

SALES	
Sale Pce	Sale in units (pieces).
No. sales	Number of receipts.
No. Guests	Number of visitors in the shop according to the peoplecounter
Gross turnover	Turnover ex. Discount and returns. <i>Net turnover + discount + return</i>
Discount %	Discount in % of the gross turnover. $\frac{\text{Discount} \times 100}{\text{Gross turnover}}$
Avg. Amount per exp.	Basketsize in amount $\frac{\text{Net turnover}}{\text{No. sales}}$
Avg. Nr prod. Pr. exped.	Basketsize in pieces. $\frac{\text{Sale pce}}{\text{No. sales}}$
Hirate %	How many % of the guests did make a buy. $\frac{\text{No. sales} \times 100}{\text{No. Guests}}$
Net turnover ex tax	<i>Gross turnover - discount - return - tax</i>
Net turnover part	Each dimension's part of the net. Turnover compared to the chosen interval of dimensions. The total will always be 100%.
Net turnover part (GT)	Each dimensions part of the Grand Total turnover. If you have chosen an interval of dimensions, the total will not be 100%. The total will be the chosen intervals part of the Grant total turnover.
Net turnover	<i>Gross turnover - discount - return.</i> The only figure in DdDReport that is ex. Tax.
No sales %	Pieces sold in % of pieces purchased. $\frac{\text{Sale pce.} \times 100}{\text{Buy total Pcs.}}$ Remember to make a boundary on e.g. season. It is important, that all turnover and all purchase is included.
Products avg. price	$\frac{\text{Net turnover}}{\text{Sale pcs.}}$
Discount	Discount given – in amount
Returns	Value of returned items (from customers).
Cost of goods sold (COGS)	The “purchase-value” of the sold items.
Cost of goods sold (COGS) in pct. of purchase	The “purchase-value” of the sold items in % of the total purchase. $\frac{\text{Cost of goods sold} \times 100}{\text{Total buy.}}$

GROSS PROFIT	
Gross profit pct	$\frac{(\text{Net turnover ex. tax} - \text{Cost of goods sold}) \times 100}{\text{Net turnover ex. tax}}$
Gross profit amount	$\text{Net turnover ex. tax} - \text{Cost of goods sold}$
Gross profit stock	$\frac{(\text{Calculated salespriceses ex tax} - \text{Avg. costprice}) \times 100}{\text{Calculated salespriceses ex tax}}$ <p>This figure indicates the gross profit % <i>you can have</i> if you sell all items on stock without giving discount.</p>
Gross profit sale	$\frac{(\text{Net turnover ex. tax} + \text{discount ex. tax} - \text{Cost of goods sold}) \times 100}{(\text{Net turnover ex. tax} + \text{discount ex. tax})}$ <p>This figure indicates the gross profit % <i>you could have had</i> if you had sold all items without any discount.</p>
Gross profit part	Each dimension's part of the Gross profit compared to the chosen interval of dimensions. The total will always be 100%.
Gross profit part (GT)	Each dimensions part of the Grand Total Gross profit. If you have chosen an interval of dimensions, the total will not be 100%. The total will be the chosen intervals part of the Grant total Gross profit.

INDEX	
Gross profit index	Gross profit compared to the same period last year. $\frac{\text{Gross profit for the chosen period in amount} \times 100}{\text{Gross profit for the same period last year in amount}}$
Budget Net index	The net turnover compared to the budget net turnover $\frac{\text{Net turnover} \times 100}{\text{Budget net turnover}}$
Buy externally index	External purchase compared to the same period last year. $\frac{\text{Buy externally} \times 100}{\text{Buy externally same period last year}}$
Buy internally index	Internal purchase compared to the same period last year. $\frac{\text{Buy internally} \times 100}{\text{Buy internally same period last year}}$
Buy total index	Total purchase compared to the same period last year. $\frac{\text{Total buy} \times 100}{\text{Total buy same period last year}}$
Net turnover index	Net turnover compared to the same period last year. $\frac{\text{Net turnover} \times 100}{\text{Net turnover same period last year}}$
Opening-stock index	Opening-stock compared to the same period last year. $\frac{\text{Openingstock} \times 100}{\text{Openingstock same period last year}}$
Closing-stock index	Closing-stock compared to the same period last year. $\frac{\text{Closingstock} \times 100}{\text{Closingstock same period last year}}$

BUY	
Buy externally	Purchase from suppliers done from Item-update (manually or from EDI/files) in amount.
Buy extern pce.	Purchase from suppliers done from Item-update (manually or from EDI/files) in in pices.
Buy internally	"Purchase" from other shops in the group (Item transfer) in amount. The figure is negative in the shop the transfer is from and positive in the shop the transfer is to.
Buy internally pce.	"Purchase" from other shops in the group (Item transfer) in pieces. The figure is negative in the shop the transfer is from and positive in the shop the transfer is to.
Total buy	The sum of external and internal purchase in amount.
Buy total pcs.	The sum of external and internal purchase in pieces.

