashboard consists of these KPIs:

- Assets
- Liabilities
- Gross Profit Margin
- Revenue

Reports:

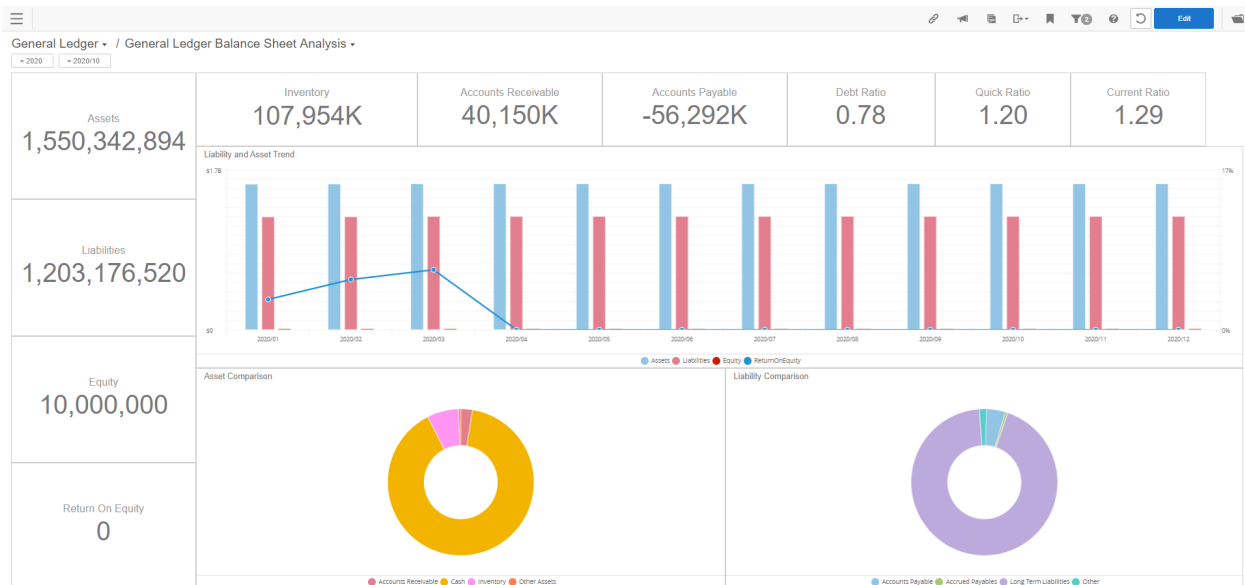
- Liability and Asset Trend
- Profit and Loss Summary

Filters:

- **Company**
- **AccountNo**(Default value = All)
- **DepartmentNo**(Default value = All)
- **GL Division**(Default value = All)
- **GL Sub-Account**(Default value = All)

- **Year**(Default value = Current year)
- **Year/Month**(Default value = All)

## General Ledger Balance Sheet Analysis dashboard



The General Ledger Analysis dashboard consists of these KPIs:

- Assets
- Liabilities
- Equity
- Return On Equity
- Inventory
- Accounts Receivable
- Accounts Payable
- Debt Ratio
- Quick Ratio
- Current Ratio

Reports:

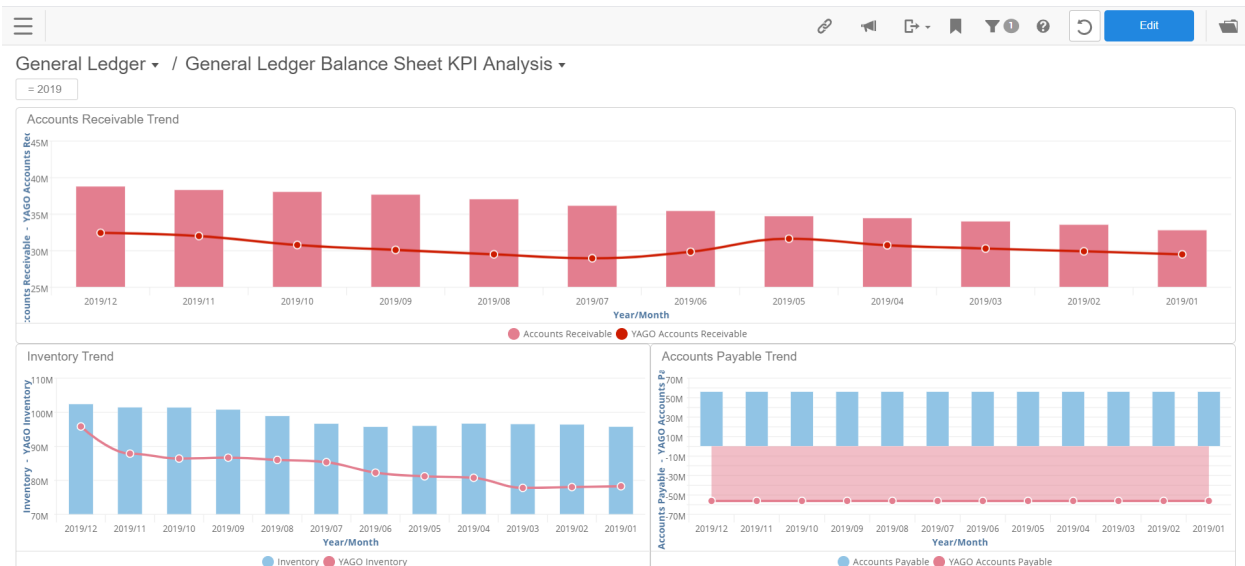
- Liability and Asset Trend
- Asset Comparison
- Liability Comparison

Filters:

- **Company**
- **GL Sub-Account**(Default value = All)

- **AccountNo**(Default value = All)
- **GL Division**(Default value = All)
- **DepartmentNo**(Default value = All)
- **Bal Level 1 Name**(Balance sheet Level 1 names)
- **Bal Level 2 Name**(Balance sheet Level 2 names)
- **Bal Level 3 Name**(Balance sheet Level 3 names)
- **Bal Level 4 Name**(Balance sheet Level 4 names)
- **Year**(Default value = Current year)
- **Year/Quarter**(Default value = All)
- **GL Year/Month**(Default value = Current year/month)

## General Ledger Balance Sheet KPI Analysis dashboard



The General Ledger Balance Sheet KPI Analysis dashboard consists of these reports:

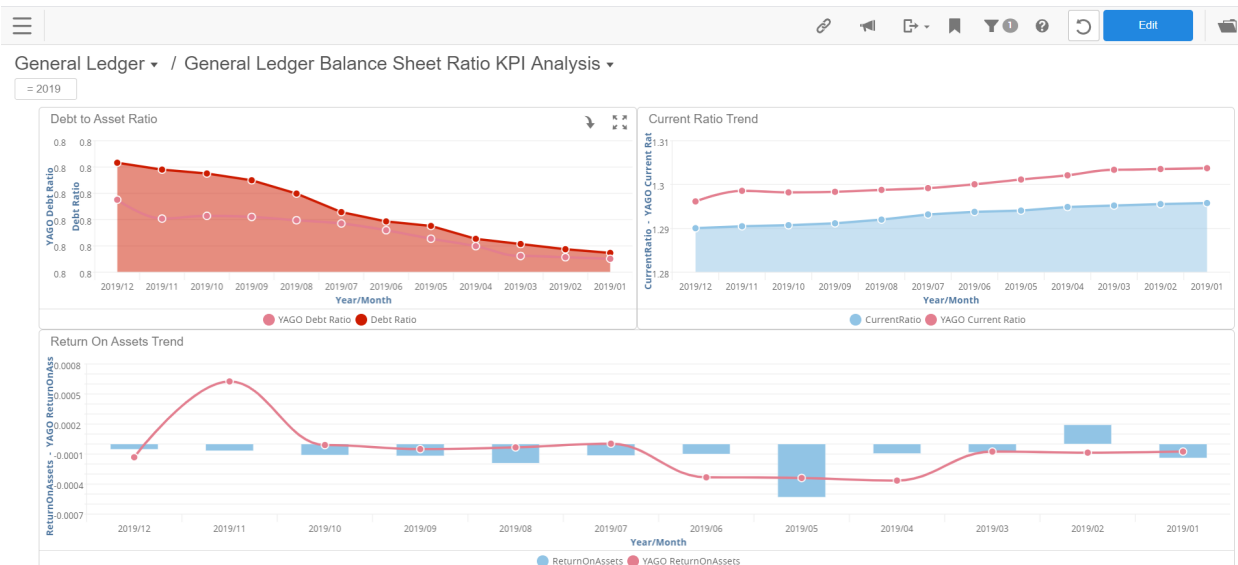
- Accounts Receivable Trend
- Inventory Trend
- Accounts Payable Trend

Filters:

- **Department No**(Default value = All)
- **Bal Level 1 Name**
- **GL Division**(Default value = All)
- **Bal Level 2 Name**
- **Bal Level 3 Name**

- **GL Sub-Account**(Default value = All)
- **AccountNo** (Default value = All)
- **Bal Level 4 Name**
- **Company**(Default value = All)
- **Year**(Default value = Current year)

## General Ledger Balance Sheet Ratio KPI Analysis dashboard



The General Ledger Balance Sheet Ratio KPI Analysis dashboard consists of these reports:

- Debt to Asset Ratio
- Current Ratio Trend
- Return On Assets Trend

Filters:

- **AccountNo**(Default value = All)
- **Bal Level 1 Name**
- **Bal Level 2 Name**
- **Bal Level 3 Name**
- **Bal Level 4 Name**
- **Company**(Default value = All)
- **Department No**(Default value = All)
- **GL Division**(Default value = All)
- **GL Sub-Account**(Default value = All)
- **Year**(Default value = Current year)

# General Ledger Balance Sheet Summary Analysis dashboard

General Ledger / General Ledger Balance Sheet Summary Analysis

= 2019   = 2019/12

[View Balance Sheet](#)

Balances Tabular Summary

Level 1 Name	Level 2 Name	Level 3 Name	Level 4 Name	Balance Amount	Budget Amt
Assets	Current Assets	Accounts Receivable	Accounts Receivable	37,954,056.06	
			Other Receptables	862,510.22	
		Sub-Summary		{ } 38,816,566.28	Σ
		Cash	Cash	1,396,588,114.18	
		Sub-Summary		{ } 1,396,588,114.18	Σ
		Inventory	Cores	(300)	
			Inventory	102,240,741.2	
			Inventory (Raw Materials and Prod...	(1,686,311.26)	
			Inventory In Transit	4,184,287.19	
			Other Inventory	(2,323,606.2)	
		Sub-Summary		{ } 102,414,810.93	Σ
	Sub-Summary			{ } 1,537,819,491.18	Σ
	Other Assets	Other Assets	Other Assets	7,452,090.03	
	Sub-Summary			{ } 7,452,090.03	Σ

The General Ledger Balance Sheet Summary Analysis dashboard consists of these reports:

- Balances Tabular Summary

Filters:

- **GL Sub-Account**(Default value = All)
- **Company**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Department No**(Default value = All)
- **Bal Level 1 Name**
- **GL Division**(Default value = All)
- **Bal Level 2 Name**
- **Bal Level 4 Name**
- **Bal Level 3 Name**
- **AccountNo**(Default value = All)
- **Year**(Default value = Current year)
- **GL Year/Month**(Default value = Current year/month)

# General Ledger Balance Sheet dashboard

General Ledger / GL Balance Sheet

>= 2019/06 <= 2020/06

Balance Sheet

			Year/Month											
			2020/05	2020/05	2020/04	2020/03	2020/02	2020/01	2019/12	2019/11	2019/10	2019/09	2019/08	
Assets	Current Assets	Cash	1,394,786,473.48	1,394,786,473.48	1,394,786,473.48	1,394,786,473.48	1,394,778,483.16	1,394,680,379.99	1,396,588,114.18	1,396,567,500.25	1,396,326,691.88	1,396,314,050.83	1,396,198,405.99	
		Accounts Receivable	39,287,189.58	39,287,189.58	39,287,189.58	39,287,189.58	38,608,753.66	38,117,976.38	37,954,056.06	37,484,970.55	37,220,943.63	36,832,788.13	36,197,283.03	
		Other Receivables	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	862,510.22	
		Inventory	(300)	(300)	(300)	(300)	(300)	(300)	(300)	(300)	(300)	(300)	(300)	
		Cores	104,283,113.52	104,283,113.52	104,283,113.52	104,283,113.52	103,418,281.15	103,076,524.57	102,240,741.2	101,299,999.11	101,250,963.94	100,563,850.13	98,640,314.18	
		Inventory (Raw Materials and Production Supply)	(1,643,817.19)	(1,643,817.19)	(1,643,817.19)	(1,643,817.19)	(1,627,188.92)	(1,625,494.42)	(1,686,311.26)	(1,686,071.26)	(1,686,290.26)	(1,686,290.26)	(1,653,713.26)	
		Inventory in Transit	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	4,184,287.19	
		Other Inventory	1,131,108.6	1,131,108.6	1,131,108.6	1,131,108.6	(391,219.4)	(376,818.15)	(2,323,606.2)	(2,309,091.2)	(2,325,951.83)	(2,239,102.9)	(2,238,461.4)	
		<b>Total</b>	<b>1,542,890,565.4</b>	<b>1,542,890,565.4</b>	<b>1,542,890,565.4</b>	<b>1,542,890,565.4</b>	<b>1,539,833,607.06</b>	<b>1,538,919,065.78</b>	<b>1,537,819,491.39</b>	<b>1,536,403,804.86</b>	<b>1,535,832,854.77</b>	<b>1,534,831,793.34</b>	<b>1,532,190,325.95</b>	
	Other Assets	Other Assets	7,452,328.99	7,452,328.99	7,452,328.99	7,452,328.99	7,452,125.03	7,452,100.03	7,452,090.03	7,451,876.42	7,451,876.42	7,451,838.37	7,451,835.87	
		<b>Total</b>	<b>7,452,328.99</b>	<b>7,452,328.99</b>	<b>7,452,328.99</b>	<b>7,452,328.99</b>	<b>7,452,125.03</b>	<b>7,452,100.03</b>	<b>7,452,090.03</b>	<b>7,451,876.42</b>	<b>7,451,876.42</b>	<b>7,451,838.37</b>	<b>7,451,835.87</b>	
	<b>Total</b>		<b>1,550,342,894.39</b>	<b>1,550,342,894.39</b>	<b>1,550,342,894.39</b>	<b>1,550,342,894.39</b>	<b>1,547,285,732.09</b>	<b>1,546,371,165.81</b>	<b>1,545,271,581.42</b>	<b>1,543,855,681.28</b>	<b>1,543,284,731.19</b>	<b>1,542,283,631.71</b>	<b>1,539,642,161.82</b>	
Liabilities & Stockholder Equity	Liabilities	Current Liabilities	(56,292,022.11)	(56,292,022.11)	(56,292,022.11)	(56,292,022.11)	(56,258,661.55)	(56,232,870.68)	(56,227,463.81)	(56,206,477.59)	(56,197,013.7)	(56,193,900.45)	(56,177,214.41)	
		Accounts Payable	0	0	0	0	0	0	0	0	0	0	0	
		Accrued Payables	0	0	0	0	0	0	0	0	0	0	0	
		Long Term Liabilities	(1,128,034,793.55)	(1,128,034,793.55)	(1,128,034,793.55)	(1,128,034,793.55)	(1,125,223,863.88)	(1,124,501,236.07)	(1,123,516,645.9)	(1,122,287,545.25)	(1,121,881,237.08)	(1,120,993,321.8)	(1,118,719,548.61)	

Filters:

- **Company**
- **AccountNo**(Default value = All)
- **Bal Level 1 Name**
- **Bal Level 2 Name**
- **Bal Level 3 Name**
- **Bal Level 4 Name**
- **Department No**(Default value = All)
- **GL Division**(Default value = All)
- **GL Sub-Account**(Default value = All)
- **Year/Quarter**(Default value = All)
- **From Year/Month**(Default value = Specified year/month)
- **To Year Month**(Default value = Current year/month)

# General Ledger Balance Sheet Account Details dashboard

General Ledger / Balance Sheet Account Details

2020

Select GL Division

Select Department No.

Select Account No.

Select GL Sub-Account

Balance Sheet Account Details

Division#	Department#	Account#	Sub-Account#	Description	Title	Balance Amt	Fwd Balance	Balance + Fwd	
1	0	2005	0	Accounts Payable	AP Trade Unmatched	-208	4,316,096.92	4,315,888.92	
1	0	2200	0	Accounts Payable	State Tax - Colorado	-134,564.72	-76,993,702.96	-77,128,267.68	
1	0	2201	0	Accounts Payable	County Tax - Colorado	-35,980.48	-36,510,084.24	-36,546,064.72	
1	0	2202	0	Accounts Payable	City Tax - Colorado	-87,480	-90,601,422.76	-90,688,902.76	
1	0	1100	0	Accounts Receivable	Accounts Receivable	5,332,534.08	159,720,111.72	165,052,645.80	
1	0	1000	0	Cash	Petty Cash	-318,596.52	4,328,075.76	4,009,479.24	
1	0	1010	0	Cash	Cash In Bank	-6,914,682.00	5,581,822,581.40	5,574,907,899.40	
1	0	1105	0	Cash	Credit Card Tendering Acct	26,715.72	198,269.96	224,985.68	
1	0	6410	0	Corp Approved Write Offs	Write off - AR	649.80	0	649.80	
1	0	5000	0	Cost of Goods Sold	Cost of Goods Sold - Elec...	23,023.72	0	23,023.72	
1	0	5010	0	Cost of Goods Sold	Cost of Goods Sold - Plu...	685,391.56	0	685,391.56	
1	0	5020	0	Cost of Goods Sold	Cost of Goods Sold - Ind...	395,461	0	395,461	
1	0	5027	0	Cost of Goods Sold	COGS - TOOLS	111,535.32	0	111,535.32	
1	0	5040	0	Cost of Goods Sold	COGS - TEXT BOOKS	24,453.68	0	24,453.68	
1	0	5050	0	Cost of Goods Sold	Cost of Goods Sold - Misc	11,211.92	0	11,211.92	
5	0	5050	0	Cost of Goods Sold	Cost of Goods Sold - Misc	2,198,106.56	0	2,198,106.56	
1	0	5602	0	Customer Discounts Tak...	Discount Taken - AP	-146,945.92	0	-146,945.92	
1	0	4080	0	Customer Freight Income	Freight In	-8.00	0	-8.00	
						<b>Σ</b>	<b>-90,863.88</b>	<b>Σ 1,413,301,294.20</b>	<b>{}</b> <b>1,349,605,343.96</b>

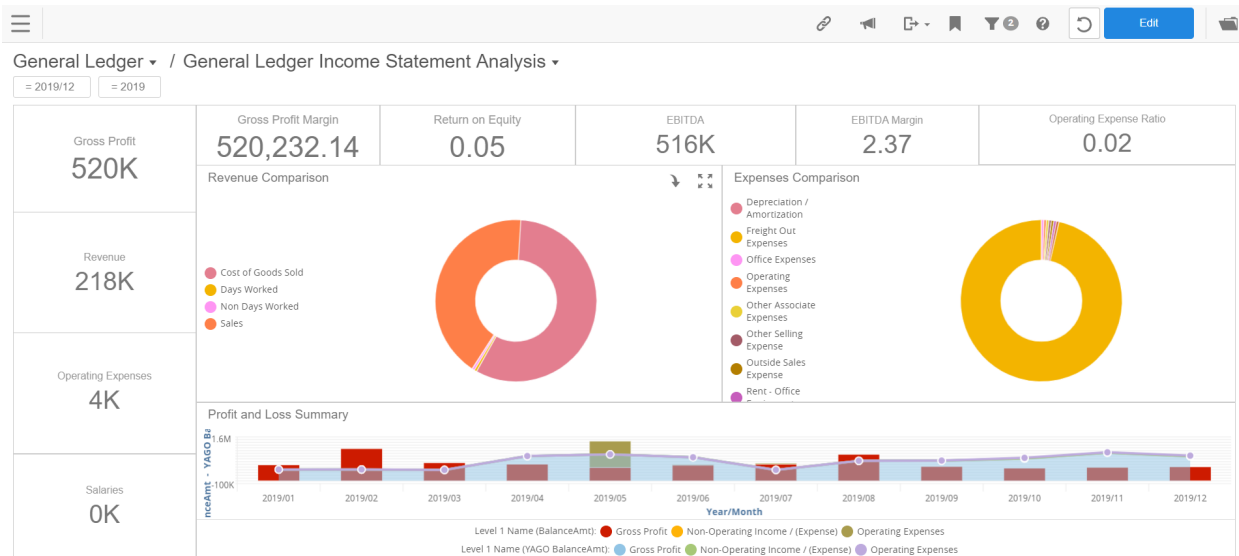
## Entry fields

- Year
- GL Division
- Department No.
- Account No.
- GL Sub-Account

## Filters:

- **Company**
- **Level 1 Name**
- **Level 2 Name**
- **Level 3 Name**
- **Level 4 Name**
- **Year/Quarter**
- **Year/Month**
- **Year**(Default value = Current year)
- **GL Division**
- **Department No.**
- **AccountNo.**
- **GL Sub-Account**

# General Ledger Income Statement Analysis dashboard



The General Ledger Income Statement Analysis dashboard consists of these KPIs:

- Gross Profit
- Revenue
- Operating Expenses
- Salaries
- Gross Profit Margin
- Return on Equity
- EBITDA
- EBITDA Margin
- Operating Expense Ratio

Reports:

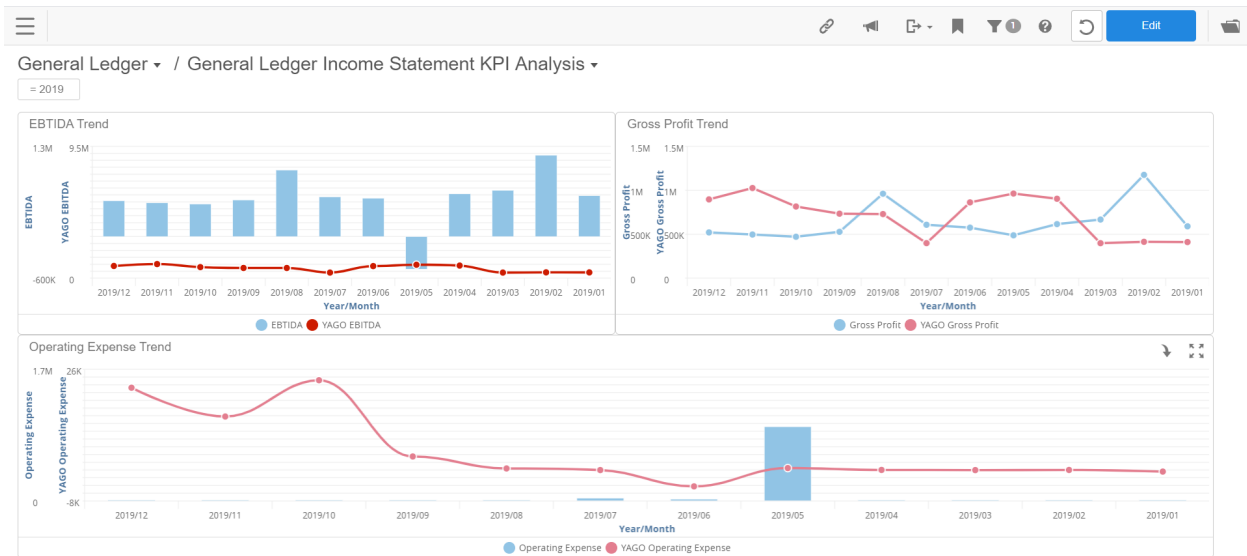
- Revenue Comparison
- Expenses Comparison
- Profit and Loss Summary

Filters:

- **AccountNo**
- **Company**
- **Department No**
- **GL Division**
- **GL Sub-Account**
- **GL Year/Month**(Default value = Current year/month)
- **Income Level 1 Name**
- **Income Level 2 Name**
- **Income Level 3 Name**

- **Income Level 4 Name**
- **Year**(Default value = Current year)
- **Year/Quarter**

## General Ledger Income Statement KPI Analysis dashboard



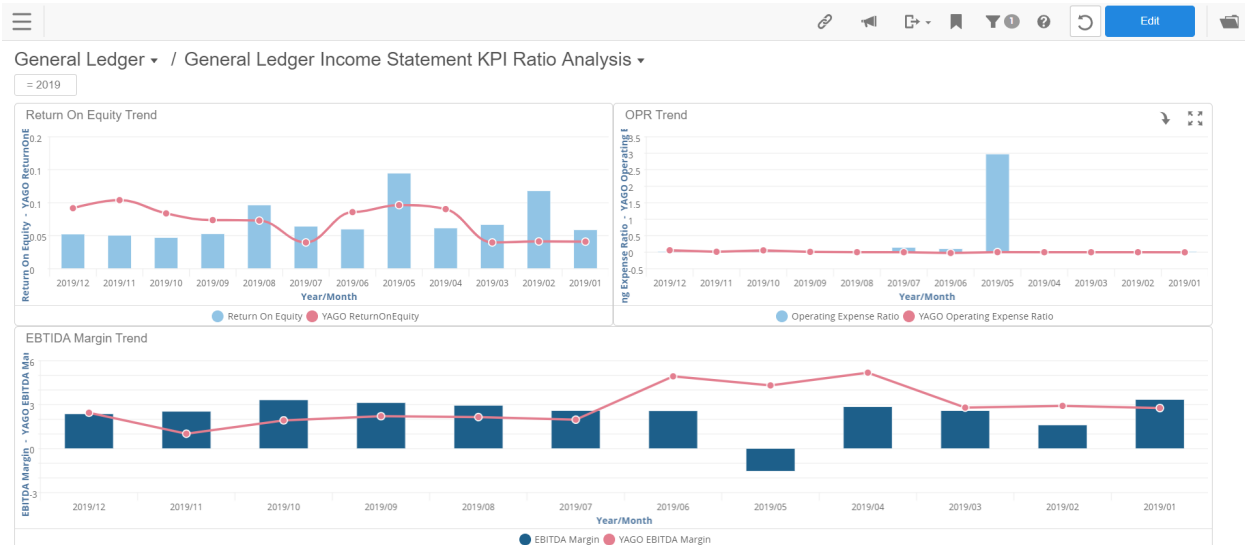
The General Ledger Income Statement KPI Analysis dashboard consists of these reports:

- EBITDA Trend
- Gross Profit Trend
- Operating Expense Trend

Filters:

- **AccountNo**
- **Company**
- **Department No**
- **GL Division**
- **GL Sub-Account**
- **Income Level 1 Name**
- **Income Level 2 Name**
- **Income Level 3 Name**
- **Income Level 4 Name**
- **Year** (Default value = Current year)
- **Year/Quarter**

# General Ledger Income Statement KPI Ratio Analysis dashboard



The General Ledger Income Statement KPI Ratio Analysis dashboard consists of these reports:

- Return on Equity Trend
- OPR Trend
- EBITDA Margin Trend

Filters:

- **AccountNo**
- **Company**
- **Department No**
- **GL Division**
- **GL Sub-Account**
- **Income Level 1 Name**
- **Income Level 2 Name**
- **Income Level 3 Name**
- **Income Level 4 Name**
- **Year**(Default value = Current year)

# General Ledger Income Statement Summary Analysis dashboard

General Ledger ▾ / General Ledger Income Statement Summary Analysis ▾

= 2019/12   = 2019

[View Income Statement](#)

Income Statement Tabular Summary

Level 1 Name	Level 2 Name	Level 3 Name	Level 4 Name	Balance Amt	Budget A...
Gross Profit	Invoices	Cost of Goods Sold	<a href="#">Cost of Goods Sold</a>	302,381.54	
		<b>Sub-Summary</b>		{ } 302,381....	Σ
		Sales	<a href="#">Sales</a>	217,585.47	
		<b>Sub-Summary</b>		{ } 217,585....	Σ
	<b>Sub-Summary</b>			{ } 519,967....	Σ
	Margin Variance	Days Worked	<a href="#">Inventory Adjustments</a>	0	
			<a href="#">Other Days Work Adjustments</a>	203.13	
		<b>Sub-Summary</b>		{ } 203.13	Σ
		Non Days Worked	<a href="#">Corp Approved Write Offs</a>	10	
		<a href="#">Other</a>	52		
<b>Sub-Summary</b>		{ } 62	Σ		
<b>Sub-Summary</b>			{ } 265.13	Σ	
<b>Sub-Summary</b>			{ } 520,232....	Σ	

The General Ledger Income Statement Summary Analysis dashboard consists of these reports:

- Income Statement Tabular Summary

Filters:

- **AccountNo**
- **Company**
- **Department No**
- **GL Division**
- **GL Sub-Account**
- **GL Year/Month**(Default value = Current year/month)
- **Income Level 1 Name**
- **Income Level 2 Name**
- **Income Level 3 Name**
- **Income Level 4 Name**
- **Year**(Default value = Current year)
- **Year/Quarter**

# General Ledger Income Statement dashboard

General Ledger ▾ / General Ledger Income Statement ▾

>= 2019/02 <= 2020/03

Income Statement

			Year/Month									
			2020/03	2020/02	2020/01	2019/12	2019/11	2019/10	2019/09	2019/08	2019/07	2019/06
Gross Profit	Invoices	Sales	0	(69,265.7)	(24,288.41)	(217,585.47)	(192,266.54)	(141,262.2)	(168,047.17)	(325,886.18)	(220,490.01)	(214,303.67)
		Cost of Goods Sold	0	57,958.86	28,489.8	302,381.54	303,377.54	285,748	323,524.16	573,491.47	333,625.71	322,526.15
		<b>Total</b>	0	<b>(11,306.84)</b>	<b>4,201.39</b>	<b>84,796.07</b>	<b>111,111</b>	<b>144,485.8</b>	<b>155,476.99</b>	<b>247,605.29</b>	<b>113,135.7</b>	<b>108,222.48</b>
Margin Variance	Days Worked	Inventory Adjustments	0	0	0	0	0	0	0	0	0	0
		Other Days Work Adjustments	0	(1.76)	0	203.13	219.6	175.68	214.11	(2,174.4)	207.09	203.13
	Non Days Worked	Corp Approved Write Offs	0	0	162.03	10	0.2	0	0	447.11	0.98	0
		Other	0	693.6	0	52	126.42	24,346.23	25,947.66	51,745.69	29,457.36	26,650.99
		<b>Total</b>	0	<b>691.84</b>	<b>162.03</b>	<b>265.13</b>	<b>346.22</b>	<b>24,521.91</b>	<b>26,161.77</b>	<b>50,018.4</b>	<b>29,665.43</b>	<b>26,864.12</b>
	<b>Total</b>		0	<b>(10,615)</b>	<b>4,363.42</b>	<b>85,061.2</b>	<b>111,457.22</b>	<b>169,007.71</b>	<b>181,638.76</b>	<b>297,623.69</b>	<b>142,801.13</b>	<b>135,086.6</b>
Non-Operating Income / (Expense)	Non-Operating Income / (Expense)	Non-Operating Income / (Expense)	0	0	0	0	0	0	0	0	0	0
		<b>Total</b>	0	0	0	0	0	0	0	0	0	0
	Other - Non Operating Inc / (Exp)	Customer Discounts Taken	0	(3.6)	(36,732.88)	0	0	0	0	(521.5)	0	0
		Gain/(Loss) Fixed Assets	0	0	0	0	(0.61)	0	0	0	0	0

1 - 50 of 100 | < >

Filters:

- Company
- Department No
- AccountNo
- GL Sub-Account
- From Year/Month
- GL Division
- To Year/Month
- Income Level 1 Name
- Income Level 2 Name
- Income Level 3 Name
- Income Level 4 Name
- Year/Quarter

# General Ledger Income Statement Account Details dashboard

General Ledger ▾ / Income Statement Account Details ▾

= 2019

2019

Select Division\_1

Select Department No.

