



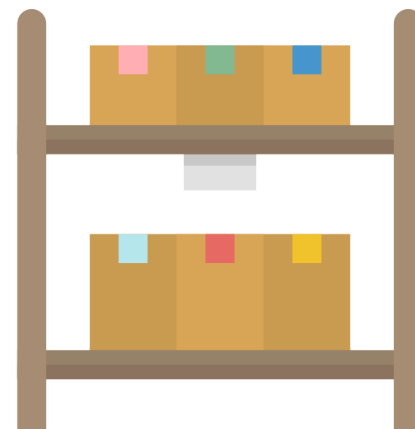
## Informe Ejecutivo de Gestión de Negocios de la Empresa



**Compras**



**Producción**



**Inventario**



**Ventas**



**RRHH**



**Clientes**



Menú

# Análisis de la Gestión de Compras

Fecha

6/30/2006



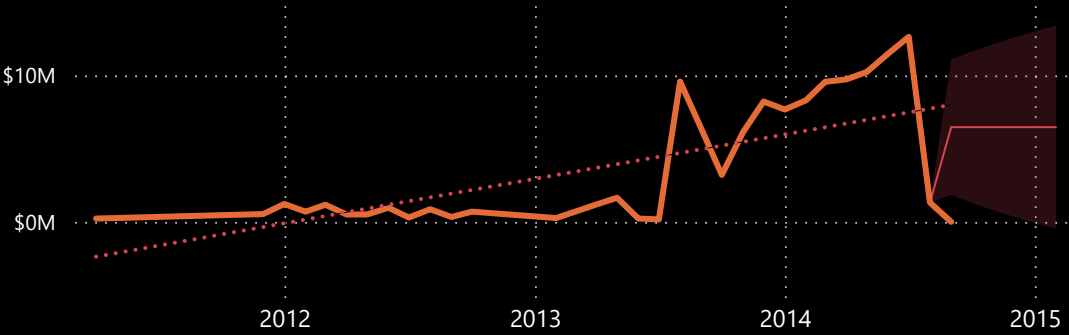
12/31/2014



Actualizado al:

21/07/2024 15:48:38

Monto Pagado por Año y Mes



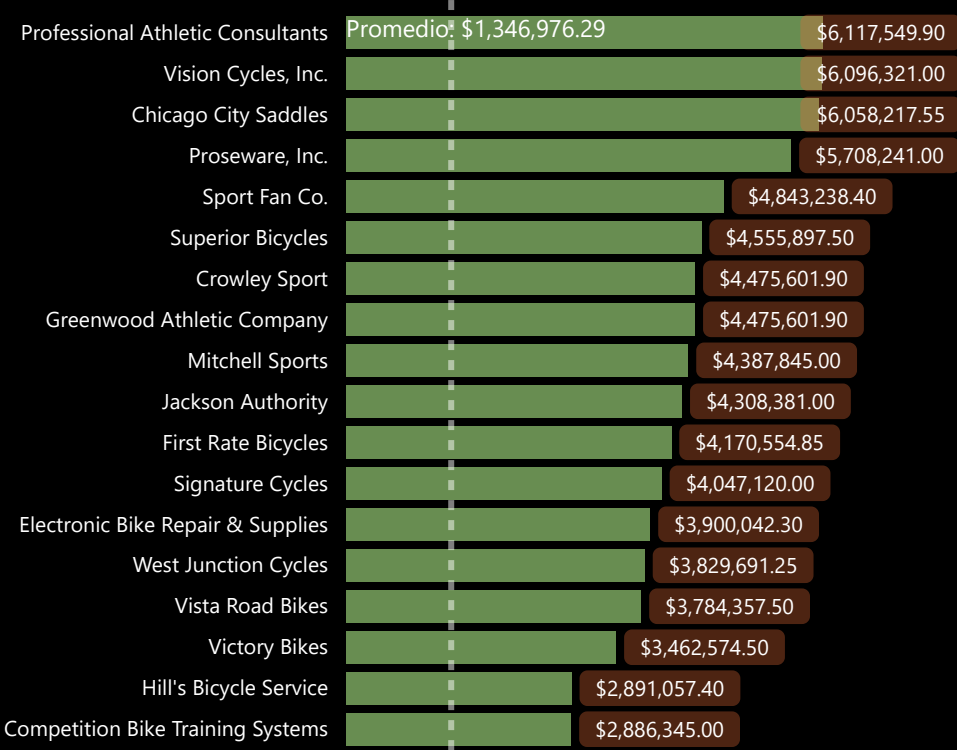
TotalMontoPagado trended down, resulting in a 99.55% decrease between April 2011 and September 2014.

TotalMontoPagado started trending down on May 2014, falling by 99.99% (\$10,236,917.72) in 4 months.

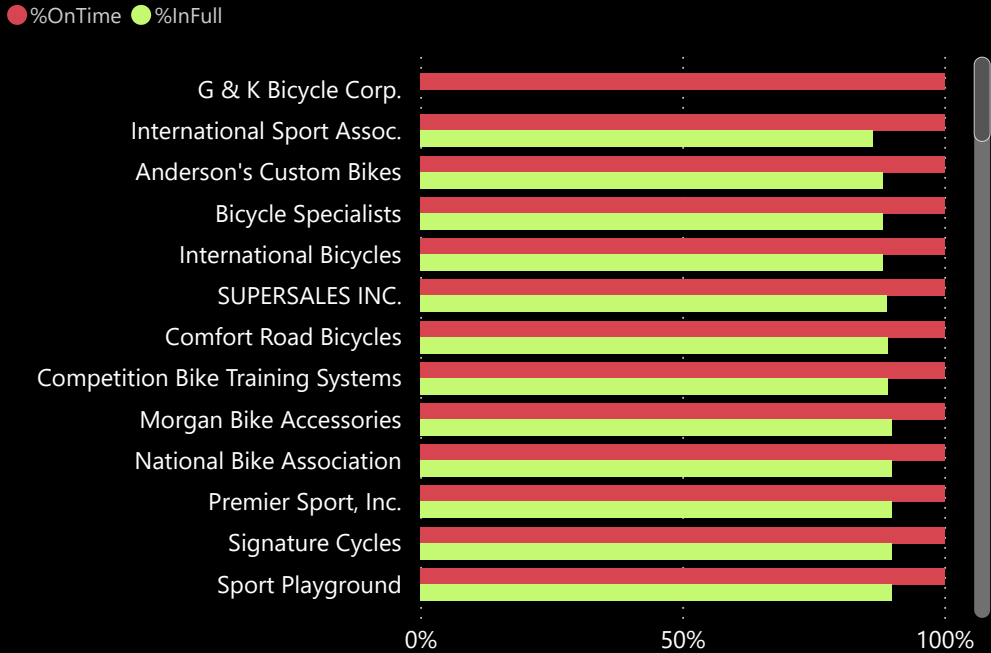
TotalMontoPagado was trending up between April 2013 and April 2014 with a rise of \$8,532,910.72 but had a significant change in trend and dropped by \$10,236,917.72 starting May 2014.

TotalMontoPagado jumped from \$1,188,032.17 to \$9,720,942.90 during its steepest incline between April 2013 and April 2014.

