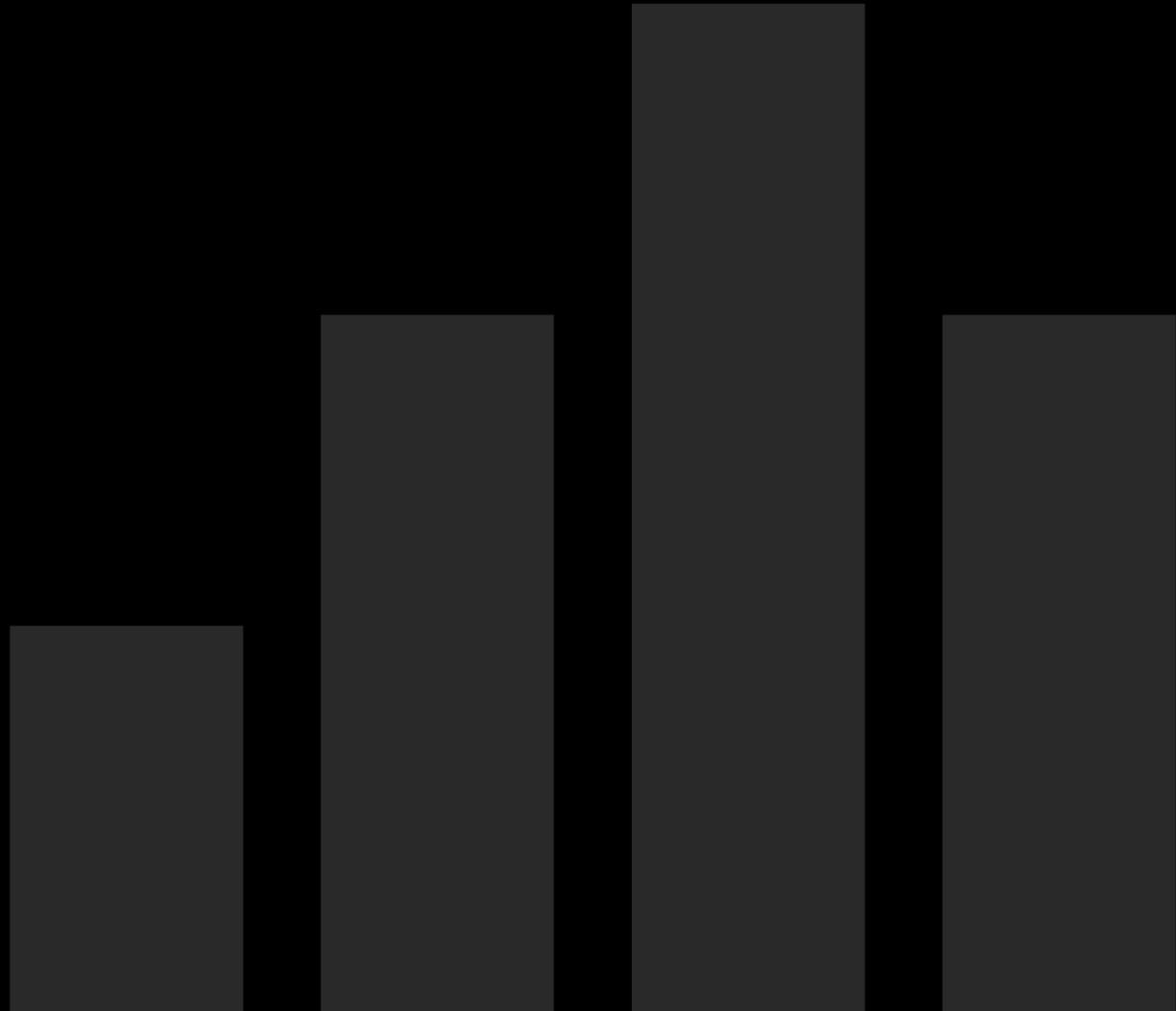


Sales app

[View in Power BI](#) ↗

Last data refresh:
01-07-2025 10:03:02 UTC

Downloaded at:
01-07-2025 10:15:15 UTC

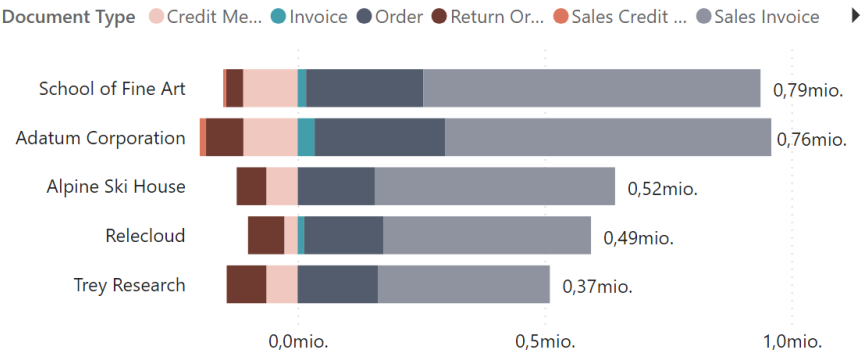


Sales Overview

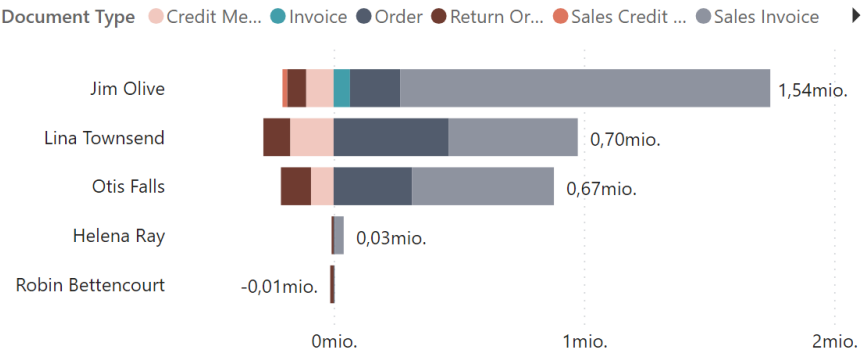
Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Amount	Outstanding Amount	Shipped Not Invoiced Amount	Invoiced Amount	Gross Profit	Gross Profit Margin	No. of New Customers
2,93mio.	678,21tusind	304,98tusind	2,58mio.	837,70tusind	28,61%	5

Top 5 Customers

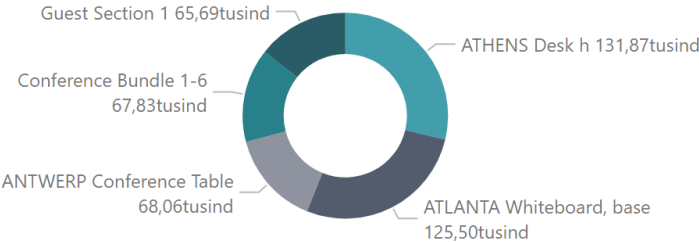


Sales Amount by Salesperson



Sales Amount	Count of Documents	
2,93mio.	602	
No. of Outstanding Sales Orders	No. of Shipped Not Invoiced Sale...	No. of Posted Sales Invoices
89	57	395
Outstanding Amount	Shipped Not Invoiced Amount	Invoiced Amount
678,21tusind	304,98tusind	2,58mio.

