# Tables loaded

1. Accounting Invoice Master

Contains all invoice types (6 types) data along with Invoice Master ID, Currency ID, Invoice Status ID, Invoice Type ID, Paid Status, Warehouse ID, Branch ID, etc.

2. Accounting Sales Invoices

Provides comprehensive details of patient invoices and sales invoices (invoice type 1 & 2) including Sales Invoice Date, Amount, Account ID, Discount, Discount Percent, Return Invoice ID, Sales Representative ID, Currency ID, Invoice Status ID (1 & 2), Paid Status, etc.

3. Accounting Sales Invoice Items

Stores ordered items for a particular invoice. Contains Invoice Master ID, Item Template ID, Quantity, Net Price, Discount, Discount Percentage, Bonus, Net Price Without Discount, Selling Price, Department ID, Tax Amount, Tax Percentage, Net Price After Tax, Item VAT, Item UoM, etc.

4. Accounting Return Sales Invoices

Contains details of return invoices such as Invoice ID, Return Sales Invoice Date, Amount, Account ID, Department ID, Warehouse ID, Branch ID, Tax Type, Sales Representative ID, Return Invoice ID, etc.

5. Accounting Return Sales Invoice Items

Provides details of items for a particular return invoice. Includes Return Invoice Item ID, Invoice ID, Item Template ID, Quantity, Unit Price, Net Price, Bonus, Selling Price, Expiry Date, Department ID, Net Price After Tax, Item UoM, etc.

6. Accounting Sales Invoice Payment Terms

Stores payment installment details including Sales Invoice Payment Term ID, Invoice Master ID, Total Amount, Due Date, Status ID, Creation Date, Account ID, Refunded Amount, Total Amount, Remaining Amount, etc.

7. Core Vendors

Contains details of vendors such as Vendor ID, Account ID, Vendor Name EN, Vendor Type, Is Active, Is Deleted, Default Discount, City ID, etc. (Note: A vendor can have multiple accounts, and a vendor ID can have multiple account IDs)

8. Core Vendors Transfers Information

Holds vendors' city IDs and country IDs.

9. Sales Representatives

Provides details of sales representatives including Sales Representative ID, Sales Representative Name EN, Address, Employee ID, Is Deleted, etc.

10. Sales Representative Clients

Contains information regarding sales representatives assigned to vendors. Includes Sales Representative Client ID, Sales Representative ID, Vendor ID, and Account ID.

11. Lookups Cities

Holds information regarding cities and countries including Country ID, City ID, City Name EN, State ID, Region ID, etc.

12. Lookups Regions

Contains information about regions such as Region ID, Name EN, Country ID, Tenant ID.

13. Inventory Item Templates

Stores related information regarding items (products) including Item Template ID, Catalogue ID, Item Name EN, Description EN, Is Active, Is Deleted, Item Code, Shelf Life, Unit of Volume, etc.

14. Inventory Catalogues

Contains information regarding the catalogue (groups/departments) of items. Includes Catalogue ID, Catalogue Name EN, Catalogue Description EN, Is Active, Is Deleted, etc.

## Transformations Done

Accounting Invoice Master

* Retained only essential columns from the table while removing others.

Accounting sales invoices

* Retained necessary columns only.
* Created a Date-only column from Sales Invoice Date using a custom column
* DateTime.Date([SalesInvoiceDate])
* Merged with the Invoice Master table based on Invoice Master ID using a left outer join method, and loaded Invoice Status ID, Paid Status, Currency ID, Warehouse ID, Branch ID, Tenant ID, etc.
* Filtered null rows from the table.
* Filtered the Invoice Status ID column to display only rows with values 1 & 2 (saved & posted)

Accounting Sales Invoice Items

* All the necessary columns are kept

Accounting Return Sales Invoices

* All the necessary columns are kept
* Inserted date only column from return sales invoice date

DateTime.Date([ReturnSalesInvoiceDate])

Accounting Return Sales Invoice Items

* Retained all necessary columns

Accounting Sales Invoice Payment Terms

* Retained all necessary columns
* Inserted a due date only column DateTime.Date([DueDate])
* Inserted an age days column Date.From(DateTime.LocalNow()) - [Due\_Date\_Only]
* Changed the type of Age Days to a whole number
* Inserted an age group based on age days :

if [Age\_days] >= 0 and [Age\_days] <= 30 then "0 - 30"

else if [Age\_days] > 30 and [Age\_days] <= 60 then "31 - 60"

else if [Age\_days] > 60 and [Age\_days] <= 90 then "61 - 90"

else if [Age\_days] > 90 and [Age\_days] <= 120 then "91 - 120"

else "120 >"

