bigSQL <- "select DISTINCT A.YEARMONTH, A.ZKEY, a.MON, a.DOM\_TYPE\_II, a.DIVISION\_NAME, LN(a.CREDIT\_LIMIT + 1) LCREDIT\_LIMIT, a.OS\_HA, B.TOTAL\_USERS AS LAG\_USERS, a.USED\_ACCTS\_PAYABLE, a.USED\_AVAIL\_CHECK, a.USED\_COPY\_QUOTE, a.USED\_MY\_LIST, a.USED\_OLBP, a.USED\_ORDER\_INQUIRE, a.USED\_QUICK\_ORDER, a.USED\_REDEEM\_PPP, a.USED\_S2S\_ORDER, a.USED\_UPLOAD\_SPREADSHEET, a.ACCEPT\_PRO\_PLUS, CASE WHEN a.HIST\_MONTHS\_TENURE > 60 THEN 60 ELSE a.HIST\_MONTHS\_TENURE END HIST\_MONTHS\_TENURE, CASE WHEN a.HIST\_FOL\_MON\_TENURE > CASE WHEN a.HIST\_MONTHS\_TENURE > 60 THEN 60 ELSE a.HIST\_MONTHS\_TENURE END THEN CASE WHEN a.HIST\_MONTHS\_TENURE > 60 THEN 60 ELSE a.HIST\_MONTHS\_TENURE END ELSE a.HIST\_FOL\_MON\_TENURE END HIST\_FOL\_MON\_TENURE, a.PCT\_TENURE\_FOL, CASE WHEN a.CNT\_ROLLING\_MONTHS >12 THEN 12 ELSE a.CNT\_ROLLING\_MONTHS END CNT\_ROLLING\_MONTHS, a.LTOT\_ROLLING\_SLS, a.LROLLING\_FOL\_SLS, a.LROLLING\_FOL\_LINES, a.LROLLING\_TOT\_LINES, a.LROLLING\_TOT\_SSES, a.ROLLING\_HV\_SSES, a.ROLLING\_SHARE\_NON\_SEARCH\_SSES, CASE WHEN a.ROLLING\_MDI > 200 THEN 200 ELSE a.ROLLING\_MDI END ROLLING\_MDI, CASE WHEN a.ROLLING\_MAN\_PCT >100 THEN 100 ELSE a.ROLLING\_MAN\_PCT END ROLLING\_MAN\_PCT, CASE WHEN a.ROLLING\_JOB\_PCT > 100 THEN 100 ELSE a.ROLLING\_JOB\_PCT END ROLLING\_JOB\_PCT, CASE WHEN a.ROLLING\_FOL\_SHR\_SALES\_PCT >100 THEN 100 ELSE a.ROLLING\_FOL\_SHR\_SALES\_PCT END ROLLING\_FOL\_SHR\_SALES\_PCT, CASE WHEN a.ROLLING\_NET\_BID\_PCT >100 THEN 100 ELSE a.ROLLING\_NET\_BID\_PCT END ROLLING\_NET\_BID\_PCT, CASE WHEN a.ROLLING\_FOL\_BID\_PCT >100 THEN 100 ELSE a.ROLLING\_FOL\_BID\_PCT END ROLLING\_FOL\_BID\_PCT, CASE WHEN a.ROLLING\_FOL\_JOB\_PCT >100 THEN 100 ELSE a.ROLLING\_FOL\_JOB\_PCT END ROLLING\_FOL\_JOB\_PCT, CASE WHEN a.ROLLING\_FOL\_SHR\_LINES\_PCT >100 THEN 100 ELSE a.ROLLING\_FOL\_SHR\_LINES\_PCT END ROLLING\_FOL\_SHR\_LINES\_PCT, CASE WHEN a.MOVAVG\_TOT\_SLS\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_TOT\_SLS\_RATIO END MOVAVG\_TOT\_SLS\_RATIO , CASE WHEN a.MOVAVG\_NETJOBSLS\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_NETJOBSLS\_RATIO END MOVAVG\_NETJOBSLS\_RATIO, CASE WHEN a.MOVAVG\_FOL\_SLS\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_FOL\_SLS\_RATIO END MOVAVG\_FOL\_SLS\_RATIO, CASE WHEN a.MOVAVG\_NETNONBIDSLS\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_NETNONBIDSLS\_RATIO END MOVAVG\_NETNONBIDSLS\_RATIO, CASE WHEN a.MOVAVG\_FOLNONBIDSLS\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_FOLNONBIDSLS\_RATIO END MOVAVG\_FOLNONBIDSLS\_RATIO, CASE WHEN a.MOVAVG\_FOLJOBSLS\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_FOLJOBSLS\_RATIO END MOVAVG\_FOLJOBSLS\_RATIO, CASE WHEN a.MOVAVG\_FOLLINES\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_FOLLINES\_RATIO END MOVAVG\_FOLLINES\_RATIO, CASE WHEN a.MOVAVG\_TOTLINES\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_TOTLINES\_RATIO END MOVAVG\_TOTLINES\_RATIO, CASE WHEN a.MOVAVG\_TOTSSE\_RATIO > 300 THEN 300 ELSE a.MOVAVG\_TOTSSE\_RATIO END MOVAVG\_TOTSSE\_RATIO, a.DLOG\_NET\_SLS, a.DLOG\_FOL\_SLS, a.DLOG\_NET\_JOBSLS, a.DLOG\_NET\_BIDSLS, a.DLOG\_FOL\_BIDSLS, a.DLOG\_FOL\_JOBSLS, a.DLOG\_FOL\_LINES, a.DLOG\_TOT\_LINES, a.DLOG\_TOT\_SSES, a.DLOG\_HV\_SSES, a.LLAG1\_NET\_SLS, a.LLAG1\_FOL\_SLS, a.TOT\_MONTH\_CONSEC, a.FOL\_MONTH\_CONSEC, CASE WHEN a.CUST\_CHURN\_CAT = 1 THEN 'CHURN' ELSE 'NOT\_CHURN' END CUST\_CHURN\_CAT from ( SELECT CASE WHEN CASE WHEN X.LM\_FOL\_CUSTOMER = 1 AND X.FOL\_CUSTOMER = 1 THEN 0 WHEN X.LM\_FOL\_CUSTOMER = 1 AND X.FOL\_CUSTOMER = 0 THEN 1 ELSE -999 END = -999 THEN 'OMIT' WHEN X.MAX\_YM\_IN\_SAMPLE = X.YEARMONTH THEN 'OMIT' ELSE 'KEEP' END