

Financial Budget (by GL/Period)

1. Download app 'Business central finance insights'.
2. Register with required details.
3. Choose the data to connect with the app or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - [Business central Finance Insights](#)
5. Below app homepage window will display all available reports in this app.

Business Central Finance Insights

GENERAL | BALANCE SHEET | INCOME STATEMENT | FINANCIAL RATIOS | AI VISUALS

Buttons: Finance Overview, Balance Sheet Overview, Income Statement Overview, P&L Statement, Cash Conversion Cycle, Q&A, Chart of Accounts, Balance Sheet Table, Income Statement Table, P&L Statement by Period, Efficiency Ratios, Key Influencers, G/L Cube, Balance Sheet Cube, Income Stmt. Cube, P&L Stmt. by Dimension, Debt / Leverage Ratios, G/L over Comparison Period, Balance Sheet by Period, Income Statement by Period, Income, Profitability Ratios, G/L by Company, Bal. Sheet by Dimension, Income Stmt. by Dim., Cost of Goods Sold, Liquidity Ratios, G/L Deep Dive, Bal. Sheet Dimension Cube, Income Stmt. Dim. Cube, Expenses, Bal. Sheet by Company, Income Stmt. by Company, Profitability Table, Assets, Liabilities.

6. Click 'G/L Cube' button, below report will be opened.

G/L CUBE

Company: SOLUTION SPOTLIGHT, INC. | Fiscal Year: Current Fiscal Year | Month: All | G/L Budget: All

Company	Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date	Account Category	Account Subcategory	G/L Account	G/L Acc. Cat. (Level 1)	G/L Acc. Cat. (Level 2)	G/L Net Change (LCY)	G/L Budget (LCY)	G/L Budg. Variance (LCY)	G/L Budg. Variance %	G/L Net Change (LCY)	G/L Budget (LCY)	
Month Year												Jul 2022					
Assets												2,486,229.50	1,869,860.00	616,369.50	33.0%	2,645,377.97	2,299,240
Current Assets												2,486,229.50	1,869,860.00	616,369.50	33.0%	2,620,738.94	2,268,850
2120 - Finished Goods												1,548,225.72	1,554,080.00	-5,854.28	-0.4%	1,534,368.48	1,609,680
2140 - WIP Account, Fini...												14,737.31	10,020.00	4,717.31	47.1%	207,233.75	275,620
2211 - WIP Job Sales												37,757.11	39,720.00	-1,962.89	-4.9%	48,914.52	54,310
2212 - Invoiced Job Sales												-39,697.70	-40,970.00	1,272.30	-3.1%	-47,043.32	-54,150
2231 - WIP Job Costs												0.00				0.00	
2310 - Customers Domes...												1,623,544.38	1,029,340.00	594,204.38	57.7%	-308,785.10	-411,270
2910 - Cash												262,970.61	232,400.00	30,570.61	13.2%	440,357.15	421,280
2920 - Bank, LCY												-991,400.49	-954,780.00	-36,620.49	3.8%	325,282.38	373,330
2940 - Bank, Other												30,049.92				420,362.40	
5621 - Input Tax Cr. 10												42.64	50.00	-7.36	-14.7%	48.68	50
Fixed Assets																24,639.03	30,390
1220 - Increases during t...																24,708.03	30,390
1230 - Decreases during ...																	
1240 - Accum. Depr., Op...																	-69.00
Liabilities												1,350,884.27	940,430.00	410,454.27	43.6%	1,569,496.31	1,374,980
Current Liabilities												1,319,862.35	940,430.00	379,432.35	40.3%	1,311,613.10	1,374,980
5410 - Vendors, Domestic												1,078,996.30	774,030.00	304,966.30	39.4%	1,052,881.79	1,091,390
5420 - Vendors, Foreign												-39,752.53	-30,470.00	-9,282.53	30.5%	73,546.73	100,240
5610 - GST 25 %																	
5611 - GST 10 %												280,618.58	196,870.00	83,748.58	42.5%	185,184.58	183,350
Long Term Liabilities												31,021.92				257,883.21	
5110 - Long-term Bank L...												21,094.90				137,591.24	
5120 - Mortgage												9,927.02				120,291.97	
Equity												119,562.05				168,102.19	
Equity (Misc.)												119,562.05				168,102.19	
3110 - Capital Stock												119,562.05				168,102.19	
Total												-1,797,254.18	-1,071,740.00	-725,514.18	67.7%	-954,276.91	-891,460.00

This report is picking values from G/L budget & actual G/L entries.

The report can be used to see the budget assigned to GL vs. Net change & budget variance in specific period account category etc. There are some other quite useful filters available.

The report can be effectively used to analyze historical overall financial implications of operational decisions & then steer the operations in current or future period as per the set goals in budget.

Sales Budget vs. Financial Budget

1. Click 'Income Statement Cube' button on Finance insights homepage.

Company	Year	Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date	Account Category	Account Subcategory	Account Subcategory 2	G/L Account	Jul 2022	G/L Budget (LCY)	G/L Net Change (LCY)	G/L Budget				
SOLUTION SPOTLIGHT, INC. Fiscal Year: Current Fiscal Year Month: All G/L Budget: All Account Category: Income, Cost of Goods Sold, Expense Select Measures: Gross Profit (LCY), Gross Profit Margin, EBITDA (LCY), EBIT (LCY), EBT (LCY), Net Profit (LCY), Net Profit Margin, Sales Budget (LCY), Sales vs. G/L Budg. Var..., Sales vs. G/L Budg. Var...																		
Company	Year	Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date	Account Category	Account Subcategory	Account Subcategory 2	G/L Account	Jul 2022	G/L Budget (LCY)	G/L Net Change (LCY)	G/L Budget				
Solution Spotlight, Inc.												2,001,170.00	2,813,037.36	40.6%	3,039,420.00	-34.2%	1,815,720.00	1,862,056.38
Income												2,001,170.00	2,813,037.36	40.6%	3,039,420.00	-34.2%	1,815,720.00	1,862,056.38
Operating Revenue												1,993,600.00	2,803,759.06	40.6%	3,039,420.00	-34.4%	1,806,560.00	1,852,736.52
6110 - Sales, Retail - Dom.												2,077,210.00	2,927,102.86	40.9%	463,270.00	348.4%	1,877,310.00	1,924,824.00
6111 - Stock Sales															1,385,490.00	-100.0%	510.00	476.64
6112 - Hire Income																	170.00	157.32
6113 - Rental Income												6,960.00	9,210.95	32.3%				
6130 - Sales, Retail - Export												380.00	538.69	41.8%	491,670.00	-99.9%	220.00	330.66
6190 - Job Sales Applied, Retail												-42,440.00	-39,697.70	-6.5%			-52,020.00	-47,043.32
6210 - Sales, Raw Materials - Dom.															242,420.00	-100.0%		
6230 - Sales, Raw Materials - Export												460.00	377.48	-17.9%	456,570.00	-99.9%		
6410 - Sales, Resources - Dom.												9,280.00	8,924.96	-3.8%			6,820.00	5,978.91
6430 - Sales, Resources - Export												120.00	172.99	44.2%			750.00	737.95
6610 - Sales, Other Job Expenses												430.00	522.09	21.4%			540.00	435.77
6620 - Job Sales												41,100.00	37,757.11	-8.1%			53,580.00	48,914.52
6710 - Consulting Fees - Dom.												650.00	883.21	35.9%			4,270.00	4,145.26
6810 - Fees and Charges Rec. - Do...																	100.00	100.00
6910 - Discount Granted												-100,550.00	-142,033.58	41.3%			-85,690.00	-86,321.19
Non-Operating Income												7,570.00	9,278.30	22.6%			9,160.00	9,319.86
Total												2,001,170.00	2,813,037.36	40.6%	3,039,420.00	-34.2%	1,815,720.00	1,862,056.38