Core Vendors

* Retained all necessary columns.
* Filtered the Vendor Type column to display only type 2 (customer).
* Merged with Core Vendors Transfers Information based on Vendor ID to retrieve City ID

Core Vendors Transfers Information

* Retained all necessary columns

Sales Representatives

* Retained all necessary columns

Sales Representative Clients

* Retained all necessary columns

Lookups Cities

* Retained all necessary columns

Lookups Regions

* Retained all necessary columns

Inventory Item Templates

* Retained all necessary columns

Inventory Catalogues

* Retained all necessary columns

## Data Modelling

1. Accounting Sales Invoices - Accounting Sales Invoice Items

* Connected Accounting Sales Invoices with Accounting Sales Invoice Items by the common column Invoice Master ID using a one-to-many relationship

2. Accounting Sales Invoices - Accounting Sales Invoice Payment Terms

* Connected Accounting Sales Invoices with Accounting Sales Invoice Payment Terms by the common column Invoice Master ID using a one-to-many relationship.

3. Accounting Sales Invoices - Calendar\_S

* Connected Accounting Sales Invoices with Accounting Calendar by the Date-only column from the first table and the Date column from the second table using a many-to-one relationship.

4. Accounting Sales Invoices - Core Vendors

Connected Accounting Sales Invoices with Core Vendors by the common column Account ID using a many-to-one relationship.

5. Accounting Sales Invoices – Sales Representatives

* Connected Accounting Sales Invoices with Sales Representatives by the common column Sales Representative ID using a many-to-one relationship.

6. Accounting Sales Invoices – Invoice Type Desc

* Connected Accounting Sales Invoices with Invoice Type Desc by the Invoice Type column from the first table and the ID from the second table using a many-to-one relationship.

7. Accounting Sales Invoices – Paid Status Desc

* Connected Accounting Sales Invoices with Paid Status Desc by the Paid Status column from the first table and the Paid Status ID from the second table using a many-to-one relationship.

8. Accounting Sales Invoices – Invoice Status Desc

* Connected Accounting Sales Invoices with Invoice Status Desc by the common column Invoice Status ID using a many-to-one relationship.

9. Core Vendors – Sales Representative Clients

* Connected Core Vendors with Sales Representative Clients by the common column Vendor ID using a one-to-many relationship.

10. Core Vendors – Lookup Cities

* Connected Core Vendors with Lookup Cities by the common column City ID using a many-to-one relationship.

11. Lookup Cities – Lookup Regions

* Connected Lookup Cities with Lookup Regions by the common column Region ID using a many-to-one relationship.

12. Sales Representatives – Sales Representative Clients

* Connected Sales Representatives with Sales Representative Clients by the common column Sales Representative ID using a one-to-many relationship.

13. Return Sales Invoices – Core Vendors

* Connected Return Sales Invoices with Core Vendors by the common column Account ID using a many-to-one relationship.

14. Return Sales Invoices – Sales Representatives

* Connected Return Sales Invoices with Sales Representatives by the common column Sales Representative ID using a many-to-one relationship.

15. Return Sales Invoices - Return Sales Invoice Items

* Connected Return Sales Invoices with Return Sales Invoice Items by the common column Invoice ID using a one-to-many relationship.

16. Return Sales Invoices – Calendar\_R

* Connected Return Sales Invoices with Calendar\_R by the Date-only column from the first table and the Date column from the second table using a many-to-one relationship.

17. Return Sales Invoice Items – Inventory Item Templates

* Connected Return Sales Invoice Items with Inventory Item Templates by the common column Item Template ID using a many-to-one relationship.

18. Accounting Sales Invoice Items – Inventory Item Templates

* Connected Accounting Sales Invoice Items with Inventory Item Templates by the common column Item Template ID using a many-to-one relationship.

19. Inventory Item Templates – Inventory Catalogue

* Connected Inventory Item Templates with Inventory Catalogue by the common column Catalogue ID using a many-to-one relationship.

