

## Menu Potential Sales

Potensial sales adalah peramalan atau perkiraan total nilai Rupiah atas forecast customer. Pada potensial sales ini formula perhitungan yang digunakan adalah sebagai berikut :

Amount IDR/ Item = Price X Rate Kurs per Currency X Quantity

\*Rate Kurs yang digunakan sebagai faktor perkalian adalah yang berlaku ketika forecast customer diinput.

Potensial sales per bulan = Penjumlahan dari Amount IDR/Item Customer

### 1. Tombol filter

#### ➤ FC Period

Klik tanda panah kebawah kemudian pilih periode forecast yang akan dilihat.

#### ➤ Customer Name

Klik tanda panah kebawah kemudian pilih nama customer yang akan ditampilkan datanya. Check list All apabila akan menampilkan data dari semua customer.

- **Category**  
Klik tanda panah kebawah kemudian pilih category yang akan ditampilkan datanya. Check list All apabila akan menampilkan data semua category.

- **Filter Data**  
Klik untuk menampilkan data yang sudah difilter.

## 2. Tombol Print

- **Print Recap**  
Klik untuk mencetak data amount potensial sales per customer per periode forecast.



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### Potential Sales Per Month Recap

| No. | Customer Name                       | Currency | April         | May            | June           | July          | August        | September     | Grand Total    |
|-----|-------------------------------------|----------|---------------|----------------|----------------|---------------|---------------|---------------|----------------|
| 1   | PT. DHARMA ELECTRINDO MANUFACTURING | IDR      | 87,799,000.00 | 105,796,500.00 | 110,638,500.00 | 0.00          | 0.00          | 0.00          | 304,234,000.00 |
| 2   | PT. EWMDO                           | IDR      | 25,200,000.00 | 32,356,800.00  | 29,121,120.00  | 0.00          | 0.00          | 0.00          | 86,677,920.00  |
| 3   | PT. BANSU ELECTRIC INDONESIA        | IDR      | 9,758,100.00  | 10,120,800.00  | 17,428,100.00  | 11,112,700.00 | 12,485,500.00 | 14,820,950.00 | 75,726,150.00  |
| 4   | PT.ASAHI BEST BASE INDONESIA        | IDR      | 0.00          | 0.00           | 0.00           | 0.00          | 0.00          | 0.00          | 0.00           |

- **Print Detail**  
Klik untuk mencetak data amount potensial sales per item per customer.



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### Potential Sales Per Month Detail

