Net invoice sales = Gross Price - Pre invoice Deductions

**Post invoice Deductions** are reductions made to the amount due on an invoice after it has been issued.

These deductions usually occur after the sale has been completed and the invoice has been sent, and they can be due to various promotional offers, placement fees, Performance Rebate, volume discounts, returns, product defects, shipping delays etc.

**Build a calculated column using DAX for post invoice deductions**

-------------------------------------------------------------------------------------------------

In post\_invoice\_decustions table we have columns:

* Customer\_code
* Date
* Discounts\_pct
* Other\_deductions\_pct
* Product\_code

Discounts\_pct and Other\_deductions\_pct depend on customer\_code, product\_code and date.

=========================================================

post\_invoice\_deductions\_amt =

var res =

CALCULATE(max(post\_invoice\_deductions[discounts\_pct]),

RELATEDTABLE(post\_invoice\_deductions))

return res\*fact\_actuals\_estimates[net\_invoice\_sales\_amount]

======================================================================

post\_invoice\_other\_deductions\_amt =

var res =

CALCULATE(max(post\_invoice\_deductions[other\_deductions\_pct]),

RELATEDTABLE(post\_invoice\_deductions))

return res\*fact\_actuals\_estimates[net\_invoice\_sales\_amount]

=========================================================

**Net sales** refers to the total revenue a company generates from selling goods or services after accounting for all deductions such as discounts, returns, allowances, and any other adjustments.

It represents the actual sales the company made and is an important metric for understanding the business's true revenue.

Net Sales = Net invoice Sales - Post invoice Deductions

**Build a calculated column using DAX for Net Sales**

-------------------------------------------------------------------------------------------------

Net\_Sales\_amount = fact\_actuals\_estimates[net\_invoice\_sales\_amount]-fact\_actuals\_estimates[post\_invoice\_deductions\_amt]-fact\_actuals\_estimates[post\_invoice\_other\_deductions\_amt]

==================================

**COGS ( Cost of Goods Sold )** includes all the costs that are directly tied to the production process, such as the cost of raw materials, labor, and manufacturing expenses.

COGS = Manufacturing Cost + Freight (Transportation Cost) + Other Cost

===================================================

manufacturing\_cost =

var res =

CALCULATE(MAX(manufacturing\_cost[manufacturing\_cost]),

RELATEDTABLE(manufacturing\_cost))

RETURN res \* fact\_actuals\_estimates[Qty]

freight\_cost =

var res =

CALCULATE(MAX(freight\_cost[freight\_pct]),

RELATEDTABLE(freight\_cost))

RETURN res \* fact\_actuals\_estimates[Net\_Sales\_amount]

other\_cost =

var res =

CALCULATE(MAX(freight\_cost[other\_cost\_pct]),

RELATEDTABLE(freight\_cost))

RETURN res \* fact\_actuals\_estimates[Net\_Sales\_amount]

**Build a calculated column using DAX for COGS**

======================================================================

total\_COGS\_amount =

fact\_actuals\_estimates[manufacturing\_cost] + fact\_actuals\_estimates[freight\_cost] + fact\_actuals\_estimates[other\_cost]

======================================

**Gross margin** is a financial metric that represents the difference between net sales and cost of goods sold (COGS).

It shows how much money a company makes from its core business activities, excluding other expenses such as operating costs, taxes, and interest. It is a key performance indicator for companies to assess their financial health and operational efficiency.

Gross Margin = Net Sales – COGS

**Build a calculated column using DAX for Gross Margin**

-------------------------------------------------------------------------------------------------

Gross\_margin\_amount = fact\_actuals\_estimates[Net\_Sales\_amount] - fact\_actuals\_estimates[total\_COGS\_amount]

Gross Margin amount gives :

**Profitability Insight:** A higher gross margin typically indicates a company is more efficient at producing goods or services at a lower cost, which can be a sign of strong management and competitive advantage.

**Pricing Strategy:** It helps assess whether a company is pricing its products effectively to cover production costs and generate a reasonable profit.

Gross Margin % = ( GM / NS )\*100

A **Pre invoice Deductions** refers to a reduction or discount applied to the price of goods or services before the final invoice is issued.

**Net invoice sales** refers to the total amount of sales revenue that a company recognizes on an invoice after accounting for any deductions, such as discounts, allowances, returns, or any other reductions that might apply.

Net invoice sales = Gross Price - Pre invoice Deductions

**Post invoice Deductions** are reductions made to the amount due on an invoice after it has been issued.

These deductions usually occur after the sale has been completed and the invoice has been sent, and they can be due to various volume discounts, returns, product defects, shipping delays etc.

**Net sales** refers to the total revenue a company generates from selling goods or services after accounting for all deductions such as discounts, returns, allowances, and any other adjustments.

It represents the actual sales the company made and is an important metric for understanding the business's true revenue.

Net Sales = Net invoice Sales - Post invoice Deductions

**COGS ( Cost of Goods Sold )** includes all the costs that are directly tied to the production process, such as the cost of raw materials, labor, and manufacturing expenses.

COGS = Manufacturing Cost + Freight (Transportation Cost) + Other Cost

**Gross margin** is a financial metric that represents the difference between net sales and cost of goods sold (COGS).

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