

# Open Purchase Orders Module

The Open Purchase Orders Module captures purchase orders that are still open. It can be used on its own or as a supporting component of another module, such as the Executive Review Dashboard or Product 360 Scorecard.

**Product 360 Scorecard**  
Product: 1070140 - Zerair (1070140)

Open Quotes	
Open Value	34,059
Open Profit Percentage	46.4%
Units Open	7,162

Open Orders	
Open Value	2,103
Open Profit Percentage	35.0%
Units Open	517
Average Days Open	15

Bookings Overview	
Bookings Last 12 Months	63,969
Profit Percentage Last 12 Months	43.0%
Profit Last 12 Months	27,533
Units Ordered Last 12 Months	14,102

Pricing	
Avg Profit per Unit Last 12 Months	1.95
Profit Percentage Last 12 Months	43.0%
Intended Profit Percentage Last 12 Months	43.6%

Sales by Sales Rep - Last 12 Months			
	Sales	Profit Percent	Diff from Intended
Delgado, William	59,656	42.7%	-0.5%
Thomas, Robert	2,083	45.8%	-0.5%
King, George	1,135	53.9%	-1.3%

Sales Overview	
Sales This Month	3,804
Units This Month	829
Sales Last 12 Months	62,874
Sales Trend Rolling 12	+36.6%
Profit Percentage Last 12 Months	43.0%
Profit Percentage Difference Rolling 12	0.0%
Units Shipped Last 12 Months	13,904
Line Count Last 12 Months	405

Top Customers - Last 12 Months				
	Sales	Sales Trend	Profit Percent	Profit Percent Difference
YourSet Tobacco	11,361	+27.0%	44.7%	-0.1%
InfoFlash	9,670	+30.3%	39.0%	1.3%
Joel Baker	9,174	+14.8%	45.3%	2.1%
Surtion	7,138	+133.5%	38.4%	-1.2%
Aureco	3,863	+57.0%	45.2%	-0.2%
RDP	3,798	+60.3%	45.3%	-1.0%
Alatroni	3,307	+91.6%	32.5%	-3.0%
CyberBit	1,929	-18.7%	44.9%	-0.6%
IQS	1,288	+6899.5%	44.4%	3.9%
RCK United States GP	1,143	-4.3%	43.5%	3.3%

Open Purchase Orders	
Open Value	8,789
Units Open	3,000
Open Line Count	1
Average Days Open	44

Purchasing Overview	
Order Value Last 12 Months	42,359
Order Value Trend Rolling 12	+18.3%
Units Ordered Last 12 Months	15,670
Line Count Last 12 Months	11

PO Receipts by Supplier - Last 12 Months					
	Value Received	Quantity Received	Average Cost/Unit	Fill Rate	Average Lead Time
Open Purchase Orders	8,789	3,000	1	44	

Fulfillment	
Order Line Fill Rate This Month	100.0%
Order Line Fill Rate Last 12 Months	99.4%
Lead Time This Month	3
Lead Time Last 12 Months	7

Inventory	
Total On Hand Value	10,283
Inventory Value Trend	+88.4%
Total On Hand Units	3,909
Allocated On Hand Units	517
Inventory Sales Last 12 Months	62,874
Turns	4.9
Turns Trend	+5.4%
GMROI	369.3
GMROI Trend	+3.2%

Inventory By Location			
	Value	Units	Turns
Warehouse 7	10,283	3,909	4.9

## Drill-Downs:

- Buyer
- Main Vendor
- Price Group
- Product
- Product Line
- Product Rank
- Vendor
- Warehouse Stock
- Warehouse

## Columns:

- Average Amount/Open PO
- Average Amount/Open PO Line
- Average Days Open/Line
- Open Amount
- Open PO Count
- Open PO Line Count
- Open Units

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