Sales Analysis (ARC 6882)

1. Introduction

Test Tooling Solutions (TTS) wants to breakdown its Sales Analysis into Pin & Socket divisions. However, there is a product categorized as Test Contactor which consists of Pin & Socket. There is a need to identify the revenue of Pin & Socket of Test Contactor.

To tackle this issue, TTS needs to keep a database table consisting of Pin price & cost at a certain date. To get the total revenue of Pin from Test Contactor, we will retrieve the Quantity of Pin from BOM of Test Contactor and then multiply the quantity with Price of the Pin. The Socket Revenue are derived by subtracting the Revenue of Pin from Test Contactor with the Total Revenue of Test Contactor.

The Total Revenue of Pin is the total revenue of Pin sold individually plus the total revenue of Pin from Test Contactor. The Total Revenue of Socket is the total revenue of Socket individually plus the total revenue of Socket from Test Contactor.

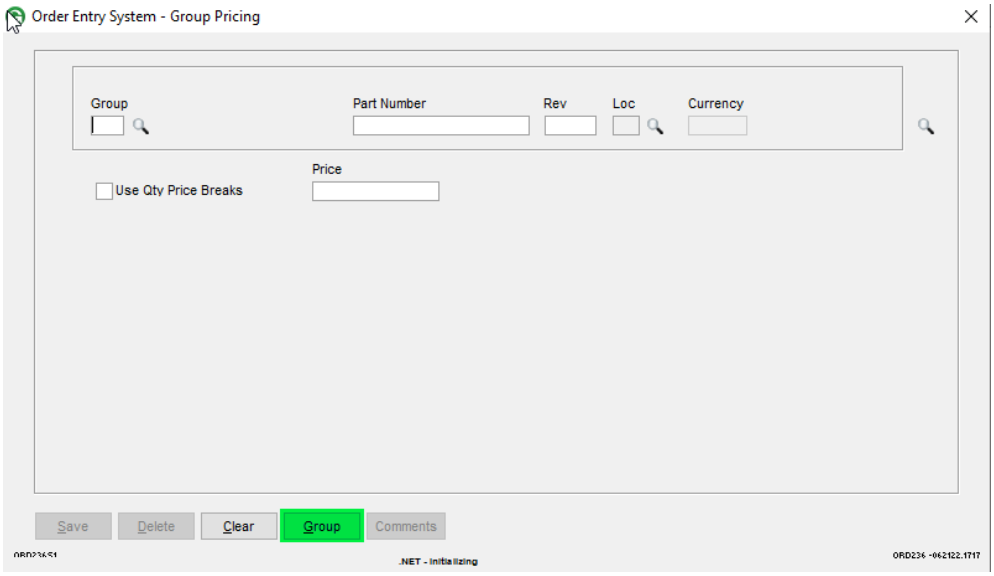
Customer is to update the Price of Pin on the Inventory Master. The Cost of Pin is based on the Moving Weighted Average Cost on the Inventory Master. A monthly process will run on the Task Scheduler to grab the Price & Cost of Pin from Inventory Master and store them in a custom table in the database. This is done using ARC 6853.

Customers are categorized into three categories: Intel, Integrator, and Non-Integrator.

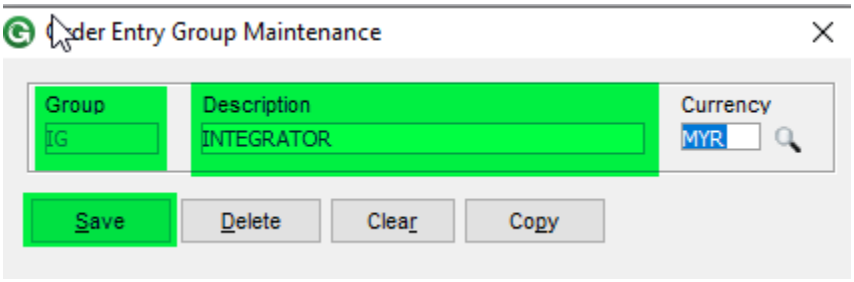
Test Contactor product has Product Line of 'CA' to 'CZ.
Socket product has Product Line of 'SA' to 'SZ'.
Pin product has Product Line of 'PA' to 'PZ'.
Other Product Lines product will be part of Socket Revenue.

