

CIS International Pvt Ltd

OPR for Preparation of Monthly/Weekly Sales Trend Analysis Report For CIS Int'l N A Corp (Customer193,651,292)

SUBJECT	OPR for Preparation of Monthly/Weekly Sales Trend Analysis Report For CIS Int'l N A Corp (Customer193,651,292)
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Introduction

This OPR was prepared for the purpose of set up a proper process that gives guidelines for Preparing **Monthly/Weekly Sales Trend Analysis Report for CIS Int'l N A Corp.**

Objective

The objective of the Monthly/Weekly Sales Trend Analysis Report for CIS Int'l N A Corp is to Analysis the performance level of the CIS Int'l N A Corp and help to take effective decision on the Customer Demand and how to improve their requirement.

When it comes to Order Fill Rate there are 3 components to be considered.

1. Monthly sales based on the general colander
2. Weekly sales Based on the accounting calendar

Sales Analysis Report will be Analyzed for 193, 651,292 customers wise.

Source Information Needs to be obtained

- Sales details for accounting and general calendar for the period (Form IT)

Customer	TopCategory	WeekStart	WeekEnd	Total ShippedQTY	Total Amount
193	AQUATIC PLANTS	2019-03-01	2019-03-07	21372	36850.44
193	AQUATIC PLANTS	2019-03-08	2019-03-14	1013	1963.73
193	AQUATIC PLANTS	2019-03-15	2019-03-21	838	1734
193	AQUATIC PLANTS	2019-03-22	2019-03-28	1024	1997.76
193	BETTA	2019-03-01	2019-03-07	41541	141401.63
193	BETTA	2019-03-08	2019-03-14	36139	119079.3
193	BETTA	2019-03-15	2019-03-21	37347	108360.63
193	BETTA	2019-03-22	2019-03-28	31229	89878.75
193	CORALS	2019-03-01	2019-03-07	35	227.15
193	CORALS	2019-03-08	2019-03-14	28	181.72
193	CORALS	2019-03-15	2019-03-21	7	45.43
193	CORALS	2019-03-22	2019-03-28	42	272.58
193	DRY GOODS	2019-03-01	2019-03-07	3341	111.79
193	DRY GOODS	2019-03-08	2019-03-14	668	153.82
193	DRY GOODS	2019-03-15	2019-03-21	71	218.75
193	DRY GOODS	2019-03-22	2019-03-28	16	104.02
193	GUPPY	2019-03-01	2019-03-07	29385	22448.16
193	GUPPY	2019-03-08	2019-03-14	53491	35348.79
193	GUPPY	2019-03-15	2019-03-21	76392	53780.85
193	GUPPY	2019-03-22	2019-03-28	49252	34881.57
193	LIVE ROCK	2019-03-01	2019-03-07	37	441.63

Process involved in preparation

1. First, based on the general calendar should do the monthly sales Analysis and get the sales value information from the about mention prime source document.
2. And fill the monthly regular sales table based on the Verities and Customer

Months	193	651	292	500	Total
January	106,751	594	6,605		113,949
February	55,086	429	5,474		60,989
March	76,522	655	4,639		81,817
April	58,986	407	40,723		100,116
May	82,757	135	27,642		110,534
June	92,189	369	24,331		116,888
July	68,023	479	31,267		99,769
August	81,718	409	24,680		106,807
September	73,355	79	30,278		103,711
October	83,577	217	23,824		107,618
November	144,482	217	20,949		165,648
December	68,776	165	26,988		95,929
Average	82,685.16	346.06	44,566.60		127,597.82

3. The same way needs to fill the other varieties Such as

AQUATIC PLANTS
BETTA
CORALS
DRY GOODS
GUPPY
LIVE ROCK
OTHER FRESH WATER
PLANTS
SALT WATER
WOOD

4. After that the current month sales value should compare with the previous month sales value in the same variety.
5. Calculate whether sales value increased or not