Gross Profit by Item



Daily Sales

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Daily Sales by Date

Fiscal Year	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total
+ F 2028								
+ F 2027								
+ F 2026								
+ F 2025	246.307,00	387.936,00	171.222,00	272.190,00	189.597,00	170.850,00	51.735,00	1.489.837,00
+ F 2024		25.328,00		10.800,00		-1.825,00	1.825,00	36.128,00
+ F 2023	57.286,00	48.452,00	50.151,00	52.068,00	10.859,00	143.887,00	84.688,00	447.391,00
Total	482.845,00	606.002,00	327.265,00	453.923,00	306.917,00	507.462,00	243.876,00	2.928.290,00

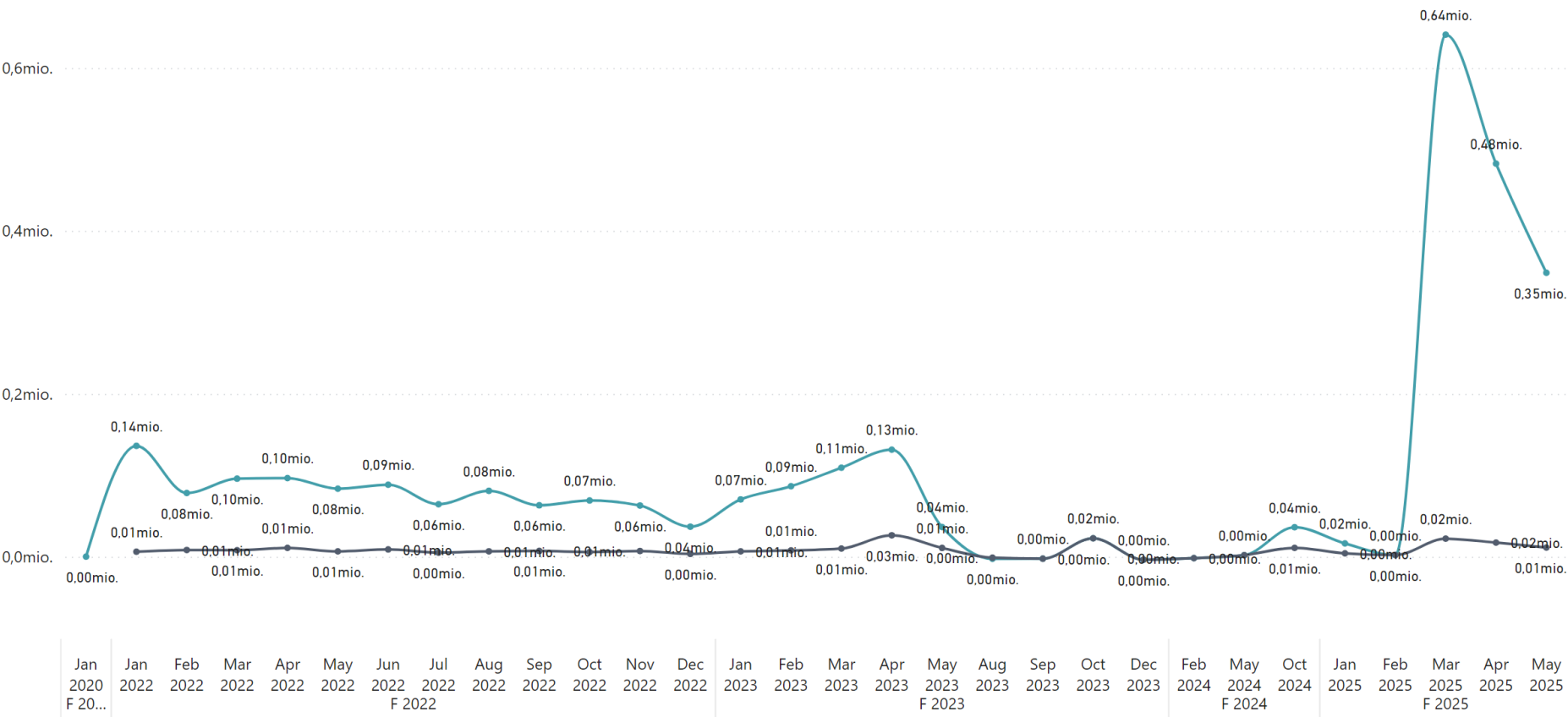
Daily Sales Details

Date	Entry No.	Document Type	Document No.	Item No. & Description	Sales Amount	Sales Quantity	Cost Amount	Gross Profit	Gross Profit Margin
23-01-2022	9	Sales Invoice	103212	1896-S ATHENS Desk h	9.465,00	5,00	7.385,00	2.080,00	21,98%
29-01-2022	19	Sales Invoice	103217	1896-S ATHENS Desk h	7.572,00	4,00	5.908,00	1.664,00	21,98%
21-02-2022	34	Sales Invoice	103225	1896-S ATHENS Desk h	13.251,00	7,00	10.339,00	2.912,00	21,98%
25-02-2022	44	Sales Invoice	103229	1896-S ATHENS Desk h	11.358,00	6,00	8.862,00	2.496,00	21,98%
23-03-2022	61	Sales Invoice	103238	1896-S ATHENS Desk h	15.144,00	8,00	11.816,00	3.328,00	21,98%
29-03-2022	71	Sales Invoice	103243	1896-S ATHENS Desk h	13.251,00	7,00	10.339,00	2.912,00	21,98%
Total					2.928.290,00	4.849,00	2.090.594,49	837.695,51	28,61%

Moving Averages

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

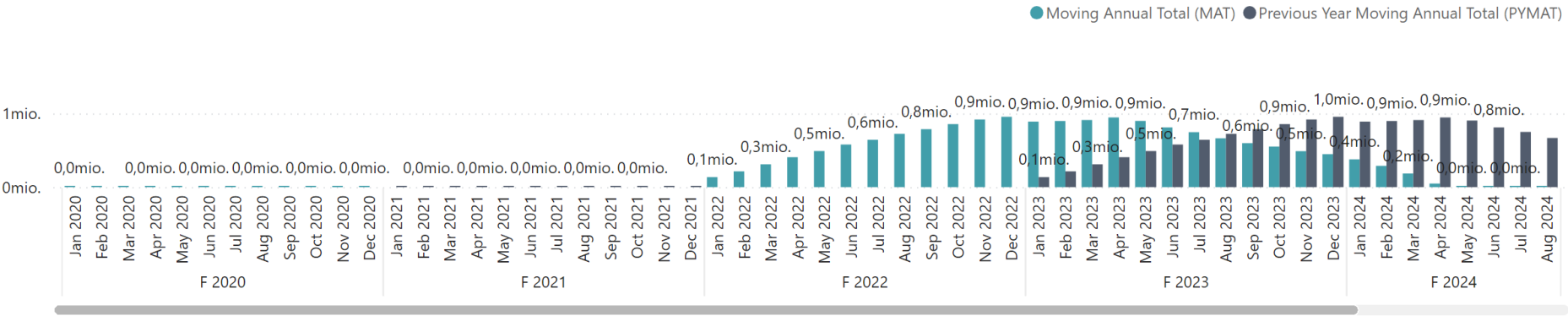
Sales Amount and Sales Amount Average 30 Days (Fiscal) by Fiscal Year