Select AccountNo

Select GL Sub-Account

### Income Statement Account Details

Division#	Department#	Account#	Sub-Account#	Description	Title	Balance Amt	Fwd Balance	Bal+Fwd		
1	0	2005	0	Accounts Payable	AP Trade Unmatched	80,299.10	998,725.13	-80,299.10		
1	0	2200	0	Accounts Payable	State Tax - Colorado	-94,064.89	-19,154,360.85	94,064.89		
1	0	2201	0	Accounts Payable	County Tax - Colorado	-26,336.04	-6,601,185.02	26,336.04		
1	0	2202	0	Accounts Payable	City Tax - Colorado	-65,105.51	-22,585,250.18	65,105.51		
1	0	2279	0	Accounts Payable	HST Tax	79.56	0	-79.56		
1	0	1100	0	Accounts Receivable	Accounts Receivable	6,373,845.03	33,556,182.90	6,373,845.03		
1	0	1000	0	Cash	Petty Cash	104,104.85	977,914.09	104,104.85		
1	0	1010	0	Cash	Cash In Bank	639,278.58	1,394,816,366.77	639,278.58		
1	0	1105	0	Cash	Credit Card Tendering Acct	21,267.99	28,299.50	21,267.99		
1	0	1376	0	Cores Due	Core - Customer Due	24	1,395	-24		
1	0	1377	0	Cores Due	Core - Cust Liability	-3,624	-4,575	3,624		
1	0	6410	0	Corp Approved Write Offs	Write off - AR	75.95	0	75.95		
1	0	6420	0	Corp Approved Write Offs	Inventory WORK IN PROCESS	392.34	0	392.34		
1	0	5000	0	Cost of Goods Sold	Cost of Goods Sold - Electrical	12,738.45	0	12,738.45		
1	0	5004	0	Cost of Goods Sold	COGS - FINE PAPER	159.64	0	159.64		
1	0	5005	0	Cost of Goods Sold	Cost of Goods Sold - SERVICES	60,166.82	0	60,166.82		
1	0	5010	0	Cost of Goods Sold	Cost of Goods Sold - Plumbin...	824,719.46	0	824,719.46		
2	0	5010	0	Cost of Goods Sold	Cost of Goods Sold - Plumbin...	7,500	0	7,500		
3	0	5010	0	Cost of Goods Sold	Cost of Goods Sold - Plumbin...	12,000	0	12,000		
						Σ	-334,992.49	Σ 360,860,689.36	{}	44,398,777.79

## Entry fields

- Year
- GL Division
- Department No
- AccountNo
- GL Sub-Account

## Filters:

- **Company**
- **Level 1 Name**
- **Level 2 Name**
- **Level 3 Name**
- **Level 4 Name**
- **Year/Quarter**
- **Year**(Default value = Current year)
- **GL Division**
- **Department No**
- **AccountNo**
- **GL Sub-Account**
- **Year/Month**

# General Ledger Trial Balance report

Show All Balances

Trial Balance

Level 1	Level 2	GL Account ...	GL-Account	Account Type	Title	Period Balance	Year To Date Totals
Assets and Liabilities	Assets	<a href="#">1000</a>	2-0-1000-0	A	PETTY CASH	0	4,000
		<a href="#">1000</a>	1-0-1000-0	a	Petty Cash	104,104.85	4,180,310.03
		<a href="#">1010</a>	1-0-1010-0	a	Cash In Bank	639,278.58	5,580,835,409.73
		<a href="#">1011</a>	1-0-1011-0	a	Canadian Bank	0	-470.40
		<a href="#">1100</a>	10-0-1100-0	a	Accounts Receivable	0	-2,000
		<a href="#">1100</a>	1-0-1100-0	a	Accounts Receivable	6,373,845.03	150,453,969.89
		<a href="#">1100</a>	2-0-1100-0	a	Accounts Receivable	0	-476,304.28
		<a href="#">1100</a>	3-0-1100-0	a	Accounts Receivable	0	-1,650,350.68
		<a href="#">1100</a>	4-0-1100-0	a	Accounts Receivable	0	-1,318,332.40
		<a href="#">1100</a>	5-0-1100-0	a	Accounts Receivable	0	-4,456,900.12
		<a href="#">1100</a>	6-0-1100-0	a	Accounts Receivable	0	0
		<a href="#">1100</a>	7-0-1100-0	a	Accounts Receivable	0	0
		<a href="#">1105</a>	1-0-1105-0	a	Credit Card Tendering Acct	21,267.99	158,076.86
		<a href="#">1105</a>	2-0-1105-0	a	Credit Card Tendering Acct	0	0
		<a href="#">1105</a>	3-0-1105-0	a	Credit Card Tendering Acct	0	0

The General Ledger Trial Balance report consists of the Trial Balance report.

Filters:

- **Balance Amount Type** (Show All Balances / Show Non-zero Balances)
- **GL Division**
- **Department No.**
- **Account No**
- **GL Sub-Account**
- **GL Account Type**
- **Company**
- **Year**(Default value = Current year)
- **Year/Month**
- **Year/Quarter**

# General Ledger Account Mapping File Downloads dashboard

General Ledger ▾ / General Ledger Account Mapping File Downloads ▾

**Instructions to Download**

1. To download Balance Sheet hierarchy sheet, export the glsahierarchy report to excel.
2. Make required changes and save it as .csv.
3. Upload it back to Birst using Upload Files in Raw Source space.
4. Same steps to be followed to download plhierarchy, glaccountmap and placcountmap for Profit & Loss Hierarchy, Balance Sheet account map and Profit and Loss Account map respectively.



General Ledger Balance Sheet Hierarchy

[glsahierarchy](#)

General Ledger Income Statement Hierarchy

[plhierarchy](#)

General Ledger Income Statement Account Setup Mapping (GLSA)

[placcountmap](#)



General Ledger Balance Sheet Account Setup Mapping (GLSA)

[glaccountmap](#)



This dashboard is used to download the default hierarchy and account mapping files. See the *Infor CloudSuite Distribution Configuration Guide* or *Infor Distribution Analytics Configuration Guide* for instructions.

# General Ledger Default Hierarchy Display dashboard

General Ledger ▾ / General Ledger Default Hierarchy Display ▾

Balance Sheet Hierarchy Display

GAAP Balances	Assets	Assets	Assets	Assets	Assets	0010BAGAAP
		Current Assets	Accounts Receivable	Accounts Receivable	Accounts Receivable	0080BAGAAP
				Accounts Receivable - Trade	Accounts Receivable - Trade	0100BAGAAP
				Less: A/R Reserve	Less: A/R Reserve	0110BAGAAP
				Other Receivables	Other Receivables	0240BAGAAP
			Cash	Cash	Cash	K009GAAP
			Current Assets	Current Assets	Current Assets	K008GAAP
			Inventory	Cores	Cores	0140BAGAAP
				Inventory	Inventory	K044GAAP
				Inventory (Raw Materials and Pr...	Inventory (Raw Materials and Productio...	0150BAGAAP
				Inventory In Transit	Inventory In Transit	K046GAAP
				LIFO Reserve	LIFO Reserve	0160BAGAAP
				Other Inventory	Other Inventory	K045GAAP
		Fixed Assets	Prepaid Expenses	Prepaid Expenses	Prepaid Expenses	K010GAAP
			Accumulated Depreciation	Accumulated Depreciation	Accumulated Depreciation	0390BAGAAP
			Auto & Trucks	Auto & Trucks	Auto & Trucks	0280BAGAAP
			Fixed Assets	Fixed Assets	Fixed Assets	0260BAGAAP
			Furniture & Equipment	Furniture & Equipment	Furniture & Equipment	0270BAGAAP
			Leasehold Improvements	Leasehold Improvements	Leasehold Improvements	0290BAGAAP
			Other Fixed Assets	Other Fixed Assets	Other Fixed Assets	0370BAGAAP
			Software	Software	Software	0340BAGAAP
		Other Assets	Cash Surrender Value Life I...	Cash Surrender Value Life Insur...	Cash Surrender Value Life Insurance	0610BAGAAP
			Due From Shareholders	Due From Shareholders	Due From Shareholders	0570BAGAAP
			Goodwill	Goodwill	Goodwill	0670BAGAAP
			Other	Other	Other	0710BAGAAP
			Other Assets	Other Assets	Other Assets	0430BAGAAP
	GAAP Balances	GAAP Balances	GAAP Balances	GAAP Balances	GAAP Balances	0000BGAAP
	Liabilities & Stockholder Equity	Liabilities	Current Liabilities	Accounts Payable	Accounts Payable	0050BLGAAP
				Cores Due	Cores Due	0051BLGAAP
				Accrued Payables	Accrued Payables	0060BLGAAP
				Current Liabilities	Current Liabilities	K014GAAP
				Notes Payable	Notes Payable	0200BLGAAP
				PR Withholdings	PR Withholdings	0090BLGAAP
			Liabilities	Liabilities	Liabilities	0010BLGAAP
			Long Term Liabilities	Long Term Liabilities	Long Term Liabilities	0019GAAP

This dashboard shows the default General Ledger Balance Sheet using the default balance sheet hierarchy. The example displays only a portion of the balance sheet.

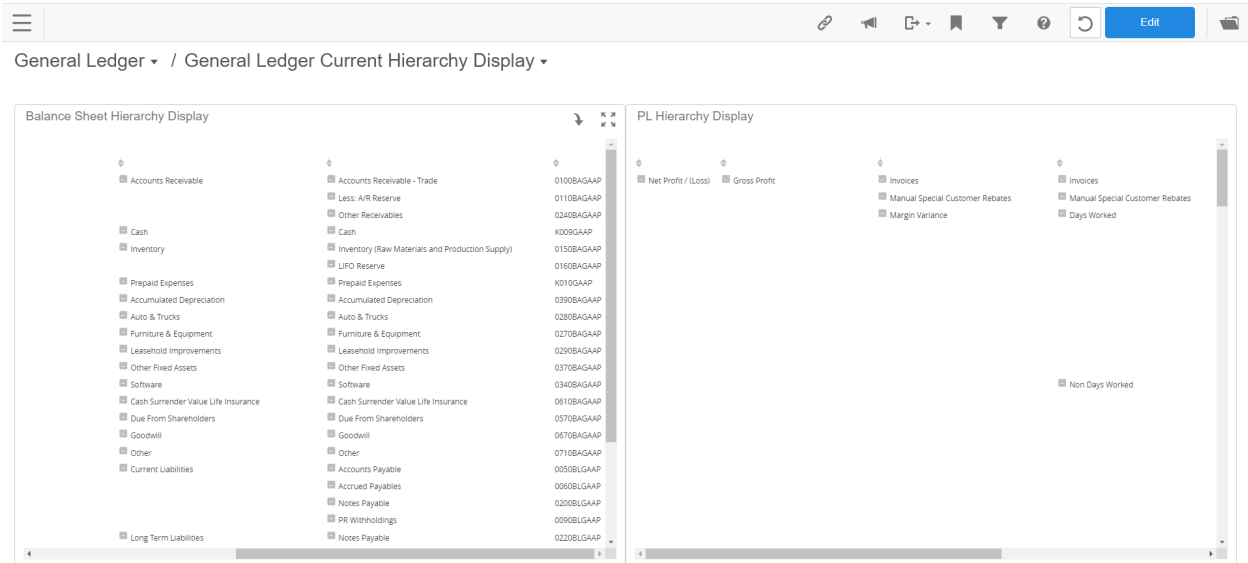
General Ledger ▾ / General Ledger Default Hierarchy Display ▾

Income Statement Hierarchy Display

Net Profit / (Loss)	Gross Profit	Gross Profit	Gross Profit	Gross Profit	Gross Profit	0001PIEGAAP
	Invoices	Cost of Goods Sold	Cost of Goods Sold	Cost of Goods Sold	Cost of Goods Sold	00111PIEGAAP
		Invoices	Invoices	Invoices	Invoices	00100PIEGAAP
		Sales	Sales	Sales	Sales	00110PIEGAAP
	Manual Special Customer Re...	Manual Special Customer Re...	Manual Special Customer Rebat...	Manual Special Customer Rebates	Manual Special Customer Rebates	00102PEGAAP
	Margin Variance	Days Worked	AP Cost Adjustments	AP Cost Adjustments	AP Cost Adjustments	11041PEGAAP
			Customer Pricing Adj	Customer Pricing Adj	Customer Pricing Adj	11045PEGAAP
			Days Worked	Days Worked	Days Worked	011040PEGAAP
			Inv Discrepancy No Response-NS	Inv Discrepancy No Response-NS	Inv Discrepancy No Response-NS	11048PEGAAP
			Inv Discrepancy No Response-O...	Inv Discrepancy No Response-Owned	Inv Discrepancy No Response-Owned	11047PEGAAP
			Inventory Adjustments	Inventory Adjustments	Inventory Adjustments	11042PEGAAP
			Invoices Paid, No PO	Invoices Paid, No PO	Invoices Paid, No PO	11049PEGAAP
			Non Days Worked	Consigned Cost Adjustments	Consigned Cost Adjustments	11059PEGAAP
				Consigned Freight	Consigned Freight	11051PEGAAP
				Corp Approved Write Offs	Corp Approved Write Offs	11057PEGAAP
				Freight In - FMS	Freight In - FMS	11053PEGAAP
				LIFO Reserve	LIFO Reserve	110512PEGAAP
				Margin Variance Reserve	Margin Variance Reserve	110511PEGAAP
				Non Days Worked	Non Days Worked	011050PEGAAP
				Other	Other	11058PEGAAP
				Other Freight on Invoices	Other Freight on Invoices	11052PEGAAP
				Pallet Charges	Pallet Charges	11054PEGAAP
				Physical Inventory Adj	Physical Inventory Adj	110510PEGAAP
				PO Closeouts - Prior Year	PO Closeouts - Prior Year	11056PEGAAP
				Restocking Charges	Restocking Charges	11055PEGAAP
				Non Stock Adjustments	Non Stock Adjustments	11044PEGAAP
				Other Days Work Adjustments	Other Days Work Adjustments	110410PEGAAP
				PO Closeouts	PO Closeouts	11043PEGAAP
				Scrap Proceeds	Scrap Proceeds	11046PEGAAP
		Margin Variance	Margin Variance	Margin Variance	Margin Variance	00104PEGAAP
	Rebated Due to Customers	Rebated Due to Customers	Rebated Due to Customers	Rebated Due to Customers	Rebated Due to Customers	00103PEGAAP
	Special Customer Rebates	Special Customer Rebates	Special Customer Rebates	Special Customer Rebates	Special Customer Rebates	00101PEGAAP
	Admin	Admin	Admin	Admin	Admin	00040PEGAAP
Net Income Before Admin Exp	Net Income Before Admin Exp	Net Income Before Admin Exp	Net Income Before Admin Exp	Net Income Before Admin Exp	Net Income Before Admin Exp	0004PIEGAAP
	Restructuring Expenses	Restructuring Expenses	Restructuring Expenses	Restructuring Expenses	Restructuring Expenses	00041PEGAAP

This dashboard shows the default General Ledger Income Statement using the default income statement hierarchy. The example displays only a portion of the balance sheet.

# General Ledger Current Hierarchy Display dashboard



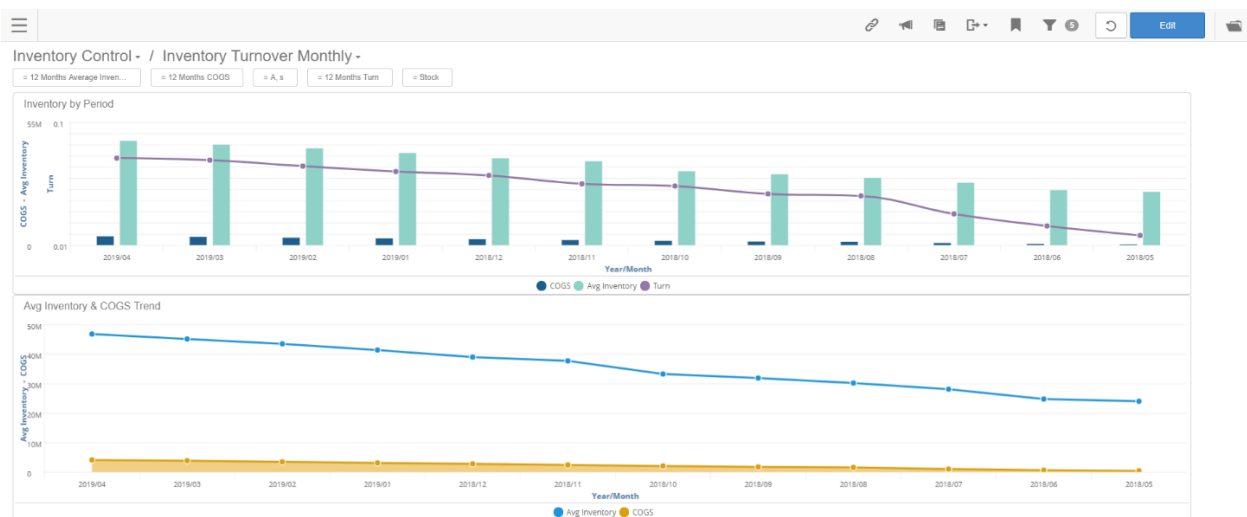
This dashboard shows the current General Ledger Balance Sheet and Income Statement using your imported balance sheet and income statement hierarchy. The example displays only a portion of the balance sheet.

The Current Hierarchy Display dashboard includes this filter:

- Company

## Chapter 8: Inventory Domain

### Inventory Turnover Monthly dashboard



The Inventory Turnover Monthly dashboard consists of these reports:

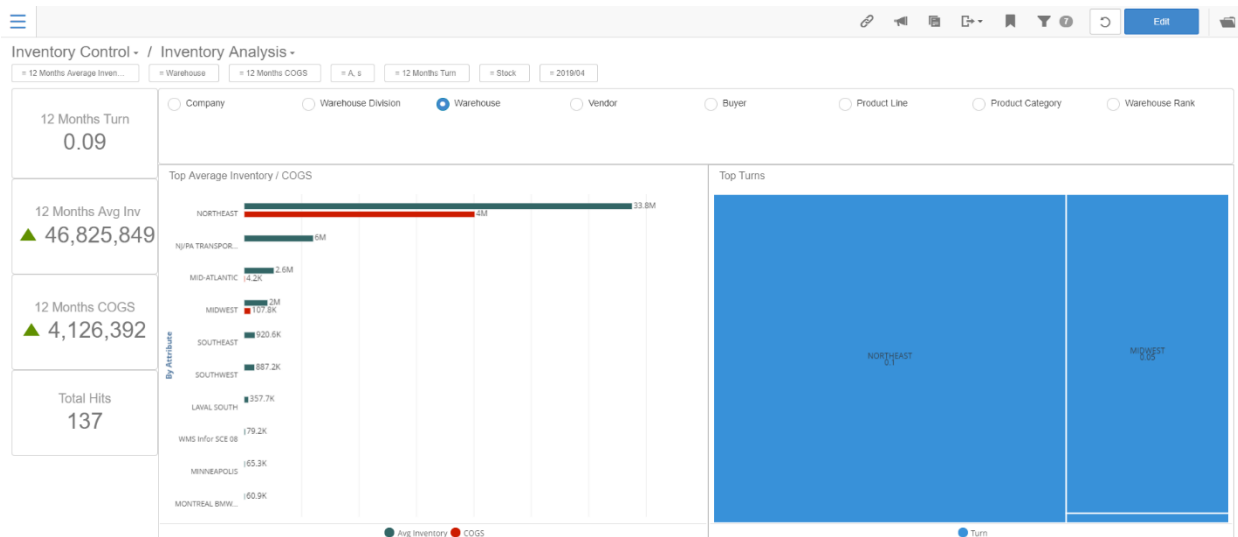
- Inventory by Period
- Average Inventory & Cost of Goods Sold Trend

Filters:

- **Company**(Default value = All)
- **Average Inventory**(Default value = 12 months average)
- **Inventory Cost of Goods Sold**(Default value = 12 months Cost of Goods Sold)
- **Turn**(Default value = 12 Months Turn)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Warehouse Division**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)

- **Product Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Status**(Default value = 'A','S')
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Year**(Default value = All)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)

## Inventory Analysis dashboard



The Inventory Analysis dashboard consists of these KPIs:

- 12 Months Turn
- 12 Months Average Inventory
- 12 Month Cost of Goods Sold
- Total Hits
- On Hand Average Inventory Value
- Current Inventory Value

Reports:

- Top Average Inventory / Cost of Goods Sold
- Top Turns

Filters:

- **Company**
- **Warehouse Division**
- **Warehouse Name**
- **Warehouse ID**
- **Warehouse Product Status**(Default value = Stock)
- **Warehouse Rank**
- **Vendor Name**
- **Vendor #**
- **Vendor Type**
- **Product Category Description**
- **Product Line Description**
- **Product Line**
- **Product Status**(Default Value = 'A','S')
- **Buyer Name**
- **Buyer**
- **Product Code**
- **Average Inventory**(Default value = 12 Months' Average Inventory)
- **Inventory Cost of Goods Sold**(Default value = 12 Months' Cost of Goods Sold)
- **Turn** (Default value = 12 Months' Turn)
- **Year/Month**(Default value = Current Year/Month)
- **By Attribute**(Default value = Warehouse)

## Inventory Summary dashboard

Inventory Control - / Inventory Summary -

Company Warehouse A, S Stock

Group By 1

- Company
- Warehouse Division
- Warehouse
- Vendor
- Buyer
- Product Line
- Product Category
- Warehouse Rank

Group By 2

- Company
- Warehouse Division
- Warehouse
- Vendor
- Buyer
- Product Line
- Product Category
- Warehouse Rank

Year/Month	Group By 1	Group By 2	On Hand Average Inv...	On Hand Standard In...	12 Months Avg Invent...	12 Months COGS	12 Months Turns
2019/04	5000	SOUTHWEST			887,207.35	0	0
		Detroit			0	0	0
		FABRICATION SHOP			7,117.03	0	0
		MID-ATLANTIC			2,582,242.12	4,181.30	0.00
		VOD			0	0	0
		QUARANTINE			0	0	0
		3M			52,288.24	0	0
		Managed Inventory WH			0	0	0
		CHICAGO			4,861.72	0	0
		NORTHEAST			33,774,420.72	4,614,367.69	0.12
		LAVAL SOUTH			357,651.81	0	0
		WMS Infor SCE 08			79,173.39	0	0
		N.J./PA TRANSPORTA...			6,005,225.81	0	0
		SOUTHEAST			920,580.30	0	0
		MINNEAPOLIS			65,342.97	0	0
		MONTREAL			0	0	0
		MONTREAL BMW - C...			60,903.87	0	0
		MIDWEST			2,028,723.25	107,842.53	0.05
Summary			Σ	Σ	449,287,098.52	Σ 28,149,717.61	{}

The Inventory Summary dashboard includes this report:

- Inventory Summary Report

Filters:

- **Company**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Warehouse ID**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Product Code**(Default value = All)
- **Year**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Group By 1**(Default value = Company)
- **Group By 2**(Default value = Warehouse)

## Inventory Detail dashboard

Inventory Control - / Inventory Detail -

Company #	Division #	Warehouse Name	Vendor #	Vendor Name	Product Line	Buyer Name	Warehouse Ra...	On Hand Average Inv...	On Hand Standard In...	12 Months Avg Invent...	12 Months CO...	12 Months T...							
5000	0	3M	101	GRANDVIEW MFG	WINTER TIRES	BILL BUYER	F			80,029.57	0	0							
				GRANDVIEW MFG	Gate Valves	PLUMBING/IRRIGATION	(is missing)			0	0	0							
				GRANDVIEW MFG	Gate Valves	PLUMBING/IRRIGATION	A			33,604.84	0	0							
				GRANDVIEW MFG	Gate Valves	PLUMBING/IRRIGATION	C			0	0	0							
			201	IGERSOLL RAND	Tools - Power & Hand	BILL BUYER	(is missing)			0	0	0							
			501	Honeywell	MONESSEN	BILL BUYER	(is missing)			0	0	0							
			5071	CARR SUPPLY	Gate Valves	PLUMBING/IRRIGATION	C			48,272.58	0	0							
				CARR SUPPLY	Gate Valves	PLUMBING/IRRIGATION	D			16,634.39	0	0							
			6081001	SAMSUNG NORTH AME...	FRIDGE	BILL BUYER	(is missing)	0	0	0	0	0							
			CHICAGO	101	GRANDVIEW MFG	Tools - Cutting & M...	BILL BUYER	(is missing)			192.87	0	0						
		GRANDVIEW MFG			Tools - Cutting & M...	BILL BUYER	C			0	0	0							
		501		Honeywell	Tap & Die	BILL BUYER	(is missing)			0	0	0							
		Honeywell		Tap & Die	BILL BUYER	F			16,483.88	0	0								
		LAWAL SOUTH	101	GRANDVIEW MFG	WINTER TIRES	BILL BUYER	(is missing)			1,213,211.05	0	0							
				117	KOHLER	FAUCET	PLUMBING/IRRIGATION	(is missing)	0	0	0	0							
			501	Honeywell	MONESSEN	BILL BUYER	(is missing)			0	0	0							
			6081001	SAMSUNG NORTH AME...	FRIDGE	BILL BUYER	(is missing)			0	0	0							
		<b>Summary</b>								Σ	1,564,999.92	Σ	1,553,822.97	Σ	175,776,066.00	Σ	14,419.97...	{}	0.06

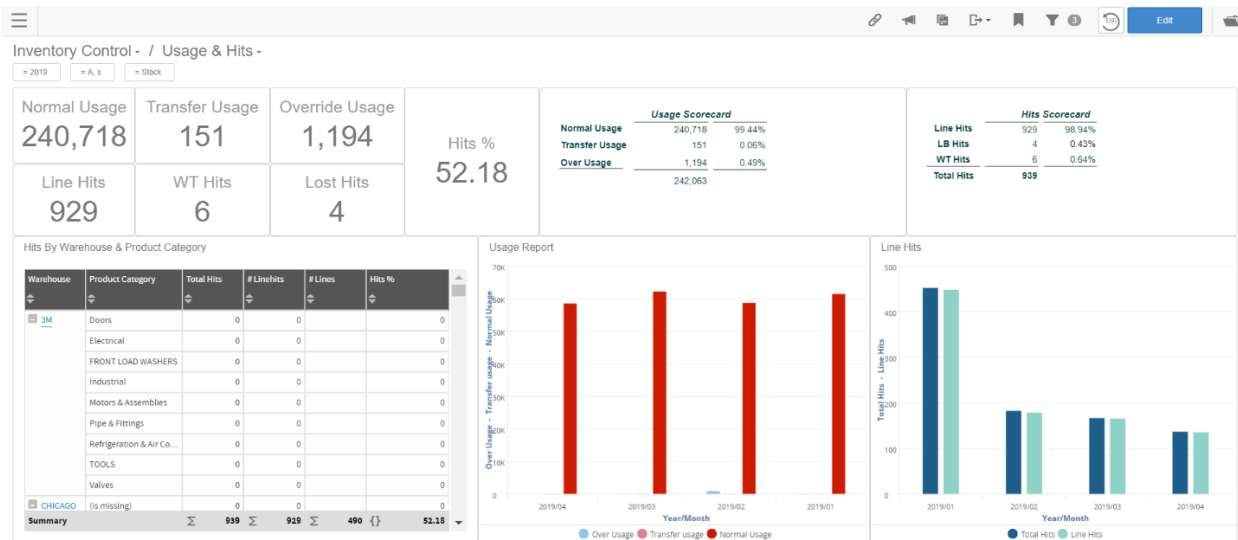
The Inventory Detail dashboard consists of this report:

- Inventory Detail Report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Code**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)

## Usage & Hits dashboard



The Usage & Hits dashboard consists of KPIs for these metrics:

- Normal Usage
- Transfer Usage
- Override Usage
- Line Hits
- WT Hits
- Lost Hits
- Line Fill Rate %

Reports:

- Usage Scorecard
- Line Hits Scorecard
- Hits By Warehouse & Product Category
- Usage Report by Year/Month
- Line Hits by Year/Month

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)

# Usage & Hits Summary dashboard

Inventory Control - / Usage & Hits Summary -

Company Warehouse 2019 A, S Stock

Group By 1  
 Company  
 Warehouse Division  
 Warehouse  
 Vendor  
 Buyer  
 Product Line  
 Product Category  
 Warehouse Rank

Group By 2  
 Company  
 Warehouse Division  
 Warehouse  
 Vendor  
 Buyer  
 Product Line  
 Product Category  
 Warehouse Rank

Year/Month	Group By 1	Group By 2	Usage	Transfer Usage	% Transfer	Override Usage	Days	# Times	Average Inventory	Line Hits	WT Hits	Lost Business	Total Hits	
2019/04	5000	3M	0	0		0	0	0	60,250	0	0	0	0	
		CHICAGO	0	0		0	0	0	5,386.61	0	0	0	0	
		DETROIT	0	0		0	0	0	0	0	0	0	0	
		FABRICATION SHOP	0	0		0	0	0	7,465.24	0	0	0	0	
		LIVIAL SOUTH	0	0		0	0	0	434,792.40	0	0	0	0	
		Managed Inventory WH	0	0		0	0	0	0	0	0	0	0	
		MID-ATLANTIC	0	0		0	0	0	3,138,253.98	0	0	0	0	
		MIDWEST	0	0		0	0	0	3,188,908.02	0	0	0	0	
		MINNEAPOLIS	0	0		0	0	0	396,389.44	0	0	0	0	
		MONTREAL	0	0		0	0	0	0	0	0	0	0	
		MONTREAL BMW - CON...	0	0		0	0	0	74,040	0	0	0	0	
		NJ/PA TRANSPORTATI...	0	0		0	0	0	7,244,000	0	0	0	0	
		NORTHEAST	58,494	10	0.02	0	0	0	38,762,060.84	136	1	0	137	
		QUARANTINE	0	0		0	0	0	0	0	0	0	0	
		SOUTHEAST	0	0		0	0	0	1,152,145.73	0	0	0	0	
		SOUTHWEST	0	0		0	0	0	1,137,476.13	0	0	0	0	
		TWL	0	0		0	0	0	339.71	0	0	0	0	
		VOD	0	0		0	0	0	0	0	0	0	0	
Summary			Σ 240,718	Σ 151	{}	0.06	Σ 1,193.55	Σ 9,660	Σ 27	Σ 216,587,260.44	Σ 929	Σ 6	Σ 4	Σ 939

