Summary	Description	
The number of Active Export Air Shipments/month needs	o In order to start assessing the performance of our Salesmen	1
be captured per Salesman	We need to calculate the number of Active export air shipments assigned to each Salesman across all Clients (customers)	
	So:	
	The system calculates the number of shipments assigned to every Salesman every month with the following	
	Shipment Status = Active	
	Freight Type = Air	
	Transaction Type = Export	
The number of Active Import Ocean Shipments/month	In order to start assessing the performance of our Salesmen	1
needs to be captured per Salesman	We need to calculate the number of active import ocean shipments assigned to each Salesman across all Clients (customers)	
needs to be captured per satesman	,	
	So:	
	The system calculates the number of shipments assigned to every Salesman every month with the following	
	Shipment Status - Active	
	Freight Type = Ocean	
	Transaction Type = Import	
The number of Active Export Ocean Shipments/month	In order to start assessing the performance of our Salesmen	1
needs to be captured per Salesman	We need to calculate the number of active export ocean shipments assigned to each Salesman across all Clients (customers)	
needs to be captured per Satesman	we need to calculate the number of active export ocean shipments assigned to each satesman across all cultures (customers)	
	Sou	
	So:	
	The system calculates the number of shipments assigned to every Salesman every month with the following	
	Shipment Status = Active	
	Freight Type = Ocean	
Ti	Transaction Type = Export	4
The number of Active Import Air Shipments/month needs	* '	
be captured per Salesman	We need to calculate the number of active import air shipments assigned to each Salesman across all Clients (customers)	
	So:	
	The system calculates the number of shipments assigned to every Salesman every month with the following	
	Shipment Status = Active	
	Freight Type = Air	
	Transaction Type = Import	4
The number of New Shipments/month needs to be capture	d In order to start assessing the performance of our Salesmen	
per Salesman	We need to calculate the number of new shipments assigned to each Salesman across all Clients (customers)	
	<u>So:</u>	
	The system calculates the number of new shipments every month assigned to every Salesman in the company (across all Clients)	
	NB: New shipments are shipments that had a new system status during this month	_
The number of Active shipments per Week, month and yea	In order to start assessing the performance of our Salesmen	
needs to be captured per Salesman	We need to calculate the number of active shipments assigned to each Salesman across all. Clients	
	So:	
	* The system calculates the total number of active shipments per company for every week, month and year for every Salesman in the company	
	* Each week shows the list of active shipments	
	* We need to show the company name for every Salesman	
	NB: Active shipments are shipments that had an active system status during this week, month and year	
	presente dispersional discrimental distribution delivers system status during the mook, month unit your	_