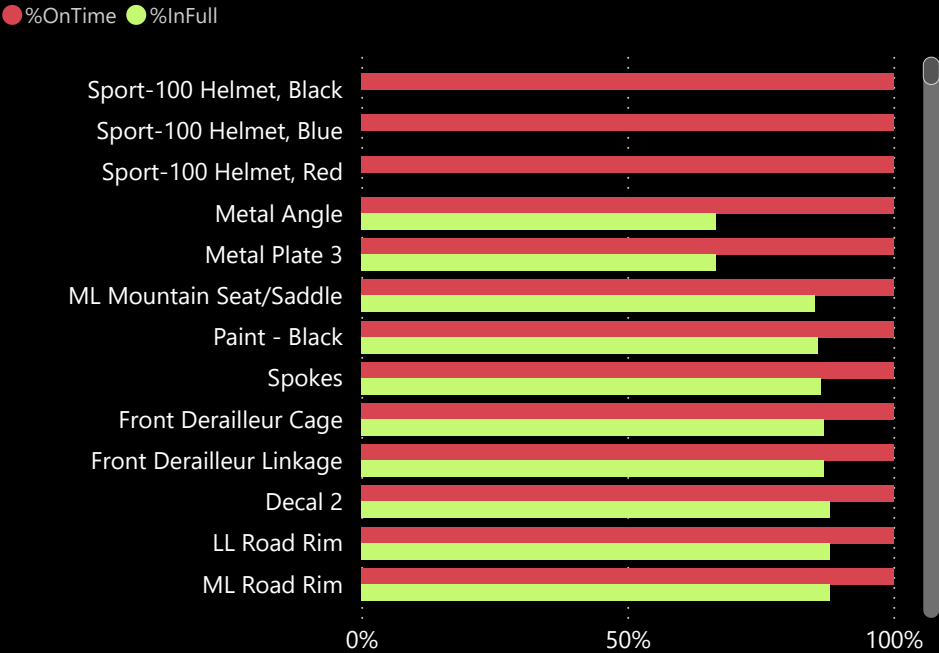
TotalMontoPagado by Proveedor



%OnTime and %InFull by Proveedor



%OnTime and %InFull by Producto



8,845

TotalOrdenesDeCompra

\$115,839,961.03

TotalMontoPagado

\$1,124,659.82

PromedioMensualMonto

95.7%

%InFull

99.9%

%OnTime

%OTIF

95.6%

98.0%

0.0% 100.0%

99.93%

%CumplimientoLeadTime

## Resumen por Producto

ProductID	Descripcion	Proveedor	CantidadPedida	CantidadRecibida	CantidadRecibida by Fecha	%InFull	VariacionCantidad	CantidadDevuelta	CantidadDevuelta by Fecha
908	LL Mountain Seat/Saddle	First Rate Bicycles	45,100	43,952		82.9%	1,148	1,920	
319	HL Crankarm	West Junction Cycles	82,500	81,516		92.0%	984	3,126	
351	Front Derailleur Cage	Circuit Cycles	46,200	45,216		85.7%	984	1,756	
507	LL Mountain Rim	Comfort Road Bicycles	56,100	55,116		88.2%	984	2,084	
510	LL Road Rim	Electronic Bike Repair & Supplies	45,100	44,116		85.4%	984	984	
513	Touring Rim	Anderson's Custom Bikes	56,100	55,116		88.2%	984	3,020	
930	HL Mountain Tire	Trikes, Inc.	55,000	54,016		88.0%	984	656	
935	HL Mountain Tire	Trikes, Inc.	55,000	54,016		88.0%	984	656	
Total			4,024,522	3,988,093		95.7%	36,429	127,230	



Menú

Resumen Analítico de Producción

Fecha

6/30/2006



12/31/2014



Actualizado al:

21/07/2024 15:48:38

Categorías

All

Producto

All

Location

All

1,422,627

TotalProductosTerminados

\$21,073,339.04

TotalCostoDeProduccion

\$37,265,038.84

ValorDeProduccion

43.45%

%RentabilidadEsperada

2796

CantidadProductosEnProceso

7

CantidadLocacionesDeFabrica

55

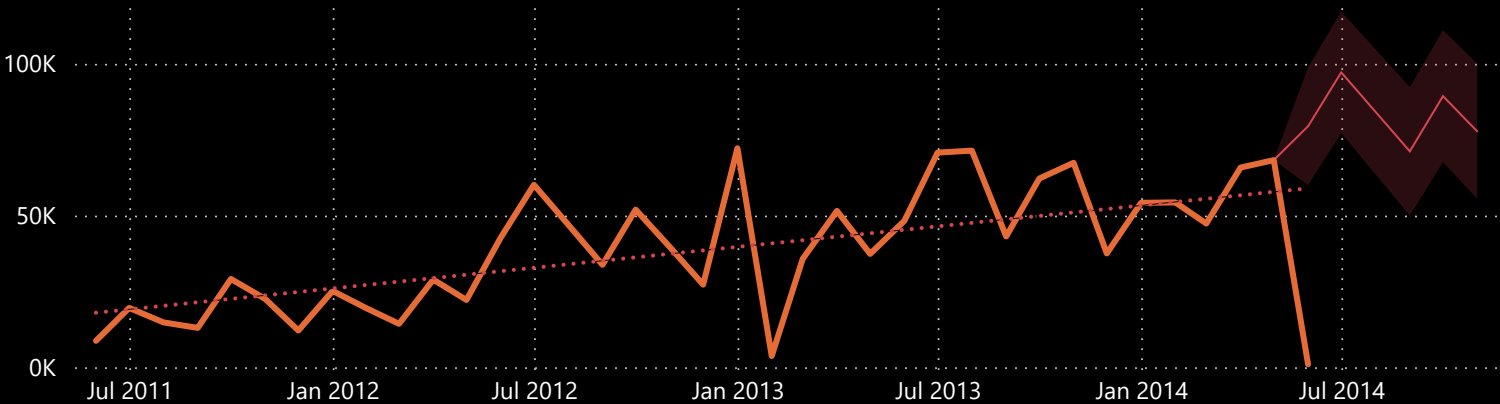
CantidadCategoriasDeProductos

140

VariedadDeProductosDistintos

Detalle por Producto

TotalProductosTerminados by Year and Month



TotalProductosTerminados trended down, resulting in a 88.87% decrease between June 2011 and June 2014.

TotalProductosTerminados started trending down on March 2014, falling by 97.96% (46,354) in 3 months.

TotalProductosTerminados was trending up between May 2013 and February 2014 with a rise of 16,975 but had a significant change in trend and dropped by 46,354 starting March 2014.

TotalProductosTerminados jumped from 22,136 to 33,733 during its steepest incline between May 2012 and September 2012.

CantidadProductosEnProceso by Year and Month



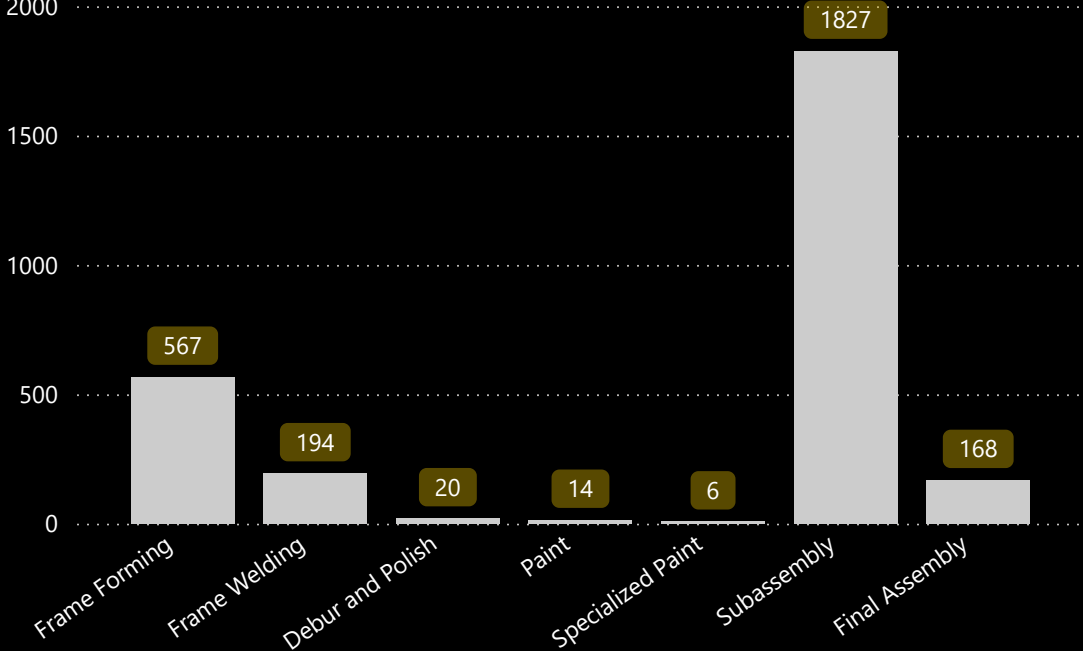
TotalProductosTerminados trended down, resulting in a 88.87% decrease between June 2011 and June 2014.

