Retek® Data Warehouse 10.0

User Guide

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When contacting Customer Support, please provide:

- Product version and program/module name.
- Functional and technical description of the problem (include business impact).
- Detailed step by step instructions to recreate.
- Exact error message received.
- Screen shots of each step you take.

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Chapter 1 – Introduction

Overview

Welcome to the Retek Data Warehouse (RDW). This user guide serves as a customer reference to RDW by explaining what kinds of transformations and collations the data goes through before it is displayed on a report. It provides valuable information about RDW, such as overviews of each major functional area and topical essays to help you understand the more advanced features of the Retek Data Warehouse.

Additional resources

For more information on RDW, refer to the following sources of information:

- RDW online help
- RDW Operations Guide
- RDW Data Model
- RDW Release Notes
- RDW Installation Guides

What is RDW and data warehousing?

A data warehouse is a physical place, a database, where you can place data from a transactional system, such as Retek Merchandising System (RMS), for the purpose of querying that data. In order to work with RDW, you start by populating it with existing data from source systems such as RMS, Retek Sales Audit (ReSA), or Retek Predictive Planning (RPP). RDW uses very sophisticated techniques to populate the data warehouse. Explained in greater detail throughout this guide, these techniques include batch programs (usually called 'modules' here) that extract data from source systems like RMS and then load them into the warehouse. Techniques used to load data into the warehouse vary depending upon whether the data are 'facts' or 'attributes'.

Understanding the differences between fact and hierarchy data depends first upon understanding data processing in a data warehouse. RDW uses an online analytical processing (OLAP) application that serves as an interface with your data, giving it meaning through pre-designed and custom queries. The data warehouse itself supports these queries by structuring data in a useful schema. At the center of this schema are fact data. Facts are the transactions that occur in your data warehouse's source systems (RMS, for example). You might want to look at sales transaction facts, inventory stock count facts at stores or warehouses, or inventory movement facts.

Facts have no meaning by themselves because they are usually numeric values, for example: 6 sales at a store, 15 items left at a warehouse, or 300 items transferred. What gives fact data true meaning in the schema are the hierarchies in which facts exist. In other words, 6 sales on Wednesday at store B, or 15 dishwashers in stock last Monday at the Chicago warehouse, or 300 blouses transferred during the last week in February from the St. Louis warehouse to the Denver warehouse. Hierarchy data, therefore, exist in the data warehouse to serve as reference data to facts.

RDW contains greater quantities of fact data than it does attribute or hierarchy data. Besides being more abundant than attributes, facts change constantly as new data enters the database. Attribute data, on the other hand, changes much less frequently. New stores are added much less frequently than new sales transactions (fact data). Because of the different natures of fact and attribute data, RDW employs vastly different techniques to load and manipulate the two kinds of data.

Fact data is voluminous, and for that reason it is critical that facts are loaded as rapidly as possible into RDW from the source system. For most RDW customers, the source system with the largest volume of data is RMS. As Retek products, RDW and RMS are tightly integrated. In fact, some 20 RDW batch modules reside within RMS's batch schedule. Called the data warehouse interface (DWI), these RDW batch modules extract fact data directly from RMS tables by first writing them to flat (text based) files. Then, the applicable batch module starts an Oracle process called SQL*Load that loads the flat file data into RDW atomic-level tables. The atomic level is the lowest level of data existence within the data warehouse; in essence it is little more than raw data. In order to give it more meaning to the OLAP application, fact data is then aggregated.

Additional RDW batch modules move atomic-level fact data to higher levels through the process called aggregation. Like the structure of the data warehouse in general, aggregation batch modules are carefully designed to move data to tables according to the ways that the business requests data from the OLAP application.

Attribute data, on the other hand, enter RDW by way of different processes. Because attribute data is added or modified much less frequently than fact data and because the volume of data is so much smaller than fact data, it does not need to load into RDW as rapidly. In the same way that RDW depends upon its integration with RMS for the extraction of facts, RDW depends upon its integration with RMS for attribute data. RMS attribute tables (store, item, supplier, and so on) contain 'triggers'. Whenever a change is made to the RMS table (for example, a new store is inserted into that table), the event triggers the writing of that change to a modification table. Later when the RDW batch schedule runs, a batch module that is specifically designed for the task extracts the new data from the modification table and loads it into the appropriate RDW attribute table.

These processes provide an overview of how RDW functions. RDW's purpose is to act as a repository for your company's transactional data that can be viewed quickly, efficiently, and meaningfully. The remainder of this guide describes how RDW succeeds in achieving its purpose.

Principles of data warehousing

A data warehouse is an intelligent picture of a company's transactional data, optimized and structured in such a way as to facilitate business analysis. In order to transform raw data into meaningful information and provide reporting to business users in the least amount of time, with minimal cost and with all reporting requirements supported, the data warehouse must perform adequately and also provide reporting flexibility. In RDW, the use of reports, templates, filters, and metrics provides decision support capabilities by providing you with information to make meaningful business decisions, the ability to slice and dice data, and the ability to identify patterns and trends.

Attributes and attribute elements

An attribute is a data level defined by the system architect and associated with one or more columns in a database table. Attributes represent levels of aggregation and can be used for filtering and report construction. Hierarchies typically have one or more attributes. Attributes include things like Region, Order, Customer, Age, Item, City, and Year. They provide a handle for aggregation and filtering.

An attribute element is a specific instance of an attribute. Examples of attribute elements include location information, such as the locations Minneapolis, New York, and Baltimore; and item information, such as the Items 1, 2, and 3.

Hierarchies

A hierarchy is a collection of related attributes organized into a hierarchical structure. Business measurements such as Sales do not exist in isolation, but rather in the context of attributes such as Product, Organization, and Time, which define what type of Sales data is available. When considering a metric such as Sales, it is important to consider what data is available. Does Sales information exist for each of my products? Does Sales data exist for each of the countries, regions, and states? Does Sales data exist for the previous five years?

Facts

Facts are columns in the database, typically numeric and additive in nature, that hold measurable information. They are usually used to calculate or measure how well a business is doing. Facts are usually found at the lowest level of a hierarchy and at various intersections between attributes in multiple hierarchies. For example: sales facts are held at the item, location, day level; or at the subclass, location, week level. Various functions, such as sum, average, count, and so on, can be used to manipulate or transform facts. The use of these operators forms the basis for metric definitions. Examples of facts include Sales or Stock on Hand. Facts are the focus of the questions you ask.

Data sources

Retek Data Warehouse can accept data from a variety of sources. These sources include:

- Retek Merchandising System (RMS)
  - Dimension data
  - Fact data
  - Triggers
- Retek Sales Audit (ReSA)
- Retek TopPlan
- Retek Customer Order Management (RCOM)
- Client-supplied data:
  - Customer account dimension
  - Customer geographic dimension
  - Customer and product cluster dimensions
  - Plan Season dimension
  - Market data facts and dimensions
  - Space allocation facts
  - Store traffic facts
  - Loaded at installation: Voucher age dimension and Time like for like transformations

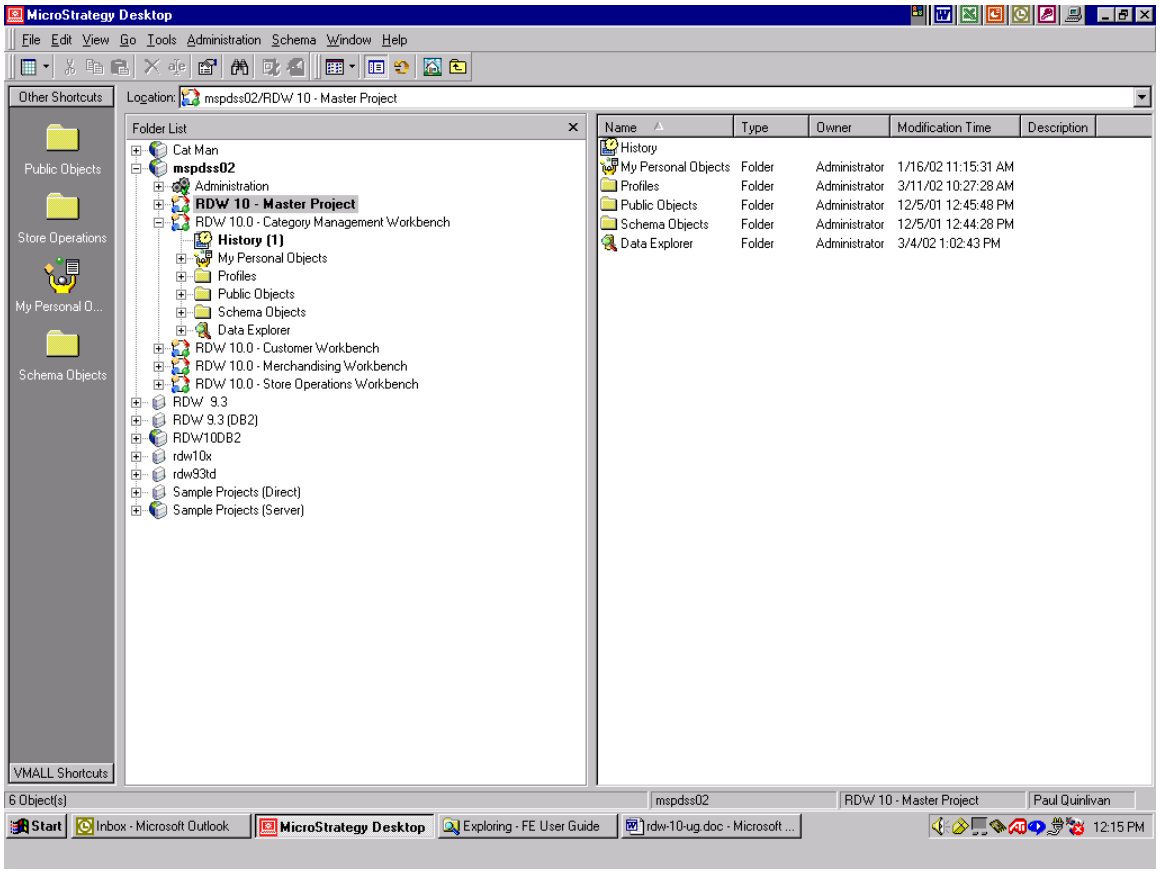
See the RDW 10.0 Operations Guide for more information on RDW's data sources.

Interfaces and users

Power users (Desktop)

Power users access RDW through MicroStrategy Desktop. Desktop is the report development environment. Power users can:

- Create / save reports
- Create metrics
- Create filters
- Create templates
- Set system defaults and controls
- Manage Web content
- Drill up, down, or in other directions
- Export reports to Word, Excel, PowerPoint, or Access

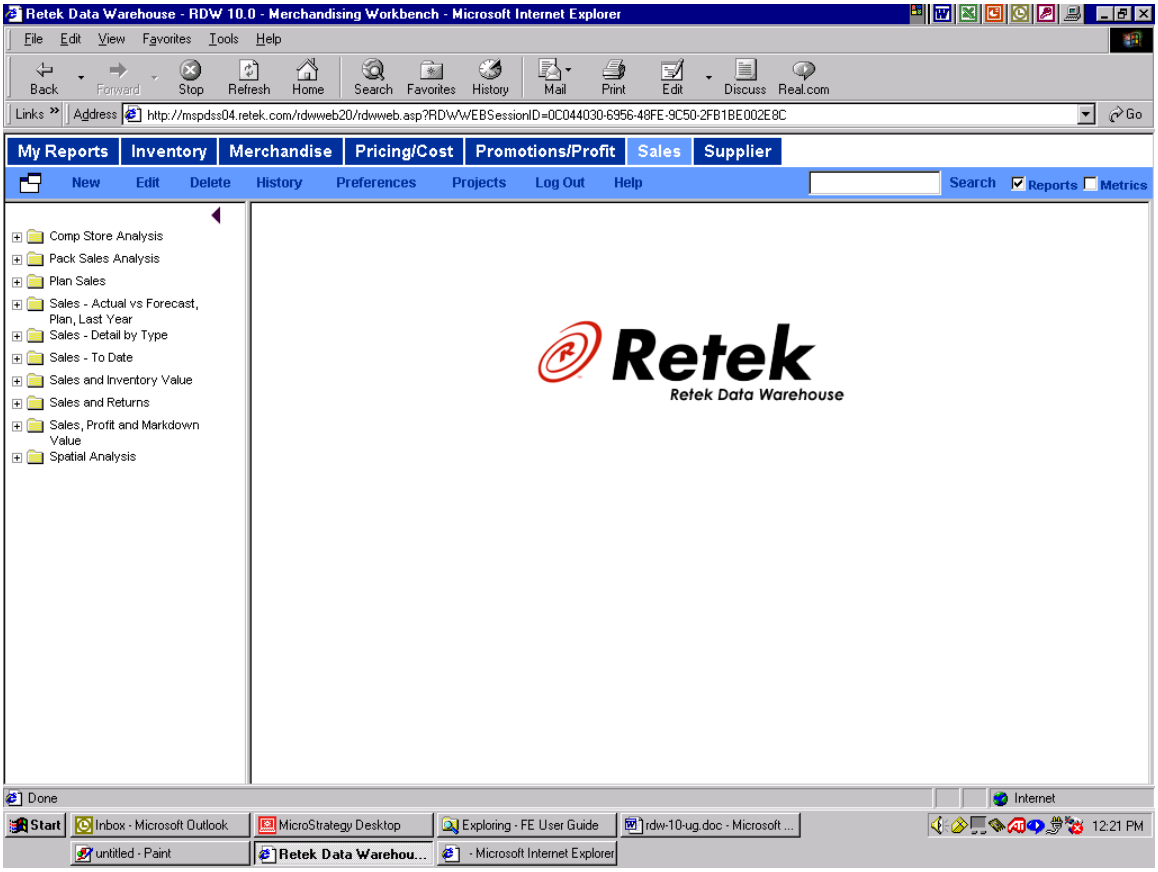


RDW as accessed through MicroStrategy Desktop

Interactive users (RDW Web)

Interactive users access RDW through RDW Web, using a Web browser. RDW Web is the primary interface for data delivery. Interactive users can:

- Create / save reports
- Create templates
- Drill up, down, within, across
- Export reports to Excel



RDW as accessed through RDW Web

RDW Web also adds extended functionality and a Retek look and feel to client desktops while leveraging the reporting capabilities of MicroStrategy Web. The extended functionality includes the following:

- Reports and folders are grouped across tabs for easier navigation through the project.
- User-owned folders all appear on a single tab.
- A search engine searches report and metric names for key words.
- Report groups allow users to run and display multiple reports at one time.
- Users can be allowed to customize report groups to reflect their specific needs.
- Reports, report groups, search results, and the history list can be placed in a new browser window for ease of use when it is necessary to reference more than one thing at a time.

Report group overview

One of the additional functions included in RDW Web is the report group. A report group is a group of two or more reports that you can choose to run together on one page in the RDW Web interface. A report group can be run on demand, or automatically upon login to the project. The advantage to using report groups is that a user can display a set of reports that are related, or needed frequently on the RDW Web main page.

Your administrator must configure your RDW Web project to use report groups in order for you to have access to them. The administrator may also give you access to create your own report groups. The report groups are located on the My Folders tab in a folder labeled “Report Groups”. All report groups that are created by the administrator, or system user, are available to all end users of the RDW Web project. Report groups are not included in search results or in the history list.

Note: Only non-prompted reports can be included in report groups. Report groups can contain reports that are either owned by the user, or by the system user. Prompted reports are not included in report groups because the reports are run automatically and cannot take the input for the prompt selections.

A note about performance considerations

Category managers may want to run reports that access RDW transaction-level data. RDW is modeled to support analysis in these areas. However, the volume and retention of transaction-level data has an impact on front-end performance. The higher the volume of transaction data, the more significant this impact is. In other words, accessing transaction-level (atomic) data takes more time than accessing data from a cache.

Prompt filters and response time

RDW reports contain Prompt filters from which you select your filtering criteria.

For reports that access data at a detailed level, apply more stringent filtering criteria to enhance query performance. If you do not select adequate Prompt filter criteria, the server could time out, or the number of rows returned could exceed the maximum.

Reports that possibly take more processing power and time are reports that include the following information:

- Competitor pricing
- Pricing cost
- Space allocation
- Item level reports

Security considerations

Within RDW 10.0 using MicroStrategy 7, you can create and maintain comprehensive security profiles required by e-business applications. Access to application functionality, all business intelligence objects, and database rows and columns are controlled with MicroStrategy security privileges, roles, access control lists, and data filters.

RDW 10.0 uses a very different security system to secure the access to the workbenches than did previous versions of RDW. In previous versions of RDW, security was implemented solely by leveraging the security system of the database servers that held the RDW workbenches. The security was implemented at only the database layer.

RDW 10.0 has another layer of security: The application layer. RDW 10.0 takes advantage of the additional layer of security that the MicroStrategy 7 platform provides. MicroStrategy 7 platform security has very robust and comprehensive security features that allow an administrator to control security privileges granted to individual users, as well as the security permissions on individual objects.

In previous versions of RDW, the user had a separate login for the separate workbenches. In RDW 10.0, the user has one login for all the different workbenches. Once users log in, they are given access to all of the workbenches for which they have privileges.

Roles and privileges

Within a particular workbench, each user is assigned a “role”. Each role is associated with a certain set of privileges within the workbench.

By default there are five types of roles: Administrator, Architect, Report Designer, Power User, and User. The following list illustrates the different privileges these roles have.

- User: has the privilege to execute reports that have been created and made available in the workbench.
- Power User: in addition to executing reports, is able to create reports, templates, and filters for his or her own private usage.
- Report Designer: has the privilege to design reports, templates, filters, and other reporting objects for public usage.
- Architect: has the privileges of a Report Designer plus the ability to create/modify schema level objects such as facts, attributes, hierarchies, and so on.
- Administrator: has the privileges of the Report Designer, plus the privilege to manage and administer all the workbenches, including the ability to change security permissions on other users and change server settings.

Besides these five roles, there are two other Roles: Web User and Web Administrator.

The same user may have one role in one workbench, but a different role in another workbench. For example, a particular end-user can be a User in one workbench but a Report Designer in another workbench.

An end-user with the Administrator role can change any security setting.

Object permissions

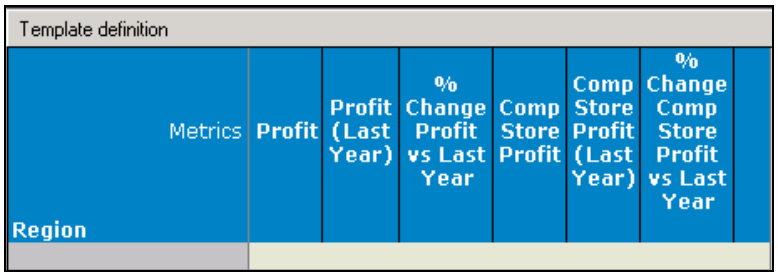
In addition to managing security through roles, MicroStrategy 7 platform also allows administration of permissions on individual objects and folders. The owner of an object (who is generally the creator of that object) can decide what sort of permissions on the object he or she wants to give to other users. The different types of permissions allowed on an object are read, use, browse, edit, and delete. By default, all RDW objects utilize the default permissions on all the objects. This setting allows everyone to read, use, and browse the objects, but only the owner retains the permission to edit and delete.

Chapter 2 – Report components and concepts

Overview

A report is a combination of a *template* and a *filter*. The template and filter that constitute a report can be either defined and saved as separate independent objects, or defined within the report itself. If their definitions are defined within the report itself, they are referred to as a *local template* and *local filter*. The filter and the template components of a report supply all of the information that MicroStrategy Intelligence Server needs to construct and execute a query and return a formatted report to the user.

The template specifies the columns and rows for the data and provides structure for the report. In the template shown below, the row contains an attribute from the Organization *hierarchy* and several business measurements referred to as *metrics*. A report that makes use of this template returns information about the profit and other related measures for one or more regions.



Template

If you are familiar with SQL queries, note that a template provides the information needed for the SELECT and GROUP BY clauses in an SQL statement. Additionally, the template also contains specifications for the display of the report such as column width, font, color, and many other display settings.

