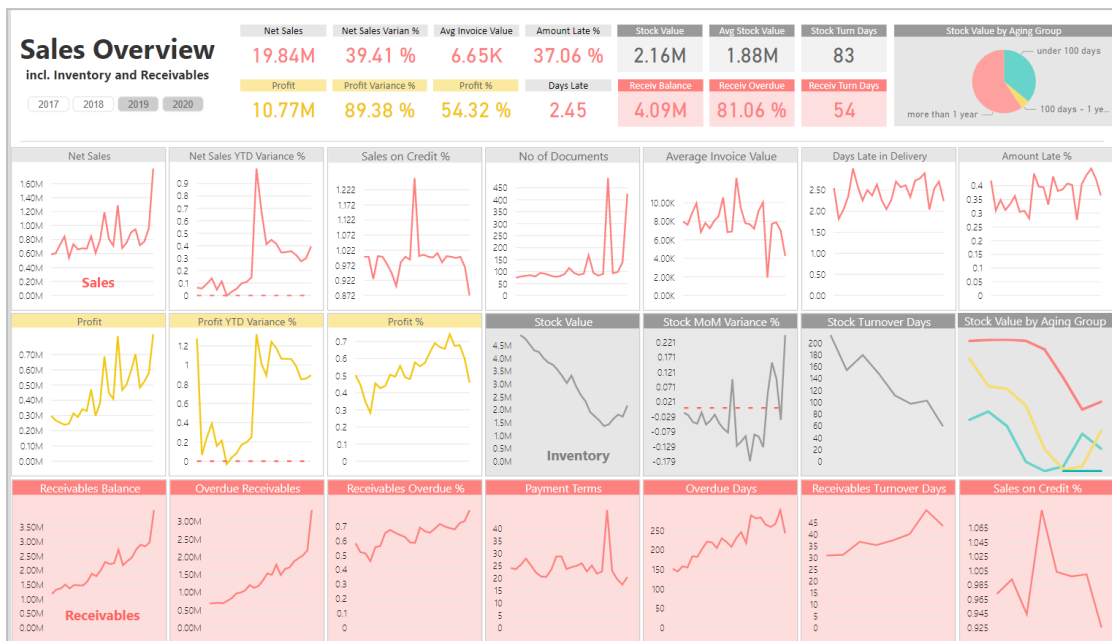


SALES ANALYSIS

253 measures and 42 dimensions ensure powerful sales analysis with strongly supported time intelligence (YTD, YoY, PoP, 12 Last months, Rolling 3/6/12) and additional currency for reporting from:

- **Sales Values** - Analyse sales and profit (Gross / Net Sales, Costs, Discounts, Profits, Invoiced quantities, charges, and all averages.
- **Sales Orders & Archive** - by any measure or dimension available in Sales Header or Sales Line.
- **Sales Delivery** - track delivery performance by Days Late, Amount Late, Qty Late, Lines Late, Amount On-Time, Qty On-Time, Lines On-Time as well as percentages.
- **Sales Budgets** - Compare sales budgets, actuals, and variances (Net Sales, Qty, and Cost).
- **Sales Quantities** - Analyse Shipped Quantities and verify that all shipped is also invoiced.



Customer Table (Sales and Receivables)

2017 2018 2019 2020

Overdue 3.3M Before 0.8M

Customer Name	Net Sales	Net Sales YTD Variance	Net Sales YTD Variance %	Profit %	Days Since Last Sale	Amount Late %	Days Late	# Invoices	# Credit Memos	Receivables Balance	Receivables Overdue	Receivables Overdue %	Customer Turnover Days	Turnover Days	Country	Receivables Balance	Net Sales
Total	11,550,755	3,265,184	39.41 %	61.04 %	38.28 %	2.5	1,985	52	4,093,352	3,317,949	81.06 %	2,094,543	98			4,093,352	11,550,755