## DAX Formulas Used:

|  |  |
| --- | --- |
| quantity\_sold | /\* Measures the total number of units or products sold within a given period \*/ SUM( 'SalesInvoiceItems'[Quantity]  ) |
| total\_expected\_revenue | // Sum of all revenue generated from product sales over a period SUM('SalesInvoices'[Amount]) |
| due\_amount\_KPI | // Total revenue minus the total amount received  var a = SUM(  'SalesInvoicePaymentTerms'[RemainingAmount]  ) RETURN IF(  a < 1000000,  FORMAT(a / 1000, "0.00") & " K CY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0.00") & " M CY" // For values equal to or greater than a million, format as millions (M) ) |
| expected\_revenue\_%change\_S | var a = [total\_expected\_revenue] var b = CALCULATE([total\_expected\_revenue], DATEADD(Calendar\_S[Date],-1,YEAR))  VAR c =DIVIDE( a, b,0) -1  RETURN if( c > 0, FORMAT(c, "▲ #%") , FORMAT(c, "▼ #%") ) |
| previous\_year\_%change\_qty\_S | var a = [quantity\_sold] var b = CALCULATE([quantity\_sold], DATEADD(Calendar\_S[Date],-1,YEAR)) var c = DIVIDE(a,b) -1 return if( c > 0, FORMAT(c, "▲ #%"), FORMAT(c, "▼ #%")) |
| received\_revenue\_KPI | var a = [total\_expected\_revenue] - SUM('SalesInvoicePaymentTerms'[RemainingAmount])  RETURN IF(  a < 1000000,  FORMAT(a / 1000, "0.00") & " K CY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0.00") & " M CY" // For values equal to or greater than a million, format as millions (M) ) |
| previous\_year\_qty\_sold | CALCULATE([quantity\_sold], DATEADD(Calendar\_S[Date],-1,YEAR)) |
| bonus\_count | var a = SUM('SalesInvoiceItems'[Bonus]) RETURN  IF(a <> BLANK(), IF(  a < 1000000,  FORMAT(a / 1000, "0") & " K CY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0") & " M CY" // For values equal to or greater than a million, format as millions (M) ) , 0) |
| Qty\_color\_kpi | SWITCH(  TRUE(),  [quantity\_sold] < [previous\_year\_qty\_sold],"#ff0000",  [quantity\_sold] > [previous\_year\_qty\_sold],"#009900",  "FFFF00" ) |
| previous\_year\_bonus\_count | var a = CALCULATE([bonus\_count],  DATEADD(Calendar\_S[Date],-1,YEAR)) RETURN IF(a <> BLANK(), IF(  a < 1000000,  FORMAT(a / 1000, "0") & " K CY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0") & " M CY" // For values equal to or greater than a million, format as millions (M) ) , 0) |
| previous\_year\_%change\_bonus\_qty\_S | var a = [bonus\_count] var b = [previous\_year\_bonus\_count] var c = DIVIDE(a,b) return if( c > 0, FORMAT(c, "▲ #%"), FORMAT(c, "▼ #%")) |
| KPI\_quantity\_sold | VAR a = SUM('SalesInvoiceItems'[Quantity]) RETURN IF(  a < 1000000,  FORMAT(a / 1000, "0") & " K CY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0") & " M CY" // For values equal to or greater than a million, format as millions (M) ) |
| KPI\_previous\_quantity\_sold | VAR a = CALCULATE([quantity\_sold], DATEADD(Calendar\_S[Date],-1,YEAR)) RETURN IF(  a < 1000000,  FORMAT(a / 1000, "0") & " K PY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0") & " M PY" // For values equal to or greater than a million, format as millions (M) ) |
| Previous year Revenue | var a = CALCULATE([total\_expected\_revenue], DATEADD('Calendar\_S'[Date],-1,YEAR)  )  RETURN COALESCE(a,0) |
| Recieved\_revenue\_% to expected revenue | var a = [total\_expected\_revenue] var b = SUM('SalesInvoicePaymentTerms'[RemainingAmount]) VAR c = a -b // amount reveived var d = c / a  RETURN d // if( d > 0, FORMAT(d, "▲ #%") , FORMAT(d, "▼ #%")) |
| recieved\_revenue\_%change\_to\_expectd\_revenue\_color\_kpi | SWITCH(  TRUE(),  [Recieved\_revenue\_% to expected revenue] < 0,"#ff0000",  [Recieved\_revenue\_% to expected revenue] > 0,"#009900",  "FFFF00" ) |
| due\_revenue\_%change\_to\_expectedRevenue\_S | var a = SUM(  'SalesInvoicePaymentTerms'[RemainingAmount]  ) var b = [total\_expected\_revenue] VAR c = DIVIDE( a, b) RETURN  c |
| due\_revenue\_%change\_color | SWITCH(  TRUE(),  [due\_revenue\_%change\_to\_expectedRevenue\_S] < 1,"#ff0000",  [due\_revenue\_%change\_to\_expectedRevenue\_S] > 0,"#009900",  "FFFF00" ) |
| return\_quantity | SUM('ReturnSalesInvoiceItems'[Quantity]) |
| net\_revenue\_after\_tax | SUM('SalesInvoiceItems'[NetPriceAfterTax]) |
| Previous year net revenue after tax | var a = CALCULATE([net\_revenue\_after\_tax], DATEADD('Calendar\_S'[Date],-1,YEAR)  )  RETURN COALESCE(a,0) |