The Usage & Hits Summary dashboard consists of this report:

- Usage & Hits Summary Report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Group By 1**(Default = Company)
- **Group By 2**(Default = Warehouse)

# Usage & Hits Detail dashboard

Inventory Control - / Usage & Hits Detail -

= 2019   = A, S   = Stock

Year/Month	Warehouse Divisi...	Warehouse Name	Vend Name	Vend #	Prod Line	Buyer Name	Usage	Transfer Usage	% Transfer	Override Usa...	Days	# Times	Average Inventory	Line Hits	WT Hits	Lost Business ...	Total Hits	# Lines													
2019/04	0	3M	CARR SUPPLY	5071	GV	PLUMBING/IRRIGATION	0	0		0	0	0	22,250	0	0	0	0	0													
			GRANDVIEW MFG	101	FL1	BILL BUYER	0	0		0	0	0	0	28,000	0	0	0	0	0												
			GRANDVIEW MFG	101	GV	PLUMBING/IRRIGATION	0	0		0	0	0	0	10,000	0	0	0	0	0	0											
			Honeywell	501	MON	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0	0											
			IGERSOLL RAND	201	FL2	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0	0											
			SAMSUNG NORTH AME...	6081001	FRIDGE	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0	0											
		CHICAGO	GRANDVIEW MFG	101	FL1	BILL BUYER	0	0		0	0	0	0	69.12	0	0	0	0	0												
			Honeywell	501	TAP	BILL BUYER	0	0		0	0	0	0	5,317.49	0	0	0	0	0												
		LAVAL SOUTH	GRANDVIEW MFG	101	FL1	BILL BUYER	0	0		0	0	0	0	434,792.40	0	0	0	0	0												
			Honeywell	501	MON	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0												
			KOHLER	117	Z01	PLUMBING/IRRIGATION	0	0		0	0	0	0	0	0	0	0	0	0												
			SAMSUNG NORTH AME...	6081001	FRIDGE	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0												
		Managed Inventory...	CASCADE WHOLESAL...	1019	HDWR	BUILDING MATERIALS B	0	0		0	0	0	0	0	0	0	0	0	0												
		MONTREAL BMW - ...	CERTAINTEED CORPOR...	104	SIDING	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0												
			GRANDVIEW MFG	101	FL1	BILL BUYER	0	0		0	0	0	0	74,040	0	0	0	0	0												
			Honeywell	501	MON	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0												
			Honeywell	501	tap	BILL BUYER	0	0		0	0	0	0	0	0	0	0	0	0												
		Summary			INTERSTATE BATTERIES	850	IB01	(is missing)	0	0		0	0	0	0	0	0	0	0												
									Σ 2...	Σ	151	{}	0.06	Σ	1,193.55	Σ	...	Σ	24	Σ	215,508,247.76	Σ	929	Σ	6	Σ	4	Σ	939	Σ	490

The Usage & Hits Detail dashboard consists of this report:

- Usage & Hits Detail Report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Code**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)

# Inventory Interactive Detail dashboard

Inventory Control - / Inventory Interactive Detail -

Year: 2019 Company: Warehouse: A,S Stock

Group By 1: Company

Group By 2: Warehouse

Group By 1	Group By 2	12 Months Avg...	12 Months CO...	12 Months Tu...	Usage	Transfer Us...	Override Us...	On Hand Avg B...	On Hand Stand...	Average Inven...	Line Invs	Last Business...	WT Hrs	Total	% Trans...	Hits % Ht In...	# Lines
5000	3M	36,753.81	0	0	0	0	0			65,720	0	0	0	0	0	0	0
	CHICAGO	3,462.58	0	0	0	0	0			6,252.87	0	0	0	0	0	0	0
	DETROIT	0	0	0	0	0	0			0	0	0	0	0	0	0	0
	FABRICATION S...	6,727	0	0	0	0	0			7,248.02	0	0	0	0	0	0	0
	EVANSVILLE	240,957.5	0	0	0	0	0			424,762.49	0	0	0	0	0	0	0
	Hampton Roads...	0	0	0	0	0	0			0	0	0	0	0	0	0	0
	INDIANAPOLIS	1,850,853.02	4,355.02	0.02	0	0	0			3,028,948.12	0	0	0	0	0	0	0
	INDIANAPOLIS	1,462,298.99	107,893.00	0.07	0	0	0	1,442	1,442	1,830,002.00	0	0	0	0	0	0	0
	INDIANAPOLIS	55,655.44	0	0	0	0	0	11,395	11,395	59,691.44	0	0	0	0	0	0	0
	MONTREAL	0	0	0	0	0	0			0	0	0	0	0	0	0	0
	MONTREAL INC	42,359.87	0	0	0	0	0			74,240	0	0	0	0	0	0	0
	MILWAUKEE	4,175,628.26	0	0	0	0	0			7,272,200	0	0	0	0	0	0	0
	NORTHEAST	32,320,093.18	3,079,203.02	0.09	61,400	100	115.58	53,879.29	53,373.29	37,339,748.46	440	1	3	482	0.17	0.17	35.04
	QUANTICO	0	0	0	0	0	0			0	0	0	0	0	0	0	0
	SOUTHEAST	697,869.44	0	0	0	0	0			1,099,179.17	0	0	0	0	0	0	0
	SOUTHWEST	607,023.25	0	0	0	0	0			1,061,362.39	0	0	0	0	0	0	0
	TINN	94,791	0	0	0	0	0			0	0	0	0	0	0	0	0
	USD	0	0	0	0	0	0			0	0	0	0	0	0	0	0
	WHD Infr SCS 06	55,110.09	0	0	0	0	0			66,260	0	0	0	0	0	0	0
Summary		41,289,313.56	3,151,355.39	0.08	61,400	100	115.58	66,715.29	66,261.29	52,432,687.76	448	1	3	482	0.17	0.17	35.04

The Inventory Interactive Detail dashboard consists of this report:

- Inventory Interactive Detail Ad hoc report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Warehouse Division**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Code**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Group By 1**(Default value = Company)
- **Group By 2**(Default value = Warehouse)
- **Cross-Tab Column**(Default value = Year)

# Inventory Interactive Cross-Tab dashboard

Inventory Control ▾ / Inventory Interactive Cross-Tab ▾

Group By 1  
 Company  
 Warehouse  
 Product Category  
 Product Line  
 Product  
 Vendor Type  
 Vendor  
 Buyer

Inventory Month  
 3 Months  
 6 Months  
 9 Months  
 12 Months  
 15 Months  
 18 Months

Avg Inventory,COGS & Turns Cross-Tab Summary

Group By 1	Group By 2	Avg Inventory	COGS	Turns	On Hand Avg In...	On Hand Stand...	Normal Us...	Transfer Us...	Over Us...	Total ...	WT Hits	Line Hits	Lost Hits	Avg Invent...	COGS
5900	SM	65,735		0	0		0	0	0	0	0	0	0	65,735	
	CHICAGO	6,252.87		0										6,252.87	
	DETROIT	0		0										0	
	FABRICATION S.	7,349.02		0		-40,985								7,349.02	
	LAWAL SOUTH	434,792.40		0										434,792.40	
	Managed Inven...	0		0										0	
	MID-ATLANTIC	3,000,027.83		0		0								3,024,637.18	
	MIDWEST	1,833,900.42	41,614.79	0.09	1,441	1,441	0	0	0	0	0	0	0	1,850,285.81	
	MINNEAPOLIS	58,665.44		0		3,150	3,150	0	0	0	0	0	0	58,665.44	
	MONTREAL	0		0										0	
	MONTREAL SM	74,040		0										74,040	
	NLJPH TRANSP...	7,272,000		0										7,272,000	
	NORTHEAST	32,007,666.36	1,009,357.12	0.13	53,373.29	53,373.29	61,406	105	115.30	402	3	448	1	34,560,763.79	1,060
	QUARANTINE	0		0										0	
	SOUTHEAST	1,108,176.17		0		0								1,108,176.17	

The Inventory Interactive Cross-Tab dashboard consists of this report:

- Inventory Interactive Cross-Tab Ad hoc report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Warehouse Rank**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)
- **Group By 1**(Default value = Company)
- **Inventory Month**(Default Value = 3 Months)
- **Group By 2**(Default value = Warehouse)

# Inventory Interactive Mix

The screenshot shows the 'Inventory Interactive Mix' dashboard. It includes a top navigation bar with an 'Edit' button and various icons. Below the navigation bar, there are filter controls for Company, Warehouse, 12 Months Avg Inventory, 12 Months Turns, 2019, A, and Stock. The main area is divided into three sections: 'Group By 1' (Company selected), 'Inventory Measure 1' (12 Months Avg Inventory selected), and 'Inventory Interactive Mix' (a data table). The table has columns for Group By 1, Group By 2, and multiple measures for 2019. A summary row is at the bottom.

Group By 1	Group By 2	2019 Q1		2019 Q2		2019 Q3		2019 Q4		Summary											
		Measure 1	Measur...	Measure 1	Measur...	Measure 1	Measur...	Measure 1	Measur...	Measure 1	Measur...										
S000	SM	36,753.91	0	42,231.83	0	47,267.44	0	52,288.24	0	{}	178,541.39	{}	0								
	CHICAGO	3,440.55	0	3,961.63	0	4,412.84	0	4,861.72	0	{}	16,676.74	{}	0								
	DETROIT	0	0	0	0	0	0	0	0	{}	0	{}	0								
	FABRICATION S...	6,717	0	6,842.36	0	6,900.28	0	7,117.03	0	{}	27,656.68	{}	0								
	LAWAL SOUTH	249,953.71	0	285,186.41	0	321,419.11	0	357,651.61	0	{}	1,213,211.05	{}	0								
	Managed Invest...	0	0	0	0	0	0	0	0	{}	0	{}	0								
	MID ATLANTIC	1,908,903.08	0.00	2,141,331.70	0.00	2,361,912.66	0.00	2,582,242.12	0.00	{}	8,994,389.56	{}	0.00								
	MIDWEST	1,492,056.99	0.07	1,610,188.07	0.07	1,824,713.65	0.06	2,028,723.25	0.05	{}	6,955,701.96	{}	0.06								
	MINNEAPOLIS	58,685.44	0	58,685.44	0	63,596.73	0	65,342.97	0	{}	246,310.58	{}	0								
	MONTREAL	0	0	0	0	0	0	0	0	{}	0	{}	0								
	MONTREAL BM...	42,393.67	0	45,563.87	0	54,733.87	0	60,903.87	0	{}	206,595.48	{}	0								
	NL/PA TRANSP...	4,175,419.36	0	4,781,419.35	0	5,393,225.91	0	6,005,225.61	0	{}	20,359,299.32	{}	0								
	NORTHEAST	32,105,001.28	0.09	33,008,826.22	0.10	33,363,368.86	0.11	33,774,420.72	0.12	{}	132,251,717.08	{}	0.11								
	QUARANTINE	0	0	0	0	0	0	0	0	{}	0	{}	0								
	SOUTHEAST	687,989.44	0	745,684.18	0	833,133.71	0	910,580.39	0	{}	3,157,396.64	{}	0								
	SOUTHWEST	607,823.25	0	708,880.44	0	796,482.09	0	887,207.35	0	{}	2,997,412.13	{}	0								
	TWIL	54.79	0	54.79	0	82.19	0	110.59	0	{}	302.27	{}	0								
	VOID	0	0	0	0	0	0	0	0	{}	0	{}	0								
	WMS Infr SCE 08	55,110.89	0	63,131.72	0	71,182.55	0	79,173.39	0	{}	268,568.54	{}	0								
	Sub-Summary	{}	41,399,312.56	{}	0.08	{}	43,502,866.02	{}	0.08	{}	45,142,501.76	{}	0.09	{}	46,825,849.08	{}	0.09	{}	176,869,729.43	{}	0.08

The Inventory Interactive Mix dashboard consists of this report:

- Inventory Interactive Mix Ad hoc report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Group By 1**(Default value = Company)
- **Inventory Measure 1**(Default Value = 12 Months Avg Inventory)
- **Group By 2**(Default value = Warehouse)

- **Inventory Measure 2**(Default Value = 12 Months COGS)

## Inventory Interactive Ranking dashboard



The Inventory Interactive Ranking dashboard consists of this report:

- Inventory Interactive Ranking Ad hoc report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Warehouse Product Status**(Default value = Stock)
- **Warehouse Division**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Product Status**(Default Value = 'A','S')
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)

- **Group By 1**(Default value = Company)
- **Group By 2**(Default value = Product)
- **Inventory Measure 1**(Default Value = 12 Months Avg Inventory)

## Chapter 9: Purchasing Domain

The Purchasing domain contains these models or dashboards:

- Purchasing Analysis
- Purchasing Analysis Summary
- Purchase Order Summary
- Purchase Order Detail
- Vendor Fill Rate Analysis
- Vendor Fill Rate Summary
- Vendor Fill Rate Detail
- Purchase Order Interactive Table
- Purchase Order Interactive Detail
- Purchase Interactive Cross-Tab
- Purchase Order Interactive Ranking
- Purchase Interactive Mix

# Purchasing Analysis dashboard

Purchasing - / Purchasing Analysis -



The Purchasing Analysis dashboard consists of KPIs for these metrics:

- Ordered Amount
- Received Amount
- Invoiced Amount
- Fill Rate Order
- Lead Time

Reports:

- Ordered Amount Current vs YAGO (Year Ago)
- Ordered vs Received Amount By Vendor
- Purchase by Period

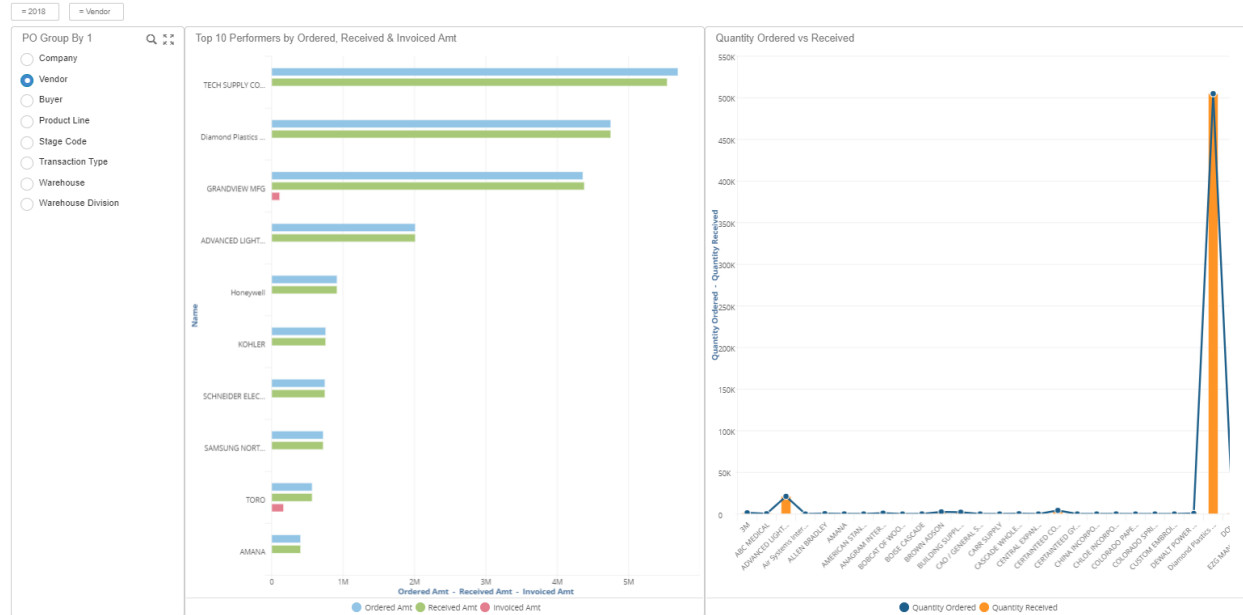
Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Product Line**(Default value = All)
- **Product Line Description**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Purchase Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value = All)
- **Invoice Year**(Default value = Current Year)

- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)

## Purchasing Analysis Summary dashboard

Purchasing - / Purchasing Analysis Summary -



The Purchasing Analysis Summary dashboard consists of these reports:

- Top 10 Performers by Ordered, Received & Invoiced Amount
- Quantity Ordered vs Received

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Buyer**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line**(Default value = All)
- **Product Line Description**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Purchase Stage Code**(Default value = All)
- **Purchase Transaction Type**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)

- **Year/Quarter**(Default value = All)
- **PO Group By 1**(Default value = Vendor)

## Purchase Order Summary dashboard

Purchasing - / Purchase Order Summary -

**PO Group By 1**

Company

Vendor

Buyer

Product Line

Stage Code

Transaction Type

Warehouse

Warehouse Division

**Purchase Order Summary**

Year/Month	Group By 1	Group By 2	Ordered Amt	Received Amt	Invoiced Amt	Costed Amt	Disc Amt	Recpt Date	Due Date	Qty Ord	Qty Rcv
2018/12	3M	3M	349.80	349.80	349.80	7.05	0	12/17/2018	12/17/2018	520	520
	AMERICAN STAN...	AMERICAN STANDARD	2,800	2,800	0	2,800	0	12/19/2018	12/19/2018	1	1
	BOBCAT OF WOO...	BOBCAT OF WOOSTER	120,000	120,000	120,000	60,000	0	12/17/2018	12/17/2018	2	2
	CHINA INCORPO...	CHINA INCORPORATED	3,000	3,000	0	500	0	12/22/2018	12/22/2018	12	12
		CHINA INCORPORATED	2,500	2,500	0	250	0	12/21/2018	12/21/2018	10	10
		CHINA INCORPORATED	0	0	0	0	0	12/16/2018	12/21/2018	1	1
	DEWALT POWER ...	DEWALT POWER TO...	11,250	11,250	11,250	75	0	12/26/2018	12/31/2018	150	150
	Diamond Plastic...	Diamond Plastics Corp	4,747,000	4,747,000	4,747,000	18.80	0	12/26/2018	01/08/2019	5,050,000	5,050,000
	DOW	DOW	0	0	0	0	0			0	0
		DOW	6,116	6,116	0	684	0	12/09/2018		214	214
		DOW	1,700	1,700	0	170	0	12/10/2018		20	20
		DOW	210	210	0	20	0	12/23/2018		21	21
		DOW	85	85	0	8.50	0	12/06/2018		10	10
		DOW	18,170	18,170	18,170	80.50	0	12/03/2018	12/06/2018	270	270
		DOW	836	836	0	176	0	12/07/2018		22	22
	EZG MANUFACT...	EZG MANUFACTURING	8,000	8,000	8,000	4,000	0	12/17/2018	12/17/2018	2	2
	GENERAL CABLE	GENERAL CABLE	3,843.84	3,843.84	3,843.84	199.88	0	12/26/2018	01/09/2019	77,000	77,000
	GRANDVIEW MFG	GRANDVIEW MFG	12,040	34,540	0	7,620.40	0	12/23/2018		100	100
		GRANDVIEW MFG	2,804	2,804	2,804	283.10	0	12/10/2018	12/19/2018	40	40
		GRANDVIEW MFG	6,020	6,020	0	120.40	0	09/03/2018		50	50
		GRANDVIEW MFG	75	75	75	25	0	12/14/2018	12/23/2018	6	6
		GRANDVIEW MFG	3,000	3,000	3,000	20	0	12/12/2018	12/17/2018	150	150
	Honeywell	Honeywell	500	500	500	5	0	12/18/2018	12/23/2018	100	100
<b>Total</b>			Σ 1,959,45...	Σ 1,959,40...	Σ 1,109,39...	Σ 19,749,1...	Σ 0			Σ 80,529,8...	Σ 80,455,4...

The Purchasing Order Summary dashboard consists of this report:

- Purchase Order Summary Report

Filters:

- **Company**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor Type**(Default value = All)
- **Buyer**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)

- **Purchase Stage Code**(Default value = All)
- **Purchase Transaction Type**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **PO Group By 1**(Default value = Company)
- **PO Group By 2**(Default value = Vendor)

## Purchase Order Detail dashboard

Purchasing ▾ / Purchase Order Detail ▾

2020 Vendor Vendor

PO Group By 1

- Company
- Vendor
- Buyer
- Product Line
- Stage Code
- Transaction Type
- Warehouse
- Warehouse Division

PO Group By 2

- Company
- Vendor
- Buyer
- Product Line
- Stage Code
- Transaction Type
- Warehouse
- Warehouse Division

Purchase Detail

Group By 1	Group By 2	PO #	PO Suffix	Line #	Receipt Date	Due Date	Qty Ordered	Qty Received	Discount Amt	Net Amount	Net Received
BWA French Vendor	BWA French Vendor	935	0	1	06/19/2020	09/01/2020	1	1	0	10	10
BWA Spanish Vend...	BWA Spanish Vend...	936	0	1	06/19/2020	09/01/2020	1	1	0	10	10
BWA Vendor 402	BWA Vendor 402	1043	0	1	07/20/2020	07/25/2020	500	500	0	2,500	2,500
		1072	0	1	07/29/2020	08/03/2020	50	50	0	250	250
		1072	0	2	07/29/2020	08/03/2020	50	50	0	250	250
		1087	0	1	08/13/2020	08/18/2020	1	1	0	5	5
		1087	0	2	08/13/2020	08/18/2020	1	1	0	5	5
		1087	0	3	08/13/2020	08/18/2020	1	1	0	5	5
		1151	0	1	08/31/2020	09/05/2020	1	1	0	5	5
		222	0	1	01/17/2020	01/31/2019	1	1	0	5	5
		222	0	1	01/17/2020	01/31/2019	1	1	0	5	5
		302	0	1	01/03/2020	03/22/2019	1	1	0	5	5
		302	0	1	01/03/2020	03/22/2019	1	1	0	5	5
		608	0	1	01/15/2020	01/20/2020	1	1	0	10	10
		608	0	1	01/15/2020	01/20/2020	1	1	0	10	10
		608	0	2	01/15/2020	01/20/2020	1	1	0	10	10
		608	0	2	01/15/2020	01/20/2020	1	1	0	10	10
		609	0	1	04/28/2020	01/20/2020	1	1	0	10	10
		609	0	1	04/28/2020	01/20/2020	1	1	0	10	10
		609	0	2	04/28/2020	01/20/2020	1	1	0	10	10
		609	0	2	04/28/2020	01/20/2020	1	1	0	10	10
		645	0	1	02/06/2020	02/06/2020	1	1	0	11	11
		645	0	1	02/06/2020	02/06/2020	1	1	0	11	11
Summary							236,964	222,455...	0	669,047...	669,047...

The Purchase Order Detail dashboard consists of this report:

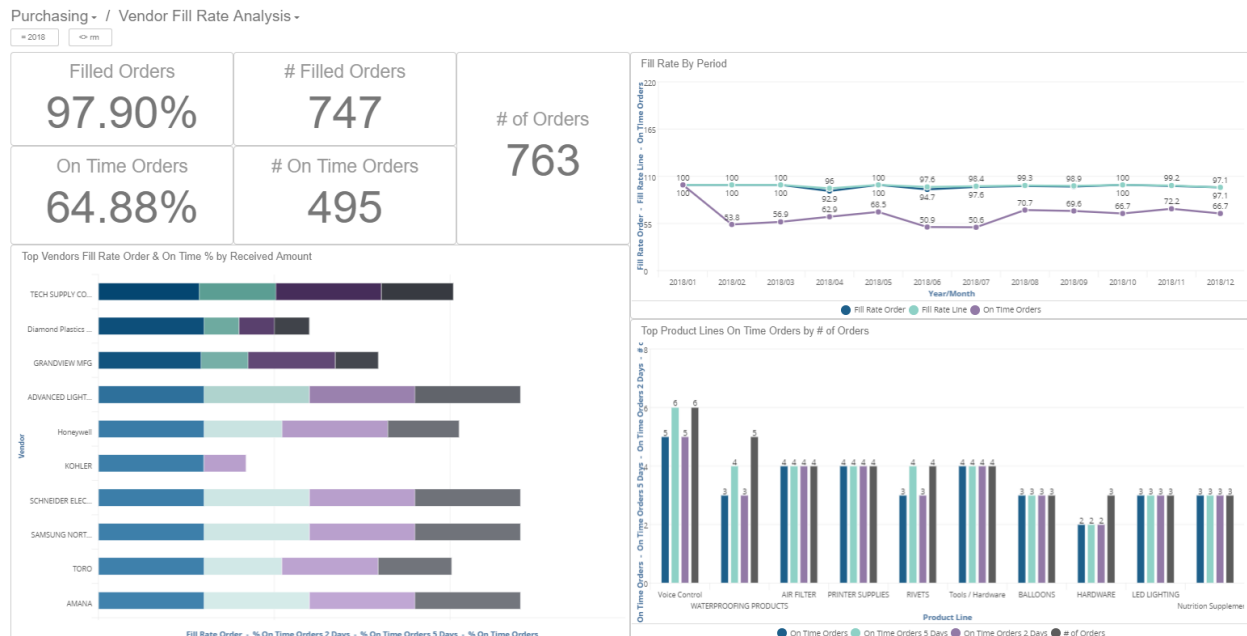
- Purchase Detail Report

Filters:

- **Company**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)

- **Vendor Type**(Default value = All)
- **Buyer**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Purchase Category Description**(Default value = All)
- **Product Code**(Default value = All)
- **Purchase Stage Code**(Default value = All)
- **Purchase Order No**(Default value = All)
- **PO Line Status**(Default value = All)
- **Purchase Transaction Type**(Default value = All)
- **Purchase Line Transaction Type**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **PO Group By 1**(Default value = Vendor)
- **PO Group By 2**(Default value = Vendor)

## Vendor Fill Rate Analysis dashboard



The Vendor Fill Rate Analysis dashboard consists of KPIs for these metrics:

- Filled Orders
- # Filled Orders

- On Time Orders
- # On Time Orders
- # of Orders

Reports:

- Top Vendor Fill Rate Order & On Time % by Received Amount
- Fill Rate by Period
- Top Product Lines On Time Orders by # of Orders

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)

# Vendor Fill Rate Summary dashboard

Purchasing - / Vendor Fill Rate Summary -

Company Warehouse 2018 <> rm

Group By 1

- Company
- Warehouse
- Vendor
- Buyer
- Vendor Type
- Warehouse Division

Group By 2

- Company
- Warehouse
- Vendor
- Buyer
- Vendor Type
- Warehouse Division

Year/Month	Group By 1	Group By 2	# Orders	# Ship Complete Orders	Fill Rate Orders	# On Time Ord...	# On Time Orders 2 ...	# On Time Orders 5 ...	% On Time Ord...	% On Time orders 2 ...	% On Time orders 5 ...
2018/12	5000	MIDWEST	3	3	100%	3	3	3	100%	100%	100%
		NORTHEAST	63	61	96.83%	40	40	54	63.49%	63.49%	85.71%
		MID-ATLAN...	2	2	100%	2	2	2	100%	100%	100%
		SOUTHWEST	1	1	100%	1	1	1	100%	100%	100%
2018/11	5000	VOD	1	1	100%	1	1	1	100%	100%	100%
		NORTHEAST	70	69	98.57%	49	51	66	70%	72.86%	97.14%
		MIDWEST	4	4	100%	4	4	4	100%	100%	100%
		MID-ATLAN...	4	4	100%	3	3	4	75%	75%	100%
2018/10	5000	MIDWEST	4	4	100%	3	3	4	75%	75%	100%
		MID-ATLAN...	1	1	100%	1	1	1	100%	100%	100%
2018/09	5000	NORTHEAST	58	58	100%	38	39	50	65.52%	67.24%	86.21%
		MID-ATLAN...	3	3	100%	3	3	3	100%	100%	100%
		NORTHEAST	92	90	97.83%	61	61	83	66.30%	66.30%	90.22%
		MIDWEST	7	7	100%	7	7	7	100%	100%	100%
2018/08	5000	NORTHEAST	75	74	98.67%	53	53	73	70.67%	70.67%	97.33%
2018/07	5000	MID-ATLAN...	1	1	100%	0	0	0	0%	0%	0%
		MIDWEST	5	5	100%	2	2	5	40%	40%	100%
		NORTHEAST	77	75	97.40%	40	41	65	51.95%	53.25%	84.42%
2018/06	5000	NORTHEAST	55	52	94.55%	27	29	41	49.09%	52.73%	74.55%
		MIDWEST	2	2	100%	2	2	2	100%	100%	100%
2018/05	5000	SOUTHEAST	1	1	100%	1	1	1	100%	100%	100%
		MIDWEST	1	1	100%	1	1	1	100%	100%	100%
		NORTHEAST	61	61	100%	39	48	58	63.93%	78.69%	95.08%
<b>Total</b>			<b>763</b>	<b>747</b>	<b>97.90%</b>	<b>495</b>	<b>534</b>	<b>687</b>	<b>64.88%</b>	<b>67.37%</b>	<b>90.09%</b>

The Vendor Fill Rate Summary dashboard consists of this report:

- Vendor Fill Rate Summary Report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Purchase Order Stage Code**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Group By 1**(Default value = Company)
- **Group By 2**(Default value = Warehouse)
- **Purchase Order Transaction Type**(Default value <> RM)

# Vendor Fill Rate Detail dashboard

Purchasing - / Vendor Fill Rate Detail -

= Company   = Warehouse   = 2018   <> RM   = Stock

Group By 1

- Company
- Warehouse
- Vendor
- Product Line
- Buyer
- Vendor Type
- Warehouse Division
- Product Category
- Warehouse Rank

Group By 2

Q 🔍

- Company
- Warehouse
- Vendor
- Product Line
- Buyer
- Vendor Type
- Warehouse Division
- Product Category
- Warehouse Rank

Vendor Fill Rate Detail

Group by 1	Group By 2	# Lines	# Ship Complete LL...	% Fill Rate LL...	Ordered Qty	Received Qty	% Fill Rate U...	# On Time Ord...	# On Time Orders 2...	# On Time Orders 5...	% On Time LL...	% On Time Lines 2 D...	% On Time Lines 5 D...
5000	FABRICATION SH...	2	2	100%	1,500	1,500	100%	2	2	2	100%	100%	100%
	MID-ATLANTIC	36	36	100%	6,204	6,204	100%	34	35	35	94.44%	94.44%	97.22%
	MIDWEST	42	42	100%	4,504	4,504	100%	37	38	42	88.10%	90.48%	100%
	NORTHEAST	1,111	1,093	98.38%	1,232,174	1,227,564	99.63%	673	677	1,023	60.58%	60.94%	92.08%
	SOUTHEAST	4	4	100%	112	112	100%	3	4	4	75%	100%	100%
	SOUTHWEST	4	4	100%	64	64	100%	4	4	4	100%	100%	100%
<b>Total</b>		Σ 1,199	Σ 1,181	{ } 98.50%	Σ 1,244,558	Σ 1,239,948	{ } 99.63%	Σ 753	Σ 759	Σ 1,110	{ } 62.80%	{ } 63.30%	{ } 92.58%

