

Overview of Revenue

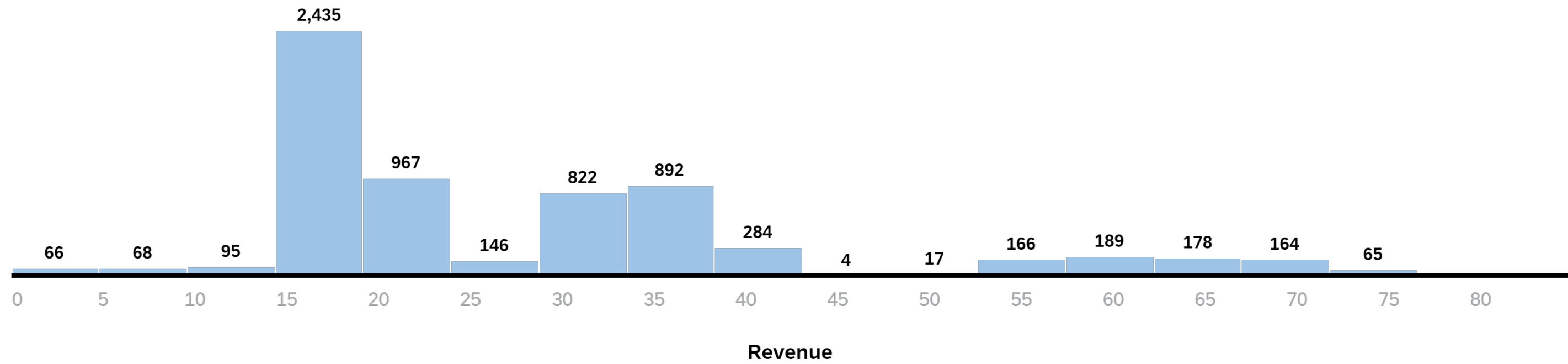
Summary of Revenue

185,175,716.24

Total records 6,558
Min 6.00
Max 76,563.20

Analyze the distribution of Revenue to see the record frequency.

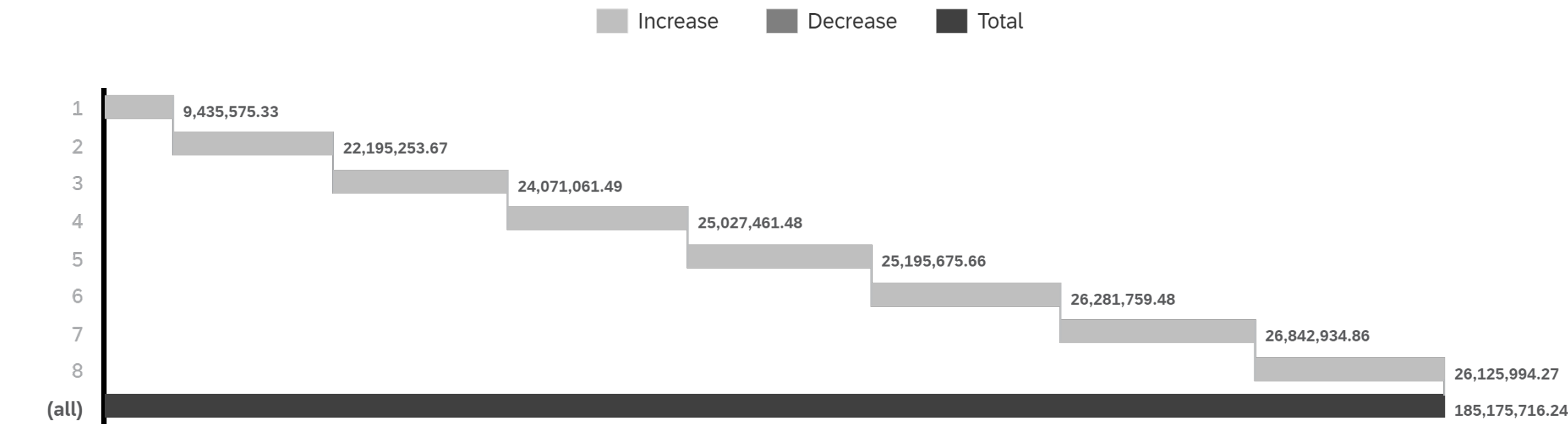
in Thousand | 16 Bins



Explore more insights

- [Discover the key influencers of Revenue](#)
- [Explore the unexpected values for Revenue](#)
- [Simulate Revenue from key influencers](#)

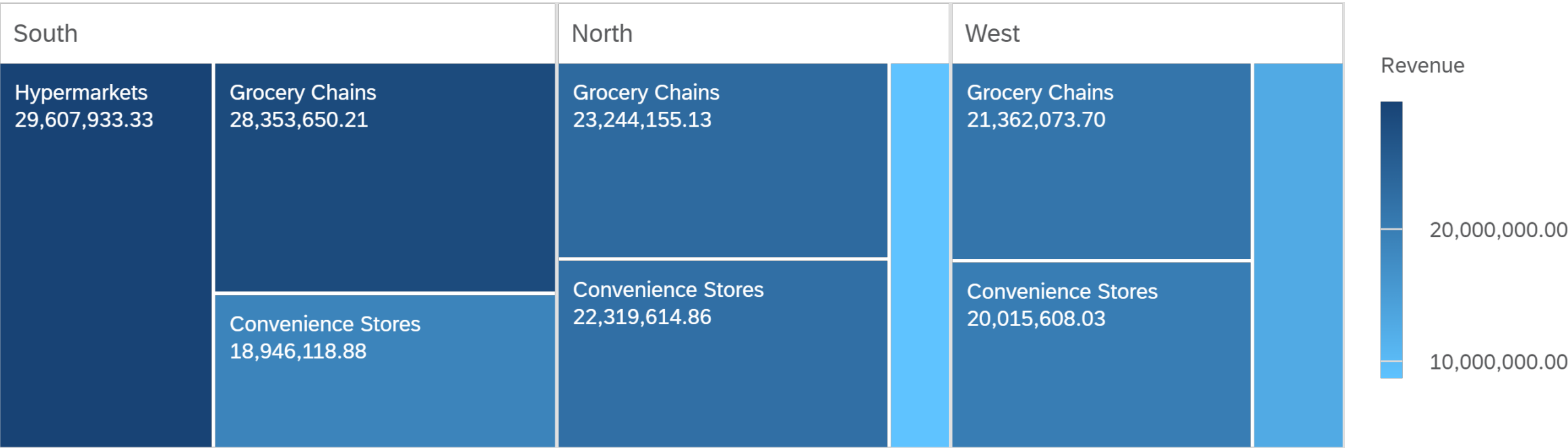
Analyze how Revenue is broken down by Round and Day.



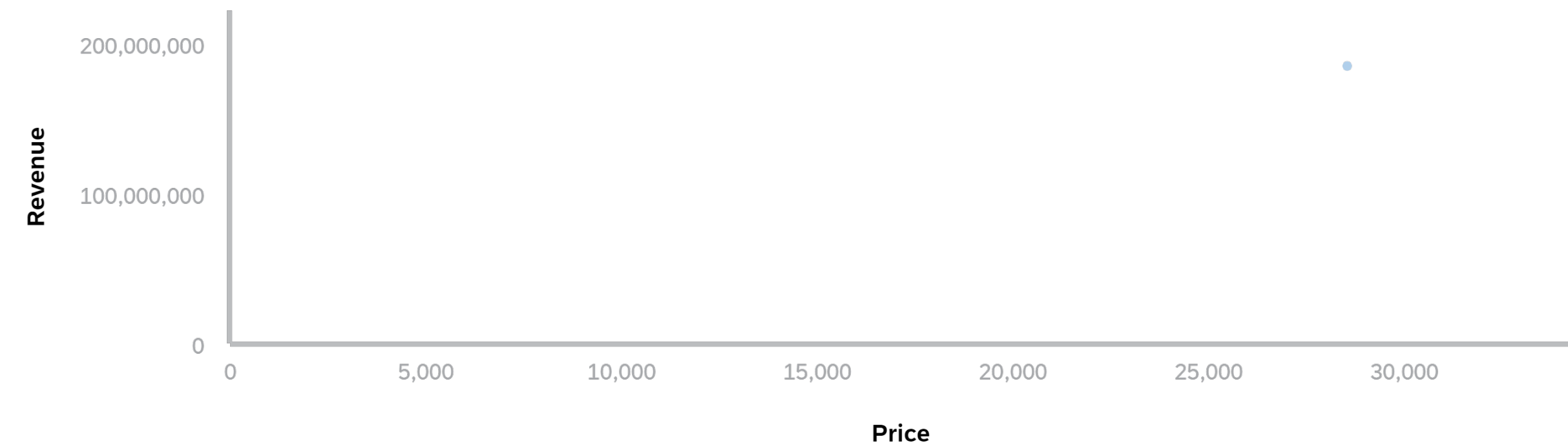
Analyze Revenue by Area.



Compare the Revenue by Area and Distribution Channel.