While a template provides the display structure of a report, a filter limits or constrains the information that in the report. For example, a regional manager might wish to see a report that contains data for only the stores in his region. Or, a category or department manager may want to see only the items in the category that she manages.

Filters allow a user to retrieve only the information that is needed, while eliminating data that is not required. In SQL terms, the filter supplies the information required to formulate the WHERE (and HAVING) clauses of an SQL statement. Given the huge volume of data in RDW, unfiltered reporting would seriously degrade performance in the data warehouse and can return unmanageable amounts of data. Thus, all pre-defined reports that come with RDW have filters in them. These reports require a user to filter the report at least by time hierarchy, and also give an option to filter by other hierarchies if applicable.

There are two types of filters: static filters and prompted filters. Static filters specify the constraints without user input. Prompted filters allow the user to specify the filter criteria at report run-time. The pre-defined reports in RDW make use of both types of these filters. The usage of prompted filters is very extensive. Almost all reports prompt the user to provide filtering criteria for the time, product, organization, and other hierarchies as appropriate. Of these, generally, specification of the time hierarchy filtering criteria is required, and the other hierarchies are optional. Filter types are explained in detail later in this chapter.

As mentioned above, a template and a filter are combined to create a report. The following report shows the above template being used with the filtering criteria: Year=2003 and Chain=RDW Chain 2.

Filter Details:
Year = 2003
AND
Chain = RDW Chain 2:1005:2

Metrics / Region	Profit	Profit (Last Year)	% Change Profit vs Last Year	Comp Store Profit	Comp Store Profit (Last Year)	% Change Comp Store Profit vs Last Year
Total	171,738	248,344	(30.85%)	0	0	NA
RDW Northwest 51 1017	54,631	71,969	(24.09%)	0	0	NA
RDW Southwest 52 1018	117,108	176,375	(33.60%)	0	0	NA

Comp store sales analysis by region report

Note that the report reflects the structure that is defined by the template and the data that is constrained by the filter. The filter criteria are displayed at the top of the report. In this example, the report is limited to a particular year and a particular chain. Because the report template contains Region on the left-hand column, the data returned is still organized by region, except that it contains only regions contained in the selected chain and for the selected year.

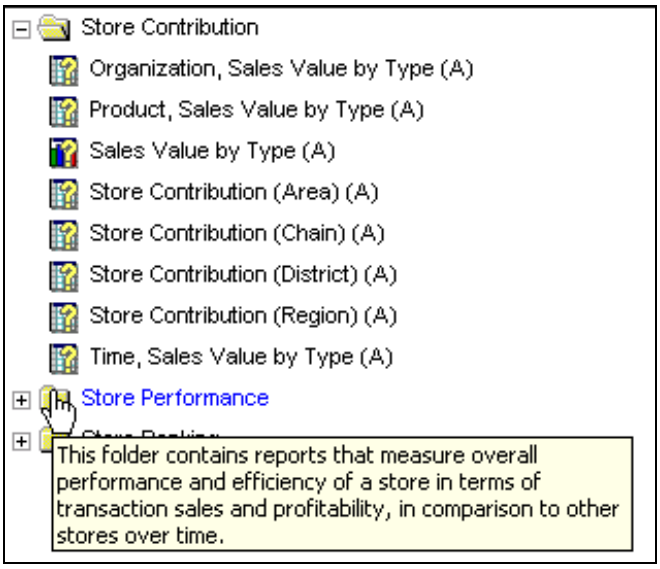
In the process of explaining the basic concept of a report in RDW, we introduced a number of technical terminologies such as templates, filters, attributes, hierarchies, and metrics. These are all different components that make up a report. Understanding the business measurements and other information displayed in a report requires a basic understanding of these components. These components are explained further in the sections that follow. However, these sections are not intended to give you a complete technical understanding of these components. For such detailed treatment, see the MicroStrategy documentation.

Folder and report naming conventions

Before proceeding with a more detailed look at the different components of a report, it would be helpful to understand how reports are organized and named in RDW. The following sections explain how reports and folders containing them are organized in RDW. It is recommended that you follow these conventions when modifying or creating reports specific to your business.

Report folder names and descriptions

Reports in the RDW are organized into folders according to business area. An expanded folder displays the reports contained in that folder. Report folders typically contain no more than 10 to 12 reports.



Example of folder and report names

You can get additional information about the contents of a folder by accessing the folder description. In MicroStrategy Desktop, you can access the folder description by right clicking on the folder name, and then selecting properties. In RDW Web, you can access the description by hovering your mouse over the folder icon as shown in the illustration above.

Report names and descriptions

Understanding the naming conventions used for reports in the RDW will help you find the information you are looking for more quickly. The name of a report contains the following information about the report:

- The display mode (grid or graph).
- The attributes and dimensions used in the report.
- The business measurements contained in the report.
- The type of filter used in the report.

The icon on the left side of the report name indicates the default display mode for the report (grid or graph). For example, in the illustration above, all reports in the Store Contribution folder except the Sales Value by Type (A) report are displayed in grid format. An icon containing a bar graph is displayed for reports that are displayed in graph mode.

The report name indicates the type of measurements contained in the report. The report name also indicates the attributes and filtering criteria used in the report. All reports in the Store Contribution folder employ a prompted filter, as indicated by the "(A)" at the end of the report name. In RDW Web, the yellow question mark symbol on the report icon also indicates that the report employs a prompted filter.

Every report also contains a description that gives more detail on the business significance of the report. As in the case of folders, you can access the description of a report in MicroStrategy Desktop by right-clicking on it and selecting Properties. In RDW Web, you can view the description by hovering the mouse over the report icon.

Templates

As mentioned above, a template is the component of a report that gives the report its display structure. These templates can be defined within the report itself (local templates) or they can be created and saved as independent objects. RDW uses independent templates to build its pre-defined reports. All pre-defined templates are contained in the Templates folder within the Public Objects folder in MicroStrategy Desktop. You cannot view templates from RDW Web.

Template names and descriptions

Templates are organized by business areas, just as reports are. In general, the template folder names and template names are identical to the corresponding report folder names and report names. Since a template can be used for more than one report, the template folder may contain fewer entries than the report folder.

Template descriptions provide additional information about the contents of the template. Typically, template descriptions provide the following information about the contents of a template:

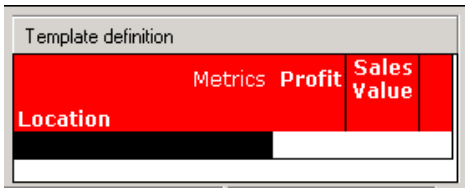
- The type of measures or metrics included on the template, such as inventory measures, sales, profits, and so on.
- The level of reporting as defined by the attributes that are included on the template.

Descriptions are accessed by right-clicking on the template name, and selecting Properties. They are accessible only in MicroStrategy Desktop, and not in RDW Web.

Understanding templates

A template generally consists of attributes (usually specified as rows) and metrics. These elements work together to give the report its organizational structure. In addition to attributes and metrics, a template may also contain hierarchies, custom groups, consolidations, or object prompts.

The following is a simple example of a template that is used in a report that displays sales value and profit by location:



Simple template

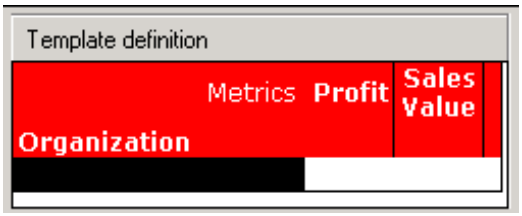
The attribute on this template is Location. When used in a report, the template displays the Sales Value and Profit measurements by Location. All numbers reflect sales and profit dollars at the location level. The data that is included or excluded is determined by the constraints in the filter, but any data selected is at location level.

Of course, there are many different ways that business users might want to view sales in a business organization. A regional manager might wish to view sales and profit figures for locations in his/her region, but a district manager would want to see the data for regions in the district. The following are possible variations on Sales Value for different users in the organization:

- Sales Value (Location)
- Sales Value (Region)
- Sales Value (District)
- Sales Value (Area)
- Sales Value (Chain)
- Sales Value (Company)

We could address this business need as follows: Create a different template for each user – the template for the regional manager would contain the location attribute, the district manager district and so on. This requires that we maintain 5 or 6 templates, one for each user.

Note the ambiguity in the sample template below. The row specifies the Organization hierarchy, rather than a specific attribute(s) in the organization dimension.



Template with ambiguous dimensionality

We cannot report on the Organization hierarchy, since it is only a collection of related attributes. When the template contains only a hierarchy, the level at which the report is to be resolved is ambiguous. The ambiguity on the template must be resolved to a specific attribute level before a query can be constructed.

When a template contains ambiguity, the MicroStrategy SQL Engine resolves the ambiguity to an attribute level in the hierarchy by examining the contents of the filter:

If the filter contains an attribute or element from the hierarchy, it is resolved to the lowest level attribute contained in the filter.

If there is no attribute from the ambiguous dimension in the filter, then it returns an error saying it could not resolve the level.

When the level of a template is ambiguous, filters can be used to force the report to any desired level in the hierarchy.

For example, if you are a district manager and you want to see data organized by regions in your district, you select those regions in the filter. The result is as follows:

Filter Details:
Region = RDW Southwest 52:1018:4 or RDW Northwest 51:1017:3

Metrics / Organization	Sales Value	Profit
RDW Northwest 51 1017	403,376	107,825
RDW Southwest 52 1018	1,023,485	258,830

Results by region

If you have different reporting needs, you should select the appropriate organizational level in the filter for the report.

Template properties

In addition to providing structure to the report, the template controls the layout and design of the report. You can use the template editor in MicroStrategy Desktop to modify or create templates. Consult the documentation for MicroStrategy Desktop for information on editing templates.

Filters

A filter specifies the conditions that data must meet to be included in the report. The following is a brief description of the filter types used in RDW. As mentioned above, in SQL terms, the filter supplies the information required to formulate the WHERE (and HAVING) clauses of a SQL statement.

Types of filters

Broadly speaking, there are two types of filters used in RDW: static filters and prompted filters.

Static filters

This type of filter contains built-in criteria that cannot be altered at report execution time. A static filter is useful when the information you want in a report is known or can be predicted at the time of constructing the report. An example of this may be a report that is designed to show sales and profit figures for the year 1998. This report would contain a static filter that specifies year to 1998.

Prompted filters

This type of filter allows you to select report criteria at report execution time. Prompting makes a report dynamic in that it is able to retrieve different data at each report execution by allowing the user to choose the filtering criteria. Prompted filtering makes a report flexible and able to serve the informational needs of multiple users. When used in conjunction with a template that has a hierarchy, prompted reports can serve the needs of many different users.

Pre-defined reports in RDW almost always use prompting. In particular, the pre-defined reports use prompt filters to allow the user to specify the filtering criteria along time, product, organization, and other attributes/hierarchies as appropriate at report execution time.

Filters, static or prompt, can be used to qualify primarily on attribute elements, metric values, or dynamic dates:

Qualify on attribute elements

A qualification on attribute elements allows a user to select attribute elements to qualify the data that is returned for a report. For example, a user may select Location = New York City; Department = Basic Jeans; Time = Week.

Qualify on metric values

A qualification on metric value constrains the data in report based on a condition such as Sales Value > 100. See below for additional information on conditional metrics.

Qualify on dynamic dates

A dynamic date is a convenient method for referencing a past or future time period. Examples of dynamic dates are Last Year, Last Week, and Season To Date. Dynamic dates use the system calendar of the computer that hosts the MicroStrategy Intelligence Server as the reference date. For example, the dynamic date “Today” will be set to the current date on the system calendar of the MicroStrategy Intelligence Server machine.

Dynamic dates can be combined with prompted filters to allow for the selection of criteria from dimensions other than time, while limiting data by date. For example, the folder named Prompts (Last Week) contains filters that allow user input at run time for attributes other than the ones in the time hierarchy, while limiting data to the previous week.

Filter names and descriptions

Filters are named based on what they are intended to qualify on. For example, the prompt filter name Time, Prod, Org (A) indicates that the user is allowed to select attribute elements from the time, product, and organizational hierarchies.

Filters are organized in folders based on what these filters are meant to qualify on: attribute elements, metrics, and dynamic dates. Since a filter can be used for more than one report, the filter folder contains fewer filters than reports and templates. Filter descriptions provide additional information about the design and intention of the filter. In MicroStrategy Desktop, right clicking on the filter name and selecting properties accesses its description. They are accessible only in MicroStrategy Desktop, and not in RDW Web.

Metrics

Metrics are performance measurements, typically numeric in nature, that provide information used for decision support and to measure business performance. They are analytical calculations performed against stored data to produce results that can then be either read as status material or analyzed for decision-making purposes, and comprise facts, functions, and other metrics.

Metrics are typically displayed on a template that specifies what data you want to view on a report. Metrics can also be used within filters to constrain on the data displayed on a report. In addition to metrics that are placed on reports (templates and filters), the Metrics folder also contains “system metrics” which are never displayed on a report or used for business analysis. However, they are used as building blocks to develop other more complex metrics.

Depending on what you intend to measure and how complex the measurement is, metrics can be very complex. However, a metric is built essentially by using one or more of the following components:

- Formula (Aggregation)
- Level (Dimensionality)
- Condition
- Transformation

The formula defines the SQL aggregation and mathematical formula that are to be used against existing facts and metrics to build this particular metric. An example of a formula may be Sum([F_TRAN_QTY]). The formula of a metric can be stored as a separate re-usable object in MicroStrategy called the *Base Formula* or it can be embedded in the metric itself. All pre-defined RDW metrics have a corresponding base formula where the formula for the metric is defined and saved.

The level specifies the aggregation level for the formula. For example, if you want to see Sales Unit at month level, the level for the formula above can be specified as “Month” attribute. A metric that has a level other than the default level specified by the template of the report is also referred to as a *dimensional (level) metric*. Dimensional metrics are usually created to create more complex metrics such as percent contribution and variances.

The condition of a metric specifies any specific filtering criteria you may want to implement at the metric level. Conditions can be assigned to metrics when you want to limit the results based on some condition. A metric condition plays the same role in a metric that a filter plays in a report. It limits the data that is retrieved from the database based on the specified selection criteria. Conditionality only impacts the value returned by the metric it is associated with: it does not impact all the metrics on a given report. This is unlike a filter, which impacts the value returned by all metrics on a particular report. A metric that has its own condition is also referred to as a *conditional metric*.

The transformation is specified if you want to "transform" a metric to a different level. For example, if you want to see Sales Unit for last year, you can apply the "Last Year" transformation. A metric that has a transformation applied to it is referred to as a *transformation metric*.

Besides using these basic components to build a metric, you can also create a metric using other existing metrics. If a metric is built using the basic components, it is generally referred to as a *simple metric*. A metric built using other existing metrics is referred to as a *compound metric*.

The details of how and which components are to be used to build a given metric is beyond the scope of this document, and you should refer to MicroStrategy documentation for a more technical treatment of these components.

Metric names and descriptions

There are a large number of metrics available in RDW. Hence, it is important to organize metric folders in a logical manner. Creating specific sub-categories or folders ensures that there are a manageable number of metrics in each folder and that metrics can be easily located. For example, Sales metrics can be organized into various folders such as Sales Value (Variance), Sales Value (Actual), Sales Value (Plan), and so on.

In RDW, the pre-defined metrics are located in the Metrics folder inside the Public Objects folder. Metric folder descriptions are comprehensive and provide summary information on the various types of metrics included as well as the level and nature of information provided. In addition, the descriptions indicate how and where the metrics are used, that is, the functional area of the measurement. Like any other folder in MicroStrategy Desktop, you can access the description of a metric folder by right clicking on the folder and selecting Properties. RDW Web does not display the metric folder.

Each individual metric also has its own description. Metric descriptions provide basic information about the purpose and function of a particular measure.

Metric descriptions include as much of the following as possible:

- Metric type, such as count, system metric, and so on.
- Functional area, such as net cost.
- Metric definition or functional description, for example, base cost is defined as the initial cost before any discounts are applied.
- Constraints, for example, net profit data is only available by primary supplier.

In MicroStrategy Desktop, you can access metric definitions by right clicking on the metric name and selecting Properties. In RDW Web, you can access the metric description on a report by hovering your mouse over the small star symbol that appears next to the metric name on the report.

System metrics

Besides the regular metrics that are used in pre-defined reports, RDW also contains what are termed as “system metrics”. These system metrics are objects that are required by a variety of base metrics in order for them to perform certain types of analysis. They only exist for this reason and on their own, add no business value, therefore they are never placed directly upon a template. Such metrics are segregated from other metrics by being placed in an appropriately defined metric folder.

Attributes and hierarchies

Hierarchies

Hierarchies are logical groupings of attributes with a common relationship. Time, Product, and Organization are the three most common hierarchies found in a data warehouse. Hierarchies and their component attributes qualify calculations at various levels. Facts are usually found at the lowest level of each hierarchy.

Hierarchies are usually not explicitly stated in the data warehouse. They are conceptual representations or key segments along which a business is organized. Hierarchies and attributes are used in the front-end for reporting purposes and business analysis. For example, they are displayed on templates, used in filters, used to specify metric level, and used for drilling.

Use of level attributes

Level attributes are used in both templates and filters. In templates they are used to reference or aggregate data. For example, a measurement such as sales or profit is aggregated to location level, or division level. Attributes are also used in filtering. For example, attributes are used to limit the contents of a report by location year.

Attributes

Attributes are the components of a hierarchy. A hierarchy can have one or more attributes. And similarly, an attribute can belong to multiple hierarchies. Attributes represent levels of aggregation and can be used for filtering or construction. They typically refer to the physical columns or keys in the data warehouse. Each attribute may have one or more components, known as attribute elements. For example, the attribute Month has a number of attribute elements, including January, February, and so on.

Attribute descriptions

Attribute descriptions provide a brief functional overview of the specific attribute, attribute type, the position within the hierarchy and overall data model and its use. Attribute descriptions include the following:

- Name of attribute, for example, *location*
- Functional description, for example, the *location attribute* represents a level of aggregation
- Reporting capacity, for example, how the attribute is being used for reporting in the front end

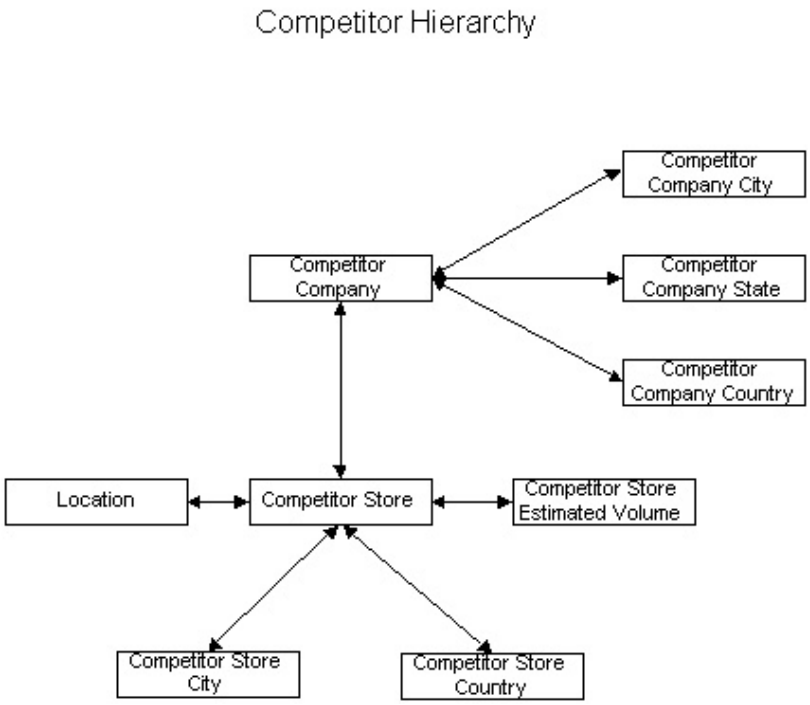
Chapter 3 – RDW hierarchies

Competitor

This hierarchy contains information on competitors.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the competitor hierarchy.