The Vendor Fill Rate Detail dashboard consists of this report:

- Vendor Fill Rate Detail Report

Filters:

- **Company**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Vendor Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Type**(Default value = All)
- **Product Code**(Default value = All)
- **Product Category Description**(Default value = All)
- **Product Line**(Default value = All)
- **Product Line Description**(Default value = All)
- **Buyer Name**(Default value = All)
- **Buyer**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Warehouse Rank**(Default value = All)
- **Purchase Order Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)
- **Purchase Line Transaction Type**(Default value <> RM)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Group By 1**(Default value = Company)

- **Group By 2**(Default value = Warehouse)
- **Warehouse Product Status**(Default value = Stock)

## Purchase Order Interactive Table dashboard

Purchasing - / Purchase Order Interactive Table -

2018 Vendor Vendor

PO Group By 1		Purchase Order Interactive Table												
<input type="radio"/> Company <input checked="" type="radio"/> Vendor <input type="radio"/> Buyer <input type="radio"/> Product Line <input type="radio"/> Stage Code <input type="radio"/> Transaction Type <input type="radio"/> Warehouse <input type="radio"/> Warehouse Division		Group By 1	Group By 2	Total Orders	Total Lines	Ordered Amt	Received Amt	Invoice Amt	Costed Amt	Discount Amt	Qty Ordered	Qty Received	#Stk Units	Lead Time
3M	3M	7	5	102,202.30	102,202.30	101,984.80	4,299.55		0	1,432	1,432	18	1	
ABC MEDICAL	ABC MEDICAL	4	1	2,160	2,160	2,125	59		0	312	312	4	1	
ADVANCED LIGHTI...	ADVANCED LIGHTING S...	4	6	2,010,150	2,010,150	276,150	1,125		0	21,180	21,180	12	1	
Air Systems Interna...	Air Systems International	2	2	256.10	256.10	256.10	256.10		0	3	3	3	1	
ALLEN BRADLEY	ALLEN BRADLEY	7	1	2,632.48	2,632.48	2,606.20	51.40		0	418	418	7	1	
AMANA	AMANA	2	5	403,000	403,000	194,000	38,800		0	105	105	10	1	
AMERICAN STANDAR...	AMERICAN STANDARD	6	6	122,815	109,310	82,605	32,422		0	49	44	13	1	
ANAGRAM INTERNA...	ANAGRAM INTERNATIO...	3	8	8,220	8,220	6,400	88		0	1,032	1,032	11	1	
BOBCAT OF WOODS...	BOBCAT OF WOOSTER	1	1	120,000	120,000	120,000	60,000		0	2	2	1	1	
BOISE CASCADE	BOISE CASCADE	10	3	2,677.24	2,677.24	422	15,843		0	85	85	14	1	
BROWN ADSON	BROWN ADSON	14	11	46,751.50	46,751.50	43,945	3,200.75		0	3,136	3,136	85	1	
BUILDING SUPPLY CO	BUILDING SUPPLY CO	18	6	243,092.17	243,092.17	242,737.17	6,470.78		0	2,166	2,166	51	1	
CAO / GENERAL SY...	CAO / GENERAL SYSTE...	1	5	143,000	143,000	143,000	14,300		0	50	50	5	1	
CARR SUPPLY	CARR SUPPLY	1	2	1,810	1,810	1,810	181		0	20	20	2	1	
CASCADE WHOLES...	CASCADE WHOLESALE ...	1	2	2,697	1,851	1,005	18.51		0	300	200	3	2	
CENTRAL EXPANDE...	CENTRAL EXPANDED M...	2	1	344	344	344	34.40		0	20	20	2	1	
CERTAINTEED COR...	CERTAINTEED CORPOR...	5	10	9,531.20	9,531.20	0	3,701		0	4,344	4,344	20	1	
CERTAINTEED GYP...	CERTAINTEED GYPSUM...	2	1	805.08	805.08	805.08	672		0	55	55	2	1	
CHINA INCORPORA...	CHINA INCORPORATED	5	1	6,000	6,000	500	800		0	33	33	5	1	
CHLOE INCORPORA...	CHLOE INCORPORATE	1	1	24,000	24,000	24,000	300		0	80	80	1	1	
COLORADO PAPER ...	COLORADO PAPER SU...	1	1	0	0	0	0		0	2	2	1	1	
COLORADO SPRIN...	COLORADO SPRINGS P...	4	3	348	348	0	348		0	7	7	7	1	
<b>Summary</b>		<b>19</b>	<b>10</b>	<b>Σ 24,965,114.20</b>	<b>Σ 24,814,424.80</b>	<b>Σ 21,772,048.09</b>	<b>Σ 851,118....</b>	<b>Σ</b>	<b>10</b>	<b>Σ 6,531,379</b>	<b>Σ 6,457,169</b>	<b>Σ 7,312</b>	<b>3</b>	

The Purchase Order Interactive Table dashboard consists of this report:

- Purchase Order Interactive Table Report

Filters:

- **Company**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line**(Default value = All)
- **Product Line Description**(Default value = All)
- **Purchase Order Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **PO Group By 1**(Default value = Vendor)

- **PO Group By 2**(Default value = Vendor)

## Purchase Order Interactive Detail dashboard

Purchasing - / Purchase Order Interactive Detail -

PO Group By 1		Purchase Order Interactive Detail																
Group By 1	Group By 2	PO #	Total Lines	Ordered Amt	Received Amt	Invoice Amt	Costed Amt	Discount Amt	Qty Ordered	Qty Received	#Stk Units	Lead Time	PO Fill Rate Cr...	PO Fill Rate Li...				
SM	SM	1011035		0	0	0	0	0	0	0	0		100%	0%				
SM	SM	1011036	3	13,039.50	13,039.50	13,039.50	141.75	0	272	272	3	1	100%	100%				
AMANA	AMANA	1010019	1	2,900	2,900	2,900	39	0	100	100	1	1	100%	100%				
BONIDE	BONIDE	1010835	2	1,120	1,120	1,120	25	0	80	80	2	1	100%	100%				
DOHITAR PAPER CO...	DOHITAR PAPER COHP...	1011036		0	0	0	0	0	0	0	0		100%	0%				
DOHITAR PAPER COHP...	DOHITAR PAPER COHP...	1011037	2	287.20	287.20	0	90.64	0	5,003	5,003	5,001	1	100%	100%				
DOHITAR PAPER COHP...	DOHITAR PAPER COHP...	1011040	2	311.90	311.90	0	31.19	0	10,010	10,010	5,001	1	100%	100%				
DOHITAR PAPER COHP...	DOHITAR PAPER COHP...	1011042	2	242.40	242.40	0	90.64	0	10,002	10,002	5,001	1	100%	100%				
DOHITAR PAPER COHP...	DOHITAR PAPER COHP...	1011043	2	491.40	491.40	0	90.64	0	10,005	10,005	5,001	1	100%	100%				
HONEYWELL	HONEYWELL	1011041	1	600	600	0	6	0	100	100	1	1	100%	100%				
IGERSOLL RAND	IGERSOLL RAND	1011034	1	120	120	0	120	0	1	1	1	1	100%	100%				
IGERSOLL RAND	IGERSOLL RAND	1011039	1	80	80	0	80	0	1	1	1	1	100%	100%				
SAMSUNG NORTH ...	SAMSUNG NORTH AHE...	1009897	4	167,500	167,500	167,500	3,550	0	190	190	4	1	100%	100%				
SAMSUNG NORTH AHE...	SAMSUNG NORTH AHE...	1010021	5	113,650	113,650	113,650	3,579	0	205	205	5	1	100%	100%				
<b>Summary</b>			<b>#!</b>	<b>6</b>	<b>Σ 300,342.40</b>	<b>Σ 300,342.40</b>	<b>Σ 298,209.50</b>	<b>Σ 7,816.86</b>	<b>Σ 0</b>	<b>Σ 25,989</b>	<b>Σ 25,989</b>	<b>Σ 10,012</b>	<b>#!</b>	<b>2</b>	<b>{}</b>	<b>100%</b>	<b>{}</b>	<b>100%</b>

The Purchase Order Interactive Detail dashboard consists of this report:

- Purchase Order Interactive Detail Report

Filters:

- **Company**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Buyer**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **Purchase Order Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = Current year/month)
- **PO Group By 1**(Default value = Company)
- **PO Group By 2**(Default value = Vendor)

# Purchase Interactive Cross-Tab dashboard

Purchasing - / Purchase Interactive Cross-Tab -

2018 Company Vendor Year

PO Group By 1  
 Company  
 Vendor  
 Buyer  
 Product Line  
 Stage Code  
 Transaction Type  
 Warehouse  
 Warehouse Division

POCrossTabColumn  
 Year  
 Year-Month  
 Year-Quarter  
 Stage Code  
 Transaction Type

Purchase Interactive Cross-Tab

Group By 1	Group By 2	2018								Summary												
		Ordered A...	Received A...	Costed A...	Invoiced A...	Qty Orde...	Qty Recev...	Fill Rate Or...		Ordered A...	Received A...	Costed A...	Invoiced A...	Qty Orde...	Qty Recev...	Fill Rate Or...						
5000	3M	102,202.30	102,202.30	4,209.55	101,994.00	1,432	1,432	100	Σ	102,202.30	Σ	102,202.30	Σ	4,209.55	Σ	101,994.00	Σ	1,432	Σ	1,432	{}	100
	ABC MEDICAL	2,160	2,160	59	2,105	312	312	100	Σ	2,160	Σ	2,160	Σ	59	Σ	2,105	Σ	312	Σ	312	{}	100
	ADVANCED LUG...	2,010,150	2,010,150	1,125	276,150	21,180	21,180	100	Σ	2,010,150	Σ	2,010,150	Σ	1,125	Σ	276,150	Σ	21,180	Σ	21,180	{}	100
	Air Systems Insp...	256.10	256.10	256.10	256.10	3	3	100	Σ	256.10	Σ	256.10	Σ	256.10	Σ	256.10	Σ	3	Σ	3	{}	100
	ALLEN BRADLEY	2,632.40	2,632.40	51.40	2,606.20	410	410	100	Σ	2,632.40	Σ	2,632.40	Σ	51.40	Σ	2,606.20	Σ	410	Σ	410	{}	100
	AMANA	403,000	403,000	38,800	194,000	105	105	100	Σ	403,000	Σ	403,000	Σ	38,800	Σ	194,000	Σ	105	Σ	105	{}	100
	AMERICAN STA...	122,815	109,310	32,422	82,605	49	44	85.71	Σ	122,815	Σ	109,310	Σ	32,422	Σ	82,605	Σ	49	Σ	44	{}	85.71
	ANAGRAN INTE...	6,220	6,220	0	6,400	1,032	1,032	100	Σ	6,220	Σ	6,220	Σ	0	Σ	6,400	Σ	1,032	Σ	1,032	{}	100
	BOGART OF WID...	120,000	120,000	60,000	120,000	2	2	100	Σ	120,000	Σ	120,000	Σ	60,000	Σ	120,000	Σ	2	Σ	2	{}	100
	BOISE CASCADE	2,677.24	2,677.24	15,849	422	85	85	100	Σ	2,677.24	Σ	2,677.24	Σ	15,849	Σ	422	Σ	85	Σ	85	{}	100
	BROWN ASSON	46,751.50	46,751.50	3,205.75	43,946	3,136	3,136	100	Σ	46,751.50	Σ	46,751.50	Σ	3,205.75	Σ	43,946	Σ	3,136	Σ	3,136	{}	100
	BUILDING SUPP...	243,092.17	243,092.17	6,470.78	242,737.17	2,166	2,166	100	Σ	243,092.17	Σ	243,092.17	Σ	6,470.78	Σ	242,737.17	Σ	2,166	Σ	2,166	{}	100
	CAO / GENERAL...	143,000	143,000	14,300	143,000	50	50	100	Σ	143,000	Σ	143,000	Σ	14,300	Σ	143,000	Σ	50	Σ	50	{}	100
	CARR SUPPLY	1,810	1,810	181	1,810	20	20	100	Σ	1,810	Σ	1,810	Σ	181	Σ	1,810	Σ	20	Σ	20	{}	100
	CASCADE WHOL...	2,897	1,051	18.51	1,805	300	200	50	Σ	2,897	Σ	1,051	Σ	18.51	Σ	1,805	Σ	300	Σ	200	{}	50
	CENTRAL EXPA...	344	344	34.40	344	20	20	100	Σ	344	Σ	344	Σ	34.40	Σ	344	Σ	20	Σ	20	{}	100
	CERTAINTEED C...	6,531.20	6,531.20	3,701	0	4,344	4,344	100	Σ	6,531.20	Σ	6,531.20	Σ	3,701	Σ	0	Σ	4,344	Σ	4,344	{}	100
	CERTAINTEED G...	605.00	605.00	672	305.00	55	55	100	Σ	605.00	Σ	605.00	Σ	672	Σ	305.00	Σ	55	Σ	55	{}	100

The Purchase Interactive Cross-Tab dashboard consists of this report:

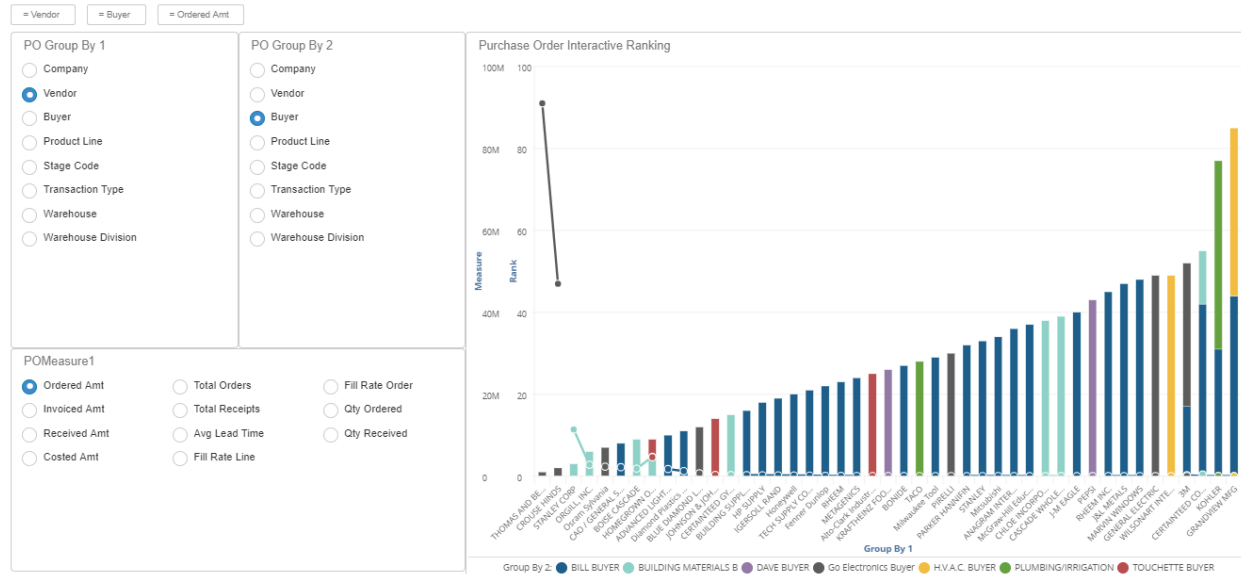
- Purchase Interactive Cross-Tab Report

Filters:

- **Company**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **PO Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)
- **PO Group By 1**(Default value = Company)
- **PO Group By 2**(Default value = Vendor)
- **PO Cross Tab Column**(Default value = Year)

# Purchase Order Interactive Ranking dashboard

Purchasing - / Purchase Order Interactive Ranking -



The Purchase Order Interactive Ranking dashboard consists of this report:

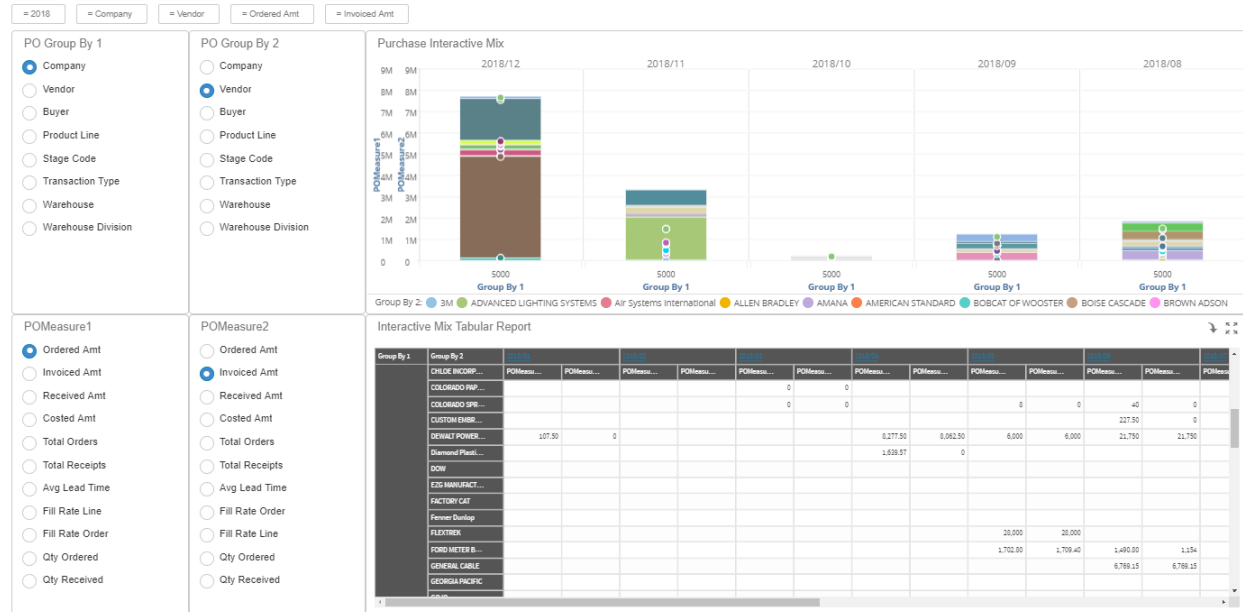
- Purchase Order Interactive Ranking Report

Filters:

- **Company**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Buyer**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **Product Line**(Default value = All)
- **PO Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Year**(Default value = All)
- **PO Group By 1**(Default value = Company)
- **PO Measure 1**(Default value = Ordered Amt)
- **PO Group By 2**(Default value = Vendor)

# Purchase Interactive Mix dashboard

Purchasing - / Purchase Interactive Mix -



The Purchase Interactive Mix dashboard consists of these reports:

- Purchase Interactive Mix Report
- Interactive Mix Tabular Report

Filters:

- **Company**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Vendor #**(Default value = All)
- **Vendor Name**(Default value = All)
- **Buyer Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **PO Stage Code**(Default value = All)
- **Purchase Order Transaction Type**(Default value <> RM)
- **Invoice Year**(Default value = Current Year)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)
- **PO Group By 1**(Default value = Company)
- **PO Group By 2**(Default value = Vendor)
- **PO Measure 1**(Default value = Ordered Amt)
- **PO Measure 2**(Default value = Received Amt)

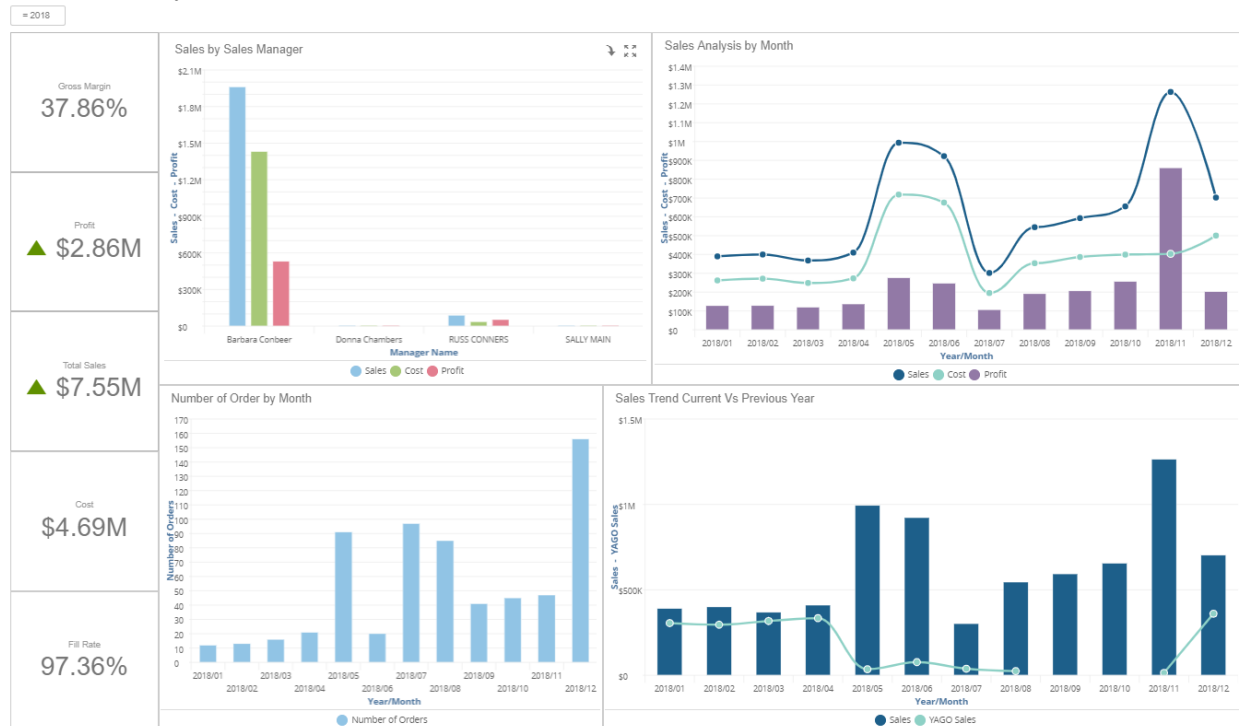
## Chapter 10: Sales Domain

The Sales domain contains these models or dashboards:

- Sales Analysis
- Sales Analysis Summary
- Sales Summary
- Sales Detail
- Fill Rate Analysis
- Fill Rate Summary
- Fill Rate Detail
- Sales Manager
- Sales By Sales Rep
- Sales Interactive Table
- Sales Interactive Detail
- Sales Interactive Cross-Tab
- Sales Interactive Mix
- Sales and Receivable Analysis

# Sales Analysis dashboard

Sales - / Sales Analysis -



The Sales Analysis dashboard includes KPIs for these metrics:

- Gross Margin
- Total Profit
- Total Sales
- Cost
- Fill Rate

Reports:

- Sales by Sales Manager
- Sales Analysis by Month
- Number of Orders Trend Current vs Previous Year
- Sales Trend Current vs Previous Year

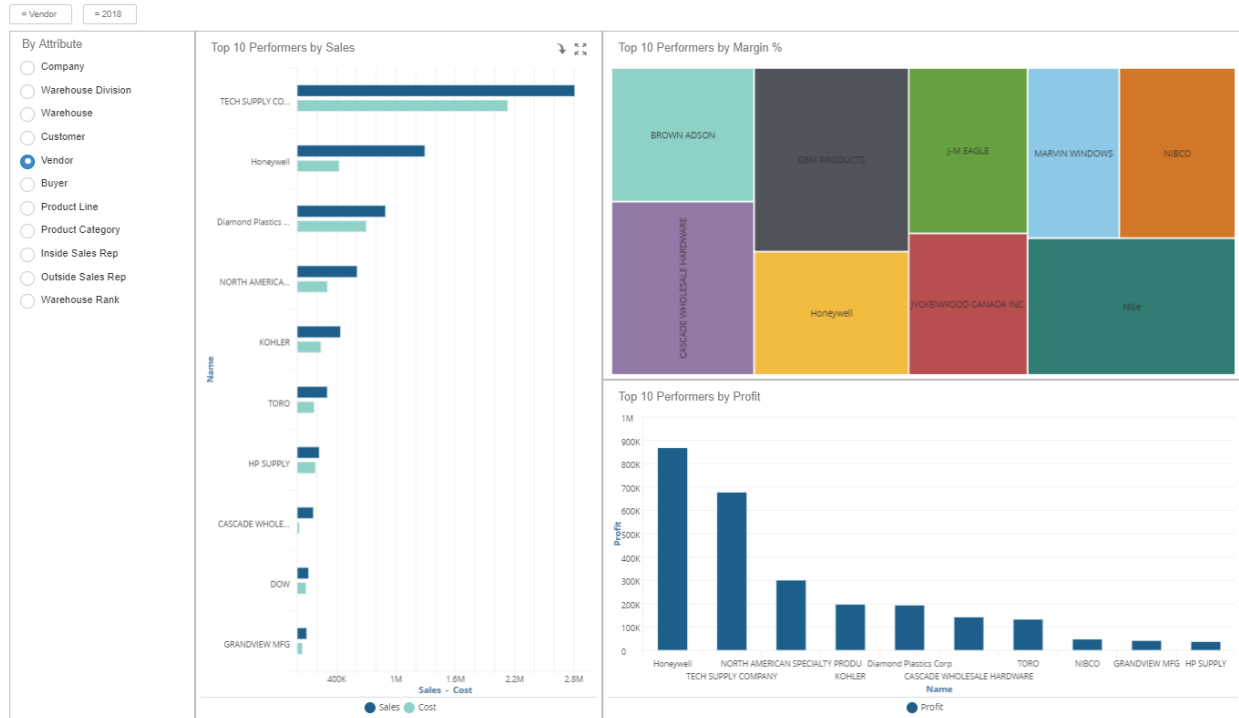
You can filter the data with these standard filters:

- **Company**(Default = All)
- **Warehouse Name**(Default = All)
- **Warehouse ID**(Default = All)
- **Sales Warehouse**(Default = All)
- **Warehouse Division**(Default = All)
- **Warehouse Product Status**(Default = All)
- **Customer Name**(Default = All)

- **Customer #**(Default = All)
- **Vendor Name**(Default = All)
- **Vendor #**(Default = All)
- **Product Code**(Default = All)
- **Product Line Description**(Default = All)
- **Product Line**(Default = All)
- **Buyer Name**(Default = All)
- **Buyer**(Default = All)
- **Sales Transaction Type Description**(Default = All)
- **Sales Stage Code Description**(Default = Invoiced, Paid)
- **Inside Sales Rep Name**(Default = All)
- **Outside Sales Rep Name**(Default = All)
- **Warehouse Rank**(Default = All)
- **Year/Month**(Default = All)
- **Year/Quarter**(Default = All)
- **Invoice Year**(Default value = Current Year)
- **Sales Product Category**(Default = All)
- **Sales Manager Name**(Default = All)
- **Line Status Type**(Default <> c)

# Sales Analysis Summary

Sales - / Sales Analysis Summary -



The Sales Analysis Summary includes these reports by selected Attribute:

- Top 10 Performers by Sales
- Top 10 Performers by Margin %
- Top 10 Performs by Profit

Filters:

- **Company**(Default = All)
- **Warehouse Name**(Default = All)
- **Warehouse ID**(Default = All)
- **Sales Warehouse**(Default = All)
- **Warehouse Division**(Default = All)
- **Warehouse Product Status**(Default = All)
- **Customer Name**(Default = All)
- **Customer #**(Default = All)
- **Vendor Name**(Default = All)
- **Vendor #**(Default = All)
- **Product Code**(Default = All)
- **Buyer Name**(Default = All)
- **Buyer**(Default = All)
- **Sales Product Category**(Default = All)
- **Product Line Description**(Default = All)

- **Product Line**(Default = All)
- **Sales Transtype Description**(Default = All)
- **Sales Stagecode Description**(Default = All)
- **Warehouse Rank**(Default = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default = All)
- **Year/Month**(Default = All)
- **Inside Sales Rep Name**(Default = All)
- **Outside Salesrep Name**(Default = All)
- **By Attribute**(Default value = Company)
- **Line Status Type**(Default <> c)

## Sales Summary dashboard

Sales - / Sales Summary -

= Company   = Warehouse   = 2018

**Group By 1**

Company    Product Line

Warehouse Division    Product Category

Warehouse    Inside Sales Rep

Customer    Outside Sales Rep

Vendor    Warehouse Rank

Buyer

**Group By 2**

Company    Product Line

Warehouse Division    Product Category

Warehouse    Inside Sales Rep

Customer    Outside Sales Rep

Vendor    Warehouse Rank

Buyer

Sales Summary Report

Year/Month	Group By 1	Group By 2	Order Qty	Ship Qty	Sales	Cost	Profit	Discount Amo...	Margin %
2018/12	5000	NORTHEAST	34,419	34,417	702,440.30	500,447.75	201,992.55	19.03	28.76%
2018/11	5000	MIDWEST	18	18	90	36	54	0	60%
		NORTHEAST	31,989	31,984	1,263,550.29	403,362.22	860,188.07	295.16	68.06%
2018/10	5000	NORTHEAST	30,728	30,721	655,590.44	399,320.75	256,269.69	0	39.09%
2018/09	5000	MIDWEST	1,028	1,028	49,541.65	41,540.21	8,001.45	0	16.15%
		NORTHEAST	30,739	30,705	543,561.34	345,218.47	198,342.87	0	36.49%
2018/08	5000	NORTHEAST	30,727	30,725	545,065.04	353,641.06	191,423.98	0	35.12%
2018/07	5000	NORTHEAST	31,980	17,226	301,823.50	195,294.47	106,529.03	0	35.30%
2018/06	5000	NORTHEAST	71,438	71,258	922,469.71	675,811.53	246,658.18	0	26.74%
2018/05	5000	MID-ATLANTIC	239	239	3,800.31	2,482.50	1,317.81	0	34.68%
		NORTHEAST	60,766	60,745	989,978.20	715,820.81	274,157.39	0	27.69%
2018/04	5000	MID-ATLANTIC	212	212	2,930	1,720	1,210	0	41.30%
		NORTHEAST	30,576	30,576	407,159.24	271,439.63	135,719.61	0	33.33%
2018/03	5000	MID-ATLANTIC	161	161	1,769.39	805	964.39	0	54.50%
		NORTHEAST	29,759	29,759	386,232.39	247,862.18	118,370.21	0	32.32%
2018/02	5000	MID-ATLANTIC	141	141	1,549.59	705	844.59	0	54.50%
		NORTHEAST	30,207	30,207	398,275.72	270,931.30	127,344.42	0	31.97%
2018/01	5000	MID-ATLANTIC	150	150	1,648.50	750	898.50	0	54.50%
		NORTHEAST	30,504	30,504	388,348.69	261,495.52	126,853.17	0	32.67%
<b>Summary</b>			Σ 445,731	Σ 430,776	Σ 7,545,824...	Σ 4,688,674...	Σ 2,857,149...	Σ 314.19	{ } 37.86%

