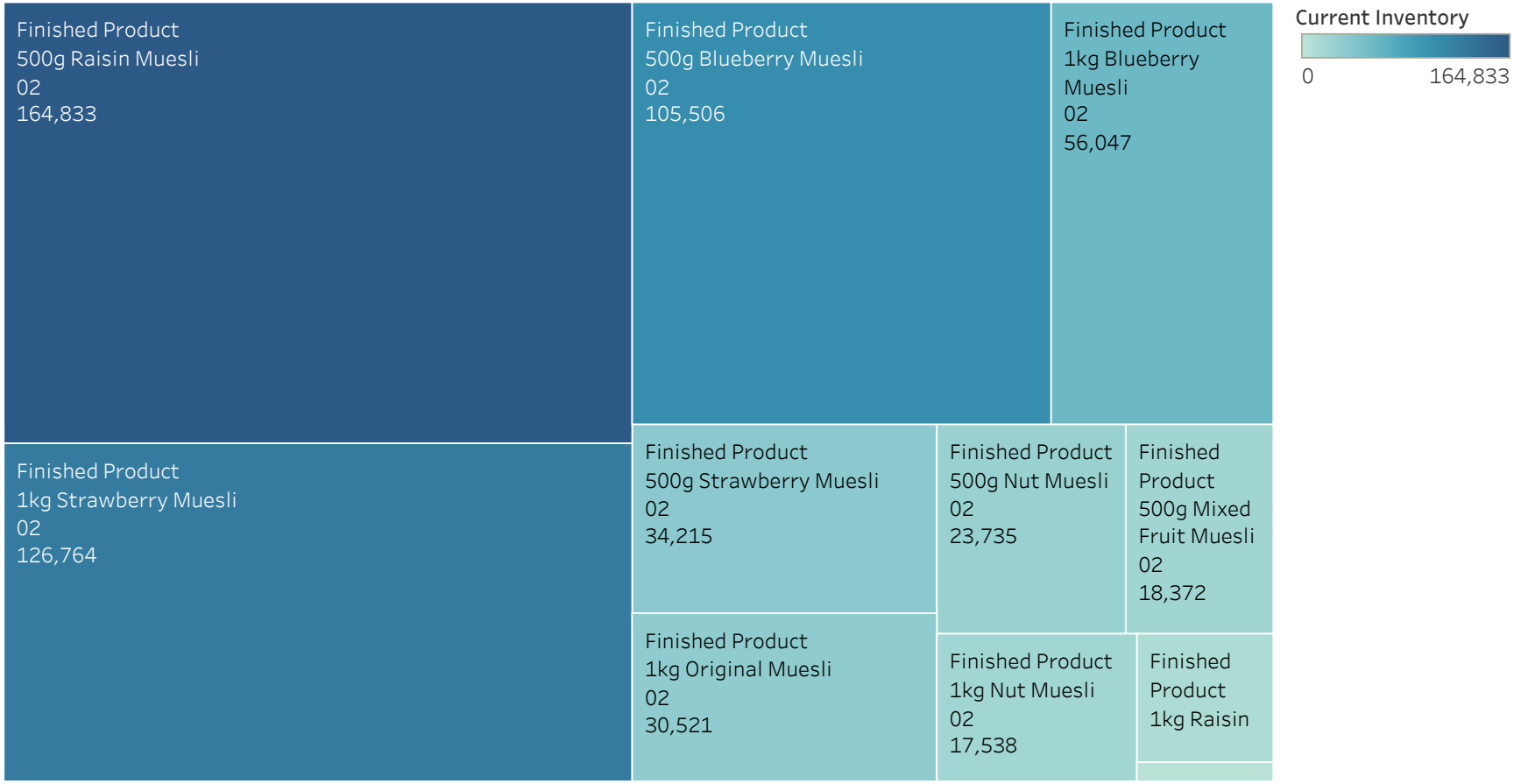
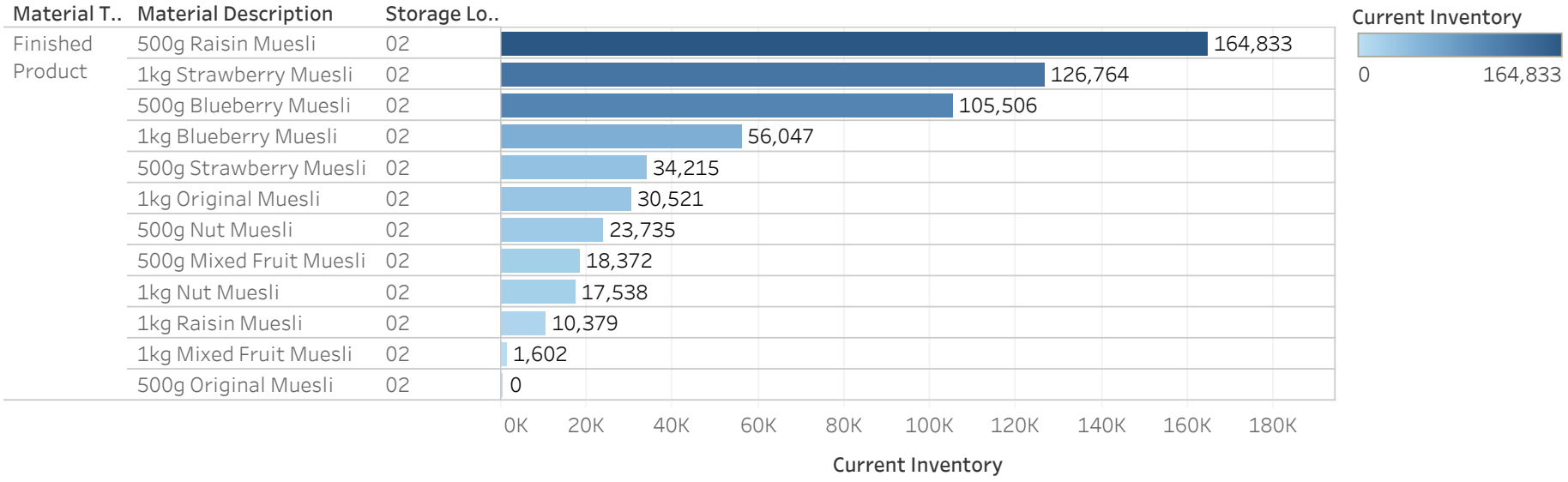
Inventory of Materials



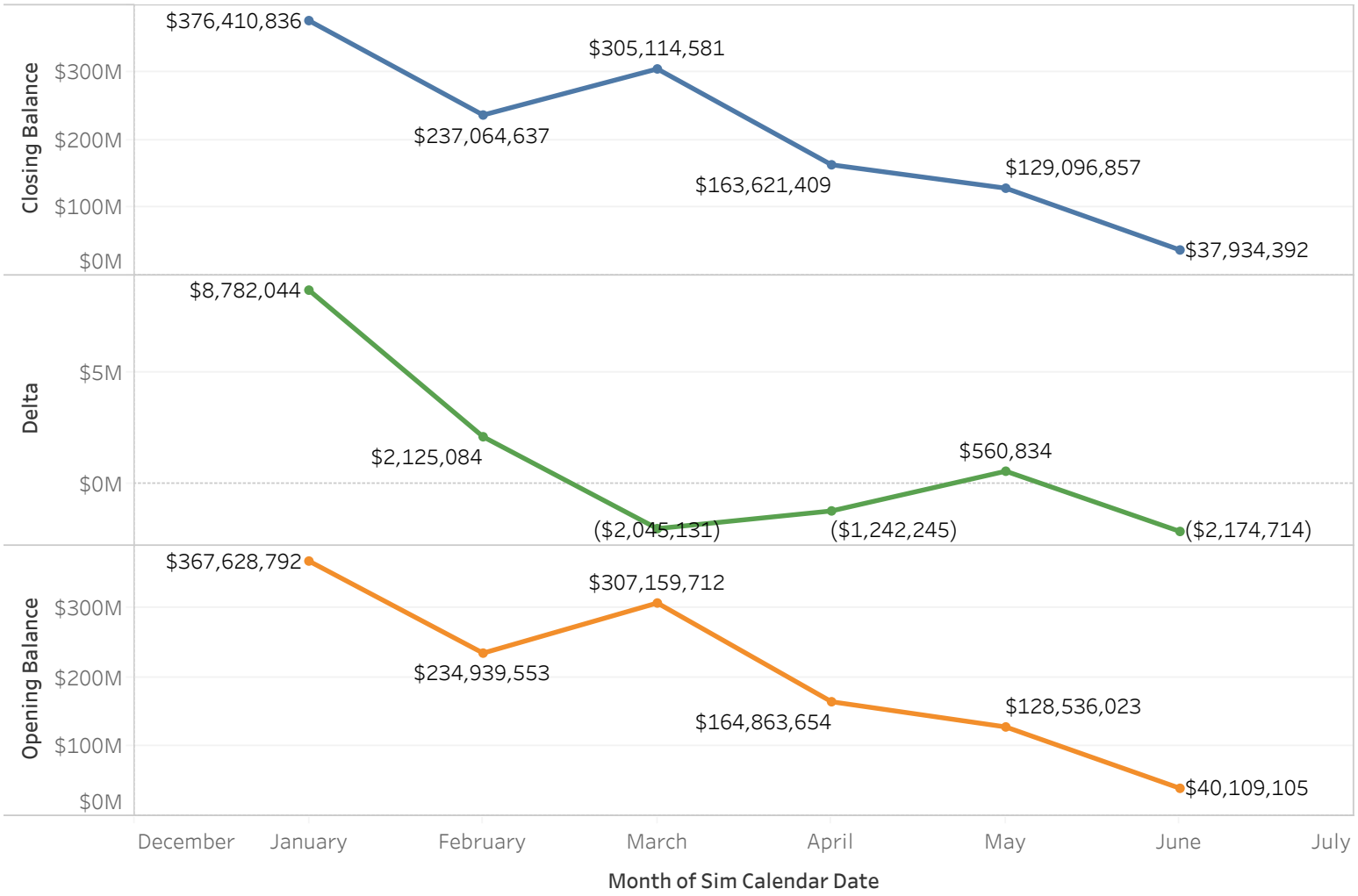
Material Type, Material Description, Storage Location and sum of Current Inventory (InventoryKPI). Color shows sum of Current Inventory (InventoryKPI). Size shows sum of Current Inventory (InventoryKPI). The marks are labeled by Material Type, Material Description, Storage Location and sum of Current Inventory (InventoryKPI). The data is filtered on Material Size, which keeps 1kg and 500g. The view is filtered on sum of Current Inventory (InventoryKPI), which keeps non-Null values only.

Inventory of Materials (location)



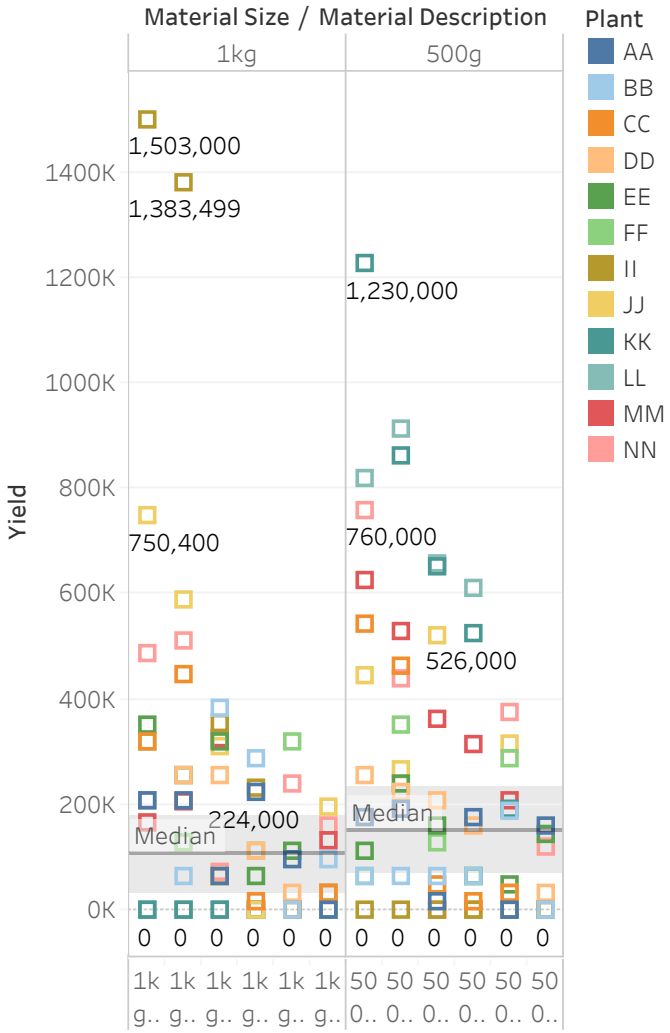
Sum of Current Inventory (InventoryKPI) for each Storage Location broken down by Material Type and Material Description. Color shows sum of Current Inventory (InventoryKPI). The data is filtered on Material Size, which keeps 1kg and 500g. The view is filtered on Material Description and sum of Current Inventory (InventoryKPI). The Material Description filter keeps 22 of 22 members. The sum of Current Inventory (InventoryKPI) filter keeps non-Null values only.

Inventory Balance (period)



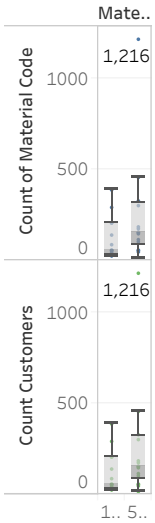
The trends of sum of Inventory Closing Balance, sum of Inventory Delta and sum of Inventory Opening Balance for Sim Calendar Date Month. The view is filtered on Sim Calendar Date Month, which includes dates on or before June.

Material Yield per Size



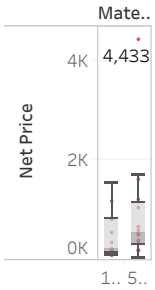
Sum of Yield for each Material Description broken down by Material Size. Color shows details about Plant. The view is filtered on Material Description and Material Size. The Material Description filter keeps 12 of 12 members. The Material Size filter keeps 1kg and 500g.

Material Counts



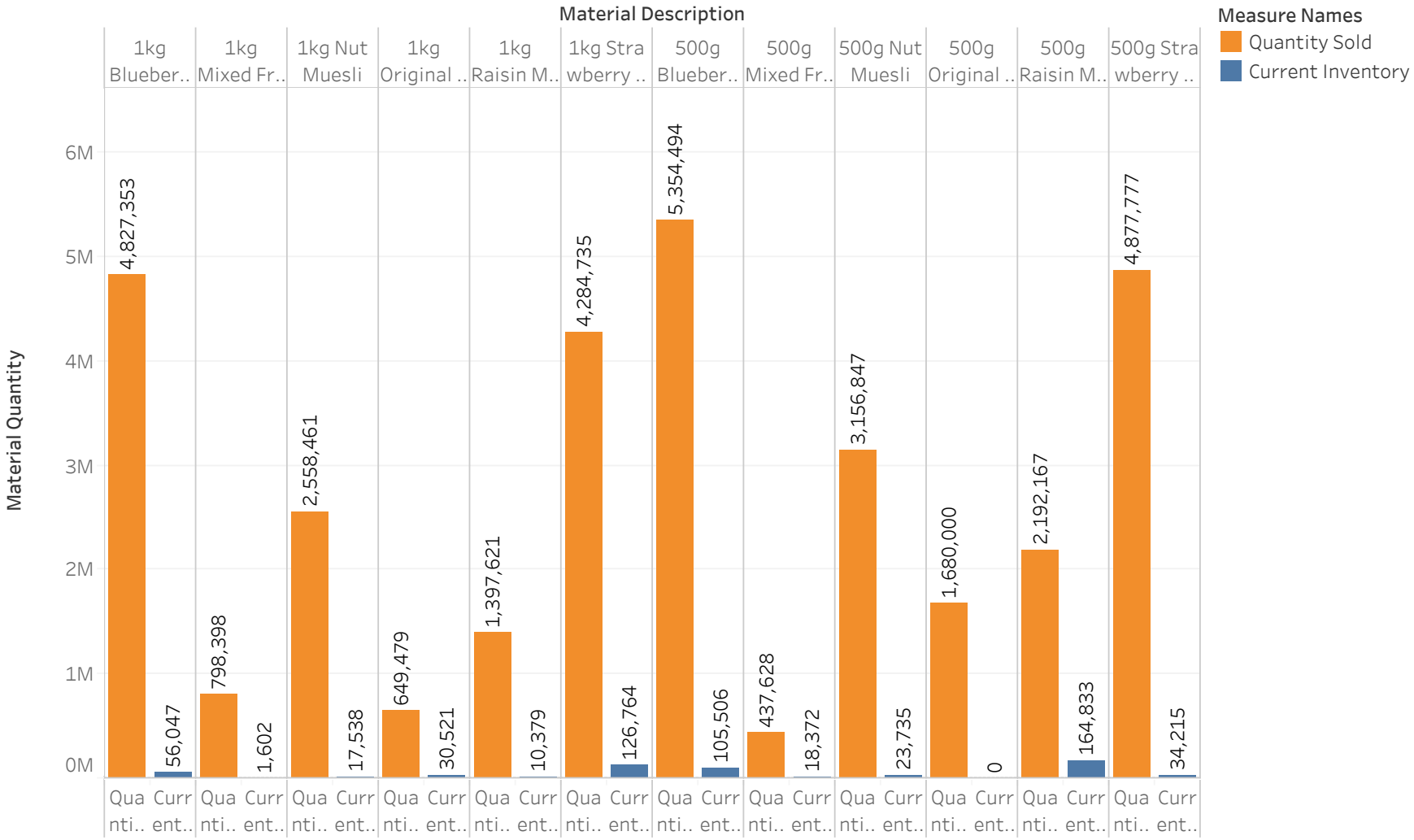
Count of Material Code, sum of Count Customers and sum of Net Price for each Material Size. Details are shown for Region. The data is filtered on Material Description, Material Description (Production) and Material Size (Production). The Material Description filter excludes 1kg Blueberry Muesli. The Material Description (Production) filter keeps 12 of 12 members. The Material Size (Production) filter keeps 1kg and 500g. The view is filtered on Region, which keeps 16 of 16 members.

Material Counts



Count of Material Code, sum of Count Customers and sum of Net Price for each Material Size. Details are shown for Region. The data is filtered on Material Description, Material Description (Production) and Material Size (Production). The Material Description filter excludes 1kg Blueberry Muesli. The Material Description (Production) filter keeps 12 of 12 members. The Material Size (Production) filter keeps 1kg and 500g. The view is filtered on Region, which keeps 16 of 16 members.

Qty Sold vs Inventory



Current Inventory and Quantity Sold for each Material Description. Color shows details about Current Inventory and Quantity Sold.

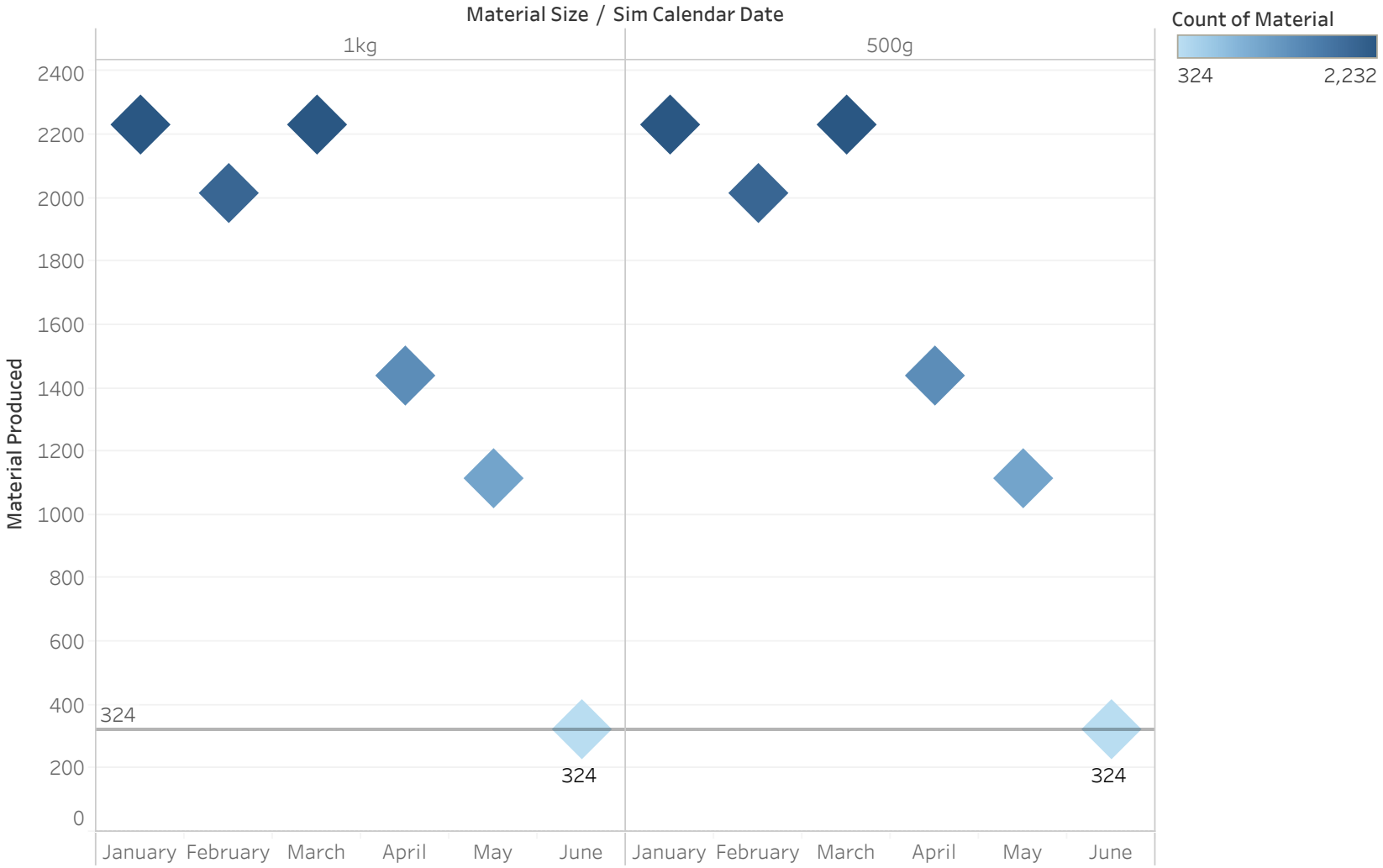
Inventory Opening/Delta/Closing

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
			1kg Strawberry Muesli	$10,385,305.00	$126,764.00	$10,512,069.00
		500g	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
			500g Raisin Muesli	$11,770,924.00	$164,833.00	$11,935,757.00
			500g Strawberry Muesli	$13,158,125.00	$34,215.00	$13,192,340.00
Grand Total				$104,915,673.00	$589,512.00	$105,505,185.00

Inventory Opening Balance
$1,520,784.00 15M

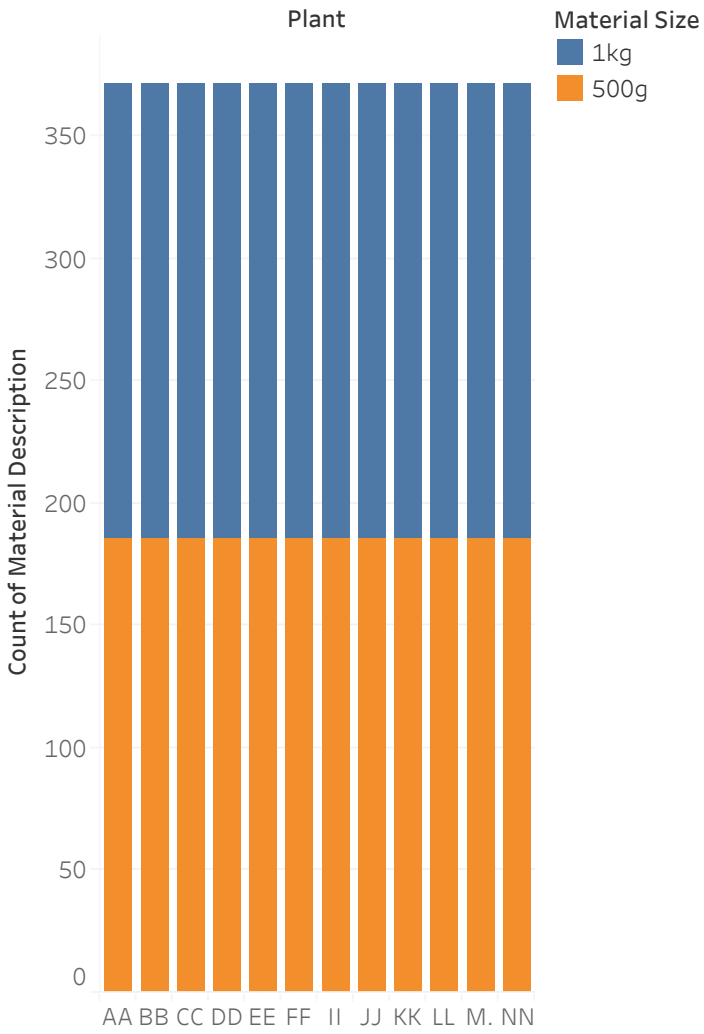
Inventory Opening Balance, Inventory Delta and Inventory Closing Balance broken down by Material Type (Inventory), Storage Location (Inventory), Material Size (Inventory) and Material Description. Color shows Inventory Opening Balance.

Total Monthly Production - June



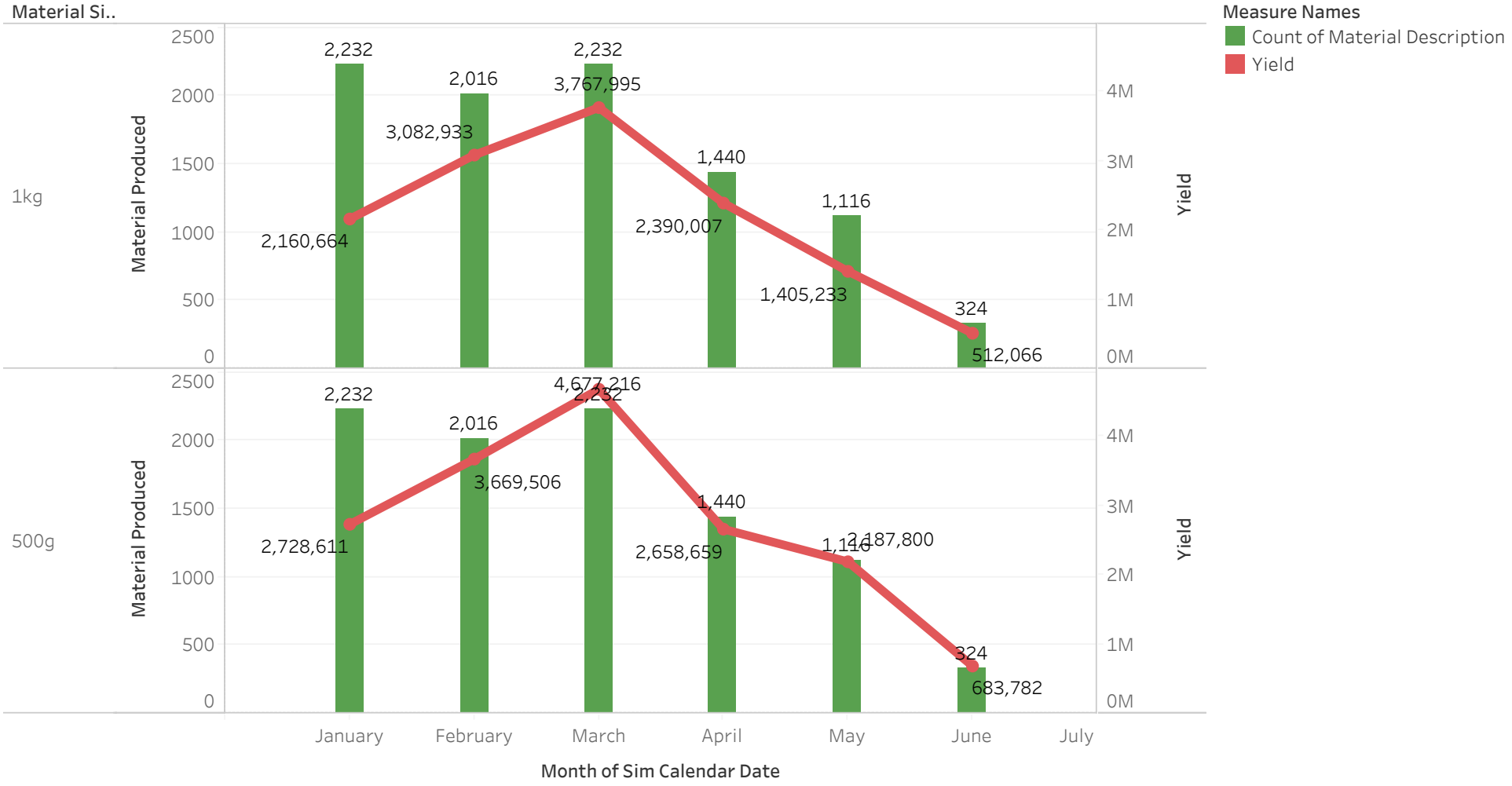
Count of Material Description for each Sim Calendar Date Month broken down by Material Size on page January. Color shows count of Material Description.

Plant Monthly Production - January



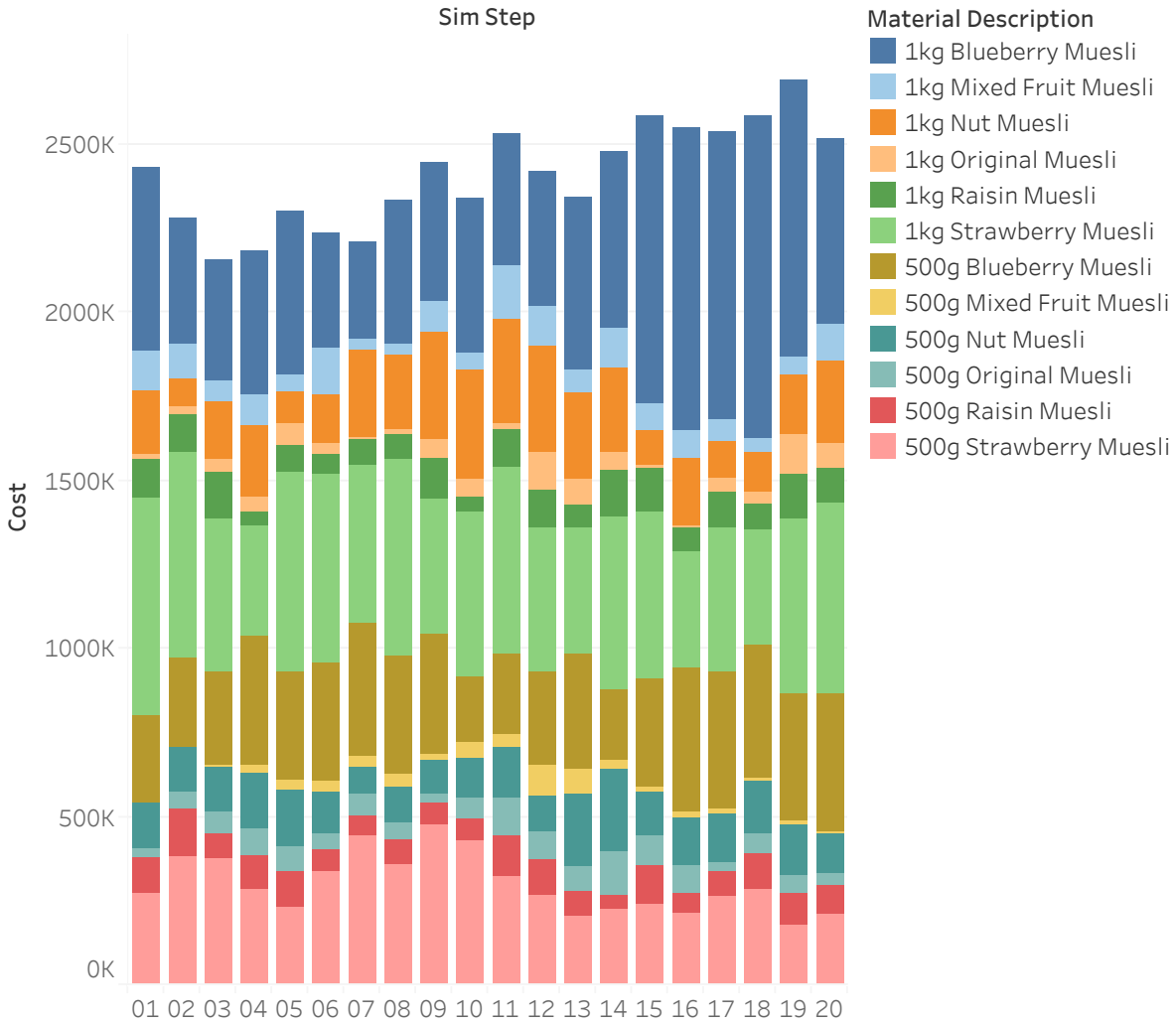
Count of Material Description for each Plant.
Color shows details about Material Size.

