**Executive Sales Scorecard - Category-Divisional View.pbix (Big Daddy)**

Sales By Format and Merch

let

Source = Sql.Database("azsql01.ads.shos.com", "sho\_dw"),

sales\_vw\_daily\_loc\_div\_sales\_tyly\_fact = Source{[Schema="sales",Item="vw\_daily\_loc\_div\_sales\_tyly\_fact"]}[Data],

#"Filter to current year" = Table.SelectRows(sales\_vw\_daily\_loc\_div\_sales\_tyly\_fact, each [fiscal\_year\_nbr] >= param\_current\_year),

#"Filtered Blank Locations" = Table.SelectRows(#"Filter to current year", each [pos\_nbr] <> 0),

#"Grouped Rows to Dims" = Table.Group(#"Filtered Blank Locations", {"div\_nbr", "div\_nm", "cat\_nbr", "cat\_nm", "location\_format", "operator\_type", "fiscal\_year\_nbr", "fiscal\_month\_nbr", "fiscal\_week\_nbr", "trs\_dt"}, {{"comp\_sales", each List.Sum([comp\_sales]), type number}, {"comp\_sales\_ly", each List.Sum([comp\_sales\_ly]), type number}, {"net\_sales", each List.Sum([net\_sales]), type number}, {"net\_sales\_ly", each List.Sum([net\_sales\_ly]), type number}, {"kenmore\_sales", each List.Sum([kenmore\_sales]), type number}, {"kenmore\_sales\_ly", each List.Sum([kenmore\_sales\_ly]), type number}, {"craftsman\_sales", each List.Sum([craftsman\_sales]), type number}, {"craftsman\_sales\_ly", each List.Sum([craftsman\_sales\_ly]), type number}, {"pa\_sales", each List.Sum([pa\_sales]), type number}, {"pa\_sales\_ly", each List.Sum([pa\_sales\_ly]), type number}, {"pam\_sales", each List.Sum([pam\_sales]), type number}, {"pam\_sales\_ly", each List.Sum([pam\_sales\_ly]), type number}, {"lease\_sales", each List.Sum([lease\_sales]), type number}, {"lease\_sales\_ly", each List.Sum([lease\_sales\_ly]), type number}, {"avg\_ticket\_sales", each List.Sum([avg\_ticket\_sales]), type number}, {"avg\_ticket\_sales\_ly", each List.Sum([avg\_ticket\_sales\_ly]), type number}, {"gp\_sales", each List.Sum([gp\_sales]), type number}, {"gp\_sales\_ly", each List.Sum([gp\_sales\_ly]), type number}, {"plan\_amt", each List.Sum([plan\_amt]), type number}, {"plan\_amt\_ly", each List.Sum([plan\_amt\_ly]), type number}, {"forecast\_amt", each List.Sum([forecast\_amt]), type number}}),

#"Add Column Reporting Location Format" = Table.AddColumn(#"Grouped Rows to Dims", "reporting\_location\_format", each if [location\_format] = "DLR" then "Dealer Hometown" else if [location\_format] = "AHS" then "Appliance & Hardware" else if [location\_format] = "Offshore" or [location\_format] = "Showrooms" then "HAS/Offshore" else [location\_format]),

#"Add Column Reporting Location Format Subtype" = Table.AddColumn(#"Add Column Reporting Location Format", "reporting\_location\_format\_subtype", each if [location\_format] = "DLR" then "Dealer Hometown" else if [location\_format] = "AHS" then "Appliance & Hardware" else if [location\_format] = "Showrooms" then "Home Appliance Showrooms" else if [location\_format] = "Offshore" then "Offshore" else if [location\_format] = "Outlet" then "Outlet" else "Undefined"),

#"Add Column reporting location format abbr" = Table.AddColumn(#"Add Column Reporting Location Format Subtype", "reporting\_location\_format\_abbr", each if [location\_format] = "Outlet" then "OS" else if [location\_format] = "Showrooms" then "HAS" else if [location\_format] = "DLR" then "HTS" else [location\_format]),

#"Add Column reporting\_store\_class" = Table.AddColumn(#"Add Column reporting location format abbr", "reporting\_store\_class", each if [operator\_type] <> "Franchise" then [reporting\_location\_format\_abbr] else [operator\_type] & " - " & [reporting\_location\_format\_abbr]),

#"Renamed Columns to Friendly Names" = Table.RenameColumns(#"Add Column reporting\_store\_class",{{"reporting\_location\_format", "Store Format"}, {"reporting\_location\_format\_subtype", "Store Format Subtype"}, {"reporting\_location\_format\_abbr", "Store Format Abbr."}, {"reporting\_store\_class", "Store Class"}, {"net\_sales", "Net Sales"}, {"net\_sales\_ly", "Net Sales Last Year"}, {"avg\_ticket\_sales", "Average Ticket Sales"}, {"forecast\_amt", "Forecast Amount"}, {"kenmore\_sales", "Kenmore Sales"}, {"lease\_sales\_ly", "Lease\_Sales\_Last Year"}, {"pa\_sales\_ly", "PA\_Sales\_Last Year"}, {"comp\_sales", "Comp Sales"}, {"avg\_ticket\_sales\_ly", "Average Ticket Sales Last Year"}, {"kenmore\_sales\_ly", "Kenmore Sales Last Year"}})

in

#"Renamed Columns to Friendly Names"

