

Muesli Story

Welcome

Inventory stores finished product in ..

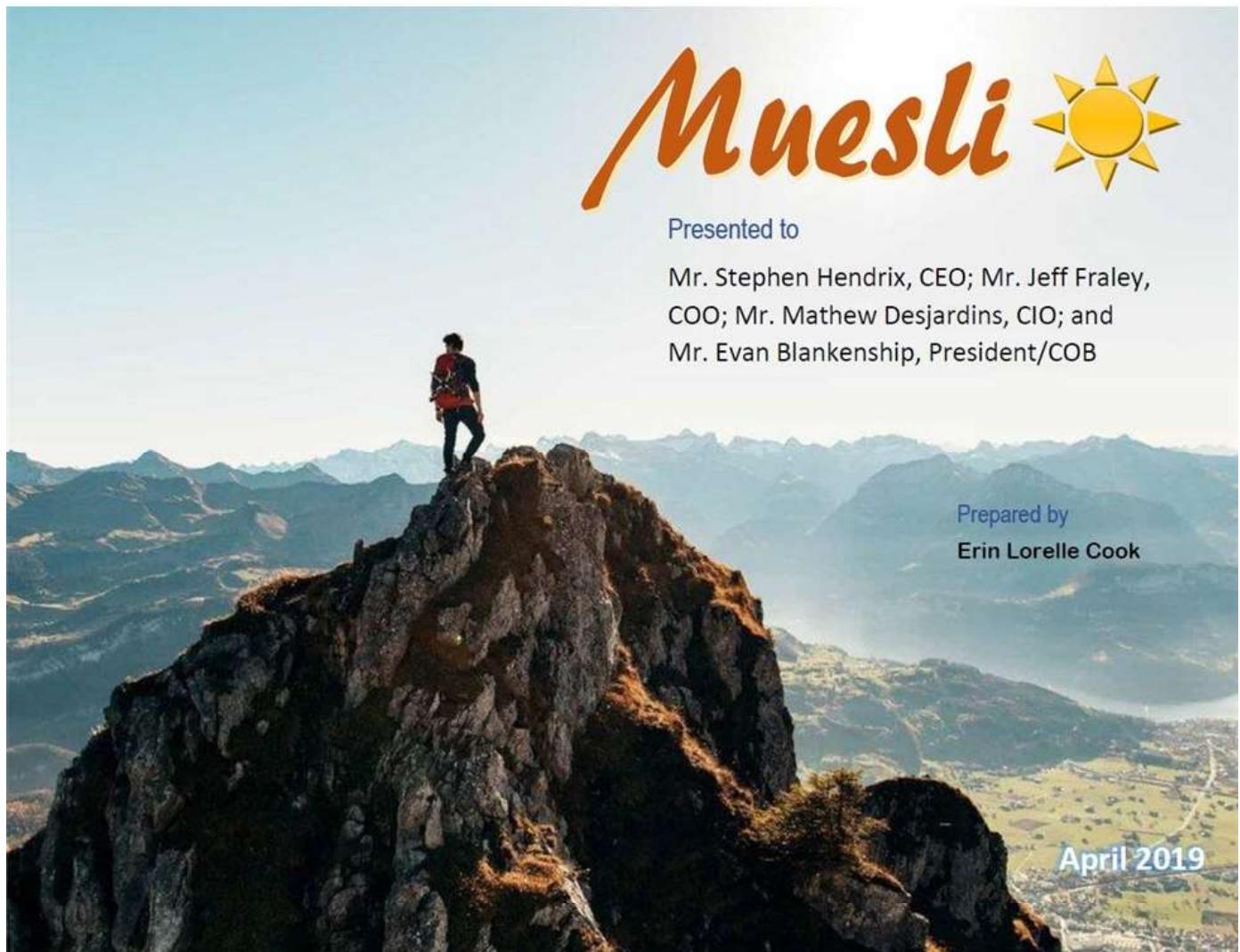
Inventory delta is low for Raisin Mues..

Material yield is also highest for Blueber..

Blueberry and Strawberry are als..

Overall inventory on hand is low compar..

Production drops drastica..



Muesli Story

Welcome	Inventory stores finished product in ..	Inventory delta is low for Raisin Mues..	Material yield is also highest for Blueber..	Blueberry and Strawberry are als..	Overall inventory on hand is low compar..	Production drops drastica..
---------	---	--	--	------------------------------------	---	-----------------------------



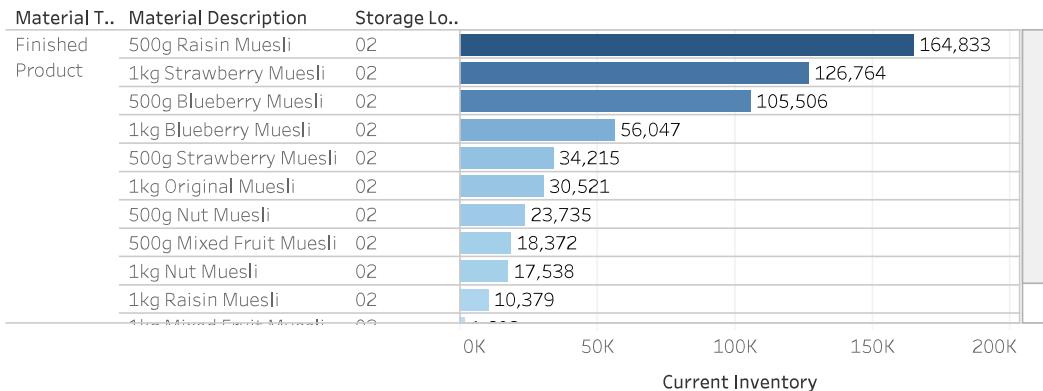
Both charts can be filtered by material size. Applying the filters updates both charts simultaneously.

INVENTORY OF MATERIALS by Location
 This chart shows the total count per item material in inventory. Both sizes are displayed as well as storage location. All items appear to be located in storage location 02 and are Finished Products (versus Raw Materials).

INVENTORY OF MATERIALS (chart)

The right chart shows that inventory has the highest count of 500g Raisin Muesli on-hand. This is good if the company expects to sell this product quickly. Otherwise, this product will remain on the shelf.

Inventory of Materials (location)



Inventory of Materials



Muesli Story

Welcome	Inventory stores finished product in ..	Inventory delta is low for Raisin Mues..	Material yield is also highest for Blueber..	Blueberry and Strawberry are als..	Overall inventory on hand is low compar..	Production drops drastica..
---------	---	--	--	------------------------------------	---	-----------------------------



Net Price

Material Label

- Blueberry Muesli
- Mixed Fruit Muesli
- Nut Muesli
- Original Muesli
- Raisin Muesli
- Strawberry Muesli

INVENTORY OPENING/DELTA/CLOSING

Inventory Delta represents the changes to a material item between opening and closing balance. This chart is broken down by material to see where the most changes take place. In the 1kg size group, Blueberry Museli has the highest opening and closing balance, but Strawberry has the highest delta indicating a significant increase in stock quantity.

ITEM NET PRICE

The below chart shows the net price for each material label. This is the average selling price to the customer and does not include vendor cost. Blueberry has the highest net price and Strawberry is second highest, indicating that they're popular items.

Item Net Price



Inventory Opening/Delta/Closing

Material Type	Storage Locati..	Material Size	Material Description	Inventory Opening Balance	Inventory Delta	Inventory Closing Balance
Finished Product	02	1kg	1kg Blueberry Muesli	\$10,995,570.00	\$56,047.00	\$11,051,617.00
			1kg Mixed Fruit Muesli	\$1,520,784.00	\$1,602.00	\$1,522,386.00
			1kg Nut Muesli	\$6,500,097.00	\$17,538.00	\$6,517,635.00
			1kg Original Muesli	\$4,445,502.00	\$30,521.00	\$4,476,023.00
			1kg Raisin Muesli	\$6,591,561.00	\$10,379.00	\$6,601,940.00
	500g	500g	1kg Strawberry Muesli	\$10,385,305.00	\$126,764.00	\$10,512,069.00
			500g Blueberry Muesli	\$15,341,155.00	\$105,506.00	\$15,446,661.00
			500g Mixed Fruit Muesli	\$2,440,578.00	\$18,372.00	\$2,458,950.00
			500g Nut Muesli	\$15,485,638.00	\$23,735.00	\$15,509,373.00
			500g Original Muesli	\$6,280,434.00	\$0.00	\$6,280,434.00
Grand Total				\$104,915,673.00	\$589,512.00	\$105,505,185.00