Material Yield vs Production (month)



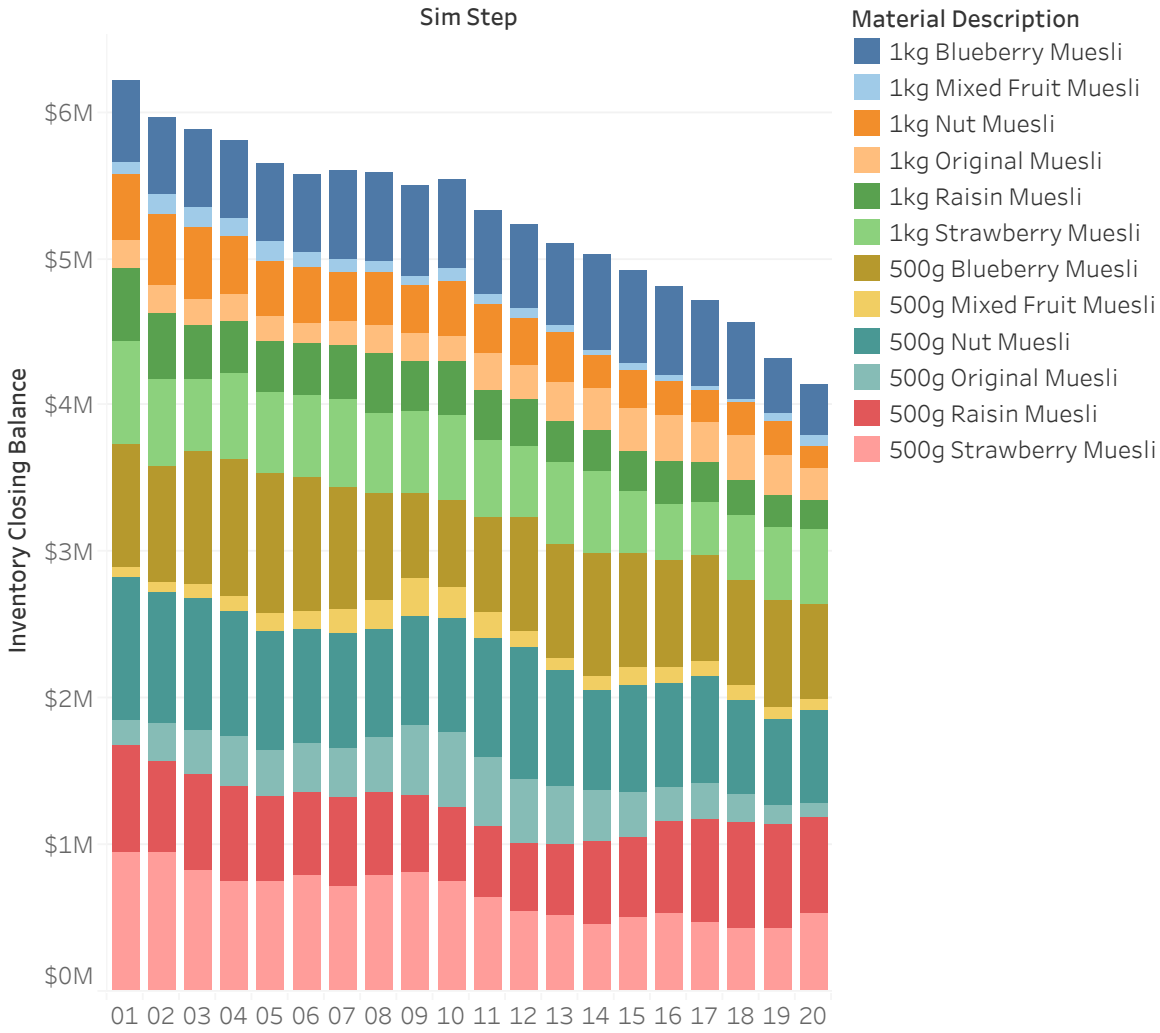
The trends of count of Material Description and Yield for Sim Calendar Date Month broken down by Material Size. Color shows details about count of Material Description and Yield. Details are shown for Sim Calendar Date Month. The view is filtered on Sim Calendar Date Month, which ranges from January to June and keeps Null values.

Material Cost by Step



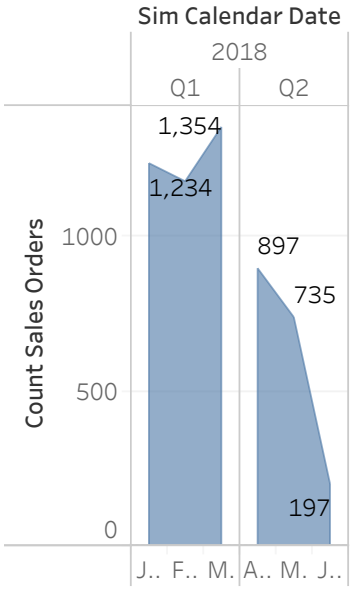
Sum of Cost (Sales) for each Sim Step. Color shows details about Material Description. The view is filtered on Material Description and sum of Cost (Sales). The Material Description filter keeps 12 of 12 members. The sum of Cost (Sales) filter keeps non-Null values only.

Inventory Closing Balance by Step



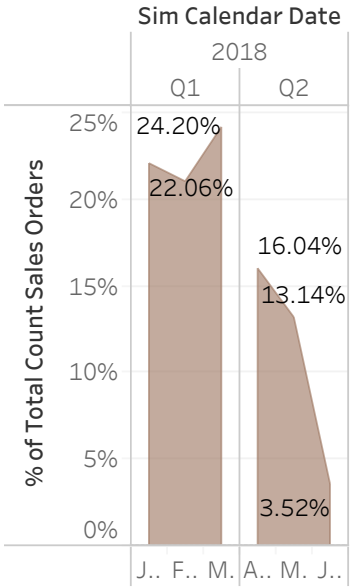
Sum of Inventory Closing Balance for each Sim Step. Color shows details about Material Description. The data is filtered on Material Description (Production), which keeps 12 of 12 members.

Monthly Sales Order Summary



Sum of Count Sales Orders and % of Total Count Sales Orders for each Sim Calendar Date Month broken down by Sim Calendar Date Year and Sim Calendar Date Quarter. The data is filtered on Material Description and Sim Calendar Date Month. The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date Month filter ranges from January to June and keeps Null values.

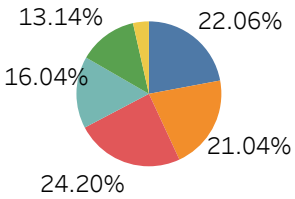
Monthly Sales Order Summary



Sum of Count Sales Orders and % of Total Count Sales Orders for each Sim Calendar Date Month broken down by Sim Calendar Date Year and Sim Calendar Date Quarter. The data is filtered on Material Description and Sim Calendar Date Month. The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date Month filter ranges from January to June and keeps Null values.

Sales Order Summary

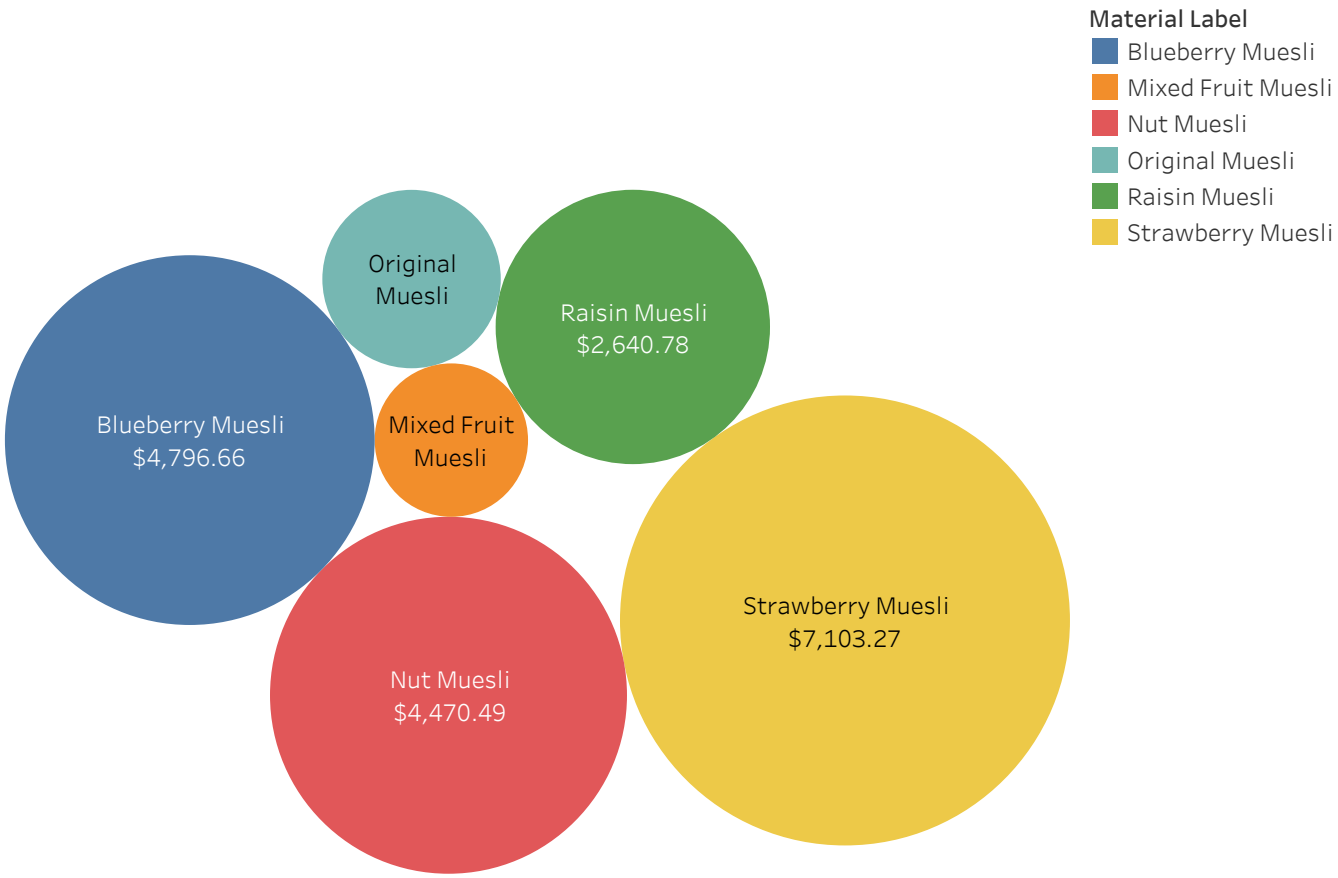
Sim Calendar Date
2018



Month of Sim Calendar Date
- January
- February
- March
- April
- May
- June

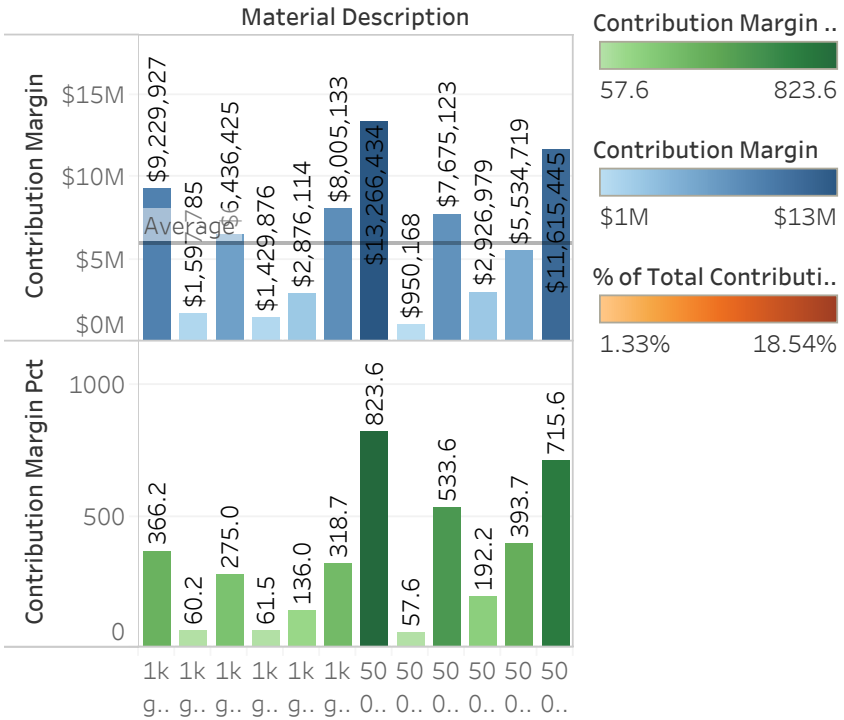
Sim Calendar Date Month (color) broken down by Sim Calendar Date Year. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli.

Item Net Price



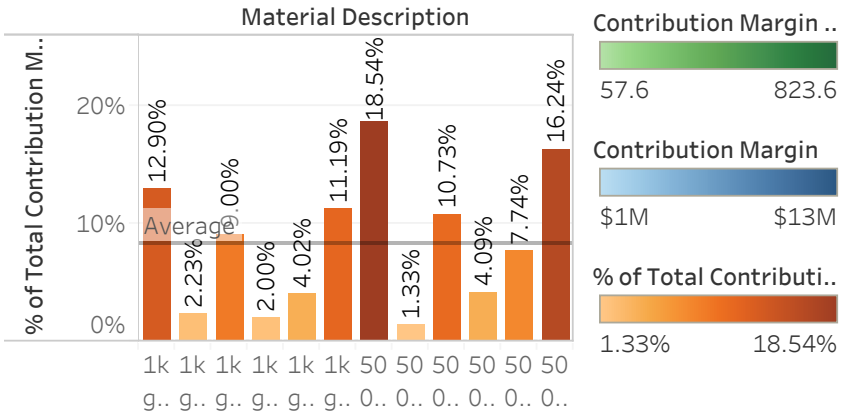
Material Label and sum of Net Price. Color shows details about Material Label. Size shows sum of Net Price. The marks are labeled by Material Label and sum of Net Price. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli.

Margin Contribution per Item



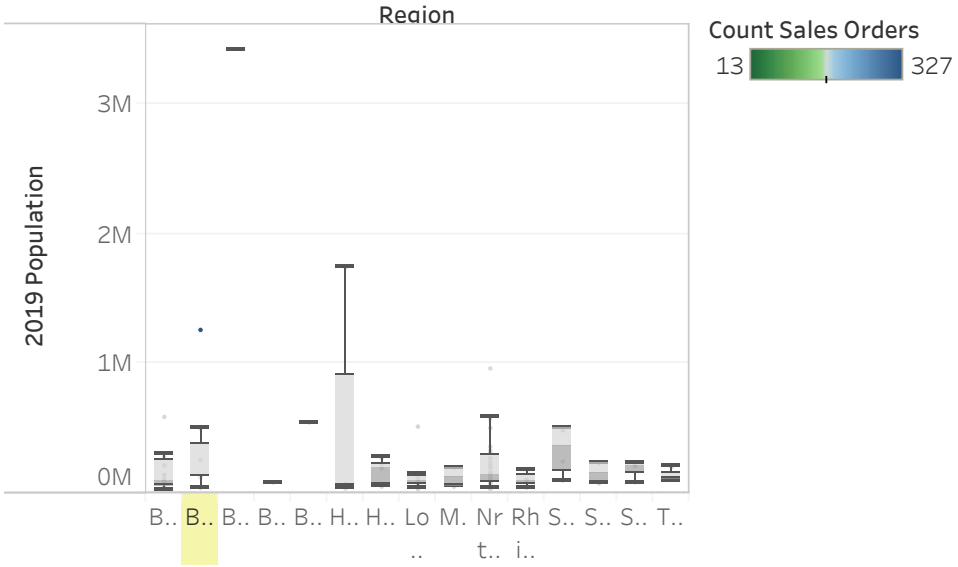
Sum of Contribution Margin, sum of Contribution Margin Pct and % of Total Contribution Margin for each Material Description. For pane Sum of Contribution Margin: Color shows sum of Contribution Margin. For pane % of Total Contribution Margin: Color shows % of Total Contribution Margin. For pane Sum of Contribution Margin Pct: Color shows sum of Contribution Margin Pct. The data is filtered on Sim Calendar Date Month, which keeps multiple members. The view is filtered on Material Description, which keeps 12 of 12 members.

Margin Contribution per Item



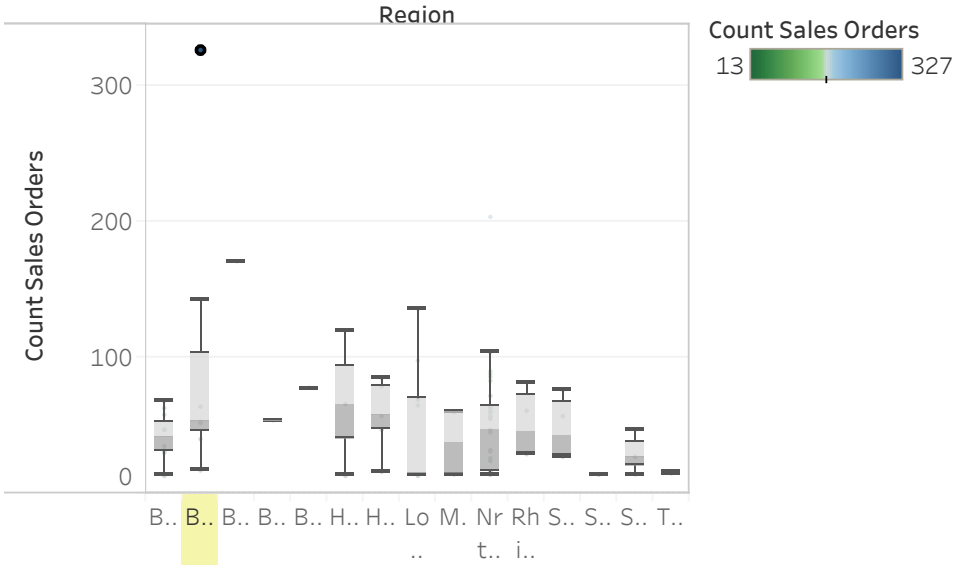
Sum of Contribution Margin, sum of Contribution Margin Pct and % of Total Contribution Margin for each Material Description. For pane Sum of Contribution Margin: Color shows sum of Contribution Margin. For pane % of Total Contribution Margin: Color shows % of Total Contribution Margin. For pane Sum of Contribution Margin Pct: Color shows sum of Contribution Margin Pct. The data is filtered on Sim Calendar Date Month, which keeps multiple members. The view is filtered on Material Description, which keeps 12 of 12 members.

Regional Sales Orders



Sum of 2019 Population (GermanPopulationByCities (Excel)) and sum of Count Sales Orders for each Region. Color shows sum of Count Sales Orders. Details are shown for CityName (GermanPopulationByCities (Excel)). The data is filtered on Material Description, Sim Calendar Date Month and Distribution Channel (Market). The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date Month filter ranges from January to June and keeps Null values. The Distribution Channel (Market) filter keeps 10, 12 and 14. The view is filtered on Region, sum of 2019 Population (GermanPopulationByCities (Excel)) and CityName (GermanPopulationByCities (Excel)). The Region filter keeps 16 of 16 members. The sum of 2019 Population (GermanPopulationByCities (Excel)) filter keeps non-Null values only. The CityName (GermanPopulationByCities (Excel)) filter keeps 399 of 399 members.

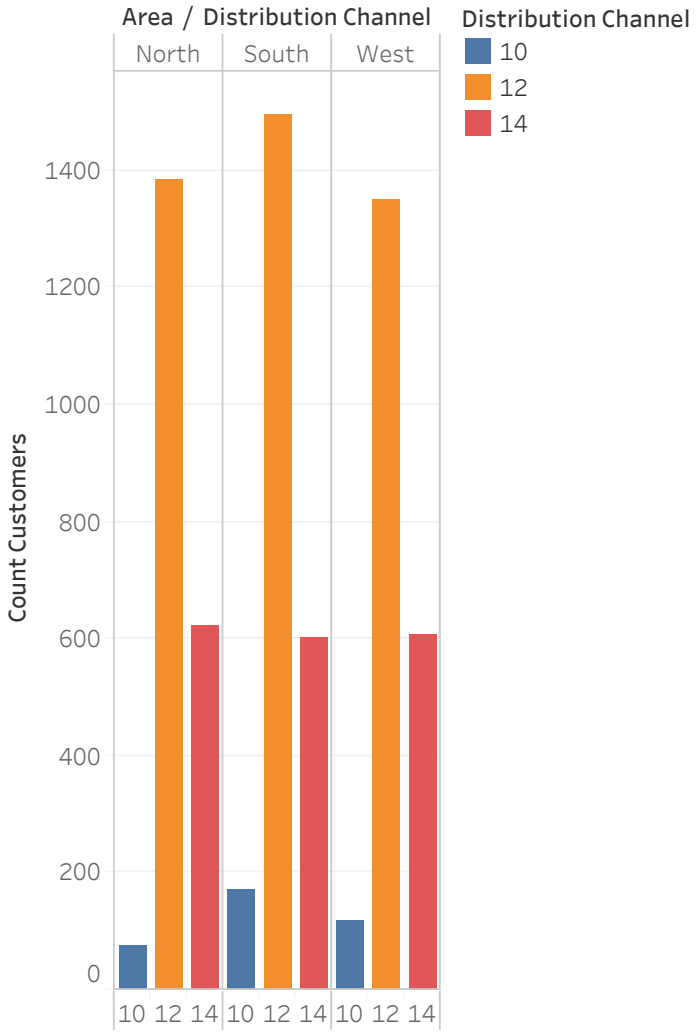
Regional Sales Orders



Count Sales Orders
13 327

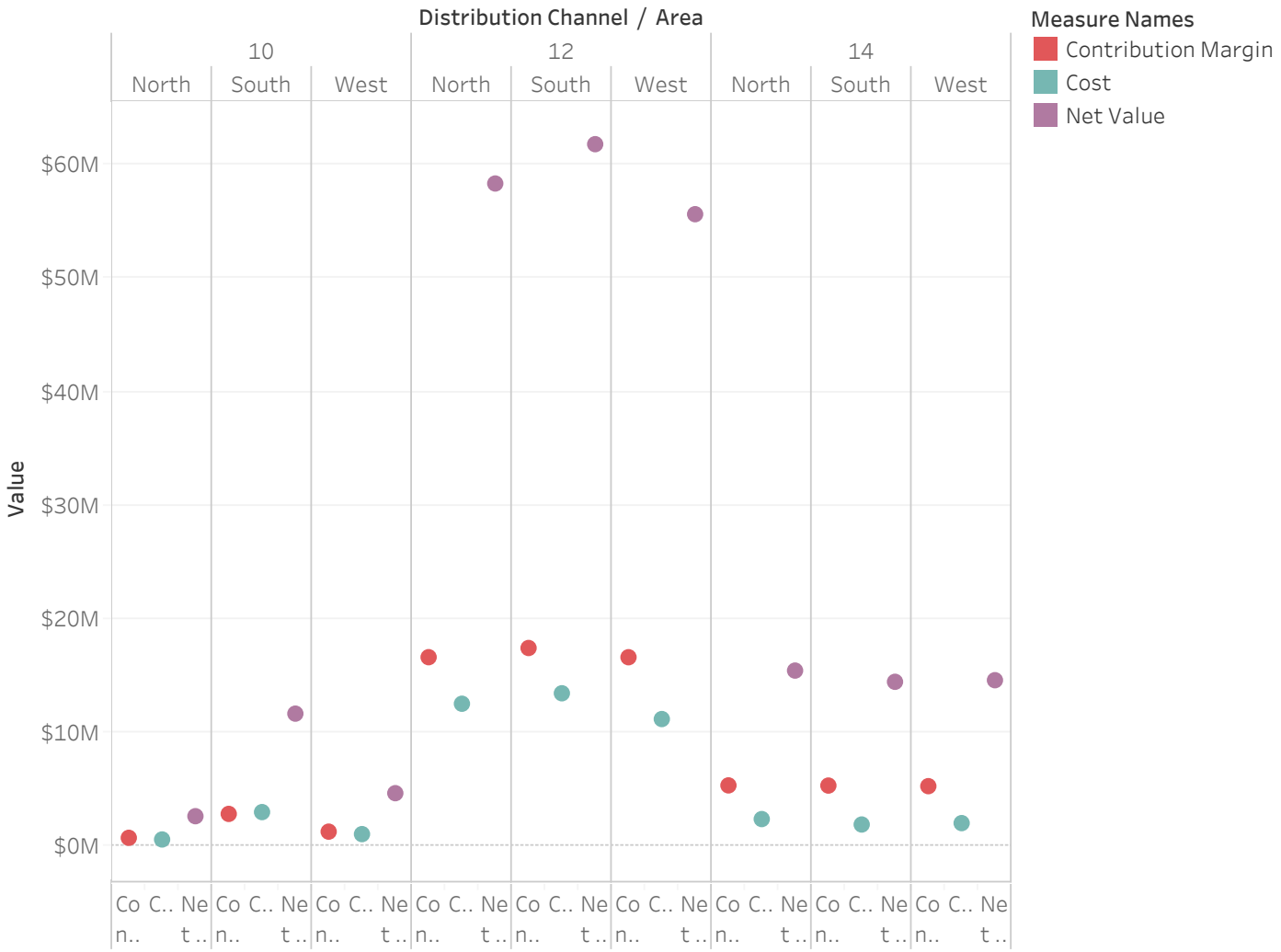
Sum of 2019 Population (GermanPopulationByCities (Excel)) and sum of Count Sales Orders for each Region. Color shows sum of Count Sales Orders. Details are shown for CityName (GermanPopulationByCities (Excel)). The data is filtered on Material Description, Sim Calendar Date Month and Distribution Channel (Market). The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date Month filter ranges from January to June and keeps Null values. The Distribution Channel (Market) filter keeps 10, 12 and 14. The view is filtered on Region, sum of 2019 Population (GermanPopulationByCities (Excel)) and CityName (GermanPopulationByCities (Excel)). The Region filter keeps 16 of 16 members. The sum of 2019 Population (GermanPopulationByCities (Excel)) filter keeps non-Null values only. The CityName (GermanPopulationByCities (Excel)) filter keeps 399 of 399 members.

Area Customer Count



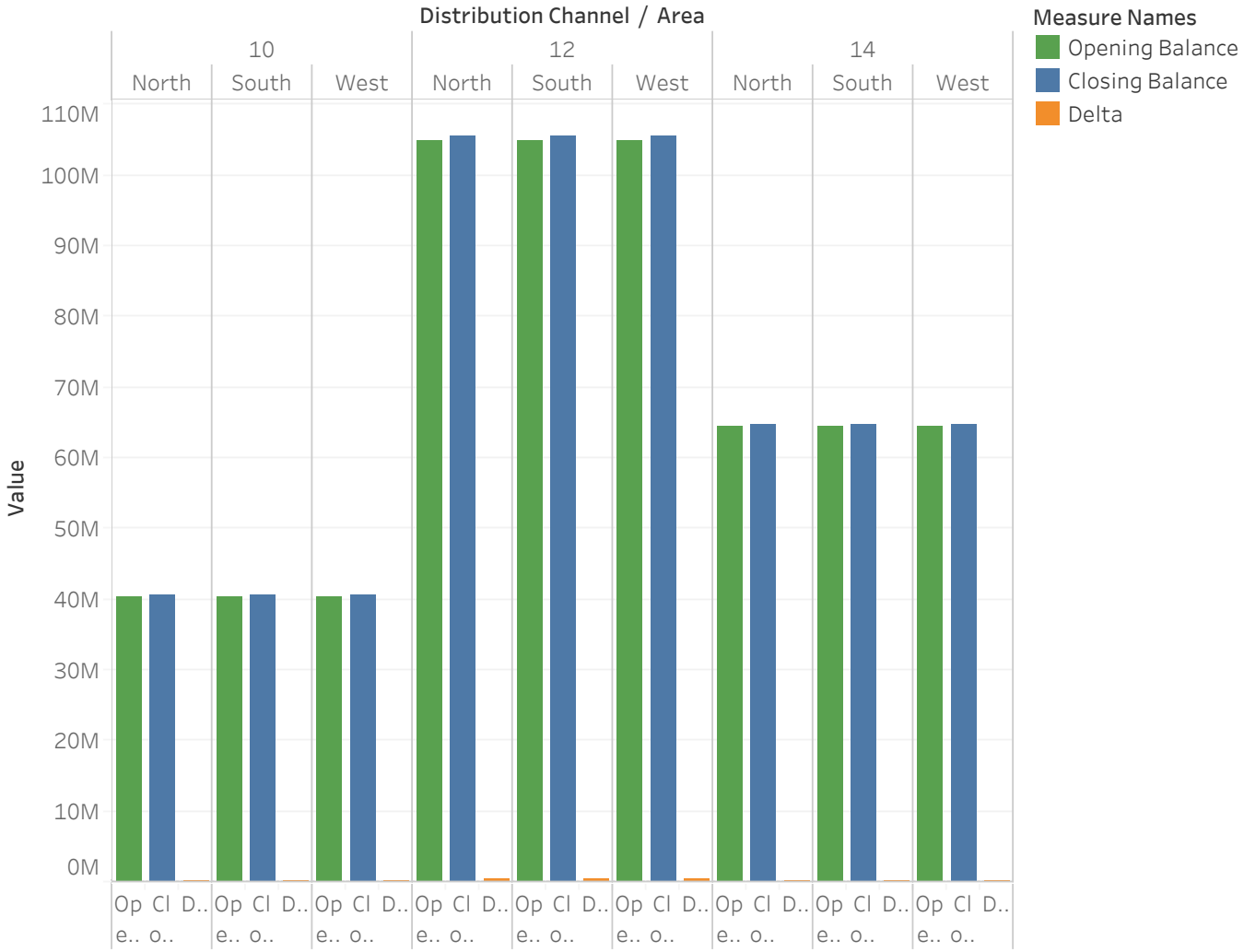
Sum of Count Customers (Sales) for each Distribution Channel (Sales) broken down by Area (Sales). Color shows details about Distribution Channel. The data is filtered on Sales Organization, which keeps 13 of 13 members. The view is filtered on Distribution Channel, which keeps 10, 12 and 14.

Area Margin



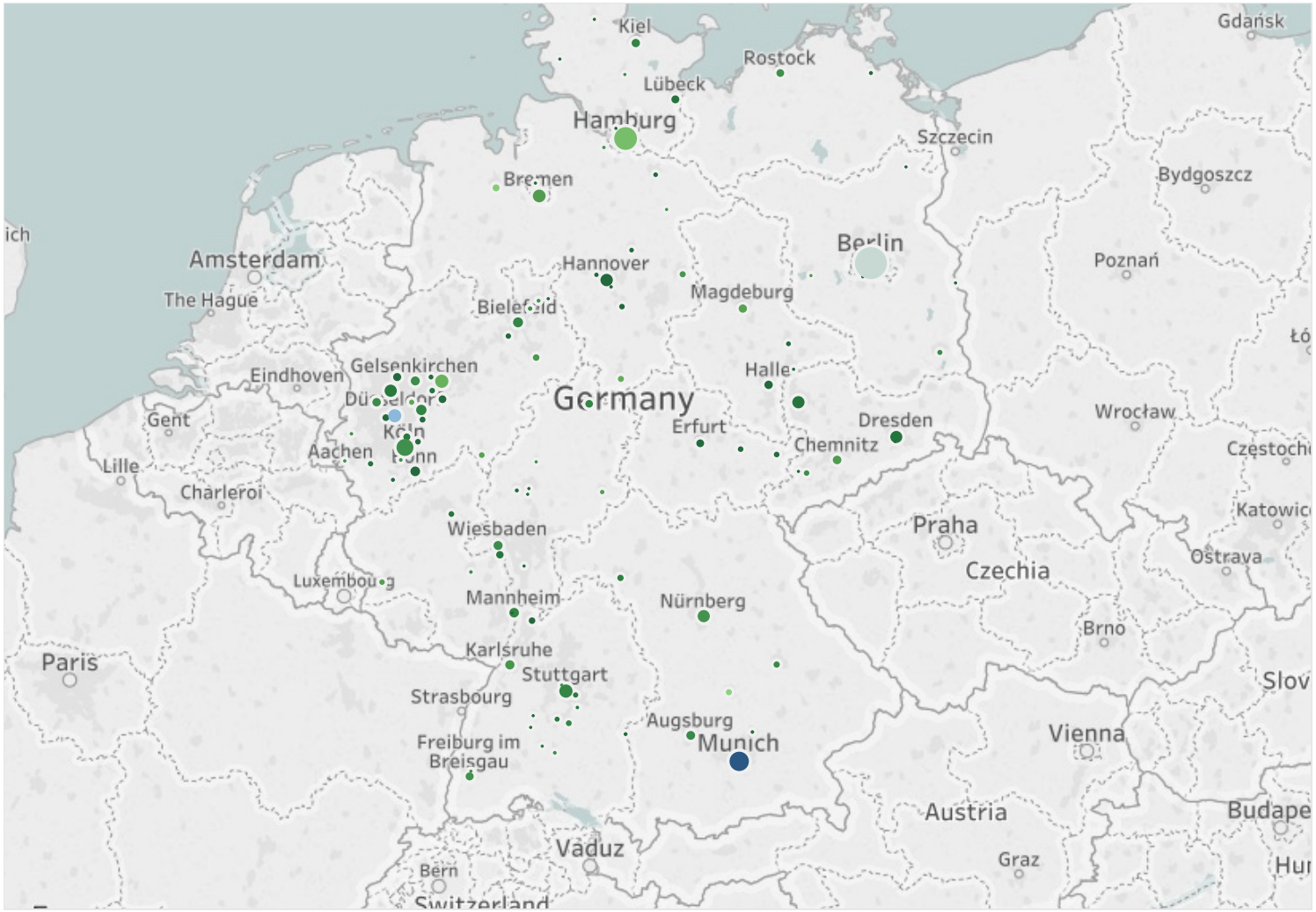
Contribution Margin, Cost and Net Value for each Area (Sales) broken down by Distribution Channel (Sales). Color shows details about Contribution Margin, Cost and Net Value. The data is filtered on Sales Organization, which keeps 13 of 13 members. The view is filtered on Distribution Channel (Sales) and Area (Sales). The Distribution Channel (Sales) filter keeps 10, 12 and 14. The Area (Sales) filter keeps North, South and West.

Area Inventory Balance



Opening Balance, Closing Balance and Delta for each Area (Sales) broken down by Distribution Channel (Sales). Color shows details about Opening Balance, Closing Balance and Delta. The data is filtered on Sales Organization, which keeps 13 of 13 members. The view is filtered on Area (Sales) and Distribution Channel (Sales). The Area (Sales) filter keeps North, South and West. The Distribution Channel (Sales) filter keeps 10, 12 and 14.