TotalProductosTerminados started trending down on March 2014, falling by 97.96% (46,354) in 3 months.

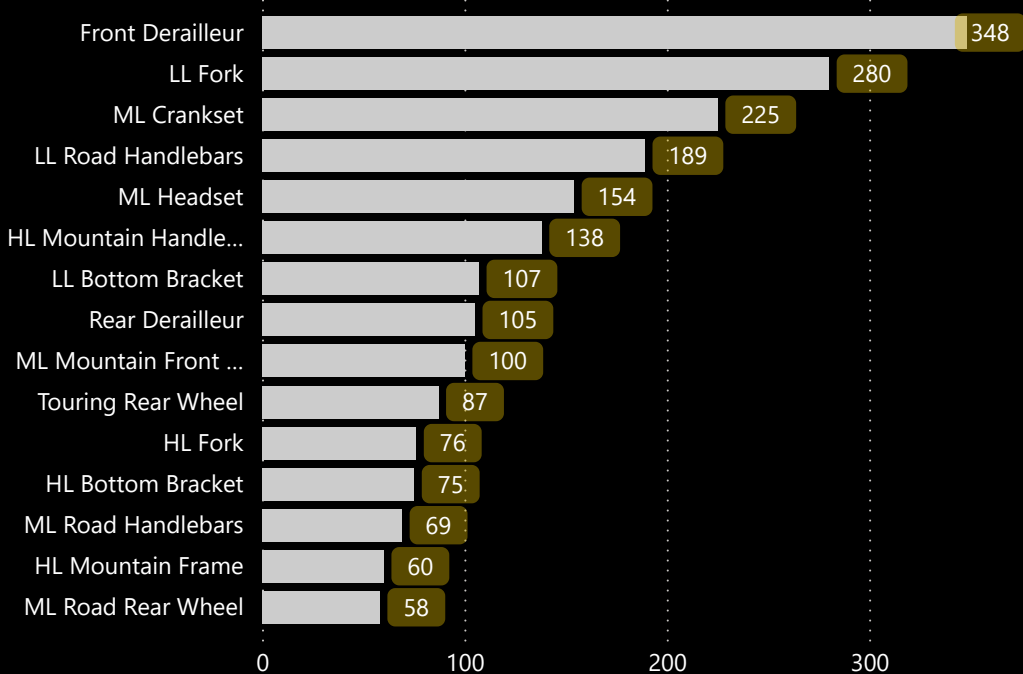
TotalProductosTerminados was trending up between May 2013 and February 2014 with a rise of 16,975 but had a significant change in trend and dropped by 46,354 starting March 2014.

TotalProductosTerminados jumped from 22,136 to 33,733 during its steepest incline between May 2012 and September 2012.

CantidadProductosEnProceso by Location



CantidadProductosEnProceso by Categorías



Categorías	ProductID	Producto	TotalProductos Terminados	% del Total	TotalProductosTerminados by Fecha	CantidadProductos EnProceso	CantidadProductosEn Proceso by Fecha	TotalCostoDeProduccion	ValorDeProduccion	%RentabilidadEsperada
HL Mountain Frame	747	HL Mountain Frame - Black, 38	25,878	1.82%		30		\$2,070,792.88	\$3,781,579.20	45.24%
HL Mountain Frame	748	HL Mountain Frame - Silver, 38	25,422	1.79%		30		\$2,147,453.37	\$3,921,573.00	45.24%
Road-150	749	Road-150 Red, 62	600	0.04%		0		\$475,513.43	\$783,641.13	39.32%
Road-150	750	Road-150 Red, 44	437	0.03%		0		\$447,286.61	\$737,123.62	39.32%
Road-150	751	Road-150 Red, 48	493	0.03%		0		\$492,883.78	\$812,267.29	39.32%
Road-150	752	Road-150 Red, 52	458	0.03%		0		\$447,286.61	\$737,123.62	39.32%
Road-150	753	Road-150 Red, 56	662	0.05%		1		\$440,772.72	\$726,288.81	39.32%
Total			1,422,627	100.00%		2796		\$21,073,339.04	\$37,265,038.84	43.45%



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# Flujo de Entradas de Productos al Almacén

Fecha

6/30/2006



12/31/2014



Actualizado al:

21/07/2024 15:48:38

Categoria

All

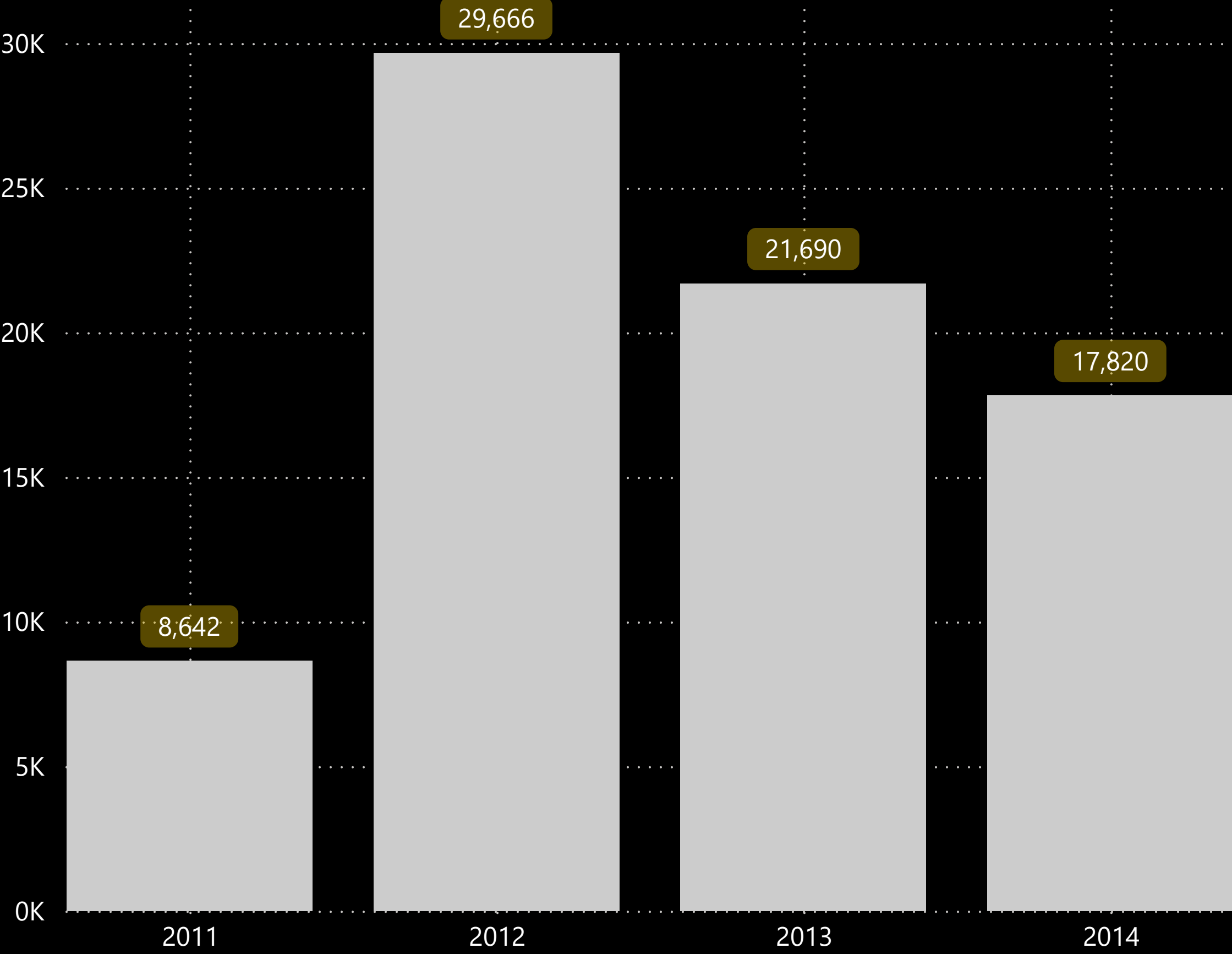
Producto

All

Location

All

Sum of Quantity by Year



Existencia de Insumos

Year	2011		2012		2013		2014			Total
Producto	May	Total	April	Total	April	Total	July	August	Total	
All-Purpose Bike Stand					144	144				144
AWC Logo Cap	288	288								288
Bike Wash - Dissolver					36	36				36
Cable Lock			252	252						252
Chain								589	589	589
Classic Vest, L					252	252				252
Classic Vest, M					216	216				216
Classic Vest, S					180	180				180
Fender Set - Mountain					108	108				108
Front Brakes								767	767	767
Front Derailleur					853	853				853
Full-Finger Gloves, L			144	144						144
Full-Finger Gloves, M			108	108						108
Full-Finger Gloves, S			72	72						72
Half-Finger Gloves, L			36	36						36
Total	8,642	8,642	29,666	29,666	21,690	21,690	989	16,831	17,820	77,818

## Entradas de Productos Terminados

Flujo de Productos Terminados al Almacen

Year	2011								2012											
Producto	June	July	August	September	October	November	December	Total	January	February	March	April	May	June	July	August	September	October	November	December
Front Derailleur	1,172	2,512	1,936	1,744	3,852	2,976	1,650	15,842	3,396	2,598	1,934	3,840	2,900	5,206	7,226	5,596	4,212	6,410	4,784	
HL Bottom Bracket	252	670	529	396	943	760	394	3,944	822	677	443	950	748	509	713	494	363	628	420	
HL Crankset	252	670	543	396	943	760	394	3,958	822	677	443	950	748	5						
HL Fork	530	1,506	1,290	884	2,138	1,794	818	8,960	1,808	1,500	982	2,196	1,758	2,658	4,076	3,304	1,872	3,242	2,644	
HL Headset	252	670	543	396	943	760	394	3,958	822	677	443	950	748	18	30	29	15	25	32	
HL Mountain Frame - Black, 38	162	522	402	204	564	552	168	2,574	534	414	198	558	588	648	996	966	558	1,008	864	
HL Mountain Frame - Silver, 38	96	594	414	192	702	432	216	2,646	492	426	198	570	600	732	1,140	1,092	564	960	804	
HL Mountain Front Wheel	144	517	389	208	665	487	208	2,618	505	443	233	636	500	32	63	42	16	19	11	
HL Mountain Handlebars	423	1,551	1,167	609	1,995	1,461	609	7,815	1,557	1,329	699	1,908	1,500	1,590	2,463	2,301	1,341	2,166	1,905	
HL Mountain Rear Wheel	144	517	389	208	665	487	208	2,618	519	443	233	636	500	71	120	104	55	87	67	
HL Road Front Wheel	108	153	154	188	278	273	186	1,340	303	234	208	309	245	574	838	545	405	704	458	
HL Road Handlebars	324	459	462	564	834	819	558	4,020	909	702	630	942	744	1,623	2,403	1,623	1,149	1,992	1,368	
HL Road Rear Wheel	108	153	154	188	275	273	186	1,337	303	234	210	314	248	524	773	529	363	618	420	
Total	8,677	19,526	14,747	12,934	29,055	22,478	12,059	119,476	25,109	19,322	14,273	28,848	22,136	42,692	60,093	46,959	33,733	51,913	39,530	





Menú

Resumen Analítico de Ventas

Fecha

6/30/2006



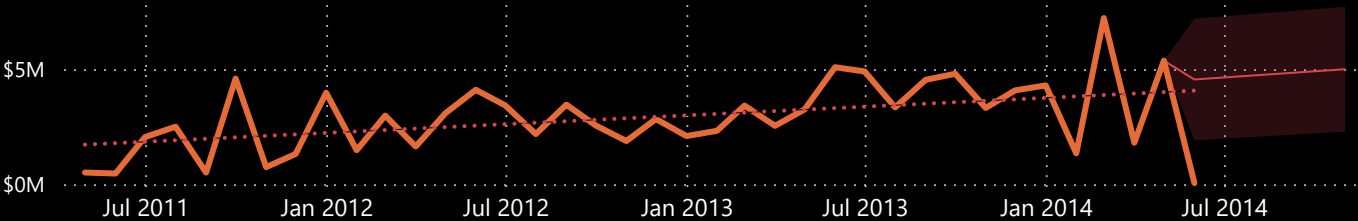
12/31/2014



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21/07/2024 15:48:38

TotalVentas by Year and Month



TotalVentas trended down, resulting in a 90.27% decrease between May 2011 and June 2014.

TotalVentas started trending down on March 2014, falling by 99.32% (\$7,168,525) in 3 months.

TotalVentas was trending up between March 2013 and January 2014 with a rise of \$877,749 but had a significant change in trend and dropped by \$7,168,525 starting March 2014.

