

OPEN ORDERS					
Report Name	Grouping	Filters	Details	Key Figures	VTs
OSA100 - Open Orders by Year and Period	Sales Org - Year - Period - Customer - Order Sales Org - Year - Product Group - Period - Order Sales Org - Year - Period - Product Group - Order	Order Status (O, D, I)	Order Date	Number of Orders	N
			First Ship Date	Confirmed Quantity	
			Last Ship Date	Customer Currency	
			Cancel Date	Company Currency USD Currency	
OSA110 – Open Orders by Country and Sales Rep	Sales Org - Year - Country - Sales Rep - Customer - Order		Order Date	Number of Orders	N
			First Ship Date	Confirmed Quantity	
			Last Ship Date	Customer Currency	
			Cancel Date	Company Currency USD Currency	
OSA130 - Open Orders by Season, Collection, and Material	Season - Collection - Material - Customer Season - SBU - Season - Collection - Material - Customer Season - SBU - Season - Collection - Customer - Material SBU - Season - Collection - Material - Customer SBU - Season - Collection - Customer - Material	Grouping	Season	Material Number	N
			Collection	Number of Orders	
			Material	Confirmed Quantity	
			Customer		
			Customer Name SBU		
OSA131 - Hot Market Open Orders by Collection, Team, and Material	Season - Collection - Team- Customer - Material			Material Number	N
				Number of Orders Confirmed Quantity Total Open Value	
OSA132 – Open Orders by Season Collection Material by Month	Sales Org - Collection - Period - Material - Customer		Sales Org	Number of Orders	N
			Season Collection Material Month	Confirmed Quantity	
OSA170 - EDI-ROC ATP Exception Report	Sales Org - Customer Service Rep - Order Date - Order		PO Type		Y
			First Ship Date		
			Last Ship Date		
			Order Type		
OSA172 - Open Orders at risk of Cancel	Sales Org - Sales Rep - Period - Order			Number of Orders	N
				Confirmed Quantity	
				Company Currency	
				USD Currency	
OSA175 - Open Orders by Sales Rep and Customer	Sales Rep-Customers-Period	Fiscal Period	Sales Rep	Confirmed Qty	Y
		View PO Type Material Group	Customer	Open Value in Customer Currency	
			Sales Order	Open Value in Sales Org Currency	
			PO	Open Value in Corporate Currency	
			PO Type		
			Season		
			Payment Terms		
			Order Date		

				First Ship Date Last Ship Date Cancel Date	
OSA180 - Open Orders by Plant	Plant - Order Date - Order		Ship Week	Number of Orders Confirmed Quantity Confirmed Del Quantity Line Count	N
OSA181 - Open Orders by Plant and Customer	Plant - Customer - Order		Ship Week	Number of Orders Confirmed Quantity Confirmed Del Quantity Line Count	N
OSA350 - Open Orders for Hot Market	Sales Org - License - Season - Collection - Material - Customer Sales Org - License - Season - Team Sales Org - License - Season - Customer			Quantity Value	N
OSA900 - Open Orders by Sales Org, SBU, Sales Rep, Customer, Season and Collection	SBU - Sales Rep - Customer - Season - Collection Sales Rep - Customer - Season - Collection Season - Collection - Customer SBU - Season - Collection - Sales Rep - Customer Season - Sales Rep - Customer - Collection Season - Collection Season - Customer	Grouping	Sales Org SBU Sales Rep Customer Season Collection	Quantity Open Value in Sales Org Currency Open Value in Corporate Currency	N
OSA905 - Open Orders by Sales Org, SBU, Sales Rep, Customer, Season, Collection and Material	SBU - Sales Rep - Customer - Season - Collection - Material Sales Rep - Customer - Season - Collection - Material Season - Collection - Material - Customer SBU - Season - Collection - Material - Sales Rep - Customer Season - Sales Rep - Customer - Collection - Material	Grouping	Sales Org SBU Sales Rep Customer Season Collection Material	Quantity Company Currency Corporate Currency	N
OSA910 - Open Orders by Sales Org, SBU, Sport, License, Team and Style	SBU - Sport - License - Team - Style Sport - License - Team - Style Sport - License - Tyear - Team - Style License - Customer	Grouping	Sales Org SBU Sport License Team Style	Quantity Company Currency Corporate Currency	N
OSA915 - Open Orders by Sales Org, SBU, Sport, License, Team, Style and Material	SBU-Sport-License-Team-Style-Material Sport-License-Team-Style-Material	Grouping	Sales Org SBU Sport License Team Style Material	Quantity Company Currency Corporate Currency	N
OSA920 - Open Order by by Sales Org, Sales Manager, Style, License, Sales Rep and Account	Sales Manager-Style-License-Sales Rep-Customer	Grouping	Sales Org	Quantity	N

Sales Manager-Sales Rep-Style-License-Customer
Sales Manager-Sales Rep-Customer-Style-License