Map of Sales Orders/Customers



2019 Population

- 587,000 to 1,340,000
- 1,340,000 to 3,130,000
- 3,130,000 to 5,670,000
- 5,670,000 to 8,970,000
- 8,970,000 to 39,700,000

2019 Population

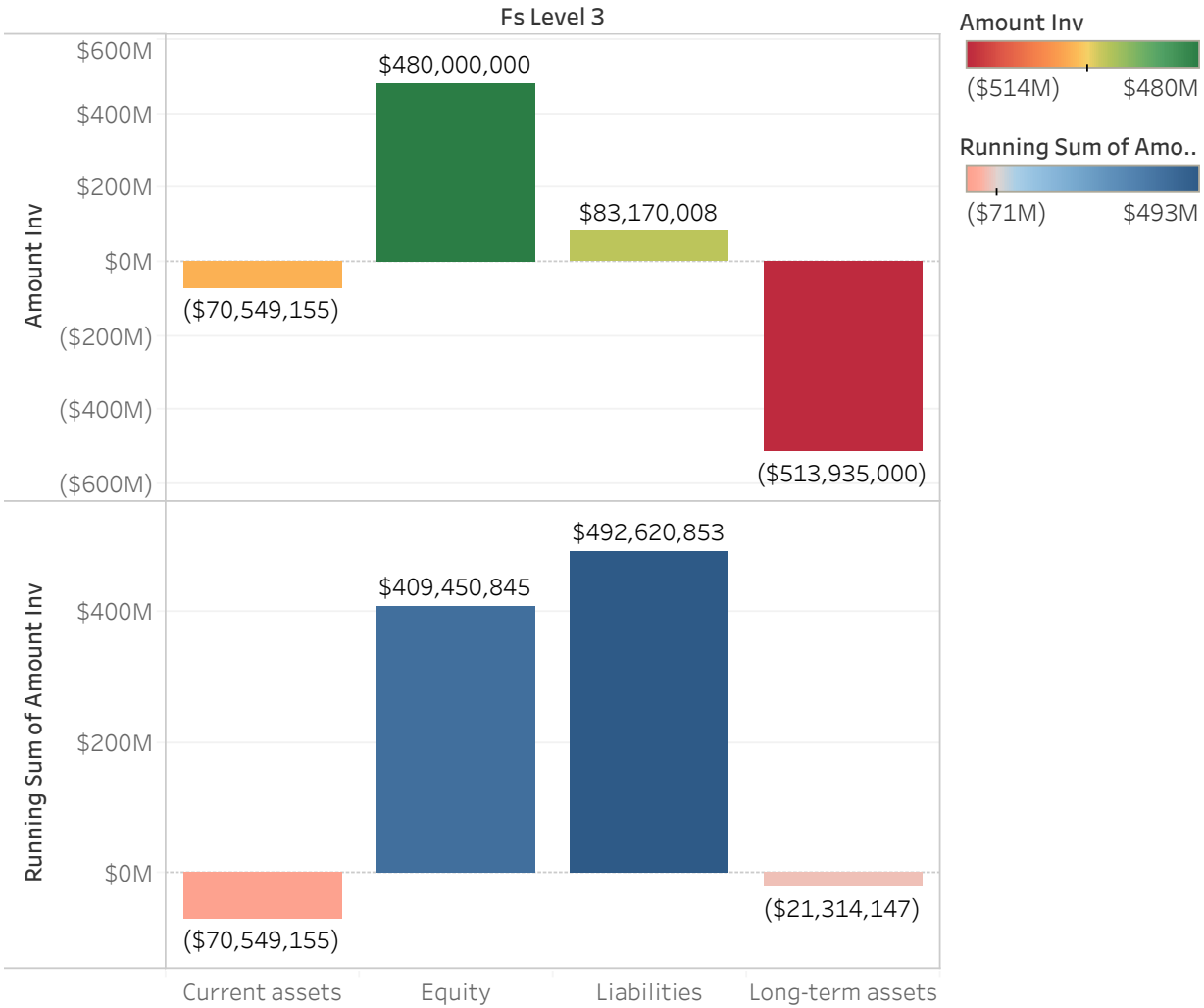
- 34,414
- 1,000,000
- 2,000,000
- 3,426,354

Count Sales Orders

13 — 327

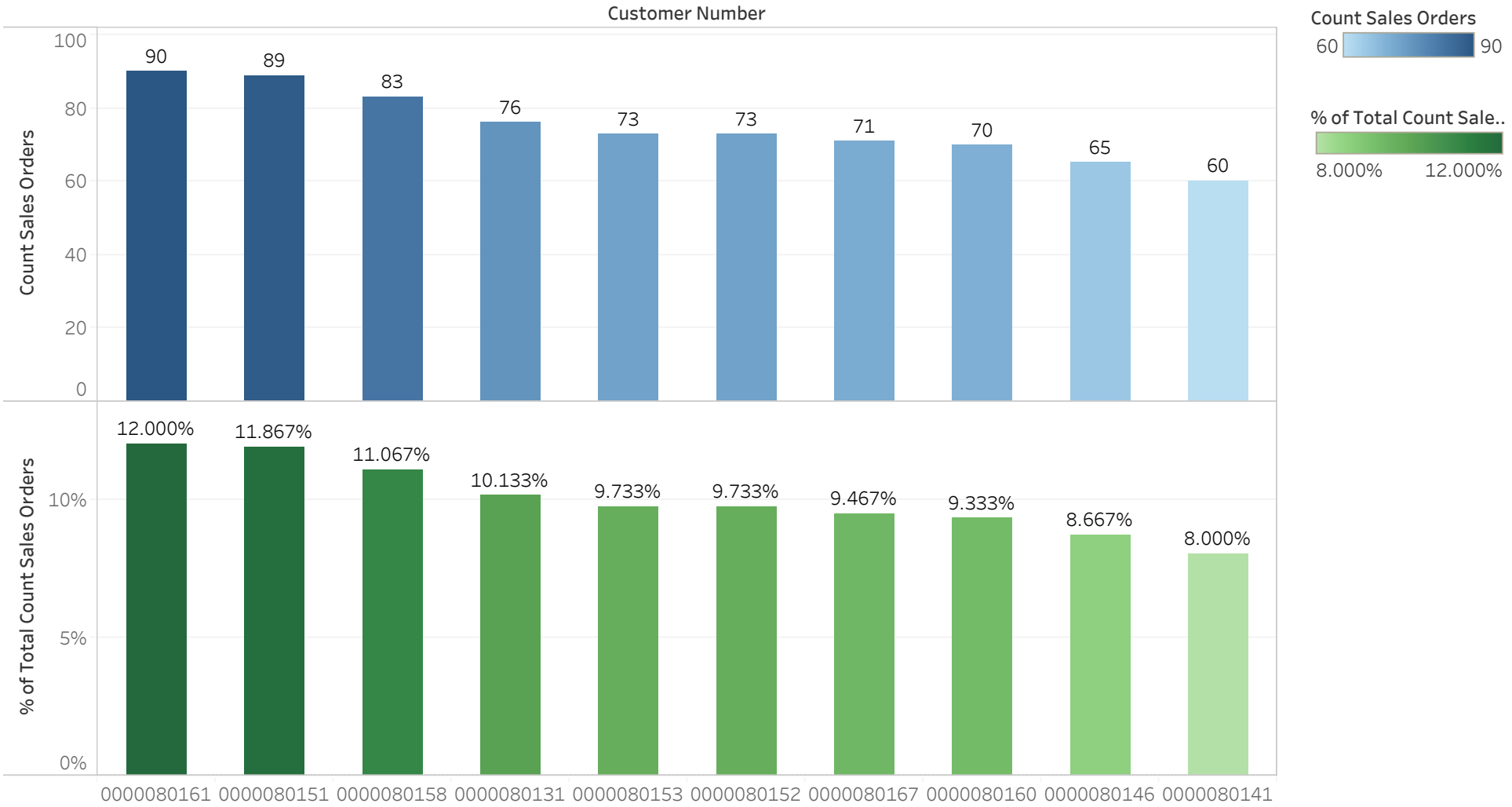
Map based on Longitude (generated) and Latitude (generated). Color shows sum of Count Sales Orders. Size shows sum of 2019 Population (GermanPopulationByCities (Excel)). Details are shown for Country and City. Map coloring shows 2018 Population by State. The data is filtered on Material Description, Sim Calendar Date Month and Distribution Channel (Market). The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date Month filter ranges from January to June and keeps Null values. The Distribution Channel (Market) filter keeps 10, 12 and 14. The view is filtered on Longitude (generated), which keeps non-Null values only.

Running Amount (inverted)



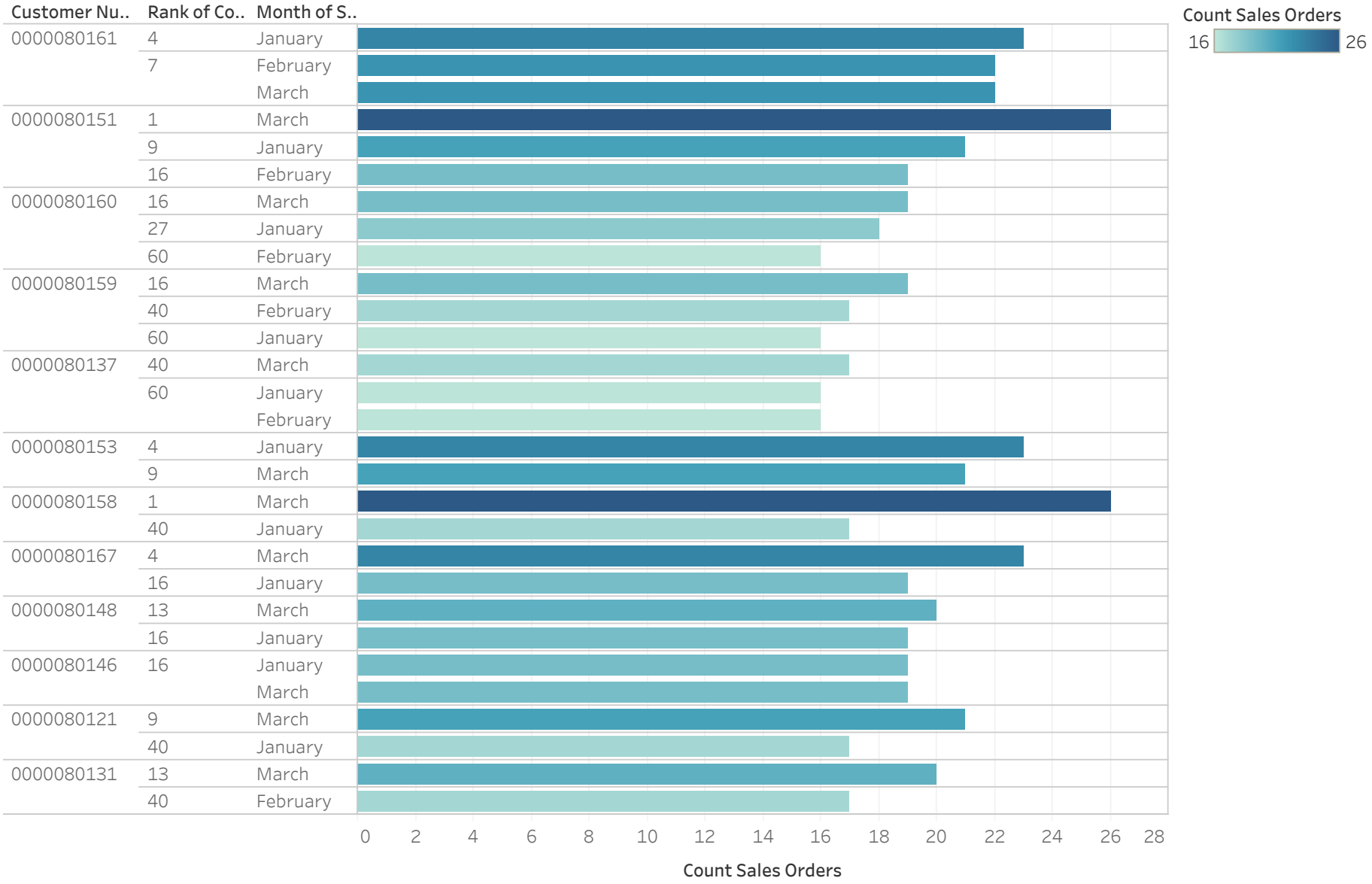
Sum of Amount Inv (FinancialsPostings) and Running Sum of Amount Inv (FinancialsPostings) for each Fs Level 3 (FinancialsPostings). For pane Sum of Amount Inv (FinancialsPostings): Color shows sum of Amount Inv (FinancialsPostings). For pane Running Sum of Amount Inv (FinancialsPostings): Color shows Running Sum of Amount Inv (FinancialsPostings). The data is filtered on sum of Amount Bs (FinancialsPostings) and Sim Calendar Date (Sales) Month. The sum of Amount Bs (FinancialsPostings) filter keeps non-Null values only. The Sim Calendar Date (Sales) Month filter keeps all values. The view is filtered on Fs Level 3 (FinancialsPostings), which keeps 9 of 9 members.

Customer Sales Orders (Top 10)



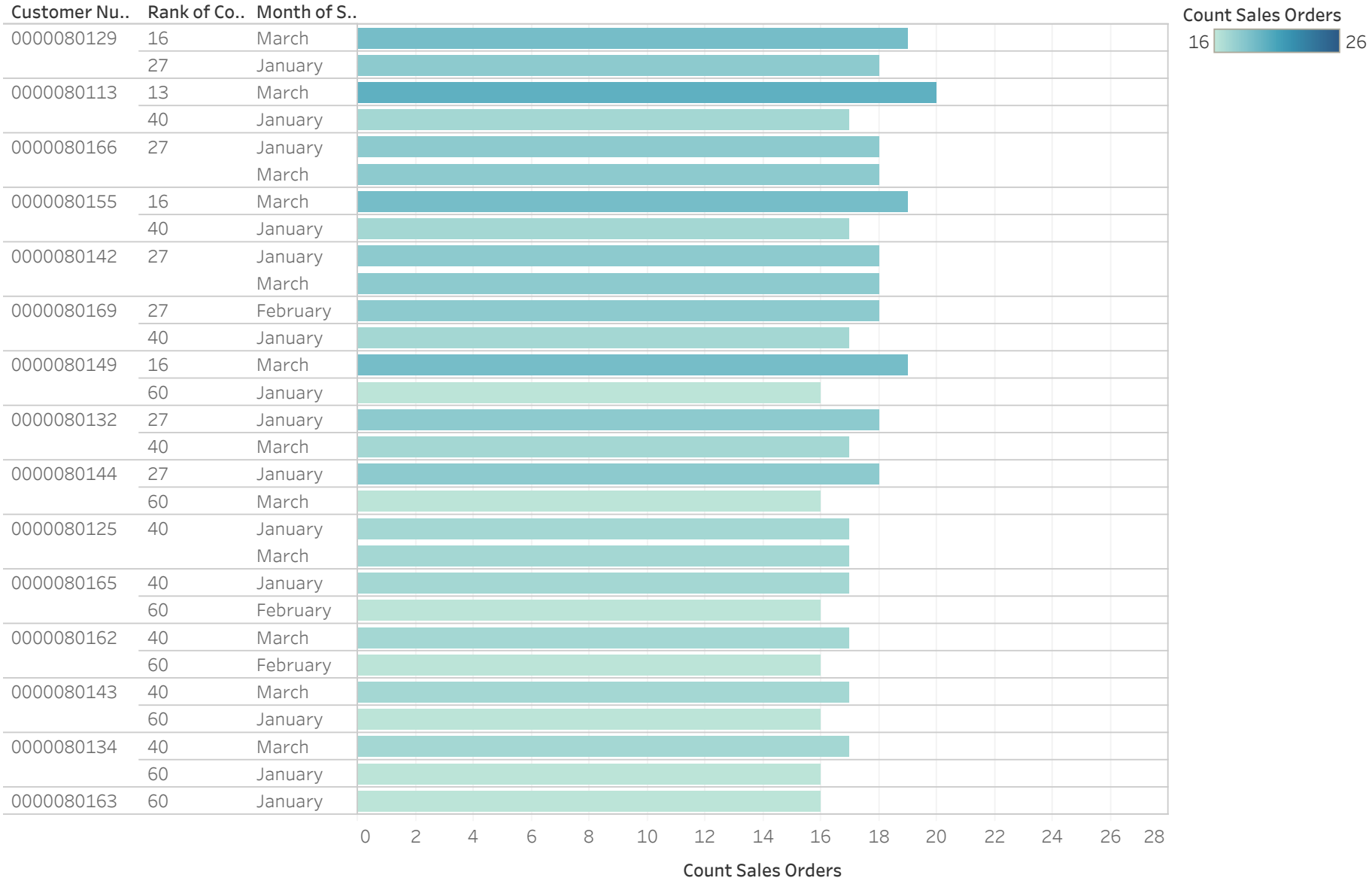
Sum of Count Sales Orders and % of Total Count Sales Orders for each Customer Number. For pane Sum of Count Sales Orders: Color shows sum of Count Sales Orders. For pane % of Total Count Sales Orders: Color shows % of Total Count Sales Orders. The data is filtered on Material Description and Sim Calendar Date Month. The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date Month filter keeps multiple members. The view is filtered on Customer Number, which keeps 10 of 215 members.

Customer Sales Orders (Ranked)



Sum of Count Sales Orders for each Rank of Count Sales Orders broken down by Customer Number and Sim Calendar Date Month. Color shows sum of Count Sales Orders. The data is filtered on Rank of Count Sales Orders and Material Description. The Rank of Count Sales Orders filter includes values less than or equal to 63. The Material Description filter excludes 1kg Blueberry Muesli. The view is filtered on Sim Calendar Date Month, which keeps multiple members.

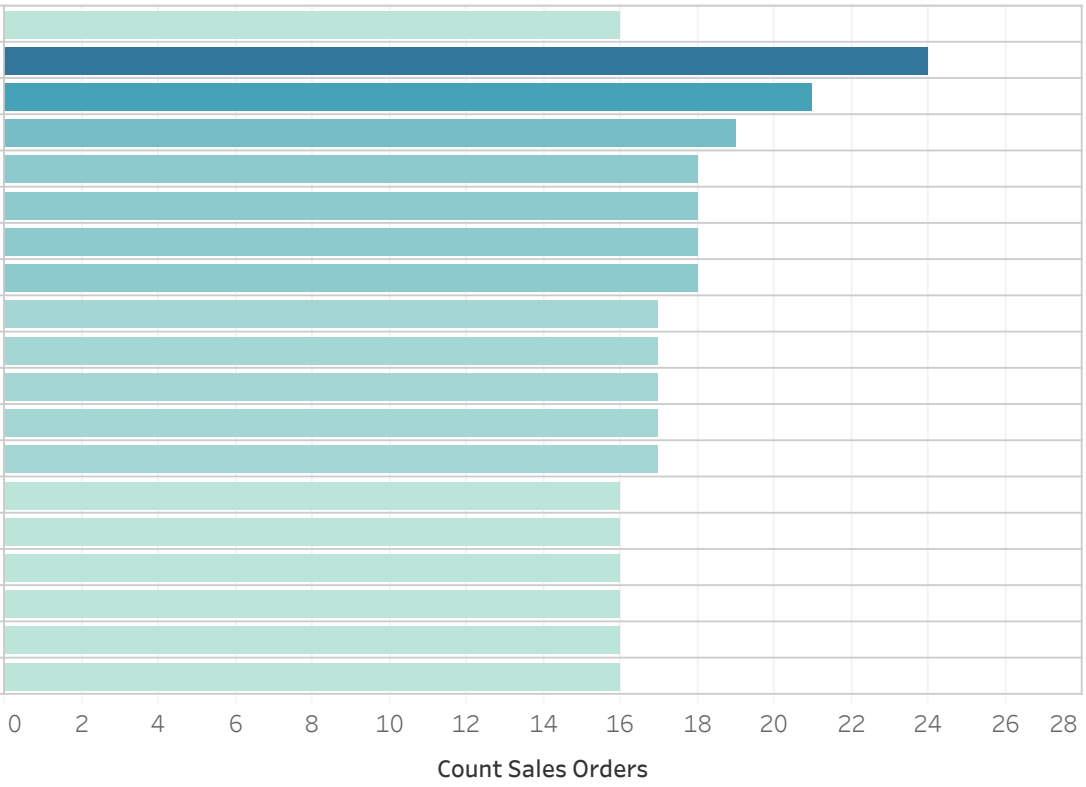
Customer Sales Orders (Ranked)



Sum of Count Sales Orders for each Rank of Count Sales Orders broken down by Customer Number and Sim Calendar Date Month. Color shows sum of Count Sales Orders. The data is filtered on Rank of Count Sales Orders and Material Description. The Rank of Count Sales Orders filter includes values less than or equal to 63. The Material Description filter excludes 1kg Blueberry Muesli. The view is filtered on Sim Calendar Date Month, which keeps multiple members.

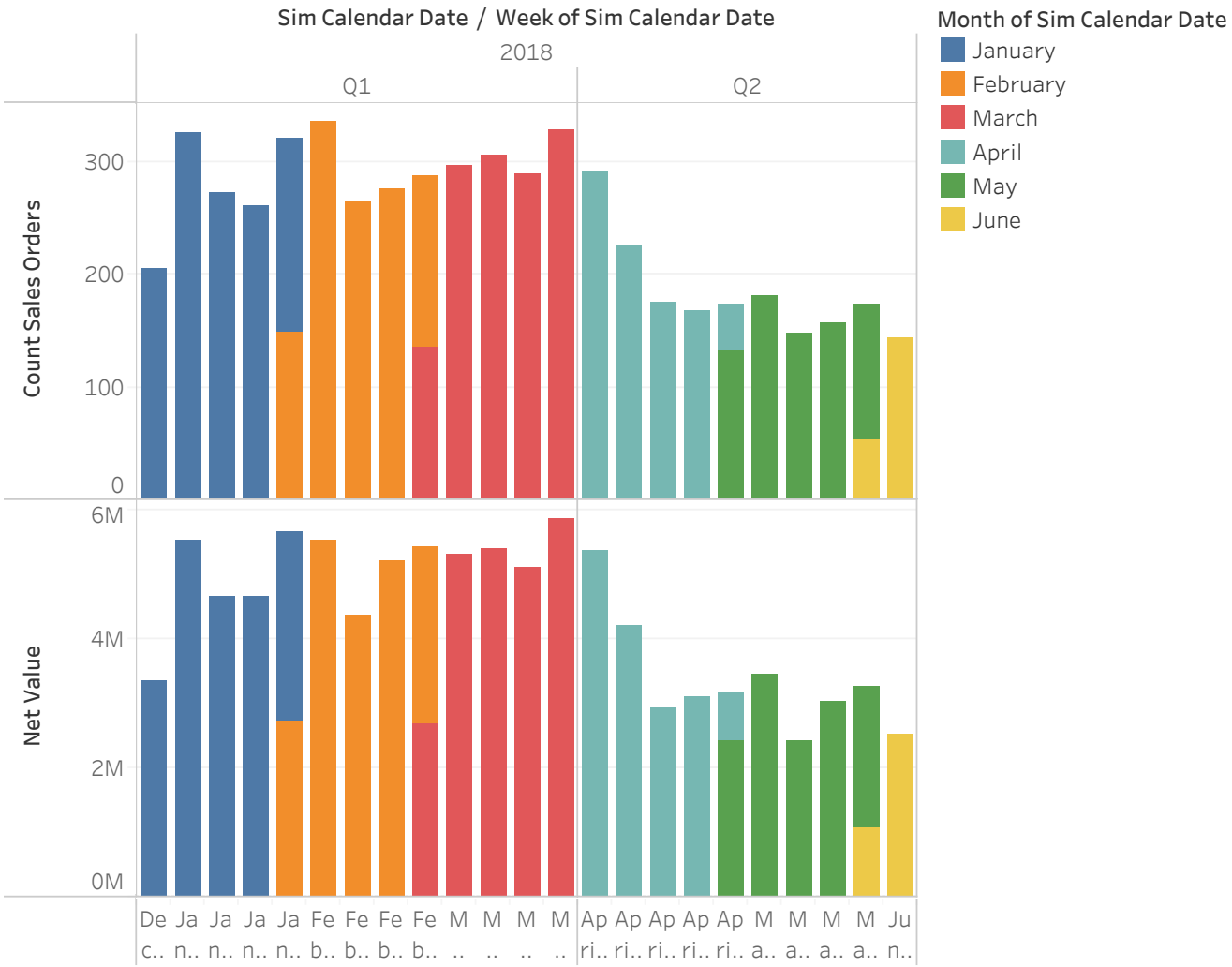
Customer Sales Orders (Ranked)

Customer Nu..	Rank of Co..	Month of S..
0000080163	60	March
0000080152	3	January
0000080135	9	January
0000080150	16	February
0000080164	27	March
0000080141	27	March
0000080133	27	January
0000080130	27	February
0000080170	40	March
0000080139	40	January
0000080127	40	January
0000080119	40	January
0000080114	40	January
0000080156	60	February
0000080154	60	February
0000080147	60	March
0000080122	60	February
0000080120	60	March
0000080116	60	March



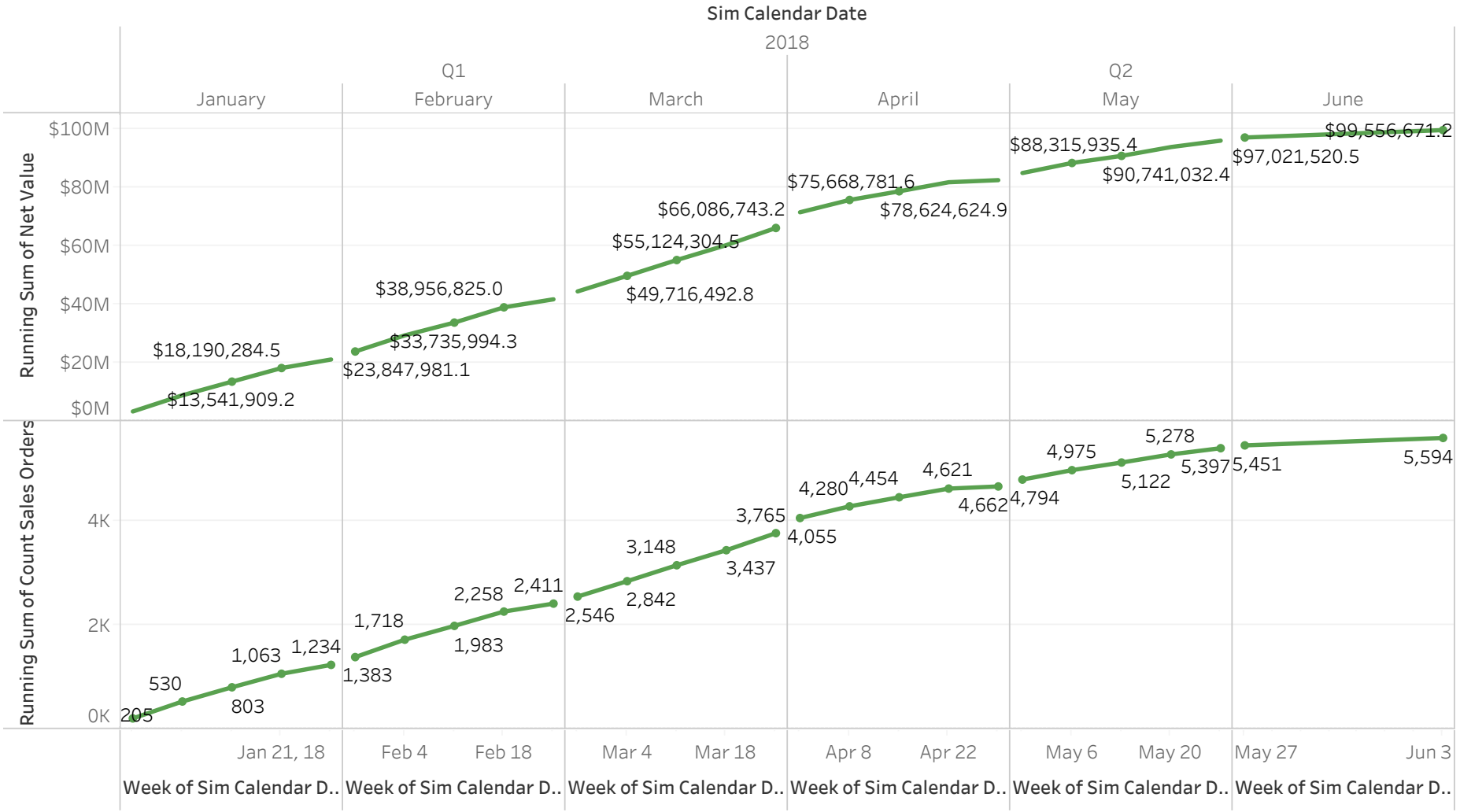
Sum of Count Sales Orders for each Rank of Count Sales Orders broken down by Customer Number and Sim Calendar Date Month. Color shows sum of Count Sales Orders. The data is filtered on Rank of Count Sales Orders and Material Description. The Rank of Count Sales Orders filter includes values less than or equal to 63. The Material Description filter excludes 1kg Blueberry Muesli. The view is filtered on Sim Calendar Date Month, which keeps multiple members.

Sum of Net Values



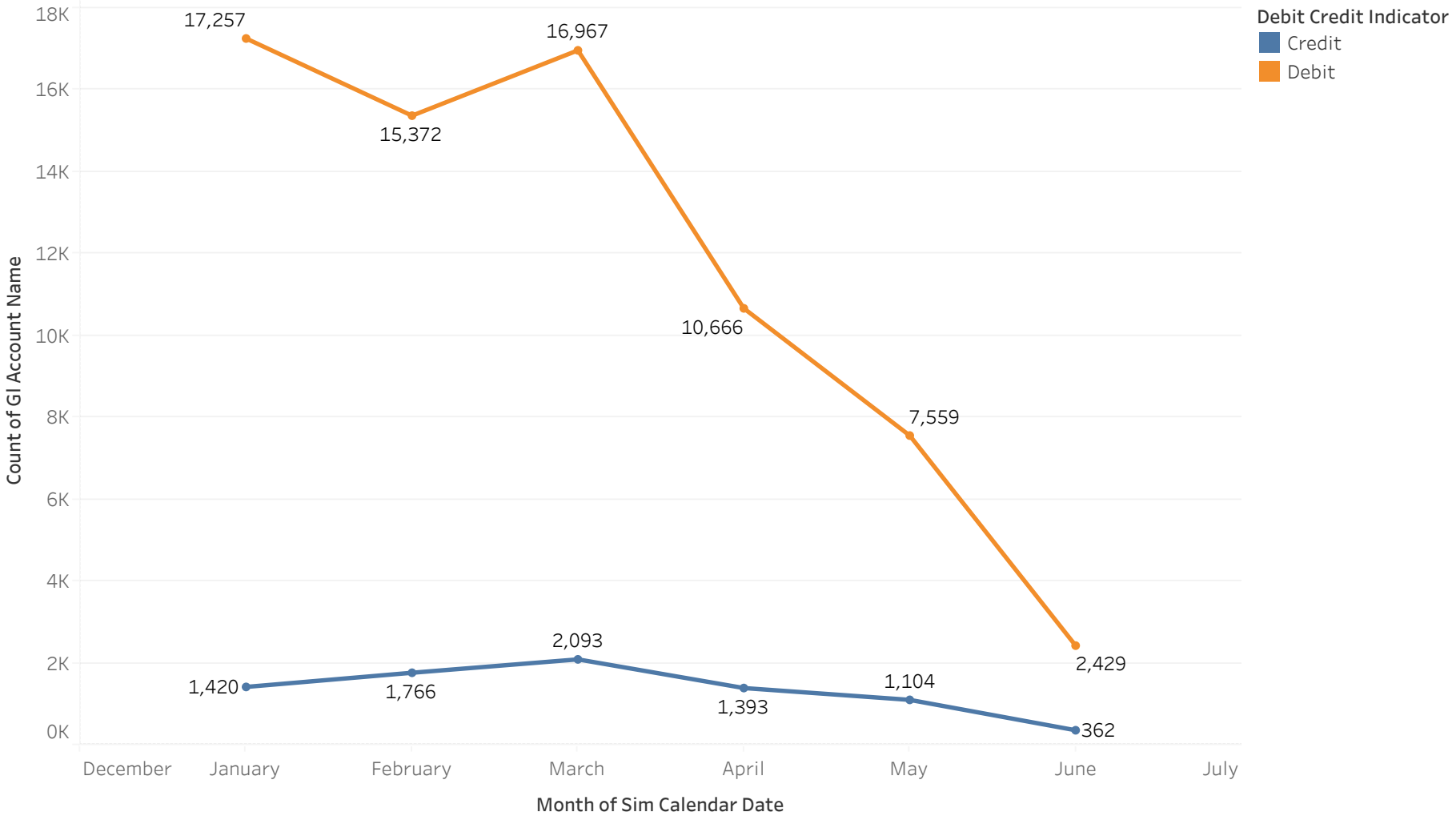
Sum of Count Sales Orders and sum of Net Value for each Sim Calendar Date Week broken down by Sim Calendar Date Year and Sim Calendar Date Quarter. Color shows details about Sim Calendar Date Month. The data is filtered on Material Description and Sim Calendar Date (Production) Quarter. The Material Description filter excludes 1kg Blueberry Muesli. The Sim Calendar Date (Production) Quarter filter keeps Q1 and Q2.

Running Sum of Net Values



The trends of Running Sum of Net Value and Running Sum of Count Sales Orders for Sim Calendar Date Week broken down by Sim Calendar Date Year, Sim Calendar Date Quarter and Sim Calendar Date Month. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli.

Monthly Count Debit/Credit



The trend of count of GI Account Name for Sim Calendar Date (FinancialsBalances) Month. Color shows details about Debit Credit Indicator. The view is filtered on Sim Calendar Date (FinancialsBalances) Month, which includes dates on or before June.