| revenue\_KPI | var a = [total\_expected\_revenue] RETURN IF(  a < 1000000,  FORMAT(a / 1000, "0.00") & " K CY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0.00") & " M CY" // For values equal to or greater than a million, format as millions (M) ) |
| previous\_revenue\_KPI | var a = [Previous year Revenue] RETURN IF(  a < 1000000,  FORMAT(a / 1000, "0.00") & " K PY", // For values less than a million, format as thousands (K)  FORMAT(a / 1000000, "0.00") & " M PY" // For values equal to or greater than a million, format as millions (M) ) |
| selected\_year\_revenue\_description | var a = [total\_expected\_revenue] var b = CALCULATE([total\_expected\_revenue], DATEADD(Calendar\_S[Date],-1,YEAR))  VAR c = DIVIDE( a, b,0) -1  var d = ROUND(c,2) RETURN  IF( d > 0,  " increase in revenue from" &" "& SELECTEDVALUE(Calendar\_S[Year]) -1 & " to " & SELECTEDVALUE(Calendar\_S[Year]),  " decrease in revenue from" &" "& SELECTEDVALUE(Calendar\_S[Year]) -1 & " to " & SELECTEDVALUE(Calendar\_S[Year])  ) |
| selected\_year\_sales\_description | var a = [quantity\_sold] var b = CALCULATE([quantity\_sold], DATEADD(Calendar\_S[Date],-1,YEAR))  VAR c = DIVIDE( a, b,0) -1  var d = ROUND(c,2) RETURN  IF( d > 0,  " increase in sales from" &" "& SELECTEDVALUE(Calendar\_S[Year]) -1 & " to " & SELECTEDVALUE(Calendar\_S[Year]),  " decrease in sales from" &" "& SELECTEDVALUE(Calendar\_S[Year]) -1 & " to " & SELECTEDVALUE(Calendar\_S[Year])  ) |
| selected\_year\_sales\_bonus\_description | VAR a = [bonus\_count] VAR b = [previous\_year\_bonus\_count] VAR c =  DIVIDE ( a, b, 0 ) - 1 VAR d =  ROUND ( c, 2 ) RETURN  IF (  a = 0 && b=0,  " ",  IF (  a = b,  "no change",  IF (  a > b,  " increase in bonus sales from" & " "  & SELECTEDVALUE ( Calendar\_S[Year] ) - 1 & " to "  & SELECTEDVALUE ( Calendar\_S[Year] ),  IF (  a < b,  " decrease in bonus sales from" & " "  & SELECTEDVALUE ( Calendar\_S[Year] ) - 1 & " to "  & SELECTEDVALUE ( Calendar\_S[Year] )  )  )  )  ) |
| received\_revenue | [total\_expected\_revenue] - SUM('SalesInvoicePaymentTerms'[RemainingAmount]) |
| standalone\_returns | // return invoice id is not present (BLANK) CALCULATE([return\_quantity], FILTER(ReturnSalesInvoices, ReturnSalesInvoices[ReturnInvoiceID] = BLANK()) ) |
| non\_standalone\_returns | // return invoice id is present [return\_quantity] - [standalone\_returns] |
| previous\_year\_return\_quantity | CALCULATE([return\_quantity],DATEADD(Calendar\_S[Date],-1,YEAR)) |
| Installment Penetration Rate | VAR a =  CALCULATE (  //customers\_opting\_installments   COUNT ( 'Core Vendors'[VendorID] ),  FILTER (  SalesInvoicePaymentTerms,  COUNT ( SalesInvoicePaymentTerms[InvoiceMasterID] ) > 1 && SalesInvoicePaymentTerms[StatusID] <> 1  )  ) VAR b = DISTINCTCOUNT(SalesInvoices[AccountID]) // Total Number of Customers (unique accountID) RETURN  DIVIDE ( a, b, 0 ) |
| Installment\_Payment\_Delinquency\_Rate | // Measures the percentage of installment payments that are overdue. VAR a =  CALCULATE (  COUNT ( SalesInvoicePaymentTerms[RemainingAmount] ),  FILTER (  ALL ( SalesInvoicePaymentTerms ),  SalesInvoicePaymentTerms[StatusID] <> 1  )  ) VAR b =  // Number of Overdue Installments  CALCULATE (  a,  FILTER (  ALL ( SalesInvoicePaymentTerms ),  SalesInvoicePaymentTerms[DueDate] < TODAY ()  && SalesInvoicePaymentTerms[StatusID] <> 1 // stausID 1 = paid  )  ) VAR c =  // total installments  COUNT ( SalesInvoicePaymentTerms[SalesInvoicePaymentTermID] ) RETURN    DIVIDE ( b, c, 0 ) |
| due\_amount\_payments | CALCULATE(SUM(SalesInvoicePaymentTerms[TotalAmount]),  FILTER(SalesInvoicePaymentTerms, SalesInvoicePaymentTerms[StatusID] <> 1) ) |
| revenue\_color\_kpi | SWITCH(  TRUE(),  [total\_expected\_revenue] < [Previous year Revenue],"#ff0000",  [total\_expected\_revenue] > [Previous year Revenue],"#009900",  "FFFF00" ) |
| bonus\_color\_kpi | SWITCH(  TRUE(),  [bonus\_count] < [previous\_year\_bonus\_count],"#ff0000",  [bonus\_count] > [previous\_year\_bonus\_count],"#009900",  "FFFF00" ) |
| New\_due\_amount | VAR selected\_days =  SELECTEDVALUE ( age\_group[aging] ) VAR old =  CALCULATE (  SUM ( SalesInvoicePaymentTerms[TotalAmount] ),  FILTER ( SalesInvoicePaymentTerms, SalesInvoicePaymentTerms[StatusID] <> 1 ),  FILTER (  SalesInvoicePaymentTerms,  SalesInvoicePaymentTerms[due\_age\_group] = selected\_days  )  ) RETURN  old |