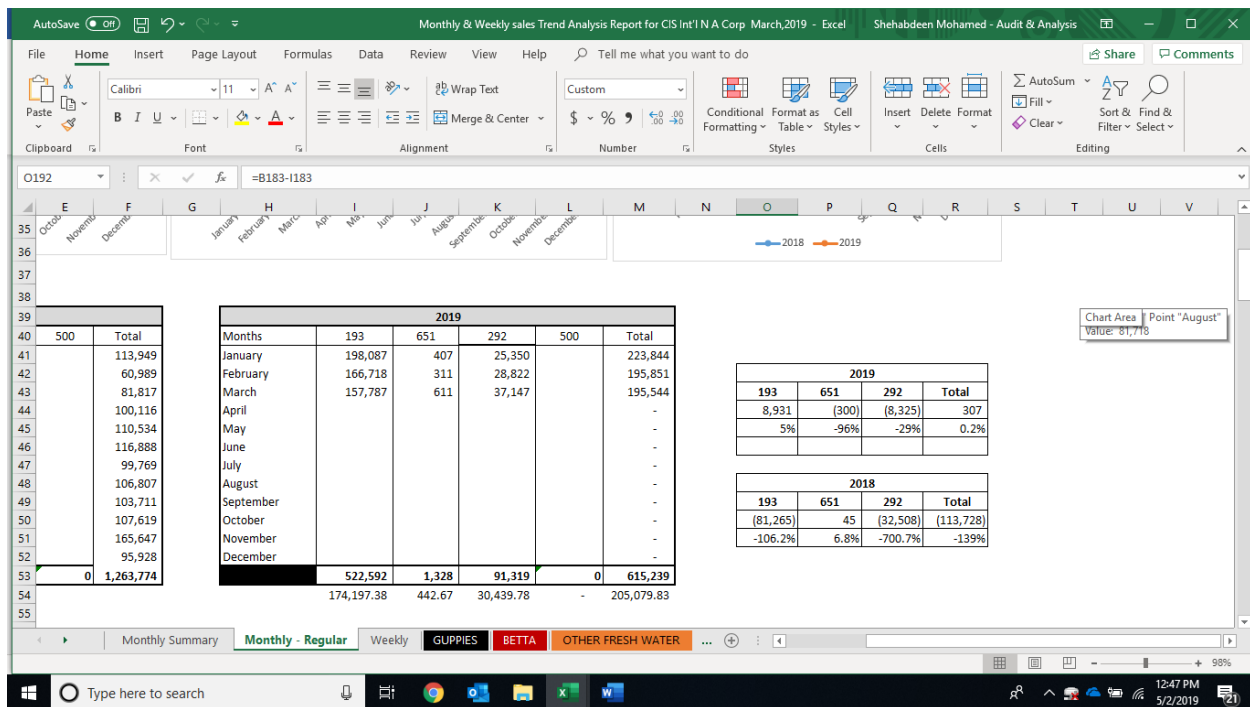
sales value favorable or adverse = Previous month sales value – current month sales value

$$\text{sales value favorable or adverse ratio:} \quad \frac{\text{sales value favorable or adverse Value}}{\text{Previous month sales value}} \quad \times 100\%$$