Moving Annual Total

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Monthly Comparison of Previous Year and Current Year Moving Annual Totals



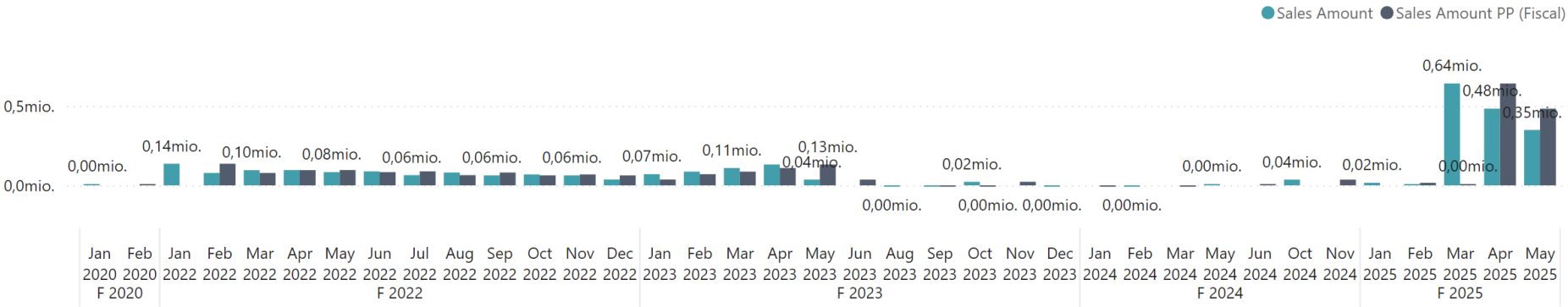
Moving Annual Total Details

Fiscal Year	Moving Annual Total (MAT)	Previous Year Moving Annual Total (PYMAT)	Moving Annual Total Growth Amount	Moving Annual Total Growth %	Sales Amount
F 2020	50,00				50,00
F 2021		50,00			
F 2022	954.884,00				954.884,00
F 2023	447.391,00	954.884,00	-507.493,00	-53,15%	447.391,00
F 2024	36.128,00	452.677,00	-416.549,00	-92,02%	36.128,00
F 2025	1.489.837,00	36.128,00	1.453.709,00	4023,77%	1.489.837,00
Total					2.928.290,00

Period-Over-Period Growth

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Amount Period-over-Period (Fiscal) and Sales Amount by Fiscal Year



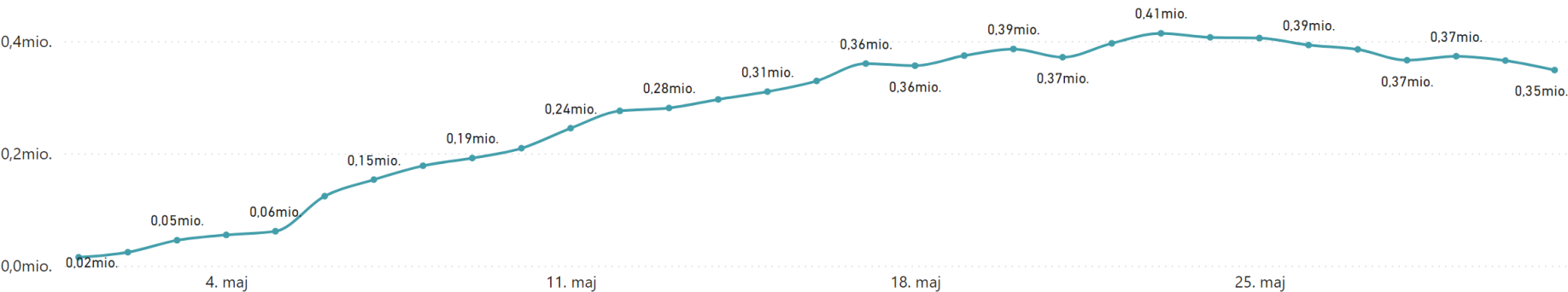
Period-Over-Period Growth Details

Fiscal Year	Sales Amount	Previous Period	Period-over-Period Growth Amount	Period-over-Period Growth %
+ F 2020	50,00			
+ F 2021		50,00		
+ F 2022	954.884,00			
+ F 2023	447.391,00	954.884,00	-507.493,00	-53,15%
+ F 2024	36.128,00	447.391,00	-411.263,00	-91,92%
+ F 2025	1.489.837,00	0.00	1.489.837,00	
Total	2.928.290,00			

Month-To-Date

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

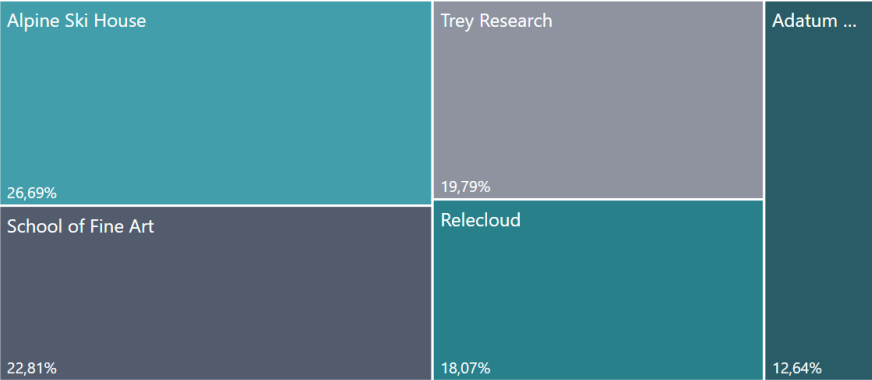
Month-To-Date Sales Performance



Month-To-Date Details

Date	Sales Amount	MTD Sales Amount	MTD Gross Profit (Fiscal)
01-05-2025	15.133,00	15.133,00	5.443,00
02-05-2025	8.940,00	24.073,00	7.421,00
03-05-2025	21.350,00	45.423,00	12.131,00
04-05-2025	9.520,00	54.943,00	14.246,00
05-05-2025	6.515,00	61.458,00	15.691,00
06-05-2025	62.445,00	123.903,00	33.603,00
Total	348.447,00	348.447,00	119.264,00