GI Account (Inverted)

		Sim Calendar Date				
Fs Level 2	Gl Account..	January	February	March	April	May
Assets	Null					
	Accumulat..	$90,000	$75,000	$105,000	$60,000	$45,000
	Bank Cash ..	($34,686,164)	($10,004,112)	($1,516,571)	($6,332,641)	($2,452,828)
	Buildings	($36,000,000)	$0	$0	$0	$0
	Customers..	($12,187,846)	$505,234	($1,559,144)	($265,008)	$572,950
	Finished g..	($998,961)	($223,431)	$67,217	$257,379	$149,931
	Land	($12,000,000)	$0	$0	$0	$0
	Machinery..	($483,000,000)	$0	$0	$0	($1,000,000)
	Raw mater..	($4,463,074)	($1,773,491)	$861,780	$1,661,436	($482,735)
Cost of Go..	Null					
Inventory ..	Null					
Liabilities and Owners' E..	Null					
	Accounts p..	$4,413,310	$6,025,393	($2,785,632)	($1,150,568)	$127,963
	GR/IR Clea..	$0	$0	$0	$0	$0
Operating ..	Null					
Revenues	Null					
Sales, Gen..	Null					
Grand Total		($578,832,735)	($5,395,407)	($4,827,349)	($5,769,402)	($3,039,720)

Amount Inv

-483M $6,025,393

Sum of Amount Inv (FinancialsPostings) broken down by Sim Calendar Date Month vs. Fs Level 2 and Gl Account Name (FinancialsPostings). Color shows sum of Amount Inv (FinancialsPostings). The marks are labeled by sum of Amount Inv (FinancialsPostings). The view is filtered on Gl Account Name (FinancialsPostings) and Sim Calendar Date Month. The Gl Account Name (FinancialsPostings) filter keeps 10 of 61 members. The Sim Calendar Date Month filter keeps 6 of 6 members.

GI Account (Inverted)

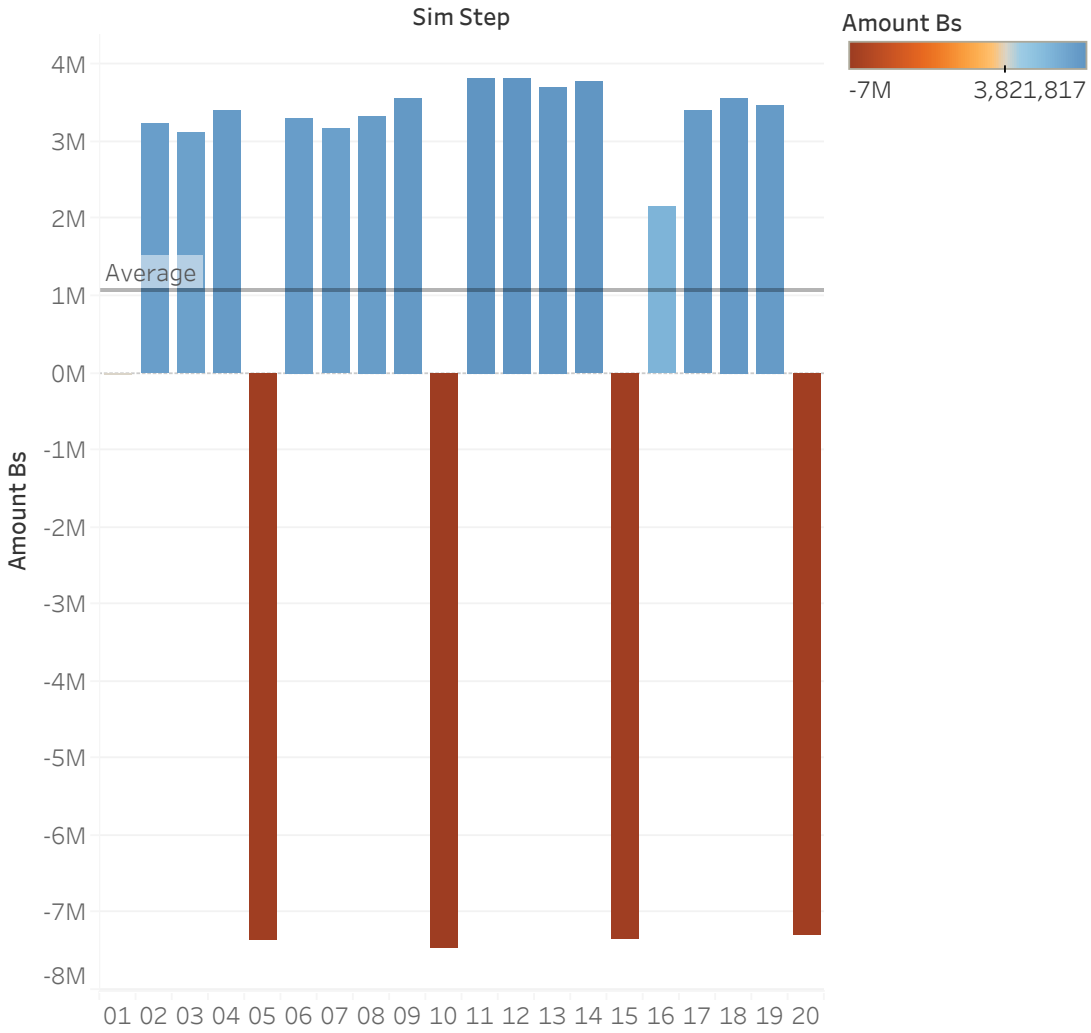
Fs Level 2	Gl Account..	Sim Calendar Date June
Assets	Null	
	Accumulat..	$15,000
	Bank Cash ..	$1,595,100
	Buildings	$0
	Customers..	($634,445)
	Finished g..	($97,815)
	Land	$0
	Machinery..	$0
	Raw mater..	$1,458,085
Cost of Go..	Null	
Inventory ..	Null	
Liabilities and Owners' E..	Null	
	Accounts p..	($10,555)
	GR/IR Clea..	$0
Operating ..	Null	
Revenues	Null	
Sales, Gen..	Null	
Grand Total		$2,325,370

Amount Inv

-483M $6,025,393

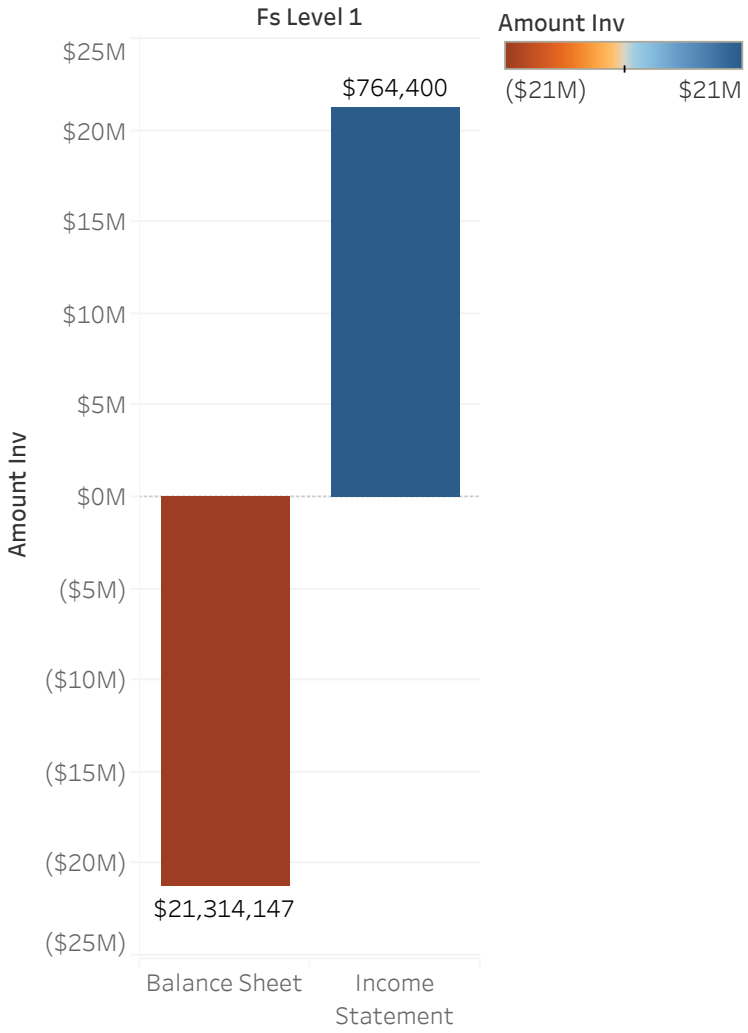
Sum of Amount Inv (FinancialsPostings) broken down by Sim Calendar Date Month vs. Fs Level 2 and Gl Account Name (FinancialsPostings). Color shows sum of Amount Inv (FinancialsPostings). The marks are labeled by sum of Amount Inv (FinancialsPostings). The view is filtered on Gl Account Name (FinancialsPostings) and Sim Calendar Date Month. The Gl Account Name (FinancialsPostings) filter keeps 10 of 61 members. The Sim Calendar Date Month filter keeps 6 of 6 members.

Balance by Step



Sum of Amount Bs for each Sim Step. Color shows sum of Amount Bs.

FS Level 1 (Inverted)



Sum of Amount Inv for each Fs Level 1. Color shows sum of Amount Inv. The marks are labeled by Amount Bs and Sim Period.

Amount Bs & Is (Level 3)

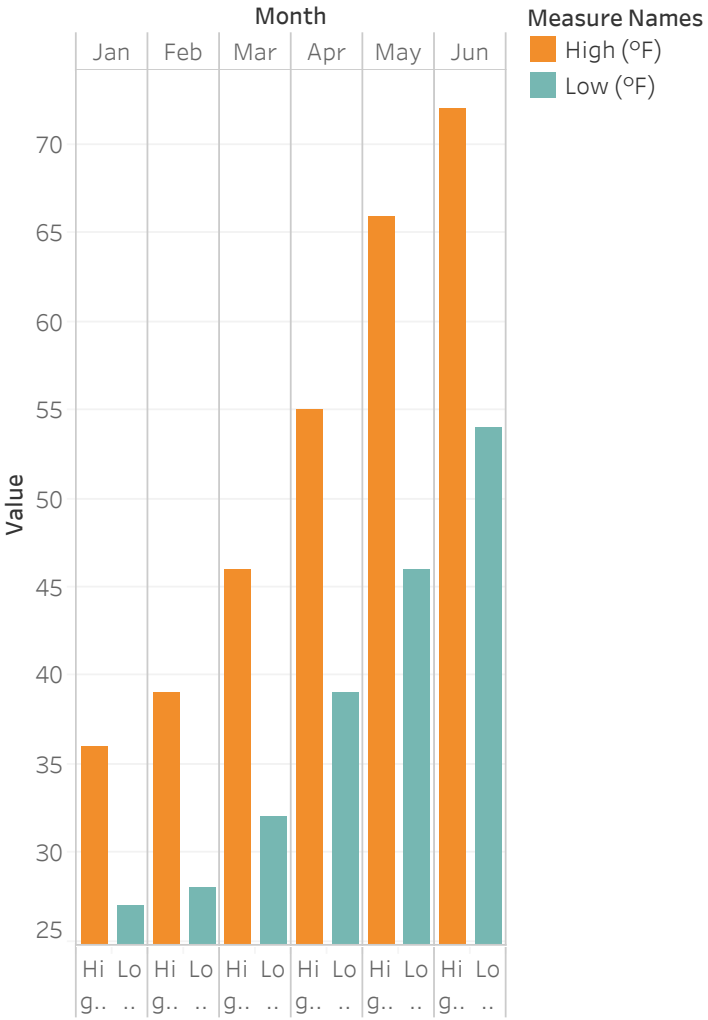
Fs Level 1	Fs Level 2	Fs Level 3	Amount Bs	Amount Inv	Amount Is
Balance Sheet	Assets	Current assets	$70,549,155	($70,549,155)	
		Long-term assets	$513,935,000	($513,935,000)	
	Liabilities and Owners' Equity	Equity	($480,000,000)	$480,000,000	
		Liabilities	($83,170,008)	$83,170,008	
Income Statement	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 Values

-514M 513,935,000

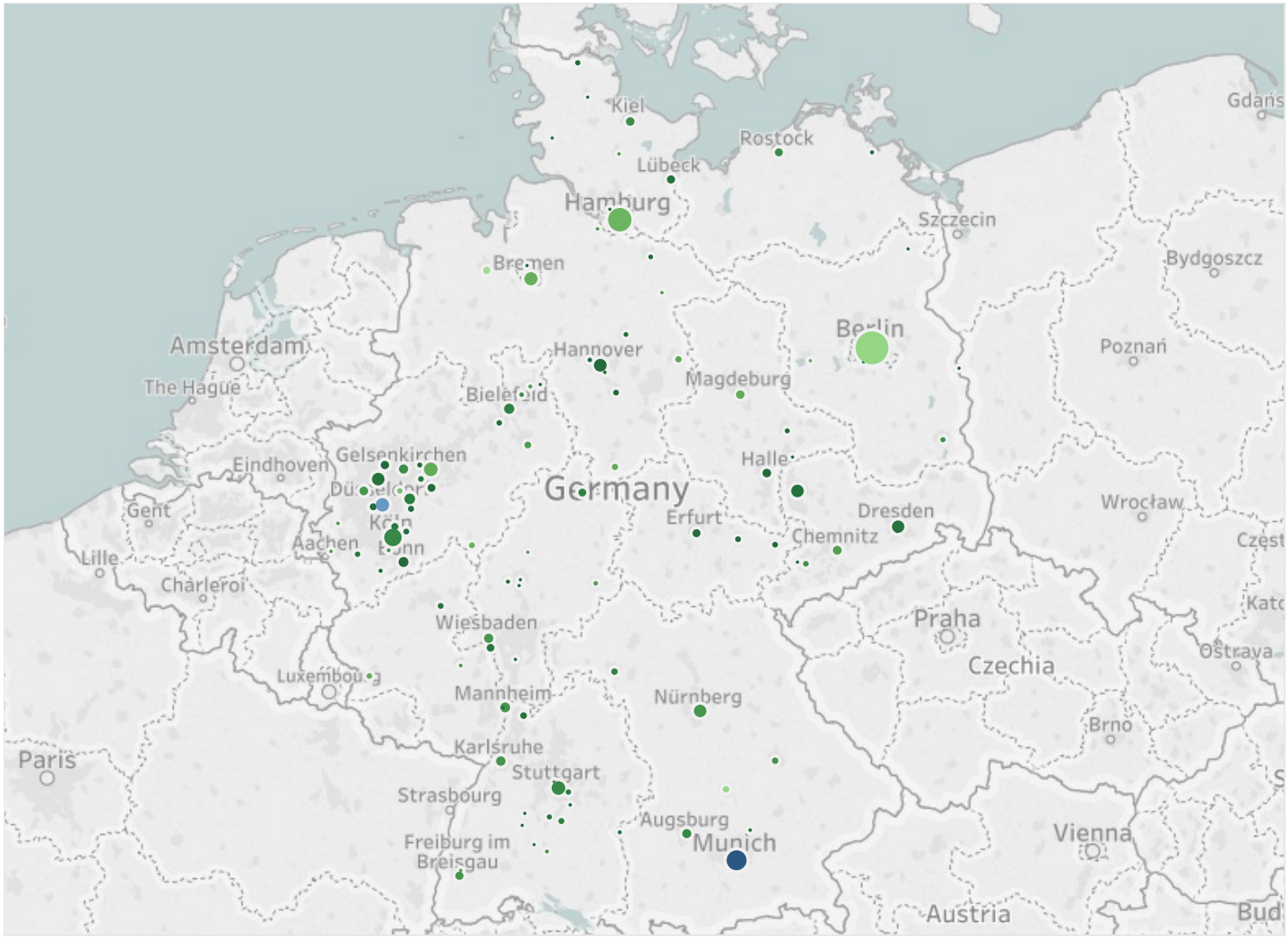
Amount Bs, Amount Inv and Amount Is (color) broken down by Fs Level 1, Fs Level 2 and Fs Level 3.

Berlin Weather



High (°F) and Low (°F) for each Month (Sheet1 (BerlinWeather(6mo))). Color shows details about High (°F) and Low (°F). The view is filtered on sum of High (°F) (Sheet1 (BerlinWeather(6mo))) and sum of Low (°F) (Sheet1 (BerlinWeather(6mo))). The sum of High (°F) (Sheet1 (BerlinWeather(6mo))) filter keeps non-Null values only. The sum of Low (°F) (Sheet1 (BerlinWeather(6mo))) filter keeps non-Null values only.

Map of Population vs Margin

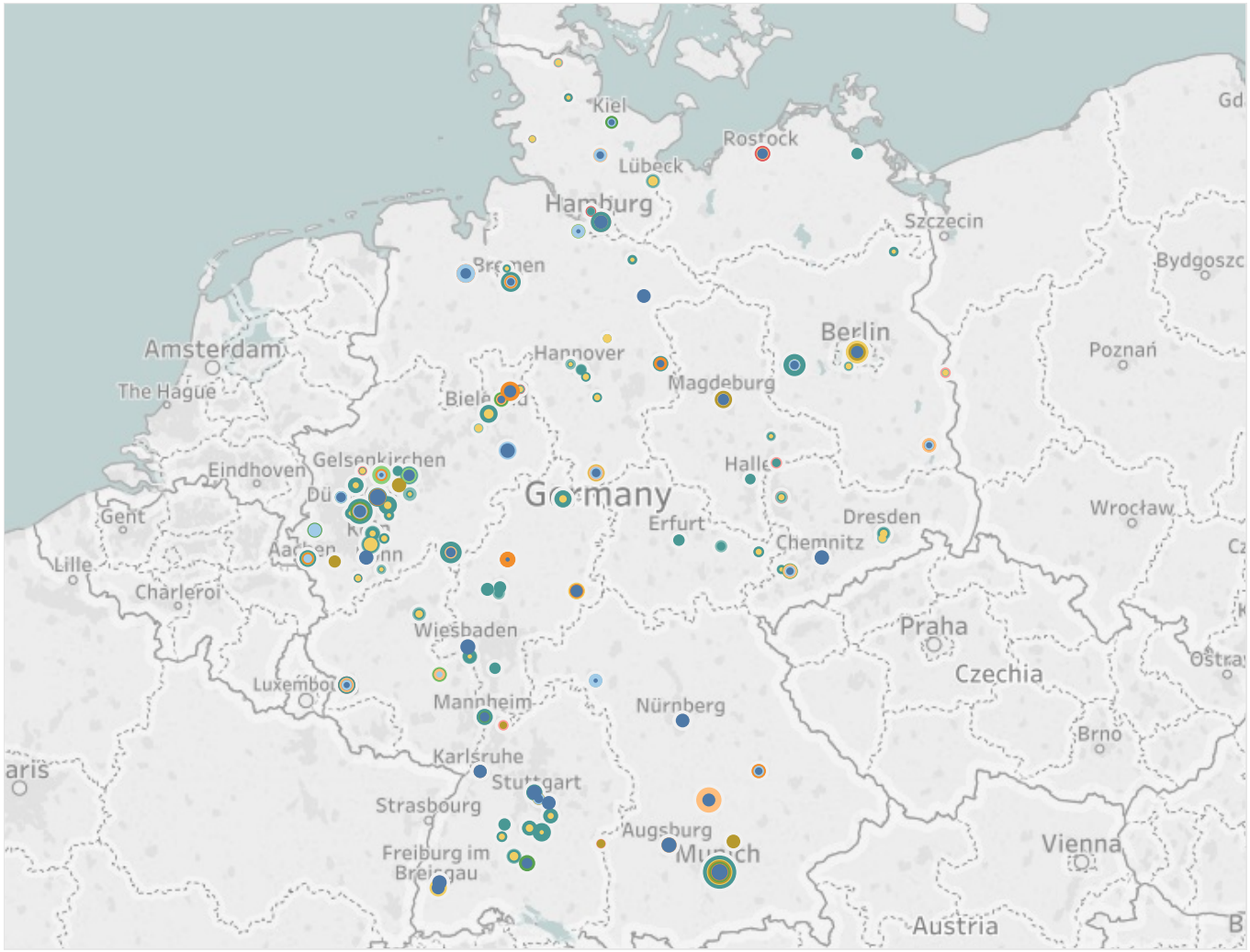


2019 Population
34,414
1,000,000
2,000,000
3,426,354

Contribution Margin
104,498 3,573,945

Map based on Longitude (generated) and Latitude (generated). Color shows sum of Contribution Margin. Size shows sum of 2019 Population (GermanPopulationByCities (Excel)). Details are shown for Country (CityCoords (outside source)), City and Country. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli. The view is filtered on Longitude (generated) and sum of 2019 Population (GermanPopulationByCities (Excel)). The Longitude (generated) filter keeps non-Null values only. The sum of 2019 Population (GermanPopulationByCities (Excel)) filter keeps all values.

Map of Sales Organizations

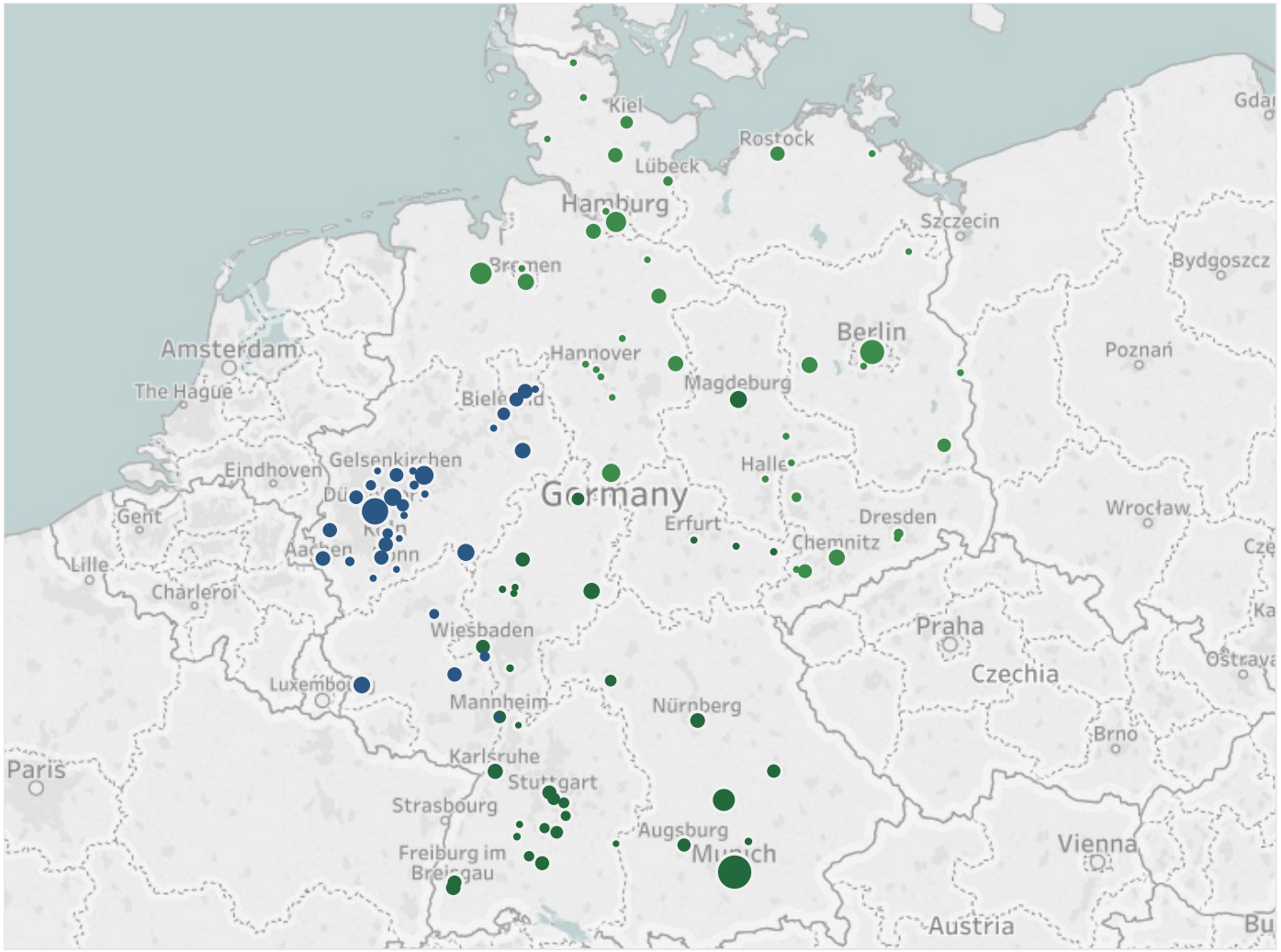


Count Sales Orders
- 1
- 20
- 40
- 59

Sales Organization
- AA
- BB
- CC
- DD
- EE
- FF
- II
- JJ
- KK
- LL
- MM
- NN

Map based on Longitude (generated) and Latitude (generated). Color shows details about Sales Organization (Market). Size shows sum of Count Sales Orders. Details are shown for Country (CityCoords (outside source)), City and Country. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli. The view is filtered on Longitude (generated), which keeps non-Null values only.

Map of Avg Unit Price vs Customer Count



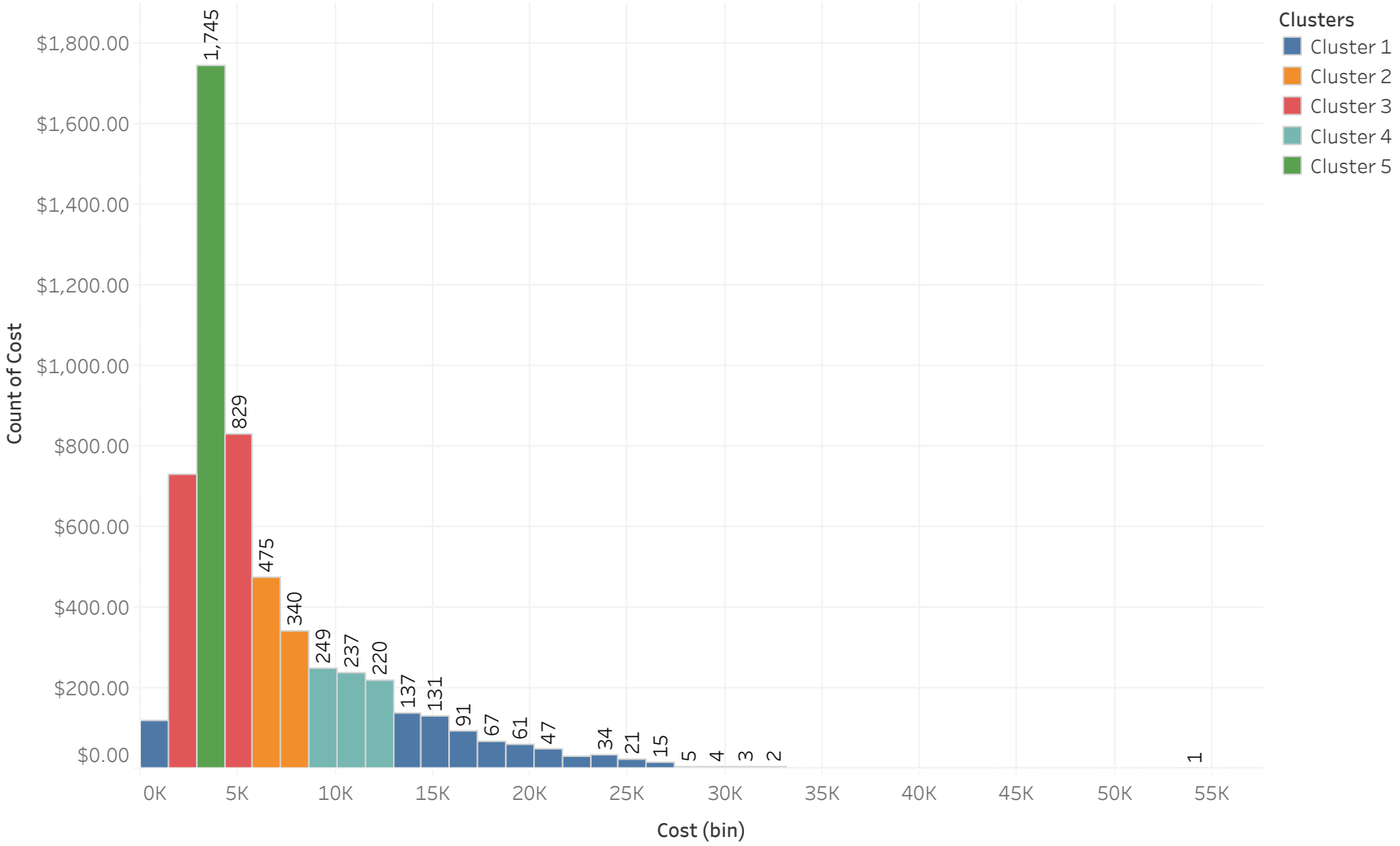
13
100
200
327

Avg Unit Price

$2 $3

Map based on Longitude (generated) and Latitude (generated). Color shows sum of Avg Unit Price (Market). Size shows sum of Count Customers. Details are shown for Country (CityCoords (outside source)), City and Country. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli. The view is filtered on Longitude (generated) and sum of Count Customers. The Longitude (generated) filter keeps non-Null values only. The sum of Count Customers filter ranges from 13 to 327.

(DNU) Sheet 4



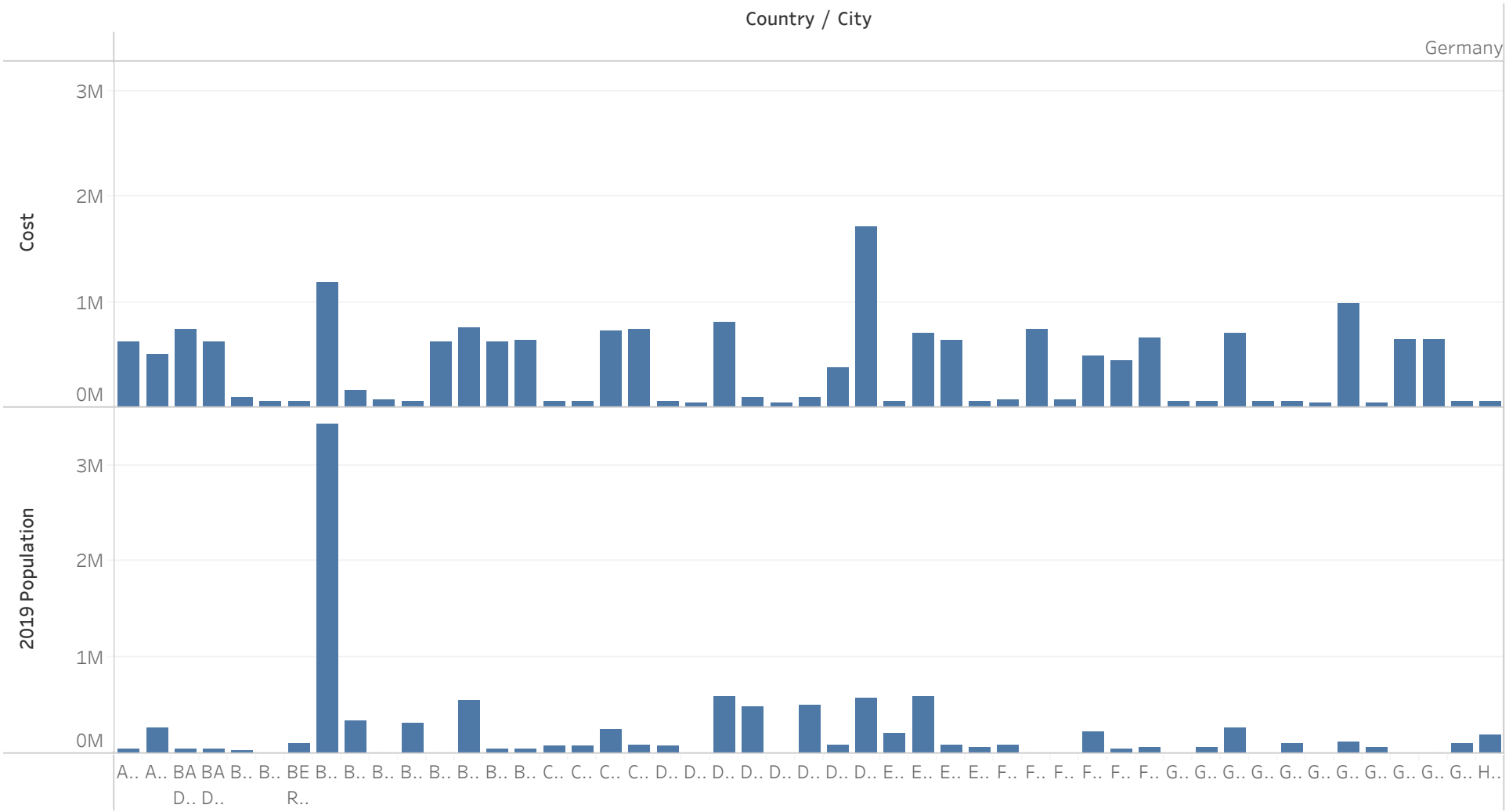
The trend of count of Cost for Cost (bin). Color shows details about Clusters. The data is filtered on Material Description, which excludes 1kg Blueberry Muesli.

