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湖南省新华书店有限责任公司

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# 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 |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排名 | 映射供应商ID | 映射供商 | 业务员 | 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 |  |  |  | XXX | XXX | XXX | XXX | 100% |  |  |

* 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;

2.明细统计表：

Select Sh.Gysid, Gs.Gysmc, 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

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Where Sh.Dhrq <= ''

And Sh.Dhrq >= ''

And Gx.Ywyid = ''

Group By Base.Operatorname, Sh.Gysid, Gs.Gysmc, Gx.Ywyid;

### 供商平均折扣排行（按月、季、年进行统计）

主表

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 管理供商个数 | 平均供货折扣 | 折扣同比 | 折扣环比 |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| …… |  |  |  |  |  |
| 合计 |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 排行 | 映射供商id | 映射供商 | 业务员 | 平均供货折扣 | 折扣同比 | 折扣环比 |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |

* 文字描述：总数据指的是所有供商的数据。
* 统计目的：看供商的供货折扣所处的水平以及变化。
* 表现形式：表格、柱状图

主表SQL：

Select Base.Operatorname, Gx.Ywyid, Count(Distinct Gys.Dgysid),

Round(Sum(Cg.Sszsy) / (Select Sum(Sszmy)

From Jt\_w\_Cgsh

Where Dhrq <= ''

And Dhrq >= '') \* 100,

2)

From Jt\_w\_Cgsh Cg

Left Join Jt\_g\_Bmhyrygx Gx

On Cg.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On Gx.Gysid = Gys.Ygysid

Left Join Base\_Operator Base

On Gx.Ywyid = Base.Operatorid

Where Cg.Dhrq <= ''

And Cg.Dhrq >= ''

Group By Base.Operatorname, Gx.Ywyid

1. 明细表：

Select Cg.Gysid, Gs.Gysmc, Base.Operatorname, Count(Distinct Gys.Dgysid),

Round(Sum(Cg.Sszsy) / (Select Sum(Sszmy)

From Jt\_w\_Cgsh

Where Dhrq <= ''

And Dhrq >= '') \* 100,

2)

From Jt\_w\_Cgsh Cg

Left Join Jt\_g\_Bmhyrygx Gx

On Cg.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On Gx.Gysid = Gys.Ygysid

Left Join Base\_Operator Base

On Gx.Ywyid = Base.Operatorid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Where Cg.Dhrq <= ''

And Cg.Dhrq >= ''

And Gx.Ywyid = ''

Group By Cg.Gysid, Gs.Gysmc, Base.Operatorname

;

### 供商报订到货比例（按月、季、年统计）

主表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 序号 | 业务员 | 供商数量 | 报订数量 | 回告数量 | 到货数量 | 实到率 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 序号 | 映射供商 | 业务员 | 报订数量 | 回告数量 | 到货数量 | 实到率 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |

* 文字描述：取“回告”后状态的采购单作为报订数据（剔除越库数据，修正天数为N天），取关联的到货数据，计算报订实到比例
* 统计目的：统计各供商供货响应能力。
* 表现形式：表格、柱形图

1. 主表：

Select Op.Operatorname, Ywy.Ywyid, Count(Distinct Gys.Dgysid), Sum(Bd.Bdsl),

Sum(Bd.Hgsl), Sum(Dh.Dhsl),

Round(Nvl(Sum(Dh.Dhsl), 0) / Nvl(Sum(Bd.Bdsl), 0) \* 100, 2)

From (Select Gysid, Sum(Cgzsl) Bdsl, Sum(Hgzsl) Hgsl

From Jt\_g\_Cgd

Where Zt In ('23', '24', '25')

And Ykfh = 'false'

And Hgfhrq = ''

Group By Gysid) Bd

Left Join (Select Gysid, Sum(Sszsl) Dhsl

From Jt\_w\_Cgsh

Where Ykbz = 'false'

And Dhrq = ''

Group By Gysid) Dh

On Bd.Gysid = Dh.Gysid

Left Join Jt\_g\_Bmhyrygx Ywy

On Bd.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Bd.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysmc

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Op.Operatorname, Ywy.Ywyid

1. 明细表

Select Gs.Gysmc, Op.Operatorname, Sum(Bd.Bdsl), Sum(Bd.Hgsl), Sum(Dh.Dhsl),

Round(Nvl(Sum(Dh.Dhsl), 0) / Nvl(Sum(Bd.Bdsl), 0) \* 100, 2)

From (Select Gysid, Sum(Cgzsl) Bdsl, Sum(Hgzsl) Hgsl

From Jt\_g\_Cgd

Where Zt In ('23', '24', '25')

And Ykfh = 'false'

And Hgfhrq = ''

Group By Gysid) Bd

Left Join (Select Gysid, Sum(Sszsl) Dhsl

From Jt\_w\_Cgsh

Where Ykbz = 'false'

And Dhrq = ''

Group By Gysid) Dh

On Bd.Gysid = Dh.Gysid

Left Join Jt\_g\_Bmhyrygx Ywy

On Bd.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Bd.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysmc

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Ywy.Ywyid = ''

Group By Gs.Gysmc, Op.Operatorname

### 供商销售毛利率、毛利：

主表

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 供商数量 | 销售实洋 | 成本实洋 | 销售码洋 | 毛利 | 毛利率 | 占比 |
| 1 |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 序号 | 供商 | 业务员 | 销售实洋 | 成本实洋 | 销售码洋 | 毛利 | 毛利率 | 占比 |
| 1 |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |

* 文字描述：计算由不同供商供货所产生销售的毛利率和毛利
* 统计目的：看不同供商产品的盈利能力
* 表现形式：表格、饼图

1. 按供应商汇总

Select Gysid, Sum(Xssy) '销售实洋', Sum(Xssl \* Dj \* Jz / 100) '成本实洋',

Sum(Xsmy) '销售码洋'

From Jt\_x\_Xsdmx\_sb

Group By Gysid

毛利=销售实洋—成本实洋。

毛利率=毛利率/销售实洋

1. 假设上SQL建视图为A

主表：

Select Op.Operatorname, Gx.Ywyid, Count(Distinct Gys.Dgysid), Sum(a.销售实洋),

Sum(a.成本实洋), Sum(a.销售实洋 - a.成本实洋),

Sum(a.销售实洋 - a.成本实洋) / Sum(a.销售实洋) \* 100

From a

Left Join Jt\_g\_Bmhyrygx Gx

On a.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On a.Gysid = Gys.Ygysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Group By Op.Operatorname, Gx.Ywyid

明细表：

Select Gs.Gysmc, Op.Operatorname, Sum(a.销售实洋), Sum(a.成本实洋),

Sum(a.销售实洋 - a.成本实洋), Sum(a.销售实洋 - a.成本实洋) / Sum(a.销售实洋) \* 100

From a

Left Join Jt\_g\_Bmhyrygx Gx

On a.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On a.Gysid = Gys.Ygysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Where Gx.Ywyid = ''

Group By Gs.Gysmc, Op.Operatorname

### 供商到货平均时间

主表

|  |  |  |  |
| --- | --- | --- | --- |
| 序号 | 业务员 | 采购单数量 | 平均到货时间 |
|  | A |  |  |
|  | B |  |  |
|  | C |  |  |
|  |  |  |  |
| 合计 |  |  |  |

明细表

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 序号 | 供商 | 业务员 | 采购单数量 | 平均到货时间 |
| 1 |  |  |  |  |
| 2 |  |  |  |  |
| 3 |  |  |  |  |
| 合计 |  |  |  |  |

* 文字描述：取采购单回告时间为起始时间（剔除越库单据），最先到货的采购收货单单据日期为到货时间，以单据（采购单）作为统计对象，未到货的不纳入统计。
* 统计目的：考查供商物流能力。
* 表现形式：表格、柱状图

主表：

Select Op.Operatorname, Gx.Ywyid, Sum(Cg.Hgsl),

Sum(s.Dhrq - Cg.Hgfhrq) / Count(Gx.Ywyid)

From Jt\_g\_Cgdmx Cg

Left Join Jt\_g\_Cgd c

On Cg.Cgdid = c.Cgdid

Inner Join Jt\_w\_Cgshmx Sh

On Cg.Cgdmxid = Sh.Cgdmxid

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_g\_Bmhyrygx Gx

On c.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gy

On c.Gysid = Gy.Ygysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Where c.Ykfh = 'false'

Group By Op.Operatorname, Gx.Ywyid

明细表统计：

Select Gs.Gysmc, Op.Operatorname, Sum(Cg.Hgsl),

Sum(s.Dhrq - Cg.Hgfhrq) / Count(Gy.Dgysid)

From Jt\_g\_Cgdmx Cg

Left Join Jt\_g\_Cgd c

On Cg.Cgdid = c.Cgdid

Inner Join Jt\_w\_Cgshmx Sh

On Cg.Cgdmxid = Sh.Cgdmxid

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_g\_Bmhyrygx Gx

On c.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gy

On c.Gysid = Gy.Ygysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Left Join Jt\_j\_Gys Gs

On Gy.Dgysid = Gs.Gysid

Where c.Ykfh = 'false'

And Gx.Ywyid = ''

Group By Gs.Gysmc, Op.Operatorname

### 供商采购品种初次到货平均新鲜度（按到货日期的月季年统计）。

主表

|  |  |  |  |
| --- | --- | --- | --- |
| 序号 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
|  | A |  |  |
|  | B |  |  |
|  | C |  |  |
|  |  |  |  |
| 平均 |  |  |  |

明细表

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 序号 | 供商 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
| 1 |  |  |  |  |
| 2 |  |  |  |  |
| 3 |  |  |  |  |
| 平均 |  |  |  |  |

* 文字描述：计算单品初次到货日期距离出版日期时间差
* 统计目的：考查供商供新货是否及时。
* 表现形式：表格、柱状图。

主表：

Select Op.Operatorname, Gx.Ywyid, Count(Distinct Sh.Spxxid),

Min(s.Dhrq) - Sp.Cbny

From Jt\_w\_Cgshmx Sh

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_j\_Spxx Sp

On Sh.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Bmhyrygx Gx

On s.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On s.Gysid = Gys.Ygysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Group By Sp.Cbny, Op.Operatorname, Gx.Ywyid

明细表：

Select Gs.Gysmc, Op.Operatorname, Gx.Ywyid, Count(Distinct Sh.Spxxid),

Min(s.Dhrq) - Sp.Cbny

From Jt\_w\_Cgshmx Sh

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_j\_Spxx Sp

On Sh.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Bmhyrygx Gx

On s.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On s.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Group By Gs.Gysmc, Op.Operatorname, Sp.Cbny, Gx.Ywyid

### 供货商统计汇总

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 供商 | 进货码洋 | 进货册数 | 进货实洋 | 进货平均折扣 | 销售码洋 | 销售实洋 | 销售册数 | 毛利率 | 进退码洋 | 进退实洋 | 进退册数 | 总库存码洋 | 总库存实洋 | 总库存册数 | 总库存平均折扣 | 华瑞库存码洋 | 华瑞库存实洋 | 华瑞库存册数 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：进货取到货数据、进退取产生进退单的数据，库存取即时的期末库存
* 统计目的：考查供商综合情况。
* 表现形式：表格。

Select Gs.Gysmc, Gys.Dgysid, Sum(Shmx.Ssmy), Sum(Shmx.Sssl), Sum(Shmx.Sssy),

Sum(Ssmy) / Sum(Sssy) \* 100, Sum(Xsmx.Fhmy), Sum(Xsmx.Fhsy),

Sum(Xsmx.Fhsl), Sum(Xsmx.Fhsy) - Sum(Shmx.Sssy), Sum(Jtmx.Sdmy),

Sum(Jtmx.Sdsy), Sum(Jtmx.Sdsl), Sum(Tzmx.Qmmy) + Sum(Khmx.Qmmy),

Sum(Tzmx.Qmsy) + Sum(Khmx.Qmsy), Sum(Tzmx.Qmkc) + Sum(Khmx.Qmkc),

Sum(Tzmx.Qmmy), Sum(Tzmx.Qmsy), Sum(Tzmx.Qmkc)

From Jt\_c\_Bmspkfmx Tzmx

Left Join Jt\_w\_Cgshmx Shmx

On Tzmx.Cgshmxid = Shmx.Cgshmxid

Left Join (Select Bmspkfmxid, Sum(Fhmy) Fhmy, Sum(Fhsy) Fhsy,

Sum(Fhsl) Fhsl

From Jt\_x\_Xsdmx

Group By Bmspkfmxid) Xsmx

On Tzmx.Bmspkfmxid = Xsmx.Bmspkfmxid

Left Join (Select Bmspkfmxid, Sum(Sdmy) Sdmy, Sum(Sdsy) Sdsy,

Sum(Sdsl) Sdsl

From Jt\_g\_Jtdmx

Group By Bmspkfmxid) Jtmx

On Jtmx.Bmspkfmxid = Tzmx.Bmspkfmxid

Left Join Jt\_c\_Gysys Gys

On Tzmx.Gysid = Gys.Ygysid

Left Join (Select Bmspkfmxid, Sum(Qmmy) Qmmy, Sum(Qmsy) Qmsy,

Sum(Qmkc) Qmkc

From Jt\_c\_Khspmx

Group By Bmspkfmxid) Khmx

On Tzmx.Bmspkfmxid = Khmx.Bmspkfmxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Group By Gs.Gysmc, Gys.Dgysid

### 总部同品折扣变换比

主表

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 统计周期 |  | | | | | | |
| 商品编号 | 品名 | 分类 | 历史最低 | 历史最高 | 比例（%） | 排名 | 变换频率（次） |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

明细

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 商品编号 | 品名 | 分类 | 折扣 | 变换日期 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：按品统计单品折扣（到货折扣）变换比例最高的前1000名；排名可以自由选择；变换频次为折扣变化的次数；统计周期可以自由选择；关联明细时能看到历次不同折扣；
* 统计目标：通过数据分析掌握采购人员谈判能力和技巧。
* 表现形式：表格（带明细）

主表：

Select Sp.Spxxid, Sp.Spbh, Sp.Pm, Fl.Fxflmc, Min(Sh.Jz), Max(Sh.Jz),

Round((Max(Sh.Jz) - Min(Sh.Jz)) / Min(Sh.Jz) \* 100, 2),

Count(Distinct Sh.Jz) - 1

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\_j\_Fxfl Fl

On Sp.Fxflid = Fl.Fxflid

Where Cs.Dhrq <= ''