Competitor drillable hierarchy

Attributes

The following table lists and describes the attributes that are part of the competitor hierarchy.

Attribute	Description
Competitor Company	Competitor company is the highest attribute within the competitor hierarchy. A competitor company will consist of one or more competitor stores.
Competitor Company City	Competitor company city is an attribute of competitor company. This attribute represents the city in which the competitor company is located.
Competitor Company Country	Competitor company county is an attribute of competitor company. This attribute represents the county in which the competitor company is located.
Competitor Company State	Competitor company state is an attribute of competitor company. This attribute represents the state in which the competitor company is located.
Competitor Store	Competitor store is the lowest attribute within the competitor hierarchy.
Competitor Store City	Competitor store city is an attribute of competitor store. This attribute represents the city in which the competitor store is located.
Competitor Store Country	Competitor store county is an attribute of competitor store. This attribute represents the county in which the competitor store is located.
Competitor Store Estimated Volume	Competitor store estimated volume is an attribute of competitor store. This attribute represents the yearly volume of the competitor store.

Currency code

This hierarchy contains information pertaining to currency codes used for conversion to local currency.

Drillable hierarchy

The currency code hierarchy is non-drillable because it only contains one attribute for which many elements may exist.

Attribute

The following attribute is part of the currency code hierarchy:

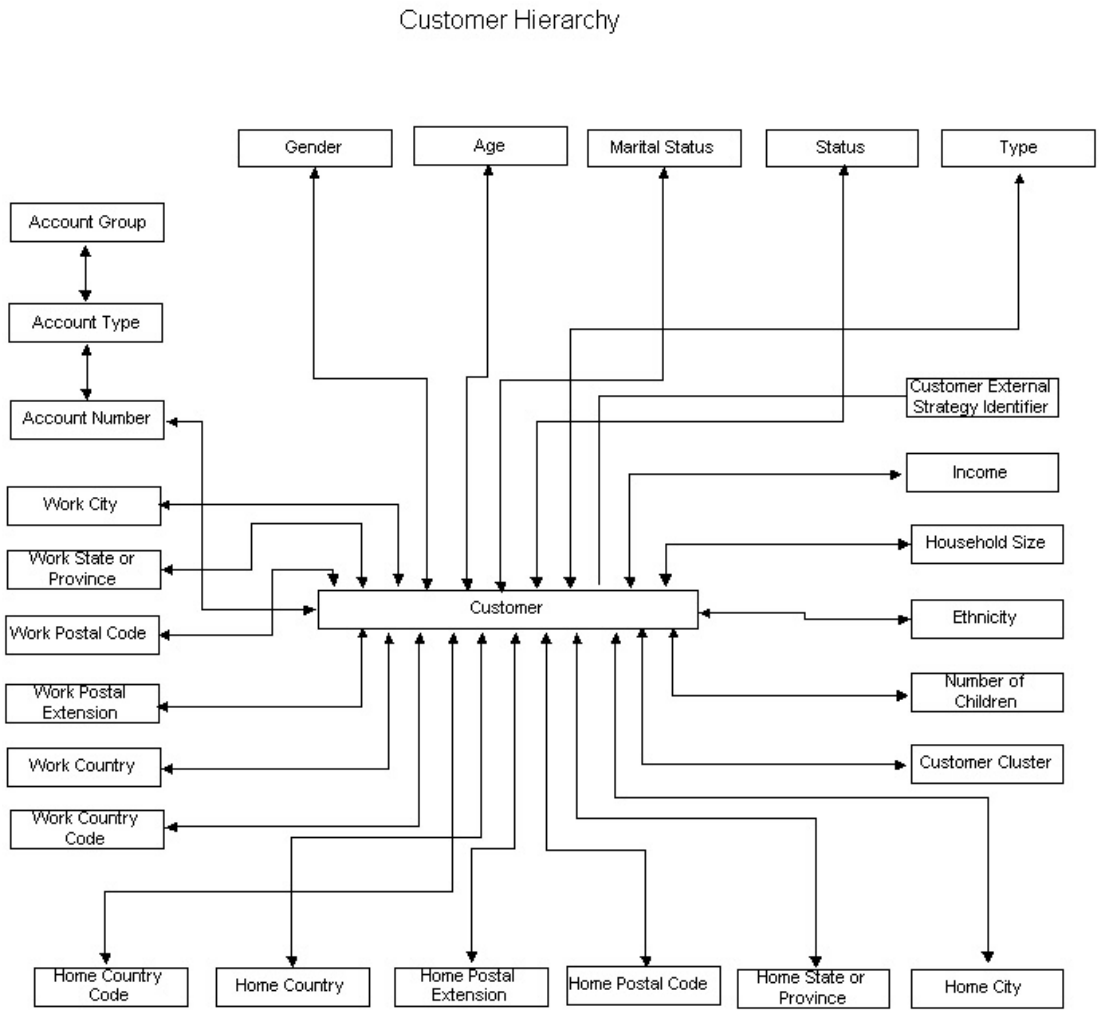
- **Currency Code:** Identifies the currencies available that can be associated with a specific location.

Customer

This hierarchy contains information on the customer.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the customer hierarchy.



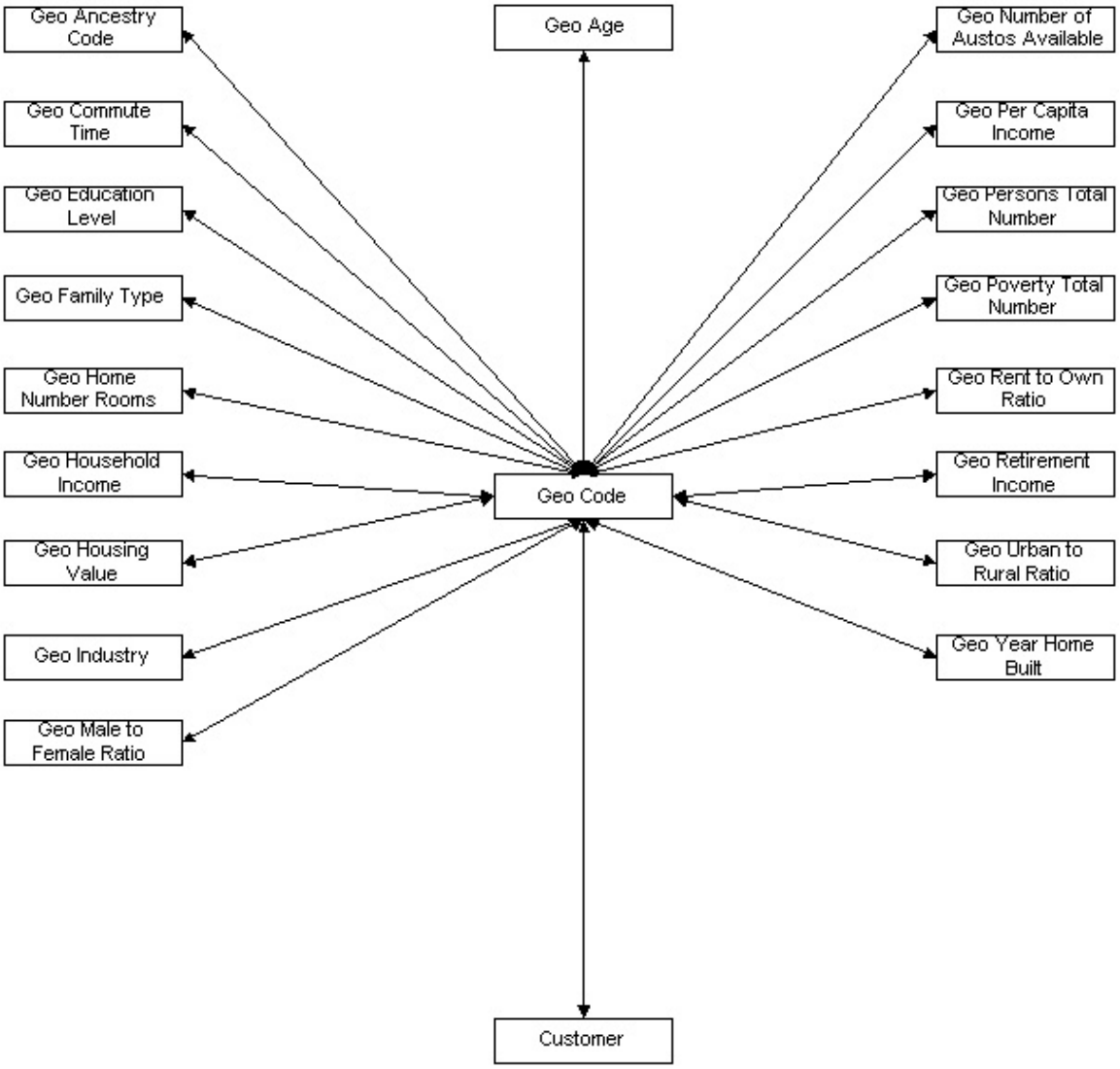
Customer drillable hierarchy

Geographic

This hierarchy contains geographic information.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the geographic hierarchy.



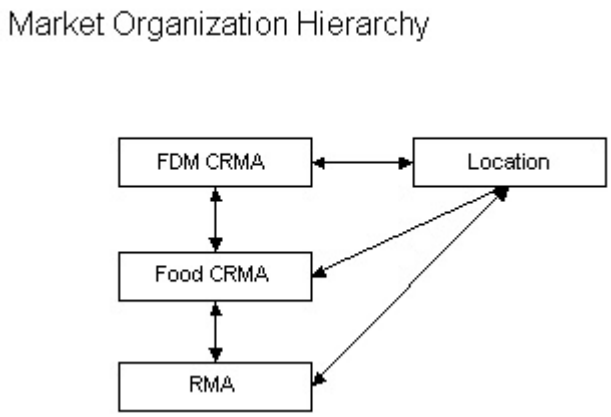
Geographic drillable hierarchy

Market organization

This hierarchy contains information on the organizational structure of the market.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the market organization hierarchy.



Market organization drillable hierarchy

Attributes

The following table lists and describes the attributes that are part of the market organization hierarchy.

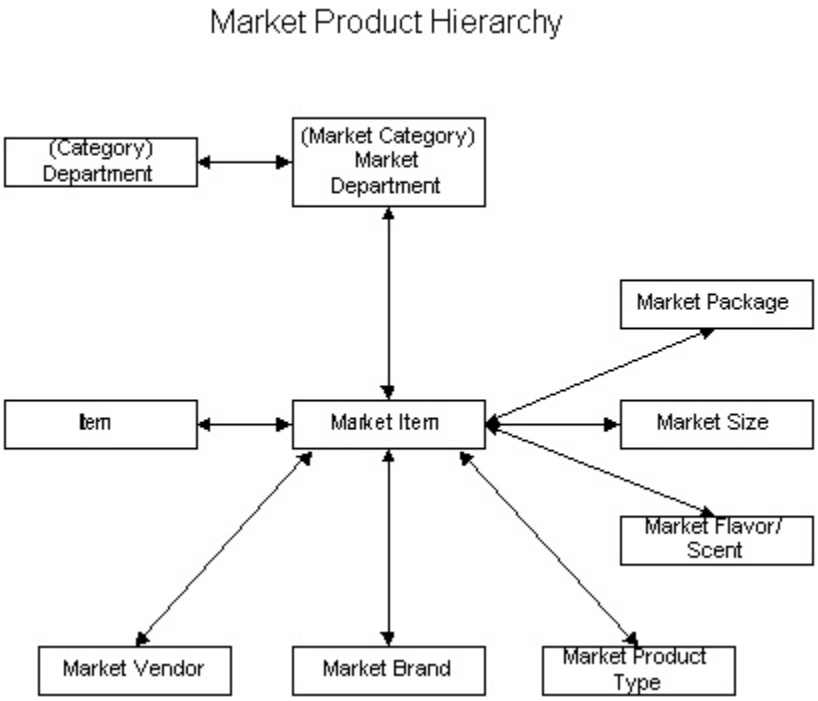
Attribute	Description
FDM CRMA	Food, Drug stores, and Mass Merchants (FDM) Competitive Regional Marketing Area (CRMA) is the highest attribute within the market organization hierarchy. FDM CRMA represents the highest geography type at which market data for a regional marketing area is being provided. Examples of RDM CRMAs include NY FDM CRMA, Maine/Vermont FDM CRMA, and so on.
Food CRMA	Food CRMA represents the second highest geography type at which market data for a regional marketing area is being provided. Examples of Food CRMAs include NY Food CRMA and Maine/Vermont Food CRMA.
RMA	Regional Marketing Area (RMA) is the lowest attribute within the market organization hierarchy. RMA represents the retailer's market data for a regional marketing area. Examples of RMAs include NY RMA and Maine/Vermont RMA.

Market product

This hierarchy contains information on the products in the market.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the market product hierarchy.



Market product drillable hierarchy

Attributes

The following table lists and describes the attributes that are part of the market product hierarchy.

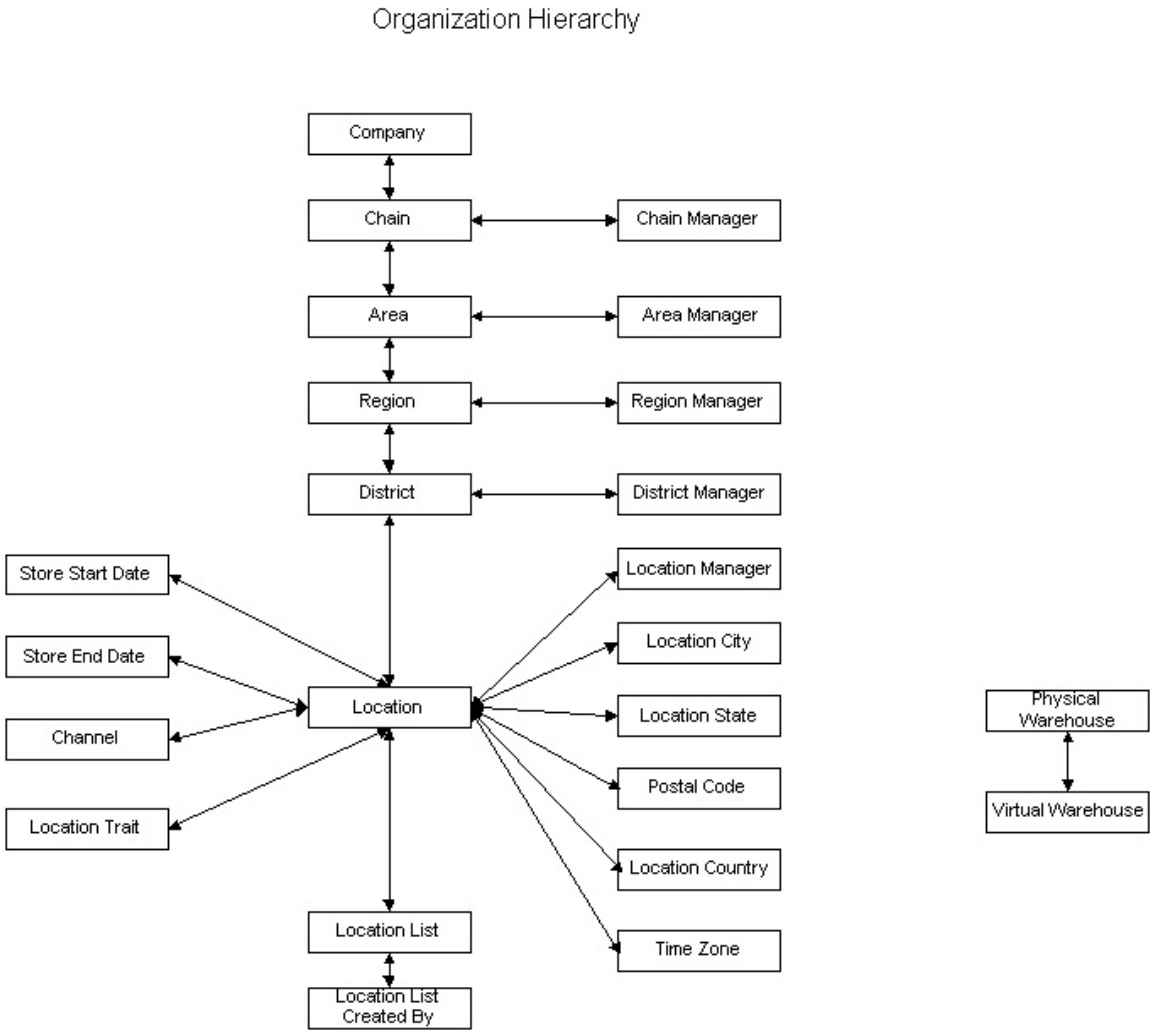
Attribute	Description
Brand	Brand is an attribute within the market product hierarchy. This attribute represents a name, term, design, symbol, or any other feature that distinguishes one seller's good or service from those of other sellers.
Flavor/Scent	Characteristic of a market item that is represented by either a flavor of a scent.
Listed Item Indicator	Identifies if the company carries the market item.
Market Category	Market category is the highest attribute within the market product hierarchy.
Market Item	Market item is the lowest attribute within the market product hierarchy.
Package	A market data attribute supplied by a syndicated data provider to represent the type of packaging a product is presented in (for example, can, glass, or box).
Product Type	A market data attribute supplied by a syndicated data provider to represent the product classification (for example, soda or cookies).
Size	A numerical value that represents the size of a market item.
Vendor	A vendor is a retailer's source for purchasing goods to be sold. Also known as "supplier".

Organization hierarchy

The structure of your company, or organization, is handled in the organizational hierarchy of RDW.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the organizational hierarchy.



Organizational drillable hierarchy

Attributes

The following table lists and describes the attributes that are part of the organizational hierarchy.

Attribute	Description
Area	Area is the 3rd highest attribute within the organization hierarchy. An area consists of one or more regions.
Area Manager	Represents the identity of the person assigned to manage a particular area.
Break Pack Indicator	Indicates whether or not the warehouse is capable of distributing less than the supplier case quantity.
Chain	Chain is the 2nd highest attribute within the organization hierarchy. A chain consists of one or more areas.
Chain Manager	Represents the identity of the person assigned to manage a particular chain.
City	City is an attribute of location. This attribute represents the city within which a store or warehouse is located.
Company (Org)	Company is the highest attribute within the organization hierarchy. A company consists of one or more chains.
Default Warehouse	Default warehouse is an attribute of the organization hierarchy. This attribute consists of the primary warehouse that serves a store.
District	District is the 5th highest attribute within the organization hierarchy. A district consists of one or more locations.
District Manager	Represents the identity of the person assigned to manage a particular district.
Location	Location is the lowest attribute within the organization hierarchy. Identifies a warehouse or store within the company.
Location Country	Identifies the country in which the store or warehouse is located.
Location Format	Indicates the type of format of the location. Only valid for store locations.
Location List	The location list identifies a group of pre-defined locations.
Location List Created by	This identifies the user who created the location list. A user may have one or more location lists.
Location Manager	Represents the identity of the person assigned to manage a particular location.
Location Trait	The location trait's unique identifier. Only store locations can have valid entries for this attribute.

