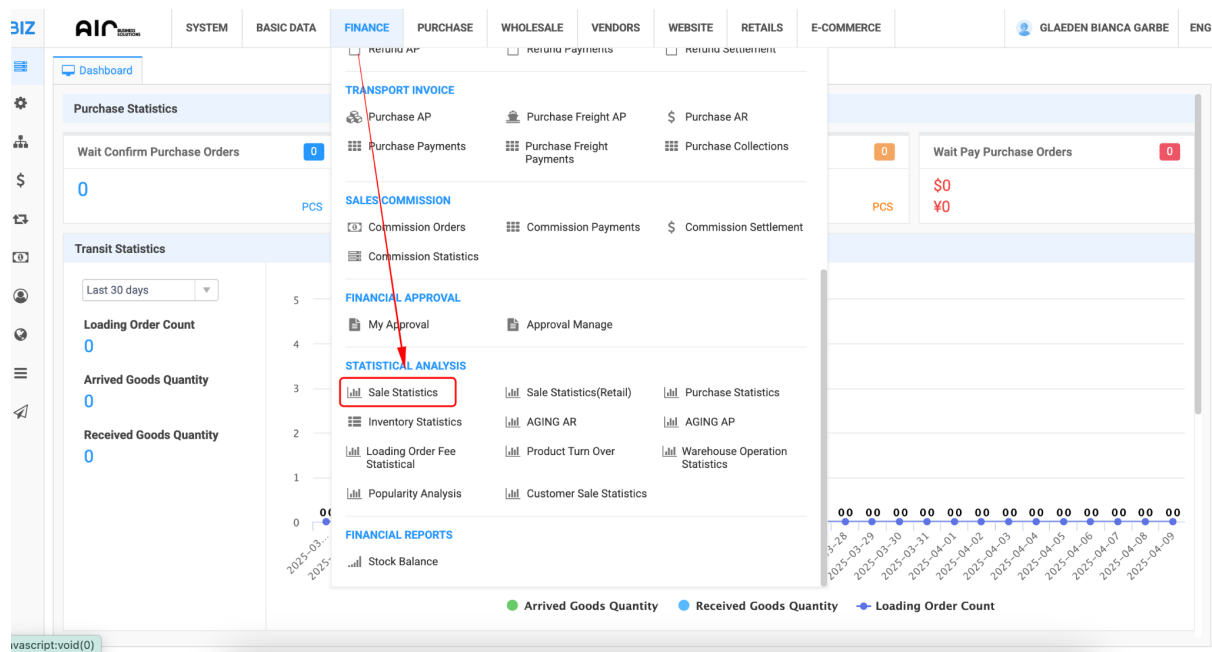


Finance - Sale Statistics

The Sales Statistics tab in our ERP system offers comprehensive insights into sales performance, enabling users to analyze various metrics such as sold units, available stock, sales amounts, and gross profit. This feature aids in making informed decisions regarding inventory management, sales strategies, and overall business operations.

Navigation: To access the Sales Statistics tab:



1. Log in to the ERP system.
2. Navigate to the **Sales** module from the main dashboard.
3. Click on the **Sales Statistics** tab to view detailed reports and analytics.

Key Features:

1. Items Tab

- **Item No.:** Unique identifier for each product.
- **Description:** Brief overview of the product.
- **Item Category:** Classification of the product.
- **Item Class:** Further categorization of items.
- **Case Pack:** Quantity per case.
- **Sold Units:** Total units sold within the selected period.
- **SO Confirmed:** Number of sales orders confirmed.
- **SO Confirmed (Agent):** Sales orders confirmed by agents.
- **SO Not Confirmed:** Sales orders pending confirmation.
- **SO Not Confirmed (Agent):** Pending sales orders awaiting agent confirmation.
- **Available Stock:** Current stock available for sale.