INVENTORY	
Cover	Indicates how long you present stock will last if the sale is the same as the average sale for the last 7 weeks. $\frac{\textit{Closing stock}}{\textit{Average sale the last 7 weeks}}$
Avg. costprice	The average costprice of the itmes on stock. $\frac{\textit{Closingstock amount}}{\textit{Closingstock pieces}}$
Stock days 12 months	Indicates how many days the items – in average – will be on stock. $\frac{365}{\textit{Stock turnover rate}}$
Stock profit 12 months	Indicates the interest rate of the investment in the stock. $\frac{(\textit{Net turnover ex. tax} - \textit{Cost of goods sold}) \times 100 \times \textit{Stock turnover rate}}{\textit{Cost og goods sold}}$
Stock growth	Change in stock. $\textit{Closingstock} - \textit{Openingstock}$
Correction manual	Not in use
Correction manual pcs.	Not in use
Turnover speed 12 months.	A ratio showing how many times the stock is sold and replaced over a year. The avarage stock is calculated for every month. That means not only $\frac{\textit{Closing stock period} + \textit{opening stock period}}{2}$ $\frac{\textit{Cost of goods sold}}{\textit{Average stock}}$
Opening-stock amount	The value of the stock at the start of the defined period.
Opening-stock pcs.	The number of items on stock at the start of the defined period
Opening-stock amount part	Each dimension's part of the opening stock amount compared to the chosen interval of dimensions. The total will always be 100%.
Opening-stock amount part (GT)	Each dimensions part of the Grand Total opening stock amount. If you have chosen an interval of dimensions, the total will not be 100%. The total will be the chosen intervals part of the Grant total opening stock amount.
Correction status	The value of the corrections done after an inventory update. The amount is also included in ths COGS.
Correction status pcs.	The number of pieces corrected after an inventory update.
Correction total	The same as Corrections status since correction manual is not used at the moment.
Correction total pcs.	The same as Corrections status since correction manual is not used at the moment.
Closing-stock amount	The value of the stock at the end of the defined period.
Closing-stock pcs.	The number of items on stock at the end of the defined period

Closing-stock amount part	Each dimension's part of the closing stock amount compared to the chosen interval of dimensions. The total will always be 100%.
Closing-stock amount part (GT)	Each dimensions part of the Grand Total closing stock amount. If you have chosen an interval of dimensions, the total will not be 100%. The total will be the chosen intervals part of the Grant total closing stock amount.

BUDGET	
Budget Gross profit	The budgeted gross profit amount. The company will deliver the figures according to the guidance given
Budget Stock amount	The budgeted stock value. The company will deliver the figures according to the guidance given
Budget Net turnover	The budgeted net turnover. The company will deliver the figures according to the guidance given. The same figures will be show non the POS

DIMENSIONS	
Store	
Concern	It is possible to make calculations across different groups in the DdD BO. You can choose a specific group and only have figures from the specified group. The choice will influence the possibilities in other dimensions (e.g. you can only choose shops in the selected group).
Client	The possibilities depend on the choice of group(s)
Clerk	The possibilities depend on the choice of client(s)
Point of Sale	
Machine number	All salesrelevant KPI's can be selected in POS machine number.
Time	
Year	2010, 2011 o.s.v.
Month (Month in year)	January 2012, February 2012 o.s.v.
Week (Week in year)	Week 1 2012, Week 2 2012 o.s.v.
Month of year (Month)	January, February o.s.v.
Week of year (Week)	Week 1, Week 2 o.s.v.
Day of month (Day)	1, 2, 3 o.s.v.
Day of week (Weekday)	Monday, Tuesday o.s.v.
Day (Day in year)	01/01/2012, 02/01/2012 o.s.v.
Hour.	0-1, 1-2 o.s.v.
Produkt	
Type name (Main group type)	If you have more than one main group type, it is very important that you choose <i>one</i> main group type. If you have several main groups with the same name in different main group types, your figures can be multiplied.
Group name (Main group)	
Productgroup	
Supplier	
Kat 1 – Kat 5	
Var 1 – Var 5	
Customer	
Full info	
Card number	
Postal code	
Club number	
Age	
Age group	
Return and discountcodes	
Discount code	
Return code	
Receipt	
Receipt number	