

Dashboard ini saya buat hanya untuk Portofolio.

Note :

- > Sesuai Request StakeHolder
- > Data yang saya gunakan sudah tidak real.
- > Contoh dari beberapa Analisa yang saya buat

Terimakasih

<b>RSM</b>	<b>HEAD</b>	<b>Product</b>	<b>Distributor</b>	<b>Years</b>
All	All	All	All	2022
<b>ASM</b>	<b>PM</b>	<b>SubProduct</b>	<b>City</b>	<b>Month</b>
All	All	All	All	All
<b>PAM</b>	<b>Outlet</b>			
All	All			

RSM	NETSALES	HNA_VALU
Ade Selvia	8,909,326,123.99	10,138,959
Arief Rachman	11,481,710,518.55	11,895,578
Ruben Christian	13,649,299,119.01	14,899,698
Rudy Kuniardi	16,743,489,221.85	17,986,976
Uus Mulyana	15,941,269.00	16,500
Vierantivo	6,983,733,528.60	7,230,522
<b>Total</b>	<b>57,783,499,781.00</b>	<b>62,168,235,6</b>

PAM	ASM	NETS
Adang Apriyanto	Erna Anggraini	364
Ady Fauzan Subiyakto	Tari Sampurno	1,137
Ali Mustamar	Dwi Hartanto	15
Alif Nugraha Priatna	Ali Sadikin	711
Ani Andriani	Sugeng Riyadi	500
Asep Budi	Diding	718
Catur Sari	Rizal	1,029
Dapot Simanjuntak	Vacant Jakarta 1	3,933
Darmo Widodo	Imanuel Ginting	2,272
Dwi Lili Hani	Alif Sadikin	388
Total		57,783,4

Product Name	RSM	ASM	NETSALES
DECIVIR 10 CAP	Vierantiyo	ASM Vacant Renal Banten	-1,024,591,750.00
DECIVIR 10 CAP	Vierantiyo	Tari Sampurno	-218,986,250.00
ETAPLAT 100 MG	Vierantiyo	Tari Sampurno	-5,741,820.00
ETAPLAT 50 MG	Vierantiyo	Tari Sampurno	8,612,730.00
RENOGEN 2000 IU	Vierantiyo	ASM Vacant Renal Banten	381,824,343.00
RENOGEN 2000 IU	Vierantiyo	Tari Sampurno	1,718,093,989.00
RENOGEN 3000 IU	Vierantiyo	ASM Vacant Renal Banten	2,660,289,659.00
RENOGEN 3000 IU	Vierantiyo	Tari Sampurno	1,580,543,337.00
RENOGEN 4000 IU	Vierantiyo	ASM Vacant Renal Banten	165,341,652.60
RENOGEN 4000 IU	Vierantiyo	Tari Sampurno	1,516,571,888.00
Total			57,783,499,781.00

### Sales By ASM

ASM	NETSALES	HNA
Ali Sadikin	5,230,428,691.00	5,331,
ASM Vacant Renal Banten	2,259,445,504.60	2,346,
Diding	5,440,322,756.00	5,603,
Dwi Hartanto	15,941,269.00	16,
Erna Anggraini	2,742,555,770.01	3,113,
Gunawan Sigit Pamungkas	2,229,897,730.00	2,283,
Imanuel Ginting	7,942,873,629.00	8,876,
Jenal Arpin	1,098,783,168.00	1,613,
<b>Total</b>	<b>57,783,499,781.00</b>	<b>62,168,2</b>

[illegible]

