

Ecomedate Analysis Suite - Query Definitions

Aged Open AR

This query provides aged open accounts receivable information.

Aged Orders in the Warehouse

This query shows the aging of orders remaining in the warehouse.

All Orders by Status

This query shows the number of orders by status.

Average Orders Items and Dollars by Source

This query provides the average units and dollars per order by Source.

Backorders by Vendor and Buyer

This query provides backordered items by vendor and buyer.

Backorders

This query provides both detail and summary information about items currently on backorder along with the item's open purchase order information.

Cancellation Analysis

This query provides item and order cancellation information by cancel reason, offer, item, major category, and cancel date.

Closed AR History

This query provides details concerning past aging of closed accounts receivables.

Current Snapshot Analysis

This query shows counts, dollars, and units by various order categories for the current day, week to date, month to date and year to date.

Customer Summary Sales

This summary query shows summary sales information, including the number of customers, orders, units, sales, product cost, gross margin, gross margin percent, customer ranking by units and dollars.

Customer Service Review

This query provides the user with a comprehensive view of an order's details on a single screen.

Demand vs. Shipped Sales

This query provides various ways to review items sold for a given time period by demand, shipped, returns and canceled orders.

Drop Ship Exception Analysis

This query provides visibility into the status of orders at the drop-shipper. It groups orders at the drop-shipper into age categories, with those that have been at the drop-shipper greater than 2 days considered to be exceptions, and categorized with a "Red Flag" status.

Expected Weekly PO Receipts

This query shows the expected amount of receipts by year, month, week, day, and by item.

Forecast to Buy

This query forecasts future buying needs based on straight line average usage for a give time period.

Future Orders

This query provides detailed information about future orders.

GL Trans

This query shows the activity for general ledger accounts by transaction code.

Inventory Adjustments

This query provides an analysis of stock adjustments that have been performed by reason, ticket or user.

Inventory Position Analysis

This query provides information on inventory position (available, actual, backorder, on order...) of a particular item or product category.

Inventory Receiving Analysis

This query provides an analysis of inventory receipts. It allows for analysis by item, vendor, ticket number or purchase order number.

Inventory Value

Analysis of inventory including available quantity (usable and unusable), "good" and "bad" quantity (based on warehouse location) and inventory value for each category.

Item Analysis

This query provides information about items listed by category, by buyer or by status.

Item Demand Analysis

This query shows demand, return, cancel and backorder units and retail dollars by item, vendor or offer. This shows sales for the given time period and returns for the given time period. If you want to know returns associated with the sales for the given time period, use the Sales versus returns query. The user can also see the top 'x' items for the given time period.

Item Summary Sales

This is a summary query that shows the various metrics including customers, orders, units, exchanges, returns, net performance, open purchase order quantities and inventory units on hand.

Items Changed to Discontinued

This query provides a report of items that have been discontinued by cancelled item type.

LTV Analysis

This query shows the lifetime value for given offer and use or promotion and use combinations.

Merchandise Performance Analysis

This query provides analysis of product demand information by offer. This shows demand sales for the given time period and returns for the same time period.

Net Product Sales Analysis

This query provides various ways to review items sold for a given time period by demand or shipped status. This shows sales for the given time period and returns for the same time period.

Net Sales by Ship to State

The query provides shipped and return sales information, including not only the product amount, but also the tax and shipping charged to the customer. The analysis is based on the address of the ship-to name on customer orders. For orders with no ship-to name, the data will be based on the buyer's address.

Obsolete Inventory

The Obsolete inventory query is run in order to determine items that have inventory where the most recent received date is older than a date specified by the user. For example, Item A has inventory that was received on November 26, 2007 and January 17, 2008. Item B has inventory that was received on November 26, 2007 and April 9, 2008. When this query is run for an "Inventory Older Than" date of February 1, 2008, only Item A would be reported on since Item B was last received after this date. If the query is run for an "Inventory Older Than" date of April 10, 2008, both of these items would show on the report. If the query is run for an "Inventory Older Than" date of November 26, 2007, neither of these items would show on the report.

Offer PNL

Shows profit/loss details for a given offer or a collection of offers.

Open Orders by Item

This query shows a breakdown of open orders by category, with supporting detail by item.

Open Purchase Orders

This query shows open purchase orders by buyer and vendor.

Open RAs

Shows return authorizations for product that has NOT been returned.

Orders at the Drop Shipper

This query shows a breakdown of orders at the drop shipper by category.

Orders in the Warehouse

This query shows a breakdown of orders in the warehouse.

P and H Overrides

This query shows postage and handling overrides by user, reason and date.

Pending Refunds

This query provides details concerning refunds that will print with the next refund check run.

Pick Velocity

This query shows how fast items are moving in comparison to one another.

Price Overrides

This query shows a breakdown of price overrides by user and reason code.

Price Range Analysis

This query provides analysis of product demand information by product category and by predefined price ranges.

Receiving Staffing Requirements

This query shows receiving staff requirements on a daily basis based on upcoming expected purchase order receipts.

Repeat Buyer Analysis

This query shows the number of customers that were added to the database during a specific date range and what the purchases were during the time period. The query also assigns categories to buyers based on the number of purchases and reports on those categories.

Returns Analysis

This query shows the detailed information about returned items by item number, return reason, style or category.

RFM Analysis

This query provides a count of customers along with their total number of orders, sales and average order value for the given time period selected, grouping customers into RFM groupings, based on the Recency, Frequency, and Monetary breakpoints specified by the user.

Sales by Product ID

This query provides several ways to review sales for a given time period by actual demand or shipped sales.

Sales Revenue Per Catalog Mailed

This query provides detailed sales information per catalog mailed.

Sales Revenue Per Page

This query provides detailed sales information per catalog page.

Sales vs. Returns Analysis

This query shows the detailed information concerning item sales compared to item returns for a given time period.

Shipping Charge Summary

This query shows a comparison of shipping charges billed versus actual shipping costs.

Spread Performance Analysis

This query provides analysis of product demand information by offer.

This Year vs. Last Year Snapshot Analysis

This query shows counts, dollars, and units by various order categories comparing this year versus last year by: day, week, month and year.

Top X Customers

This query provides an analysis of the top customers for a date range.

Unshipped Orders by Status

This query shows the number of unshipped orders by status.

Vendor Expenditures by Year and Category

This query provides an analysis of the amount of expenditures for each vendor by product category and year.

Vendor Performance Analysis

This query provides an analysis of vendor performance based on the timeliness of Purchase Order Receipts.

Vendor Returns Analysis

This query shows the detailed information about returned items by vendor.