## Visualizations:

Product Sales

Title card: Product Sales

**Text Card Configuration:**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 18
* Font Colour: Black
* Bold Setting: Enabled

**-** Add a report description below the title with the following settings:

CY: selected year in the slicer, PY: previous year of the selected year.

the product sales and analysis report provide a comprehensive overview of the total quantity sold, segmented by sales representatives, product and customers. This detailed analysis allows for a thorough examination of sales patterns, identifying top-performing sales reps, and understanding customer-specific purchasing behaviour.

* Font Family: DIN
* Font Size: 8
* Font Colour: Black
* Card Height: 96
* Card Width: 1040

Slicers:

1. **Invoice Year Slicer:**

Add Year column from sales calendar table to the slicer fields.

**Table:** sales calendar, column Year

* -Set the slicer style to "Dropdown."
* Configure slicer header with the following settings:
* Font Family: Segoe UI
* Font Size: 9
* Font Colour: Black
* Bold Setting: Enabled
* Slicer Height: 79
* Slicer Width: 170

KPI Cards:

**KPI card 1:**

**Number of units sold (Text):**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 14
* Font Colour: Black
* Bold Setting: Enabled
* Italic Setting: Enabled

**Quantity sold (Value):**

* KPI\_quantity\_sold measure is visualized in this name card
* Font Family: DIN
* Font Size: 25
* Font Colour: Black
* Height: 42
* Width: 187

**Previous year Quantity sold (Value):**

* KPI\_previous\_quantity\_sold measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 35
* Width: 187

**% Change indicator:**

* previous\_year\_%change\_qty\_S measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 40
* Width: 198

**% Change description:**

* selected\_year\_sales\_description measure is visualized in this name card
* Font Family: DIN
* Font Size: 8
* Height: 40
* Width: 198

**Line and clustered column chart:**

* Line and clustered column chart is selected with height 168 and width 664.
* On x-axis Year , Month and day is selected
* On Y-axis quantity\_sold and previous\_year\_qty\_sold are selected and renamed them to CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* X-axis and Y-axis title turned off and y-axis values is turned off
* Legend is turned on

**KPI card 2:**

**Bonus quantity (Text):**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 14
* Font Colour: Black
* Bold Setting: Enabled
* Italic Setting: Enabled

**Bonus count (Value):**

* Bonus count measure is visualized in this name card
* Font Family: DIN
* Font Size: 25
* Font Colour: Black
* Height: 42
* Width: 180

**Previous year bonus count (Value):**

* previous\_year\_bonus\_count measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 35
* Width: 180

**% Change indicator:**

* previous\_year\_%change\_bonus\_qty\_S measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 40
* Width: 198

**% Change description:**

* selected\_year\_sales\_bonus\_description measure is visualized in this name card
* Font Family: DIN
* Font Size: 8
* Height: 40
* Width: 198

**Line and clustered column chart:**

* Line and clustered column chart is selected with height 168 and width 664.
* On x-axis Year, Month and day is selected
* On Y-axis Bonus count and previous\_year\_bonus\_count are selected and renamed them to CY and PY respectively
* Height: 168
* Width: 664
* Color code CY: #83C5BE
* Color code PY: #B392AC
* X-axis and Y-axis title turned off and y-axis values is turned off
* Legend is turned on

Stacked bar chart:

**Sales Representatives:**

* On y-axis sales representative name EN from sales representative is selected
* On x-axis Quantity\_sold and previous\_year\_qty\_sold are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting :Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Customers:**