This report is picking values from G/L budget, sales budget & actual G/L entries.

The report can be used to compare the G/L budget with Sales budget as well as actual sales, period by period.

The report should be used to analyze the standing of sales budget in overall finance budget & depending on GL setup it can be used to strategize better influx of finance for organization.

Sales Budget vs. revenue - details

1. Download app 'Business central Sales insights'.
2. Register with required details.
3. Choose the data to connect with the app Or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central Sales Insights
5. Below app homepage window will display all available reports in this app.

6. Click on 'Item Sales cube' button on the homepage, below report will open.

Item Category	Budget (LCY)	Item Sales (LCY)	COGS (LCY)	Item Budget Variance %	Sep 2022 Item Profit %
Assorted Tables	84,520.00	49,014.55	31,442.67	-42.0%	35.9%
ANTWERP Conference Table	35,030.00	26,052.46	13,644.74	-25.6%	47.6%
ATHENS Desk	36,220.00	22,962.09	17,797.93	-36.6%	22.5%
ATHENS Mobile Pedestal	13,270.00			-100.0%	
Bike	-1,141,500.00	-1,585,416.91	-1,079,751.11	-38.9%	93.2%
Cables	135,240.00	88,406.15	65,745.52	-34.6%	25.6%
Chain	37,470.00	17,700.14	15,139.41	-52.8%	14.5%
Computer	73,250.00	34,942.81	26,828.04	-52.3%	23.2%
Conference Bundle	12,590.00	4,896.85	3,869.34	-61.1%	21.0%
Door	91,460.00	40,619.67	23,995.49	-55.6%	40.9%
Frame	15,030.00			-100.0%	
Graphic Card	20,260.00			-100.0%	
Graphic Program					2,900.00
Handlebar	73,420.00			-100.0%	100,730.00
Hard Drive	178,920.00	128,085.56	94,644.84	-28.4%	26.1%
Hardware	77,470.00	49,260.40	29,753.91	-36.4%	39.6%
Keyboard	34,470.00	16,804.72	12,448.39	-51.2%	25.9%
Loudspeaker	234,770.00	183,833.08	139,978.15	-21.7%	23.9%
Base speaker unit 15" 100W	27,220.00	25,766.16	22,353.59	-5.3%	13.2%
Loudspeaker, Black, 120W	95,900.00	67,859.28	57,025.00	-29.2%	16.0%
Loudspeaker, Cherry, 150W	26,960.00	24,087.84	19,802.16	-10.7%	17.8%
Loudspeaker, Cherry, 75W	42,530.00	34,182.40	21,254.63	-19.6%	37.8%
Loudspeaker, Walnut, 80W					27,410.00
Middletone speaker unit 8"100W	42,160.00	31,937.40	19,542.77	-24.2%	38.8%
Tweeter speaker unit 4" 100W		0.00	0.00		
Miscellaneous	2,000.00	1,329.12	1,073.22	-33.5%	19.3%
Monitor	139,380.00	103,762.73	75,268.40	-25.6%	27.5%
Total	1,705,810.00	-334,675.68	816,890.84	-119.6%	344.1%

This report compares actual sales with the budget period on period.

Item budget variance flags can be used to determine which items are slow movers or are doing well with sales when compared with forecast & with Item profit side will give an idea of profit margins; so that S&OP team together can decide which items should be prioritized to generate more revenue within business constraints – can be conflicting resources/capacity, Raw material availability, stringent working capital, etc.

Budget variance is also a good indicator of Forecast accuracy if the sales are not heavily affected by product availability from SC operations.

The report has ability to drill down to granular details required from strategic view with S&OP.

E.g.

One can drill down to locations & use for SC to determine if a 3PL for stockhold or DC could make sense strategically.

Or

can select filter on variants to check which item variants are contributing more to sales &/or profit & prioritize raw materials accordingly for SC

Or

use item categories (depending on set up, even dimensions) to roughly define which machines/processes in operations are generating more profits & strategize resources/finance accordingly with sales data instead of just operational data on capacity utilization.

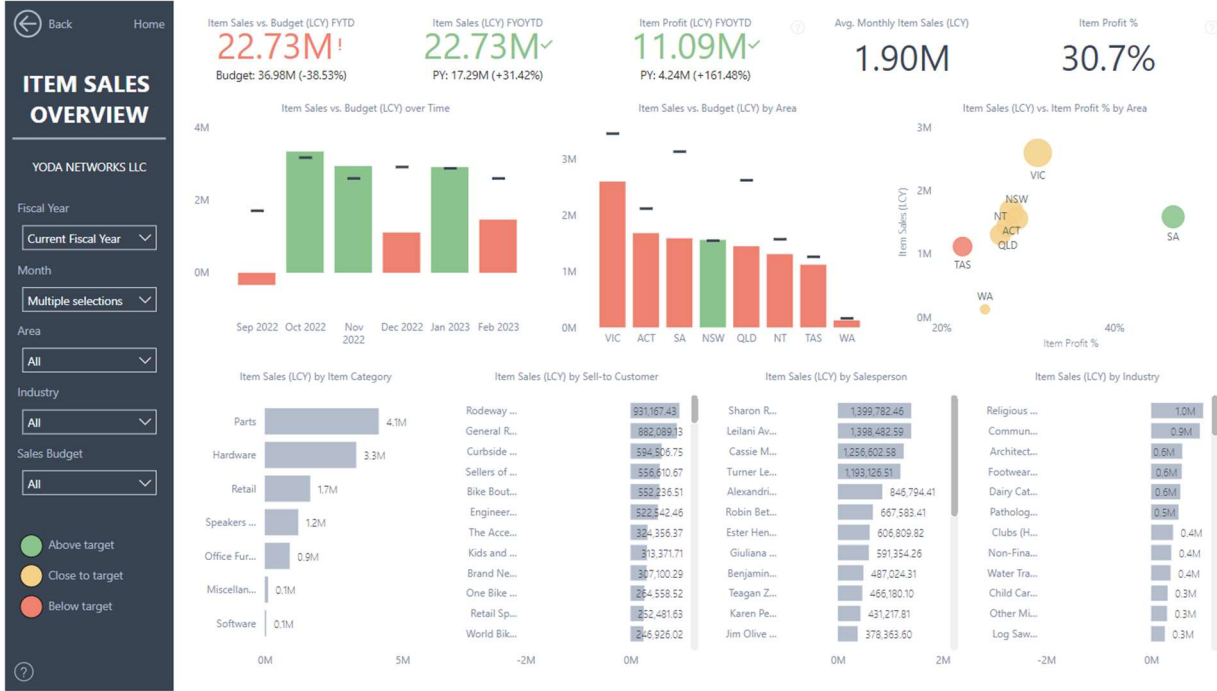
There are other granular reports on the homepage which can give different useful information for master planning.

