**Section I. Data Sources**

**(This section covers the Titles & Descriptions associated with each query)**

1. **Sales Analysis and Open Orders**
   1. Name: Sales Analysis
   2. Desc: Sales Analysis with Open Orders
2. **Sales Analysis Open Orders with Margin**
   1. Name: Sales Analysis with Margin
   2. Desc: Sales Analysis with Open Orders and Margin
3. **Sales Analysis and BPC Plan**
   1. Name: Sales Analysis BPC Plan
   2. Desc: Sales Analysis with Open Orders and BPC Plan
4. **Sales Analysis Retail and Intercompany**
   1. Name: <same>
   2. Desc: Excluded customers for Sales Analysis Including Contracts
5. **Sales Analysis with Service Level**
   1. Name: Sales Analysis Service Level
   2. Desc Sales Analysis with Service Level
6. **Inventory Analysis – Non Replenish**
   1. Name: Inventory Analysis Non Replenish
   2. Desc: Inventory Analysis
7. **Inventory Analysis – Stock**
   1. Name: Inventory Analysis Stock
   2. Desc: Inventory Analysis with Buckets
8. **Available to Promise**
   1. Name:<same>
   2. Desc: Available to Promise Inventory
9. **BPC Planned and Actual**
   1. Name: <same>
   2. Desc: BPC Planned Data
10. **Retail Sell Thru**
    1. Name: Retail Sell Thru
    2. Desc: <same>Sell Thru by New Era Lids Store
11. **Service Level**
    1. Name: Service Level
    2. Desc: <same>Service Level by Customer, Season and Collection

**Section II. Dimensions**

**Dimension Naming Conventions:**

* First word begins with a capital letter regardless of length
* The following non principle words in the label should begin with a lowercase letter (with, by on for, etc...)
* The following principle words should begin with a capital letter (Channel, Segment, Material)
* Words that make up a dimensions label should be separated by spaces only (no dashes or underscores)
* All ‘BU’ descriptions need to be changed to ‘Category’

**Data Source Conventions**

* All labels need to be displayed alphabetically
* All Data Sources should have the following parameters (when available) displayed in alphabetic order

(In 4.1 only mandatory parameters show by default, so there will be no need to move the required parameters to the top of the list)

* + Collection
  + Currency
  + Customer
  + Product Hierarchy
  + Region
  + Season
  + Year

**Required Changes by Data Source (*For each data source, all dimensions should be listed in Alphabetical order)***

**\*Please do not include the quotes around the field names**

1. **Sales Analysis and Open Orders**
   1. Change ‘BU’ to: ‘Category’
2. **Sales Analysis Open Orders with Margin**
   1. Change ‘BU’ to: ‘Category’
3. **Sales Analysis and BPC Plan**
   1. Change ‘Segment’ to: ‘Customer Segment’
   2. Change ‘BPC BU’ to: ‘BPC Category’
   3. Change ‘BU’ to: ‘Category’
   4. Add:‘Silhouette’
   5. Add: ‘Collection’
   6. Add: ‘Silhouette Classification’
4. **Sales Analysis Retail and Intercompany**
   1. Change ‘BU’ to: ‘Category’
5. **Sales Analysis with Service Level**
   1. Add: ‘Color’
   2. Change ‘BU’ to: ‘Category’
   3. Change ‘Class’ to: ‘Logo’
6. **Inventory Analysis - Non-Replenish**
   1. Change ‘BU’ to: ‘Category’
7. **Inventory Analysis – Stock**
   1. Change ‘BU’ to: ‘Category’
8. **Available to Promise**
   1. Change ‘AFS Collection’ to: ‘Collection’
   2. Change ‘AFS Season’ to:‘Season’
   3. Change ‘BU’ to: ‘Category’
   4. Add: ‘Color’
   5. Add: ‘Logo’
   6. Add: ‘PMS Color’
   7. Add: ‘Silhouette Classification’
9. **BPC Planned and Actual**
   1. Change ‘SILHOUETTE’ to ‘Silhouette Classification’
   2. Change ‘BPC BU’ to: ‘Category’
   3. Change ‘SALESORG’ to ‘Sales Organization’
   4. Change all fields from all caps to meet above defined standard
10. **Retail Sell Thru**
    1. Change ‘SBU’ to: ‘Category’
    2. Add: ‘Color’
    3. Add: ‘Country’
    4. Change ‘Fiscal Year’ to: ‘Year’
    5. Change ‘Fiscal Week’ to: ‘Week’
    6. Add: ‘Gender’
    7. Change ‘Posting Period’ to: ‘Period’
    8. Add: ‘PMS Color’
    9. Add: ‘State’
    10. Add: ‘Postal Code’
11. **Service Level**
    1. Change ‘Class’ to: ‘Logo’
    2. Change ‘BU’ to: ‘Category’