- **Warehouse Frozen:** Stock reserved in the warehouse.
- **Daily Sales Units:** Average units sold daily.
- **Sales Amount:** Total revenue generated.
- **Gross Profit:** Profit after deducting costs.
- **GPR (Gross Profit Ratio):** Percentage of gross profit relative to sales.
- **GPR% Trend Last 30 Days:** Trend analysis of GPR over the past month.
- **Order CT:** Total number of orders.
- **Customer CT:** Total number of customers.
- **Reorder Frequency:** How often items are reordered.
- **Days OOS (Out of Stock):** Number of days items were out of stock.
- **OOS Loss Sales:** Sales lost due to stockouts.
- **Purchase Units:** Units purchased to replenish stock.
- **Not Completed PO (Purchase Order):** Pending purchase orders.
- **China Warehouse:** Stock levels in the China warehouse.
- **On the Way:** Products in transit.

Searching and Filtering Options:

- **Language:** English/Chinese.
- **Date Type:** Order Date/Completion Date.
- **Date Range:** Specify 'From' and 'To' dates.
- **Number Range:** Define numerical ranges.

- **Exclude No Deal:** Option to exclude records with no deals.
- **Purchase Time:** Filter by Last Year/Last Two Years/Last Three Years.
- **Item Class:** Filter by item classification.
- **Stock Companies:** Select specific stock companies.
- **Category:** Filter by product category.
- **Export to Excel:** Option to export data for further analysis.

2. Items and Owner Tab

- **Owner:** Identifies the individual or entity responsible for the item.
- **Item No.:** Unique identifier for each product.
- **Description:** Brief overview of the product.
- **Item Category:** Classification of the product.
- **Item Class:** Further categorization of items.
- **Case Pack:** Quantity per case.
- **Sold Units:** Total units sold within the selected period.
- **Daily Sales Units:** Average units sold daily.
- **Sales Amount:** Total revenue generated.
- **Gross Profit:** Profit after deducting costs.
- **GPR (Gross Profit Ratio):** Percentage of gross profit relative to sales.
- **Order CT:** Total number of orders.
- **Available Stock:** Current stock available for sale.
- **Warehouse Frozen:** Stock reserved in the warehouse.
- **GPR% Trend Last 30 Days:** Trend analysis of GPR over the past month.

- **Customer CT:** Total number of customers.
- **Reorder Frequency:** Frequency of item reorders.
- **Days OOS (Out of Stock):** Number of days items were out of stock.
- **OOS Loss Sales:** Sales lost due to stockouts.
- **Searching and Filtering Options:**
 - **Language:** English/Chinese.
 - **Number:** Specify a range (From/To).
 - **Date Type:** Choose between Order Date or Completion Date.
 - **Date:** Define a date range (From/To).
 - **Order Owning Company:** Filter by the company owning the order.
 - **Owner:** Filter by the item's owner.
 - **Item Class:** Filter by item classification.
 - **Stock Companies:** Filter by stock-holding companies.
 - **Category:** Filter by product category.

3. Customer Total Tab

- **Customer:** Identifies the customer by name or ID.
- **Customer Category:** Classifies the customer based on predefined categories.
- **Sales Employee Name:** Name of the sales representative handling the account.
- **Order CT (Order Count):** Total number of orders placed by the customer.
- **Total Bill:** Aggregate billing amount for the customer.
- **Gross Profit:** Profit earned after deducting the cost of goods sold.
- **GPR (Gross Profit Ratio):** Percentage representing the gross profit relative to sales.

- **Total Order Amount (Including Outstanding Bill):** Sum of all order amounts, accounting for any pending bills.

Searching and Filtering Options:

- **Language:** Select between English or Chinese.
- **Sales Rep:** Filter data by sales representative.
- **Date Type:** Choose between Order Date or Completion Date.
- **Date Range:** Define a specific date range (From/To).
- **Customer Range:** Filter customers within a specific ID or name range.
- **Customer Category:** Filter by customer classification.

