



## Read Me First - FM Business Intelligence Data Services

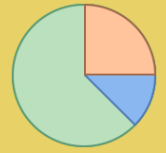
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Groups



Summary



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This demo is not meant for training purposes. It has been developed as proof of concept that can be applied by any business user in a company. The underlying data model is implemented by our data experts and it does not depend on the business requirements. The model is built entirely based on data and not from the classical methods of conceptual, logical, and physical data modeling.

If you like what you see, please contact us at [contact@youarereasonable.com](mailto:contact@youarereasonable.com)

Demos: [https://odysee.com/@FM\\_Business\\_Intelligence\\_Data\\_Services:4](https://odysee.com/@FM_Business_Intelligence_Data_Services:4)



## Info - Wide World Importers

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### Overview

Wide World Importers (WWI) is a wholesale novelty goods importer and distributor.

As a wholesaler, WWI's customers are mostly companies who resell to individuals. WWI sells to retail customers across the United States including specialty stores, supermarkets, computing stores, tourist attraction shops, and some individuals. WWI also sells to other wholesalers via a network of agents who promote the products on WWI's behalf. While all of WWI's customers are currently based in the United States, the company is intending to push for expansion into other countries.

WWI buys goods from suppliers including novelty and toy manufacturers, and other novelty wholesalers. They stock the goods in their WWI warehouse and reorder from suppliers as needed to fulfil customer orders. They also purchase large volumes of packaging materials, and sell these in smaller quantities as a convenience for the customers.

Recently WWI started to sell a variety of edible novelties such as chilli chocolates. The company previously did not have to handle chilled items. Now, to meet food handling requirements, they must monitor the temperature in their chiller room and any of their trucks that have chiller sections.



# Process Info - Wide World Importers

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## Workflow for warehouse stock items

The typical flow for how items are stocked and distributed is as follows:

- WWI creates purchase orders and submits the orders to the suppliers.
- Suppliers send the items, WWI receives them and stocks them in their warehouse.
- Customers order items from WWI
- WWI fills the customer order with stock items in the warehouse, and when they do not have sufficient stock, they order the additional stock from the suppliers.
- Some customers do not want to wait for items that are not in stock. If they order say five different stock items, and four are available, they want to receive the four items and backorder the remaining item. The item would then be sent later in a separate shipment.
- WWI invoices customers for the stock items, typically by converting the order to an invoice.
- Customers might order items that are not in stock. These items are backordered.
- WWI delivers stock items to customers either via their own delivery vans, or via other couriers or freight methods.
- Customers pay invoices to WWI.
- Periodically, WWI pays suppliers for items that were on purchase orders. This is often sometime after they have received the goods.

## Fiscal year

The company operates with a financial year that starts on November 1st.

## Additional workflows

These are additional workflows.

- WWI issues credit notes when a customer does not receive the good for some reason, or when the goods are faulty. These are treated as negative invoices.
- WWI periodically counts the on-hand quantities of stock items to ensure that the stock quantities shown as available on their system are accurate. (The process of doing this is called a stocktake).
- Cold room temperatures. Perishable goods are stored in refrigerated rooms. Sensor data from these rooms is ingested into the database for monitoring and analytics purposes.
- Vehicle location tracking. Vehicles that transport goods for WWI include sensors that track the location. This location is again ingested into the database for monitoring and further analytics.





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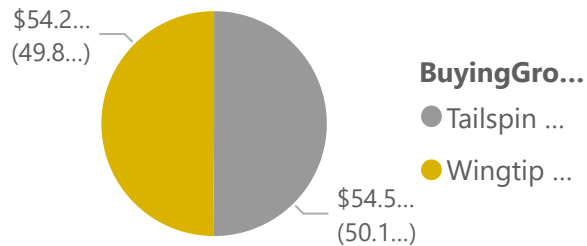
State

