



BI4Dynamics comes with a 200+ Power BI reports across **Sales, Purchasing, Inventory, Receivables, Payables, Retail, Manufacturing, Projects, and Finance.**

TOP 50 Power BI reports



615
Measures

50
Dimensions

SALES

The sales cube comes with **615 measures**. Measure groups are sharing **50 dimensions**.

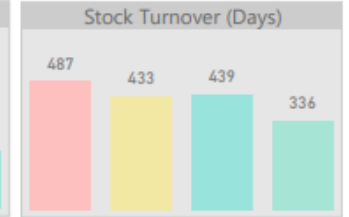
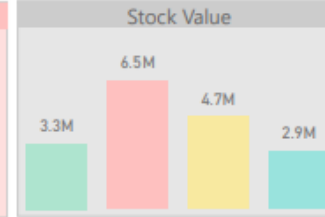
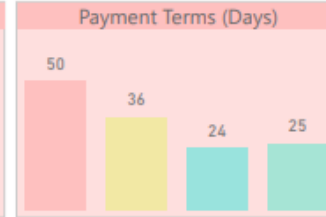
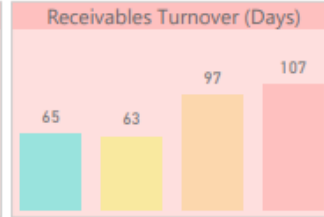
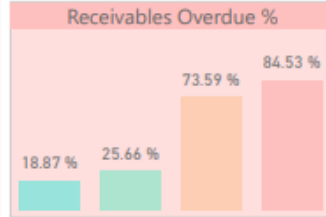
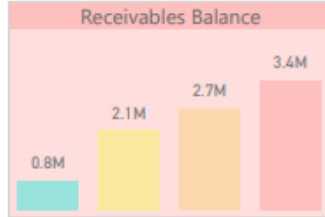
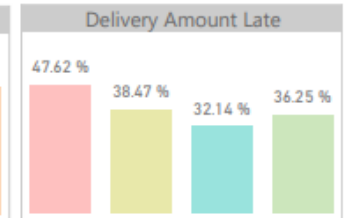
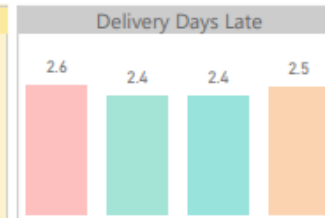
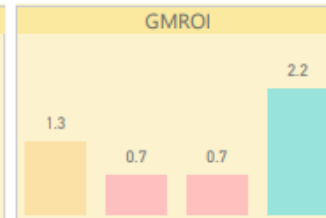
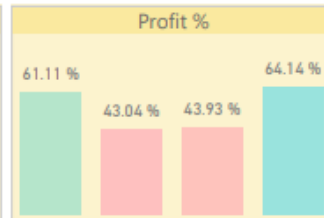
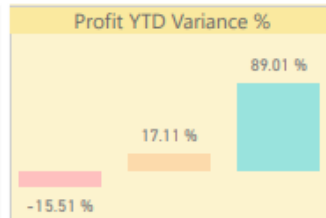
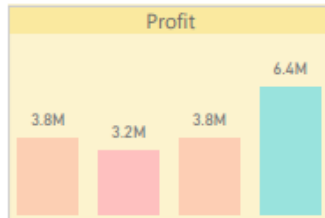
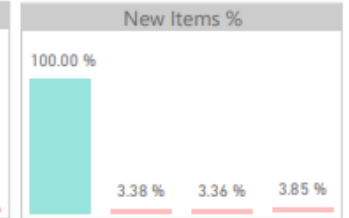
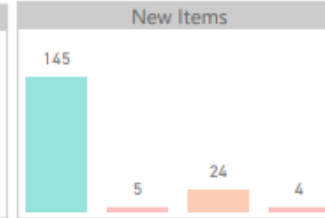
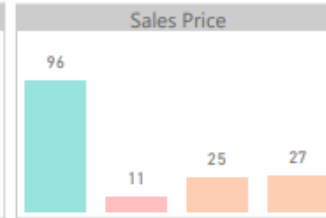
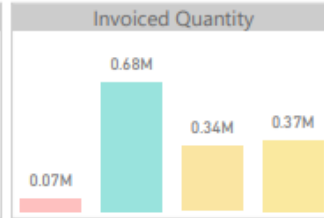
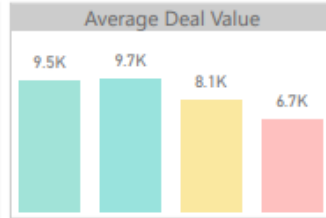
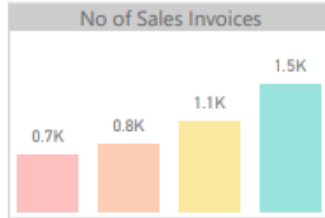
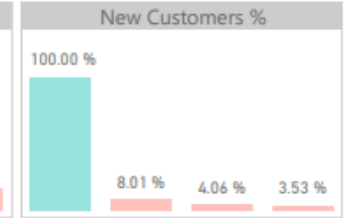
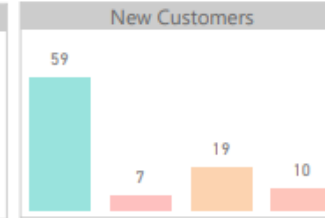
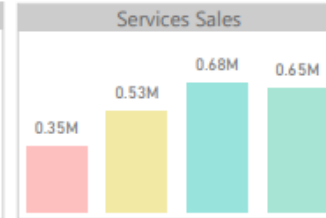
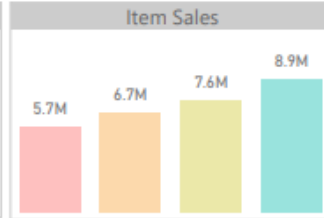
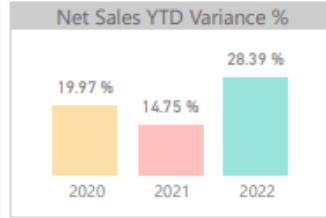
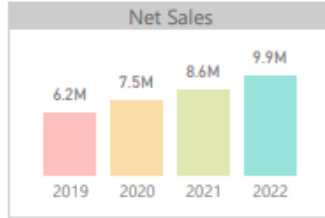
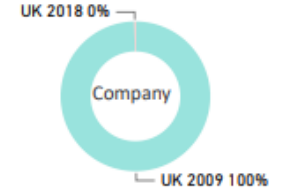
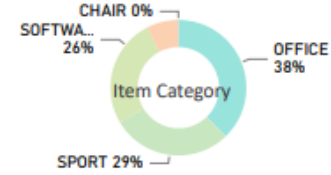
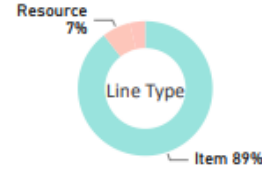
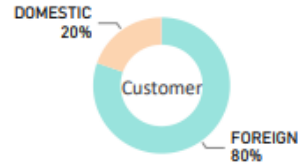
Sales Values: We have it all. Analyze sales and profit (Gross / Net Sales, Costs, Discounts, Profits, Invoiced Quantities, Charges, Average Sales/Cost/Profit) from posted sales and service transactions with strongly supported time intelligence (YTD, YoY, PoP, 12 Last months, Rolling 3/6/12) and Expected values (Net Sales, Profit, Cost) coming from Value Entry. There are 81 measures in ACY (additional currency for reporting is selected from Currency table) for consolidation and 8 measures in Posted currency. Follow Last Sales Transactions by any dimension or hierarchy to gain insight when customers are changing their buying habits.

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Business by Year

2019 2020 2021 2022

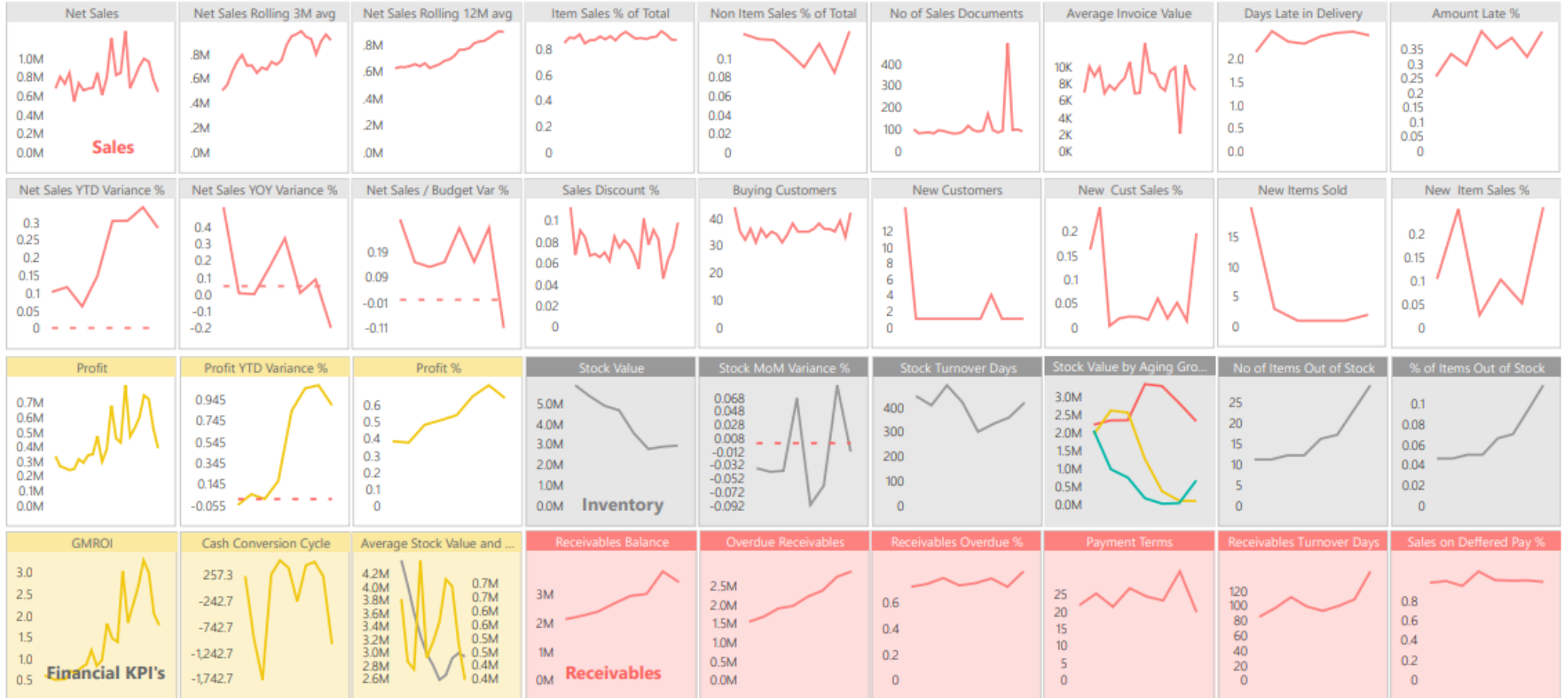
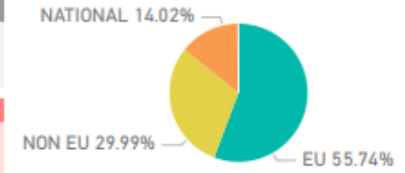
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5 6 7 8
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← **Business Overview**
Sales, Inventory & Receivables

2019 2020 2021 2022

Net Sales	Net Sales YTD var %	Net Sales YOY var %	Days Late	Stock Value	Avg Stock Value	Stock Turn Days
18.54M	28.39 %	100.00 %	2.5	2.92M	3.30M	302
Profit	Profit Variance %	Profit %	Amount Late %	Receive Balance	Receive Overdue	Rec Turn Days
10.15M	89.01 %	54.77 %	34.32 %	3.41M	84.53 %	102



← **Current Month**
2022 - Nov

Net Sales	Sales Item	Sales GL	Profit	Profit %	No of Documents	Invoiced Quantity	Ship / Inv Qty Var
611.2K	559.7K	(Blank)	359.0K	58.73 %	96	7.1K	(Blank)

Day	Net Sales	Net Sales YOY	Deals	Profit	Profit %	Days Late	Amount Late % Delivery	Receivables Balance	Receivables Overdue %	Customer Net Change
01.11.2022	939	8,641	1	532	56.68 %	2	67.93 %	3,521,037	79.04 %	-12,110
02.11.2022	26,165	44,054	3	14,749	56.37 %	2	12.62 %	3,458,847	78.66 %	-62,189
03.11.2022	3,702		1	2,912	78.65 %	3	17.79 %	3,452,852	79.12 %	-5,996
04.11.2022	13,253	38,381	7	8,378	63.21 %	2	65.50 %	3,423,380	79.56 %	-29,471
05.11.2022	17,810	49,032	2	11,329	63.61 %	2	64.55 %	3,429,647	80.02 %	6,267
06.11.2022	39,909	4,963	4	28,680	71.86 %	4	81.14 %	3,469,786	80.95 %	40,139
07.11.2022		28,702						3,449,592	81.06 %	-20,194
08.11.2022	17,103		3	10,713	62.64 %	4	49.44 %	3,445,556	84.06 %	-4,036
09.11.2022	661	15,762	1	433	65.56 %			3,415,352	84.50 %	-30,204
10.11.2022	14,994	48	6	9,942	66.30 %	3	45.46 %	3,370,290	85.91 %	-45,062
11.11.2022		31,845						3,334,406	86.05 %	-35,884
12.11.2022	6,726	11,351	6	3,902	58.01 %	2	28.82 %	3,308,049	85.90 %	-26,357
13.11.2022	8,625	14,099	2	5,529	64.10 %	3	44.18 %	3,275,891	86.43 %	-32,157
14.11.2022	72,764	715	6	50,437	69.32 %	3	33.12 %	3,332,398	84.74 %	56,507
15.11.2022	3,174	30,679	1	1,883	59.33 %	4	25.76 %	3,320,293	84.87 %	-12,105
16.11.2022	7,385	12,538	4	4,921	66.64 %	3	41.12 %	3,296,827	84.93 %	-23,466
17.11.2022	33,655	20,975	1	5,589	16.61 %	2	55.03 %	3,332,177	85.42 %	35,350
18.11.2022	89,758	10,684	4	55,894	62.27 %	2	9.33 %	3,394,609	82.94 %	62,432
19.11.2022		36,780						3,344,284	84.00 %	-50,325
20.11.2022	72,142	3,941	6	61,100	84.69 %	3	5.41 %	3,370,669	82.72 %	26,385
21.11.2022		33,151						3,338,115	84.03 %	-32,554
22.11.2022	10,919	6,398	3	7,169	65.66 %	2	58.05 %	3,329,281	84.06 %	-8,834
23.11.2022	56,009	34,309	10	2,855	5.10 %	3	38.21 %	3,354,627	83.87 %	25,346
24.11.2022	23,325	6,830	7	12,539	53.76 %	2	33.29 %	3,353,160	83.43 %	-1,466
25.11.2022		54,891						3,346,100	84.10 %	-7,061
26.11.2022	29,552		5	23,802	80.54 %	1	80.09 %	3,366,312	85.06 %	20,212
27.11.2022	62,603	24,718	6	35,676	56.99 %	2	22.20 %	3,411,046	84.53 %	44,734
Total	611,172	523,487	89	358,964	58.73 %	2	34.58 %	3,411,046	84.53 %	-122,101

Customer Name	Net Sales	Profit %	# Invoices	Rec Balance	Rec Overdue %
Marsholm Karmstol	102,073	64.13 %	4	117,265	11.86 %
Highlights Electronics Sdn Bhd	55,787	93.10 %	3	121,590	55.81 %
Möbel Scherrer AG	44,805	62.92 %	4	61,890	26.03 %
Progressive Home Furnishings	37,780	75.16 %	5	10,878	70.70 %
Gagn & Gaman	28,060	59.37 %	3	93,965	67.91 %
Candoxy Canada Inc.	26,713	53.06 %	3	54,594	66.12 %
MEMA Ljubljana d.o.o.	25,984	60.33 %	4	23,828	55.34 %
The Device Shop	22,785	60.98 %	2	42,582	92.40 %
Afrifield Corporation	22,722	85.84 %	2	28,395	
Klubben	18,348	-6.11 %	2	82,843	77.85 %
Total	385,058	65.64 %	32	637,830	50.56 %

GL Account	Item	Resource
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Type Name	Net Sales	Profit %	# Invoices
Item	363,605	65.42 %	29
Resource	16,578	22.13 %	24
Total	380,183	63.53 %	44

Code Description	Net Sales	Profit %	# Invoices
2000 - BI4Dynamics NAV	94,424	47.16 %	3
1001 - Touring Bicycle	80,800	95.23 %	3
2010 - BI4Dynamics AX	41,025	59.01 %	3
2020 - BI4Dynamics CRM	36,102	66.35 %	5
1974 - SAPPORO Whiteboard	30,804	63.19 %	3
4038 - 24" Ultrascan	26,523	43.37 %	8
2061 - MS Dynamics AX Lite	19,610	99.75 %	4
4012 - Team Work Computer	17,160	42.36 %	3
1990 - CALGARY Whiteboard	17,156	60.76 %	2
102 - Classroom (cap. 50)	16,578	22.13 %	24
Total	380,183	63.53 %	44

Customer 360

2019 2020 2021 2022

Customer name Afrifield Corporation	Customer Group DOMESTIC	Salesperson Bart Duncan
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Customer ranking as Percentile

Sales	YTD	YTD Var	YTD Var %	Profit	Profit %	AR
27	32	82	67	28	53	35

All Customers

1



Select Customer

Ga

Clear All

X Afrifield Corporation

Gagn & Gaman

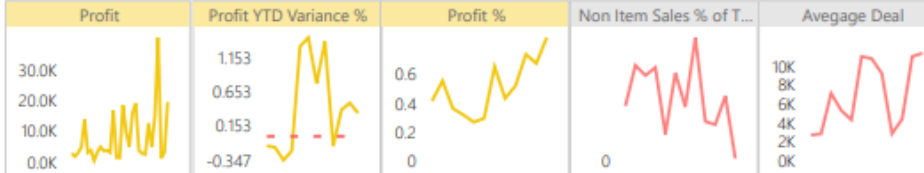
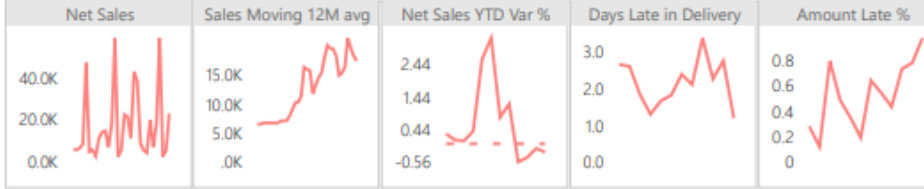
Sales by Date								
Year	Net Sales	YTD Var %	Profit %	Receivables	Overdue %	Net Change	Turnover	Deals
2020	107,832	38.47 %	38.14 %	16,992		16,992	51	22
2020 - Q1	10,707	30.64 %	41.48 %	6,895	8.94 %	6,895	58	4
2020 - Q2	13,940	11.35 %	55.55 %	17,014	43.55 %	10,119	80	5
2020 - Q3	56,783	9.13 %	36.21 %	11,179	42.40 %	-5,835	41	8
2020 - Q4	26,402	38.47 %	31.74 %	16,992		5,813	52	5
2021	239,909	122.48 %	40.80 %	50,896		33,904	56	29
2021 - Q1	38,549	260.03 %	26.61 %	27,100	8.90 %	10,108	40	9
2021 - Q2	66,120	324.67 %	29.37 %	54,526	70.22 %	27,426	83	6
2021 - Q3	43,142	81.52 %	65.48 %	53,636	51.53 %	-890	49	4
2021 - Q4	92,099	122.48 %	43.37 %	50,896		-2,740	44	10
2022	149,417	-25.88 %	70.60 %	28,395		-22,501	66	24
2022 - Q1	16,946	-56.04 %	52.02 %	9,576	53.38 %	-41,320	109	6
2022 - Q2	43,629	-42.13 %	74.18 %	24,480		14,904	27	10
Total	497,159	-25.88 %	49.18 %	28,395		28,395	69	75

Top Item Categories and Items					
Category	Net Sales	YTD Var %	Profit %	Qty	Last
OFFICE	229,462	-28.04 %	40.98 %	1,269	1
SOFTWARE	158,565	-35.01 %	43.44 %	222	1
SPORT	51,045	-5.12 %	90.10 %	765	1
HARDWARE	23,697	13.97 %	63.93 %	1,360	1
Total	462,769	-26.27 %	48.42 %	3,616	1

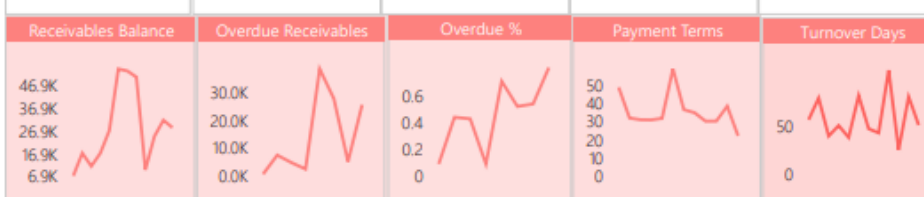
Open Orders by Date	
Date	Amt
27/11/2022	146,549
27/10/2022	20,473
Total	167,022

Item	Net Sales	YTD Var %	Profit %	Qty	Last
BI4Dynamics ...	64,966	0.00 %	49.44 %	12	137
ATHENS Euro ...	50,004	-21.95 %	52.62 %	77	144
BI4Dynamics C...	48,175	0.00 %	34.17 %	60	134
GRENOBLE Wh...	35,093	0.00 %	31.76 %	36	221
Touring Bicycle	32,000	0.00 %	97.81 %	8	1
SAPPORO Whi...	25,345		28.60 %	26	743
SARAJEVO Wh...	22,420	-100.00 %	30.70 %	23	373
BI4Dynamics AX	21,272	-100.00 %	38.63 %	14	377
ALBERTVILLE ...	15,597	0.00 %	46.97 %	16	1
Front Wheel	12,000	0.00 %	88.46 %	12	137
Total	326,871	-33.70 %	48.22 %	284	1

Open Orders Details	
Item	Amt
17" M780 M...	86,274
Stand for Lou...	80,748
Total	167,022



Customer Ranking							
Year	Sales	YTD	YTD Var	YTD Var %	Profit	Profit %	AR
2020	25	25	15	13	25	43	26
2021	13	13	14	19	21	42	16
2022	32	32	82	67	31	17	35
Total	27	32	82	67	28	53	35



Receivables Aging by Date			
Due Overdue	2020	2021	2022
Before due	16,992	50,896	28,395
Total	16,992	50,896	28,395

Receivables Details by Document				
Doc Type	Doc	Balance	Due Date	Over
Invoice	SI091026	27,641	18-12-2022	
Invoice	SI091533	755	17-12-2022	
Total		28,395		

Customer Table

2019 2020 2021 **2022**

Balance **3.4M** Net Change **737.2K** Turnover Days **107** Overdue **2.9M** Overdue % **84.53 %** Net Sales **9.9M**



Customer Name	Net Sales	Profit %	Days Last Sale	Amount Late % Delivery	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Net Change	Turnover Days	Deal Amount	Net Sales YTD Variance	Net Sales YTD Variance %
Progressive Home Furni...	517,144	70.47 %	3	18.50 %	3	78	12,377	9,190	74.25 %	8,566	21	6,630	189,719	57.94 %
Gagn & Gaman	476,524	66.06 %	13	35.24 %	3	80	94,842	64,689	68.21 %	34,959	53	5,811	-25,543	-5.09 %
SonnMatt Design	411,491	62.43 %	1	55.68 %	3	39	91,472	87,271	95.41 %	70,431	44	10,551	72,284	21.31 %
Candoxy Canada Inc.	390,657	61.03 %	4	51.50 %	3	78	54,594	36,096	66.12 %	45,495	44	5,073	72,886	22.94 %
Highlights Electronics S...	382,635	65.98 %	7	14.92 %	2	65	121,590	67,855	55.81 %	79,228	73	5,887	121,060	46.28 %
Marsholm Karmstol	382,478	67.74 %	9	41.59 %	3	37	117,265	13,913	11.86 %	106,607	41	10,624	-23,247	-5.73 %
Blanemark Hifi Shops	344,043	73.66 %	9	52.35 %	2	72	52,128	41,470	79.55 %	28,032	59	4,778	184,803	116.05 %
London Candoxy Stora...	325,553	71.18 %	22	45.31 %	3	56	11,609	11,609	100.00 %	-15,284	41	5,919	169,442	108.54 %
Hotel Pferdesee	320,403	63.20 %	3	49.80 %	2	77	60,875	28,445	46.73 %	-16,994	73	4,330	-57,998	-15.33 %
Libros S.A.	318,672	63.07 %	1	36.05 %	3	38	28,496	18,014	63.21 %	28,661	38	8,171	39,025	13.96 %
Möbel Scherrer AG	313,881	58.75 %		51.72 %	2	40	61,890	16,111	26.03 %	54,987	42	7,847	29,917	10.54 %
Englunds Kontorsmöble...	293,684	68.16 %	31	47.21 %	3	22	69,846	69,846	100.00 %	-21,503	103	13,985	156,462	114.02 %
Möbel Siegfried	284,840	63.86 %	12	56.15 %	2	70	20,655	16,682	80.77 %	1,213	63	4,128	191,601	205.49 %
Parmentier Boutique	277,939	60.08 %	15	32.24 %	3	35	37,711	37,711	100.00 %	15,044	49	7,941	104,065	59.85 %
Beef House	258,765	68.92 %	15	24.16 %	3	28	32,534	28,683	88.16 %	436	59	9,584	211,098	442.86 %
Designstudio Gmunden	252,907	67.35 %		27.11 %	3	80	152,261	141,968	93.24 %	45,825	176	3,201	-29,092	-10.32 %
The Device Shop	251,853	60.34 %	5	37.47 %	3	35	42,582	39,347	92.40 %	27,807	41	7,196	85,974	51.83 %
Selangorian Ltd.	237,520	54.53 %	1	26.10 %	3	31	95,678	93,493	97.72 %	-13,882	139	6,986	70,625	42.32 %
Klubben	233,687	64.71 %	4	63.02 %	2	33	94,615	76,267	80.61 %	-59,663	127	7,303	40,556	21.00 %
Total	9,941,349	64.14 %		36.25 %	3	1,511	3,411,046	2,883,477	84.53 %	737,181	107	6,686	2,198,425	28.39 %

Customer Posting Group	Net Sales	Receivables Balance	Turnover Days
FOREIGN	8,534,999	2,497,422	87
DOMESTIC	1,406,350	860,771	212
EU		52,854	
Total	9,941,349	3,411,046	107

Country	Net Sales	Receivables Balance	Turnover Days
United King...	1,406,350	244,745	66
USA	1,006,427	296,667	111
Germany	774,030	159,697	71
Canada	739,692	89,685	45
Switzerland	725,372	166,219	49
Sweden	676,035	193,513	71
Austria	537,747	210,835	139
Spain	516,563	89,007	69
Iceland	490,864	116,433	63
Malaysia	406,906	138,753	75
Slovenia	390,372	118,156	57
Belgium	381,016	163,416	114
Netherlands	340,241	243,124	236
Morocco	329,762	9,511	28
Denmark	313,903	167,602	138
France	287,651	75,045	79
Czech Repu...	251,593	98,559	135
Norway	233,553	107,457	146
South Africa	133,272	106,599	136
Total	9,941,349	3,411,046	107