Eg.

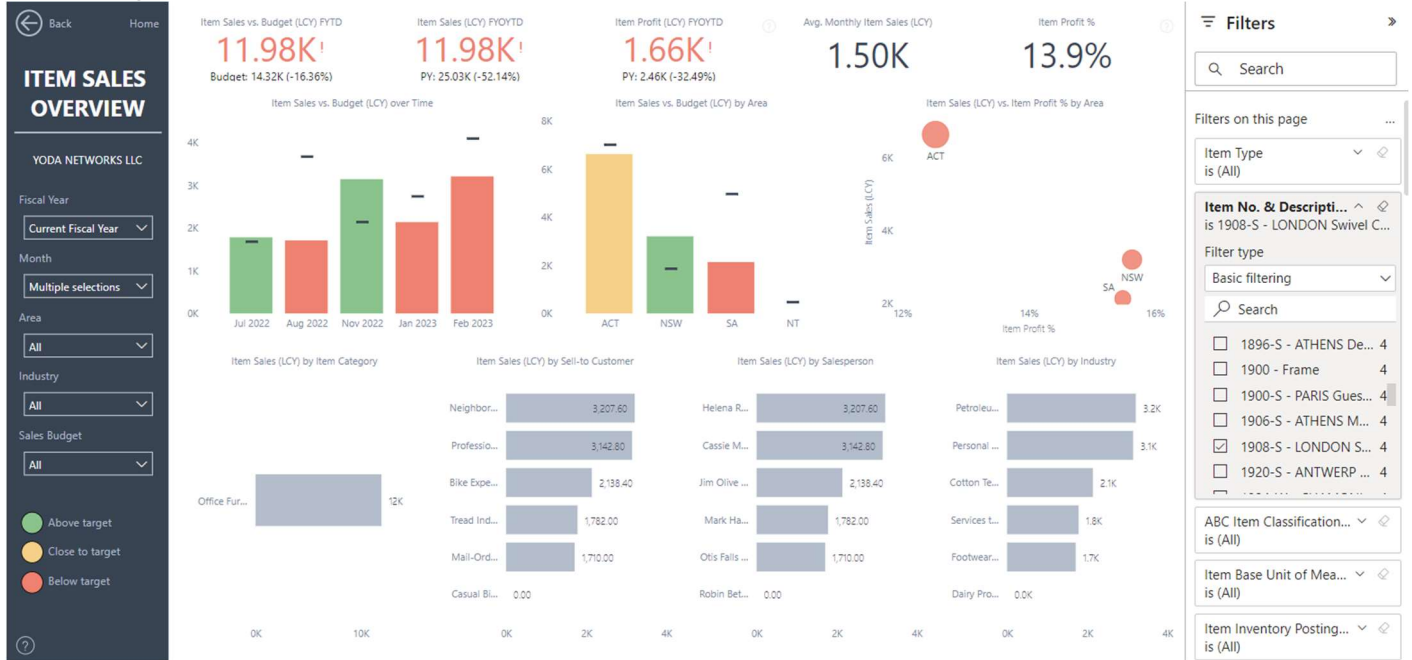
Item Sales by period can be used to recognize trends/seasonality in sales or even in customer's ordering pattern & with budget side by side can be used to recognize if forecast considers these trends; if not forecast can be adjusted accordingly.

Select Rows		Select Period							
		Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date			
Item Cat. Level 2	Item Category	Budget (LCY)	Item Sales (LCY)	Budget (LCY)	Item Sales (LCY)	Budget (LCY)	Item Sales (LCY)	Budget (LCY)	Item Sales (LCY)
Item Category	Bike	1,226,500.00	1,685,991.92	2,182,280.00	2,215,609.73	826,380.00	1,135,006.03		
Item	1000 - Bicycle								
	1001 - Touring Bicycle								
	1002 - Road Bicycle	717,220.00	1,024,595.61						
	1003 - Hybrid Bicycle								
	1005 - Triathlon Bicycle			309,860.00	413,143.89	500,130.00	633,077.18		
	1006 - Electric Bicycle					326,250.00	501,928.85		
	1007 - Trekking Bicycle			1,872,420.00	1,802,465.84				
	1008 - City Bicycle	509,280.00	661,396.31						
	1009 - BMX Bicycle								
Item Vendor	BUNDLE - Conference Bundle	20,680.00	24,038.10	24,240.00	17,347.76	17,250.00	13,360.24	23,550.00	
	1925-W - Conference Bundle 1-6	10,290.00	14,858.34	5,430.00	4,348.26	3,430.00	4,898.04	7,390.00	
	1929-W - Conference Bundle 1-8							620.00	
	1953-W - Guest Section 1	1,490.00	1,166.20	3,870.00	3,879.40	3,070.00	2,382.38	9,330.00	
	1965-W - Conference Bundle 2-8	1,420.00	2,055.30			6,930.00	5,458.70		
	1969-W - Conference Package 1	7,480.00	5,958.26	14,940.00	9,120.10	3,820.00	621.12	6,210.00	
Item Attribute 1	CABLE - Cables			55,070.00	63,090.46	77,050.00	109,479.44	54,540.00	
	80216 - Ethernet Cable			40,740.00	52,233.92				
	80216-T - Ethernet Cable								
	80217 - Power Supply Cable					77,050.00	109,479.44	54,540.00	
	C-100 - Cabling for LS-100			14,330.00	10,856.54				
Item Attribute 2	Chain	49,260.00	57,152.61	89,480.00	93,174.35	54,820.00	21,178.40	38,640.00	
	1300 - Chain Assy								
	1310 - Chain	39,040.00	41,434.41	47,380.00	45,717.04	16,900.00	4,083.30		
	1320 - Chain Wheel Front			15,560.00	20,579.76	30,330.00	11,514.00	15,280.00	
	1330 - Chain Wheel Back	10,220.00	15,718.20	26,540.00	26,877.55	7,590.00	5,581.10	23,360.00	
Item Vendor	CHAIR - Office Chair	23,310.00	26,993.95	34,590.00	26,920.90	54,970.00	48,737.06	31,110.00	
	1000-S - PARIS Guest Chair black			3,110.00	4,317.95	7,610.00	7,036.70	8,440.00	
	Total	2,097,120.00	2,783,389.68	3,746,620.00	3,589,440.44	2,808,600.00	2,870,004.75	1,094,490.00	1,4

Or
Item Sales overview can be used for more granular visual information for all items together.