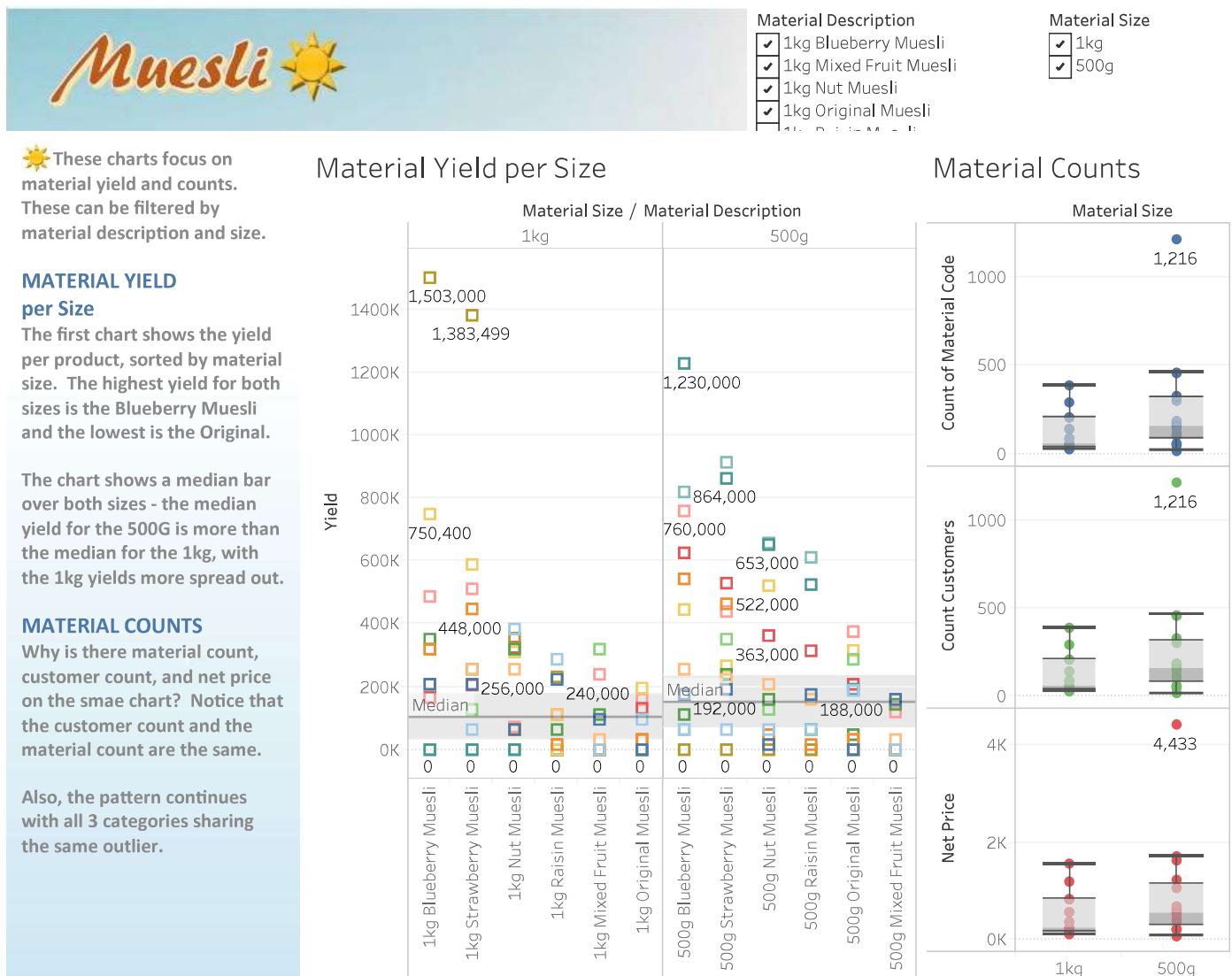
Inventory Opening Balance

\$1,520,784.00

\$15,485,638.00

Muesli Story

Welcome	Inventory stores finished product in ..	Inventory delta is low for Raisin Mues..	Material yield is also highest for Blueber..	Blueberry and Strawberry are als..	Overall inventory on hand is low compar..	Production drops drastically in the la..
---------	---	--	--	------------------------------------	---	--



Muesli Story

Inventory stores finished product..	Inventory delta is low for Raisin Mues..	Material yield is also highest for Blueber..	Blueberry and Strawberry are als..	Overall inventory on hand is low compar..	Production drops drastically in the la..	While costs slightly increase and the cl..
-------------------------------------	--	--	------------------------------------	---	--	--



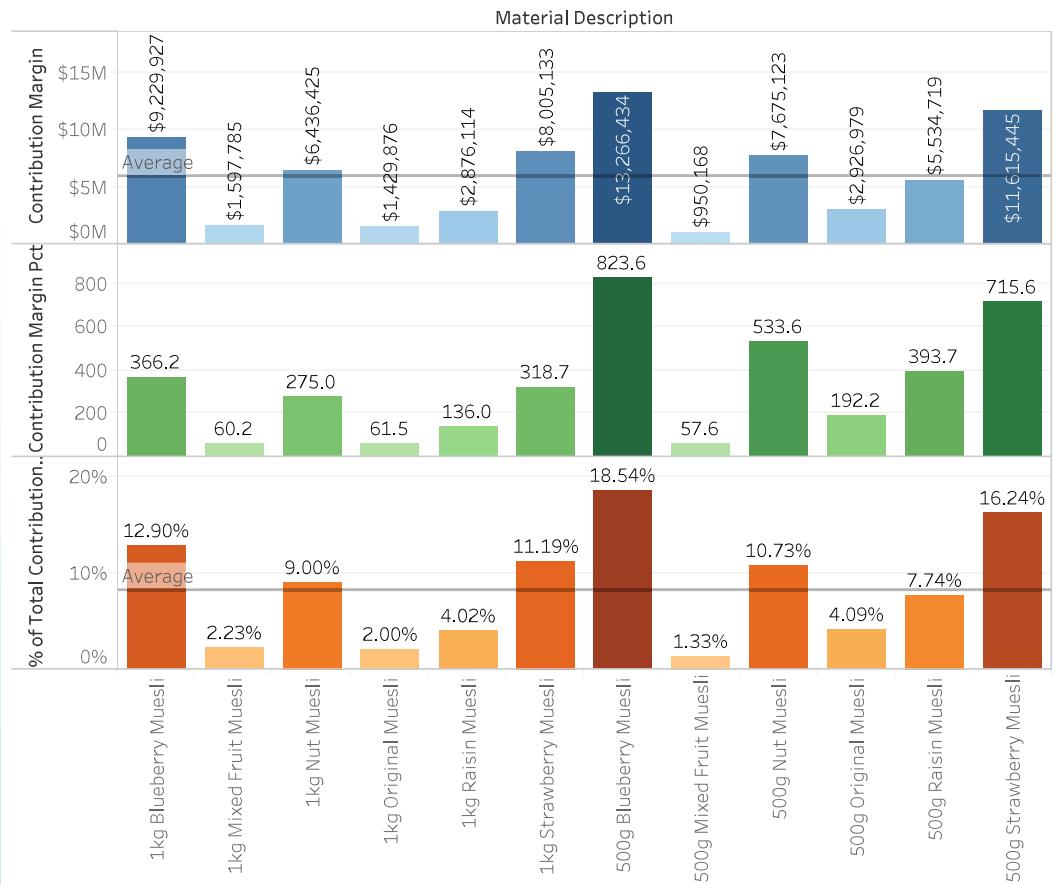
💡 This chart can be filtered by material description size, and Sim Calendar Month.

MARGIN CONTRIBUTION by Item

The contribution margin refers to the revenue after production costs. The top graph shows the calculated margin in dollars for each material. The second graph shows the margin percent of each material item, and the orange graph shows the percent or total margin contribution.

This graph shows that Blueberry Museli, although number one in all three charts, makes up only 18.54% of the total margin. Although significant, it's important to maintain focus on all products, some of which aren't close behind or when combined, could exceed the margin of the leader.

Margin Contribution per Item



Muesli Story

Inventory delta is low for Raisin M..	Material yield is also highest for Blueber..	Blueberry and Strawberry are als..	Overall inventory on hand is low compar..	Production drops drastically in the la..	While costs slightly increase and the cl..	Who's buying? Munich in Bavaria ..
---------------------------------------	--	------------------------------------	---	--	--	------------------------------------



☀ Both charts can be filtered by Sim Calendar Date by month.

QTY SOLD vs INVENTORY

This chart is helpful to determine how much inventory is on hand versus how many were sold. Having a blue bar higher than the orange bar would indicate that too much is on-hand.

