**Specification Document**



**Purpose**

The EMEA Region has difficulty seeing their top line Year to Date figures which look at both Shipped and Open Orders. This report will provide a view at various levels which will enable better monitoring of the overall Sales Performance at various levels.

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| **Project Title** | : EMEA BI Report – SALES SHIPPED-OPEN WO2897.700 |
| **Initial Specification** | : March 21, 2012 |
| **Created By** | : K Pitkin |
| **Created Date** | : 3/21/2012 |
| **Assigned to** | : Assigned to BMS |
| **QA by** | : |
| **Requested By** | : J Casey & L Leclerc |
| **Integration Testing By** | : |
|  |  |

**Revision History:**

|  |  |  |
| --- | --- | --- |
| Revision Number | Date | Summary of Change |
| 1.0 | 21/3/2012 | Report by Region, Country, SBU, Sales Rep |
| 2.0 | 21/3/2012 | Report by Region, Country, Sales Rep, Style |
| 3.0 | 21/3/2012 | Report by Region, Country, Sales Rep, SBU |
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**References (Document, URL, and Email etc):**

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| Version | Date | Name of the document |
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**Functional Requirement – Revision 1.0:**

This report is based on the existing Shipped and Open Report SA160. There are 3 further revisions to these requirements and each revision can be treated as a separate set of Parameters.

1. To create or modify **one single** BI Report which displays order values / revenue based on SA160 for the following:
   * Shipped Orders
   * Open Orders
2. The information needs to be displayed on a monthly basis, showing all calendar months for the current year.
3. The report also needs to display:
   * A running total of Shipped Orders at each level of the report
   * A running total of Open Orders at each level of the report
   * A Combined Total of Shipped Orders and Open Orders at each level of the report
   * Monthly Quantities (Shipped & Open) at each level of the report
   * The previous years Shipped Order Values by Month
4. The report needs to work at 4 levels:
   * Regional
   * Country
   * SBU
   * Sales Rep
5. The report needs to be able to display the revenue figures in USD, EURO’s and GBP
6. The design of the report should closely mirror the layout shown in the section **Layout Reference for Revision 1.0**

**Functional Requirement – Revision 2.0:**

Revision 2 follows the same requirements as Revision 1 except for the following change:

**Item 4.** The report needs to work at 3 levels:

* + Regional
  + Country
  + Sales Rep
  + Style

**Functional Requirement – Revision 3.0:**

Revision 3 follows the same requirements as Revision 1 except for the following change:

**Item 4.** The report needs to work at 4 levels:

* + Regional
  + Country
  + Sales Rep
  + SBU

**Proposed - Solution Approach & Impact:**

**Solution Summary**

**Estimation:**

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| Module | Item | Task Description | Hours |
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|  |  | **Total Number of Hours** |  |

**Known Issues:**

**Layout Reference for Revision 1.0:**

Regional View **Regions**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | Total | Combined |

APAC Shipped

Open

Quantity

2011 Shipped

Australia Shipped

Open

Quantity

2011 Shipped

Canada Shipped

Open

Quantity

2011 Shipped

EMEA Shipped

Open

Quantity

2011 Shipped

Country View EMEA

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | Total | Combined |

Andorra Shipped

Open

Quantity

2011 Shipped

Austria Shipped

Open

Quantity

2011 Shipped

Belgium Shipped

Open

Quantity

2011 Shipped

Czech Republic Shipped

Open

Quantity

2011 Shipped

SBU View  **EMEA Sales**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | Total | Combined |

Accessories Shipped

Open

Quantity

2011 Shipped

Action Shipped

Open

Quantity

2011 Shipped

Apparel Men Shipped

Open

Quantity

2011 Shipped

Apparel Women Shipped

Open

Quantity

2011 Shipped

Sales Rep View France

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | Total | Combined |

Alioune Fall Shipped

Open

Quantity

2011 Shipped

Antoine Belekain Shipped

Open

Quantity

2011 Shipped

Beatrice Diozy Shipped

Open

Quantity

2011 Shipped

Charles Coleville Shipped

Open

Quantity

2011 Shipped

Etc. Etc.