Or Filtering on Item numbers -



Inventory Turns

1. Download app 'Business central Inventory insights'.
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3. Choose the data to connect with the app Or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central inventory Insights
5. Below app homepage window will display all available reports in this app.

6. Click on 'Inventory turnover' button on the homepage, below report will open.

Item No. & Description	Inventory Turnover	Inventory Value (Balance) Selected Calculation	COGS (LCY) Daily Avg.	Inventory Turnover L12M	Inventory Value (Balance) Selected Calc. L12M	COGS (LCY) Daily Avg. L12M
1001 - Touring Bicycle	5.0	271,333.52	3,744.10	3.3	271,333.52	2,431.10
1009 - BMX Bicycle			2,848.53			1,849.60
1002 - Road Bicycle	2.1	294,856.14	1,658.83	2.0	294,856.14	1,615.65
1003 - Hybrid Bicycle	1.5	364,073.50	1,536.18	1.0	364,073.50	997.46
1160 - Tire	0.3	1,873,395.14	1,390.35	0.2	1,873,395.14	1,031.92
80104 - 21" UltraScan P1110	1.1	433,854.12	1,316.06	1.0	433,854.12	1,176.00
LS-S15 - Stand for Loudspeakers ...	16.3	24,789.82	1,105.06	14.3	24,789.82	970.47
80206 - Webcam	4.5	82,197.01	1,016.12	4.1	82,197.01	933.66
80220 - Screw on Mount CD/Tap...	4.9	69,015.69	926.10	4.2	69,015.69	789.18
1800 - Handlebars	0.7	502,357.22	924.00	0.5	502,357.22	690.67
1850 - Saddle	0.8	423,261.78	895.22	0.7	423,261.78	808.99
80217 - Power Supply Cable	-17.1	-17,279.41	810.70	-11.8	-17,279.41	558.91
1005 - Triathlon Bicycle			806.30			785.32
1008 - City Bicycle			791.02			513.62
1710 - Hand rear wheel Brake	4.7	60,471.84	786.61	5.6	60,471.84	931.26
LS-120 - Loudspeaker, Black, 120...	-5.8	-48,878.57	782.46	-6.5	-48,878.57	874.91
70104 - Paint, green	4.2	65,837.27	757.98	3.6	65,837.27	651.03
LS-81 - Loudspeaker, Walnut, 80W	2.0	131,949.40	714.90	1.2	131,949.40	426.35
1200 - Back Wheel	0.8	318,911.22	691.90	0.5	318,911.22	449.26
80204 - Ultra 160/M SCSI Contro...	1.0	263,469.22	691.55	1.1	263,469.22	768.32
1996-S - ATLANTA Whiteboard, ...	1.1	231,968.87	676.83	1.0	231,968.87	627.31
80025 - 9GB Ultra 160/M SCSI	4.1	55,229.56	621.32	3.5	55,229.56	528.49
80024 - 40GB ATA-66 IDE	6.7	32,941.15	602.62	4.3	32,941.15	391.29
80209 - 20/48x IDE CD ROM	1.6	126,507.45	564.89	1.7	126,507.45	572.59
80207 - Basic Mouse	2.3	88,962.06	558.89	2.4	88,962.06	580.81
Total	0.7	25,951,624.73	49,092.23	0.6	25,951,624.73	44,167.93

This report signifies overall health of the inventory & how much working capital the inventory is holding up. The objective should be to minimize the held up working capital thus to increase the inventory turnover.

There are more useful reports on the homepage which can be used by Supply chain & inventory planning team.

Eg. Inventory Cube report could be used to compare budgeted sales qty vs. actual qty, expected transactions & stock on hand periodically.

The screenshot shows the 'Inventory Cube' report for YODA NETWORKS LLC. The interface includes a sidebar with filters for Fiscal Year (Current Fiscal Year), Month (All), and various measures. The main table displays data for July 2022, comparing budgeted sales against actual sales and purchases.

Company	Year	Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date	Sell-to Customer	Buy-from Vendor	Item Cat. Level 1	COGS (LCY)	Inventory Qty.	Sales Buc
Select Rows										Jul 2022		
Item Category	Inventory Qty.	Sales Budget (Qty.)	Sales (Invoiced Qty.)	Purchases (Invoiced Qty.)	Qty. on Sales Order	Qty. on Purch. Order	Invoiced Value					
Team Work Computer 533 MHz	1.0			1.0	1.0		3,467.50				1.0	
Conference Bundle	44.0	40.0	34.0	58.0	3.0		6,625.45	12,636.06			92.0	
Conference Bundle 1-6	35.0	20.0	5.0	40.0			8,639.42	1,366.05			28.0	
Conference Bundle 1-8												
Conference Bundle 2-8	20.0				3.0						5.0	
Conference Package 1		10.0	18.0	18.0				9,376.19			23.0	
Guest Section 1	-11.0	10.0	11.0				-2,013.97	1,893.82			36.0	
Door	55.0	30.0	15.0	70.0	6.0		24,937.10	8,339.75			33.0	
Doorknob	7.0	10.0	-7.0				5,136.72	-5,136.72			25.0	
Glass Door	3.0		7.0	10.0			3,009.83	7,821.02			3.0	
Wooden Door	45.0	20.0	15.0	60.0	6.0		16,790.55	5,655.45			5.0	
Frame	37.0	20.0	18.0	63.0			23,914.04	16,048.12			27.0	
Frame	37.0	20.0	18.0	63.0			23,914.04	16,048.12			27.0	
Graphic Card											6.0	
Graphic Card 9400											6.0	
Graphic Program	3.0	10.0	27.0	30.0			4,856.55	44,216.67				
GRAPHIC PROGRAM	3.0	10.0	27.0	30.0			4,856.55	44,216.67				
Handlebar	153.0	30.0	38.0	295.0	5.0	15.0	122,171.82	62,384.16			171.0	
Bell	30.0			54.0			58,038.09				38.0	
Brake	71.0			100.0			24,544.24				92.0	
Handlebars	20.0	30.0	32.0	82.0	5.0	15.0	23,643.94	57,996.76			9.0	
Lamp	32.0		6.0	59.0			15,945.55	4,387.40			32.0	
Hard Drive	22.0	110.0	107.0	12.0	10.0	10.0	3,144.14	110,529.76			51.0	
10.2 GB ATA-66 IDE	8.0	10.0	13.0	24.0	7.0		11,607.01	13,762.47			4.0	
18GB Ultra 160/M SCSI												
20.4 GB ATA-66 IDE	-6.0	10.0	6.0	-10.0			-11,954.35	4,624.11			12.0	
Total	1,650.0	1,140.0	1,267.0	4,881.0	239.0	104.0	1,342,884.04	1,879,848.97			1,862.0	

It can be used to decide planning parameters for items or SKUs by selecting different filters

The screenshot shows the 'Inventory Cube' report for YODA NETWORKS LLC with filters for Item Category and Item. The main table displays data for multiple months from July 2022 to February 2023, showing inventory quantities and sales.