2. Prerequisites

- Need to install Project 6853 from ARC. This is a must.
- Install Project 6882 from ARC
- Create Group to categorize customers through Order Entry > File > Group Part Pricing.
  - Click Group button on Order Entry System – Group Pricing screen Click Group button on Order Entry System – Group Pricing screen

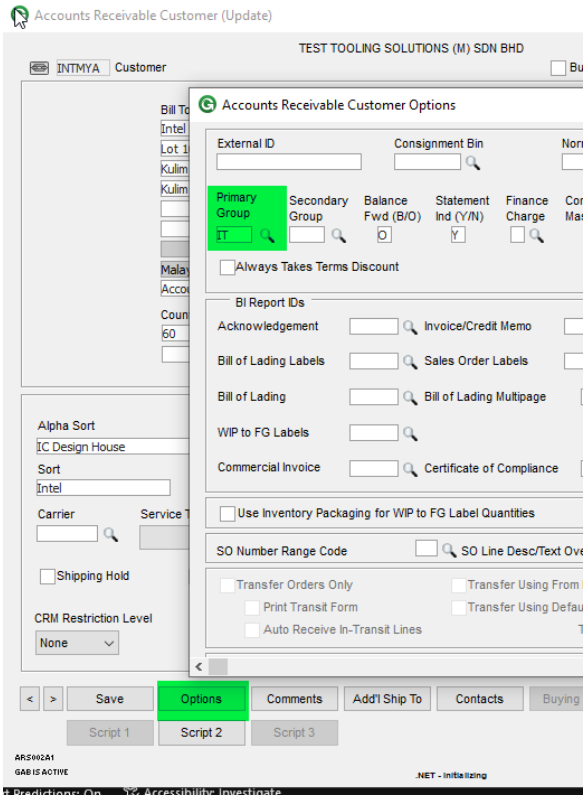


- Enter Group and Description, then click Save



Create just two groups for Intel & Integrator.

➢ Launch Accounts Receivable > File > Customers > Open. Assign the Group to the customer in Options screen. Click Save on the Options screen. Then click Save on the Accounts Receivable Customer screen.
Assign the group for Customers under Intel Category and Integrator Category. For those customers without any group will be categorized as Non-Integrator.



3. Installations

This project can be installed from ARC. The project number is 6882. The menu item is Sales Analysis > View > Sales Analysis (6882).

The new menu item:

1. Sales Analysis > View > Sales Analysis (6882)
   Use: GAB_6882_Sales_Analysis.g2p

4. Configurations

Once the installation is completed, please do the following steps:

A. Run Sales Analysis > Administration > Profit & Loss Administration (6853)
   This will create all the custom tables required by Project 6853.

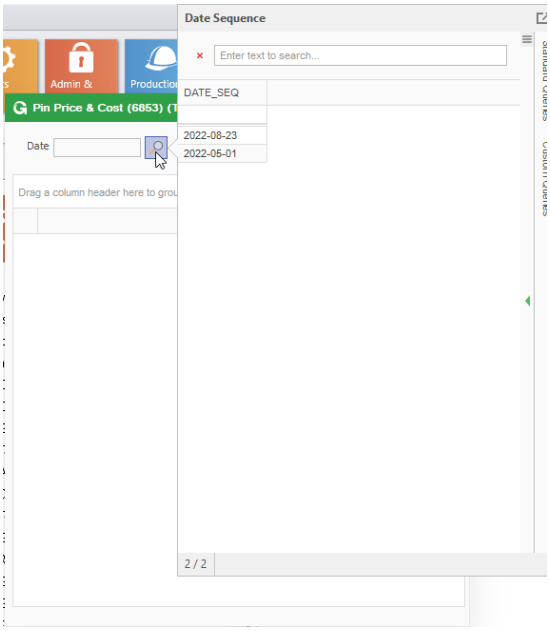
B. Need to run the Task Scheduler for retrieving the Pin Price & Cost from Inventory Master and stored them into the custom table.

