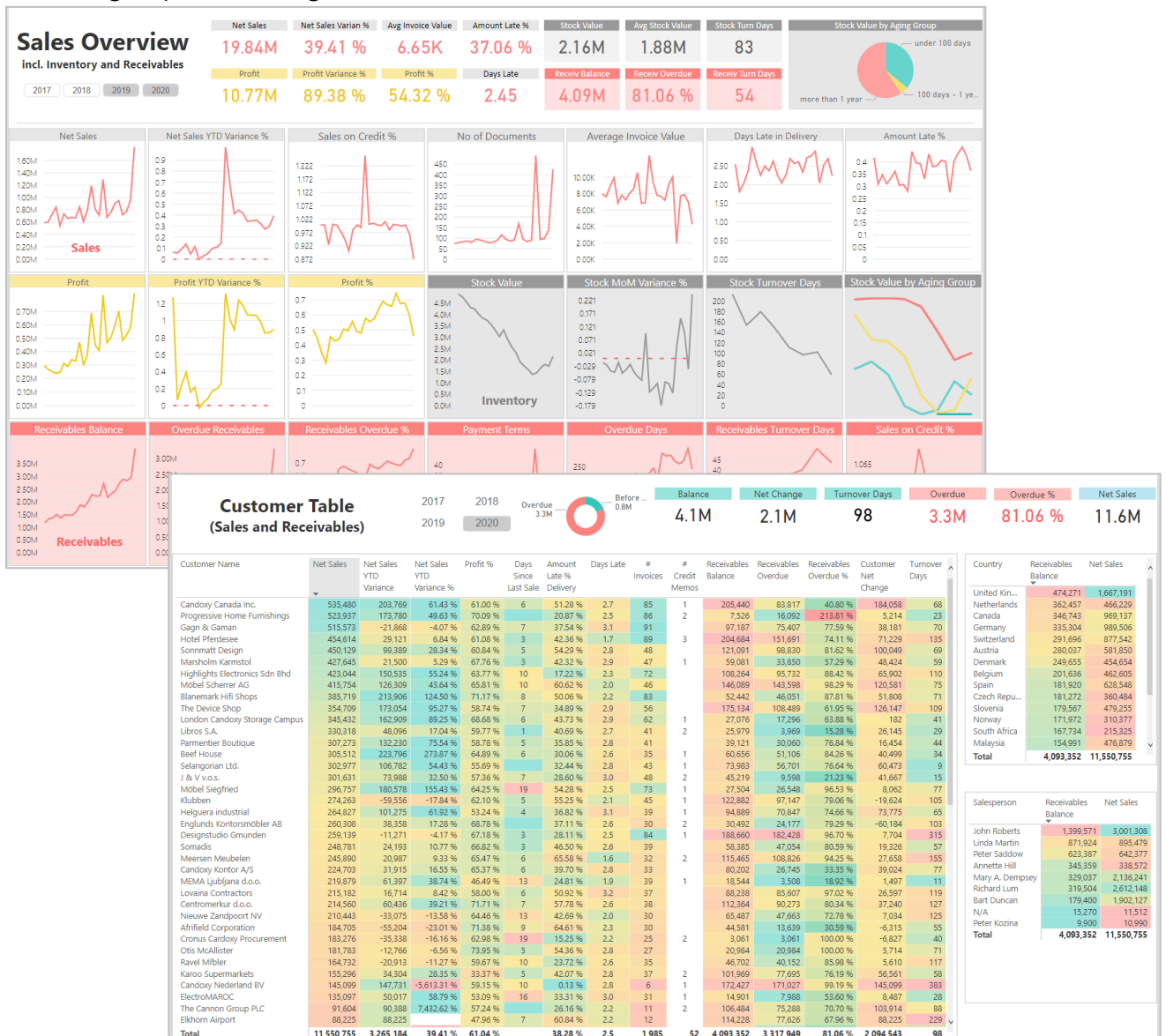# SALES ANALYSIS

Sales cube comes with **495 measures** organized in nine measure groups:

- **Sales Orders:** Monitor sales operational performance (Ordered / Reserved / Picked / Delivered / Open Amount & Quantity physically & financially, blocked, completed, Backlog Amount & Qty by PDD and RDD, some measures in Unit of Measure).
- **Sales Invoice:** Analyze where sales and profit are generated (Gross/Net Sales, Costs, Discounts, Profits, Commissions, Charges, Benefits, Averages, date comparisons, Last transactions) from standard document header and lines or free text documents.
- **Sales Forecasts:** Compare sales forecasts and actuals (Forecast Amounts, Qty, Discounts, Sales and Cost Price, with variances and date comparisons.
- **Sales Delivery:** Track delivery performance (Days / Amount / Qty / Lines late by five different dates, Availability Rate Delivered / Invoiced, Packing slip information, OTIF%),
- **Sales Opportunities:** Analyze Opportunities.
- **Sales Quotes:** Analyze Quotes.

Measure groups are sharing **66 dimensions** with **642 attributes** in **128 hierarchies**.