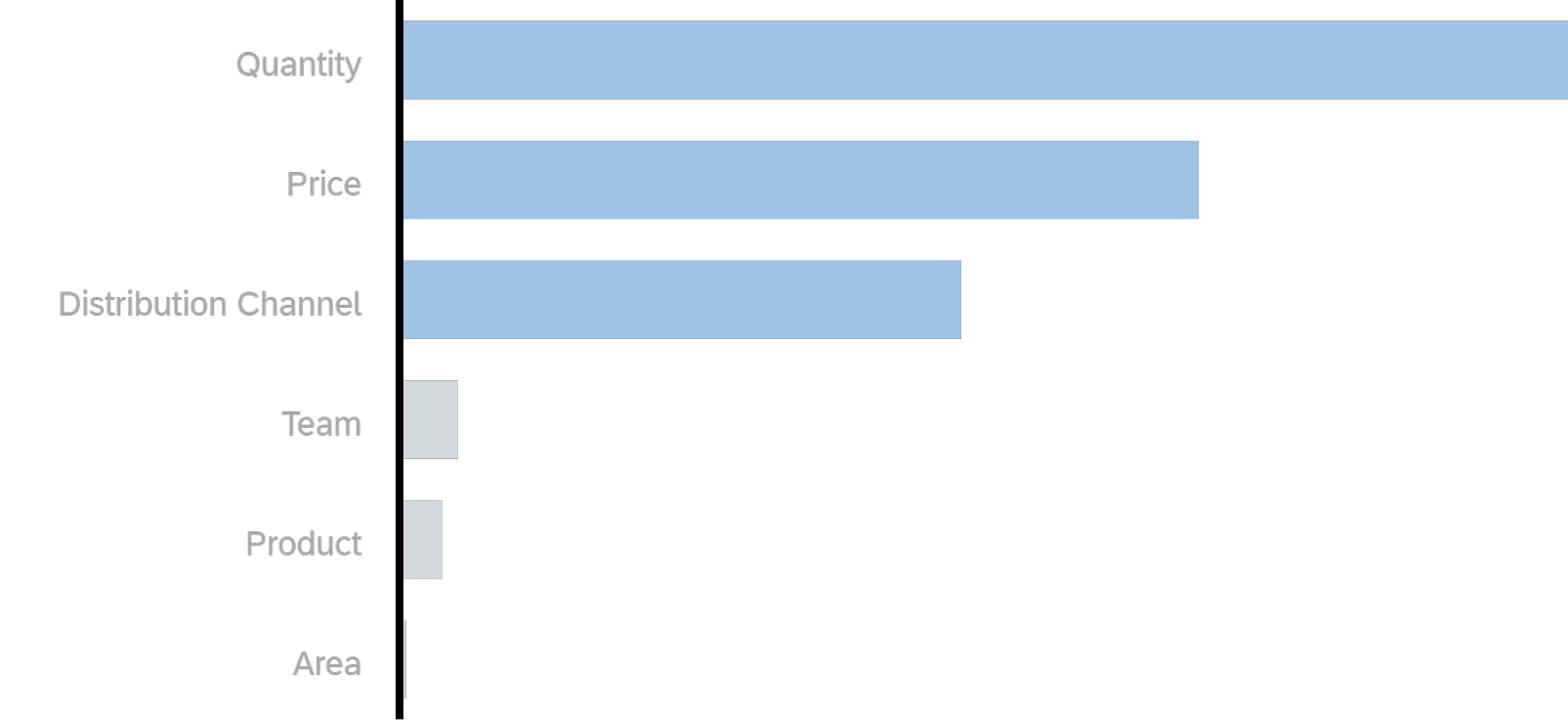
Identify the association between Price and Revenue by Account Type.



What are the key influencers for Revenue?

We found 6 key influencers for Revenue and have highlighted the top 3:

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Summary

The predictive algorithm driving Smart Discovery identified 6 columns as key influencers of Revenue. These key influencers are the dimensions or measures within ERPSIM_E7_1.xlsx that impact Revenue the most. Quantity has the highest influence, followed by Price.

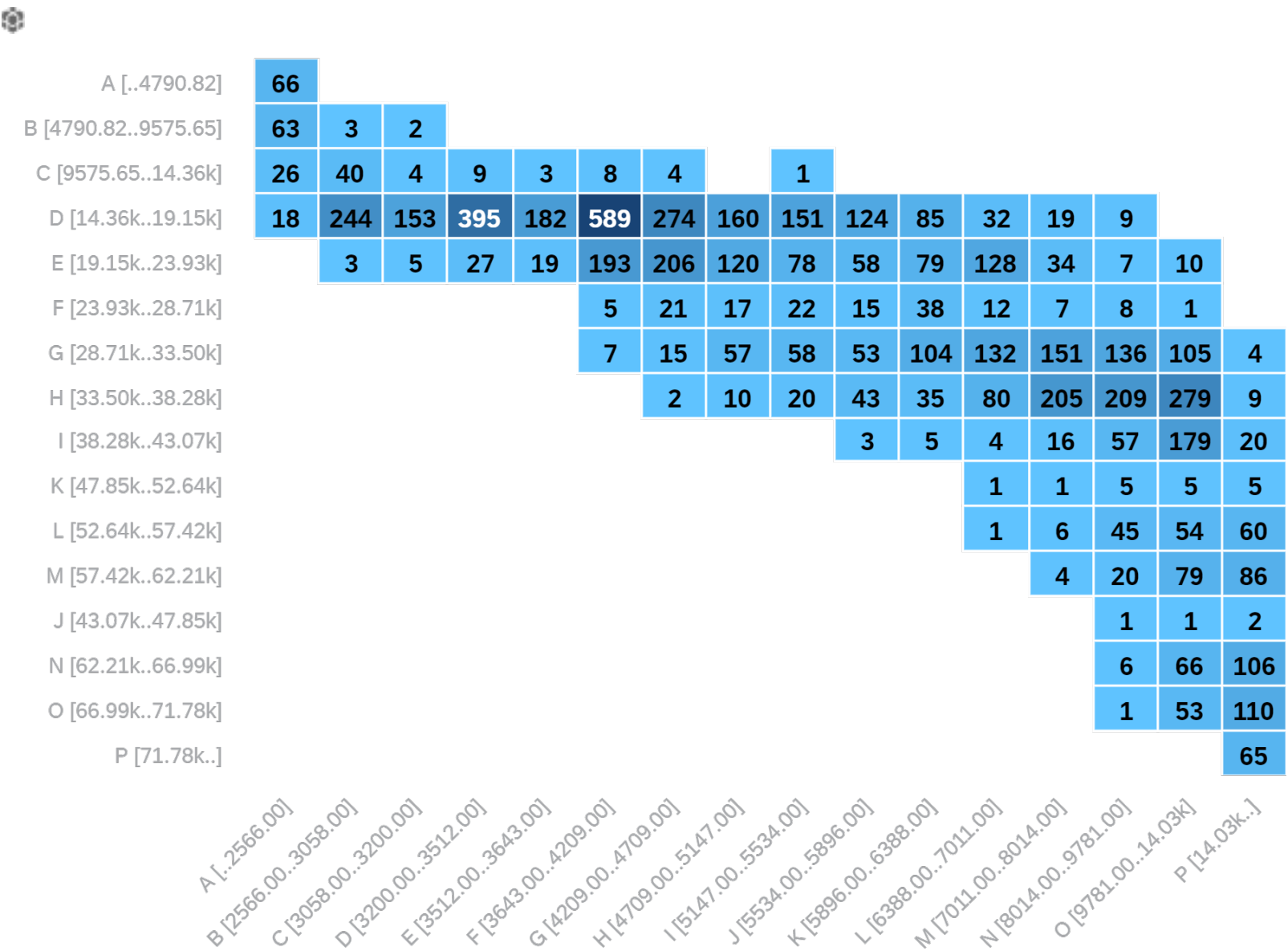
Insight Quality - Very High Quality (5/5)

After analyzing ERPSIM_E7_1.xlsx for potential key influencers, the underlying predictive model indicates very high confidence in these influencers.

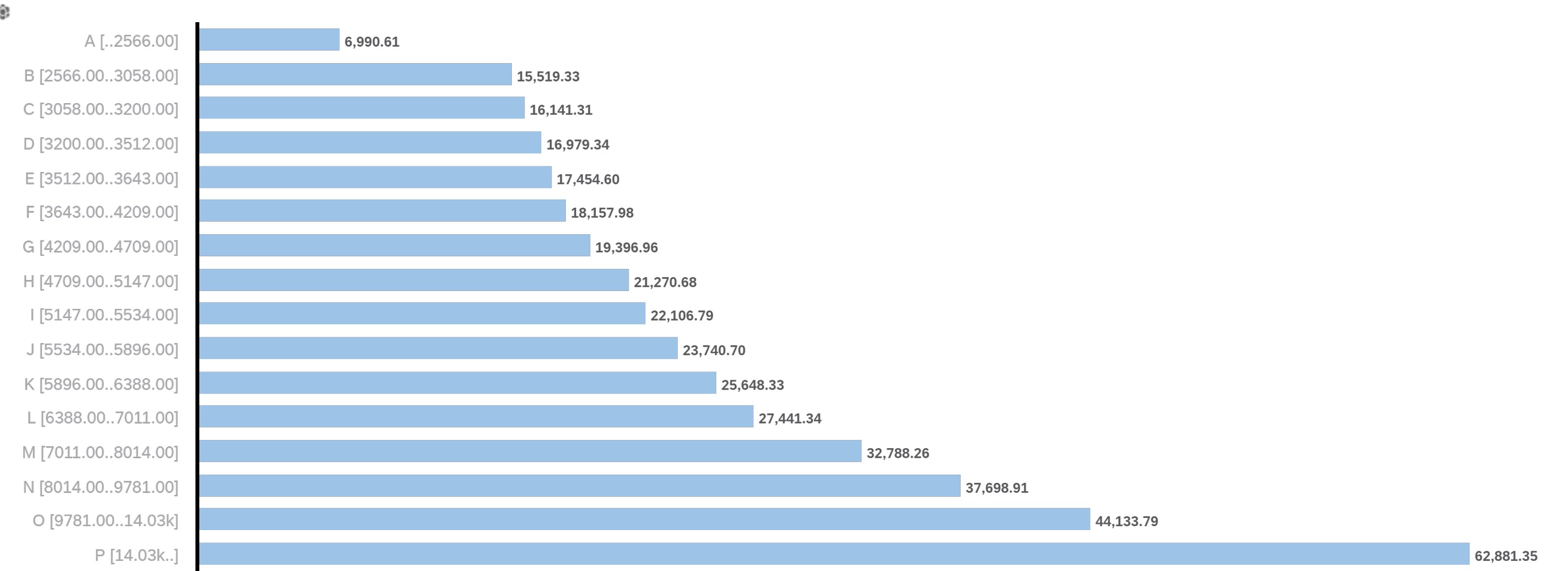
How does Quantity influence Revenue?