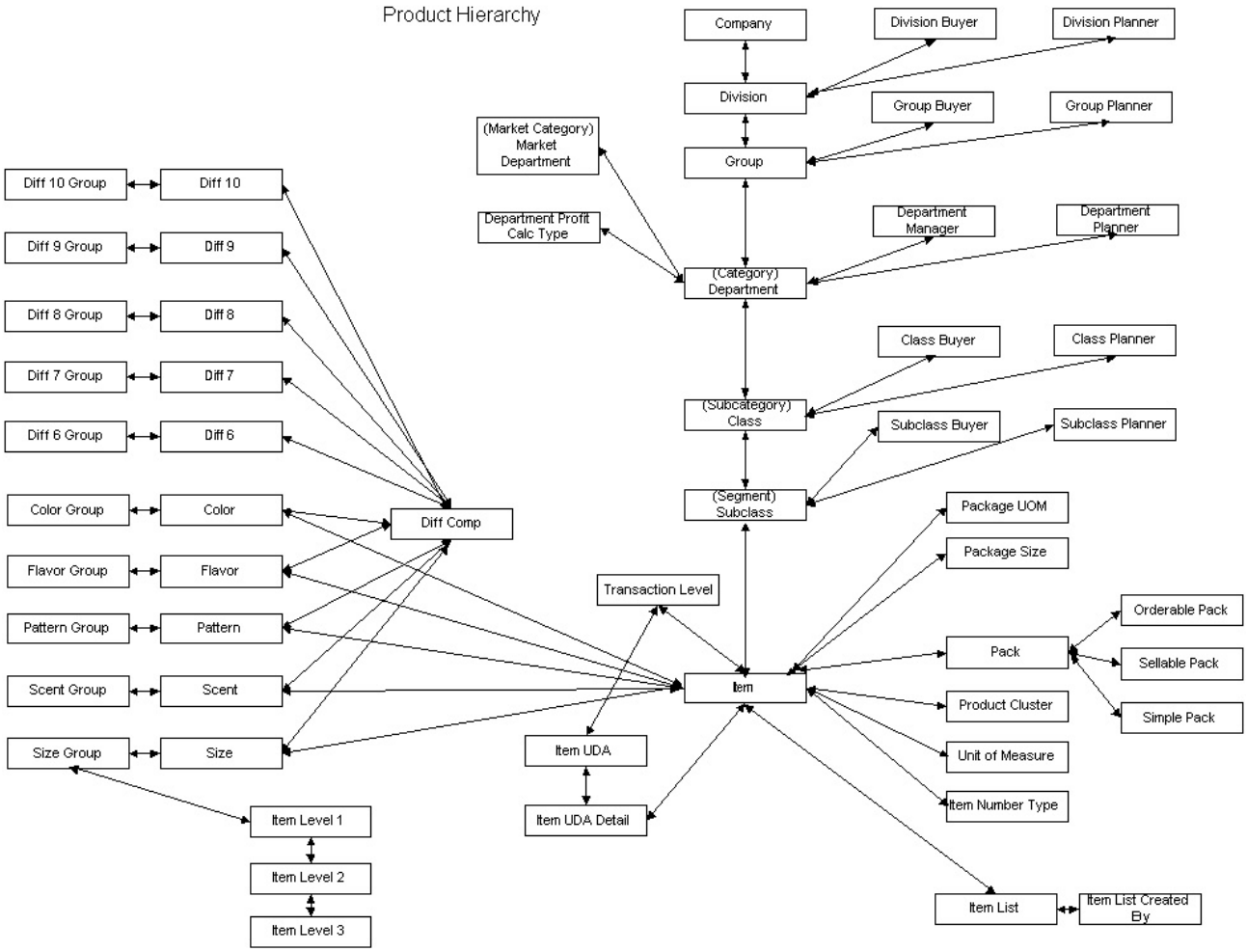
Attribute	Description
Location Type	Indicates whether the location is a store or warehouse.
Postal Code	Identifies the postal code to which the store or warehouse belongs.
Promotion Zone	Identifies the promotion zone to which the store or warehouse belongs.
Region	Region is the 4th highest attribute within the organization hierarchy. A region consists of one or more districts.
Region Manager	Represents the identity of the person assigned to manage a particular region.
Remodel Date	Identifies the date on which the location was remodeled.
Selling Square Feet	Numerical value that represents the selling floor space of a location.
State	Identifies the state in which the store or warehouse is located.
Store Age	Uniquely identifies an age as either “comparative” or “new”. If a store is less than one year old, its age will be classified as “new”; otherwise, it will be “comparative”.
Store End Dt	Identifies the date on which a location was closed.
Store Start Dt	Identifies the date on which a location was opened.
Time Zone	Identifies the time zone in which the store or warehouse is located.
Total Square Feet	Numerical value that represents the total square feet at a location.
Transfer Zone	Identifies the transfer zone to which the store or warehouse belongs.
UPS District	Identifies the UPS district in which the store or warehouse is located.
VAT Indicator	Indicates whether or not Value Added Tax (VAT) has been attributed to the item.
VAT Region	Indicates the associated Value Added Tax (VAT) region for the location and is used to identify the amount of VAT to apply for this location.

Product hierarchy

This section provides an overview of how changes in each of the functional areas in the DWI interface (indirectly from RMS) are handled by RDW batch modules. This hierarchy contains information on the products in the company.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the product hierarchy.



Product drillable hierarchy

Attributes

The following table lists and describes the attributes that are part of the product hierarchy.

Attribute	Description
Category	Category is the 4th highest attribute within the Product hierarchy. A category consists of one or more subcategories.
Category Manager	Represents the identity of the person assigned to manage a particular product category.
Category Planner	Represents the executive responsible for meeting the financial goals of an area through the placement and flow of merchandise in a store and/or retail channel for a particular category.
Category Profit Calc Type	Indicates what method was used to calculate the profit for the category.
Category Supplier	Represents the identity of the person or company who was assigned as the supplier for a particular category.
Company (Prod)	Company is the highest attribute within the Product hierarchy. A company consists of one or more divisions.
Division	Division is the 2nd highest attribute within the Product hierarchy. A division consists of one or more groups.
Division Buyer	Represents the executive responsible for purchasing merchandise to be sold in a store and/or retail channel for a particular division.
Division Planner	Represents the executive responsible for meeting the financial goals of an area through the placement and flow of merchandise in a store and/or retail channel for a particular division.
Group	Group is the 3rd highest attribute within the Product hierarchy. A group consists of one or more categories.
Group Buyer	Represents the executive responsible for purchasing merchandise to be sold in a store and/or retail channel for a particular group.
Group Planner	Represents the executive responsible for meeting the financial goals of an area through the placement and flow of merchandise in a store and/or retail channel for a particular group.
Item	Item is the lowest level attribute within the Product hierarchy. Sales and inventory facts are tracked at one of three predetermined levels within the item attribute.

Attribute	Description
Item Differentiation 1	The first characteristic of an item belongs to the item differentiation group 1. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Item Differentiation 2	The second characteristic of an item belongs to the item differentiation group 2. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Item Differentiation Group 1	Identifies the first group of characteristics that are comprised of one of the following differentiation types: color, flavor, size, scent, or pattern.
Item Differentiation Group 2	Identifies the second group of characteristics that are comprised of one of the following differentiation types: color, flavor, size, scent, or pattern.
Item Differentiation Type	Identifies the basic types of differentiations that all others are comprised. Basic types include: color, flavor, size, scent, or pattern.
Item Level 1	This represents the highest item level and may consist of one or more items at level 2.
Item Level 2	This represents the second highest item level and may consist of one or more items at level 3.
Item Level 3	This represents the lowest item level.
Item List	The item list identifies a group of pre-defined items.
Item List Created by	This identifies the user who created the item list. A user may have one or more item lists.
Item Number Type	This identifier indicates the format in which an item number is being held (for example, UPC, internal number, PLU, and so on).
Item UDA	Identifies a user-defined attribute of an item.
Item UDA Detail	Identifies the detailed information of a particular item UDA.
Orderable Pack	Identifies whether the pack is an orderable pack.
Pack	Identifies a group of items that are packaged and sold together.
Pack Indicator	Identifies an item as a pack item.
Package Size	A numerical value that represents the size of the item package.
Package UOM	The unit of measure associated with the item package.
Primary Supplier	Indicates the main supplier for an item.

Attribute	Description
Segment	Segment is the 2nd lowest attribute within the Product hierarchy. A segment consists of one or more items.
Segment Buyer	Represents the executive responsible for purchasing merchandise to be sold in a store and/or retail channel for a particular segment.
Segment Planner	Represents the executive responsible for meeting the financial goals of an area through the placement and flow of merchandise in a store and/or retail channel for a particular segment.
Sellable Pack	Identifies a pack as a sellable pack
Simple Pack	Identifies a pack as a simple pack.
Subcategory	Subcategory is the third lowest attribute within the Product hierarchy. A subcategory consists of one or more segments.
Subcategory Buyer	Represents the executive responsible for purchasing merchandise to be sold in a store and/or retail channel for a particular subcategory.
Subcategory Planner	Represents the executive responsible for meeting the financial goals of an area through the placement and flow of merchandise in a store and/or retail channel for a particular subcategory.
Transaction Level	Identifies the item level at which sales information is stored.
Unit of Measure	Identifies the standard unit of measure for an item.

Item architecture

Item-level information

Tracking level and item level

In order to bring the new RMS item hierarchy (line/line extension/variant) into RDW hierarchy tables, the existing RDW hierarchies have been modified to reflect the new, unified item hierarchy table relationships. The tracking level remains the same for each item family, where item level indicates at which level the item is in the item family. The reclassification does not occur within each item family, but to the item family as a whole.

Item identifiers

In order to accommodate the varying item identifiers in RMS (UPC, variable weight UPC, EAN, PLU, and so on), RDW expanded the item column item_idnt (formerly item_idnt) to varchar2(25), from the current varchar2(10). Item_idnt on RDW side is either level1_idnt or level2_idnt or level3_idnt. There are always surrogate keys for a hierarchy: item_key, level1_key, level2_key, and level3_key columns have a datatype of number(12).

The current release of RDW uses one item master table and three views to hold item level information. The three views are used for the front end to drill up and down among three levels in an item family.

User defined attributes (UDAs)

Because UDA functionality did not change in RMS, the UDA database objects and batch modules were updated to account for new item hierarchy table/column name changes.

Business Rule: RDW only holds UDA information at the tracking level.

Pack

Pack database objects and batch modules were updated to account for new item hierarchy and sales table/column name changes.

Supplier

The most significant change to the supplier hierarchy relies on the modification to the supplier functionality in RMS. Although RMS used to hold item cost at the item-supplier-country level, that cost is now held at the item-supplier-country-location level.

Item list

Item list functionality did not change in RMS. However, the Item list database objects and batch modules have been updated to account for the new item hierarchy table/column name changes.

Product season

Retek Merchandising System (RMS) can be a source for the Product Season dimension. Product season functionality allows the user to categorize each item according to different seasons and phases within a season. For example, a user may assign a season of “Spring” to a group of items, according to the supplier’s deliveries of fashion items. Those relationships can be further broken down into the phases, such as “Spring I and Spring II”. These item-season relationships are then loaded into RDW. Clients can then query sales and inventory data, for instance, based on all items in the “Spring” season.

Note: On a given day, an item can only belong to one product season. In addition, product seasons cannot overlap; the same item-day cannot belong to two product seasons.

Plan season

Retek TopPlan can be a source for retail planning data. RDW holds facts from TopPlan (or a client planning source system) for a current and an original plan. To aid in querying planning facts, clients can populate the Plan Season dimension. Because planning facts are held in RDW at week level, the Plan Season dimension and season-to-date attributes will associate a specific range of calendar weeks with a plan season.

Note: Plan seasons cannot overlap; the same week cannot belong to two plan seasons.

Item differentiators (diffs)

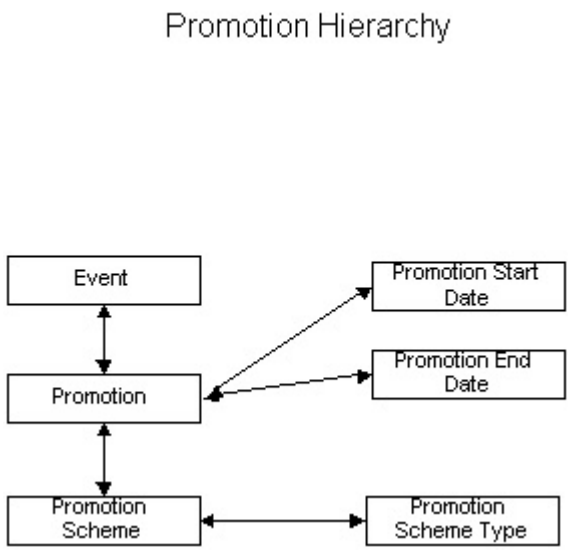
In order to allow for maximum reporting flexibility, the new item differentiators (Diffs) are extracted into RDW as separate hierarchy attributes related to Item. Diff has its own hierarchy, but is related to Item.

Promotion

This hierarchy contains information on promotion.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the promotion hierarchy.



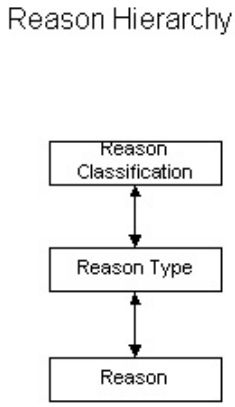
Drillable promotion hierarchy

Reason

This hierarchy contains information on reasons.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the reason hierarchy.



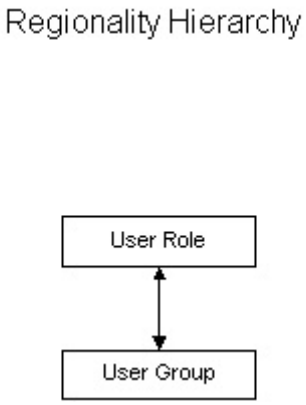
Reason drillable hierarchy

Regionality

This hierarchy contains information on regionality.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the regionality hierarchy.



Regionality drillable hierarchy

Retail type

This hierarchy contains information on retail types.

Drillable hierarchy

The retail type hierarchy is non-drillable because it only contains one attribute for which many elements may exist.

Attribute

The following attribute is part of the retail type hierarchy:

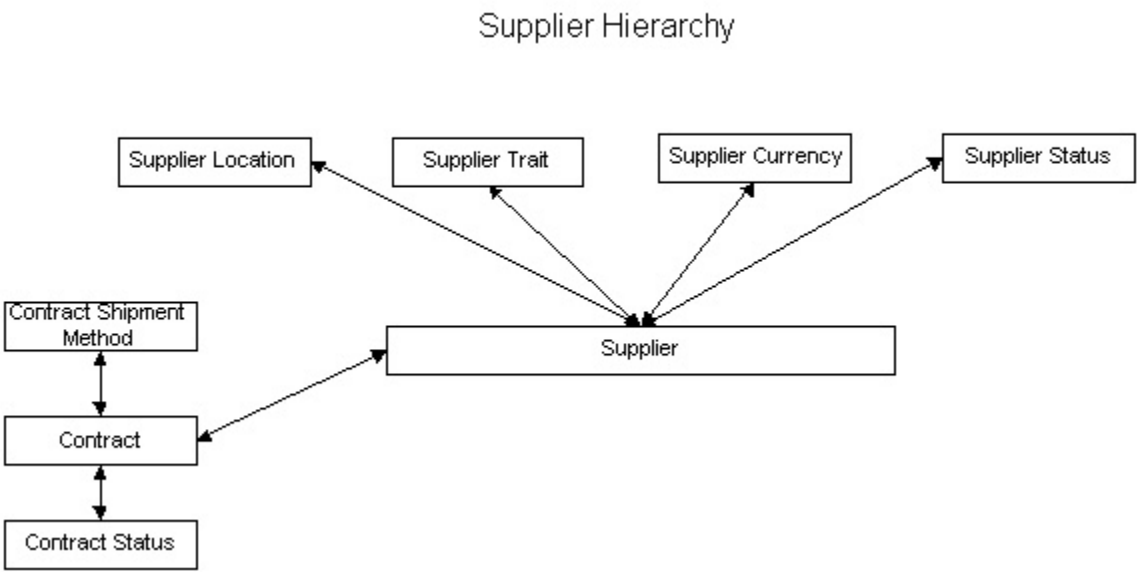
- **Retail Type:** Indicates the price type (“R”egular, “P”romotion, “C”learance).

Supplier

This hierarchy contains information on suppliers.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the supplier hierarchy.



Supplier drillable hierarchy

Attributes

The following table lists and describes the attributes that are part of the supplier hierarchy.

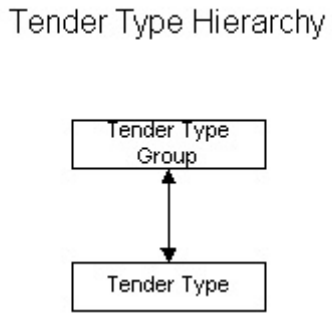
Attribute	Description
EDI Attribute	Indicates whether the supplier has EDI capabilities.
Supplier	Uniquely identifies a supplier by name.
Supplier Category	Establishes a many to many relationship between category and supplier.
Supplier Currency	Identifies the currency that the supplier operates under.
Supplier Location	Identifies the main location of the supplier.
Supplier PreMark	Identifies whether the items supplied by this supplier will be pre-marked.
Supplier PreTicket	Identifies whether the supplier pre-marks or pre-prices his goods.
Supplier Quality Control	Indicates whether or not this supplier's receipts should be quality controlled.
Supplier Status	Indicates if the supplier is currently active.
Supplier Trait	Merchandising supplier trait unique identifier.

Tender type

This hierarchy contains information on tender type.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the tender type hierarchy.



Tender type drillable hierarchy

Time hierarchy

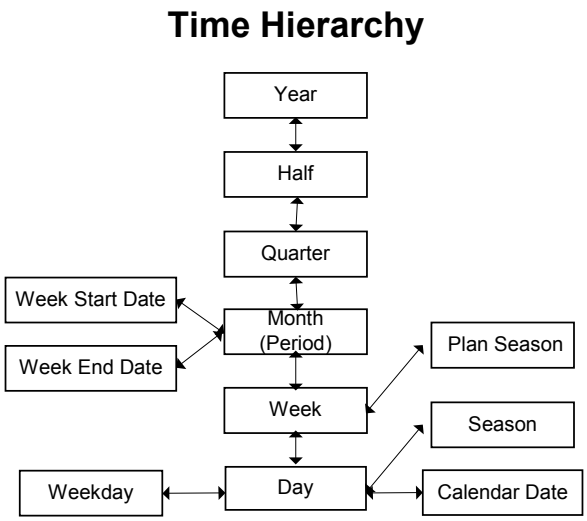
This hierarchy contains information on time, both calendar time and time of day. Some of the time attributes are not transformational, and some are. Transformational attributes are often used for time-based comparisons. When incorporated into metrics, they let you analyze like-period performance over time. See the section, “Time transformations”, in Appendix C for more information.

Importance of the time hierarchy

If a report is run without any constraints on the time period it pertains to, the data will not be meaningful. If a time transformation is to be performed, you must constrain on time. That is, you must pick a day or a year from the time Prompt. When running any report containing time transformation metrics, you must specify a time criterion.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the time hierarchy.



Time drillable hierarchy

Thirteen period calendar versus 4-5-4 calendar

4-5-4 calendar (default)

In the 4-5-4 calendar, every month begins on a Sunday and ends on a Saturday. Every quarter contains 13 full weeks. Quarters have a four-week month, followed by a five-week month, and ended by a four week month.

13 period calendar

A 13 period calendar may be used as an alternative. A 13 Period Calendar begins on the Sunday after the last Saturday in February. The calendar year ends on a Saturday 52 or 53 weeks after it begins. Every 5 or 6 years there are 53 weeks.

The year is divided into 4 quarters. The first quarter contains 4 periods of 4 weeks, and each successive quarter contains 3 periods of 4 weeks. Every 5th or 6th year, however, there are 53 weeks. The calendar has a 28-year cycle of 6 yrs, 5 yrs, 6 yrs, 6 yrs, and 5 yrs. In a 53-week year, the 4th quarter contains 2 periods of 4 weeks and the last period of 5 weeks.

See the RDW 10.0 Middle-Tier Installation Guide for additional information about using this option.

Attributes

Time calendar attributes

The following table lists and describes the attributes that are part of the time calendar hierarchy. See the section, “Time transformations”, in Appendix C for a comparable table of transformational time attributes.