And Cs.Dhrq >= ''

Group By Sp.Spxxid, Sp.Spbh, Sp.Pm, Fl.Fxflmc

明细：

Select Sp.Spxxid, Sp.Spbh, Sp.Pm, Fl.Fxflmc, Sh.Jz, Min(s.Dhrq)

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\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_j\_Fxfl Fl

On Sp.Fxflid = Fl.Fxflid

Where Sp.Spxxid = ''

And Cs.Dhrq <= ''

And Cs.Dhrq >= ''

Group By Sp.Spxxid, Sp.Spbh, Sp.Pm, Fl.Fxflmc, Sh.Jz

Order By Min(s.Dhrq)

### 总部供货商采购同比、环比

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  |  |  | 供应商 |  |  |  | 业务员 |  |  |  |  |  |
| 供  货  商 | 业务员 | 同采品种 | 同采数量 | 同采码洋 | 环采品种 | 环采数量 | 环采码洋 | 采购品种 | 采购  数量 | 采购码洋 | 同比 | 环比 | 同比日期 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：以月为周期，按供货商实现采购同比和环比；
* 统计目标：分析供货商权重
* 表现形式：表格

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Gx.Ywyid, Sum(Cgmx.Cgsl),

Sum(Cgmx.Cgmy), Sum(Cgmx.Cgsy)

From Jt\_g\_Cgdmx Cgmx

Left Join Jt\_g\_Cgd Cg

On Cgmx.Cgdid = Cg.Cgdid

Left Join Jt\_g\_Bmhyrygx Gx

On Cg.Gysid = Gx.Gysid

Left Join Jt\_c\_Gysys Gys

On Cg.Gysid = Gys.Ygysid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysmc

Where Cg.Cgrq <= ''

And Cg.Cgrq >= ''

Group By Gs.Gysmc, Gys.Dgysid, Op.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 |  |  |  |  |  |  |  |

主表二

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 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 |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 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 |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |
| 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

表二：

Select Cw.Cwfl, Sp.Cwdlid, Op.Operatorname, Ywy.Ywyid, Sum(Mx.Ssmy),

Sum(Mx.Sssy), Sum(Mx.Sssl),

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

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Where Ywy.Ywyid = ''

Group By Cw.Cwfl, Sp.Cwdlid, Op.Operatorname, Ywy.Ywyid

表三：

Select Fl.Rjflmc, Fl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname, Ywy.Ywyid,

Sum(Mx.Ssmy), Sum(Mx.Sssy), Sum(Mx.Sssl),

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

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fl

On Sp.Fxflid = Fl.Fxflid

Where Ywy.Ywyid = ''

And Sp.Cwdlid = ''

Group By Fl.Rjflmc, Fl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid

### 品类库存排行与占比、库存动销率

### 各品类直配采购所占比例

主表一

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 直配码洋占比 | 直配册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |

主表二

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 直配码洋占比 | 直配册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 直配码洋占比 | 直配册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：取建账时间3个月时间内有销售的品种/总库存品种数。采购到货（剔除越库数据）后，在物流有两个流向：直配到门店或者上架，计算其比例。
* 统计目的：看上架备货的比例。
* 表现形式：表格、饼图。

表一：

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

Round(Sum(Mx.Ssmy) /

(Select Sum(Ssmy) From Jt\_w\_Cgshmx Where Shqx = 'true') \* 100,

2)

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Mx.Shqx = 'true'

Group By Op.Operatorname, Ywy.Ywyid

表二：

Select Cw.Cwfl, Sp.Cwdlid, Op.Operatorname, Ywy.Ywyid, Sum(Mx.Ssmy),

Sum(Mx.Sssy), Sum(Mx.Sssl),

Round(Sum(Mx.Ssmy) /

(Select Sum(Ssmy) From Jt\_w\_Cgshmx Where Shqx = 'true') \* 100,

2)

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Where Mx.Shqx = 'true'

And Ywy.Ywyid = ''

Group By Cw.Cwfl, Sp.Cwdlid, Op.Operatorname, Ywy.Ywyid

明细表：

Select Fl.Rjflmc, Fl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname, Ywy.Ywyid,

Sum(Mx.Ssmy), Sum(Mx.Sssy), Sum(Mx.Sssl),

Round(Sum(Mx.Ssmy) /

(Select Sum(Ssmy) From Jt\_w\_Cgshmx Where Shqx = 'true') \* 100,

2)

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fl

On Sp.Fxflid = Fl.Fxflid

Where Mx.Shqx = 'true'

And Ywy.Ywyid = ''

And Sp.Cwdlid = ''

Group By Fl.Rjflmc, Fl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid

### 各品类越库比例。

主表一

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 越库单码洋 | 越库单册数 | 越库码洋占比 | 越库册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |  |

主表二

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 越库单码洋 | 越库单册数 | 越库码洋占比 | 越库册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 业务员 | 采购码洋 | 采购实洋 | 采购册数 | 越库单码洋 | 越库单册数 | 越库码洋占比 | 越库册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：计算越库与非越库采购收货数据比例。
* 统计目的：看各发行分类的越库比例。
* 表现形式：表格、饼图。

表一：

Select Op.Operatorname, Ywy.Ywyid, Sum(Mx.Cgsl), Sum(Mx.Cgsy), Sum(Mx.Cgsl),

Round(Sum(Mx.Cgmy) /

(Select Sum(Cgzmy) From Jt\_g\_Cgd Where Ykfh = 'true') \* 100,

2)

From Jt\_g\_Cgdmx Mx

Left Join Jt\_g\_Cgd Cg

On Mx.Cgdid = Cg.Cgdid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Cg.Ykfh = 'true'

And Cg.Zt = '25'

Group By Op.Operatorname, Ywy.Ywyid

表二：

Select Fl.Cwfl, Fl.Cwdlid, Op.Operatorname, Ywy.Ywyid, Sum(Mx.Cgsl),

Sum(Mx.Cgsy), Sum(Mx.Cgsl),

Round(Sum(Mx.Cgmy) /

(Select Sum(Cgzmy) From Jt\_g\_Cgd Where Ykfh = 'true') \* 100,

2)

From Jt\_g\_Cgdmx Mx

Left Join Jt\_g\_Cgd Cg

On Mx.Cgdid = Cg.Cgdid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Fl

On Sp.Cwdlid = Fl.Cwdlid

Where Cg.Ykfh = 'true'

And Cg.Zt = '25'

And Ywy.Ywyid = ''

Group By Fl.Cwfl, Fl.Cwdlid, Op.Operatorname, Ywy.Ywyid

明细表：

Select Fxfl.Rjfxid, Fxfl.Rjflmc, Fl.Cwfl, Fl.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sum(Mx.Cgsl), Sum(Mx.Cgsy), Sum(Mx.Cgsl),

Round(Sum(Mx.Cgmy) /

(Select Sum(Cgzmy) From Jt\_g\_Cgd Where Ykfh = 'true') \* 100,

2)

From Jt\_g\_Cgdmx Mx

Left Join Jt\_g\_Cgd Cg

On Mx.Cgdid = Cg.Cgdid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Fl

On Sp.Cwdlid = Fl.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where Cg.Ykfh = 'true'

And Cg.Zt = '25'

And Ywy.Ywyid = ''

And Sp.Cwdlid = ''

Group By Fl.Cwfl, Fl.Cwdlid, Op.Operatorname, Ywy.Ywyid, Fxfl.Rjfxid,

Fxfl.Rjflmc

### 品类采购品种到货平均新鲜度

主表一

|  |  |  |  |
| --- | --- | --- | --- |
| 排行 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
| 1 |  |  |  |
| 2 |  |  |  |
| 3 |  |  |  |
|  |  |  |  |

主表二

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
| 1 |  |  |  |  |
| 2 |  |  |  |  |
| 3 |  |  |  |  |
| 4 |  |  |  |  |

明细表

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 汇总 |  |  |  |  |  |

* 文字描述：初次到货日期距离出版日期时间差,计算单品初次到货日期距离出版日期时间差
* 统计目的：考查供商供新货是否及时。
* 表现形式：表格、柱状图。

主表一：

Select Op.Operatorname, Ywy.Ywyid, Count(Distinct Pz.Spxxid),

Sum(Pz.Dhts) / Count(Pz.Spxxid)

From (Select Sh.Spxxid, Sp.Fxflid, Sp.Cwdlid, s.Gysid,

Min(s.Dhrq) - Sp.Cbny Dhts

From Jt\_w\_Cgshmx Sh

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_j\_Spxx Sp

On Sh.Spxxid = Sp.Spxxid

Group By Sh.Spxxid, Sp.Fxflid, Sp.Cwdlid, Sp.Cbny, s.Gysid) Pz

Left Join Jt\_g\_Fxflywydz Ywy

On Pz.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Op.Operatorname, Ywy.Ywyid

主表二：

Select Cw.Cwfl, Pz.Cwdlid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Pz.Spxxid), Sum(Pz.Dhts) / Count(Pz.Spxxid)

From (Select Sh.Spxxid, Sp.Fxflid, Sp.Cwdlid, s.Gysid,

Min(s.Dhrq) - Sp.Cbny Dhts

From Jt\_w\_Cgshmx Sh

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_j\_Spxx Sp

On Sh.Spxxid = Sp.Spxxid

Group By Sh.Spxxid, Sp.Fxflid, Sp.Cwdlid, Sp.Cbny, s.Gysid) Pz

Left Join Jt\_g\_Fxflywydz Ywy

On Pz.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Pz.Cwdlid = Cw.Cwdlid

Where Ywy.Ywyid = ‘’

Group By Cw.Cwfl, Pz.Cwdlid, Op.Operatorname, Ywy.Ywyid

明细表：

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Pz.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Count(Distinct Pz.Spxxid), Sum(Pz.Dhts) / Count(Pz.Spxxid)

From (Select Sh.Spxxid, Sp.Fxflid, Sp.Cwdlid, s.Gysid,

Min(s.Dhrq) - Sp.Cbny Dhts

From Jt\_w\_Cgshmx Sh

Left Join Jt\_w\_Cgsh s

On Sh.Cgshid = s.Cgshid

Left Join Jt\_j\_Spxx Sp

On Sh.Spxxid = Sp.Spxxid

Group By Sh.Spxxid, Sp.Fxflid, Sp.Cwdlid, Sp.Cbny, s.Gysid) Pz

Left Join Jt\_g\_Fxflywydz Ywy

On Pz.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Pz.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Pz.Fxflid = Fxfl.Fxflid

Where Ywy.Ywyid = ''

And Pz.Cwdlid = ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Pz.Cwdlid, Op.Operatorname,

Ywy.Ywyid

### 按分类统计库存汇总表

总表

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 业务员 | 品类 | 进货码洋 | 进货册数 | 进货实洋 | 进货平均折扣 | 销售码洋 | 销售实洋 | 销售册数 | 毛利率 | 进退码洋 | 进退实洋 | 进退册数 | 总库存码洋 | 总库存实洋 | 总库存册数 | 总库存平均折扣 | 华瑞库存码洋 | 华瑞库存实洋 | 华瑞库存册数 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：按二级分类统计综合情况
* 统计目的：考核分类数据
* 表现形式：表格、柱状图。

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sum(Shmx.Ssmy),

Sum(Shmx.Sssl), Sum(Shmx.Sssy), Sum(Shmx.Ssmy) / Sum(Shmx.Sssy) \* 100,

Sum(Xsmx.Fhmy), Sum(Xsmx.Fhsy), Sum(Xsmx.Fhsl),

Sum(Xsmx.Fhsy) - Sum(Shmx.Sssy), Sum(Jtmx.Sdmy), Sum(Jtmx.Sdsy),

Sum(Jtmx.Sdsl), Sum(Tzmx.Qmmy) + Sum(Khmx.Qmmy),

Sum(Tzmx.Qmsy) + Sum(Khmx.Qmsy), Sum(Tzmx.Qmkc) + Sum(Khmx.Qmkc),

Sum(Tzmx.Qmmy), Sum(Tzmx.Qmsy), Sum(Tzmx.Qmkc)

From Jt\_c\_Bmspkfmx Tzmx

Left Join Jt\_w\_Cgshmx Shmx

On Tzmx.Cgshmxid = Shmx.Cgshmxid

Left Join (Select Bmspkfmxid, Sum(Fhmy) Fhmy, Sum(Fhsy) Fhsy,

Sum(Fhsl) Fhsl

From Jt\_x\_Xsdmx

Group By Bmspkfmxid) Xsmx

On Tzmx.Bmspkfmxid = Xsmx.Bmspkfmxid

Left Join (Select Bmspkfmxid, Sum(Sdmy) Sdmy, Sum(Sdsy) Sdsy,

Sum(Sdsl) Sdsl

From Jt\_g\_Jtdmx

Group By Bmspkfmxid) Jtmx

On Jtmx.Bmspkfmxid = Tzmx.Bmspkfmxid

Left Join (Select Bmspkfmxid, Sum(Qmmy) Qmmy, Sum(Qmsy) Qmsy,

Sum(Qmkc) Qmkc

From Jt\_c\_Khspmx

Group By Bmspkfmxid) Khmx

On Tzmx.Bmspkfmxid = Khmx.Bmspkfmxid

Left Join Jt\_j\_Spxx Sp

On Tzmx.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, 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 |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 帐套 | 门店 | 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

明细表：

Select Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc Ztid, Dwxx.Dwmc, Dwxx.Dwid,

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, Dwxx.Dwmc, Dwxx.Dwmc, Dwxx.Dwid,

Op.Operatorname, Ywy.Ywyid

### 各门店主动报订比例

主表

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 业务员 | 报订品种数 | 报订数量 | 报订码洋 | 订单数量 | 门店主动报订品种数 | 主动数量 | 主动码洋 | 主动订单数 | 主动码洋占比 | 主动数量占比 | 主动码洋占比同比 | 主动码洋占比环比 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 帐套ID | 门店 | 业务员 | 报订品种数 | 报订数量 | 报订码洋 | 订单数量 | 门店主动报订品种数 | 主动数量 | 主动码洋 | 主动订单数 | 主动码洋占比 | 主动数量占比 | 主动码洋占比同比 | 主动码洋占比环比 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：统计总部的客户订单中，门店主动报订所占百分比。
* 统计目的：看门店主动性。
* 表现形式：表格、饼图。