(DNU) Sheet 35

Material Type	Material Size	Material Description	Count Sales Orders	Quantity
Finished Product	1kg	1kg Mixed Fruit Muesli	125	798,398
		1kg Nut Muesli	457	2,558,461
		1kg Original Muesli	102	649,479
		1kg Raisin Muesli	231	1,397,621
		1kg Strawberry Muesli	721	4,284,735
	500g	500g Blueberry Muesli	1,243	5,354,494
		500g Mixed Fruit Muesli	89	437,628
		500g Nut Muesli	736	3,156,847
		500g Original Muesli	278	1,680,000
		500g Raisin Muesli	519	2,192,167
		500g Strawberry Muesli	1,093	4,877,777

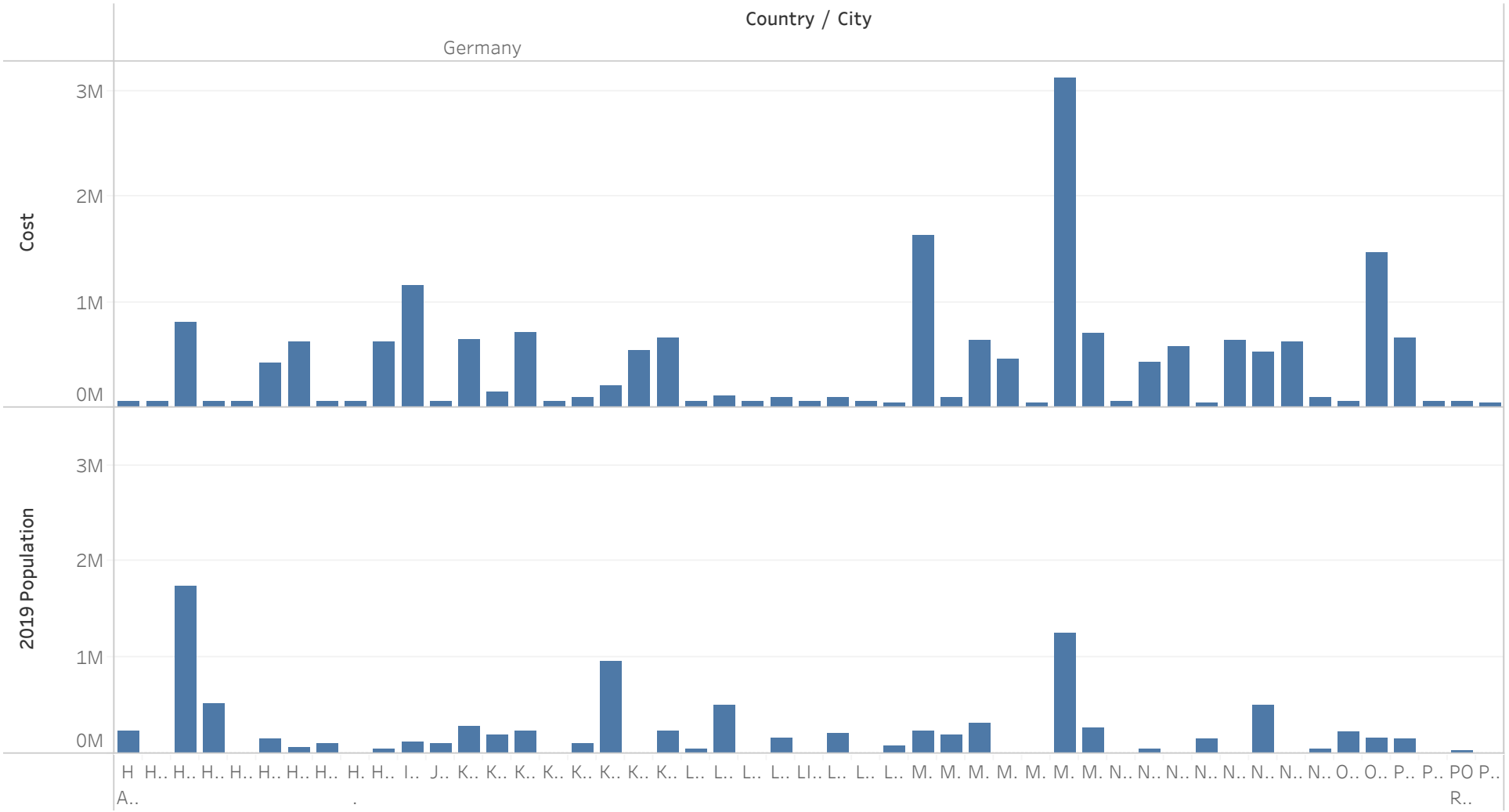
Count Sales Orders and Quantity broken down by Material Type, Material Size and Material Description. The view is filtered on Material Description, which excludes 1kg Blueberry Muesli.

ERROR FOUND



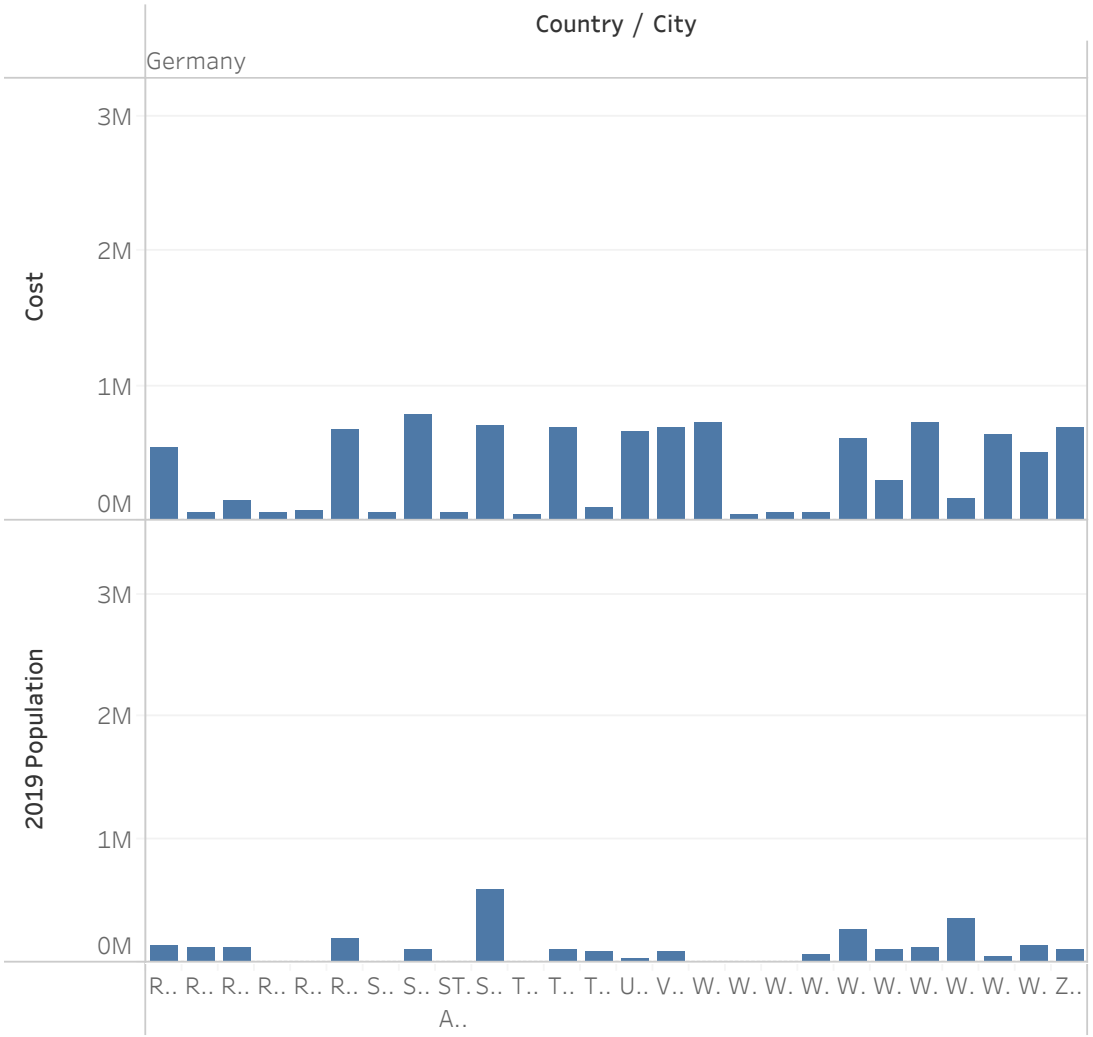
Sum of Cost and sum of 2019 Population (GermanPopulationByCities (Excel)) for each City broken down by Country.

ERROR FOUND



Sum of Cost and sum of 2019 Population (GermanPopulationByCities (Excel)) for each City broken down by Country.

ERROR FOUND



Sum of Cost and sum of 2019 Population (GermanPopulationByCities (Excel)) for each City broken down by Country.

Muesli
Presented to
Mr. Stephen Hendrix, CEO; Mr. Jeff Fraley, COO; Mr. Mathew Desjardins, CIO; and Mr. Evan Blankenship, President/COB
Prepared by
Erin Lorelle Cook
April 2019

Muesli

Material Size
- [x] 1kg
- [x] 500g

Current Inventory
0 — 164,833

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

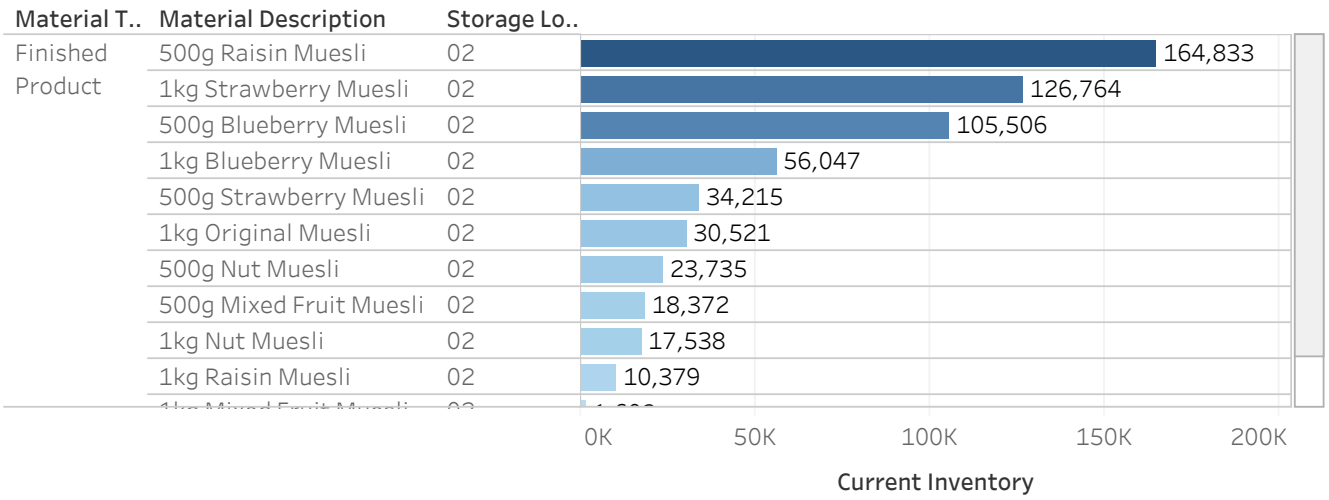
INVENTORY OF MATERIALS by Location

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).

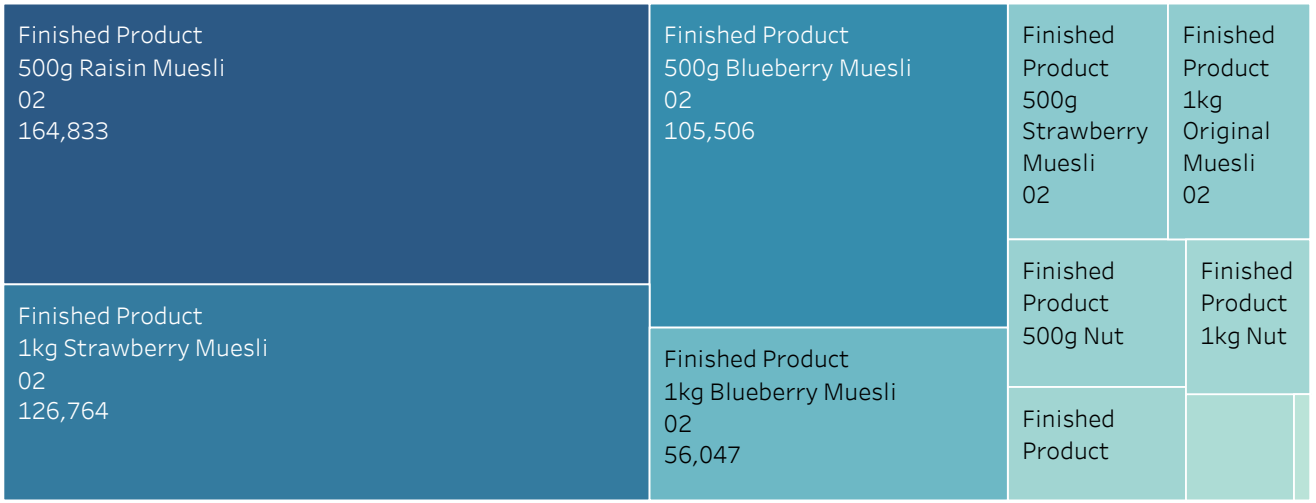
INVENTORY OF MATERIALS (chart)

The right chart shows that inventory has the highest count of 500g Raisin Muusli 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

Material Description
- [x] 1kg Blueberry Muesli
- [x] 1kg Mixed Fruit Muesli
- [x] 1kg Nut Muesli
- [x] 1kg Original Muesli

Material Size
- [x] 1kg
- [x] 500g

These charts focus on material yield and counts. These can be filtered by material description and size.

MATERIAL YIELD per Size

The first chart shows the yield per product, sorted by material size. The highest yield for both sizes is the Blueberry Muesli and the lowest is the Original.

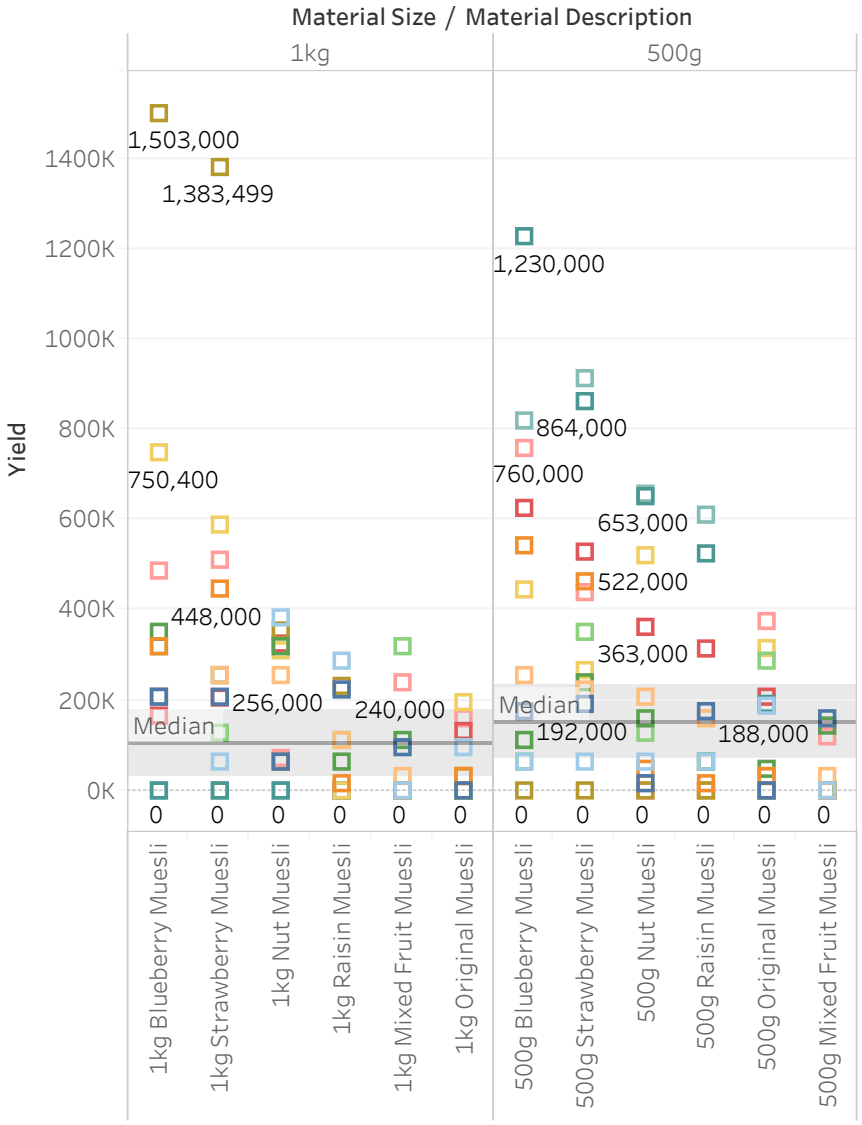
The chart shows a median bar over both sizes - the median yield for the 500G is more than the median for the 1kg, with the 1kg yields more spread out.

MATERIAL COUNTS

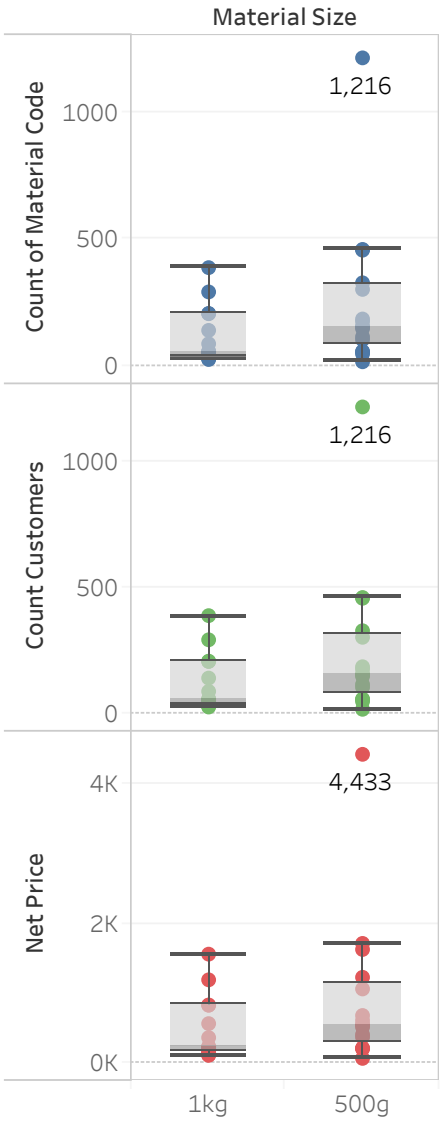
Why is there material count, customer count, and net price on the smae chart? Notice that the customer count and the material count are the same.

Also, the pattern continues with all 3 categories sharing the same outlier.

Material Yield per Size



Material Counts



Muesli

Measure Names
- [x] Current Inventory
- [ ] Elapsed Steps
- [ ] Nb Steps Available
- [ ] Number of Records

Sim Month
To June

Measure Names
- Quantity Sold
- Current Inventory

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

QTY SOLD vs INVENTORY

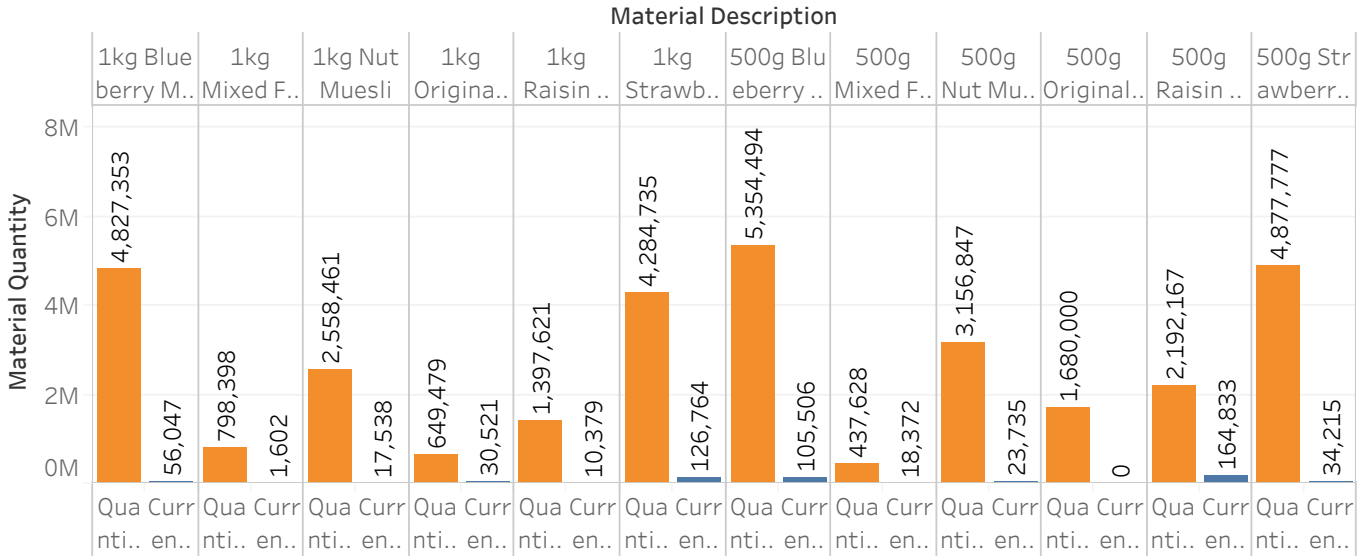
This chart is helpful to determine how much inventory is on hand versus how many were sold. Having a blue bar higher than the orange bar would indicate that too much is on-hand.

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.

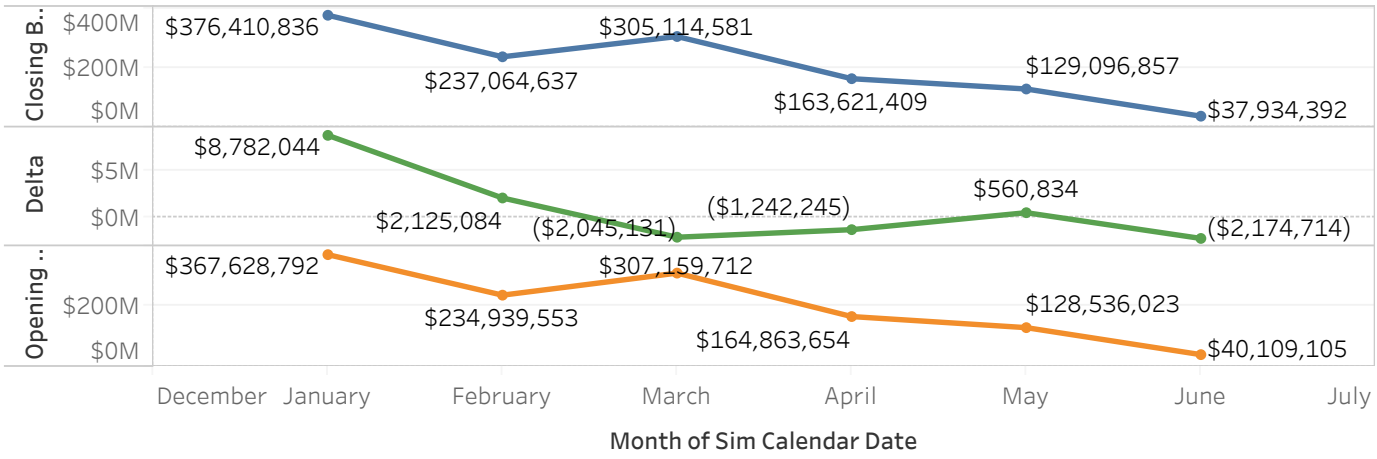
INVENTORY BALANCE by Period

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)



Net Price

Material Label
Blueberry Mue..
Raisin Muesli
Mixed Fruit M..
Strawberry M..
Nut Muesli
Original Muesli

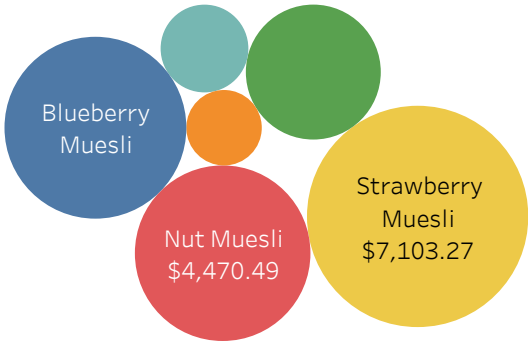
INVENTORY OPENING/DELTA/CLOSING

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 Musli 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
			1kg Strawberry Muesli	$10,385,305.00	$126,764.00	$10,512,069.00
		500g	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
			500g Raisin Muesli	$11,770,924.00	$164,833.00	$11,935,757.00
			500g Strawberry Muesli	$13,158,125.00	$34,215.00	$13,192,340.00
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

Count of Material
324 2,232

Month of Sim Calendar Date
June
Show history

Measure Names
Count of Material De..
Yield

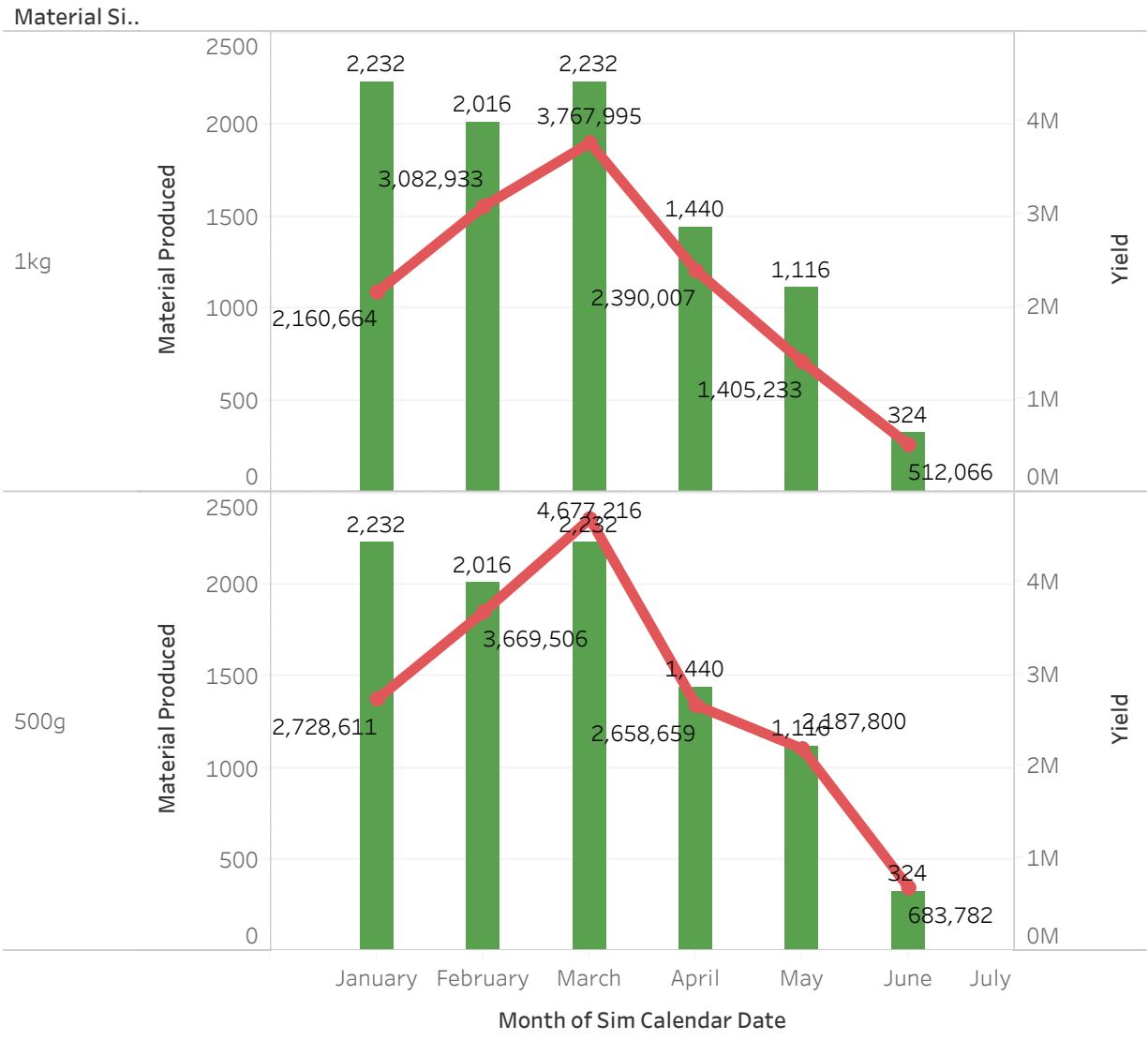
PRODUCTION (by Month)

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.

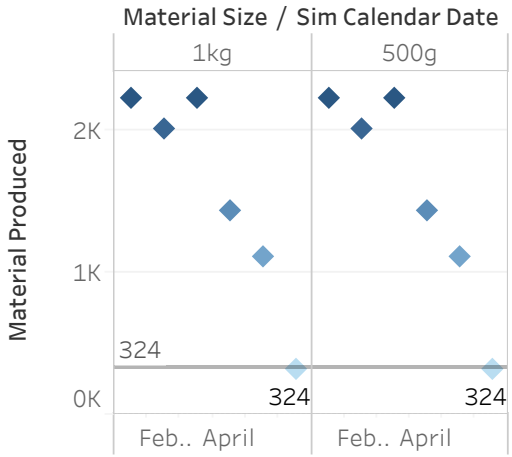
TOTAL MONTHLY PRODUCTION

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

Material Yield vs Production (month)



Total Monthly Production - June



Muesli

Material Description
- [x] 1kg Blueberry Muesli
- [x] 1kg Mixed Fruit Muesli
- [x] 1kg Nut Muesli
- [x] 1kg Original Muesli

Material Description
1kg Blueberry .. | 1kg Raisin Mu.. | 500g Nut Mue..
1kg Mixed Frui.. | 1kg Strawberr.. | 500g Original ..
1kg Nut Muesli | 500g Blueberr.. | 500g Raisin M..
1kg Original M.. | 500g Mixed Fr.. | 500g Strawbe..

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

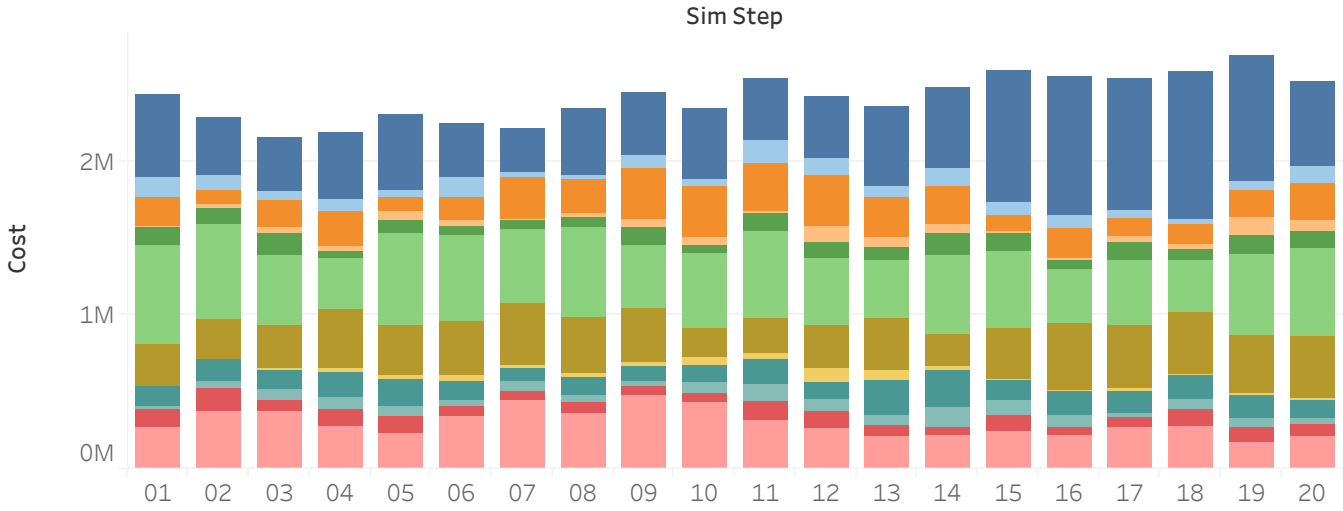
INVENTORY COST by Step

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.

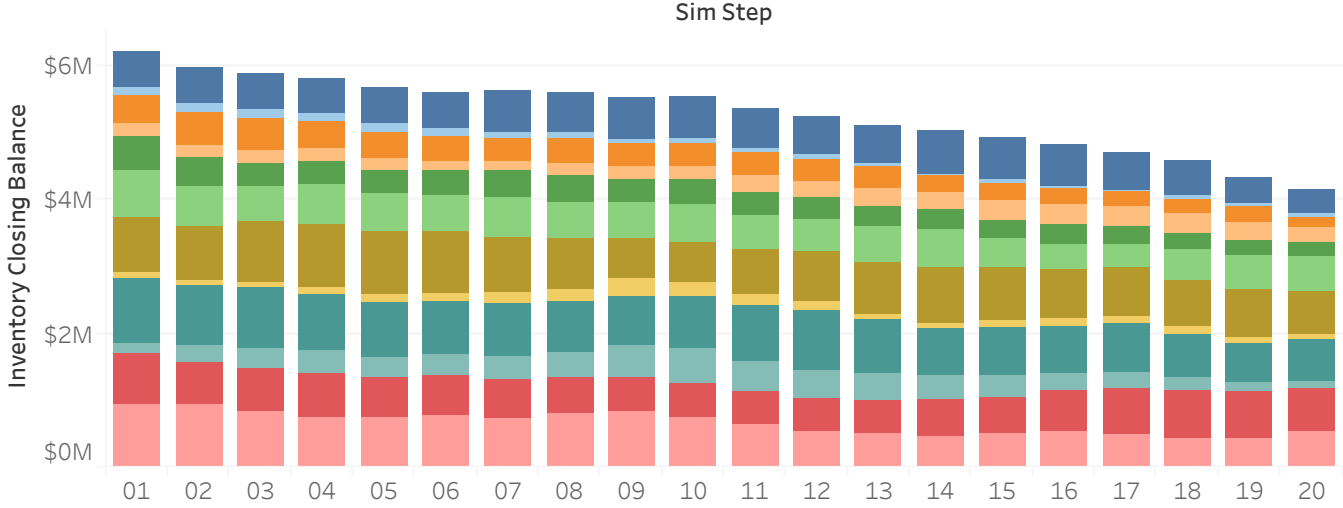
INVENTORY CLOSING BALANCE by Step

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.