4. Customer Details Tab

- **Item No.:** Unique identifier for each product.
- **Package:** Packaging details of the item.
- **Barcode:** Scannable code associated with the item.
- **Available Stock:** Current stock quantity available for sale.
- **Committed on SO (Sales Order):** Quantity allocated to confirmed sales orders.
- **On Water:** Quantity of items currently in transit.
- **Last Purchase Price:** Price at which the item was last purchased.
- **Current Item Cost:** Current cost of the item, accounting for any changes.
- **Average GPR (Gross Profit Ratio):** Average profit margin percentage for the item.
- **Last Purchased Qty:** Quantity of the item in the most recent purchase.
- **Last Purchased Date:** Date of the most recent purchase.
- **Total Purchased Qty:** Cumulative quantity purchased over time.

Searching and Filtering Options:

- **Language:** Select between English or Chinese.
- **Customer:** Filter data by specific customer name or ID.
- **Date Range:** Define a specific date range for purchase activities (From/To).
- **Export to Excel:** Option to download the filtered data in Excel format for further analysis.

5. Customer Category Tab

- **Customer:** Name or ID of the customer.
 - **Customer Category:** Classification of customers based on predefined criteria.
 - **Sales Employee Name:** Name of the sales representative handling the account.
 - **Product Category:** Classification of products sold.
 - **Order CT (Order Count):** Total number of orders placed.
 - **Total A/R Invoice (Accounts Receivable Invoice):** Total invoiced amount pending payment.
 - **Gross Profit:** Profit after deducting the cost of goods sold.
 - **GPR (Gross Profit Ratio):** Percentage representing the gross profit margin.
- **Searching and Filtering Options:**
 - **Language:** Select between English or Chinese.
 - **Customer Range:** Filter data by specifying a range of customer IDs or names.
 - **Date Type:** Choose between 'Order Date' or 'Completion Date' for filtering.

- **Date Range:** Define a specific date range (From/To) for the selected date type.
- **Category:** Filter data by specific product categories.
- **Export to Excel:** Option to download the filtered data in Excel format for further analysis.

6. Sales Employees Tab

- **Sales Employee Name:** Name of the sales representative.
- **Order CT (Order Count):** Total number of orders processed by the sales employee.
- **Total A/R Invoice (Accounts Receivable Invoice):** Total amount invoiced and pending payment.
- **Gross Profit:** Total profit after deducting the cost of goods sold.
- **GPR (Gross Profit Ratio):** Percentage indicating the gross profit margin.
- **Total Open IN (Open Invoices):** Total value of invoices that are yet to be closed or paid.

Searching and Filtering Options:

- **Language:** Select between English or Chinese.
- **Order Status:** Filter orders based on their current status: Completed, Confirmed, or Preparing.ERP Information
- **Date Type:** Choose between 'Order Date' or 'Completion Date' for filtering.
- **Date Range:** Define a specific date range (From/To) for the selected date type.
- **Sales Representative Range:** Filter data by specifying a range of sales representative names.
- **Export to Excel:** Option to download the filtered data in Excel format for further analysis.

7. Sales Employees Details Tab

- **Item No.:** Unique identifier for each item.
- **Barcode:** The barcode assigned to the item for tracking.
- **Sales Employee Name:** Name of the sales representative.
- **Order Number:** The corresponding order number.
- **Sold Units:** Number of units sold.
- **Total A/R Invoice:** The total invoice amount that is due.
- **Gross Profit:** The profit earned after deducting the costs of the product sold.
- **GPR (Gross Profit Ratio):** Percentage of gross profit.
- **Order Status:** The current status of the order (Completed/Confirmed/Preparing).

Searching and Filtering Options:

- **Language:** Choose between English or Chinese.
- **Order Status:** Filter by order status (Completed, Confirmed, Preparing).
- **Date Type:** Select either **Order Date** or **Completion Date**.
- **Date:** Filter by specific date range.
- **Sales Rep:** Filter by sales representative.
- **Export to Excel:** Option to download filtered results.

8. Buyer Tab

- **Buyer:** The name of the buyer.
- **Order CT (Order Count):** Number of orders from the buyer.
- **Total A/R Invoice:** Total amount due from the buyer.

- **Gross Profit:** Profit earned from orders placed by the buyer.
- **GPR (Gross Profit Ratio):** Percentage profit margin.

