_____

Overview

The Profitability Analysis report is an analysis tool that can be used to view sales data with up to five levels of drill-down. Select the template to get the default drill-down settings.

- Corporate Profitability shows corporate customers and drills down into the corporates' customers and then into the categories those customers bought.
- Regional Profitability shows sales data by State, broken down by customers who bought in the state and the categories they bought.
- Route Profitability shows sales data by route, broken down by customer on the route and then the categories they bought.
- Custom reports can be created by selecting different values for the five levels, break it down to the invoice level if needed.
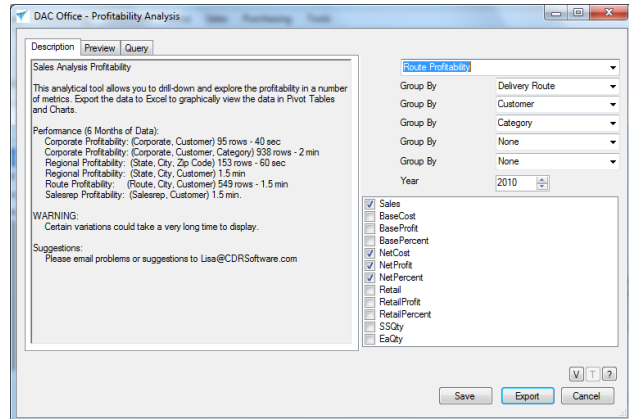
Raw DAC Data

Check off the data to export to Excel. Select sales, cost, and/or profit to include that data as columns in the Excel analysis. From this raw data, a pivot table is generated automatically.

Pivot Table Report

Pivot tables make it really easy to analyze your data. Check or uncheck fields in the box to the right of the pivot table to include or exclude those fields from the report. Select and move row labels up and down to change the order of the pivot chart levels.