

## 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**

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

### **Backorders by Vendor and Buyer**

This query provides backordered items by vendor and buyer.

### **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.

### **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. These Red Flag orders are further grouped into age categories – 2 to 5 days, 6 to 10 days, 11 to 15 days, 16 to 20 days, and 21+ days.

### **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 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.

### **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 Analysis**

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

### **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.