The Sales Summary dashboard includes this report:

- Sales Summary Report

Filters:

- **Company**(Default = All)
- **Warehouse Name**(Default = All)
- **Warehouse ID**(Default = All)
- **Sales Warehouse**(Default = All)
- **Warehouse Product Status**(Default = All)
- **Warehouse Division**(Default = All)
- **Customer Name**(Default = All)
- **Customer #**(Default = All)
- **Vendor Name**(Default = All)
- **Vendor #**(Default = All)
- **Product Code**(Default = All)
- **Sales Product Category**(Default = All)
- **Product Line Description**(Default = All)
- **Product Line**(Default = All)
- **Buyer Name**(Default = All)
- **Buyer**(Default = All)
- **Sales Stage Code Description**(Default = All)
- **Sales Transaction Type**(Default = All)
- **Inside Sales Rep Name**(Default = All)
- **Outside Sales Rep Name**(Default = All)
- **Warehouse Rank**(Default = All)
- **Invoice Year**(Default = Current Year)
- **Year/Quarter**(Default = All)
- **By Attribute**(Default = Company)
- **Year/Month**(Default = All)
- **Group By 1**(Default = Company)
- **Group By 2**(Default = Warehouse)
- **Line Status Type**(Default <> c)

# Sales Detail dashboard

Sales ▾ / Sales Detail ▾

= 2020

Company	Warehouse	Customer	Order#	Order Suffix	# of Lines	Net Amount	Discount	Sales	Product Cost	Rebate	Cost	Profit	Margin %	
4	Whse WM1	Customer #1	18	0	2	320	0	320	150	0	150	170	53.13%	
			1	0	6	250	0	250	30	0	30	220	88%	
			2	0	5	250	0	250	25	0	25	225	90%	
			3	0	5	250	0	250	25	0	25	225	90%	
			4	0	6	250	0	250	30	0	30	220	88%	
			5	0	5	250	0	250	25	0	25	225	90%	
			6	0	5	200	0	200	25	0	25	175	87.50%	
			6	1	1	0	0	0	1	0	1	-1	0%	
		7	0	5	0	0	0	40	0	40	-40	0%		
		8	0	5	0	0	0	600	0	600	-600	0%		
		Micro Enterprises	11	0	1	64	0	64	30	0	30	34	53.13%	
9	0		1	32	0	32	15	0	15	17	53.13%			
1000	Infor Whse Cartoni...	HEI Cartization C...	8062	0	5	240.77	0	240.77	165	0	165	75.77	31.47%	
			8070	0	2	150	0	150	40	0	40	110	73.33%	
			8071	0	3	187.50	0	187.50	65	0	65	122.50	65.33%	
			8078	0	2	47.15	0	47.15	5	0	5	42.15	89.40%	
			8081	0	3	159.14	0	159.14	44	0	44	115.14	72.35%	
			8082	0	3	159.14	0	159.14	44	0	44	115.14	72.35%	
	KFL-Warehouse	KL Cust	6208	0	1	10	0	10	5	0	5	5	50%	
			6411	0	1	50	0	50	0	0	0	50	100%	
			6417	0	1	10	0	10	5	0	5	5	50%	
			6419	0	1	10	0	10	5	0	5	5	50%	
			6420	0	1	250	0	250	125	0	125	125	50%	
			6423	0	1	10	0	10	5	0	5	5	50%	
			6425	0	1	10	0	10	5	0	5	5	50%	
<b>Total</b>					<b>3,200</b>		<b>10,195,2...</b>	<b>151.66</b>	<b>10,195,0...</b>	<b>1,059,17...</b>	<b>14,673.06</b>	<b>1,044,50...</b>	<b>9,150,56...</b>	<b>89.75%</b>

The Sales Detail dashboard includes this report:

- Sales Detail Report

Filters:

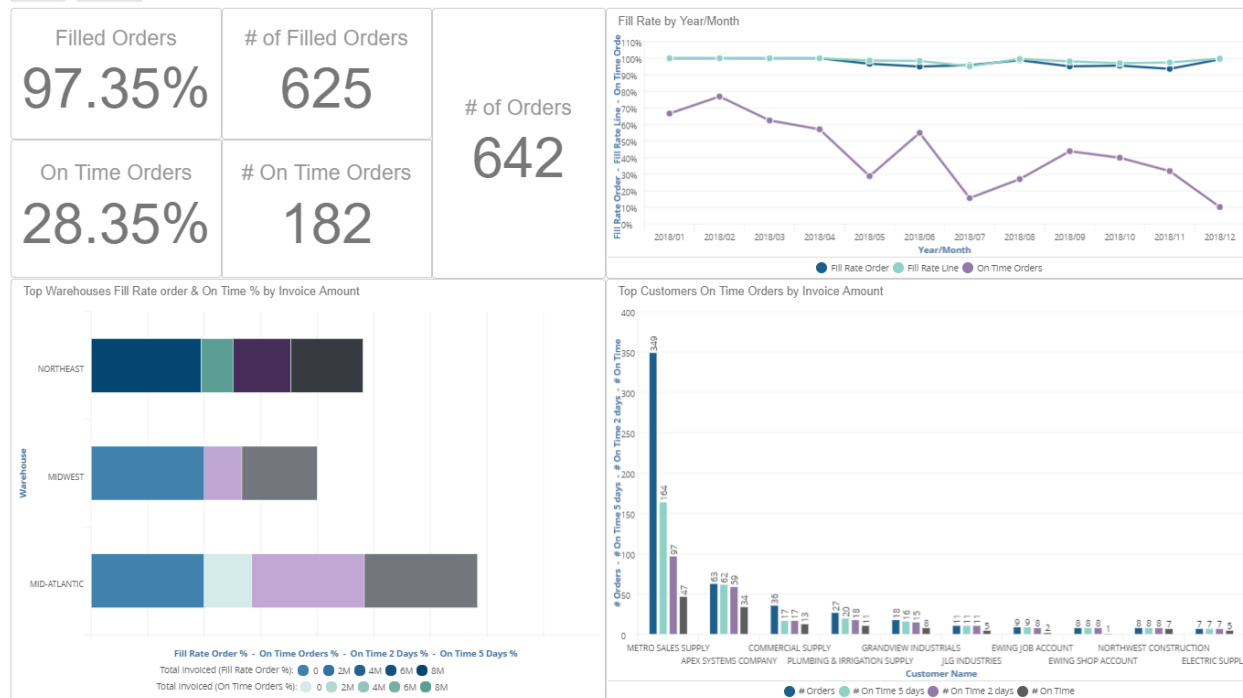
- **Company**(Default = All)
- **Warehouse ID**(Default = All)
- **Sales Warehouse**(Default = All)
- **Warehouse Division**(Default = All)
- **Warehouse Product Status**(Default = All)
- **Customer Name**(Default = All)
- **Customer #**(Default = All)
- **Vendor Name**(Default = All)
- **Vendor #**(Default = All)
- **Sales Product Category**(Default = All)
- **Product Line Description**(Default = All)
- **Product Line**(Default = All)
- **Buyer Name**(Default = All)
- **Buyer**(Default = All)
- **Product Code**(Default = All)
- **Outside Sales Rep Name**(Default = All)

- **Inside Sales Rep Name**(Default = All)
- **Sales Order No**(Default = All)
- **Sales Stage Code Description**(Default = All)
- **Sales Transaction Type**(Default = All)
- **Invoice Year**(Default = Current Year)
- **Year/Quarter**(Default = All)
- **Year/Month**(Default = All)
- **Line Status Type**(Default <> c)

## Fill Rate Analysis dashboard

Sales - / Fill Rate Analysis -

2018 < Return



The Fill Rate Analysis dashboard includes KPIs for these metrics:

- Filled Orders
- # of Filled Orders
- On Time Orders
- # On Time Orders
- # of Orders

Reports:

- Top Warehouses Fill Rate Order & On Time % by Invoice Amount
- Fill Rate by Year/Month

- Top Customers On Time Orders by Invoice Amount

Filters:

- **Company**(Default = All)
- **Warehouse Name**(Default = All)
- **Warehouse ID**(Default = All)
- **Sales Warehouse** (Default = All)
- **Customer Name**(Default = All)
- **Customer #**(Default = All)
- **Warehouse Division**(Default = All)
- **Invoice Year**(Default = Current Year)
- **Year/Quarter**(Default = All)
- **Year/Month**(Default = All)
- **Order Transaction Type**(Default <> RM)
- **Sales Stage Code Description**(Default = All)

## Fill Rate Summary dashboard

Sales - / Fill Rate Summary -

Group By 1		Fill Rate Summary											
<input checked="" type="radio"/> Company		Year/Month	Group By 1	Group By 2	# Orders	# Ship Complete Orders	% Fill Rate Order	# On Time Orders	# Orders On Time 2...	# Orders On Time 5...	% On Time Orders	% On Time Orders 2...	% On Time Orders 5...
<input type="radio"/> Warehouse		2018/12	5000	NORTHEAST	156	155	99.36%	16	31	38	10.26%	19.87%	24.36%
<input type="radio"/> Customer		2018/11	5000	MIDWEST	1	1	100%	0	0	1	0%	0%	100%
<input type="radio"/> Warehouse Division				NORTHEAST	46	43	93.48%	15	41	44	32.61%	89.13%	95.65%
		2018/10	5000	NORTHEAST	45	43	95.56%	18	37	42	40%	82.22%	93.33%
		2018/09	5000	MIDWEST	2	2	100%	0	1	1	0%	50%	50%
				NORTHEAST	39	37	94.87%	18	30	37	46.15%	76.92%	94.87%
		2018/08	5000	NORTHEAST	85	84	98.82%	23	42	67	27.06%	49.41%	78.82%
		2018/07	5000	NORTHEAST	96	92	95.83%	15	37	52	15.63%	38.54%	54.17%
		2018/06	5000	NORTHEAST	20	19	95%	11	19	20	55%	95%	100%
		2018/05	5000	MID-ATLANTIC	7	7	100%	0	7	7	0%	100%	100%
				NORTHEAST	83	80	96.39%	26	42	59	31.33%	50.60%	71.08%
		2018/04	5000	MID-ATLANTIC	2	2	100%	2	2	2	100%	100%	100%
				NORTHEAST	19	19	100%	10	13	13	52.63%	68.42%	68.42%
		2018/03	5000	MID-ATLANTIC	1	1	100%	1	1	1	100%	100%	100%
				NORTHEAST	15	15	100%	9	12	12	60%	80%	80%
		2018/02	5000	MID-ATLANTIC	1	1	100%	1	1	1	100%	100%	100%
				NORTHEAST	12	12	100%	9	9	9	75%	75%	75%
		2018/01	5000	MID-ATLANTIC	1	1	100%	1	1	1	100%	100%	100%
				NORTHEAST	11	11	100%	7	7	7	63.64%	63.64%	63.64%
		<b>Total</b>			<b>642</b>	<b>625</b>	<b>97.35%</b>	<b>182</b>	<b>333</b>	<b>414</b>	<b>28.35%</b>	<b>51.87%</b>	<b>64.49%</b>

The Fill Rate Summary dashboard includes this report:

- Fill Rate Summary

Filters:

- **Company**(Default = All)
- **Warehouse Name**(Default = All)
- **Warehouse ID**(Default = All)

- **Sales Warehouse**(Default = All)
- **Customer Name**(Default = All)
- **Customer #**(Default = All)
- **Warehouse Division**(Default = All)
- **Invoice Year**(Default = Current Year)
- **Year/Quarter**(Default = All)
- **Year/Month**(Default = All)
- **Order Transaction Type**(Default <> RM)
- **Group By 1**(Default = Company)
- **Group By 2**(Default = Company)

## Fill Rate Detail dashboard

Sales - / Fill Rate Detail -

Company Warehouse 2018 Return Stock

Group By 1

- Company
- Warehouse
- Customer
- Product Line
- Product Category
- Buyer
- Vendor
- Warehouse Division
- Warehouse Rank

Group By 2

- Company
- Warehouse
- Customer
- Product Line
- Product Category
- Buyer
- Vendor
- Warehouse Division
- Warehouse Rank

Fill Rate Detail

Group By 1	Group By 2	# Lines	# Ship Complete Lines	% Fill Rate Line	Shipped Qty	Ordered Qty	% Fill Rate Unit	# On Time Ord...	# On Time Orders 2...	# On Time Orders 5...	% On Time Li...	% On Time Lines 2 D...	% On Time Lines 5 D...
5000	MID-ATLAN...	30	30	100%	903	903	100%	5	30	30	16.67%	100%	100%
	MIDWEST	5	5	100%	1,046	1,046	100%	0	1	2	0%	20%	40%
	NORTHEAST	1,697	1,669	98.35%	427,801	442,355	96.62%	580	906	1,111	34.18%	53.39%	65.47%
<b>Total</b>		<b>1,732</b>	<b>1,704</b>	<b>98.38%</b>	<b>429,350</b>	<b>444,304</b>	<b>96.63%</b>	<b>585</b>	<b>937</b>	<b>1,143</b>	<b>33.78%</b>	<b>54.19%</b>	<b>65.99%</b>

The Fill Rate Detail dashboard includes this report:

- Fill Rate Detail

Filters:

- **Company**(Default = All)
- **Warehouse Name**(Default = All)
- **Warehouse ID**(Default = All)
- **Warehouse Product Status**(Default = Stock)
- **Warehouse Division**(Default = All)
- **Warehouse Rank**(Default = All)
- **Customer Name**(Default = All)

- **Customer #**(Default = All)
- **Vendor Name**(Default = All)
- **Vendor #**(Default = All)
- **Vendor Type**(Default = All)
- **Product Code**(Default = All)
- **Sales Product Category**(Default = All)
- **Buyer Name**(Default = All)
- **Buyer**(Default = All)
- **Product Line Description**(Default = All)
- **Product Line**(Default = All)
- **Sales Line Transaction Type**(Default <> Return)
- **Invoice Year**(Default = Current Year)
- **Year/Quarter** (Default = All)
- **Year/Month**(Default = All)
- **Line Status Type**(Default <> c)
- **Group By 1**(Default = Company)
- **Group By 2**(Default = Warehouse)

## Sales Manager dashboard

Sales - / Sales Manager Dashboard -



The Sales Manager dashboard includes KPIs for these metrics:

- Sales
- Commission Cost

- Commission Margin
- Commission Margin %
- Commission Amount
- Number of Orders

Reports:

- Sales by Outside Sales Rep
- Number of Orders
- Sales Measure Trend

You can filter the data with these standard filters:

- **Invoice Year**(Default = Current Year)
- **Year/Quarter**(Default = All)
- **Year/Month**(Default = All)
- **Sales Product Category**(Default = All)
- **Sales Manager Name**(Default = All)
- **Sales Transaction Type**(Default = All)
- **Sales Stage Code Description**(Default = Invoiced, Paid)
- **Warehouse Name**(Default = All)
- **Outside Salesrep**
- **Outside Salesrep Name**
- **Warehouse ID**(Default = All)
- **Sales Warehouse**(Default = All)
- **Warehouse Rank**(Default = All)
- **Warehouse Division**(Default = All)
- **Vendor #**(Default = All)
- **Vendor Name**(Default = All)
- **Buyer Name**(Default = All)
- **Customer #**(Default = All)
- **Customer Name**(Default = All)
- **Line Status Type**(Default <> c)

# Sales Interactive Table dashboard

Sales - / Sales Interactive Table -

Sales Group By 1

Company

Customer

Inside Salesrep

Outside Salesrep

Sales Manager

Sales Stagecode

Product

Product Category

Warehouse

Warehouse Division

Warehouse Rank

Sales Group By 2

Company

Customer

Inside Salesrep

Outside Salesrep

Sales Manager

Sales Stagecode

Product

Product Category

Warehouse

Warehouse Division

Warehouse Rank

Sales Interactive Table

Group By 1	Group By 2	Total Lines	Total Orders	Qty Ordered	Qty Shipped	Sales	Cost	Profit	Disc Amt	Margin%
5000	3M									
	AARON RENTAL	3	1	57	57	8,140.56	4,600	3,540.56	0	43.49%
	Abbott Supply								0	
	ABC Customer								0	
	ABC Services								0	
	ABC VET CLINIC	2	7	41	41	7,891.56	2,081	5,810.56	0	73.63%
	ABC WHOLESALE PLU...								0	
	AC Industrial								0	
	ACME SYSTEMS LTD	1	3	78	78	4,137.30	3,096.40	1,040.90	0	25.16%
	ACME TRUCKING INC.								0	
	Alpha Insulation								0	
	ANDES INDUSTRIAL	1	3	3	3	66.62	41.20	25.42	0	38.16%
	APEX SYSTEMS COMPANY	10	63	29,450	29,476	668,067.22	472,189.94	195,877.28	0	29.32%
	Apollo Inc	3	1	3	3	40	15.51	24.49	0	61.23%
	APOLLO INDUSTRIES INC	6	6	574	539	165,010.10	93,254	71,756.10	0	43.49%
	Applied Industries Inc.								0	
	ASHLAND SUPPLY								0	
	Bed, Bath & Beyond								0	
	BMW ST LAURENT								0	
	BUILDING SUPPLY	10	6	89,310	75,773	879,793.06	676,625.99	203,167.07	0	23.09%
	CASH CUSTOMER								0	
	Chick-Ri-A Location #96								0	
	COLORADO SPRINGS P...								0	
Total		12	15	445,731	430,776	7,545,821	4,688,671	2,857,149	314.19	37.86%

[See Detail](#)

The Sales Interactive Table dashboard consists of this report:

- Sales Interactive Table

Filters:

- **Company ID**(Default value = All)
- **Customer #**(Default value = All)
- **Customer Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Sales Transaction Type Description**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Sales Product Category**(Default value = All)
- **Sales Manager**(Default value = All)
- **Inside Salesrep Name**(Default value = All)
- **Outside Salesrep Name**(Default value = All)
- **Sales Stage Code Description**(Default value = All)
- **Sales Line Transaction Type Description**(Default value = All)
- **Warehouse Product Status**(Default value = All)

- **Sales Group By 1**(Default value = Company)
- **Sales Group By 2**(Default value = Customer)
- **Line Status Type**(Default <> c)

## Sales Interactive Detail dashboard

Sales - / Sales Interactive Detail -

Company Customer 2018/03

Sales Group By 1

Company     Sales Manager     Warehouse  
 Customer     Sales Stagecode     Warehouse Division  
 Inside Salesrep     Product     Warehouse Rank  
 Outside Salesrep     Product Category

Sales Group By 2

Company     Sales Manager     Warehouse  
 Customer     Sales Stagecode     Warehouse Division  
 Inside Salesrep     Product     Warehouse Rank  
 Outside Salesrep     Product Category

Sales Interactive Detail Report

Group By 1	Group By 2	Transaction Type	Order No.	Line No.	Qty Shipped	Qty Ordered	Sales	Cost	Profit	Disc Amt	Margin%
5000	JEFFREY LAMB, INC.	Counter Sale	1014654-0	1		1					
	APEX SYSTEMS COMP...	Quote	1014649-0	1		1					
	APEX SYSTEMS COMP...	Quote	1014666-0	1		1					
	METRO SALES SUPPLY	Stock Order	1012339-0	1	4		176.40	136.50	39.90	19.60	20.36%
	METRO SALES SUPPLY	Stock Order	1012345-0	1	10		2,925	2,193.75	731.25	325	22.50%
	METRO SALES SUPPLY	Stock Order	1014174-0	1	10		441	341.25	99.75	49	20.36%
	METRO SALES SUPPLY	Stock Order	1014175-0	1	2		342	160	182	38	47.89%
	METRO SALES SUPPLY	Stock Order	1014187-0	1	5		449.95	375	74.95	50	14.99%
	METRO SALES SUPPLY	Stock Order	1014198-0	1	5		1,687.50	975	712.50	187.50	38%
	METRO SALES SUPPLY	Stock Order	1014203-0	1	1		359.10	300	59.10	39.90	14.81%
	METRO SALES SUPPLY	Stock Order	1014225-0	1	1		359.10	300	59.10	39.90	14.81%
	METRO SALES SUPPLY	Stock Order	1014226-0	1	4		176.40	136.50	39.90	19.60	20.36%
	METRO SALES SUPPLY	Stock Order	1014234-0	1	2		2,745	2,145	600	305	19.67%
	METRO SALES SUPPLY	Stock Order	1014237-0	1	1		359.10	300	59.10	39.90	14.81%
	METRO SALES SUPPLY	Stock Order	1014250-0	1	5		213.70	200	13.70	23.75	5.77%
	METRO SALES SUPPLY	Stock Order	1014257-0	1	4		1,350	780	570	150	38%
	METRO SALES SUPPLY	Stock Order	1014258-0	1	2		2,745	2,145	600	305	19.67%
	METRO SALES SUPPLY	Stock Order	1014271-0	1	2		2,745	2,145	600	305	19.67%
	METRO SALES SUPPLY	Stock Order	1014272-0	1	2		2,745	2,145	600	305	19.67%
	METRO SALES SUPPLY	Stock Order	1014285-0	1	6		467.35	300	167.35	54.15	34.60%
	METRO SALES SUPPLY	Stock Order	1014314-0	1	10		1,038.42	750	288.42	115.38	25.00%
	METRO SALES SUPPLY	Stock Order	1014320-0	1	9		809.92	675	134.92	89.99	14.99%
	METRO SALES SUPPLY	Stock Order	1014360-0	1	10		630	450	180	70	25.71%
Summary			101233...		655	5,596	65,843.64	48,729.84	17,113.80	6,544.02	31.00%

The Sales Interactive Detail dashboard consists of this report:

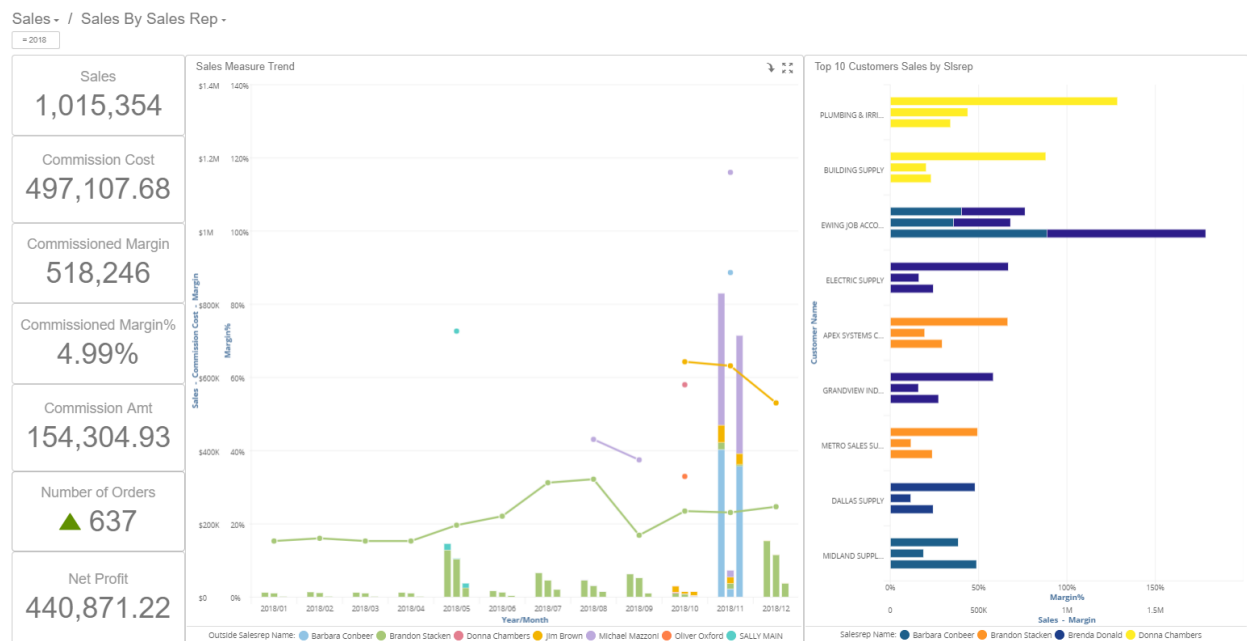
- Sales Interactive Detail Report

Filters:

- **Company ID**(Default value = All)
- **Customer #**(Default value = All)
- **Customer Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Sales Transaction Type Description**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Sales Product Category**(Default value = All)
- **Sales Manager**(Default value = All)
- **Inside Salesrep Name**(Default value = All)

- **Outside Salesrep Name**(Default value = All)
- **Sales Stage Code Description**(Default value = All)
- **Sales Line Transaction Type Description**(Default value = All)
- **Warehouse Product Status**(Default value = All)
- **Line Status Type**(Default <> c)
- **Sales Group By 1**(Default = Company)
- **Sales Group By 2**(Default = Customer)

## Sales By Sales Rep dashboard



The Sales By Sales Rep dashboard includes KPIs for these metrics:

- Sales
- Commission Cost
- Commissioned Margin
- Commissioned Margin %
- Commission Amount
- Number of Orders

Reports:

- Sales Measure Trend
- Top 10 Customers Sales by Salesrep

You can filter the data with these standard filters:

- **Invoice Year**(Default = Current Year)

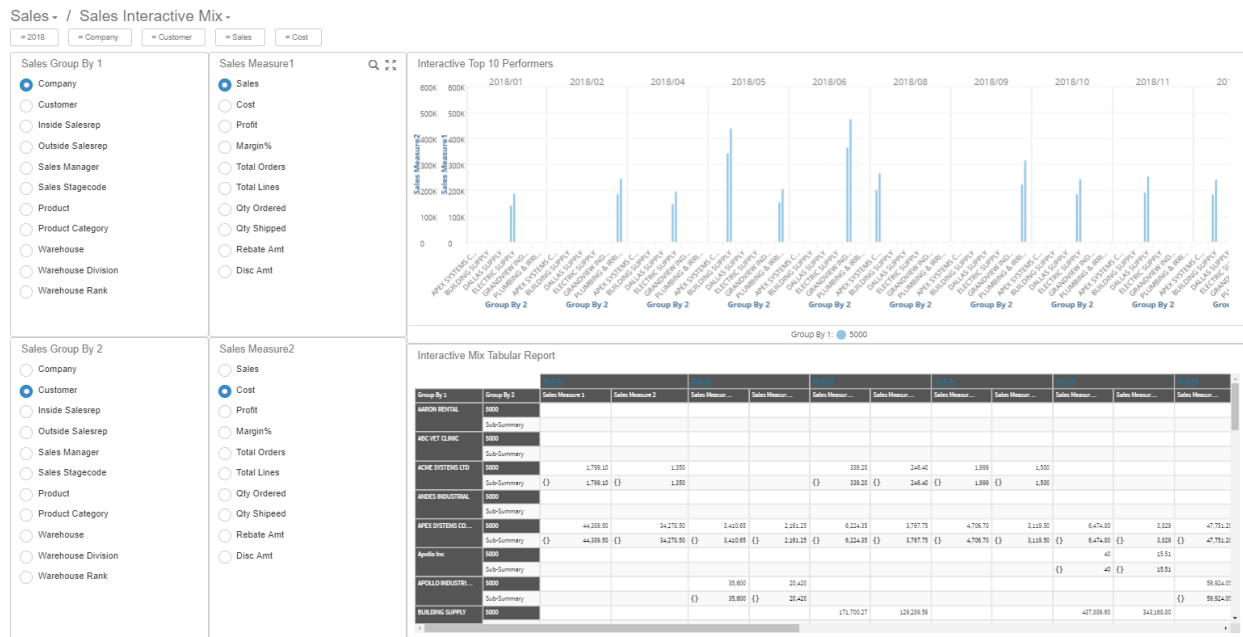


- Sales Interactive Cross-Tab

Filters:

- **Company ID**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Customer Name**(Default value = All)
- **Customer ID**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Sales Product Category**(Default value = All)
- **Sales Manager**(Default value = All)
- **Inside Salesrep Name**(Default value = All)
- **Outside Salesrep Name**(Default value = All)
- **Sales Stage Code Description**(Default value = All)
- **Sales Line Transaction Type Description**(Default value = All)
- **Warehouse Product Status**(Default value = All)
- **Sales Group By 1**(Default value = Company)
- **Sales Cross Tab Column**(Default = Stage Code)
- **Sales Group By 2**(Default value = Customer)
- **Line Status Type**(Default <> c)

# Sales Interactive Mix dashboard



The Sales Interactive Mix dashboard consists of these reports:

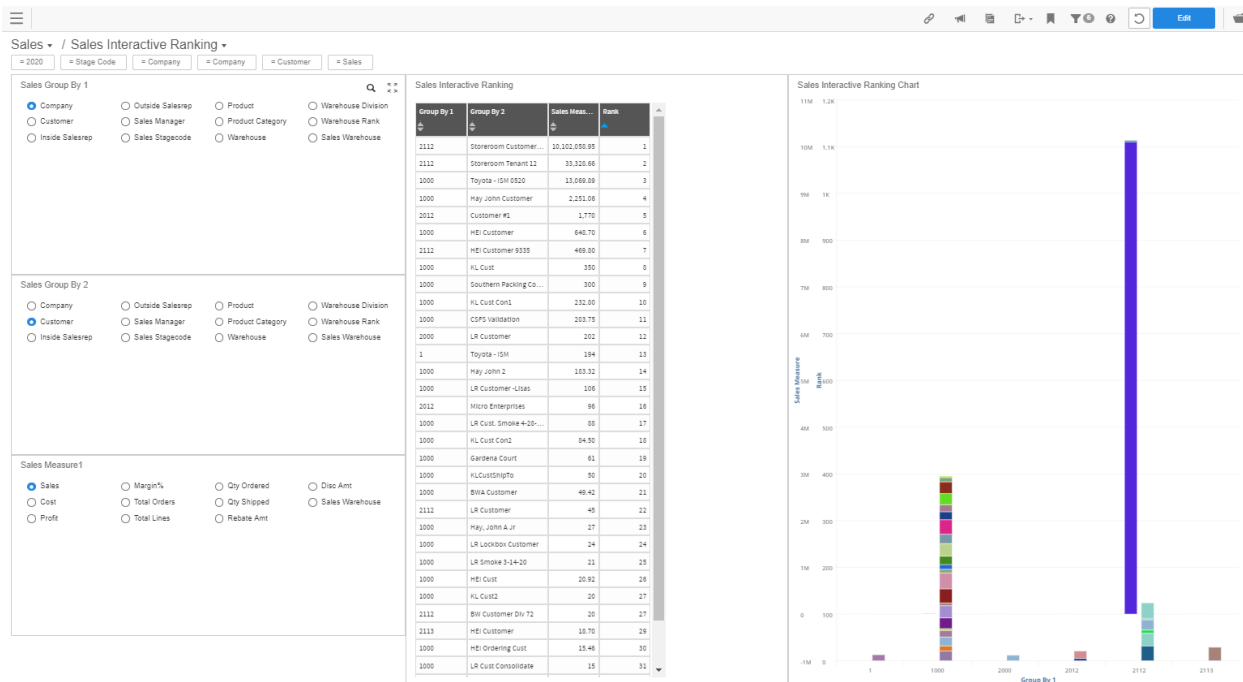
- Interactive Top 10 Performers
- Interactive Mix Tabular Report