Company	Year	Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date	Sell-to Customer	Buy-from Vendor	Item Cat. Level 1	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Total	
Select Rows																			
Item Cat. Level 2	Item																		
Item Category	Computer III 600 MHz									1.0								1.0	
	Outsourced Logistics									1.0								1.0	
	Bicycle												2.0					2.0	
	Melbourne												2.0					2.0	
	City Bicycle													2.0				2.0	
	Australian Capital Territory, Class B														2.0			2.0	
	Team Work Computer 533 MHz																	2.0	
	Sydney																	2.0	
	Triathlon Bicycle															2.0		2.0	
	Outsourced Logistics															2.0		2.0	
	384 MB PC800 ECC									2.0	1.0							3.0	
	Hybrid Bicycle																	4.0	
	Own Logistics																	4.0	
	Road Bicycle																4.0	4.0	
	Outsourced Logistics																4.0	4.0	
	Back Wheel										3.0							5.0	
	Outsourced Logistics										3.0							5.0	
	Computer III 533 MHz										1.0	1.0	2.0					6.0	
	Computer III 800 MHz										1.0		2.0	2.0				6.0	
	Enterprise Computer 667 MHz										2.0	1.0					1.0	6.0	
	128 MB PC800 ECC										2.0				3.0		1.0	7.0	
	64 MB PC800 ECC										1.0		1.0			2.0	3.0	7.0	
	BMX Bicycle																	7.0	
	Computer III 733 MHz											3.0	1.0	1.0				9.0	
	256 MB PC800 ECC										2.0	3.0						10.0	
	Computer III 866 MHz											1.0	1.0	3.0			1.0	10.0	
	Touring Bicycle										9.0	3.0	-3.0	1.0				10.0	
	Front Hub																	11.0	
	512 MB PC800 ECC											1.0	2.0	4.0				12.0	
Total										1,267.0	1,222.0	813.0	1,230.0	1,172.0	826.0	1,018.0	922.0	8,470.0	

Vendor Performance

1. Download app 'Business central Purchasing insights'.
2. Register with required details.
3. Choose the data to connect with the app Or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central Purchasing Insights
5. Below app homepage window will display all available reports in this app.

Business Central Purchasing Insights

VENDOR PURCHASES (Invoiced)

- Purchases Overview
- Purch. by Dimension
- Purchases Table
- Purch. Dimension Cube
- Purchases Cube
- Purchases by Company
- Purchases by Year
- Purchases Deep Dive
- Purchases by Period
- Purch. over Comparison Period
- Purchases by Vendor
- New Vendors
- Lost Vendors
- ABC Vendor Classification
- Purchases by Purchaser

ITEM PURCHASES (Invoiced)

- Item Purchases Overview
- Item Purchase Returns
- Item Purchases Table
- Item Purch. by Dimension
- Item Purchases Cube
- Item Purch. Dim. Cube
- Item Purch. by Item Attribute
- Item Purch. by Company
- Item Purch. over Comp. Period
- Item Purch. Deep Dive
- Item Purchases by Vendor
- New Item Vendors
- Lost Item Vendors
- Purchases by Item
- ABC Item Classification
- Item Purchases by Purchaser
- Item Discounts

RESOURCE PURCHASES (Invoiced)

- Purchases by Resource
- Resource Purch. Cube
- Resource Purchases by Vendor
- Res. Purch. by Dimension
- Res. Purch. Deep Dive

PURCHASE DOCUMENTS (Unposted)

- Purchase Orders Overview
- Purchase Invoices Overview
- Purchase Documents Table
- Purch. Documents Cube
- Purch. Docs. Dim. Cube
- Purch. Docs. by Company
- Purch. Docs. Deep Dive

PURCHASE RECEIPTS

- Receipt Days
- On Time Receipt

AI VISUALS

- Q&A
- Key Influencers

6. Click on 'On-Time receipt' button, below report will open.

ON TIME RECEIPT

Purch. Orders Received on Time %: **63.7%**

Received Purch. Orders: **1841**

Received Purch. Orders on Time: **1173**

Received Purch. Orders over time

Month	No. of Completely Received Purch. Orders	No. of Received Purch. Orders on Time
Jul 2022	251	156
Aug 2022	273	187
Sep 2022	187	104
Oct 2022	242	163
Nov 2022	220	137
Dec 2022	155	103
Jan 2023	293	188
Feb 2023	220	135

On Time Receipt % by Item Category

Item Category	On Time Receipt %
Office Fur...	58.3%
Speakers ...	59.8%
Parts	62.9%
Hardware	63.3%
Miscellan...	67.2%
Software	75.0%
Retail	103.1%

On Time Receipt % by Vendor

Vendor	On Time Receipt %
Future Bl...	20.0%
Blue Bicy...	25.0%
Metall...	25.0%
Preferred...	25.0%
eComme...	33.3%
Efficient ...	33.3%
Exception...	33.3%
Mountain...	33.3%
Cycle Par...	40.0%
Riding Cy...	40.0%
Western ...	40.0%
Catalog S...	42.9%

Buy-from Vendor Name & No.	No. of Completely Received Purch. Orders	No. of Received Purch. Orders on Time	Purch. Orders Received on Time %
Speakers - SPEAKER	8	6	75.0%
Fashionable Bikes and Access...	7	5	71.4%
Miscellaneous - MISC	7	5	71.4%
Fasteners & Bolts Outlet - V0...	10	5	50.0%
Speakers - SPEAKER	10	5	50.0%
First Up Consultants - 20000	26	15	57.7%
Hardware	14	7	50.0%
Office Furniture - FURNITURE	4	1	25.0%
Retail	7	6	85.7%
Speakers - SPEAKER	1	1	100.0%
Fitness Bike Accessories - V00...	5	4	80.0%
Hardware	5	4	80.0%
Fitness Cycling - V00501	15	9	60.0%
Parts	15	9	60.0%
Fitness Department Stores - ...	1		
Hardware	1		
Miscellaneous - MISC	1		
Office Furniture - FURNITURE	1		
Fitness Sport Boutique - V00...	2	1	50.0%
Parts	2	1	50.0%
Fitness Supplies - V00539	2		
Hardware	2		
Fourth Bike Store - V00465	4	2	50.0%
Total	1841	1173	63.7%

The report is an important KPI from Supplier evaluation perspective & a holistic understanding of how much the suppliers are efficient with their deliveries. We can drill down on a particular item to find better performing vendor too.