主表：

Select Dwxx.Dqid, Ywy.Ywyid, Count(Distinct Khdd.Spxxid), Sum(Khdd.Dhsl),

Sum(Khdd.Dhmy), Count(Distinct Khdd.Khddid),

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

Count(Distinct Zdbd.Khddid),

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

Round(Sum(Zdbd.Dhsl) / Sum(Khdd.Dhsl) \* 100, 2)

From Jt\_x\_Khddmx Khdd

Left Join (Select Khddmxid, Khddid, Spxxid, Dhsl, Dhmy

From Jt\_x\_Khddmx

Where Khdd = 'true') Zdbd

On Khdd.Khddmxid = Zdbd.Khddmxid

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Group By Dwxx.Dqid, Ywy.Ywyid

明细表：

Select Dwxx.Dqid, Dwxx.Dwid, Khdd.Shdwid, Ywy.Ywyid,

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

Count(Distinct Khdd.Khddid), Count(Distinct Zdbd.Spxxid),

Sum(Zdbd.Dhsl), Sum(Zdbd.Dhmy), Count(Distinct Zdbd.Khddid),

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

Round(Sum(Zdbd.Dhsl) / Sum(Khdd.Dhsl) \* 100, 2)

From Jt\_x\_Khddmx Khdd

Left Join (Select Khddmxid, Khddid, Spxxid, Dhsl, Dhmy

From Jt\_x\_Khddmx

Where Khdd = 'true') Zdbd

On Khdd.Khddmxid = Zdbd.Khddmxid

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Group By Dwxx.Dqid, Ywy.Ywyid, Dwxx.Dwid, Khdd.Shdwid

### 各门店直配比例

主表

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 业务员 | 总部发货码洋 | 总部发货实洋 | 采购册数 | 直配码洋占比 | 直配册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 帐套ID | 门店 | 业务员 | 总部发货码洋 | 总部发货实洋 | 采购册数 | 直配码洋占比 | 直配册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：总部所产生的销售单（剔除越库单）中，直配（即总部到货后直发门店）部分所占比例。
* 统计目的：考查物流备货的命中率。
* 表现形式：表格、饼图

主表：

Select Dq.Dqmc, Zbfh.Dqid, Op.Operatorname, Zbfh.Ywyid, Zbfh.Fhmy, Zbfh.Fhsy,

Cg.Cgsl, Round(Zf.Zfmy / Zbfh.Fhmy \* 100, 2),

Round(Zf.Zfsy / Zbfh.Fhsy \* 100, 2)

From (Select Dwxx.Dqid, Ywy.Ywyid, Sum(Xsd.Sdmy) Fhmy, Sum(Xsd.Sdsy) Fhsy

From Jt\_x\_Xsdmx Xsd

Left Join Jt\_x\_Xsd x

On Xsd.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On x.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Where x.Ykbz = 'false'

Group By Dwxx.Dqid, Ywy.Ywyid) Zbfh

Left Join (Select Dwxx.Dqid, Ywy.Ywyid, Sum(Khdd.Dhsl) Cgsl

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Group By Dwxx.Dqid, Ywy.Ywyid) Cg

On Zbfh.Dqid = Cg.Dqid

And Zbfh.Ywyid = Cg.Ywyid

Left Join (Select Dwxx.Dqid, Ywy.Ywyid, Sum(Khmx.Dhmy) Zfmy,

Sum(Khmx.Dhsy) Zfsy

From Jt\_x\_Khddmx Khmx

Left Join Jt\_x\_Ztkhywy Ywy

On Khmx.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Where Exists (Select 1

From Jt\_x\_Khdd

Where Dhzf = 'true'

And Khddid = Khmx.Khddid)

Group By Dwxx.Dqid, Ywy.Ywyid) Zf

On Zbfh.Dqid = Zf.Dqid

And Zbfh.Ywyid = Zf.Ywyid

Left Join Jt\_j\_Dqbm Dq

On Zbfh.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Zbfh.Ywyid = Op.Operatorid

明细表：

Select Dq.Dqmc, Zbfh.Dqid, Dw.Dwmc, Zbfh.Dwid, Op.Operatorname, Zbfh.Ywyid,

Zbfh.Fhmy, Zbfh.Fhsy, Cg.Cgsl, Round(Zf.Zfmy / Zbfh.Fhmy \* 100, 2),

Round(Zf.Zfsy / Zbfh.Fhsy \* 100, 2)

From (Select Dwxx.Dqid, Dwxx.Dwid, Ywy.Ywyid, Sum(Xsd.Sdmy) Fhmy,

Sum(Xsd.Sdsy) Fhsy

From Jt\_x\_Xsdmx Xsd

Left Join Jt\_x\_Xsd x

On Xsd.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On x.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Where x.Ykbz = 'false'

Group By Dwxx.Dqid, Dwxx.Dwid, Ywy.Ywyid) Zbfh

Left Join (Select Dwxx.Dqid, Dwxx.Dwid, Ywy.Ywyid, Sum(Khdd.Dhsl) Cgsl

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Group By Dwxx.Dqid, Dwxx.Dwid, Ywy.Ywyid) Cg

On Zbfh.Dqid = Cg.Dqid

And Zbfh.Ywyid = Cg.Ywyid

And Zbfh.Dwid = Cg.Dwid

Left Join (Select Dwxx.Dqid, Dwxx.Dwid, Ywy.Ywyid, Sum(Khmx.Dhmy) Zfmy,

Sum(Khmx.Dhsy) Zfsy

From Jt\_x\_Khddmx Khmx

Left Join Jt\_x\_Ztkhywy Ywy

On Khmx.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Ywy.Khid = Dwxx.Dwid

Where Exists (Select 1

From Jt\_x\_Khdd

Where Dhzf = 'true'

And Khddid = Khmx.Khddid)

Group By Dwxx.Dqid, Dwxx.Dwid, Ywy.Ywyid) Zf

On Zbfh.Dqid = Zf.Dqid

And Zbfh.Ywyid = Zf.Ywyid

And Zbfh.Dwid = Zf.Dwid

Left Join Jt\_j\_Dqbm Dq

On Zbfh.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Zbfh.Ywyid = Op.Operatorid

Left Join Jt\_j\_Dwxx Dw

On Zbfh.Dwid = Dw.Dwid

### 同类型门店采购品种环比

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 到货品种数排行 | 参考基层公司 | 到货品种数 | 到货品种数排行 | 考查基层公司 | 考查基层公司到货品种数 | 重合的品种数 | 重合率 |
| 1 |  |  | 2 |  |  |  |  |
| 2 |  |  | 3 |  |  |  |  |
| 3 |  |  | 4 |  |  |  |  |
| 4 |  |  | 5 |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 平均值 |  |  |  |  |  |  |  |

* 文字描述：按采购品种数进行排行，然后同类型店进行品种比较，取得采购同一品种的品种数，第一与第二比，第二与第三比，以此类推。（重合率=重合的品种数/考查基层公司到货品种数）.
* 统计目的：考查采购品种重合率。
* 表现形式：表格、柱状图。

这个表不能提供最终结果sql，只能提供基层公司类型与到货品种

Select Distinct Xsd.Spxxid, Dwxx.Dwmc, Dwxx.Dwid, Dwxx.Bmlxid

From Jt\_x\_Xsdmx Xsd

Left Join Jt\_x\_Xsd x

On Xsd.Xsdid = x.Xsdid

Left Join Jt\_j\_Dwxx Dwxx

On x.Khid = Dwxx.Dwid

Where x.Zt = '25'

Order By Bmlxid, Dwmc, Dwid, Spxxid

### 越库采购比例

主表

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 业务员 | 总部发货码洋 | 总部发货码洋 | 总部发货实洋 | 总部发货册数 | 越库单码洋 | 越库单册数 | 越库码洋占比 | 越库册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 帐套ID | 门店 | 总部发货码洋 | 总部发货实洋 | 总部发货册数 | 越库单码洋 | 越库单册数 | 越库码洋占比 | 越库册数占比 | 码洋占比同比 | 册数占比同比 | 码洋占比环比 | 册数占比环比 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 合计 |  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：计算越库与非越库总部发货数据比例。
* 统计目的：看各门店的越库比例。
* 表现形式：表格、饼图。

Select Dq.Dqmc, Dwxx.Dqid, Op.Operatorname, Ywy.Ywyid, Sum(Xsd.Sdmy),

Sum(Xsd.Sdsy), Sum(Xsd.Sdsl), Sum(Yk.Sdmy), Sum(Yk.Sdsl),

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

Round(Sum(Yk.Sdsl) / Sum(Xsd.Sdsl) \* 100, 2)

From Jt\_x\_Xsdmx Xsd

Left Join (Select Xsdmxid, Sdsl, Sdmy, Sdsy

From Jt\_x\_Xsdmx

Where Exists (Select 1

From Jt\_x\_Xsd

Where Ykbz = 'true'

And Xsdid = Jt\_x\_Xsdmx.Xsdid)) Yk

On Xsd.Xsdmxid = Yk.Xsdmxid

Left Join Jt\_x\_Xsd x

On Xsd.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On x.Khid = 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

明细表：

Select Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc Ztmc, Dwxx.Dwmc, Dwxx.Dwid,

Op.Operatorname, Ywy.Ywyid, Sum(Xsd.Sdmy), Sum(Xsd.Sdsy),

Sum(Xsd.Sdsl), Sum(Yk.Sdmy), Sum(Yk.Sdsl),

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

Round(Sum(Yk.Sdsl) / Sum(Xsd.Sdsl) \* 100, 2)

From Jt\_x\_Xsdmx Xsd

Left Join (Select Xsdmxid, Sdsl, Sdmy, Sdsy

From Jt\_x\_Xsdmx

Where Exists (Select 1

From Jt\_x\_Xsd

Where Ykbz = 'true'

And Xsdid = Jt\_x\_Xsdmx.Xsdid)) Yk

On Xsd.Xsdmxid = Yk.Xsdmxid

Left Join Jt\_x\_Xsd x

On Xsd.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On x.Khid = 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

Where ywy.ywyid = '' and dq.dqid = ''

Group By Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc, Dwxx.Dwmc, Dwxx.Dwid,

Op.Operatorname, Ywy.Ywyid

### 门店品种到货平均新鲜度

主表

|  |  |  |  |
| --- | --- | --- | --- |
| 地区 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
|  |  |  |  |
|  |  |  |  |
| 平均 |  |  |  |

明细表

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 地区 | 帐套ID | 门店 | 业务员 | 品种数 | 单品初次到货距出版日期天数 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 平均 |  |  |  |  |  |

* 文字描述：初次到货日期距离出版日期时间差.计算单品初次到货日期距离出版日期时间差
* 统计目的：考查供商供新货是否及时。
* 表现形式：表格、柱状图。

主表：

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

Count(Distinct Xsd.Spxxid), Sum(Xsd.Ts) / Count(Distinct Xsd.Spxxid)

From (Select Xsmx.Spxxid, Xs.Khid, Xsmx.Xsdid, Min(Xs.Mdjsrq) - Sp.Cbny Ts

From Jt\_x\_Xsdmx Xsmx

Left Join Jt\_x\_Xsd Xs

On Xsmx.Xsdid = Xs.Xsdid

Left Join Jt\_j\_Spxx Sp

On Xsmx.Spxxid = Sp.Spxxid

Group By Xsmx.Spxxid, Xsmx.Xsdid, Xs.Khid, Sp.Cbny) Xsd

Left Join Jt\_x\_Ztkhywy Ywy

On Xsd.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xsd.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

明细表：

Select Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc, Xsd.Khid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Xsd.Spxxid), Sum(Xsd.Ts) / Count(Distinct Xsd.Spxxid)

From (Select Xsmx.Spxxid, Xs.Khid, Xsmx.Xsdid, Min(Xs.Mdjsrq) - Sp.Cbny Ts

From Jt\_x\_Xsdmx Xsmx

Left Join Jt\_x\_Xsd Xs

On Xsmx.Xsdid = Xs.Xsdid

Left Join Jt\_j\_Spxx Sp

On Xsmx.Spxxid = Sp.Spxxid

Group By Xsmx.Spxxid, Xsmx.Xsdid, Xs.Khid, Sp.Cbny) Xsd

Left Join Jt\_x\_Ztkhywy Ywy

On Xsd.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xsd.Khid = Dwxx.Dwid

Left Join Jt\_j\_Dqbm Dq

On Dwxx.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Dq.Dqid = ''

And Ywy.Ywyid = ''

Group By Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc, Xsd.Khid, Op.Operatorname,

Ywy.Ywyid

### 二次以上采购次数的品种所占比例。

主表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 地区 | 业务员 | 采购品种数 | 二次采购品种数 | 二次采购品种占比 | 占比同比 | 占比环比 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 地区 | 帐套ID | 门店 | 业务员 | 采购品种数 | 二次采购品种数 | 二次采购品种占比 | 占比同比 | 占比环比 |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |

* 文字描述：统计总部客户订单中各门店二次以上采购次数的品种所占百分比。
* 统计目的：考查门店对缺货品种关注度。
* 表现形式：表格、饼图

主表：

Select Dq.Dqmc, Zs.Dqid, Op.Operatorname, Zs.Ywyid, Zs.Cgpz, Cf.Cfpz,

Round(Cf.Cfpz / Zs.Cgpz \* 100, 2)

From (Select Dwxx.Dqid, Ywy.Ywyid, Count(Distinct Khdd.Spxxid) Cgpz

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Khdd.Shdwid = Dwxx.Dwid

Group By Dwxx.Dqid, Ywy.Ywyid) Zs

Left Join (Select Dqid, Ywyid, Count(Distinct Spxxid) Cfpz

From (Select Dwxx.Dqid, Ywy.Ywyid, Khdd.Spxxid

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Khdd.Shdwid = Dwxx.Dwid

Group By Dwxx.Dqid, Ywy.Ywyid, Khdd.Spxxid

Having Count(1) > 2)

Group By Dqid, Ywyid) Cf

On Zs.Dqid = Cf.Dqid

And Zs.Ywyid = Cf.Ywyid

Left Join Jt\_j\_Dqbm Dq

On Zs.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Zs.Ywyid = Op.Operatorid

明细表：

Select Dq.Dqmc, Zs.Dqid, Dw.Dwmc Ztmc, Dw.Dwmc, Zs.Shdwid, Op.Operatorname,

Zs.Ywyid, Zs.Cgpz, Cf.Cfpz, Round(Cf.Cfpz / Zs.Cgpz \* 100, 2)