Compare the records per Revenue and Quantity.



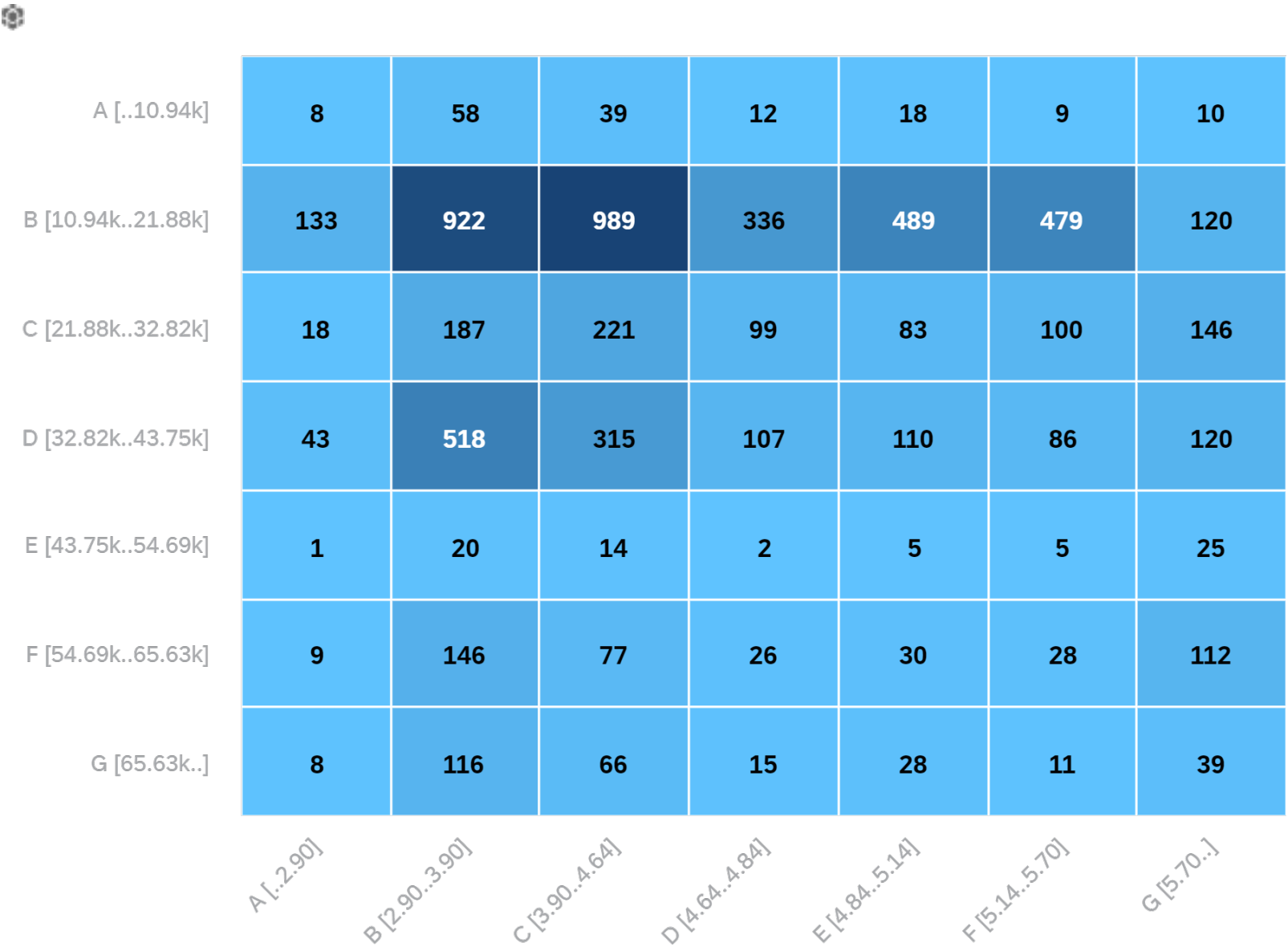
Compare how Quantity impacts Average Revenue.



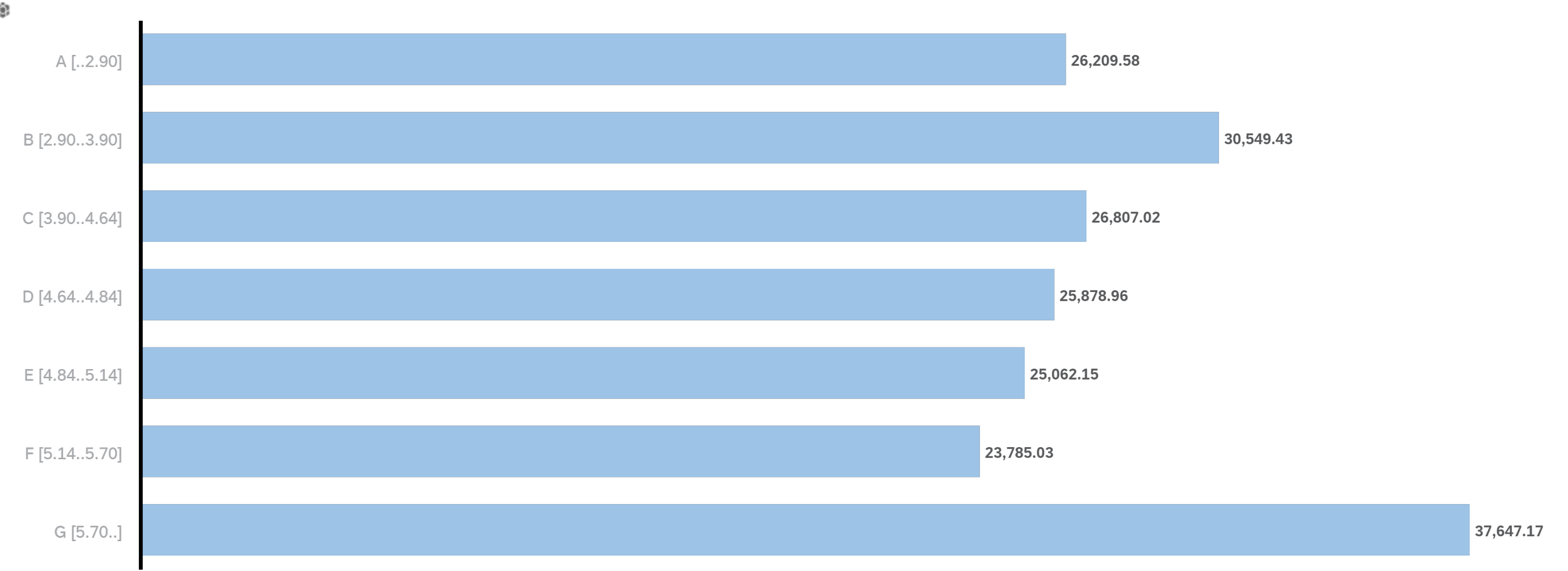
How does Price influence Revenue?



Compare the records per Revenue and Price.