Apart from this, below report can be used to determine average lead time from specific vendor or on specific items. Also to determine purchase schedule attainment.



Item Purchases Cube report can be used for more detailed analysis of purchase history vs. purchase budget period on period.

ITEM PURCHASES CUBE
YODA NETWORKS LLC

Fiscal Year: Current Fiscal Year
Month: All
Purchase Budget: All

Select Measures:
 Avg. Item Purchase Pri...
 Item Discounts (LCY)
 Item Discount %
 No. of Invoiced Item P...
 Cost Amount Actual (L...
 Avg. Cost Amount Act...
 Cost Amount Actual (A...
 Avg. Cost Amount Act...
 Budget (LCY)
 Item Budget Variance (...
 Item Budget Variance %
 Quantity Budget
 Quantity Budget Varia...
 Quantity Budget Varia...

Company	Year	Fiscal Year	Fiscal Quarter Year	Month Year	Week Year	Date	Order Month Year	Order Week Year	Order Date	Quantity Budget	Item Budget Variance %	Budget (LCY)	Item Purchases (LCY)	Item Budget Variance %	Quantity Purchase (Qty.)	Item Budget Variance %	Budget (LCY)	Item Purchases (LCY)	
				Month Year			Jul 2022												
				Item Category	Quantity Budget	Item Purchase (Qty.)	Quantity Budget Variance %	Budget (LCY)	Item Purchases (LCY)	Item Budget Variance %	Quantity Budget	Item Purchase (Qty.)	Quantity Budget Variance %	Budget (LCY)	Item Purchases (LCY)				
				Assorted Tables	50.0	60.0	20.0%	33,980.00	37,845.82	11.4%	110.0	50.0	-54.5%	68,070.00	24,709.26				
				ANTWERP Conference ...	10.0	10.0	-0.0%	4,560.00	5,997.62	31.5%	20.0	10.0	-50.0%	12,420.00	6,185.04				
				ATHENS Desk	10.0	10.0	-0.0%	17,490.00	13,771.57	-21.3%	10.0		-100.0%	18,320.00					
				ATHENS Mobile Pedestal	30.0	40.0	33.3%	11,930.00	18,076.63	51.5%	80.0	40.0	-50.0%	37,330.00	18,524.22				
				Cables	40.0	27.0	-32.5%	87,350.00	48,004.62	-45.0%	60.0	20.0	-66.7%	97,830.00	30,874.35				
				Cabling for LS-100		0.0			0.00		10.0	10.0	-0.0%	7,700.00	11,495.69				
				Ethernet Cable		-10.0			-23,590.56				100.0%	-29,960.00					
				Power Supply Cable	40.0	37.0	-7.5%	87,350.00	71,595.18	-18.0%	60.0	10.0	-83.3%	120,090.00	19,378.66				
				Chain	80.0	123.0	53.8%	291,280.00	397,478.91	36.5%	230.0	138.0	-40.0%	623,620.00	460,255.00				
				Chain	10.0	20.0	100.0%	8,610.00	12,658.23	47.0%	70.0	46.0	-34.3%	43,300.00	29,381.08				
				Chain Assy	30.0	50.0	66.7%	245,130.00	331,258.73	35.1%	90.0	60.0	-33.3%	504,020.00	399,208.50				
				Chain Wheel Back	10.0	10.0	-0.0%	6,490.00	9,832.99	51.5%	40.0	32.0	-20.0%	44,820.00	31,665.48				
				Chain Wheel Front	30.0	43.0	43.3%	31,050.00	43,728.96	40.8%	30.0		-100.0%	31,480.00					
				Computer	0.0	12.0		55,550.00	58,734.49	5.7%	10.0	16.0	60.0%	159,270.00	90,825.68				
				128 MB PC800 ECC							0.0	4.0		17,440.00	22,947.00				
				256 MB PC800 ECC	0.0	2.0		10,190.00	14,982.99	47.0%	10.0	3.0	-70.0%	41,180.00	22,797.07				
				384 MB PC800 ECC	0.0	2.0		4,440.00	6,722.95	51.4%	0.0	0.0		7,460.00	118.25				
				512 MB PC800 ECC											0.00				
				64 MB PC800 ECC								1.0		4,020.00	3,977.59				
				Computer III 533 MHz								2.0		13,920.00	13,380.70				
				Computer III 600 MHz	0.0	1.0		8,880.00	7,281.25	-18.0%	0.0			9,100.00					
				Computer III 733 MHz	0.0	1.0		6,630.00	5,135.77	-22.5%	0.0	3.0		26,760.00	15,937.97				
				Computer III 800 MHz	0.0	2.0		11,390.00	8,831.62	-22.5%	0.0	1.0		16,220.00	4,467.10				
				Computer III 866 MHz	0.0	1.0		6,440.00	4,843.41	-24.8%	0.0			5,910.00					
				Enterprise Computer 6...	0.0	2.0		5,150.00	7,469.00	45.0%	0.0	1.0		12,170.00	3,696.00				
				Total	5,620.0	4,881.0	-13.1%	2,993,09...	3,395,96...	13.5%	11,110.0	5,256.0	-52.7%	7,674,08...	4,231,03...				

This information can be useful in determining any higher-level strategic needs for financial provisions going beyond budgeted value & direction for SC to concentrate efforts on reducing the costs.

Production Planning & Control

1. Download app 'Business central manufacturing insights'.
2. Register with required details.
3. Choose the data to connect with the app or can be viewed in demo mode with sample data.
4. Click on the app from apps tab - Business central manufacturing Insights
5. Below app homepage window will display all available reports in this app.

Business Central Manufacturing Insights

PRODUCTION

- Production Overview
- Production by Location
- Production Table
- Production by Period
- Production Cube
- Prod. over Comparison Period
- Production Gantt Chart
- Prod. by Dimension
- Production Components
- Prod. Dimension Cube
- Production Routing
- Prod. by Item Attribute
- Routing Gantt Chart
- Production by Company
- On Time & In Full Production
- Production Deep Dive
- ABC Item Output Classification
- ABC Item Consump. Class.