FILTER, X.YEARMONTH, X.MON, X.ZKEY, X.DOM\_TYPE\_II, X.DIVISION\_NAME, X.CREDIT\_LIMIT, X.OS\_HA, X.LAG\_USERS, X.LAG\_ACTIVE\_USERS, X.LAG\_ORDERING\_USERS, X.USED\_ACCTS\_PAYABLE, X.USED\_AVAIL\_CHECK, X.USED\_COPY\_QUOTE, X.USED\_MY\_LIST, X.USED\_OLBP, X.USED\_ORDER\_INQUIRE, X.USED\_QUICK\_ORDER, X.USED\_REDEEM\_PPP, X.USED\_S2S\_ORDER, X.USED\_UPLOAD\_SPREADSHEET, X.ACCEPT\_PRO\_PLUS, CASE WHEN X.MIN\_YM\_IN\_SAMPLE = X.YEARMONTH THEN 1 ELSE 0 END MIN\_FOL\_ORDER\_YM, CASE WHEN X.MAX\_YM\_IN\_SAMPLE = X.YEARMONTH THEN 1 ELSE 0 END MAX\_FOL\_ORDER\_YM, CASE WHEN X.LM\_FOL\_CUSTOMER = 1 AND X.FOL\_CUSTOMER = 1 THEN 0 WHEN X.LM\_FOL\_CUSTOMER = 1 AND X.FOL\_CUSTOMER = 0 THEN 1 ELSE -999 END CUST\_CHURN\_CAT, X.HIST\_MONTHS\_TENURE, X.HIST\_FOL\_MON\_TENURE, case when X.HIST\_MONTHS\_TENURE = 0 then 0 else ROUND(X.HIST\_FOL\_MON\_TENURE/X.HIST\_MONTHS\_TENURE\*100,2) end AS PCT\_TENURE\_FOL, X.CNT\_ROLLING\_MONTHS, case when X.TOT\_ROLLING\_SLS < 1 then 0 else ln(X.TOT\_ROLLING\_SLS) end as LTOT\_ROLLING\_SLS, case when X.ROLLING\_FOL\_SLS <1 then 0 else LN(X.ROLLING\_FOL\_SLS) END AS LROLLING\_FOL\_SLS, CASE WHEN X.ROLLING\_FOL\_LINES<1 THEN 0 ELSE LN(X.ROLLING\_FOL\_LINES) END AS LROLLING\_FOL\_LINES, CASE WHEN X.ROLLING\_TOT\_LINES<1 THEN 0 ELSE LN(X.ROLLING\_TOT\_LINES) END AS LROLLING\_TOT\_LINES, CASE WHEN X.ROLLING\_TOT\_SSES<1 THEN 0 ELSE LN(X.ROLLING\_TOT\_SSES) END AS LROLLING\_TOT\_SSES, CASE WHEN (X.ROLLING\_TOT\_SSES - X.ROLLING\_TOT\_SEARCHES) <1 THEN 0 ELSE LN(X.ROLLING\_TOT\_SSES - X.ROLLING\_TOT\_SEARCHES) END AS ROLLING\_HV\_SSES, CASE WHEN X.ROLLING\_TOT\_SSES <1 THEN 0 ELSE ROUND((1-X.ROLLING\_TOT\_SEARCHES/X.ROLLING\_TOT\_SSES),2) END AS ROLLING\_SHARE\_NON\_SEARCH\_SSES, CASE WHEN X.TOT\_ROLLING\_SLS<1 THEN 0 WHEN X.ROLLING\_PC\_TOT\_SLS<1 THEN 0 ELSE ROUND((CASE WHEN X.MAN\_ROLLING\_SLS <0 THEN 0 ELSE X.MAN\_ROLLING\_SLS/X.TOT\_ROLLING\_SLS END - CASE WHEN X.ROLLING\_PC\_MAN\_SLS <0 THEN 0 ELSE X.ROLLING\_PC\_MAN\_SLS/X.ROLLING\_PC\_TOT\_SLS END)\*100 + 100,2) END AS ROLLING\_MDI, CASE WHEN X.TOT\_ROLLING\_SLS<1 THEN 0 WHEN X.MAN\_ROLLING\_SLS <0 THEN 0 ELSE ROUND(X.MAN\_ROLLING\_SLS/X.TOT\_ROLLING\_SLS\*100,2) END AS ROLLING\_MAN\_PCT, CASE WHEN X.TOT\_ROLLING\_SLS<1 THEN 0 WHEN X.ROLLING\_NET\_JOB\_SLS <0 THEN 0 ELSE ROUND(X.ROLLING\_NET\_JOB\_SLS/X.TOT\_ROLLING\_SLS\*100,2) END AS ROLLING\_JOB\_PCT, CASE WHEN X.TOT\_ROLLING\_SLS<1 THEN 0 WHEN X.ROLLING\_FOL\_SLS <0 then 0 ELSE ROUND(X.ROLLING\_FOL\_SLS/X.TOT\_ROLLING\_SLS\*100,2) END AS ROLLING\_FOL\_SHR\_SALES\_PCT, CASE WHEN X.TOT\_ROLLING\_SLS<1 THEN 0 ELSE ROUND((1 - CASE WHEN X.ROLLING\_NET\_NONBID\_SLS <0 THEN 0 ELSE X.ROLLING\_NET\_NONBID\_SLS/X.TOT\_ROLLING\_SLS end)\*100,2) END AS ROLLING\_NET\_BID\_PCT, CASE WHEN X.ROLLING\_FOL\_SLS<1 THEN 0 ELSE ROUND((1 - CASE WHEN X.ROLLING\_FOL\_NONBID\_SLS<0 THEN 0 ELSE X.ROLLING\_FOL\_NONBID\_SLS/X.ROLLING\_FOL\_SLS end)\*100,2) END AS ROLLING\_FOL\_BID\_PCT, CASE WHEN X.ROLLING\_FOL\_SLS<1 THEN 0 when X.ROLLING\_FOL\_JOB\_SLS <0 then 0 ELSE ROUND(X.ROLLING\_FOL\_JOB\_SLS/X.ROLLING\_FOL\_SLS\*100,2) END AS ROLLING\_FOL\_JOB\_PCT, CASE WHEN X.ROLLING\_TOT\_LINES<1 THEN 0 when X.ROLLING\_FOL\_LINES <0 then 0 ELSE ROUND(X.ROLLING\_FOL\_LINES/X.ROLLING\_TOT\_LINES\*100,2) END AS ROLLING\_FOL\_SHR\_LINES\_PCT, CASE WHEN X.TOT\_MOVAVG\_SLS<1 THEN 0 when X.LAG1\_NET\_SLS <0 then 0 ELSE ROUND(X.LAG1\_NET\_SLS/X.TOT\_MOVAVG\_SLS\*100,2) END AS MOVAVG\_TOT\_SLS\_RATIO, CASE WHEN X.MOVAVG\_NET\_JOB\_SLS <1 THEN 0 when X.LAG1\_NET\_JOB\_SLS <0 then 0 ELSE ROUND( X.LAG1\_NET\_JOB\_SLS/X.MOVAVG\_NET\_JOB\_SLS\*100,2) END AS MOVAVG\_NETJOBSLS\_RATIO, CASE WHEN X.MOVAVG\_FOL\_SLS <1 THEN 0 when X.LAG1\_FOL\_SLS <0 then 0 