**Section III. Key Figures**

**Measure Naming Conventions**

* Unless it is the only word in the field name, Quantity should be replaced with the standard abbreviation Qty
* CoGS should be changed to the all capital COGS
* The word ‘Contribution’ should be replaced with ‘Margin’
  + In cases where the words are used together in a label, remove ‘Contribution’

**Data Source Conventions**

* Dimensions should be sorted and grouped as follows
  + Total
    - Revenue
    - Quantity
    - Margin
    - Margin %
    - Cost
    - Commission
    - Royalty
  + Planned
    - Revenue
    - Quantity
    - Margin
    - Margin %
    - Cost
    - Commission
    - Royalty
  + Shipped
    - Revenue
    - Quantity
    - Margin
    - Margin %
    - Cost
    - Commission
    - Royalty
  + Open
    - Revenue
    - Quantity
    - Margin
    - Margin %
    - Cost
    - Commission
    - Royalty

**Required Changes by Data Sources**

**\*Please do not include the quotes around the field names**

1. **Sales Analysis and Open Orders**
   1. Change ‘Open Quantity’ to: ‘Open Qty’
   2. Change ‘Shipped Quantity’ to: ‘Shipped Qty’
   3. Change ‘Total Quantity’ to: ‘Total Qty’
2. **Sales Analysis Open Orders with Margin** 
   1. Change ‘Open Gross Contribution’ to: ‘Open Gross Margin’
   2. Change ‘Open Quantity’ to: ‘Open Qty’
   3. Change ‘Shipped Gross Contribution’ to: ‘Shipped Gross Margin’
   4. Change ‘Shipped Quantity’ to: ‘Shipped Qty’
   5. Change ‘Total Contribution’ to: ‘Total Margin’
   6. Change ‘Total Contribution %’ to: ‘Total Margin %’
   7. Change ‘Total Gross Contribution’ to: ‘Total Gross Margin’
   8. Change ‘Total Gross Contribution % to: ‘Total Gross Margin %’
   9. Change ‘Total Quantity’ to: ‘Total Qty’
   10. Change ‘Open Contribution’ to: ‘Open Margin’
   11. Change ‘Open Contribution %’ to: ‘Open Margin %’
   12. Change ‘Shipped Contribution’ to: ‘Shipped Margin’
   13. Change ‘Shipped Contribution %’ to: ‘Shipped Margin %’
3. **Sales Analysis and BPC Plan**
   1. Change ‘Open Quantity’ to: ‘Open Qty’
   2. Change ‘Planned Quantity’ to: ‘Planned Qty’
   3. Change ‘Shipped Quantity’ to: ‘Shipped Qty’
   4. Change ‘Total Quantity’ to: ‘Total Qty’
   5. Change ‘Open Contribution’ to: ‘Open Margin’
   6. Change ‘Open Contribution %’ to: ‘Open Margin %’
   7. Change ‘Planned Contribution’ to: ‘Planned Margin’
   8. Change ‘Planned Contribution %’ to: ‘Planned Margin %’
   9. Change ‘Shipped Contribution’ to: ‘Shipped Margin’
   10. Change ‘Shipped Contribution %’ to: ‘Shipped Margin %’
   11. Change ‘Total Contribution’ to: ‘Total Margin’
   12. Change ‘Total Contribution %’ to: ‘Total Margin %’
4. **Sales Analysis Retail and Intercompany**
   1. Change ‘Open Gross Contribution’ to: ‘Open Gross Margin’
   2. Change ‘Shipped Gross Contribution’ to: ‘Shipped Gross Margin’
   3. Change ‘Total Gross Contribution’ to: ‘Total Gross Margin’
   4. Change ‘Total Gross Contribution %’ to: ‘Total Gross Margin %’
   5. Change ‘Shipped Quantity’ to: ‘Shipped Qty’
   6. Change ‘Total Quantity’ to: ‘Total Qty’
