**Commercial Director:**

- have a dashboard where we can see **a daily view of our Sales Value**, **with and without tax** (InvoiceDetalis)

- understand **the variation of Costs and the profit margin** (have that information calculated and easy to understand)

- have a **geographic view of the sales value**

- show me the evaluation by **year, month, week and so on**

- a part sales volume, it is important to us **the costs and gross margin volume**

- don’t forget our **KPIS to facilitate data analysis/visualization.**

- We have some partners in the USA and they want to **see the information not only in euros but also in dollars**.

DIMENTIONS:

* Date
* LocationDetail (dentro a Dimensão Customer)

FACTS in Sales (TF):

* Sum(com e sem tax & Euros e dollars) Sales Value
* Variation of Costs
* Profit margin

**Sales Manager:**

- for **daily job** need to **compare the performance of each store**.

- see the **sales by store**

- compare the **total sales with the target for each store**

- see the **sales by product** **compared to its target value**

- give us a **sales prediction for the next months**

- Any other suggestions will be welcome. Fill free to suggest new or other approach and analysis.

DIMENTIONS:

* Date
* Store
* Target
* Product

FACTS in Sales (TF):

* Sum(com e sem tax & Euros e dollars) Sales Value
* Product sales target (The monthly sales target of a product will be plus 25% of the total sales for that Product in same period, last year (Euros & Dollars)

**Logistic Manager:**

**-** For me it’s very interesting to **measure how long it takes to delivery an order** (Only for orders that were **delivered**).

**-** Also, I need to know **how many orders are still in progress** (**Not Delivery**)

- And It’s very important to **know our Customers** and **see their Sales**.

DIMENTIONS:

* Date
* Customer (filtrar por Customer Segment)

FACTS in Sales (TF):

* DIF em dias (Delivery Date – Order Date) (das que foram entregues -> temos data de entrega)
* Count (dos produtos que não tem Delivery Date -> não foram entregues)
* Quantity (dos produtos comprados por Customer)
* Sum(com e sem tax & Euros e dollars) Sales Value (por Customer)