Customer Table (Sales and Receivables) - Detailed View

Customer Name	Net Sales	Net Sales YTD Variance	Net Sales YTD Variance %	Profit %	Days Since Last Sale	Amount Late %	Days Late	# Invoices	# Credit Memos	Receivables Balance	Receivables Overdue	Receivables Overdue %	Customer Turnover Days	Turnover Days	Country	Receivables Balance	Net Sales
United Km...	474,271									184,059	68		68		United Km...	474,271	1,667,191
Netherlands	362,457									213,811	23		23		Netherlands	362,457	466,220
Canada	346,743									151,691	70		70		Canada	346,743	969,137
Germany	335,304									151,691	135		135		Germany	335,304	989,506
Switzerland	291,696									98,830	69		69		Switzerland	291,696	877,542
Austria	280,037									81,620	110		110		Austria	280,037	581,850
Denmark	249,655									37,729	59		59		Denmark	249,655	454,654
Belgium	201,636									88,420	75		75		Belgium	201,636	462,605
Spain	181,920									98,290	71		71		Spain	181,920	628,548
Czech Repu...	181,272									87,810	109		109		Czech Repu...	181,272	360,484
Slovenia	179,567									61,950	41		41		Slovenia	179,567	479,255
Norway	171,972									63,880	29		29		Norway	171,972	310,377
South Africa	167,794									18,328	44		44		South Africa	167,794	215,325
Malaysia	154,991									76,840	34		34		Malaysia	154,991	476,879
Total	4,093,352									3,317,949	81.06 %	2,094,543	98		Total	4,093,352	11,550,755

Salesperson table:

Salesperson	Receivables Balance	Net Sales
John Roberts	1,399,571	3,001,308
Linda Martin	871,924	895,479
Peter Sadow	623,387	642,377
Annette Hill	345,359	338,572
Mary A. Dempsey	325,037	2,136,241
Richard Lum	319,504	2,612,148
Bart Duncan	179,400	1,902,127
N/A	15,270	11,512
Peter Kozina	9,900	10,990
Total	4,093,352	11,550,755

COMMON DIMENSIONS

- Date
- Item
- Location

Sales Values

DIMENSIONS

- Bill To Customer
- Currency
- Document Sales
- Document Sales Order
- Fixed Asset
- General Business & Product Posting Group
- GL Account
- Item Charge & Variant
- Reason Code
- Resource
- Salesperson Purchaser
- Sell To Customer
- Source Code
- Type
- Unit of Measure
- VAT Business & Product Posting Group

MEASURES

- % of Total NetSales
- % of Total Sales Invoiced Quantity
- All Customers
- Avg Sales Cost + ACY
- Avg Sales Price + ACY
- Avg Sales Profit + ACY
- Buying Customers
- Days Since Last Sale
- Deal Amount + ACY
- Deals
- Gross Sales + ACY + PCY
- Last Sales Amount + ACY
- Last Sales Quantity
- Last Sales Date
- Net Sales Fixed Assets ACY
- Net Sales GL Account ACY
- Net Sales Item ACY
- Net Sales Item Charges + ACY
- Net Sales Resource ACY
- Net Sales Service Cost + ACY
- Net Sales + ACY
- Net Sales Expected + ACY + PCY
- Net Sales Fixed Assets
- Net Sales GL Account
- Net Sales Item
- Net Sales PCY
- Net Sales Resource
- New Customers
- New Customers Sales + % + ACY + ACY %
- New Items
- New Items Sales + % + ACY + ACY %
- No of Sales Credit Memos
- No of Sales Documents
- No of Sales Invoices
- No of Sales Return Receipts
- No of Sales Shipments
- No of Service Invoices
- No of Service Shipments

- Previous Sales Date
- Profit + % + ACY + ACY % + PCY
- Profit Expected + % + ACY + ACY %
- Sales Cost + ACY + PCY
- Sales Cost Expected + ACY
- Sales Discount %
- Sales Discount ACY %
- Sales Discount Amount + ACY + PCY
- Sales Discount PCY %
- Sales Invoiced Quantity