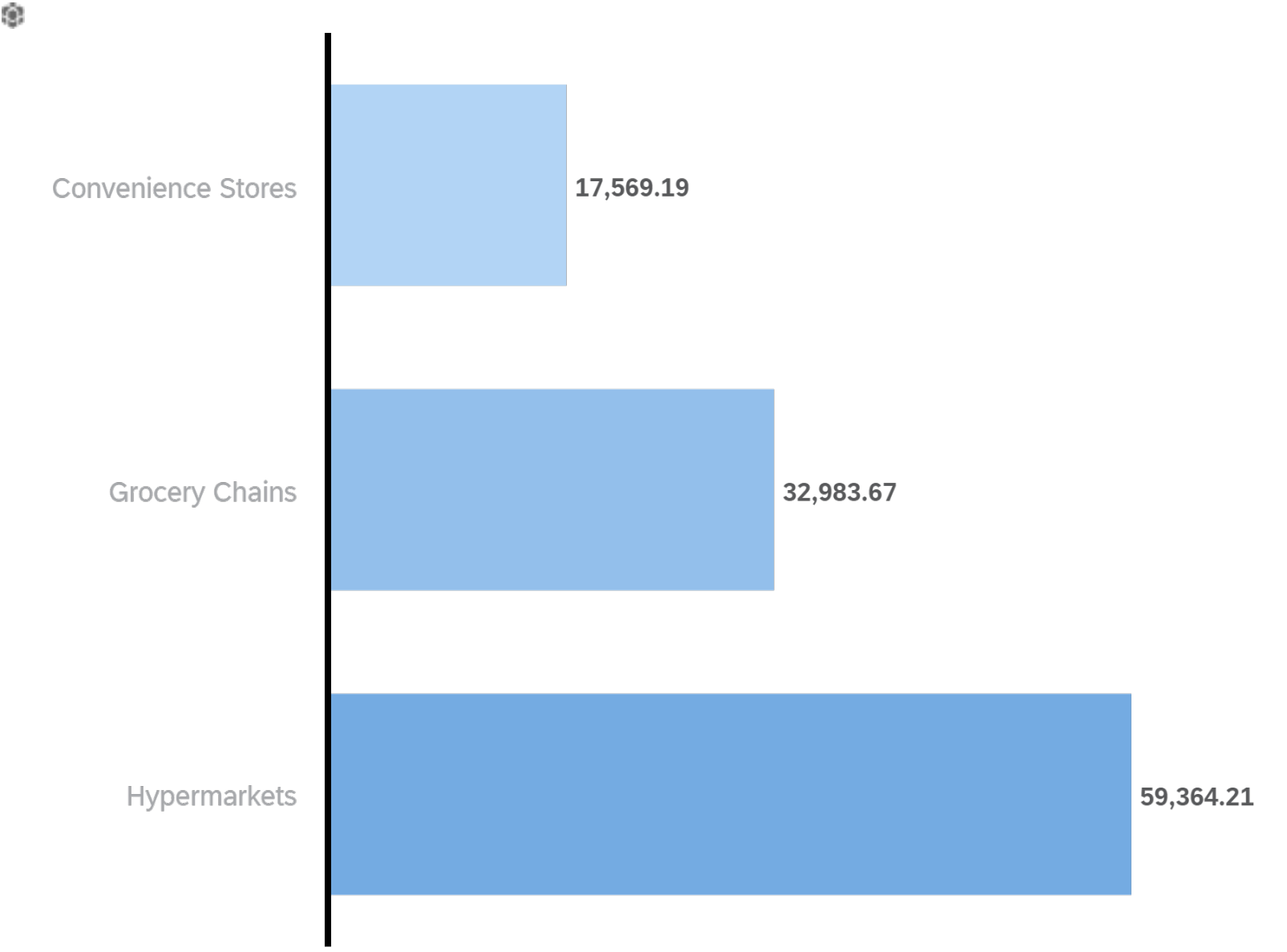
Compare how Price impacts Average Revenue.



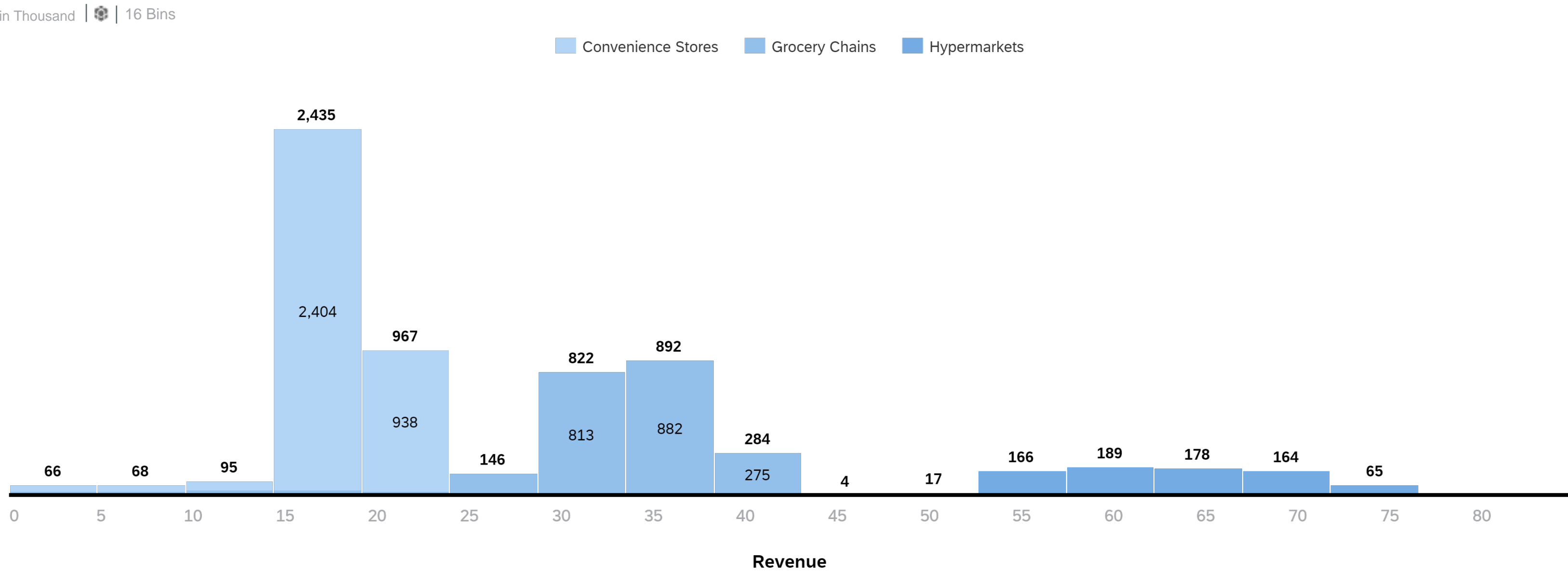
How does Distribution Channel influence Revenue?



Compare the Average Revenue of each Distribution Channel.



Analyze the record frequency by Revenue to see the difference in distribution per Distribution Channel.



What are the unexpected values within Revenue?

We found 89 records which were unexpected.