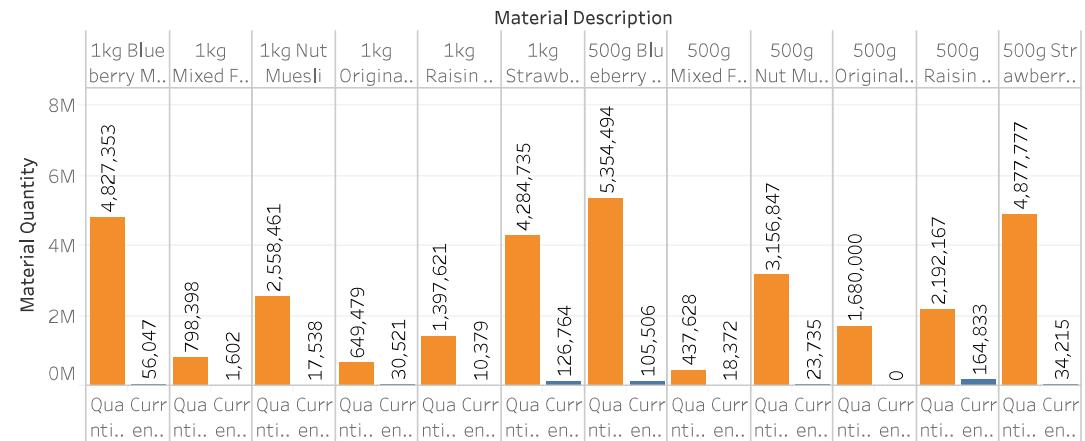
The chart to the right shows a healthy balance to avoid excess to perish in stock. This is also an indicator if more should be kept in inventory based on quantity sold.

Other measures can be applied from the filter box and by Sim Calendar Month.

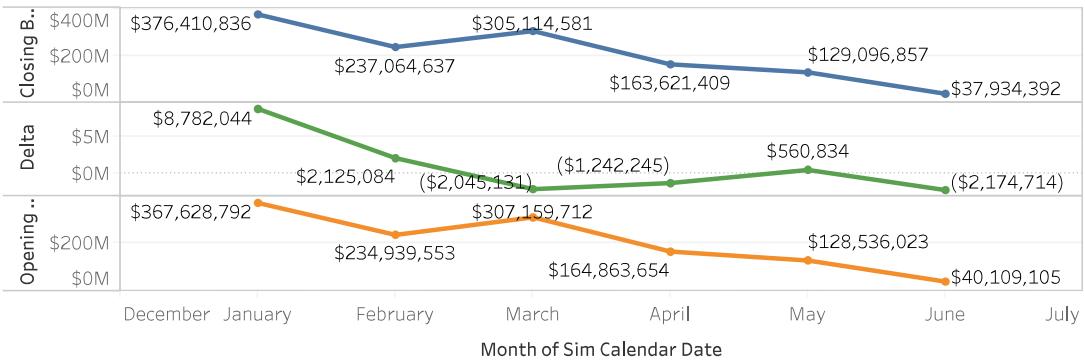
INVENTORY BALANCE by Period

The right chart shows the change in total inventory by Sim Calendar Date. Green, blue, and red represent Opening, Closing and Inventory Delta, respectively. In March, the delta is lowest while both the opening and closing balances increase.

Qty Sold vs Inventory



Inventory Balance (period)



Muesli Story

Material yield is also highest for ..	Blueberry and Strawberry are als..	Overall inventory on hand is low compar..	Production drops drastically in the la..	While costs slightly increase and the cl..	Who's buying? Munich in Bavaria b..	DC 12 also has the highest value and i..
---------------------------------------	------------------------------------	---	--	--	-------------------------------------	--



Count of Material
Month of Sim Calendar Date
June
 Show history

Measure Names
Count of Material De..
Yield

PRODUCTION (by Month)

Comparing the production quantity by the material yield indicates if enough product is being produced monthly to meet and exceed the yield. Production did not meet the yield amount for 500g size materials in March.

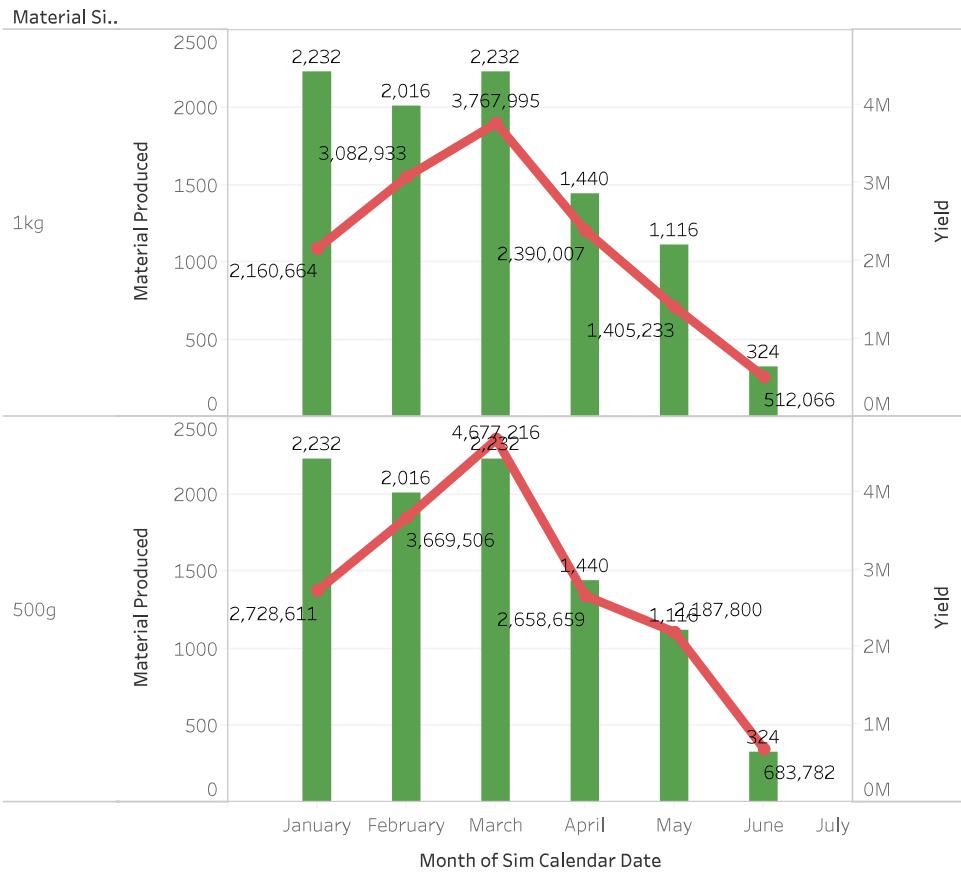
TOTAL MONTHLY PRODUCTION

Below shows the just the total quantity of production sorted by size. It's easy to see with this chart that the same quantities were produced for each size per month.

Total Monthly Production - June



Material Yield vs Production (month)



Muesli Story

Blueberry and
Strawberry are ..

Overall inventory on
hand is low compar..

Production drops
drastically in the la..

While costs slightly
increase and the cl..

Who's buying?
Munich in Bavaria b..

DC 12 also has the
highest value and i..

Buyers are paying
more per unit in th..



Material Description			
<input checked="" type="checkbox"/> 1kg Blueberry Muesli	<input type="checkbox"/> 1kg Raisin Mu..	<input type="checkbox"/> 500g Nut Mue..	
<input checked="" type="checkbox"/> 1kg Mixed Fruit Muesli	<input type="checkbox"/> 1kg Strawberr..	<input type="checkbox"/> 500g Original ..	
<input checked="" type="checkbox"/> 1kg Nut Muesli	<input type="checkbox"/> 500g Blueberr..	<input type="checkbox"/> 500g Raisin M..	
<input checked="" type="checkbox"/> 1kg Original Muesli	<input type="checkbox"/> 500g Mixed Fr..	<input type="checkbox"/> 500g Strawbe..	

Material Description			
<input type="checkbox"/> 1kg Blueberry ..	<input type="checkbox"/> 1kg Raisin Mu..	<input type="checkbox"/> 500g Nut Mue..	
<input type="checkbox"/> 1kg Mixed Frui..	<input type="checkbox"/> 1kg Strawberr..	<input type="checkbox"/> 500g Original ..	
<input type="checkbox"/> 1kg Nut Muesli	<input type="checkbox"/> 500g Blueberr..	<input type="checkbox"/> 500g Raisin M..	
<input type="checkbox"/> 1kg Original M..	<input type="checkbox"/> 500g Mixed Fr..	<input type="checkbox"/> 500g Strawbe..	

💡 These colorful charts can
be filtered by material to get a
better look per Sim Step.