else ROUND(X.LAG1\_FOL\_SLS/X.MOVAVG\_FOL\_SLS\*100) END AS MOVAVG\_FOL\_SLS\_RATIO, CASE WHEN X.MOVAVG\_NET\_NONBID\_SLS <1 THEN 0 when X.LAG1\_NET\_NONBID\_SLS <0 then 0 ELSE ROUND(X.LAG1\_NET\_NONBID\_SLS/X.MOVAVG\_NET\_NONBID\_SLS\*100) END AS MOVAVG\_NETNONBIDSLS\_RATIO, CASE WHEN X.MOVAVG\_FOL\_NONBID\_SLS <1 THEN 0 when X.LAG1\_FOL\_NONBID\_SLS <0 then 0 ELSE ROUND(X.LAG1\_FOL\_NONBID\_SLS/X.MOVAVG\_FOL\_NONBID\_SLS\*100) END AS MOVAVG\_FOLNONBIDSLS\_RATIO, CASE WHEN X.MOVAVG\_FOL\_JOB\_SLS <1 THEN 0 when X.LAG1\_FOL\_JOB\_SLS <0 then 0 ELSE ROUND(X.LAG1\_FOL\_JOB\_SLS/X.MOVAVG\_FOL\_JOB\_SLS\*100) END AS MOVAVG\_FOLJOBSLS\_RATIO, CASE WHEN X.MOVAVG\_FOL\_LINES <1 THEN 0 when X.LAG1\_FOL\_LINES<0 then 0 ELSE ROUND(X.LAG1\_FOL\_LINES/X.MOVAVG\_FOL\_LINES\*100) END AS MOVAVG\_FOLLINES\_RATIO, CASE WHEN X.MOVAVG\_TOT\_LINES <1 THEN 0 when X.LAG1\_TOT\_LINES <0 then 0 ELSE ROUND(X.LAG1\_TOT\_LINES/X.MOVAVG\_TOT\_LINES\*100) END AS MOVAVG\_TOTLINES\_RATIO, CASE WHEN X.MOVAVG\_TOT\_SSES <1 THEN 0 when X.LAG1\_TOT\_SSES <0 then 0 ELSE ROUND(X.LAG1\_TOT\_SSES/X.MOVAVG\_TOT\_SSES\*100) END AS MOVAVG\_TOTSSE\_RATIO, case when X.LAG1\_NET\_SLS <1 then 0 else ln(X.LAG1\_NET\_SLS) end - case when X.LAG2\_NET\_SLS <1 then 0 else ln(X.LAG2\_NET\_SLS) end as DLOG\_NET\_SLS, case when X.LAG1\_FOL\_SLS <1 then 0 else ln(X.LAG1\_FOL\_SLS) end - case when X.LAG2\_FOL\_SLS <1 then 0 else ln(X.LAG2\_FOL\_SLS) end as DLOG\_FOL\_SLS, case when X.LAG1\_NET\_JOB\_SLS <1 then 0 else ln(X.LAG1\_NET\_JOB\_SLS) end - case when X.LAG2\_NET\_JOB\_SLS <1 then 0 else ln(X.LAG2\_NET\_JOB\_SLS) end as DLOG\_NET\_JOBSLS, case when (case when X.LAG1\_NET\_SLS<0 then 0 else X.LAG1\_NET\_SLS end - case when X.LAG1\_NET\_NONBID\_SLS <0 then 0 else X.LAG1\_NET\_NONBID\_SLS end) <1 then 0 else ln(case when X.LAG1\_NET\_SLS<0 then 0 else X.LAG1\_NET\_SLS end - case when X.LAG1\_NET\_NONBID\_SLS <0 then 0 else X.LAG1\_NET\_NONBID\_SLS end) end - case when (case when X.LAG2\_NET\_SLS <0 then 0 else X.LAG2\_NET\_SLS end - case when X.LAG2\_NET\_NONBID\_SLS<0 then 0 else X.LAG2\_NET\_NONBID\_SLS end) <1 then 0 else ln(case when X.LAG2\_NET\_SLS <0 then 0 else X.LAG2\_NET\_SLS end - case when X.LAG2\_NET\_NONBID\_SLS<0 then 0 else X.LAG2\_NET\_NONBID\_SLS end) end as DLOG\_NET\_BIDSLS, case when (case when X.LAG1\_FOL\_SLS<0 then 0 else X.LAG1\_FOL\_SLS end - case when X.LAG1\_FOL\_NONBID\_SLS<0 then 0 else X.LAG1\_FOL\_NONBID\_SLS end ) <1 then 0 else ln(case when X.LAG1\_FOL\_SLS<0 then 0 else X.LAG1\_FOL\_SLS end - case when X.LAG1\_FOL\_NONBID\_SLS<0 then 0 else X.LAG1\_FOL\_NONBID\_SLS end) end - case when (case when X.LAG2\_FOL\_SLS<0 then 0 else X.LAG2\_FOL\_SLS end - case when X.LAG2\_FOL\_NONBID\_SLS<0 then 0 else X.LAG2\_FOL\_NONBID\_SLS end) <1 then 0 else ln(case when X.LAG2\_FOL\_SLS<0 then 0 else X.LAG2\_FOL\_SLS end - case when X.LAG2\_FOL\_NONBID\_SLS<0 then 0 else X.LAG2\_FOL\_NONBID\_SLS end) end as DLOG\_FOL\_BIDSLS, case when X.LAG1\_FOL\_JOB\_SLS <1 then 0 else ln(X.LAG1\_FOL\_JOB\_SLS) end - case when X.LAG2\_FOL\_JOB\_SLS <1 then 0 else ln(X.LAG2\_FOL\_JOB\_SLS) end as DLOG\_FOL\_JOBSLS, case when X.LAG1\_FOL\_LINES <1 then 0 else ln(X.LAG1\_FOL\_LINES) end - case when X.LAG2\_FOL\_LINES <1 then 0 else ln(X.LAG2\_FOL\_LINES) end as DLOG\_FOL\_LINES, case when X.LAG1\_TOT\_LINES <1 then 0 else ln(X.LAG1\_TOT\_LINES) end - case when X.LAG2\_TOT\_LINES <1 then 0 else ln(X.LAG2\_TOT\_LINES) end as DLOG\_TOT\_LINES, case when X.LAG1\_TOT\_SSES <1 then 0 else ln(X.LAG1\_TOT\_SSES) end - case when X.LAG2\_TOT\_SSES <1 then 0 else ln(X.LAG2\_TOT\_SSES) end as DLOG\_TOT\_SSES, case when (X.LAG1\_TOT\_SSES - X.LAG1\_TOT\_SEARCHES) <1 then 0 else