Customer Posting Group	Net Sales	Profit %	Days Last Sale	Amount Late % Delivery	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Net Change	Turnover Days	Deal Amount	Net Sales YTD Variance	Net Sales YTD Variance %
FOREIGN	8,534,999	63.84 %		35.74 %	3	1,241	2,497,422	2,036,983	81.56 %	774,157	87	6,979	1,930,998	29.24 %
DOMESTIC	1,406,350	65.91 %		39.12 %	3	270	860,771	793,640	92.20 %	-36,977	212	5,327	310,746	28.36 %
EU			671				52,854	52,854	100.00 %				-43,319	-100.00 %
Total	9,941,349	64.14 %		36.25 %	3	1,511	3,411,046	2,883,477	84.53 %	737,181	107	6,686	2,198,425	28.39 %

Company short name	Net Sales	Profit %	Amount Late % Delivery	Days Late	# Invoices	Receivables Balance	Overdue	Overdue %	Customer Net Change	Turnover Days	Deal Amount	Net Sales YTD Variance	Net Sales YTD Variance %	Days Last Sale
UK 2009	9,941,349	64.14 %	36.25 %	3	1,511	2,503,753	1,976,183	78.93 %	737,181	76	6,686	2,287,672	29.89 %	
UK 2018						907,293	907,293	100.00 %				-89,246	-100.00 %	668
Total	9,941,349	64.14 %	36.25 %	3	1,511	3,411,046	2,883,477	84.53 %	737,181	107	6,686	2,198,425	28.39 %	

Salesperson	Net Sales	Receivables Balance	Turnover Days
John Roberts	3,344,447	1,679,321	158
Mary A. Demp...	2,096,745	425,154	38
Richard Lum	2,015,693	310,291	51
Bart Duncan	1,911,135	209,897	44
Tjasa Gruden	333,091	58	43
Shafin Phirose	172,158	99,725	237
Linda Martin	66,990	55,296	101
Total	9,941,349	3,411,046	107

← **Item Table**
(Sales and Inventory)

2019 2020 2021 **2022** **Net Sales** **Net Sales Varian %** **Stock Value** **Avg Stock Value** **Stock Turn Days**
8.94M **31.21 %** **2.92M** **3.22M** **336**

Item Description	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Profit %	Sales Discount %	Days Last Sale	Days Late	Amount Late % Delivery	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price	Stock Value	Stock Turn Days	GMROI	Aging Stock Value >1Y
BI4Dynamics NAV	1,679,043	126,636	8.16 %	55.93 %	13.16 %	4	3	39.16 %	40		356	4,716	63,791	157	2.95	
Touring Bicycle	1,154,570	347,170	43.00 %	95.54 %	9.14 %	1	2	51.85 %	56	1	342	3,376	-5,771	61	128.70	
SAPPORO Whiteboard	418,140	100,502	31.64 %	51.46 %	7.95 %	5	3	33.22 %	53	1	468	893	84,678	196	1.98	
BI4Dynamics AX	412,399	134,249	48.26 %	50.42 %	11.61 %	13	2	51.80 %	36		261	1,580	11,930	142	2.61	
ATHENS Euro Chair	405,432	42,645	11.75 %	72.04 %	1.77 %	9	3	32.56 %	55		636	637	255,864	250	3.76	
ATLANTA Whiteboard	287,468	85,002	41.98 %	45.49 %	1.23 %		3	27.97 %	35	1	332	866	80,267	175	1.74	
BI4Dynamics CRM	279,384	24,016	9.40 %	56.84 %	13.40 %	4	2	47.81 %	37		335	834	10,823	186	2.58	
CALGARY Whiteboard	276,356	31,462	12.85 %	54.52 %	7.35 %	9	3	37.25 %	34		306	903	88,575	250	1.75	
Bicycle	254,218	119,218	88.31 %	57.24 %	17.44 %	4	3	11.10 %	34		134	1,897	-490	37	13.17	
ALBERTVILLE Whitebo...	244,821	2,291	0.94 %	54.37 %	8.67 %	1	3	43.82 %	30		275	890	79,006	236	1.84	
SARAJEVO Whiteboard	205,585	42,940	26.40 %	51.01 %	7.50 %	36	2	43.05 %	26		228	902	78,655	218	1.74	
Paper Clip	190,000	190,000		98.04 %	5.00 %	87			1		200,000	1	0	4	4,905.72	
GRENOBLE Whiteboard	186,187	50,007	36.72 %	43.95 %	7.73 %	7	2	39.01 %	23		207	899	14,526	152	1.89	
INNSBRUCK Storage U...	113,938	22,586	24.72 %	59.31 %	7.85 %	21	3	15.69 %	50	3	451	253	62,239	299	1.78	
ST.MORITZ Storage Unit	112,696	35,159	45.35 %	63.91 %	8.99 %	23	3	26.08 %	25		363	310	-7,488	86	7.52	
Enterprise Computer	104,168	66,795	178.73 %	77.15 %			3	45.63 %	61		313	333	1,735	107	11.54	
PARIS Guest Chair	101,708	21,256	26.42 %	40.19 %	1.56 %	9	2	39.47 %	76		826	123	159,083	430	0.57	
Back Wheel	96,810	41,230	74.18 %	64.37 %	5.83 %	7	2	43.18 %	61	1	453	214	30,803	413	1.60	
CAPETOWN Leisure Ch...	91,330	19,021	26.31 %	50.23 %	1.65 %	27	3	52.21 %	25	1	221	413	1,968	124	2.96	
OSLO Storage Unit	87,880	57,020	184.77 %	64.97 %	4.41 %	7	2	18.85 %	30		580	152	26,708	-23	-29.07	
MS Dynamics CRM Lite	86,967	32,677	60.19 %	55.33 %		3	3	44.67 %	52		338	257	3,000	134	3.37	
Organizer	85,500	85,500		12.28 %	5.00 %	271			1		10,000	9	0	59	0.87	
Team Work Computer	85,141	39,616	87.02 %	67.28 %	4.89 %		2	35.15 %	56	1	443	192	4,109	138	5.42	
Front Wheel	71,025	-39,275	-35.61 %	89.32 %	6.51 %	21	3	31.15 %	29	1	126	564	31,462	1,425	2.14	
Front Hub	69,145	29,545	74.61 %	98.06 %	12.47 %	17	2	16.09 %	37		203	341	3,179	834	22.15	
Loudspeaker, Walnut	68,414	3,002	4.59 %	87.24 %		7	2	24.48 %	32		866	79	2,160	300	8.32	
MUNICH Guest Chair	66,318	6,874	11.88 %	63.61 %	1.83 %	5	2	40.71 %	62		547	131	13,676	300	1.84	
Total	8,935,312	2,125,129	31.21 %	64.50 %	8.02 %		3	35.81 %	1,489	40	318,967	28	2,919,618	336	1.97	

Item Category Code	Net Sales	Net Sales YTD Var	Net Sales YTD Var %	Profit %	Sales Discount %	Days Last Sale	Days Late	Amount Late % Delivery	# Invoices	# Credit Memos	Sales Invoiced Qty	Avg Sales Price	Stock Value	Stock Turn Days	GMROI	Aging Stock Value >1Y
OFFICE	3,510,499	786,852	28.89 %	57.59 %	5.49 %		3	30.81 %	723	13	255,259	14	1,207,316	222	2.23	
SOFTWARE	2,670,673	378,094	16.49 %	56.54 %	11.65 %		3	41.94 %	315	1	3,456	773	99,610	158	3.01	
SPORT	1,749,939	573,462	48.74 %	86.40 %	10.28 %	1	2	41.16 %	697	13	15,330	114	107,243	177	13.13	
HARDWARE	1,004,201	456,738	83.43 %	71.68 %	2.19 %		2	29.58 %	1,197	22	44,922	22	279,611	371	2.49	
CHAIR		-4,316	-100.00 %			669							177,264			
Total	8,935,312	2,125,129	31.21 %	64.50 %	8.02 %		3	35.81 %	1,489	40	318,967	28	2,919,618	336	1.97	

Inventory Posting Group Code	Net Sales	Stock Value
FINISHED	8,319,352	1,645,305
RESALE	615,960	682,153
RAW MAT		592,161
Total	8,935,312	2,919,618

Item Category Group	Net Sales	Stock Value
OFFICE	3,510,499	1,207,316
SOFTWARE	2,670,673	99,610
SPORT	1,749,939	107,243
HARDWARE	1,004,201	279,611
CHAIR - Office ...		177,264
Total	8,935,312	2,919,618

Location Code	Net Sales	Stock Value
LOC 2	3,981,093	524,703
LOC 1	3,308,684	1,054,370
LOC 3	1,645,535	114,707
BLUE		653,040
GREEN		111,916
Total	8,935,312	2,919,618

Item Vendor Name	Net Sales	Stock Value
London Postm...	4,057,413	683,675
CoolWood Tec...	1,805,097	1,119,715
AR Day Proper...	1,116,071	563,794
BI4DYNAMICS ...	929,554	182,450
N/A	451,545	162,724
Grassblue Ltd.	335,155	49,111
Custom Metals...	160,421	117,722
Groene Kater B...	60,596	22,242
Kinnareds Träl...	18,275	17,338
Lyselette Lamp...	1,184	848
Total	8,935,312	2,919,618

New Customers

2021 2022

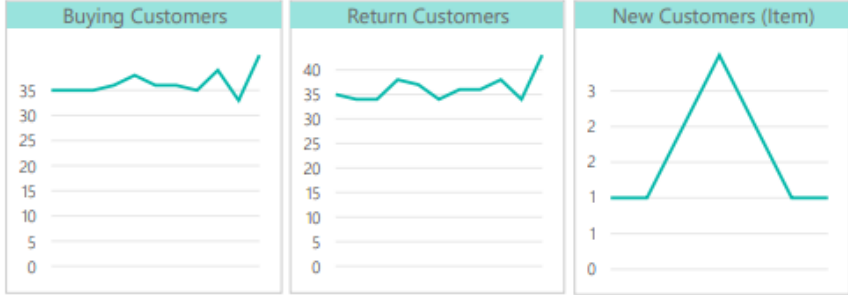
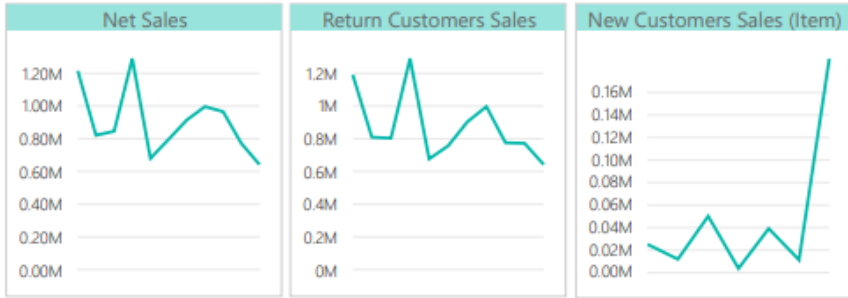
Buying Cust	New Cust	New Cust (Item)	Return Cust (Item)
64	10	11	56
Net Sales	New Cust Sales	New Cust Sales L...	Return Cust Sales ...
9.9M	351K	348K	9.6M



Item Category ...	Net Sales
OFFICE	3,510,499
SOFTWARE	2,670,673
SPORT	1,749,939
N/A	1,006,037
HARDWARE	1,004,201
Total	9,941,349

Last 12 Months (Calendar)

01/12/2021 - 30/11/2022



Year	Net Sales	Return Cust Sales	New Cust Sales	Buying Cust	Return Cust	New Cust	One Time Cust	Lost Cust 1M	Lost Cust 3M	Lost Cust 6M	Lost Cust 12M
2022	9,941,349	9,607,555	348,492	64	56	11	7	8	7	4	17
2022 - Jan	1,215,528	1,190,367	25,161	35	35	1	1				16
2022 - Feb	821,457	809,457	12,000	35	34	1	1	1			1
2022 - Mar	845,812	803,615	50,197	35	34	2	1	1			
2022 - Apr	1,290,026	1,290,026		36	38			2	1		
2022 - May	680,464	676,714	3,749	38	37	3	1		1		
2022 - Jun	796,320	757,147	39,173	36	34	2	1	1	2		
2022 - Jul	914,594	903,218	11,376	36	36	1	1	1		1	
2022 - Aug	996,634	996,634		35	36			1		1	1
2022 - Sep	965,729	775,729	190,000	39	38	1	1		1	1	2
2022 - Oct	772,240	772,240		33	34			1	1		
2022 - Nov	642,545	642,545		42	43						
Total	9,941,349	9,607,555	348,492	64	56	11	7	8	7	4	17

Customer Posting Group	Net Sales	Return Cust Sales	New Cust Sales	Buying Cust	Return Cust	New Cust	One Time Cust	Lost Cust 1M	Lost Cust 3M	Lost Cust 6M	Lost Cust 12M
FOREIGN	8,534,999	8,200,154	342,845	54	45	10	7	8	7	4	5
DOMESTIC	1,406,350	1,407,401	5,647	10	11	1					3
EU											9
Total	9,941,349	9,607,555	348,492	64	56	11	7	8	7	4	17

Top 5 Cust by Sales		Top 5 New Cust by Item Sales		Top 5 Lost Customers 1M	
Customer Name	Net Sales	Customer Name	New Sales	Customer N...	Sales
NorthAm Robotics	190,000	NorthAm Robotics	190,000	NorthAm Ro...	190,000.00
Nakatomi Tradin...	50,323	Nakatomi Tradin...	50,323	Twitter Inc	85,500.00
Clampett Oil	40,224	Clampett Oil	40,224	Nakatomi Tr...	42,322.50
Sirius Cybernetic...	25,161	Sirius Cybernetic...	25,161	Clampett Oil	40,223.70
Stark Industries	12,000	Stark Industries	12,000	Sirius Cyber...	25,160.85
Total	317,707	Total	317,707	Stark Indust...	12,000.00
				Total	410,533.43

Item Category Code	Net Sales	Return Cust Sales	New Cust Sales	Buying Cust	Return Cust	New Cust	One Time Cust	Lost Cust 1M	Lost Cust 3M	Lost Cust 6M	Lost Cust 12M
OFFICE	3,510,499	3,173,165	337,334	47	45	8	6	13	9	5	2
SOFTWARE	2,670,673	2,659,049	11,624	40	37	4	2	2			
SPORT	1,749,939	1,677,121	72,818	45	43	5	2	7	7	5	
N/A	1,006,037	1,006,037		51							15
HARDWARE	1,004,201	977,572	26,630	46	44	9					
CHAIR											8
MISC											5
TABLE											6
Total	9,941,349	9,607,555	348,492	64	56	11	7	8	7	4	17

← Delivery performance by Customer & Item

2019 2020 2021 2022

Sales Amount	Amount Late
10.2M	3.7M



Date	Amount	Amount Late %	Days Late
2022 - Jan	1,289,901	32.22 %	2
2022 - Feb	882,358	42.38 %	3
2022 - Mar	799,985	31.44 %	3
2022 - Apr	1,268,256	39.07 %	3
2022 - May	713,759	41.24 %	2
2022 - Jun	765,804	37.87 %	3
2022 - Jul	1,168,906	26.69 %	3
2022 - Aug	987,052	38.12 %	3
2022 - Sep	935,466	32.09 %	2
2022 - Oct	738,811	46.15 %	3
2022 - Nov	616,368	34.58 %	2
Total	10,166,666	36.03 %	3



Customer	Amount	Amount Late %	Days Late
Progressive Home Furnishi...	506,927	18.15 %	3
Gagn & Gaman	453,362	33.56 %	3
Sonnmmatt Design	402,566	56.01 %	3
Candoxy Canada Inc.	378,974	52.99 %	3
Blanemark Hifi Shops	378,462	44.73 %	2
Marsholm Karmstol	375,744	41.12 %	3
Highlights Electronics Sdn ...	360,057	15.31 %	2
The Device Shop	335,966	37.22 %	3
London Candoxy Storage ...	332,543	45.86 %	3
Hotel Pferdesee	316,021	49.62 %	2
Möbel Scherrer AG	307,192	51.73 %	2
Libros S.A.	302,128	37.05 %	3
Englunds Kontorsmöbler AB	289,321	47.67 %	3
Carl Anthony	288,178	0.47 %	1
Möbel Siegfried	277,565	57.27 %	2
Parmentier Boutique	268,290	31.17 %	3
Beef House	254,235	23.80 %	3
Designstudio Gmunden	244,381	27.58 %	3
MEMA Ljubljana d.o.o.	241,347	19.06 %	2
J & V v.o.s.	231,924	26.68 %	3
Selangorian Ltd.	230,970	26.29 %	3
Klubben	228,364	63.75 %	2
Meersen Meubelen	219,951	66.73 %	1
John Haddock Insurance Co.	211,668	38.22 %	2
Somadis	209,924	44.30 %	3
Helguera industrial	190,602	38.66 %	3
Total	10,166,666	36.03 %	3

Customer Group	Amount	Amount Late %	Days Late
EU	5,366,584	37.36 %	2
NON EU	3,251,215	32.37 %	3
NATIONAL	1,548,867	39.13 %	3
Total	10,166,666	36.03 %	3

Line Type	Amount	Amount Late %	Days Late
Item	9,514,290	35.81 %	3
Resource	652,376	39.25 %	2
Total	10,166,666	36.03 %	3

Item Category	Amount	Late %	Days Late
OFFICE	3,787,815	30.81 %	3
SOFTWARE	2,673,951	41.94 %	3
SPORT	1,866,239	41.16 %	2
HARDWARE	1,186,285	29.58 %	2
N/A	652,376	39.25 %	2
Total	10,166,6...	36.03 %	3

Track the delivery performance (**Amount Late%**, **Days Late**) of your organization during customer fulfilment.
 Days Late: The difference between the Delivery Date (Promised, Requested or Planned) and Posting Date of Shipment.



Sales Orders (Local and Reporting currency)

2019 2020
2021 2022

1 2 3
4 5 6
7 8 9
10 11 12

Order Amount	Outstanding Amount	Amount to Invoice	Amount to Ship	Quantity to Ship
8.9M	8.7M	8.8M	8.7M	1.4M

Sales Orders by Customer					Sales Orders by Order Date					Customer Posting Group	Sales Order Amount	Net Sales	Receivables Balance
Customer Name	Sales Order Amount	Sales Order Amount Shipped	Sales Order Amount Invoiced	Sales Outstanding Amount	Year	Sales Order Amount	Sales Order Amount Shipped	Sales Order Amount Invoiced	Sales Outstanding Amount				
Livre Importants	918,014			918,014	2021	438,173	13,868	3,172	424,306	FOREIGN	6,606,671.55	25,929,149	2,497,422
London Light Company	850,026			850,026	2022	8,492,194	167,882	131,171	8,324,312	DOMESTIC	1,927,706.85	6,295,910	860,771
Heimilispyrdi	661,536			661,536	Total	8,930,367	181,750	134,343	8,748,617	EU	395,989.06	43,319	52,854
Metatorad Malaysia Sdn Bhd	557,913			557,913						Total	8,930,367.47	32,268,379	3,411,046
Corporación Beta	551,913			551,913									
Carl Anthony	550,822	158,972	122,261	391,850									
Selanoorian Ltd.	435,431			435,431									
Total	8,930,367	181,750	134,343	8,748,617									

Sales Orders by Item									Country	Sales Order Amount	Net Sales	Receivables Balance
Item No	Item Description	Sales Order Amount	Sales Outstanding Amount	Sales Order Qty Inv	Sales Order Qty Ship	Sales Order Quantity	Sales Order Quantity Invoiced	Sales Order Quantity Shipped				
1000	Bicycle	311,999	311,999.40	104.00	104.00	104.00			United King...	1,887,170.13	6,264,559	244,745
1976	INNSBRUCK Storage Unit	290,356	192,013.53	881.00	781.00	1,181.00	300.00	400.00	France	918,014.23	561,174	75,045
4086	Loudspeaker 40W	260,466	199,836.48	1,748.00	1,648.00	2,148.00	400.00	500.00	Denmark	869,590.98	1,329,533	167,602
1998	SYDNEY Swivel Chair	253,597	253,597.28	2,277.00	2,277.00	2,277.00			Slovenia	779,191.54	1,402,053	118,156
1450	Mudguard back	250,074	250,074.00	51,480.00	51,480.00	51,480.00			Iceland	661,535.83	1,432,248	116,433
4030	18GB Ultra 160/M	249,340	249,340.43	13,809.00	13,809.00	13,809.00			Morocco	579,382.68	2,149,559	9,511
Total		8,930,367	8,748,617.40	1,405,649.00	1,405,415.00	1,406,367.00	718.00	952.00	Malaysia	557,913.45	1,602,790	138,753

Sales Orders by Document								Salesperson	Sales Order Amount	Net Sales	Receivables Balance	
Document No	Document Type	Day	Sales Order Amount	Sales Order Qty Inv	Sales Order Qty Ship	Sales Outstanding Amount	Order Value	Sales Order Quantity				
101005	Order	14.01.2021	1,598	4.00			1,597.52	4.00	John Roberts	7,024,090.62	12,023,295	1,679,321
101011	Order	15.01.2021	4,510	9.00	9.00	2,011.80	4,509.90	18.00	Shafin Phirose	1,878,260.13	1,023,265	99,725
104001	Order	20.01.2021		4.00	4.00			4.00	Peter Saddow	28,016.72	31,351	616,025
104002	Order	20.01.2021	2,498	36.00	36.00	2,498.00	2,498.00	36.00	Bart Duncan		6,336,554	209,897
104003	Order	20.01.2021	1,032	8.00	8.00	1,032.00	1,032.00	8.00	Linda Martin		208,651	55,296
104004	Order	20.01.2021	1,770	30.00	30.00	1,770.00	1,770.00	30.00	Mary A. Dempsey		6,197,905	425,154
104005	Order	20.01.2021	4,902	38.00	38.00	4,902.00	4,902.00	38.00	N/A		13,079	15,270
Total			8,930,367	1,405,649.00	1,405,415.00	8,748,617.40	8,927,422.87	1,406,367.00	Peter Kozina		1,090	8

Country	Sales Order Amount	Net Sales	Receivables Balance
United King...	1,887,170.13	6,264,559	244,745
France	918,014.23	561,174	75,045
Denmark	869,590.98	1,329,533	167,602
Slovenia	779,191.54	1,402,053	118,156
Iceland	661,535.83	1,432,248	116,433
Morocco	579,382.68	2,149,559	9,511
Malaysia	557,913.45	1,602,790	138,753
Spain	551,913.46	2,086,721	89,007
Germany	489,070.39	2,041,176	159,697
Netherlands	459,412.94	796,019	243,124
Sweden	306,217.76	1,584,678	193,513
Canada	216,082.67	1,445,924	89,685
USA	189,021.48	1,743,820	296,667
Austria	145,509.63	2,327,309	210,835
South Africa	139,047.64	484,909	106,599
Total	8,930,367.47	32,268,379	3,411,046

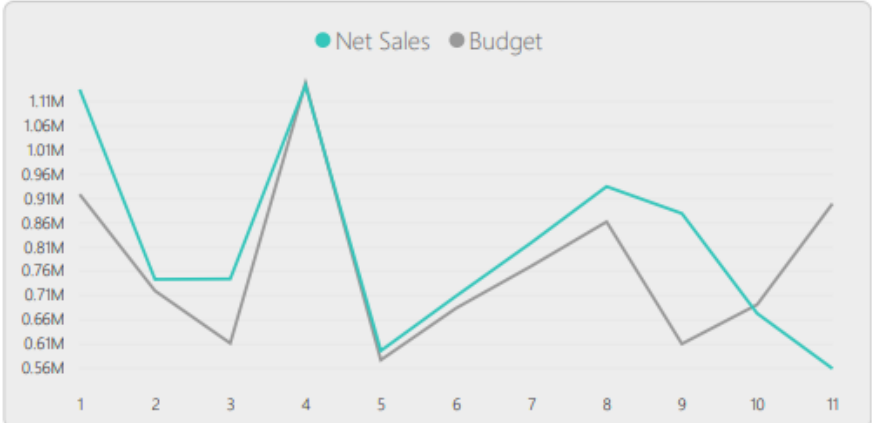
Salesperson	Sales Order Amount	Net Sales	Receivables Balance
John Roberts	7,024,090.62	12,023,295	1,679,321
Shafin Phirose	1,878,260.13	1,023,265	99,725
Peter Saddow	28,016.72	31,351	616,025
Bart Duncan		6,336,554	209,897
Linda Martin		208,651	55,296
Mary A. Dempsey		6,197,905	425,154
N/A		13,079	15,270
Peter Kozina		1,090	8
Richard Lum		5,897,747	310,291
Tias Gruden		636,441	68
Total	8,930,367.47	32,268,379	3,411,046

Sales Budget

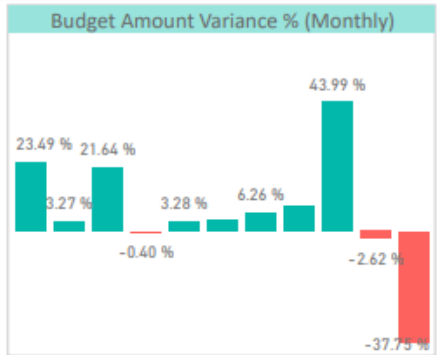
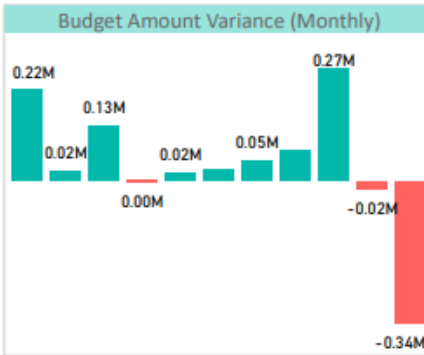
Net Sales Budget Amount Budget Variance Budget Variance %
8.94M 8.49M 442.9K 5.22 %

2019 2020 2021 **2022**

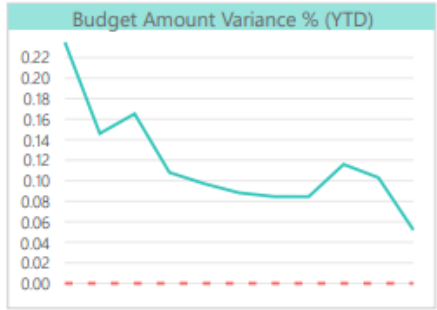
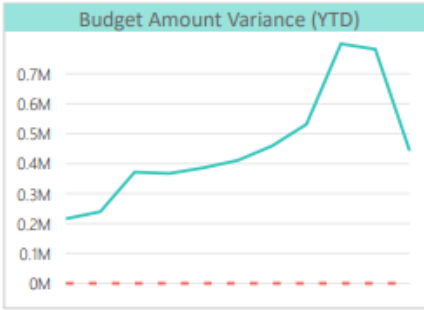
Year	Net Sales	Budget Amount	Budget Variance	Net Sales YTD	Budget Amount YTD	Budget YTD Var	Budget YTD Var %
2022	8,935,312	8,492,415	442,897	8,935,312	8,492,415	442,897	5.22 %
2022 - Jan	1,134,163	918,395	215,768	1,134,163	918,395	215,768	23.49 %
2022 - Feb	743,394	719,830	23,564	1,877,558	1,638,225	239,333	14.61 %
2022 - Mar	744,251	611,840	132,411	2,621,809	2,250,065	371,744	16.52 %
2022 - Apr	1,142,759	1,147,345	-4,586	3,764,568	3,397,410	367,158	10.81 %
2022 - May	596,267	577,345	18,922	4,360,835	3,974,755	386,080	9.71 %
2022 - Jun	708,949	684,000	24,949	5,069,784	4,658,755	411,029	8.82 %
2022 - Jul	819,014	770,760	48,254	5,888,798	5,429,515	459,283	8.46 %
2022 - Aug	934,515	861,900	72,615	6,823,313	6,291,415	531,898	8.45 %
2022 - Sep	879,041	610,505	268,536	7,702,354	6,901,920	800,434	11.60 %
2022 - Oct	673,243	691,350	-18,107	8,375,597	7,593,270	782,327	10.30 %
2022 - Nov	559,715	899,145	-339,430	8,935,312	8,492,415	442,897	5.22 %
Total	8,935,312	8,492,415	442,897	8,935,312	8,492,415	442,897	5.22 %



Item Category Group	Net Sales	Budget Amount	Budget Variance	Net Sales YTD	Budget Amount YTD	Budget YTD Var	Budget YTD Var %
OFFICE	3,510,499	2,999,325	511,174	3,510,499	2,999,325	511,174	17.04 %
SOFTWARE	2,670,673	2,794,840	-124,167	2,670,673	2,794,840	-124,167	-4.44 %
SPORT	1,749,939	1,740,735	9,204	1,749,939	1,740,735	9,204	0.53 %
HARDWARE	1,004,201	957,515	46,686	1,004,201	957,515	46,686	4.88 %
Total	8,935,312	8,492,415	442,897	8,935,312	8,492,415	442,897	5.22 %



Item Description	Net Sales	Budget Amount	Budget Variance	Net Sales YTD	Budget Amount YTD	Budget YTD Var	Budget YTD Var %
BI4Dynamics NAV	1,679,043	1,754,165	-75,122	1,679,043	1,754,165	-75,122	-4.28 %
Touring Bicycle	1,154,570	1,184,885	-30,315	1,154,570	1,184,885	-30,315	-2.56 %
SAPPORO Whiteboard	418,140	410,260	7,880	418,140	410,260	7,880	1.92 %
BI4Dynamics AX	412,399	419,195	-6,796	412,399	419,195	-6,796	-1.62 %
ATHENS Euro Chair	405,432	368,540	36,892	405,432	368,540	36,892	10.01 %
ATLANTA Whiteboard	287,468	285,650	1,818	287,468	285,650	1,818	0.64 %
BI4Dynamics CRM	279,384	277,050	2,334	279,384	277,050	2,334	0.84 %
CALGARY Whiteboard	276,356	294,250	-17,894	276,356	294,250	-17,894	-6.08 %
Bicycle	254,218	258,080	-3,862	254,218	258,080	-3,862	-1.50 %
ALBERTVILLE Whiteboard	244,821	244,290	531	244,821	244,290	531	0.22 %
Total	8,935,312	8,492,415	442,897	8,935,312	8,492,415	442,897	5.22 %



FINANCE

The finance cube comes with 205 measures, organized in 2 measure groups:

Account Schedules: Transform your static Account Schedules from BC to BI, combine it with any standard BI dimension or any 20 global BC dimension and get flexibility like never before, for financial reporting in Excel or Power BI.