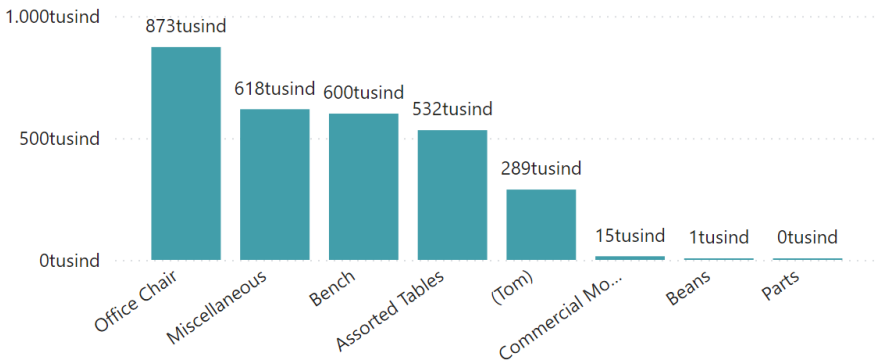
Top Customer Sales Contributions



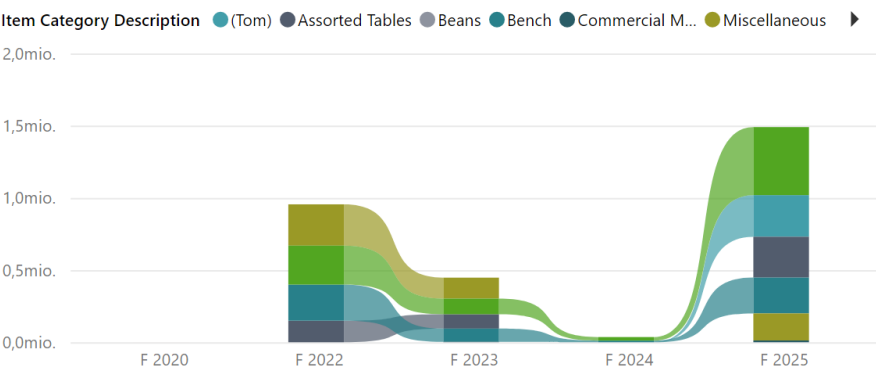
Sales by Item

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Amount by Item Category



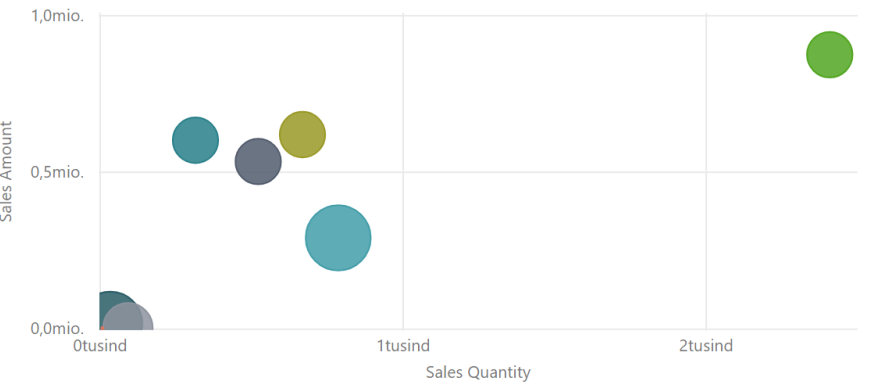
Sales by Item Category Over Time



Sales by Item Details

Item No. & Description	Sales Amount	Sales Quantity	Cost Amount
1896-S ATHENS Desk h	600.081,00	317,00	468.209,00
Credit Memo	-85.185,00	-45,00	-66.465,00
Order	183.621,00	97,00	143.269,00
Return Order	-58.683,00	-31,00	-45.787,00
Sales Invoice	560.328,00	296,00	437.192,00
Total	2.928.290,00	4.849,00	2.090.594,49

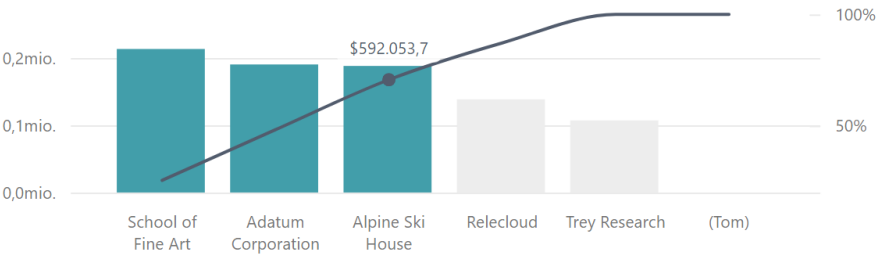
Profitability by Item Category



Sales by Customer

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Gross Profit Pareto Analysis by Customer



60%

Sales Amount by Location



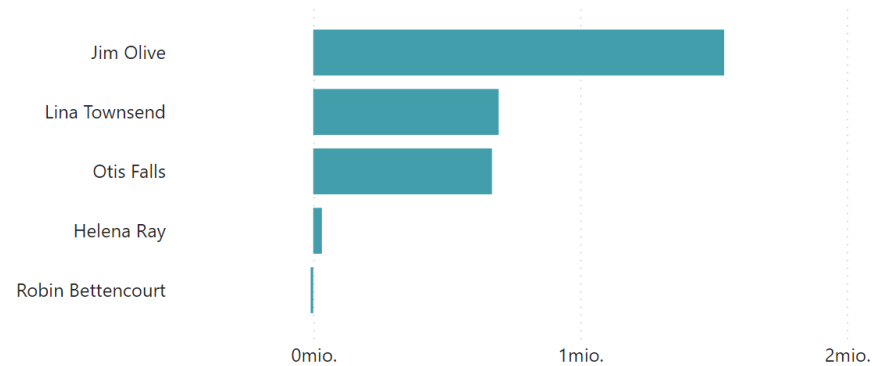
Sales by Customer Details

Customer Name	Sales Amount	Sales Quantity	Cost Amount	Cost Amount Non-Inv	Gross Profit	Gross Profit Margin	%GT Sales Amount	Pareto Cumulative Gross Profit	Pareto Cumulative Gross Pr
+ School of Fine Art	786.820,00	1.193,00	573.390,00	0,00	213.430,00	27,13%	26,87%	\$213.430	25
+ Adatum Corporation	761.182,00	866,00	570.765,30	0,00	190.416,70	25,02%	25,99%	\$403.846,7	48
- Alpine Ski House	519.604,00	1.231,00	331.397,00	0,00	188.207,00	36,22%	17,74%	\$592.053,7	70
+ Sales Invoice	485.943,00	1.036,00	332.560,00	0,00	153.383,00	31,56%	16,59%	\$514.176,7	6
+ Order	156.563,00	403,00	90.263,00	0,00	66.300,00	42,35%	5,35%	\$136.175	1
Total	2.928.290,00	4.849,00	2.090.594,49	0,00	837.695,51	28,61%	100,00%	\$837.695,51	100