Attribute	Description
Calendar Date	Calendar Date is an attribute of the Time hierarchy and consists of the name or number of the month, the number of the day, and the number of the year. Users can select a fixed set of dates from a calendar box.
Date	Date is an attribute of the Time hierarchy and consists of the name or number of the month, the number of the day, and the number of the year. Users can select a fixed set of dates from a calendar box.
Date Range	Date Range is an attribute of the Time hierarchy and consists of the name or number of the month, the number of the day, and the number of the year. Users can select a ranged set of dates from a calendar box.
Day	Day is an attribute of the Time hierarchy and consists of the name of the day.
Dynamic Date	Dynamic Date is an attribute of the Time hierarchy and consists of the name or number of the month, the number of the day, and the number of the year. Users can select either a fixed set of dates or a range of dates that changes through time.
LFL Last Year (Day)	The numeric representation of the day_idnt of the day from last year that corresponds to this year.
LFL Last Year (Week)	The numeric representation of the wk_idnt of the week from last year that corresponds to this year.
Month (Period)	The unique numeric representation for a month (period)
Half	The unique numeric representation for a half.
Quarter	The unique numeric representation of a quarter.
Season	The unique identifier for a season.

Attribute	Description
Season to Date (Day)	Includes all of the days within a given season up to the selected day.
Season to Date (Week)	Includes all of the weeks within a given season up to the selected week.
Week	The unique numeric representation for a week.
Weekday	Identifies the day of the week by name.
Year	The unique numeric representation for a year.

Time of day attributes

This hierarchy contains information on time of day. It is currently not in use. You *cannot* drill in this attribute. The following table lists and describes the attributes that are part of the time calendar hierarchy.

Attribute	Description
Half Hour	Identifier for the half hour, made up of the hour_idnt followed by a 1 or 2 to indicate the half of that hour.
Hour	Identifier of the hour (0-23).
Minute	Identifier for the minute, made up of the hour_idnt followed by a number 1-60 to indicate the minute of that hour.
Quarter Hour	Identifier for the quarter hour, made up of the hour_idnt followed by a 1, 2, 3, or 4 to indicate the quarter of that hour.

Time filters

In RDW, the Time Calendar includes filters that are located in the Time folder. These filters are maintained (that is, regularly updated) by the module dyndt.pc.

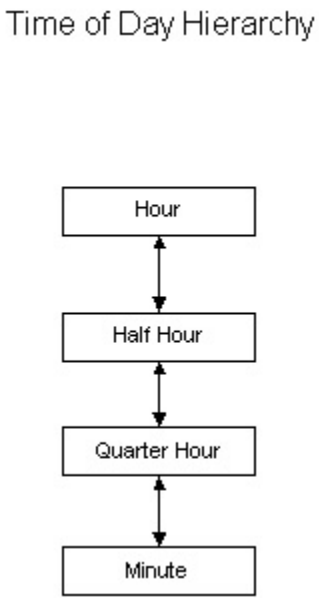
If you modify or add a time filter, you must make a corresponding modification to the module dyndt.pc. If you do not modify the module dyndt.pc, your new or changed filter will never be updated.

Time of day

This hierarchy contains information on time of day.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the time of day hierarchy.



Time of day drillable hierarchy

Transaction information

This hierarchy contains information on transaction types.

Drillable hierarchy

The transaction information hierarchy is non-drillable because it only contains one attribute for which many elements may exist.

Attribute

The following attribute is part of the transaction information hierarchy:

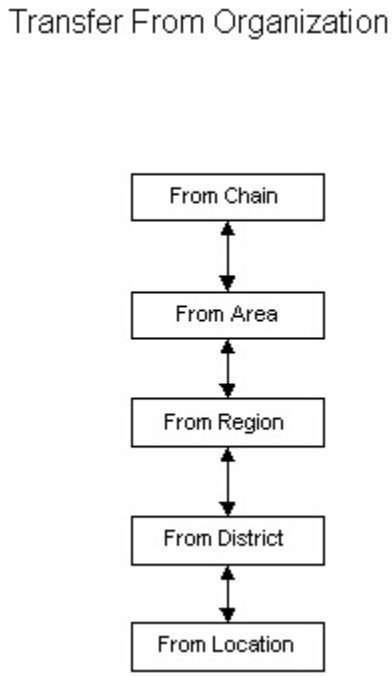
- **Transaction Type:** Identifies whether the transaction was a sale or return.

Transfer from organization

This hierarchy contains information on transfers from different levels in the organization.

Drillable hierarchy

This diagram illustrates the drillable hierarchy in the transfer from organization hierarchy.



Transfer from organization drillable hierarchy

Drilling

Drilling is a feature that allows you to gain visibility to various levels of granularity in data, specific versus generalized. This provides you with the ability to slice and dice data at different levels. Drill maps are set up in Desktop, which provide users with various options when drilling. Drilling also allows you to trace patterns across hierarchies based on various business scenarios. It lets you investigate or track information at various levels, across time and products.

Drill down

Drilling down displays lower level attributes that let you see a finer level of detail. For example, drilling down from category to item displays those items that belong to the category selected.

Drill up

Drilling up displays higher-level attributes that let you see the bigger picture. For example, you can drill up from location to region to see which stores belong to a particular region.

Drill in other directions

Drilling in other directions allows you to display data by other related attributes. For example, in a report organized by department, you can use drill in other directions to display data by week or another attribute in the time hierarchy.

Chapter 4 – Report areas

RDW provides you with a wide variety of reports. Each report provides you with a different means of manipulating and analyzing data to produce meaningful results for your business.

Sales and profit

Overview

Sales and profit measurements are fundamental measurements in any retail business. Sales, or gross sales, is the total dollar amount the retailer sells to consumers. Returns are the portion of sales that are returned to the store for a refund. An accurate picture of overall sales value for analysis or planning is inclusive of returns.

In addition, the retailer has the need to track sales according to the type of sale.

Retail type

The retail type indicates the type of merchandise involved in a sales or return transaction, as follows:

Sale Type	Retail Type
Regular	1
Promotion	2
Clearance	3

The following report displays the sales value by retail type and the percent contribution of each sales type to total sales value:

Organization	Metrics	Sales Value	Regular Sales Value	% Contrib Regular to Sales Value	Promotion Sales Value	% Contrib Promotion Sales Value	Clearance Sales Value	% Contrib Clearance to Sales Value
Minneapolis	14101	52,163	34,364	65.88%	13,016	24.95%	4,784	9.17%

Sales value and % contribution by retail type

Sales and profit facts and base measurements

The following table illustrates the facts and basic measures for sales and profit.

Fact	Measurement
F_SLS_AMT	Gross Sales Value
F_RTRN_AMT	Return Value
F_SLS_QTY	Sales Units
F_RTRN_QTY	Return Units
F_SLS_PRFT_AMT	Profit (Gross Margin)
F_RTRN_PRFT_AMT	Profit Lost on Returns

These measurements are used to calculate net of sales and returns as illustrated in the following table.

Metric	Calculationt
Sales Value	Sum(F_SLS_AMT) - Sum(F_SLS_AMT)
Sales Units	Sum(F_SLS_QTY) - Sum(F_SLS_QTY)
Profit	Sum(F_SLS_PRFT_AMT) - Sum(F_RTRN_PRFT_AMT)

The following report shows sales and return values and profit for a location.

Metrics / Organization (Location)		Sales Units	Sales Value	Return Units	Return Value	% Return Units	% Return Value	% Profit	Profit Lost on Returns
Total		18,161	79,557	300	825	1.65%	1.04%	26.35%	619
Minneapolis	14101	18,161	79,557	300	825	1.65%	1.04%	26.35%	619

Sales and profit by location

Variance reporting

Transformations on base sales and profit metrics allow for a variety of to date and variance reporting. The following is a list of transformations for sales and profit measures:

To Date

Week-to-Date (WTD)

Month-to-Date (MTD)

Season-to-Date (STD)

Year-to-Date (YTD)

Corresponding transformations for last year allow for calculation of variances between a current and last year, as illustrated in the following report:

Organization (Chain)	Metrics	Sales Value	Sales Value (Last Year)	% Change Sales Value vs Last Year	Sales Value (PTD)	Sales Value (PTD, Last Year)	% Change Sales Value vs Last Year (PTD)	Sales Value (STD)	Sales Value (STD, Last Year)	% Change Sales Value vs Last Year (STD)	Sales Value (YTD)	Sales Value (YTD, Last Year)	% Chang Sales Value vs Las Year (YTD)
RDW Chain 1	1004	275,587	253,682	8.63%	275,587	253,682	8.63%	NA	1,481,714	(100.00%)	806,179	740,857	8.82%

Variances between current year and last year

This report calculates sales value for the current and prior year and variances for each of the to-date measures between this year and last year.

Additional transformations allow for reporting of variances between a current week and previous week (last week).

Contribution reporting

Assessing the contribution of entities in the organization and product hierarchies plays an important role in any retail business. For example, a regional manager may wish to see the relative contribution of each of the sales locations in the region, or a category manager may want to know the amount contributed by each item in a category.

RDW has a large number of metrics that make this type of reporting possible.

The following report shows the sales and profit contribution of the locations within a region:

Region		Location		Metrics	Sales Value	% Contrib Sales Value to Region	Profit	% Contrib Profit to Region
Total					530,593	NA	124,867	NA
RDW Midwest 41	1015	*Total*			358,129	NA	85,606	NA
RDW Midwest 41	1015	Minneapolis	14101		127,796	35.68%	30,364	35.47%
RDW Midwest 41	1015	St. Paul	14102		132,791	37.08%	30,684	35.84%
RDW Midwest 41	1015	Green Bay	20003		97,543	27.24%	24,557	28.69%
RDW Northeast 42	1016	*Total*			172,463	NA	39,261	NA
RDW Northeast 42	1016	Rochester	14202		122,939	71.28%	24,812	63.20%
RDW Northeast 42	1016	Hartford	14207		49,524	28.72%	14,449	36.80%

Location sales contrbution to region

Planning measures

RDW holds facts for a current and original plan in several reporting areas, including sales and profit-planning. Population of these facts requires Retek TopPlan, or another planning application that provides current and or original planning data. Sales and profit planning measures allow for comparison of actual sales and profit data to planned values from a month-to-date, season-to-date, and year-to-date, and last year basis.

The following report shows the actual sales value, current planned sales value, and the contribution of actual sales to plan.

Organization (Location)	Metrics	Sales Value	CP Sales Value	% Contrib Net Sales Value to CP Sales Value
Minneapolis	14101	376,849	1,797,596	20.96%

Sales and current plan sales value

Forecast sales

Forecast sales facts are captured daily via an interface with RMS (forecasts originate in RDF). Forecast sales measurements are used to calculate the contribution of an organizational or product attribute to forecasted sales.

Sales forecast amount is used to calculate the contribution of sales value to the sales forecast value:

Sales Value / Forecast Sales Value

The following report shows the contribution by region to forecast sales.

Organization (Region)	Metrics	Sales Value	Forecast Sales Value	% Contrib Sales Value to Forecast Sales Value
Total		1,534,036	11,454,080	NA
SS US East	1015	1,094,416	8,395,027	13.04%
SS Canada East	1016	439,620	3,059,054	14.37%

Sales contribution to forecast sales by region

Report organization

Sales

Sales and profit reports are found in the following folders:

- Category scorecards
- Channel analysis
- Comp store analysis
- Pack sales analysis
- Promotion efficiency
- Supplier performance
- Top and bottom performers
- Trend analysis
- Location trait analysis

Note: There are sales measures on reports relating to the following functional areas:

- Market data
- Competitor pricing
- Space allocation

Levels of reporting

Sales and profit data is held at the item, location, retail type, transaction type, and day level.

Hierarchies

The following hierarchies are available for Sales reporting:

- Time calendar
- Time of day
- Organization
- Product
- Supplier information
- Retail type information
- Transaction information
- Competitor
- Market organization
- Market product
- Currency code

Pack sales

Overview

A sellable pack is a group of individual items associated together by the retailer to be sold as one item. An example would be a bottle of shampoo and a bottle of conditioner, both individual items on their own, packaged together to be sold as a unique pack item. Pack sales facts are captured daily via an interface with Retek's Sales Audit (ReSA). Pack sales analysis provides retailers with the ability to evaluate their packs through the analysis of their pack sales. How well has an item sold as a single item? How well has a pack sold? How well has an item sold when it was included in a specific pack? How does the sales of an item sold by itself compare with the sale of the item inside of a specific pack? Pack sales reporting is facilitated by RDW's ETL processing, which prorates a pack's value into its component items (see the subsection, "Example of prorating calculation" later in this section). Pack sales is modeled similarly to sales and is available by regular, clearance and promotion retail type.

Facts and base measures

RDW holds sales data for packs by retail type. Sales value is inclusive of returns. Pack sales value is calculated as:

Summation of the pack sales amounts – the summation of the pack return amounts

The following report shows pack sales by retail type.

Metrics / Product (Department)	Pack Sales Value	Regular Pack Sales Value	% Contrib Regular to Pack Sales Value	Clearance Pack Sales Value	% Contrib Clearance to Pack Sales Value	Promotion Pack Sales Value	% Contrib Promotion to Pack Sales Value
Dry Grocery 6001	404,364	199,569	49.35%	31,985	7.91%	172,810	42.74%

Pack sales contribution by retail type

Variance reporting

Transformations for last year and week-to-date, month-to-date, season-to-date, year-to-date and corresponding periods for last year allow for variance reporting based on time, organization, and product. The following report shows to date values for the month–to-date and year-to-date and their corresponding values for the previous year.

Metrics / Organization (Chain Manager)	Pack Sales Value	Pack Sales Value (Last Year)	% Change Pack Sales Value vs Last Year	Pack Sales Value (MTD)	Pack Sales Value (MTD, (Last Year))	% Change Pack Sales Value vs MTD, Last Year	Pack Sales Value (YTD)	Pack Sales Value (YTD, (Last Year))	% Change Pack Sales Value vs YTD, Last Year
James Seabass	173,493	242,573	(28.48%)	173,493	242,573	(28.48%)	173,493	242,573	(28.48%)
Linda Mack	171,134	161,791	5.78%	171,134	161,791	5.78%	171,134	161,791	5.78%

Pack sales MTD, YTD vs last year

Average item contribution to pack sales

RDW metrics calculate the average dollar contribution of each item in a pack. The calculation is done for both sales value and profit. The following report shows the average dollar and profit contribution for items in a pack.

			Pack Sales Value	Pack Sales Units	Avg Component Item Contrib to Pack Sales Value
Pack Item 2 100342260					
	Private Label Pasta X	100311720 EACH	73,030	10,544	7
	Brand X Pasta:Mac n Cheese Elbow	100311990 EACH	151,983	24,899	6

Average component item contribution to pack sales

Report organization

The reports incorporate hierarchy drilling. You can drill within the organization, time, and product hierarchies. In addition, reports allow you to drill on pack type, which is an attribute of the product hierarchy. Please note that not all areas of analysis allow all of the drilling capabilities listed above.

There are three general types of reports included in the Pack Sales folder:

- Pack sales - detail by type

  These reports provide pack sales information by clearance, promotion and regular retail type, enabling an evaluation of pack performance by organization, time and product.

- Pack sales - to date

  These reports provide pack sales, to date and variance information by organization, time, and product.

- Pack sales - contribution

  These reports provide item sales, contribution, and pack sales information based on individual items and the packs they belong to.

Levels of reporting

Pack sales data is held at the pack, component item, location, retail type, transaction type, and day level.

Pack sales data is available on the following tables/views:

- SLS_PACK_ITEM_LD_DM

Hierarchies

The following hierarchies are available for Pack Sales reporting:

- Time calendar
- Product
- Supplier information
- Organization
- Retail type information
- Transaction information

Measures

Pack Sales metrics provide functionality and data analysis based on the following business processes or functions:

- Time transformations: This year versus last year comparison and variance information at the day and week level
- Year to date, season to date, and month (period) to date pack sales information
- Pack sales and pack profit data by regular, clearance, and promotion type
- Contribution to total pack sales and pack profit by retail type
- Contribution to total pack sales and pack profit at the pack level
- Item sales contribution information based on packs as compared to the component items

Prorating of packs

The prorating of a pack's component items requires calculation. The formulas used for prorating packs are:

```
Item Prorated Value = Pack Sales Value * Item Prorate %
```

```
Item Prorate % = (Item Price * Pack Item Qty) / Pack
Component Sales Value
```

```
Pack Component Sales Value = (Item A Price * Item  A
Qty) + (Item B Price * Item B Qty) + (Item C Price *
Item  C Qty) + (Item n Price * Item n Qty)
```

An example of a prorating calculation

Information

1 Pack A contains:
   - Item A
   - Item B
   - Item C

2 Quantities of each Item in Pack A:
   - Item A = 2
   - Item B = 1
   - Item C = 1

3 Prices:
   - PACK A = $9
   - Item A = $4
   - Item B = $2
   - Item C = $1

Calculation steps

Step one (part 1) – pack component sales value

```
Item A Price * Quantity of Item A in Pack A
4 * 2 = 8
Item B Price * Quantity of Item B in Pack B
2 * 1 = 2
Item C Price * Quantity of Item C in Pack C
1 * 1 = 1
```

Step one (part 2) – pack component sales value

```
8 + 2+ 1 = 11
```

Step two – item prorate percent

```
8/11 = .7273
2/11 = .1818
1/11 = .0909
```

Step four – item prorated value

```
9 * .7273 = $6.54 = Item A Prorated Value
9 * .1818 = $1.64 = Item B Prorated Value
9 * .0909 = $0.82 = Item C Prorated Value
```

Markdowns

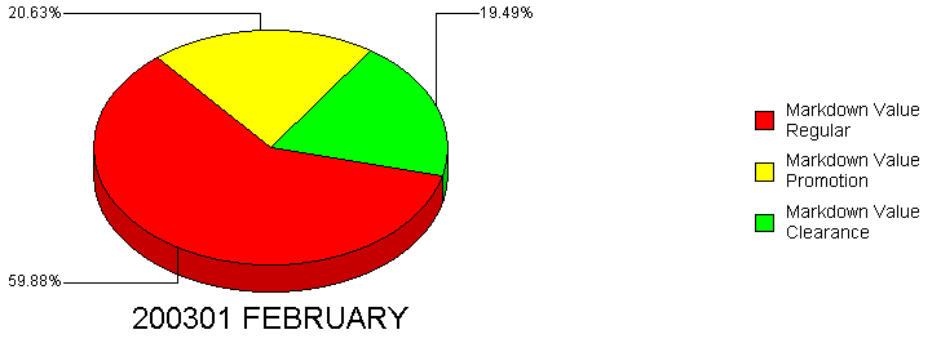
Overview

A markdown is a reduction in the retail price of an item or a group of items. Markdowns are used to induce sales of merchandise that might otherwise be difficult to sell. Markdown of merchandise may occur for a number of reasons such as overstock of items of a particular size or color, or other errors in buying process.

Markdown types

Markdown amounts are held in a single fact field in RDW (F_MKDN_AMT). Markdowns are tracked by *Retail Type* in RDW. As in sales and profit measurements, an indicator is attached to the transaction indicate that the sale is for regular, promotional, or clearance merchandise.

The following graph report displays markdown values by retail type for a period:



Markdown variances

The RDW maintains the transformations required for viewing markdown data for month, sales, and year-to-date markdowns and corresponding measures for last year. These transformations allow for tracking of markdown values on a monthly, seasonal, and annual basis, and for computations of variances with markdowns from the previous year.

The following report displays sales and markdown values and variances from last year:

	Sales Value	% Change Sales Value vs Last Year	Markdown Value	% Change Markdown Value vs Last Year
Non-Parishable 1003				
Minneapolis 14101	127,796	28.95%	18,439	35.03%

Markdown variances

Planned markdowns

The RDW maintains markdown data for a current and original plan. These measures allow for the comparison of actual markdowns to plan.

In-store markdowns

The RDW holds in-store markdowns in a separate fact field (F_IS_MKDN_AMT).

In-store markdowns are held by retail type. The transformations exist for variance reporting, just as for corporate markdowns.