ln((X.LAG1\_TOT\_SSES - X.LAG1\_TOT\_SEARCHES)) end - case when (X.LAG2\_TOT\_SSES - X.LAG2\_TOT\_SEARCHES) <1 then 0 else ln((X.LAG2\_TOT\_SSES - X.LAG2\_TOT\_SEARCHES)) end as DLOG\_HV\_SSES, case when X.LAG1\_NET\_SLS <1 then 0 else LN(X.LAG1\_NET\_SLS) end LLAG1\_NET\_SLS, case when X.LAG2\_NET\_SLS <1 then 0 else LN(X.LAG2\_NET\_SLS) end LLAG2\_NET\_SLS, case when X.LAG1\_FOL\_SLS <1 then 0 else LN(X.LAG1\_FOL\_SLS) end LLAG1\_FOL\_SLS, case when X.LAG2\_FOL\_SLS <1 then 0 else LN(X.LAG2\_FOL\_SLS) end LLAG2\_FOL\_SLS, CASE WHEN X.LAG1\_YM\_TOT>0 AND X.LAG2\_YM\_TOT>0 AND X.LAG3\_YM\_TOT>0 AND X.LAG4\_YM\_TOT>0 AND X.LAG5\_YM\_TOT>0 AND X.LAG6\_YM\_TOT>0 AND X.LAG7\_YM\_TOT>0 AND X.LAG8\_YM\_TOT>0 AND X.LAG9\_YM\_TOT>0 AND X.LAG10\_YM\_TOT>0 AND X.LAG11\_YM\_TOT>0 AND X.LAG12\_YM\_TOT>0 AND X.LAG13\_YM\_TOT>0 AND X.LAG14\_YM\_TOT>0 AND X.LAG15\_YM\_TOT>0 AND X.LAG16\_YM\_TOT>0 AND X.LAG17\_YM\_TOT>0 AND X.LAG18\_YM\_TOT>0 AND X.LAG19\_YM\_TOT>0 AND X.LAG20\_YM\_TOT>0 AND X.LAG21\_YM\_TOT>0 AND X.LAG22\_YM\_TOT>0 AND X.LAG23\_YM\_TOT>0 AND X.LAG24\_YM\_TOT>0 THEN '24CONSEC' WHEN X.LAG1\_YM\_TOT>0 AND X.LAG2\_YM\_TOT>0 AND X.LAG3\_YM\_TOT>0 AND X.LAG4\_YM\_TOT>0 AND X.LAG5\_YM\_TOT>0 AND X.LAG6\_YM\_TOT>0 AND X.LAG7\_YM\_TOT>0 AND X.LAG8\_YM\_TOT>0 AND X.LAG9\_YM\_TOT>0 AND X.LAG10\_YM\_TOT>0 AND X.LAG11\_YM\_TOT>0 AND X.LAG12\_YM\_TOT>0 AND X.LAG13\_YM\_TOT>0 AND X.LAG14\_YM\_TOT>0 AND X.LAG15\_YM\_TOT>0 AND X.LAG16\_YM\_TOT>0 AND X.LAG17\_YM\_TOT>0 AND X.LAG18\_YM\_TOT>0 THEN '18CONSEC' WHEN X.LAG1\_YM\_TOT>0 AND X.LAG2\_YM\_TOT>0 AND X.LAG3\_YM\_TOT>0 AND X.LAG4\_YM\_TOT>0 AND X.LAG5\_YM\_TOT>0 AND X.LAG6\_YM\_TOT>0 AND X.LAG7\_YM\_TOT>0 AND X.LAG8\_YM\_TOT>0 AND X.LAG9\_YM\_TOT>0 AND X.LAG10\_YM\_TOT>0 AND X.LAG11\_YM\_TOT>0 AND X.LAG12\_YM\_TOT>0 THEN '12CONSEC' WHEN X.LAG1\_YM\_TOT>0 AND X.LAG2\_YM\_TOT>0 AND X.LAG3\_YM\_TOT>0 AND X.LAG4\_YM\_TOT>0 AND X.LAG5\_YM\_TOT>0 AND X.LAG6\_YM\_TOT>0 THEN '6CONSEC' WHEN X.LAG1\_YM\_TOT>0 AND X.LAG2\_YM\_TOT>0 AND X.LAG3\_YM\_TOT>0 THEN '3CONSEC' WHEN X.LAG1\_YM\_TOT>0 AND X.LAG2\_YM\_TOT>0 THEN '2CONSEC' WHEN X.LAG1\_YM\_TOT>0 THEN '1CONSEC' ELSE '0CONSEC' END TOT\_MONTH\_CONSEC, CASE WHEN X.LAG1\_YM\_FOL>0 AND X.LAG2\_YM\_FOL>0 AND X.LAG3\_YM\_FOL>0 AND X.LAG4\_YM\_FOL>0 AND X.LAG5\_YM\_FOL>0 AND X.LAG6\_YM\_FOL>0 AND X.LAG7\_YM\_FOL>0 AND X.LAG8\_YM\_FOL>0 AND X.LAG9\_YM\_FOL>0 AND X.LAG10\_YM\_FOL>0 AND X.LAG11\_YM\_FOL>0 AND X.LAG12\_YM\_FOL>0 AND X.LAG13\_YM\_FOL>0 AND X.LAG14\_YM\_FOL>0 AND X.LAG15\_YM\_FOL>0 AND X.LAG16\_YM\_FOL>0 AND X.LAG17\_YM\_FOL>0 AND X.LAG18\_YM\_FOL>0 AND X.LAG19\_YM\_FOL>0 AND X.LAG20\_YM\_FOL>0 AND X.LAG21\_YM\_FOL>0 AND X.LAG22\_YM\_FOL>0 AND X.LAG23\_YM\_FOL>0 AND X.LAG24\_YM\_FOL>0 THEN '24CONSEC' WHEN X.LAG1\_YM\_FOL>0 AND X.LAG2\_YM\_FOL>0 AND X.LAG3\_YM\_FOL>0 AND X.LAG4\_YM\_FOL>0 AND X.LAG5\_YM\_FOL>0 AND X.LAG6\_YM\_FOL>0 AND X.LAG7\_YM\_FOL>0 AND X.LAG8\_YM\_FOL>0 AND X.LAG9\_YM\_FOL>0 AND X.LAG10\_YM\_FOL>0 AND X.LAG11\_YM\_FOL>0 AND X.LAG12\_YM\_FOL>0 AND X.LAG13\_YM\_FOL>0 AND X.LAG14\_YM\_FOL>0 AND X.LAG15\_YM\_FOL>0 AND X.LAG16\_YM\_FOL>0 AND X.LAG17\_YM\_FOL>0 AND X.LAG18\_YM\_FOL>0 THEN '18CONSEC' WHEN X.LAG1\_YM\_FOL>0 AND X.LAG2\_YM\_FOL>0 AND X.LAG3\_YM\_FOL>0 AND X.LAG4\_YM\_FOL>0 AND X.LAG5\_YM\_FOL>0 AND X.LAG6\_YM\_FOL>0 AND X.LAG7\_YM\_FOL>0 AND X.LAG8\_YM\_FOL>0 AND X.LAG9\_YM\_FOL>0 AND X.LAG10\_YM\_FOL>0 AND X.LAG11\_YM\_FOL>0 AND X.LAG12\_YM\_FOL>0 THEN '12CONSEC' WHEN X.LAG1\_YM\_FOL>0 AND X.LAG2\_YM\_FOL>0 AND X.LAG3\_YM\_FOL>0 AND X.LAG4\_YM\_FOL>0 AND X.LAG5\_YM\_FOL>0 AND X.LAG6\_YM\_FOL>0 THEN '6CONSEC' WHEN X.LAG1\_YM\_FOL>0 AND X.LAG2\_YM\_FOL>0 AND X.LAG3\_YM\_FOL>0 THEN '3CONSEC' WHEN X.LAG1\_YM\_FOL>0 