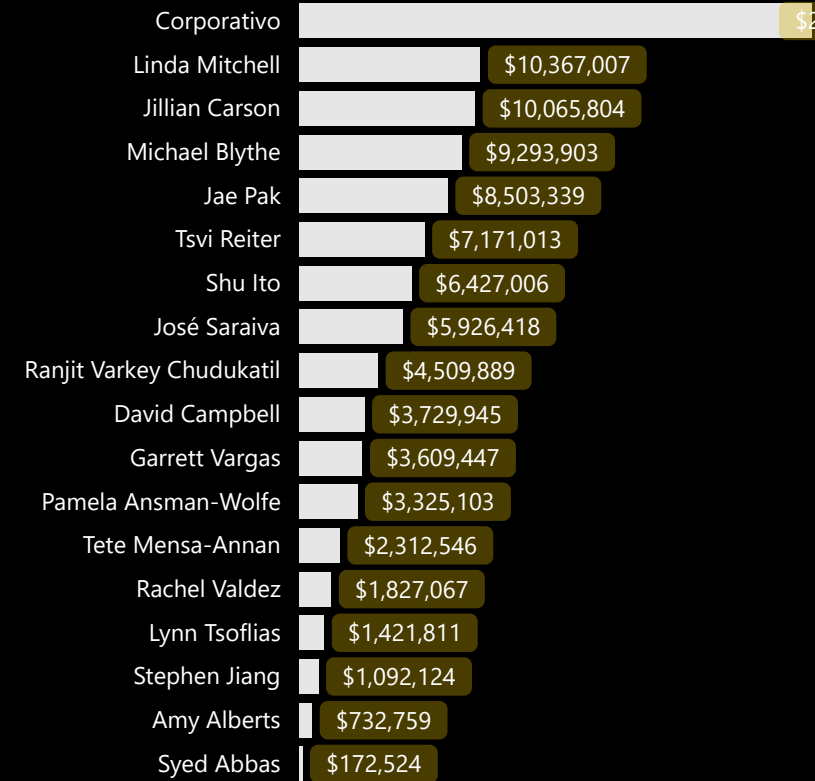
TotalVentas by Region



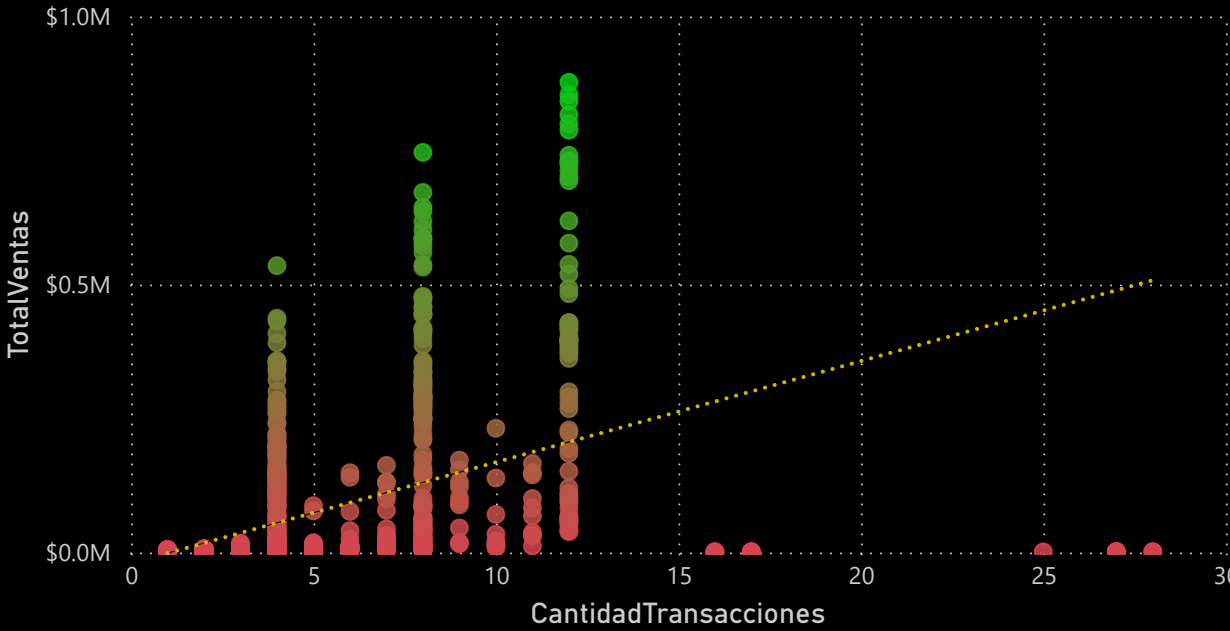
Detalle por Producto

ProductID	Producto	Trans	Cantidad Vendida	Ventas	TotalVentas by Fecha	Promedio Cantidad	Promedio Ventas	Ventas PorMes
999	Road-750 Black, 52	696	1,338	\$515,667		1.92	\$740.90	12.99
998	Road-750 Black, 48	685	1,556	\$578,174		2.27	\$844.05	15.11
997	Road-750 Black, 44	466	656	\$290,299		1.41	\$622.96	6.37
996	HL Bottom Bracket	218	543	\$39,581		2.49	\$181.57	5.27
994	LL Bottom Bracket	150	378	\$12,245		2.52	\$81.63	3.67
993	Mountain-500 Black, 52	146	272	\$96,982		1.86	\$664.26	2.64
992	Mountain-500 Black, 48	232	449	\$157,569		1.94	\$679.18	4.36
991	Mountain-500 Black, 44	193	350	\$125,926		1.81	\$652.46	3.40
990	Mountain-500 Black, 42	195	388	\$136,293		1.99	\$698.94	3.77
989	Mountain-500 Black, 40	150	282	\$101,734		1.88	\$678.23	2.74
988	Mountain-500 Silver, 52	236	515	\$161,293		2.18	\$683.45	5.00
987	Mountain-500 Silver, 48	228	457	\$142,897		2.00	\$626.74	4.44
986	Mountain-500 Silver, 44	195	381	\$122,512		1.95	\$628.27	3.70
985	Mountain-500 Silver, 42	221	455	\$141,360		2.06	\$639.64	4.42
984	Mountain-500 Silver, 40	221	450	\$145,089		2.04	\$656.51	4.37
983	Mountain-400-W Silver, 46	239	401	\$227,348		1.68	\$951.25	3.89
982	Mountain-400-W Silver, 42	231	385	\$217,458		1.67	\$941.38	3.74
981	Mountain-400-W Silver, 40	301	617	\$323,704		2.05	\$1,075.43	5.99
Total		31,465	274,914	\$109,846,381		8.74	\$3,491.0	2,669.0

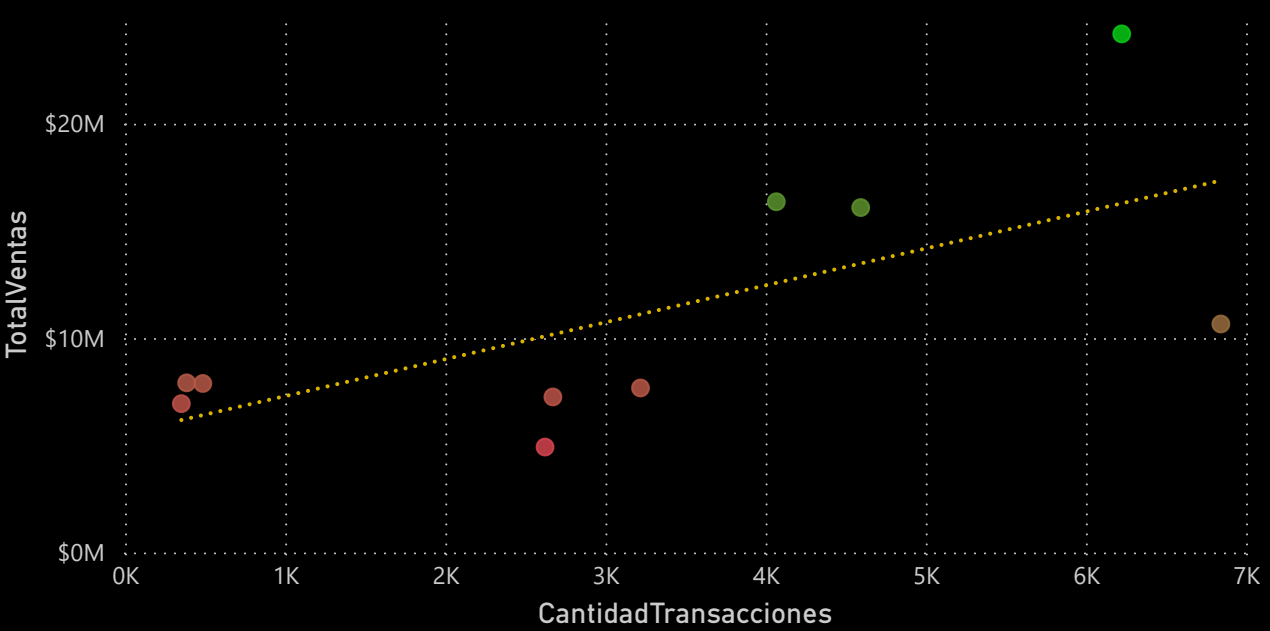
TotalVentas by Vendedor



CantidadTransacciones and TotalVentas by CustomerID



CantidadTransacciones and TotalVentas by Region





Menú

# Análisis de la gestión del Talento Humano de la empresa AdventureWorks de todas las gerencias del departamenteo TODOS

Fecha

6/30/2006



12/31/2014



Actualizado al:

21/07/2024 15:48:38

Gerencia

All

Departamento

All

296

Contrataciones

290

TrabajadoresActivos

6

TrabajadoresRetirados

2.0%

RotacionDePersonal

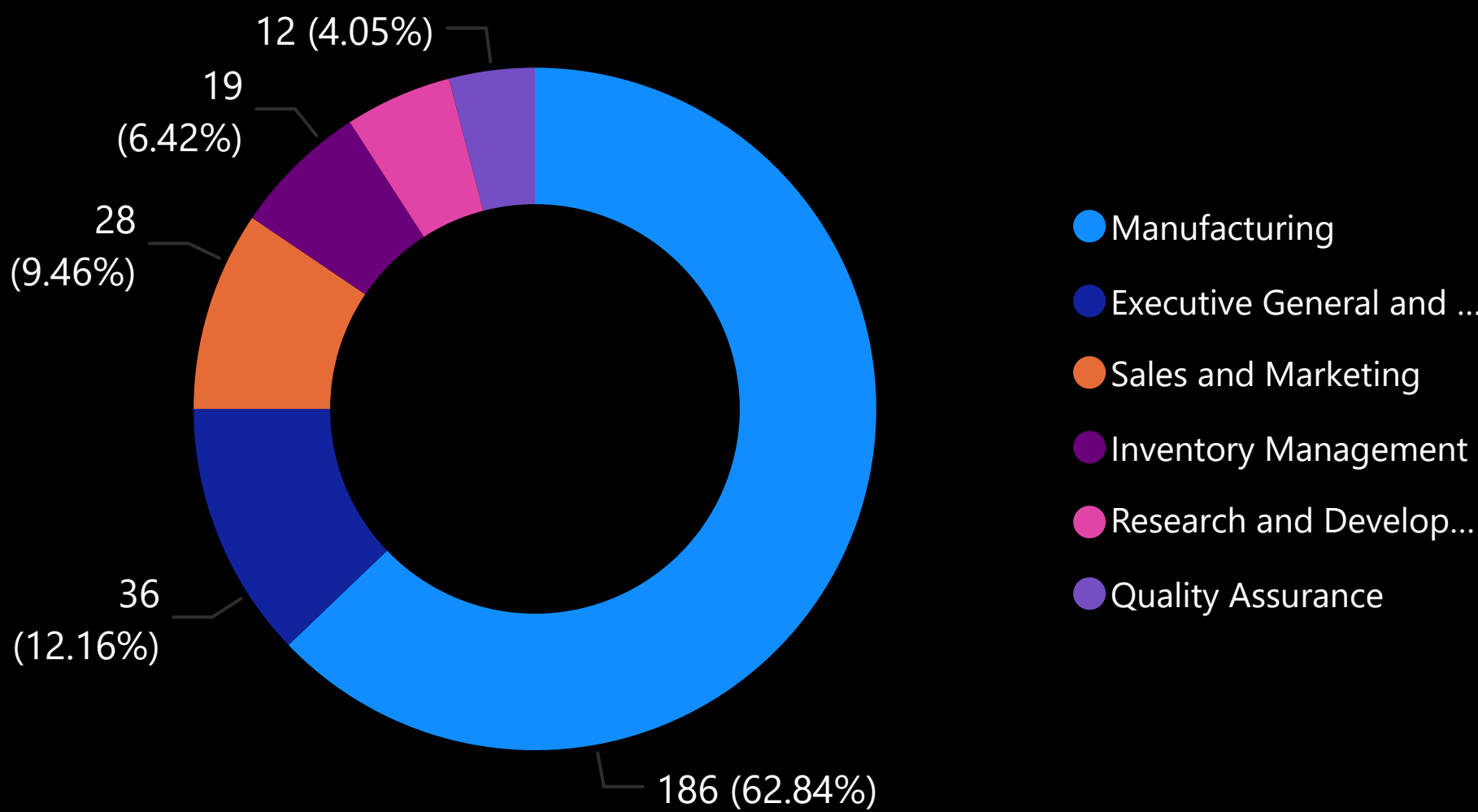
15.1

AntiguedadPromedioTrabajadoresActivos

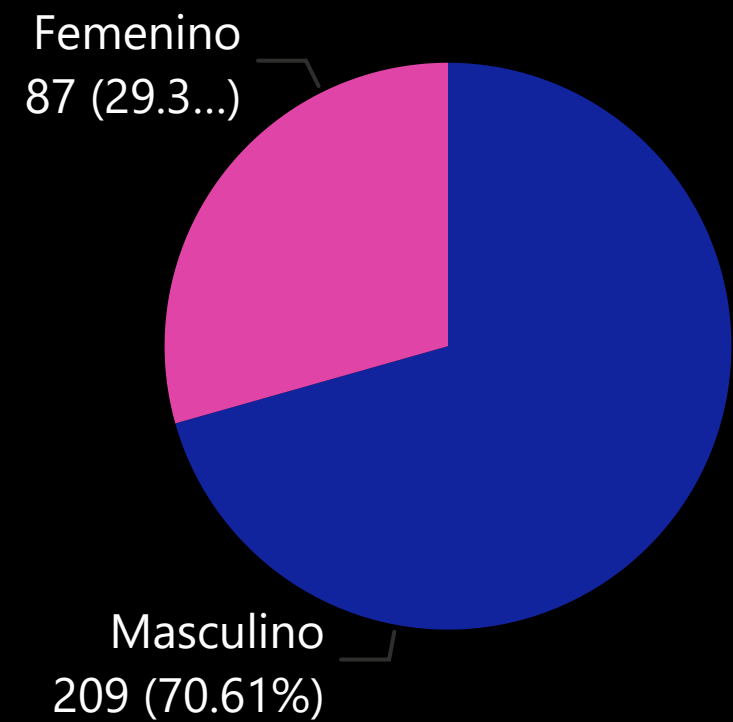
2.14

AntiguedadPromedioTrabajadoresRetira...