Filters:

- **Company ID**(Default value = All)
- **Customer #**(Default value = All)
- **Customer Name**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Year/Month**(Default value = All)
- **Sales Product Category**(Default value = All)
- **Sales Manager**(Default value = All)
- **Inside Salesrep Name**(Default value = All)
- **Outside Salesrep Name**(Default value = All)
- **Product Line Description**(Default value = All)
- **Sales Transaction Type Description**(Default value = All)
- **Warehouse Product Status**(Default value = All)
- **Line Status Type**(Default <> c)
- **Sales Group By 1**(Default value = Company)
- **Sales Measure 1**(Default value = Sales)

- **Sales Group By 2**(Default value = Customer)
- **Sales Measure 2**(Default value = Cost)

## Sales Interactive Ranking dashboard



The Sales Interactive Ranking dashboard consists of these reports:

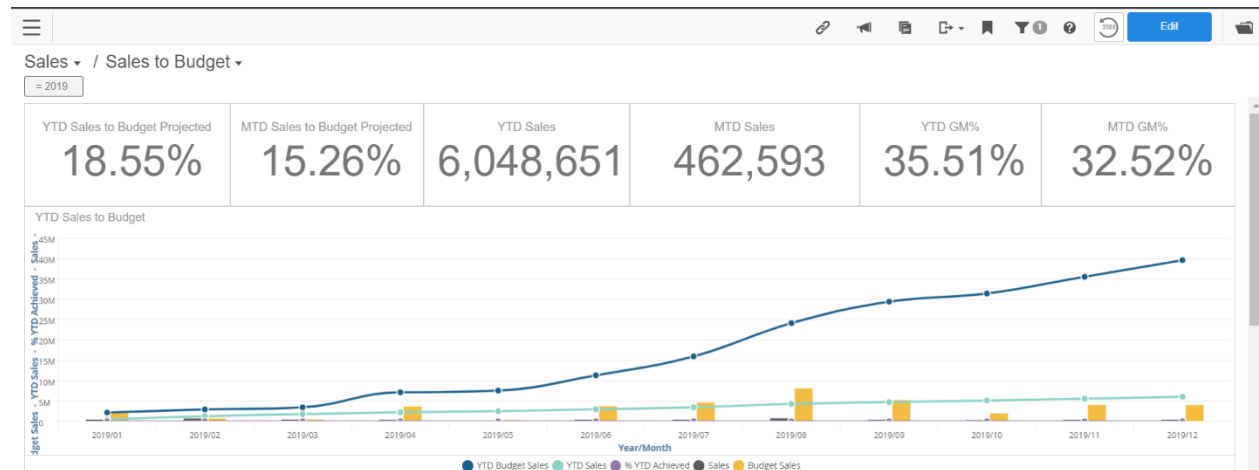
- Sales Interactive Ranking
- Sales Interactive Ranking Chart

Filters:

- **Company ID**(Default value = All)
- **Warehouse ID**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Warehouse Name**(Default value = All)
- **Warehouse Division**(Default value = All)
- **Customer Name**(Default value = All)
- **Customer ID**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Year/Quarter**(Default value = All)
- **Vendor Name**(Default value = All)
- **Year/Month**(Default value = All)
- **Sales Product Category**(Default value = All)

- **Product Code**(Default value = All)
- **Buyer Name**(Default value = All)
- **Inside Salesrep Name**(Default value = All)
- **Buyer**(Default value = All)
- **Outside Salesrep Name**(Default value = All)
- **Sales Stage Code Description**(Default value = All)
- **Product Line Description**(Default value = All)
- **Sales Line Transaction Type Description**(Default value = All)
- **Product Line**(Default value = All)
- **Sales Transaction Type Description**(Default value = All)
- Sales Cross Tab Column (Default value = Stage Code)
- **Warehouse Rank**(Default value = All)
- **Warehouse Product Status**(Default value = All)
- **By Attribute**(Default value = Company)
- **Sales Manager**(Default value = All)
- **Sales Group By 1**(Default value = Company)
- **Sales Group By 2**(Default value = Customer)
- **Sales Measure 1**(Default value = Sales)
- **Line Status Type**(Default <> c)

## Sales to Budget dashboard





The Sales to Budget dashboard includes KPIs for these metrics:

- YTD Sales to Budget Projected
- MTD Sales to Budget Projected
- YTD Sales
- MTD Sales
- YTD Gross Margin %
- MTD Gross Margin %

#### Reports

- YTD Sales to Budget
- Top 25 Salesreps by Sales and Budget
- Sales vs. Budget Sales by Salesrep

#### Filters:

- **Company**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Outside Salesrep Name**(Default value = All)
- **Date**
- **Year/Month**(Default value = All)
- **Line Status Type**(Default <> c)

# Sales to Budget Detail dashboard

Sales ▾ / Sales to Budget Detail ▾

Sales to Budget Detail Salesrep Budget Setup

Year/Mon...	Sales	Profit	GM%	#Orders	MTD Sales	YTD Sales	Monthly Budget Sales	MTD Projected Sale...	YTD Projected...	
2019/12	462,593.49	160,672.97	34.73%	53	462,593.49	6,048,650.71	4,077,078.71	11.35%	15.26%	
2019/11	451,475.32	155,053.14	34.34%	72	451,475.32	5,586,057.22	4,108,786.64	10.99%	15.71%	
2019/10	390,376.63	105,091.66	26.92%	64	390,376.63	5,134,581.90	2,019,193.61	19.33%	16.33%	
2019/09	446,346.11	123,207.66	27.60%	76	446,346.11	4,744,205.27	5,279,080.45	8.45%	16.12%	
2019/08	829,253.70	267,987.11	32.32%	168	829,253.70	4,297,859.16	8,163,858.26	10.16%	17.79%	
2019/07	487,283.95	154,087.97	31.62%	120	487,283.95	3,468,605.46	4,665,282.89	10.44%	21.69%	
2019/06	472,047.24	150,656.43	31.92%	68	472,047.24	2,981,321.51	3,760,091.92	12.55%	26.33%	
2019/05	269,362.99	131,094.95	48.67%	60	269,362.99	2,509,274.27	404,746.71	66.55%	33.18%	
2019/04	458,546.74	126,715.59	27.63%	117	458,546.74	2,239,911.28	3,703,627.26	12.38%	31.29%	
2019/03	506,867.56	150,750.70	29.74%	243	506,867.56	1,781,364.54	524,718.30	96.60%	51.56%	
2019/02	765,578.53	400,870.73	52.36%	166	765,578.53	1,274,496.98	754,907.05	101.41%	43.50%	
2019/01	508,918.45	145,099.11	28.51%	173	508,918.45	508,918.45	2,175,175.16	23.40%	23.40%	
2018/12	702,440.30	201,992.55	28.76%	448	702,440.30	7,591,724.00				
2018/11	1,263,640.29	861,816.30	68.20%	118	1,263,640.29	6,889,284.00				
	Σ 16,077,000	Σ 5,783,300	{} 43.23%	Σ 3,694	Σ	M	Σ 39,636,546.96	Σ 31.97%	{}	73.98%

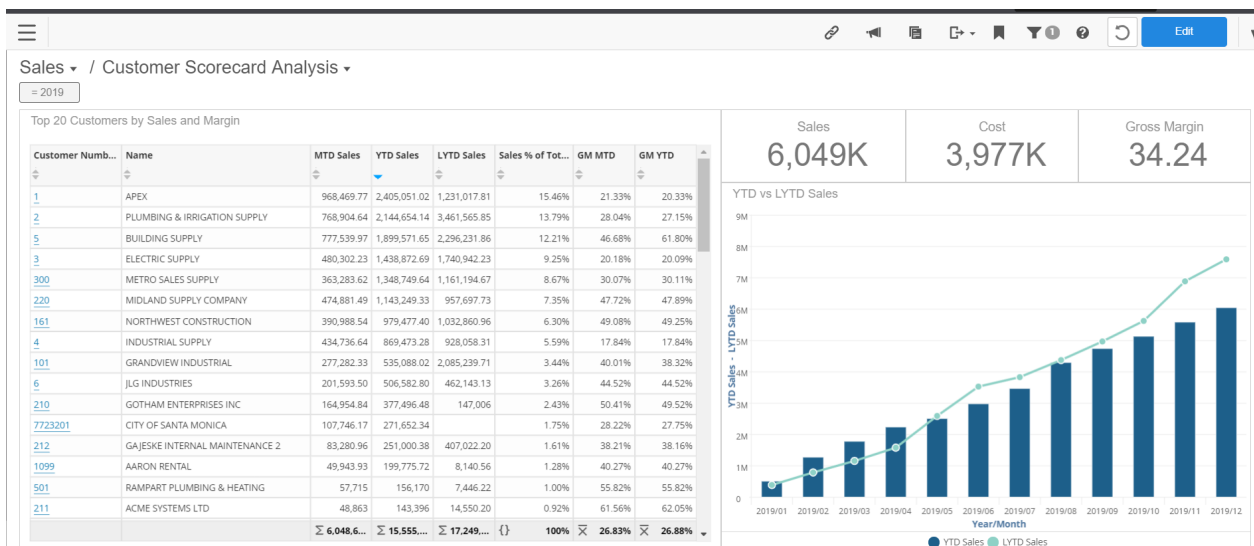
The Sales to Budget Detail dashboard consists of these reports:

- Sales to Budget Detail

Filters:

- Line Status Type(Default <> c)

# Customer Scorecard Analysis dashboard



The Customer Scorecard Analysis dashboard includes KPIs for these metrics:

- Sales
- Cost
- Gross Margin

## Reports:

- Top 20 Customers by Sales and Margin
- YTD vs LYTD Sales
- Sales by Customer Scatter
- Aging Summary by Customer

## Filters:

- **Company**(Default value = All)
- **Customer #**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Customer Name**(Default value = All)
- **Outside Salesrep Name**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Scorecard Year/Month**(Default value = Current year/month)
- **Line Status Type**(Default <> c)

## Customer Scorecard dashboard

☰
🔗 📄 🗑️ 🔄 📌 📊 📅 📄
Edit

Sales ▾ / Customer Scorecard ▾

1099
2019
AARON RENTAL

**Customer #**  
1099

**Company Details**  
**AARON RENTAL**  
1001 NORTH PLATTE AVE,  
COLORADO SPRINGS, CO - 80919

**Contact Details**  
Contact Person  
Email Address  
Phone Number  
Sales Rep: Jim Brown

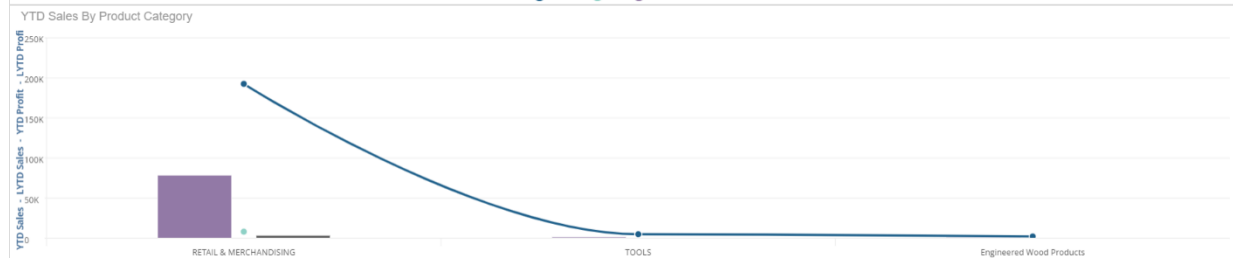
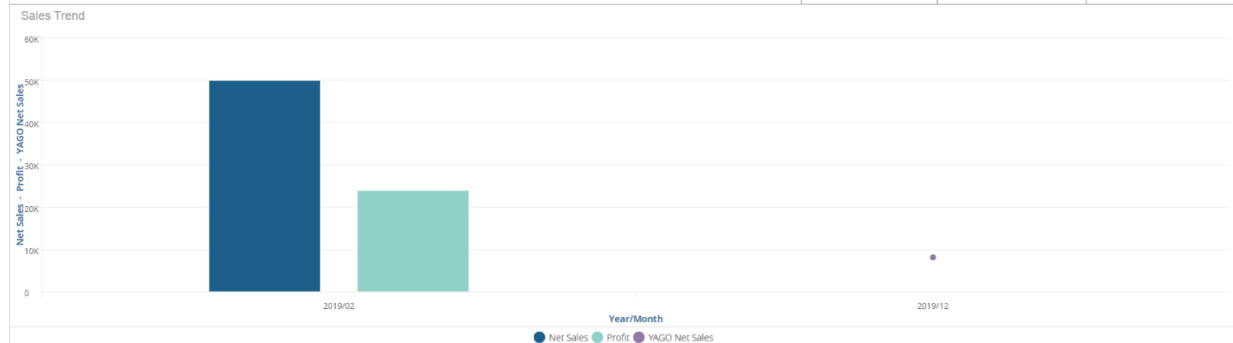
Customer Scorecard Report

Sales	Profit	Total Orders	Total Lines	GM%	Rank By Sales
49,943.93	20,113.93	11	22	40.27%	14
<b>Σ 49,943.93</b>	<b>Σ 20,113.93</b>	<b>#! 1</b>	<b>Σ 22</b>	<b>{ 40.27%</b>	<b>{ 14</b>

Sales <b>49.94K</b>	Orders <b>11</b>	YTD GM% <b>40.27%</b>
Open AR Amount <b>97.33K</b>		
Fill Rate% <b>100%</b>	Delivery% <b>0%</b>	Del% 5 Days <b>72.73%</b>

Sales / Customer Scorecard

= 1099   = 2019   = AARON RENTAL



Sales / Customer Scorecard

= 2019

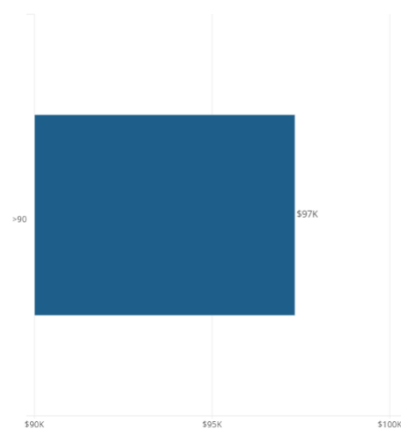
Receivable Transaction Detail Report

Company ID	Customer #	Customer	Transaction Desc	Check #	Invoice #	Invoice Date	Discount Date	Invoice Amount	Payment Amount	Payment Date	Discount Offered	Discount Taken	Discounts Missed	Amt Due	
5000	1	APEX	Invoice	0	1014818	01/01/2019	01/01/2019	237,003.53	0		0	0	0	237,003.53	
	1	APEX	Scheduled Pay	0	1014818	01/01/2019	01/01/2019	237,003.53	0		0	0	0	237,003.53	
	8912	ABC WHOLESAL PLU...	Scheduled Pay	0	1015313	01/07/2019	01/07/2019	3,198.08	0		0	0	0	3,198.08	
	1	APEX	Invoice	0	1013950	01/09/2019	01/09/2019	186.65	0		0	0	0	186.65	
	1	APEX	Scheduled Pay	0	1013950	01/09/2019	01/09/2019	186.65	0		0	0	0	186.65	
	101	GRANDVIEW INDUSTRIAL	Unapplied Cash	0	1013975	01/10/2019	01/10/2019	-500	0			0	0	0	-500
	2	PLUMBING & IRRIGATI...	Invoice	0	1014810	01/01/2019	01/11/2019	84,896.47	0			1,635.09	0	1,635.09	84,896.47
	6	JLG INDUSTRIES	Invoice	0	1014814	01/01/2019	01/11/2019	59,773.90	0			1,195.48	0	1,195.48	59,773.90
	2	PLUMBING & IRRIGATI...	Scheduled Pay	0	1014810	01/01/2019	01/11/2019	84,896.47	0			1,635.09	0	1,635.09	84,896.47
	6	JLG INDUSTRIES	Scheduled Pay	0	1014814	01/01/2019	01/11/2019	59,773.90	0			1,195.48	0	1,195.48	59,773.90
	2	PLUMBING & IRRIGATI...	Invoice	0	1013906	01/03/2019	01/13/2019	3,208.09	0			60.55	0	60.55	3,208.09
	2	PLUMBING & IRRIGATI...	Scheduled Pay	0	1013906	01/03/2019	01/13/2019	3,208.09	0			60.55	0	60.55	3,208.09
	<b>Total</b>								15,552,222.35	1,587,205.21		115,123.77	1,706.28	113,417.49	14,522,2...

Sales ▾ / Customer Scorecard ▾

= 1099   = 2019   = AARON RENTAL

Aging Summary



Customer Sales Detail

Outside Rep Na...	Order#	Suf	Product Descripti...	QtyShip	Net Sales	Cost	Margin	GM%	
Jim Brown	1014338	0	AEON FURNITURE ...	20	1,550	900	650	41.94%	
Jim Brown	1014340	0	AEON FURNITURE ...	20	1,550	900	650	41.94%	
Jim Brown	1014337	0	CORNELL UNIVERSI...	3	1,950	1,050	900	46.15%	
Michael Mazzoni	1014377	0	CORNELL UNIVERSI...	1	650	350	300	46.15%	
Jim Brown	1014336	0	CROSSPOINTE 3PA...	25	15,362.25	8,750	6,612.25	43.04%	
Michael Mazzoni	1014353	0	CROSSPOINTE 3PA...	1	614.49	430	184.49	30.02%	
Michael Mazzoni	1014354	0	CROSSPOINTE 3PA...	3	1,843.47	1,290	553.47	30.02%	
Michael Mazzoni	1014424	0	CROSSPOINTE 3PA...	1	614.49	430	184.49	30.02%	
Jim Brown	1014337	0	CROSSPOINTE DINL...	3	593.94	300	293.94	49.49%	
Jim Brown	1014338	0	CROSSPOINTE DINL...	22	4,355.56	2,200	2,155.56	49.49%	
Jim Brown	1014340	0	CROSSPOINTE DINL...	22	4,355.56	2,200	2,155.56	49.49%	
Jim Brown	1014344	0	CROSSPOINTE DINL...	1	197.98	100	97.98	49.49%	
Michael Mazzoni	1014377	0	CROSSPOINTE DINL...	3	593.94	300	293.94	49.49%	
Michael Mazzoni	1014347	0	CROSSPOINTE DINL...	10	4,472.50	3,000	1,472.50	32.92%	
Michael Mazzoni	1014348	0	CROSSPOINTE DINL...	10	4,472.50	3,000	1,472.50	32.92%	
Michael Mazzoni	1014377	0	CROSSPOINTE DINL...	1	447.25	300	147.25	32.92%	
Michael Mazzoni	1014377	0	CROSSPOINTE LEAF	1	50	30	20	40%	
				Σ	228	Σ 49,943...	Σ 29,830	Σ 20,113...	{ } 40.27%

Receivable Transaction Detail Report

Company ID	Customer #	Customer	Transaction Desc	Check #	Invoice #	Invoice Date	Discount Date	Invoice Amount	Payment Amount	Payment Date	Discount Offered	Discount Taken	Discounts Missed	Amt Due
5000	1999	AARON RENTAL	Invoice	0	1014336	02/12/2019	02/22/2019	15,362.25	0		307.25	0	307.25	15,362.25
	1999	AARON RENTAL	Invoice	0	1014340	02/12/2019	02/22/2019	8,140.56	0		162.81	0	162.81	8,140.56

The Customer Scorecard dashboard includes KPIs for these metrics:

- Sales
- Orders
- YTD Gross Margin %
- Fill Rate %
- Delivery %
- Delivery % 5 Days

Reports:

- Customer Details
- Customer Scorecard Report
- Sales Trend
- YTD Sales by Product Category
- Aging Summary
- Customer Sales Detail
- Receivable Transaction Detail Report

Filters:

- **Company**(Default value = All)
- **Customer #**(Default value = All)
- **Year/Month**(Default value = All)
- **Year/Quarter**(Default value = All)
- **Invoice Year**(Default value = Current Year)
- **Customer Name**(Default value = All)
- **Sales Warehouse**(Default value = All)
- **Line Status Type**(Default <> c)

# Download Salesrep Budget File dashboard



Sales ▾ / Download Salesrep Budget File ▾

## Instructions to Download

1. Export the given report to excel.
2. Update the exported file with your budget data.
3. Save the file as `SalesRepBudget.csv` (case sensitive file name) and upload the file from Modeler 2.0 > Browse module in source space.

Note: Do not change column names.

SalesRepBudget

company	sisrep	budgetdt	Sales	Cost	Margin
1000	001	01/31/2019			
1000	001	02/28/2019			
1000	001	03/31/2019			
1000	001	04/30/2019			
1000	001	05/31/2019			
1000	001	06/30/2019			
1000	001	07/31/2019			
1000	001	08/31/2019			
1000	001	09/30/2019			
1000	001	10/31/2019			
1000	001	11/30/2019			
1000	001	12/31/2019			
1000	01	01/31/2019			
1000	01	02/28/2019			
1000	01	03/31/2019			
1000	01	04/30/2019			
1000	01	05/31/2019			
1000	01	06/30/2019			
			Σ	Σ	Σ

Use the Download Salesrep Budget File dashboard to download the salesrep budget data and save to a local directory.

## Ad hoc reports

Ad hoc filters are provided for measures and attributes.

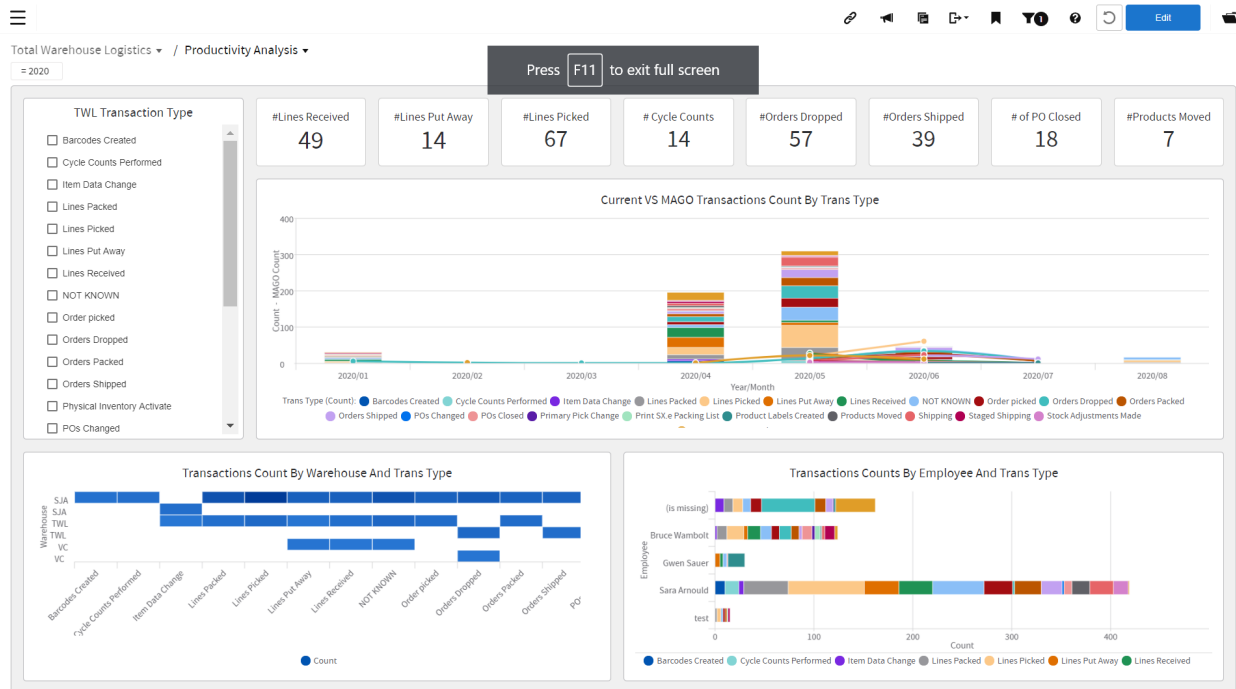
Report	Measure	Attributes and columns
Sales Interactive Table	Total Lines Total Orders Qty Ordered Qty Shipped Sales Cost Profit Discount Amount Margin %	Attributes: Company, Customer, Inside Salesrep, Outside Salesrep, Sales Manager, Sales Stage Code, Product, Product Category, Warehouse, Warehouse Division, Warehouse Rank
Sales Interactive Detail	Transaction Type Order Number Line Number Qty Shipped Qty Ordered Sales Cost Profit Discount Amount Margin %	Company, Customer, Inside Salesrep, Outside Salesrep, Sales Manager, Sales Stage Code, Product, Product Category, Warehouse, Warehouse Division, Warehouse Rank
Sales Interactive Cross Tab	Cancelled Invoiced Ordered Paid Picked Quoted	Attributes: Company, Customer, Inside Salesrep, Outside Salesrep, Sales Manager, Sales Stage Code, Product, Product Category, Warehouse, Warehouse Division, Warehouse Rank Columns: Stage Code, Year, Year/Month, Year/Quarter
Sales Interactive Mix	Sales Measure 1 Sales Measure 2	Attributes: Sales Group By 1, Sales Group By 2 Columns: Year/Month
Sales Interactive Ranking		

## Chapter 11: Total Warehouse Logistics Domain

The Total Warehouse Logistics domain contains these models or dashboards:

- Productivity Analysis
- Picking Analysis
- Receiving Analysis
- Put Away Analysis
- Cycle Count Analysis
- Pick to Pack - Pick to Tote Summary
- Productivity Summary
- Productivity Detail
- Employee Productivity Summary
- Employee Productivity Detail
- TWL CSD Detail

# Productivity Analysis dashboard



The Productivity Analysis dashboard consists of these KPIs:

- #Lines Received - Count of PO Lines Received
- #Lines Put Away - Count of PO Lines Put Away
- #Lines Picked - Count of Order Lines Picked
- #Cycle Counts - Count of Transactions in Cycle Count
- #Orders Dropped - Count of Orders Dropped
- #Orders Shipped - Count of Orders Shipped
- #PO Closed - Count of Purchase Orders Closed
- #Products Moved - Count of Products Moved to other Warehouse

Reports:

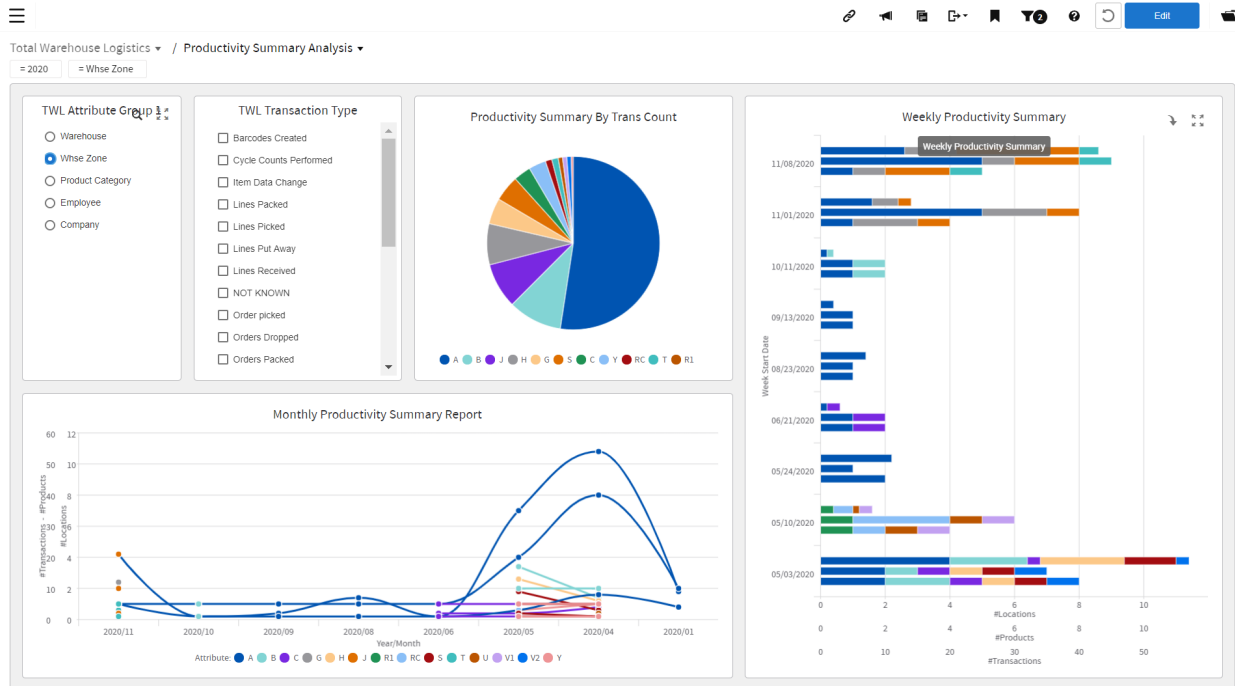
- Current vs Month Ago Transactions Count
- Transactions Count By Warehouse and Trans Type
- Transactions Count By Employee and Trans Type

Filters:

- **TWL Transaction Type**
- **Warehouse Name**
- **TWL Company**
- **TWL Transaction Date**
- **TWL Transaction Type Description**
- **TWL Employee**
- **Year**

- Year-Month
- Year-Quarter

## Productivity Summary Analysis dashboard



The Productivity Summary Analysis dashboard consists of these reports:

- Productivity Summary by Trans Count
- Monthly Productivity Summary Report
- Weekly Productivity Summary

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Transaction Type
- TWL Attributes Group 1
- TWL Transaction Type Description
- Year
- Year-Month
- Year-Quarter

# Productivity Summary dashboard

Total Warehouse Logistics / Productivity Summary

2020 Whse Zone Warehouse

**TWL Attribute Group 1**

- Warehouse
- Whse Zone
- Product Category
- Employee
- Company

**TWL Attribute Group 2**

- Warehouse
- Whse Zone
- Product Category
- Employee
- Company

**TWL Transaction Type**

- Barcodes Created
- Cycle Counts Performed
- Item Data Change
- Lines Packed
- Lines Picked
- Lines Put Away
- Lines Received
- NOT KNOWN
- Order picked
- Orders Dropped
- Orders Packed
- Orders Shipped
- Physical Inventory Activate
- POs Changed
- POs Closed
- Primary Pick Change
- Print SX.e Packing List
- Product Labels Created
- Products Moved
- Shipping
- Staged Shipping
- Stock Adjustments Made
- System Parameter Change