AK	AR	CA	CT	GA
AL	AZ	CO	FL	HI

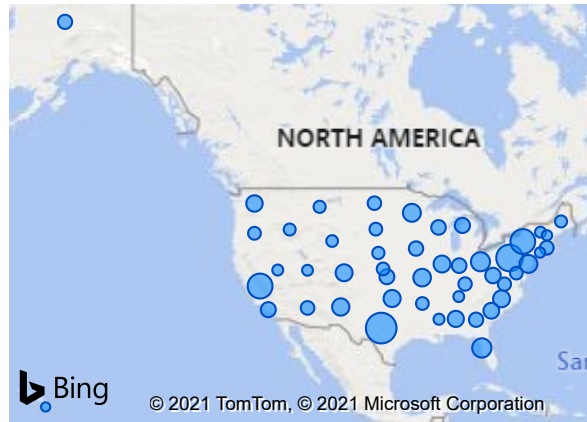
Sales by Date

\$12.46M

Sales by Buying Group

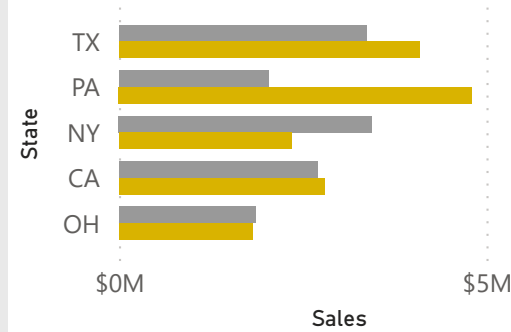


Sales by State, Country



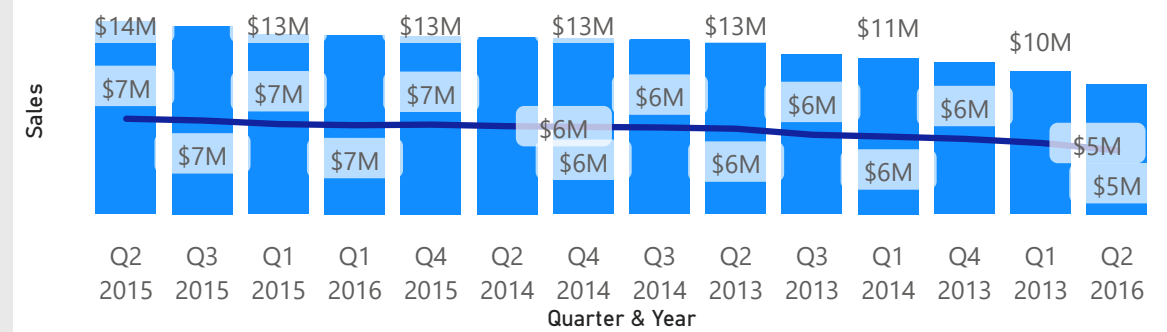
Sales by State and Buying Group

Buying G... ● Tailspin Toys ● Wingtip Toys



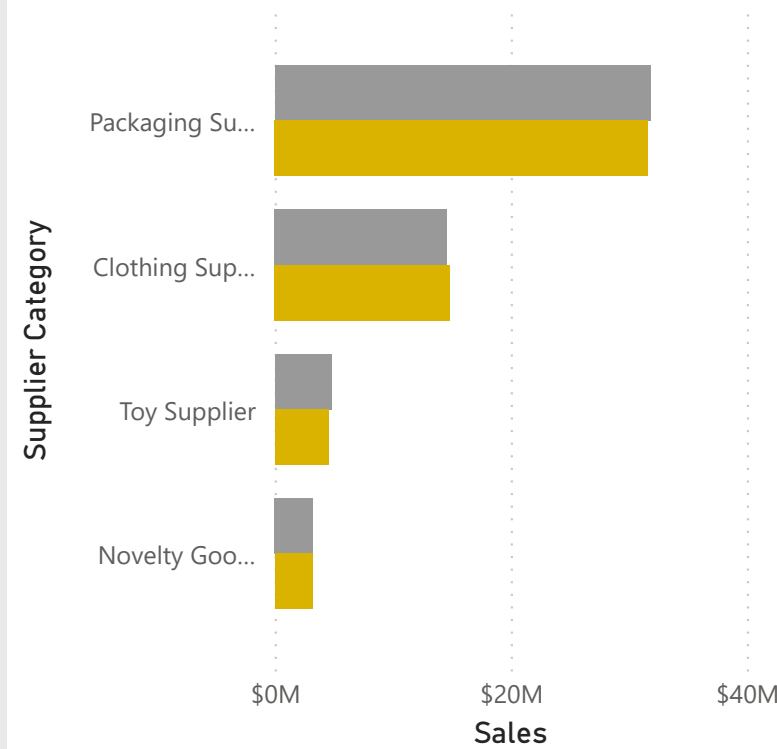
Sales and Gross Profit by Quarter & Year

