# 进

## 供商维度：

### 供商进货码洋排行(按月、季、年统计)

主表

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排名 | 业务员 | 管理供商个数 | 收货码洋 | 收货实洋 | 收货册数 | 平均折扣 | 码洋占比 | 码洋同比 | 码洋环比 |
| 1 |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |

* 文字描述：报表分两层，一层是主表是汇总性更大内容，另一层是明细表，是比较明细的内容，两表的数据源一致。按采购收货单的制单日期进行统计。映射供商：ERP系统内，同一供商可能存在多个id，但是系统内做了映射，其目标供商为同一供商的，是同一供商。码洋占比指该供商的到货占当期到货的百分比，同比，指的是与去年同期百分比，环比，指的是与上一期数据百分比。
* 统计目的：看各供商在采购到货中的权重。
* 表现形式：表格、饼图。
* 1.主统计表：
* Select Base.Operatorname, Gx.Ywyid, Count(Distinct Gys.Dgysid),
* Sum(Shmx.Ssmy), Sum(Shmx.Sssy), Sum(Shmx.Sssl),
* Round(Sum(Shmx.Ssmy) / (Select Sum(Sszmy)
* From Jt\_w\_Cgsh
* Where Dhrq <= ''
* And Dhrq >= '') \* 100,
* 2)
* From Jt\_w\_Cgshmx Shmx
* Left Join Jt\_w\_Cgsh Sh
* On Shmx.Cgshid = Sh.Cgshid
* Left Join Jt\_g\_Bmhyrygx Gx
* On Sh.Gysid = Gx.Gysid
* Left Join Jt\_c\_Gysys Gys
* On Sh.Gysid = Gys.Ygysid
* Left Join Base\_Operator Base
* On Gx.Ywyid = Base.Operatorid
* Where Sh.Dhrq <= ''
* And Sh.Dhrq >= ''
* Group By Base.Operatorname, Gx.Ywyid;

## 品类维度（取二级分类为标准）

### 品类采购（到货）排行与占比

主表一

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 占总码洋百分比 | 同比 | 环比 |
| 1 |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |

* 文字描述：按二级发行分类进行采购统计
* 统计目的：看不同品类的采购到货情况。
* 表现形式：表格、饼图、柱状图

视图：

Create view jt\_j\_fxfl\_rjfl as select dj.fxflid,dj.fxflmc,bj.fxflid rjfxid,bj.fxflmc rjflmc

from jt\_j\_fxfl dj

left join jt\_j\_fxfl cj

on dj.fxflfid = cj.fxflid

left join jt\_j\_fxfl bj

on cj.fxflfid = bj.fxflid

where dj.fxfljs = 4

表一：

Select Op.Operatorname, Ywy.Ywyid, Sum(Sh.Ssmy), Sum(Sh.Sssy), Sum(Sh.Sssl),

Round(Sum(Sh.Ssmy) / (Select Sum(Sszmy) From Jt\_w\_Cgsh) \* 100, 2)

From Jt\_w\_Cgshmx Sh

Left Join Jt\_w\_Cgsh Cs

On Sh.Cgshid = Cs.Cgshid

Left Join Jt\_j\_Spxx Sp

On Sh.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Op.Operatorname, Ywy.Ywyid

## 调配（门店）维度：

### 各门店进货数据统计：

主表

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 业务员 | 报订品种数 | 报订数量 | 报订码洋 | 实到品种数 | 实到数量 | 实到码洋 | 码洋实到百分比 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |

主表：

Select Dq.Dqmc, Dwxx.Dqid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Khdd.Spxxid), Sum(Khdd.Dhsl), Sum(Khdd.Dhmy),

Count(Xsd.Spxxid), Sum(Xsd.Sdsl), Sum(Xsd.Sdmy),

Round(Sum(Xsd.Sdmy) / Sum(Khdd.Dhmy) \* 100, 2)

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Xsdmx Xsd

On Xsd.Khddmxid = Khdd.Khddmxid

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Left Join Jt\_j\_Dqbm Dq

On Dwxx.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Dq.Dqmc, Dwxx.Dqid, Op.Operatorname, Ywy.Ywyid