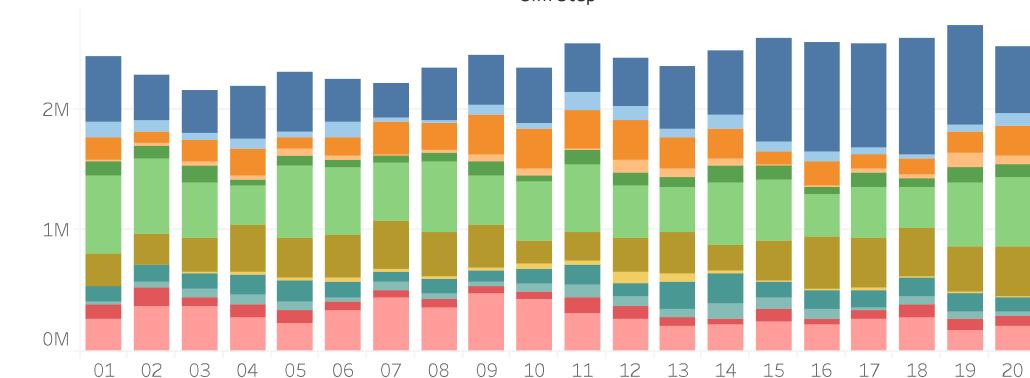
Material Cost by Step

INVENTORY COST by Step

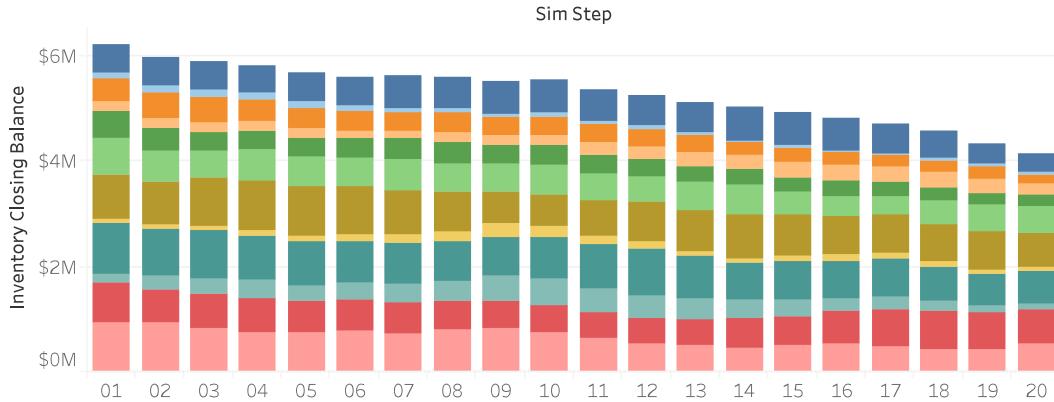
The top chart shows the cost of each material label by Sim Step. The cost increases with some of the products, such as Blueberry, although level overall. With a decrease in production in toward the end of the sim period, and the closing balance in the second graph steadily decreasing, this pattern makes sense, but individual material labels shows less of an overall pattern.

INVENTORY CLOSING BALANCE by Step

The bottom chart shows a steady decline in the closing balance as the Sim Period approaches its end. Production is decreasing so the the closing balance is also likely to decrease as focus is on keeping minimum on hand.



Inventory Closing Balance by Step



Muesli Story

Overall inventory on hand is low c...

Production drops drastically in the Ia..

While costs slightly increase and the cl..

Who's buying? Munich in Bavaria b..

DC 12 also has the highest value and i..

Buyers are paying more per unit in th..

Buyers primarily buy in Q1



Count Sales Orders
13 327

Month of Sim Ca..
January to June and Null values

Distribution Channel
 10
 12
 14

2019 Population

REGIONAL SALES ORDERS

This chart shows the total number of sales orders by Region. Knowing where the sales orders are in relation to population can help determine locations where more production is needed.

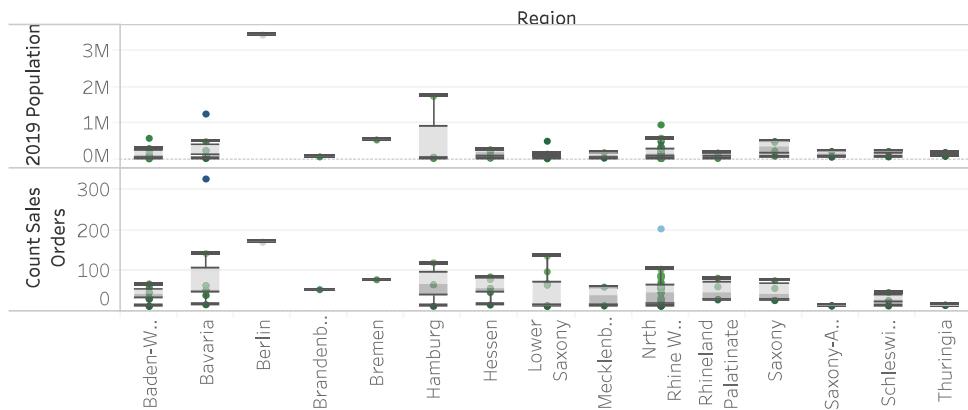
AREA CUSTOMER COUNT

The chart below shows the total number of customers per area: north, south, or west. The chart shows the south is leading in customer count.

MAP OF SALES ORDERS/CUSTOMERS

The map shows city locations, sales orders, and population by city. Berlin has the highest population, but not the highest sales. Why?

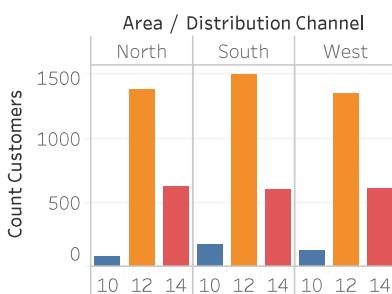
Regional Sales Orders



Map of Sales Orders/Customers



Area Customer Count



Muesli Story

Production drops drastically in th..	While costs slightly increase and the cl..	Who's buying? Munich in Bavaria b..	DC 12 also has the highest value and i..	Buyers are paying more per unit in th..	Buyers primarily buy in Q1	Net value also higher in Q1
--------------------------------------	--	-------------------------------------	--	---	----------------------------	-----------------------------



Area
 Null
 North
 South
 West

Measure Names
 Contribution Margin
 Cost
 Net Value

Distribution Channel
 Null
 10
 12
 14

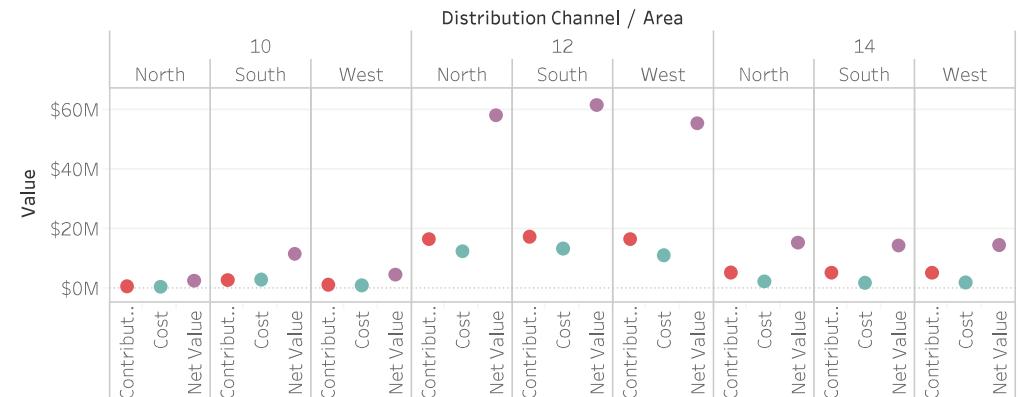
AREA MARGIN

This chart takes a closer look at area contribution, cost, and margin per distribution channel. The chart shows distribution channel 10 in the south has a higher net value than north or west. This makes sense since south area has more sales.