Sales Invoice

DIMENSIONS
- Bill To Customer
- Charges
- Commission Sales Group
- Currency
- Date
- Document Sales Invoice
- Document Sales Invoice Line
- Employee
- General Type
- Inventory Batch
- Inventory Dimensions
- Inventory Serial
- Inventory Size
- Item
- Location
- Procurement Category
- Reason Code
- Return Reason Code
- Sell To Customer
- Unit Of Measure

MEASURES
- All Customers
- Buying Customers
- Days Since Last Sale
- Gross Sales + ACY + Posted
- Last Sales (Amount, Date, Quantity)
- Net Sales + ACY + Posted
- New Customers + Sales & %
- New Items + Sales & %
- No of Deals
- No of Posted Sales Documents
- No of Sales (Invoices, Journals, Orders, Returned Orders)
- Previous Sales Date
- Sales Benefits + ACY + Posted
- Sales Charges Value + ACY + Posted
- Sales Cost + ACY + inc Benefits
- Sales Deal Value + ACY
- Sales Discount Amount +% + ACY & % + End % + Posted
- Sales Price + ACY
- Sales Profit + % + ACY & %
- Sales Profit inc Benefits & %
- Sales Profit Posted
- Sales Shipped / Invoiced Variance

Sales Invoice - Charges Line

DIMENSIONS
- Bill To Customer
- Charges
- Commission Sales Group
- Currency
- Date
- Document Sales Invoice
- Document Sales Invoice Line
- Employee
- General Type
- Inventory Batch
- Inventory Dimensions
- Inventory Serial
- Inventory Size
- Item
- Location
- Procurement Category
- Reason Code
- Return Reason Code
- Sell To Customer
- Unit Of Measure

MEASURES
- Line Num
- Sales Charges Value
- Sales Charges Value ACY
- Sales Charges Value Posted

Sales Invoice - Misc Charges

DIMENSIONS
- Bill To Customer
- Commission Sales Group
- Currency
- Date
- Document Sales Invoice
- Document Sales Invoice Line
- Employee
- General Type
- Inventory Batch
- Inventory Dimensions
- Inventory Serial
- Inventory Size
- Item
- Location
- Procurement Category
- Reason Code
- Return Reason Code
- Sell To Customer
- Unit Of Measure

MEASURES
- Sales Discount Amount ACY
- Sales Discount Amount End & Posted
- Sales Misc Charges ACY
- Sales Misc Charges End ACY + Posted
- Sales Misc Charges End
- Sales Tax ACY

Sales Invoice - Charges Header

DIMENSIONS
- Bill To Customer
- Charges
- Currency
- Date
- Document Sales Invoice
- Document Sales Invoice Line
- Employee
- General Type
- Inventory Batch
- Inventory Dimensions
- Inventory Serial
- Inventory Size
- Item
- Location
- Procurement Category
- Reason Code
- Return Reason Code
- Sell To Customer
- Unit Of Measure

MEASURES
- Sales Charges Value + ACY
- Sales Charges Value Posted

Sales Delivery

DIMENSIONS
- Account Manager
- Bill Of Lading
- Bill To Customer
- Country
- Currency
- Date
- Delivery Mode
- Delivery Term
- Document Sales Order
- Document Sales Order Line
- Item
- Location
- Packing Slip
- Payment Term
- Procurement Category
- Sales Pool
- Sell To Customer

MEASURES
- Amount Late % & ACY %
- Average Sales Days & Quantity Late
- Sales Amount Late + ACY + Posted
- Sales Availability Rate Delivered & Invoiced
- Sales Delivery Performance Ratio
- Sales Lines Late & %
- Sales Lines On Time & %

Sales Orders
DIMENSIONS
- Account Manager
- Bill To Customer
- Contact Person
- Country
- Currency
- Date
- Delivery Mode
- Delivery Term
- Document Sales Order
- Document Sales Order Line
- Employee
- Item
- Location
- Procurement Category
- Project
- Return Reason Code
- Sales Pool
- Sales Status
- Sales Type
- Sell To Customer
- Unit Of Measure

MEASURES
- Sales Order Amount ACY
- Sales Order Backlog Amount PDD & RDD
- Sales Order Backlog Quantity PDD & RDD
- Sales Order Delivered Quantity + UM
- Sales Order Line Count
- Sales Order Open Amount + ACY & Financial
- Sales Order Open Amount Posted + Financial & Posted
- Sales Order Ordered Quantity + Reserved
- Sales Order Picked Quantity
- Sales Order Sales Amount & Discount & Price UM

Sales Quote
DIMENSIONS
- Account Manager
- Bill To Customer
- Contact Person
- Country
- Currency
- Delivery Mode
- Delivery Reason Code
- Delivery Term
- Document Sales Opportunity
- Document Sales Order
- Document Sales Quotation
- Employee
- Expiry Date
- Follow Up Date
- Item
- Location
- Procurement Category
- Project
- Project Category
- Quotation Reject Reason
- Quotation Status
- Quotation Type
- Requested Receipt Date
- Requested Shipping Date
- Sell To Customer

MEASURES
- Quoted Sales Cost Price + ACY
- Quoted Sales Line Amount + ACY
- Quoted Sales Price + ACY
- Quoted Sales Price + ACY
- Sales Quote Count

Sales Opportunity
DIMENSIONS
- Closed Date
- Date
- Document Sales Opportunity
- Opened Date

MEASURES
- Line Amount
- Line Discount Amount
- Outstanding Quantity
- Quantity + Invoiced + Shipped
- No of Sales Document Archive Lines

Sales Forecast
DIMENSIONS
- Currency
- Customer
- Date
- Forecast End Date
- Forecast Model
- Item
- Location
- Project

MEASURES
- Sales Forecast Amount + ACY
- Sales Forecast Amount Last + ACY
- Sales Forecast Amount Variance + ACY
- Sales Forecast Cost Price + ACY
- Sales Forecast Count
- Sales Forecast Discount Amount + ACY
- Sales Forecast Price Unit + ACY
- Sales Forecast Sales Price + ACY
- Sales Forecast Sales Qty Last & Variance