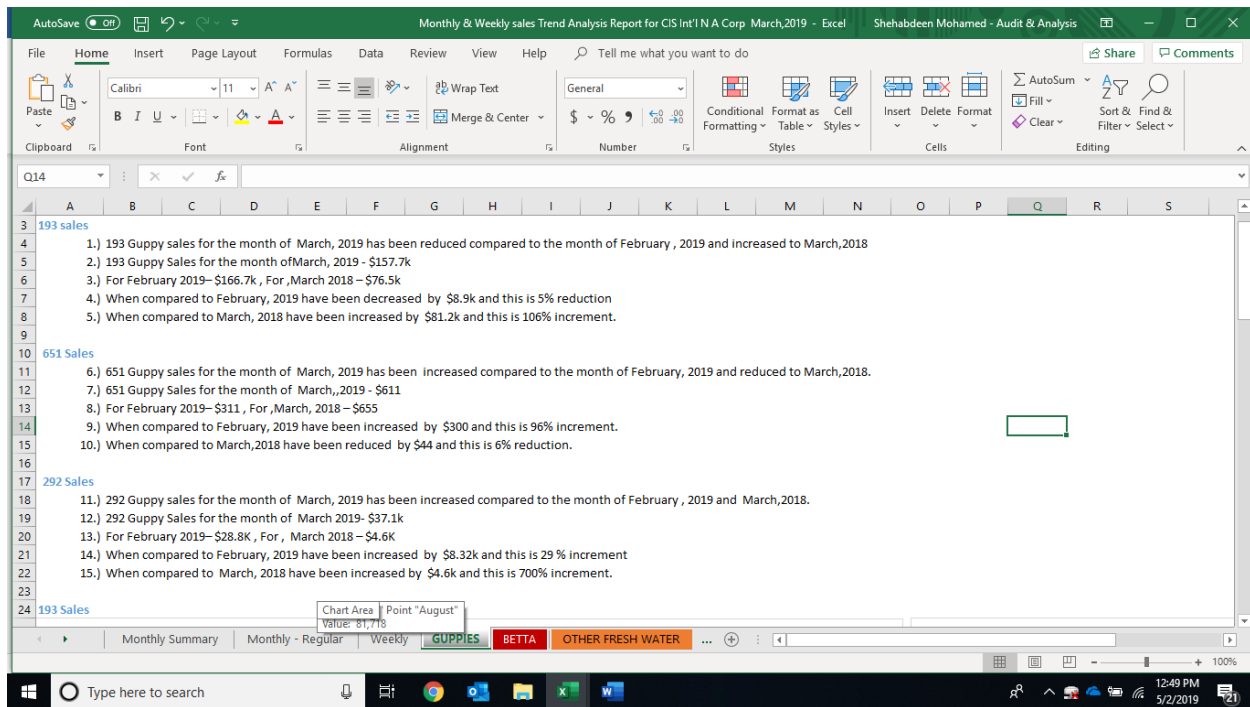
6. After that the current month sales value should compare with the same month of the previous year's sales value in the same variety.

sales value favorable or adverse = Same month of the previous sales value – current month sales value

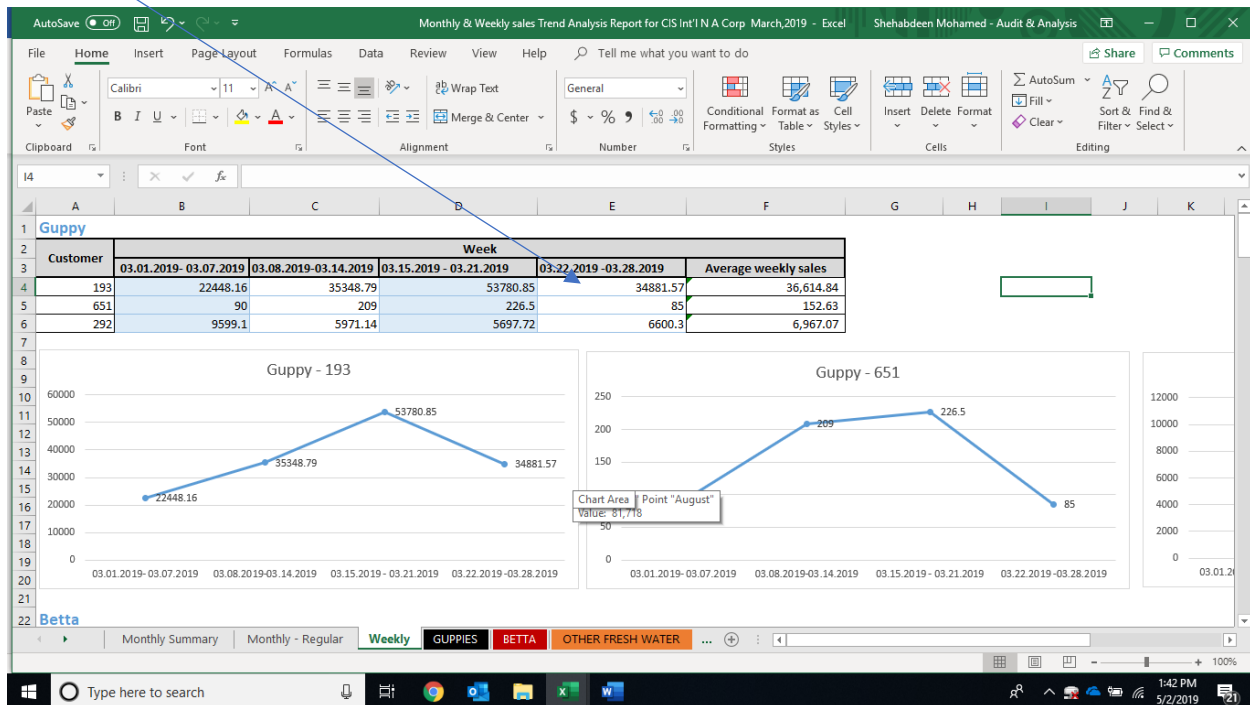
$$\text{sales value favorable or adverse ratio:} \quad \frac{\text{sales value favorable or adverse Value}}{\text{Same month of the previous}} \quad \times 100\%$$