Sales Shipped Quantities

DIMENSIONS

- Bill To Customer
- Currency
- Document Sales
- Document Sales Order
- Fixed Asset
- General Business & Product Posting Group
- GL Account
- Item Charge & Variant
- Reason Code
- Resource
- Return Reason
- Salesperson Purchaser
- Sell To Customer
- Source Code
- Transport Method
- Type
- Unit of Measure
- VAT Business & Product Posting Group

MEASURES

- Sales Shipped Quantity
- Shipped Invoiced Quantity Variance

Sales Delivery

DIMENSIONS

- Bill To Customer
- Currency
- Document Sales
- Document Sales Order
- Fixed Asset
- General Business & Product Posting Group
- GL Account
- Item Charge & Variant
- Reason Code & Return Reason
- Resource
- Salesperson Purchaser
- Sell To Customer
- Shipment Date & Method
- Shipping Agent & Agent Services
- Source Code
- Transport Method
- Type
- Unit of Measure
- VAT Business & Product Posting Group

Sales Budget Values

DIMENSIONS

- Sales Budget
- Sell To Customer

MEASURES

- Net Sales / Budget Index
- Net Sales / Budget Variance
- Net Sales / Budget Variance %
- Net Sales / Budget YTD Index
- Net Sales ACY / Budget Index
- Net Sales ACY / Budget Variance
- Net Sales ACY / Budget Variance %
- Net Sales ACY / Budget YTD Index
- Sales Budget Cost Amount ACY
- Sales Budget Sales Amount ACY
- Sales Quantity / Budget Index
- Sales Quantity / Budget Variance
- Sales Quantity / Budget Variance %
- Sales Quantity / Budget YTD Index

Sales Orders

DIMENSIONS

- Bill To Customer
- Currency
- Document Sales
- Document Sales Order
- Fixed Asset
- General Business & Product Posting Group
- GL Account
- Job
- Reason Code & Return
- Sales Document Date
- Sales Document External Document No
- Sales Document Type
- Sales Line Type and No
- Salesperson Purchaser (Salesperson)
- Sell To Customer
- Type
- Unit of Measure
- VAT Business & Product Posting Group

MEASURES

- No of Sales Document Lines
- Order Value
- Quote Value
- Sales Order Amount + ACY
- Sales Order Amount Invoiced + ACY
- Sales Order Amount Variance + ACY
- Sales Order Amount Shipped + ACY
- Sales Order Amount To Invoice + ACY
- Sales Order Amount To Ship + ACY
- Sales Order Cost Amount
- Sales Order Discount Amount + ACY
- Sales Order Gross Amount + ACY
- Sales Order Outstanding Amount + ACY
- Sales Order Outstanding Quantity
- Sales Order Quantity To Invoice
- Sales Order Quantity To Ship
- Sales Order Quantity Variance
- Sales Order Quantity + Shipped & Invoiced

Sales Orders Archive

DIMENSIONS

- Bill To Customer
- Currency
- Document Sales
- Document Sales Order
- Fixed Asset
- General Business & Product Posting Group
- GL Account
- Last Archive All Times
- Last Archive In Day
- Last Archive In Month
- Reason Code
- Sales Document Archive Line No
- Sales Document Archive No
- Sales Document Archive Occurrence
- Sales Document Archive Version
- Sales Document Date & Type
- Salesperson Purchaser
- Sell To Customer
- Type
- Unit of Measure
- VAT Business & Product Posting Group

MEASURES

- Line Amount - Sales Document Archive (Quantity)
- Line Discount Amount - Sales Document Archive (Quantity)
- Outstanding Quantity - Sales Document Archive
- Quantity Invoiced -Sales Document Archive
- Quantity -Sales Document Archive
- Quantity Shipped - Sales Document Archive
- No of Sales Document Archive Lines