GL Analysis: Analyze GL transactions and balances in local currency as well as addition currency for reporting (ACY) for consolidation.

GL Budget: Analyze GL budget and budget variances with well-supported time intelligence and comparisons.

Cost Accounting: Analyze Cost Entries as allocated GL transactions by Account Schedules or Cost Center hierarchy. This module is ideal for top to bottom analysis, leaving all details exposed.

analyze Cash flow (standard BC module) by Source Type, Account and track it down to Forecast document level.

Measure groups are sharing **13 dimensions**.

2018 2019 2020 2021

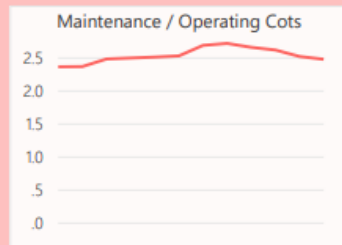
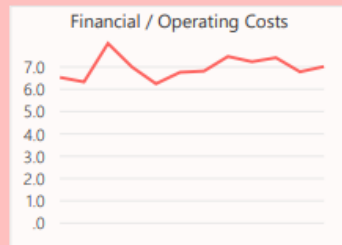
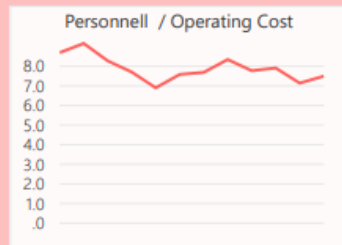
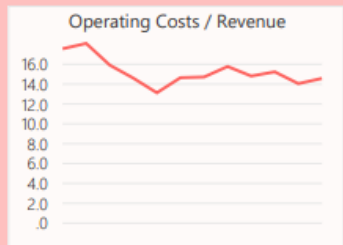
Financial Statement

Name	January	February	March	April	May	June	July	August	September	October	November	December	Total
REVENUE - Revenue	589,110	804,196	728,236	844,103	540,316	734,615	658,152	675,489	684,866	845,989	607,215	792,734	8,505,021
OC - Operating costs	104,889	104,148	100,744	107,035	101,698	103,071	100,154	103,158	104,199	102,602	104,789	99,593	1,236,080
COGS - COGS	193,189	497,463	516,153	629,698	447,385	525,068	503,643	367,464	481,314	570,794	350,558	527,397	5,610,126
C - Cost (OC + COGS)	298,078	601,611	616,897	736,733	549,083	628,139	603,797	470,622	585,513	673,396	455,347	626,989	6,846,206
F - Financial Items	50,000	50,000	48,421	50,000	44,372	50,000	50,000	49,611	50,000	50,000	50,000	50,000	592,404
TC - Total Cost	348,078	651,611	665,318	786,733	593,456	678,139	653,797	520,233	635,513	723,396	505,347	676,989	7,438,610
P - Profit	241,032	152,585	62,918	57,370	-53,140	56,476	4,355	155,256	49,353	122,592	101,869	115,745	1,066,411
- Computer/ Operating costs	15.75	17.46	17.41	17.81	17.31	17.92	17.82	17.37	18.88	17.50	18.09	18.37	17.64
- Other Operating/ Operating costs	20.51	17.90	20.29	19.77	19.43	17.91	17.36	21.09	19.24	21.61	18.54	14.99	19.07
- Personnel exp./ Operating costs	52.79	54.20	51.23	52.24	51.80	52.68	54.21	50.55	51.08	50.82	52.33	55.06	52.41
- Selling/ Operating costs	4.40	3.55	4.15	3.64	4.17	4.10	3.88	3.94	3.91	3.72	4.44	4.32	4.02
- Building Maintenance/ Operating costs	2.29	2.78	2.43	2.34	2.84	2.91	2.40	2.66	2.79	2.11	2.53	2.54	2.55
- Vehicle/ Operating costs	1.96	1.99	2.04	2.00	2.04	2.00	1.80	2.13	1.94	1.72	1.82	2.12	1.96
- Fixed Asset Depreciation/ Operating c...	1.54	1.45	1.71	1.51	1.59	1.57	1.61	1.57	1.55	1.58	1.54	1.62	1.57
- Administrative/ Operating costs	0.76	0.68	0.74	0.70	0.82	0.91	0.91	0.69	0.61	0.94	0.71	0.98	0.79

Company

- 1 - SK
- 2 - Germany
- 3 - Netherlands
- 4 - Spain
- 5 - Czech

Customer Defined KPI Indicators

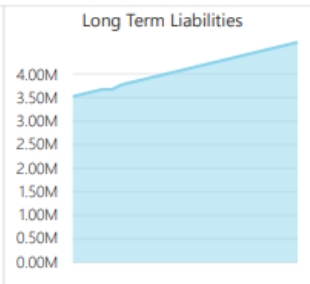
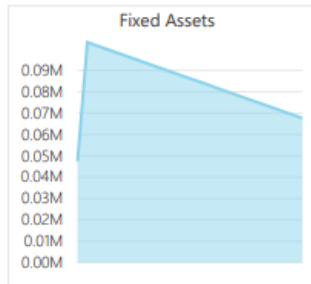
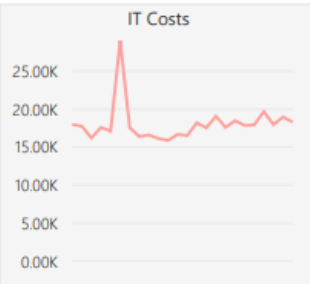
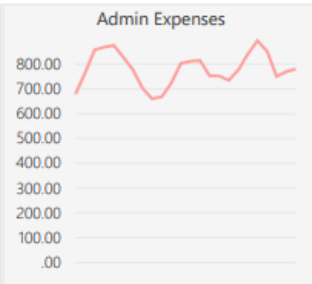
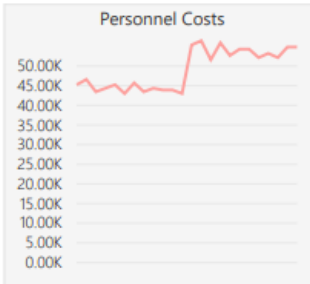
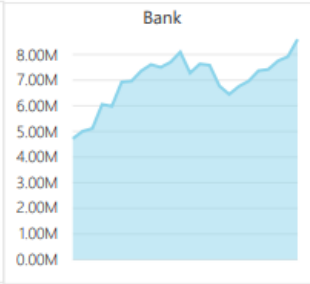
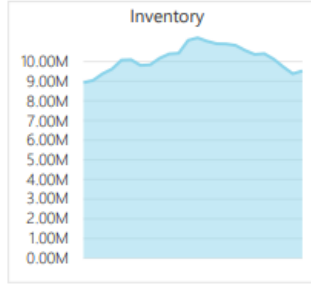
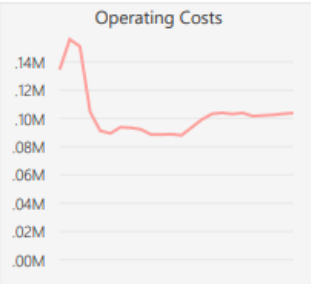
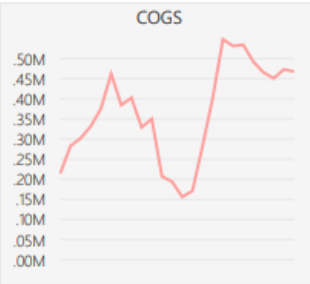
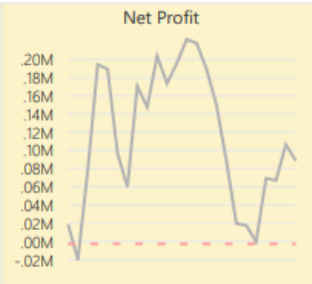
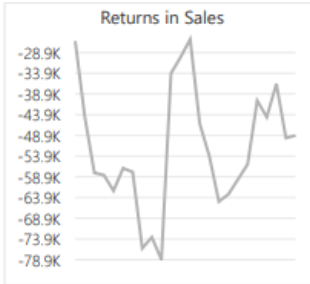
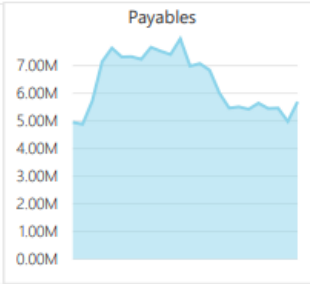
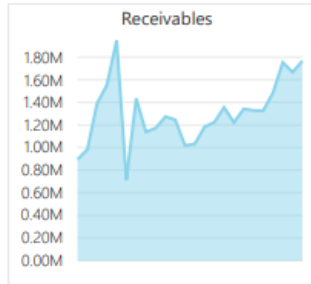
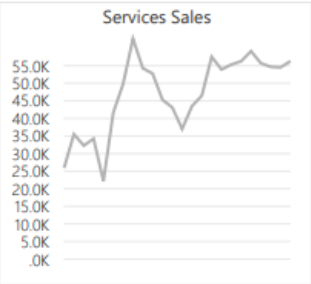
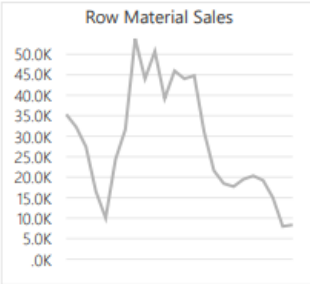
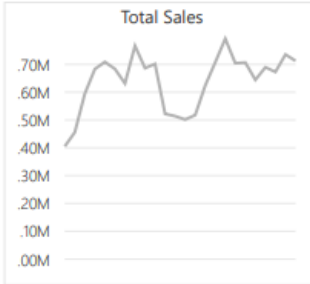


2018 2019 2020 2021

Profit and Loss Statement

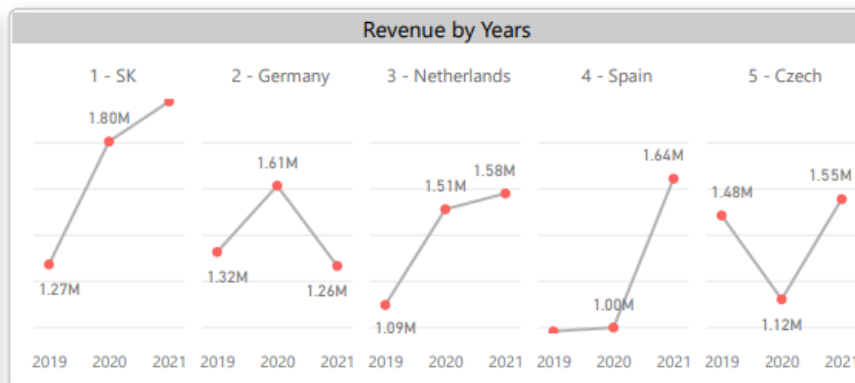
UK 2009 UK 2018

Balance Sheet



Financial Statement

Current Year				
Name	Actual	Previous	Variance	Variance %
REVENUE - Revenue	8,505,021	7,553,369.22	951,651.39	-12.60 %
OC - Operating costs	1,236,080	1,125,386.94	110,692.93	18.33 %
COGS - COGS	5,610,126	3,665,971.35	1,944,154.30	53.03 %
C - Cost (OC + COGS)	6,846,206	4,791,358.29	2,054,847.23	71.36 %
F - Financial Items	592,404	690,998.04	-98,593.87	-14.27 %
TC - Total Cost	7,438,610	5,482,356.33	1,956,253.36	35.68 %
P - Profit	1,066,411	2,071,012.89	-1,004,601.97	-48.28 %



Financial Dimensions

- Region
- 10 - Europe
 - 10 - Europe
 - 20 - Europe North
 - 50 - Europe South
 - 60 - America
 - 60 - America
 - 70 - America North
 - 80 - America South
 - N/A

PL by Months													
Name	January	February	March	April	May	June	July	August	September	October	November	December	Total
REVENUE - Revenue	2,091,341	2,036,793	1,869,883	1,746,607	1,940,791	1,616,234	2,715,181	1,590,765	1,749,385	1,832,938	1,501,912	1,631,314	22,323,142
OC - Operating costs	489,531	250,531	239,894	249,062	257,285	271,027	255,391	254,334	261,722	255,907	302,616	416,222	3,503,521
COGS - COGS	869,939	760,662	1,703,569	1,777,862	1,020,955	844,529	1,085,763	678,992	1,028,676	905,419	618,512	1,036,704	12,331,582
C - Cost (OC + COGS)	1,359,471	1,011,193	1,943,463	2,026,924	1,278,240	1,115,556	1,341,153	933,325	1,290,398	1,161,326	921,128	1,452,926	15,835,103
F - Financial Items	150,000	150,000	148,421	95,019	142,221	321,030	156,833	145,499	148,970	150,000	20,159	181,657	1,809,809
TC - Total Cost	1,509,471	1,161,193	2,091,884	2,121,943	1,420,461	1,436,587	1,497,987	1,078,824	1,439,368	1,311,326	941,287	1,634,583	17,644,912
P - Profit	581,870	875,601	-222,001	-375,337	520,330	179,647	1,217,194	511,941	310,017	521,611	560,625	-3,269	4,678,229
- Personnel exp./ Revenue	6	7	7	8	7	8	5	8	7	7	9	8	7
- Operating Costs / Revenue	23	12	13	14	13	17	9	16	15	14	20	26	16
- COGS / Revenue	42	37	91	102	53	52	40	43	59	49	41	64	55
- Costs / Revenue	65	50	104	116	66	69	49	59	74	63	61	89	71
- Financial Items / Revenue	7	7	8	5	7	20	6	9	9	8	1	11	8
- Total Cost/Revenue	72	57	112	121	73	89	55	68	82	72	63	100	79
801 - Building Maintenance	61,582	7,359	7,233	7,241	7,334	7,173	6,780	6,619	7,035	5,818	6,957	162,463	293,593
802 - Administrative	2,473	2,342	2,349	2,361	2,219	2,209	2,097	2,150	2,125	2,329	2,276	2,548	27,478
803 - Computer	195,276	45,796	42,899	47,705	45,433	57,916	45,400	44,377	46,480	44,824	89,471	51,139	756,716
804 - Selling	11,655	11,067	11,255	11,539	11,701	12,060	11,007	11,053	12,027	11,016	11,559	11,785	137,723
805 - Vehicle	25,313	5,850	5,730	5,346	5,467	5,517	5,210	5,311	5,328	5,047	5,022	5,586	84,728
806 - Other Operating	58,734	39,049	39,060	38,094	50,032	51,916	49,572	54,210	55,504	54,850	51,982	48,566	591,568
807 - Personnel	132,301	136,320	128,026	133,542	131,533	130,586	131,674	126,963	129,574	128,371	131,699	130,483	1,571,072

- Customer Group
- INSTITUTION
 - INTERCOMPANY
 - LARGE
 - MEDIUM
 - N/A
 - PRIVATE
 - SMALL

- Department
- ADM
 - BI
 - CRM
 - ERP
 - N/A
 - PROD
 - SALES

Financial statements or Account Schedules are defined in Microsoft Dynamics.
 It can be used in combination with any of 15 (FO) / 20 (BC) global financial dimensions.

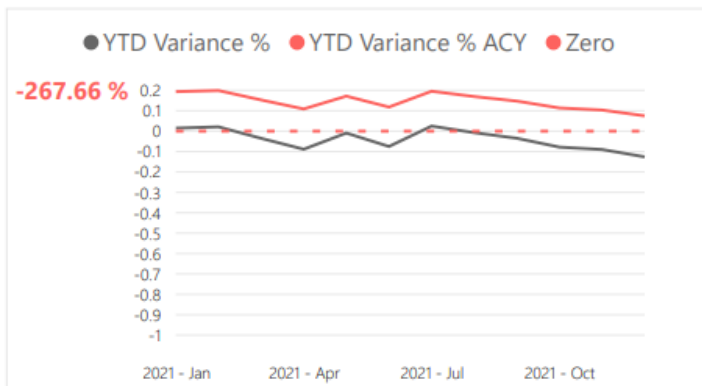
Local and corporate (ACY) currency

Year	GL Net Change	GL Net Change YTD Variance %	GL Net Change ACY	GL Net Change ACY YTD Variance %
2021	8,505,020.61	-12.60 %	24,338,892.93	7.51 %
2021 - Jan	589,110.08	1.47 %	1,785,182.06	19.39 %
2021 - Feb	804,195.74	2.11 %	2,436,956.79	19.91 %
2021 - Mar	728,236.08	-3.52 %	2,206,776.00	15.31 %
2021 - Apr	844,103.00	-8.87 %	2,482,655.88	10.88 %
2021 - May	540,315.53	-0.93 %	1,589,163.32	17.17 %
2021 - Jun	734,615.24	-7.52 %	2,160,633.06	11.81 %
2021 - Jul	658,151.91	2.49 %	1,880,434.03	19.57 %
2021 - Aug	675,488.95	-0.73 %	1,929,968.43	16.97 %
2021 - Sep	684,865.95	-3.48 %	1,956,759.86	14.74 %
2021 - Oct	845,988.56	-7.82 %	2,226,285.68	11.37 %
2021 - Nov	607,215.47	-9.00 %	1,597,935.45	10.35 %
2021 - Dec	792,734.10	-12.60 %	2,086,142.37	7.51 %
Total	8,505,020.61	-12.60 %	24,338,892.93	7.51 %

← Calendar Fiscal →

Calendar and Fiscal Date with YTD Fiscal based time intelligence

Fiscal Year	GL Net Change	GL Net Change YTD Fiscal	GL Net Change YTD Fiscal Variance	GL Net Change YTD Fiscal Variance %
2021	7,849,787.66	7,849,787.66	757,793.59	-10.69 %
2021 - Jul	1,079,409.96	1,079,409.96	101,790.78	-10.41 %
2021 - Aug	510,220.74	1,589,630.70	206,956.56	-14.97 %
2021 - Sep	514,809.47	2,104,440.17	172,056.59	-8.90 %
2021 - Oct	541,054.86	2,645,495.03	267,217.35	-11.24 %
2021 - Nov	485,782.98	3,131,278.01	344,086.74	-12.35 %
2021 - Dec	477,933.98	3,609,211.99	461,375.15	-14.66 %
2021 - Jan	589,110.08	4,198,322.07	452,580.86	-12.08 %
2021 - Feb	804,195.74	5,002,517.81	431,351.48	-9.44 %
2021 - Mar	728,236.08	5,730,753.89	533,434.92	-10.26 %
2021 - Apr	844,103.00	6,574,856.89	702,939.45	-11.97 %
2021 - May	540,315.53	7,115,172.42	493,542.97	-7.45 %
2021 - Jun	734,615.24	7,849,787.66	757,793.59	-10.69 %
Total	7,849,787.66	7,849,787.66	757,793.59	-10.69 %



different results in local and reporting currency - due to different currency exchange rate by date

RECEIVABLES

Receivables are the most standardized business area, and the cube comes with **79 measures** organized in 2 measure groups:

Receivables Transactions: get insight into customer transactions (with standard Debit, Credit, Net change and Payment terms) and as weighted average, as well as some specific measures such as Sales on Credit, amount, and percentage.

Receivables State: Analyze balances that are calculated daily for every open document (Opening, Closing, Average, Due and Overdue, Overdue %). Track customer payment habits starting from Payment Terms to Average Open Days and Average Overdue Days – all 3 measures are calculated as weighted averages. Setup and compress data on a weekly or monthly level to gain loading time and save disk space.

Measure groups are sharing **8 dimensions**.

& PAYABLES (USES SAME REPORT LAYOUT)

The payables cube comes with **66 measures** organized in 2 measure groups:

Payables State to analyze vendor payment habits (Payment Term / Open / Overdue Days – all measures **calculated as weighted averages**), Days Payables Outstanding and Payable Coefficient. Balances are calculated daily for every open document, with the option to compress on a weekly or monthly level for prior periods (to gain performance and save disk space).

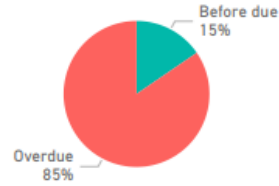
Vendor Analysis” to get insight into vendor transactions with specific measures Purchase on Credit as amount and percentage).

Measure groups are sharing **8 dimensions**.

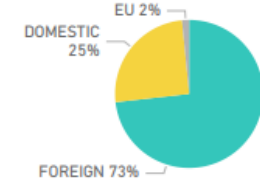
Receivables by Year

1 2 3
4 5 6
7 8 9
10 11 12

2019 2020 2021
2022



Balance	3.4M	Before Due	527.57K	Sales on Credit %	98.87 %
Overdue %	84.53 %	Overdue	2.9M	Sales on Credit	32.0M



Customer Posting Group	Receivables Balance	Receivables Overdue %
FOREIGN	2,497,422	81.56 %
DOMESTIC	860,771	92.20 %
EU	52,854	100.00 %
Total	3,411,046	84.53 %

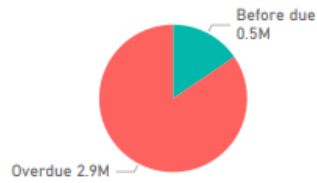
Salesperson Name	Receivables Balance	Receivables Overdue %
John Roberts	1,679,321	95.76 %
Peter Sadow	616,025	100.00 %
Mary A. Dempsey	425,154	43.66 %
Richard Lum	310,291	67.56 %
Bart Duncan	209,897	72.79 %
Shafin Phirose	99,725	96.27 %
Total	3,411,046	84.53 %

Country	Receivables Balance	Receivables Overdue %
Great Britain	616,025	100.00 %
USA	296,667	93.64 %
United Kingdom	244,745	72.57 %
Netherlands	243,124	98.18 %
Austria	210,835	93.23 %
Sweden	193,513	46.59 %
Denmark	167,602	78.42 %
Switzerland	166,219	69.93 %
Belgium	163,416	98.71 %
Germany	159,697	74.58 %
Malaysia	138,753	60.56 %
Slovenia	118,156	73.01 %
Iceland	116,433	74.08 %
Norway	107,457	82.92 %
South Africa	106,599	97.00 %
Total	3,411,046	84.53 %

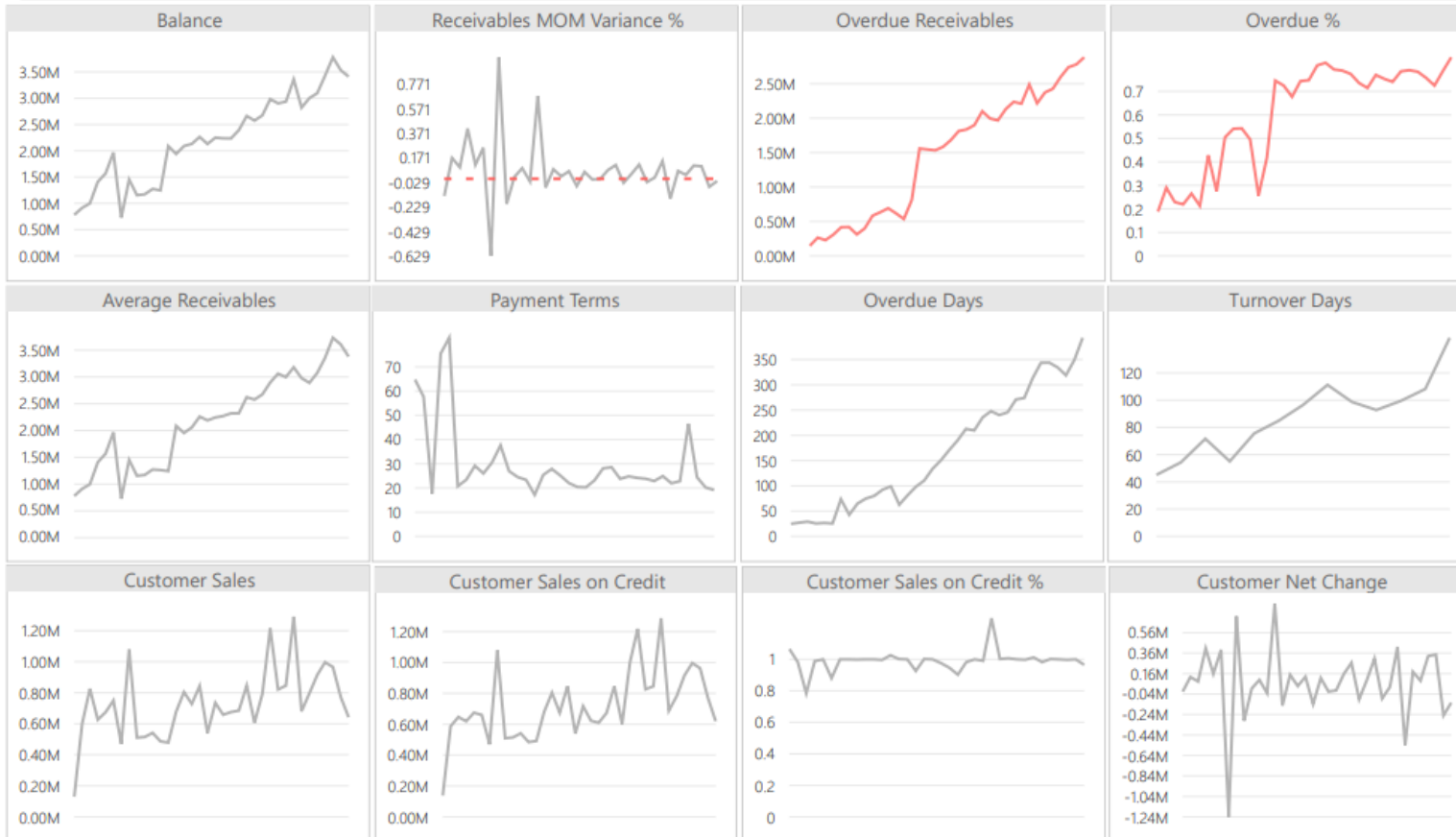
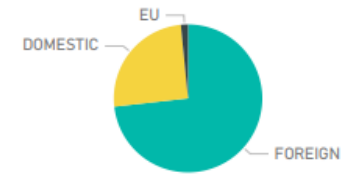
The measures 'Payment Terms and Overdue Days' are calculated as weighted averages, based on the Net Customer Amount.