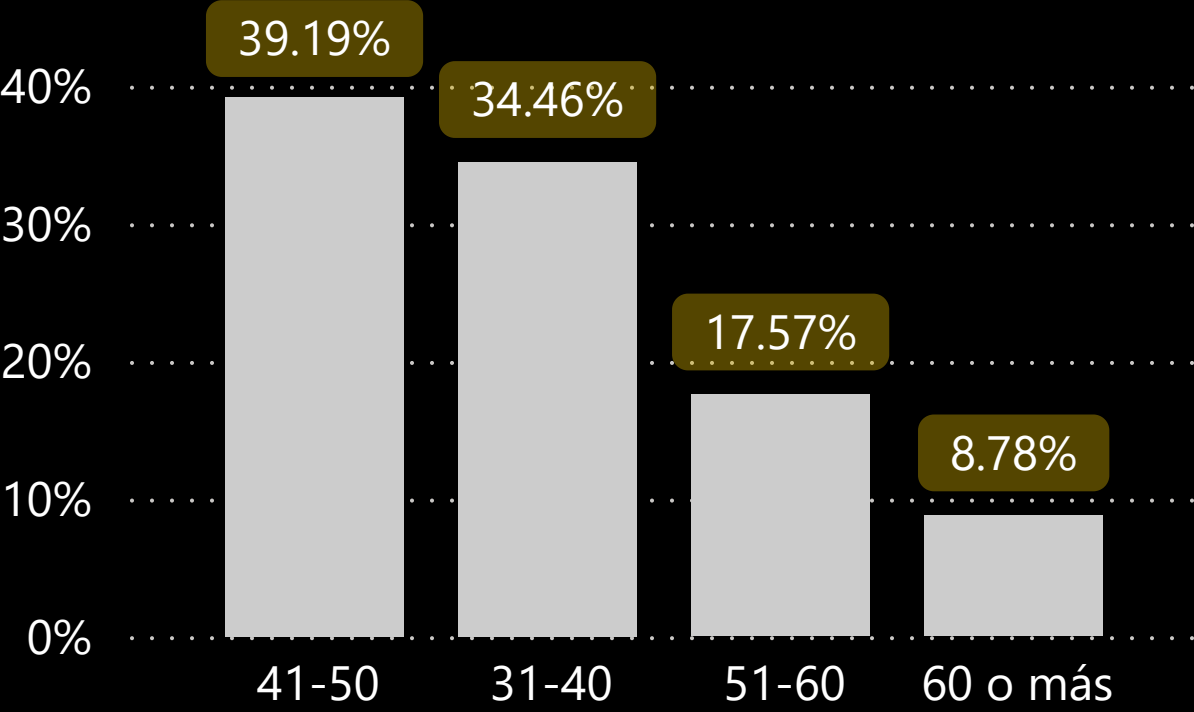
Contrataciones by Gerencia



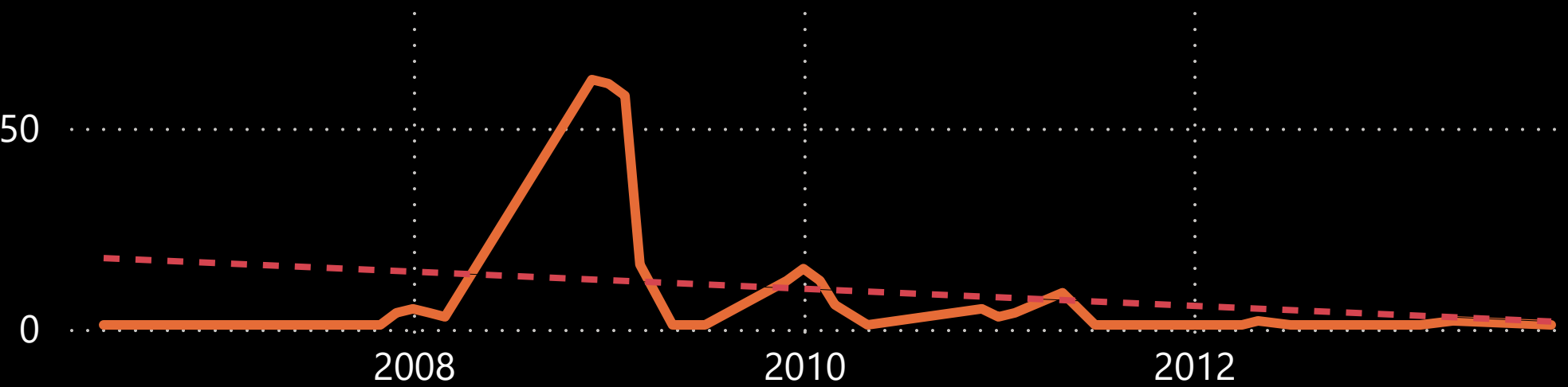
Contrataciones by Genero



%GT Contrataciones by GrupoEtario



Contrataciones by Year and Month



Contrataciones remained relatively constant between June 2006 and November 2013.

Contrataciones started trending down on December 2010, falling by 60.00% (3) in 29 months.

Contrataciones dropped from 62 to 16 during its steepest decline between December 2008 and March 2009.

Manufacturing accounted for 62.84% of Contrataciones.

AntiguedadPromedioTrabajadoresActivos by Gerencia

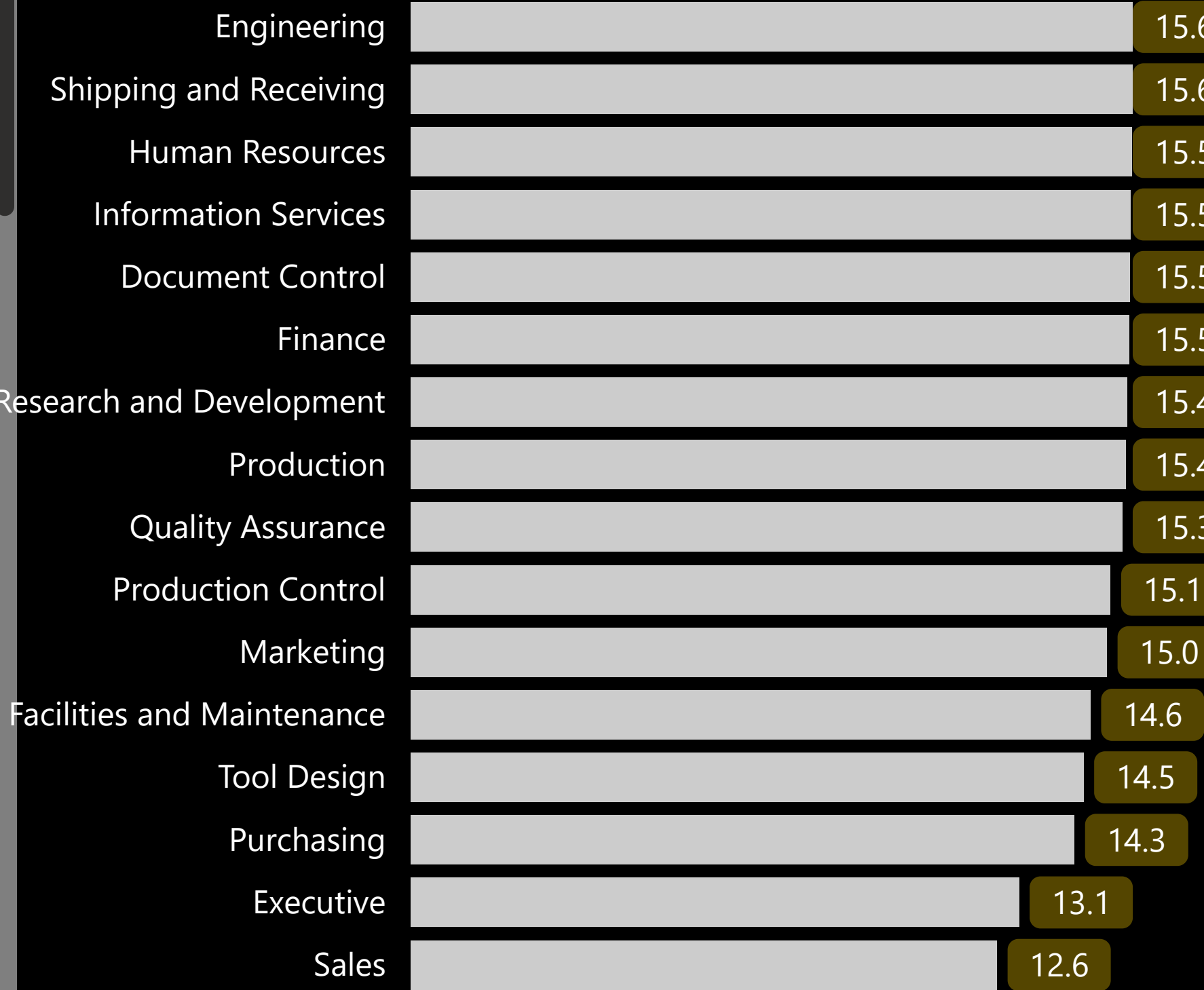


AntiguedadPromedioTrabajadoresActivos

Resumen por Cargo

Cargo	Contrataciones	Trabajadores Activos	Trabajadores Retirados	AntiguedadPromedio TrabajadoresActivos	AntiguedadPromedioTrabajadores Retirados
Accountant	2	2		15.4	
Accounts Manager	1	1		15.5	
Accounts Payable Specialist	2	2		15.4	
Accounts Receivable Specialist	3	3		15.5	
Application Specialist	4	4		15.5	
Assistant to the Chief Financial Officer	1	1		15.5	
Benefits Specialist	1	1		15.6	
Buyer	9	9		14.7	
Chief Executive Officer	1	1		15.5	
Chief Financial Officer	2	1	1	10.7	4.79
Control Specialist	2	2		15.5	
Database Administrator	2	2		15.5	
Design Engineer	3	3		15.5	
Document Control Assistant	2	2		15.5	
Document Control Manager	1	1		15.6	
Engineering Manager	1	1		16.7	
Total	296	290	6	15.1	2.14