5. Usage Procedures

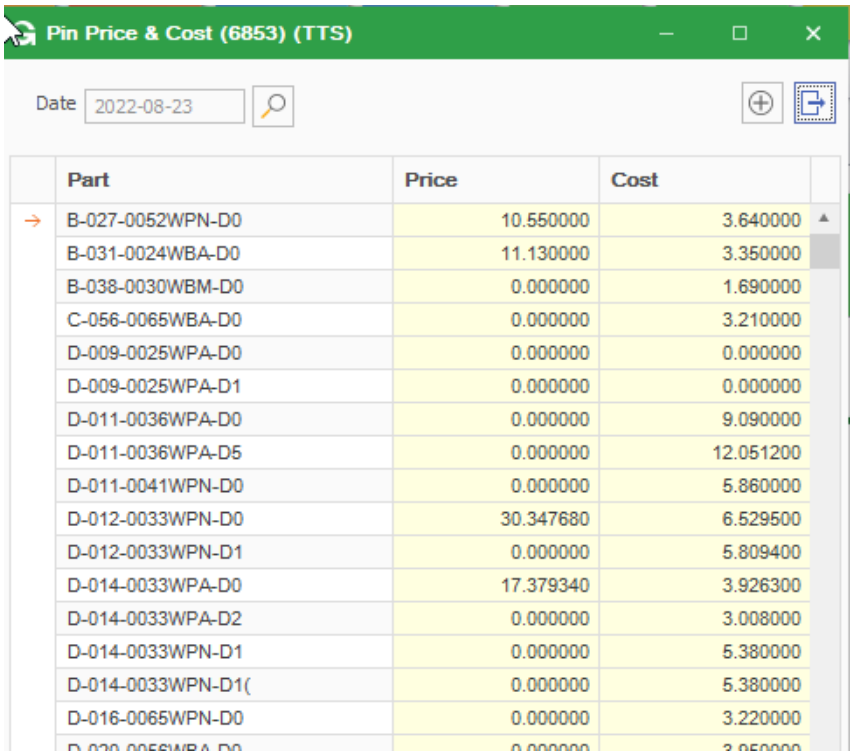
A. Sales Analysis > Administration > Pin Price & Cost (6853)
This menu item allows you to:

- Edit Pin Price & Cost
- Mass Update/Upload Pin Price & Cost
- Export Pin Price & Cost to Excel

