

Open Orders Module

The Open Orders Module captures all Sales Orders that have not been invoiced. It can be used on its own or as a supporting component of another module, such as the Sales Operational Module.

Sales Rep Operational Scorecard

Sales Rep: Delgado, William (1013)

Current Month Overview

Booked Value: 187,030
 Invoiced Value: 355,564
 Invoiced Trend - Current to 12 Month Avg: +30.9%

Projected Invoiced Value: 411,705
 Invoice Trend - Projected Invoice to 12 Month Avg: +51.5%

Profit% Current: 43.4%
 Profit% Difference - Current to 12 Month: -2.4%
 Profit% Difference - Current to Last Month: -3.8%

Last Month Overview

Booked Value Last Month: 296,654
 Invoiced Value Last Month: 136,548
 Average Invoice Value Last 12 Months: 271,732

Profit% Last Month: 47.2%
 Profit% Difference - Last to 12 Month: 1.4%
 Profit% Last 12 Months: 45.8%

Top Bill To Customers

Customer	Invoiced Sales	Invoiced Sales Trend	Profit%	Profit% Diff
Joel Baker	251,690	+382.6%	43.0%	-5.7%
InfoFlash	80,719	+1.2%	43.1%	1.3%
YourSet Tobacco	6,521	-80.8%	47.5%	-0.2%
Surtion	6,516	-77.0%	46.1%	4.8%
RCK United States GP	1,907	-72.2%	51.9%	1.1%
Colos	1,689	+132.3%	51.6%	1.8%
Kenneth Rivers	1,001	+238.5%	54.9%	1.4%

Top 10 Bill To Customers by Rolling 12 Sales

Customer	Invoiced Sales Current	Invoiced Sales Last Year	Profit%	Profit% Diff
InfoFlash	956,749	+178.6%	41.8%	2.1%
Joel Baker	625,890	+41.0%	48.6%	-0.2%
YourSet Tobacco	408,509	+189.6%	47.7%	-0.8%
Surtion	340,242	+64.4%	41.3%	-0.2%
Alstroni	129,507	+150.2%	39.3%	2.8%
TeleCity	98,733	+149.8%	50.4%	1.7%
RCK United States GP	82,264	+46.2%	50.8%	8.4%

Concerning Bill To Customers

Customer	Invoiced Sales Current	Invoiced Sales Last Year	Average Invoiced Sales Per Month
Surtion	6,516	36,879	28,353
Alstroni	0	1,944	10,792
TeleCity	252	3,039	8,228
RCK United States GP	1,907	8,840	6,855
DDR	38	2,346	2,197
Rodney Hughes	0	17,824	2,063
OKB United States Corp.	0	2,504	2,004

Invoiced Sales by Key Drill Down

Open Orders by Bill To Customers

Customer	Open Value	Order Count	Avg Days Open
Delgado, William	186,515	20	61
Joel Baker	81,138	5	38
InfoFlash	68,872	3	79
William Bell Military Aircraft	26,225	2	78
Alstroni	6,633	1	31
YourSet Tobacco	3,871	1	88
Surtion	2,774	3	85
MyStation	1,927	1	12
Cintagon	399	1	4
James Barnes	236	1	18
TeleCity	143	1	10

Drill-Downs:

- Bill To Customer
- Sales Rep
- Bill To Customer Class
- Ship To Customer
- Order Number
- Stage
- Order Taker
- Vendor
- Product
- Warehouse
- Product Category

Columns:

- Average Days Late/Late Line
- Open Cost
- Average Days Open/Line
- Open Order Count
- Average Open Profit/Line
- Open Profit
- Average Open Value/Line
- Open Profit Percentage
- Average Profit/Open Order
- Open Units
- Average Value/Open Order
- Open Value
- Late Line Count
- Units Late
- Late Order Count
- Vendor Rebate Amount
- Line Count