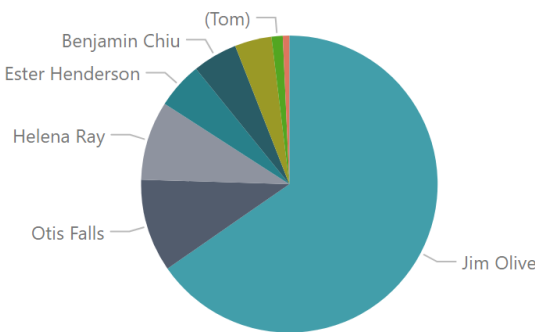
Sales by Salesperson

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Metrics by Salesperson



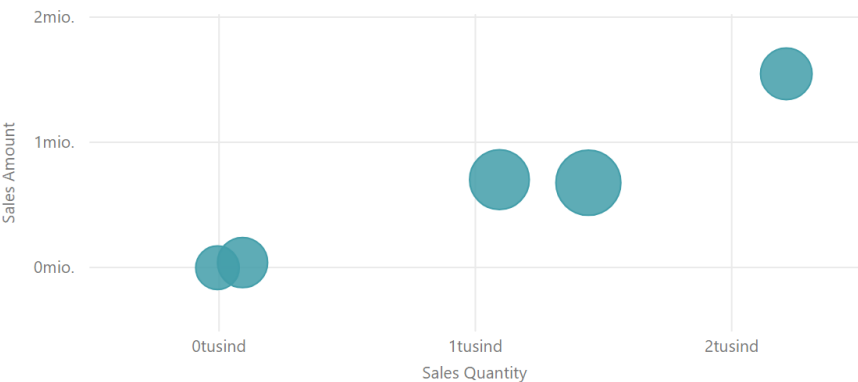
Estimated Opportunity Value



Sales by Salesperson Details

Salesperson Name	Sales Amount	Sales Quantity	Gross Profit	Gross Profit Margin %
☐ Jim Olive	1.540.597,00	2.216,00	362.417,70	23,52%
☒ Adatum Corporation	693.422,00	825,00	175.511,70	25,31%
☐ School of Fine Art	432.336,00	598,00	95.315,00	22,05%
☒ Sales Invoice	420.954,00	605,00	92.830,00	22,05%
☒ Invoice	17.150,00	14,00	3.766,00	21,96%
	5.550,00	6,00	1.000,00	18,18%
Total	2.928.290,00	4.849,00	837.695,51	28,61%

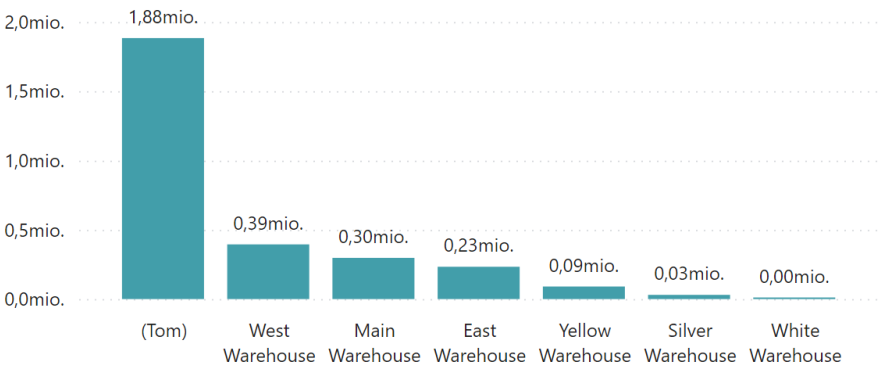
Profitability by Salesperson



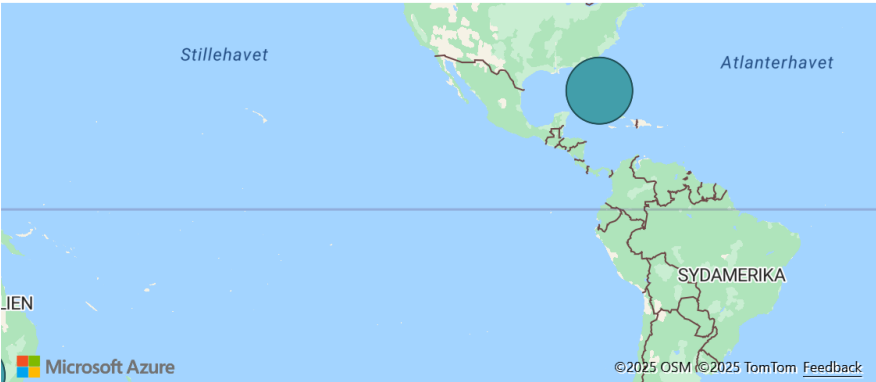
Sales by Location

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Amount by Location



Sales Amount by Customer Location



Sales by Location Details

Location Name	Sales Amount	Sales Quantity	Cost Amount	Cost Amount Non-Inv	Gross Profit	Gross Profit Margin	%GT Sales Amount
+	1.882.879,00	2.792,00	1.405.899,49	0,00	476.979,51	25,33%	64,30%
+ West Warehouse	394.506,00	962,00	240.994,00	0,00	153.512,00	38,91%	13,47%
+ Main Warehouse	297.171,00	511,00	188.667,00	0,00	108.504,00	36,51%	10,15%
+ East Warehouse	233.006,00	399,00	160.992,00	0,00	72.014,00	30,91%	7,96%
+ Yellow Warehouse	90.473,00	161,00	70.447,00	0,00	20.026,00	22,13%	3,09%
+ Silver Warehouse	30.195,00	20,00	23.555,00	0,00	6.640,00	21,99%	1,03%
Total	2.928.290,00	4.849,00	2.090.594,49	0,00	837.695,51	28,61%	100,00%

Actual vs Budget

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

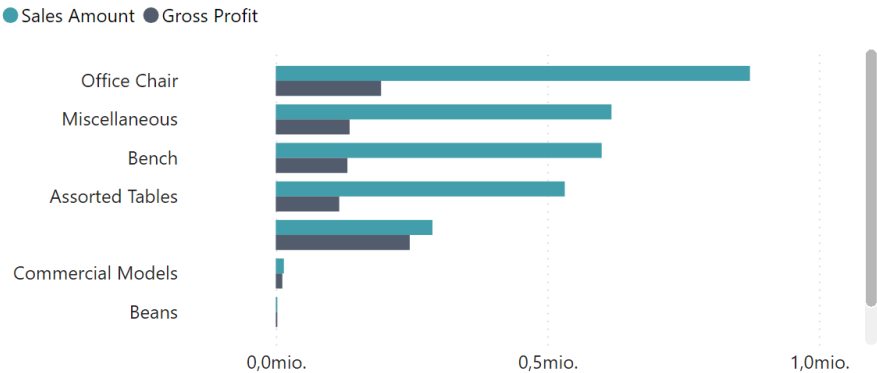
Actual vs Budget Purchase Analysis by Item Category

