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## Introduction

- Paid invoice flow
- Average income value
- $xy$

# Purpose



Show data from table ErpInvoice table

Invoice flow

# Paid invoice flow I

$$\text{Paid} = \frac{\text{NrPaid}}{(\text{NrInvoice} - \text{Invoiced})} \quad (1)$$

$$\text{Collection} = \frac{\text{NrCollection}}{(\text{NrInvoice} - \text{Invoiced})}$$

$$\text{PaidOnTime} = \frac{\sum (\text{status} == \text{'PAID'} \ \& \ \text{reminderFee} == 0)}{(\text{NrInvoice} - \text{Invoiced})}$$

# Paid invoice flow II

Site	NrInvoice	NrPaid	Invoiced	InReminder	NrCollection	DropOut	Paid	Collection
<i>comeon.se</i>	13 011	11 764	434	74	723	16	0.935	0.057
<i>comeon.de</i>	356	261	0	0	94	1	0.733	0.264
NA	13 367	12 025	434	74	817	17	0.930	0.063

Site	PaidOnTime	PaidOnReminder	PaidOnCollection	NotPaid1
<i>comeon.se</i>	0.710	0.117	0.102	0.065
<i>comeon.de</i>	0.365	0.177	0.188	0.267

- 1) Table above show the amount of invoice in different states according to equation (1)
- 2) Table below show the probability that a customer paid on the different states

Customer value

# Average income value

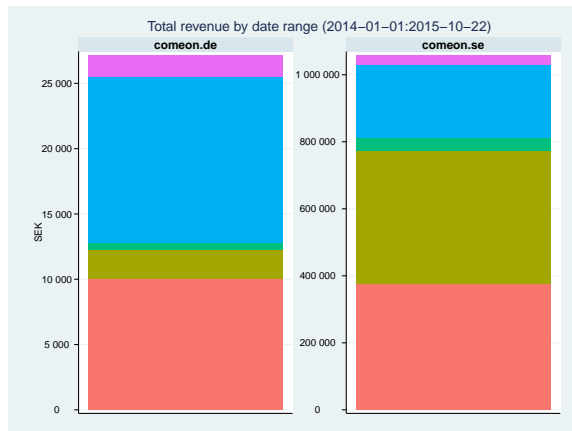
tmpSite	0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
comeon.se	12	79	100	122	185	237	331	467	731	1327	5991
comeon.de	31	90	93	94	94	102	186	343	365	613	1128

tmpSite	Average revenue	Spread	Average nr	SpreadNr
comeon.se	507.41	692.69	6.23	10.12
comeon.de	251.59	248.28	2.20	2.00

- 1) Table above show the customer value by 10% intervall
- 2) Table below show the mean of customer value/nr of invoices against its dispersion

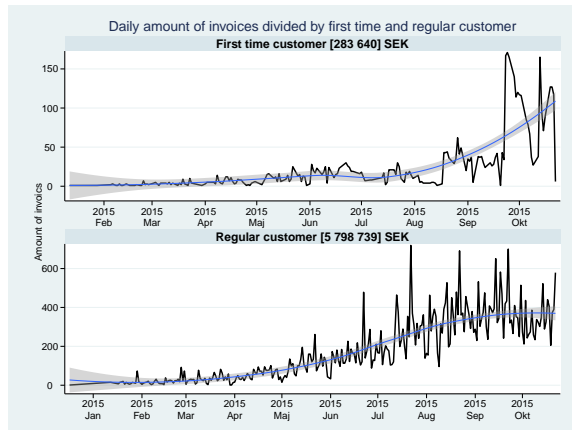


# Total revenue



- 1) Shows the difference between one time invoice customer against repeteade

xy



- 1) Shows the difference between one time invoice customer against repeteade