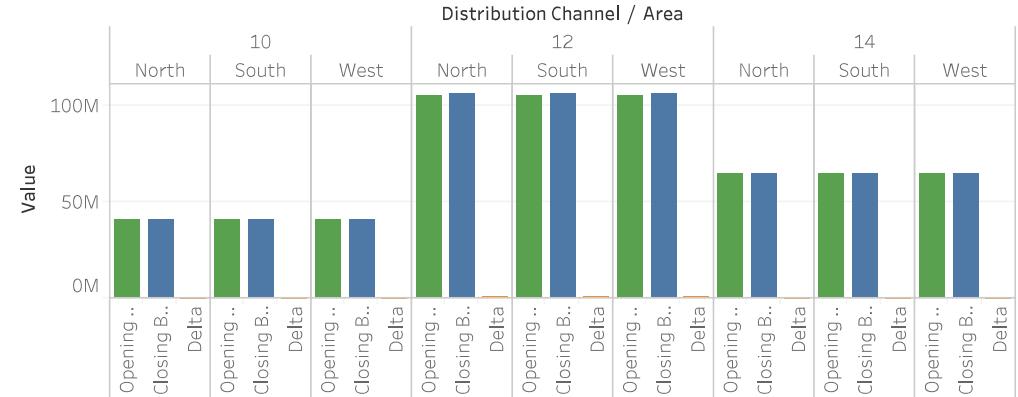
AREA INVENTORY BALANCE

Regardless of the distribution channel or area, inventory delta remains low, possibly selling until sold out. The opening and closing balances have a similar pattern to the top chart, although all areas in 10 are similar. Since south has a higher net value, south 10 could possibly produce more and still keep their delta low.

Area Margin



Area Inventory Balance



Sales Organization

AA
 BB
 CC
 DD
 EE
 FF
 II
 JJ
 KK

Muesli Story

While costs slightly increase..

Who's buying? Munich in Bavaria b..

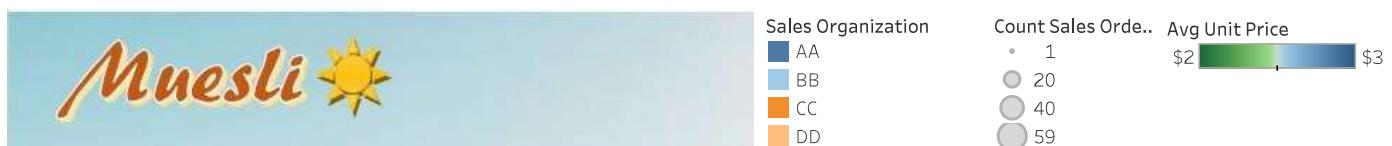
DC 12 also has the highest value and i..

Buyers are paying more per unit in th..

Buyers primarily buy in Q1

Net value also higher in Q1

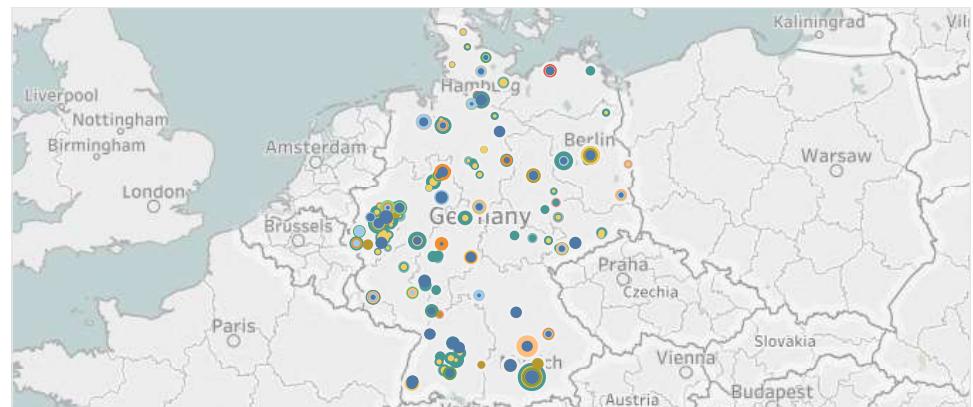
A running total showing tapering o..



MAP OF SALES ORGANIZATIONS

The top map shows the different net sales organizations in the market in addition to number of sales orders. There are multiple sales organizations stacked in larger areas where more sales are present. A large cluster is present in the west making up the majority of the western area's orders.

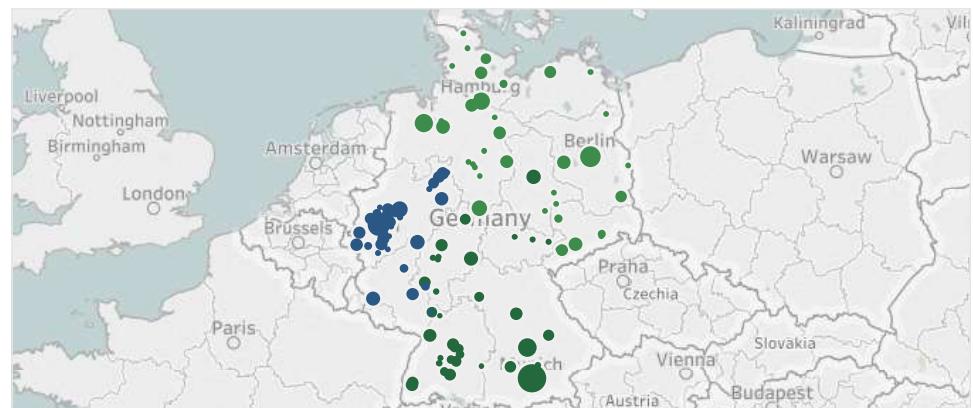
Map of Sales Organizations



MAP OF AVG UNIT PRICE vs CUSTOMER COUNT

The bottom map illustrates the average unit price compared to the customer count. The larger circles indicate higher quantity of customers, such as in the Munich and Berlin, but the blue cluster in the west indicates a higher average price per unit in that area.

Map of Avg Unit Price vs Customer Count



Muesli Story

Who's buying?
Munich in Bavar..

DC 12 also has the
highest value and i..

Buyers are paying
more per unit in th..

Buyers primarily buy
in Q1

Net value also
higher in Q1

A running total
showing tapering o..

What about the
customers themsel..

Month of Sim Calendar Date
January to June
and Null values



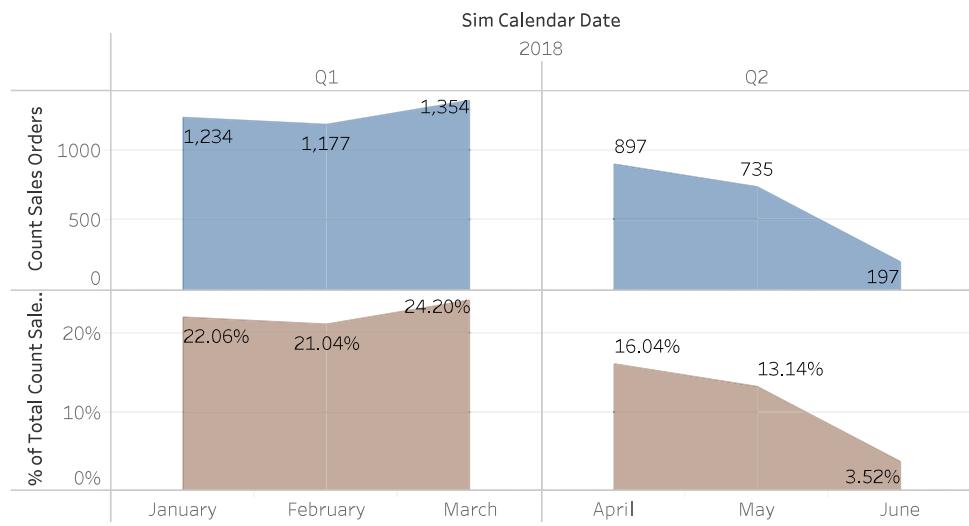
MONTHLY SALES ORDER SUMMARY

The chart on the right shows the number of sales orders and percent of total number of sales per Sim Calendar Month. Q1 has significantly more sales than Q2, and it looks like Q1 makes up 67.3% of the total sales

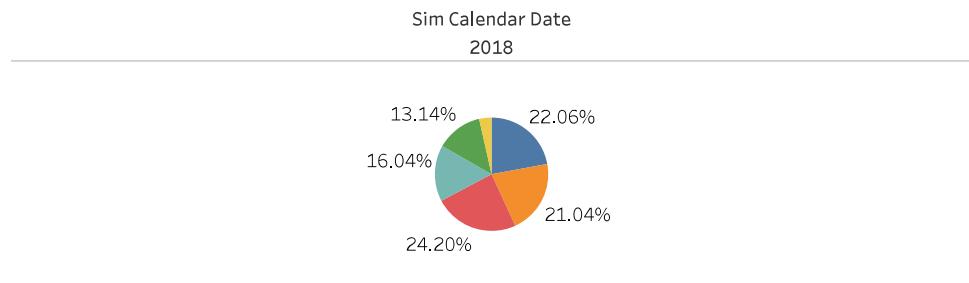
SALES ORDER SUMMARY

The pie chart shows the total percentage of sales for each month in 2018. The first quarter makes up the majority of the sales.