Receivables Overview

Last Years



Balance	Before Due	Sales on Credit %
3.41M	527.57K	98.98 %
Overdue %	Overdue	Sales on Credit
84.53 %	2.9M	26.0M



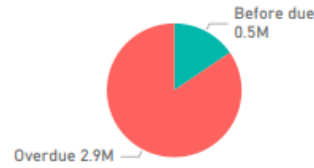
Customer Posting Group	Receivables Balance	Receivables Overdue %
FOREIGN	2,497,422	81.56 %
DOMESTIC	860,771	92.20 %
EU	52,854	100.00 %
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Shafin Phirose	99,725	96.27 %
Total	3,411,046	84.53 %

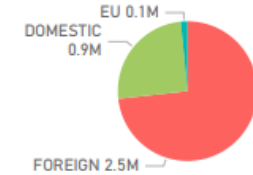
Country	Receivables Balance	Receivables Overdue %
Great Britain	616,025	100.00 %
Belgium	163,416	98.71 %
Netherlands	243,124	98.18 %
South Africa	106,599	97.00 %
Czech Republic	98,559	96.16 %
USA	296,667	93.64 %
Austria	210,835	93.23 %
France	75,045	86.49 %
Spain	89,007	83.63 %
Norway	107,457	82.92 %
Canada	89,685	79.37 %
Denmark	167,602	78.42 %
Germany	159,697	74.58 %
Iceland	116,433	74.08 %
Slovenia	118,156	73.01 %
Total	3,411,046	84.53 %

Receivables Aging

2019 2020 2021 2022



Balance	Before Due	Sales on Credit %
3.4M	527.57K	98.94 %
Overdue %	Overdue	Sales on Credit
84.53 %	2.9M	25.8M



Due Overdue	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2	2022 - Q3	2022 - Q4
Before due	1,099,851	417,318	538,379	1,552,995	586,024	567,174	494,062	706,100	722,584	629,194	1,038,901	527,569
Before due over 90 days										703		
Before due 61 - 90 days	477,430	2,716	85,287	9,137	15,002		5,609	20,191	3,392		978	
Before due 31 - 60 days	8,803	39,746	28,546	737,408	18,663	28,767		43,477	89,003	16,183	209,440	
Before due under 30 days	613,618	374,855	424,545	806,449	552,359	538,407	488,452	642,433	630,189	612,308	828,482	527,569
Overdue	308,573	312,226	634,480	536,058	1,545,664	1,682,259	1,899,464	1,967,765	2,211,545	2,372,476	2,739,567	2,883,477
Overdue under 30 days	149,346	82,644	213,774	81,442	123,841	241,814	146,102	191,625	167,864	285,554	385,434	456,261
Overdue 31 - 60 days	5,936	8,448	119,279	30,105	780,158	21,776	45,226	13,800	178,696	13,685	131,605	47,940
Overdue 61 - 90 days	49,530	43,209	57,189	33,686	189,598	14,778	143,355	80,996	3,374	-4,409	49,590	102,382
Overdue 91 - 120 days	-7,249	18,698	14,889	-1,682	-15,620	-16,622	97,197	27,544	85,471	33,731	64,286	39,150
Overdue 121 - 150 days	5,015	8,919	34,571	116,672	25,745	758,259	42,012	39,364	13,800	136,635	20,443	59,077
Overdue 151 - 180 days	20,614	48,510	16,950	55,773	33,686	208,586	14,778	66,280	80,996	61,209	10,425	76,392
Overdue 181 - 365 days	67,343	48,625	92,447	115,259	232,930	215,988	996,955	1,107,197	288,930	313,395	398,069	314,191
Overdue 1 - 2 years	18,038	53,173	85,381	104,803	152,846	177,691	323,905	334,551	1,221,583	1,289,328	1,269,910	1,317,903
Overdue 2 years					22,480	59,988	89,934	106,408	170,831	243,347	409,805	470,180
Total	1,408,423	729,544	1,172,859	2,089,052	2,131,688	2,249,432	2,393,525	2,673,865	2,934,129	3,001,669	3,778,469	3,411,046

Customer Name	Receivables Balance	Receivables Overdue %
Afrifield Corporation	28,395	
Antarctcopy	26,494	100.00 %
Autohaus Mielberg KG	49,389	91.28 %
Beef House	32,534	88.16 %
Bilabankinn	19,566	99.87 %
Blanemark Hifi Center SW	-32,165	100.00 %
Blanemark Hifi Shops	52,128	79.55 %
BYT-KOMPLET s.r.o.	80,489	100.00 %
Candoxy Canada Inc.	54,594	66.12 %
Candoxy Kontor A/S	41,073	44.61 %
Candoxy Nederland BV	143,003	100.00 %
Carl Anthony	19,039	65.30 %
Centromerkur d.o.o.	67,872	100.00 %
Corporación Beta	27,649	100.00 %
Cronus Cardoxy Procurem...	16,897	100.00 %
Cronus Cardoxy Sales	42,131	100.00 %
Deerfield Graphics Compa	774	100.00 %
Total	3,411,046	84.53 %

Country	Receivables Balance	Receivables Overdue %
Great Britain	616,025	100.00 %
USA	296,667	93.64 %
United Kingdom	244,745	72.57 %
Netherlands	243,124	98.18 %
Austria	210,835	93.23 %
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Germany	159,697	74.58 %
Malaysia	138,753	60.56 %
Slovenia	118,156	73.01 %
Iceland	116,433	74.08 %
Norway	107,457	82.92 %
South Africa	106,600	87.00 %
Total	3,411,046	84.53 %

Salesperson	Receivables Balance	Receivables Overdue %
John Roberts	1,679,321	95.76 %
Peter Saddow	616,025	100.00 %
Mary A. Dempsey	425,154	43.66 %
Richard Lum	310,291	67.56 %
Bart Duncan	209,897	72.79 %
Shafin Phirose	99,725	96.27 %
Linda Martin	55,296	
N/A	15,270	100.00 %
Tjasa Gruden	58	
Peter Kozina	8	100.00 %
Total	3,411,046	84.53 %

Payment Terms Code	Receivables Balance	Receivables Overdue %
CM	1,383,134	97.20 %
1M(8D)	1,124,684	70.86 %
14 DAYS	882,629	81.75 %
N/A	20,599	100.00 %
Total	3,411,046	84.53 %

Due Overdue	Receivables Balance
Overdue	2,883,477
Before due	527,569
Total	3,411,046

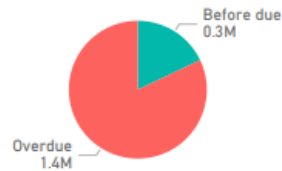
Gen Bus Posting Group Code	Receivables Balance	Receivables Overdue %
EU	1,728,168	82.07 %
DOMESTIC	616,025	100.00 %
NON EU	583,694	74.20 %
NATIONAL	244,745	72.57 %
Total	3,411,046	84.53 %

Document Type	Document No	Due Date	Overdue Days	Receivables Balance	External Document No	Posting Description
Invoice	00-17	31-01-2021	317	222,241	N/A	Opening Entries, Customers
Invoice	SI070395	04-08-2020	478	81,000	N/A	Order 109002
Invoice	00-13	31-01-2021	317	80,399	N/A	Opening Entries, Customers
Invoice	00-10	31-01-2021	317	76,168	N/A	Opening Entries, Customers
Invoice	00-15	31-01-2021	317	76,168	N/A	Opening Entries, Customers
Total			350	3,411,046		

Open Receivables

Last 3 Years

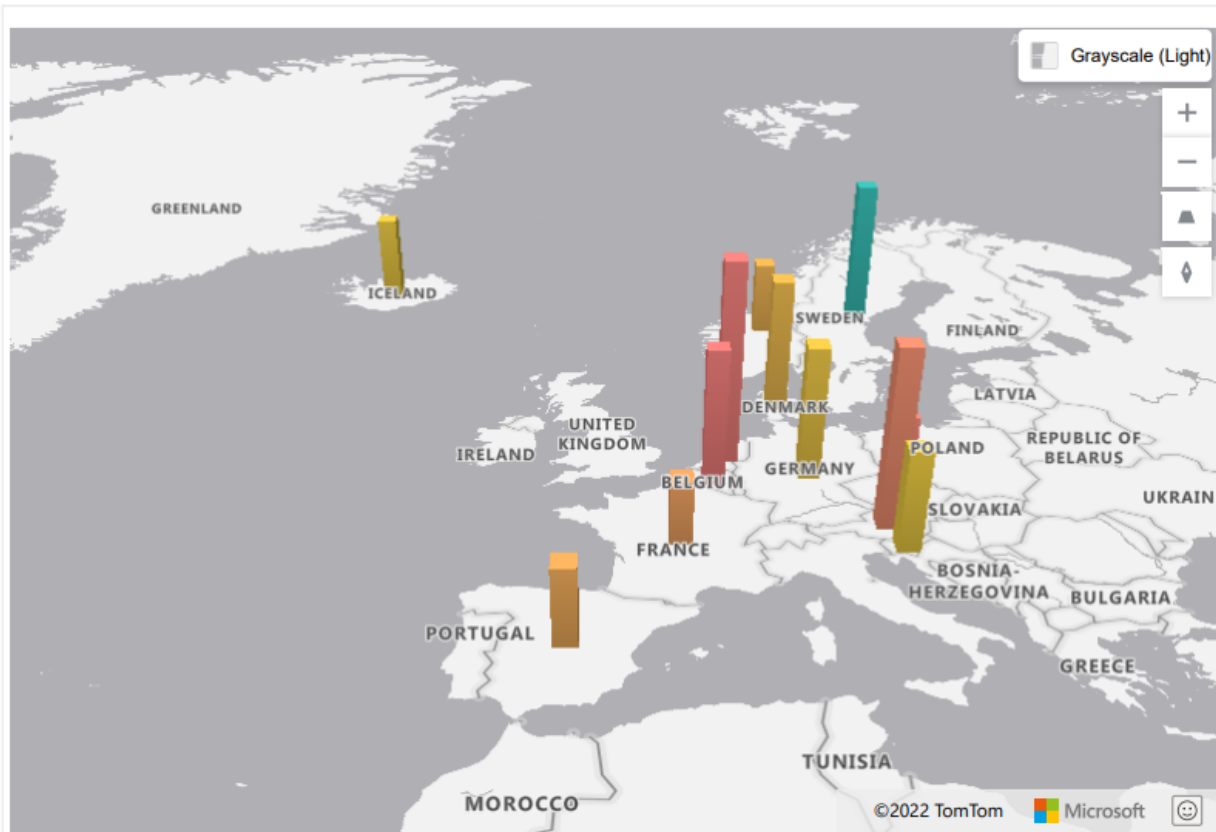
24/12/2019 - 23/12/2022



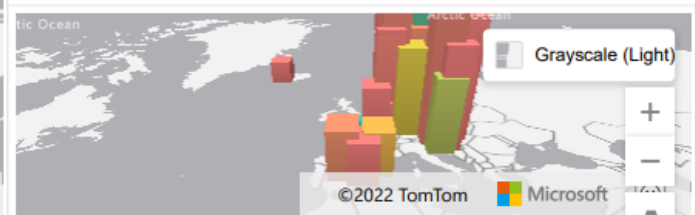
Balance	1.73M	Before Due	309.82K
Overdue %	82.07 %	Overdue	1.4M

Customer Posting Group	Receivables Balance	Before Due	Overdue	Receivables Overdue %
FOREIGN	1,675,314	309,817	1,365,497	81.51 %
EU	52,854		52,854	100.00 %
Total	1,728,168	309,817	1,418,351	82.07 %

Gen Bus Posting Group Code	Receivables Balance	Before Due	Overdue	Receivables Overdue %
EU	1,728,168	309,817	1,418,351	82.07 %
Total	1,728,168	309,817	1,418,351	82.07 %



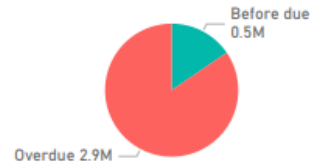
Customer Name	Receivables Balance	Before Due	Overdue	Receivables Overdue %
Designstudio Gmunden	152,261	10,292	141,968	93.24 %
Candoxy Nederland BV	143,003		143,003	100.00 %
Marsholm Karmstol	117,265	103,351	13,913	11.86 %
Meersen Meubelen	99,412	4,420	94,992	95.55 %
Gagn & Gaman	93,965	30,153	63,812	67.91 %
Klubben	82,843	18,348	64,495	77.85 %
BYT-KOMPLET s.r.o.	80,489		80,489	100.00 %
Nieuwe Zandpoort NV	70,382		70,382	100.00 %
Englunds Kontorsmöbler AB	69,846		69,846	100.00 %
Centromerker d.o.o.	67,872		67,872	100.00 %
Lovina Contractors	66,540	2,106	64,434	96.84 %
Ravel Mfbler	65,358	6,820	58,538	89.56 %
Hotel Pferdesee	60,875	32,430	28,445	46.73 %
Autohaus Mielberg KG	49,389	4,308	45,082	91.28 %
Cronus Cardoxy Sales	42,131		42,131	100.00 %
Candoxy Kontor A/S	41,073	22,749	18,325	44.61 %
Michael Feit - Möbelhaus	37,919		37,919	100.00 %
Total	1,728,168	309,817	1,418,351	82.07 %



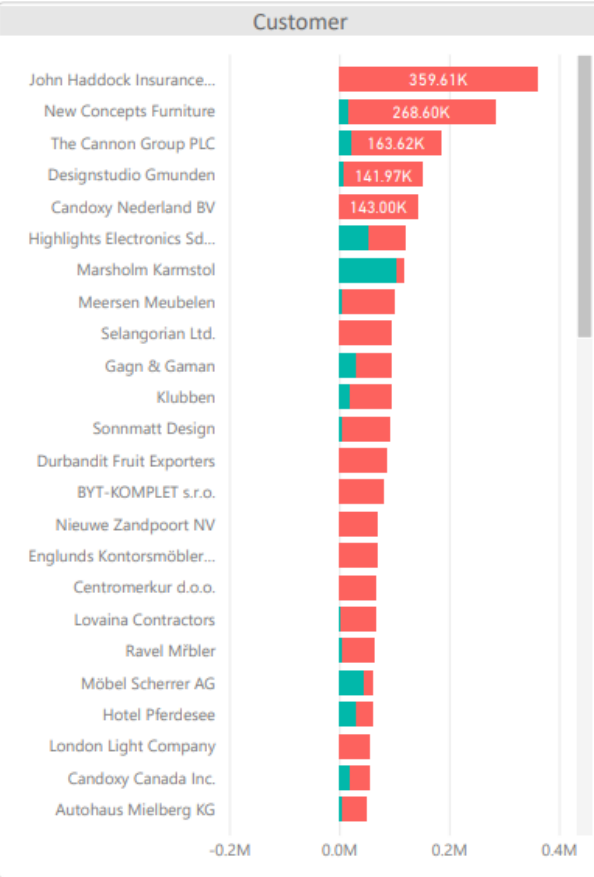
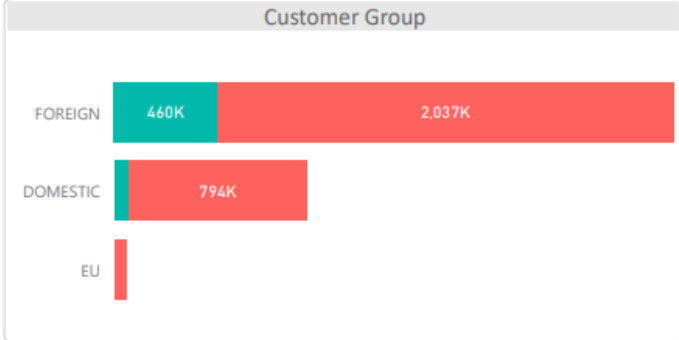
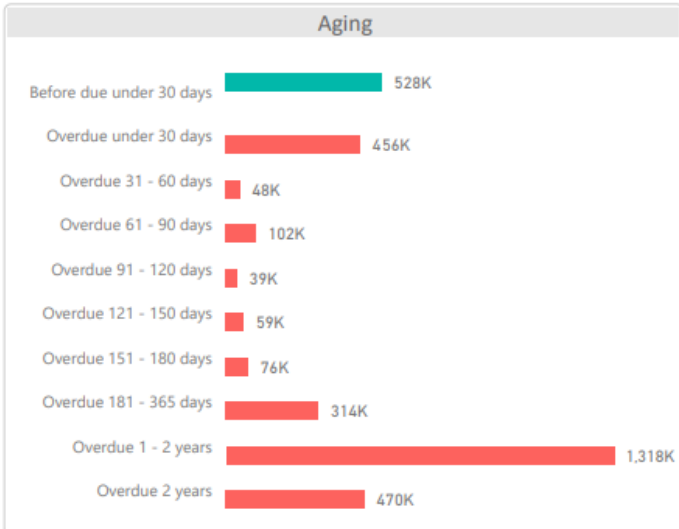
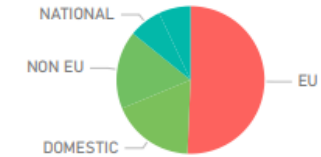
Receivables Details

Last 12 Months (Calendar)

01/12/2021 - 30/11/2022



Balance	Before Due	Sales on Credit %
3.41M	527.57K	101.71 %
Overdue %	Overdue	Sales on Credit
84.53 %	2.9M	10.9M



Details Table

Document Type	Document No	Due Date	Overdue Days	Receivables Balance
Credit Memo	SC090011	31-01-2019	1,000	-245
Credit Memo	SC012005	01-03-2019	999	-368
Credit Memo	SC090015	31-03-2019	999	-792
Credit Memo	SC090012	15-02-2019	999	-38
Invoice	SI092040	05-03-2019	999	1,061
Credit Memo	SC012006	31-03-2019	999	-26
Credit Memo	SC090009	01-01-2019	998	-1,032
Invoice	SI092041	19-03-2019	998	1,042
Invoice	SI091952	20-01-2019	998	4,260
Credit Memo	SC090016	15-04-2019	997	-2,151
Invoice	SI091953	07-02-2019	997	18,057
Invoice	SI092039	25-01-2019	997	1,033
Credit Memo	SC012004	31-01-2019	994	-1,439
Invoice	SI092038	18-01-2019	993	1,037
Credit Memo	SC090018	15-05-2019	993	-316
Invoice	SI091955	08-04-2019	992	12,177
Invoice	SI092043	12-05-2019	992	2,273
Invoice	SI060148	17-05-2019	991	3,345
Invoice	SI091956	21-05-2019	991	6,204
Invoice	SI060116	29-05-2019	989	2,583
Credit Memo	SC090019	30-05-2019	986	-11
Invoice	SI092045	14-06-2019	984	1,022
Credit Memo	SC090020	14-06-2019	984	-36
Invoice	SI091957	28-06-2019	981	12,006
Credit Memo	SC090021	29-06-2019	980	-343
Invoice	SI092046	05-07-2019	977	1,044
Invoice	SI091958	19-07-2019	972	18,468
Total			434	3,411,046

122
Measures16
Dimensions

INVENTORY

The inventory cube comes with **122 measures**, organized into 6 measure groups:

- **Inventory Invoiced Transactions:** analyze Cost and Quantity (Amount, Increase, Decrease) by Entry type (in multiple variants of measure), Average costs and Expected values (Posted to GL or Inventory Cost).
- **Inventory Shipped Transactions:** analyze Cost and Quantity (Amount, Increase,
- **Inventory State:** track the dynamics of your Inventory (Opening / Closing Qty., Balance, Stock Rotation in days, Min / Max Values, Average Qty and Value over time).
- **Inventory Aging:** track Aging value and quantity from first BC transactions with all the changes over time through detailed aging buckets.

Measure groups are sharing **16 dimensions**.

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Inventory Overview

Balance	Aging Balance	Stock Quantity	Cost Increase	Stock Turn Days	Items Out of Stock
3.03M	3.15M	235K	2.80M	325	21
Cost Amount	Purchase Cost	Sales Cost	Cost Decrease		Items Out of Stock
-2.37M	2.50M	5.00M	5.17M		8.57%

Last 18 Months



Balance

Balance Variance % (MoM and QoQ)

Stock Turnover Days

Items Out of Stock

Inventory Group	Stock Value
FINISHED	1,773,323
RESALE	665,064
RAW MAT	592,161
Total	3,030,548

Location Code	Stock Value
LOC 1	1,055,927.95
BLUE	653,039.64
LOC 2	597,168.26
YELLOW	223,510.50
LOC 3	151,613.52
N/A	125,810.87
GREEN	111,915.50
RED	68,021.40
WHITE	15,368.00
OWN LOG.	15,117.50
Total	3,030,548.14

Avg, Min, Max - Balance

Stock Quantity

Balance by Aging Group

% Items Out of Stock

Item Category	Stock Value
OFFICE	1,236,957.36
N/A	694,951.61
HARDWARE	294,161.03
TABLE	218,030.60
CHAIR	177,263.60
SOFTWARE	156,920.42
MISC	135,592.60
SPORT	116,670.92
Total	3,030,548.14

Product Group	Stock Value
N/A	1,225,838.41
CHAIR	568,922.69
BOARD	455,153.75
MISC PARTS	202,804.43
BI	138,740.60
BIKE PART	116,075.45
STORAGE	95,628.77
OFFICE SUP	81,000.00
MONITOR	73,298.40
ACCESSORY	36,252.15
ERP	18,179.82
COMPUTER	11,643.98
RAM	3,728.59
DISK	2,685.63
BIKE	595.47
Total	3,030,548.14

Cost Amount Sales

Quantity Sales

Cost Amount Purchase

Quantity Purchase

UM	Stock Value
PCS	2,985,446.02
CAN	24,430.08
BOX	20,672.04
Total	3,030,548.14

Item Table (Sales, Purchase & Inventory)

2019 2020
2021 2022

Net Sales **8.38M** Net Sales Varian % **32.18 %**
 Stock Value **3.03M** Avg Stock Value **3.25M** Stock Turn Days **333** Net Purchase **1.19M**

Company
 CRONUS Internat...
 UK 2009

Inventory Group
 FINISHED
 N/A
 RAW MAT
 RESALE

Item Category
 CHAIR
 HARDWARE
 MISC
 N/A
 OFFICE
 SOFTWARE
 SPORT
 TABLE

Location
 BLUE
 GREEN
 LOC 1
 LOC 2
 LOC 3
 N/A
 OUT. LOG.