**Executive Sales Scorecard - Store Format Region View.pbix**

Sales By Format and Merch

let

Source = Sql.Database("azsql01.ads.shos.com", "sho\_dw"),

sales\_vw\_daily\_loc\_div\_sales\_tyly\_fact = Source{[Schema="sales",Item="vw\_daily\_loc\_div\_sales\_tyly\_fact"]}[Data],

#"Filter to current year" = Table.SelectRows(sales\_vw\_daily\_loc\_div\_sales\_tyly\_fact, each [fiscal\_year\_nbr] >= param\_current\_year),

#"Filtered Blank Locations" = Table.SelectRows(#"Filter to current year", each [pos\_nbr] <> 0),

#"Grouped Rows to Dims" = Table.Group(#"Filtered Blank Locations", {"div\_nbr", "div\_nm", "cat\_nbr", "cat\_nm", "location\_format", "operator\_type", "fiscal\_year\_nbr", "fiscal\_month\_nbr", "fiscal\_week\_nbr", "trs\_dt"}, {{"comp\_sales", each List.Sum([comp\_sales]), type number}, {"comp\_sales\_ly", each List.Sum([comp\_sales\_ly]), type number}, {"net\_sales", each List.Sum([net\_sales]), type number}, {"net\_sales\_ly", each List.Sum([net\_sales\_ly]), type number}, {"kenmore\_sales", each List.Sum([kenmore\_sales]), type number}, {"kenmore\_sales\_ly", each List.Sum([kenmore\_sales\_ly]), type number}, {"craftsman\_sales", each List.Sum([craftsman\_sales]), type number}, {"craftsman\_sales\_ly", each List.Sum([craftsman\_sales\_ly]), type number}, {"pa\_sales", each List.Sum([pa\_sales]), type number}, {"pa\_sales\_ly", each List.Sum([pa\_sales\_ly]), type number}, {"pam\_sales", each List.Sum([pam\_sales]), type number}, {"pam\_sales\_ly", each List.Sum([pam\_sales\_ly]), type number}, {"lease\_sales", each List.Sum([lease\_sales]), type number}, {"lease\_sales\_ly", each List.Sum([lease\_sales\_ly]), type number}, {"avg\_ticket\_sales", each List.Sum([avg\_ticket\_sales]), type number}, {"avg\_ticket\_sales\_ly", each List.Sum([avg\_ticket\_sales\_ly]), type number}, {"gp\_sales", each List.Sum([gp\_sales]), type number}, {"gp\_sales\_ly", each List.Sum([gp\_sales\_ly]), type number}, {"plan\_amt", each List.Sum([plan\_amt]), type number}, {"plan\_amt\_ly", each List.Sum([plan\_amt\_ly]), type number}, {"forecast\_amt", each List.Sum([forecast\_amt]), type number}}),

#"Add Column Reporting Location Format" = Table.AddColumn(#"Grouped Rows to Dims", "reporting\_location\_format", each if [location\_format] = "DLR" then "Dealer Hometown" else if [location\_format] = "AHS" then "Appliance & Hardware" else if [location\_format] = "Offshore" or [location\_format] = "Showrooms" then "HAS/Offshore" else [location\_format]),

#"Add Column Reporting Location Format Subtype" = Table.AddColumn(#"Add Column Reporting Location Format", "reporting\_location\_format\_subtype", each if [location\_format] = "DLR" then "Dealer Hometown" else if [location\_format] = "AHS" then "Appliance & Hardware" else if [location\_format] = "Showrooms" then "Home Appliance Showrooms" else if [location\_format] = "Offshore" then "Offshore" else if [location\_format] = "Outlet" then "Outlet" else "Undefined"),

#"Add Column reporting location format abbr" = Table.AddColumn(#"Add Column Reporting Location Format Subtype", "reporting\_location\_format\_abbr", each if [location\_format] = "Outlet" then "OS" else if [location\_format] = "Showrooms" then "HAS" else if [location\_format] = "DLR" then "HTS" else [location\_format]),

#"Add Column reporting\_store\_class" = Table.AddColumn(#"Add Column reporting location format abbr", "reporting\_store\_class", each if [operator\_type] <> "Franchise" then [reporting\_location\_format\_abbr] else [operator\_type] & " - " & [reporting\_location\_format\_abbr]),

#"Renamed Columns to Friendly Names" = Table.RenameColumns(#"Add Column reporting\_store\_class",{{"reporting\_location\_format", "Store Format"}, {"reporting\_location\_format\_subtype", "Store Format Subtype"}, {"reporting\_location\_format\_abbr", "Store Format Abbr."}, {"reporting\_store\_class", "Store Class"}, {"net\_sales", "Net Sales"}, {"net\_sales\_ly", "Net Sales Last Year"}, {"avg\_ticket\_sales", "Average Ticket Sales"}, {"forecast\_amt", "Forecast Amount"}, {"kenmore\_sales", "Kenmore Sales"}, {"lease\_sales\_ly", "Lease\_Sales\_Last Year"}, {"pa\_sales\_ly", "PA\_Sales\_Last Year"}, {"comp\_sales", "Comp Sales"}, {"avg\_ticket\_sales\_ly", "Average Ticket Sales Last Year"}, {"kenmore\_sales\_ly", "Kenmore Sales Last Year"}})

in

#"Renamed Columns to Friendly Names"