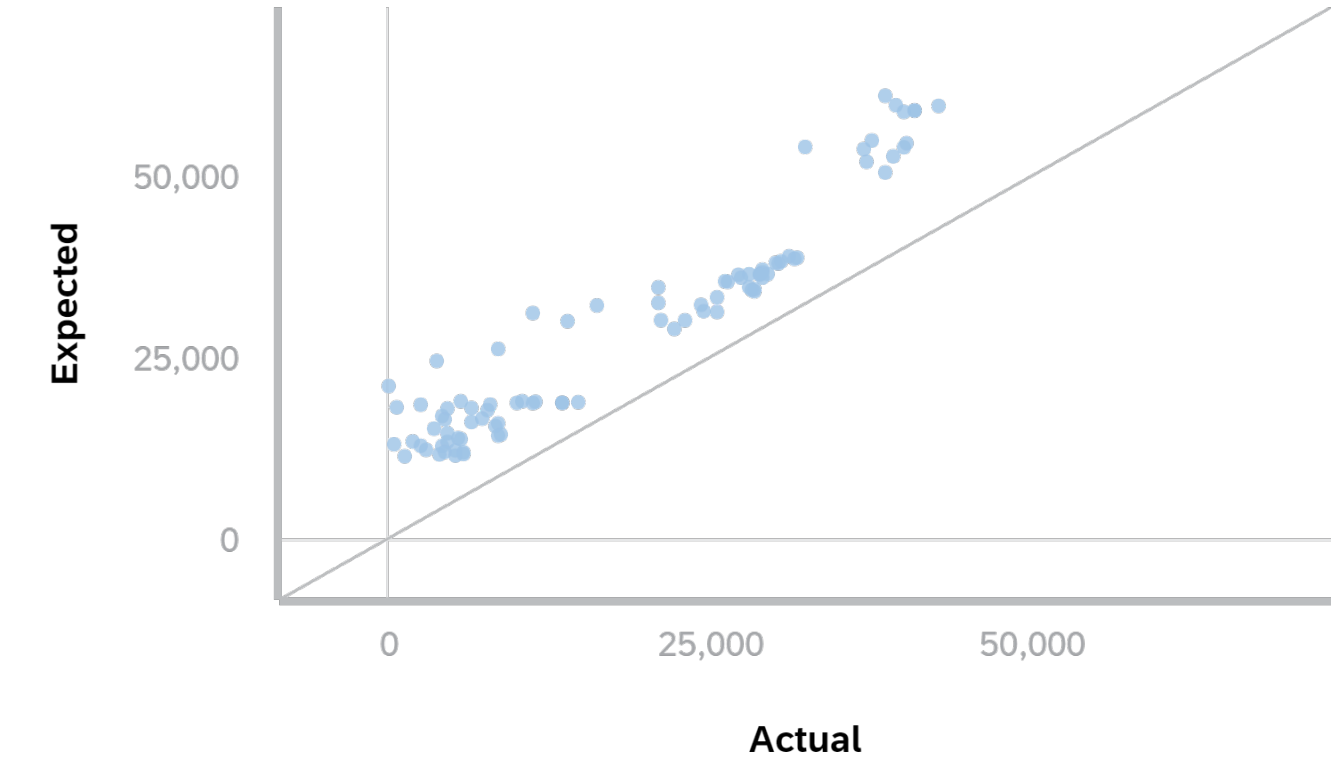
Edit Columns

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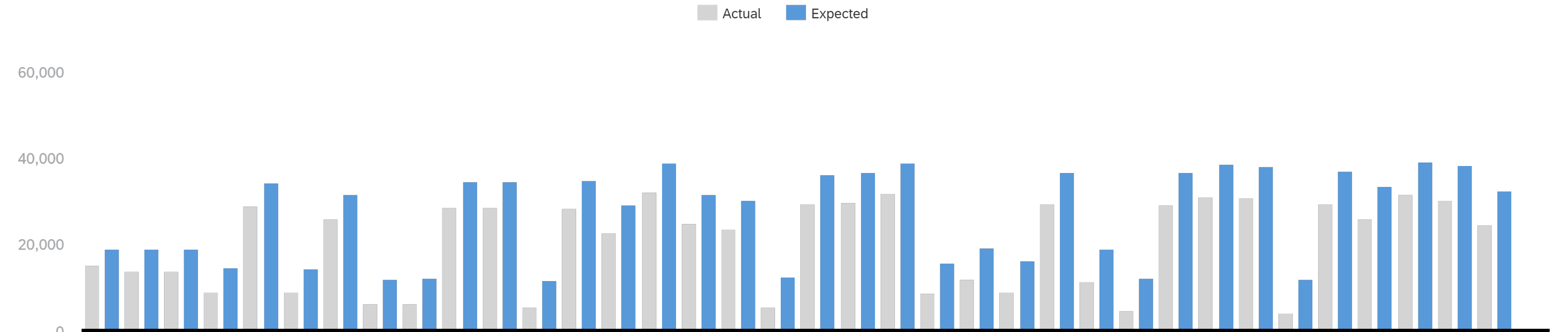
	Revenue Actual	Revenue Expected	Revenue Difference	Revenue % Difference	Quantity	Price	Distribution Channel	Team	Product	Area	Round and Day	SalesOrder	Revenue
1	14,777.04	18,705.22	-3,928.18	-21 %	2,677.00	5.52	Convenience Stores	MM	500g Raisin Mue	South	3-10	3,376	14,
2	13,575.00	18,621.50	-5,046.50	-27 %	2,500.00	5.43	Grocery Chains	PP	500g Blueberry M	South	1-10	1,916	13,
3	13,541.00	18,622.28	-5,081.28	-27 %	2,462.00	5.50	Grocery Chains	KK	500g Nut Muesli	North	1-28	2,251	13,
4	8,755.20	14,256.89	-5,501.69	-39 %	1,824.00	4.80	Grocery Chains	SS	1kg Original Mue	West	1-17	2,042	8,
5	28,456.25	34,014.32	-5,558.07	-16 %	3,925.00	7.25	Grocery Chains	TT	1kg Raisin Muesl	North	2-19	2,784	28,
6	8,536.00	14,101.56	-5,565.56	-39 %	1,760.00	4.85	Grocery Chains	TT	1kg Raisin Muesl	West	4-16	4,419	8,
7	25,500.00	31,152.94	-5,652.94	-18 %	10,000.00	2.55	Grocery Chains	KK	500g Strawberry	West	8-25	8,276	25,
8	5,859.45	11,555.78	-5,696.33	-49 %	1,347.00	4.35	Grocery Chains	RR	1kg Strawberry M	North	8-15	7,988	5,

Identify the association between the actual and expected Revenue.

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How do my influencers affect Revenue?

Expected Revenue

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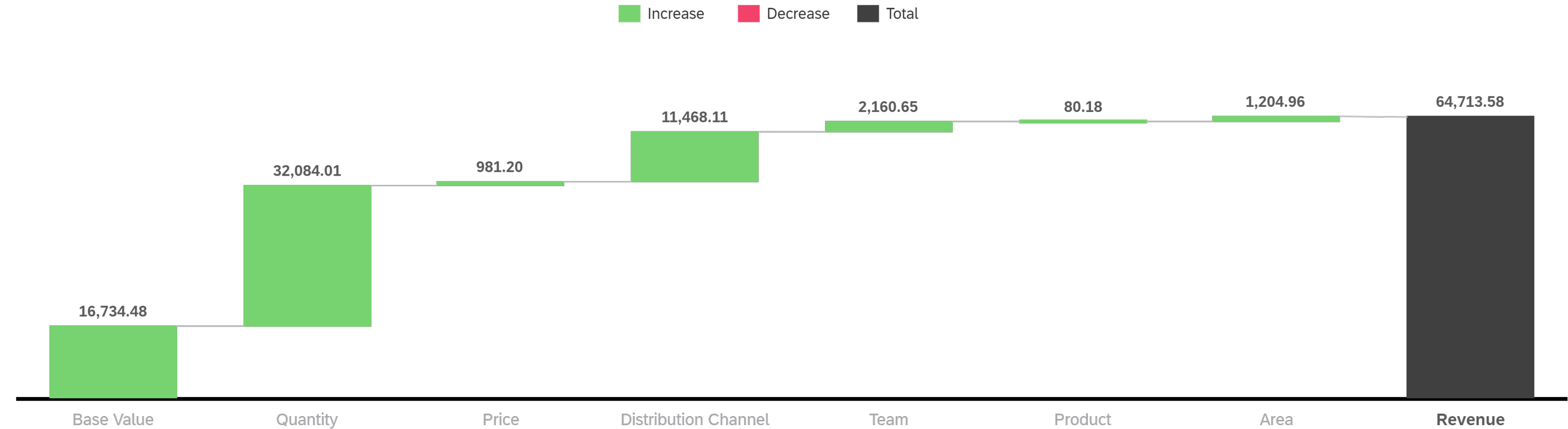
64,713.58

Modify the influencer settings below to simulate a potential **Revenue**:

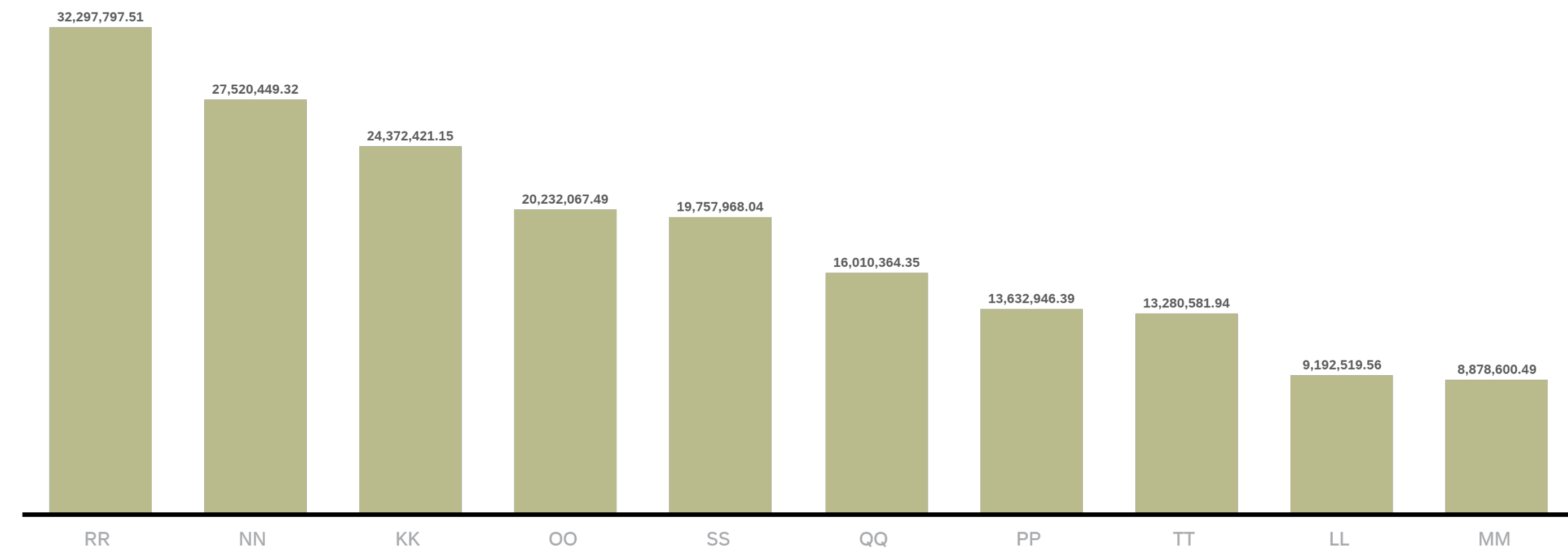
Quantity	Price
<input type="text" value="15,714.00"/>	<input type="text" value="4.26"/>
Distribution Channel	Team
<input type="text" value="Hypermarkets"/>	<input type="text" value="QQ"/>
Product	Area
<input type="text" value="1kg Blueberry Muesli"/>	<input type="text" value="West"/>

How do my influencers contribute to the expected Revenue?