Item Category Code Level 1	Sales Quantity	Budget Quantity	Variance	Variance %	Sales Amount	Budget Amount	Budget Amount Variance	Budget Amount Variance %
+ FURNITURE	3.251,00	503,00	2.748,00	546,32%	2.005.346,00	<u>1.000,00</u>	2.004.346,00	200434,60%
+	788,00		788,00		288.515,00		288.515,00	
+ BEANS	94,00		94,00		1.410,00		1.410,00	
+ CM	35,00		35,00		12.465,00		12.465,00	
+ EM	1,00		1,00		2.400,00		2.400,00	
+ MISC	670,00		670,00		618.104,00		618.104,00	
+ PARTS	10,00		10,00		<u>50,00</u>		50,00	
Total	4.849,00	503,00	4.346,00	864,02%	2.928.290,00	<u>1.000,00</u>	2.927.290,00	292729,00%

Sales Demographics

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Metrics by Item Category



Sales by Customer Posting Group

Customer Posting Group	Sales Amount	Gross Profit	Gross Profit Margin	%GT Sales Amount
DOMESTIC	1.621.866,00	436.058,51	26,89%	55,39%
FOREIGN	1.306.424,00	401.637,00	30,74%	44,61%
Total	2.928.290,00	837.695,51	28,61%	100,00%

Sales by Document Type

Document Type	Sales Line	Value Entry	Total
Sales Invoice		2.596.718,00	2.596.718,00
Order	983.189,00		983.189,00
Invoice	65.401,00		65.401,00
Sales Return Receipt		0,00	0,00
Sales Shipment		0,00	0,00
Sales Credit Memo		-18.832,00	-18.832,00
Total	350.404,00	2.577.886,00	2.928.290,00

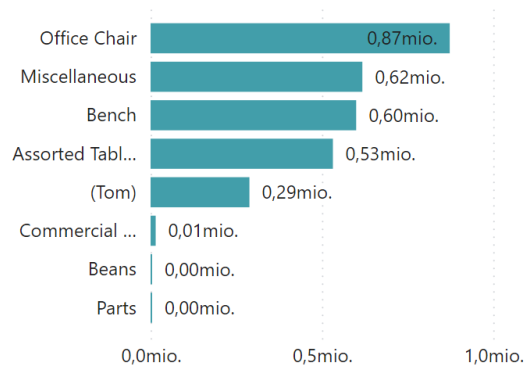
No. of Customers by Location



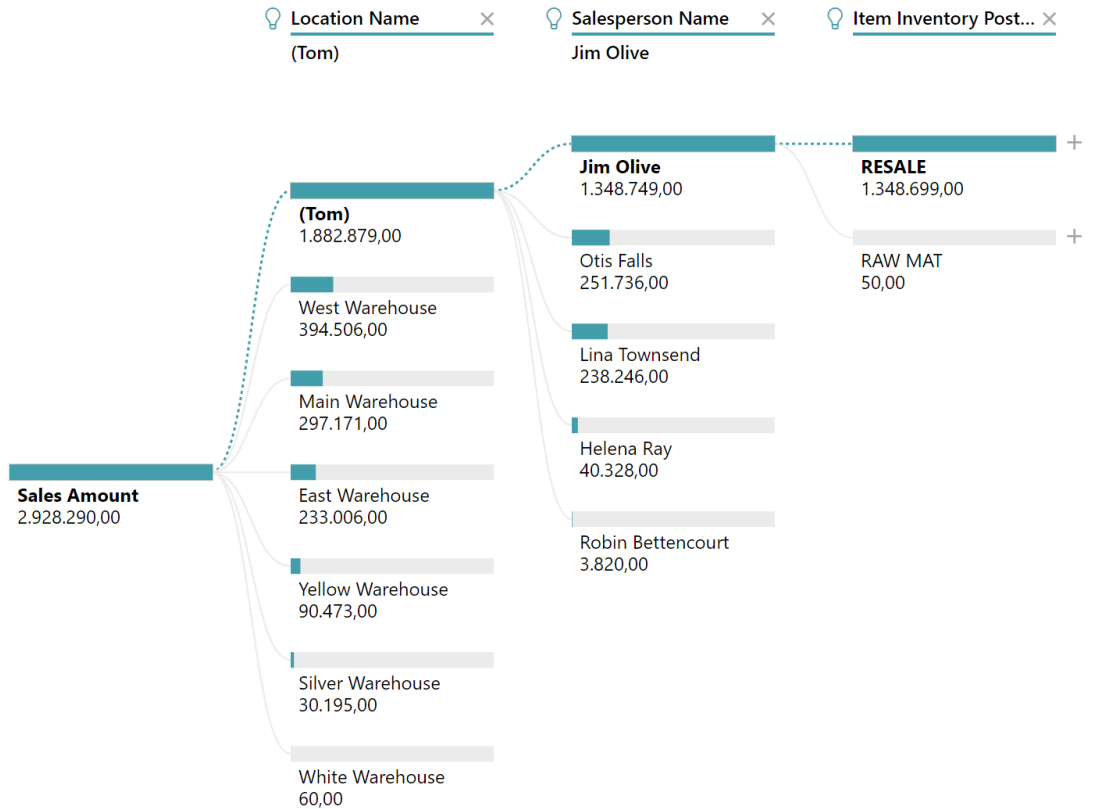
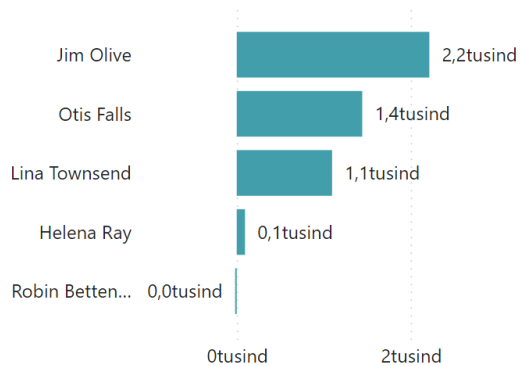
Sales Decomposition

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Amount by Item Category Description



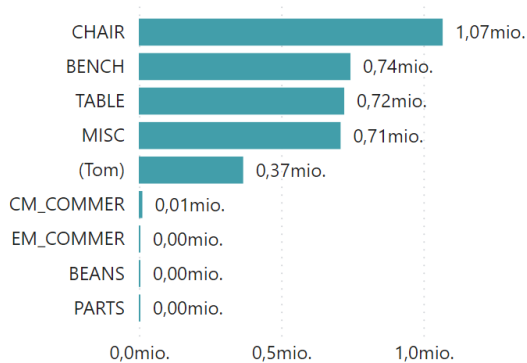
Sales Quantity by Salesperson Name



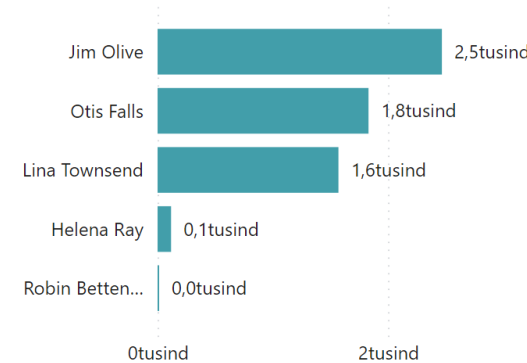
Key Sales Influencers

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

Sales Amount by Item Category Code



Sales Quantity by Salesperson Name



Nøglefaktorer Øverste segmenter

Hvad påvirker Document Type til at være Sales Invoice ?