Item Description	Stock Value	Net Sales	Purch Amount	Stock Turnover Days	Last Sale (Days)	Amount Late % Sales	Amount Late % Purch	Days Late Sales	Days Late Purch	Stock Qty	Sales Qty	Purchase Qty	Avg Sales Price	Purchase Price	Avg Stock Cost	Last Purch Price	Purch Order Qty Open
ATHENS Euro Chair	257,505	391,275	267,500	192		33.11 %		2.8		613	614	550	637	486	420	425	
PARIS Guest Chair	164,191	93,908	140,000	391	15	35.57 %		2.3		1,026	763	700	123	200	160	200	
Drawer	123,066	26,293		4,230	16	51.00 %		3.7		2,246	286		92		55		
SAPPORO Whiteboard	96,015	387,337	70,860	195	2	31.48 %		3.0		171	436	100	888	709	561	709	
CALGARY Whiteboard	95,307	259,199	70,860	243	30	39.71 %		2.7		169	287	100	903	709	564	709	
Base	90,259	30,888		2,329	14	31.48 %		2.3		4,435	877		35		20		
Bi4Dynamics NAV	88,424	1,584,619	11,095	165		40.74 %	30.59 %	2.7	3.0	50	335	6	4,730	1,849	1,768	538	
Glass Door	84,294	18,513		3,989	5	36.84 %		2.2		2,363	312		59		36		
ATLANTA Whiteboard	83,450	279,308	70,720	164	15	28.65 %		3.1		136	323	100	865	707	614	707	
ALBERTVILLE Whiteboard	81,840	237,608	70,860	222	13	43.51 %		2.9		129	267	100	890	709	634	709	
SARAJEVO Whiteboard	78,655	205,585	70,860	197	9	43.05 %		1.9		122	228	100	902	709	645	709	
Side Panel	77,403	17,127		4,779	4	29.94 %		2.2		4,326	604		28		18		
LONDON Swivel Chair	73,162	27,335	70,000	554	5	43.44 %		2.7		743	227	700	120	100	98	100	
INNSBRUCK Storage Unit	63,009	111,572	15,060	268	1	38.66 %		3.0		546	442	100	252	151	115	151	
Wooden Door	62,699	11,957		5,034	42	41.50 %		3.1		2,437	257		47		26		
17" M780 Monitor T	44,383	3,214	44,503	4,498	2	41.51 %	11.81 %	2.0	129.4	7,968	294	7,937	11	6	6	6	
Total	2,290,815	8,321,112	1,148,796	264		37.29 %	4.75 %	2.6	47.6	109,...	300,803	244,854	28	5	21	35	

Item Category Code	Stock Value	Net Sales	Purch Amount	Turnover Days	Stock Qty	Sales Qty	Purchase Qty	Avg Sales Price	Avg Stock Cost	Purchase Price	Last Purch Price	Purch Order Qty Open	Sales Order Qty Open	Net Sales YTD Var %
OFFICE	1,219,785	3,374,118	958,805	206	6,467	254,585	233,484	13	189	4	136		766	63.26 %
HARDWARE	184,842	839,865	68,387	304	42,399	29,009	9,318	29	4	7	6		97,787	85.06 %
SOFTWARE	156,920	2,462,723	36,059	167	583	2,759	209	893	269	173	4		2,047	21.97 %
SPORT	89,323	1,644,406	85,545	185	2,806	14,450	1,843	114	32	46	6		701	85.30 %
Total	1,650,870	8,321,112	1,148,796	197	52,255	300,803	244,854	28	32	5	35		101,301	53.32 %

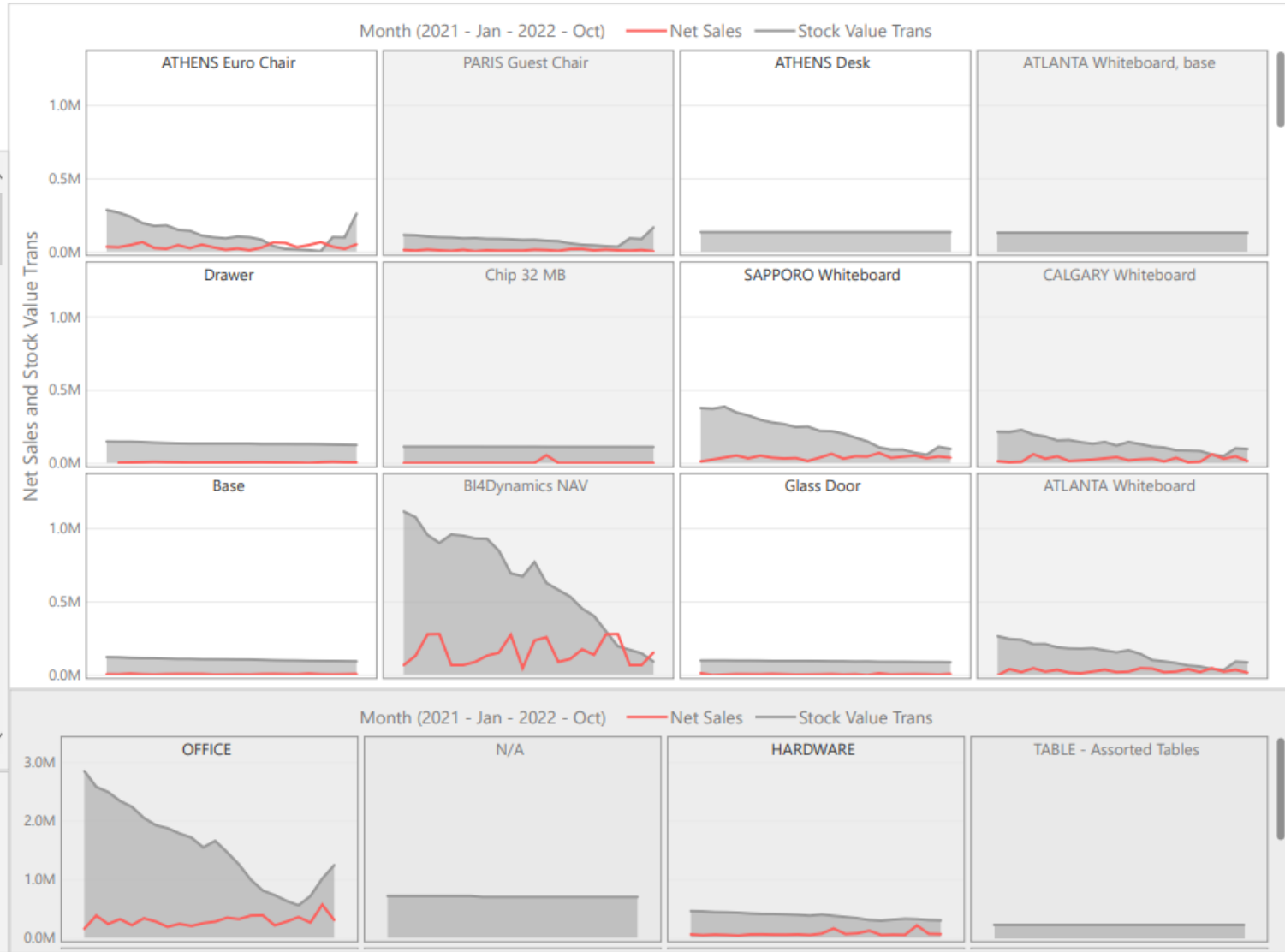
Location	Stock Value	Net Sales	Purch Amount	Turnover Days	Stock Qty	Sales Qty	Purchase Qty	Avg Sales Price	Avg Stock Cost	Purchase Price	Last Purch Price	Purch Order Qty Open	Sales Order Qty Open	Net Sales YTD Var %
LOC 1	836,200	3,147,310	710,996	187	40,605	244,679	213,854	13	21	3	35		79,016	113.96 %
LOC 2	596,343	3,701,142	407,800	187	9,375	17,294	1,000	214	64	408	408			44.22 %
LOC 3	151,417	1,472,660		223	-28,906	38,826		38	-5					58.42 %
Total	1,583,960	8,321,112	1,118,796	193	21,074	300,799	214,854	28	75	5	35		79,016	67.53 %

Stock Value and Sales by Item

2019 2020 **2021** 2022

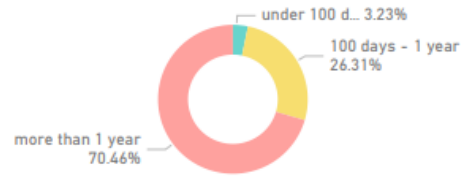
Item Description	Stock Value	Net Sales	Turnover
ATHENS Euro Chair	257,505	774,389	122
PARIS Guest Chair	164,191	186,544	380
ATHENS Desk	132,223		
ATLANTA Whiteb...	128,003	6,936	15,136
Drawer	123,066	50,962	3,661
Chip 32 MB	109,319	55,864	3,143
SAPPORO White...	96,015	767,752	173
CALGARY Whiteb...	95,307	530,169	204
Base	90,259	59,293	2,109
BI4Dynamics NAV	88,424	3,370,361	140
Glass Door	84,294	39,575	3,671
ATLANTA Whiteb...	83,450	508,839	171
ALBERTVILLE Whi...	81,840	488,034	188
SARAJEVO White...	78,655	420,090	176
Side Panel	77,403	50,936	2,915
LONDON Swivel ...	73,162	44,714	613
INNSBRUCK Stor...	63,009	211,913	251
Wooden Door	62,699	21,694	4,674
ATHENS Mobile ...	52,680	281	160,560
17" M780 Monit...	44,383	7,485	2,839
Rear Panel	37,909	19,219	2,794
Top Panel	37,667	16,976	4,321
Paper Shredder	36,000	49,900	
ANTWERP Confe...	33,128	841	33,785
Front Wheel	32,370	172,125	1,021
Rim	32,177	1,129	27,850
Back Wheel	31,646	154,820	404
Total	3,030,548	15,958,292	301

Item Category Description	Stock Value	Net Sales	Turnover
N/A	2,499,661	15,945,247	253
Assorted Ta...	218,031	1,122	166,605
Office Chair	177,264	4,316	35,053
Miscellaneous	135,593	7,607	14,664
Total	3,030,548	15,958,292	301

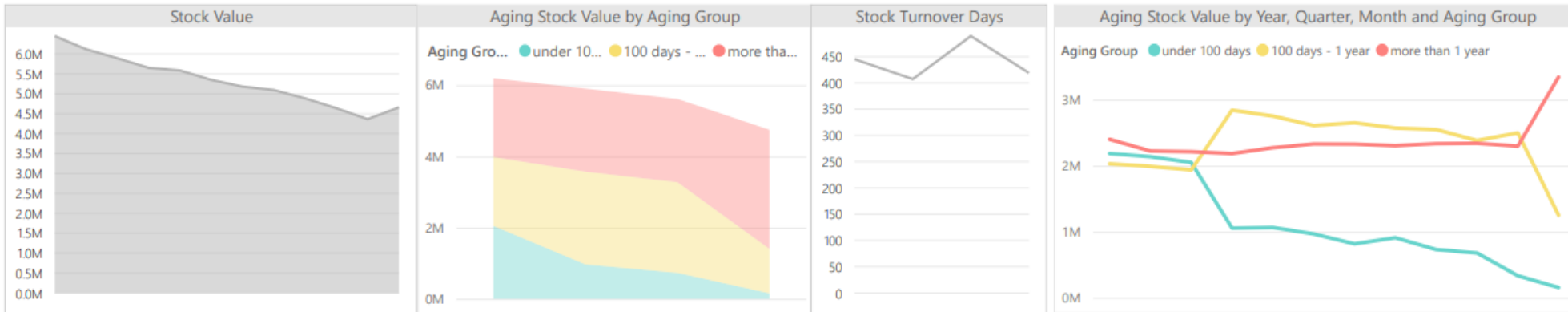


Inventory Aging

Last Years (Calendar)



Opening Stock Value	Cost Amount	Stock Value
6.46M	-1.80M	4.66M
Stock Turnover Days	Aging Quantity	Aging Balance
439	167.35K	4.75M



Aging Group	2021 - Jan	2021 - Feb	2021 - Mar	2021 - Apr	2021 - May	2021 - Jun	2021 - Jul	2021 - Aug	2021 - Sep	2021 - Oct	2021 - Nov	2021 - Dec
under 100 days	2,184,606	2,136,562	2,048,304	1,054,603	1,064,195	965,888	814,994	908,079	729,062	677,255	331,825	153,368
Under 10 days	140,680	124,494	92,254	112,914	197,550	59,893	118,960	57,715	25,760	48,922		
10 - 20 days	190,538	89,493	149,546	274,066	42,055	64,431	32,294	102,361	51,748	45,757		15
20 - 30 days	93,050	62,497	34,700	77,125	46,737	76,303	72,896	144,195	73,232	32,785		109
30 - 40 days	1,184,597	165,030	122,156	91,561	112,203	196,653	64,955	111,952	57,191	30,721	48,922	
40 - 60 days	264,290	1,250,579	94,688	181,465	326,903	86,139	139,115	106,011	245,994	124,875	74,400	
60 - 80 days	136,737	305,356	293,020	137,686	166,480	278,145	233,497	128,101	147,488	158,718	82,413	71,448
80 - 100 days	174,714	139,112	1,261,941	179,787	172,268	204,325	153,276	257,745	127,649	235,477	126,090	81,797
100 days - 1 year	2,028,905	1,989,754	1,935,689	2,841,041	2,751,889	2,608,486	2,650,135	2,570,980	2,548,887	2,382,576	2,497,575	1,248,942
100 - 120 days	257,508	158,101	260,803	236,573	87,448	191,068	311,184	55,914	130,789	100,518	212,548	109,316
120 - 180 days	679,234	776,240	517,010	1,502,269	1,719,045	519,154	384,985	617,676	622,591	387,401	340,882	391,285
180 - 270 days	800,943	518,486	734,697	705,271	624,944	1,624,548	1,660,458	1,616,205	529,446	493,767	540,578	446,388
270 - 365 days	291,221	536,928	423,180	396,927	320,452	273,715	293,508	281,185	1,266,060	1,400,890	1,403,568	301,952
more than 1 year	2,399,968	2,221,622	2,212,225	2,184,051	2,272,320	2,329,273	2,326,499	2,303,037	2,334,478	2,339,400	2,296,391	3,344,799
1 - 2 years	347,179	352,462	345,024	318,164	396,780	467,422	466,387	443,893	474,501	452,095	410,365	1,320,974
2 - 3 years	2,052,789	1,869,160	1,867,201	1,865,887	1,875,540	1,861,852	1,860,111	1,859,143	1,859,977	1,887,304	1,886,026	182,671
3 - 4 years												1,841,154
Total	6,613,479	6,347,938	6,196,218	6,079,695	6,088,404	5,903,647	5,791,628	5,782,095	5,612,427	5,399,231	5,125,791	4,747,109

Item Category Description	under 100 days	100 days - 1 year	more than 1 year	Total
N/A	153,368	1,205,284	2,846,734	4,205,386
Assorted Tables		22,458	198,852	221,311
Office Chair		21,199	162,107	183,306
Miscellaneous			137,106	137,106
Total	153,368	1,248,942	3,344,799	4,747,109

Location Code	under 100 days	100 days - 1 year	more than 1 year	Total
LOC 2	53,525	620,408	841,633	1,515,567
LOC 1	50,060	271,581	970,856	1,292,497
BLUE		10,776	642,264	653,040
LOC 3	49,782	172,233	427,416	649,431
YELLOW		26,065	197,446	223,511
N/A		88,879	81,770	170,649
Total	153,368	1,248,942	3,344,799	4,747,109

MANUFACTURING

The manufacturing cube comes with **103 measures** organized in 3 measure groups:

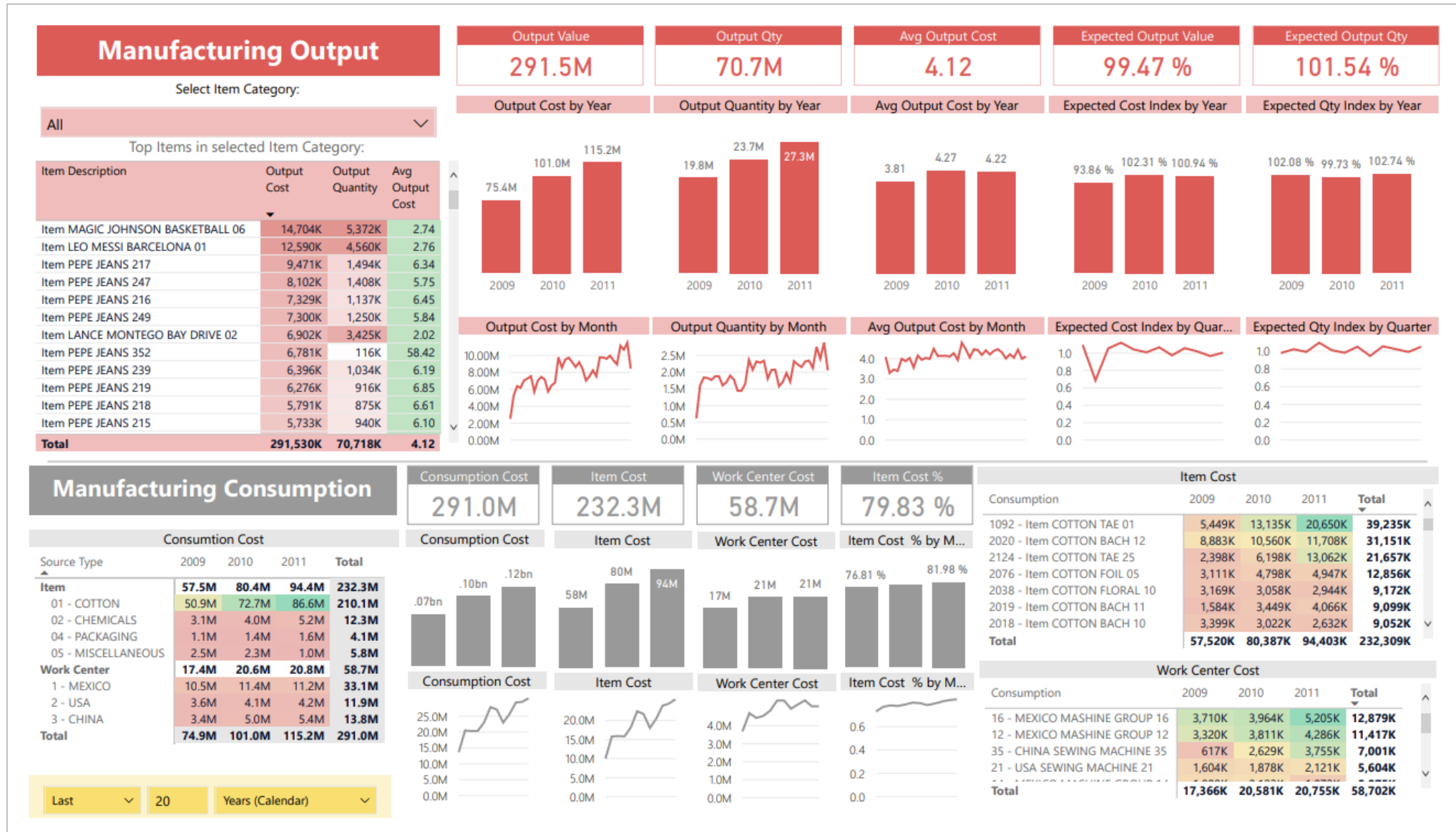
Manufacturing: Analyze Input, Output and Work-in-progress of quantities and values across items and capacities. Get the answers to your questions by using the output perspective “how have products been produced over time” or from the input perspective “which –*and where*– items have been consumed in a material capacity” for cost control or product recall.

Manufacturing Expected: Compare expected values (before starting a Production Order) with actuals and for costs and quantities at any level of the production process, thus improving production BOM.

Capacity Calendar: Analyze capacity, actuals and variance of Work Centers group (people, machines) by any BC attribute.

Capacity Times: Run, Setup and Stop Time; also available as a percentage.

Measure groups are sharing **39 dimensions**.



This manufacturer produces textile items (jeans) from cotton, chemicals and other materials. There are 3 plans: Mexico, USA and China.

Manufacturing Output

Date.Value

Last

12

Years (Calendar)

01/01/2010 - 31/12/2021

216.13M

Output Cost

50.93M

Output Quantity

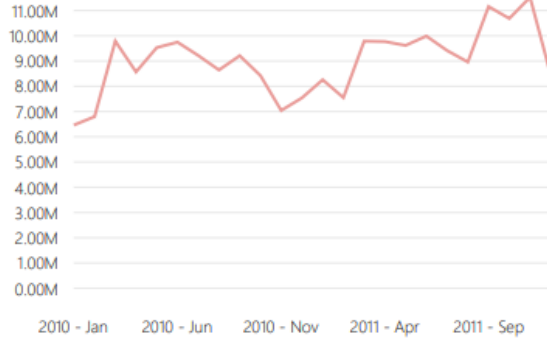
4.24

Avg Output Cost

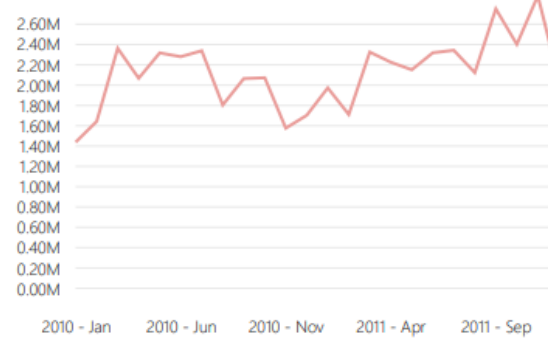
29.63

WIP

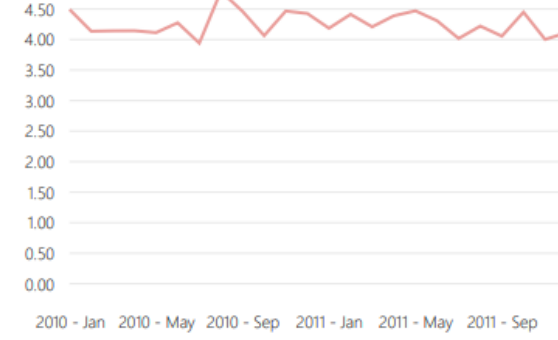
Output Cost by Month



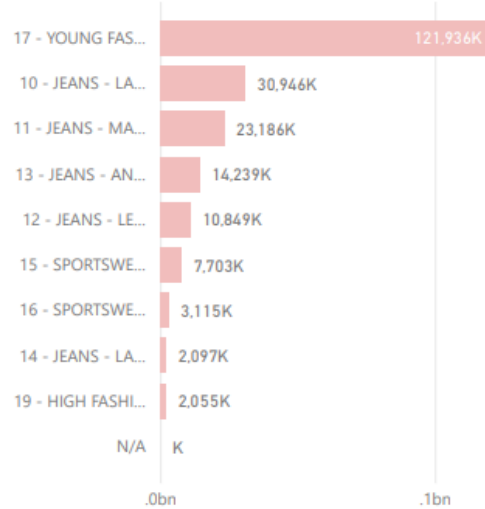
Output Quantity by Month



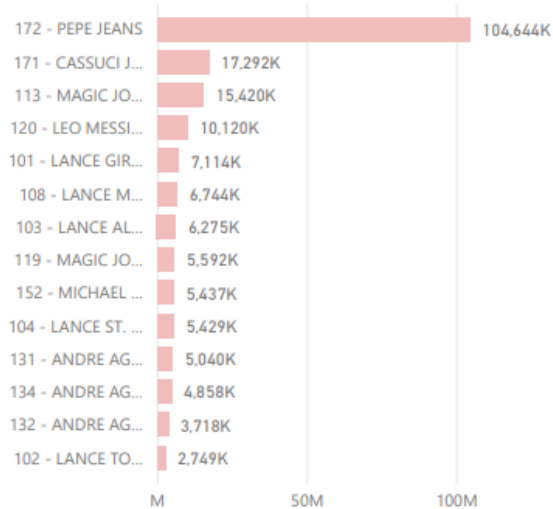
Avg Output Cost by Month



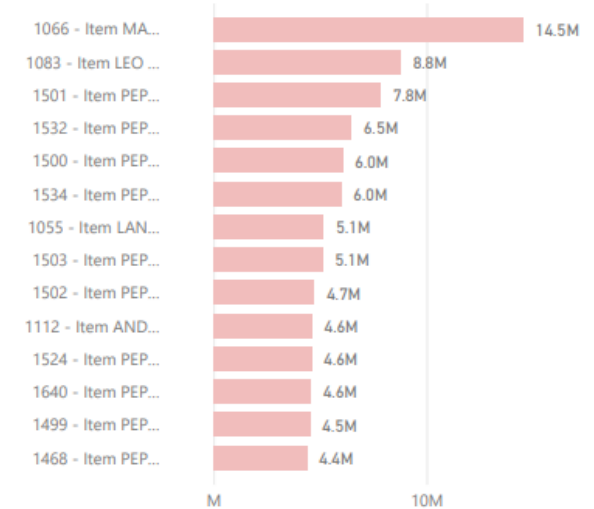
Output Cost by Item Category Group



Output Cost by Item Product Group



Output Cost by Item



Manufacturing Consumption

Date Value ▼
 Last ▼ 13 Years (Calendar) ▼
 01/01/2009 - 31/12/2021

291.01M

Consumption Cost

57.57M

Consumption Quantity

5.05

Avg Consumption Cost

-519.18K

WIP

Consumption Cost by Month



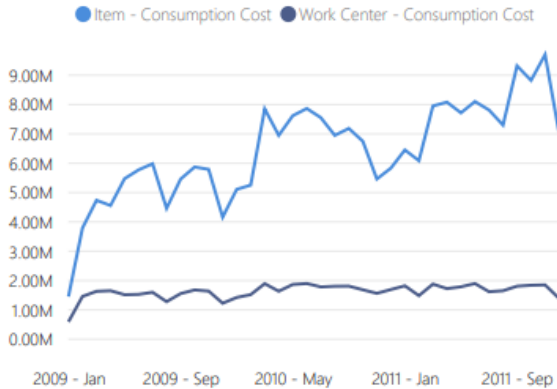
Consumption Quantity by Month



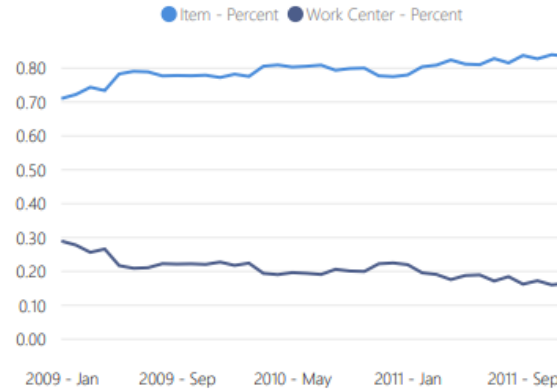
Avg Consumption Cost by Month



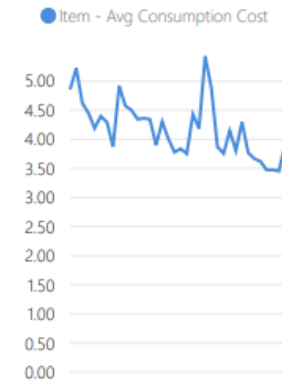
Consumption Cost by Month and Source Type



Percent by Month and Source Type



Avg Consumption Cost by Mont...



Avg Consumption Cost by Mont...



Work Center Consumption

Date.Value
 Last 12 Years (Calendar)
 01/01/2010 - 31/12/2021

41.3M Consumption Cost
113.2K Consumption Qu...
365 Avg Consumption...
88.09 % Quantity/Capacity...

Consumption Quantity by Month



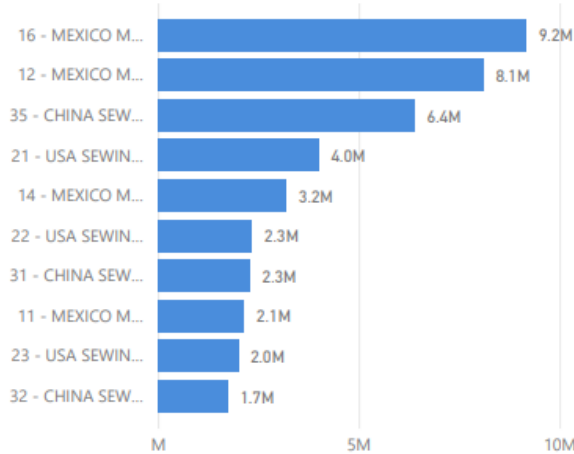
Avg Consumption Cost by Month



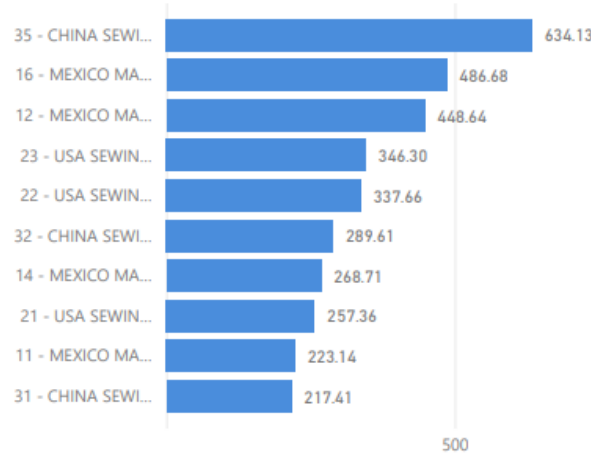
Capacity by Month



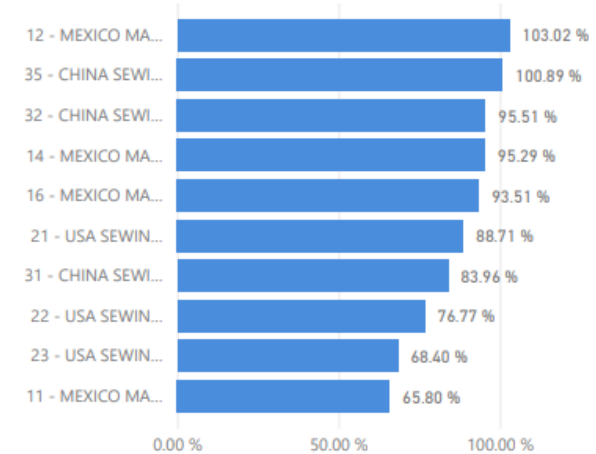
Consumption Cost by Consumption



Avg Consumption Cost by Consumption



Quantity/Capacity Index by Consumption



Best planning is when index = 100%

RETAIL

The retail cube comes with **733 measures**, organized into 9 measure groups:

POS Sales: Analyze Gross / Net Sales (per Line, M2, Item, Staff, Store and Terminal), Profit and Qty, Basket Value, Store Size, Returns, Tax, and Discounts. Well supported time intelligence with Daily / Weekly / Monthly Sales and many variances (YTD, MTD, WTD, YoY and PoP) of base measures. 89 measure are available in ACY (additional currency).

POS Payments: Analyze payment habits (Net Amount, Average Payment) by Tender Type, Card down to payment line.

POS Batch: Analyze POS events (durations, logons, returns, voids, transactions, returns).

POS Vouchers: Analyze Open amount, Net amount and Applied amount by Created, Applied and Expired Date of Vouchers.

Retail Store Information: Track Store Area M2 (from store information or from store sections) that is used for calculation of averages in other measure groups.

Voided POS Payments: Analyze voided payments.

Voided POS Sales: Analyze voided sales transactions.

Measure groups are sharing **37 dimensions**.