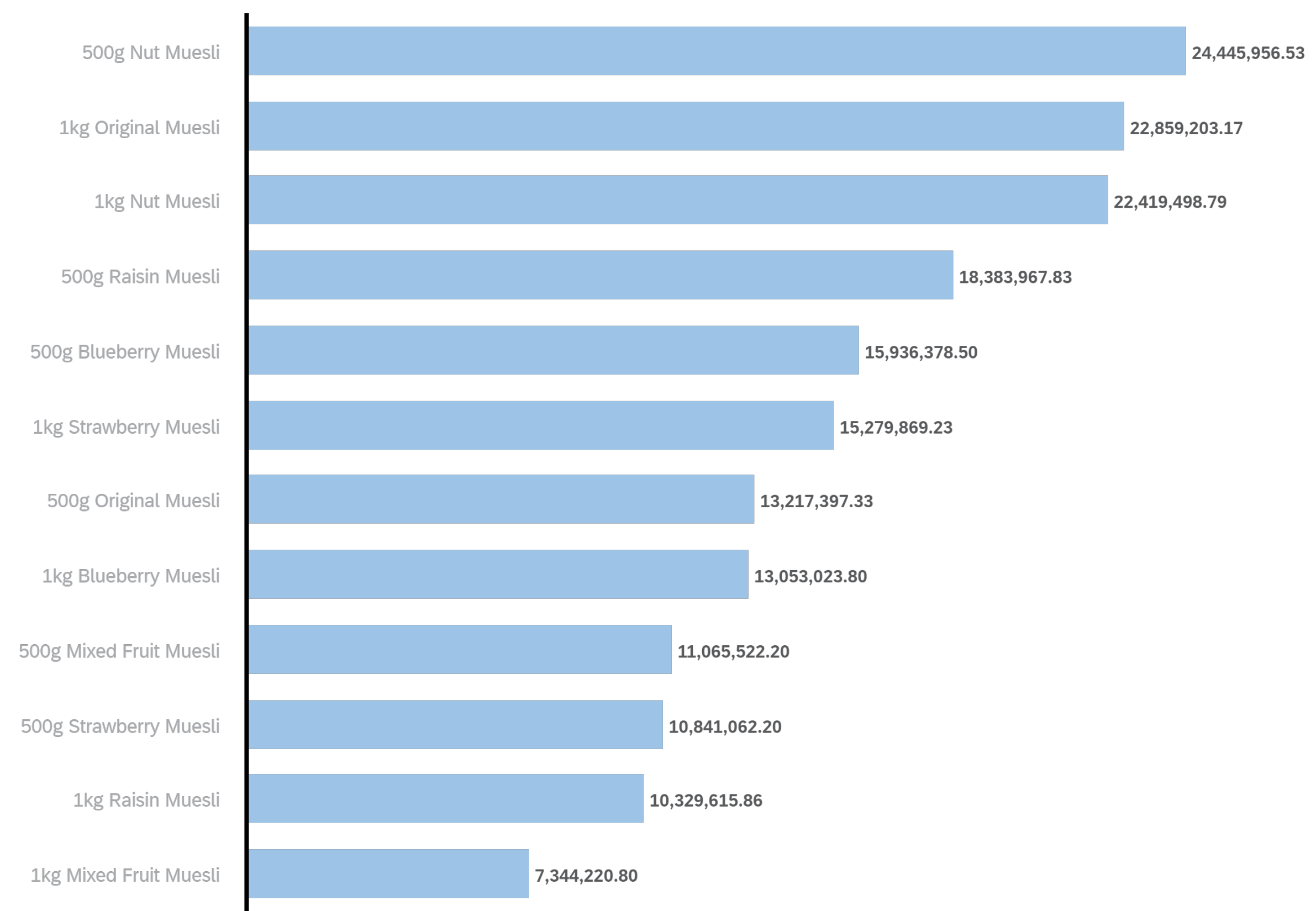
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Revenue per Team for Actual



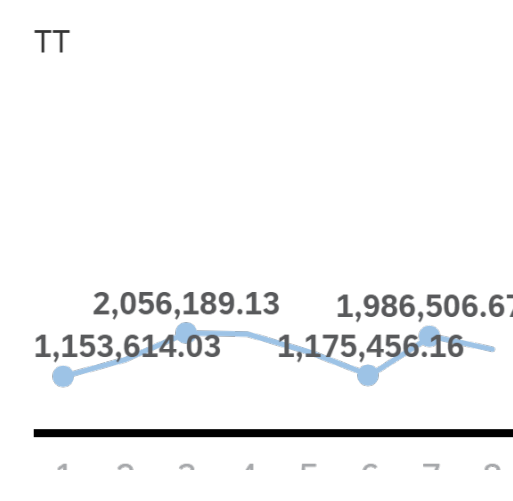
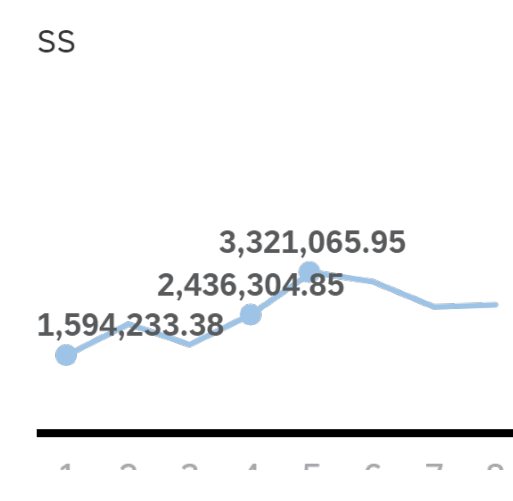
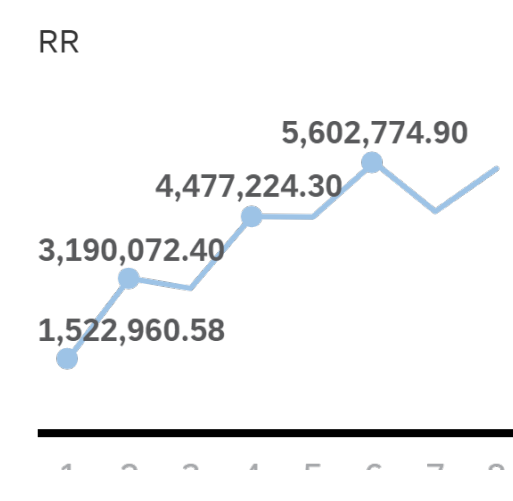
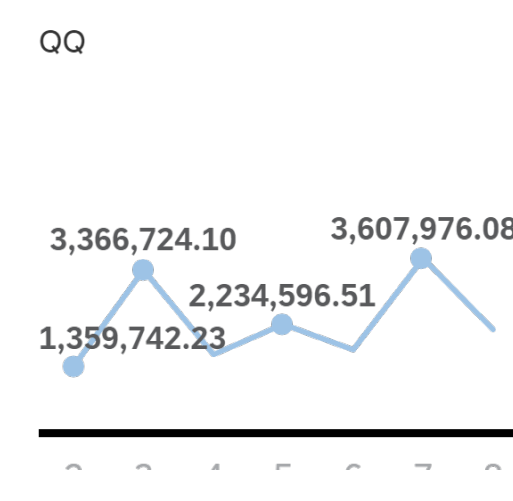
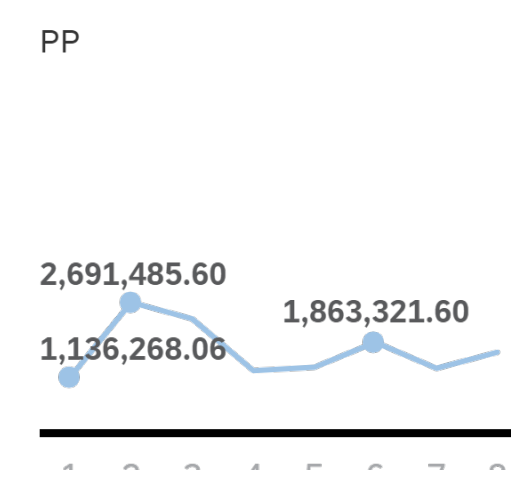
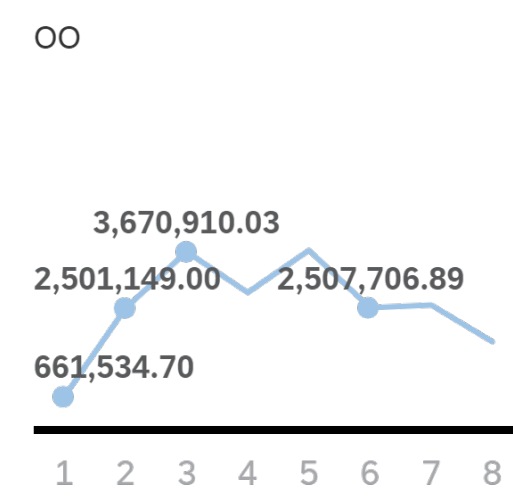
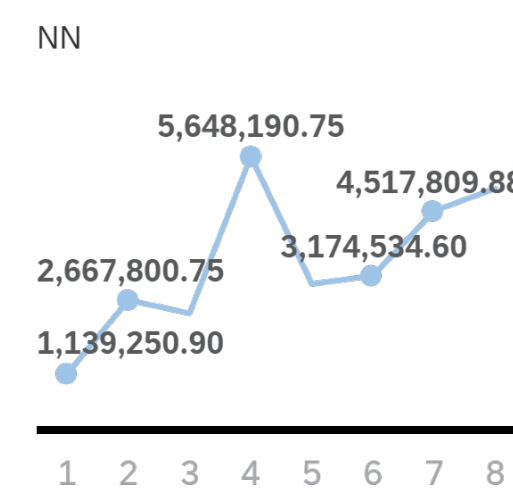
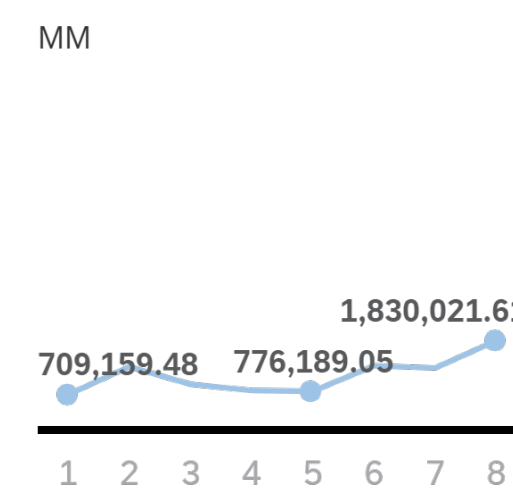
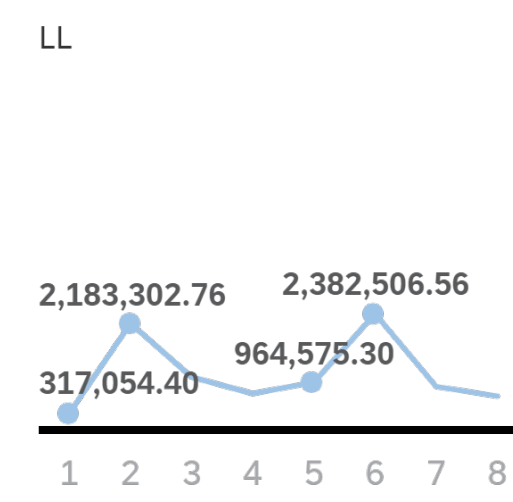
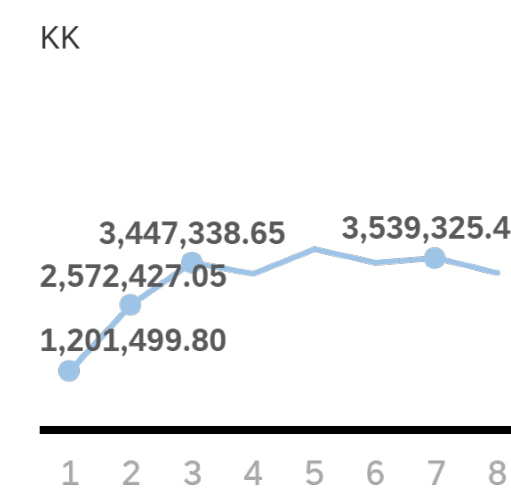
Revenue per Product for Actual