AND X.LAG2\_YM\_FOL>0 THEN '2CONSEC' WHEN X.LAG1\_YM\_FOL>0 THEN '1CONSEC' ELSE '0CONSEC' END FOL\_MONTH\_CONSEC FROM ( select bch.YEARMONTH, bch.MON, bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK as ZKEY, FC.CUSTOMER\_TYPE, FC.PRICE\_COLUMN, fc.DOM\_TYPE\_II, fc.DIVISION\_NAME, NVL(fc.CREDIT\_LIMIT,0) CREDIT\_LIMIT, FC.OS\_HA, NVL(SUM(SUM(bch.TOTAL\_USERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG\_USERS, NVL(SUM(SUM(bch.ACTIVE\_USERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG\_ACTIVE\_USERS, NVL(SUM(SUM(bch.ORDERING\_USERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG\_ORDERING\_USERS, CASE WHEN BCH.FIRST\_ACCOUNTS\_PAYABLE >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_ACCTS\_PAYABLE, CASE WHEN BCH.FIRST\_AVAILABILITY\_CHECKS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_AVAIL\_CHECK, CASE WHEN BCH.FIRST\_COPY\_QUOTE >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_COPY\_QUOTE, CASE WHEN BCH.FIRST\_MY\_LIST\_ADDS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_MY\_LIST, CASE WHEN BCH.FIRST\_OLBP\_BILLTRUST >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_OLBP, CASE WHEN BCH.FIRST\_ORDER\_INQUIRY >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_ORDER\_INQUIRE, CASE WHEN BCH.FIRST\_QUICK\_ORDER >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_QUICK\_ORDER, CASE WHEN BCH.FIRST\_REDEEM\_PRO\_PLUS\_POINTS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_REDEEM\_PPP, CASE WHEN BCH.FIRST\_S2S\_ORDER >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_S2S\_ORDER, CASE WHEN BCH.FIRST\_UPLOAD\_SPREADSHEET >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END USED\_UPLOAD\_SPREADSHEET, CASE WHEN BCH.FIRST\_REDEEM\_PRO\_PLUS\_POINTS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END ACCEPT\_PRO\_PLUS, MIN(CASE WHEN SUM(BCH.FOL\_INVOICES) > 0 THEN TO\_NUMBER(BCH.YEARMONTH) ELSE 9999999 END) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK) MIN\_YM\_IN\_SAMPLE, MAX(CASE WHEN SUM(BCH.FOL\_INVOICES) > 0 THEN TO\_NUMBER(BCH.YEARMONTH) ELSE -9999999 END) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK) MAX\_YM\_IN\_SAMPLE, CASE WHEN SUM(BCH.FOL\_INVOICES) > 1 THEN 1 ELSE 0 END FOL\_CUSTOMER, CASE WHEN NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) > 0 THEN 1 ELSE 0 END AS LM\_FOL\_CUSTOMER, NVL(SUM(COUNT(DISTINCT BCH.YEARMONTH)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN UNBOUNDED PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS HIST\_MONTHS\_TENURE, NVL(SUM(COUNT(DISTINCT CASE WHEN BCH.FOL\_INVOICES > 0 THEN BCH.YEARMONTH END)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN UNBOUNDED PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS HIST\_FOL\_MON\_TENURE, NVL(SUM(COUNT(DISTINCT CASE WHEN BCH.TOTAL\_ORDERS > 0 THEN BCH.YEARMONTH END)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS CNT\_ROLLING\_MONTHS, NVL(SUM(SUM(BCH.NET\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS TOT\_ROLLING\_SLS, NVL(SUM(SUM(BCH.MANUAL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS MAN\_ROLLING\_SLS, NVL(SUM(SUM(BCH.NET\_SALES)) OVER(PARTITION BY FC.PRICE\_COLUMN ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_PC\_TOT\_SLS, NVL(SUM(SUM(BCH.MANUAL\_SALES)) OVER(PARTITION BY FC.PRICE\_COLUMN ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_PC\_MAN\_SLS, NVL(SUM(SUM(BCH.NET\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_NET\_JOB\_SLS, NVL(SUM(SUM(BCH.FOL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_FOL\_SLS, NVL(SUM(SUM(BCH.NET\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_NET\_NONBID\_SLS, NVL(SUM(SUM(BCH.FOL\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_FOL\_NONBID\_SLS, NVL(SUM(SUM(BCH.FOL\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_FOL\_JOB\_SLS, NVL(SUM(SUM(BCH.FOL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_FOL\_LINES, NVL(SUM(SUM(BCH.TOTAL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_TOT\_LINES, NVL(SUM(SUM(BCH.TOTAL\_SSES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_TOT\_SSES, NVL(SUM(SUM(BCH.SEARCHES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS ROLLING\_TOT\_SEARCHES, ROUND(NVL(AVG(SUM(BCH.NET\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS TOT\_MOVAVG\_SLS, ROUND(NVL(AVG(SUM(BCH.MANUAL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MAN\_MOVAVG\_SLS, ROUND(NVL(AVG(SUM(BCH.NET\_SALES)) OVER(PARTITION BY FC.PRICE\_COLUMN ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_PC\_TOT\_SLS, ROUND(NVL(AVG(SUM(BCH.MANUAL\_SALES)) OVER(PARTITION BY FC.PRICE\_COLUMN ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_PC\_MAN\_SLS, ROUND(NVL(AVG(SUM(BCH.NET\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_NET\_JOB\_SLS, ROUND(NVL(AVG(SUM(BCH.FOL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_FOL\_SLS, ROUND(NVL(AVG(SUM(BCH.NET\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_NET\_NONBID\_SLS, ROUND(NVL(AVG(SUM(BCH.FOL\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_FOL\_NONBID\_SLS, ROUND(NVL(AVG(SUM(BCH.FOL\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_FOL\_JOB\_SLS, ROUND(NVL(AVG(SUM(BCH.FOL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_FOL\_LINES, ROUND(NVL(AVG(SUM(BCH.TOTAL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_TOT\_LINES, ROUND(NVL(AVG(SUM(BCH.TOTAL\_SSES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_TOT\_SSES, ROUND(NVL(AVG(SUM(BCH.SEARCHES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0),2) AS MOVAVG\_TOT\_SEARCHES, NVL(SUM(SUM(BCH.NET\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_NET\_SLS, NVL(SUM(SUM(BCH.NET\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_NET\_SLS, NVL(SUM(SUM(BCH.FOL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_FOL\_SLS, NVL(SUM(SUM(BCH.FOL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_FOL\_SLS, NVL(SUM(SUM(BCH.MANUAL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_MAN\_SLS, NVL(SUM(SUM(BCH.MANUAL\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_MAN\_SLS, NVL(SUM(SUM(BCH.NET\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_NET\_JOB\_SLS, NVL(SUM(SUM(BCH.NET\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_NET\_JOB\_SLS, NVL(SUM(SUM(BCH.NET\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_NET\_NONBID\_SLS, NVL(SUM(SUM(BCH.NET\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_NET\_NONBID\_SLS, NVL(SUM(SUM(BCH.FOL\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_FOL\_NONBID\_SLS, NVL(SUM(SUM(BCH.FOL\_NONBID\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_FOL\_NONBID\_SLS, NVL(SUM(SUM(BCH.FOL\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_FOL\_JOB\_SLS, NVL(SUM(SUM(BCH.FOL\_JOB\_SALES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_FOL\_JOB\_SLS, NVL(SUM(SUM(BCH.FOL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_FOL\_LINES, NVL(SUM(SUM(BCH.FOL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_FOL\_LINES, NVL(SUM(SUM(BCH.TOTAL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_TOT\_LINES, NVL(SUM(SUM(BCH.TOTAL\_LINES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_TOT\_LINES, NVL(SUM(SUM(BCH.TOTAL\_SSES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_TOT\_SSES, NVL(SUM(SUM(BCH.TOTAL\_SSES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_TOT\_SSES, NVL(SUM(SUM(BCH.SEARCHES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_TOT\_SEARCHES, NVL(SUM(SUM(BCH.SEARCHES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_TOT\_SEARCHES, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '3' MONTH