   7. Change ‘Open Contribution’ to: ‘Open Margin’
   8. Change ‘Open Contribution %’ to: ‘Open Margin %’
   9. Change ‘Shipped Contribution’ to: ‘Shipped Margin’
   10. Change ‘Shipped Contribution %;’ to: ‘Shipped Margin %’
   11. Change ‘Total Contribution’ to: ‘Total Margin’
   12. Change ‘Total Contribution %’ to: ‘Total Margin %’
5. **Sales Analysis with Service Level**
   1. Change ‘Ontime Confirmed’ to: ‘Ontime Confirmed Qty’
   2. Change ‘Ontime Ordered’ to: ‘Ontime Ordered Qty’
   3. Change ‘Shipped Quantity’ to: ‘Shipped Qty’
   4. Change ‘Shipped Contribution’ to: ‘Shipped Margin’
   5. Change ‘Shipped Contribution %’ to: ‘Shipped Margin %’
6. **Inventory Analysis – Non-Replenish**
   1. Change ‘Average Stock Quantity’ to: ‘Average Stock Qty’
   2. Change ‘No of Days in Last Period’ to: ‘Number of Days in Last Period’
   3. Change ‘Open Quantity for Current +1 Period’ to: ‘Open Qty for Current Period +1’
   4. Change ‘Open Quantity for Current +2 Period’ to: ‘Open Qty for Current Period +2’
   5. Change ‘Open Quantity for Current Period’ to: ‘Open Qty for Current Period’.
   6. Change ‘Quantity on-Hand’ to: ‘Qty on-Hand’
   7. Change ‘Quantity Sold Last Month’ to: ‘Qty Sold Last Month’
   8. Change ‘Receipts for Current +1 Period’ to: ‘Receipts for Current Period +1’
   9. Change ‘Total Usage Quantity’ to: ‘Total Usage Qty’
7. **Inventory Analysis – Stock**
   1. Change ‘New Available’ to: ‘Net Available Qty’
   2. Change ‘No of Days in Last Period’ to: ‘Number of Days in Last Period’
   3. Change ‘Quantity on Hand’ to: ‘Qty on-Hand’
   4. Change ‘Quantity Sold Last Month’ to: ‘Qty Sold Last Month’
8. **Available to Promise**
   1. Change ‘ATP Stock’ to: ‘Qty Base UOM’
   2. Change ‘ATP Stock in EA’ to: ‘Quantity’
9. **BPC Planned and Actual**
   1. Change ‘CoGS Change’ to: ‘COGS Change’
   2. Change ‘Contribution Margin Change’ to: ‘Margin Change’
   3. Change ‘Current Year Contribution Margin’ to: ‘Current Year Margin’
   4. Change ‘Current Year Royalties’ to: ‘Current Year Royalty’
   5. Change ‘Current Year Units’ to: ‘Current Year Qty’
   6. Change ‘Planned Average CoGS’ to: ‘Planned Average COGS’
   7. Change ‘Planned CoGS’ to: ‘Planned COGS’
   8. Change ‘Planned Overhead CoGS’ to ‘Planned Overhead COGS’
   9. Change ‘Net Planned Revenue’ to: ‘Net Revenue’
   10. Change ‘Planned Unit’ to: ‘Planned Revenue by Unit’
   11. Change ‘Previous Year CoGS’ to: ‘Previous Year COGS’
   12. Change ‘Previous Year Units’ to: ‘Previous Year Qty’
   13. Change ‘Planned Contribution’ to: ‘Planned Margin’
   14. Change ‘Previous Year Contribution Margin’ to: ‘Previous Year Margin’
10. **Retail Sell Thru**
    1. Change ‘Current Week Quantity’ to: ‘Current Week Qty’
    2. Change ‘Open Quantity’ to: ‘Open Qty’
    3. Change ‘Open Value’ to: ‘Open Revenue’
    4. Change ‘Push %’ to: ‘Push’
    5. Change ‘Quantity on-Hand’ to: ‘Qty on-Hand’
    6. Change ‘Sales Quantity’ to: ‘Quantity’
11. **Service Level**
    1. Remove duplicates: ‘Ontime Confirmed Qty’
    2. Remove duplicates: ‘Ontime Offered Qty’