**Monthly Productivity Summary Tabular**

Year/Month	Week Start D...	Group By 1	Group By 2	#Transactions	#Products	#Locations
2020/11	11/01/2020	A	SJA	8	5	1
		Sub-Summa...		8	5	1
		G	SJA	4	2	2
		Sub-Summa...		4	2	2
		J	SJA	2	1	1
		Sub-Summa...		2	1	1
		Sub-Summary		14	8	4
	11/08/2020	A	SJA	13	5	1
		Sub-Summa...		13	5	1
		G	SJA	8	1	1
		Sub-Summa...		8	1	1
		J	SJA	19	2	2
		Sub-Summa...		19	2	2
		T	SJA	3	1	1
		Sub-Summa...		3	1	1
		Sub-Summary		43	9	5
		Sub-Summa...		57	17	9
2020/10	10/11/2020	A	TWL	1	1	1
		Sub-Summa...		1	1	1
		B	TWL	1	1	1
		Summary		248	60	50

The Productivity Summary dashboard consists of this report:

- Productivity Analysis Summary

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Transaction Type
- TWL Transaction Type Description
- TWL Attributes Group 1
- TWL Attributes Group 2
- Year
- Year-Month
- Week Start Date
- Year-Quarter

# Productivity Detail dashboard

Warehouse  
 Whse Zone  
 Product Category  
 Employee  
 Company

Barcodes Created  
 Cycle Counts Performed  
 Item Data Change  
 Lines Packed  
 Lines Picked  
 Lines Put Away  
 Lines Received  
 NOT KNOWN  
 Order picked  
 Orders Dropped  
 Orders Packed  
 Orders Shipped  
 Physical Inventory Activate  
 POs Changed  
 POs Closed  
 Primary Pick Change  
 Print SX-e Packing List  
 Product Labels Created  
 Products Moved  
 Shipping  
 Staged Shipping  
 Stock Adjustments Made  
 System Parameter Change

Date	Group By 1	Group By 2	Trans Type	Trans Type Description	Transactions Count	Sugg Qty	Act Qty	Bin	Locations	Product	#Products
11/05/2020	G	SJA	AS	Stock Adjustments Made	2	2,000	1,000	41-06-C-02	1	bw-res1	1
		Sub-Summa...			2	2,000	1,000		1		1
	J	SJA	AS	Stock Adjustments Made	1	1,000	0	41-08-B-01	1	bw-vm2	1
		Sub-Summa...			1	1,000	0		1		1
Sub-Summa...				3	3,000	1,000		2		2	
11/06/2020	A	SJA	RE	Lines Received	1	0	30	dock1	1	1-001	1
			RE	Lines Received	4	0	28	dock1	1	bw-prod1	1
			RE	Lines Received	1	0	10	dock1	1	bw-prod2	1
			RE	Lines Received	1	0	4	dock1	1	bw-res1	1
	RE	Lines Received	1	0	50	dock1	1	bw-vm2	1		
	Sub-Summa...				8	0	122		5		5
Sub-Summa...				8	0	122		5		5	
G	SJA	PA	Lines Put Away		2	3	3	41-06-C-01	1	bw-prod1	1
				Sub-Summa...		2	3	3		1	
	J	SJA	PA	Lines Put Away		2	3	3		1	1
					Sub-Summa...		2	3	3		1
Sub-Summa...				1	50	50	41-08-B-01	1	bw-vm2	1	
Sub-Summa...				1	50	50		1		1	
Sub-Summa...				1	50	50		1		1	
Sub-Summa...				11	53	175		7		7	
Summary					14	3,053	1,175		9		9

The Productivity Detail dashboard consists of this report:

- Productivity Detail

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Transaction Type
- TWL Transaction Type Description
- TWL Attributes Group 1
- TWL Attributes Group 2
- Year
- Year-Month
- Week Start Date
- Year-Quarter

# Employee Activity Summary dashboard

☰

Total Warehouse Logistics ▾ / Employee Activity Summary ▾

2020

Employee Activity Summary

Warehouse	Employee ID	Employee Name	Trans Type	Description	Sugg Qty	Act Qty	#Transactions	#Locations	#Products
SJA	SA01	(is missing)	GA	System Parameter...	0	0	37	0	16
		(is missing)	IC	Primary Pick Cha...	0	0	1	0	0
	Sub-Summa...				Σ 0	Σ 0	Σ 38	Σ 0	Σ 16
sja	Sara Arnould	AS	AS	Stock Adjustment...	5,598	2,276	15	9	6
		BC	BC	Barcodes Created	0	0	10	0	8
		CP	CP	NOT KNOWN	0	0	3	0	3
		CS	CS	Cycle Counts Perf...	2,117	3,080	14	10	5
		ID	ID	Item Data Change	0	0	5	2	5
		IG	IG	Lines Picked	379	373	48	11	8
		IN	IN	NOT KNOWN	0	0	29	0	0
		IO	IO	Order picked	0	0	29	0	0
		IW	IW	NOT KNOWN	0	0	3	0	3
		KE	KE	NOT KNOWN	0	27	4	0	3
		KG	KG	Lines Packed	373	367	45	11	8
		KO	KO	Orders Packed	0	0	27	0	0
		KV	KV	NOT KNOWN	0	75	6	0	3
		MS	MS	Products Moved	0	2,407	18	0	7
		OA	OA	Lines Picked	0	0	29	0	0
		PA	PA	Lines Put Away	842	827	35	12	8
RC	RC	POs Closed	0	0	8	0	0		
Summary				Σ 14,156	Σ 19,600	Σ 780	Σ 90	Σ 152	

The Employee Activity Summary dashboard consists of this report:

- Employee Activity Summary

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Transaction Type
- TWL Transaction Type Description

# Employee Activity Detail dashboard

☰ Total Warehouse Logistics / Employee Activity Detail

2020

Employee Activity Detail

Whse	Employee ID	Employee Name	Transaction Type	Description	PO Number	Location	Date/Time	Product	Sugg Qty	Act Qty
SJA	SA01	(is missing)	GA-System Par...	System Param...	(is missing)	(is missing)	04/16/2020 8:25 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:26 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:26 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:38 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:27 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:48 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:28 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:40 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/17/2020 3:34 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:34 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:28 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:49 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:49 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:45 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:34 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:28 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:29 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:29 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:30 ...	Changed Whse Pa...	0	0
					(is missing)	(is missing)	04/16/2020 8:30 ...	Changed Whse Pa...	0	0
Summary									Σ 14,156	Σ 19,600

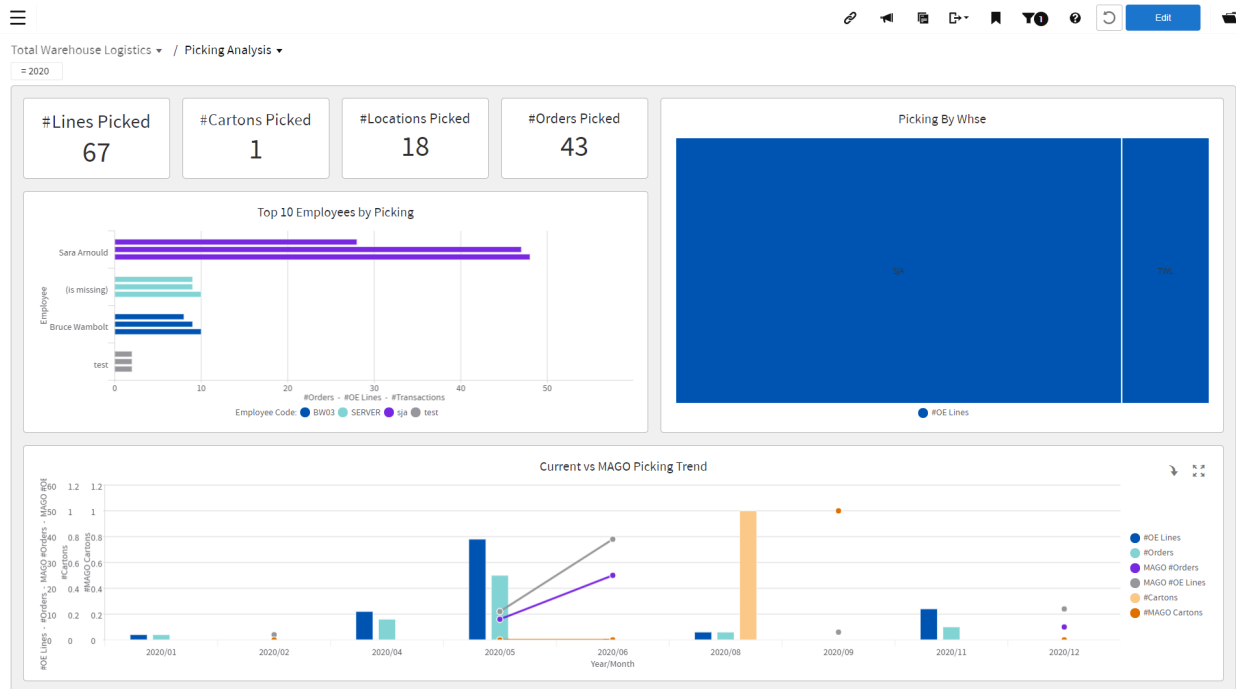
The Employee Activity Detail dashboard consists of this report:

- Employee Activity Detail

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Transaction Type
- TWL PO Number
- TWL Transaction Type Description

# Picking Analysis dashboard



The Picking Analysis dashboard consists of these KPIs:

- #Lines Picked - Count of PO Lines Picked
- #Cartons Picked - Count of total cartons picked
- #Locations Picked - Count of Locations from where picking has happened
- #Orders Picked - Count of Orders Picked

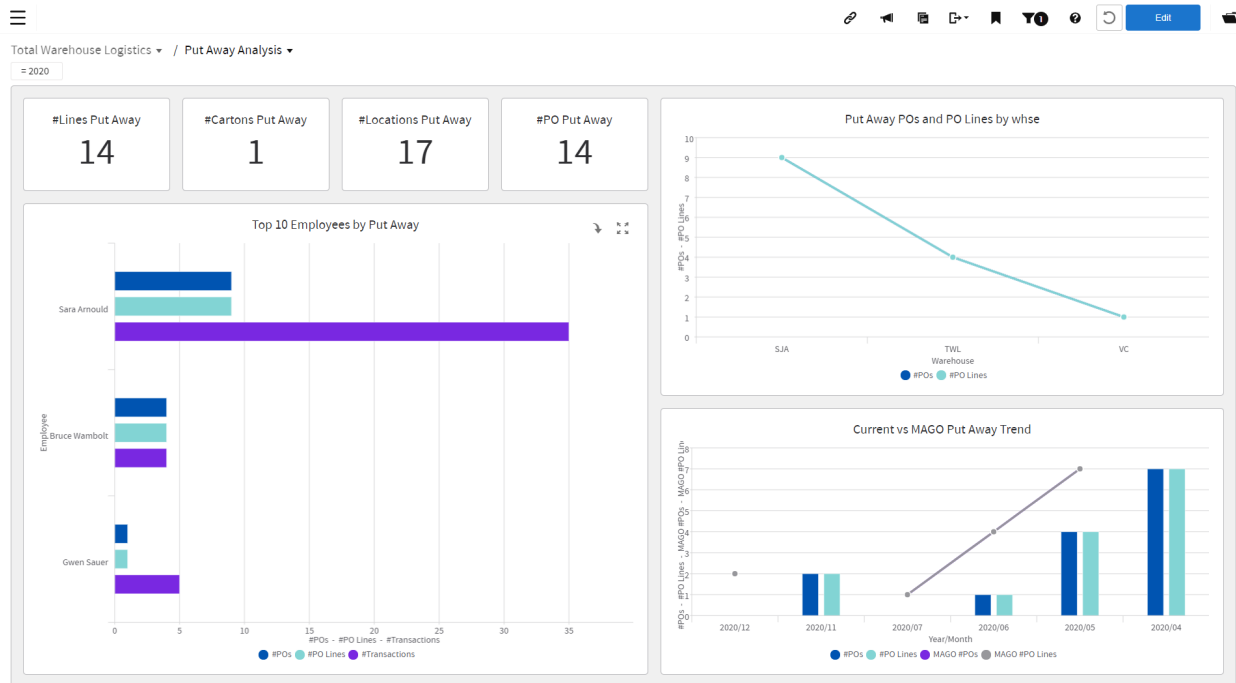
Reports:

- Top 5 Employees by Picking
- Pick By Whse
- Current vs Quarter Ago and Month Ago Picking Trend

Filters:

- **TWL Transaction Type**
- **Warehouse Name**
- **TWL Company**
- **TWL Transaction Date**
- **TWL Transaction Type Description**
- **TWL Employee**
- **Year**
- **Year-Month**
- **Year-Quarter**

# Put Away Analysis dashboard



The Put Away Analysis dashboard consists of these KPIs:

- #Lines Put Away
- #Cartons Put Away
- #Locations Put Away
- #POs Put Away

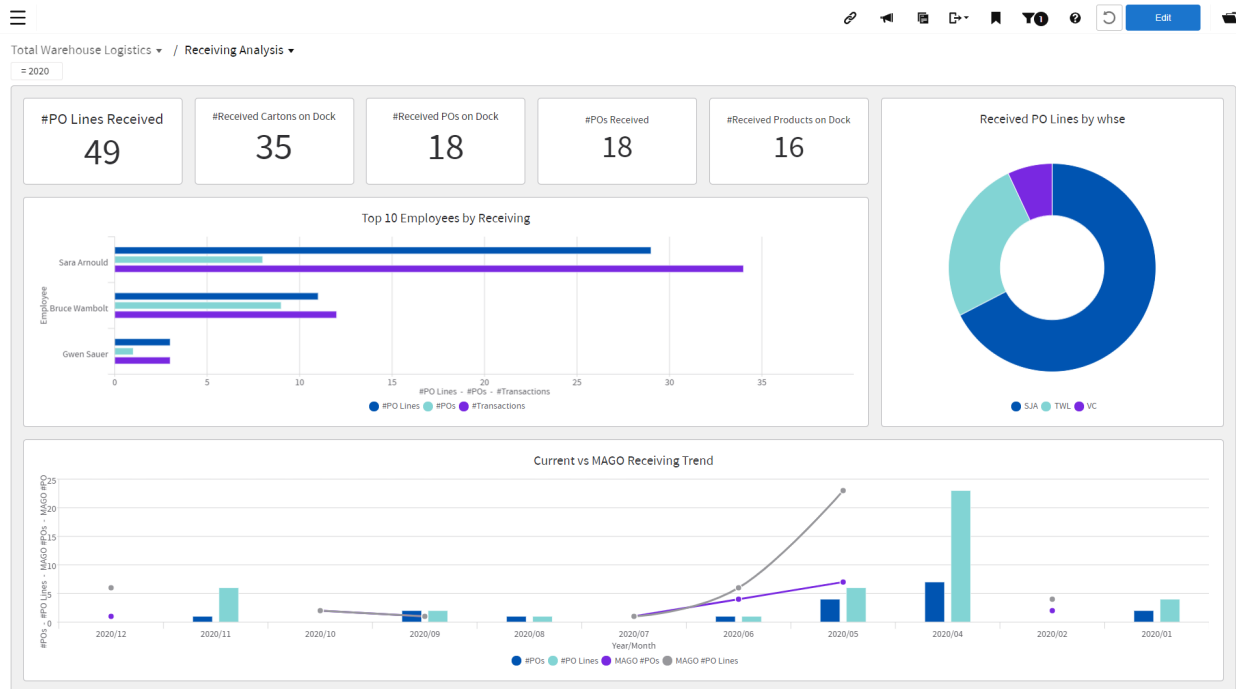
Reports:

- Top 10 Employees by Put Away
- Put Away POs and PO Lines by Whse
- Current vs Quarter Ago and Month Ago Put Away Trend

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Location

# Receiving Analysis dashboard



The Receiving Analysis dashboard consists of these KPIs:

- #PO Lines Received
- # Received POs on the dock
- #Received Cartons on the dock
- #POs Received
- #Received Products on the dock

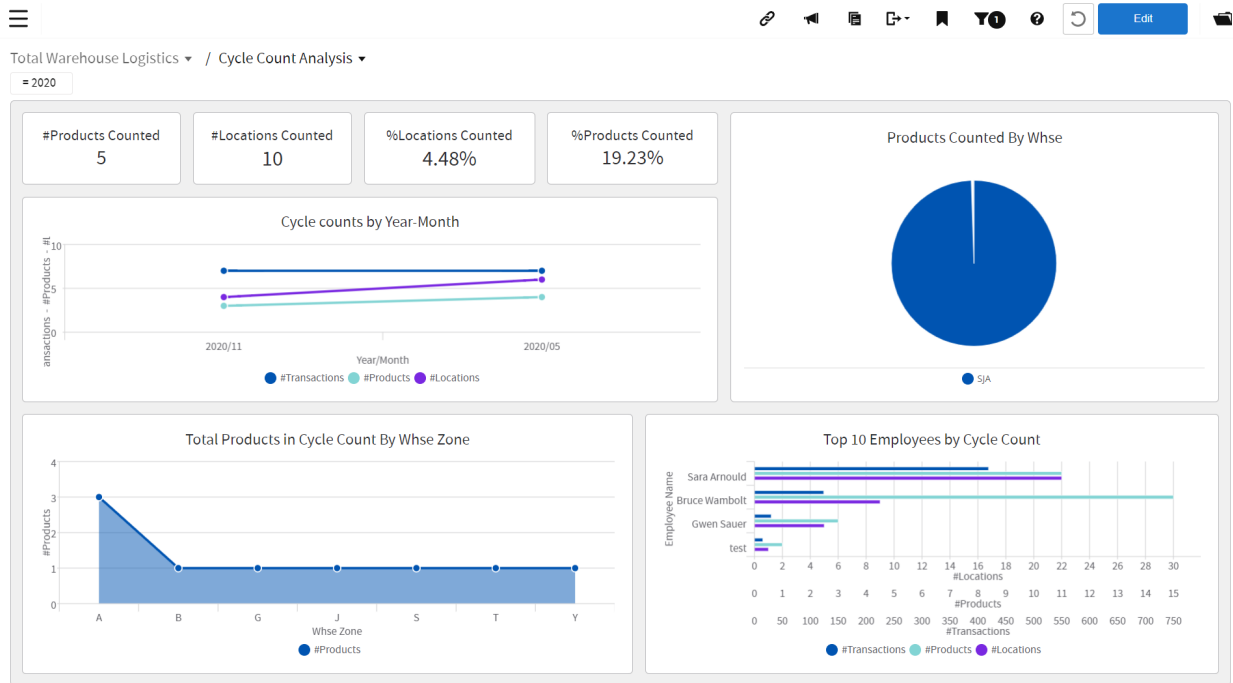
Reports:

- Top 5 Employees by Receiving
- Received PO Lines by Whse
- Current vs Month Ago Receiving Trend

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- Year
- Year-Month
- Year-Quarter

# Cycle Count Analysis dashboard



The Cycle Count Analysis dashboard consists of these KPIs:

- #Products Counted
- #Locations Counted
- %Locations Counted
- %Products Counted

Reports:

- Top 10 Employees by Cycle Count
- Cycle Counts By Year-Month
- Cycle Counts By Products

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Location

# Pick to Pack - Pick to Tote Summary dashboard



Total Warehouse Logistics / Pick to Pack-Pick to Tote Summary

= 2020

Pick to Pack													
Barcodes Created		Lines Picked	Lines Put Away	Orders Droppd	Orders Packed	Orders Shipped	POs Changed	POs Closed	Product Labels Created	Products Moved	Stock Adjustments ...		
BC-Bar Code Create	IG-Picking	PA-Put Away	OD-Orders Dro...	KO-Order Packed	SO-Shipped	RM-Receipt Mo...	RC-R/T Closure	LP-Label	MS-Stock M...	AS-Stock Adjust...			
Bruce Wambolt	BW03	10	4	12	8	3		10		1			
Gwen Sauer	1000VC		5					1	16				
Sara Arnoold	sja	10	35		27		21	2	8		18	15	
test	test		2		2								
Summary		Σ 10	Σ 60	Σ 44	Σ 12	Σ 37	Σ 24	Σ 2	Σ 19	Σ 16	Σ 19	Σ 15	

Pick to Tote														
Barcodes Created		Lines Packed	Lines Picked	Lines Put Away	Orders Droppd	Orders Packed	Orders Shipped	POs Changed	POs Closed	Product Label...	Products Moved	Stock Adjustments ...		
BC-Bar Code Create	KG-Packing	IG-Picking	PA-Put Away	OD-Orders Dropj...	KO-Order Packed	SO-Shipped	RM-Receipt Modified	RC-R/T Closure	LP-Label	MS-Stock Move	AS-Stock Adjust...			
Bruce Wambolt	BW03	10	10	4	12	8	3		10		1			
Gwen Sauer	1000VC			5					1	16				
Sara Arnoold	sja	10	45	35		27	21	2	8		18	15		
test	test		2	2		2								
Summary		Σ 10	Σ 97	Σ 60	Σ 44	Σ 12	Σ 37	Σ 24	Σ 2	Σ 19	Σ 16	Σ 19	Σ 15	

The Pick to Pack - Pick to Tote Summary dashboard consists of these reports:

- Pick to Pack
- Pick to Tote

Filters:

- Warehouse Name
- TWL Company
- TWL Transaction Date
- TWL Employee
- TWL Transaction Type
- TWL Transaction Type Description



## Appendix A: KPI calculations

This section lists the Key Performance Indicators (KPI) for each domain and the calculation used to determine their results.

## Accounts Receivable

KPI name	KPI calculation
DSO (Days Sales Outstanding)	<code>[ARET.aret_transcode_description] = 'Misc Credit')) / ([oeeh_invoicedt: Sum: oeeh_totinvamt] where (([OEEH.oeeh_stagedc] = 4 or [OEEH.oeeh_stagedc] = 5) AND ([OEEH.oeeh_invoicedt] &gt; DateAdd(Day,-365, NOWDATE)))) * 365</code>
AR Open Amount	<code>SUM (aret_Open Amount) by aret_invdt</code>
Invoice Amount	<code>SUM (aret_amount) by aret_invdt</code>
Payment Amount	<code>SUM (aret_paymtamt) by aret_invdt</code>
Late Payments	<code>SUM (aret_late Payments) by aret_invdt</code>
Avg Day to Pay	<code>Total Days to Pay Receivables</code>
AR Overdue Amt	<code>SUM (aret_openamt) where transaction falls between Aging period 1 and Aging period 6</code>
AR Future Amt	<code>SUM (aret_Open Amount) where aret.duedt &gt; CurrentDate</code>
Future Invoices	<code>If ([OEEL.oeel_returnflSUM(openamount) WHERE [AgingSequence] = 6</code>
Total Sales	<code>[Extended Amount] - [Discount Amount]</code>
Discount Taken	<code>[aret_discamt]</code>
Gross Margin Percentage	<code>((([oeel_invoicedt: Sum: Extended_Amount] - [oeel_invoicedt: Sum: Discount_Amount]) - ([oeel_invoicedt: Sum: Extended_Product_Cost] - [oeel_invoicedt: Sum: Rebate_Amount]))) / [oeel_invoicedt: Sum: Extended_Amount]) * 100</code>

## Accounts Payable

KPI name	KPI calculation
DPO (Days Payable Outstanding)	

KPI name	KPI calculation
	<code>(([apet_invdt: Sum: apet_Open Payables Amount] where [APET.apet_transcd] = 3 and [APET.apet_statustype] = 'true') / ([oeeh_invoicedt: Sum: oeeh_totcost] where (([OEEH.oeeh_stagedc] = 4 or [OEEH.oeeh_stagedc] = 5) AND ([OEEH.oeeh_invoicedt] &gt; DateAdd(Day,-365, NOWDATE)))))) * 365</code>
AP Open Amount	<code>SUM (apet_Open Payables Amount) by apet_invdt</code>
Invoice Amount	<code>SUM (apet_invoice amount) by apet_invdt</code>
Payment Amount	<code>SUM (apet_paymtamt) by apet_invdt</code>
Avg Days to Pay	Total Days to Pay Payables
Late Payments	<code>SUM (apet_Late Payments) by apet_invdt</code>
AP Future Amt	<code>SUM (apet_Open Payables Amount) where apet.duedt &gt; Current Date</code>
AP Overdue Amt	<code>SUM (apet_Open Payables Amount) of all transactions that fall between Aging Period 1 and Aging Period 6</code>
Discount Offered	<code>[apet_origdisc]</code>
Discount Taken	<code>[apet_discat]</code>
Discount Lost	<code>IFNULL([APET.apet_origdisc],0.00)- IFNULL([APET.apet_discamt],0.00)</code>

### General Ledger Balance Sheet

KPI name	KPI calculation
Assets	<code>(([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Bal_Assets') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 1 Report Code]='Bal_Assets'))</code>
Liabilities	<code>(([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code]='Bal_Liablyty') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 2 Report Code]='Bal_Liablyty'))*-1</code>

KPI name	KPI calculation
Equity	<code>(([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code]='Bal_StckHldr_Eqty') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 2 Report Code]='Bal_StckHldr_Eqty'))</code>
Return on Equity	Net Profit/loss divided by Equity <code>([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 0 Report Code] = 'Inc_Net_Prof_Los')/(SavedExpression('Equity'))</code>
Inventory	<code>([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 3 Report Code]='Bal_Inventory') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 3 Report Code]='Bal_Inventory')</code>
Accounts Receivable	<code>([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 3 Report Code]='Bal_AR') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 3 Report Code]='Bal_AR')</code>
Accounts Payable	<code>(([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 4 Report Code]='Bal_Acct_Payable') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 4 Report Code]='Bal_Acct_Payable'))*-1</code>
Debt Ratio	Liabilities divided by Assets <code>((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code]='Bal_Liablty') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 2 Report Code]='Bal_Liablty'))/((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Bal_Assets') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 1 Report Code]='Bal_Assets')))*-1</code>
Quick Ratio	

KPI name	KPI calculation
	<p>Current Assets, minus Inventories, divided by Current Liabilities</p> <pre>((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code] = 'Bal_Assets')+([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 1 Report Code] = 'Bal_Assets')) - (([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 3 Report Code] = 'Bal_Inventory') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 3 Report Code] = 'Bal_Inventory')))/((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code] = 'Bal_Liability')+([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 2 Report Code] = 'Bal_Liability')))*-1</pre>

Current Ratio	<p>Current Assets, divided by Current Liabilities</p> <pre>((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code] = 'Bal_Assets')+([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 1 Report Code] = 'Bal_Assets')))/((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code] = 'Bal_Liability')+([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 2 Report Code] = 'Bal_Liability')))*-1</pre>
---------------	---

Return on Assets	<p>Net Profit/loss divided by Total Assets</p> <pre>(([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 0 Report Code]='Inc_Net_Prof_Los')/((([YTD fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Bal_Assets') + ([YTD fiscalDate: Sum: glaccounts_fwdBal] WHERE [GLAccounts.Level 1 Report Code]='Bal_Assets')))*-1</pre>
------------------	--

### General Ledger Income Statement

KPI name	KPI calculation
Gross Profit	<p>Net Amount/Revenue, minus Cost of Goods Sold</p> <pre>([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Inc_Gros_Prof')</pre>
Revenue	<p>Gross Amount/Revenue minus Discounts</p> <pre>([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 3 Report Code]='Inc_revenue')*-1</pre>
Operating Expenses	<pre>[fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Inc_Operating_Exp'</pre>

KPI name	KPI calculation
Salaries	<code>([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code]='Inc_Sal')</code>
EBITDA	<p>Profit/loss before tax, plus Depreciation, plus Interest, Depreciation, and Amortization</p> <p><code>SavedExpression('Inc EBIT') - SavedExpression('Inc Depreciation Amortization')</code></p> <p>EBITDA Expression is combination of following expressions:</p> <p>Inc EBIT = <code>(SavedExpression('Inc Gross Profit') - SavedExpression('Inc Operating Expenses')) + SavedExpression('Inc NonOperating Income')</code></p> <p>Inc Operating Expenses = <code>[fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Inc_Operating_Exp'</code></p> <p>Inc NonOperating Income = <code>[fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Inc_Non-Oper_Exp'</code></p> <p>Inc Depreciation Amortization = <code>[fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 2 Report Code]='Inc_Depreciation'</code></p>
EBITDA Margin	<code>EBITDA divided by Revenues</code> <code>SavedExpression('INC EBITDA') / SavedExpression('Inc Invoices')</code>
Operating Expense Ratio	<p>Operating Expenses divided by Revenues</p> <p><code>([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 1 Report Code]='Inc_Operating_Exp') / ([fiscalDate: Sum: glaccounts_peramt] WHERE [GLAccounts.Level 3 Report Code]='Inc_revenue')</code></p>
<b>inventory</b>	
KPI name	KPI calculation
3 Months Average Inventory	<code>Sum ( AvgInv 1 +...+Avg 3) / 3</code>
6 Months Average Inventory	<code>Sum ( AvgInv 1 +...+Avg 6) / 6</code>
9 Months Average Inventory	<code>Sum ( AvgInv 1 +...+Avg 9) / 9</code>
12 Months Average Inventory	<code>Sum ( AvgInv 1 +...+Avg 12) / 12</code>
15 Months Average Inventory	<code>Sum ( AvgInv 1 +...+Avg 15) / 15</code>

KPI name	KPI calculation
18 Months Average Inventory	Sum ( AvgInv 1 +...+Avg 18) /18
3 Months COGS	Sum (Cost 1 +...+Cost 3)
6 Months COGS	Sum (Cost 1 +...+Cost 6)
9 Months COGS	Sum (Cost 1 +...+Cost 9)
12 Months COGS	Sum (Cost 1 +...+Cost 12)
15 Months COGS	Sum (Cost 1 +...+Cost 15)
18 Months COGS	Sum (Cost 1 +...+Cost 18)
3 Months Turn	IF([IU_Inventory_date: Sum: IU_3_MonthsInv] is null or [IU_Inventory_date: Sum: IU_3_MonthsInv] = 0,0, (IFNULL([IU_Inventory_date: Sum: IU_3Months_COGS],0.00)/[IU_Inventory_date: Sum: IU_3_MonthsInv])*4)
6 Months Turn	IF([IU_Inventory_date: Sum: IU_6_MonthsInv] is null or [IU_Inventory_date: Sum: IU_6_MonthsInv] = 0,0, (IFNULL([IU_Inventory_date: Sum: IU_6Months_COGS],0.00)/[IU_Inventory_date: Sum: IU_6_MonthsInv])*2)
9 Months Turn	IF([IU_Inventory_date: Sum: IU_9_MonthsInv] is null or [IU_Inventory_date: Sum: IU_9_MonthsInv] = 0,0, (IFNULL([IU_Inventory_date: Sum: IU_9Months_COGS],0.00)/[IU_Inventory_date: Sum: IU_9_MonthsInv])*1.333333)
12 Months Turn	IF([IU_Inventory_date: Sum: IU_12_MonthsInv] is null or [IU_Inventory_date: Sum: IU_12_MonthsInv] = 0,0, (IFNULL([IU_Inventory_date: Sum: IU_12Months_COGS],0.00)/[IU_Inventory_date: Sum: IU_12_MonthsInv])*1)
15 Months Turn	IF([IU_Inventory_date: Sum: IU_15_MonthsInv] is null or [IU_Inventory_date: Sum: IU_15_MonthsInv] = 0,0, (IFNULL([IU_Inventory_date: Sum: IU_15Months_COGS],0.00)/[IU_Inventory_date: Sum: IU_15_MonthsInv])/1.25)
18 Months Turn	