PRECEDING),0) AS LAG3\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '4' MONTH PRECEDING AND INTERVAL '4' MONTH PRECEDING),0) AS LAG4\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '5' MONTH PRECEDING AND INTERVAL '5' MONTH PRECEDING),0) AS LAG5\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '6' MONTH PRECEDING AND INTERVAL '6' MONTH PRECEDING),0) AS LAG6\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '7' MONTH PRECEDING AND INTERVAL '7' MONTH PRECEDING),0) AS LAG7\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '8' MONTH PRECEDING AND INTERVAL '8' MONTH PRECEDING),0) AS LAG8\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '9' MONTH PRECEDING AND INTERVAL '9' MONTH PRECEDING),0) AS LAG9\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '10' MONTH PRECEDING AND INTERVAL '10' MONTH PRECEDING),0) AS LAG10\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '11' MONTH PRECEDING AND INTERVAL '11' MONTH PRECEDING),0) AS LAG11\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '12' MONTH PRECEDING),0) AS LAG12\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '13' MONTH PRECEDING AND INTERVAL '13' MONTH PRECEDING),0) AS LAG13\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '14' MONTH PRECEDING AND INTERVAL '14' MONTH PRECEDING),0) AS LAG14\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '15' MONTH PRECEDING AND INTERVAL '15' MONTH PRECEDING),0) AS LAG15\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '16' MONTH PRECEDING AND INTERVAL '16' MONTH PRECEDING),0) AS LAG16\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '17' MONTH PRECEDING AND INTERVAL '17' MONTH PRECEDING),0) AS LAG17\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '18' MONTH PRECEDING AND INTERVAL '18' MONTH PRECEDING),0) AS LAG18\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '19' MONTH PRECEDING AND INTERVAL '19' MONTH PRECEDING),0) AS LAG19\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '20' MONTH PRECEDING AND INTERVAL '20' MONTH PRECEDING),0) AS LAG20\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '21' MONTH PRECEDING AND INTERVAL '21' MONTH PRECEDING),0) AS LAG21\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '22' MONTH PRECEDING AND INTERVAL '22' MONTH PRECEDING),0) AS LAG22\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '23' MONTH PRECEDING AND INTERVAL '23' MONTH PRECEDING),0) AS LAG23\_YM\_TOT, NVL(SUM(SUM(BCH.TOTAL\_ORDERS)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '24' MONTH PRECEDING AND INTERVAL '24' MONTH PRECEDING),0) AS LAG24\_YM\_TOT, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '1' MONTH PRECEDING AND INTERVAL '1' MONTH PRECEDING),0) AS LAG1\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '2' MONTH PRECEDING AND INTERVAL '2' MONTH PRECEDING),0) AS LAG2\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '3' MONTH PRECEDING AND INTERVAL '3' MONTH PRECEDING),0) AS LAG3\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '4' MONTH PRECEDING AND INTERVAL '4' MONTH PRECEDING),0) AS LAG4\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '5' MONTH PRECEDING AND INTERVAL '5' MONTH PRECEDING),0) AS LAG5\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '6' MONTH PRECEDING AND INTERVAL '6' MONTH PRECEDING),0) AS LAG6\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '7' MONTH PRECEDING AND INTERVAL '7' MONTH PRECEDING),0) AS LAG7\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '8' MONTH PRECEDING AND INTERVAL '8' MONTH PRECEDING),0) AS