From (Select Dwxx.Dqid, Khdd.Shdwid, Ywy.Ywyid,

Count(Distinct Khdd.Spxxid) Cgpz

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Khdd.Shdwid = Dwxx.Dwid

Group By Dwxx.Dqid, Khdd.Shdwid, Ywy.Ywyid) Zs

Left Join (Select Dqid, Shdwid, Ywyid, Count(Distinct Spxxid) Cfpz

From (Select Dwxx.Dqid, Khdd.Shdwid, Ywy.Ywyid, Khdd.Spxxid

From Jt\_x\_Khddmx Khdd

Left Join Jt\_x\_Ztkhywy Ywy

On Khdd.Shdwid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Khdd.Shdwid = Dwxx.Dwid

Group By Dwxx.Dqid, Khdd.Shdwid, Ywy.Ywyid, Khdd.Spxxid

Having Count(1) > 2)

Group By Dqid, Shdwid, Ywyid) Cf

On Zs.Dqid = Cf.Dqid

And Zs.Ywyid = Cf.Ywyid

And Zs.Shdwid = Cf.Shdwid

Left Join Jt\_j\_Dqbm Dq

On Zs.Dqid = Dq.Dqid

Left Join Jt\_j\_Dwxx Dw

On Zs.Shdwid = Dw.Dwid

Left Join Base\_Operator Op

On Zs.Ywyid = Op.Operatorid

Where Dq.Dqid = ''

And Zs.Ywyid = ''

### 物流到货平均时间计算：

主表

|  |  |  |  |
| --- | --- | --- | --- |
| 地区 | 业务员 | 单据数 | 发货后门店完成收货天数 |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| 汇总 |  |  |  |

明细表

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 地区 | 帐套ID | 门店 | 业务员 | 单据数 | 发货后门店完成收货天数 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |

* 文字描述：统计总部销售单从物流发货到门店完成收货的时间（剔除越库单）。
* 统计目的：考查物流效率。
* 表现形式：表格、柱状图。

主表：

Select Dq.Dqmc, Dwxx.Dqid, Op.Operatorname, Ywy.Ywyid, Count(Xsd.Xsdid),

Round(Sum(Xsd.Mdjsrq - Xsd.Senddate)/Count(Xsd.Xsdid),2)

From Jt\_x\_Xsd Xsd

Left Join Jt\_x\_Ztkhywy Ywy

On Xsd.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xsd.Khid = Dwxx.Dwid

Left Join Jt\_j\_Dqbm Dq

On Dwxx.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Xsd.Zt = '25'

And Ykbz = 'false'

And xsd.mdjsrq is not null

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

明细表：

Select Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc Ztmc, Dwxx.Dwmc, Dwxx.Dwid,

Op.Operatorname, Ywy.Ywyid, Count(Xsd.Xsdid),

Round(Sum(Xsd.Mdjsrq - Xsd.Senddate) / Count(Xsd.Xsdid), 2)

From Jt\_x\_Xsd Xsd

Left Join Jt\_x\_Ztkhywy Ywy

On Xsd.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xsd.Khid = Dwxx.Dwid

Left Join Jt\_j\_Dqbm Dq

On Dwxx.Dqid = Dq.Dqid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Xsd.Zt = '25'

And Ykbz = 'false'

And Xsd.Mdjsrq Is Not Null

And dq.dqid = ''

And ywy.ywyid = ''

Group By Dq.Dqmc, Dwxx.Dqid, Dwxx.Dwmc, Dwxx.Dwmc, Dwxx.Dwid,

Op.Operatorname, Ywy.Ywyid

### 按门店汇总统计

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 业务员 | 门店 | 进货码洋 | 进货册数 | 进货实洋 | 进货平均折扣 | 销售码洋 | 销售实洋 | 销售册数 | 毛利率 | 进退码洋 | 进退实洋 | 进退册数 | 总库存码洋 | 总库存实洋 | 总库存册数 | 总库存平均折扣 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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* 文字描述：按门店汇总连锁门店进、销、存。
* 统计目的：考查门店综合情况
* 表现形式：表格

Select Dwxx.Dwmc, Kc.Khid, Kc.Jhmy, Kc.Jhsl, Kc.Jhsy, Kc.Jhzk, Xs.Xsmy,

Xs.Xssy, Xs.Xssl, Xs.Mlv, Kc.Jtmy, Kc.Jtsy, Kc.Jtsl, Kc.Kcmy, Kc.Kcsy,

Kc.Kcsl, Kc.Kczk

From (Select Khid, Sum(Jhmy) Jhmy, Sum(Jhsl) Jhsl, Sum(Jhsy) Jhsy,

Round(Sum(Jhsy) / Sum(Jhmy) \* 100, 2) Jhzk, Sum(Jtmy) Jtmy,

Sum(Jtsy) Jtsy, Sum(Jtsl) Jtsl, Sum(Qmmy) Kcmy, Sum(Qmsy) Kcsy,

Sum(Qmkc) Kcsl, Round(Sum(Qmsy) / Sum(Qmmy) \* 100, 2) Kczk

From Jt\_c\_Khspmx

Group By Khid) Kc

Left Join (Select Ztid, Sum(Xsmy) Xsmy, Sum(Xssy) Xssy, Sum(Xssl) Xssl,

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

2) Mlv

From Jt\_x\_Xsdmx\_Sb

Group By Ztid) Xs

On Kc.Khid = Xs.Ztid

Left Join Jt\_j\_Dwxx Dwxx

On Xs.Ztid = Dwxx.Dwid

### 门店采购同比、环比

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  |  |  |  |  | 门店名称 |  |  |  | 业务员 |  |  |  |
| 门  店  名  称 | 业务员 | 同采品种 | 同采数量 | 同采码洋 | 环采品种 | 环采数量 | 环采码洋 | 采购品种 | 采购  数量 | 采购码洋 | 同比 | 环比 | 同比日期 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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* 文字描述：以月为周期，按门店实现采购同比和环比；年份为必选项；月份和门店为备选项；
* 统计目标：分析门店库存增长情况
* 表现形式：表格

Select Dwxx.Dwmc, Cg.Khid, Op.Operatorname, Gx.Ywyid,

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

Sum(Cgmx.Dhsy)

From Jt\_x\_Khddmx Cgmx

Left Join Jt\_x\_Khdd Cg

On Cgmx.Khddid = Cg.Khddid

Left Join Jt\_x\_Ztkhywy Gx

On Cg.Khid = Gx.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Gx.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Gx.Ywyid = Op.Operatorid

Where Cg.Clrq <= ''

And Cg.Clrq >= ''

Group By Dwxx.Dwmc, Cg.Khid, Op.Operatorname, Gx.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 |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 映射供商id | 映射供商 | 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

明细表：

Select Gys.Dgysid, Gs.Gysmc, 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

Left Join Jt\_c\_Gysys Gys

On Xs.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Where Ywy.Ywyid = ''

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

### 供商销售毛利排行（附毛利率）

主表

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 销售码洋 | 销售实洋 | 成本实洋 | 毛利 | 毛利占比 | 毛利率 | 毛利同比 | 毛利环比 |
| 1 |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 映射供商id | 映射供商 | 业务员 | 销售码洋 | 销售实洋 | 成本实洋 | 毛利 | 毛利占比 | 毛利率 | 毛利同比 | 毛利环比 |
| 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.Xsmy \* Jz / 100), Sum(Xs.Xssy) - Sum(Xs.Xsmy \* Jz / 100),

Round(Sum(Xs.Xssy) -

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

(Select Sum(Xssy) - Sum(Xsmy \* Jz / 100) From Jt\_x\_Xsdmx\_Sb) \* 100,

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

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

明细表：

Select Ywy.Ywyid, Gx.Dgysid, Sum(Xs.Xsmy), Sum(Xs.Xssy),

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

Round(Sum(Xs.Xssy) -

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

(Select Sum(Xssy) - Sum(Xsmy \* Jz / 100) From Jt\_x\_Xsdmx\_Sb) \* 100,

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

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Dwid = Ywy.Khid

Left Join Jt\_c\_Gysys Gys

On Gx.Gysid = Gys.Ygysid

Group By Gys.Dgysid, Ywy.Ywyid

### 供商销售品种数排行和销售码洋品种比

主表：

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 销售品种数 | 销售码洋 | 销售码洋品种数比（单位：元） | 销售品种数同比 | 销售品种数环比 |
| 1 |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |

明细表：

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 映射供商id | 映射供商 | 业务员 | 销售品种数 | 销售码洋 | 销售码洋品种数比（单位：元） | 销售品种数同比 | 销售品种数环比 |
| 1 |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |

* 文字描述：供商最终销售（门店销售）的品种数排行，以及销售码洋与品种数比值
* 统计目的：看供商能产生销售的供货品种数和单品种贡献的码洋品均值
* 表现形式：表格、柱状图

主表：

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

Sum(Xs.Xsmy) / Count(Distinct Xs.Spxxid)

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_g\_Bmhyrygx Ywy

On Xs.Gysid = Ywy.Gysid

Group By Ywy.Ywyid

明细表：

Select Gys.Dgysid, Gs.Gysmc, Op.Operatorname, Ywy.Ywyid, Sum(Xs.Xsmy),

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

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

Round(Sum(Xs.Xssy) -

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

(Select Sum(Xssy) - Sum(Xsmy \* Jz / 100) From Jt\_x\_Xsdmx\_Sb) \* 100,

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

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_g\_Bmhyrygx Ywy

On Xs.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Ywy.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Ywy.Ywyid = ''

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

### 总部月、季、年销售排行前100

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 商品编号 | 品名 | 分类 | 供应商 | 销售数量 | 销售码洋 | 排名 | 统计周期 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

* 文字描述：提供按月、季、年统计销售排行；可以查询小于或者等于100排名 ；分类为二级分类；
* 统计目标：通过数据分析，为营销做数据支撑
* 表现形式：表格

Select Sp.Spbh, Sp.Pm, Fxfl.Rjflmc, Scfxfl. Gys.Dgysid, Gs.Gysmc,

Sum(Xs.Xssl), Sum(Xs.Xsmy), Sum(Xs.Xsmy) / Count(Distinct Xs.Spxxid)

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_c\_Gysys Gys

On Xs.Gysid = Gys.Ygysid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Group By Sp.Spbh, Sp.Pm, Fxfl.Rjflmc, Gys.Dgysid, Gs.Gysmc

## 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 |  |  |  |  |  |  |  |  |  |  |  |

主表二：

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 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 |  |  |  |  |  |  |  |  |  |  |  |  |

明细表：

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 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

表二：

Select Cw.Cwfl, Zxs.Cwdlid, 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 Sp.Cwdlid, 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 Sp.Cwdlid, Ywy.Ywyid) Zxs

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

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

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where x.Xslx = '零售'

Group By Sp.Cwdlid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Cwdlid = Ls.Cwdlid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Zxs.Cwdlid = Cw.Cwdlid

Where Zxs.Ywyid = ''

明细表：

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Zxs.Cwdlid, 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 Sp.Fxflid, Sp.Cwdlid, 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 Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid) Zxs

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

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

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where x.Xslx = '零售'

Group By Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Cwdlid = Ls.Cwdlid

And Zxs.Fxflid = Ls.Fxflid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Zxs.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Zxs.Fxflid = Fxfl.Fxflid

Where Zxs.Ywyid = ''

And Zxs.Cwdlid = ''

### 品类销售数量排行（分销售和零售）

主表一

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 销售数量 | 销售品种数 | 平均单品销售数量 | 零售数量 | 零售品种数 | 平均单品零售数量 | 销售数量同比 | 销售数量环比 |
| 1 |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |

主表二

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 业务员 | 销售数量 | 销售品种数 | 平均单品销售数量 | 零售数量 | 零售品种数 | 平均单品零售数量 | 销售数量同比 | 销售数量环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 业务员 | 销售数量 | 销售品种数 | 平均单品销售数量 | 零售数量 | 零售品种数 | 平均单品零售数量 | 销售数量同比 | 销售数量环比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

表一：

Select Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs, Zxs.Dpsl, Ls.Lssl,

Ls.Lspzs, Ls.Lsdpsl

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

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Dpsl

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.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Lsdpsl

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

表二：

Select Cw.Cwfl, Zxs.Cwdlid, Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs,

Zxs.Dpsl, Ls.Lssl, Ls.Lspzs, Ls.Lsdpsl

From (Select Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

Count(Distinct Xs.Spxxid) Xspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Dpsl

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 Sp.Cwdlid, Ywy.Ywyid) Zxs

Left Join (Select Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Lsdpsl

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where x.Xslx = '零售'

Group By Sp.Cwdlid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Cwdlid = Ls.Cwdlid

Left Join Jt\_j\_Cwdl Cw

On Zxs.Cwdlid = Cw.Cwdlid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

Where Zxs.Ywyid = ''

明细表：

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Zxs.Cwdlid, Op.Operatorname,

Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs, Zxs.Dpsl, Ls.Lssl, Ls.Lspzs,

Ls.Lsdpsl

From (Select Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

Count(Distinct Xs.Spxxid) Xspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Dpsl

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 Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid) Zxs

Left Join (Select Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Lsdpsl

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where x.Xslx = '零售'

Group By Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Cwdlid = Ls.Cwdlid

And Zxs.Fxflid = Ls.Fxflid

Left Join Jt\_j\_Cwdl Cw

On Zxs.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Zxs.Fxflid = Fxfl.Fxflid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

Where Zxs.Ywyid = ''

And Zxs.Cwdlif = ''

### 新品销售占比

主表一

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 业务员 | 销售数量 | 销售品种数 | 销售码洋 | 新品销售数量 | 新品销售品种数 | 新品销售码洋 | 新品销售数量占比 | 新品销售品种数占比 | 新品销售数量占比 |
| 1 |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |

主表二

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 财务大类 | 业务员 | 销售数量 | 销售品种数 | 销售码洋 | 新品销售数量 | 新品销售品种数 | 新品销售码洋 | 新品销售数量占比 | 新品销售品种数占比 | 新品销售数量占比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 排行 | 二级分类 | 财务大类 | 业务员 | 销售数量 | 销售品种数 | 销售码洋 | 新品销售数量 | 新品销售品种数 | 新品销售码洋 | 新品销售数量占比 | 新品销售品种数占比 | 新品销售数量占比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：（新品由业务定义：如：初次到货的时间不超过90天）
* 统计目的：考查新品的销售占比
* 表现形式：表格、饼图