Monthly Sales Order Summary



Sales Order Summary

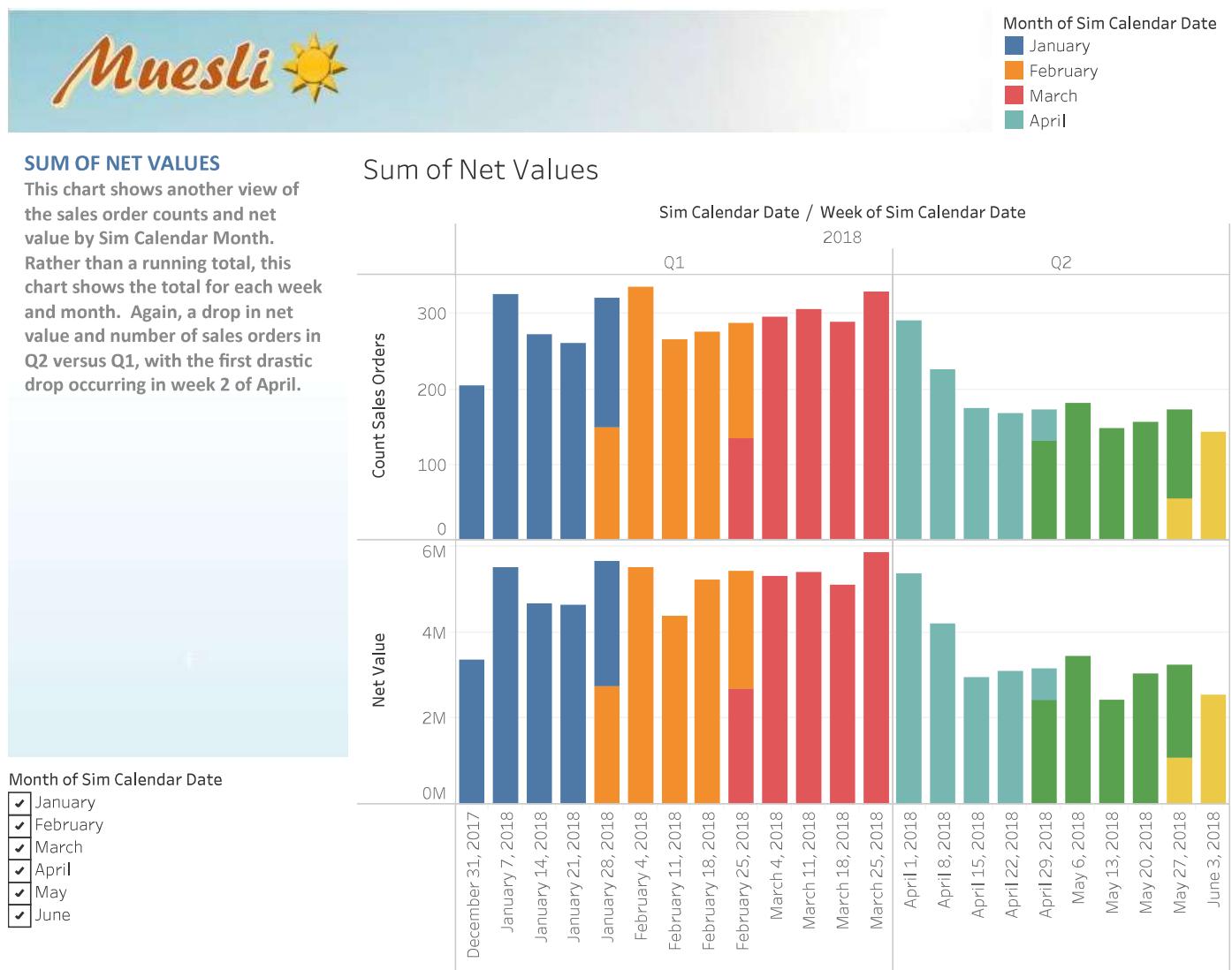


Month of Sim Calendar Date

- January
- February
- March
- April
- May
- June

Muesli Story

DC 12 also has the highest val..	Buyers are paying more per unit in th..	Buyers primarily buy in Q1	Net value also higher in Q1	A running total showing tapering o..	What about the customers themsel..	Investigate: Muesli is served warm in ..
----------------------------------	---	----------------------------	-----------------------------	--------------------------------------	------------------------------------	--



Muesli Story

Buyers are paying more per..	Buyers primarily buy in Q1	Net value also higher in Q1	A running total showing tapering o..	What about the customers themsel..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase..
------------------------------	----------------------------	-----------------------------	--------------------------------------	------------------------------------	---	--

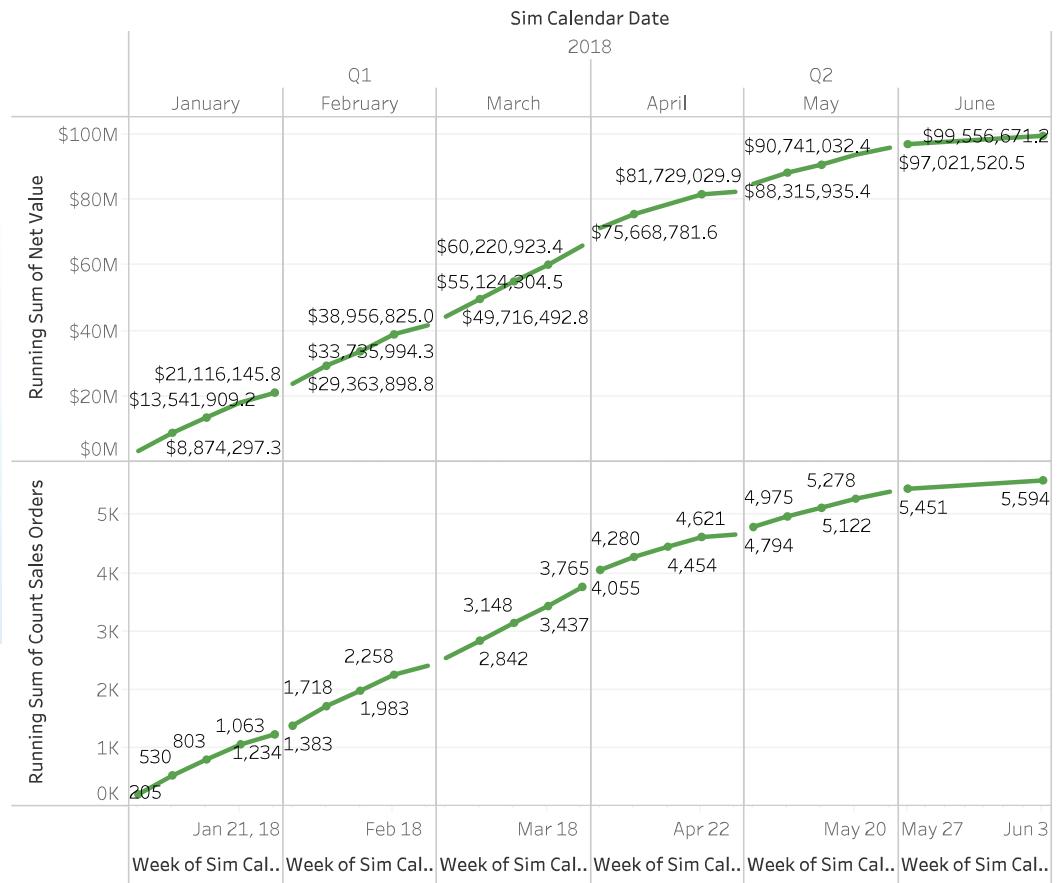


RUNNING SUM OF NET VALUES

This chart shows the running sum of net values and the running sum of count sales orders, illustrating how the numbers are accumulated in a period. Both show a plateau at the end of June, which matches earlier data showing Q2 as slower than Q1.