✓ Click Browse Date button to see the list of Pin Price & Cost Date Sequence

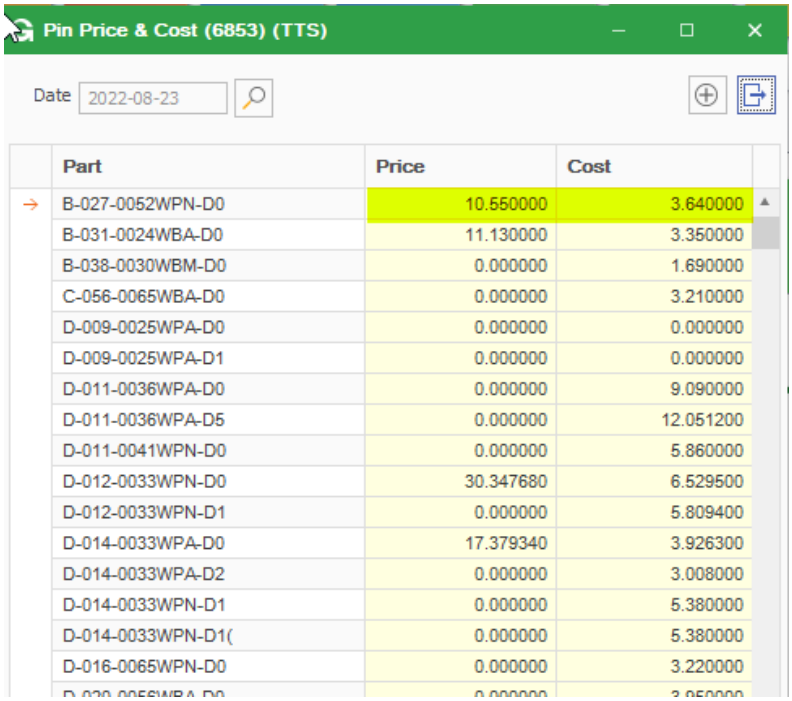


✓ Select one of the Date Sequences
This will load the Pin Price & Cost created on that Date



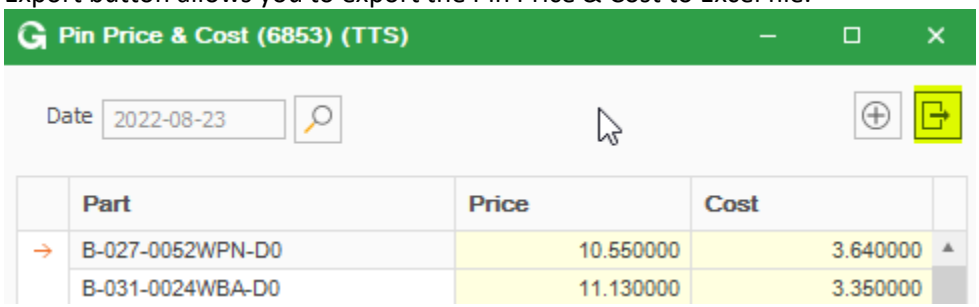
Part	Price	Cost
B-027-0052WPN-D0	10.550000	3.640000
B-031-0024WBA-D0	11.130000	3.350000
B-038-0030WBM-D0	0.000000	1.690000
C-056-0065WBA-D0	0.000000	3.210000
D-009-0025WPA-D0	0.000000	0.000000
D-009-0025WPA-D1	0.000000	0.000000
D-011-0036WPA-D0	0.000000	9.090000
D-011-0036WPA-D5	0.000000	12.051200
D-011-0041WPN-D0	0.000000	5.860000
D-012-0033WPN-D0	30.347680	6.529500
D-012-0033WPN-D1	0.000000	5.809400
D-014-0033WPA-D0	17.379340	3.926300
D-014-0033WPA-D2	0.000000	3.008000
D-014-0033WPN-D1	0.000000	5.380000
D-014-0033WPN-D1(	0.000000	5.380000
D-016-0065WPN-D0	0.000000	3.220000

✓ Update the Price & Cost
Entering the Price & Cost will update the information for that Pin.



Part	Price	Cost
B-027-0052WPN-D0	10.550000	3.640000
B-031-0024WBA-D0	11.130000	3.350000
B-038-0030WBM-D0	0.000000	1.690000
C-056-0065WBA-D0	0.000000	3.210000
D-009-0025WPA-D0	0.000000	0.000000
D-009-0025WPA-D1	0.000000	0.000000
D-011-0036WPA-D0	0.000000	9.090000
D-011-0036WPA-D5	0.000000	12.051200
D-011-0041WPN-D0	0.000000	5.860000
D-012-0033WPN-D0	30.347680	6.529500
D-012-0033WPN-D1	0.000000	5.809400
D-014-0033WPA-D0	17.379340	3.926300
D-014-0033WPA-D2	0.000000	3.008000
D-014-0033WPN-D1	0.000000	5.380000
D-014-0033WPN-D1(	0.000000	5.380000
D-016-0065WPN-D0	0.000000	3.220000