表一：

Select Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs, Zxs.Dpsl, Ls.Lssl,

Ls.Lspzs, Ls.Lsdpsl

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

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Dpsl

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.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Lsdpsl

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 Sp.Xsbz = 'true'

Group By Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

表二：

Select Cw.Cwfl, Zxs.Cwdlid, Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs,

Zxs.Dpsl, Ls.Lssl, Ls.Lspzs, Ls.Lsdpsl

From (Select Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

Count(Distinct Xs.Spxxid) Xspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Dpsl

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 Sp.Cwdlid, Ywy.Ywyid) Zxs

Left Join (Select Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Lsdpsl

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where Sp.Xsbz = 'true'

Group By Sp.Cwdlid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Cwdlid = Ls.Cwdlid

Left Join Jt\_j\_Cwdl Cw

On Zxs.Cwdlid = Cw.Cwdlid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

明细表：

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Zxs.Cwdlid, Op.Operatorname,

Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs, Zxs.Dpsl, Ls.Lssl, Ls.Lspzs,

Ls.Lsdpsl

From (Select Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

Count(Distinct Xs.Spxxid) Xspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Dpsl

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 Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid) Zxs

Left Join (Select Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs,

Round(Sum(Xs.Xssl) / Count(Distinct Xs.Spxxid), 2) Lsdpsl

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Where Sp.Xsbz = 'true'

Group By Sp.Fxflid, Sp.Cwdlid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Cwdlid = Ls.Cwdlid

And Zxs.Fxflid = Ls.Fxflid

Left Join Jt\_j\_Cwdl Cw

On Zxs.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Zxs.Fxflid = Fxfl.Fxflid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

### 各品类单品销售码洋排行前20（零售）

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 二级分类 | 排行 | 财务大类 | 业务员 | spxxid | 商品编号 | 品名 | 定价 | 出版社 | 零售码洋 | 零售数量 |
| A | 1 |  |  |  |  |  |  |  |  |  |
| A | 2 |  |  |  |  |  |  |  |  |  |
| A | 3 |  |  |  |  |  |  |  |  |  |
| A | …… |  |  |  |  |  |  |  |  |  |
| A | 20 |  |  |  |  |  |  |  |  |  |
| B…… |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 按业务员汇总 | 排行 |  |  |  |  |  |  |  |  |  |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid,

Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Where x.Xslx = '零售'

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid

按业务员统计：

Select Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs,

Sp.Cbsid, Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Where x.Xslx = '零售'

Group By Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj,

Cbs.Cbs, Sp.Cbsid

1. 各品类单品零售数量排行前20

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 二级分类 | 排行 | 财务大类 | 业务员 | spxxid | 商品编号 | 品名 | 定价 | 出版社 | 零售数量 | 零售码洋 |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 按业务员汇总 | 排行 |  |  |  |  |  |  |  |  |  |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid,

Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Where x.Xslx = '零售'

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid

按业务员统计：

Select Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs,

Sp.Cbsid, Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Where x.Xslx = '零售'

Group By Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj,

Cbs.Cbs, Sp.Cbsid

### 新品零售码洋排行前20（分销售和零售）

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 二级分类 | 排行 | 财务大类 | 业务员 | spxxid | 商品编号 | 品名 | 定价 | 出版社 | 零售码洋 | 零售数量 |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 按业务员汇总 | 排行 |  |  |  |  |  |  |  |  |  |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |

* 文字描述：（新品由业务定义：如：初次到货的时间不超过90天）
* 统计目的：统计出新品中零售数量较好的品种
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid,

Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where x.Xslx = '零售'

And Xp.Dhsj < 90

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid

按业务员汇总：

Select Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs,

Sp.Cbsid, Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where x.Xslx = '零售'

And Xp.Dhsj < 90

Group By Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj,

Cbs.Cbs, Sp.Cbsid

### 新品零售数量排行

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 二级分类 | 排行 | 财务大类 | 业务员 | spxxid | 商品编号 | 品名 | 定价 | 出版社 | 零售数量 | 零售码洋 |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |
| …… |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| 按业务员汇总 | 排行 |  |  |  |  |  |  |  |  |  |
|  | 1 |  |  |  |  |  |  |  |  |  |
|  | 2 |  |  |  |  |  |  |  |  |  |
|  | 3 |  |  |  |  |  |  |  |  |  |
|  | …… |  |  |  |  |  |  |  |  |  |
|  | 20 |  |  |  |  |  |  |  |  |  |

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid,

Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where x.Xslx = '零售'

And Xp.Dhsj < 90

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Cw.Cwfl, Sp.Cwdlid, Op.Operatorname,

Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs, Sp.Cbsid

按业务员汇总：

Select Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj, Cbs.Cbs,

Sp.Cbsid, Sum(Xs.Xsmy), Sum(Xs.Xssl)

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

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cbs Cbs

On Sp.Cbsid = Cbs.Cbsid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where x.Xslx = '零售'

And Xp.Dhsj < 90

Group By Op.Operatorname, Ywy.Ywyid, Sp.Spxxid, Sp.Spbh, Sp.Pm, Sp.Dj,

Cbs.Cbs, Sp.Cbsid

## 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 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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* 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

### 同类门店销售品种重合率环比

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 销售品种数排行 | 参考基层公司 | 销售品种数 | 销售品种数排行 | 考查基层公司 | 考查基层公司销售品种数 | 重合的品种数 | 重合率 |
| 1 |  |  | 2 |  |  |  |  |
| 2 |  |  | 3 |  |  |  |  |
| 3 |  |  | 4 |  |  |  |  |
| 4 |  |  | 5 |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 平均值 |  |  |  |  |  |  |  |

* 文字描述：按销售品种数进行排行，然后同类型店的品种进行比较，第一与第二比，第二与第三比，以此类推（重合率=重合的品种数/考查基层公司销售品种数）。
* 统计目的：统计销售品种重合率。
* 表现形式：表格、柱状图

Select Distinct Xsd.Spxxid, Dwxx.Dwmc, Dwxx.Dwid, Dwxx.Bmlxid

From Jt\_x\_Xsdmx\_Sb Xsd

Left Join Jt\_j\_Dwxx Dwxx

On Xsd.Ztid = Dwxx.Dwid

Order By Bmlxid, Dwmc, Dwid, Spxxid

### 同类门店零售品种重合率分析

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 零售品种数排行 | 参考基层公司 | 零售品种数 | 零售品种数排行 | 考查基层公司 | 考查基层公司零售品种数 | 重合的品种数 | 重合率 |
| 1 |  |  | 2 |  |  |  |  |
| 2 |  |  | 3 |  |  |  |  |
| 3 |  |  | 4 |  |  |  |  |
| 4 |  |  | 5 |  |  |  |  |
| …… |  |  | …… |  |  |  |  |
| 平均值 |  |  |  |  |  |  |  |

* 文字描述：（按零售品种数进行排行，然后同类型店进行比较，第一与第二比，第二与第三比，以此类推），看零售品种重合率。按销售品种数进行排行，然后同类型店的品种进行比较，第一与第二比，第二与第三比，以此类推（重合率=重合的品种数/考查基层公司零售品种数）。
* 统计目的：统计销售品种重合率。
* 表现形式：表格、柱状图

Select Distinct Xsd.Spxxid, Dwxx.Dwmc, Dwxx.Dwid, Dwxx.Bmlxid

From Jt\_x\_Xsdmx\_Sb Xsd

Left Join Jt\_x\_Xsd\_Sb x

On Xsd.Xsdid = x.Xsdid

Left Join Jt\_j\_Dwxx Dwxx

On Xsd.Ztid = Dwxx.Dwid

Where x.Xslx = '零售'

Order By Bmlxid, Dwmc, Dwid, Spxxid

### 门店新品销售占比。

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 销售码洋排行 | 门店 | 业务员 | 销售数量 | 销售品种数 | 销售码洋 | 新品销售数量 | 新品销售品种数 | 新品销售码洋 | 新品销售数量占比 | 新品销售品种数占比 | 新品销售数量占比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |  |  |  |  |  |
| 按业务员汇总 |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：（新品由业务定义：如：初次到货的时间不超过90天）
* 统计目的：考查新品的销售占比
* 表现形式：表格、饼图

Select Dwxx.Dwmc, Zxs.Ztid, Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs,

Zxs.Xsmy, Ls.Lssl, Ls.Lspzs, Ls.Xsmy,

Round(Ls.Lssl / Zxs.Xssl \* 100, 2),

Round(Ls.Lspzs / Zxs.Xspzs \* 100, 2)

From (Select Xs.Ztid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

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

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.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs, Sum(Xs.Xsmy) Xsmy

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where Xp.Dhsj < 90

Group By Xs.Ztid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Ztid = Ls.Ztid

Left Join Jt\_j\_Dwxx Dwxx

On Zxs.Ztid = Dwid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

按业务员汇总：

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

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

Round(Ls.Lspzs / Zxs.Xspzs \* 100, 2)

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

Sum(Xs.Xsmy) Xsmy

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Group By Ywy.Ywyid) Zxs

Left Join (Select Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs, Sum(Xs.Xsmy) Xsmy

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where Xp.Dhsj < 90

Group By Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

### 新品零售占比。

主表

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 零售码洋排行 | 地区 | 业务员 | 零售数量 | 零售品种数 | 零售码洋 | 新品零售数量 | 新品零售品种数 | 新品零售码洋 | 新品零售数量占比 | 新品零售品种数占比 | 新品零售数量占比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

明细表

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 零售码洋排行 | 门店 | 业务员 | 零售数量 | 零售品种数 | 零售码洋 | 新品零售数量 | 新品零售品种数 | 新品零售码洋 | 新品零售数量占比 | 新品零售品种数占比 | 新品零售数量占比 |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：（新品由业务定义：如：初次到货的时间不超过90天）
* 统计目的：考查新品的零售占比
* 表现形式：表格、饼图

主表：

Select Dq.Dqmc, Zxs.Dqid, Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs,

Zxs.Xsmy, Ls.Lssl, Ls.Lspzs, Ls.Xsmy,

Round(Ls.Lssl / Zxs.Xssl \* 100, 2),

Round(Ls.Lspzs / Zxs.Xspzs \* 100, 2)

From (Select Dwxx.Dqid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

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

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

Left Join Jt\_j\_Dwxx Dwxx

On Xs.Ztid = Dwxx.Dwid

Where x.Xslx = '零售'

Group By Dwxx.Dqid, Ywy.Ywyid) Zxs

Left Join (Select Dw.Dqid, Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs, Sum(Xs.Xsmy) Xsmy

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dw

On Xs.Ztid = Dw.Dwid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where Xp.Dhsj < 90

And x.Xslx = '零售'

Group By Dw.Dqid, Ywy.Ywyid) Ls

On Zxs.Ywyid = Ls.Ywyid

And Zxs.Dqid = Ls.Dqid

Left Join Base\_Operator Op

On Zxs.Ywyid = Op.Operatorid

Left Join Jt\_j\_Dqbm Dq

On Zxs.Dqid = Dq.Dqid

明细表：

Select Dwxx.Dwmc, Zxs.Ztid, Op.Operatorname, Zxs.Ywyid, Zxs.Xssl, Zxs.Xspzs,

Zxs.Xsmy, Ls.Lssl, Ls.Lspzs, Ls.Xsmy,

Round(Ls.Lssl / Zxs.Xssl \* 100, 2),

Round(Ls.Lspzs / Zxs.Xspzs \* 100, 2)

From (Select Xs.Ztid, Ywy.Ywyid, Sum(Xs.Xssl) Xssl,

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

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) Zxs

Left Join (Select Xs.Ztid, Ywy.Ywyid, Sum(Xs.Xssl) Lssl,

Count(Distinct Xs.Spxxid) Lspzs, Sum(Xs.Xsmy) Xsmy

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Khid

Left Join (Select Mx.Spxxid, Sysdate - Min(Sh.Dhrq) Dhsj

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid) Xp

On Xs.Spxxid = Xp.Spxxid

Where Xp.Dhsj < 90

And 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

Where zxs.ywyid = ''

and dwxx.dqid = ''

# 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

### 供商库存账龄统计

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 帐龄 |  | 供应商 |  | 业务员 |
| 供应商 | 总品种 | 总数量 | 总码洋 | 业务员 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| 汇总 |  | 。。。 | 。。。 |  |

* 文字描述：分半年、一年、2年、3年、4年以上，按供应商、帐龄、业务员总库存、码洋、品种数;
* 统计目标：分析库存安全值 ;调整库存结构
* 表现形式：表格

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

Count(Distinct Zb.Spxxid), 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 Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Zb.Jzrq <= ''

And Zb.Jzrq >= ''

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

### 供商库存按出版日期统计

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 出版日期 |  | 供应商 |  | 业务员 |
| 供应商 | 库存数量 | 库存码洋 | 出版日期 | 业务员 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| 汇总 | 。。。 | 。。。 |  |  |

* 文字描述：按供应商出版社时间统计单品库存汇总情况，
* 统计目标：优化库存结构;提高库存周转率;
* 表现形式：表格

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

Sp.Cbny Count(Distinct Zb.Spxxid), 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.Gysid

Left Join Jt\_c\_Gysys Gys

On Zb.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Spxx Sp

On Zb.Spxxid = Sp.Spxxid

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

### 供商库存品种动销率

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 动销周期 |  | 供货商 |  | 业务员 |
| 供应商 | 动销品种数 | 仓库总品种数 | 动销率 | 业务员 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：按供应商统计库存品种动销率；动销周期、供货商、业务员为可选项；
* 统计目标：作为对供货商考核的参数
* 表现形式：表格

Select Op.Operatorname, Dx.Ywyid, Gs.Gysmc, Dx.Dgysid, Nvl(Dx.Pzs, 0),

Nvl(Kc.Pzs, 0), Round(Nvl(Dx.Pzs, 0) / Nvl(Kc.Pzs, 0) \* 100, 2)

From (Select Ywy.Ywyid, Gys.Dgysid, Count(Distinct Spxxid) Pzs

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_g\_Bmhyrygx Ywy

On Xs.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Xs.Gysid = Gys.Ygysid

Where x.Xsrq <= ''

And x.Xsrq >= ''