* On y-axis vendor name EN from core vendors table is selected
* On x-axis Quantity\_sold and previous\_year\_qty\_sold are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Catalogue:**

* On y-axis catalogue name EN from inventory catalogues table is selected
* On x-axis Quantity\_sold and previous\_year\_qty\_sold are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Products :**

* On y-axis item name EN from inventory item templates table is selected
* On x-axis Quantity\_sold and previous\_year\_qty\_sold are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Tree map chart:

* On category NameEN from lookup region and cityNameEN from lookup cities are selected
* On values Quantity\_sold is selected
* Legend is enabled
* **Region:**

1. Western province: #83C5BE
2. Central province: #F3D9DC
3. Eastern province: #FFB4A2
4. Southern province: #FFCDB2

* **Cities:**

Cities color codes: #64A4CE, #8DBEDC, #B7D7EA, #E2EFF6, #4893C6, #2D82BD, #1965A0, #48CAE4, #118DFF, #12239E,#E66C37,#6B007B, #90E0EF,#E645AB,#7F898A,#F4D25A, #FB8281, #5F6B6D, #4AC5BB,#1AAB40 in descending order

* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Revenue Report :

Title card: Revenue Report

**Text Card Configuration:**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 18
* Font Colour: Black
* Bold Setting: Enabled

**-** Add a report description below the title with the following settings:

CY : selected year in the slicer, PY : previous year of the selected year.

Revenue report provides a detailed examination of total revenue, year-over-year (YoY) revenue growth, and revenue segmentation by customer, product, city, and sales representative. This report offers valuable insights into revenue trends across various dimensions, allowing stakeholders to assess performance, identify growth opportunities, and make informed strategic decisions.

* Font Family: DIN
* Font Size: 8
* Font Colour: Black

Slicers:

1. **Invoice Year Slicer:**

Add Year column from sales calendar table to the slicer fields.

**Table:** sales calendar, column Year

* Set the slicer style to "Dropdown."
* Configure slicer header with the following settings:
* Font Family: Segoe UI
* Font Size: 9
* Font Colour: Black
* Bold Setting: Enabled
* Slicer Height: 79
* Slicer Width: 170

KPI Cards:

**KPI card 1:**

**Revenue (Text):**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 14
* Font Colour: Black
* Bold Setting: Enabled
* Italic Setting: Enabled
* **Subtitle:**
* Font Family: Segoe UI
* Font Size: 09
* Font Colour: Black

**Revenue (Value):**

* Revenue\_KPI measure is visualized in this name card
* Font Family: DIN
* Font Size: 25
* Font Colour: Black
* Height: 62
* Width: 232

**Previous year Quantity sold (Value):**

* previous\_revenue\_KPI measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 52
* Width: 231

**% Change indicator:**

* expected\_revenue\_%change\_S measure is visualized in this name card
* Font Family: DIN
* Font Size: 20
* Height: 60
* Width: 247

**% Change description:**

* selected\_year\_revenue\_description measure is visualized in this name card
* Font Family: DIN
* Font Size: 8
* Height: 32
* Width: 248

**Line and clustered column chart:**

* Line and clustered column chart is selected with height 247 and width 786.
* On x-axis Year, Month and day is selected
* On Y-axis total\_expected\_revenue and Previous year Revenueare selected and renamed them to CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* X-axis and Y-axis title turned off and y-axis values is turned off
* Legend is turned on

**KPI card 2:**

**Revenue received (Text):**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 14
* Font Colour: Black
* Bold Setting: Enabled
* Italic Setting: Enabled

**Received revenue (Value):**

* received\_revenue\_KPI is visualized in this name card
* Font Family: DIN
* Font Size: 25
* Font Colour: Black
* Height: 46
* Width: 186

**% Change indicator:**

* Recieved\_revenue\_% to expected revenue measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 40
* Width: 191

**% Change description:**

* Received rate text is inserted in text box
* Font Family: DIN
* Font Size: 8
* Height: 32
* Width: 191

**Line chart:**

* Line chart is selected with height 125 and width 505.
* On x-axis Year and Month are selected
* On Y-axis received\_revenue is selected
* Color code : #76CD8C
* X-axis and Y-axis title turned off and y-axis values are turned off

**KPI card 3:**

**Due Revenue (Text):**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 14
* Font Colour: Black
* Bold Setting: Enabled
* Italic Setting: Enabled

**Due revenue (Value):**

* due\_amount\_KPI is visualized in this name card
* Font Family: DIN
* Font Size: 25
* Font Colour: Black
* Height: 40
* Width: 176