Sales Org
License
Style
Location
Environment
Channel
League

Sales Manager Company Currency
Sales Rep Corporate Currency
Style
License
Customer

SALES ANALYSIS					
Report Name	Grouping	Filters	Details	Key Figures	VTS
SA110 - Corporate Scorecard			MTD YTD	This Year MTD Last Year MTD Budget MTD Projected MTD This Year YTD Last Year YTD Budget YTD Projected YTD	
SA115 - Corporate Scorecard By Regions			MTD YTD	This Year MTD Last Year MTD Budget MTD Projected MTD This Year YTD Last Year YTD Budget YTD Projected YTD	
SA120 - Customer Scorecard	Sales Org - Period - Season	Customer		Number of Orders Confirmed Quantity Company Currency USD Currency	
SA130 - Miami Scorecard	Sales Org - Period - Season			Number of Orders Confirmed Quantity Company Currency USD Currency	
SA150 - Sales % to Goal				Last Year Goal Shipped Orders Total LY%	
SA160 - Shipped + Open by Sales Rep and Customer	Region-Sales Org-Sales Rep-Customer	Period Material Currency Conversion		Last Year Shipped Open Total LY% Total % LY	
SA170 - Shipped + Open by Region and Country	Region-Country-Sales Rep-Customer	Currency Conversion		Shipped Open Total Last Year Variance Coverage %	
SA190 - Customer Shipped Orders			SO#		

			PO# Sold to Customer ID Sold to Customer Ship to Customer Material Ship Quantity Tracking# Actual Ship Date
SA200 - Sales Analysis by Sales Org, SBU and Customer	Currency Converter Customer Name Sales Org	Region Sales Org SBU Customer	Ship Qty Ship Rev Open Qty Open Rev Combined Cost Commission Royalty Contribution Contribution % Gross % Rev/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA210 - Sales Analysis by Sales Org and Customer	Currency Converter Customer Name Sales Org Top N Customer	Region Sales Org Customer	Ship Qty Ship Rev Open Qty Open Rev Combined Cost Commission Royalty Contribution Contribution % Gross % Rev/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA215 - Sales Analysis By Sales Org, Customer Group and Customer	Currency Converter Customer Name Sales Org Customer Group	Region Sales Org Customer Group Customer Group Customer	Ship Qty Ship Rev Open Qty Open Rev Combined Cost

				Commission Royalty Contribution Contribution % Gross % Rev/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA220 - Sales Analysis by Sales Org, Country and Customer		Currency Conversion Customer Name Sales Org	Region Sales Org Country Customer	Ship Qty Ship Rev Open Qty Open Rev Combined Cost Commission Royalty Contribution Contribution % Gross % Rev/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA230 - Sales Analysis by Sales Org, License and Team	Region-Sales Org-License-Team Region-Sales Org-License-Silhouette	Currency Conversion Grouping Sales Org	Region Sales Org License Team	Ship Qty Ship Rev Open Qty Open Rev Combined Cost Commission Royalty Contribution Contribution % Gross % Rev/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA240 - Sales Analysis by Sales Org, Silhouette and Collection	Sales Org - Silhouette - Collection	Sales Org Currency Conversion	Sales Org Silhouette Collection	Quantity Revenue Cost

				Commission Royalty Contribution Contribution % Gross % Revenue/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA270 - Sales Analysis by Sales Org,Sales Rep and Customer	Sales Org - Sales Rep - Customer	Sales Org Customer Name Currency Conversion Variance	Jan - Dec 2013 2013 2012	Quantity Revenue Cost Commission Royalty Contribution Contribution % Gross % Revenue/Unit Cost/Unit Commission/Unit Royalty/Unit Contribution/Unit
SA275 - Sales Analysis By Sales Org, Country, Sales Rep and Customer	Sales Org - Country - Sales Rep - Customer		Sales Org Country Sales Rep Customer	TY Revenue TY Quantity LY Revenue LY Quantity
SA350 - Sales Analysis for Hot Market	Sales Org-License-Season-Collection-Material-Customer Sales Org-License-Season-Team Sales Org-License-Season-Customer Sales Org-License-Season-Collection-Sales Rep-Customer	Current Year Grouping Sales Org	Sales Org License Season Collection Material Customer	TY Qty LY Qty TY Revenue LY Revenue
SA900 - Sales Analysis by Sales Org, SBU, Sales Rep, Customer, Season and Collection	SBU-Sales Rep-Customer-Season-Collection Sales Rep-Customer-Season-Collection Season-Collection-Customer SBU-Season-Collection-Sales Rep-Customer Season-Sales Rep-Customer-Collection	Customer Name Collection Season Sales Org Grouping	Sales Org SBU Sales Rep Customer Season Collection	TY Quantity LY Quantity TY Sales Org Currency LY Sales Org Currency TY Corporate Currency LY Corporate Currency
SA905 - Sales Analysis by Sales Org, SBU, Sales Rep, Customer, Season, Collection and Material	SBU - Sales Rep - Customer - Season - Collection - Material Sales Rep - Customer - Season - Collection - Material Season - Collection - Material - Customer SBU - Season - Collection - Material - Sales Rep - Customer Season - Sales Rep - Customer - Collection - Material	Customer Name Season Collection Grouping	Sales Org SBU Sales Rep Customer Season Collection Material	TY Quantity LY Quantity TY Sales Org Currency LY Sales Org Currency TY Corporate Currency LY Corporate Currency

