

## Sales Info Dashboard

Company Code

ICED

Sales Organization

All

Business Group

All

Product Group

All

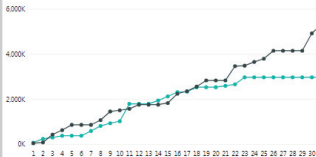
Month-Year

May 2018

Budget By

D

### Cumulative Monthly Sales:



### Actual vs Forecast/Budget

Term Avg. Sales

4,086,558

Budget:

0

Forecast:

104

Term Avg. Orders

3,782,889

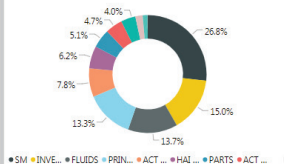
Budget:

0

Forecast:

104

### Product Group



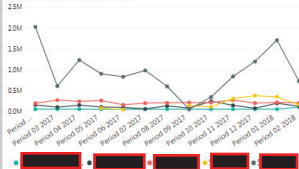
### Sales Person

	39,126	▼
	35,811	▲
	22,912	▼
	2,639,875	▼
	65,466	▼
	59,390	▲
	61,089	▲
	303	▼
	10,798	▼
	48,046	▼

### Top Distributor by Sales

Distributor	Current	Prev Month	Growth
	726,398	1,716,561	-58
	170,432	361,955	-53
	159,245	226,250	-30
	129,761	203,059	-36
	113,900	64,700	76

### 13 Month Rolling Trend



### Highest Growing Distributor

Distributor	Growth %	Current	Prev Month
	76	113,900	64,700
	68	79,549	47,443
	69	65,213	38,597
	49	50,404	33,922
	42	30,640	21,540
	57	28,595	18,257
	166	42,576	16,014

### Lowest Growing Distributors

Distributor	Growth %	Current	Prev Month
	-100	0	398
	-100	0	1,095
	-100	0	2,610
	-100	0	4,656
	-100	0	6,066
	-100	0	2,160
	-100	0	1,765

## Month-to-Date Sales Dashboard

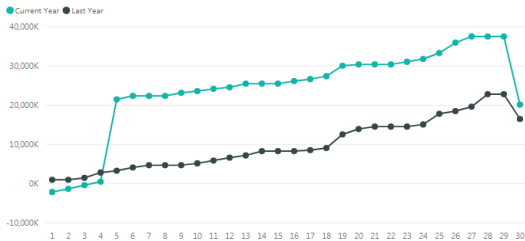
Month-Year

April 2018

Company code

All

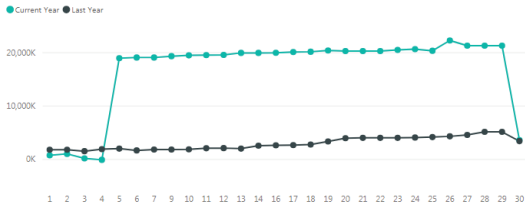
### Month-to-Date Sales



### Month-to-Date Sales Variance



### Month-to-Date Margin



### Month-to-Date Margin Variance



