

Breakdowns Importing Guidelines:

To access the segmentation analyses, import your monthly, quarterly, semi-annual or annual revenue drivers from Excel into Femto; you can download the example and use it as a template or follow the below guidelines:

- Add your company name in Cell B1 (N.B. must match company name in financial upload sheet)
- Dates range in breakdowns upload sheet must match dates range in financial upload sheet.
- Use Cells A3, B3, C3, D3, E3, and F3 to add column headings: "Classifications", "Account Name", "Sub Class", "Orientation", "Breakdown" and "Unit" respectively.
 - ↳ Classifications: Use RREV for all the inputs.
 - ↳ Account Name: Use the same account name(s) corresponding to RREV in the financial upload.
 - ↳ Sub Class: Fill in with the tiers, categories, different product lines within the account name.
 - ↳ Orientation: Use local or export to differentiate between revenues from home and foreign clients.
 - ↳ Breakdown: Use any of the below breakdown codes suiting your business model.
 - ↳ Unit: Add the unit corresponding to the breakdown code from the below table.

Breakdown Codes :

	Breakdown Code	Unit	Definition
1	Beginning Clients	Count	Beginning of Period outstanding clients
2	New clients	Count	New Clients added during the period
3	Churned Clients	Count	Clients churned during the period
4	Ending Clients	Count	Clients at the end of the period (Beginning + New - Churned)
5	Capacity	Unit	Production capacity available during the period
6	Production Volume	Unit	Quantity or units produced during the period
7	Volume Requested	Unit	Requested volume received during the period
8	Volume Waste	Unit	Non sellable volume due to damages
9	Sales Volume	Unit	Actual volume sold during the period
10	Gross Market Value	CCY	The total value of volume requested
11	Transaction	Count	The count of transaction that took place for the total sales volume
12	Revenues	CCY	The revenue corresponding to the sub class sales volume

N.B.

- Total Revenues for all sub classes within an account name cannot exceed the total revenues for the account name imported from the financial upload.
- Users can only upload the breakdown codes of relevance to their business model, and not necessarily all of them.
- Segmentation analyses are calculated according to the breakdowns uploaded.

Here's an example:

Company Name:		Trade Corp LLC															
Classification	Account Name	Sub Class	Orientation	Breakdown	Unit	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
RREV	Retail	SKUs	Local	Beginning Clients	Count	100.0	105.0	111.0	118.0	126.0	135.0	145.0	156.0	168.0	181.0	195.0	210.0
RREV	Retail	SKUs	Local	New Clients	Count	10.0	11.0	12.0	13.0	14.0	15.0	16.0	17.0	18.0	19.0	20.0	21.0
RREV	Retail	SKUs	Local	Churned Clients	Count	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0
RREV	Retail	SKUs	Local	Ending Clients	Count	105.0	111.0	118.0	126.0	135.0	145.0	156.0	168.0	181.0	195.0	210.0	226.0
RREV	Retail	SKUs	Local	Capacity	Count	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0
RREV	Retail	SKUs	Local	Production Volume	Count	11,000.0	11,220.0	11,444.0	11,673.0	11,906.0	12,144.0	12,387.0	12,635.0	12,888.0	13,145.0	13,408.0	13,676.0
RREV	Retail	SKUs	Local	Volume Waste	Count	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0
RREV	Retail	SKUs	Local	Volume Requested	Count	9,000.0	9,384.0	9,676.0	9,975.0	10,283.0	10,598.0	10,923.0	11,141.0	11,365.0	11,592.0	11,823.0	12,060.0
RREV	Retail	SKUs	Local	Sales Volume	Count	10,000.0	10,200.0	10,404.0	10,612.0	10,824.0	11,040.0	11,261.0	11,486.0	11,716.0	11,950.0	12,189.0	12,433.0
RREV	Retail	SKUs	Local	Gross Market Value	CCY	25,000,000.0	27,500,000.0	28,750,000.0	30,000,000.0	31,250,000.0	32,500,000.0	33,750,000.0	35,000,000.0	36,250,000.0	37,500,000.0	38,750,000.0	40,000,000.0
RREV	Retail	SKUs	Local	Transactions	Count	1,500.0	1,510.0	1,520.0	1,530.0	1,540.0	1,550.0	1,560.0	1,570.0	1,580.0	1,590.0	1,600.0	1,610.0
RREV	Retail	SKUs	Local	Revenues	CCY	20,000,000.0	22,000,000.0	23,000,000.0	24,000,000.0	25,000,000.0	26,000,000.0	27,000,000.0	28,000,000.0	29,000,000.0	30,000,000.0	31,000,000.0	32,000,000.0
RREV	Wholesale	SKUs	Local	Beginning Clients	Count	20.0	23.0	26.0	29.0	32.0	35.0	38.0	41.0	44.0	47.0	50.0	53.0
RREV	Wholesale	SKUs	Local	New Clients	Count	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0
RREV	Wholesale	SKUs	Local	Churned Clients	Count	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0
RREV	Wholesale	SKUs	Local	Ending Clients	Count	23.0	26.0	29.0	32.0	35.0	38.0	41.0	44.0	47.0	50.0	53.0	56.0
RREV	Wholesale	SKUs	Local	Capacity	Count	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0	10,000.0
RREV	Wholesale	SKUs	Local	Production Volume	Count	550.0	561.0	572.2	583.7	595.3	607.2	619.4	631.8	644.4	657.3	670.4	683.9
RREV	Wholesale	SKUs	Local	Volume Waste	Count	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0
RREV	Wholesale	SKUs	Local	Volume Requested	Count	450.0	459.0	468.2	477.5	487.1	496.8	506.8	516.9	527.2	537.8	548.5	559.5
RREV	Wholesale	SKUs	Local	Sales Volume	Count	6,000.0	6,120.0	6,242.0	6,367.0	6,494.0	6,624.0	6,756.0	6,891.0	7,029.0	7,170.0	7,313.0	7,459.0
RREV	Wholesale	SKUs	Local	Gross Market Value	CCY	11,000,000.0	12,100,000.0	12,650,000.0	13,200,000.0	13,750,000.0	14,300,000.0	14,850,000.0	15,400,000.0	15,950,000.0	16,500,000.0	17,050,000.0	17,600,000.0
RREV	Wholesale	SKUs	Local	Transactions	Count	250.0	260.0	270.0	280.0	290.0	300.0	310.0	320.0	330.0	340.0	350.0	360.0
RREV	Wholesale	SKUs	Local	Revenues	CCY	10,000,000.0	11,000,000.0	11,500,000.0	12,000,000.0	12,500,000.0	13,000,000.0	13,500,000.0	14,000,000.0	14,500,000.0	15,000,000.0	15,500,000.0	16,000,000.0