SA910 - Sales Analysis by Sales Org, SBU, Sport, License, Team and Style	SBU - Sport - License - Team - Style	License	Sales Org	TY Quantity
	Sport - Licence - Team - Style	Team	SBU	LY Quantity
	Division - Style - License - Team	Style	Sport	TY Sales Org Currency
	Division - License - Style	Grouping	License	LY Sales Org Currecny
	Style - Sales Org - License - Team		Team	TY Corporate Currency
	Sales Org - Style - License - Team		Style	LY Corporate Currecny
SA915 - Sales Analysis by Sales Org, SBU, Sport, License, Team, Style and Material	SBU - Sport - License - Team - Style - Material	License	Sales Org	TY Quantity
	Sport - License - Team - Style - Material	Team	SBU	LY Quantity
		Style	Sport	TY Sales Org Currency
		Grouping	License	LY Sales Org Currecny
			Team	TY Corporate Currency
			Style Material	LY Corporate Currecny
SA920 - Sales Analysis by Sales Org, Sales Manager, Style, License, Sales Rep	Sales Org - Sales Manager - Style - License - Sales Rep	License	Sales Org	TY Quantity
	Sales Org - Sales Manager - Sales Rep - Style - License	Team	Sales Manager	TY Company Currency
	Sales Org - Sales Manager - Sales Rep - Account - Style	Style	Style	TY Corporate Currency
			License	
			Sales Rep	
			Customer Location Environment Channel League	
SAS270 - Sales Analysis by Sales Rep			Sales Rep	TY Quantity
			Sales Org	TY Revenue
			Customer	TY Commission
				LY Quantity
				LY Revenue
				LY Commission
				TY Revenue/Unit
				TY Commission/Unit
				LY Revenue/Unit
				LY Commission/Unit

Service Level					
Report Name	Grouping	Filters	Details	Key Figures	VTS
SL100 - Sales Order Service Level by Sales Org, Customer, and Order Type	Sales Org - Order Type - Customer Sales Org - Customer - Order Type		Sales Org Customer Order Type	Ordered Quantity	
				Delivered Quantity	
				Late Quantity	
				Ordered Ontime %	
				Fill Rate %	
				Confirmed Quantity	
				Delivered Quantity	
				Ontime Quantity	
				Late Quantity	
				Confirmed Ontime %	
				First Pass Quantity	
				Fill Rate %	
				First Pass%	
SL110 - Sales Order Service Level by Sales Org, Plan, and Season	Sales Org-Plant Sales Org- Season		Sales Org Plant Season	Ordered Quantity	
				Delivered Quantity	
				Late Quantity	
				Ordered Ontime %	
				Fill Rate %	
				Confirmed Quantity	
				Delivered Quantity	
				Ontime Quantity	
				Late Quantity	
				Confirmed Ontime %	
				First Pass Quantity	
				Fill Rate %	
				First Pass%	
SL130 - Service Level by Sales Org, License and Team			Sales Org License Team	Ordered Quantity	
				Delivered Quantity	
				Late Quantity	
				Ordered Ontime %	
				Fill Rate %	
				Confirmed Quantity	
				Delivered Quantity	
				Ontime Quantity	
				Late Quantity	

		Confirmed Ontime %
		First Pass Quantity
		Fill Rate %
		First Pass%
SL140 - Service Level by Sales Org, Season, and Collection	Sales Org	Ordered Quantity
	Season	Delivered Quantity
	Collection	Late Quantity
		Ordered Ontime %
		Fill Rate %
		Confirmed Quantity
		Delivered Quantity
		Ontime Quantity
		Late Quantity
		Confirmed Ontime %
		First Pass Quantity
		Fill Rate %
		First Pass%

Shipped Orders					
Report Name	Grouping	Filters	Details	Key Figures	VTS
SH100 Shipped Orders by Sales Rep and (Sales Rep-Customer-Month-Sales Order Sales Rep-Customer-Month-Purchase Order Sales Rep-Ship Date-Customer-Sales Order		Sales Rep Ship Date Customer Sales Order Delivery PO Tracking Carrier Requested Date Actual Date	Quantities	
SH250 - Hot Market Cap Machine And Heat Seal			Collection Oder Status Requested Date Scheduled Date Cancel Date	Confirmed Quantity Shipped Auantity Open Order Quantity Rejected Quantity Returned Quantity	
SH251 - Hot Market Shipped Report			Season Goods Movement Date Sales Order PO Material Plant	Shipped Quantity	