● Sales ● Gross Profit



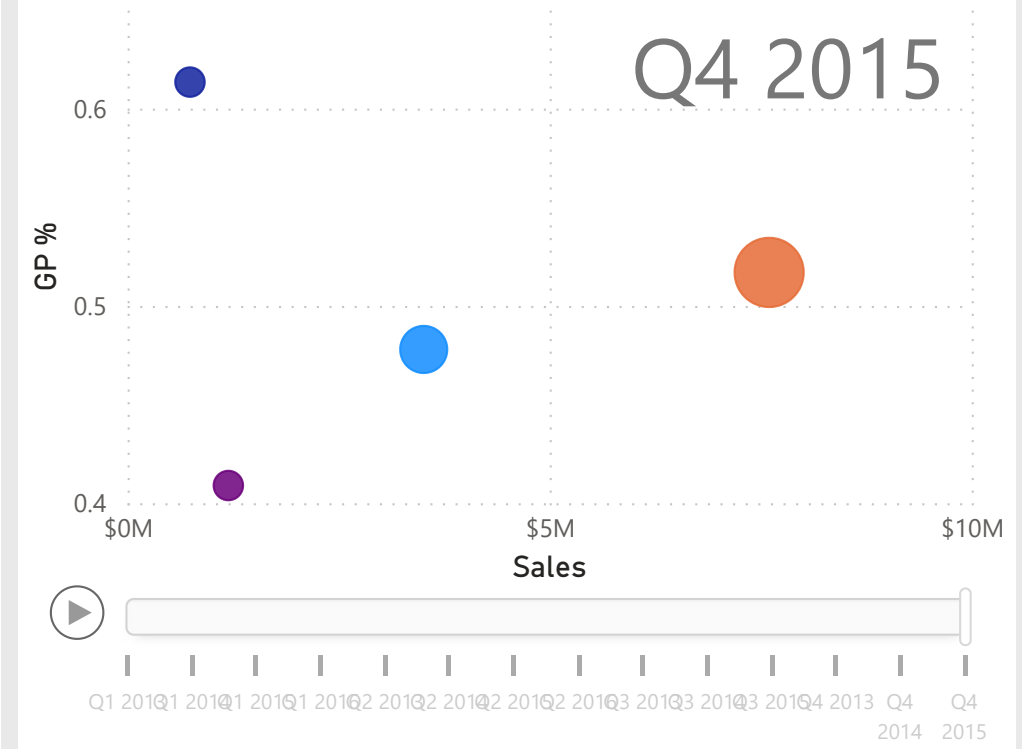
Sales by Supplier Category and Buying Group

BuyingGrou... ● Tailspin Toys ● Wingtip Toys



Sales, GP % and Gross Profit by Category and Quarter & Year

Supplier Category ● Clothing S... ● Novelty G... ● Packagin... ● Toy Sup...





# States and Buying Groups

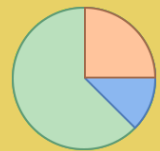
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Buying Group