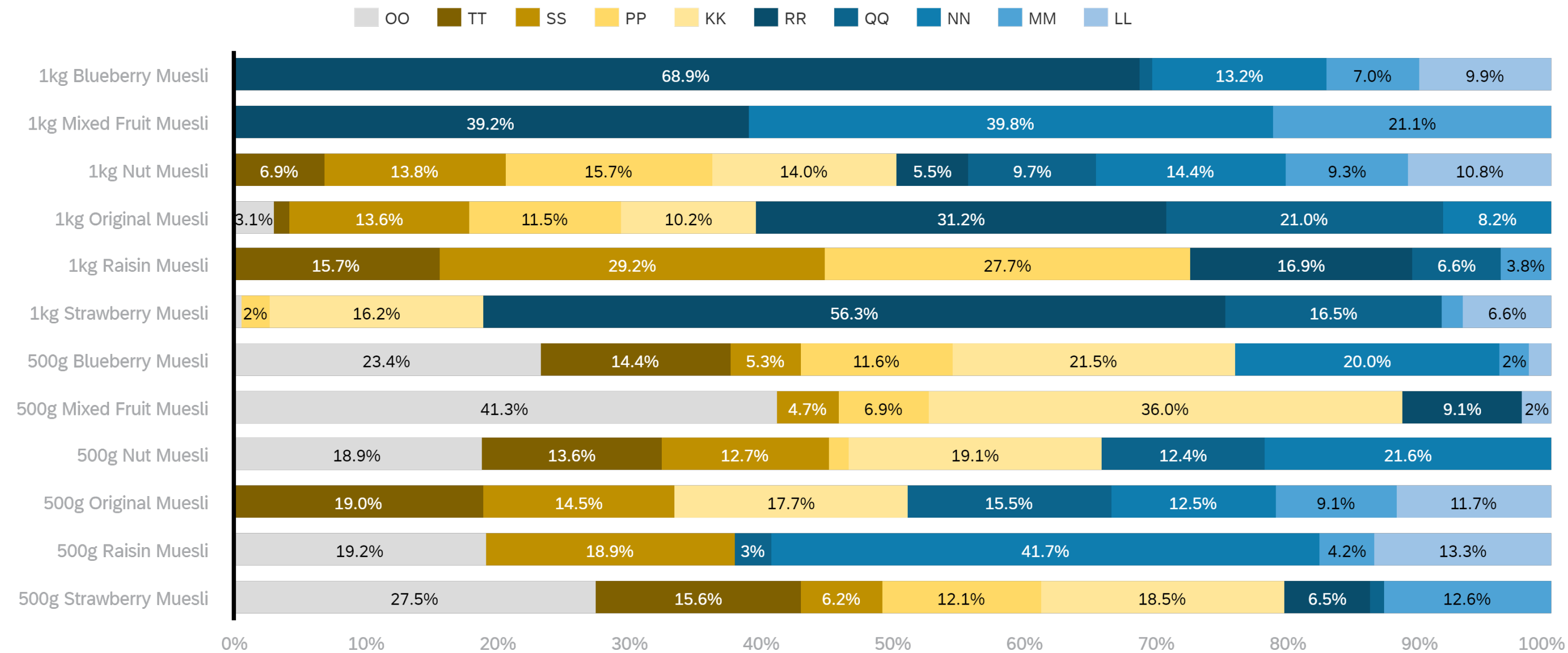
Revenue per Round and Day, Team for Actual