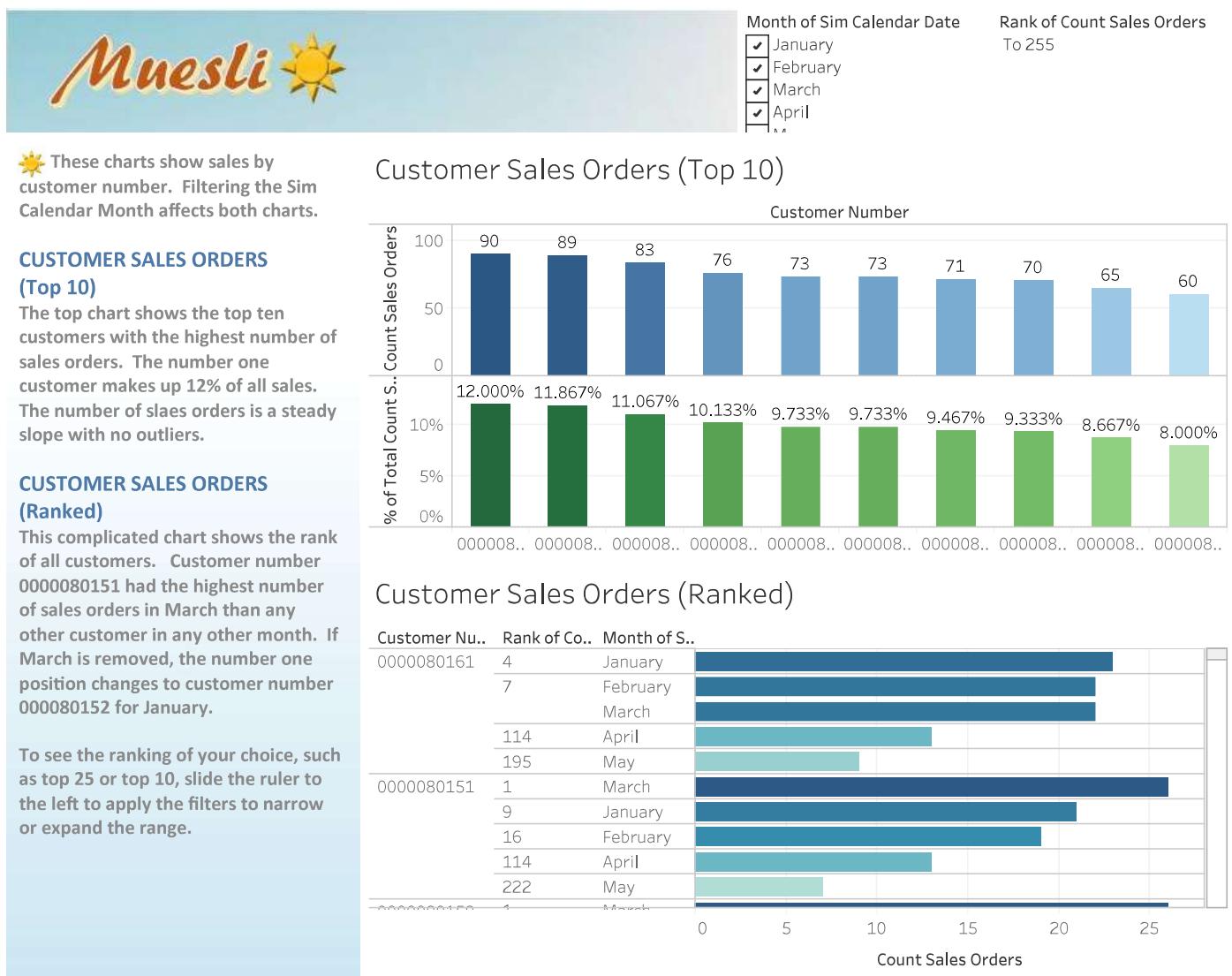
Rather than slide ruler, a filter box is used to compare different months side-by-side.

Running Sum of Net Values



Muesli Story

Buyers primarily buy in Q1	Net value also higher in Q1	A running total showing tapering off..	What about the customers themsel..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..
----------------------------	-----------------------------	--	------------------------------------	---	---	---



Muesli Story

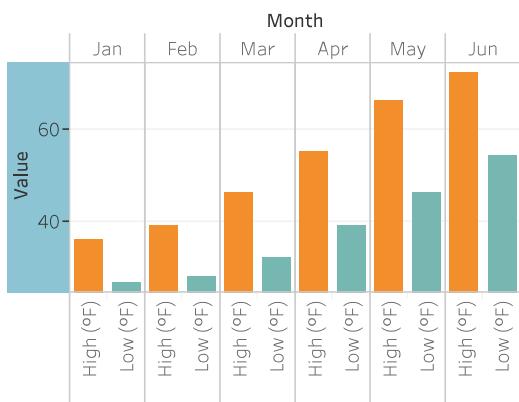
Net value also higher in Q1	A running total showing tapering o..	What about the customers themsel..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..	The Balance shows regular expenses e..
-----------------------------	--------------------------------------	------------------------------------	---	---	---	--



A look at the topography in Germany shows the Bavarian Alps located in the south, indicating national parks. Muesli is popular with hikers, which makes sense that the south would be number one in sales. Also, the west has clusters in cities, explaining the area sales.

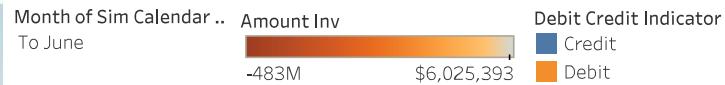
There are no weather dips in February. February could be slower since it has fewer days. Muesli is often served warm and may be consumed more in colder months.

Berlin Weather



Muesli Story

A running total showing taperin..	What about the customers themsel..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..	The Balance shows regular expenses e..	Balance broken out shows a positive to..
-----------------------------------	------------------------------------	---	---	---	--	--



☀️ Both of these charts focus on GI Accounts and can be filtered by month.

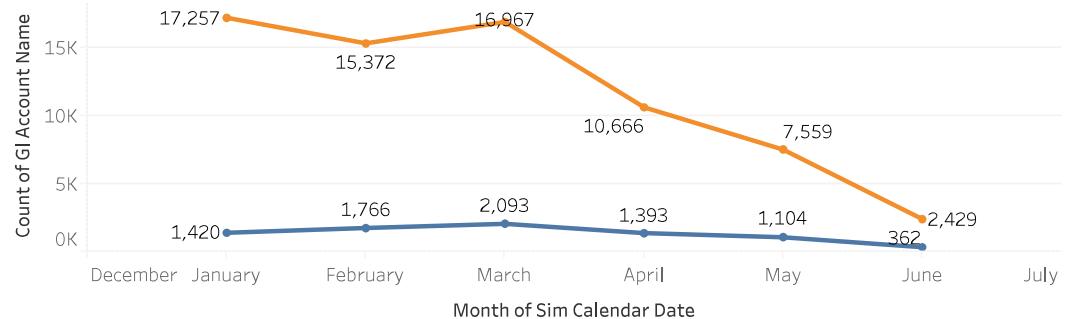
MONTHLY COUNT DEBIT/CREDIT

This chart shows the quantity of GI used for production and is broken down by month. Debit and Credit are split up for comparison. As Q1 turns to Q2 and business slows, the count of GI decreases drastically. Debit is the chosen form of payment with Credit remaining level until it also drops in June.

GI ACCOUNT (Inverted)

The bottom chart shows the GI amount per FS2 Account and GI Account name per month. A significant portion of materials used for production occur during the first month. In June, the Bank Cash Account is back up to positive.

Monthly Count Debit/Credit



GI Account (Inverted)

Fs Level 2	GI Account..	Sim Calendar Date				
		January	February	March	April	May
Assets	Null					
	Accumulat..	\$90,000	\$75,000	\$105,000	\$60,000	\$45,
	Bank Cash ..	(\$34,686,164)	(\$10,004,112)	(\$1,516,571)	(\$6,332,641)	(\$2,452,
	Buildings	(\$36,000,000)	\$0	\$0	\$0	\$0
	Customers..	(\$12,187,846)	\$505,234	(\$1,559,144)	(\$265,008)	\$572,
	Finished g..	(\$998,961)	(\$223,431)	\$67,217	\$257,379	\$149,
	Land	(\$12,000,000)	\$0	\$0	\$0	\$0
	Machinery..	(\$483,000,000)	\$0	\$0	\$0	(\$1,000,
	Raw mater..	(\$4,463,074)	(\$1,773,491)	\$861,780	\$1,661,436	(\$482,
Cost of Go..	Null					
Inventory ..	Null					
Liabilities	Null					
and	Accounts p..	\$4,413,310	\$6,025,393	(\$2,785,632)	(\$1,150,568)	\$127,
Owners' E..	GR/IR Clea..	\$0	\$0	\$0	\$0	