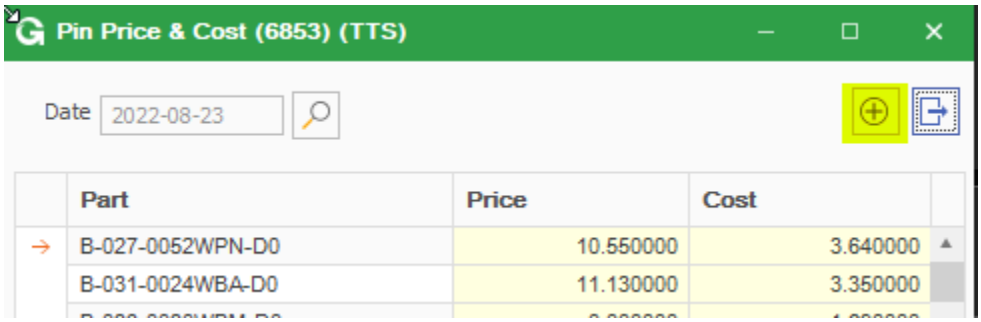
✓ Click Export button
Export button allows you to export the Pin Price & Cost to Excel file.



Part	Price	Cost
B-027-0052WPN-D0	10.550000	3.640000
B-031-0024WBA-D0	11.130000	3.350000

✓ Click Import button
Import button allows you to mass update or upload Pin Price & Cost. Edit the Price & Cost on the Exported file. Then select that file to update/upload back to the database.

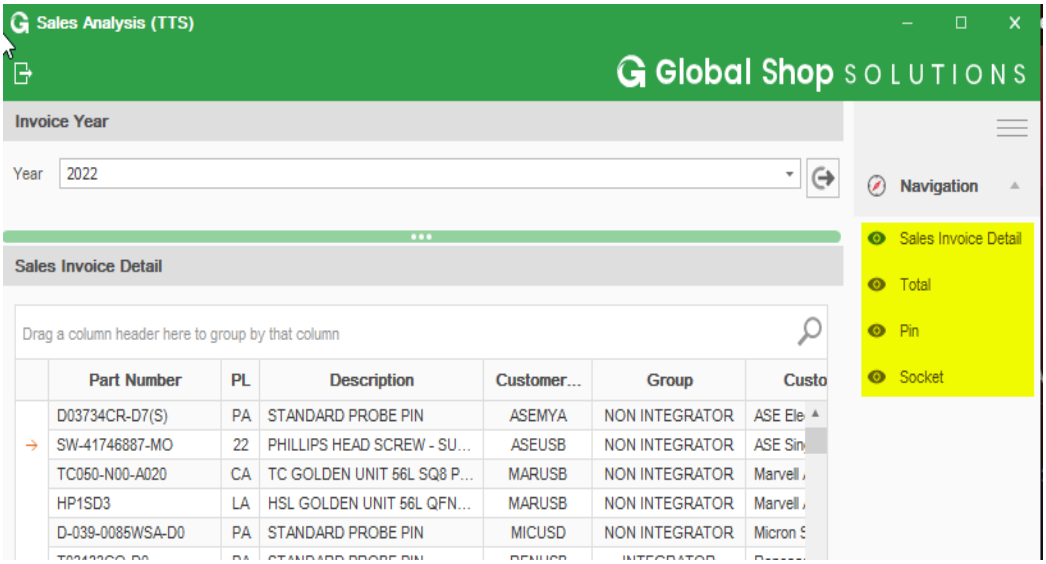
	A	B	C	D	E
1	Date	Part	Price	Cost	
2	2022-08-23	B-027-0052WPN-D0	10.550000	3.640000	
3	2022-08-23	B-031-0024WBA-D0	11.130000	3.350000	
4	2022-08-23	B-038-0030WBM-D0	0.000000	1.690000	
5	2022-08-23	C-056-0065WBA-D0	0.000000	3.210000	
6	2022-08-23	D-009-0025WPA-D0	0.000000	0.000000	
7	2022-08-23	D-009-0025WPA-D1	0.000000	0.000000	
8	2022-08-23	D-011-0036WPA-D0	0.000000	9.090000	
9	2022-08-23	D-011-0036WPA-D5	0.000000	12.051200	
10	2022-08-23	D-011-0041WPN-D0	0.000000	5.860000	
11	2022-08-23	D-012-0033WPN-D0	30.347680	6.529500	