- ☐ Tailspin Toys
- ☐ Wingtip Toys

State

- ☐ AK
- ☐ AL
- ☐ AR
- ☐ AZ

\$172,261,341.20

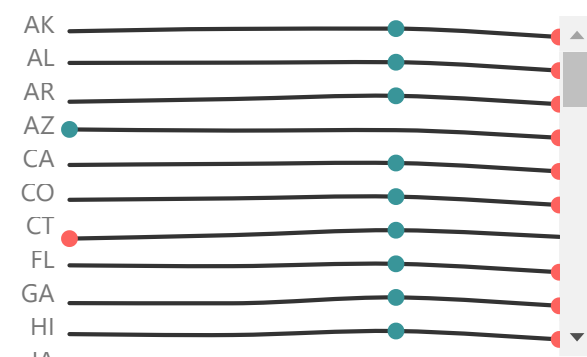
Sales

\$85,729,180.90

Gross Profit

0.50

GP %



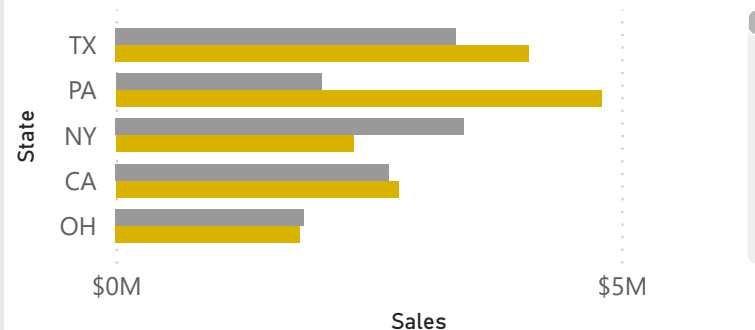
## Sales by State, Country and Buying Group

Buying ... ☐ Tailspin Toys ☒ Wingtip Toys



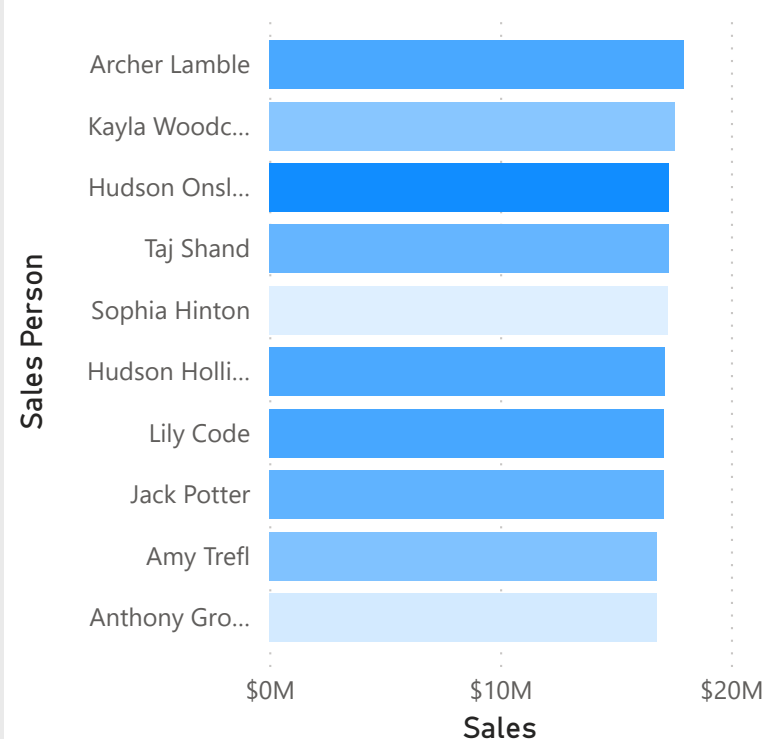
## Sales by State and Buying Group

Buying Group ☒ Tailspin Toys ☒ Wingtip Toys



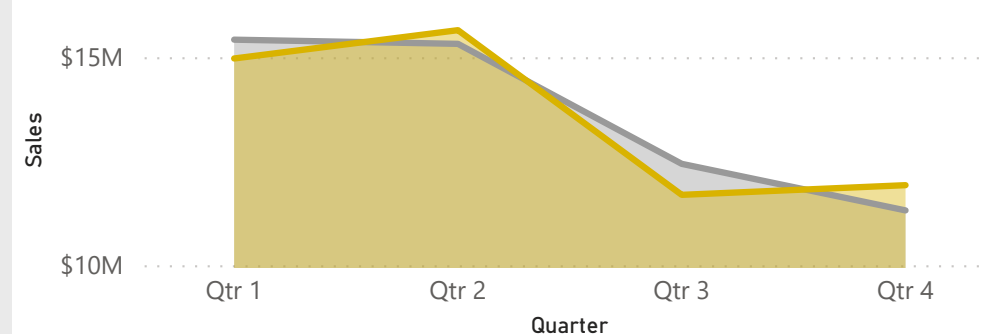
## Sales and GP % by Sales Person

GP % 0.49  0.50



## Sales by Month and Buying Group

BuyingGroupName ☒ Tailspin Toys ☒ Wingtip Toys



## Sales by CustomerName