Report organization

The following Markdown report is contained in RDW:

- Markdown Scorecard

Hierarchies

The following hierarchies are available for Markdown reporting:

- Time calendar
- Product
- Organization
- Retail type

Measures

Markdown percentage

Markdown percentage measures the amount of markdowns as a percentage of Net Sales.

```
Markdown Value / Net Sales Value = Markdown Percentage
```

The following report displays net sales, markdown value, and markdowns as a percent of net sales:

Metrics / Location	Net Sales Value	Markdown Value	% Markdown
Minneapolis 14101	126,429	18,439	14.58%

Markdown percentage

Markdown contribution reporting

The RDW has the metrics required to calculate the percent markdown contribution to total markdown for the company as a whole. You can create a report that displays the contribution to company-wide markdowns for any attribute in the product and organization hierarchies, or any time attribute in the time calendar hierarchy.

The following report shows location contribution to company markdowns. Percent contribution is calculated as follows:

```
Markdown Value / Markdown Value (Company)
```

Metrics / Organization (Location)	Markdown Value	Markdown Value (Company)	% Contrib Markdown Value to Company
Minneapolis 14101	18,439	45,442	40.58%

Markdown contribution

Comparable store analysis

Overview

Comparable Store (or Comp Store) functionality measures the growth in sales and profit, excluding the impact of newly opened stores. Sales and profit from new stores are not reflected in same-store comparisons until those stores have been open for fifty-three weeks before the beginning of the current year's comp period. These stores must also be still open at the end of the current year's comp period. A comp period can be a month, a quarter, or a year.

Comparable store comparisons currently only include comparisons between two successive years or months. Stores whose start dates have not been captured in the transactional system are not included in these comparisons. Each store needs to have a start date as well as an end date if a store has been closed. Distinguishing between comp and non-comp locations is also an essential part of making accurate calculations for sales and profit. Comp store functionality lets you obtain totals using both comp and non-comp stores.

Report organization

Comp store reports are located in the Comp Store Analysis folder.

Hierarchies

The following hierarchies are available for comp store analysis reporting:

- Time calendar
- Organization
- Product
- Retail type information
- Transaction type
- Competitor

Measures

Comparable stores are those stores that have been open for a minimum of 53 weeks and are still open.

The start and end dates of a selected period (month, quarter, or year), and the start and end dates for the location are used to determine the comp status of a location:

The following are the system metrics used in the calculation:

Metric	Description
Period Start Date	The first day (MIN(Calendar Date)) of the selected Month, Quarter, or Year. For example, if you choose the year 2000 as the period, the start date is 2000001, the first day in the selected period.
Period End Date	The last day (MAX(Calendar Date)) in the selected period.
Store Start Date	The date on which the store opened (in the org_loc_dm table).
Store End Date	The date on which the store closed (in the org_loc_dm table). If the store is still open, the column contains no value.

These metrics are used in two additional metrics that are used to determine how long the store has been open and if it remained open up to the period end date:

Period start date – store start date

If the result of this calculation is 371 days (53 weeks) or greater, the store has been open long enough to qualify as a comp store (that is, it was not open during the 52 week period prior to the start of the period in question).

Store end date – period end date

If the result of this calculation is greater than 0, the store remained open up to the period end date. If the value for LOC_END_DT in ORG_LOC_DM is NULL (empty) for a store, 1 is added to the period-end-date to yield a value that is always greater than 0.

Locations must meet both conditions to qualify as a comp store. Stores not open for 53 weeks, or stores that were closed during the period are not included in the calculation.

Market data

Overview

Market data allows the retailer to assess the current market situation in terms of items carried and identify sales opportunities for items that the retailer does not carry.

Market data is used in market analysis. Market analysis provides comparison between a retailer's performance with that of the market in general. This allows a retailer to examine the market situation, identify problems and opportunities, and make intelligent decisions.

Retek Data Warehouse provides you with the features you need to provide market analysis. You can:

- Compare your own sales and profit with that of the market
- Know the bottom selling items of your company
- Know the top selling items in the market

A *market area* is a combination of locations that together represent a *Regional Marketing Area (RMA)*. Market areas do not necessarily correspond to regions in the Organization Hierarchy. For example, New York and New Jersey might constitute a region in the organization hierarchy, but can be separate RMAs.

There are three levels or "geographies" within the market area. Each level constitutes an attribute in the RDW:

Attribute	Description
FDM CRMA*(Level 1)	All locations in the market area and all other drug and mass retailer stores in the market area.
Food CRMA**(Level 2)	All locations in the market area and all other food retailer stores in the market area.
RMA***(Level 3)	All locations in the market area.

*Food, Drug, and Mass Competitive Regional Market Area

**Competitive Regional Market Area

***Regional Market Area

Market data is held at the market item and market category levels by week.

A *market item* is an IRI item identifier, typically a UPC barcode (numeric value) that corresponds to an item identifier (tracking level). A matrix table is used to map the market category to the actual category.

A *market category* is an IRI category. A matrix table is used to map the market category to the actual category.

Locations are included in each market level, as indicated in the table. Matrix tables are used to map locations to markets at each market level.

The *As of* field on sales market tables indicates the date of the last market information update for the market item or category.

Market sales

Market sales values and units are held at the category and item level for each of the attributes (levels) in the market area. The organization of this data allows for the calculation of RMA market share in relation to the other levels.

Examples:

RMA Value Share of Food CRMA

```
(Market Sales Value (RMA) / Market Sales Value (Food
CRMA))
```

RMA Value Share of FDM CRMA

```
(Market Sales Value (RMA) / Market Sales Value (FDM
CRMA))
```

Transformations for last week, last month, and last year allow for calculation of differences and variances in market sales and units.

The following report displays market sales value measurements by Market Organization (RMA) and market category. It shows the RMA value share of Food CRMA and RDM CRMA for the current week and previous week and calculates variance in market share from the previous week and month.

	Market Sales Value	% RMA Value Share to Food CRMA	% RMA Value Share to FDM CRMA	Market Sales Value (Last Week)	% Change Market Sales Value vs Last Week	Market Sales Value (Period)	Market Sales Value (Last Period)	% Change Market Sales Value vs Last Period
DESC 1007								
Market Department1	1,479	33.09%	15.65%	1,446	2.29%	2,925	1,413	107.05%

Sales contribution by market organization and category

Opportunity gap analysis

Opportunity gap calculates the value change for a category required to bring the category value up to the level of total market share for all categories in the market area.

The following report shows market share by category and the opportunity gap that exists for each category in the market.

	Market Sales Value (Mkt Catg, RMA)	Market Sales Value (Mkt Catg, FDM CRMA)	Total RMA Market Sales Value (MO)	Total FDM CRMA Market Sales Value (MO)	Market Share for Department RMA to FDM CRMA	RMA to FDM CRMA Total Market Share	Department Share Variance	Opportunity Gap
Total	NA	NA	70,669	599,676	NA	11.78%	NA	0
CA RMA								
Market Department1	1,446	9,450	17,667	149,919	15.30%	11.78%	(3.52%)	(332)
Market Department3	3,512	16,475	17,667	149,919	21.31%	11.78%	(9.53%)	(1,570)
Market Department5	10,476	54,165	17,667	149,919	19.34%	11.78%	(7.56%)	(4,092)
Market Department8	2,234	69,829	17,667	149,919	3.20%	11.78%	8.58%	5,995

Opportunity gap analysis

Opportunity gap is calculated as follows for market department:

	Retek Gap Opportunity Calculation	
A	Total RMA Market Sales Value (MO)	$17667.00
B	Total FDM CRMA Market Sales Value (MO)	$149919.00
C	(A / B) = RMA to FDM CRMA Total Market Share	11.78%
D	Market Sales Value (Mkt Catg, RMA)	$2234.00
E	Market Sales Value (Mkt Catg, FDM CRMA)	$69829.00
F	(D / E) = Market Share for Department RMA to FDM CRMA	3.20%
G	(D / E) - (A / B) = Department Share Variance	8.58%
I	Opportunity Gap = Department Share Variance * Market Sales Value (Mkt Catg, FDM CRMA)	5,995

Listing and unlisted market items

Market items may be listed or unlisted:

- A *listed item* is an item carried by the retailer. Market data allows the retailer to compare its own performance to the market item and assess its relative value in the product assortment.
- An *unlisted item* is a market item not carried by the retailer. Market data for unlisted items allows the retailer to identify opportunities in the marketplace.

Using market data, RDW reports rank items according sales and profitability. Ranking identifies candidates for de-listing of listed items and listing of unlisted items.

Identifying candidates for de-listing

RDW reports identify candidates for de-listing by identifying the bottom 10 and bottom 10% of items based on sales value and profitability.

Identifying candidates for listing

RDW reports identify candidates for listing by identifying the top 10 and top 10% of items in the marketplace that are not carried by the retailer.

Report organization

Market Data reports can be found in the following folders:

- Competitor Pricing
- Promotion Efficiency
- Trend Analysis

Hierarchies

The following hierarchies are included for Market Data reporting:

- Market product
- Market organization

Measures

Measures provide functionality and data analysis based on the following business processes or functions:

- Time transformations: This year versus last year comparison and variance information at the week level.
- Market sales at the different hierarchy levels of the market organization hierarchy.
- Market share measures between hierarchy levels in the market organization hierarchy.
- Variances of market shares between this year and last year.

RDW and IRI measures

Specifically, Retek Data Warehouse provides the following business measures to achieve this functionality. Where applicable, the corresponding IRI measure is noted:

IRI Measure	Retek Metric Name	Fact Column	Description
Weighted Average Percent Price Reduction	% Weighted Average Price Reduction	F_MKT_AVG_WGT_PRICE_REDT_PCT	This metric calculates the percent weighted average price reduction based on the average amount the retail was reduced for stores selling the item, weighted by units sold at each retail.
Average Weekly ACV Weighted Distribution	Avg ACV Weighted Distribution Percent	F_MKT_AVG_ACV_WGT_DIST_PCT	This metric calculates the percent of stores stocking the product, weighted by All Commodity Volume (ACV).
Average Weekly Items per Stores Selling	Avg Market Items per Store Selling	F_MKT_AVG_STORE_SELL_ITEM_QTY	This metric calculates the average number of different UPCs for selected product available in each store carrying the product.
Unit Sales Main Ad or Price Cut	Market Event Sales Units	F_MKT_SLS_PRICE_CUT_QTY	This metric calculates total unit sales for any item on feature, display and/or with price reductions.
Dollar Sales Main Ad or Price Cut	Market Event Sales Value	F_MKT_SLS_PRICE_CUT_AMT	This metric calculates total dollar sales for any item on feature, display and/or with price reduction.
Normal Units	Market Normalized Sales Units	F_MKT_NORMAL_QTY	This metric calculates the estimated sales units that would have been recorded if there were no impact from a display, promotion or price reduction.

IRI Measure	Retek Metric Name	Fact Column	Description
Normal Dollars	Market Normalized Sales Value	F_MKT_NORMAL_AMT	This metric calculates the estimated sales value that would have been recorded if there were no impact from a display, promotion or price reduction.
Units Main Ad	Market Promotion Sales Units	F_MKT_MAIN_AD_QTY	This metric calculates total unit sales for any item on feature.
Dollar Main Ad	Market Promotion Sales Value	F_MKT_MAIN_AD_AMT	This metric calculates total sales value for any item on feature. This amount is also known as Market Main Ad.
Average Weekly Dollar Sales per $MM ACV (Sales Rate)	Market Sales Rate	F_MKT_AVG_MMACV_SLS_AMT	This metric calculates the sales efficiency of the product in relation to its distribution, based on All Commodity Volume (ACV).
Unit Sales	Market Sales Units	F_MKT_SLS_QTY	This metric calculates the total quantity of market units sold.
Dollar Sales	Market Sales Value	F_MKT_SLS_AMT	This metric calculates total market sales value.

These business measures can be used in reports that would either show pure market information or show both market and retailer information on the same report. When both market and retailer information are on the same report, it makes sense to include only market items that are carried by the retailer. Market items carried by a retailer are identified through a flag called Listed Item Indicator. A Listed Item Indicator value of 'Y' means the item is carried by the retailer, and an 'N' means the item is not carried by the retailer. Making use of this flag in the report's filter effectively achieves inclusion or exclusion of market items not carried by a retailer, depending on one's objective.

The market data used in these analyses come from IRI, and is available by week at the Market Category and Market Item levels. Thus, comparisons between market and retailer performance should be done at these levels. Also, note that sales for a market category do not necessarily tie out to the total sales of all items within that category. This is because a retailer can choose to purchase only a subset of the market data. For example, a retailer may choose to purchase only market sales of items it is carrying and market sales of categories it is carrying. In this case, if a retailer does not carry all items in a category, there is a discrepancy between the category sales and the total item sales under that category.

Market information is also available by market area. A market area is defined as a group of stores within a particular geography. A geography comprises: RMA (composed of the retailer's stores in the regional marketing area), Food CRMA (RMA stores, plus all other food retailer stores in that regional marketing area), and FDM CRMA (Food CRMA stores, plus all Drug and Mass Retailer stores in that regional marketing area). Thus, you would be able to see, for example, RMA sales for New York, Food CRMA sales for Minneapolis, FDM CRMA sales for New Jersey, and so on. In addition, you would be able to see a market area's share to its greater geography type. For example, you would be able to see New York RMAs % share to New York Food CRMA. However, note that even though you have visibility to an entire market area's sales at levels Food CRMA and FDM CRMA, you do not have visibility to the sales of the other RMAs that compose these groups.

The data in the following columns in the Market Sales tables are assumed to come in as percent values, that is, that for 85% they come in as 85 instead of 0.85. Thus, metrics built for these columns were divided by 100 for them to be formatted as percent in the front-end interface. If this is not the case, one can always remove the divisor of 100.

- F_MKT_AVG_ACV_WGT_DIST_PCT
- F_MKT_AVG_WGT_PRICE_REDT_PCT
- F_MKT_AVG_MMACV_SLS_AMT

Price

Overview

The pricing of merchandise plays an essential role in maximizing profit. Pricing must be a balance between profit margin and competition consideration. Pricing is a strong motivation in a consumer's decision regarding whether or not to buy a product. The price for an item generally varies according to the competitive situation, promotions, and other factors.

Average retail price and value

RDW holds price as a retail value for an item, day, location. For the purpose of analysis, the average price is calculated over the time period selected for the report.

Avg(F_UNIT_RTL_AMT) = Average Retail Price

Sales Value and Sales Units are used to calculate the average value at retail:

Sales Value / Sales Units = Average Retail Value

Average retail values are calculated for regular and promotional sales, allowing for an analysis of price by retail type.

Regular Sales Value / Regular Sales Units = Average Regular Retail Value

Promotional Sales Value / Promotional Sales Units = Average Promotion Retail

Transformational metrics allow for the calculation of average retail price and values for the week-to-date, month-to-date, and year-to-date.

Competitor price

RDW holds competitor price data at the competitor store, item, and day level. This data is used for comparison of the retailer's pricing to those of its competitors. The average price is calculated and held by retail type.

Measurement	Calculation	Retail Type
Average Competitor Price	Avg(F_CMPTR_UNIT_RTL_AMT)	None
Average Competitor Promotion Price	Avg(F_CMPTR_UNIT_RTL_AMT)	Promotion
Average Competitor Regular Price	Avg(F_CMPTR_UNIT_RTL_AMT)	Regular

Price variance

Price Variance measures calculate the difference in amount and percentage between the retailer's prices and those of its competitors. The following table lists these metrics.

Measurement	Calculation
% Variance Avg Sales Value vs. Competitor Price	(((Sales Value / Sales Units) - Avg Competitor Price) / Avg Competitor Price)
% Variance Regular Sales Value vs. Competitor Regular Price	(((Regular Sales Value / Regular Sales Units) - Avg Competitor Regular Price) / Avg Competitor Regular Price)
% Variance Promotion Sales Value vs. Competitor Promotion Price	(((Promotion Sales Value / Promotion Sales Units) - Avg Competitor Promotion Price) / Avg Competitor Promotion Price)
Variance Avg Sales Value vs. Competitor Price	((Sales Value / [Sales Unit) - Avg Competitor Price)
Variance Regular Sales Value vs. Competitor Regular Price	((Regular Sales Value / Regular Sales Units) - Avg Competitor Regular Price)
Variance Promotion Sales Value vs. Competitor Promotion Price	((Promotion Sales Value / Promotion Sales Units) - Avg Competitor Promotion Price)

Space allocation

Overview

In grocery and convenience store retailing, the ability to report on how efficiently space is being used is a critical requirement. Holding the amount of space allocated to an item in a store on a day allows retailers to make more informed space planning decisions.

By holding a measurement of space, it is possible to report on sales and profitability per unit of space allocation and compare this to previous time periods.

Note: The RDW 10.0 Operations Guide spells out two options for loading space allocation data into RDW: clients can either directly load item and/or department level space allocation data to the fact tables, or clients can load item-level space allocation facts and then let an RDW aggregation batch module summarize that data to the department level.

If clients choose the former method (direct load to item and department), some clarification is in order regarding drilling between item and department for space allocation facts. Let's say there are two departments for which the client has space allocation data: Dept A and Dept B. Dept A space allocation facts are tracked in the source system at item level, and that item-level data is directly loaded to RDW. Dept B, however, only tracks space allocation facts in the source system at the department level. In this situation, a space allocation report run with only department on the template (and an empty filter) would only show facts for Dept B. This is because there are no facts for Dept. A's items summarized at department level. If the client drilled to item level from Dept B, however, the report would return no data since there are no facts below department level for Dept. B. If a space allocation report had only item on the template (and was run with an empty filter), such a report would only return facts for Dept A, because that is the only department with item-level space allocation data. Contrast the above situation to inventory position (and most other facts in RDW), where data is always available at item level and is then aggregated to higher levels.

Report organization

All space allocation reports are contained in the space allocation folder. The following reports are part of space allocation:

- Comparative spatial analysis
- Spatial profit analysis – linear
- Spatial sales analysis – linear

Hierarchies

The following hierarchies are available for space allocation:

- Time calendar
- Product
- Organization

Measures

RDW holds Linear, Square, and Cubic measurements for space allocation reporting. The unit of space allocation measurement that is populated (such as linear, square, cubic) will depend on the type of item. For example: A fashion item, such as a dress, may be displayed on a rack. Racks are likely to use a linear unit of measurement. A grocery item, such as a box of cereal, may be displayed on a shelf. Shelves are likely to use a square unit of measure. Other grocery items, such as fruit, may be displayed in large containers. These would use a cubic unit of measure.

Local currency

RDW holds amounts in primary and local currency. These facts are populated only if the source system (such as RMS) provides facts in both local and primary currency. If the source system does not require local and primary currency, then all facts will be in primary currency.

Fact names for local currency amounts are the same as the corresponding facts for primary currency with the letters LCL appended to the name. For example, the local version of the sale fact F_SLS_AMT is F_SLS_AMT_LCL.

Local currency facts are available in all but the following reporting areas:

- Planning

Base formulas exist for all facts in local currency. A limited number of metrics for local currency are included in the projects. Clients must create metrics for local currency in other areas. Clients must also add metrics for local currency to existing reports, or create new reports.

Inventory

Overview

In RDW, inventory consists of: stock position, stock movement, and stock ledger.

Stock position

Stock position represents the quantity and value of inventory at a defined point in time. It takes into account units in inventory, units in-transit, and units on order.

BOH and EOH units and values

Beginning Stock on Hand (BOH) and Ending Stock on Hand (EOH) are the beginning and ending values for stock on hand (SOH) in a defined period of time.

For example: BOH for Month is the quantity and value (position) at the beginning of the current month. EOH is the ending inventory from the previous month.

Units

BOH and EOH quantities are held in the fact column (F_I_SOH_QTY).

- For BOH, position is determined by a transformation to the position previous week.
- For EOH, position is the ending value for the time period.

Cost and retail values

Values for BOH and EOH stock positions are held in the fact columns (F_I_SOH_RTL_AMT) and (F_I_SOH_COST_AMT).

These facts represent the value of inventory position at retail and cost.

Units and cost by retail type

RDW holds EOH retail values by retail type, allowing for the valuation of inventory position by retail type.

```
EOH Regular Retail Value =  (F_I_SOH_RTL_AMT) Retail
Type = 1

EOH Promotion Retail Value =  (F_I_SOH_RTL_AMT) Retail
Type = 2

EOH Clearance Retail Value =  (F_I_SOH_RTL_AMT) Retail
Type = 3
```

In transit units and values

These measures hold the positional unit quantity and value of inventory in transit in availability analysis reporting.