RSM

All

HEAD

All

PAM

All

Product

All

Distributor

All

Years

2022

ASM

All

PM

All

Outlet

All

SubProduct

All

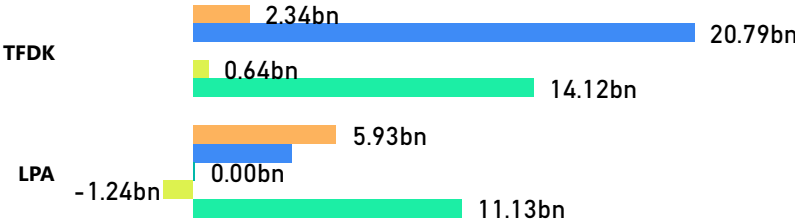
City

All

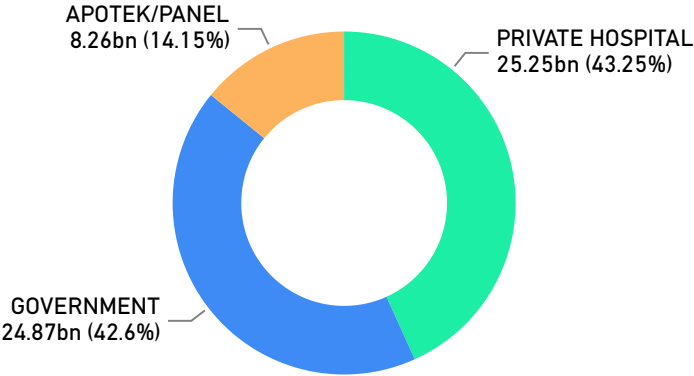
Month

All

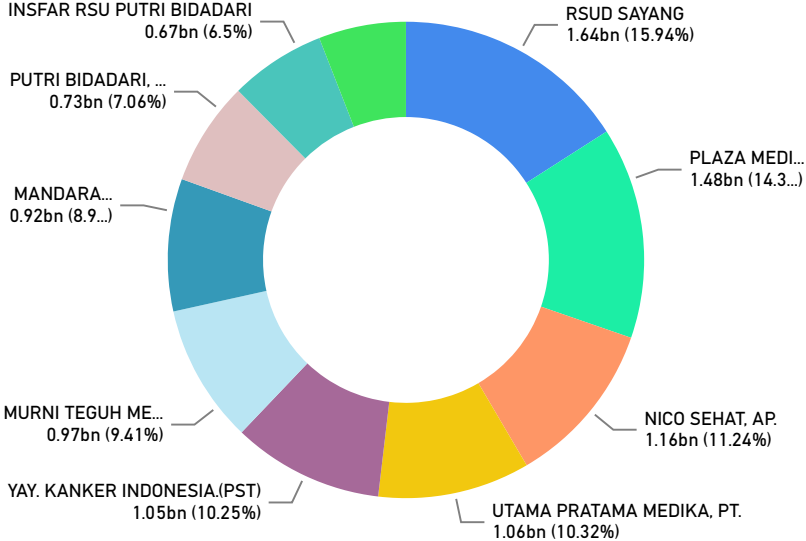
NETSALES, HNA\_VALUE and Qty by Distributor and Kateg...



NETSALES, HNA\_VALUE and Qty by KategoriChannelType



NETSALES, HNA\_VALUE and Qty by Outlet\_Name



Outlet Detail							
Periode	Outlet_Name	1		2			HNA_VALUE
		HNA_VALUE	UNIT	GROWTH NETSALES	HNA_VALUE	UNIT	
	2 OSCAR, AP.						
	3D CLINIC	1,454,550.00	10	0.00%	1,454,550.00	10	727,275.00
	3D CLINIC (UNIT PELAYANAN HEMODIALISIS)	3,636,375.00	25	150.00%	2,181,825.00	15	3,636,375.00
	5 AKORDION, AP.						
	55. AP.						1,360,000.00
	ABIAN TUWUNG, AP.			-100.00%			
	ADAM FARMA, AP.			-100.00%			
	ADE MUHAMMAD DJOEN, RSUD						9,000,000.00
	Total	2,752,987,965.00	19,324	13.22%	4,502,617,081.00	31,044	4,241,022,809.00