KPI name	KPI calculation
	IF([IU_Inventory_date: Sum: IU_18_MonthsInv] is null or [IU_Inventory_date: Sum: IU_18_MonthsInv] = 0,0, (IFNULL([IU_Inventory_date: Sum: IU_18Months_COGS],0.00)/[IU_Inventory_date: Sum: IU_18_MonthsInv])/1.5)
Inventory Turns	Cost of Goods Sold / Average Inventory
Cost	IF([ICSWU_DS.icswu_avginvval_1]=0 and [ICSWU_DS.icswu_statustype]='o',0,IIF(IFNULL([ICSWU_DS.icswu_overusage_1],0.00) <> 0 or [ICSWU_DS.icswu_overreasty_1] is not null, (IFNULL([ICSWU_DS.icswu_overusage_1],0.00)*IFNULL([ICSWU_DS.icswu_unitcost_1],0.00)), (IFNULL([ICSWU_DS.icswu_norusage_1],0.00)*IFNULL([ICSWU_DS.icswu_unitcost_1],0.00))))
Line Hits	Line Hits = # of times a product appears on a sales order  [IU_Inventory_date: Sum: IU_linehits]
Lost Business Hits	# of times a product is marked as Lost Business on a sales order  [IU_Inventory_date: Sum: IU_linehitslb]
Warehouse Transfer Hits	# of times a product has been transferred on an order  [IU_Inventory_date: Sum: IU_linehitswt]
Total Hits	Line Hits + Lost Business Hits + Warehouse Transfer Hits  IU_linehits + : IU_linehitslb + : IU_linehitswt
On Hand Quantity	icsw.qtyonhand - icsw.qtyreservd - icsw.qtycommit - icsw.qtybo - icsw.qtydemand + icsw.qtyrcv
On Hand Average Inventory Value	((IFNULL([ICSW.icsw_qtyonhand],0.00)-IFNULL([ICSW.icsw_qtyreservd],0.00)-IFNULL([ICSW.icsw_qtycommit],0.00)-IFNULL([ICSW.icsw_qtybo],0.00)-IFNULL([ICSW.icsw_qtydemand],0.00)+IFNULL([ICSW.icsw_qtyrcvd],0.00)) * IFNULL([ICSW.icsw_avgcost],0.00))

KPI name	KPI calculation
On Hand Standard Inventory Value	$((\text{IFNULL}([\text{ICSW.icsw\_qtyonhand}],0.00) - \text{IFNULL}([\text{ICSW.icsw\_qtyreservd}],0.00) - \text{IFNULL}([\text{ICSW.icsw\_qtycommit}],0.00) - \text{IFNULL}([\text{ICSW.icsw\_qtybo}],0.00) - \text{IFNULL}([\text{ICSW.icsw\_qtydemand}],0.00) + \text{IFNULL}([\text{ICSW.icsw\_qtyrcvd}],0.00)) * \text{IFNULL}([\text{ICSW.icsw\_stdcost}],0.00))$
Normal Usage	[IU_Inventory_date: Sum: IU_normusage]
Transfer Usage	[IU_Inventory_date: Sum: IU_transusage]
Override Usage	[IU_Inventory_date: Sum: IU_overusage]
Hits % All Items	$\text{IF}([\text{oeel\_invoicedt}: \# \text{lineno}] \text{ is null or } [\text{IU\_Inventory\_date}: \text{Total Hits}] = 0, 0, ([\text{oeel\_invoicedt}: \# \text{lineno}] / [\text{IU\_Inventory\_date}: \text{Total Hits}]) * 100)$

## Purchasing

KPI name	KPI calculation
Ordered Amount	[POEH.poeh_totlineamt]
Received Amount	[POEH.poeh_totrcvamt]
Invoiced Amount	[POEH.poeh_totinvamt]
Fill Rate Order	$\text{IF}([\text{poeh\_enterdt}: \# \text{pono}] \text{ is null or } [\text{poeh\_enterdt}: \# \text{pono}] = 0 \text{ or } [\text{poeh\_enterdt}: \# \text{poeh\_shipcom\_flag}] \text{ is null}, 0, (([\text{poeh\_enterdt}: \# \text{poeh\_shipcom\_flag}] \text{ WHERE } [\text{POEH.poeh\_shipcom\_flag}] = \text{'Yes'}) / [\text{poeh\_enterdt}: \# \text{pono}]) * 100)$
Fill Rate Unit	$\text{IF}([\text{poel\_enterdt}: \text{Sum: poel\_qtyord}] \text{ is null or } [\text{poel\_enterdt}: \text{Sum: poel\_qtyord}] = 0 \text{ or } [\text{poel\_enterdt}: \text{Sum: poel\_qtyrcv}] \text{ is null or } [\text{poel\_enterdt}: \text{Sum: poel\_qtyrcv}] = 0, 0, ([\text{poel\_enterdt}: \text{Sum: poel\_qtyrcv}] / [\text{poel\_enterdt}: \text{Sum: poel\_qtyord}]) * 100)$
Fill Rate Line	$\text{IF}([\text{poel\_enterdt}: \# \text{pono}] \text{ is null or } [\text{poel\_enterdt}: \# \text{pono}] = 0 \text{ or } [\text{poel\_enterdt}: \# \text{poel\_shipcom\_flag}] \text{ is null}, 0, (([\text{poel\_enterdt}: \# \text{poel\_shipcom\_flag}] \text{ where } [\text{POEL.poel\_shipcom\_flag}] = \text{'Yes'}) / ([\text{poel\_enterdt}: \# \text{pono}])) * 100)$

KPI name	KPI calculation
On Time Lines Perc	<code>IF([poel_enterdt: # lineno] is null or [poel_enterdt: # lineno] =0 or [poel_enterdt: Sum: poel_ontime] is null,0,([poel_enterdt: Sum: poel_ontime] / [poel_enterdt: # lineno]) * 100)</code>
On Time Lines 2 Days Perc	<code>IF([poel_enterdt: # lineno] is null or [poel_enterdt: # lineno] =0 or [poel_enterdt: Sum: poel_ontime_2days] is null,0,([poel_enterdt: Sum: poel_ontime_2days] / [poel_enterdt: # lineno]) * 100)</code>
On Time Lines 5 Days Perc	<code>IF([poel_enterdt: # lineno] is null or [poel_enterdt: # lineno] =0 or [poel_enterdt: Sum: poel_ontime_5days] is null,0,([poel_enterdt: Sum: poel_ontime_5days] / [poel_enterdt: # lineno]) * 100)</code>
On Time Orders Perc	<code>IF([poeh_enterdt: # pono] is null or [poeh_enterdt: # pono] =0 or [poeh_enterdt: Sum: poeh_ontime] is null,0,([poeh_enterdt: Sum: poeh_ontime] / [poeh_enterdt: # pono]) * 100)</code>
On Time Orders 2 Days Perc	<code>IF([poeh_enterdt: # pono] is null or [poeh_enterdt: # pono] =0 or [poeh_enterdt: Sum: poeh_ontime_2days] is null,0,([poeh_enterdt: Sum: poeh_ontime_2days] / [poeh_enterdt: # pono]) * 100)</code>
On Time Orders 5 Days Perc	<code>IF([poeh_enterdt: # pono] is null or [poeh_enterdt: # pono] =0 or [poeh_enterdt: Sum: poeh_ontime_5days] is null,0,([poeh_enterdt: Sum: poeh_ontime_5days] / [poeh_enterdt: # pono]) * 100)</code>
Lead Time	<code>[POEH.poeh_leadoverly]</code>
Filled Orders	<code>IF((IFNULL([POEH.poeh_totqtyord],0.00) &gt;IFNULL([POEH.poeh_totqtyrcv],0.00)),0,1)</code>
# Filled Orders	<code>[poeh_enterdt: Sum: poeh_shipcom_bflag]</code>
On Time Orders	<code>IF([POEH.poeh_receiptdt] is null or [POEH.poeh_duedt] is null,1,IIF( DATEDIFF(DAY,[POEH.poeh_receiptdt],[POEH.poeh_duedt]) = 0,1,0))</code>
# On Time Orders	<code>[poeh_enterdt: Sum: poeh_ontime]</code>
# of Orders	Count of total purchase orders (#pono)

## Sales

KPI name	KPI calculation
Profit/Margin	$(([\text{Extended\_Amount}] - [\text{Discount\_Amount}]) - ([\text{Extended\_Product\_Cost}] - [\text{Rebate\_Amount}]))$
Extended Net Amount	$[\text{Extended\_Amount}] - [\text{Discount\_Amount}]$
Net Sales	[oeel_invoicedt: Extended Net Amount]
Fill Rate Order	$\text{IF}([\text{oeeh\_invoicedt: \# orderno}] \text{ is null or } [\text{oeeh\_invoicedt: \# orderno}] = 0 \text{ or } [\text{oeeh\_invoicedt: \# OEEH\_shipcom\_flag}] \text{ is null}, 0, ([\text{oeeh\_invoicedt: \# OEEH\_shipcom\_flag}] \text{ where } [\text{OEEH.OEEH\_shipcom\_flag}] = \text{'Yes'}) / ([\text{oeeh\_invoicedt: \# orderno}])) * 100)$
Fill Rate Line	$\text{IF}([\text{oeel\_invoicedt: \# lineno}] \text{ is null or } [\text{oeel\_invoicedt: \# lineno}] = 0 \text{ or } [\text{oeel\_invoicedt: Sum: oeel\_shipcomplete\_Boolean}] \text{ is null}, 0, ([\text{oeel\_invoicedt: Sum: oeel\_shipcomplete\_Boolean}] / [\text{oeel\_invoicedt: \# lineno}]) * 100)$
Fill Rate Unit	$\text{IF}([\text{oeel\_invoicedt: Sum: oeel\_qtyship}] \text{ is null or } [\text{oeel\_invoicedt: Sum: oeel\_qtyship}] = 0 \text{ or } [\text{oeel\_invoicedt: Sum: oeel\_qtyord}] = 0 \text{ or } [\text{oeel\_invoicedt: Sum: oeel\_qtyord}] \text{ is null}, 0, ([\text{oeel\_invoicedt: Sum: oeel\_qtyship}] / [\text{oeel\_invoicedt: Sum: oeel\_qtyord}]) * 100)$
On Time	$\text{IF}([\text{OEEH.oeeh\_shipdt}] \text{ is null or } [\text{OEEL.oeel\_origpromisedt}] \text{ is null}, 1, \text{IIF}(\text{DATEDIFF}(\text{DAY}, [\text{OEEH.oeeh\_shipdt}], [\text{OEEL.oeel\_origpromisedt}]) = 0, 1, 0))$
On Time 2 Days	$\text{IF}([\text{OEEH.oeeh\_shipdt}] \text{ is null or } [\text{OEEL.oeel\_origpromisedt}] \text{ is null}, 1, \text{IIF}(\text{DATEDIFF}(\text{DAY}, [\text{OEEH.oeeh\_shipdt}], [\text{OEEL.oeel\_origpromisedt}]) > 2 \text{ or } \text{DATEDIFF}(\text{DAY}, [\text{OEEH.oeeh\_shipdt}], [\text{OEEL.oeel\_origpromisedt}]) < -2, 0, 1))$
On Time 5 Days	$\text{IF}((\text{IFNULL}([\text{OEEL.oeel\_qtyord}], 0.00) - \text{IFNULL}([\text{OEEL.oeel\_qtyship}], 0.00)) > 0, 0, 1)$
On Time Orders Perc	$\text{IF}([\text{oeeh\_invoicedt: Sum: oeeh\_ontime}] \text{ is Null or } [\text{oeeh\_invoicedt: \# orderno}] \text{ is null or } [\text{oeeh\_invoicedt: \# orderno}] = 0, 0, ([\text{oeeh\_invoicedt: Sum: oeeh\_ontime}] / [\text{oeeh\_invoicedt: \# orderno}]) * 100)$

KPI name	KPI calculation
On Time Orders 2 Days Perc	IF([oeeh_invoicedt: Sum: oeeh_ontime_2days] is Null or [oeeh_invoicedt: # orderno] is null or [oeeh_invoicedt: # orderno] =0 ,0, ([oeeh_invoicedt: Sum: oeeh_ontime_2days] / [oeeh_invoicedt: # orderno])*100 )
OE On Time Orders 5 Days Perc	IF([oeeh_invoicedt: Sum: oeeh_ontime_5days] is Null or [oeeh_invoicedt: # orderno] is null or [oeeh_invoicedt: # orderno] =0 ,0, ([oeeh_invoicedt: Sum: oeeh_ontime_5days] / [oeeh_invoicedt: # orderno])*100 )
On Time Lines Perc	IF([oeel_invoicedt: Sum: oeel_ontime] is Null or [oeel_invoicedt: # lineno] is null or [oeel_invoicedt: # lineno] =0 ,0, ([oeel_invoicedt: Sum: oeel_ontime] / [oeel_invoicedt: # lineno])*100 )
On Time Lines 5 Days Perc	IF([oeel_invoicedt: Sum: oeel_ontime_5days] is Null or [oeel_invoicedt: # lineno] is null or [oeel_invoicedt: # lineno] =0 ,0, ([oeel_invoicedt: Sum: oeel_ontime_5days] / [oeel_invoicedt: # lineno])*100 )
On Time Lines 2 Days Perc	IF([oeel_invoicedt: Sum: oeel_ontime_2days] is Null or [oeel_invoicedt: # lineno] is null or [oeel_invoicedt: # lineno] =0 ,0, ([oeel_invoicedt: Sum: oeel_ontime_2days] / [oeel_invoicedt: # lineno])*100 ) ([aret_invdt: Sum: aret_Open Amount] where ([ARET.aret_transcode_description] = 'Scheduled Pay' or [ARET.aret_transcode_description] = 'Debit Memo' or [ARET.aret_transcode_description] = 'Credit Memo' or
OE Line Commission Profit	([aret_invdt: Sum: aret_Open Amount] ([Extended Amount] - [Discount Amount]) - ([Extended Commission Cost] - [Rebate Amount]))
Margin %	IF([oeel_invoicedt: Extended Net Amount] IS NULL OR [oeel_invoicedt: Extended Net Amount] = 0,0, (((IFNULL([oeel_invoicedt: Sum: Extended Amount],0.00)-IFNULL([oeel_invoicedt: Sum: Discount Amount],0.00)) - (IFNULL([oeel_invoicedt: Sum: Extended Product Cost],0.00) - IFNULL([oeel_invoicedt: Sum: Rebate Amount],0.00))) / [oeel_invoicedt: Extended Net Amount])*100)
Rebate Amount	

KPI name	KPI calculation
	<pre>IIF([PDER.pder_seqno] &lt;&gt; 0 AND [PDER.pder_rebatecd] &lt;&gt; 's',0,IIF( ([OEEI.oeel_returnfl] = 'yes' or [OEEI.oeel_returnfl] = 'true') and [ICSS.icss_spec costty] is null,((IFNULL([OEEI.oeel_qtyship] ,0.00) * IFNULL([PDER.pder_rebateamt],0.00)) * -1), IIF( ([OEEI.oeel_returnfl] = 'no' or [OEEI.oeel_returnfl] = 'false') and [ICSS.icss_speccostty] is null, (IFNULL([OEEI.oeel_qtyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00)),</pre>
	<pre>IIF( ([OEEI.oeel_returnfl] = 'no' or [OEEI.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] &gt; 0,((IFNULL( [OEEI.oeel_stkq tyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ([ICSS.icss_csunperstk] / 100)) ,</pre>
	<pre>IIF( ([OEEI.oeel_returnfl] = 'no' or [OEEI.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] = 0,((IFNULL( [OEEI.oeel_stkq tyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ( 1 / 100)) ,</pre>
	<pre>IIF( ([OEEI.oeel_returnfl] = 'yes' or [OEEI.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] &gt; 0, ((IFNULL( [OEEI.oeel_stkqtyship],0.00) * IFNULL([PDER .pder_re bateamt],0.00))* ([ICSS.icss_csunperstk] / 100)) * -1),</pre>
	<pre>IIF( ([OEEI.oeel_returnfl] = 'yes' or [OEEI.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] = 0, ((IFNULL([OEEI.oeel_stkqtyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00)) *(1/100))*-1),</pre>
	<pre>IIF( ([OEEI.oeel_returnfl] = 'no' or [OEEI.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] &gt; 0,((IFNULL([OEEI.oeel_stkqty ship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ([ICSS.icss_csunperstk] / 1000)),</pre>
	<pre>IIF( ([OEEI.oeel_returnfl] = 'no' or [OEEI.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] = 0,((IFNULL([OEEI.oeel_stkqty ship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ( 1 / 1000)),</pre>

KPI name	KPI calculation
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL.oeel_stkqtyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ([ICSS.icss_csun perstk] / 1000)) * -1),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] = 0,(((IFNULL([OEEL.oeel_stkqtyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00)) *(1/1000))*-1),</pre>
	<pre>IIF(([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] &gt; 0,((IFNULL([OEEL.oeel_stkq tyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ([ICSS.icss_csunperstk])),</pre>
	<pre>IIF(([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] = 0,(IFNULL([OEEL.oeel_stkqty ship],0.00) * IFNULL([PDER.pder_rebateamt],0.00)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] &gt; 0,(((IFNULL([OEEL.oeel_stkqtyship],0.00) * IFNULL([PDER.pder_rebateamt],0.00))* ([ICSS.icss_csun perstk])) * -1) ,</pre>
	<pre>IIF(([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_return fl] = 'true') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] = 0,((IFNULL([OEEL.oeel_stkqty ship],0.00) *IFNULL([PDER.pder_rebateamt],0.00))*-1), IIF([ICSS.icss_csunperstk] IS NULL, 0, 0))))))))))))))</pre>

KPI name	KPI calculation
Extended Product Cost	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] = 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00) *IFNULL([OEEL.oeel_prodcost],0.00))*-1),</pre>
	<pre>IIF(([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] &gt; 0,((IFNULL([OEEL.oeel_stkq tyship],0.00)* IFNULL([OEEL.oeel_prodcost],0.00))*([IC SS.icss_csunperstk]*-1)),</pre>
	<pre>IIF(([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_re turnfl] = 'false') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] = 0, (IFNULL([OEEL.oeel_stkqty ship] ,0.00)*IFNULL([OEEL.oeel_prodcost],0.00)),</pre>
	<pre>IIF(([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_re turnfl] = 'false') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] &gt; 0, ((IFNULL([OEEL.oeel_stkqty ship],0.00)*IFNULL([OEEL.oeel_prodcost],0.00)) * ([ICSS.icss_csunperstk])),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] is null,((IFNULL( [OEEL.oeel_qtyship],0.00)*IFNULL([OEEL. oeel_prodcost],0.00))*-1),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_re turnfl] = 'false') and [ICSS.icss_speccostty] is null, (IFNULL([OEEL.oeel_qty ship],0.00)*IFNULL([OEEL.oeel_prodcost],0.00)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_re turnfl] = 'false') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] &gt; 0, ((IFNULL( [OEEL.oeel_stkqtyship], 0.00)*IFNULL([OEEL.oeel_pro dcost],0.00))/( [ICSS.icss_csunperstk]/100)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_re turnfl] = 'false') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] = 0, ((IFNULL( [OEEL.oeel_stkq tyship],0.00)*IFNULL([ OEEL.oeel_pro dcost],0.00))*(1/100)),</pre>

KPI name	KPI calculation
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_prodcost],0.00))*[IC SS.icss_csunperstk])/100) * -1,</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] = 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_prod cost],0.00))*(1/100))*-1),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL. oeel_stkqtyship],0.00))*IFNULL([OEEL.oeel_prodcost] ,0.00))*[ICSS.icss_csunperstk])/1000),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] = 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_prod cost],0.00))*(1/1000)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL. oeel_stkqtyship],0.00))*IFNULL([OEEL.oeel_prod cost],0.00))* [ICSS.icss_csunperstk])/1000) * -1,</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] = 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_prod cost],0.00))*(1/1000))*-1),</pre>
	<pre>IIF([ICSS.icss_csunperstk] IS NULL, 0,0)))))))))))))</pre>

KPI name	KPI calculation
Extended Commission Cost	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_returnfl] = 'true') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] = 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00))*-1), IIF(( [OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_returnfl] = 'true') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] &gt; 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00))*([ICSS.icss_csunperstk]*-1)),</pre>
	<pre>IIF(( [OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_returnfl] = 'false') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] = 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00)),</pre>
	<pre>IIF(( [OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_returnfl] = 'false') and [ICSS.icss_speccostty] = 'Y' and [ICSS.icss_csunperstk] &gt; 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00)) * ([ICSS.icss_csunperstk])),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_returnfl] = 'true') and [ICSS.icss_speccostty] is null, ((IFNULL([OEEL.oeel_qtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00))*-1),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_returnfl] = 'false') and [ICSS.icss_speccostty] is null, (IFNULL([OEEL.oeel_qtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_returnfl] = 'false') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] &gt; 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00)* IFNULL([OEEL.oeel_commcost],0.00))/([ICSS.icss_csunperstk]/100)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_returnfl] = 'false') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] = 0, ((IFNULL([OEEL.oeel_stkqtyship],0.00)*IFNULL([OEEL.oeel_commcost],0.00))*(1/100)),</pre>

KPI name	KPI calculation
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_commcost],0.00))*[IC SS.icss_csunperstk])/100) * -1,</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'H' and [ICSS.icss_csunperstk] = 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_comm cost],0.00))*(1/100))*-1),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL.oeel_stkq tyship],0.00))*IFNULL([OEEL.oeel_commcost],0.00))*[IC SS.icss_csunperstk])/1000),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'no' or [OEEL.oeel_return fl] = 'false') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] = 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))* IFNULL([OEEL.oeel_comm cost],0.00))*(1/1000)),</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] &gt; 0, (((IFNULL([OEEL.oeel_stkqty ship],0.00))*IFNULL([OEEL.oeel_commcost],0.00))*[IC SS.icss_csunperstk])/1000) * -1,</pre>
	<pre>IIF( ([OEEL.oeel_returnfl] = 'yes' or [OEEL.oeel_re turnfl] = 'true') and [ICSS.icss_speccostty] = 'T' and [ICSS.icss_csunperstk] = 0, (((IFNULL([OEEL.oeel_stkqtyship],0.00) *IFNULL([OEEL.oeel_commcost],0.00))*(1/1000)) * -1),</pre>
	<pre>IIF([ICSS.icss_csunperstk] IS NULL, 0,0)))))))))))))</pre>

KPI name	KPI calculation
OE Line Commission Margin	$\frac{(((\text{[oeel\_invoicedt: Sum: Extended\_Amount]} - \text{[oeel\_invoicedt: Sum: Discount\_Amount]}) - (\text{[oeel\_invoicedt: Sum: Extended\_Commission\_Cost]} - \text{[oeel\_invoicedt: Sum: Rebate\_Amount]}))}{\text{[oeel\_invoicedt: Sum: Extended\_Amount]}}$
Commission Margin %	$\frac{(((\text{[oeel\_invoicedt: Sum: Extended\_Amount]} - \text{[oeel\_invoicedt: Sum: Discount\_Amount]}) - (\text{[oeel\_invoicedt: Sum: Extended\_Commission\_Cost]} - \text{[oeel\_invoicedt: Sum: Rebate\_Amount]}))}{\text{[oeel\_invoicedt: Sum: Extended\_Amount]}} * 100$
Commission Amount	$\text{[oeel\_commamtout]}$
Commission Cost	$\text{[Rebate Commission Cost]}$
Discount Amount	$\text{If} (\text{[OEEL.oeel\_returnfl]} = \text{'yes'}, (\text{[OEEL.oeel\_wodiscamt]} + \text{[OEEL.oeel\_discamtoth]}) * -1, (\text{[OEEL.oeel\_wodiscamt]} + \text{[OEEL.oeel\_discamtoth]}))$
Extended Amount	
Rebate Cost	$\text{[Extended\_Product\_Cost]} - \text{[Rebate\_Amount]} \text{If} (\text{[OEEL.oeel\_returnfl]} = \text{'yes'}, \text{IFNULL}(\text{[OEEL.oeel\_netamt]}, 0.00) * -1, \text{IFNULL}(\text{[OEEL.oeel\_netamt]}, 0.00))$
Rebate Commission Cost	$\text{[Extended\_Commission\_Cost]} - \text{[Rebate\_Amount]}$
Number of Orders	$\text{Count of Total orders (\#orderno)}$
Total Sales	$\text{SUM} (\text{Oeeh\_totinvamt}) \text{ By Oeeh\_invoicedt}$
Total Profit	$\frac{(\text{IFNULL}(\text{[oeel\_invoicedt: Sum: Extended\_Amount]}, 0.0) - \text{IFNULL}(\text{SavedExpression('Extended product cost')}, 0.0))}{\text{IFNULL}(\text{[oeel\_invoicedt: Sum: Extended\_Amount]}, 1.0)}$
Gross Margin	$((\text{[Extended\_Amount]} - \text{[Discount\_Amount]}) - (\text{[Extended\_Product\_Cost]} - \text{[Rebate\_Amount]}))$
Gross Margin %	$\frac{(((\text{[oeel\_invoicedt: Sum: Extended\_Amount]} - \text{[oeel\_invoicedt: Sum: Discount\_Amount]}) - (\text{[oeel\_invoicedt: Sum: Extended\_Product\_Cost]} - \text{[oeel\_invoicedt: Sum: Rebate\_Amount]}))}{\text{[oeel\_invoicedt: Sum: Extended\_Amount]}} * 100$

KPI name	KPI calculation
Cost	[Rebate Cost]

### Total Warehouse Logistics

KPI name	KPI calculation
#Lines Received	([transactions_date_time: # Distinct transactions_to talpolines] WHERE ([TRANSACTIONS.transactions_trans_type] = 'RE' OR [TRANSACTIONS.transactions_trans_type] = 'RZ'))
#Lines Put Away	([transactions_date_time: # Distinct transactions_to talpolines] WHERE [TRANSACTIONS.transactions_trans_type] = 'PA')
#Lines Picked	([transactions_date_time: # Distinct transactions_to talorders] WHERE ([TRANSACTIONS.transactions_trans_type] = 'IG'))
#Cycle Counts	([transactions_date_time: # Distinct trans_num] WHERE ([TRANSACTIONS.transactions_trans_type] = 'CS'))
#Orders Dropped	[transactions_date_time: # Distinct transactions_to talorders] WHERE [TRANSACTIONS.transactions_trans_type]='OD'
#Orders Shipped	([transactions_date_time: # Distinct transactions_to talorders] WHERE ([TRANSACTIONS.transactions_trans_type] = 'SO'))
#PO Closed	([transactions_date_time: # Distinct transactions_to talponos] WHERE ([TRANSACTIONS.transactions_trans_type] = 'RC'))
#Products Moved	([transactions_date_time: # Distinct transactions_abs_num] WHERE ([TRANSACTIONS.transactions_trans_type] = 'MS'))
#Lines Picked	([transactions_date_time: # Distinct transactions_to taloelines] WHERE ([TRANSACTIONS.transactions_trans_type] = 'IG'))
#Cartons Picked	([transactions_date_time: # Distinct transactions_pallet_id] WHERE [TRANSACTIONS.transactions_trans_type]='IG')

KPI name	KPI calculation
#Locations Picked	<code>([transactions_date_time: # Distinct transactions_abs_num] WHERE [TRANSACTIONS.transactions_trans_type]='IG')</code>
#Orders Picked	<code>([transactions_date_time: # Distinct transactions_talorders] WHERE ([TRANSACTIONS.transactions_trans_type] = 'IG'))</code>
#Cartons Put Away	<code>([transactions_date_time: # Distinct transactions_pallet_id] WHERE [TRANSACTIONS.transactions_trans_type]='PA')</code>
#Locations Put Away	<code>([transactions_date_time: # Distinct transactions_abs_num] WHERE [TRANSACTIONS.transactions_trans_type]='PA')</code>
#POs Put Away	<code>([transactions_date_time: # Distinct transactions_abs_num] WHERE [TRANSACTIONS.transactions_trans_type]='PA')</code>
#PO Lines Received	<code>([transactions_date_time: # Distinct transactions_talpolines] WHERE ([TRANSACTIONS.transactions_trans_type] = 'RE' OR [TRANSACTIONS.transactions_trans_type] = 'RZ'))</code>
#Received POs on the dock	<code>([transactions_date_time: # Distinct transactions_pallet_id] WHERE (([TRANSACTIONS.transactions_trans_type] = 'RE' OR [TRANSACTIONS.transactions_trans_type] = 'RZ') AND [TRANSACTIONS.transactions_bin_num] LIKE '%dock%'))</code>
#Received Cartons on the dock	<code>([transactions_date_time: # Distinct transactions_pallet_id] WHERE (([TRANSACTIONS.transactions_trans_type] = 'RE' OR [TRANSACTIONS.transactions_trans_type] = 'RZ') AND [TRANSACTIONS.transactions_bin_num] LIKE '%dock%'))</code>
#POs Received	<code>([transactions_date_time: # Distinct transactions_talponos] WHERE ([TRANSACTIONS.transactions_trans_type] = 'RE' OR [TRANSACTIONS.transactions_trans_type] = 'RZ'))</code>
#Received Products on the dock	<code>([transactions_date_time: # Distinct transactions_abs_num] WHERE ([TRANSACTIONS.transactions_trans_type]='RE' OR [TRANSACTIONS.transactions_trans_type] = 'RZ' )AND [TRANSACTIONS.transactions_bin_num] LIKE 'dock%')</code>

---

KPI name	KPI calculation
#Products Counted	<pre>([transactions_date_time: # Distinct transactions_abs_num] WHERE ([TRANSACTIONS.transactions_trans_type] = 'CS'))</pre>
#Locations Counted	<pre>([transactions_date_time: # transactions_bin_num] WHERE [TRANSACTIONS.transactions_trans_type]='CS')</pre>
%Locations Counted	<pre>(([transactions_date_time: # Distinct transactions_bin_num] WHERE [TRANSACTIONS.transactions_trans_type] = 'CS')/[binmst_transaction_date: # Distinct binmst_bin_num])</pre>
%Products Counted	<pre>(([transactions_date_time: # Distinct transactions_abs_num] WHERE [TRANSACTIONS.transactions_trans_type] = 'CS')/[transactions_date_time: # Distinct item_abs_num])</pre>

---