# 销（门店销售数据分析）

## 供商维度：

### 供商销售码洋排行

主表

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 销售码洋 | 销售实洋 | 销售数量 | 销售品种数 | 码洋占比 | 销售码洋同比 | 销售码洋环比 |
| 1 |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |

* 表现形式：表格、柱状图

主表：

Select Op.Operatorname, Ywy.Ywyid, Sum(Xs.Xsmy), Sum(Xs.Xssy), Sum(Xs.Xssl),

Round(Sum(Xs.Xsmy) / (Select Sum(Xsmy) From Jt\_x\_Xsdmx\_Sb) \* 100, 2)

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_g\_Bmhyrygx Ywy

On Xs.Gysid = Ywy.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Op.Operatorname, Ywy.Ywyid

## 品类维度：

### 品类销售码洋排行与占比（分销售和零售，时间参数由业务定义）

主表一：

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 销售码洋 | 销售品种数 | 销售数量 | 零售码洋 | 零售品种数 | 零售数量 | 零售码洋销售占比 | 销售码洋总销售码洋占比 | 销售码洋同比 | 销售码洋环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：统计各发行分类（以二级分类为准）的销售码洋与总销售码洋占比
* 统计目的：考查各发行分类销售贡献
* 表现形式：表格、柱状图、饼图

主一：

Select Op.Operatorname, Zxs.Ywyid, Zxs.Xsmy, Zxs.Xspzs, Zxs.Xssl, Ls.Lsmy,

Ls.Lspzs, Ls.Lssl, Round(Ls.Lsmy / Zxs.Xsmy \* 100, 2), Zxs.Xsbl

From (Select Ywy.Ywyid, Sum(Xs.Xsmy) Xsmy, Count(Distinct Xs.Spxxid) Xspzs,

Sum(Xs.Xssl) Xssl,

Round(Sum(Xs.Xsmy) / (Select Sum(Xsmy) From Jt\_x\_Xsdmx\_Sb) \* 100,

2) Xsbl

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Group By Ywy.Ywyid) Zxs

Left Join (Select Ywy.Ywyid, Sum(Xs.Xsmy) Lsmy,

Count(Distinct Xs.Spxxid) Lspzs, Sum(Xs.Xssl) Lssl

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where x.Xslx = '零售'

Group By Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

## 门店维度

### 门店销售数据统计码洋排行

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 销售码洋排行 | 门店 | 业务员 | 销售码洋 | 销售实洋 | 销售册数 | 销售品种数 | 毛利率 | 零售码洋 | 零售实洋 | 零售数量 | 零售品种数 | 零售毛利率 | 零售码洋占比 | 销售码洋同比 | 销售码洋环比 | 零售码洋同比 | 零售码洋环比 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：各门店销售码洋、销售实洋、销售数量、销售品种、零售码洋、零售实洋、零售数量、零售品种数据统计，按销售码洋进行排行。
* 统计目的：总表
* 表现形式：表格，柱状图

Select Dwxx.Dwmc, Zxs.Ztid, Op.Operatorname, Zxs.Ywyid, Zxs.Xsmy, Zxs.Xssy,

Zxs.Xssl, Zxs.Xspzs, Zxs.Xsmlv, Ls.Xsmy, Ls.Xssy, Ls.Xssl, Ls.Xspzs,

Ls.Xsmlv, Round(Ls.Xsmy / Zxs.Xsmy \* 100, 2)

From (Select Xs.Ztid, Ywy.Ywyid, Sum(Xs.Xsmy) Xsmy, Sum(Xs.Xssy) Xssy,

Sum(Xs.Xssl) Xssl, Count(Distinct Xs.Spxxid) Xspzs,

Round(Sum(Xs.Xssy) - Sum(Xs.Xsmy \* Xs.Jz / 100) / Sum(Xssy),

2) Xsmlv

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Group By Xs.Ztid, Ywy.Ywyid) Zxs

Left Join (Select Xs.Ztid, Ywy.Ywyid, Sum(Xs.Xsmy) Xsmy, Sum(Xs.Xssy) Xssy,

Sum(Xs.Xssl) Xssl, Count(Distinct Xs.Spxxid) Xspzs,

Round(Sum(Xs.Xssy) -

Sum(Xs.Xsmy \* Xs.Jz / 100) / Sum(Xs.Xssy),

2) Xsmlv

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd\_Sb x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Where x.Xslx = '零售'