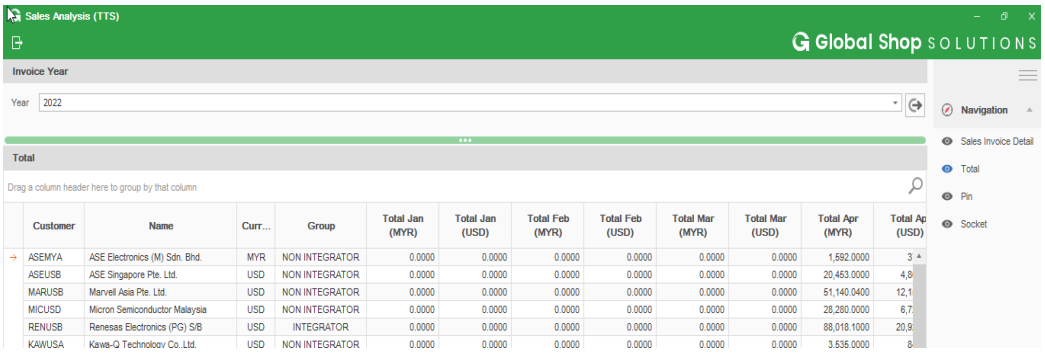


B. Sales Analysis > View > Sales Analysis (6882)
This menu item generates the Sales Analysis Report for the entered year.

✓ Enter the Invoice Year and click Run button

✓ Click Sales Invoice Detail or Total or Pin or Socket to switch among gridviews


Sales Analysis (TTS)
Global Shop SOLUTIONS
Invoice Year
Year 2022
Navigation
Sales Invoice Detail
Total
Pin
Socket
Sales Invoice Detail
Drag a column header here to group by that column
Part Number
PL
Description
Customer...
Group
Custo
D03734CR-D7(S)
PA
STANDARD PROBE PIN
ASEMYA
NON INTEGRATOR
SW-41746887-MO
22
PHILLIPS HEAD SCREW - SU...
ASEUSB
NON INTEGRATOR
TC050-N00-A020
CA
TC GOLDEN UNIT 56L SQ8 P...
MARUSB
NON INTEGRATOR
HP1SD3
LA
HSL GOLDEN UNIT 56L QFN...
MARUSB
NON INTEGRATOR
D-039-0085WSA-D0
PA
STANDARD PROBE PIN
MICUSD
NON INTEGRATOR


Sales Analysis (TTS)
Global Shop SOLUTIONS
Invoice Year
Year 2022
Navigation
Sales Invoice Detail
Total
Pin
Socket
Total
Drag a column header here to group by that column
Customer
Name
Curr...
Group
Total Jan (MYR)
Total Jan (USD)
Total Feb (MYR)
Total Feb (USD)
Total Mar (MYR)
Total Mar (USD)
Total Apr (MYR)
ASEMYA
ASE Electronics (M) Sdn. Bhd.
MYR
NON INTEGRATOR
1,592.0000
ASEUSB
ASE Singapore Pte. Ltd.
USD
NON INTEGRATOR
20,453.0000
MARUSB
Marvell Asia Pte. Ltd.
USD
NON INTEGRATOR
51,140.0400
MICUSD
Micron Semiconductor Malaysia
USD
NON INTEGRATOR
28,280.0000
RENUSB
Renesas Electronics (PG) S/B
USD
INTEGRATOR
88,018.1000
KAWUSA
Kawa-Q Technology Co. Ltd.
USD
NON INTEGRATOR
3,535.0000