Group 1:

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Module 11.1 Assignment: **Milestone #3**

Case Study: **Outland Adventures**

**Description of the reports:**

1. **Equipment Sales Report:**

The equipment sales report is a summary of sales related to the purchasing of equipment. It would include customer names, addresses, and the equipment that was specifically purchased by those customers.

The report aims to determine if customers are buying enough equipment to keep equipment sales as a source of revenue for Outland Adventures. Blythe and Jim would be able to use an equipment sales report to observe what items are popular, determine how profitable the sales are, and analyze other relevant sales patterns.

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1. **Booking Trend Report:**

The booking trend report is responsible for observing the current locations, in Africa, Asia, and Southern Europe, and recording the number of bookings. This kind of report serves to prevent downward trends by identifying noticeable changes in booking trends in those locations and sending a notification.

A report like this aims to identify locations that may be struggling or fluctuating in consistency so that Blythe and Jim are made aware that booking numbers are decreasing and that those locations may require additional help or alternative strategies to assist those situations.

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1. **Inventory Aging Report:**

The purpose of an inventory aging report is to examine the timeline of all items in the inventory. This report provides an overview of the inventory and highlights items that are five years past their purchase dates. Relevant details that are included in the report are Purchase Dates, equipment ID, type, and name. The report observes the quality of the items within the inventory as they age on the shelf.

Blythe and Jim must utilize the inventory aging report as it is crucial in updating them about products that require replacement and inventory orders that need to be refilled. This is vital for ensuring that the equipment is compliant with safety standards and ready for sale or rent by customers.

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