Retail Sales

2019
2020

Retail Sales	Retail Sales PY	Retail Sales Index	Retail Sales Variance	Voided Sales Lines	No of Receipts	No of Stores	No of Terminals	No of Staff
76.29M	79.45M	-3.97 %	-3.2M	3.06 %	20,863	28	84	26
Profit	Profit PY	Profit Index	Profit Variance	Profit %	Basket Value	Sales per Store	Sales per Terminal	Store per m2
28.27M	29.56M	-4.35 %	-1.29M	37.05 %	3,657	2.7M	908.2...	2,392

Store **68.43M**
Outlet **7.86M**

Retail Sales

Retail Sales YTD Variance

Retail Sales per m2

Retail Sales per Staff

Retail Sales per Store

Retail Sales per Terminal

Retail Sales per Line

Profit

Profit YTD Variance

Profit %

Basket Value

No of Receipts

Net Sales by Hour

Channel Type	Retail Sales	Sales per M2	Sales YTD Variance %	Profit %	Basket Value	Voided Sales %
Store	68,431,687	2,745	-3.99 %	36.98 %	4,350	2.88 %
Outlet	7,860,933	1,129	-3.75 %	37.67 %	1,532	3.69 %
Total	76,292,620	2,392	-3.97 %	37.05 %	3,657	3.06 %

Store Name	Retail Sales	Sales per M2	Sales YTD Variance %	Profit %	Basket Value	Voided Sales %
Ann Arbor	1,132,545	7,550	-13.26 %	37.42 %	1,518	4.56 %
Annapolis	930,864	9,309	0.22 %	38.16 %	1,674	3.31 %
Atlanta	3,268,070	29,710	-9.70 %	36.92 %	4,381	2.86 %
Atlantic City	3,181,387	26,512	-14.23 %	36.44 %	4,328	4.38 %
Austin	3,260,999	27,175	-9.64 %	37.82 %	4,419	4.67 %
Bellevue	3,287,056	25,285	-8.45 %	37.42 %	4,478	2.59 %
Bloomington	1,140,147	9,501	-9.58 %	38.32 %	1,532	2.85 %
Cambridge	3,296,773	27,473	-7.13 %	37.15 %	4,384	2.58 %
Chicago	3,233,052	23,093	-5.07 %	37.58 %	4,334	2.75 %
Cincinnati	3,134,253	20,895	-13.97 %	35.67 %	4,135	3.45 %
Columbia	3,316,564	25,512	-5.80 %	35.00 %	4,324	1.92 %
Costa Mesa	3,036,022	21,686	-11.40 %	36.81 %	4,458	2.07 %
Houston	2,775,842	20,474	-7.45 %	36.92 %	4,362	2.25 %
Total	76,292,620	20,732	-3.97 %	37.05 %	3,657	3.06 %

Voided Transactions %

● Sales ● Payments

Basket Value

0 - 5000 5000 - 10000 10000 - 20000

Selected Month

(select 1 month due to MTD calculations)

Retail Sales	per Store	per Terminal	per M2	Profit	Profit %	No of Receipts	Basket
6.16M	219.8K	73K	193	2.31M	37.60 %	2K	3,614

2019 - Jan...	2019 - Feb...	2019 - Ma...	2019 - April	2019 - May	2019 - June	2019 - July	2019 - Au...	2019 - Sep...	2019 - Oct...	2019 - No...	2019 - De...	2020 - Jan...	2020 - Feb...	2020 - Ma...	2020 - April
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Day	Net Sales POS	Net Sales POS MTD	Net Sales POS MTD Index	Net Sales POS MTD Variance	Net Sales POS MTD Variance %	Profit % POS	No of Receipts - POS sales
01.03.2020	224,513	224,513	102.09 %	4,598	2.09 %	37.39 %	59
02.03.2020	287,921	512,433	111.66 %	53,521	11.66 %	37.11 %	61
03.03.2020	139,598	652,032	110.32 %	60,987	10.32 %	40.00 %	29
04.03.2020	139,542	791,574	114.86 %	102,396	14.86 %	40.00 %	44
05.03.2020	179,995	971,569	111.45 %	99,811	11.45 %	37.99 %	58
06.03.2020	150,053	1,121,622	110.00 %	101,987	10.00 %	34.36 %	58
07.03.2020	157,137	1,278,759	104.34 %	53,162	4.34 %	39.90 %	41
08.03.2020	194,629	1,473,388	102.44 %	35,050	2.44 %	36.30 %	61
09.03.2020	204,703	1,678,091	104.20 %	67,678	4.20 %	38.94 %	60
10.03.2020	193,469	1,871,560	107.16 %	125,031	7.16 %	37.78 %	60
11.03.2020	344,891	2,216,451	113.59 %	265,161	13.59 %	39.47 %	59
12.03.2020	221,116	2,437,567	113.22 %	284,700	13.22 %	32.57 %	64
13.03.2020	229,131	2,666,698	109.92 %	240,628	9.92 %	33.94 %	61
14.03.2020	258,814	2,925,512	109.66 %	257,745	9.66 %	39.70 %	60
15.03.2020	119,216	3,044,728	108.93 %	249,551	8.93 %	39.09 %	45
16.03.2020	108,292	3,153,020	108.60 %	249,652	8.60 %	40.00 %	43
17.03.2020	273,529	3,426,549	107.79 %	247,664	7.79 %	37.39 %	63
18.03.2020	221,236	3,647,785	105.67 %	195,573	5.67 %	37.24 %	60
19.03.2020	87,859	3,735,644	105.16 %	183,334	5.16 %	37.47 %	33
20.03.2020	79,489	3,815,132	105.21 %	188,832	5.21 %	38.79 %	44
21.03.2020	221,829	4,036,962	105.13 %	196,883	5.13 %	39.11 %	59
22.03.2020	191,957	4,228,919	105.02 %	201,992	5.02 %	38.28 %	64
23.03.2020	253,121	4,482,040	106.92 %	290,225	6.92 %	38.22 %	45
24.03.2020	174,352	4,656,391	105.99 %	263,164	5.99 %	35.91 %	60
25.03.2020	201,361	4,857,752	105.78 %	265,483	5.78 %	38.52 %	59
26.03.2020	207,297	5,065,050	105.73 %	274,321	5.73 %	35.64 %	62
27.03.2020	250,276	5,315,326	105.51 %	277,601	5.51 %	38.47 %	63
28.03.2020	213,313	5,528,639	104.25 %	225,613	4.25 %	36.91 %	61
29.03.2020	254,293	5,782,932	104.07 %	226,189	4.07 %	36.84 %	59
30.03.2020	206,475	5,989,407	104.42 %	253,451	4.42 %	39.56 %	60
31.03.2020	165,718	6,155,126	104.36 %	257,343	4.36 %	34.75 %	48
Total	6,155,126					37.60 %	1,703

Net Sales POS by Latitude and Longitude



Store Name	Net Sales POS	Net Sales POS per M2	Profit % POS	No of Receipts - POS sales	Basket Value POS
Los Angeles	331,860	3,017	39.44 %	62	5,353
New York	304,338	1,902	36.20 %	77	3,952
San Diego	298,948	2,491	38.98 %	57	5,245
Oak Brook	291,682	1,945	39.41 %	59	4,944
Chicago	289,054	2,065	39.47 %	60	4,818
Seattle	282,269	2,566	35.64 %	62	4,553
Bellevue	267,633	2,059	38.32 %	61	4,387
Tyson's Corner	264,052	1,760	38.72 %	60	4,401
Atlantic City	263,463	2,196	39.59 %	58	4,542
Costa Mesa	260,568	1,861	38.13 %	59	4,416
Santa Clara	257,271	2,144	38.53 %	59	4,361
Cambridge	256,810	2,140	39.52 %	57	4,505
Miami	252,199	1,681	39.02 %	59	4,275
Austin	251,825	2,099	37.03 %	60	4,197
Philadelphia	240,078	1,412	33.06 %	65	3,694
Total	6,155,126	1,673	37.60 %	1,703	3,614

Sales by Store

(over month)

Company Name
All

2019 2020

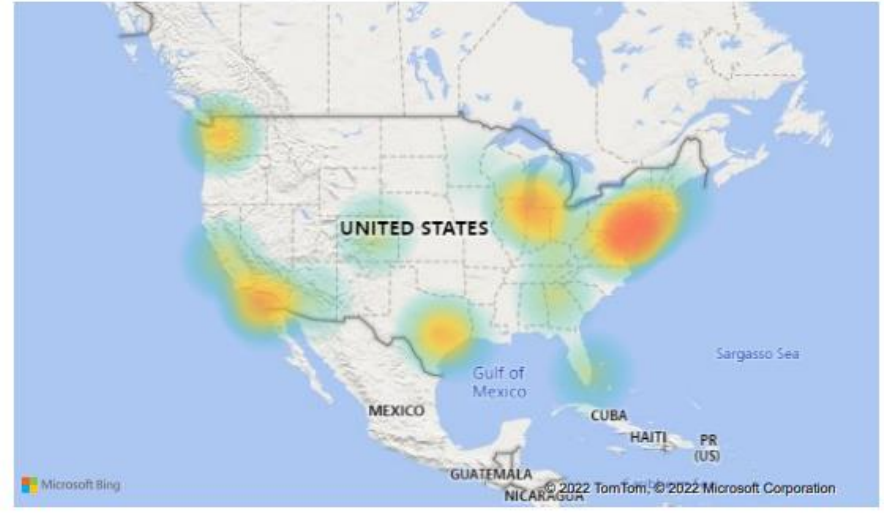
Retail Sales	Retail Sales PY	Retail Sales Index	Retail Sales Variance	Basket Value
76.29M	79.45M	96.03 %	-3.2M	3,657
Profit	Profit PY	Profit Index	Profit %	No of Receipts
28.3M	29.6M	95.65 %	37.05 %	20.9K



- Store Name
- Select all
 - Ann Arbor
 - Annapolis
 - Atlanta
 - Atlantic City
 - Austin
 - Bangalore store
 - Bellevue
 - Bloomington
 - Cambridge
 - Chicago
 - Cincinnati
 - Columbia
 - Costa Mesa
 - Delhi store
 - Distribution Ce...
 - Distribution Ce...
 - Houston
 - Lone Tree
 - Los Angeles
 - Miami
 - Mission Viejo
 - Mumbai store
 - N/A
 - New York
 - Oak Brook
 - Palo Alto
 - Philadelphia



Net Sales POS by Latitude and Longitude



Store Name	Net Sales POS	Net Sales POS per M2	Profit % POS	No of Receipts - POS sales	Basket Value POS
New York	3,849,577	24,060	37.44 %	854	4,508
Philadelphia	3,409,745	20,057	36.86 %	750	4,546
Los Angeles	3,318,748	30,170	38.38 %	743	4,467
Columbia	3,316,564	25,512	35.00 %	767	4,324
San Diego	3,301,083	27,509	37.31 %	744	4,437
Cambridge	3,296,773	27,473	37.15 %	752	4,384
Seattle	3,288,095	29,892	37.12 %	747	4,402
Bellevue	3,287,056	25,285	37.42 %	734	4,478
Houston	3,275,842	20,474	36.93 %	751	4,362
Atlanta	3,268,070	29,710	36.92 %	746	4,381
Austin	3,260,999	27,175	37.82 %	738	4,419
Scottsdale	3,253,372	23,238	36.44 %	753	4,321
Chicago	3,233,052	23,093	37.58 %	746	4,334
Tysons Corner	3,200,549	21,337	36.50 %	750	4,267
Miami	3,192,185	21,281	37.22 %	735	4,343
Atlantic City	3,181,387	26,512	36.44 %	735	4,328
Oak Brook	3,181,261	21,208	37.70 %	743	4,282
Cincinnati	3,134,253	20,895	35.67 %	758	4,135
Santa Clara	3,119,801	25,998	37.08 %	745	4,188
Costa Mesa	3,036,022	21,686	36.81 %	681	4,458
Lone Tree	3,027,256	27,521	36.75 %	761	3,978
Troy	1,357,100	11,309	38.37 %	851	1,595
Bloomington	1,140,147	9,501	38.32 %	744	1,532
Ann Arbor	1,132,545	7,550	37.42 %	746	1,518
Mission Viejo	1,111,581	9,263	36.84 %	749	1,484
San Antonio	1,109,321	9,244	37.67 %	736	1,507
Palo Alto	1,079,375	7,710	36.77 %	748	1,443
Total	76,292,620	20,732	37.05 %	20,863	3,657

Basket Value

(with Profit % as colour)

Last

48

Months

Basket Value

3,646

No of Receipts

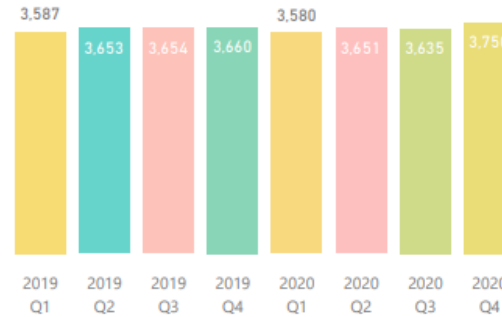
42.7K

Retail Sales

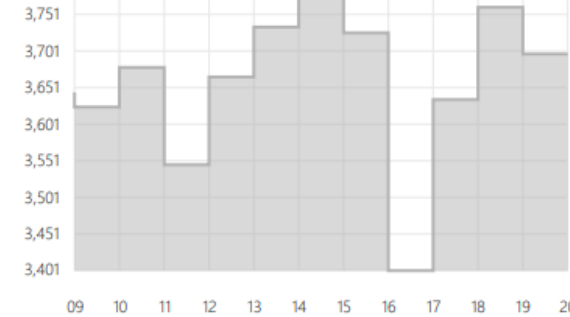
155.7M

Channel Type	Net Sales POS	Basket Value POS	Profit % POS
Store	139,710,239	4,335	37.05 %
Outlet	16,028,111	1,529	37.83 %
Total	155,738,350	3,646	37.13 %

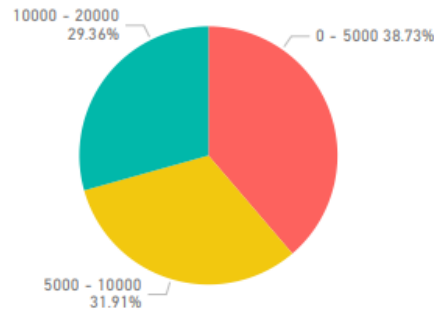
Basket Value and Profit % as colour



Basket Value POS by Hour



Basket Buckets (SHARE)



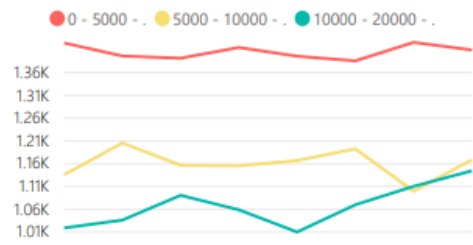
Average Basket Value Store

Store Name	2019 - Q1	2019 - Q2	2019 - Q3	2019 - Q4	2020 - Q1	2020 - Q2	2020 - Q3
Ann Arbor	1,573	1,668	1,444	1,561	1,624	1,466	1,388
Annapolis	1,424	1,554	1,599	1,548	1,653	1,677	1,671
Atlanta	4,366	4,072	4,419	4,601	4,063	4,032	4,877
Atlantic City	4,684	4,783	4,276	4,425	4,285	4,232	4,455
Austin	4,327	4,055	3,951	4,817	4,482	4,957	3,888
Bellevue	4,417	4,593	4,456	3,896	4,192	4,091	4,511
Bloomington	1,511	1,562	1,407	1,527	1,492	1,538	1,622
Cambridge	3,883	4,484	4,404	4,437	3,980	3,797	4,762
Chicago	4,133	3,952	4,345	3,999	4,775	4,201	3,992
Cincinnati	4,317	4,062	4,416	4,714	4,058	4,548	3,622
Columbia	4,463	4,073	3,864	4,554	3,992	4,410	4,411
Costa Mesa	4,204	4,380	4,728	4,548	4,343	4,262	4,612
Houston	4,220	4,779	4,072	4,288	4,067	4,600	4,632
Lone Tree	4,277	4,627	4,826	4,337	4,034	4,053	3,892
Los Angeles	4,537	3,686	4,588	4,796	4,478	4,340	4,192
Miami	4,353	4,667	4,543	3,993	4,090	4,406	4,162
Mission Viejo	1,492	1,454	1,605	1,444	1,516	1,559	1,472
New York	3,848	4,383	4,465	4,474	4,040	4,650	4,522
Oak Brook	3,953	4,167	4,390	4,701	4,552	3,916	4,512
Palo Alto	1,483	1,534	1,566	1,520	1,557	1,346	1,422
Philadelphia	3,884	4,094	4,584	4,126	4,331	4,806	4,992
San Antonio	1,473	1,451	1,657	1,351	1,355	1,614	1,432
San Diego	4,380	4,492	3,772	4,292	4,258	4,888	4,192
Santa Clara	3,458	4,115	4,433	4,175	4,176	4,274	3,902
Scottsdale	4,305	4,377	4,218	3,794	4,001	4,168	3,992
Seattle	4,738	4,719	4,334	4,216	4,775	3,769	4,722
Total	3,587	3,653	3,654	3,660	3,580	3,651	3,635

Net Sales POS by Store

Store Name	Net Sales POS	Basket Value POS	Profit % POS
New York	7,532,805	4,400	37.29 %
Atlantic City	6,890,446	4,445	36.86 %
Atlanta	6,887,008	4,375	37.15 %
Bellevue	6,877,509	4,400	36.93 %
Austin	6,869,997	4,359	37.32 %
Cambridge	6,846,579	4,314	36.69 %
Columbia	6,837,179	4,297	36.09 %
Houston	6,815,256	4,344	36.99 %
Cincinnati	6,777,664	4,263	36.66 %
Chicago	6,638,834	4,215	37.80 %
Los Angeles	6,635,306	4,438	37.42 %
Seattle	6,629,840	4,447	37.41 %
Tyson's Corner	6,519,356	4,338	36.80 %
San Diego	6,483,556	4,334	37.53 %
Philadelphia	6,477,461	4,359	36.78 %
Costa Mesa	6,462,823	4,448	36.95 %
Scottsdale	6,378,615	4,241	36.43 %
Miami	6,374,712	4,360	37.18 %
Lone Tree	6,359,795	4,240	37.01 %
Oak Brook	6,332,162	4,302	37.62 %
Santa Clara	6,083,334	4,121	37.18 %
Troy	2,701,124	1,586	38.28 %
Ann Arbor	2,438,149	1,541	37.68 %
Bloomington	2,401,037	1,517	37.98 %
Mission Viejo	2,226,586	1,490	37.57 %
Total	155,738,350	3,646	37.13 %

Basket Bucket over Time



Time

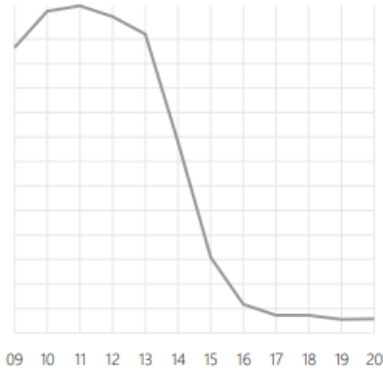
(by Quarter of Hour, Day, Month)

Retail Sales
155.7M

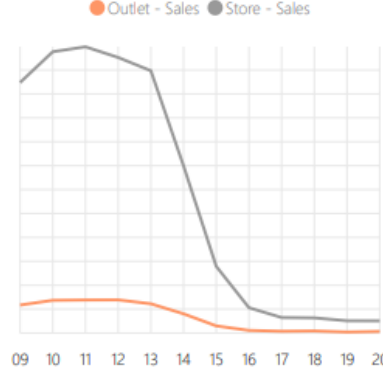
No of Receipts
42.7K

Hour

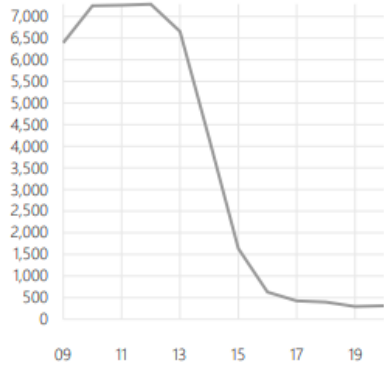
Net Sales by Hour



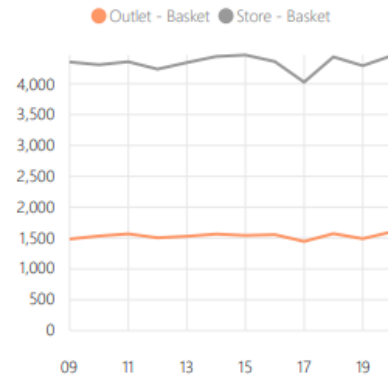
Net Sales by Hour



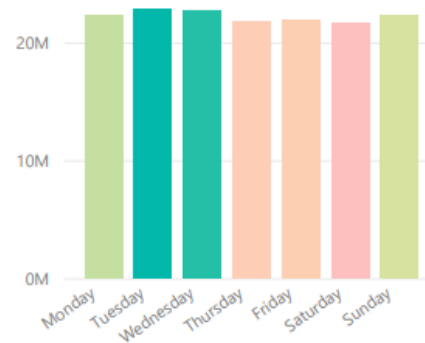
No of Receipts by Hour



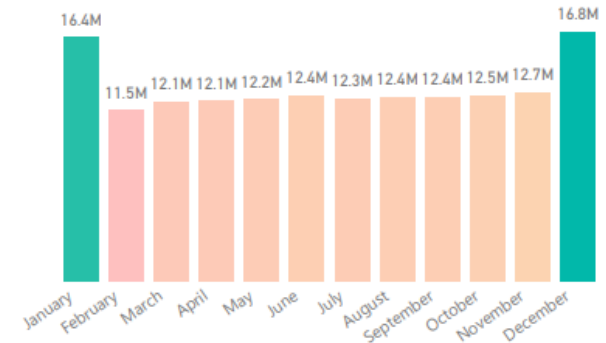
Basket by Hour



Retail Sales by Week Day



Retail Sales by Month



Net Sales by Store and Hour

Store Name	09	10	11	12	13	14	15	16	17	18	19	20	Total
New York	1.2M	1.2M	1.4M	1.2M	1.1M	0.8M	0.4M	0.1M	0.1M	0.1M	0.1M	0.0M	7.5M
Atlantic City	1.1M	1.2M	1.3M	1.1M	0.8M	0.7M	0.3M	0.1M	0.0M	0.1M	0.1M	0.1M	6.9M
Atlanta	1.0M	1.2M	1.2M	1.3M	1.0M	0.6M	0.3M	0.1M	0.1M	0.0M	0.0M	0.0M	6.9M
Bellevue	0.9M	1.1M	1.2M	1.3M	1.1M	0.6M	0.2M	0.2M	0.1M	0.1M	0.1M	0.1M	6.9M
Austin	1.0M	1.1M	1.1M	1.3M	1.1M	0.7M	0.2M	0.1M	0.1M	0.1M	0.0M	0.1M	6.9M
Cambridge	1.0M	1.1M	1.2M	1.1M	1.2M	0.6M	0.2M	0.1M	0.0M	0.0M	0.1M	0.0M	6.8M
Columbia	1.0M	1.1M	1.1M	1.0M	1.1M	0.9M	0.3M	0.1M	0.1M	0.1M	0.0M	0.0M	6.8M
Houston	0.9M	1.1M	1.3M	1.1M	1.0M	0.7M	0.3M	0.1M	0.0M	0.1M	0.1M	0.0M	6.8M
Cincinnati	1.0M	1.2M	1.1M	1.1M	1.1M	0.7M	0.3M	0.1M	0.0M	0.0M	0.0M	0.0M	6.8M
Chicago	0.8M	1.1M	1.1M	1.1M	1.1M	0.7M	0.3M	0.1M	0.1M	0.1M	0.1M	0.1M	6.6M
Los Angeles	0.9M	1.0M	1.2M	1.1M	1.0M	0.7M	0.3M	0.1M	0.1M	0.1M	0.1M	0.0M	6.6M
Seattle	0.9M	1.1M	1.1M	1.1M	1.1M	0.7M	0.3M	0.1M	0.0M	0.1M	0.1M	0.0M	6.6M
Tysons Corn...	0.9M	1.2M	1.0M	1.0M	1.0M	0.7M	0.3M	0.2M	0.1M	0.1M	0.0M	0.0M	6.5M
San Diego	1.1M	1.2M	1.0M	1.1M	1.1M	0.6M	0.1M	0.1M	0.1M	0.1M	0.0M	0.1M	6.5M
Philadelphia	1.0M	1.0M	1.1M	1.1M	1.1M	0.5M	0.2M	0.1M	0.1M	0.1M	0.0M	0.1M	6.5M
Costa Mesa	1.0M	1.0M	1.1M	0.9M	1.1M	0.7M	0.3M	0.1M	0.1M	0.0M	0.1M	0.0M	6.5M
Scottsdale	1.1M	1.0M	1.1M	1.2M	1.1M	0.5M	0.2M	0.1M	0.1M	0.0M	0.0M	0.0M	6.4M
Miami	1.0M	1.3M	1.1M	0.9M	0.9M	0.7M	0.2M	0.1M	0.1M	0.1M	0.0M	0.0M	6.4M
Lone Tree	1.1M	1.1M	1.0M	1.1M	0.9M	0.6M	0.2M	0.1M	0.0M	0.1M	0.0M	0.1M	6.4M
Oak Brook	0.9M	1.1M	1.0M	1.0M	1.0M	0.7M	0.3M	0.1M	0.1M	0.0M	0.0M	0.0M	6.3M
Santa Clara	1.0M	0.8M	1.1M	0.9M	1.0M	0.7M	0.3M	0.1M	0.0M	0.1M	0.0M	0.0M	6.1M
Troy	0.4M	0.5M	0.5M	0.5M	0.4M	0.3M	0.1M	0.0M	0.0M	0.0M	0.0M	0.0M	2.7M
Ann Arbor	0.4M	0.4M	0.4M	0.4M	0.4M	0.2M	0.1M	0.0M	0.0M	0.0M	0.0M	0.0M	2.4M
Total	23.3M	26.3M	26.7M	25.8M	24.4M	15.6M	6.2M	2.3M	1.4M	1.4M	1.1M	1.2M	155.7M

Last 48 Months (Calendar)

Tender Type	Net Payment	Avg Pay	Voided %
Cards	92,324,046	3,276	0.09 %
Cash	44,854,358	2,942	0.15 %
Check	10,291,286	3,843	
Gift Card	8,148,934	3,781	0.05 %
Loyalty Cards	8,390,499	3,759	0.04 %
Total	164,009,123	3,248	0.10 %

Store Name	Net Payment	Avg Pay	Voided %
New York	7,830,535	3,803	0.15 %
Atlantic City	7,352,095	3,994	
Bellevue	7,305,274	3,945	
Austin	7,279,774	3,848	
Cambridge	7,254,349	3,814	0.11 %
Columbia	7,226,326	3,805	0.05 %
Houston	7,224,314	3,847	0.05 %
Atlanta	7,156,177	3,923	
Cincinnati	7,132,963	3,788	0.11 %
Los Angeles	7,093,665	4,012	0.17 %
Seattle	7,041,815	4,087	0.12 %
Chicago	7,034,835	3,752	0.21 %
San Diego	6,928,543	3,964	
Costa Mesa	6,907,183	4,020	
Philadelphia	6,852,311	3,902	
Miami	6,739,154	3,886	
Oak Brook	6,710,184	3,852	
Lone Tree	6,546,794	3,657	0.11 %
Tysons Corner	6,537,276	3,714	
Santa Clara	6,501,557	3,765	
Scottsdale	6,385,097	3,567	0.06 %
Troy	2,847,919	1,435	0.40 %
Ann Arbor	2,568,545	1,391	0.22 %
Bloomington	2,544,986	1,360	0.11 %
Mission Viejo	2,371,697	1,355	0.23 %
Palo Alto	2,355,932	1,335	0.11 %
San Antonio	2,318,393	1,338	0.25 %
Total	164,009,123	3,248	0.10 %