LAG8\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '9' MONTH PRECEDING AND INTERVAL '9' MONTH PRECEDING),0) AS LAG9\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '10' MONTH PRECEDING AND INTERVAL '10' MONTH PRECEDING),0) AS LAG10\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '11' MONTH PRECEDING AND INTERVAL '11' MONTH PRECEDING),0) AS LAG11\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '12' MONTH PRECEDING AND INTERVAL '12' MONTH PRECEDING),0) AS LAG12\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '13' MONTH PRECEDING AND INTERVAL '13' MONTH PRECEDING),0) AS LAG13\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '14' MONTH PRECEDING AND INTERVAL '14' MONTH PRECEDING),0) AS LAG14\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '15' MONTH PRECEDING AND INTERVAL '15' MONTH PRECEDING),0) AS LAG15\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '16' MONTH PRECEDING AND INTERVAL '16' MONTH PRECEDING),0) AS LAG16\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '17' MONTH PRECEDING AND INTERVAL '17' MONTH PRECEDING),0) AS LAG17\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '18' MONTH PRECEDING AND INTERVAL '18' MONTH PRECEDING),0) AS LAG18\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '19' MONTH PRECEDING AND INTERVAL '19' MONTH PRECEDING),0) AS LAG19\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '20' MONTH PRECEDING AND INTERVAL '20' MONTH PRECEDING),0) AS LAG20\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '21' MONTH PRECEDING AND INTERVAL '21' MONTH PRECEDING),0) AS LAG21\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '22' MONTH PRECEDING AND INTERVAL '22' MONTH PRECEDING),0) AS LAG22\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '23' MONTH PRECEDING AND INTERVAL '23' MONTH PRECEDING),0) AS LAG23\_YM\_FOL, NVL(SUM(SUM(BCH.FOL\_INVOICES)) OVER(PARTITION BY bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK ORDER BY to\_date(BCH.YEARMONTH || '01', 'yyyymmdd') RANGE BETWEEN INTERVAL '24' MONTH PRECEDING AND INTERVAL '24' MONTH PRECEDING),0) AS LAG24\_YM\_FOL from NORTH.BRANCH\_CUSTOMER\_HISTORY bch JOIN NORTH.FERGUSON\_CUSTOMERS FC ON bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK = FC.ACCOUNT\_NAME||FC.MAIN\_CUSTOMER\_NK WHERE BCH.FIRST\_ORDER IS NOT NULL GROUP BY bch.YEARMONTH, bch.MON, bch.ACCOUNT\_NAME||bch.MAIN\_CUSTOMER\_NK, FC.CUSTOMER\_TYPE, FC.PRICE\_COLUMN, fc.FC\_GK, fc.DOM\_TYPE\_II, fc.DIVISION\_NAME, NVL(fc.CREDIT\_LIMIT,0), FC.OS\_HA, CASE WHEN BCH.FIRST\_ACCOUNTS\_PAYABLE >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_AVAILABILITY\_CHECKS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_COPY\_QUOTE >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_MY\_LIST\_ADDS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_OLBP\_BILLTRUST >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_ORDER\_INQUIRY >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_QUICK\_ORDER >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_REDEEM\_PRO\_PLUS\_POINTS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_S2S\_ORDER >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_UPLOAD\_SPREADSHEET >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END, CASE WHEN BCH.FIRST\_REDEEM\_PRO\_PLUS\_POINTS >= to\_number(to\_char(to\_date(bch.YEARMONTH || '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) THEN 1 ELSE 0 END ) X ) a JOIN NORTH.BRANCH\_CUSTOMER\_HISTORY B ON A.ZKEY = B.ACCOUNT\_NAME||B.MAIN\_CUSTOMER\_NK AND A.YEARMONTH = TO\_NUMBER(to\_char(to\_date(B.YEARMONTH|| '01', 'yyyymmdd') - numtoyminterval(1, 'month'), 'yyyymm')) where a.FILTER = 'KEEP' and a.LLAG1\_NET\_SLS > 0 and a.LLAG1\_FOL\_SLS > 0"