7. Carry out composition analysis on Sales values and also represent number of items relevant for each percentage level and make comments based on analyzed information.



8. based on the account calendar should do the weekly sales Analysis and get the sales value information from the about mention prime source document.
9. And fill the weekly regular sales table based on the Verities and Customer



10. The same way needs to fill the other verities Such as

AQUATIC PLANTS

BETTA

CORALS

DRY GOODS

GUPPY

LIVE ROCK

OTHER FRESH

WATER

PLANTS

SALT WATER

WOOD

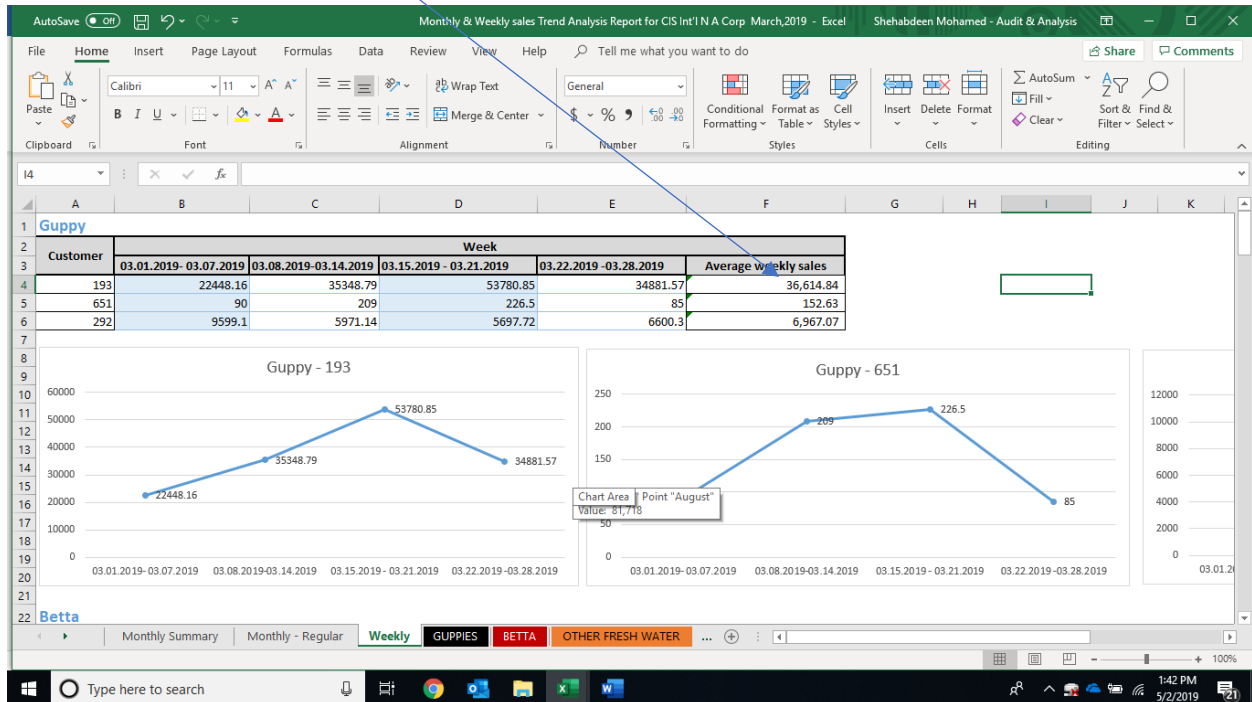
11. After that the current month sales value should find the average Sales value for the Account week