**% Change indicator:**

* due\_revenue\_%change\_to\_expectedRevenue\_S measure is visualized in this name card
* Font Family: DIN
* Font Size: 15
* Height: 40
* Width: 194

**% Change description:**

* due rate text is inserted in text box
* Font Family: DIN
* Font Size: 8
* Height: 32
* Width: 194

**Line chart:**

* Line chart is selected with height 123 and width 508.
* On x-axis Year and Month are selected
* On Y-axis sum of RemainingAmount from SalesInvoicePaymentTerms table is selected
* Color code : #F66F7E
* X-axis and Y-axis title turned off and y-axis values are turned off

Stacked bar chart:

**Sales Representatives:**

* On y-axis sales representative name EN from sales representative is selected
* On x-axis total\_expected\_revenue and previous year revenue are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Customers:**

* On y-axis vendor name EN from core vendors table is selected
* On x-axis total\_expected\_revenue and previous year revenue are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Catalogue:**

* On y-axis catalogue name EN from inventory catalogues table is selected
* On x-axis net\_revenue\_after\_tax and Previous year net revenue after tax are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Products :**

* On y-axis item name EN from inventory item templates table is selected
* On x-axis net\_revenue\_after\_tax and Previous year net revenue after tax are selected and renamed as CY and PY respectively
* Color code CY: #83C5BE
* Color code PY: #B392AC
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Tree map chart:

* On category NameEN from lookup region and cityNameEN from lookup cities are selected
* On values total\_expected\_revenue is selected
* Legend is enabled
* **Region:**

1. Western province: #83C5BE
2. Central province: #F3D9DC
3. Eastern province: #FFB4A2
4. Southern province: #FFCDB2

* **Cities:**

Cities color codes: #64A4CE, #8DBEDC, #B7D7EA, #E2EFF6, #4893C6, #2D82BD, #1965A0, #48CAE4, #118DFF, #12239E,#E66C37,#6B007B, #90E0EF,#E645AB,#7F898A,#F4D25A, #FB8281, #5F6B6D, #4AC5BB,#1AAB40 in descending order

* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Return items:

Title card: Return items

**Text Card Configuration:**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 18
* Font Colour: Black
* Bold Setting: Enabled

**-** Add a report description below the title with the following settings:

CY : selected year in the slicer, PY : previous year of the selected year

This report provides insights into the frequency and distribution of returned items across different product categories, customer segments, and geographic regions .with this information, businesses can implement targeted strategies to minimize returns, improve product offerings, enhance customer experiences, and optimize inventory management practices.

* Font Family: DIN
* Font Size: 8
* Font Colour: Black

Slicers:

**Return Year Slicer:**

Add Year column from return calendar table to the slicer fields.

**Table:** sales calendar, column Year

* Set the slicer style to "Dropdown."
* Configure slicer header with the following settings:
* Font Family: Segoe UI
* Font Size: 9
* Font Colour: Black
* Bold Setting: Enabled
* Slicer Height: 80
* Slicer Width: 211

KPI Cards:

**KPI card 1:**

* A name card visualization is selected with sizes as 159 and 239
* non\_standalone\_returns measure is selected in the fields
* Font Family: DIN
* Font Size: 25
* Font Color: Black
* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**KPI card 2:**

* A name card visualization is selected with sizes as 159 and 239
* standalone\_returns measure is selected in the fields
* Font Family: DIN
* Font Size: 25
* Font Color: Black
* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Line Chart :

**Title card:**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 14
* Font Colour: Black
* Bold Setting: Enabled
* Italic Setting: Enabled

**Line Chart:**

* Line chart is selected with height 245 and width 1055
* On x-axis Year, Month and days are selected
* On Y-axis return\_quantity and previous\_year\_return\_quantity selected and renamed to CY and PY repectively
* Color code PY: #B392AC
* Color code CY: #83C5BE
* X-axis and Y-axis title turned off and y-axis values are turned off
* Data labels are turned on

Stacked bar chart:

**Sales Representatives:**

* On y-axis sales representative name EN from sales representative is selected
* On x-axis return\_quantity measure is selected
* Color code : #83C5BE
* Legend is enabled
* Title for x-axis and y-axis is disabled
* X-axis values are enabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Customers:**

* On y-axis vendor name EN from core vendors table is selected
* On x-axis return\_quantity measure is selected
* Color code : #83C5BE
* Legend is enabled
* Title for x-axis and y-axis is disabled
* X-axis values are enabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Catalogue:**

* On y-axis catalogue name EN from inventory catalogues table is selected
* On x-axis return\_quantity measure is selected
* Color code : #83C5BE
* Legend is enabled
* Title for x-axis and y-axis is disabled
* X-axis values are enabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**Products :**

