

Qlik

Prepare

Data load edi...

Analyze

Sheet

Narrate

Storytelling

ONC Customer Analysis

Ask Insight Advisor

99+

MP

Notes

Discovery

Year

2021

Month

Nov

Bookmarks

Sheets

Duplicate

Last Updated
05-Dec-2021
Time: 08:50 AM

ONC Customer Analysis
(MTD)

Nov
2021

Year

2020

2021

Month

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

Day

1

2

3

4

5

6

7

8

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11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

26

27

28

29

30

31

Total Customer

1,273

Active Customer

1,271

Inactive Customer

2

New Customer

23

Customer. Cov%

21.5 %

Net Sales

2.2 Cr

S.Return%

1.64%

Sales/Invoice

14,860

As Of 29-Nov-2021 O...

41.7 Cr

NSM (1)

RSM (2)

FM (4)

MSO (18)

Probable Invoice

Branch (30)

Customer Type (8)

Customer (1,273)

Brand (18)

Item (31)

Month Wise Customer Sales (591)

SL No.	Customer ID	Customer Type	Customer Name	Sales Contrib. %	Total Sales	Jan-2021 (233-18.2%)	Feb-2021 (228-17.8%)	Mar-2021 (238-18.6%)	Apr-2021 (237-18.5%)	May-2021 (244-19.1%)	Jun-2021 (260-20.3%)	Jul-2021 (247-19.3%)	Aug-2021 (272-21.3%)	Sep-2021 (271-21.2%)	Oct-2021 (267-20.9%)
Total				100.000 %	22,052,794	19,387,589	18,517,606	18,483,031	15,480,974	18,870,044	18,459,967	19,540,555	23,572,938	21,437,009	24,529,963
1	90000000007	Institutions	Prof.Dr. Swapan K...	7.279 %	1,605,178	1,483,847	1,555,827	1,155,727	1,446,742	1,666,206	1,630,735	1,493,245	1,943,080	1,775,099	1,674,483
2	90000000100	Retailer	Ahsaina Mission C...	3.556 %	784,161	398,847	323,250	411,002	609,046	568,920	536,767	342,473	736,235	609,348	637,881
3	90000000081	Retailer	Prof.Dr.Zafor Moh...	3.226 %	711,498	444,835	345,964	340,274	339,283	395,960	384,926	326,812	435,611	493,131	555,623
4	90000000037	Retailer	Shaha Amanath P...	2.936 %	647,451	1,080,002	895,965	866,569	760,888	1,026,211	755,716	870,535	885,189	873,209	917,170
5	90000000465	Retailer	Dhaka Oncology a...	2.908 %	641,329	123,266	632,278	563,058	344,973	388,331	425,570	521,080	679,775	549,095	775,715
6	90000000295	Institutions	Delta Hospital	2.541 %	560,387	685,894	336,870	600,642	252,911	401,262	635,036	461,343	563,145	637,881	489,056
7	90000000478	Retailer	Raka pharmacy	2.166 %	477,721	482,892	455,827	390,357	341,524	477,548	389,453	363,937	222,656	245,756	230,672
8	90000000618	Doctors	Brig. Gen. Dr. Qua...	2.163 %	477,042	167,884	140,765	306,122	262,781	319,087	300,149	306,140	340,198	386,574	425,484
9	90000000895	Retailer	Rajshahi Pharmacy	2.082 %	473,411	14,309	459,102	2,082%	48	5k-10k (E)	3.235%	9,565	15,516	1	30-Nov-20

Customer wise Sales with Invoice (275)

