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Control Sales Management | Summary | Territory Analysis | Categories

Sales Territory: All

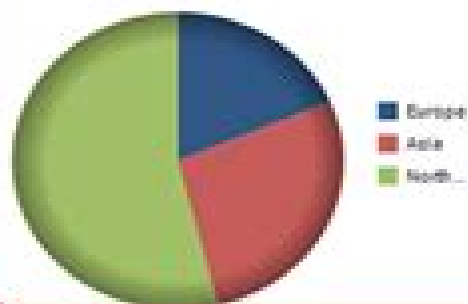
Date: 11/16/2010

Sales Overview

		Actual	Target	%	Trend
Sales					
Sales Amount		\$206,177,632	\$206,013,822	-9%	
Sales Quantity		1,807,176	1,487,258	28%	
Sales Gross Margin		\$183,566,536	\$204,896,740	-10%	
Sales Units					
Sales Total Cost		\$148,609,512	\$209,871,430	-7%	
Sales Unit Cost		\$82,396,729	\$14,628,576	-9%	
Sales Unit Price		\$22,381,649	\$14,381,612	-6%	
Discounts					
Sales Discount Amount		\$8,064,915	\$6,482,810	-14%	
Sales Discount Quantity		176,853	152,384	-16%	
Sales Discount Average		\$46	\$43	-7%	
Returns					
Sales Return Quantity		11,000	12,508	-15%	
Sales Return Average		358	321	8%	
Sales Return Average - Demo		358	358	0%	

Sales Per Territory

Sales Amount



KPI Details

KPI: Sales Quantity

Metric: Target

Measure: Sales Quantity

Row Path: Sales/Sales Quantity

Column Path: *

Page Filters: All

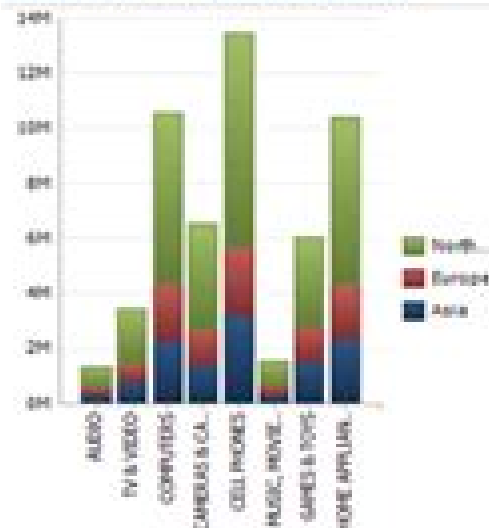
Status Bands: Great Spotlight Indicator

Status Band	Value
On Target	> 1,189,806.13
At Risk	1,189,806.13 to > 594,903.07
Off Target	594,903.07 or less

Description

Sales Quantity for the current month as compared to the average of the corresponding set of 3 months last year. The average includes the same period last year as the current period this year averaged with the two preceding periods of last year.

Product By Territory (Sales Quantity)



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