* On y-axis item name EN from inventory item templates table is selected
* On x-axis return\_quantity measure is selected
* Color code : #83C5BE
* Legend is enabled
* Title for x-axis and y-axis is disabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Tree map chart:

* On category NameEN from lookup region and cityNameEN from lookup cities are selected
* On values return\_quantity measure is selected
* Legend is enabled
* **Region:**

1. Western province: #83C5BE
2. Central province: #F3D9DC
3. Eastern province: #FFB4A2
4. Southern province: #FFCDB2
5. Blank : #E0E2DB

* **Cities:**

Cities color codes: #64A4CE, #8DBEDC, #B7D7EA, #E2EFF6, #4893C6, #2D82BD, #1965A0, #48CAE4, #118DFF, #12239E,#E66C37,#6B007B, #90E0EF,#E645AB,#7F898A,#F4D25A, #FB8281, #5F6B6D, #4AC5BB,#1AAB40 in descending order

* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Installment Payments :

Title card: Installment Payments and Overdue Amount

**Text Card Configuration:**

* Select a text card visualization.
* Insert a title with the following settings:
* Font Family: Segoe UI
* Font Size: 18
* Font Colour: Black
* Bold Setting: Enabled

**-** Add a report description below the title with the following settings:

This report offers insights into the distribution of instalment payments across customers, highlighting those with outstanding balances and the aging of these balances over time. By segmenting data based on customer profiles and payment statuses, stakeholders can assess the effectiveness of instalment payment options, identify customers at risk of default, and implement targeted strategies to mitigate payment delays.

* Font Family: DIN
* Font Size: 8
* Font Colour: Black

KPI Cards:

**KPI card 1:**

* A name card visualization is selected with sizes as 159 and 239
* Installment Penetration Rate measure is selected in the fields
* Font Family: DIN
* Font Size: 25
* Font Color: Black
* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**KPI card 2:**

* A name card visualization is selected with sizes as 159 and 239
* Installment\_Payment\_Delinquency\_Rate measure is selected in the fields
* Font Family: DIN
* Font Size: 25
* Font Color: Black
* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Line Chart:

* Line chart is selected with height 334 and width 1116
* On x-axis Year, Month and days are selected
* On Y-axis due\_amount\_payments measure is selected
* Color code : #83C5BE
* X-axis and Y-axis title turned off and y-axis values are turned off
* Data labels are turned on
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Stacked bar chart:

**Customer :**

* On y-axis vendor name EN from core vendor table is selected
* On x-axis due\_amount\_payments measure is selected
* Color code : #83C5BE
* Legend is enabled
* Title for x-axis and y-axis is disabled
* X-axis values are enabled
* **Data Labels:**

1. Data labels Enabled
2. Font Family: Segoe UI
3. Font Size: 9
4. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Donut chart:

**Payment Status:**

* On legend Desc column from payment terms [statusID] is selected
* On values sum of total amount column from sales invoice payment terms is selected
* Color code unpaid: #83C5BE
* Color code partially paid: #F3D9DC
* Color code paid : #808080
* Legend is enabled
* X-axis values are enabled
* **Detail Labels:**

1. Detail labels Enabled
2. Position outside
3. Label contents: data value, percent of total
4. Font Family: Segoe UI
5. Font Size: 9
6. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

**due amount aging analysis:**

* On legend aging from age\_group table is selected
* On values New\_due\_amount measure is selected
* Color code 0-30 : #64A4CE
* Color code 31-60 : #F3D9DC
* Color code 61-90 : #FFB4A2
* Color code 91-120 : #FFCDB2
* Color code 120 > : #83C5BE
* Legend is enabled
* X-axis values are enabled
* **Detail Labels:**

1. Detail labels Enabled
2. Position outside
3. Label contents: data value, percent of total
4. Font Family: Segoe UI
5. Font Size: 9
6. Bold setting: Enabled

* **Title:**

1. Font Family: Segoe UI
2. Font Size: 13
3. Font Colour: Black
4. Divider: Enabled
5. Header icon: Enabled
6. Tool Tip: Enabled
7. Italic setting: Enabled
8. Bold setting: Enabled

* **Subtitle:**

1. Font Family: Segoe UI
2. Font Size: 8
3. Colour code: #6C6966

Table Visual :

* On rows vendor Name EN from core vendors table is selected
* On column aging from age\_group table is selected
* On values New\_due\_amount is selected
* Style presets is set to minimum
* Horizontal gridline is enabled with width size 1 and colour code as #E3E3E3
* Values segoe ui font with size 10 with black colour
* Text wrap is enabled
* Column header is set as font segoe ui font with size 10 with black colour
* Row subtotals are enabled
* Border is set with colour #83C5BE and width 2