Material Cost by Step



Inventory Closing Balance by Step



Muesli

Material Description
- [x] 1kg Blueberry Muesli
- [x] 1kg Mixed Fruit Muesli
- [x] 1kg Nut Muesli
- [x] 1kg Original Muesli

Month of Sim Calendar ..
- [x] January
- [x] February
- [x] March
- [x] April

Material Size
- [x] Null
- [x] 1kg
- [x] 500g

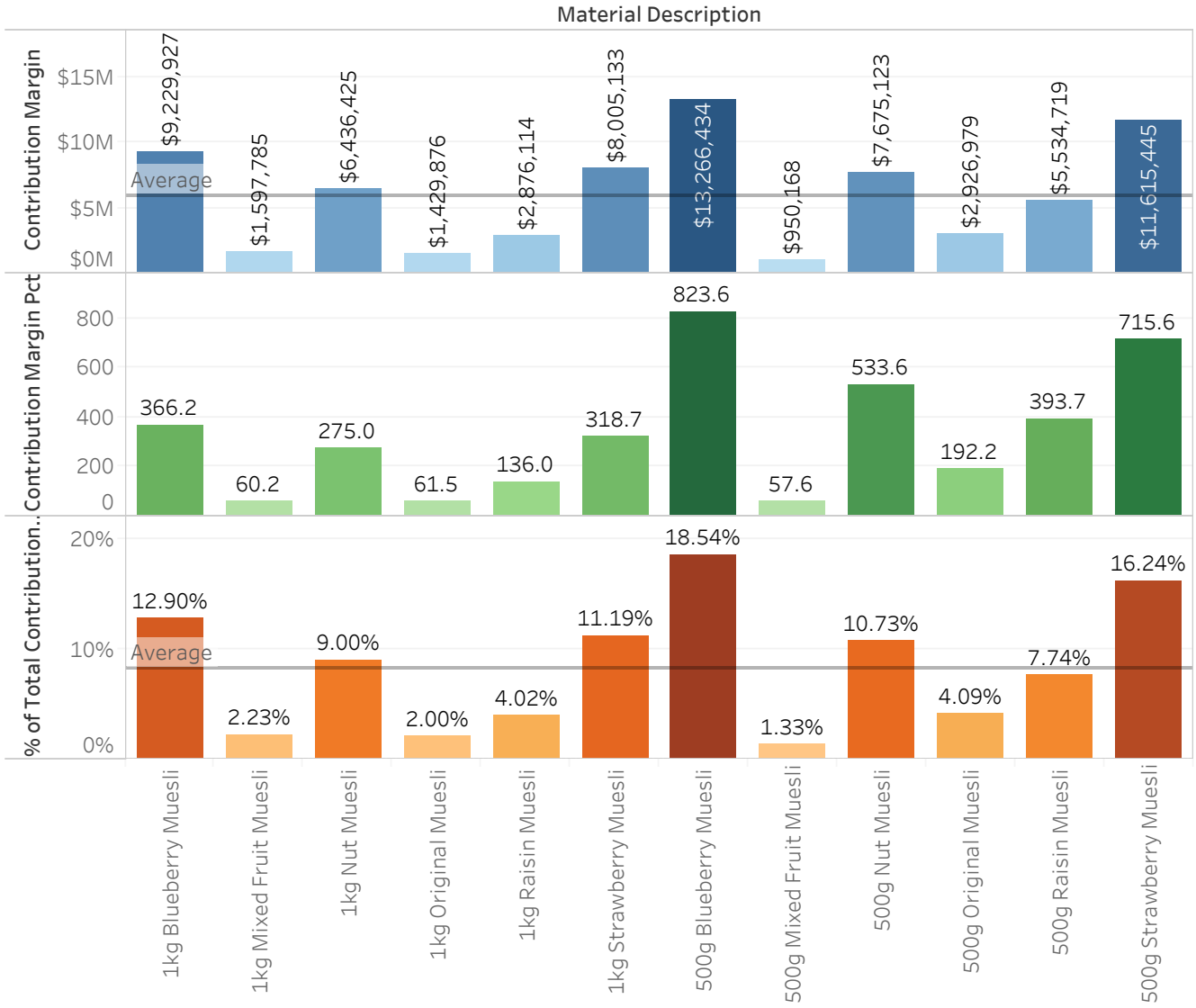
This chart can be filtered by material description size, and Sim Calendar Month.

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

Count Sales Orders
13 327

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

Distribution Channel
- [x] 10
- [x] 12
- [x] 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.

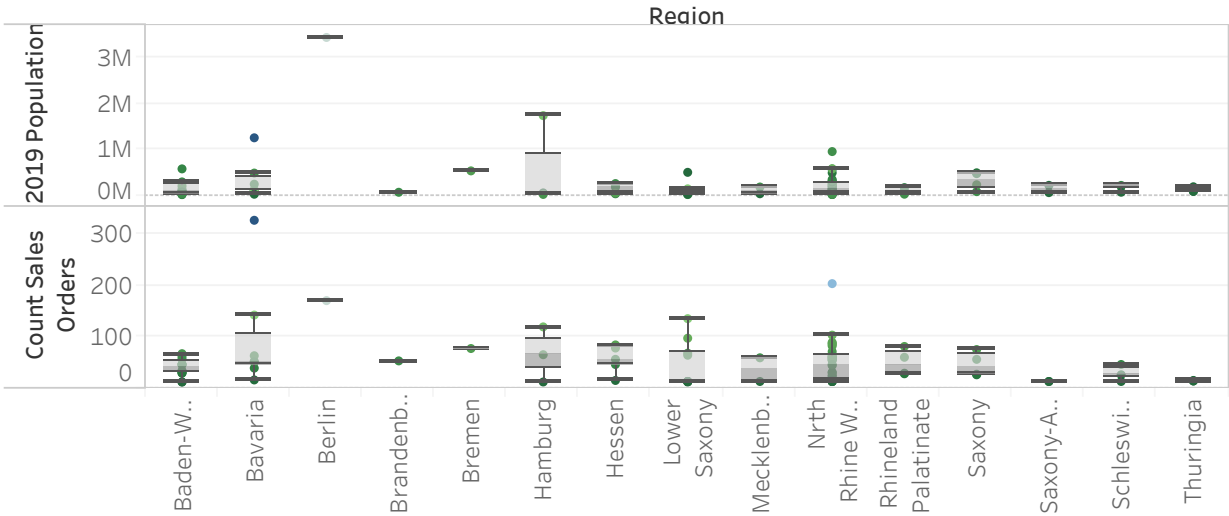
AREA CUSTOMER COUNT

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

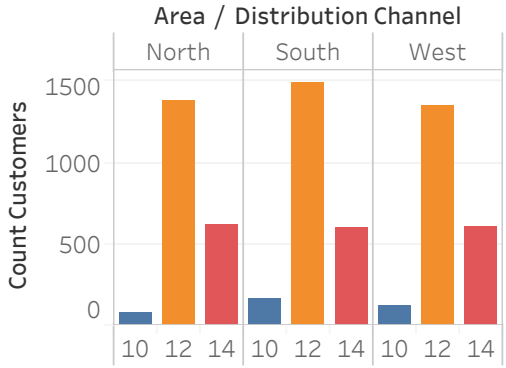
The map shows city locations, sales orders, and population by city. Berlin has the highest population, but not the highest sales. Why?

Regional Sales Orders



Map of Sales Orders/Customers

Area Customer Count



Muesli

Sales Organization
AA
BB
CC
DD

Count Sales Orde..
1
20
40
59

Avg Unit Price
$2 $3

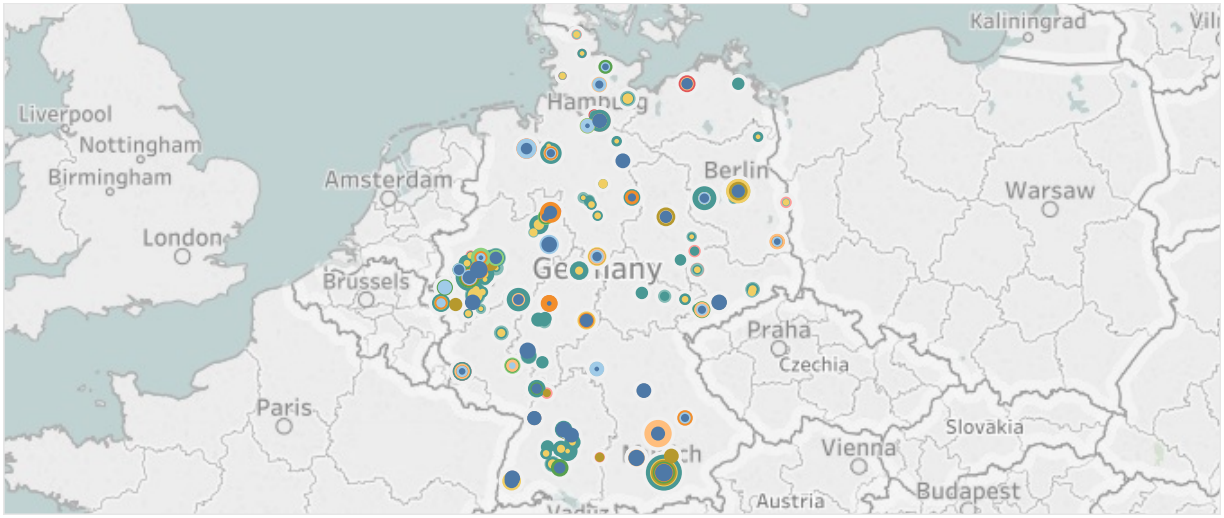
MAP OF SALES ORGANIZATIONS

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.

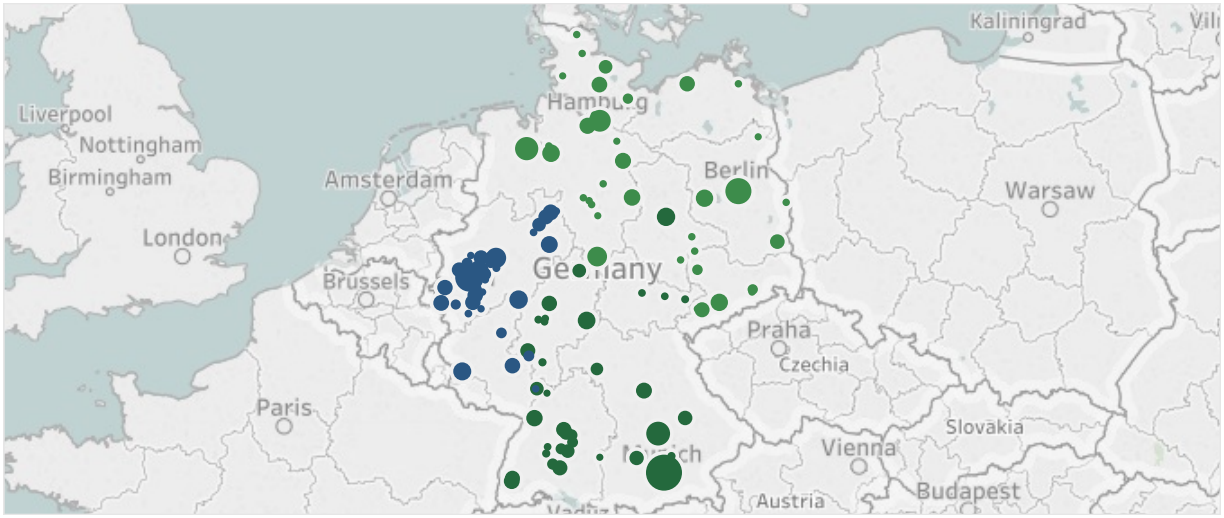
MAP OF AVG UNIT PRICE vs CUSTOMER COUNT

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 Sales Organizations



Map of Avg Unit Price vs Customer Count



Muesli

Area
- [ ] Null
- [x] North
- [x] South
- [x] West

Measure Names
- Contribution Margin
- Cost
- Net Value

Distribution Channel
- [ ] Null
- [x] 10
- [x] 12
- [x] 14

AREA MARGIN

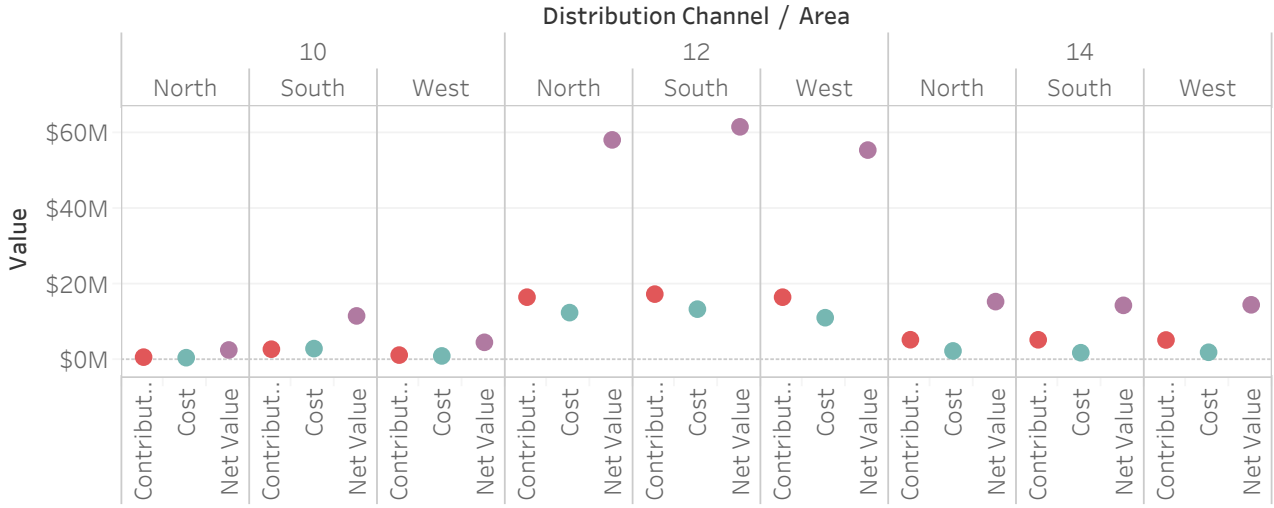
This chart takes a closer look at area contribution, cost, and margin per distribution channel. The chart shows distribution channel 10 in the south has a higher net value than north or west. This makes sense since south area has more sales.

AREA INVENTORY BALANCE

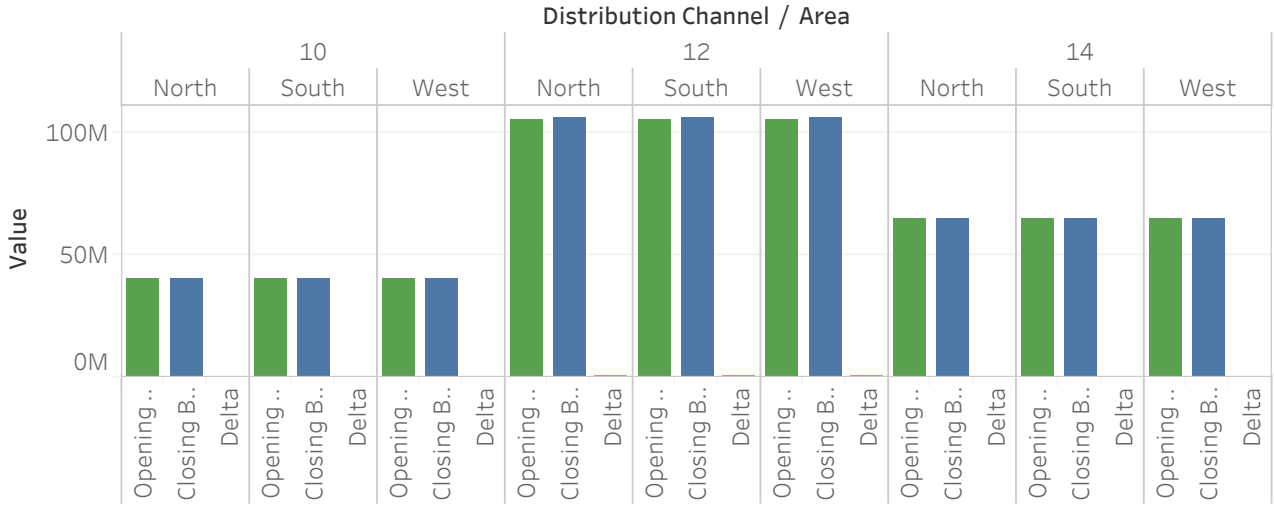
Regardless of the distribution channel or area, inventory delta remains low, possibly selling until sold out. The opening and closing balances have a similar pattern to the top chart, although all areas in 10 are similar. Since south has a higher net value, south 10 could possibly produce more and still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

Sales Organization
- [x] AA
- [x] BB
- [x] CC
- [x] DD
- [x] EE
- [x] FF
- [x] II
- [x] JJ
- [x] KK

Area Margin



Area Inventory Balance



Muesli

Month of Sim Calendar Date
January to June
and Null values

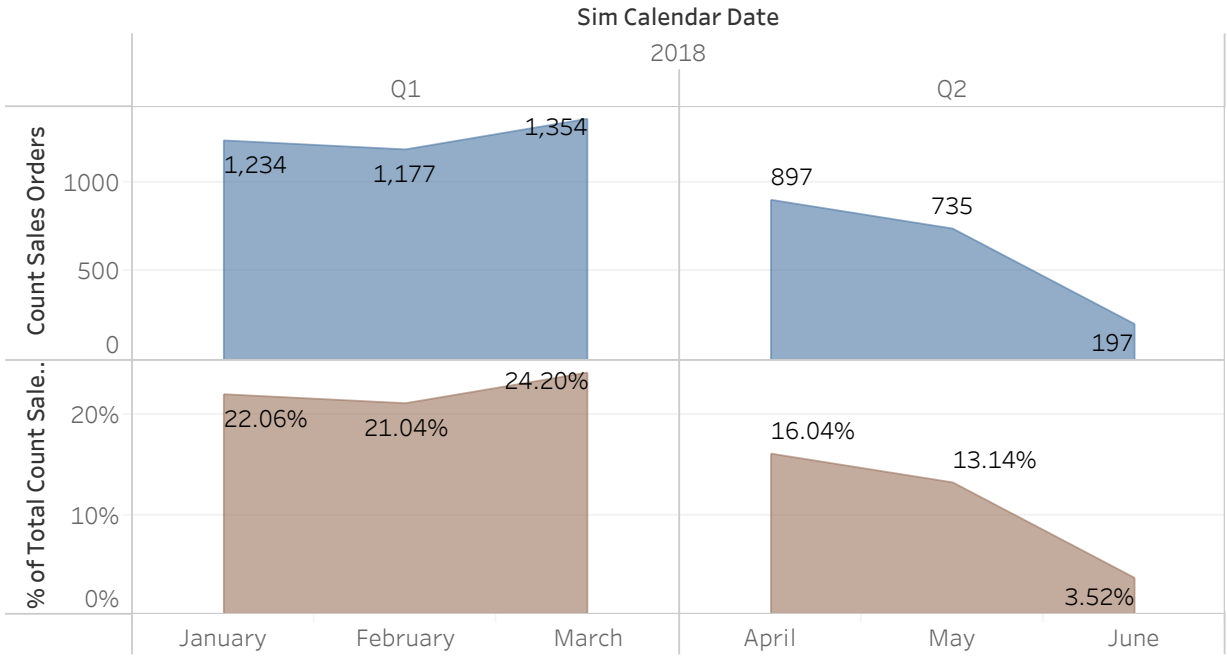
MONTHLY SALES ORDER SUMMARY

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

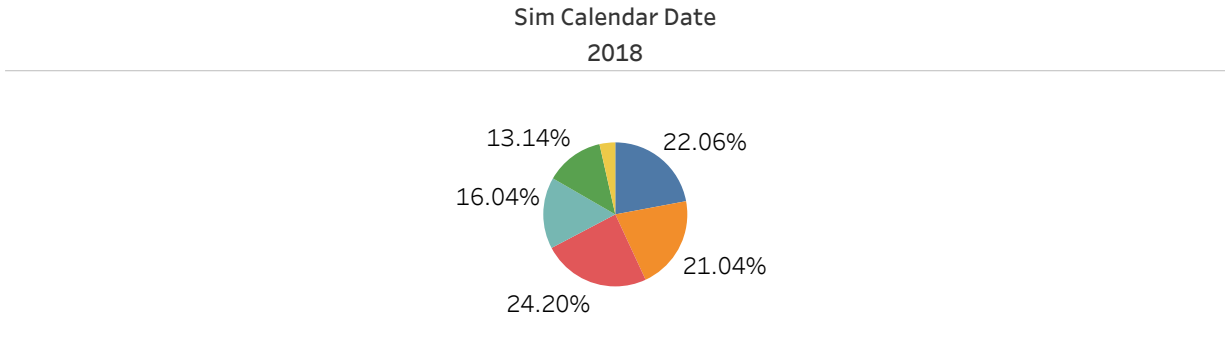
SALES ORDER SUMMARY

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

Running Sum of Amount Inv
($71M) $493M

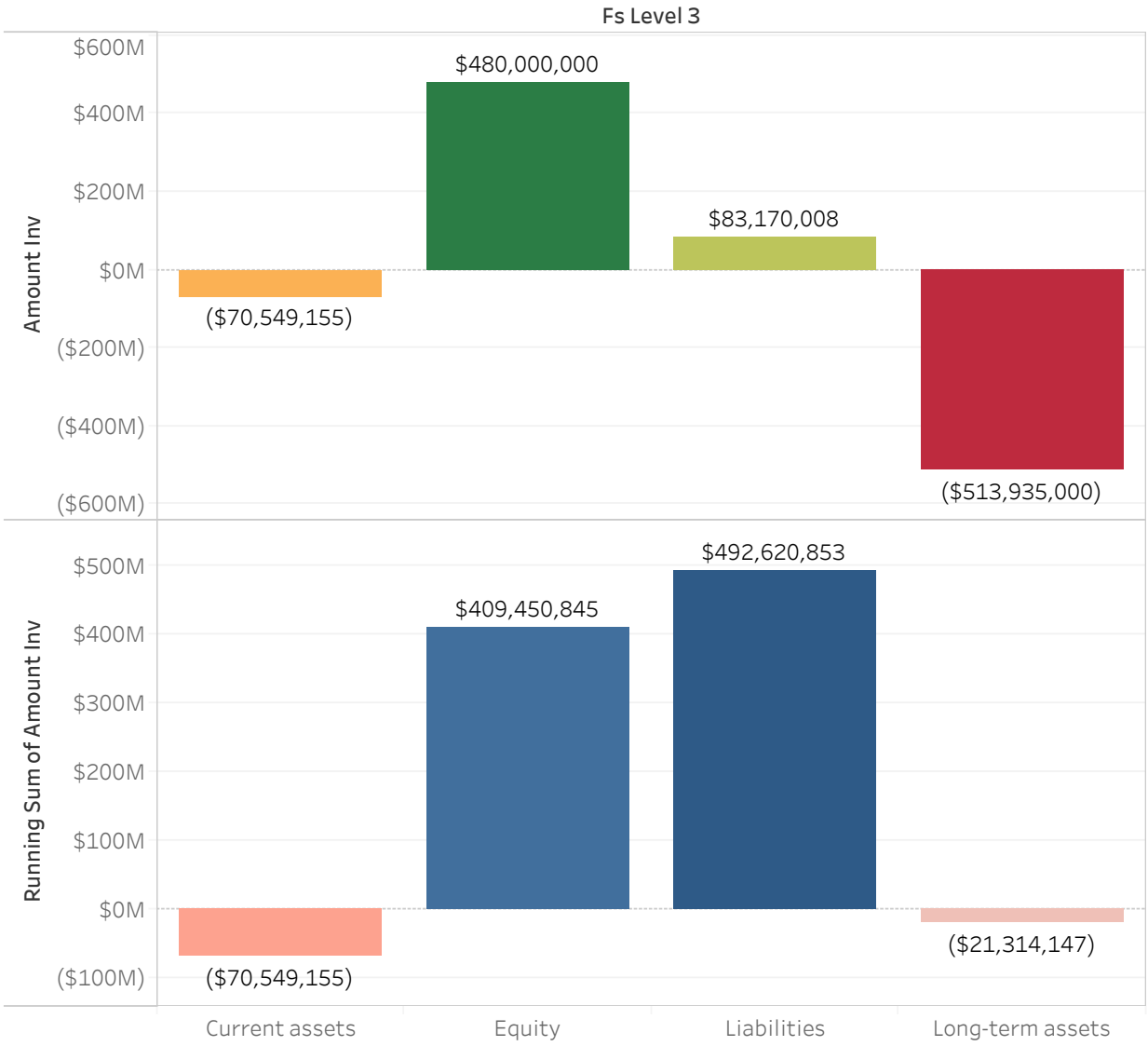
Amount Inv
($514M) $480M

RUNNING AMOUNT

The botton 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 assests is more negative than long-term assets.

Fs Level 3
- [x] Null
- [x] Current assets
- [x] Equity
- [x] Interest expenses
- [x] Liabilities
- [x] Long-term assets
- [x] Marketing expenses
- [x] Production improvement expenses
- [x] SG&A

Running Amount (inverted)



Muesli

Month of Sim Calendar Date
- [x] January
- [x] February
- [x] March
- [x] April

Rank of Count Sales Orders
To 63

These charts show sales by customer number. Filtering the Sim Calendar Month affects both charts.

CUSTOMER SALES ORDERS (Top 10)

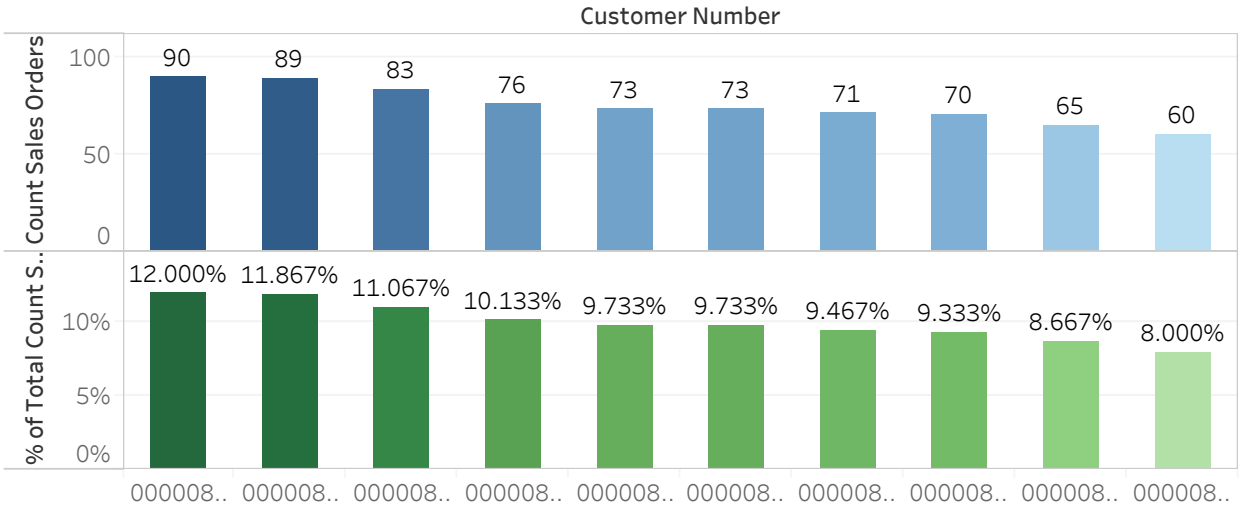
The top chart shows the top ten customers with the highest number of sales orders. The number one customer makes up 12% of all sales. The number of slaes orders is a steady slope with no outliers.

CUSTOMER SALES ORDERS (Ranked)

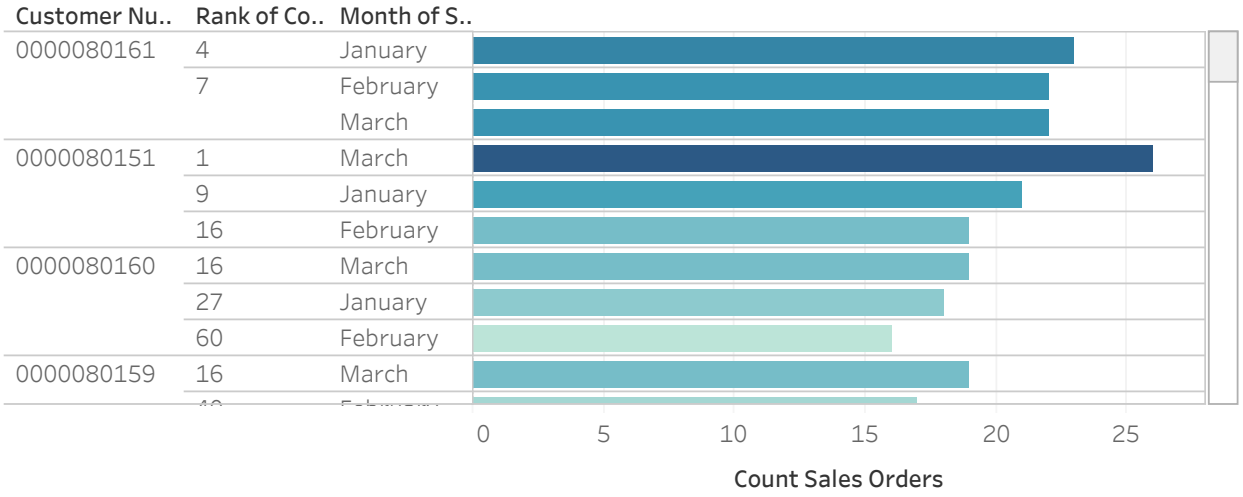
This complicated chart shows the rank of all customers. Customer number 0000080151 had the highest number of sales orders in March than any other customer in any other month. If March is removed, the number one position changes to customer number 000080152 for January.

To see the ranking of your choice, such as top 25 or top 10, slide the ruler to the left to apply the filters to narrow or expand the range.

Customer Sales Orders (Top 10)



Customer Sales Orders (Ranked)



Muesli

RUNNING SUM OF NET VALUES

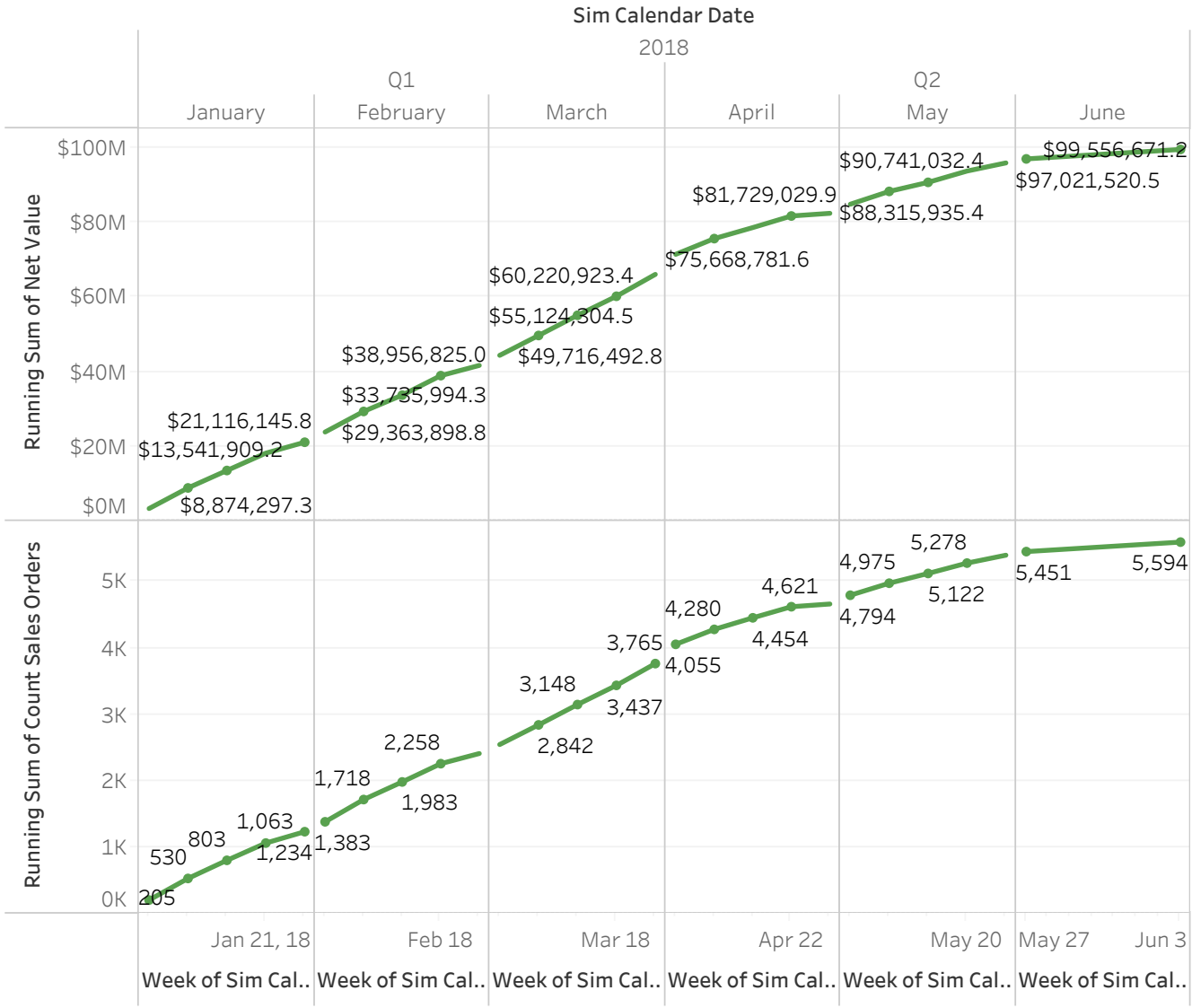
This chart shows the running sum of net values and the running sum of count sales orders, illustrating how the numbers are accumulated in a period. Both show a plateau at the end of June, which matches earlier data showing Q2 as slower than Q1.

