

# 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 |
| YourSet Tobacco                | 11,361 | +27.0%      | 44.7%          |
| InfoFlash                      | 9,670  | +30.3%      | 39.0%          |
| Joel Baker                     | 9,174  | +14.8%      | 45.3%          |
| Surtion                        | 7,138  | +133.5%     | 38.4%          |
| Aureco                         | 3,863  | +57.0%      | 45.2%          |
| RDP                            | 3,798  | +60.3%      | 45.3%          |
| Alstroni                       | 3,307  | +91.6%      | 32.5%          |
| CyberBit                       | 1,929  | -18.7%      | 44.9%          |
| IQS                            | 1,288  | +6899.5%    | 44.4%          |
| RCK United States GP           | 1,143  | -4.3%       | 43.5%          |

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

| Purchasing Overview          |        |          |            |
|------------------------------|--------|----------|------------|
|                              | Value  | Quantity | Line Count |
| 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 |                |                   |                   |           |
|--|----------------|-------------------|-------------------|-----------|
| Supplier                                 | Value Received | Quantity Received | Average Cost/Unit | Fill Rate |
| YourSet Tobacco                          | 11,361         | 11,361            | 0.99              | 100.0%    |
| InfoFlash                                | 9,670          | 9,670             | 0.99              | 100.0%    |
| Joel Baker                               | 9,174          | 9,174             | 0.99              | 100.0%    |
| Surtion                                  | 7,138          | 7,138             | 0.99              | 100.0%    |
| Aureco                                   | 3,863          | 3,863             | 0.99              | 100.0%    |
| RDP                                      | 3,798          | 3,798             | 0.99              | 100.0%    |
| Alstroni                                 | 3,307          | 3,307             | 0.99              | 100.0%    |
| CyberBit                                 | 1,929          | 1,929             | 0.99              | 100.0%    |
| IQS                                      | 1,288          | 1,288             | 0.99              | 100.0%    |
| RCK United States GP                     | 1,143          | 1,143             | 0.99              | 100.0%    |

| 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 |        |       |       |
|-----------------------|--------|-------|-------|
| Location              | Value  | Units | Turns |
| Warehouse 7           | 10,283 | 3,909 | 4.9   |

| Open Purchase Orders |       |
|----------------------|-------|
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| Units Open           | 3,000 |
| Open Line Count      | 1     |
| Average Days Open    | 44    |

## Drill-Downs:

- Buyer
- Location
- PO Type
- PO Writer
- Product
- Product Group
- Product Supplier
- Stockable
- Supplier
- Vendor

## 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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1