Group By Ywy.Ywyid, Gys.Dgysid) Dx

Left Join (Select Gys.Dgysid, Ywy.Ywyid, Count(Distinct Mx.Spxxid) Pzs

From Jt\_c\_Bmspkfmx Mx

Left Join Jt\_g\_Bmhyrygx Ywy

On Mx.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Mx.Gysid = Gys.Ygysid

Group By Gys.Dgysid, Ywy.Ywyid) Kc

On Dx.Ywyid = Kc.Ywyid

And Dx.Dgysid = Kc.Dgysid

Left Join Base\_Operator Op

On Dx.Ywyid = Op.Operatorid

Left Join Jt\_j\_Gys Gs

On Dx.Dgysid = Gs.Gysid

### 供商库存财务大类统计

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 供应商 |  | 业务员 |  | 财务大类 |  |
| 供应商 | 财务大类 | 品种 | 码洋 | 数量 | 业务员 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |

* 文字描述：按供应商、财务大类统计
* 统计目标：作为对供货商考核的参数
* 表现形式：表格

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Cw.Cwfl, Sp.Cwdlid,

Count(Distinct Zb.Spxxid), 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.Gysid

Left Join Jt\_c\_Gysys Gys

On Zb.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Zb.Spxxid = Sp.Spxxid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

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

Sp.Cwdlid

### 供商库存成本折扣环比

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 统计周期（年月） |  |  | 供应商 |  |  |
| 供应商 | 商品编号 | 商品品名 | 上期折扣 | 本期折扣 | 环比率 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

* 文字描述：统计不同时期供货商库存成本折扣环比 ；按供货商取折扣浮动前10的品种；
* 统计目标： 统计折扣波动比较大的品种
* 表现形式：表格

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Round(Sum(Zb.Jhsy) / Sum(Zb.Jhmy) \* 100, 2)

From Jt\_c\_Bmspkfmx Zb

Left Join Jt\_g\_Bmhyrygx Ywy

On Zb.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Zb.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Zb.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Zb.Jzrq >= ''

And Zb.Jzrq <= ''

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

### 供商库存年周转率

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 供货商 |  | 周转年 |  | 业务员 |
| 供应商 | 总销售 | 总库存 | 周转率 | 业务员 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：统计供货商年周转率
* 统计目标：按不同年份查询出供货商周转率
* 表现形式：表格

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

To\_Char(Kf.Jzrq, 'YYYY'), Nvl(Sum(Kh.Xssy), 0),

Sum(Kf.Qmsy + Nvl(Kf.Qmsy, 0)),

Round(Nvl(Sum(Kh.Xssy), 0) / Sum(Kf.Qmsy + Nvl(Kf.Qmsy, 0)) \* 100, 2)

From Jt\_c\_Bmspkfmx Kf

Left Join Jt\_c\_Khspmx Kh

On Kf.Bmspkfmxid = Kh.Bmspkfmxid

Left Join Jt\_g\_Bmhyrygx Ywy

On Kf.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On Kf.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

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

To\_Char(Kf.Jzrq, 'YYYY')

### 总部损益同比、环比

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  |  |  |  |  |  |  | 损益类型 |  |  |  |
| 同损品种 | 同损数量 | 同损码洋 | 环损品种 | 环损数量 | 环损码洋 | 损益品种 | 损益数量 | 损益码洋 | 同比 | 环比 | 同比日期 |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：以月为周期，统计同比和环比；年份为可选项（必选），如果选择了年份就显示当年所有月份的同比和环比数据；如果选择了月份就只显示当前选择月数据；损益类型为可选项，如果没有选择就显示损益数据综合，如果选择了类型就只显示当前类型数据。
* 统计目标：1、考核物流发运情况；2、考核物流收货情况；3、考核库存管理情况；
* 表现形式：表格

Select s.Sylx, Count(Distinct Spxxid), Sum(Mx.Ykcs), Sum(Mx.Ykmy)

From Jt\_c\_Sydmx Mx

Left Join Jt\_c\_Syd s

On Mx.Sydid = s.Sydid

Where s.Djrq <= ''

And s.Djrq >= ''

Group By s.Sylx

## 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

### 品类库存账龄统计

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 帐龄 |  | | | | |
| 品类 | 业务员 | 总品种 | 总数量 | 总码洋 | 总实洋 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |

* 文字描述：分半年、一年、2年、3年、4年以上.按供应商统计帐龄内总部库存品、册、码、实
* 统计目标：考核库存结构；分析库存安全值；
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid,

To\_Char(Kf.Jzrq, 'YYYY-MM-DD'), Count(Distinct Kf.Spxxid) Pzs,

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

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

Sum(Kf.Qmsy + Nvl(Kh.Qmsy, 0)) Zqmsy

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\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid,

To\_Char(Kf.Jzrq, 'YYYY-MM-DD')

### 品类库存按出版时间统计

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 出版时间 |  | 品类 |  | 业务员 |  |
| 品类 | 业务员 | 库存品种 | 库存数量 | 库存码洋 | 库存实洋 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |

* 文字描述：按品类（二级分类）出版社时间统计库存情况；出版时间为必选项，品类、业务员为备选项；
* 统计目标：考核库存结构；分析库存安全值；
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sp.Cbny,

Count(Distinct Kf.Spxxid) Pzs, Sum(Kf.Qmkc + Nvl(Kh.Qmkc, 0)) Zqmkc,

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

Sum(Kf.Qmsy + Nvl(Kh.Qmsy, 0)) Zqmsy

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\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sp.Cbny

### 品类库存品种动销率

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 动销周期 |  | 品类 |  | 业务员 |
| 品类 | 业务员 | 动销品种数 | 仓库总品种数 | 动销率 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：按品类（二级分类）统计库存品种动销率;动销周期为必选，品类、业务员为备选;
* 统计目标：考核库存结构;分析库存安全值;
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Xs.Spxxid),

(Select Count(Distinct Spxxid) From Jt\_c\_Bmspkfmx),

Round(Count(Distinct Xs.Spxxid) /

(Select Count(Distinct Spxxid) From Jt\_c\_Bmspkfmx) \* 100,

2)

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd\_Sb 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

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where x.Xsrq <= ''

And x.Xsrq >= ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid

### 品类库存年周转率

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 周转年 |  | 品类 |  | 业务员 |  |
| 品类 | 业务员 | 销售成本 | 期初库存 | 期末库存 | 年周转率 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 |  |

* 文字描述：按品类统计年周转率；周转年为必选项目，品类、业务员为备选项；
* 统计目标：分析库存结构;存货周转速度;
* 表现形式：表格

销售成本 在jt\_x\_xsdmx\_sb中能够获取，用销售码洋乘以进货折扣/100可以得到。关联jt\_x\_xsd\_sb获取销售日期。

期初库存为上年年末库存，期末库存及截止年末的库存。此数据需要积累。因为ERP中JT\_C\_BMSPKFMX台账表，记录的是实时台账。没有台账变化，顾获取某时间点、段的库存需要另想办法或从统计数据积累中获取。

### 品类商品断档率

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 周期 |  | 品类 |  | 业务员 |  |
| 品类 | 业务员 | 商品编号 | 品名 | 断档周期 | 断档率 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

* 文字描述：按品类统计断档品种;周期为必选项,门店、业务员为备选项;
* 统计目标：优化库存结构；加强库存管理预警机制；
* 表现形式：表格

同上，库存为0时刻，持续时间，需另从其他途径解决。

## 门店维度

### 门店库存年周转率

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 门店 |  |  |  |  |
| 门店名称 | 业务员 | 总销售 | 总库存 | 周转率 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：统计门店年周转率;门店为备选项;
* 统计目标：优化门店库存结构;
* 表现形式：表格

Select Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid, Sum(Kh.Xssl),

Sum(Kh.Qmkc), Round(Nvl(Sum(Kh.Xsmy), 0) / Sum(Kh.Qmmy) \* 100, 2)

From Jt\_c\_Khspmx Kh

Left Join Jt\_x\_Ztkhywy Ywy

On Kh.Khid = Ywy.Khid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Group By Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid

### 门店库存统计

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 门店 |  |  |  |  |  |
| 门店名称 | 业务员 | 总品种 | 总数量 | 总码洋 | 总实洋 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |

* 文字描述：按门店统计库存情况 ;门店为备选项;
* 统计目标：分析出门店库存占比;优化门店库存结构;
* 表现形式：表格

Select Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid, Sum(Kh.Qmkc),

Sum(Kh.Qmmy), Sum(Kh.Qmsy)

From Jt\_c\_Khspmx Kh

Left Join Jt\_x\_Ztkhywy Ywy

On Kh.Khid = Ywy.Khid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Group By Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid

### 门店帐龄库存统计

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 帐龄 |  | 门店名称 |  |  |
| 门店名称 | 总品种 | 总数量 | 总码洋 | 总实洋 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| 汇总 |  | 。。。 | 。。。 | 。。。 |

* 文字描述：按帐龄统计门店库存
* 统计目标：分析出门店库存占比;优化门店库存结构;
* 表现形式：表格

Select Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid,

To\_Char(Kh.Jzrq, 'YYYY-DD-MM'), Sum(Kh.Qmkc), Sum(Kh.Qmmy),

Sum(Kh.Qmsy)

From Jt\_c\_Khspmx Kh

Left Join Jt\_x\_Ztkhywy Ywy

On Kh.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid,

To\_Char(Kh.Jzrq, 'YYYY-DD-MM')

### 门店库存品种动销率

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 统计周期 |  |  | 门店名称 |  |  |  |
| 门店名称 | 商品编号 | 品名 | 总码洋 | 总实洋 | 总数量 | 动销率 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |

* 文字描述：按门店统计库存品种动销率排行前10;
* 统计目标：分析出门店库存占比;优化门店库存结构;
* 表现形式：表格

Select Dwxx.Dwmc, Kh.Khid, Sp.Spbh, Sp.Pm, Sum(Kh.Qmmy), Sum(Kh.Qmsy),

Sum(Kh.Qmkc), Round(Nvl(Sum(Kh.Xsmy), 0) / Sum(Kh.Qmmy) \* 100, 2)

From Jt\_c\_Khspmx Kh

Left Join Jt\_j\_Spxx Sp

On Kh.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Group By Dwxx.Dwmc, Kh.Khid, Sp.Spbh, Sp.Pm

### 门店库存财务大类统计。

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 统计周期 |  | 门店名称 |  | 业务员 |  |
| 门店名称 | 业务员 | 财务大类 | 总数量 | 总码洋 | 总实洋 |
| A店 |  | A |  |  |  |
|  | C |  |  |  |
| B店 |  | A |  |  |  |
|  | C |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |

* 文字描述：按财务大类统计门店库存
* 统计目标：分析出门店库存占比;优化门店库存结构;
* 表现形式：表格

Select Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid, Cw.Cwfl, Sp.Cwdlid,

Sum(Kh.Qmkc), Sum(Kh.Qmmy), Sum(Kh.Qmsy)

From Jt\_c\_Khspmx Kh

Left Join Jt\_j\_Spxx Sp

On Kh.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Ztkhywy Ywy

On Kh.Khid = Ywy.Ywyid

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Group By Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid, Cw.Cwfl, Sp.Cwdlid

### 门店库存年周转率

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 统计年 |  | 门店名称 |  | 业务员 |
| 门店名称 | 业务员 | 销售成本 | 门店余额度 | 周转率 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：统计门店库存
* 统计目标：优化门店库存结构和统计门店销售能力
* 表现形式：表格

Select Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid,

Sum(Nvl(Kh.Xsmy, 0) \* Kh.Jz / 100), Sum(Kh.Qmmy \* Kh.Jz / 100),

Round(Sum(Nvl(Kh.Xsmy, 0)) / Sum(Kh.Qmmy) \* 100, 2)

From Jt\_c\_Khspmx Kh

Left Join Jt\_j\_Spxx Sp

On Kh.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Ztkhywy Ywy

On Kh.Khid = Ywy.Ywyid

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Dwxx.Dwmc, Kh.Khid, Op.Operatorname, Ywy.Ywyid

### 门店销售品种环比

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  |  |  |  | 门店名称 |  |  |
| 门店名称 | 业务员 | 商品编号 | 品名 | 定价 | 上期销售数量 | 本期销售数量 | 环比 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

* 文字描述：统计门店销售品种环比；能任意设置环比时间段；能任意选择显示环比后的结果。
* 统计目标：优化门店库存结构，提升门店销售能力
* 表现形式：表格

Select Dwxx.Dwmc, Xs.Ztid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm, Sp.Dj,

Sum(Xs.Xssl)

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_j\_Spxx Sp

On Xs.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Ztkhywy Ywy

On Xs.Ztid = Ywy.Ywyid

Left Join Jt\_j\_Dwxx Dwxx

On Xs.Ztid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Dwxx.Dwmc, Xs.Ztid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Sp.Dj

### 商品断档率

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 门店名称 |  |  | 业务员 |  |  |
| 门店名称 | 业务员 | 商品编号 | 品名 | 断档周期 | 断档率 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

* 文字描述：统计门店断档品种;周期最长前10名;门店名称为备选项目;
* 统计目标：优化门店库存结构，提升门店库存管理水平
* 表现形式：表格

### 同类门店库存品种重合率分析

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 库存品种数排行 | 参考基层公司 | 库存品种数 | 库存品种数排行 | 考查基层公司 | 考查基层公司库存品种数 | 重合的品种数 | 重合率 |
| 1 |  |  | 2 |  |  |  |  |
| 2 |  |  | 3 |  |  |  |  |
| 3 |  |  | 4 |  |  |  |  |
| 4 |  |  | 5 |  |  |  |  |
| …… |  |  | …… |  |  |  |  |
| 平均值 |  |  |  |  |  |  |  |

* 文字描述：按库存品种数进行排行，然后同类型店进行比较，第一与第二比，第二与第三比，以此类推，看库存品种重合率。（重合率=重合的品种数/考查基层公司库存品种数）。
* 统计目的：统计库存品种重合率。
* 表现形式：表格、柱状图

Select Distinct Kh.Spxxid, Dwxx.Dwmc, Dwxx.Dwid, Dwxx.Bmlxid

From Jt\_c\_Khspmx Kh

Left Join Jt\_j\_Dwxx Dwxx

On Kh.Khid = Dwxx.Dwid

Where Kh.Qmkc > 0

Order By Bmlxid, Dwmc, Dwid, Spxxid

### 门店损益同比、环比

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 统计日期 |  |  |  | 门店名称 |  |  |  | 损益类型 |  |  |  |
| 门店  名称 | 同损品种 | 同损数量 | 同损码洋 | 环损品种 | 环损数量 | 环损码洋 | 损益品种 | 损益数量 | 损益码洋 | 同比 | 环比 | 同比日期 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |

* 文字描述：以月为周期，统计同比和环比；年份为可选项（必选），如果选择了年份就显示当年所有月份的同比和环比数据；如果选择了月份就只显示当前选择月数据；损益类型为可选项，如果没有选择就显示损益数据综合，如果选择了类型就只显示当前类型数据。
* 统计目标：考核收货、退货和盘点情况
* 表现形式：表格

Select Dwxx.Dwmc, Dwxx.Dwid, s.Sylx, Count(Distinct Spxxid), Sum(Mx.Ykcs),

Sum(Mx.Ykmy)

From Ls\_Jt\_c\_Sydmx Mx

Left Join Ls\_Jt\_c\_Syd s

On Mx.Sydid = s.Sydid

Left Join Jt\_j\_Dwxx Dwxx

On s.Ztid = Dwxx.Dwid

Group By Dwxx.Dwmc, Dwxx.Dwid, s.Sylx

# 退

## 供应商维度

### 供商退货码洋排行

主表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  | 供货商 |  | 业务员 |  |  |
| 供货商 | 业务员 | 退货总  品种 | 退货总  数量 | 退货总  码洋 | 退货总  实洋 | 排名 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |

明细

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 供货商 | 业务员 | 商品  编号 | 商品  名称 | 退货数量 | 退货码洋 | 退货实洋 | 退货日期 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |

* 文字描述：按周期统计供货商退货码洋排行，周期为必选项，供应商、业务员为备选项目;每次统计前十;
* 统计目标：作为优化总部库存结构重要参数
* 表现形式：表格

主表：

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

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where d.Zt = '36'

And d.Jtrq <= ''

And d.Jtrq > = ''

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

明细表：

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where d.Zt = '36'

And d.Jtrq <= ''

And d.Jtrq > = ''

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

### 供应商退货帐龄统计

主表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 帐龄 |  | 供货商 |  | 业务员 |  |  |
| 供货商 | 业务员 | 退货总  品种 | 退货总  数量 | 退货总  码洋 | 退货总  实洋 | 排名 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |  |

明细

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 供货商 | 业务员 | 商品  编号 | 商品  名称 | 退货数量 | 退货码洋 | 退货实洋 | 帐龄 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |

* 文字描述：按帐龄统计供货商退货码洋，帐龄为必选项，供应商、业务员为备选项
* 统计目标：作为优化总部库存结构重要参数
* 表现形式：表格

主表：

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

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where d.Jtrq <= ''

And d.Jtrq > = ''

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

明细表：

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where d.Jtrq <= ''

And d.Jtrq > = ''

And Gys.Dgysid = ''

And Ywy.Ywyid = ''

Group By Gys.Dgysid, Ywy.Ywyid，sp.Spbh, Sp.Pm

### 供商退货按出版时间统计

主表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 出版时间 |  | 供货商 |  | 业务员 |  |  |
| 供货商 | 业务员 | 退货总  品种 | 退货总  数量 | 退货总  码洋 | 退货总  实洋 | 排名 |
|  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |  |

明细

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 供货商 | 业务员 | 商品  编号 | 商品  名称 | 退货数量 | 退货码洋 | 退货实洋 | 出版时间 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 汇总 |  |  |  |  |  |  |  |

* 文字描述：按帐龄统计供货商退货码洋，出版时间为必选项，供应商、业务员为备选项;
* 统计目标：作为优化总部库存结构重要参数
* 表现形式：表格（带明细）

主表：

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

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

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

明细表：

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Sp.Cbny Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Ywy.Ywyid = ''

And Gys.Dgysid = ''

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

Sp.Cbny

### 供商退货按财务大类统计

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 供货商 |  | 财务大类 |  | 业务员 |  |  |
| 供货商 | 业务员 | 财务大类 | 退货品种 | 退货数量 | 退货码洋 | 排名 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  |  | 。。。 | 。。。 |  |

* 文字描述：按大类统计供货商退货码洋，按退货码洋进行排名;供货商和财务大类为可选项;
* 统计目标：作为优化总部库存结构重要指标
* 表现形式：表格

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Cw.Cwfl, Sp.Cwdlid,

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

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

Sp.Cwdlid

### 供货商退货同比

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 同比时间 |  | 供应商 |  | 业务员 |  |
| 供货商 | 业务员 | 上阶段码洋 | 本阶段码洋 | 幅度（%） | 幅度排名 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

* 文字描述：通过选择同比时间，对供货商退货进行同比
* 统计目标：作为优化供货商库存结构重要指标
* 表现形式：表格

Select Gs.Gysmc, Gys.Dgysid, Op.Operatorname, Ywy.Ywyid, Sum(Jt.Jtmy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_g\_Bmhyrygx Ywy

On d.Gysid = Ywy.Gysid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Gys Gs

On Gys.Dgysid = Gs.Gysid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where d.Jtrq <= ''

And d.Jtrq >= ''

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

### 总部退货收货周期

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 统计周期 |  |  |  |  |
| 商品编号 | 品名 | 最后退货日期 | 最后收货日期 | 周期 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

* 文字描述：统计最短同一品种收退货周期
* 统计目标：1、考核库存结构；2、品类考核参数
* 表现形式：表格

Select Sp.Spbh, Sp.Pm, Th.Jtrq, h.Dhrq, Th.Jtrq - h.Dhrq

From (Select Jt.Spxxid, Max(t.Jtrq) Jtrq

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd t

On Jt.Jtdid = t.Jtdid

Where t.Jtrq <= ''

And t.Jtrq >= ''

Group By Jt.Spxxid) Th

Left Join (Select Mx.Spxxid, Max(Sh.Dhrq)

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Where Sh.Dhrq <= ''

And Sh.Dhrq >= ''

Group By Sh.Dhrq) h

On Th.Spxxid = h.Spxxid

Left Join Jt\_j\_Spxx Sp

On Th.Spxxid = Sp.Spxxid

## 品类维度

### 品类退货按账龄统计

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 帐龄 |  | 品类 |  | 业务员 |  |  |
| 品类 | 业务员 | 退货品种 | 退货数量 | 退货码洋 | 退货实洋 | 排名 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |  |

* 文字描述：选择帐龄段，按品统计退货品、册、码、实、排名
* 统计目标：作为优化品类库存结构重要指标和品类业务员绩效考核参数
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where d.Jtrq <= ''

And d.Jtrq > = ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid

### 品类退货统计和码洋占比

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 统计周期 |  | 品类 |  | 业务员 |  |  |
| 品类 | 业务员 | 退货品种 | 退货数量 | 退货码洋 | 退货实洋 | 码洋占比 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |  |

* 文字描述：选择统计周期，按品类（二级分类）统计退货品、册、码、实和码洋占比（取总退货码洋）
* 统计目标：作为优化品类库存结构重要指标和品类业务员绩效考核参数
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy),

Round(Sum(Jt.Jtmy) / (Select Sum(Jtmy) From Jt\_g\_Jtdmx) \* 100, 2)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where d.Jtrq <= ''

And d.Jtrq > = ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid

### 品类退货按账龄统计

主表

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 帐龄 |  |  | | | | |
| 供货商（品类？） | 业务员 | 退货总品种 | 退货总数量 | 退货总码洋 | 退货总实洋 | 排名 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |  |

明细

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 帐龄 |  |  |  |  |  |  |
| 供货商  （品类？） | 商品编号 | 商品名称 | 退货品种 | 退货数量 | 退货码洋 | 退货实洋 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 汇总 |  |  |  | 。。。 | 。。。 | 。。。 |

* 文字描述：按帐龄统计品类退货情况，帐龄可以自由选择
* 统计目标：作为优化品类库存结构重要指标和品类业务员绩效考核参数
* 表现形式：表格（带明细）

主表：

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Jt.Spxxid), Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where d.Jtrq <= ''

And d.Jtrq > = ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid

明细表：

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Sum(Jt.Jtsl), Sum(Jt.Jtmy), Sum(Jt.Jtsy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_c\_Gysys Gys

On d.Gysid = Gys.Ygysid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where d.Jtrq <= ''

And d.Jtrq > = ''

And Fxfl.Fxflid = ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh,

Sp.Pm

### 品类退货同期比

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 同比时间 |  | 品类 |  | 业务员 |  |
| 品类 | 业务员 | 上阶段码洋 | 本阶段码洋 | 幅度（%） | 幅度排名 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

* 文字描述：通过选择同比时间，对品类（二级分类）退货进行同比
* 统计目标：作为优化品类库存结构重要指标和品类业务员绩效考核参数; 同比时间为必选项目,品类、业务员为备选项;
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sum(Jt.Jtmy)

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Left Join Jt\_j\_Spxx Sp

On Jt.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Where d.Jtrq <= ''

And d.Jtrq > = ''

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid

### 品类退货时间与最后一笔销售的时间差平均值

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 品类 |  | 业务员 |  | 平均值 |
| 品类 | 业务员 | 商品编号 | 商品名称 | 平均值 |
|  |  |  |  |  |
|  |  |  |  |  |
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|  |  |  |  |  |

* 文字描述：品类退货时间与最后一笔销售的时间差平均值（无销售的取到货时间作为最后一次销售时间）。品类、业务员、平均值为可选项;
* 统计目标：作为考核库存动销的一个参数
* 表现形式：表格

Select Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm,

Sum(Th.Thrq - Nvl(Xsd.Xsrq, Dh.Shrq)) / Count(Th.Spxxid)

From (Select Jt.Spxxid, d.Gysid, Max(d.Jtrq) Thrq

From Jt\_g\_Jtdmx Jt

Left Join Jt\_g\_Jtd d

On Jt.Jtdid = d.Jtdid

Group By Jt.Spxxid, d.Gysid) Th

Left Join (Select Xs.Spxxid, Xs.Gysid, Max(x.Xsrq) Xsrq

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd\_Sb x

On Xs.Xsdid = x.Xsdid

Group By Xs.Spxxid, Xs.Gysid) Xsd

On Th.Spxxid = Xsd.Spxxid

And Th.Gysid = Xsd.Gysid

Left Join (Select Mx.Spxxid, Sh.Gysid, Max(Sh.Dhrq) Shrq

From Jt\_w\_Cgshmx Mx

Left Join Jt\_w\_Cgsh Sh

On Mx.Cgshid = Sh.Cgshid

Group By Mx.Spxxid, Sh.Gysid) Dh

On Th.Spxxid = Dh.Spxxid

And Th.Gysid = Dh.Gysid

Left Join Jt\_j\_Spxx Sp

On Th.Spxxid = Sp.Spxxid

Left Join Jt\_g\_Fxflywydz Ywy

On Sp.Fxflid = Ywy.Fxflid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Left Join Jt\_j\_Fxfl\_Rjfl Fxfl

On Sp.Fxflid = Fxfl.Fxflid

Group By Fxfl.Rjflmc, Fxfl.Rjfxid, Op.Operatorname, Ywy.Ywyid, Sp.Spbh, Sp.Pm

## 门店维度

### 门店退货统计

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 统计周期 |  | 门店名称 |  | 业务员 |  | |
| 门店名称 | 业务员 | 退货品种 | 退货数量 | 退货码洋 | 退货实洋 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |

* 文字描述：选择统计周期，统计门店向总部退货品、册、码、实
* 统计目标：考核门店库存结构和备货能力
* 表现形式：表格

Select Dwxx.Dwmc, Xt.Khid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Mx.Spxxid), Sum(Mx.Xtsl), Sum(Mx.Xtmy), Sum(Mx.Xtsy)

From Jt\_x\_Xtdmx Mx

Left Join Jt\_x\_Xtd Xt

On Mx.Xtdid = Xt.Xtid

Left Join Jt\_x\_Ztkhywy Ywy

On Xt.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xt.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Xt.Wlshrq <= ''

And Xt.Wlshrq > = ''

Group By Dwxx.Dwmc, Xt.Khid, Op.Operatorname, Ywy.Ywyid

### 门店退货按账龄统计

主表

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 帐龄 |  | 门店名称 | |  | | 业务员 | |  | |
| 门店名称 | 业务员 | 退货总品种 | 退货总数量 | | 退货总码洋 | | 退货总实洋 | | 排名 |
|  |  |  |  | |  | |  | |  |
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|  |  |  |  | |  | |  | |  |
| 汇总 |  |  | 。。。 | | 。。。 | | 。。。 | |  |

明细

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| --- | --- | --- | --- | --- | --- | --- |
| 帐龄 |  |  |  |  |  |  |
| 门店名称 | 商品编号 | 商品名称 | 退货品种 | 退货数量 | 退货码洋 | 退货实洋 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
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* 文字描述：按帐龄统计门店向总部退货情况，帐龄可以自由选择
* 统计目标：考核门店库存结构和备货能力
* 表现形式：表格（带明细）

主表：

Select Dwxx.Dwmc, Xt.Khid, Op.Operatorname, Ywy.Ywyid,

Count(Distinct Mx.Spxxid), Sum(Mx.Xtsl), Sum(Mx.Xtmy), Sum(Mx.Xtsy)

From Jt\_x\_Xtdmx Mx

Left Join Jt\_x\_Xtd Xt

On Mx.Xtdid = Xt.Xtid

Left Join Jt\_x\_Ztkhywy Ywy

On Xt.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xt.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Xt.Wlshrq <= ''

And Xt.Wlshrq > = ''

Group By Dwxx.Dwmc, Xt.Khid, Op.Operatorname, Ywy.Ywyid

明细表：

Select Dwxx.Dwmc, Xt.Khid, Sp.Spbh, Sp.Pm, Count(Distinct Mx.Spxxid),

Sum(Mx.Xtsl), Sum(Mx.Xtmy), Sum(Mx.Xtsy)

From Jt\_x\_Xtdmx Mx

Left Join Jt\_x\_Xtd Xt

On Mx.Xtdid = Xt.Xtid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Dwxx Dwxx

On Xt.Khid = Dwxx.Dwid

Where Xt.Wlshrq <= ''

And Xt.Wlshrq > = ''

and xt.khid = ''