Payments

Net Payment

164.01M

Net Payment - Cards

92.32M

Net Payment - Cash

44.85M

Avg Payment

3,248

Avg Payment - Cards

3,276

Avg Payment - Cash

2,942

Voided %

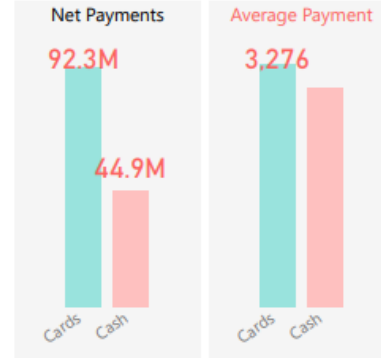
0.10 %

Net Payment by Month

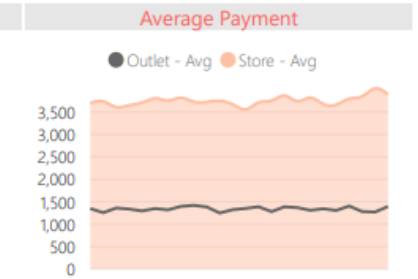
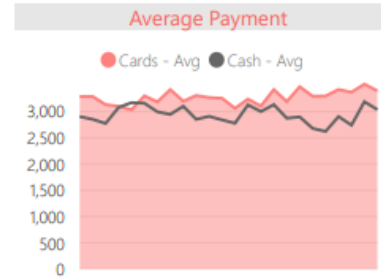
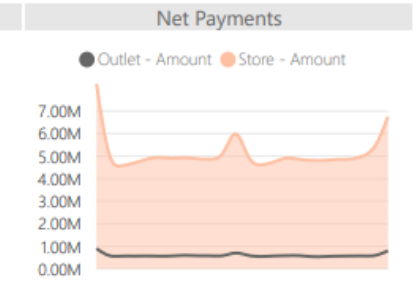
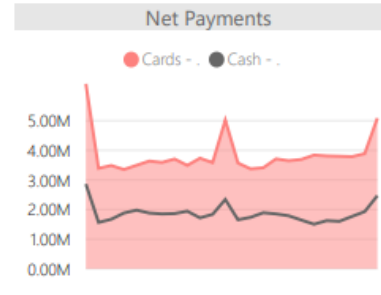
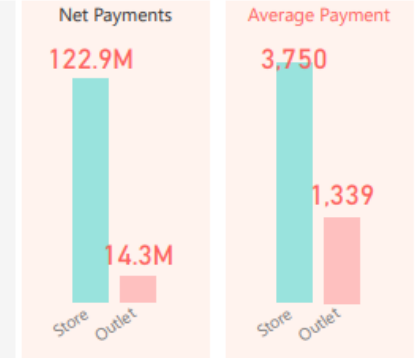
Avg Payment

Voided Payments %

Cash vs Cards



Store vs Factory Outlet



Item Sales

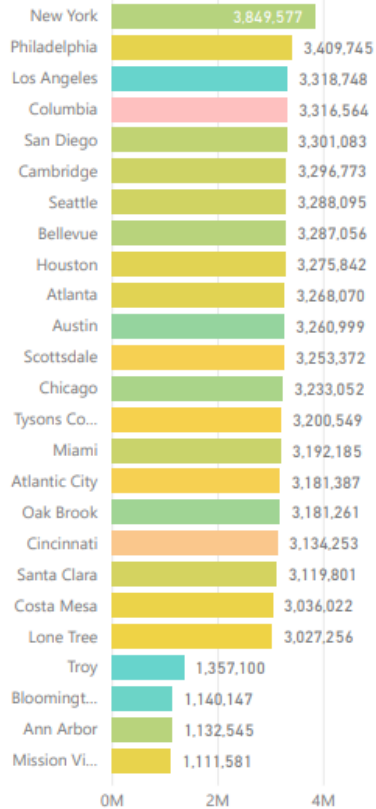
Net Sales by Item Group



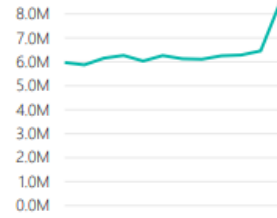
Retail Sales	Retail Sales PY	Retail Sales Index	Retail Sales Variance	Basket Value
76.29M	79.4M	96.03 %	-3.15M	3.7K
Profit	Profit PY	Profit Index	Profit %	No of Receipts
28.3M	29.6M	95.65 %	37.05 %	20.9K

2019
2020

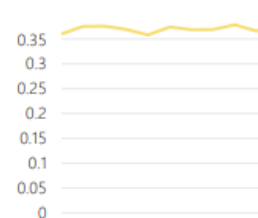
Net Sales POS by Store



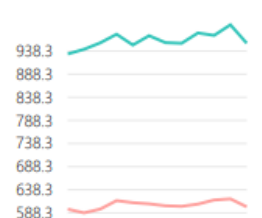
Retail Sales POS by Month



Profit % POS by Month

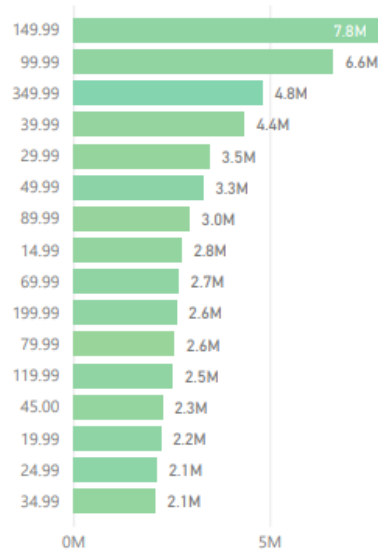


Sales Price POS and Sales Co...

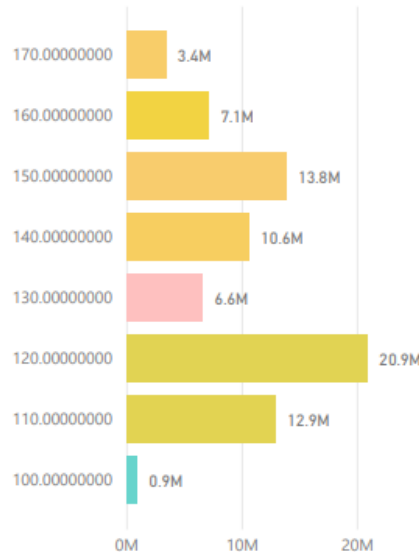


Item	Net Sales POS	Profit % POS
0183 - Deluxe GPS Fitness Watch	2,442,930	38.11 %
0059 - Premium Cricket Bat	2,372,932	38.41 %
0009 - Premium Full Finger Gloves	2,262,600	37.30 %
0021 - Premium BMX Youth Helmet	1,997,101	37.43 %
0137 - Decline/Flat Bench	1,490,929	36.11 %
0020 - Signature BMX Youth Helmet	1,485,705	37.19 %
0058 - Signature Cricket Bat	1,403,536	37.37 %
0182 - Basic GPS Fitness Watch	1,387,931	37.06 %
0091 - Roller Hockey Skates	1,239,938	38.06 %
0014 - Adult Baseball Outfield Glove	1,090,543	37.07 %
0161 - Childrens Sneaker	1,037,931	37.75 %
0160 - Womens Sneaker	1,022,932	37.01 %
0007 - Full Finger BMX Gloves	1,021,089	37.86 %
0120 - Official Soccer Ball	1,016,932	37.88 %
0159 - Mens Sneaker	1,013,932	36.98 %
0156 - Mens Fleece Jacket	985,538	38.05 %
0098 - Deluxe Folding Mat	951,932	36.47 %
0167 - Mens Snow Pants	935,938	38.27 %
0172 - Womens Snow Pants	935,938	38.65 %
0018 - Adult First Base Mitt	917,939	36.86 %
0139 - Deluxe Incline Bench	915,535	36.88 %
0133 - Hyperextension Ab Bench	910,537	36.94 %
0013 - Adult Baseball Infield Glove	908,939	37.03 %
0037 - Wheeled Backpack	871,127	37.69 %
0114 - 36" Complete Longboard	871,127	38.02 %
0136 - Barbell Mid Width Bench	829,336	35.86 %
0022 - Full Face BMX Helmet	800,738	37.08 %
0134 - Abdominal Bench	789,534	36.72 %
0010 - Signature BMX Gloves	771,385	37.48 %
0016 - Adult Catchers Mitt	771,337	3.05 %
0008 - Mesh BMX Gloves	752,198	37.47 %
0115 - Logo Balance Board	747,925	37.43 %
0184 - Heart Rate Monitor	736,933	37.85 %
0113 - 27.5" Complete Longboard	729,927	37.70 %
Total	76,292,620	37.05 %

Net Sales by Sales Price



Net Sales by Store Area



Sales analysis in local and reporting (ACY) currency

Month	Net Sales	Net Sales ACY	Profit	Profit ACY	Profit %	Basket Value	Basket Value ACY	# Receipts	Quantity	Sales Price	Sales Cost	Sales Price ACY	Sales Cost ACY
2019 - January	10,417,914	822,077,562	3,867,117	305,154,171	37.12 %	3,653	288,246	2,852	10,759	968.3	608.9	76,408	48,046
2019 - February	5,605,860	442,358,413	2,084,393	164,479,436	37.18 %	3,638	287,059	1,541	5,885	952.6	598.4	75,167	47,218
2019 - March	5,897,782	465,393,993	2,182,827	172,246,879	37.01 %	3,433	270,893	1,718	6,250	943.6	594.4	74,463	46,904
2019 - April	5,851,690	461,756,858	2,184,221	172,356,857	37.33 %	3,555	280,533	1,646	6,187	945.8	592.8	74,633	46,775
2019 - May	6,195,616	488,896,027	2,286,979	180,465,538	36.91 %	3,632	286,574	1,706	6,613	936.9	591.1	73,930	46,640
2019 - June	6,181,588	487,789,141	2,366,444	186,736,106	38.28 %	3,774	297,796	1,638	6,453	957.9	591.2	75,591	46,653
2019 - July	6,144,625	484,872,359	2,277,925	179,751,071	37.07 %	3,595	283,717	1,709	6,448	953.0	599.7	75,197	47,320
2019 - August	6,269,795	494,749,555	2,288,586	180,592,350	36.50 %	3,671	289,666	1,708	6,560	955.8	606.9	75,419	47,890
2019 - September	6,156,522	485,811,135	2,263,113	178,582,222	36.76 %	3,698	291,778	1,665	6,357	968.5	612.5	76,421	48,329
2019 - October	6,208,633	489,923,230	2,343,592	184,932,835	37.75 %	3,648	287,851	1,702	6,508	954.0	593.9	75,280	46,864
2019 - November	6,222,150	490,989,856	2,305,130	181,897,830	37.05 %	3,701	292,082	1,681	6,411	970.5	611.0	76,586	48,213
2019 - December	8,293,555	654,444,409	3,106,693	245,149,148	37.46 %	3,638	287,037	2,280	8,724	950.7	594.6	75,017	46,916
Total	79,445,730	6,269,062,539	29,557,020	2,332,344,442	37.20 %	3,637	286,966	21,846	83,155	955.4	599.9	75,390	47,342

- 2019
- 2020

Store Name	Net Sales	Net Sales ACY	Profit	Profit ACY	Profit %	Basket Value	Basket Value ACY	# Receipts	Quantity	Sales Price	Sales Cost	Sales Price ACY	Sales Cost ACY
Atlantic City	3,709,059	292,681,846	1,380,496	108,934,965	37.22 %	4,551	359,119	815	3,255	1,139.5	715.4	89,918	56,451
Lone Tree	3,332,540	262,970,716	1,241,036	97,930,173	37.24 %	4,510	355,847	739	2,941	1,133.1	711.2	89,415	56,117
Seattle	3,341,746	263,697,161	1,259,848	99,414,628	37.70 %	4,492	354,432	744	3,021	1,106.2	689.1	87,288	54,380
Costa Mesa	3,426,801	270,408,867	1,270,709	100,271,622	37.08 %	4,439	350,271	772	3,103	1,104.4	694.8	87,144	54,830
Los Angeles	3,316,559	261,709,639	1,209,391	95,433,072	36.47 %	4,410	348,018	752	2,947	1,125.4	715.0	88,805	56,422
Tyson's Corner	3,318,807	261,887,076	1,231,172	97,151,754	37.10 %	4,407	347,792	753	2,954	1,123.5	706.7	88,655	55,767
Cincinnati	3,643,411	287,501,562	1,366,915	107,863,272	37.52 %	4,379	345,555	832	3,251	1,120.7	700.2	88,435	55,256
Miami	3,182,527	251,133,221	1,181,956	93,268,154	37.14 %	4,378	345,438	727	3,013	1,056.3	664.0	83,350	52,395
Atlanta	3,618,939	285,570,445	1,351,507	106,647,411	37.35 %	4,371	344,892	828	3,267	1,107.7	694.0	87,411	54,767
Bellevue	3,590,453	283,322,678	1,309,954	103,368,439	36.48 %	4,331	341,764	829	3,225	1,113.3	707.1	87,852	55,800
Houston	3,539,414	279,295,175	1,311,402	103,482,763	37.05 %	4,327	341,437	818	3,285	1,077.4	678.2	85,021	53,520
Oak Brook	3,150,901	248,637,629	1,182,869	93,340,164	37.54 %	4,322	341,067	729	2,781	1,133.0	707.7	89,406	55,842
Austin	3,608,998	284,786,032	1,330,220	104,967,685	36.86 %	4,307	339,840	838	3,326	1,085.1	685.1	85,624	54,064
New York	3,683,228	290,643,537	1,367,753	107,929,424	37.13 %	4,293	338,745	858	3,311	1,112.4	699.3	87,781	55,184
Columbia	3,520,615	277,811,730	1,306,468	103,093,409	37.11 %	4,273	337,150	824	3,233	1,089.0	684.9	85,930	54,042
Cambridge	3,549,806	280,115,191	1,287,325	101,582,800	36.26 %	4,251	335,467	835	3,275	1,083.9	690.8	85,531	54,514
Total	79,445,730	6,269,062,539	29,557,020	2,332,344,442	37.20 %	3,637	286,966	21,846	83,155	955.4	599.9	75,390	47,342

- Call center
- Online store
- Outlet
- Store

**Operations:
DISCOUNTS**

- Call center
 - Online store
 - Outlet
 - Store
- 2019
 - 2020

No of Discounted Items % by Month

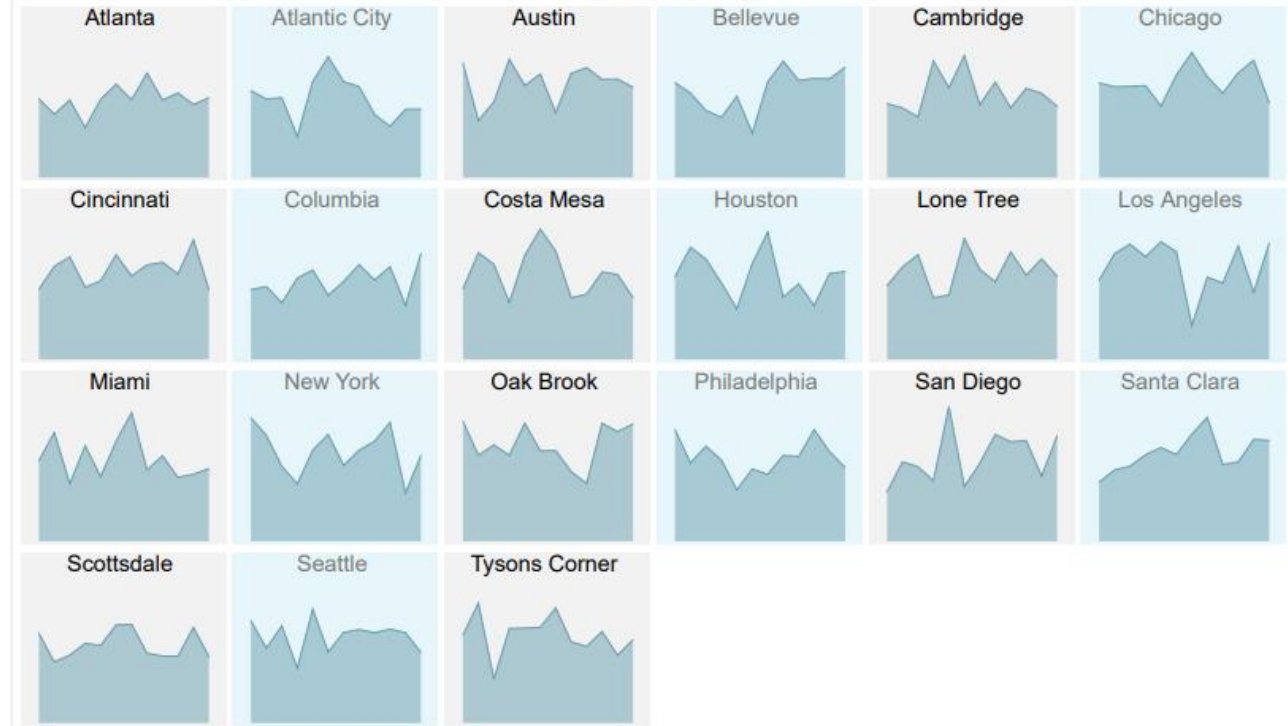


Store Name	No of Discounted Items %	No of Corrected Lines %	No of Scanned Items %
Atlanta	24.68 %	14.34 %	87.33 %
Atlantic City	24.25 %	14.73 %	88.47 %
Austin	29.48 %	15.84 %	83.96 %
Bellevue	28.04 %	14.61 %	84.71 %
Cambridge	26.25 %	15.12 %	86.10 %
Chicago	29.80 %	16.15 %	84.30 %
Cincinnati	27.84 %	18.16 %	86.97 %
Columbia	24.74 %	15.45 %	85.39 %
Costa Mesa	26.57 %	14.37 %	86.00 %
Houston	26.67 %	15.24 %	85.59 %
Lone Tree	27.61 %	15.80 %	85.75 %
Los Angeles	29.56 %	17.85 %	83.41 %
Miami	25.65 %	14.58 %	85.97 %
New York	28.34 %	16.15 %	85.53 %
Oak Brook	30.49 %	17.83 %	80.93 %
Philadelphia	25.99 %	13.05 %	85.42 %
San Diego	26.05 %	15.44 %	83.22 %
Santa Clara	27.85 %	14.23 %	83.19 %
Scottsdale	24.36 %	12.46 %	88.04 %
Seattle	27.11 %	15.32 %	86.04 %
Tysons Corner	27.48 %	13.20 %	84.86 %
Total	27.07 %	15.24 %	85.30 %

Discounted Lines % by Item Group



Discounted Lines % by Store



Voided transactions

2019 2020

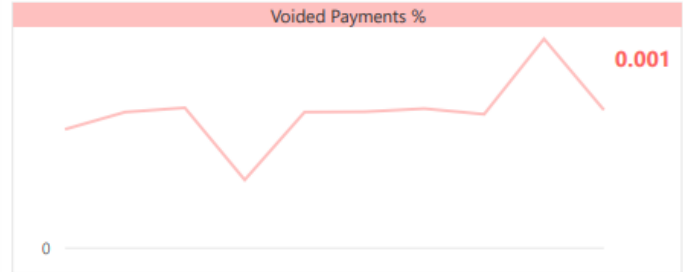
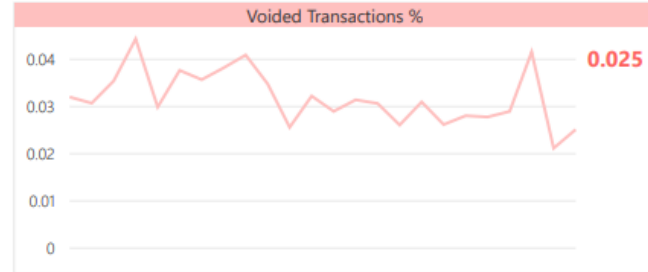
- Call center
- Online store
- Other

Voided Sales Lines %

3.18 %

Voided Payments %

0.05 %



- Item Group Id**
- ActionSpor
 - Apparel
 - Audio
 - AudioRM
 - Cameras
 - CarAudio
 - CarAudioRM
 - Cleaner
 - CleanerRM
 - Computers
 - Consume
 - Exercise
 - Fashion
 - FG
- Tender Type**
- Cards
 - Cash
 - Check
 - Currency
 - Customer Account
 - Gift Card
 - Loyalty Cards
 - N/A
 - Other
 - Tender Remove/Float
 - Voucher

- Store Name**
- Atlanta
 - Atlantic City
 - Austin
 - Bangalore store
 - Bellevue
 - Cambridge
 - Chicago
 - Cincinnati
 - Columbia
 - Costa Mesa
 - Delhi store
 - Houston
 - Lone Tree
 - Los Angeles
 - Miami
 - Mumbai store
 - N/A
 - New York
 - Oak Brook
 - Philadelphia
 - San Diego
 - Santa Clara
 - Scottsdale
 - Seattle
 - Tysons Corner

Voided by Store				
Store Name	Voided Sales Lines %	Voided Payments %	No of Voided Lines	No of Voided Payments
Atlantic City	3.98 %		276	
Austin	3.92 %		272	
Philadelphia	3.83 %		250	
Santa Clara	3.66 %		231	
Chicago	3.45 %	0.21 %	229	4
New York	3.41 %	0.15 %	254	3
Columbia	3.38 %	0.05 %	237	1
Lone Tree	3.32 %	0.11 %	212	2
Los Angeles	3.31 %	0.17 %	221	3
Scottsdale	3.29 %	0.06 %	215	1
Cambridge	3.17 %	0.11 %	226	2
Houston	3.17 %	0.05 %	218	1
Cincinnati	3.10 %	0.11 %	211	2
Atlanta	3.06 %		213	
Bellevue	3.01 %		205	
San Diego	2.97 %		194	
Oak Brook	2.92 %		183	
Seattle	2.66 %	0.12 %	171	2
Miami	2.63 %		171	
Tysons Corner	2.46 %		160	
Costa Mesa	1.91 %		122	
Total	3.18 %	0.05 %	4,471	21

Voided by Staff					
Staff ID	Staff Name	Voided Sales Lines %	Voided Payments %	No of Voided Lines	No of Voided Payments
000137	Emma Harris	5.71 %		80	
000152	Venky Krishnan	5.07 %		119	
000101	N/A	3.78 %		349	
000138	AndrewD	3.71 %		90	
000150	Manuel Oliveira	3.64 %		77	
000095	AarenE	3.64 %		356	
000110	Dan Park	3.62 %	0.10 %	270	2
000111	Patrick Elliot	3.50 %		186	
000100	Josh Edwards	3.48 %	0.07 %	183	1
000116	ApurvaD	3.38 %	0.22 %	116	2
000102	N/A	3.29 %	0.11 %	220	2
000023	AhmedB	3.28 %		253	
000073	Jeremy Los	3.07 %		139	
000103	N/A	3.05 %	0.28 %	199	5
000126	RyanD	3.03 %		277	
000134	YanivF	2.98 %		205	
000136	HanyingF	2.98 %		295	
000159	Scott MacDonald	2.93 %	0.14 %	75	1
000139	DanF	2.83 %	0.03 %	298	1
000105	N/A	2.82 %		196	
000154	Alex Darrow	2.75 %	0.34 %	60	2
000106	N/A	2.56 %	0.11 %	268	3
000156	Sten Faerch	2.36 %	0.29 %	60	2
000104	N/A	2.07 %		66	
000165	Miguel Garcia	1.59 %		34	
Total		3.18 %	0.05 %	4,471	21

669
Measures

22
Dimensions

PROJECTS

Analyzing Jobs requires flexibility on details. The job cube comes with **669 measures**, organized in 4 measure groups:

Job Actual: track Sales (Net, Gross, Discounts, Profits) and Hours with Actual and Expected values, with details related to the Item, GL, and Resource.

Job Planning: compare Scheduled and Contracted measures and compare it with Actuals as absolute or relative numbers (% Complete and % Contracted).

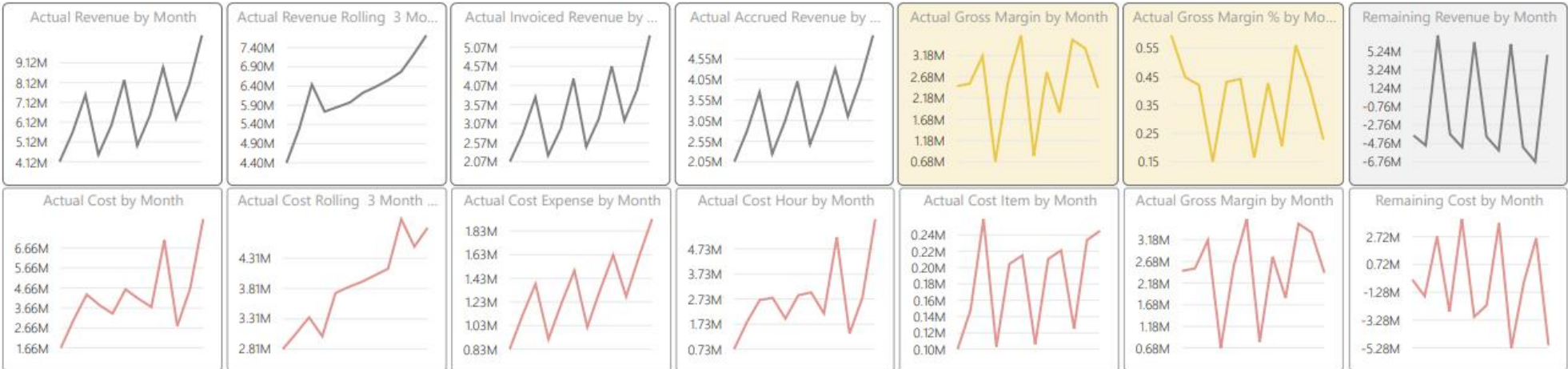
The measure groups share **22 dimensions**.