Years

2022

Month

All

RSM

All

ASM

All

PAM

All

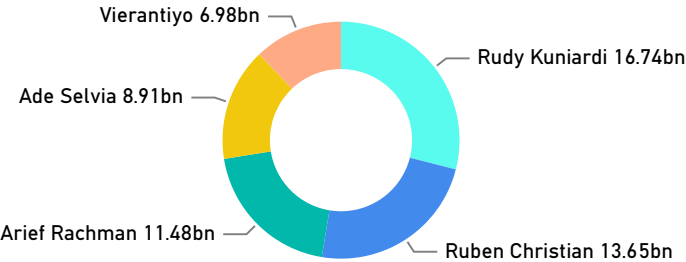
Product

All

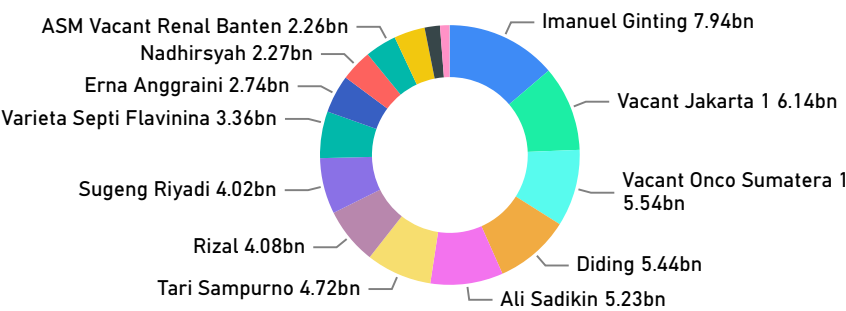
SubProduct

All

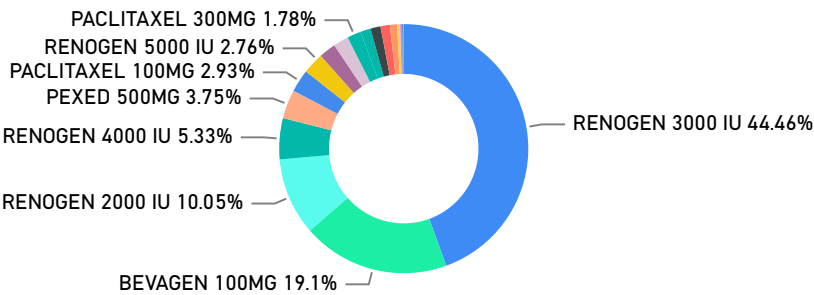
NETSALES By RSM



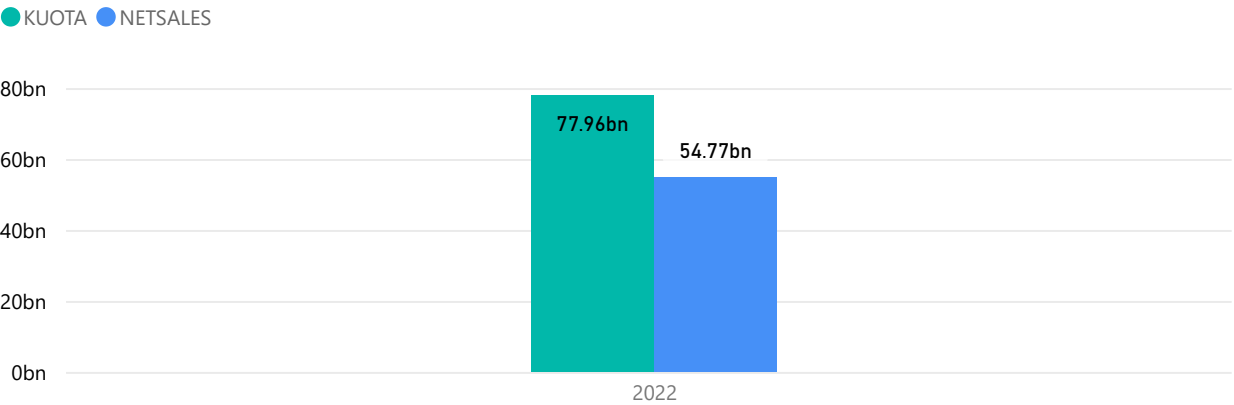
NETSALES By ASM



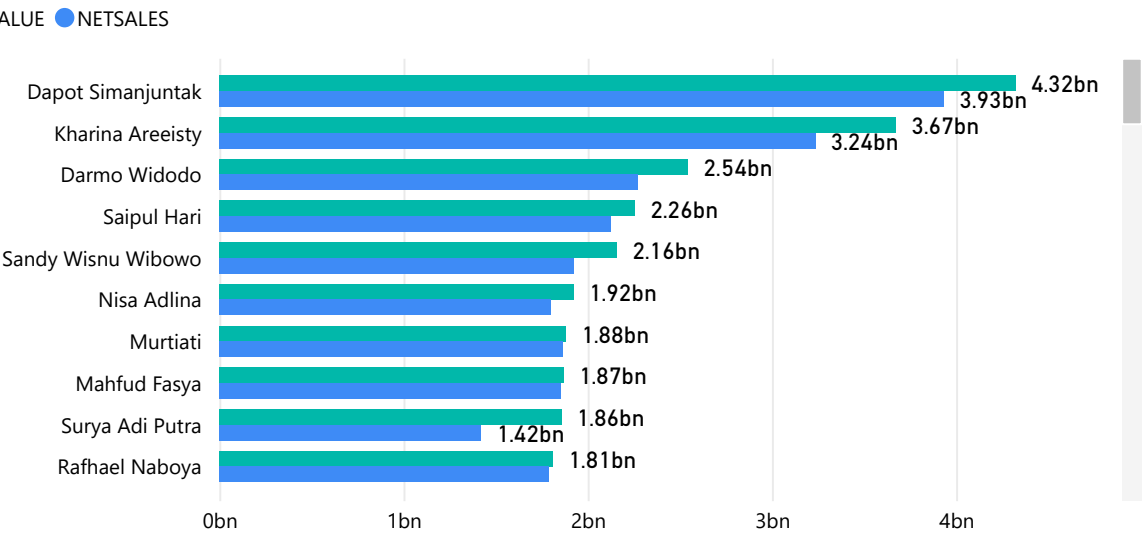