Group By Xs.Ztid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Ztid = Ls.Ztid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

Left Join Jt\_j\_Dwxx Dwxx

On Zxs.Ztid = Dwxx.Dwid

# 存

## 供货商维度

### 供商库存统计

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  |  | 业务员 |  |  |  | 供应商 |  |  |  |
| 供应商 | 业务员 | 统计日期 | 采品种 | 采数量 | 采码洋 | 物品种 | 物数量 | 物码洋 | 总数量 | 总码洋 |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  | 。。 | 。。 |  | 。。 | 。。 |  |  |

* 文字描述：按供应商统计总库存、码洋、品种数（区分采配中心、华瑞物流）
* 统计目标：统计商流和物流数据是否一致
* 表现形式：表格

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Zb.Spxxid), Sum(Zb.Jhsl), Sum(Zb.Jhmy), Sum(Zb.Qmkc),

Sum(Zb.Qmmy), Sum(Zb.Qmkc + Nvl(Md.Qmkc, 0)),

Sum(Zb.Qmmy + Nvl(Md.Qmmy, 0))

From Jt\_c\_Bmspkfmx Zb

Left Join Jt\_c\_Khspmx Md

On Zb.Bmspkfmxid = Md.Bmspkfmxid

Left Join Jt\_g\_Bmhyrygx Ywy

On Zb.Gysid = Ywy.Ywyid

Left Join Jt\_c\_Gysys Gys

On Zb.Gysid = Gys.Ygysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Where Zb.Jzrq <= ''

And Zb.Jzrq >= ''

Group By Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid

## 品类维度

### 品类库存统计

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 品类 |  |  |  |  | 业务员 |  |  |  |  |  |  |  |  |
| 品类 | 业务员 | 采品种 | 采数量 | 采码洋 | 物品种 | 物数量 | 物码洋 | 门店总品种 | 门店总数量 | 门店总码洋 | 码洋占比 | 总数量 | 总码洋 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：按品类（二级分类）统计品、册、码（区分采配中心、华瑞物流、门店汇总）；码洋占比为总库存比
* 统计目标：考核商流和物流数据是否一致；统计集团库存量；考核库存结构；分析库存安全值；
* 表现形式：表格

Select c.Rjflmc, c.Rjflid, Op.Operatorname, c.Ywyid, c.Pzs, c.Cgsl, c.Cgmy,

k.Pzs, k.Qmkc, k.Qmmy, k.Mdkc, k.Mdmy, k.Zqmkc, k.Zqmmy

From (Select Fxfl.Rjflid, Fxfl.Rjfxmc, Ywy.Ywyid,

Count(Distinct Cg.Spxxid) Pzs, Sum(Cg.Cgsl) Cgsl,

Sum(Cg.Cgmy) Cgmy

From Jt\_g\_Cgdmx Cg

Left Join Jt\_j\_Spxx Sp

On Cg.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Group By Fxfl.Rjflid, Fxfl.Rjfxmc, Ywy.Ywyid) c

Left Join (Select Fxfl.Rjflid, Fxfl.Rjfxmc, Count(Distinct Kf.Spxxid) Pzs,

Sum(Kf.Qmkc) Qmkc, Sum(Kf.Qmmy) Qmmy,

Count(Distinct Kh.Spxxid) Mdpzs, Sum(Kh.Qmkc) Mdkc,

Sum(Kh.Qmmy) Mdmy, Sum(Kf.Qmkc + Nvl(Kh.Qmkc, 0)) Zqmkc,

Sum(Kf.Qmmy + Nvl(Kh.Qmmy, 0)) Zqmmy

From Jt\_c\_Bmspkfmx Kf

Left Join Jt\_c\_Khspmx Kh

On Kf.Bmspkfmxid = Kh.Bmspkfmxid

Left Join Jt\_j\_Spxx Sp

On Kf.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Group By Fxfl.Rjflid, Fxfl.Rjfxmc) k

On c.Rjflid = k.Rjflid

Left Join Base\_Operator Op

On c.Ywyid = Op.Operatorid