Project Actuals

81.04M **51.15M** **29.88M**
 Actual Revenue Actual Cost Gross Margin

2015 2016

Customer Group: All
 Category Name: All
 Category Group Name: All



Project Name	Actual Revenue	Actual Cost	Actual Gross Margin	Actual Gross Margin %	Actual Cost Expense	Actual Cost Hour	Actual Cash Inflow	Actual Cash Outflow	Actual Hours	Remaining Revenue	Remaining Gross Margin
TM1: Community De...	10,788,496	6,871,607	3,916,889	36.31 %	2,484,079	4,387,528	10,788,496	6,871,607	4,387,528	-305,920	-786,040
FP1: Pretty Bikes and ...	10,788,496	6,871,607	3,916,889	36.31 %	2,484,079	4,387,528	10,788,496	6,871,607	4,387,528	-10,788,496	-3,916,889
City Manufacturing	9,726,936	6,055,771	3,671,166	37.74 %	1,768,452	3,871,166	9,726,936	6,055,771	3,871,166	-623,834	-509,267
Contoso Consulting	7,117,737	4,448,153	2,669,584	37.51 %	1,319,999	2,890,905	7,117,737	4,448,153	2,890,905	-98,199	-100,192
Eastside Department ...	7,026,136	4,448,153	2,577,983	36.69 %	1,319,999	2,890,905	7,026,136	4,448,153	2,890,905	-276,136	-283,460
District Mall	4,567,500	2,892,551	1,674,949	36.67 %	858,081	1,886,968	4,567,500	2,892,551	1,886,968	-67,500	-94,197
Recreation Systems	3,023,042	1,948,841	1,074,201	35.53 %	560,616	1,246,366	3,023,042	1,948,841	1,246,366	-97,860	-13,109
Global Sporting Goods	2,928,539	1,904,268	1,024,271	34.98 %	560,616	1,271,836	2,928,539	1,904,268	1,271,836	-128,539	-82,613
Worthwhile Activity S...	2,928,539	1,878,799	1,049,740	35.85 %	560,616	1,246,366	2,928,539	1,878,799	1,246,366	-128,539	-108,282
Cycles Sales and Repair	2,907,110	1,878,799	1,028,312	35.37 %	560,616	1,246,366	2,907,110	1,878,799	1,246,366	18,072	32,780
District Mall Firewall	2,458,636	1,552,749	905,887	36.85 %	461,918	1,011,433	2,458,636	1,552,749	1,011,433	-208,636	-199,902
Contoso Consulting ...	2,432,489	1,508,480	924,010	37.99 %	448,453	979,424	2,432,489	1,508,480	979,424	-47,705	-51,100
District Mall Security ...	2,387,025	1,507,511	879,514	36.85 %	448,453	981,972	2,387,025	1,507,511	981,972	-137,025	-148,681
Eastside Inventory Sy...	2,387,025	1,508,480	878,545	36.81 %	448,453	979,424	2,387,025	1,508,480	979,424	-137,025	-147,712
Professional Contain...	1,839,551	1,134,442	705,109	38.33 %	236,374	792,117	1,839,551	1,134,442	792,117	97,870	-8,659
Total	81,036,210	51,151,960	29,884,250	36.88 %	15,705,663	33,259,066	81,036,210	51,151,960	33,259,066	-15,088,351	-7,343,167

Year	Actual Revenue	Actual Cost	Actual Gross Margin %
2016	81,036,210	51,151,960	36.88 %
2016 - January	4,121,590	1,656,300	59.81 %
2016 - Febru...	5,595,750	3,074,196	45.06 %
2016 - March	7,502,146	4,329,667	42.29 %
2016 - April	4,477,580	3,793,216	15.28 %
2016 - May	5,959,602	3,373,535	43.39 %
2016 - June	8,247,145	4,585,137	44.40 %
2016 - July	4,940,922	4,116,601	16.68 %
2016 - August	6,493,726	3,701,096	43.01 %
2016 - Septe...	8,883,951	7,039,769	20.76 %
2016 - Octo...	6,307,674	2,751,830	56.37 %
2016 - Nov...	7,991,456	4,636,237	41.99 %
2016 - Dece...	10,514,668	8,094,377	23.02 %
Total	81,036,210	51,151,960	36.88 %

Project Table

132.32M Actual Revenue
83.77M Actual Cost
48.55M Gross Margin

2015 2016

Customer Group: All
Category Name: All
Category Group Name: All

Year	Actual Revenue	Actual Cost	Actual Gross Margin	Actual Gross Margin %	Actual Cost Expense	Actual Cost Hour	Actual Cash Inflow	Actual Cash Outflow	Actual Hours	Remaining Revenue	Remaining Gross Margin
2015	51,281,659	32,613,968	18,667,690	36.40 %	9,387,340	21,349,630	51,281,659	32,613,968	21,349,630	1,536,702	1,551,195
2015 - January	1,369,717	830,225	539,492	39.39 %	519,842	216,947	6,225,985	830,225	216,947	-1,369,717	-539,492
2015 - February	2,015,374	2,032,518	-17,144	-0.85 %	767,035	1,187,490		2,032,518	1,187,490	-2,015,374	17,144
2015 - March	9,049,468	3,237,578	5,811,890	64.22 %	989,318	1,970,227	6,208,574	3,237,578	1,970,227	3,488,113	-1,178,998
2015 - April	1,397,670	2,649,360	-1,251,690	-89.56 %	530,455	2,023,562	6,353,046	2,649,360	2,023,562	-1,397,670	1,251,690
2015 - May	2,056,505	2,182,356	-125,852	-6.12 %	782,694	1,211,697		2,182,356	1,211,697	-2,056,505	-7,940,056
2015 - June	9,234,151	3,195,239	6,038,912	65.40 %	1,009,519	2,010,393	6,335,280	3,195,239	2,010,393	3,829,742	7,024,981
2015 - July	1,426,194	2,703,390	-1,277,196	-89.55 %	541,271	2,064,830	6,482,700	2,703,390	2,064,830	-1,426,194	1,277,196
2015 - August	2,098,474	2,226,866	-128,392	-6.12 %	798,653	1,236,412		2,226,866	1,236,412	-2,098,474	-8,102,020
2015 - September	9,422,604	5,136,895	4,285,709	45.48 %	1,030,108	3,927,881	6,464,572	5,136,895	3,927,881	3,770,078	8,906,992
2015 - October	1,455,300	882,098	573,202	39.39 %	552,328	230,496	6,615,000	882,098	230,496	-1,455,300	-573,202
2015 - November	2,141,300	2,272,336	-131,036	-6.12 %	814,968	1,261,652		2,272,336	1,261,652	-2,141,300	-8,267,431
2015 - December	9,614,902	5,265,107	4,349,795	45.24 %	1,051,148	4,008,043	6,596,502	5,265,107	4,008,043	4,409,283	9,674,390
2016	81,036,210	51,151,960	29,884,250	36.88 %	15,705,663	33,259,066	81,036,210	51,151,960	33,259,066	-15,088,351	-7,343,167
2016 - January	4,121,590	1,656,300	2,465,290	59.81 %	825,400	729,600	9,386,590	1,656,300	729,600	-3,899,010	-3,535,910
2016 - February	5,595,750	3,074,196	2,521,554	45.06 %	1,114,344	1,810,792	3,410,750	3,074,196	1,810,792	-4,979,364	-3,425,064
2016 - March	7,502,146	4,329,667	3,172,479	42.29 %	1,377,958	2,690,941	4,422,146	4,329,667	2,690,941	7,021,904	4,296,151
2016 - April	4,477,580	3,793,216	684,365	15.28 %	910,294	2,778,582	9,900,530	3,793,216	2,778,582	-3,758,630	-1,096,010
2016 - May	5,959,602	3,373,535	2,586,066	43.39 %	1,212,721	1,955,113	3,709,052	3,373,535	1,955,113	-5,183,131	-9,165,507
2016 - June	8,247,145	4,585,137	3,662,008	44.40 %	1,489,444	2,879,501	5,074,745	4,585,137	2,879,501	6,251,039	9,289,595
2016 - July	4,940,922	4,116,601	824,321	16.68 %	1,013,377	2,995,755	10,526,561	4,116,601	2,995,755	-4,035,258	-1,829,816
2016 - August	6,493,726	3,701,096	2,792,630	43.01 %	1,330,941	2,158,283	4,175,659	3,701,096	2,158,283	-5,515,608	-9,214,198
2016 - September	8,883,951	7,039,769	1,844,182	20.76 %	1,622,505	5,194,819	5,616,379	7,039,769	5,194,819	6,039,324	11,319,288
2016 - October	6,307,674	2,751,830	3,555,844	56.37 %	1,270,227	1,354,959	12,060,882	2,751,830	1,354,959	-5,166,791	-4,589,714
2016 - November	7,991,456	4,636,237	3,355,219	41.99 %	1,611,504	2,789,757	5,603,848	4,636,237	2,789,757	-6,759,303	-9,374,914
Total	132,317,869	83,765,928	48,551,941	36.69 %	25,093,002	54,608,696	132,317,869	83,765,928	54,608,696	-13,551,649	-5,791,972

Category Group Id	Actual Revenue	Gross Margin %
Estimate	55,177,213	100.00 %
Project	36,914,263	-24.16 %
Travel	15,520,894	-29.66 %
Estimé	10,788,496	100.00 %
Projet	7,135,399	-22.98 %
Déplacemen	3,653,097	-36.00 %
Total	132,317,869	36.69 %

Customer Group Name	Actual Revenue	Gross Margin %
Regular customers	109,479,876	36.55 %
Clients Réguliers	21,576,993	36.31 %
Strategic custom...	1,261,000	55.40 %
Total	132,317,869	36.69 %

Customer Name	Actual Revenue
City Manufacturing	18,341,689
Contoso Consulting	18,058,486
District Mall	17,972,071
Eastside Department Store	17,972,071
Community Department Stores	10,788,496
Pretty Bikes and Toys	10,788,496
Global Sporting Goods	8,786,346
Recreation Systems	5,742,466
Worthwhile Activity Store	5,591,311
Cycles Sales and Repair	5,530,306
Alpine Electronics	3,594,414
Professional Containers and P...	3,500,341
Fun Times Club	3,116,575
Cycles Wholesaler & Mfg.	1,273,799
Tubeless Tire Company	1,261,000
Total	132,317,869

Category Id	Actual Revenue	Actual Cost	Actual Gross Margin	Actual Gross Margin %	Actual Cost Expense	Actual Cost Hour	Actual Cash Inflow	Actual Cash Outflow	Actual Hours	Remaining Revenue	Remaining Gross Margin
Sales Est	65,965,710		65,965,710	100.00 %						-11,265,710	-11,265,710
QA	15,968,544	20,580,710	-4,612,166	-28.88 %		20,580,710	15,968,544	20,580,710	20,580,710	-1,257,451	865,717
ERPDev	14,948,901	17,297,754	-2,348,854	-15.71 %		17,297,754	14,948,901	17,297,754	17,297,754	-1,657,586	-684,626
Meal	7,377,511	10,048,995	-2,671,484	-36.21 %	10,048,995		7,377,511	10,048,995		-60,860	1,100,820
AppDev	7,321,971	9,403,123	-2,081,152	-28.42 %		9,403,123	7,321,971	9,403,123	9,403,123	674,536	2,259,720
Hotel	6,929,671	9,797,646	-2,867,975	-41.39 %	9,797,646		6,929,671	9,797,646		-100,753	984,922
PM	5,810,246	7,298,308	-1,488,062	-25.61 %		7,298,308	5,810,246	7,298,308	7,298,308	489,583	1,044,331
Total	132,317,869	83,765,928	48,551,941	36.69 %	25,093,002	54,608,696	132,317,869	83,765,928	54,608,696	-13,551,649	-5,791,972

Project Table

132.32M Actual Revenue
 83.77M Actual Cost
 48.55M Gross Margin

2015 2016

Customer Group
 All

Category Name
 All

Category Group Name
 All

Category Group Id	Actual Revenue	Actual Cost	Actual Gross Margin	Actual Gross Margin %	Actual Cost Expense	Actual Cost Hour	Actual Cash Inflow	Actual Cash Outflow	Actual Hours	Remaining Revenue	Remaining Gross Margin
Estimate	55,177,213		55,177,213	100.00 %						-477,213	-477,213
Project	36,914,263	45,833,640	-8,919,377	-24.16 %		45,833,640	36,914,263	45,833,640	45,833,640	-874,210	3,121
Travel	15,520,894	20,124,843	-4,603,949	-29.66 %	20,124,843		15,520,894	20,124,843		-203,860	7,799
Estimé	10,788,496		10,788,496	100.00 %						-10,788,496	-10,788,496
Projet	7,135,399	8,775,056	-1,639,657	-22.98 %		8,775,056	7,135,399	8,775,056	8,775,056	-876,708	3,510,820
Déplacemen	3,653,097	4,968,159	-1,315,062	-36.00 %	4,968,159		3,653,097	4,968,159		-43	2,484,036
Total	132,317,869	83,765,928	48,551,941	36.69 %	25,093,002	54,608,696	132,317,869	83,765,928	54,608,696	-13,551,649	-5,791,972

Category Group Id	Actual Revenue	Gross Margin %
Estimate	55,177,213	100.00 %
Project	36,914,263	-24.16 %
Travel	15,520,894	-29.66 %
Estimé	10,788,496	100.00 %
Projet	7,135,399	-22.98 %
Déplacemen	3,653,097	-36.00 %
Total	132,317,869	36.69 %

Category Id	Actual Revenue	Actual Cost	Actual Gross Margin	Actual Gross Margin %	Actual Cost Expense	Actual Cost Hour	Actual Cash Inflow	Actual Cash Outflow	Actual Hours	Remaining Revenue	Remaining Gross Margin
Sales Est	65,965,710		65,965,710	100.00 %						-11,265,710	-11,265,710
QA	15,968,544	20,580,710	-4,612,166	-28.88 %		20,580,710	15,968,544	20,580,710	20,580,710	-1,257,451	865,717
ERPDev	14,948,901	17,297,754	-2,348,854	-15.71 %		17,297,754	14,948,901	17,297,754	17,297,754	-1,657,586	-684,626
MEAL	7,377,511	10,048,995	-2,671,484	-36.21 %	10,048,995		7,377,511	10,048,995		-60,860	1,100,820
AppDev	7,321,971	9,403,123	-2,081,152	-28.42 %		9,403,123	7,321,971	9,403,123	9,403,123	674,536	2,259,720
Hotel	6,929,671	9,797,646	-2,867,975	-41.39 %	9,797,646		6,929,671	9,797,646		-100,753	984,922
PM	5,810,246	7,298,308	-1,488,062	-25.61 %		7,298,308	5,810,246	7,298,308	7,298,308	489,583	1,044,331
Total	132,317,869	83,765,928	48,551,941	36.69 %	25,093,002	54,608,696	132,317,869	83,765,928	54,608,696	-13,551,649	-5,791,972

Customer Group Name	Actual Revenue	Gross Margin %
Clients Réguliers	21,576,993	36.31 %
Regular customers	109,479,876	36.55 %
Strategic custom...	1,261,000	55.40 %
Total	132,317,869	36.69 %

Project Name	Actual Revenue	Actual Cost	Actual Gross Margin	Actual Gross Margin %	Actual Cost Expense	Actual Cost Hour	Actual Cash Inflow	Actual Cash Outflow	Actual Hours	Remaining Revenue	Remaining Gross Margin
City Manufacturing	18,341,689	11,488,656	6,853,033	37.36 %	3,376,374	7,383,765	18,341,689	11,488,656	7,383,765	-961,588	-652,483
Contoso Consulting	15,625,997	9,856,919	5,769,078	36.92 %	2,927,921	6,402,743	15,625,997	9,856,919	6,402,743	-55,577	-69,742
Eastside Department ...	15,585,046	9,856,919	5,728,127	36.75 %	2,927,921	6,402,743	15,585,046	9,856,919	6,402,743	164,954	145,457
District Mall	13,126,410	8,297,842	4,828,568	36.79 %	2,466,003	5,407,938	13,126,410	8,297,842	5,407,938	373,590	331,244
FP1: Pretty Bikes and ...	10,788,496	6,871,607	3,916,889	36.31 %	2,484,079	4,387,528	10,788,496	6,871,607	4,387,528	-10,788,496	-3,916,889
TM1: Community De...	10,788,496	6,871,607	3,916,889	36.31 %	2,484,079	4,387,528	10,788,496	6,871,607	4,387,528	-305,920	-786,040
Global Sporting Goods	5,591,311	3,635,703	1,955,608	34.98 %	1,070,343	2,428,245	5,591,311	3,635,703	2,428,245	708,689	791,133
Recreation Systems	5,742,466	3,713,530	2,028,936	35.33 %	1,070,343	2,372,344	5,742,466	3,713,530	2,372,344	-157,564	-3,040
Worthwhile Activity S...	5,591,311	3,579,802	2,011,509	35.98 %	1,070,343	2,372,344	5,591,311	3,579,802	2,372,344	8,689	35,032
Cycles Sales and Repair	5,530,306	3,579,802	1,950,504	35.27 %	1,070,343	2,372,344	5,530,306	3,579,802	2,372,344	54,596	75,391
Professional Contain...	3,500,341	2,159,032	1,341,309	38.32 %	451,303	1,505,443	3,500,341	2,159,032	1,505,443	198,679	-11,612
Global Sporting Goo...	3,195,035	2,092,953	1,102,082	34.49 %	491,231	1,399,436	3,195,035	2,092,953	1,399,436	4,965	-66,925
Fun Times Club	2,704,230	1,768,994	935,237	34.58 %	425,986	1,167,589	2,704,230	1,768,994	1,167,589	226,421	118,103
Alpine Electronics	2,639,187	1,653,572	985,615	37.35 %	360,683	1,144,361	2,639,187	1,653,572	1,144,361	60,813	-25,281
District Mall Firewall	2,458,636	1,552,749	905,887	36.85 %	461,918	1,011,433	2,458,636	1,552,749	1,011,433	-208,636	-199,902
Total	132,317,869	83,765,928	48,551,941	36.69 %	25,093,002	54,608,696	132,317,869	83,765,928	54,608,696	-13,551,649	-5,791,972

Customer Name	Actual Revenue
Alpine Electronics	3,594,414
City Manufacturing	18,341,689
Community Department Stores	10,788,496
Contoso Consulting	18,058,486
Cycles Sales and Repair	5,530,306
Cycles Wholesaler & Mfg.	1,273,799
District Mall	17,972,071
Eastside Department Store	17,972,071
Fun Times Club	3,116,575
Global Sporting Goods	8,786,346
Pretty Bikes and Toys	10,788,496
Professional Containers and P...	3,500,341
Recreation Systems	5,742,466
Tubeless Tire Company	1,261,000
Worthwhile Activity Store	5,591,311
Total	132,317,869

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Project Table

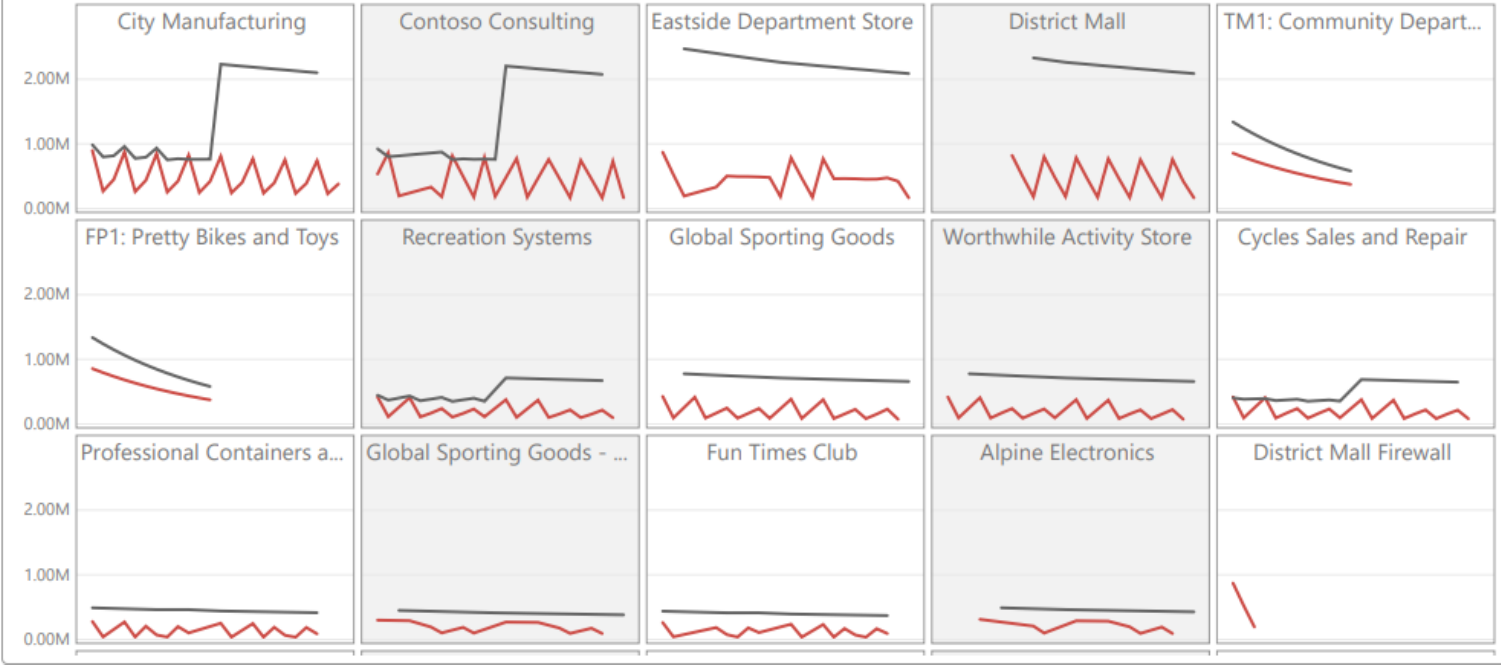
132.32M Actual Revenue 83.77M Actual Cost 48.55M Gross Margin

2015 2016

Customer Group: All Category Name: All Category Group Name: All

Actual Cash Inflow and Actual Cash Outflow by Project Name and Month

Month (2016 - December - 2015 - January) — Actual Cash Inflow — Actual Cash Outflow



Customer Group Name	Actual Cash Inflow	Actual Cash Outflow
Regular customers	109,479,876	69,460,343
Clients Réguliers	21,576,993	13,743,215
Strategic custom...	1,261,000	562,370
Total	132,317,869	83,765,928

Category Name	Actual Cash Inflow	Actual Cash Outflow
N/A	65,965,710	
Quality Assurance	15,968,544	20,580,710
ERP Development	14,948,901	17,297,754
Meals Expenses	7,377,511	10,048,995
Application Develo...	7,321,971	9,403,123
Hotels & lodging	6,929,671	9,797,646
Project Management	5,810,246	7,298,308
Total	132,317,869	83,765,928

Customer Name	Actual Cash Inflow	Actual Cash Outflow
City Manufacturing	18,341,689	11,516,016
Contoso Consulting	18,058,486	11,365,398
District Mall	17,972,071	11,358,102
Eastside Departmen...	17,972,071	11,365,398
Community Depart...	10,788,496	6,871,607
Pretty Bikes and Toys	10,788,496	6,871,607
Global Sporting Go...	8,786,346	5,728,656
Recreation Systems	5,742,466	3,713,530
Worthwhile Activity ...	5,591,311	3,579,802
Cycles Sales and Re...	5,530,306	3,579,802
Alpine Electronics	3,594,414	2,252,066
Professional Contai...	3,500,341	2,159,032
Fun Times Club	3,116,575	2,038,492
Cycles Wholesaler &...	1,273,799	804,049
Total	132,317,869	83,765,928

Actual Cash Inflow and Actual Cash Outflow by Customer Group Name and Month

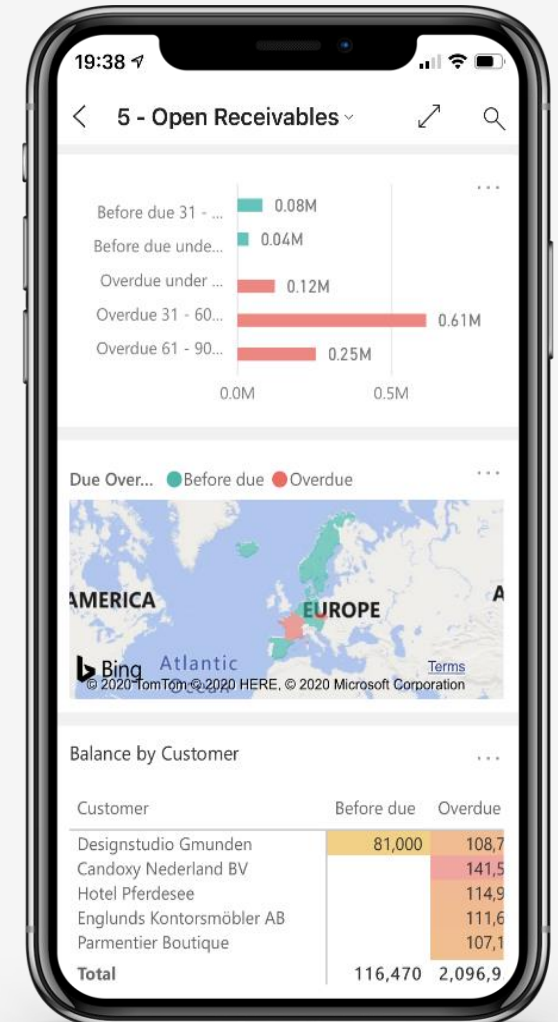
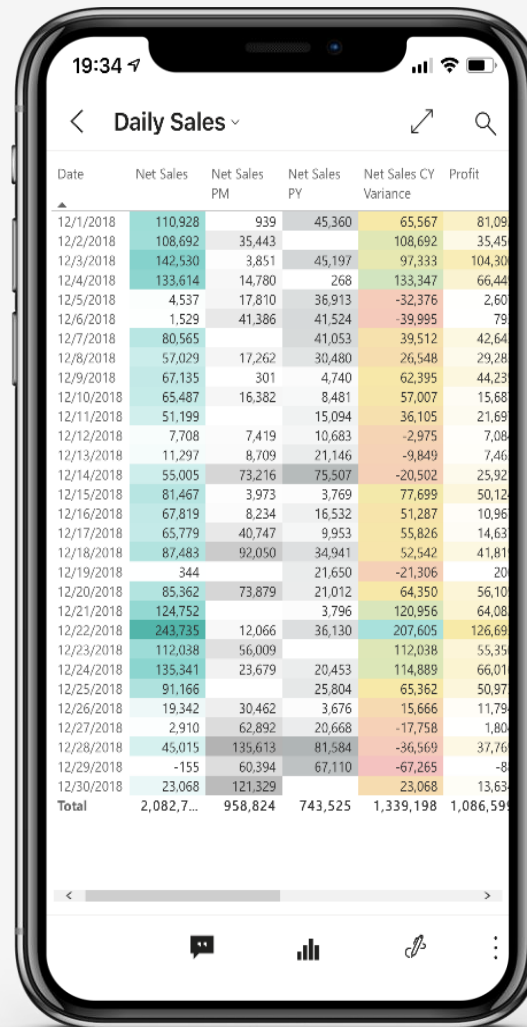
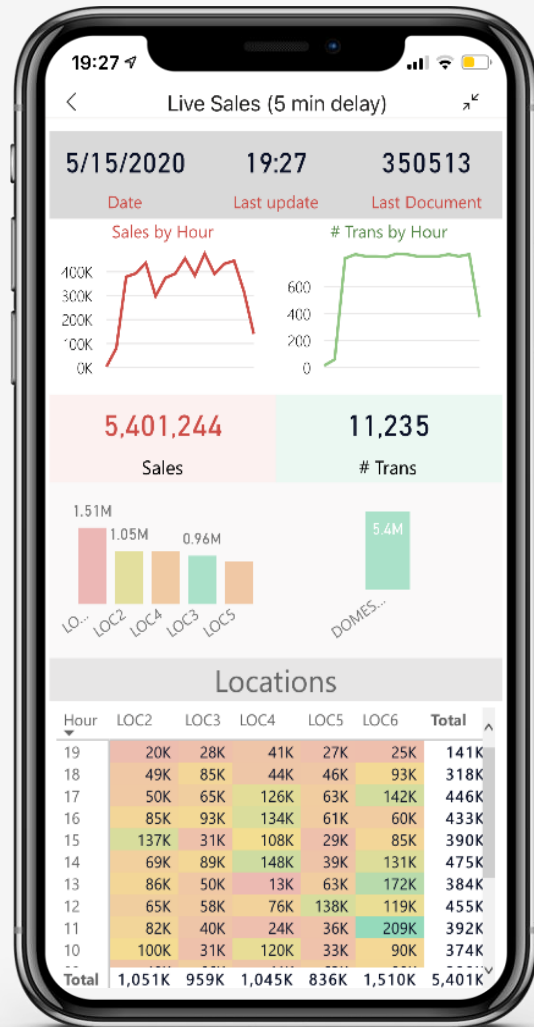


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