NETSALES and QTY by PRODUCT



KUOTA and NETSALES by Year



HNA\_VALUE and NETSALES by PAM



Years

2022

Month

All

RSM

All

ASM

All

PAM

All

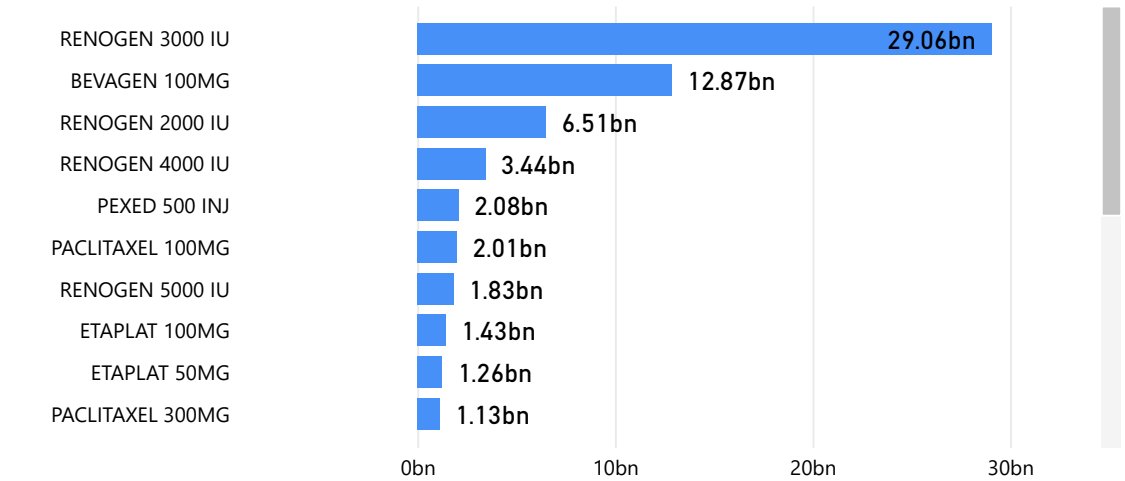
Product

All

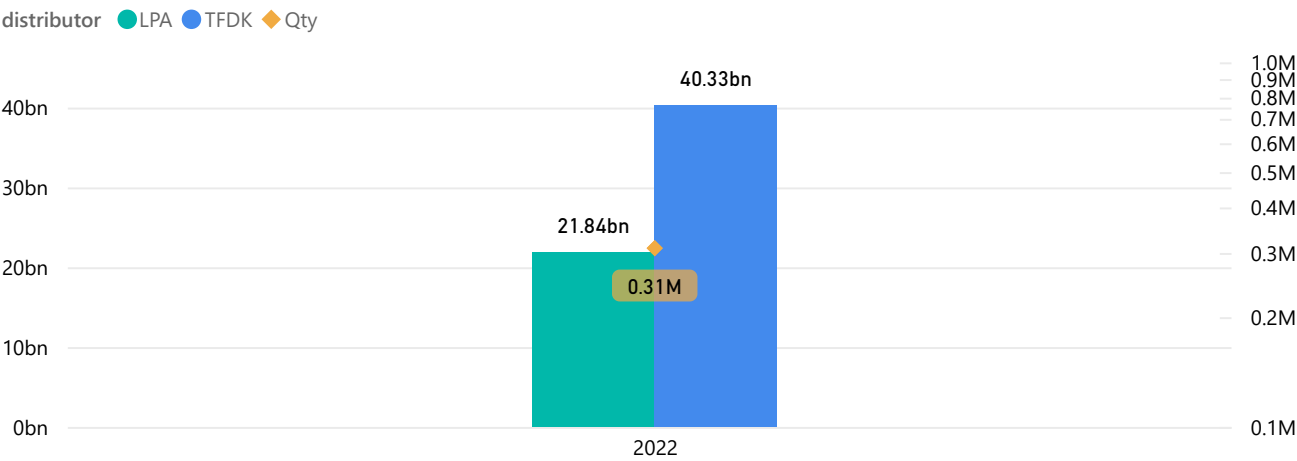
SubProduct

All

HNA\_VALUE and QTY by PRODUCT



YoY HNA\_VALUE of DISTRIBUTOR



Detail Product of Distributor

BEVAGEN 100MG	4,340	10,850,000,000.00	LPA
Product_NameNew	Qty	HNA_VALUE	distributor
BEVAGEN 100MG	808	2,020,000,000.00	TFDK
Product_NameNew	Qty	HNA_VALUE	distributor
DECIVIR 10 CAP	-27,160	-3,938,200,000.00	LPA
Product_NameNew	Qty	HNA_VALUE	distributor
DECIVIR 10 CAP	-1,813	-262,885,000.00	TFDK
Product_NameNew	Qty	HNA_VALUE	distributor