Revenue



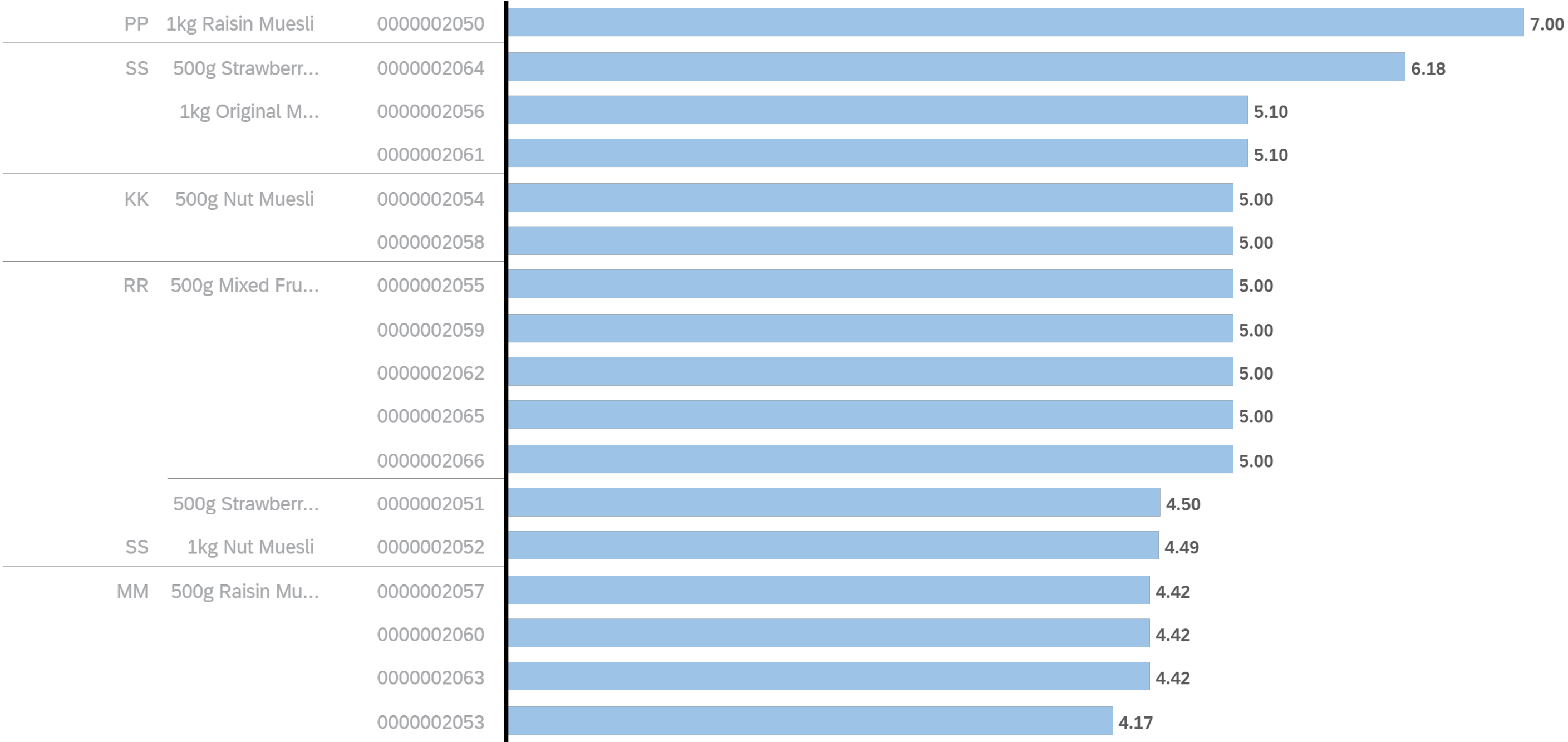
Revenue per Product, Team for Actual



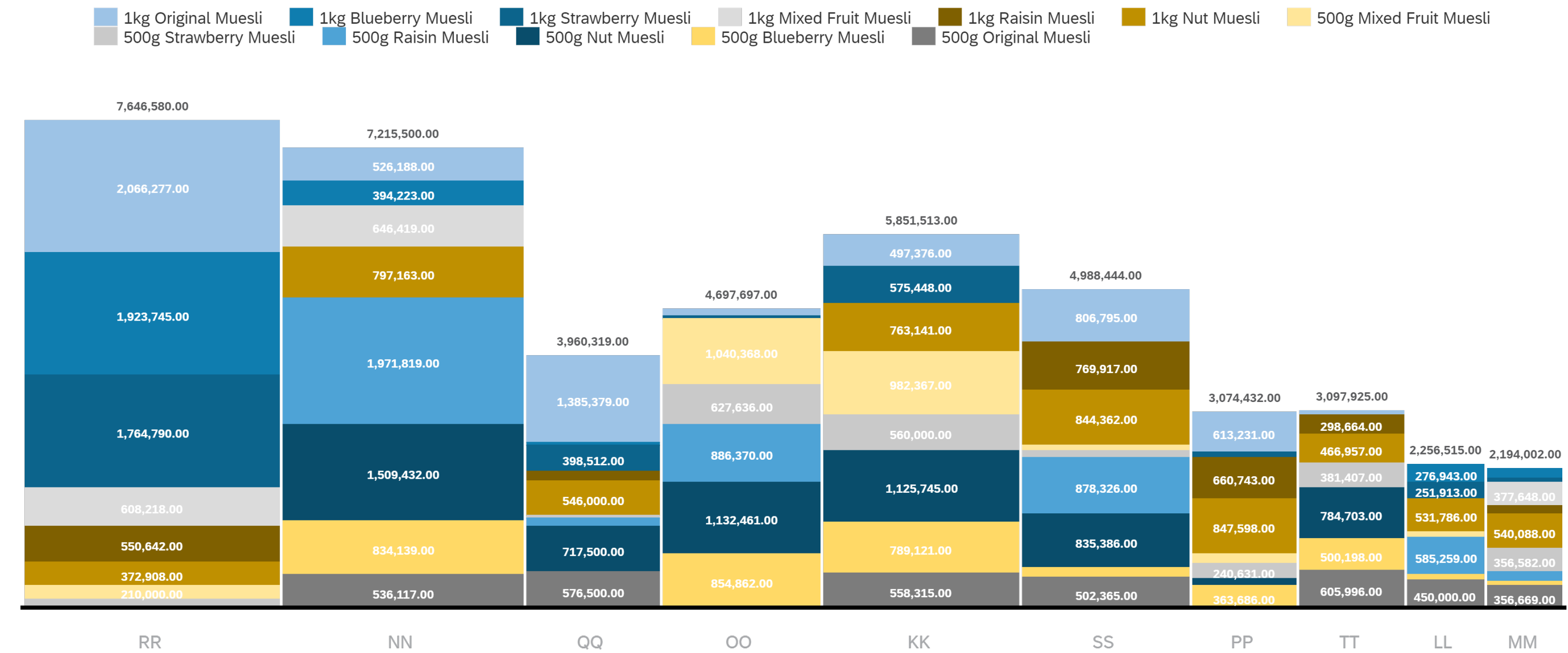
Revenue per Distribution Channel, Product			
Product	Online		Offline
	Direct	Indirect	
500g Blueberry Muesli	10,067,576.10	5,868,802.40	15,936,378.50
500g Mixed Fruit Muesli	7,320,050.53	3,745,471.67	
500g Nut Muesli	17,666,968.02	6,778,988.51	
500g Original Muesli	8,500,886.76	4,716,510.57	
500g Raisin Muesli	12,010,396.35	6,373,571.48	
500g Strawberry Muesli	5,715,464.01	5,125,598.19	
1kg Blueberry Muesli	15,936,378.50	4,838,408.19	8,214,615.61
1kg Mixed Fruit Muesli		3,251,186.85	4,093,033.95
1kg Nut Muesli		11,942,688.60	10,476,810.19
1kg Original Muesli		10,399,354.93	12,459,848.24
1kg Raisin Muesli		4,556,942.86	5,772,673.00
1kg Strawberry Muesli		5,362,354.79	9,917,514.44
Convenience Stores		Grocery Chains	Hypermarkets

Price per Product, SalesOrder and others for Actual

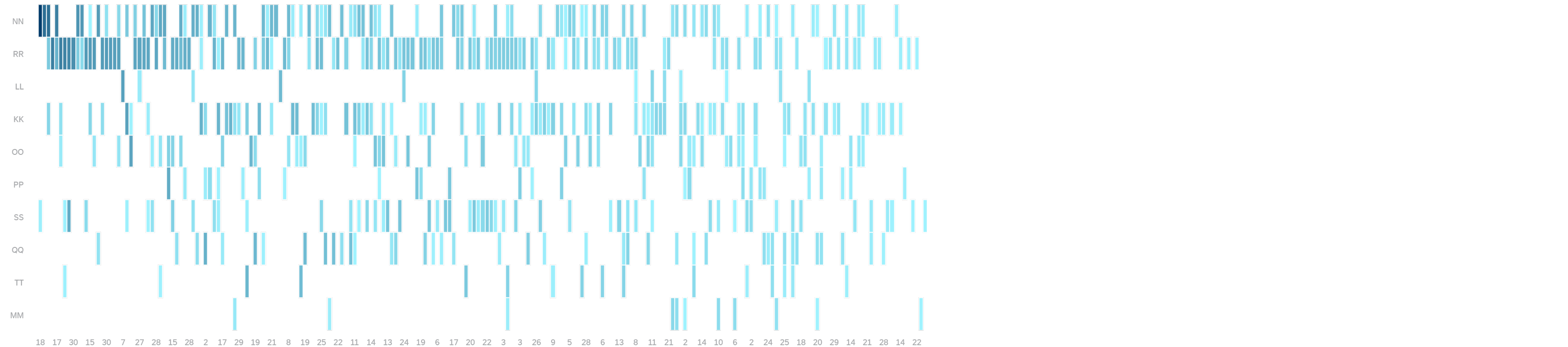
1 Filter



Quantity per Product, Team for Actual



1 Filter



Revenue per Product, Round and Day and others for Actual

 | [Top N \(AUTO\)](#) | [Explorer Available](#)

8	1kg Nut Muesli	LL	244,904.40
7	1kg Nut Muesli	LL	242,061.30
1	1kg Nut Muesli	NN	234,849.25
9	1kg Mixed Fruit...	RR	232,531.00
19	1kg Strawberry ...	QQ	225,981.05
18	1kg Blueberry ...	NN	224,444.60
29	1kg Original Mu...	RR	216,332.00
13	1kg Strawberry ...	RR	212,553.00
13	1kg Strawberry ...	RR	212,239.50
28	1kg Strawberry ...	RR	208,541.00
27	1kg Blueberry ...	RR	207,261.60
7	1kg Strawberry ...	KK	204,120.00
19	1kg Strawberry ...	RR	197,617.20
5	1kg Blueberry ...	RR	195,249.60
23	1kg Blueberry ...	RR	195,235.20
15	500g Strawberr...	OO	194,331.00
17	1kg Strawberry ...	RR	193,887.00
8	1kg Strawberry ...	RR	186,108.00
16	1kg Strawberry ...	RR	181,663.20
6	1kg Blueberry ...	RR	180,000.00
17	1kg Blueberry ...	RR	178,857.00
30	1kg Blueberry ...	RR	178,811.91
1	1kg Nut Muesli	NN	178,753.05
11	1kg Strawberry ...	RR	177,566.40
19	1kg Nut Muesli	QQ	176,585.20

Appendix

ERPSIM_Mostofa

https://epmprod85-ua.us1.sapbusinessobjects.cloud/sap/fpa/ui/tenants/cc04c/bo/story/EE844AED738105F9ED3EA4AA2CF24A28

Overview of Revenue			
Summary of Revenue			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Analyze the distribution of Revenue to see the record frequency.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Analyze how Revenue is broken down by Round and Day.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Analyze Revenue by Area.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Identify the association between Price and Revenue by Account Type.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Compare the Revenue by Area and Distribution Channel.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Key Influencers			
Compare the Average Revenue of each Distribution Channel.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Analyze the record frequency by Revenue to see the difference in distribution per Distribution Channel.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Compare the records per Revenue and Quantity.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Compare the records per Revenue and Price.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Compare how Quantity impacts Average Revenue.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
Compare how Price impacts Average Revenue.			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Revenue per team			
Revenue per Team for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Revenue per Product			
Revenue per Product for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Team Revenue Trend			
Revenue per Round and Day, Team for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Team Market Share by Product			
Revenue per Product, Team for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Day 18 Price			
Price per Product, SalesOrder and others for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
ERPSIM_E7_1.xlsx	Round and Day	18	

Team Sales by Product			
Quantity per Product, Team for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	

Team Score per day			
Revenue per Round and Day, Team for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	
ERPSIM_E7_1.xlsx	Round and Day	(all)	

Top Revenue by Day and Team			
Revenue per Product, Round and Day and others for Actual			
Model	Dimension	Value	
ERPSIM_E7_1.xlsx	Category	Actual	