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

Month of Sim Calendar Date

- [x] January
- [x] February
- [x] March
- [x] April
- [x] May
- [x] June

Running Sum of Net Values



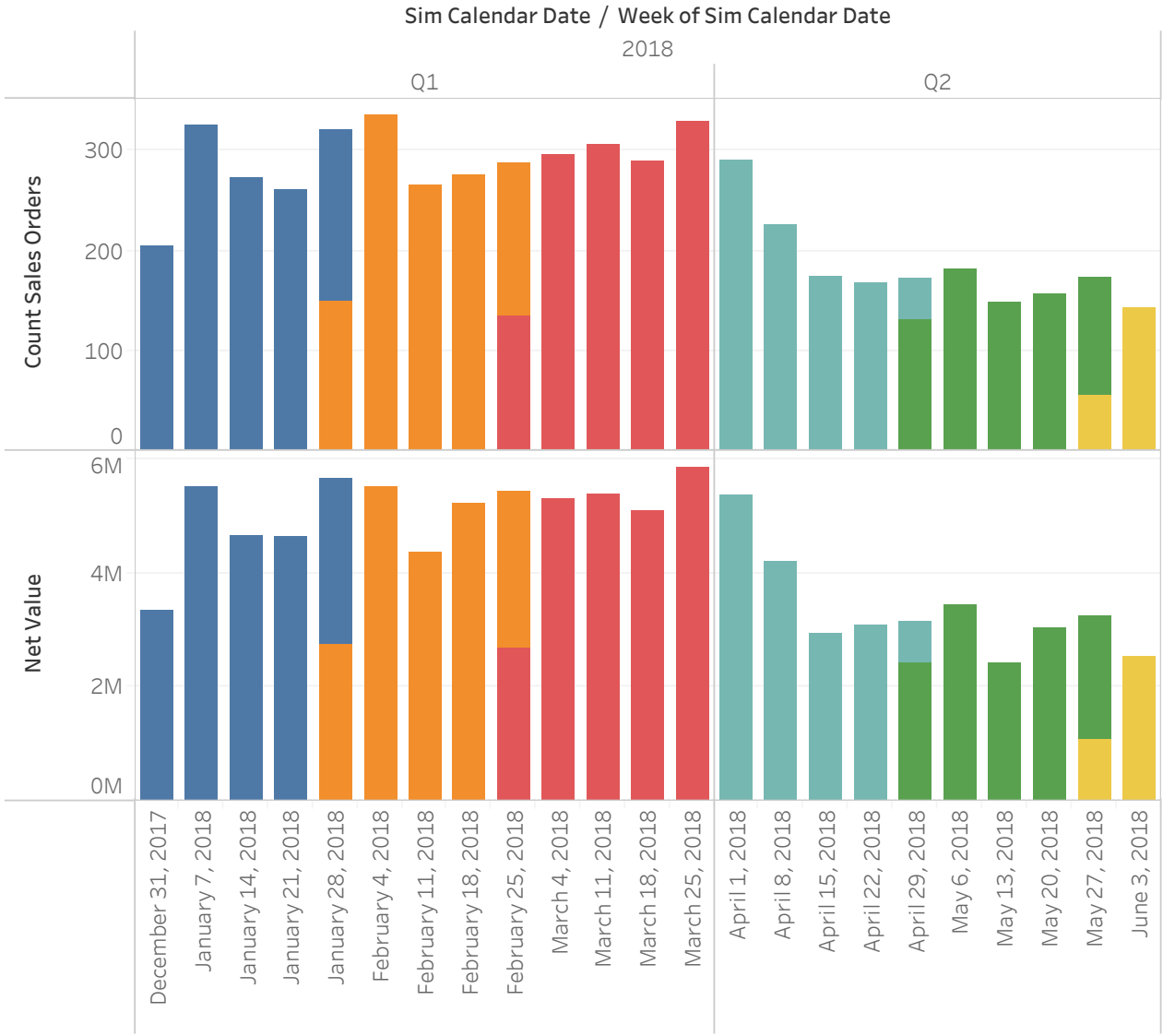
Muesli

SUM OF NET VALUES

This chart shows another view of the sales order counts and net value by Sim Calendar Month. Rather than a running total, this chart shows the total for each week and month. Again, a drop in net value and number of sales orders in Q2 versus Q1, with the first drastic drop occurring in week 2 of April.

Month of Sim Calendar Date
- January
- February
- March
- April

Sum of Net Values



Month of Sim Calendar Date
- [x] January
- [x] February
- [x] March
- [x] April
- [x] May
- [x] June

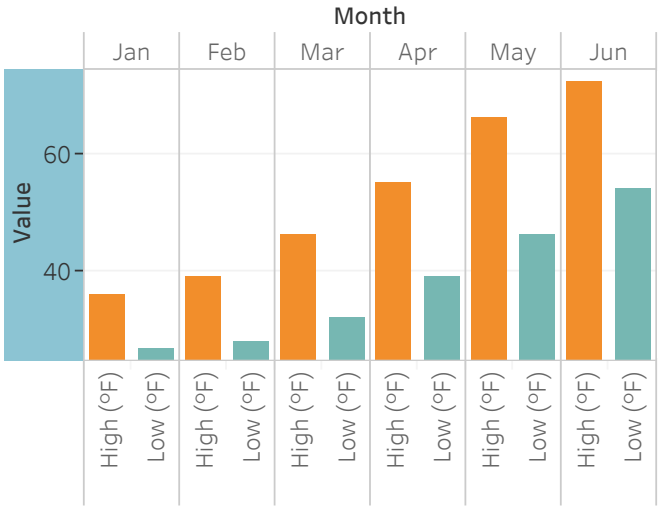
Muesli

The 1st quarter shows more sales than the 2nd. February has a dip in sales. The south shows more sales than Berlin who has the largest population. These outside sources may help explain.

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 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



Measure Names
High (°F)
Low (°F)

Muesli

Month of Sim Calendar ..
To June

Amount Inv
-483M $6,025,393

Debit Credit Indicator
Credit
Debit

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

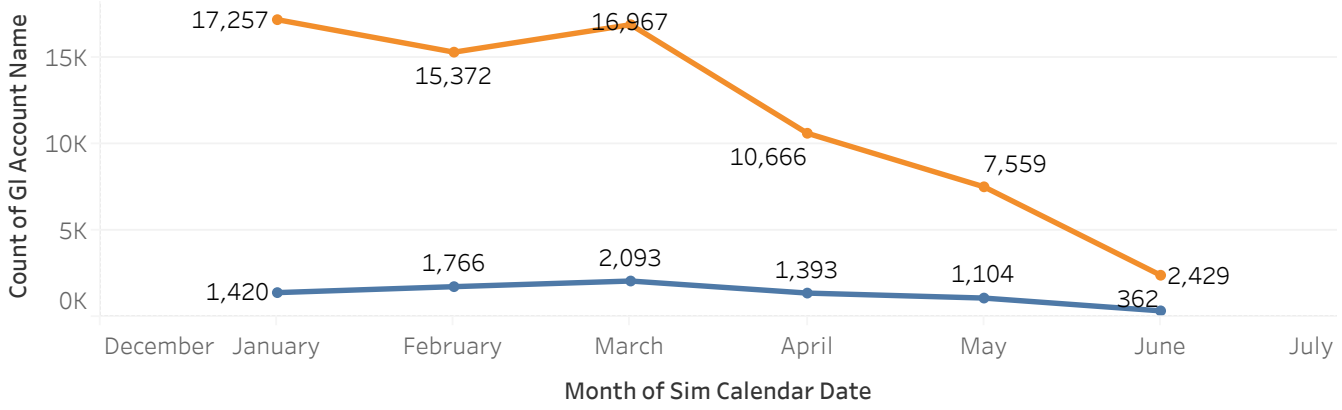
MONTHLY COUNT DEBIT/CREDIT

This cart 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)

		Sim Calendar Date				
Fs Level 2	GI Account..	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)	($2,452,8
	Buildings	($36,000,000)	$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	
	Machinery..	($483,000,000)	$0	$0	$0	($1,000,(
	Raw mater..	($4,463,074)	($1,773,491)	$861,780	$1,661,436	($482,7
Cost of Go..	Null					
Inventory ..	Null					
Liabilities and Owners' E..	Null					
	Accounts p..	$4,413,310	$6,025,393	($2,785,632)	($1,150,568)	$127
	GR/IR Clea..	$0	$0	$0	$0	

Muesli

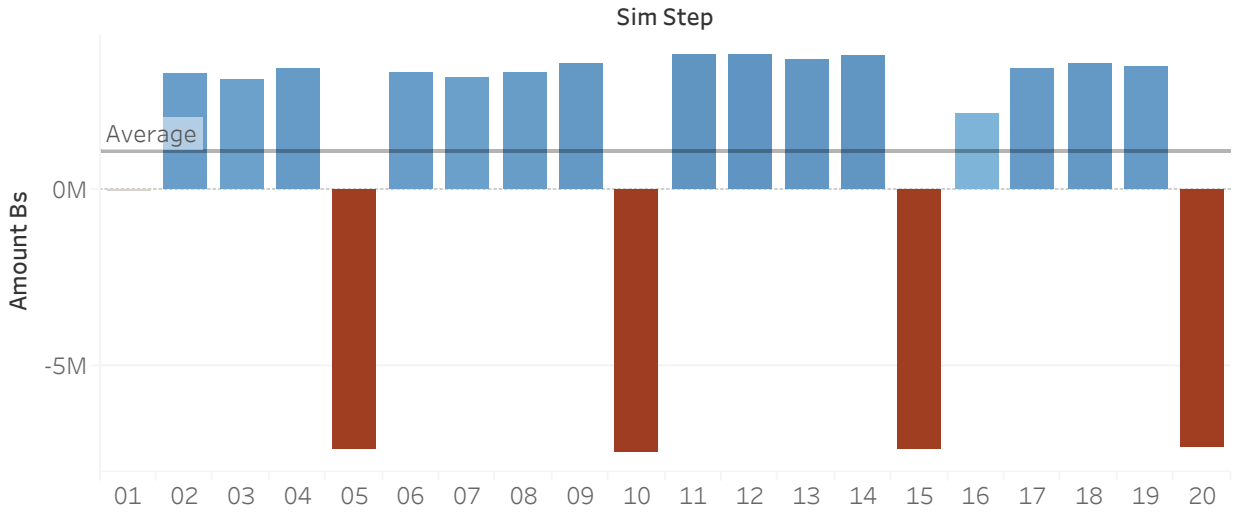
BALANCE BY STEP

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.

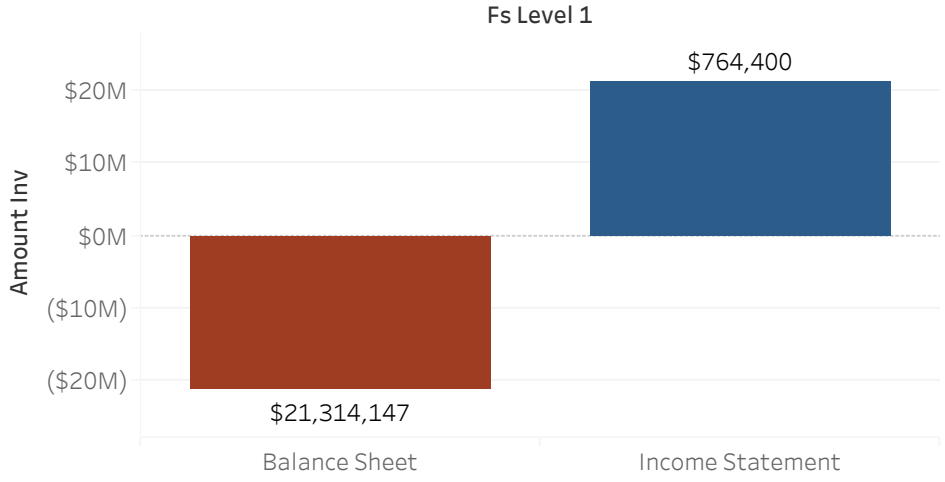
Balance by Step



Sim Step

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

FS Level 1 (Inverted)



Measure Values

-513,935,000 513,935,000

Month of Sim Calendar Date

- [x] Null
- [x] January
- [x] February
- [x] March
- [x] April
- [x] May

This chart can be filtered using the filter box. The measure names filter below can incude 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 form the Income sheet. The Amount Inverted retrieves both sets of items, inverting the amounts from the balance sheet.

Measure Names

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

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

Muesli

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.

..

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..

Material Size
- ✔
- ✔ 1kg
- ✔ 500g

Current Inventory
0 — 164,833

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 Muusli on-hand. This is good if the company expects to sell this product quickly. Otherwise, this product will remain on the shelf.

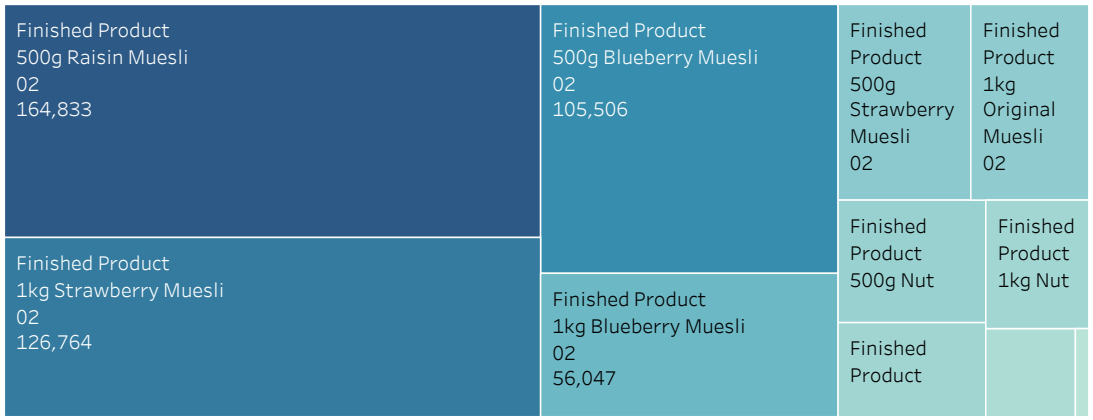
Inventory of Materials (location)

Material T..	Material Description	Storage Lo..	Current Inventory
Finished Product	500g Raisin Muesli	02	164,833
	1kg Strawberry Muesli	02	126,764
	500g Blueberry Muesli	02	105,506
	1kg Blueberry Muesli	02	56,047
	500g Strawberry Muesli	02	34,215
	1kg Original Muesli	02	30,521
	500g Nut Muesli	02	23,735
	500g Mixed Fruit Muesli	02	18,372
	1kg Nut Muesli	02	17,538
	1kg Raisin Muesli	02	10,379

0K 50K 100K 150K 200K

Current Inventory

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 Mue.. Raisin Muesli
Mixed Fruit M.. Strawberry M..
Nut Muesli
Original 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 Musli has the highest opening and closing balance, but Strawberry has the highest delta indicating a significant increase in stock quantity.

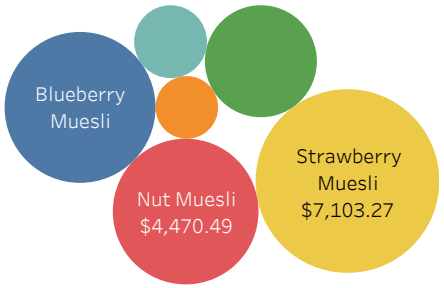
ITEM NET PRICE

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.

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
			1kg Strawberry Muesli	$10,385,305.00	$126,764.00	$10,512,069.00
		500g	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
			500g Raisin Muesli	$11,770,924.00	$164,833.00	$11,935,757.00
			500g Strawberry Muesli	$13,158,125.00	$34,215.00	$13,192,340.00
Grand Total				$104,915,673.00	$589,512.00	$105,505,185.00

Item Net Price



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

Material Description
- [x] 1kg Blueberry Muesli
- [x] 1kg Mixed Fruit Muesli
- [x] 1kg Nut Muesli
- [x] 1kg Original Muesli

Material Size
- [x] 1kg
- [x] 500g

These charts focus on material yield and counts. These can be filtered by material description and size.

MATERIAL YIELD per Size

The first chart shows the yield per product, sorted by material size. The highest yield for both sizes is the Blueberry Muesli and the lowest is the Original.

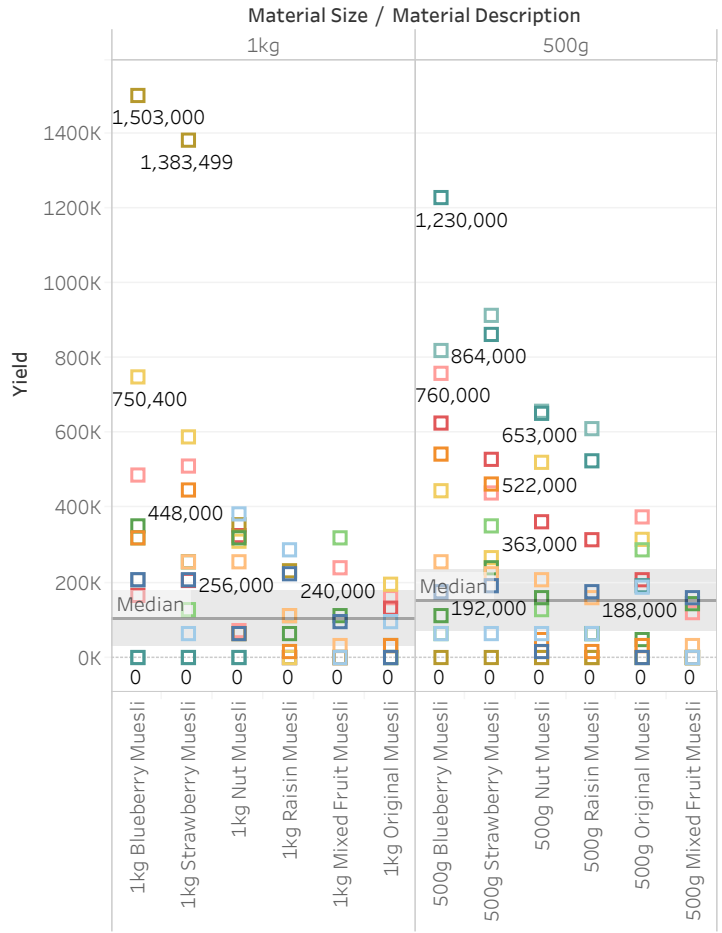
The chart shows a median bar over both sizes - the median yield for the 500G is more than the median for the 1kg, with the 1kg yields more spread out.

MATERIAL COUNTS

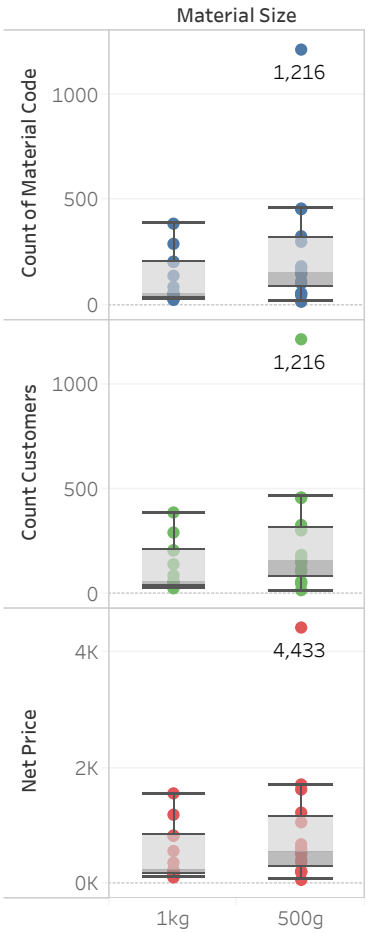
Why is there material count, customer count, and net price on the smae chart? Notice that the customer count and the material count are the same.

Also, the pattern continues with all 3 categories sharing the same outlier.

Material Yield per Size



Material Counts



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..

Material Description
- [x] 1kg Blueberry Muesli
- [x] 1kg Mixed Fruit Muesli
- [x] 1kg Nut Muesli
- [x] 1kg Original Muesli

Month of Sim Calendar ..
- [x] January
- [x] February
- [x] March
- [x] April

Material Size
- [x] Null
- [x] 1kg
- [x] 500g

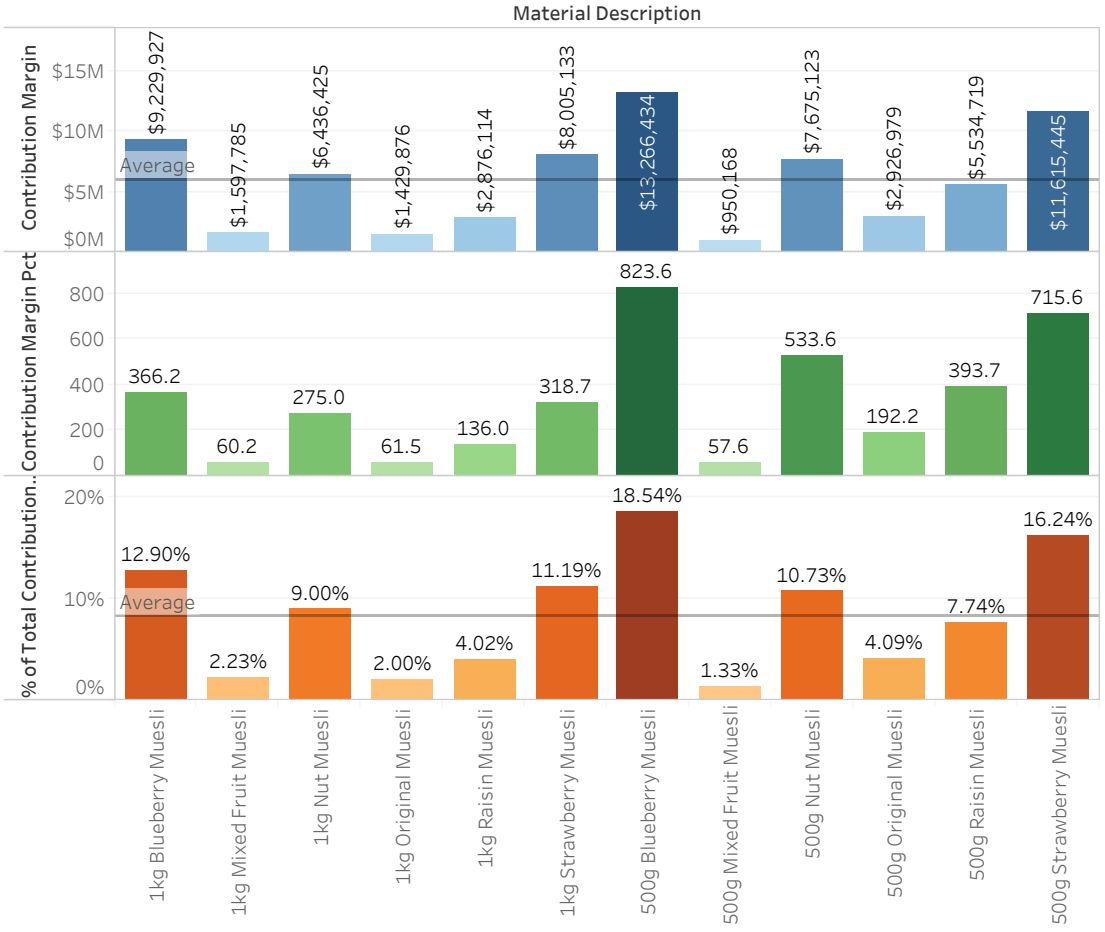
This chart can be filtered by material description size, and Sim Calendar Month.

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 ..

Measure Names
- [x] Current Inventory
- [ ] Elapsed Steps
- [ ] Nb Steps Available
- [ ] Number of Records

Sim Month
To June

Measure Names
- Quantity Sold
- Current Inventory

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

QTY SOLD vs INVENTORY

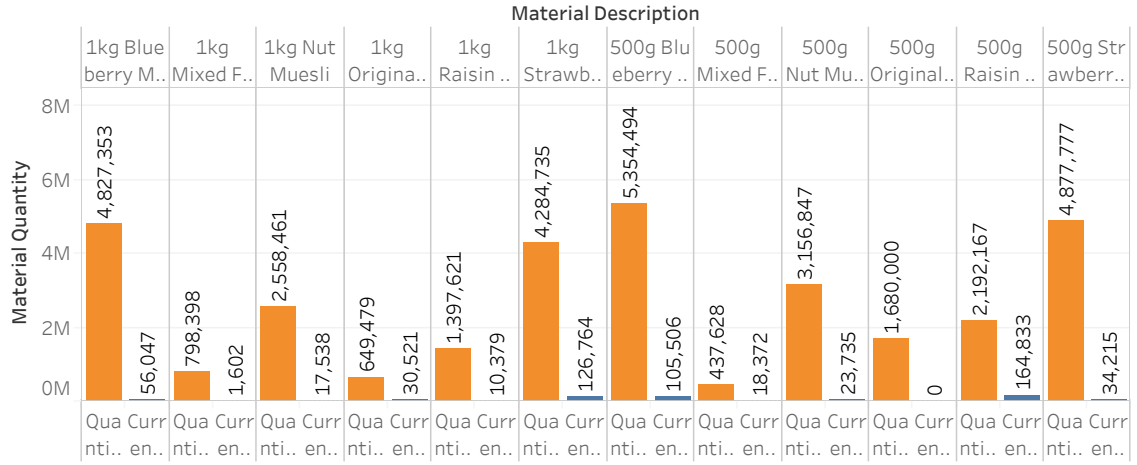
This chart is helpful to determine how much inventory is on hand versus how many were sold. Having a blue bar higher than the orange bar would indicate that too much is on-hand.

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.

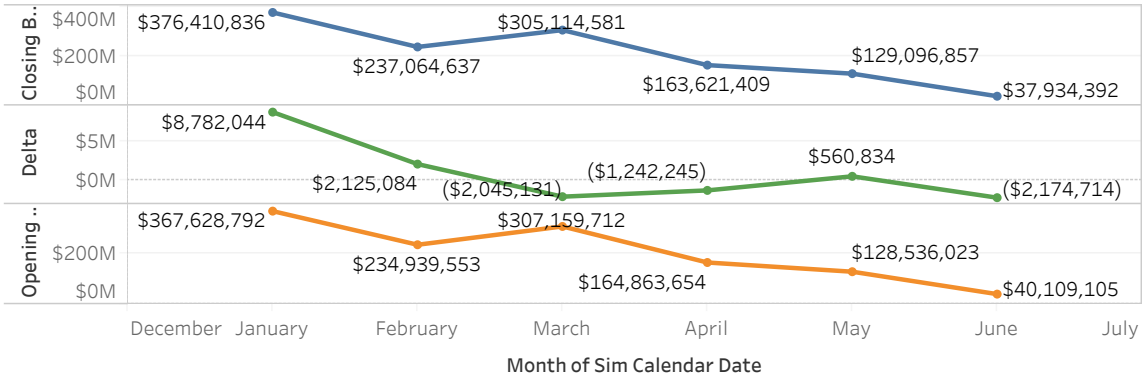
INVENTORY BALANCE by Period

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
324 2,232

Month of Sim Calendar Date
June
Show history

Measure Names
Count of Material De..
Yield

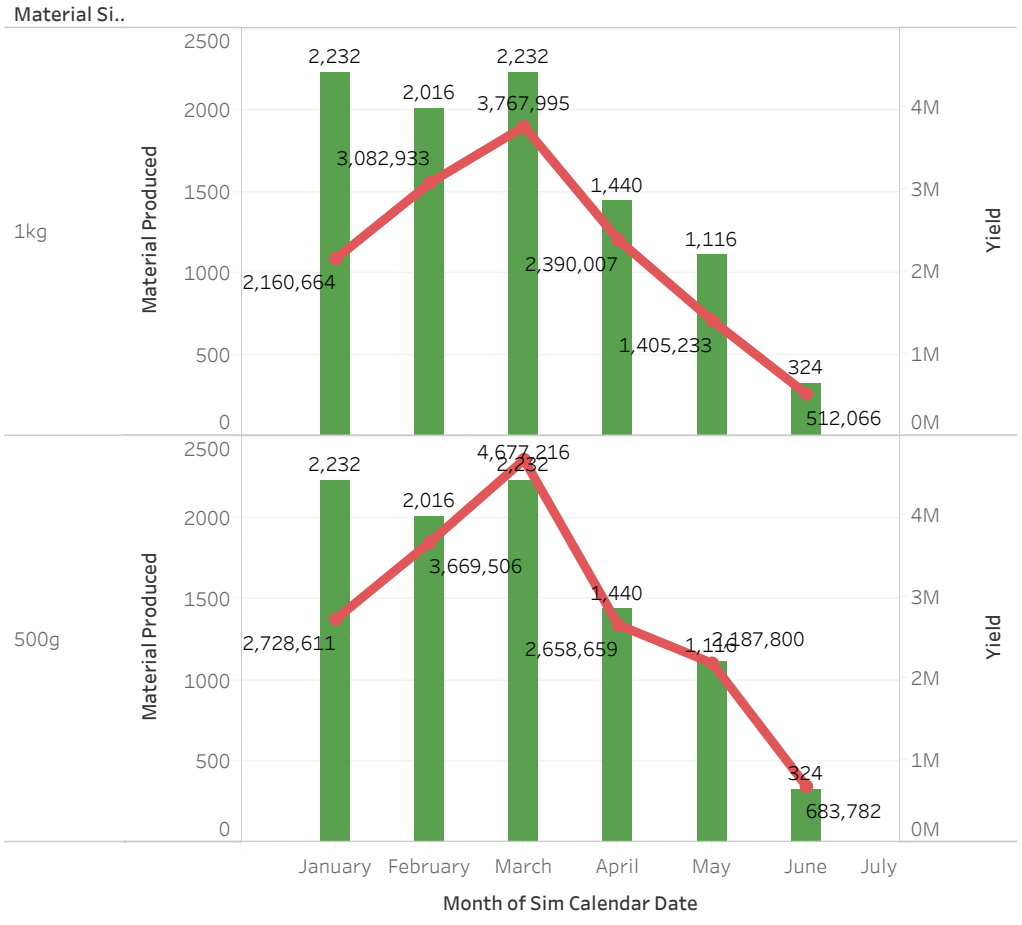
PRODUCTION (by Month)

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.

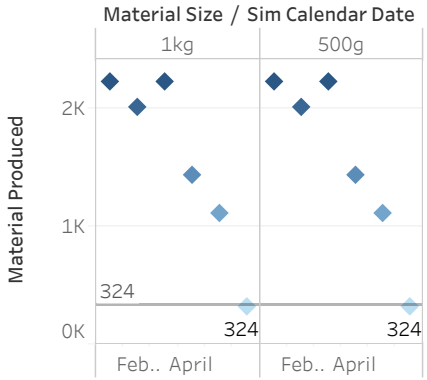
TOTAL MONTHLY PRODUCTION

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

Material Yield vs Production (month)



Total Monthly Production - June



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
- ☑ 1kg Blueberry Muesli
- ☑ 1kg Mixed Fruit Muesli
- ☑ 1kg Nut Muesli
- ☑ 1kg Original Muesli

Material Description
1kg Blueberry .. | 1kg Raisin Mu.. | 500g Nut Mue..
1kg Mixed Frui.. | 1kg Strawberr.. | 500g Original ..
1kg Nut Muesli | 500g Blueberr.. | 500g Raisin M..
1kg Original M.. | 500g Mixed Fr.. | 500g Strawbe..

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

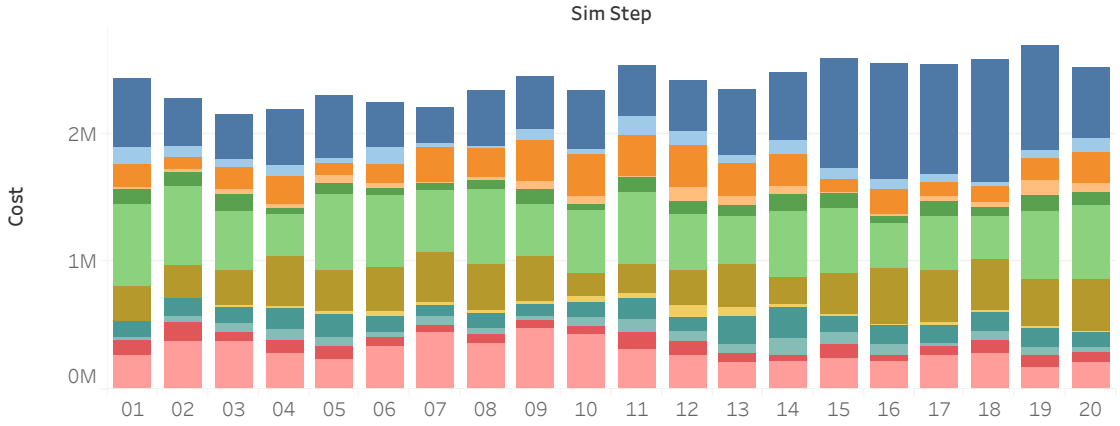
INVENTORY COST by Step

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.

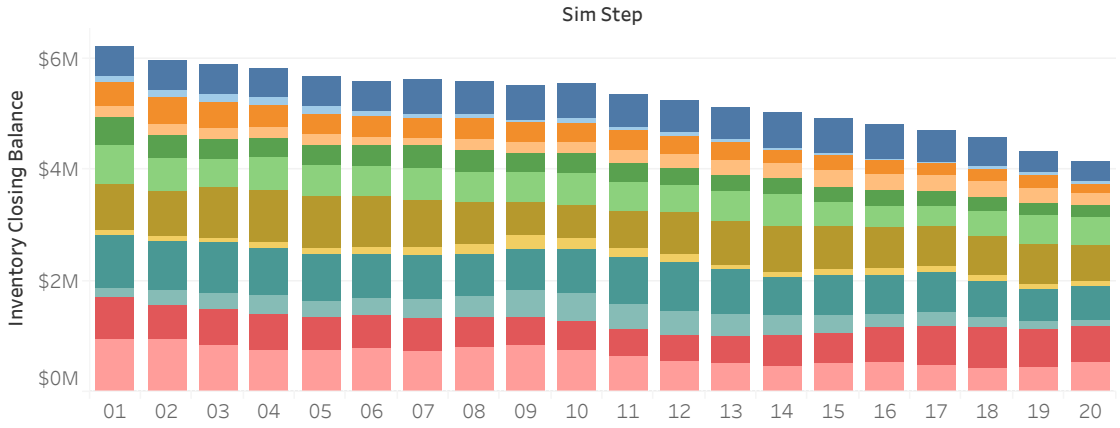
INVENTORY CLOSING BALANCE by Step

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.

