

Simple scenario Sales Analysis Creation ERP MS Dynamics NAV 2018w1

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 For : MPH_AOMA and AOPR and BPH_EPS1
 Database : MS Dynamics NAV 2018w1
 Keys : Ctrl-N=New, F4=Look-up, Ctrl-F7=entries, F7=statistics, F9=post
 Shorthands : G/L General Ledger, TO-Transfer Order
 Tutor-TU

1. Go to working date 1.1.2020
2. We have to create some item ledger entries in year 2020. Our choice will be selling some chairs on 1.1.2020 and 1.2.2020. So for that purpose we will create two sales orders on these two dates. For the sake of simplicity, we present only selling lines of the first sales order. In red frame you see number of invoices because author recently posted another SO, and this is the copy of it You will use the copy for the second SO. By use of sequence Action-> Copy document. After posting the first SO change the working **date to 1.2.2020**

Type	No.	Description	Location Code	Quantity	Qty. to Assemble to Order	Reserved Quantity	Unit of Measur...	Unit Price Excl. VAT	Line Amount Excl. VAT
		Invoice No. 103039:							
Item	1900-S	PARIS Guest Chair, black	BLUE	1			PCS	125,10	125,10
Item	1908-S	LONDON Swivel Chair, blue	BLUE	2			PCS	123,30	246,60
Item	1936-S	BERLIN Guest Chair, yellow	BLUE	3			PCS	125,10	375,30
Item	1980-S	MOSCOW Swivel Chair, red	BLUE	4			PCS	123,30	493,20
Item	1960-S	ROME Guest Chair, green	BLUE	3			PCS	125,10	375,30

3. You should see just created item ledger entries. Below entries are the one from the first posted sales order.

Posting Date	Entry Type	Document Type	Document No.	Item No.	Des...	Location Code	Quantity	Invoiced Quantity	Remaining Quantity	Sales Amount (Actual)	Cost Amount (Actual)
01.01.2020	Sale	Sales Shipment	102052	1960-S		BLUE	-3	-3	0	375,30	-292,50
01.01.2020	Sale	Sales Shipment	102052	1980-S		BLUE	-4	-4	0	493,20	-384,40
01.01.2020	Sale	Sales Shipment	102052	1936-S		BLUE	-3	-3	0	375,30	-292,50
01.01.2020	Sale	Sales Shipment	102052	1908-S		BLUE	-2	-2	0	246,60	-192,20
01.01.2020	Sale	Sales Shipment	102052	1900-S		BLUE	-1	-1	0	125,10	-97,50
01.01.2020	Sale	Sales Shipment	102050	1960-S		BLUE	-3	-3	0	375,30	-292,50
01.01.2020	Sale	Sales Shipment	102050	1980-S		BLUE	-4	-4	0	493,20	-384,40
01.01.2020	Sale	Sales Shipment	102050	1936-S		BLUE	-3	-3	0	375,30	-292,50
01.01.2020	Sale	Sales Shipment	102050	1908-S		BLUE	-2	-2	0	246,60	-192,20
01.01.2020	Sale	Sales Shipment	102050	1900-S		BLUE	-1	-1	0	125,10	-97,50

4. Go back in time to 1.1.2020 (the working date) and then use Sales &Marketing ->Administration and you will get:

Analysis & Reporting

Setup

- Analysis Types
- Sales Analysis Line Templates
- Sales Analysis Column Templates
- Sales Analysis Views

5. Let's create a new Sales Analysis Line Template by icon new

Name	Description	Item Analysis View Code
ESF-TEST	ESF TEST analysis	CHAIRS

By icon Lines, you will enter data by use of icon Insert items

Row Ref. No.	Description	Type	Range	Department Code Total...
1	MOSCOW Sw...	Item	1980-S	
2	TOKYO Guest...	Item	1964-S	
3	ROME Guest ...	Item	1960-S	
4	BERLIN Gues...	Item	1936-S	
5	LONDON Swi...	Item	1908-S	
6	PARIS Guest ...	Item	1900-S	
	Total	Formula	1+2+3+4+5+6	

6. Item analysis View Code looks like this (the principle I similar to the one already presented in the examples related to Accounting schedules. In item filter, we have manually entered all chairs separately by | character “|” (right alt gr +W). New created Vies must be updated.