AntiguedadPromedioTrabajadoresActivos by Departamento



AntiguedadPromedioTrabajadoresActivos



Menú

# Resumen de la Cartera de Clientes Registrados en el mundo

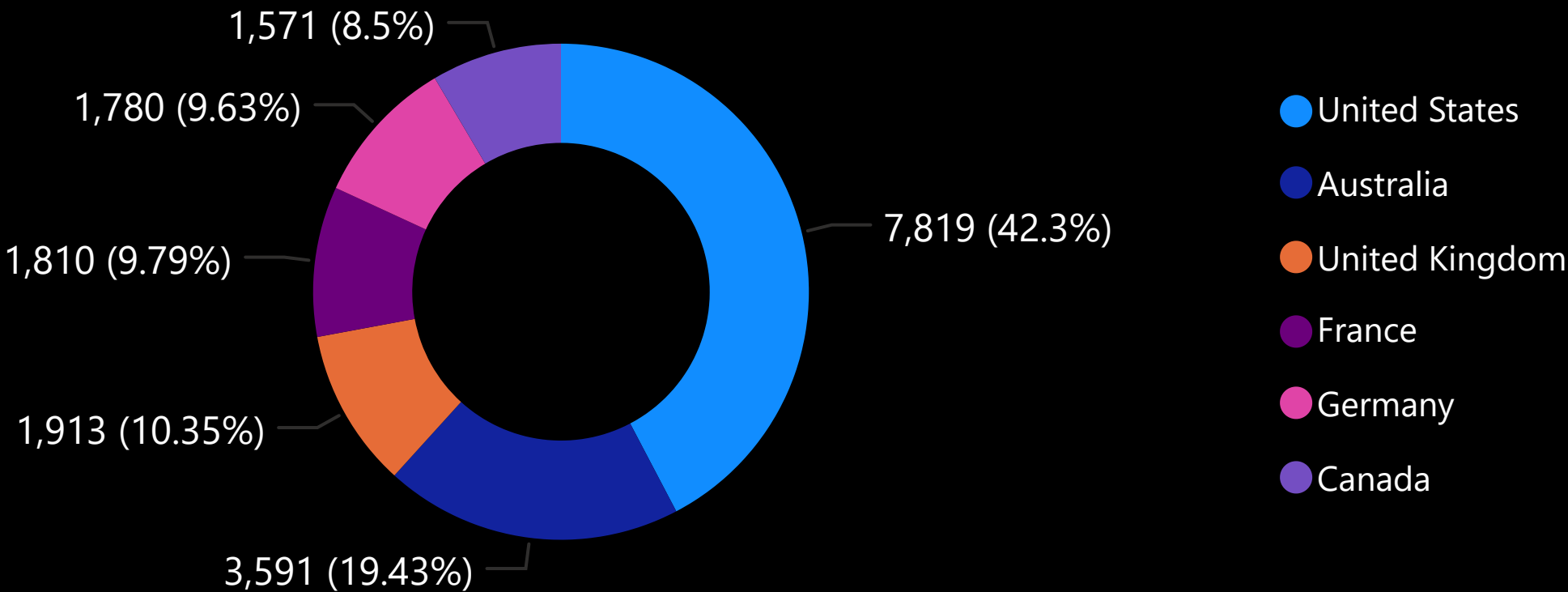
País

All

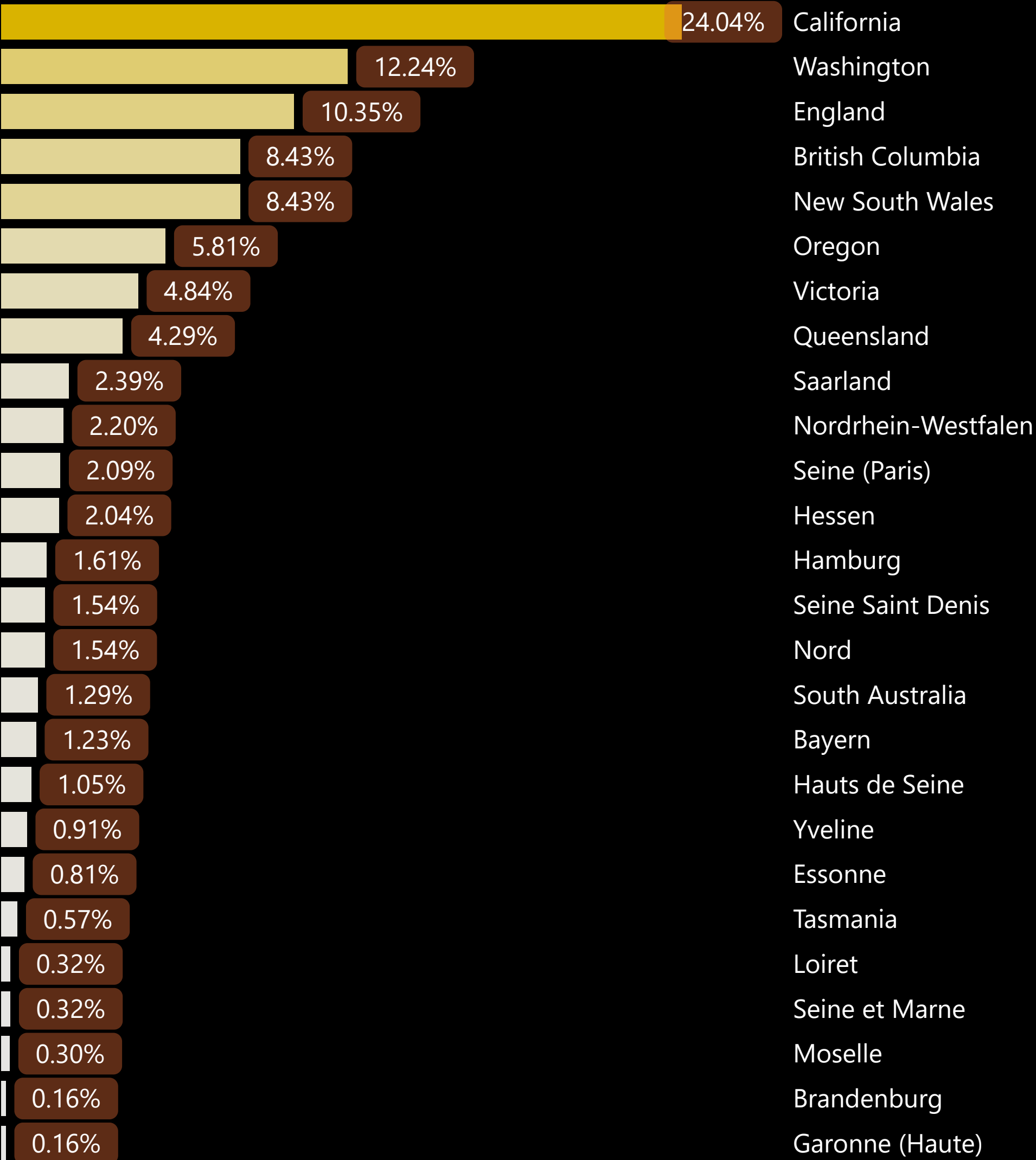
18,484

CantidadClientesRegistrados

CantidadClientesRegistrados by País



%GT CantidadClientesRegistrados by Estado



CantidadClientesRegistrados by City



%GT Count of Cliente by EmailPromotion