Searching and Filtering Options:

- **Language:** English or Chinese.
- **Date Type:** Filter by **Order Date** or **Completion Date**.
- **Date:** Set date range for filtering.
- **Export to Excel:** Export results in Excel format.

9. Vendor Tab

- **Vendor:** The name of the vendor.
- **Vendor Category:** The category or type of the vendor.
- **Order CT:** The count of orders associated with the vendor.
- **Total A/R Invoice:** Total amount due from the vendor.
- **Gross Profit:** Profit made from transactions with the vendor.
- **GPR (Gross Profit Ratio):** Profit ratio percentage for vendor transactions.

Searching and Filtering Options:

- **Language:** English or Chinese.
- **Date Type:** Choose between **Order Date** or **Completion Date**.
- **Date:** Set the date range for filtering.
- **Vendor:** Filter by vendor name or range.
- **Vendor Category:** Filter by category of the vendor.
- **Export to Excel:** Download results in Excel.

10. Vendor Details Tab

- **Vendor:** The name of the vendor.
- **Item No.:** The item identifier.
- **Barcode:** Barcode for the product.
- **Vendor SKU:** The stock-keeping unit (SKU) provided by the vendor.
- **Description:** Description of the item.
- **Case Pack:** The number of units in each case.
- **Sold Units:** Number of units sold.
- **Daily Sales Units:** Daily sales data for the product.
- **Order CT:** Number of orders involving the item.
- **Sales Amount:** Total sales amount for the item.
- **Gross Profit:** Profit from the item.
- **GPR:** Gross profit ratio for the item.
- **Available Stock:** Current available stock.
- **Not Completed PO:** Purchase orders that are not yet completed.
- **China Warehouse:** Indicates if the item is stored in the China warehouse.
- **On the Way:** Indicates if the item is on the way from the vendor.
- **Days OOS:** Number of days out of stock.
- **OOS Loss Sales:** Lost sales due to the item being out of stock.
- **Last Received:** Date when the last batch of items was received.

Searching and Filtering Options:

- **Language:** English or Chinese.

- **Number Range:** Filter by item numbers.
- **Date Type:** Choose between **Order Date** or **Completion Date**.
- **Exclude No Deal:** Toggle to exclude no deal transactions.
- **Vendor and Vendor Category:** Filter by vendor or category.
- **Stock Companies and Category:** Filter by stock companies and item category.

11. Sales Outbounds Tab

- **Order No.:** The order number for outbound shipments.
- **Item No.:** The item identifier for the outbound shipment.
- **Item Category:** The category of the item.
- **Brand:** The brand associated with the item.
- **Sale Price:** The sale price for the item.
- **Sale Min Price:** The minimum sale price for the item.
- **Customer Code:** The customer associated with the sale.
- **Customer Name:** The name of the customer.
- **Customer Category:** The category of the customer.
- **Order Qty:** Quantity of items ordered.
- **Order Price:** The price of the order.
- **Order Amount:** The total amount for the order.
- **Return Qty:** Quantity of items returned.
- **Return Amount:** Amount for returned items.
- **Outbound No.:** The outbound shipment number.
- **Outbound Time:** Time the items were shipped.

- **Outbound Qty:** Quantity of items shipped.
- **Outbound Cost Price:** Cost price for the outbound shipment.
- **Outbound Amount:** Total amount for the outbound shipment.
- **Invoice No.:** The associated invoice number.
- **Invoice Time:** The time when the invoice was created.
- **Invoice Qty:** Quantity of items invoiced.
- **Invoice Price:** Price of the items on the invoice.
- **Invoice Item Amount:** Amount for the items on the invoice.
- **Invoice Freight:** Shipping cost on the invoice.
- **GPR:** Gross profit ratio.
- **Invoice Amount:** Total invoice amount.

Searching and Filtering Options:

- **Language:** Chinese or English.
- **Time Zone:** Choose a specific time zone.
- **Date:** Filter by specific date range.
- **Order Number:** Filter by order number.
- **Outbound Number:** Filter by outbound shipment number.
- **Item Number:** Filter by item number.
- **Category:** Filter by item category.
- **Export to Excel:** Download data in Excel format.