Material Cost by Step



Inventory Closing Balance by Step



Muesli Story

Overall inventory on hand is low c..	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..	Buyers primarily buy in Q1

Muesli

Count Sales Orders
13 327

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

Distribution Channel
- ✔ 10
- ✔ 12
- ✔ 14

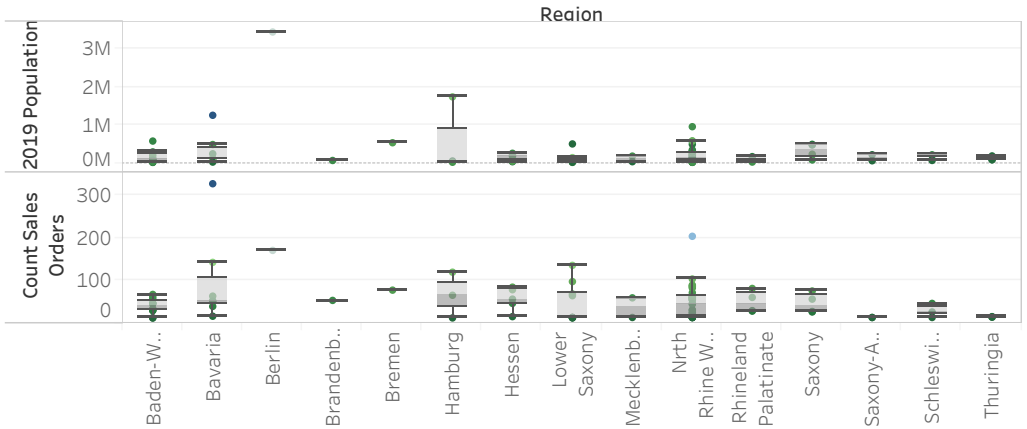
2019 Population

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.

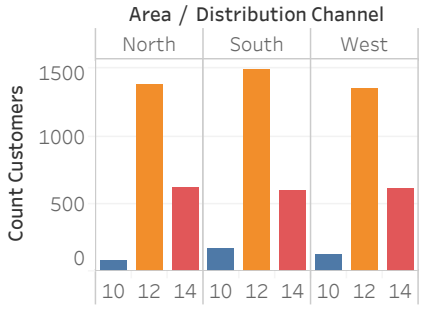
AREA CUSTOMER COUNT
The chart below shows the total number of customers per area: north, south, or west. The chart shows the south is leading in customer count.

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?

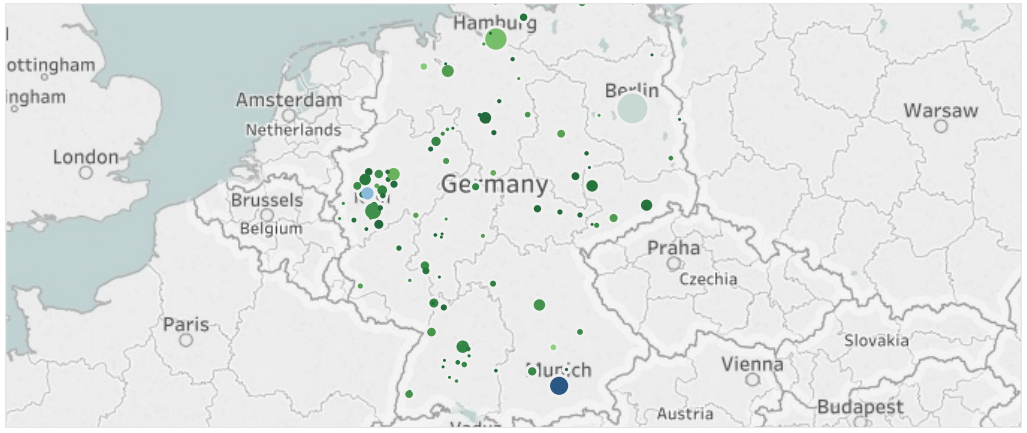
Regional Sales Orders



Area Customer Count



Map of Sales Orders/Customers



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

Muesli

Area
- [ ] Null
- [x] North
- [x] South
- [x] West

Measure Names
- Contribution Margin
- Cost
- Net Value

Distribution Channel
- [ ] Null
- [x] 10
- [x] 12
- [x] 14

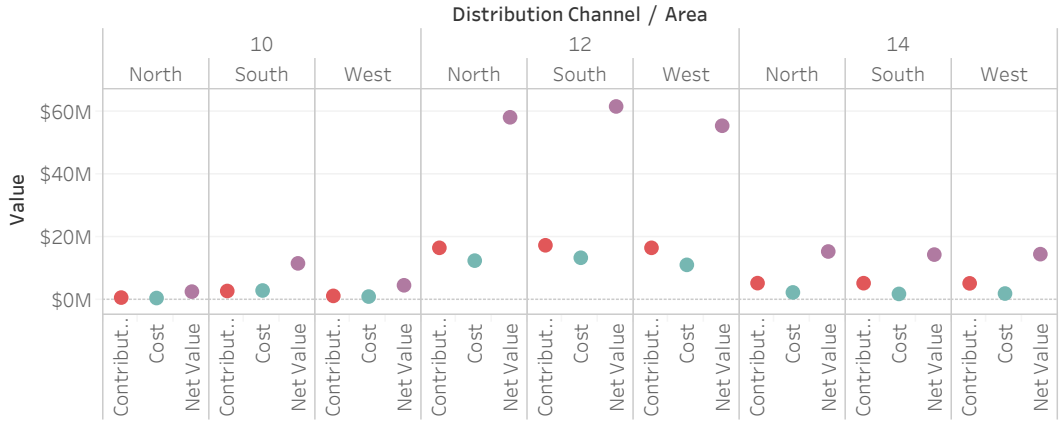
AREA MARGIN

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.

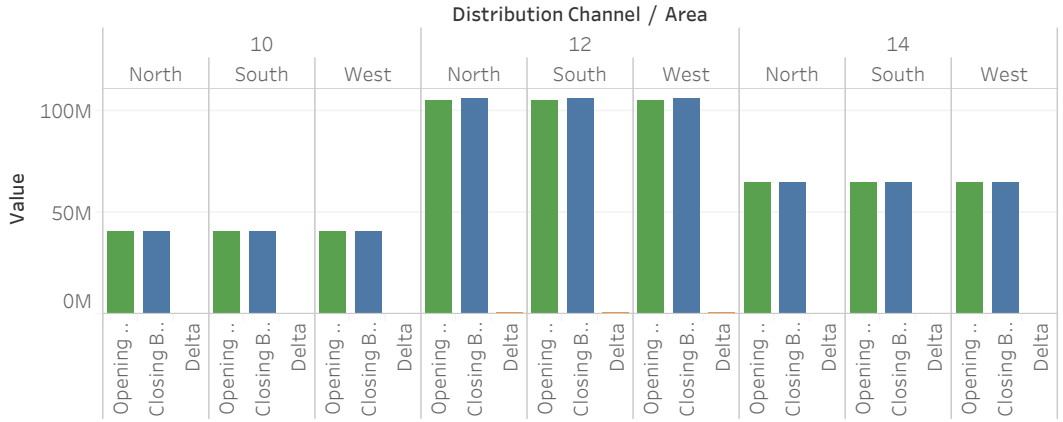
AREA INVENTORY BALANCE

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
- [x] AA
- [x] BB
- [x] CC
- [x] DD
- [x] EE
- [x] FF
- [x] II
- [x] JJ
- [x] KK

Muesli Story

Muesli

Sales Organization
- AA
- BB
- CC
- DD

Count Sales Orde..
- 1
- 20
- 40
- 59

Avg Unit Price
$2 — $3

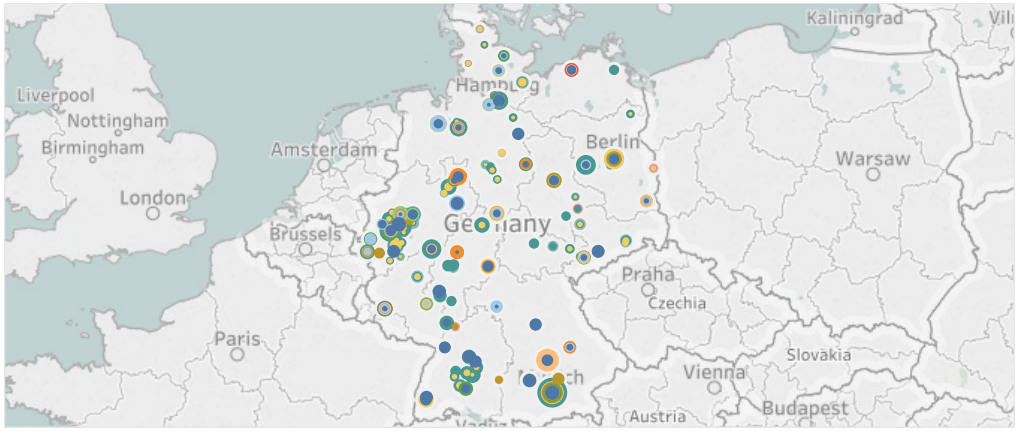
MAP OF SALES ORGANIZATIONS

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.

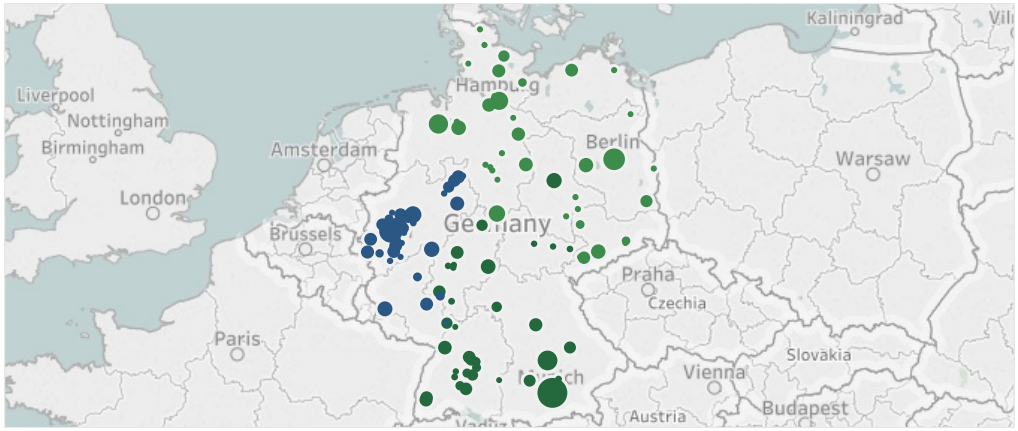
MAP OF AVG UNIT PRICE vs CUSTOMER COUNT

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 Sales Organizations



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

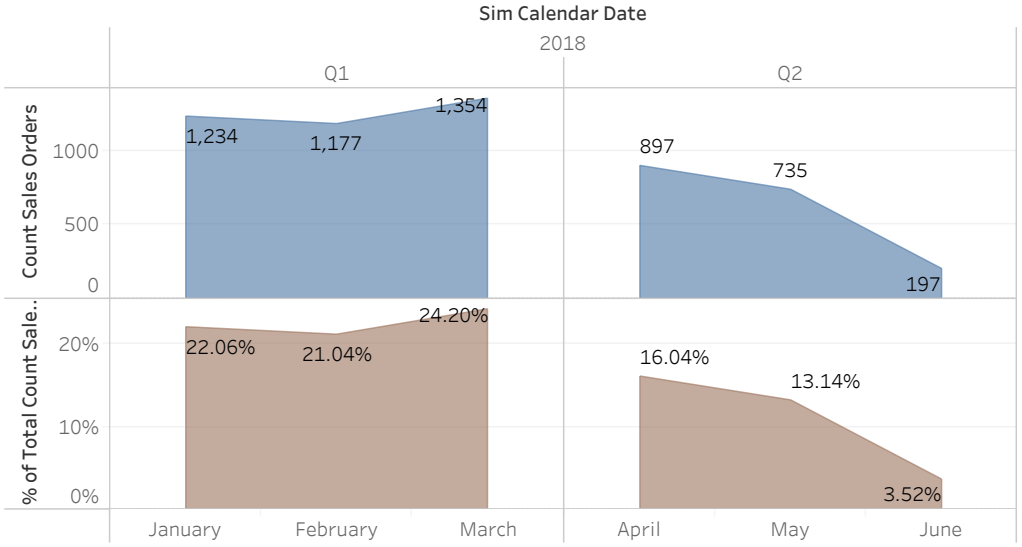
MONTHLY SALES ORDER SUMMARY

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

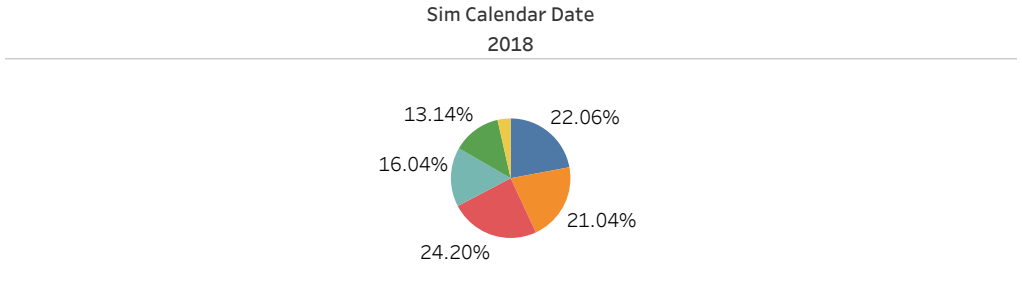
SALES ORDER SUMMARY

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

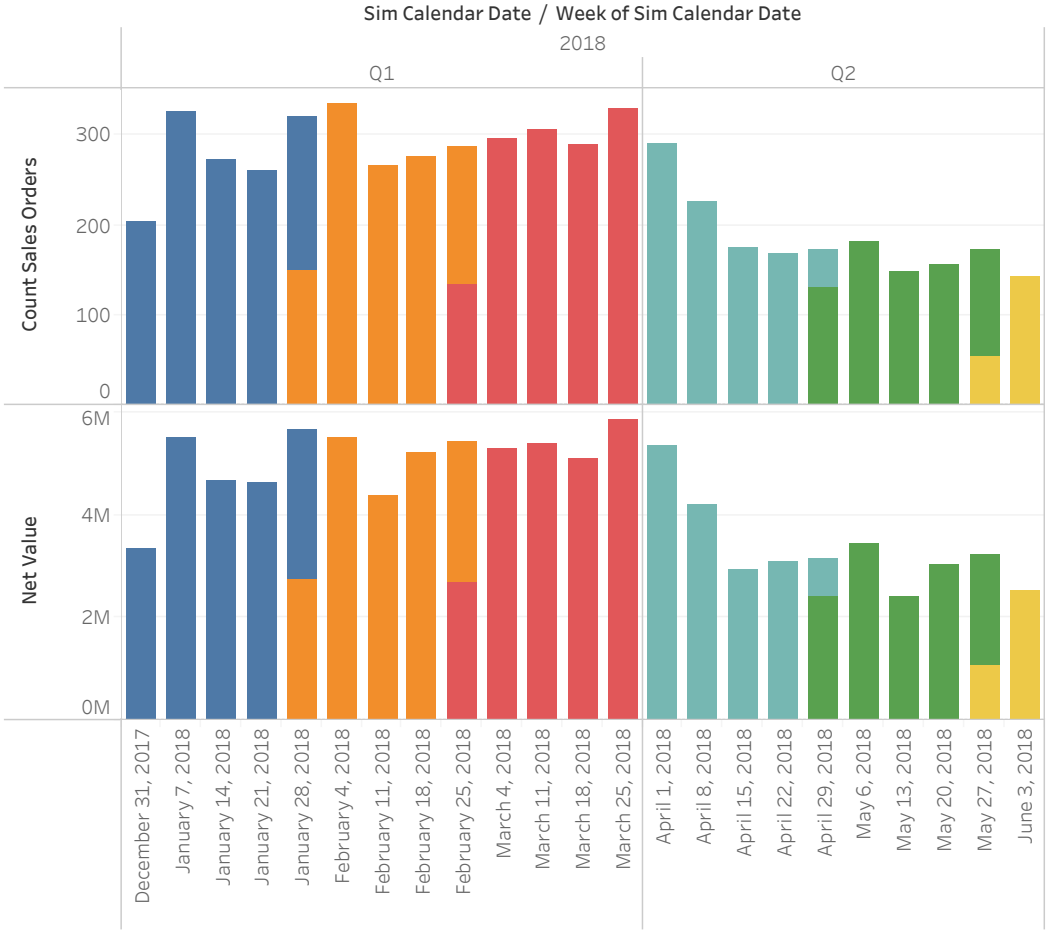
DC 12 also has the highest valu.. | Buyers are paying more per unit in th.. | Buyers primarily buy in Q1 | Net value also higher in Q1 | A running total showing tapering o.. | What about the customers themsel.. | Investigate: Muesli is served warm in ..

Month of Sim Calendar Date
- January
- February
- March
- April

SUM OF NET VALUES

This chart shows another view of the sales order counts and net value by Sim Calendar Month. Rather than a running total, this chart shows the total for each week and month. Again, a drop in net value and number of sales orders in Q2 versus Q1, with the first drastic drop occurring in week 2 of April.

Sum of Net Values



Month of Sim Calendar Date
- [x] January
- [x] February
- [x] March
- [x] April
- [x] May
- [x] June

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

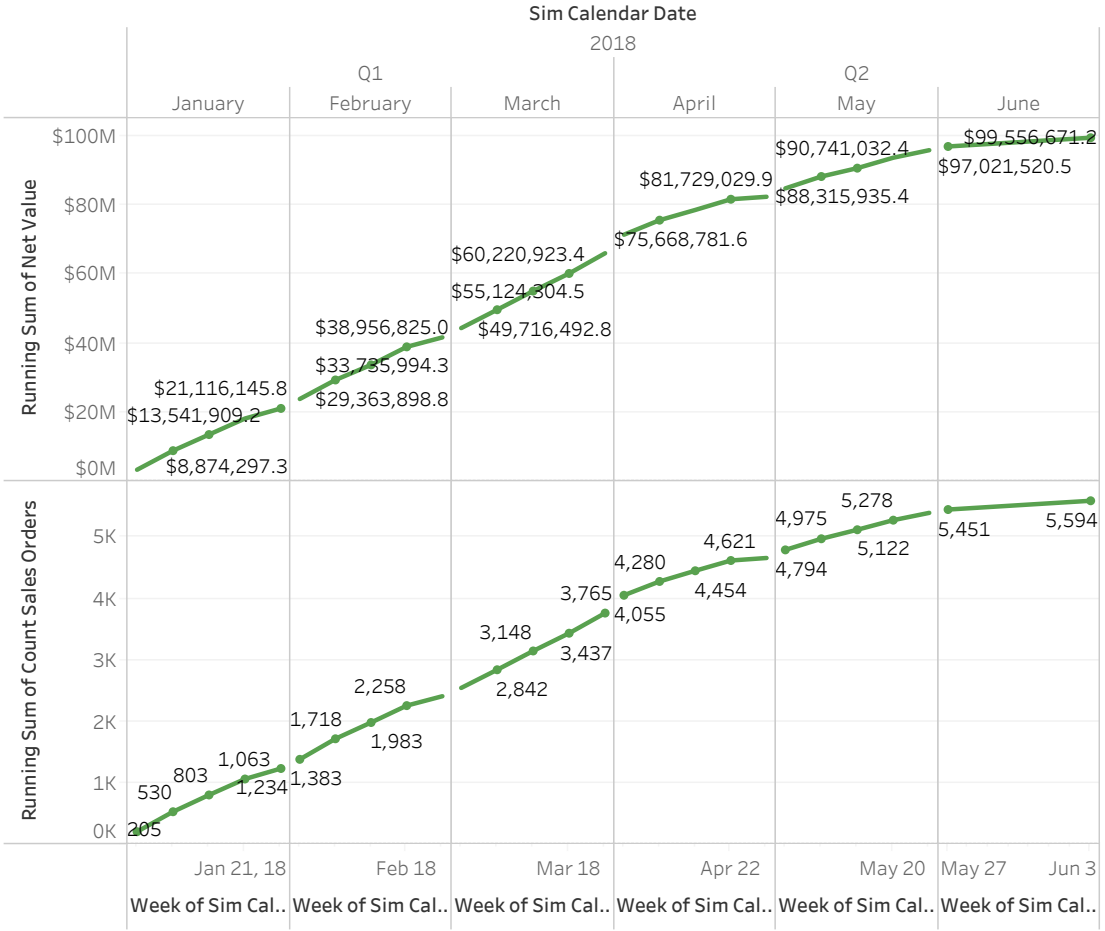
This chart shows the running sum of net values and the running sum of count sales orders, illustrating how the numbers are accumulated in a period. Both show a plateau at the end of June, which matches earlier data showing Q2 as slower than Q1.

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

Month of Sim Calendar Date

- [x] January
- [x] February
- [x] March
- [x] April
- [x] May
- [x] June

Running Sum of Net Values



Muesli Story

Month of Sim Calendar Date
- [x] January
- [x] February
- [x] March
- [x] April

Rank of Count Sales Orders
To 255

These charts show sales by customer number. Filtering the Sim Calendar Month affects both charts.

CUSTOMER SALES ORDERS (Top 10)

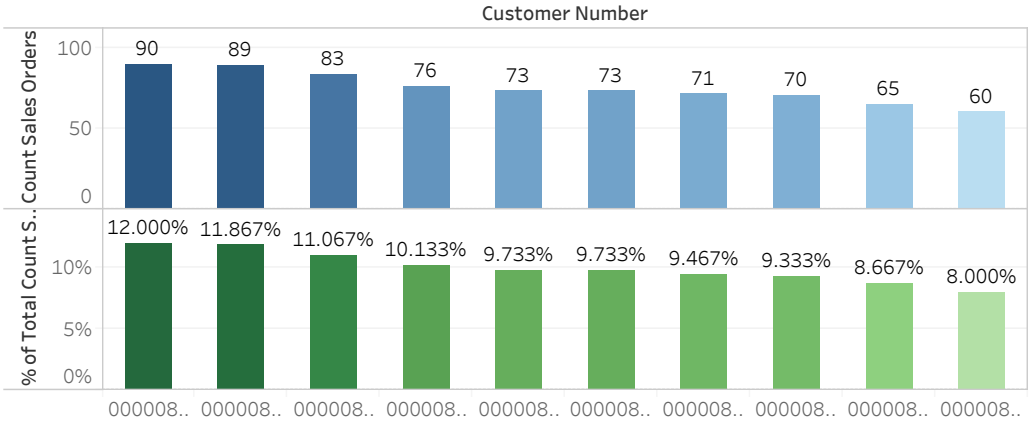
The top chart shows the top ten customers with the highest number of sales orders. The number one customer makes up 12% of all sales. The number of slaes orders is a steady slope with no outliers.

CUSTOMER SALES ORDERS (Ranked)

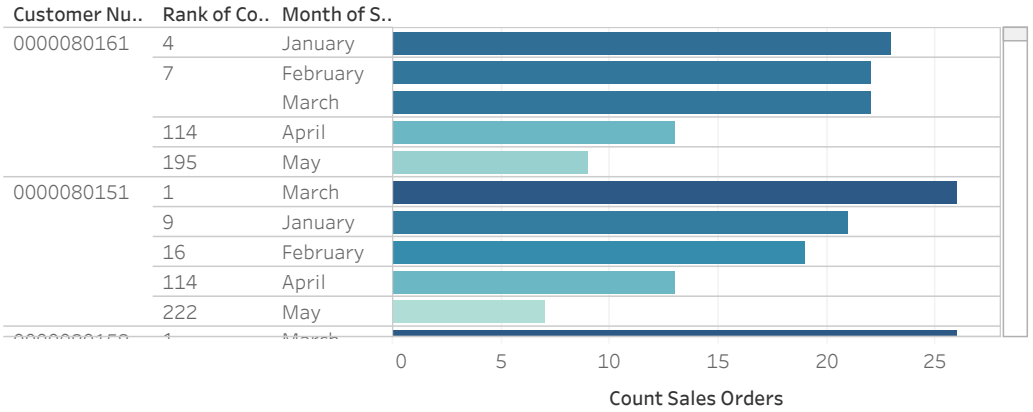
This complicated chart shows the rank of all customers. Customer number 0000080151 had the highest number of sales orders in March than any other customer in any other month. If March is removed, the number one position changes to customer number 000080152 for January.

To see the ranking of your choice, such as top 25 or top 10, slide the ruler to the left to apply the filters to narrow or expand the range.

Customer Sales Orders (Top 10)



Customer Sales Orders (Ranked)



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..

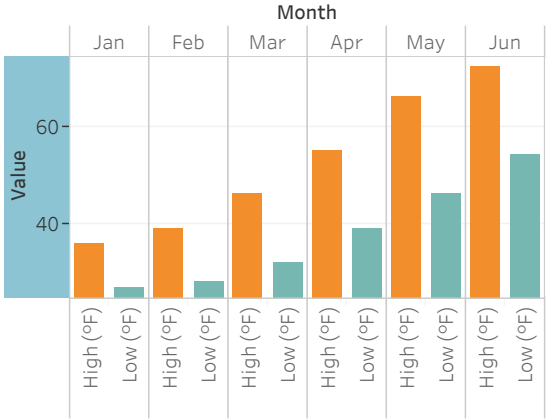
Measure Names
- High (°F)
- Low (°F)

The 1st quarter shows more sales than the 2nd. February has a dip in sales. The south shows more sales than Berlin who has the largest population. These outside sources may help explain.

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 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 postive to..

Month of Sim Calendar ..
To June

Amount Inv
-483M $6,025,393

Debit Credit Indicator
Credit
Debit

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

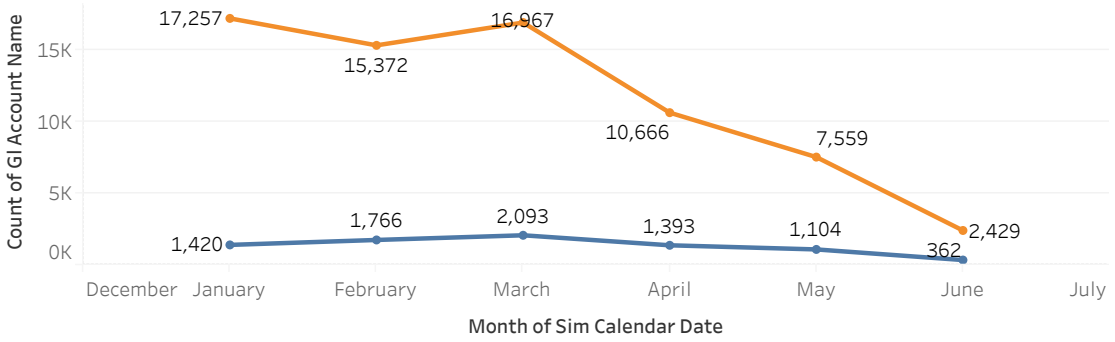
MONTHLY COUNT DEBIT/CREDIT

This cart 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)

		Sim Calendar Date				
Fs Level 2	GI Account..	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	
	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	
	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 and Owners' E..	Null					
	Accounts p..	$4,413,310	$6,025,393	($2,785,632)	($1,150,568)	$127
	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 postive tot.. | Conclusion

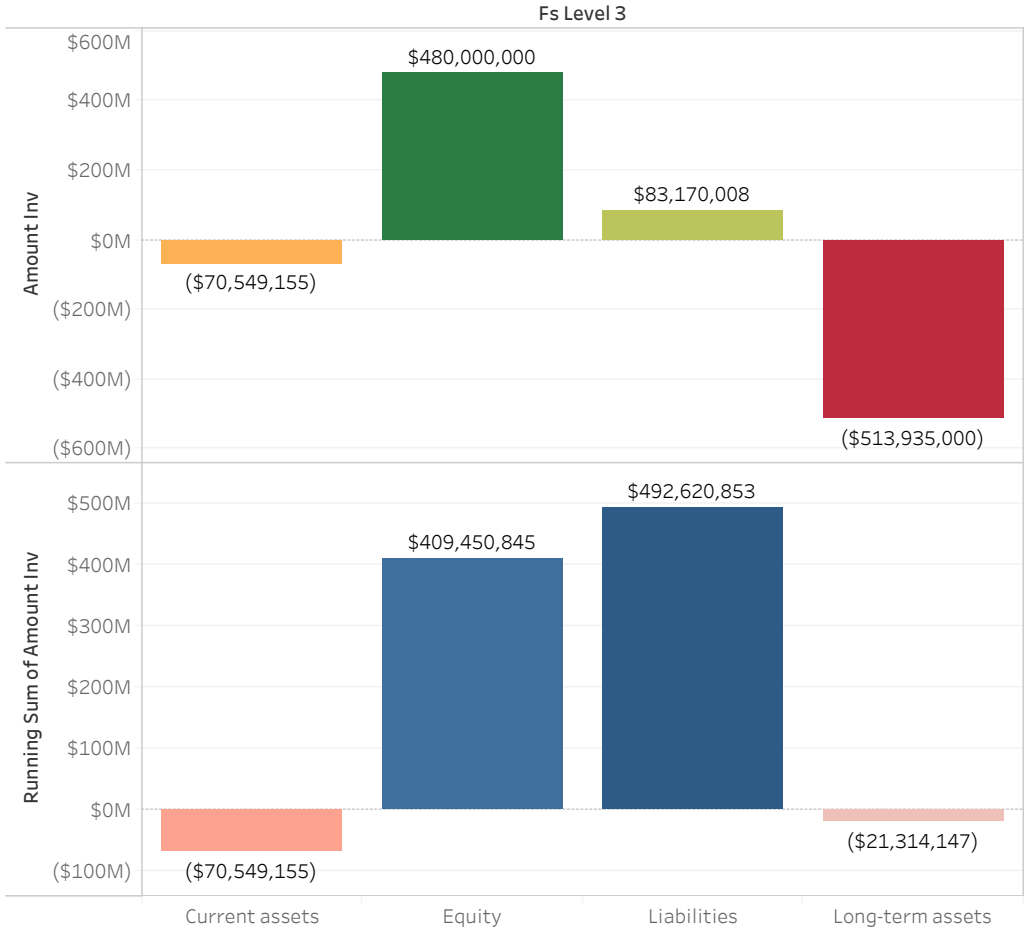
Running Sum of Amount Inv
($71M) $493M

Amount Inv
($514M) $480M

RUNNING AMOUNT

The botton 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 assests is more negative than long-term assets.

Running Amount (inverted)



Fs Level 3

- [x] Null
- [x] Current assets
- [x] Equity
- [x] Interest expenses
- [x] Liabilities
- [x] Long-term assets
- [x] Marketing expenses
- [x] Production improvement expenses
- [x] SG&A

Muesli Story

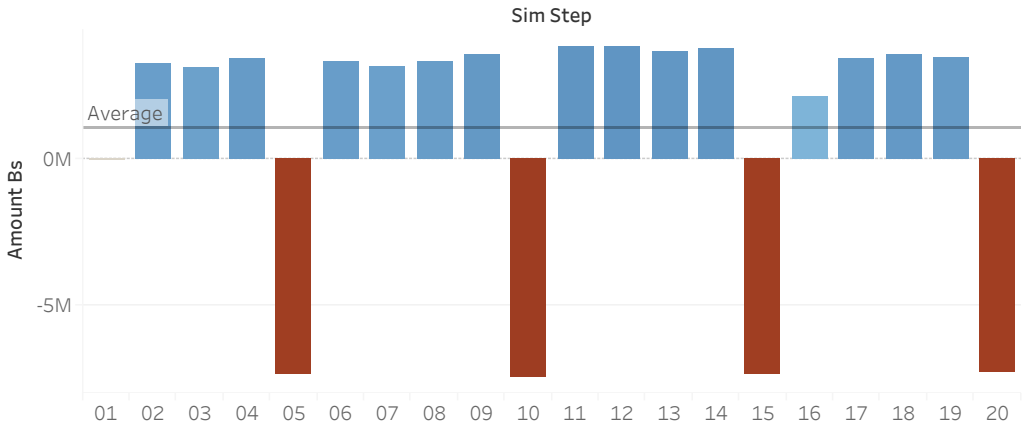
BALANCE BY STEP

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.

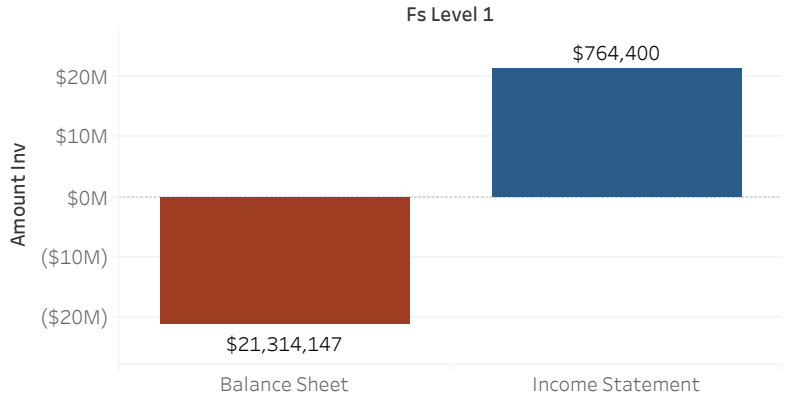
Balance by Step



Sim Step

- [x] 01
- [x] 02
- [x] 03
- [x] 04
- [x] 05
- [x] 06
- [x] 07
- [x] 08
- [x] 09
- [x] 10
- [x] 11
- [x] 12
- [x] 13
- [x] 14
- [x] 15
- [x] 16
- [x] 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 postive tot.. | Conclusion

Measure Values
-513,935,000 513,935,000

Month of Sim Calendar Date
- [x] Null
- [x] January
- [x] February
- [x] March
- [x] April
- [x] May

This chart can be filtered using the filter box. The measure names filter below can incude 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 form the Income sheet. The Amount Inverted retrieves both sets of items, inverting the amounts from the balance sheet.

Measure Names
- [ ] Amount
- [ ] Amount Abs
- [x] Amount Bs
- [x] Amount Inv
- [x] Amount Is
- [ ] Number of Records
- [ ] Sim Elapsed Steps
- [ ] Sim Period

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**

Muesli Story

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.

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