** Sage metrics don't have formulas because I don't know how to pull these metrics from Sage at this point; I've been pulling from JI

Calculated Field

Referenced Field

Red = idk how to calculate this yet

Priority Items: Yield, live rate, Efficiency (w/ and w/o GRP), Green and crewed that are not flying revenue

SUMMARY

Filters: time period (YTD, LTM, This month, Last Month, Custom, Last 7 days, Last 30 days), company, customer, aircraft type

Metric	Format	Source	Formula	Default Time Period	Display
YTD Revenue	$	Sage		YTD	KPI Box (include MoM %)
Quotes this month	#	Jet Insight > Analytics > Sales > Productivity	Sum [Quotes]	Last 30 days	KPI Box
Average Quote Value	#	Jet Insight > Analytics > Sales > Productivity	Average [Total revenue]	Last 30 days	KPI Box
Live Flight Hours	#	Jet Insight > Analytics > Aircraft > Logged Flights	Sum [Flight hrs] if [Pax] is ">0"	Current Month	KPI Box
Fleet Utilization	%	Jet Insight > Analytics > Aircraft > Utilization	Total per category in this month	Current Month	Bar / Pie? chart for Citation X only

Yield	%	Jet Insight	[Revenue] divided by [Total hrs]	Last 7days	KPI Box
Completion Rate	%	Manual	Controllable cancellations (manually tracked) divided by Count [Trips] (count of trips to mimic leg count)	Last 30 days	KPI Box
Live Rate	%	Jet Insight	[Revenue] divided by [Live Flight Hours]	Last 7 days	
Monthly Revenue (YTD)	$	Sage?	Sum [Revenue] grouped by Month	YTD	Bar chart
Top 10 Customers		Sage?	Revenue grouped by Customer, sorted by highest	YTD	Table showing revenue per customer and % of total revenue
Citation X Live Rate	%	Sage (Revenue) / Jet Insight (Live Flight Hours)	Sum [Revenue] IF [Aircraft Type] IS "Super Midsize Jet" divided by [Live Flight Hours] IF [Aircraft Type] IS "Super Midsize Jet"	Last 7 days	
Revenue by Cabin	$	Sage?	Sum [Revenue] IF [IF [Aircraft Type] IS "Super Midsize Jet" AND Sum [Revenue] IF [IF	Last 30 days	Combined line chart

			[Aircraft Type] IS "Midsize Jet"		

UTILIZATION DETAIL

Metric	Format	Source	Formula	Default Time Period	Display	Query
1. Fleet Utilization	%	Jet Insight > Analytics > Aircraft > Utilization	[Live Flight Hours] divided by [Total Available Hours]		KPI Box	TBD
Live Flight Hours	#	Jet Insight > Analytics > Aircraft > Logged Flights	Sum [Flight hrs] if [Pax] is ">0"	Current Month	Table	```#live_flight_hours SELECT aircraft_tail, COUNT(*) as total_legs, SUM(flight_hours) as total_flight_hours, MAX(date_key) as last_flight_date_key FROM public.flight_legs where passenger_count > 0 GROUP BY aircraft_tail;```
Average Stage Length	#	Jet Insight > Analytics > Aircraft > Logged flights		Last 30 days	KPI Box	```# average stage length SELECT SUM(flight_hours)::NUMERIC / COUNT(*) AS average_stage_length FROM flight_legs;```
Total Live Flight Hours	#	Jet Insight > Analytics > Aircraft > Logged Flights			KPI Box	```SELECT SUM(flight_hours) AS total_flight_hours, count(*) as total_flights FROM flight_legs;```
Yield	%	Jet Insight	[Revenue] divided by [total_flight_hours]	Last 7days	KPI Box	**Option A (Recommended):** Run a financial report (like a P&L) via the API using

						run_report. This lets Intacct do the math.

QUOTING DETAIL

Filters: salesperson, time period, customers, aircraft

Metric	Format	Source	Formula	Default Time Period	Display
Average Quote Value	$	Jet Insight > Analytics > Sales > Productivity	Average [Total revenue]	Last 30 days	KPI Box
Quotes this month	#	Jet Insight > Analytics > Sales > Productivity	Count [Quotes]	In current month	KPI Box
Daily Quotes by Salesperson	#	Jet Insight > Analytics > Sales > Productivity	Count [Quotes] grouped by person	In current month	Table (Quotes, Booked, Avg Value)
Quote to Book by Salesperson	#	Jet Insight > Analytics > Sales > Productivity	Sum [Quotes] divided by Sum [Booked Trips]	Last 30 days	KPI Box, Table
Average Response Time	#	Avinode data will provide this		Last 30 days	KPI Box
Quotes Over Time	#	Jet Insight > Analytics > Sales > Productivity	Sum [Quotes] shown by day	Last 30 days	Line chart

REVENUE DETAIL

Filters: Time period (YTD, LTM, This month, Last Month, Custom, Last 7 days), customers, aircraft, company

Metric	Format	Source	Formula	Default Time Period	Display
Total YTD Revenue	$	Sage?		YTD	KPI Box
MoM % Change	%	Sage		Compared to last month	KPI Box
Average Monthly Revenue	$	Sage		LTM	KPI Box
Customer Concentration		Sage		Top 3 Customers	KPI Box
Repeat Customers		Sage		LTM	
MTD Revenue	$	Sage		Current Month	KPI Box
Revenue by Week	$	Sage		Last 4 weeks	Match Figma Revenue by Week
Top 10 Customers by Revenue		Sage		YTD	Bar chart + Table
Revenue by Cabin	$	Sage			Match Figma Revenue by Aircraft Type
Revenue per Employee	$	Sage / Bamboo			
Revenue per Pilot	$	Sage / Bamboo			

Performance Detail

Metric	Format	Source	Formula	Default Time Period	Display
Sales per Tail	$	Jet Insight		Prior Day?	Table of all tails with count of legs, hours per tail, revenue per tail shown for prior day?
Cycles per break					
Completion Rate	%	Manual	Controllable cancellations (manually tracked) divided by Count [Trips] (count of trips to mimic leg count)	Last 30 days	KPI Box
Total Hours Flown	#	Jet Insight > Logged Flights			