Growth Product

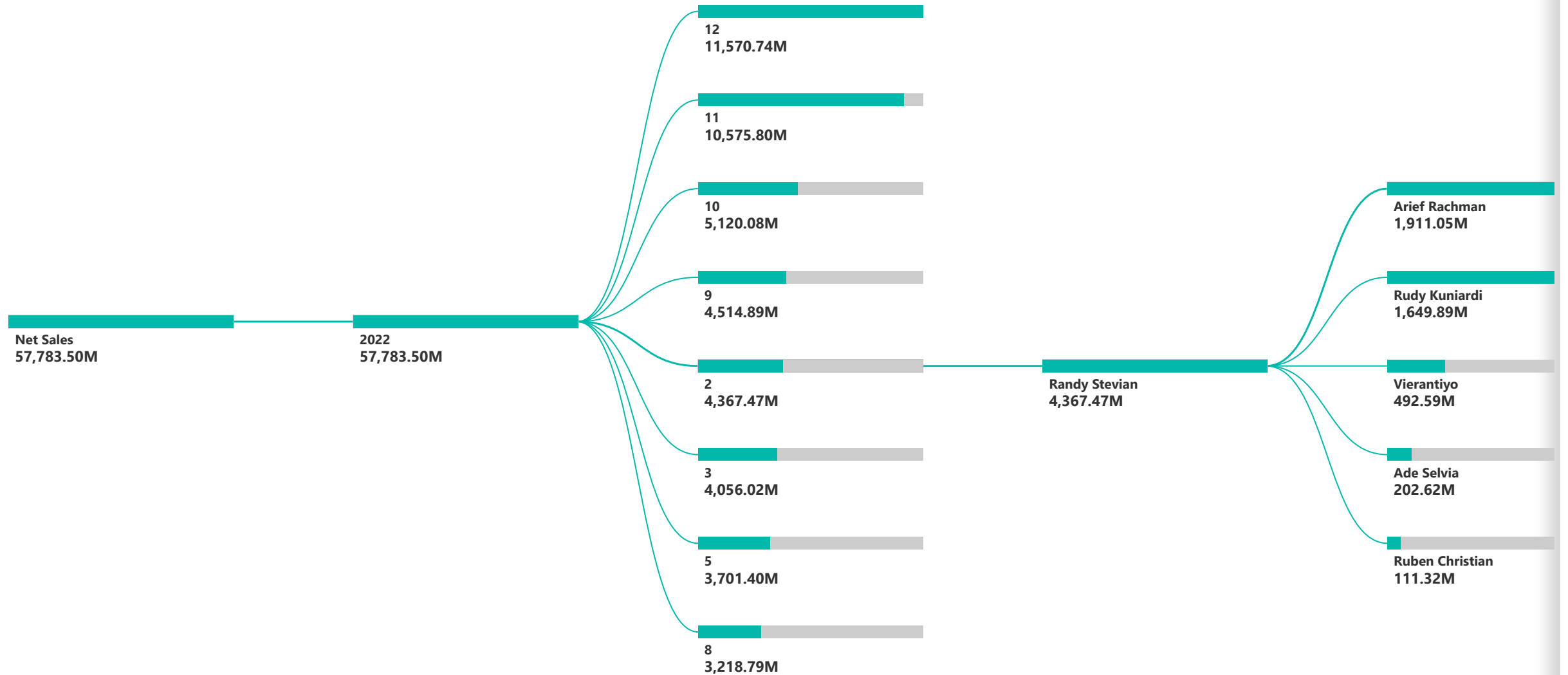
Period	1			2		
Product_NameNew	QTY	HNA_VALUE	GROWTH QTY	QTY	HNA_VALUE	GROWTH QTY
BEVAGEN 100MG						
DECIVIR 10 CAP	-539	-78,155,000.00		8,890	1,289,050,000.00	
DOXORUBICIN 10MG						
DOXORUBICIN 50MG						
EPIRUBICIN 10MG						
EPIRUBICIN 50MG						
ETAPLAT 100MG						
ETAPLAT 50MG						
GEMCITABINE 1000MG						
Total	19,324	2,752,987,965.00	20.6%	31,044	4,502,617,081.00	50.5%

**Years** ×  
2022

**Period** ×  
2

**Head\_Name** ×  
Randy Stevian

**RSM**  
Arief Rachman



Sales Performance National			
1	3,944,543,750.00	2,642,234,675.00	66.98%
Periode	National Kuota	National Netsales	National Perf Netsales
2	4,239,180,000.00	4,367,472,455.00	103.03%
Periode	National Kuota	National Netsales	National Perf Netsales
3	4,239,180,000.00	4,056,017,077.00	95.68%
Periode	National Kuota	National Netsales	National Perf Netsales

Sales Performance By RSM					
Periode	1				
RSM	Kuota	Net Sales	Perf Net Sales	Growth	Kuota
Ade Selvia	401,695,750.00	233,488,781.00	58.13%	68.18%	419,404,833.00
Arief Rachman	1,178,771,000.00	920,345,629.00	78.08%	122.24%	1,262,607,332.00
Ruben Christian	210,000,000.00	52,283,915.00	24.90%		210,000,000.00
Rudy Kuniardi	1,445,077,000.00	760,608,319.00	52.63%	33.46%	1,583,167,835.00
Vierantiyo	709,000,000.00	675,508,031.00	95.28%	38.31%	764,000,000.00
Total	3,944,543,750.00	2,642,234,675.00	66.98%	63.98%	4,239,180,000.00