Units

In transit quantities are held in the fact field (F_I_IN_TRNST_QTY).

Cost and retail values

Retail and cost value of stock in transit are held in the (F_I_IN_TRNST_RTL_AMT) and (F_I_IN_TRNST_COST_AMT) fact fields.

On order units and value

On order quantity and value are positional facts that represent the quantity and value of inventory currently on order.

Units

On order position is held in the fact field (F_I_ON_ORD_QTY).

Cost and retail values

The cost and retail value of on order units are held in (F_I_ON_ORD_RTL_AMT) and (F_I_ON_ORD_COST_AMT).

Transformations

The following transformations in stock position metrics allow for to date measurements in a current year and for the comparison of stock position to a previous year:

- To Date (MTD, STD, YTD)
- Last Year (MTD, STD, YTD)

Stock movement (receipts and transfers)

Stock movement is concerned with transactional (rather than positional) data: for example, receipts. All receipts are totaled throughout month or week to arrive at the total number of receipts for the time period in question.

This area includes receipts, transfers, Returns to Vendor (RTV), and stock adjustments.

Basic measurements are units and valuation (cost and retail).

Receipts

Receipts are units purchased and placed in inventory. RDW holds the number of units purchased at the day and week level and at retail and cost value.

Receipts are held at item level for day and week and at the subclass (segment) level for day and week.

Receipts units

Receipts are held in the fact field (F_I_RCPTS_QTY).

Receipts values

Receipts value is held at cost (F_I_RCPTS_COST_AMT) and retail (F_I_RCPTS_RTL_AMT) levels. Values are also held in local currency (F_I_RCPTS_COST_AMT LCL) and (F_I_RCPTS_RTL_AMT LCL).

Plan values

Plan values for receipts are held for an original and current plan. Plan values are held at subclass, location, and week levels.

Original plan

```
Units (F_PLN_ORIG_RCPTS_QTY)

Value (F_PLN_ORIG_RCPTS_COST_AMT),
(F_PLN_ORIG_RCPTS_RTL_AMT)
```

Current plan

```
Units (F_PLN_CURR_RCPTS_QTY)

Value (F_PLN_CURR_RCPTS_COST_AMT),
(F_PLN_CURR_RCPTS_RTL_AMT)
```

Transformations

Receipt value metrics have transformations for MTD, STD, and YTD for a current and last year. These metrics allow for the display of to date measures and a comparison of values for a current year to the previous year.

Percent markup on projected receipts

The receipt values at retail and cost can be used to calculate the percent initial markup on receipts, as follows:

```
(Receipts Retail Value - Receipts Cost Value) /
[Receipts Retail Value)
```

Return to Vendor (RTV)

RTV units are units returned to the vendor for any reason. RDW maintains a record of RTV units and the value of RTV units at cost and retail amount.

RTV facts are held at the item/supplier/location/day level.

RTV units

RTV units are held in the fact field (F_I_RTV_QTY).

RTV values

RTV values are held at retail and cost in the (F_I_RTV_COST_AMT) and (F_I_RTV_RTL_AMT).

Values are also held in local currency (F_I_RTV_COST_AMT_LCL) and (F_I_RTV_RTL_AMT_LCL).

Planning

RTV plan facts are available for units for an original plan (F_PLN_CURR_RTV_QTY) and current plan (F_PLN_ORIG_RTV_QTY) and for retail value (F_PLN_CURR_RTV_QTY) and (F_PLN_ORIG_RTV_RTL_AMT). These facts allow for reporting of actual RTV data to plan.

Plan facts are held at the subclass, location, week level.

Transfers

Transfer items are inventory units moved from one part of the company to another; for example, warehouse to location/store, by department, or store to store.

RDW holds transfer units and cost and retail value.

Transfers are held by item and location at the day and week levels and by subclass at the day and week levels.

Transfer units

Transfer units are held in the (F_I_TSF_QTY) fact field.

Transfer values

Values for transfers are held at retail (F_I_TSF_RTL_AMT) and cost (F_I_TSF_COST_AMT).

Stock adjustments

Stock adjustments are changes to inventory level. RDW holds stock adjustment units and values by reason code at the item, location, and day level.

RDW holds transfer units and cost and retail value in primary and local currency.

Transfers are held by item and location at the day and week levels and by subclass at the day and week levels.

Adjustment units

Adjustment units are held in the (F_I_ADJ_QTY) fact field.

Adjustment values

Values for stock adjustments are held at retail (F_I_ADJ_RTL_AMT) and cost (F_I_ADJ_COST_AMT) in primary currency.

Percent sell through

Sell through is the number of units sold expressed as a percentage of total units on hand for a defined time period. It is calculated as follows:

```
(Sales Units / (EOH Units + Sales Units))
```

The following report shows the sell through metric and its components:

Metrics / Supplier	Sales Units	EOH Units	% Sell Through Units
Supplier 14 14	5,424	7,505	41.95%

Percent sell through

Stock ledger

Overview

Financial control is important to a retailer. The results of the inventory and merchandise process need to be recorded and analyzed. The information for Stock Ledger analysis comes from RMS' stock ledger. This gives RDW visibility to store/subclass/week level.

All stock ledger facts are kept at the subclass and week level. Consequently, stock ledger reporting is not available at the item and day level. Reports and drills into data that are lower than the subclass/week level will return null values for stock ledger facts.

The RMS stock ledger does not support a thirteen period calendar. As a result, there will be inconsistencies between stock ledger measures and RDW sales and inventory measures, if the 13-period calendar is used.

Stock ledger sales and inventory measures

Percent gross margin

Percent gross margin is the ratio of gross profit amount to total sales at retail value. The RDW holds facts for sales at retail value and gross profit margin:

Measure	Fact
StkLedger Sales Retail Value	F_IVL_SLS_RTL_AMT
StkLedger Gross Margin Value	F_IVL_GRS_PRFT_AMT

Transformations let retail sales be retrieved for MTD, STD, and YTD with corresponding metrics for last year.

The stock ledger also holds returns at retail value (F_IVL_RTRNS_RTL_AMT) and the corresponding transformations for last year and to-date reporting.

Average stock cost value

Average stock cost value is the average cost of stock over a period of weeks.

Gross margin return per dollar of inventory (GMROI)

GMROI measures the relative effectiveness of inventory investment. It is kept in RDW in the stock ledger tables at the subclass and week level.

Receipts

The stock ledger holds receipts at cost and retail value:

Measure	Fact
Receipts Retail Value	F_IVL_RCPTS_RTL_AMT
Receipts Cost Value	F_IVL_RCPTS_COST_AMT

Markdown percent

The stock ledger holds markdown values by type as follows:

Measure	Fact
Stock ledger Clearance Markdown Value	F_IVL_CLRC_MKDN_AMT
Stock ledger Promotion Markdown Value	F_IVL_PRMTN_MKDN_AMT
Stock ledger Permanent Markdown Value	F_IVL_PERM_MKDN_AMT

Additional stock ledger measures and facts

The stock ledger contains the following measures and facts. These are not currently used in RDW reports, but are available for custom reports developed by the client.

Measure	Fact
Stkledger Cash Discount	F_IVL_CASH_DSCNT_AMT
Stkledger Employee Discount Value	F_IVL_EMPLY_DSCNT_AMT
Stkledger EOH Adjustment Value	F_IVL_SOH_ADJ_RTL_AMT
Stkledger Counted Value	F_IVL_ACTL_STOCK_RTL_AMT
Stkledger Freight Cost Value	F_IVL_FRGHT_COST_AMT
Stkledger Markdown Cancel Value	F_IVL_MKDN_CNCLLD_AMT
Stkledger MarkupValue	F_IVL_MKUP_AMT
Stkledger MarkupCancel Value	F_IVL_MKUP_CNCLLD_AMT
Stkledger RTV Retail Amount	F_IVL_RTV_RTL_AMT
Stkledger Sales Cost Amount	F_IVL_SLS_COST_AMT
Stkledger Shrinkage Cost Value	F_IVL_SHRK_COST_AMT

Measure	Fact
Stkledger Shrinkage Retail Value	F_IVL_SHRK_RTL_AMT
Stkledger Workroom Cost Value	F_IVL_WRKRM_COST_AMT

Hierarchies

The following hierarchies are available for Stock Ledger:

- Time calendar
- Product
- Organization

Measures

Stock position measures

Stock position plan measures

Planning data is held for the stock position at the current plan and original plan levels. This allows for comparison of actual inventory position data to planned levels.

Current stock position

EOH quantities and values allow for the reporting on current stock positions, as in the following example:

Metrics / Organization (Location)		EOH Retail Value	EOH Regular Retail Value	% Contrib Regular to EOH Retail Value	EOH Promotion Retail Value	% Contrib Promo to EOH Retail Value	EOH Clearance Retail Value	% Contrib Clearance to EOH Retail Value
Total		56,388	56,388	NA	NA	NA	NA	NA
Minneapolis	14101	56,388	56,388	100.00%	NA	0.00%	NA	0.00%

Current stock position

This report displays positional values for EOH and segments this value by retail type.

Variance BOH and EOH retail value from LY

Current values and transformations to last year allow for the comparison of inventory position to inventory position last year, as in the following example:

			Sales Value	Sales Value (Last Year)	% Change Sales Value vs Last Year	EOH Retail Value	EOH Retail Value (Last Year)	% Change EOH Retail Value vs Last Year
Total	Total		131,720	143,923	(8.48%)	74,214	64,621	14.85%
Minneapolis	14101							
	Total	*Total*	131,720	143,923	(8.48%)	74,214	64,621	14.85%
	Dry Grocery	6001	131,720	143,923	(8.48%)	74,214	64,621	14.85%

Inventory position this year vs last year

This report compares EOH retail value for the current year to EOH retail value for last year, and calculates the difference between the two (last year [LY] and this year [TY]).

Contribution to BOH and EOH values by product and organization

Inventory position metrics allow for the computation of the contribution of products to BOH and EOH values.

Metrics / Segment		Sales Value	% Contrib Sales Value to Category	EOH Retail Value	% Contrib EOH Retail Value to Category	Contract Order Cost Value	% Contrib Contract Order Cost Value to Category
Total		956,993	NA	628,669	NA	692	NA
Potatoes	201	182,493	19.07%	186,080	29.60%	222	32.00%
Cold Cereal	201	217,334	22.71%	212,823	33.85%	160	23.08%
Pasta	202	531,861	55.58%	183,469	29.18%	205	29.58%
Hot Cereal	202	25,305	2.64%	46,298	7.36%	106	15.34%

Contribution of product to BOH/EOH values

Variance actual to plan

Inventory position plan measures allow for the comparison of actual inventory position to current (CP) and original (OP) plan data.

Metrics / Time Calendar (Year)	EOH Retail Value	CP EOP Retail Value	% Variance EOH Retail Value vs CP	EOH Retail Value (Last Year)	% Change EOH Retail Value vs Last Year
Total	74,214	94,465	(21.44%)	64,621	14.85%
2003	74,214	94,465	(21.44%)	64,621	14.85%

Variance actual to plan

Inventory measures

Stock turn

Stock turn is a measurement of the rate at which stock is sold and replaced.

In RDW, the stock turn value is calculated as a ratio between net sales and the average value of stock during the same period.

> **Example:** If sales of widgets are 2 million during month 1 and the average stock value during the same month 500K, the stock turn value is 2,000,000/500,000.

RDW calculates both stock turn value and stock turn unit quantity.

Stock turn value is calculated using Net Sales and Average Stock Value as follows:

```
Net Sales / Average Stock Value
```

Sales value

Sales value – returns. See the "Sales and Profit" section earlier in this chapter for more information on Net Sales.

Average stock retail value

The average stock value is calculated as follows:

```
(([BOH Retail Value] + [EOH Retail Value (SUM)]) / ([No
of Weeks with Stock] + 1))
```

EOH Retail Value (SUM) is a sum of all values for the period rather than an ending position.

Stock turn units

Stock turn units is similarly calculated using the fields that contain units:

```
(Net Sales Units / (([BOH Units] + EOH Units (SUM)) /
(No of Weeks with Stock]+ 1)))
```

Plan

RDW holds planning data that is sufficient to calculate stock turn for a current plan. This allows for the comparison of actual stock turn to planned levels.

Transformations

RDW holds last year facts required to calculate stock turn, allowing for a comparison of stock turn value to last year.

The following report displays:

- Stock turn value for a current month and corresponding month last year and variance this year to last.
- Stock turn for the current plan and the variance of plan measures to actual stock turn.

	Stock Turn Value	Stock Turn Value (Last Year)	% Change Stock Turn Value vs Last Year	CP Stock Turn Value	% Variance Stock Turn Value vs CP
Dry Grocery 6001					
Box Meals 101					
Potatoes 201	1.10	0.96	15.08%	0.0337	3163.62%

Stock turn transformations

Gross margin return per dollar of inventory (GMROI)

GMROI is the rate of return on investment in inventory. GMROI measures how effectively inventory investment has produced gross margin dollars.

In RDW, GMROI is calculated as follows:

```
(Gross Margin Value / Avg Stock Cost Value)
```

Gross margin value

Gross Margin Value is Profit – Profit Lost on Returns. See the "Sales and Profit" section for additional information on Gross Margin.

Average stock cost value

The average stock value at cost is calculated as follows:

```
((BOH Cost Value + EOH Cost Value (SUM)) / (No of Weeks
with Stock + 1))
```

EOH Cost Value (SUM) is a sum of all values for the period rather than an ending position.

Transformations

All components required for calculation of GMROI are available with transformation to last year.

```
(Gross Margin Value (Last Year) / Avg Stock Cost Value
(Last Year))
```

The following sample report shows GMROI for a current year, last year, and current plan.

Period Week Metrics	Period 1 200301 Week 1 200301
Gross Margin Value	67,382
Gross Margin Value (Last Year)	52,231
GMROI	0.62
CP GMROI	0.04
GMROI (Last Year)	0.71

GMROI by week vs plan, last year

Stock to sales ratio

Stock to Sales Ratio is an indicator of the relationship between stock-on-hand and sales. In RDW, it is calculated as follows:

```
(BOH Retail Value / Sales Value)
```

Transformations on the component metrics allow for the calculation of stock to sales ratio for last year and for the comparison of a current to a previous year.

Stock ledger sales measures

Percent gross margin

The percent gross margin is calculated using these facts as follows:

```
StkLedger Gross Margin Value / StkLedger Sales Retail
Value
```

Average stock cost value

The average stock cost value is calculated by adding the positional BOH value to the EOH value for each week and dividing by the number of weeks in which stock was available.

```
(StkLedger BOH Retail Value + StkLedger EOH Retail Value
(SUM)) / (No of Weeks with Stock + 1))
```

Gross margin return per dollar of inventory (GMROI)

The GMROI is calculated as follows:

```
StkLedger Gross Margin Value / StkLedger Avg Stock Cost
Value)
```

See the Gross Margin Return per Dollar of Inventory (GMROI) subsection in the "Inventory" section for more information.

Stock turn

Stock turn is also calculated in the stock ledger at retail value using the following calculation:

```
(StkLedger Sales Retail Value / StkLedger Avg Stock
Retail Value)
```

Product (Category)	Metrics	StkLedger Sales Retail Value	StkLedger Gross Margin Value	StkLedger % Gross Margin	StkLedger Avg Stock Retail Value	StkLedger Stock Turn Retail Value	StkLedger GMROI
Dry Grocery	6001	3,232	2,523	78.05%	1,698	1.90	1.96

Stock turn

See the “Stock turn” subsection in the “Inventory” section of this chapter for more information.

Markdown percent

All markdown types are added together to calculate total markdown value:

```
(StkLedger Clearance Markdown Value + StkLedger
Promotion Markdown Value) + StkLedger Permanent Markdown
Value) = Total Markdown Value
```

Markdown percent is calculated as a percentage of retail sales value:

```
(StkLedger Total Markdown Value / StkLedger Sales Retail
Value)
```

Stock movement measures

The following report uses receipts retail value for the current and previous year and planned data for the current year to calculate variances in receipts value this year to last year and variance from planned receipts.

Product Metrics	Dry Grocery 6001
Receipts Retail Value	1,325
CP Receipts Retail Value	1,143,126
Receipts Retail Value (Last Year)	1,408
% Variance Receipts Value vs CP	(100%)
% Change Receipts Retail Value vs Last Year	(5.86%)

Stock movement

Supplier performance

Overview

This functional area focuses on reporting that provides supplier performance information based on key performance measures. These reports enable users to assess the strengths and weaknesses of new or existing suppliers and their performance over time.

Supplier Performance reports provide the information you need to evaluate the sales and profitability of suppliers. The reports help you confirm that you currently work with the best suppliers for the marketing and sales needs of your stores.

Collection of this data makes the following types of analysis available to RDW users:

- Compare and contrast supplier performance over time
- Compare and contrast category performance by primary supplier
- Monitor category performance in terms of sales volume and value
- Compare and contrast market vendor with supplier performance

Primary supplier

Retailers, and category managers in particular, need access to comparative sales and profit contribution information by primary supplier. The ability to identify suppliers of profitable versus non-profitable items, the ability to measure contribution to total category performance, and the ability to identify how their categories are performing relative to other categories, as well as relative to last year using various business measures (for example, sales and profitability), is necessary to enable retailers to monitor supplier performance.

The ability to compare and contrast category performance by Primary Supplier adds significant value, and is a vital tool in the grocery and convenience store industry.

Report organization

The following Supplier Performance reports are provided in RDW:

- Market Vendor Analysis
- Primary Supplier Contribution
- Primary Supplier Sales & Profit Analysis
- Primary Supplier Performance Scorecard
- Primary Supplier Sales Analysis - Units
- Primary Supplier Stock Analysis
- Vendor Product Summary

Hierarchies

The following hierarchies are available for Supplier Performance reporting:

- Time calendar
- Product
- Organization
- Supplier
- Retail type information
- Transaction information

Measures

The following types of measures are a part of supplier performance:

- Sales and profit
- Inventory position and movement
- Deal cost

Sales and profit

- Sales value and variance in sales value from last year
- Sales units and variance in sales units from last year
- Profit amount and variance in percent profit from last year
- Percent contribution to total sales value for the department

Inventory position and movement

- Sell through
- Stock turn
- Beginning stock on hand (BOH) and ending stock on hand (EOH) retail value
- Receipts
- Gross margin return per dollar of inventory (GMROI)

See the "Inventory" section section in this user guide for more information on these calculations.

Deal cost

Deal cost measures are held at the supplier level.

Deal cost is a set of buckets that the RDW fills with data from RMS. The data from RMS consists of cost values that represent different discounts from the supplier. These different discounts may consist of:

- Deals with Deal Partners: for items, or items at specific locations. Deal partners can be suppliers, wholesalers, distributors, and manufacturers. Within a deal, you create deal components, specify the items for the deal component, and define thresholds.
- Fixed Deals with Suppliers: your organization receives payments from suppliers in return for mentioning their products in promotions or for displaying their products on prime shelf space.
- Bracket Costing Deals with Suppliers: your organization receives a certain deal price on an order depending on the size of the order. Different types of brackets can be established, based on mass, volume, pallet, case, each, or stat case.

If RMS is not used, these fields can be used to represent discounts in the buying process.

RDW Metric	RDW Fact Field
Base Cost	F_SUPP_BASE_COST_AMT
Net Cost	F_SUPP_NET_COST_AMT
Net Net Cost	F_SUPP_NET_NET_COST_AMT
Dead Net Cost	F_SUPP_NET_NET_COST_AMT

Variances

Transformations exist for last year and last month allowing for the calculation of variance from a previous month and last year.

For last month, transformations exist for all base metrics, allowing for the comparison of cost for this month to last month.