Sales · CHAIRS · Chairs

General			
Code:	CHAIRS	Last Date Updated:	14.11.2019
Name:	Chairs	Last Entry No.:	416
Item Filter:	1900-S 1908-S 1936-S...	Last Budget Entry No.:	29
Location Filter:		Update on Posting:	<input type="checkbox"/>
Date Compression:	Day	Include Budgets:	<input checked="" type="checkbox"/>
Starting Date:	01.01.2020	Blocked:	<input type="checkbox"/>
Dimensions			
Dimension 1 Code:	DEPARTMENT	Dimension 3 Code:	SALESCAMPAIGN
Dimension 2 Code:	AREA		

7. Sales & Marketing -> Reports and analysis

Analysis & Reporting
 Sales Budgets
Sales Analysis Reports
 Sales Analysis by Dimensions
 Production Forecast
 Item Dimensions - Detail
 Item Dimensions - Total

8. By use of New icon you create a new line representing our brand new report Chairs

Analysis Report Sale ▾

Name	Description	Analysis Line Template N...	Analysis Column Template Name
MY CHAIRS	My chairs	ESF-TEST	SALES

9. To open it you must Edit Analysis report and then use icon Show-matrix, and you will get

Row Ref. No.	Description	Sales Turnover	COGS	Gross Profit Margin	Gross Profit %
1	MOSCOW Swivel Chair, red				
2	TOKYO Guest Chair, blue				
3	ROME Guest Chair, green	750,60	585,00	165,60	22,06
4	BERLIN Guest Chair, yellow	750,60	585,00	165,60	22,06
5	LONDON Swivel Chair, blue	493,20	384,40	108,80	22,06
6	PARIS Guest Chair, black	250,20	195,00	55,20	22,06
	Total	2 244,60	1 749,40	495,20	22,06

10. You could modify the report by changing the Column template. To show the logic of the column template, we present below the template Profit

Name: PROFIT ▾

Column No.	Column Header	Invoic...	Column Type	Ledger Entry Type	Formula	Show Opp...	Comparison Date Formula	Analysis Type Code	Value Type
A1	Sales Turnover	<input checked="" type="checkbox"/>	Net Change	Item Entries		<input type="checkbox"/>		SALES-AMT	Sales Amount
A2	COGS	<input checked="" type="checkbox"/>	Net Change	Item Entries		<input checked="" type="checkbox"/>		COGS	Cost Amount
A3	Gross Profit Margin	<input type="checkbox"/>	Formula	Item Entries	A1+A2	<input type="checkbox"/>			
A4	Gross Profit %	<input type="checkbox"/>	Formula	Item Entries	A3/A1*100	<input type="checkbox"/>			

10. Go to the Sales budget, and you can see some figures already entered to budget matrix. Then from the set of already created reports, try to see some data. Firstly icon Edit report and then Show-matrix

Analysis Report Sale

Name	Description	Analysis Line Template N...	Analysis Column Template Name
CUST1-BUDG	Actual vs. budget, CustGroups	CUSTGROUPS	BUDGET
CUST-SALES	Analyzing customers	CUST-ALL	SALES
ITEM1-PRC	Price analysis for my items	MY-ITEMS	PRICES
ITEM-PROF	Profitability Analysis	FURNIT-ALL	PROFIT
ITEM-SALE	Furniture Sales	FURNIT-ALL	SALES
KA-SALES	Key Accounts Sales	MY-CUST	SALES
MY CHAIRS	My chairs	ESF-TEST	SALES

Show results:

- Where Analysis Area is Sales
- And Analysis Line Template Name is CUST-ALL
- And Show is Yes; If Any Column Not Zero

+ Add Filter

Limit totals to:

- Where Date Filter is 01.01.19..31.12.21

+ Add Filter

Row Ref. No.	Description	Sales, Shipped not Invoiced	Sales, Invoiced	Sales, Quantity	Sales, Total	Sales Last Y	Sales Last Y, Quantity	Change %	TEST %
A1	Key Accounts	10 695,88	81 706,95	314,48	92 402,83	8 058,50	60,00	1 046,65	-1 046,65
A2	Outlets							-100,00	100,00
A3	Small customers	10 695,88	82 672,58	328,48	93 368,46	7 525,10	58,00	1 140,76	-1 140,76
A4	Total for all customers	21 391,76	164 379,53	642,95	185 771,29	15 583,60	118,00	1 092,09	-1 092,09

OR

Sales Analysis Matrix

Show results:

- Where Analysis Area is Sales
- And Analysis Line Template Name is FURNIT-ALL
- And Show is Yes; If Any Column Not Zero

+ Add Filter

Limit totals to:

- Where Date Filter is 01.01.20..31.12.20

+ Add Filter

Row Ref. No.	Description	Sales Turnover	COGS	Gross Profit Margin	Gross Profit %
A1	Parts and Spares				
A2	Finished Items	6 462,00	5 036,40	1 425,60	22,06
A3	Furniture Paint				
A4	Furniture, Total	6 462,00	5 036,40	1 425,60	22,06

and lastly

Show results:
 X Where Analysis Area is Sales
 X And Analysis Line Template Name is MY-ITEMS
 X And Show is Yes; If Any Column Not Zero
 + Add Filter