Group By Dwxx.Dwmc, Xt.Khid, Sp.Spbh, Sp.Pm

### 门店退货按出版时间统计

主表

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 出版时间 |  | 门店名称 |  | 业务员 |  |  |  |
| 门店名称 | 业务员 | 退货总品种 | 退货总数量 | 退货总码洋 | 退货总实洋 | 出版时间 | 排名 |
|  |  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |  |
| 汇总 |  |  | 。。。 | 。。。 | 。。。 |  |  |

明细

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 门店名称 | 商品编号 | 商品名称 | 退货品种 | 退货数量 | 退货码洋 | 退货实洋 | 出版时间 |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| 汇总 |  |  |  | 。。。 | 。。。 | 。。。 |  |

* 文字描述：按出版时间统计门店向总部退货情况，出版时间可以自由选择
* 统计目标：考核门店库存结构和备货能力
* 表现形式：表格（带明细）

主表：

Select Dwxx.Dwmc, Xt.Khid, Op.Operatorname, Ywy.Ywyid,

Sp.Cbny Count(Distinct Mx.Spxxid), Sum(Mx.Xtsl), Sum(Mx.Xtmy),

Sum(Mx.Xtsy)

From Jt\_x\_Xtdmx Mx

Left Join Jt\_x\_Xtd Xt

On Mx.Xtdid = Xt.Xtid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_x\_Ztkhywy Ywy

On Xt.Khid = Ywy.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Xt.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Xt.Wlshrq <= ''

And Xt.Wlshrq > = ''

Group By Dwxx.Dwmc, Xt.Khid, Op.Operatorname, Ywy.Ywyid, Sp.Cbny

明细表：

Select Dwxx.Dwmc, Xt.Khid, Sp.Cbny, Sp.Spbh, Sp.Pm Count(Distinct Mx.Spxxid),

Sum(Mx.Xtsl), Sum(Mx.Xtmy), Sum(Mx.Xtsy)

From Jt\_x\_Xtdmx Mx

Left Join Jt\_x\_Xtd Xt

On Mx.Xtdid = Xt.Xtid

Left Join Jt\_j\_Spxx Sp

On Mx.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Dwxx Dwxx

On Xt.Khid = Dwxx.Dwid

Where Xt.Wlshrq <= ''

And Xt.Wlshrq > = ''

And Xt.Khid = ''

Group By Dwxx.Dwmc, Xt.Khid, Ywy.Ywyid, Sp.Cbny, Sp.Spbh, Sp.Pm

### 门店退货品种库存占比

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 动销周期 |  | 门店名称 |  | 业务员 |  |
| 门店名称 | 业务员 | 动销品种数 | 仓库总品种数 | | 库存占比 |
|  |  |  |  | |  |
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* 文字描述：按门店统计库存品种库存占比
* 统计目标：优化门店库存结构
* 表现形式：表格

Select Dwxx.Dwmc, Dx.Khid, Op.Operatorname, Dx.Ywyid, Nvl(Dx.Pzs, 0),

Nvl(Kc.Pzs, 0), Round(Nvl(Dx.Pzs, 0) / Nvl(Kc.Pzs, 0) \* 100, 2)

From (Select Ywy.Ywyid, x.Khid, Count(Distinct Spxxid) Pzs

From Jt\_x\_Xsdmx\_Sb Xs

Left Join Jt\_x\_Xsd x

On Xs.Xsdid = x.Xsdid

Left Join Jt\_x\_Ztkhywy Ywy

On x.Khid = Ywy.Khid

Where x.Xsrq <= ''

And x.Xsrq >= ''

Group By Ywy.Ywyid, x.Khid) Dx

Left Join (Select Mx.Khid, Ywy.Ywyid, Count(Distinct Mx.Spxxid) Pzs

From Jt\_c\_Khspmx Mx

Left Join Jt\_x\_Ztkhywy Ywy

On Mx.Khid = Ywy.Ywyid

Group By Mx.Khid, Ywy.Ywyid) Kc

On Dx.Ywyid = Kc.Ywyid

And Dx.Khid = Kc.Khid

Left Join Base\_Operator Op

On Dx.Ywyid = Op.Operatorid

Left Join Jt\_j\_Dwxx Dwxx

On Dx.Khid = Dwxx.Dwid

### 门店退货按财务大类统计

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 门店名称 |  | 业务员 |  | 财务大类 |  |  |
| 门店名称 | 业务员 | 财务大类 | 退货品种 | 退货数量 | 退货码洋 | 排名 |
| A店 |  |  |  |  |  |  |
|  |  |  |  |  |  |
| B店 |  |  |  |  |  |  |
|  |  |  |  |  |  |
| 汇总 |  |  |  | 。。。 | 。。。 |  |

* 文字描述：按大类统计门店退货情况，按退货码洋进行排名
* 统计目标：优化门店库存结构
* 表现形式：表格

Select Op.Operatorname, Ywy.Ywyid, Dwxx.Dwmc, Xtd.Khid, Cw.Cwfl, Sp.Cwdlid,

Count(Distinct Xtmx.Spxxid), Sum(Xtmx.Xtsl), Sum(Xtmx.Xtmy)

From Jt\_x\_Xtdmx Xtmx

Left Join Jt\_x\_Xtd Xtd

On Xtmx.Xtdid = Xtd.Xtdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xtd.Khid = Ywy.Ywyid

Left Join Jt\_j\_Spxx Sp

On Xtmx.Spxxid = Sp.Spxxid

Left Join Jt\_j\_Cwdl Cw

On Sp.Cwdlid = Cw.Cwdlid

Left Join Jt\_j\_Dwxx Dwxx

On Xtd.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Op.Operatorname, Ywy.Ywyid, Dwxx.Dwmc, Xtd.Khid, Cw.Cwfl, Sp.Cwdlid

### 门店退货同比

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 同比时间 |  | 门店名称 |  | 业务员 |  |
| 门店名称 | 业务员 | 上阶段码洋 | 本阶段码洋 | 幅度（%） | 幅度排名 |
|  |  |  |  |  |  |
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* 文字描述：通过选择同比时间，对门店退货进行同比
* 统计目标：优化门店库存结构
* 表现形式：表格

Select Op.Operatorname, Ywy.Ywyid, Dwxx.Dwmc, Xtd.Khid, Sum(Xtmx.Xtmy)

From Jt\_x\_Xtdmx Xtmx

Left Join Jt\_x\_Xtd Xtd

On Xtmx.Xtdid = Xtd.Xtdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xtd.Khid = Ywy.Ywyid

Left Join Jt\_j\_Dwxx Dwxx

On Xtd.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Group By Op.Operatorname, Ywy.Ywyid, Dwxx.Dwmc, Xtd.Khid

### 连锁退货实收率

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 统计日期 |  | 2001-01-01 | 至 | 2010-01-01 |
| 门店名称 | 业务员 | 销退总数量 | 实收数量 | 实收率 |
|  |  |  |  |  |
|  |  |  |  |  |
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* 文字描述：统计连锁门店退货总部实际收货情况
* 统计目标：考核收货及时和准确性
* 表现形式：表格

Select Op.Operatorname, Tz.Ywyid, Dwxx.Dwmc, Tz.Khid, Tz.Tzsl, St.Xtsl,

Round(St.Xtsl / Tz.Tzsl \* 100, 2)

From (Select Ywy.Ywyid, Xtd.Khid, Sum(Xttz.Tzsl) Tzsl

From Jt\_x\_Xttzdmx Xttz

Left Join Jt\_x\_Xttzd Xtd

On Xtd.Xttzdid = Xtd.Xttzdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xtd.Khid = Ywy.Ywyid

Where Xtd.Qrrq <= ''

And Xtd.Qrrq >= ''

Group By Ywy.Ywyid, Xtd.Khid) Tz

Left Join (Select Ywy.Ywyid, Xtd.Khid, Sum(Xt.Xtsl) Xtsl

From Jt\_x\_Xtdmx Xt

Left Join Jt\_x\_Xtd Xtd

On Xtd.Xtdid = Xtd.Xtdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xtd.Khid = Ywy.Ywyid

Where Xtd.Wlshrq <= ''

And Xtd.Wlshrq >= ''

Group By Ywy.Ywyid, Xtd.Khid) St

On Tz.Ywyid = St.Ywyid

And Tz.Khid = St.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Tz.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Tz.Ywyid = Op.Operatorid

### 门店进退同比、环比

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 统计日期 |  |  |  |  |  | 门店名称 |  |  |  | 业务员 |  |  |  |
| 门  店  名  称 | 业务员 | 同退品种 | 同退数量 | 同退码洋 | 环退品种 | 环退数量 | 环退码洋 | 退  货品种 | 退货  数量 | 退货码洋 | 同比 | 环比 | 同比日期 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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* 文字描述：以月为周期，按供货商实现退货同比和环比；年份为可选项（必选），如果选择了年份就显示当年所有月份的同比和环比数据；如果选择了月份就只显示当前选择月数据；
* 统计目标：考核品类业务员绩效参数
* 表现形式：表格

Select Op.Operatorname, Ywy.Ywyid, Dwxx.Dwmc, Xtd.Khid, Sum(Xtmx.Xtmy)

From Jt\_x\_Xtdmx Xtmx

Left Join Jt\_x\_Xtd Xtd

On Xtmx.Xtdid = Xtd.Xtdid

Left Join Jt\_x\_Ztkhywy Ywy

On Xtd.Khid = Ywy.Ywyid

Left Join Jt\_j\_Dwxx Dwxx

On Xtd.Khid = Dwxx.Dwid

Left Join Base\_Operator Op

On Ywy.Ywyid = Op.Operatorid

Where Xtd.Wlshrq <= ''

And Xtd.Wlshrq >= ''

Group By Op.Operatorname, Ywy.Ywyid, Dwxx.Dwmc, Xtd.Khid

### 总部退货收货周期

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 统计日期 | 2001-01-01 |  | 至 | 2010-01-01 |  |
| 门店 | 商品编号 | 品名 | 最后退货日期 | 最后收货日期 | 周期 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
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* 文字描述：统计日期为某个区间段为可选项 ；每个门店显示前10名;统计门店退货和收货周期最短品种;
* 统计目标：1、考核库存结构；2、考核门店备货
* 表现形式：表格

Select Dwxx.Dwmc, Th.Khid, Th.Spbh, Th.Pm, Th.Thsj, Sh.Shsj

From (Select Xtd.Khid, Sp.Spbh, Sp.Pm, Max(Xtd.Wlshrq) Thsj

From Jt\_x\_Xtdmx Xtmx

Left Join Jt\_x\_Xtd Xtd

On Xtmx.Xtdid = Xtd.Xtdid

Left Join Jt\_j\_Spxx Sp

On Xtmx.Spxxid = Sp.Spxxid

Where Xtd.Wlshrq <= ''

And Xtd.Wlshrq >= ''

Group By Xtd.Khid, Sp.Spbh, Sp.Pm) Th

Inner Join (Select Xsd.Khid, Sp.Spbh, Sp.Pm, Max(Xsd.Mdjsrq) Shsj

From Jt\_x\_Xsdmx Xsmx

Left Join Jt\_x\_Xsd Xsd

On Xsmx.Xsdid = Xsd.Xsdid

Left Join Jt\_j\_Spxx Sp

On Xsmx.Spxxid = Sp.Spxxid

Where Xsd.Mdjsrq <= ''

And Xsd.Mdjsrq >= ''

Group By Xsd.Khid, Sp.Spbh, Sp.Pm) Sh

On Th.Khid = Sh.Khid

And Th.Spbh = Sh.Spbh

And Th.Pm = Sh.Pm

Left Join Jt\_j\_Dwxx Dwxx

On Th.Khid = Dwxx.Dwid

### 连锁收货实收率

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 统计日期 | 2001-01-01 | 至 | 2010-01-01 | 门店名称 |  |
| 门店名称 | 到货总数量 | 实收总数量 | | 实收率 | |
|  |  |  | |  | |
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* 文字描述：统计日期为某个区间段可选项；统计连锁门店实际收货情况；
* 统计目标：考核收货及时和准确性
* 表现形式：表格

Select Dwxx.Dwmc, Fh.Khid, Fh.Fhsl, Sh.Sssl,

Round(Nvl(Sh.Sssl, 0) / Nvl(Fh.Fhsl, 0) \* 100, 2)

From (Select Xsd.Khid, Sum(Xsmx.Fhsl) Fhsl

From Jt\_x\_Xsdmx Xsmx

Left Join Jt\_x\_Xsd Xsd

On Xsmx.Xsdid = Xsd.Xsdid

Where Xsd.Sjfhrq <= ''

And Xsd.Sjfhrq >= ''

Group By Xsd.Khid) Fh

Inner Join (Select Xsd.Khid, Sum(Xsmx.Fhsl) Sssl

From Jt\_x\_Xsdmx Xsmx

Left Join Jt\_x\_Xsd Xsd

On Xsmx.Xsdid = Xsd.Xsdid

Where Xsd.Mdjsrq <= ''

And Xsd.Mdjsrq >= ''

Group By Xsd.Khid) Sh

On Fh.Khid = Sh.Khid

Left Join Jt\_j\_Dwxx Dwxx

On Fh.Khid = Dwxx.Dwid

### 门店损益同比、环比

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 统计日期 |  |  |  | 门店名称 |  |  |  | 损益类型 |  |  |  |
| 门店  名称 | 同损品种 | 同损数量 | 同损码洋 | 环损品种 | 环损数量 | 环损码洋 | 损益品种 | 损益数量 | 损益码洋 | 同比 | 环比 | 同比日期 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
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* 文字描述：以月为周期，统计同比和环比；年份为可选项（必选），如果选择了年份就显示当年所有月份的同比和环比数据；如果选择了月份就只显示当前选择月数据；损益类型为可选项，如果没有选择就显示损益数据综合，如果选择了类型就只显示当前类型数据。
* 统计目标：考核收货、退货和盘点情况
* 表现形式：表格

Select Dwxx.Dwmc, s.Ztid, s.Sylx, Count(Distinct Spxxid), Sum(Mx.Ykcs),

Sum(Mx.Ykmy)

From Ls\_Jt\_c\_Sydmx Mx

Left Join Ls\_Jt\_c\_Syd s

On Mx.Sydid = s.Sydid

Left Join Jt\_j\_Dwxx Dwxx

On s.Ztid = Dwxx.Dwid

Group By Dwxx.Dwmc, s.Ztid, s.Sylx