PRODUCTION COST

- Production Cost Overview
- Production Cost Variance
- Standard Cost Variance
- Expected Cost Variance
- Prod. Cost over Comp. Period
- Prod. Cost by Dimension

CAPACITY

- Capacity Overview
- Capacity Table
- Capacity Efficiency
- Capacity Load
- Actual vs. Expected Capacity

AI VISUALS

- Q&A
- Key Influencers

6. Click on 'On time & in full production' button & open below report.

ON TIME & IN FULL PRODUCTION

YODA NETWORKS LLC

No. of Finished Prod. Orders: **16**

No. of Prod. Orders On Time & In Full: **9**

On Time & In Full %: **56.3%**

No. of Incomplete Prod. Orders: **6**

Incomplete %: **37.5%**

Output Quantity over time

Month	Finished On Time	Finished Overdue
Jul 2022	9.0	0.0
Aug 2022	3.0	3.0
Sep 2022	3.0	0.0
Oct 2022	10.0	10.0
Nov 2022	12.0	2.0
Jan 2023	10.0	3.0

Output Quantity by Item

Item	Finished On Time	Finished Overdue
1200 - Ba...	14	0
1001 - To...	10	3
1150 - Fr...	3	8
1009 - B...	7	0
1002 - Ro...	3	2
1000 - Bi...	4	0
1003 - H...	4	0
1005 - Tri...	1	0
1008 - Cl...	2	0
1100 - Fr...	2	0
1250 - Ba...	1	0

Output Quantity by Location

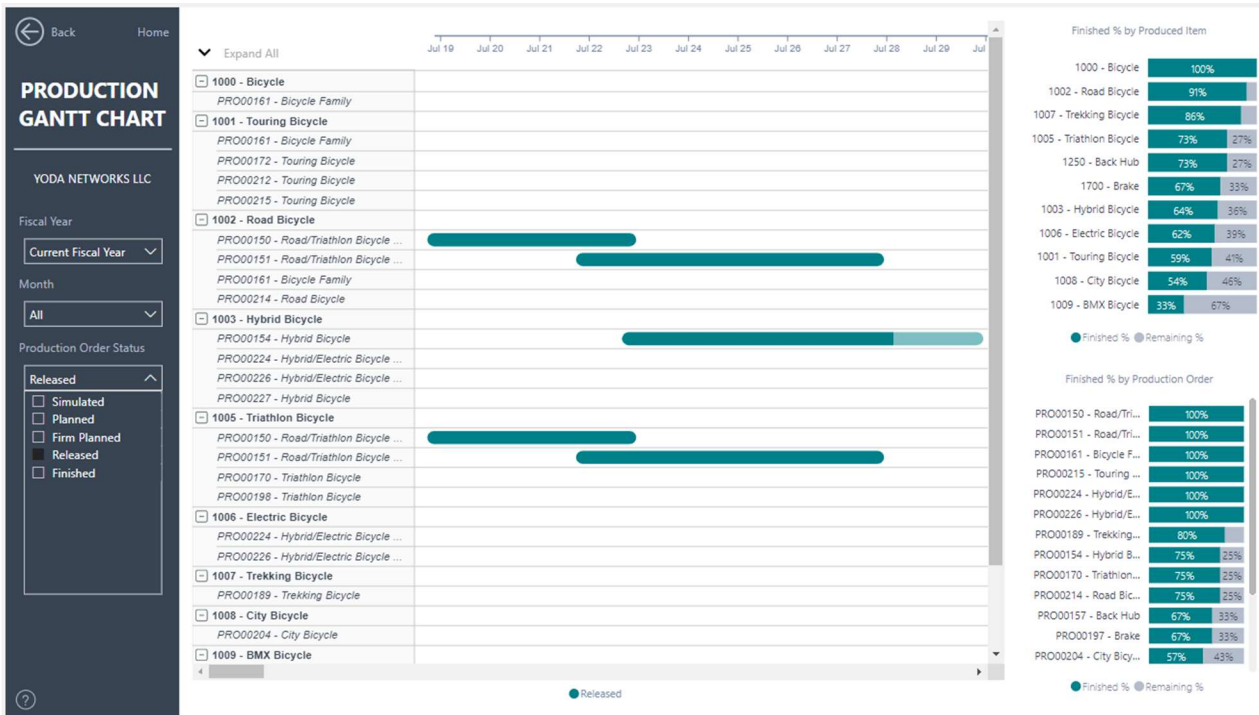
Location	Finished On Time	Finished Overdue
OUT, LOG...	17	3
ACT B - A...	9	5
Perth	3	8
TAS - Tas...	7	0
Melbourne	6	0
OWN LO...	4	0
Sydney	2	0
Adelaide	1	0

Aging Group

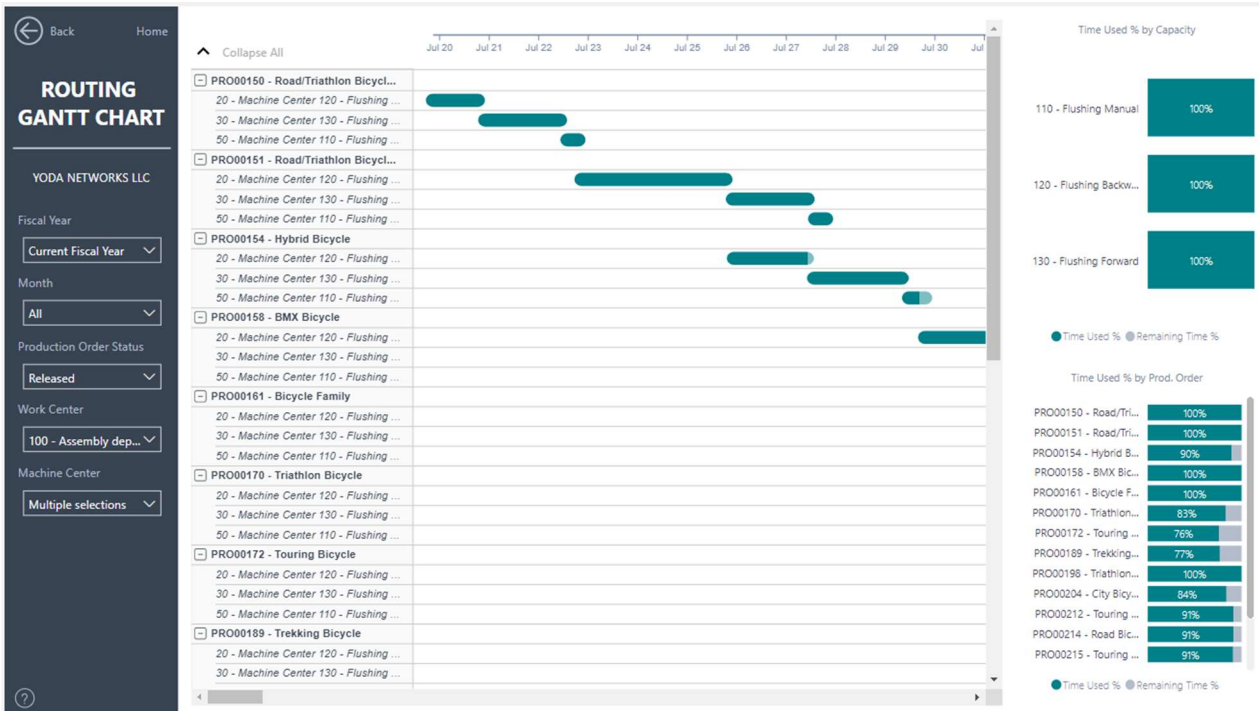
Aging Group	Finished in Full	Finished Incomplete	Total
Bike	16.00	0.00	16.00
1001 - Touring Bicycle	9.00	0.00	9.00
1009 - BMX Bicycle	7.00	0.00	7.00
Wheel	3.00	3.00	6.00
1150 - Front Hub	3.00	0.00	3.00
1200 - Back Wheel	0.00	3.00	3.00
Finished On Due Date	21.00	4.00	25.00
Bike	9.00	4.00	13.00
1000 - Bicycle	4.00	0.00	4.00
1001 - Touring Bicycle	1.00	0.00	1.00
1002 - Road Bicycle	3.00	0.00	3.00
Total	43.00	22.00	65.00