SL No.	Customer ID	Customer Type	Customer Name	Gross Sales	Sales Return	Net Sales	Sales Contrib. %	No of Invoice	Avg. Sales/Invoice Category	Invoice Cont. %	Avg value / Invoice	Last Invoice Value	Avg Invoice Interval	Last Invoice Date
Total				22,420,567	367,773	22,052,794	100.000%	1,484	-	100.000%	14,860	-	1	30-Nov-20
1	90000000007	Institutions	Prof.Dr. Swapan Ku...	1,605,178	0	1,605,178	7.279%	33	30k-50k (C)	2.224%	48,642	22,326	1	30-Nov-20
2	90000000100	Retailer	Ahsaina Mission Ca...	784,161	0	784,161	3.556%	2	100k+ (A)	0.135%	392,081	310,923	9	21-Nov-20
3	90000000081	Retailer	Prof.Dr.Zafor Moha...	711,498	0	711,498	3.226%	50	10k-30k (D)	3.369%	14,230	36,905	1	29-Nov-20
4	90000000037	Retailer	Shaha Amanath Pha...	647,451	0	647,451	2.936%	29	10k-30k (D)	1.954%	22,326	27,585	1	28-Nov-20
5	90000000465	Retailer	Dhaka Oncology an...	641,329	0	641,329	2.908%	2	100k+ (A)	0.135%	320,664	518,925	6	25-Nov-20
6	90000000295	Institutions	Delta Hospital	560,387	0	560,387	2.541%	10	50k-100k (B)	0.674%	56,039	67,495	3	30-Nov-20
7	90000000478	Retailer	Raka pharmacy	477,721	0	477,721	2.166%	6	50k-100k (B)	0.404%	79,620	463,239	4	30-Nov-20
8	90000000618	Doctors	Brig. Gen. Dr. Quadr...	490,317	13,275	477,042	2.163%	53	5k-10k (E)	3.571%	9,001	9,913	1	30-Nov-20
9	90000000895	Retailer	Rajshahi Pharmacy	473,411	14,309	459,102	2.082%	48	5k-10k (E)	3.235%	9,565	15,516	1	30-Nov-20

Customer wise Outstanding (237)

Serial No	Customer ID	Customer Type	Customer Name	As of Outstanding	0-30 Days Outstanding	31-60Days Outstanding	61-90 Days Outstanding	91-120 Days Outstanding	Over 120 Days Outstanding	Outstanding Contrib. %	0-30 Days Outstanding	31-60Days Outstanding	61-90 Days Outstanding
Total				2,253,188	1,622,903	424,185	169,007	27,448	9,645	0.540%	72.03%	18.83%	7.50%
1	90000000770	Retailer	Prof.Dr.Md.Mahbub ...	2,203	2,203	0	0	0	0	0.001%	100.00%	0.00%	0.00%
2	90000000241	Retailer	MRS. ROKEYA BE...	30,469	0	30,469	0	0	0	0.007%	0.00%	100.00%	0.00%
3	90000001301	Patients	Mr.Ibrahim Bepary	-0	0	0	0	0	-0	-0.000%	0.00%	0.00%	0.00%
4	90000000858	Retailer	Bio Med Pharmacy	2,373	2,373	0	0	0	0	0.001%	100.00%	0.00%	0.00%
5	90000000996	Patients	Mrs. Rokeya Begum	15,081	15,081	0	0	0	0	0.004%	100.00%	0.00%	0.00%
6	90000001028	Doctors	Dr.Shurojit Sarkar Ti...	39,677	39,677	0	0	0	0	0.010%	100.00%	0.00%	0.00%
7	90000000351	Retailer	Shamsunnahar	12,909	0	12,909	0	0	0	0.003%	0.00%	100.00%	0.00%
8	90000001136	Doctors	Dr.Md.Shahin Ferdous	1,399	1,399	0	0	0	0	0.000%	100.00%	0.00%	0.00%
9	90000000338	Not Applicable	Dr.Asaduzzaman Bi...	122,825	0	49,753	73,072	0	0	0.029%	0.00%	40.51%	59.49%

Bangladesh

Customer Category - (Avg. Sales/Month) (10)

10 Lac+ (A)	1
5 Lac-10 Lac (B)	5
1 Lac-5 Lac (C)	46
50K-1 Lac (D)	51
20K-50K (E)	61
10K-20K (F)	47
5K-10K (G)	41
1K-5K (H)	21

Total Cust. (1,273) *Sale Cust. (275) *No Sale Cust. (998)

Customer Category - (Avg. Sales/Invoice) (10)

1 Lac+ (A)	6
50K-1 Lac (B)	10
30K-50K (C)	19
10K-30K (D)	81
5K-10K (E)	87
3K-5K (F)	32
1K-3K (G)	36
501-1K (H)	1
0 Sale (Z)	3

Total Cust. (1,273) *Sale Cust. (275) *No Sale Cust. (998)

Month Wise Comparison with Previous Year

Day Wise Analysis with Last Month

2021Nov

LM