Hvornår...

....sandsynligheden for, at Document Type bliver Sales Invoice, øger med

Salesperson Name er Jim Olive

1.62x

Shortcut Dimension 5 er JO

1.67x

Item No. & Description er 1960-S ROME Guest Chair, green

1.20x

Item No. & Description er 1988-S SEOUL Guest Chair, red

1.29x

Item No. & Description er 1972-S MUNICH Swivel Chair, yellow

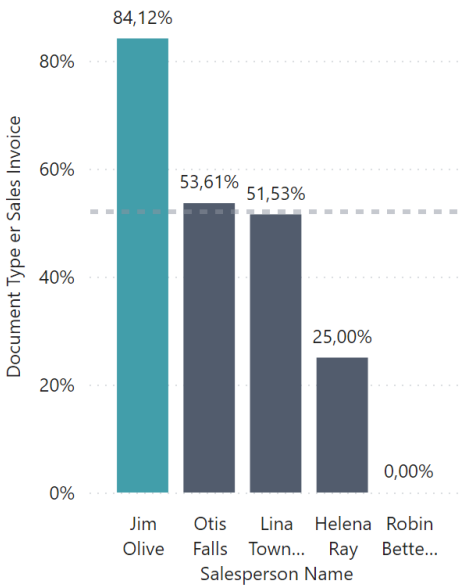
1.21x

Item No. & Description er 1980-S MOSCOW Swivel Chair, red

1.35x

Sortér efter: Indvirkning Antal

← Det er mere sandsynlig, at Document Type er Sales Invoice, når Salesperson Name er Jim Olive, end ellers (gennemsnitligt).

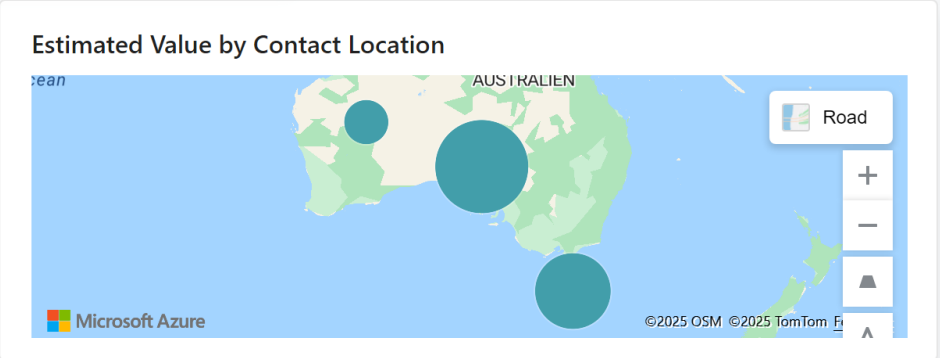
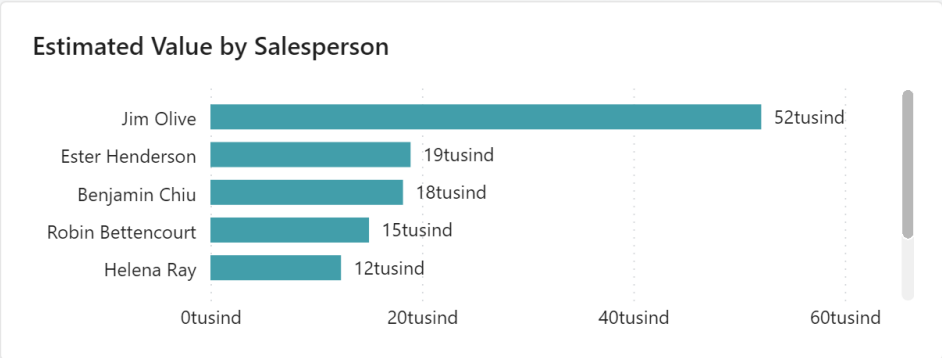
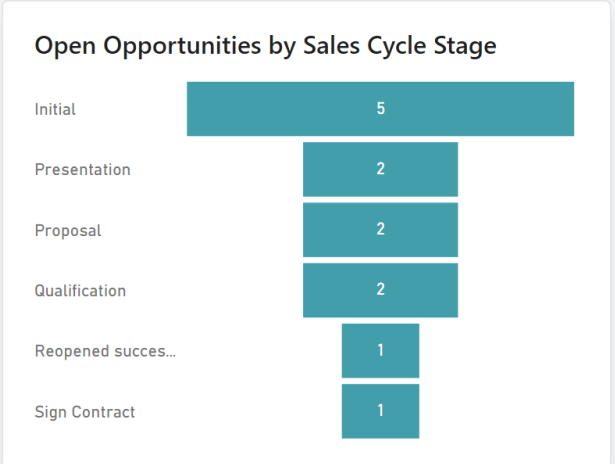
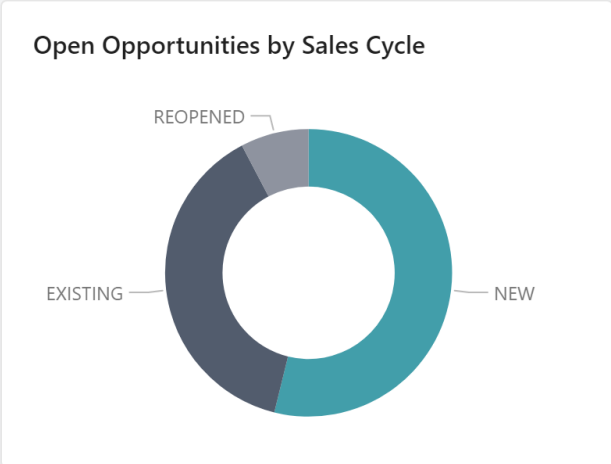
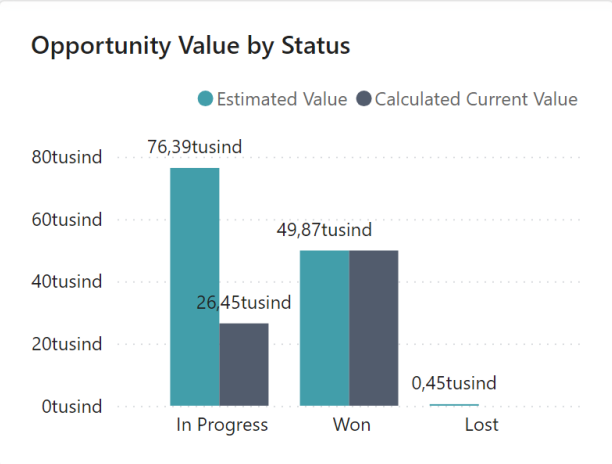