| No. | Part No | Customer Name                | Part Name               | UoM    | Price    | Curr | April     |              |              | May       |              |              | June      |              |              | July      |              |              | August    |              |              |
|-----|---------|------------------------------|-------------------------|--------|----------|------|-----------|--------------|--------------|-----------|--------------|--------------|-----------|--------------|--------------|-----------|--------------|--------------|-----------|--------------|--------------|
|     |         |                              |                         |        |          |      | Qty       | Amount       | To IDR       | Qty       | Amount       | To IDR       | Qty       | Amount       | To IDR       | Qty       | Amount       | To IDR       | Qty       | Amount       | To IDR       |
| 1   | AC001   | PT. BANSU ELECTRIC INDONESIA | Q2116-KEV4800 PROTECTOR | PIECES | 0.38     | USD  | 1,000.00  | 380.00       | 4,940,000.00 | 1,000.00  | 380.00       | 4,940,000.00 | 1,100.00  | 418.00       | 5,434,000.00 | 1,200.00  | 456.00       | 5,928,000.00 | 1,500.00  | 570.00       | 7,410,000.00 |
| 2   | AC006   | PT. BANSU ELECTRIC INDONESIA | DR-5-2-8 SLEEVE         | PIECES | 0.01     | USD  | 2,500.00  | 15.75        | 204,750.00   | 3,000.00  | 18.80        | 245,700.00   | 3,500.00  | 22.05        | 298,650.00   | 3,500.00  | 22.05        | 298,650.00   | 4,000.00  | 25.20        | 327,600.00   |
| 3   | AC007   | PT. BANSU ELECTRIC INDONESIA | Z100 SLEEVE             | PIECES | 0.01     | USD  | 1,000.00  | 7.70         | 100,100.00   | 1,000.00  | 7.70         | 100,100.00   | 1,000.00  | 7.70         | 100,100.00   | 1,000.00  | 7.70         | 100,100.00   | 1,000.00  | 7.70         | 100,100.00   |
| 4   | AC008   | PT. BANSU ELECTRIC INDONESIA | ODFF-26-40-BK SLEEVE    | PIECES | 0.01     | USD  | 10,000.00 | 75.00        | 975,000.00   | 11,000.00 | 82.50        | 1,072,500.00 | 80,000.00 | 600.00       | 7,800,000.00 | 12,000.00 | 90.00        | 1,170,000.00 | 10,000.00 | 75.00        | 975,000.00   |
| 5   | AC017   | PT. BANSU ELECTRIC INDONESIA | DR-5-2-8 SLEEVE         | PIECES | 0.01     | USD  | 500.00    | 3.75         | 48,750.00    | 500.00    | 3.75         | 48,750.00    | 500.00    | 3.75         | 48,750.00    | 500.00    | 3.75         | 48,750.00    | 500.00    | 3.75         | 48,750.00    |
| 6   | AC020   | PT. BANSU ELECTRIC INDONESIA | OF A18 - 28 SLEEVE BK   | PIECES | 0.01     | USD  | 25,000.00 | 172.40       | 2,242,500.00 | 27,500.00 | 199.75       | 2,466,750.00 | 28,000.00 | 193.30       | 2,511,800.00 | 26,000.00 | 179.40       | 2,332,200.00 | 28,500.00 | 182.85       | 2,377,950.00 |
| 7   | AC021   | PT. BANSU ELECTRIC INDONESIA | FW-L8F-Y RETAINER       | PIECES | 1,247.00 | IDR  | 1,000.00  | 1,247,000.00 | 1,247,000.00 | 1,000.00  | 1,247,000.00 | 1,247,000.00 | 1,000.00  | 1,247,000.00 | 1,247,000.00 | 1,000.00  | 1,247,000.00 | 1,247,000.00 | 1,000.00  | 1,247,000.00 | 1,000.00     |




### Print Amount Forecast

Klik untuk mencetak amount potensial sales.



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|  |                          | AMOUNT FORECAST PT. BANSHU ELECTRIC INDONESIA<br>Bulan : April |          |              |
|---|--------------------------|--|----------|--------------|
| No.   | PART NAME                | UoM  | PRICE    | AMOUNT       |
| 1   | 32118-KEV-8800 PROTECTOR | PIECES   | 0.38     | 4,940,000.00 |
| 2   | DR-5-2-8 SLEEVE          | PIECES   | 0.01     | 204,750.00   |
| 3   | Z3100 SLEEVE             | PIECES   | 0.01     | 100,100.00   |
| 4   | DFFF-25-4-0-BK SLEEVE    | PIECES   | 0.01     | 975,000.00   |
| 5   | DR-5-2-5 SLEEVE          | PIECES   | 0.01     | 48,750.00    |
| 6   | DFA 18 - 28 SLEEVE BK    | PIECES   | 0.01     | 2,242,500.00 |
| 7   | FW-L-8F-Y RETAINER       | PIECES   | 1,247.00 | 1,247,000.00 |

### 3. Potential Sales Recap

Field ini menampilkan nilai total dari potensial sales customer.

### 4. Potential Sales Detail

Field ini menampilkan nilai rincian potensial sales per item.

### 5. Tombol Navigasi

Klik tombol navigasi untuk menuju data paling awal, data sebelumnya, data selanjutnyadan data paling akhir.