The report is really important to measure performance of the production department & how it is doing against planned orders. There are various cost filters available which might be useful to identify broader location of the constraint that can be drilled down to pinpoint.

Further, production Gantt chart can be used to visualize the schedule & filter as per status of the order.



Routing Gantt chart can be used for visualizing capacity &/or capacity utilized as per status of production order.



There are other detailed reports for determining various indicators for steering production control.

Shipping & Delivery Performance

1. Click on the app from apps tab - **Business central sales Insights**
2. Below app homepage window will display all available reports in this app.

3. Select 'On time Delivery' button to open below report.

Sell-to Customer Name & No.	No. of Completely Shipped Sales Orders	No. of Shipped Sales Orders on Time	Sales Orders Delivered on Time %
World Bike Discount Store ...	2		
Speakers - SPEAKER	1		
Retail	2		
Parts	2		
Office Furniture - FURNITU...	1		
Hardware	2		
Wingtip Toys - C00566	1	1	100.0%
Retail	1	1	100.0%
West Wind Distributors - C...	3		
Vinyl and Plastic Goods Co...	3	1	33.3%
Uncompromising Quality ...	3	2	66.7%
Retail	1	1	100.0%
Parts	1		
Office Furniture - FURNITU...	1	1	100.0%
Miscellaneous - MISC	1	1	100.0%
Hardware	3	2	66.7%
Ultimate Bicycle Company ...	1		
Two-Seater Bikes - C00222	1		
Tread Industries - C00078	1		
Transport Bikes - C00525	2		
Traditional Department St...	1		
Traction Tire Company - C...	2	2	100.0%
Tire Company - C00365	2		
The Accessories Store - C0...	2		
Total	152	27	17.8%

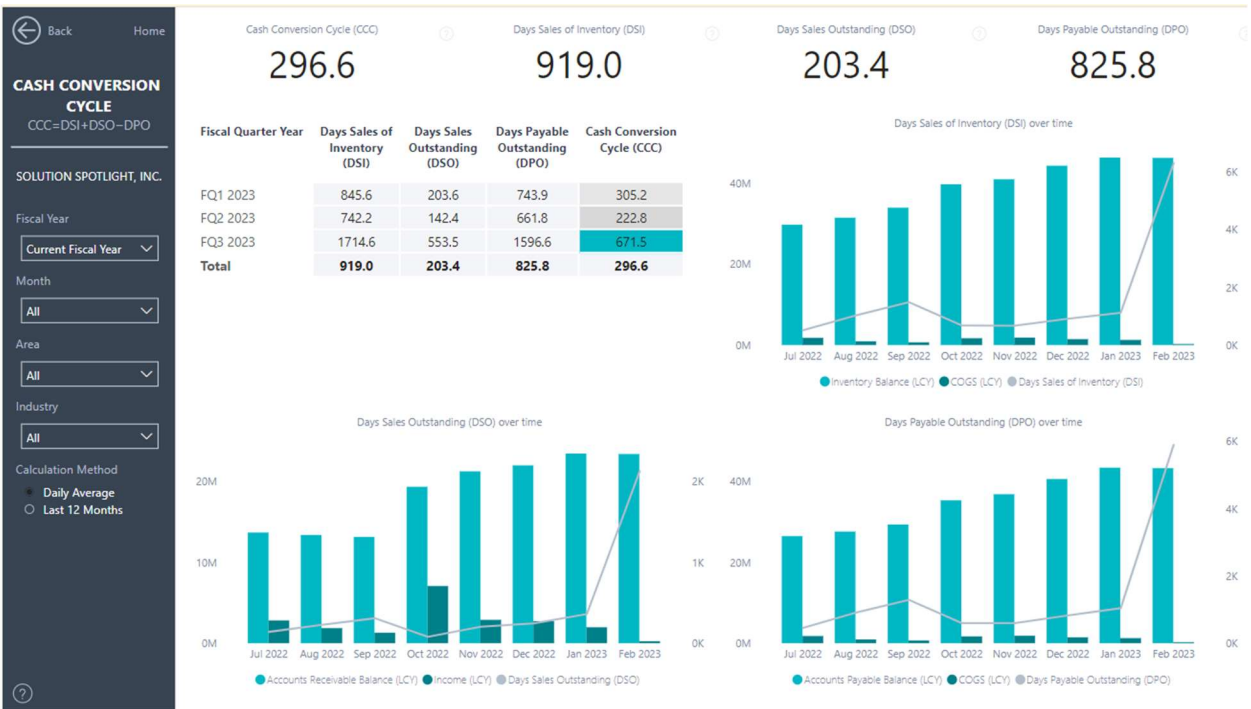
This report is %Fill rate, it could be used as an indicator for accuracy of production planning & overall supply chain planning. When this indicator is not doing well it's a sign that sales, supply chain & production are not going hand-in-hand & need a better S&OP coordination.

Delivery Days report is an indicator of how well overall operations perform in terms of 'promised delivery lead time' to customers. Together with on-time delivery report & in combination with other detailed reports

it can be used in multiple ways – to decide where to increase safety stocks for Finished goods, where to deploy more resources to increase capacity & production, or how much 'Safety lead time' to be added on the item card if it's not possible to improve delivery time to protect customer orders from being late.



It can be used with cash conversion cycle from finance insights to spot the problem areas in operations.



Goal is to minimize CCC as much possible.

Bottom line – S&OP is collective consideration of various constraints in the business together, for a set time horizon. Thereby, directing the decision making towards formulating a Sales plan to drive Supply chain & Production plans all unified & subordinating to produce optimum quantities for items that will get sold as per the best market knowledge available at the time, for converting materials into cash sooner. Thus, help rotating the working capital while maintaining optimal margins in business. It is a joint task for Marketing, Sales, Supply chain, Production, Shipping & Finance department together, involving various leaders.