☐ Vis kun værdier, der er influencers

Opportunity Overview

Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

No. of Opportunities	Estimated Value	Calculated Current Value	Opportunity Sales Quote Amount	Win/Loss %
23	126,71tusind	76,32tusind	47,61tusind	60,00%



Sales Quote Overview

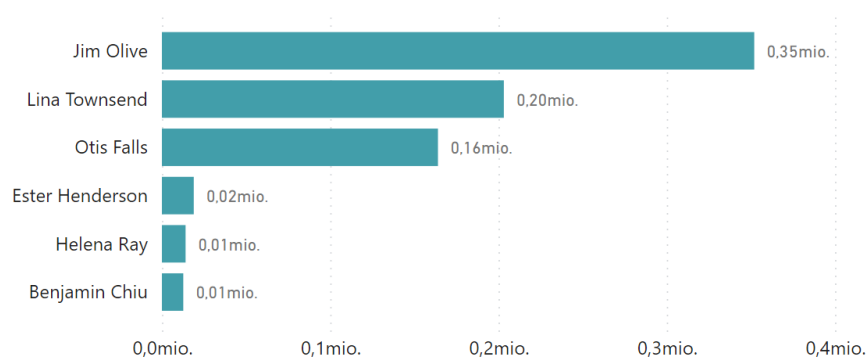
Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

No. of Sales Quotes	Sales Amount	Gross Profit	Gross Profit Margin
72	764,99tusind	209,36tusind	27,37%

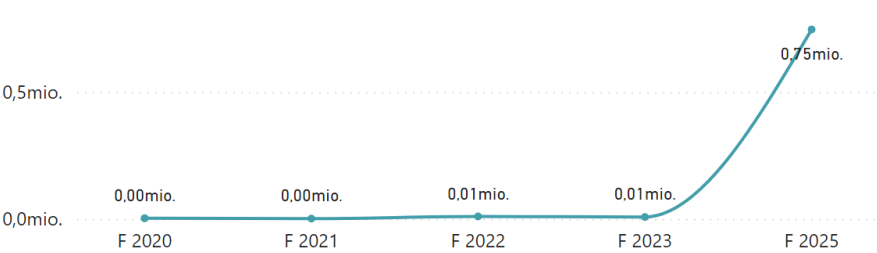
Sales Quotes by Customer Details

Customer Name	Sales Amount	Sales Quantity	Gross Profit	Gross Profit Margin
[-] Adatum Corporation	347.627,00	286,00	78.304,00	22,53%
[+] 1004	1.997,00	2,00	439,00	21,98%
[+] 1005	720,00	2,00	160,00	22,22%
[+] 1013	283.950,00	150,00	62.400,00	21,98%
[+] 1014	7.300,00	20,00	1.620,00	22,19%
[+] 1000	5.110,00	11,00	1.150,00	22,60%
Total	764.991,00	1.004,00	209.358,00	27,37%

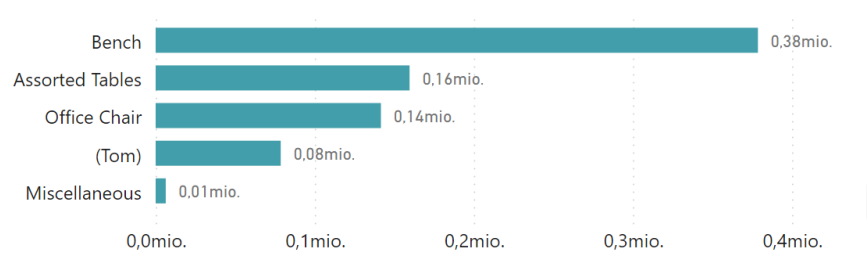
Sales Quote Amount by Salesperson



Sales Quote Amount Over Time



Sales Quote Amount by Item Category Code



Sales Returns Overview

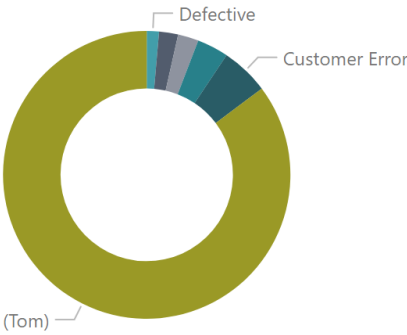
Company Name: Cronus - Last Refreshed: 5/10/2025 02:38 AM

No. of Return Orders	Sales Amount	Sales Quantity	Gross Profit	Return Rate
69	-717,02tusind	-1,18tusind	-209,90tusind	0,73%

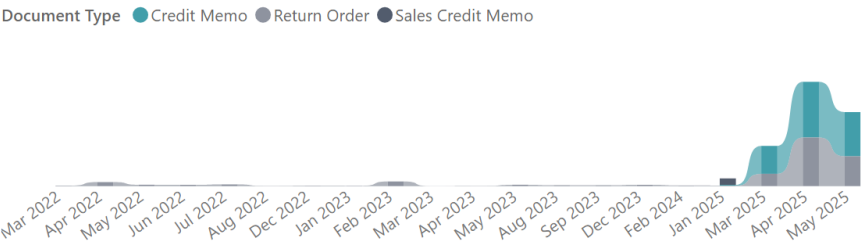
Sales Returns by Customer

Customer Name	Sales Amount	Sales Quantity	Gross Profit	Return Rate
[-] Adatum Corporation	-198.300,00	-262,00	-50.544,00	1,93%
[+] Credit Memo	-109.960,00	-115,00	-26.310,00	1,93%
[+] Return Order	-75.588,00	-137,00	-21.426,00	1,93%
[+] Sales Credit Memo	-12.752,00	-10,00	-2.808,00	1,93%
[+] Alpine Ski House	-123.422,00	-213,00	-31.591,00	
[+] Credit Memo	-109.960,00	-115,00	-26.310,00	
[+] Return Order	-75.588,00	-137,00	-21.426,00	
[+] Sales Credit Memo	-12.752,00	-10,00	-2.808,00	
Total	-717.018,00	-1.181,00	-209.902,00	0,73%

Sales Return Amount by Reason Code



Sales Return Amount Over Time



Sales Return Amount by Item Category Code