Sales Performance By ASM					
Periode	1				
ASM	Kuota	Net Sales	Perf Net Sales	Growth	Kuota
Ali Sadikin	525,000,000.00	537,580,119.00	102.40%	278.79%	565,000,000.00
ASM Vacant Renal Banten	210,000,000.00	262,022,757.00	124.77%	2.84%	250,000,000.00
Diding	476,161,000.00	195,223,276.00	41.00%	22.86%	516,000,000.00
Erna Anggraini	70,000,000.00	285,000.00	0.41%		70,000,000.00
Gunawan Sigit Pamungkas	265,000,000.00	193,687,268.00	73.09%	59.16%	282,000,000.00
Imanuel Ginting	634,000,000.00	336,977,509.00	53.15%	12.90%	705,000,000.00
Jenal Aripin	79,695,750.00	46,065,527.00	57.80%		86,000,000.00
Mustofa	70,000,000.00				70,000,000.00
Nadhirsyah	252,000,000.00	187,423,254.00	74.37%	35.00%	263,000,000.00
Rizal	70,000,000.00	51,998,915.00	74.28%		70,000,000.00
Sugeng Riyadi	388,771,000.00	189,078,242.00	48.63%	25.63%	415,000,000.00
Tari Sampurno	499,000,000.00	413,485,274.00	82.86%	76.99%	514,000,000.00
Total	3,944,543,750.00	2,642,234,675.00	66.98%	63.98%	4,239,180,000.00

Sales Performance By PAM					
Periode	1				
PAM	Kuota	Net Sales	Perf Net Sales	Growth	
Abella Rahim					
Adang Apriyanto	70,000,000.00	285,000.00	0.41%		
Ady Fauzan Subiyakto	80,000,000.00	160,223,387.00	200.28%	87.47%	
Ali Rachmat Baskara Tantular					
Alif Nugraha Priatna	70,000,000.00	84,836,444.00	121.19%		
Ani Andriani	76,035,000.00	27,877,750.00	36.66%	-66.59%	
Asep Budi	77,938,000.00				
Busci Rahma					
Catur Sari					
Dapot Simanjuntak					
Darmo Widodo	177,000,000.00	69,904,018.00	39.49%		
David Reja Husin	70,000,000.00	81,887,156.00	116.98%		
Total	3,944,543,750.00	2,642,234,675.00	66.98%	63.98%	4,239,180,000.00

YEAR

All

DISTRIBUTOR

All

PRODUCT

All

GROUP PRODUCT

All

HEAD

All

RSM

All

MONTH

All

BRANCH

Multiple selections

AREA

All

SUBPRODUCT

All

ASM

All

PAM

All

STOCK PRODUCT

PERIODE	YEAR	PRODUCT	SUB_PRODUCT	Group_Product	AVAILABLE_UNIT	AVAILABLE_VALUE	HARI_EXPDATE
1	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
2	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
3	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	30.00	68,625,000.00	77 Hari
4	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	30.00	68,625,000.00	77 Hari
5	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	30.00	68,625,000.00	77 Hari
6	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
7	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
8	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
9	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
10	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	10.00	22,875,000.00	77 Hari
12	2023	BEVAGEN	BEVAGEN 100MG	ONCOLOGY	40.00	91,500,000.00	376 Hari
11	2023	DOCETAXEL	DOCETAXEL 20 MG	ONCOLOGY	200.00	31,727,500.00	572 Hari
12	2023	DOCETAXEL	DOCETAXEL 20 MG	ONCOLOGY	200.00	31,727,500.00	572 Hari
11	2023	DOCETAXEL	DOCETAXEL 80 MG	ONCOLOGY	200.00	124,505,000.00	578 Hari
12	2023	DOCETAXEL	DOCETAXEL 80 MG	ONCOLOGY	200.00	124,505,000.00	578 Hari
3	2023	DOXORUBICIN	DOXORUBICIN 10MG	ONCOLOGY	20.00	786,900.00	247 Hari
4	2023	DOXORUBICIN	DOXORUBICIN 10MG	ONCOLOGY	20.00	786,900.00	247 Hari
Total					16,940.00	3,189,016,433.00	