Muesli Story

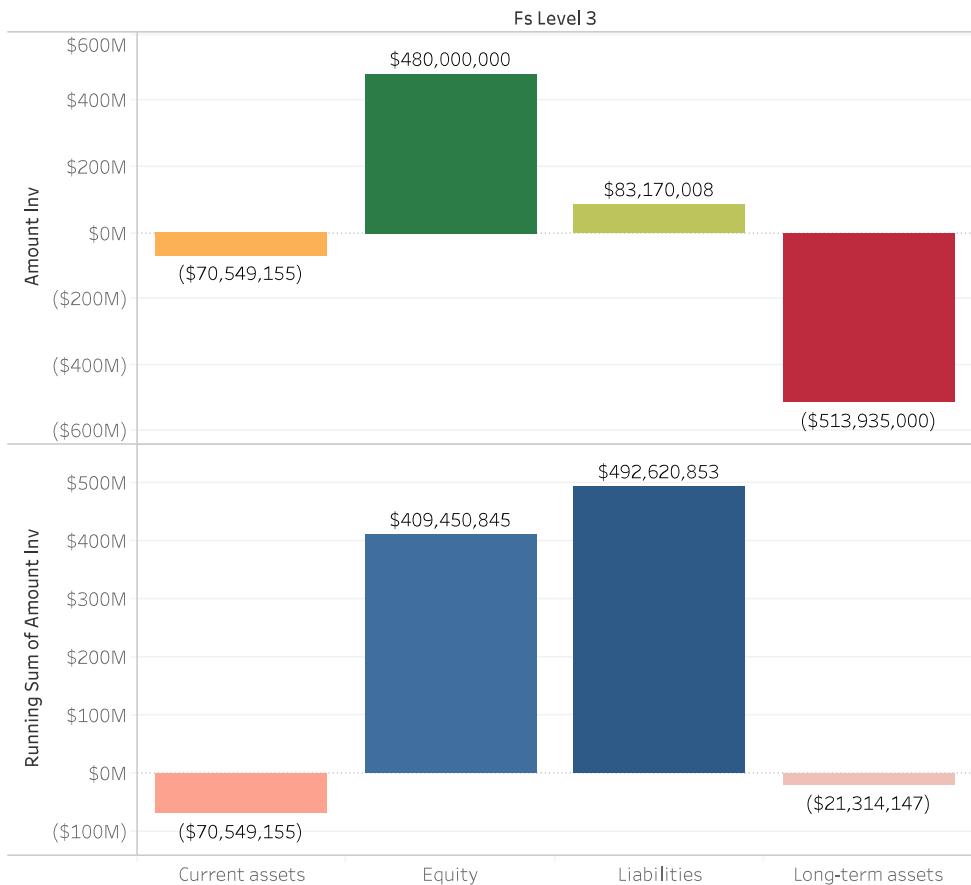
What about the customers them..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..	The Balance shows regular expenses e..	Balance broken out shows a positive tot..	Conclusion
---------------------------------	---	---	---	--	---	------------



RUNNING AMOUNT

The bottom chart shows the amount of credits and debits (inverted) along with the running sum of invoice. The running sum shows that liabilities is the highest positive amount and current assets is more negative than long-term assets.

Running Amount (inverted)



Muesli Story

What about the customers the..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..	The Balance shows regular expenses e..	Balance broken out shows a positive tot..	Conclusion
--------------------------------	---	---	---	--	---	------------



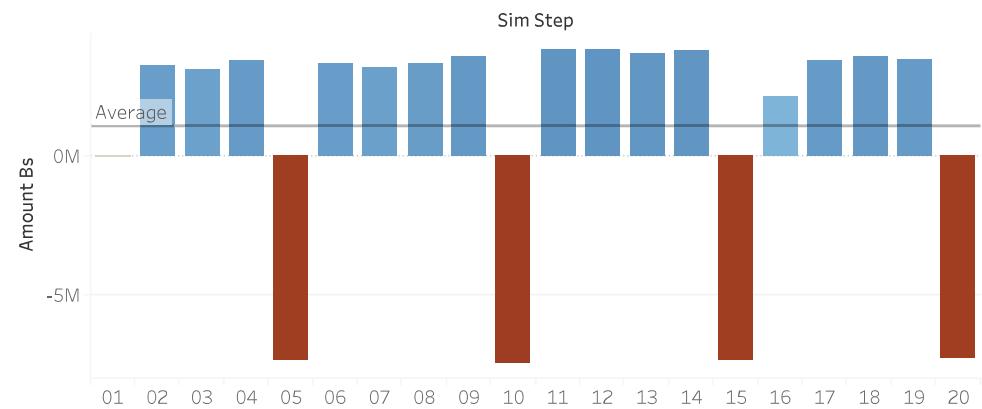
BALANCE BY STEP

The top chart shows the Balance Amount per Sim Step. The pattern in this chart shows a consistent debit amount every five steps. This could be recurrent supply orders or payroll.

FS LEVEL 1 (Inverted)

The bottom chart shows the balance sheet total and the income statement total. The balance sheet includes assets, equity, and liabilities. The income statement includes the debits and credits over a period of time.

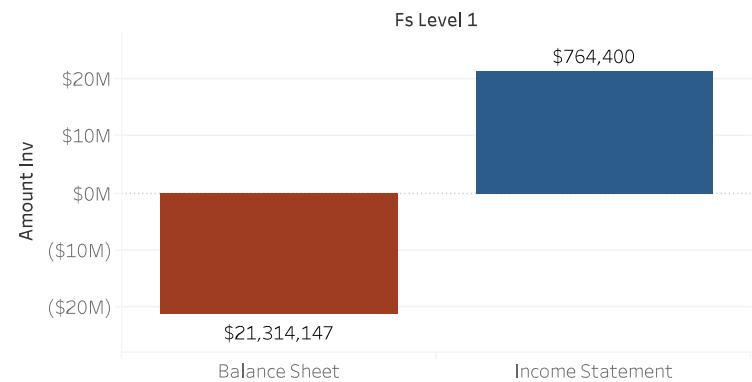
Balance by Step



Sim Step

- 01
- 02
- 03
- 04
- 05
- 06
- 07
- 08
- 09
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17

FS Level 1 (Inverted)



Muesli Story

What about the customers the..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..	The Balance shows regular expenses e..	Balance broken out shows a positive tot..	Conclusion
--------------------------------	---	---	---	--	---	------------



💡 This chart can be filtered using the filter box. The measure names filter below can include all measure names, if desired. Only the Bs, Inv, and Is are selected by default.

AMOUNT Bs & Is (Level 3)

This chart shows FS levels 1, 2, and 3 and the Amount Bs, Amount Inverted, and the Amount Is. Notice that the amounts in column B only retrieve items from the Balance sheet while column I only retrieves items from the Income sheet. The Amount Inverted retrieves both sets of items, inverting the amounts from the balance sheet.

Amount Bs & Is (Level 3)

Fs Level 1	Fs Level 2	Fs Level 3	Amount Bs	Amount Inv	Amount Is
Balance Sheet	Assets	Current assets	\$70,549,155	(\$70,549,155)	
		Long-term assets	\$513,935,000	(\$513,935,000)	
	Liabilities and Owners' Equity	Equity	(\$480,000,000)	\$480,000,000	
		Liabilities	(\$83,170,008)	\$83,170,008	
Income Statement	Cost of Goods Sold	Null		(\$48,152,289)	(\$48,152,289)
	Inventory Change	Null		(\$1,505,775)	(\$1,505,775)
	Operating Expenses	Null		(\$28,802,700)	(\$28,802,700)
	Revenues	Null		\$119,696,416	\$119,696,416
	Sales, General, and Administrative Expenses	Interest expenses		(\$2,003,151)	(\$2,003,151)
		Marketing expenses		(\$2,588,353)	(\$2,588,353)
		Production improvement expenses		(\$5,250,000)	(\$5,250,000)
		SG&A		(\$10,080,000)	(\$10,080,000)
Grand Total			\$21,314,147	\$0	\$21,314,147

Measure Names

- Amount
- Amount Abs
- Amount Bs
- Amount Inv
- Amount Is
- Number of Records
- Sim Elapsed Steps
- Sim Period

Muesli Story

What about the customers the..	Investigate: Muesli is served warm in Q..	Debit use and total purchases increase ..	Running total shows long term assets hi..	The Balance shows regular expenses e..	Balance broken out shows a positive tot..	Conclusion
--------------------------------	---	---	---	--	---	------------



CONCLUSION

Blueberry Muesli is the highest selling product and has the highest yield, but Raisin Muesli has the highest inventory count. Raisin also has 0 delta, meaning no movement of the product. Opportunity to reduce the selling price of Raisin to move the product to prevent expiring on the shelf.

Strawberry has the highest net price and is the number two favorite. Price may be a factor in why it's not number one, or possibly increase the price of Blueberry since buyers are willing to pay more per Strawberry's prices.

Production was shy in March for 500g sizes and did not match product yield.

Although the highest sales is in the south, the highest cluster of cities is in the western area, and they're also willing to pay more. First Quarter has significantly higher sales than the Second Quarter. The net value is directly proportional to the number of sales.

No single customer dominates sales; the company is not dependent on one customer and has sales from over 300 customers. With the exception of Berlin, city population is generally correlated with number of sales. Most expenses occur in the first month and tapers off. This is expected since Q1 was the busiest.

The companies liabilities exceed their assets. It may be correlated with the recurring debit from their balance every 5 sim steps.

..