Limit totals to:
 X Where Date Filter is 01.01.19..31.12.21
 + Add Filter

Row Ref. No.	Description	Sales, Shipped not Invoiced	Sales, Invoiced	Sales, Total	Sales Quantity	Average Price	Unit Price	Deviation %
1896-S	ATHENS Desk	4 513,33		4 513,33	7,00	644,76	649,40	-0,72
1900-S	PARIS Guest Chair, black		1 251,00	1 251,00	10,00	125,10	125,10	
1906-S	ATHENS Mobile Pedestal	1 688,40	281,40	1 969,80	7,00	281,40	281,40	
1908-S	LONDON Swivel Chair, blue	117,14	986,40	1 103,54	9,00	122,62	123,30	-0,56
1920-S	ANTWERP Conference Table	2 017,92	840,80	2 858,72	7,00	408,39	420,40	-2,94
1924-W	CHAMONIX Base Storage Unit						136,40	100,00
1928-S	AMSTERDAM Lamp	33,82	671,07	704,89	20,00	35,24	35,60	-1,01
1928-W	ST.MORITZ Storage Unit/Drawers	290,79	290,78	581,57	2,00	290,79	342,10	-17,65
1936-S	BERLIN Guest Chair, yellow		1 501,20	1 501,20	12,00	125,10	125,10	
1952-W	OSLO Storage Unit/Shelf	134,72	134,73	269,45	2,00	134,73	158,50	-17,65

Another set of reports is called **Analysis by dimensions** and as one result will show one possible setup out of many and the results

CUSTOMERS

General

Analysis View Code: CUSTOMERS Show as Columns: SALESPERSON

Show as Lines: Item Show Value As: Sales Amount

Filters

Date Filter: 01.10.19..31.12.21 Customergroup Filter:

Item Filter: 1900-S..2000-S Salesperson Filter:

Location Filter: Dimension 3 Filter:

Budget Filter:

Options

Show: Actual Amounts Show Column Name:

Rounding Factor: None Show Opposite Sign:

Matrix Options

View by: Quarter Column Set: JR..PS

The report starts by use of icon Show-matrix

Sales Analysis by Dim Matrix Type to filter

Code	Name	Total Quantity	Total Sales Amount	JR	LM	MD	PS
1900-S	PARIS Guest Chair, black	-6,00	750,60	750,60			
1906-S	ATHENS Mobile Pedestal	-7,00	1 969,80	1 969,80			
1908-S	LONDON Swivel Chair, blue	-1,00	117,14	117,14			
1920-S	ANTWERP Conference Table	-7,00	2 858,72	840,80			2 017,92
1924-W	CHAMONIX Base Storage Unit						
1925-W	Conference Bundle 1-6						
1928-S	AMSTERDAM Lamp	-20,00	704,89	532,23			172,66
1928-W	ST.MORITZ Storage Unit/Drawers	-2,00	581,57	581,57			
1929-W	Conference Bundle 1-8						
1936-S	BERLIN Guest Chair, yellow						
1952-W	OSLO Storage Unit/Shelf	-2,00	269,45	269,45			
1953-W	Guest Section 1						
1960-S	ROME Guest Chair, green	-8,00	994,55	994,55			
1964-S	TOKYO Guest Chair, blue						
1964-W	INNSBRUCK Storage Unit/G.Door	-36,00	9 441,64	1 036,60			8 405,04
1965-W	Conference Bundle 2-8						
1968-S	MEXICO Swivel Chair, black	-13,00	1 584,40	1 233,00			351,40
1968-W	GRENOBLE Whiteboard, red	-2,00	1 657,16	1 657,16			
1969-W	Conference Package 1						

Other possibilities might be

DEFAULT

General

Analysis View Code: Show as Columns:
 Show as Lines: Show Value As:

Filters

Date Filter: Area Filter:
 Item Filter: Customergroup Filter:
 Location Filter: Salesperson Filter:
 Budget Filter:

Options

Show: Show Column Name:
 Rounding Factor: Show Opposite Sign:

Matrix Options

View by: Column Set:

Sales Analysis by Dim Matrix Type to filter (F3) | Code ▾ | →

No filters applied

Code	Name	Total Quantity	Total Sales Amount	Europe	Europe North	Europe North (EU)	Europe North (Non EU)	Europe North, Total	Europe South
INSTITUTL...	Institution								
INTERCO...	Intercompany Customers								
LARGE	Large Business	-21,00	1 671,69			172,66		172,66	
MEDIUM	Medium Business	-73,43	21 981,20			18 354,09	3 627,11	21 981,20	
PRIVATE	Private								
SMALL	Small Business	-117,48	45 837,33			32 383,61	13 453,72	45 837,33	