12. Calculate Average sales of the week

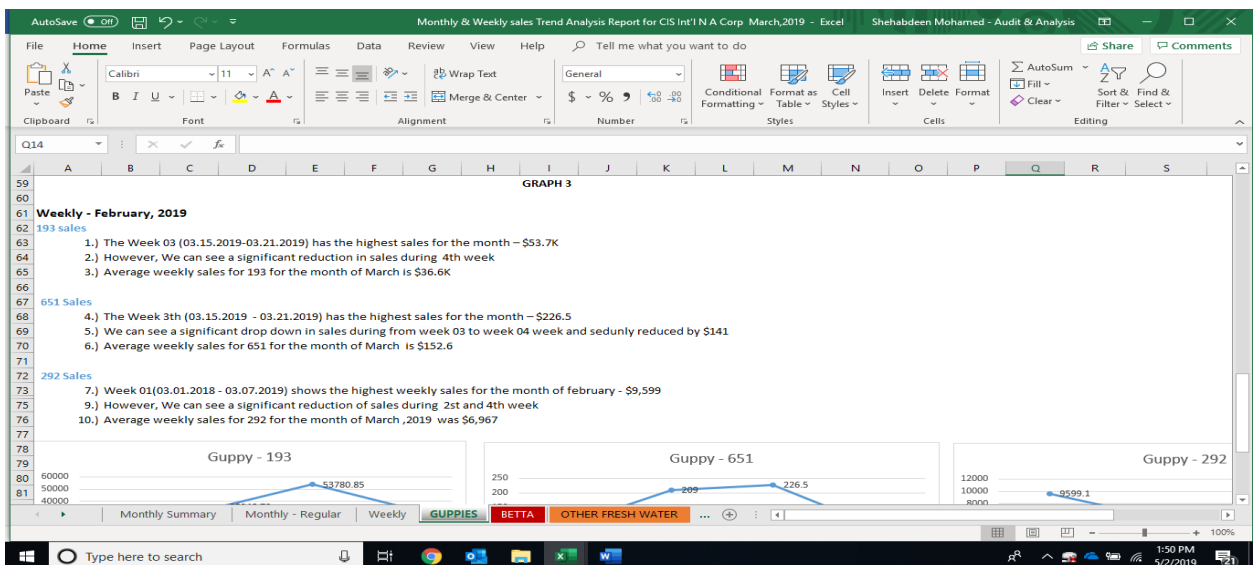
Total sales of the month

Average sales of the week =

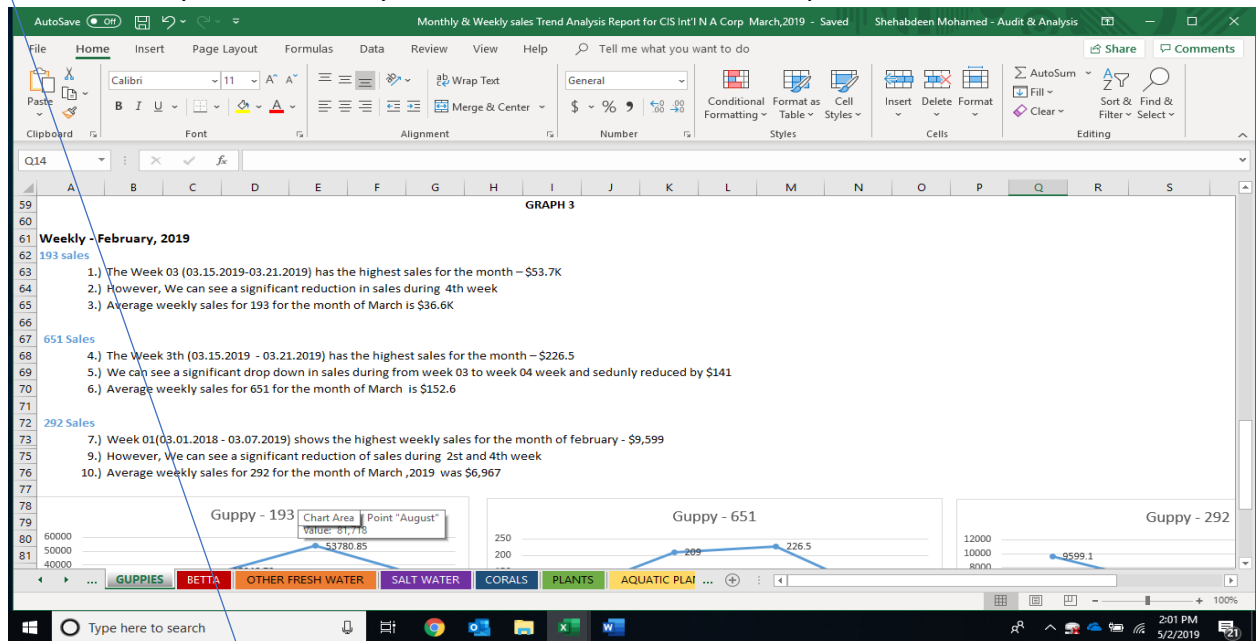
No of the weeks of the month



1. Carry out composition analysis on weekly Sales values and represent number of items relevant for each average level and make comments based on analyzed information.



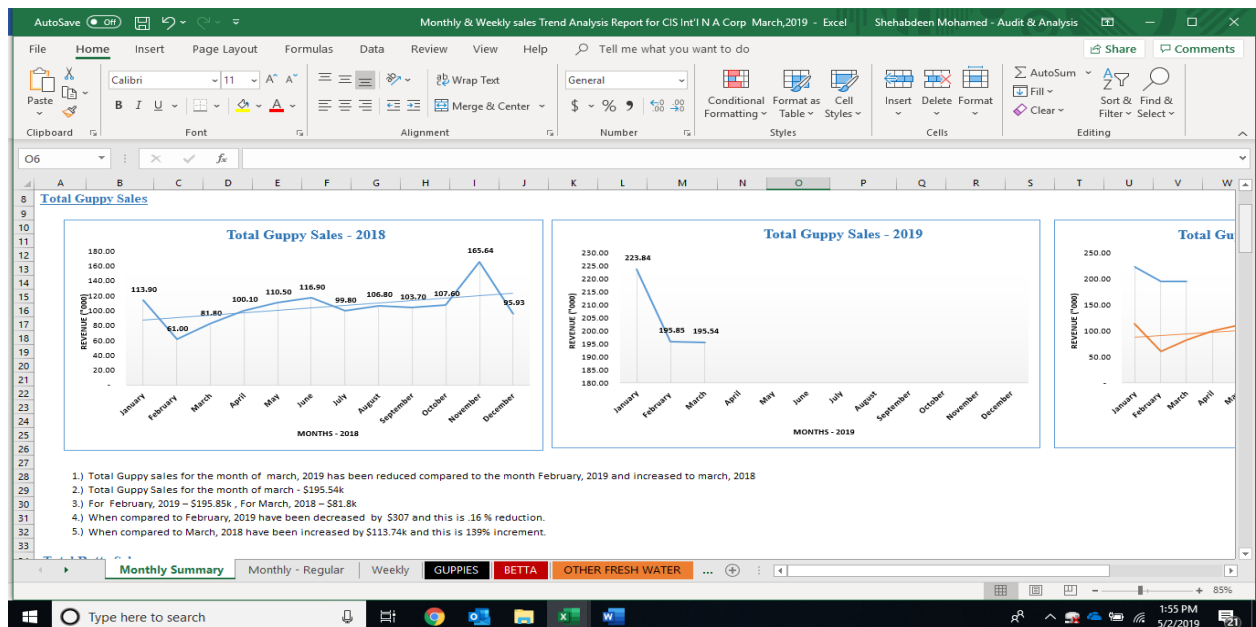
13. The same way needs to Analysis for the all other verities in separate sheet.



14. based on the general calendar should do the total monthly sales Analysis based on the verities and get the sales value information from the about mention prime source document.

15. After that the current month sales value should compromise with the previous month sale value in the same variety (calculation method already mention)

16. Carry out composition analysis on total Sales values and represent number of items relevant for each level and make comments based on analyzed information



17. based on this preparation to pick the highlighted point to discuss in the monthly sales meeting.