Supplier		Item			Metrics	Base Cost	% Change Base Cost vs Last Period	Net Cost	% Change in Net Cost vs Last Period	Net Net Cost	% Change in Net Net Cost vs Last Period	Dead Net Cost	% Cha in D N Cos Le Per
Supplier 1	1	Private Label Dehydrated Potatoes Bud	100309700	EACH		1.90	35.71%	1.90	35.71%	1.71	22.14%	1.71	22.
Supplier 2	2	Pillsbury Potato Buds:Flavored	100310090	EACH		2.00	33.33%	2.00	33.33%	1.80	20.00%	1.80	20.
Supplier 3	3	Pillsbury Potato Buds:Plain	100310170	EACH		2.10	31.25%	2.10	31.25%	1.89	18.13%	1.89	18.
Supplier 4	4	Betty Crocker Potatoes:06 ounce: Special Retail	100310760	EACH		2.20	29.41%	2.20	52.25%	1.98	37.02%	1.98	37.
		Private Label Pasta X	100311720	EACH		2.50	25.00%	2.50	38.89%	2.50	38.89%	2.50	38.
Supplier 5	5	Betty Crocker Potatoes:06 ounce:Regular Retail	100310840	EACH		2.30	27.78%	2.19	34.88%	1.97	21.39%	1.97	21.
Supplier 6	6	Pack Item 1 - Potatoes	100342180	EACH		2.40	26.32%	2.40	40.35%	2.40	40.35%	2.40	40.
Supplier 8	8	Brand X Pasta:Mac n Cheese Elbow	100311990	EACH		2.60	23.81%	2.60	45.66%	2.60	45.66%	2.60	45.
Supplier 9	9	Brand X Pasta:Mac n Cheese Spiral	100312280	EACH		2.70	22.73%	2.70	36.36%	2.70	36.36%	2.70	36.
Supplier 10	10	Mac n Cheese:Elbow	100312870	EACH		2.80	21.74%	2.38	14.98%	2.38	14.98%	2.14	14.
Supplier 11	11	Mac n Cheese:Spiral	100312950	EACH		2.90	20.83%	2.61	14.47%	2.61	14.47%	2.35	14.
Supplier 12	12	Brand X Cereal:Bran	100314040	EACH		3.00	20.00%	2.70	20.00%	2.70	20.00%	2.43	20.
Supplier 13	13	Brand X Cereal:Oat	100314120	EACH		3.10	19.23%	2.79	7.31%	2.51	7.31%	2.26	7.
Supplier 14	14	Kellog Cereal:10 ounce:Puffs	100314550	EACH		3.20	18.52%	2.72	0.74%	2.45	0.74%	2.20	0.
Supplier 15	15	Kellog Cereal:10 ounce:Oat	100314630	EACH		3.30	17.86%	2.97	6.07%	2.67	6.07%	2.67	6.
Supplier 16	16	Pack Item 4	100342420	EACH		3.40	17.24%	3.06	5.52%	2.75	5.52%	2.75	5.
Supplier 17	17	Private Label Hot Cereal 1	100315000	EACH		3.50	16.67%	3.33	16.67%	2.99	16.67%	2.99	16.

Cost – this month vs last month

Transformations are available for net cost and net net cost for last year, allowing for the comparison of these figures to a previous year.

Supplier compliance

Overview

Supplier compliance is an important part of retailers' supplier evaluation process, and can be explained as the process of measuring supplier performance based on some key performance indicators, such as timeliness and accuracy of deliveries. The supplier compliance functionality in RDW includes and supports supplier evaluation based on the following parameters:

1 Timeliness

2 Delivery accuracy

3 Order fulfillment

4 Quality measure

Supplier invoice cost

Supplier invoice cost is the actual cost as shown on the vender's invoice (from invoice matching). Expected cost is the cost previously agreed upon, before any deals or discounts. This is the unit_cost that is currently in the RMS/RDW system. A difference between the two can be reflective of deals, discounts, clerical errors, or dishonesty.

Supplier invoice cost is held in F_SUPP_INVC_COST_AMT at the supplier-item-location-day level. The report contains the average invoice cost and the minimum and maximum amounts for line items.

Receipts by supplier

The RDW supplier compliance datamart provides the ability to report receipt units grouped by supplier, item, location, and day. The fact column F_RECEIVED_QTY contains the quantity from the qty_received column in the RMS table shipsku. The following is a sample report:

Supplier		Item			Location		Day		Metrics: Receipt Units
Total	Total								14,892
Supplier 1	1	*Total*	*Total*	*Total*					876
		Private Label Dehydrated Potatoes Bud	100309700	EACH	*Total*	*Total*			876
					Minneapolis	14101	*Total*	*Total*	876
							SUNDAY	2/23/03	98
							MONDAY	2/24/03	194
							SUNDAY	3/2/03	114
							MONDAY	3/3/03	178
							THURSDAY	4/3/03	130
							FRIDAY	4/4/03	162

Receipt units by supplier

It should be noted that the supplier compliance datamart does not contain cost or sales data. Consequently, it cannot be used to report on sales or cost by supplier. The quantity in the supplier compliance datamart should not be confused with receipt units in the inventory movement datamart.

Report organization

The following Supplier compliance reports are contained in RDW:

- Bottom performers compliance rating
- Bottom performers delivery accuracy
- Bottom performers timeliness
- Delivery accuracy detail
- Order fulfillment detail
- Quality measures detail
- Receipts by supplier
- Supplier compliance comparison TY vs LY
- Supplier compliance scorecard
- Supplier invoice cost
- Supplier product scorecard
- Supplier returns
- Supplier RTV trend
- Timeliness detail
- Top performers compliance rating
- Top performers delivery accuracy
- Top performers timeliness

Hierarchies

The following hierarchies are available for Supplier compliance reporting:

- Time
- Product
- Organization
- Supplier

Measures

The *supplier compliance rating* is calculated by taking the average of the timeliness, accuracy, order fulfillment and quality measures, or it can be modified based on the retailer's business requirement. This calculation is done on the front end:

```
Supplier Compliance Rating =(Timeliness + Delivery
Accuracy + Order Fulfillment + Quality Measure) / 4
```

Timeliness

Timeliness measures the supplier's ability to deliver according to schedule. Early, late, and on-time shipments are tracked in the supplier compliance system. Retailers have the capability to measure their supplier-timeliness on a daily basis.

```
Timeliness = No of On Time Deliveries / ( No of On Time
Deliveries  +  No of Early Deliveries  +  No of Late
Deliveries )
```

For example, if the number of on-time deliveries is 75 and the total of all deliveries is 100, the timeliness rating is 75%.

Missed deliveries are defined as deliveries that did not take place within the timeframe specified. As such, a late delivery is also a missed delivery. Because the timeliness measure would not be very meaningful if two of its components were counted twice, missed deliveries will not be included in the timeliness measure. Missed deliveries can be reported at the supp/loc/time level as a separate metric.

Delivery accuracy

Delivery accuracy measures the supplier's ability to deliver the correct items and quantities on the order. The rating is determined by comparing the total number of deliveries for the supplier to the number of deliveries where the quantity or item was incorrect:

```
Delivery Accuracy  = No of On-Target Deliveries / Total
Deliveries
```

```
Where Total Deliveries = On-Target + Over-Target +
Under-Target + Mismatched
```

Mismatched is defined as a count of deliveries that contain at least one mismatched item.

For example, if the number of on-time deliveries is 75 and the total number of deliveries is 100, the delivery accuracy rating is 75%.

Order fulfillment

Order fulfillment measures the supplier's ability to deliver on order in full. The rating is determined by calculating the ratio of completely filled order to the total number of orders.

```
Order Accuracy = No of Orders Received in Full/ Total
Orders
```

```
Where Total Orders = Orders Received in Full + Orders
Received in Part + Orders Received in Excess
```

For example, a supplier earns an order fulfillment rating of 75% if the total number of orders is 4 and the number of partial deliveries is 1.

Quality measure

RDW will support reporting of a shipment rejected due to quality control failure reasons, and this will give a quality measure of vendor performance. The quantity of items that fail quality control checks, compared to the total quantity of items received, indicates the quality of the shipment received. Note that not all items require QC checks. This measure only applies to those items that do (qc_ind = 'Y').

```
Quality Measure =  100  -  ( Failed QC Units   /  All
Received QC Units )
```

If this measure equals to 100, then the vendor's quality measure is 100%.

Variance reporting

Transformations exist for all compliance ratings for last year. This allows comparison of a current compliance rating with the rating for last year.

See the Supplier Compliance Comparison TY vs. LY (A) for an example.

Supplier contracts and availability

Overview

These metrics allow you to assess unit availability by supplier, balance of contract (BOC) units, and supplier cost.

Hierarchies

The following hierarchies are available for Supplier contracts and availability:

- Time calendar
- Product
- Supplier

Measures

Contract quantities and cost

RDW holds contract quantities and cost by supplier, contract, item, and day.

Contract Quantity	F_CNTRCT_QTY
Contract Order Quantity	F_CNTRCT_ORD_QTY

Balance of contract (BOH) is then calculated as:

```
(Contract Quantity - Contract Order Quantity)
```

Corresponding cost data is held in fact fields and used to calculate cost for the quantity and quantity on order.

Contract Cost Value	F_CNTRCT_COST_AMT
Contract Order Cost Value	F_CNTRCT_ORD_COST_AMT

BOC Total Value is then calculated as:

```
((Contract Quantity - Contract Order Quantity) * Avg
Contract Cost Value)
```

		Contract Quantity	Contract Cost Value	Contract Order Quantity	BOC Total Value	Contract Order Cost Value	BOC Total Units
Total	Total	182	419	14	37,596	32	168
Supplier 14	14						
	147	114	262	7	28,055	16	107
	168	68	156	7	9,540	16	61

Balance of contract total value

Contract contribution to category

The contract order cost value aggregated to the category level allows for the calculation of the percent contribution of to the order cost value of the category as a whole.

```
Contract Order Cost Value / Contract Order Cost Value
(Category)
```

Availability

Available Units is the total quantity of items of a particular category or style that is available from the supplier (F_AVAIL_QTY).

Loss prevention

This section contains information on Loss Prevention, Loss Prevention Voucher Overview, and Loss Prevention Transaction Activity.

Overview

Loss prevention

Loss prevention affects the bottom line for a retailer.

When you see *cashier* on a report, it is reporting the number of sales transactions, overrides, and so on, taken at the register for that cashier, or rung with that cashier number.

When you see *employee* on a report, the employee is the purchaser. So when cashier and employee appear together (as they do), it is a transaction executed by that cashier to somebody else who is an employee.

Loss Prevention (LP) Transactions aggregated at the Employee level gives the number of LP Transactions that these employees initiated (that is, the number of cases where employee is the customer). This does not show how many LP transactions the employee entered in the system. For that, you would have to look at LP Transactions at Cashier or Sales Person levels.

Over/short amounts

Over/short amounts can be used to track loss over time, assisting in loss prevention issues. Over amounts are positive, and short amounts are negative. The information used in calculating over/short amounts is drawn from sales audit.

Drawer over/short amounts are held by location, cashier, and register (F_DRAWER_OS_AMT).

Location	Cashier		Day		Metrics: Over/Short Amount
Minneapolis 14101	Cashier A's Store	CASHIERA	SUNDAY	2/23/03	28
			MONDAY	3/3/03	10
	Caschier B	CASHIERB	SUNDAY	3/2/03	10
			FRIDAY	4/4/03	18
	Cashier C	CASHIERC	MONDAY	2/24/03	22
			THURSDAY	4/3/03	23

Overrides

Loss prevention tables hold the total number of transactions processed. Overrides are the number of manual transactions taken at the register. Overrides may be markdowns or markups. Override counts are maintained for markups and markdowns. These values and the total number of loss preventions transactions are used to calculate the percentage of override transactions:

Measure	Fact
No of LP Transactions	(F_LP_AMT)
No of Override Markups	F_IS_MKUP_COUNT
Value of Override Markups	F_IS_MKUP_AMT
No of Override Markdowns	F_IS_MKDN_COUNT
Value of Override Markdowns	F_IS_MKDN_AMT

Loss prevention voucher

A voucher is a document for issue of goods and services. Vouchers are issued by the retailer and redeemed. Loss prevention tables hold the number and value of vouchers issued and redeemed.

Measure	Fact
Vouchers Issued	F_ISS_COUNT
Value of Vouchers Issued	F_ISS_AMT
Vouchers Redeemed	F_RED_COUNT
Value of Vouchers Redeemed	F_RED_AMT

The number of outstanding vouchers is also tracked to allow for trending and voucher age reporting.

		No of Vouchers Issued	Value of Vouchers Issued	No of Vouchers Redeemed	Value of Vouchers Redeemed
Minneapolis 14101					
	Gift Certificate 4000	220	3,300	196	2,940

Vouchers issued redeemed

Loss prevention transaction activity

LP Transactions

RDW holds a count and value of loss prevention transactions by cashier, location, and reason type for each quarter hour.

Measure	Fact
LP Transaction Count	F_LP_COUNT
LP Transaction Amount	F_LP_AMT

These facts are used to calculate the percentage of total transactions that each cashier accounts for.

```
No of LP Transactions / No of LP Transactions (All
Cashiers)
```

Discount coupons and scanned Items

- Number and value of discount manufacturer coupons
- Number of and value of in store discount coupons
- Number of scanned items and the number of items entered manually
- Number of credit cards scanned and entered manually

Measure	Fact
No of Manufacturer Coupons	F_TNDR_COUPON_COUNT
Manufacturer Coupon Value	F_TNDR_COUPON_AMT
No of Store Coupons	F_DSCNT_COUPON_COUNT
Value of Store Coupons	F_DSCNT_COUPON_AMT
No of Items Manually Entered	F_ENTER_ITEM_COUNT
No of Items Scanned	F_SCAN_ITEM_COUNT
No of Credit Cards Manually Entered	F_ENTER_CC_COUNT
No of Credit Cards Scanned	F_SCAN_CC_COUNT

These facts can be used to calculate the percentage of manual and scanned items to the total number of items:

```
No of Items Manually Entered / (No of Items Scanned + No
of Items Manually Entered)
```

The percentages of scanned and manually entered credit card are similarly calculated:

```
No of Credit Cards Scanned / (No of Credit Cards
Manually Entered] + No of Credit Cards Scanned)
```

Loss prevention transaction activity employee sales and returns

The RDW holds sales and return values by employee. In addition, transactions are tracked by cashier and employee, which allows you to track transactions where the employee is the purchaser.

When sale and return values are tracked by employee, the employee is the *purchaser*. Consequently, these values reflect transactions in which the employee bought or returned goods to the store.

Sales and returns by tender type

RDW holds sales and return amounts by tender type. This information is further segmented into cash and non-cash equivalents at the fact level. Tender type is important because it allows the Point of Sale system to distinguish between the use of cash, credit cards, gift certificates and other forms of payment. In the RDW, this information can be used to track loss prevention issues.

Metric	Calculation	Condition
Tender Sales Value	F_TNDR_SLS_AMT	None
Tender Sales Value (Cash Equivalent)	F_TNDR_SLS_AMT	Cash Equivalent = Y
Tender Sales Value (Non-Cash Equivalent)	F_TNDR_SLS_AMT	Non-cash Equivalent = Y
Tender Return Value	F_TNDR_RTRNS_SLS_AMT	None
Tender Return Value (Cash Equivalent)	F_TNDR_RTRNS_SLS_AMT	Cash Equivalent = Y
Tender Return Value (Non-Cash Equivalent)	F_TNDR_RTRNS_SLS_AMT	Non-cash Equivalent = Y

These facts are used in metrics that calculate the contribution of a cashier to total returns and the ratio of sales value to returns for cash and non-cash equivalents tender types.

Metric	Calculation
% Contribution Tender Sales Value to Location	Tender Sales Value / Tender Sales Value (Location)
% Contribution Tender Return Value to Location	Tender Return Value / Tender Return Value (Location)
Ratio Sales Value to Returns (Cash Equivlent)	Tender Sales Value (Cash Equivalent) / [Tender Return Value (Cash Equivalent)
Ratio Sales Value to Returns (Non-Cash Equivlent)	Tender Sales Value (Cash Equivalent) / [Tender Return Value (Non-Cash Equivalent)

The following reports shows sales and returns by cashier and location.

					Tender Sales Value	% Contrib Tender Sales Value to Location (MO)	Tender Return Value	% Contrib Tender Return Value to Location (MO)	Ratio, Sales Value to Returns (Cash Equivalent)	Ratio, Sales Value to Returns (Non-Cash Equivalent)
Total	Total				285,690	NA	28,057	NA	10.15	10.19
Minneapolis	14101									
	Total	*Total*			59,650	NA	5,861	NA	10.05	10.21
	Cashier A's Store	CASHIERA								
			Cash - Primary Currency	1000	11,865	19.89%	1,181	20.15%	10.05	NA
	Caschier B	CASHIERB								
			Personal Check	2000	11,773	19.74%	1,145	19.53%	NA	10.28
	Cashier C	CASHIERC								
			Visa	3000	12,091	20.27%	1,195	20.38%	NA	10.12
	Cashier D	CASHIERD								
			Mastercard	3010	11,963	20.05%	1,174	20.03%	NA	10.19
	Cashier E	CASHIERE								
			Gift Certificate	4000	11,959	20.05%	1,167	19.91%	NA	10.25
St. Paul	14102									

Sales and returns by location and tender type

Report organization

Loss prevention

The following Loss Prevention reports are contained in RDW:

- Cashier Over/Short Amount Trend
- Cashier Over/Short Amounts
- Cashier Over/Short Weekday Comparison
- Cashier Override Activity
- Location Override Activity
- Register Override Activity

Loss prevention voucher

The following Loss Prevention Voucher reports are contained in RDW:

- Cashier Voucher Detail
- Escheated Vouchers Detail
- Location Voucher Detail
- Outstanding Vouchers
- Register Voucher Detail
- Voucher Age Comparison
- Voucher Age Weekly Trend
- Voucher Redemption Activity

Loss prevention transaction activity

The following Loss Prevention Transaction Activity reports are contained in RDW:

- Cashier Coupon & Scanning
- Cashier Performance Trend
- Cashier Sales and Returns
- Cashier Sales and Returns Detail
- Cashier Transaction Detail
- Cashier, Location Performance
- Employee Sales and Returns
- Employee Sales by Cashier
- Location Transaction Detail
- Location, Cashier Performance Trend
- Register Transaction Detail
- Sales Audit Totals
- Transaction Type Cashier Detail
- Transaction Type Location Detail

Hierarchies

Loss prevention

The following hierarchies are available for Loss Prevention reporting:

- Organization
- Time calendar
- Cashier
- Register

Loss prevention voucher

The following hierarchies are available for Loss Prevention Voucher reporting:

- Time
- Product
- Organization
- Cashier
- Register
- Tender type
- Voucher age band

Loss prevention transaction activity

The following hierarchies are available for Loss Prevention Transaction Activity reporting:

- Time
- Organization
- Retail type
- Transaction type
- Employee
- Salesperson
- Cashier
- Register

Store traffic

Store traffic reporting measures the ratio of sales transactions to the total number of customers in the store on a daily and weekly basis. Store traffic is an important measure for understanding how many shoppers a retailer converts to buyers. This information can be used to assess the store layout and adjacency information.

The RDW holds the volume of store traffic and the number of transactions by location and day.

Note: Store traffic must be loaded by a third party or client supplied application.

Measure	Fact
Store Traffic	F_STORE_TRAFFIC
No of Total Transactions	F_TRAN_COUNT

The conversion rate is calculated using these facts:

(No of Total Transactions / Store Traffic) * 100) = Conversion Rate

The following report shows the conversion rate by week and location.

Location Week Metrics	Minneapolis 14101 Week 1 200201
No of Total Transactions	223
Store Traffic	1,008
Conversion Rate	22.12

Store traffic conversion

Customer workbench

The Customer Workbench provides a comprehensive analysis of customer-related data. This workbench incorporates data from the Retek Merchandising System (RMS), Retek Behavior Profiling, Retek RetailCOM, as well as third-party sources.

In addition, the Customer Workbench supports analysis of sales performance, location performance, effectiveness of promotions, and profit analysis. It also supports targeted marketing based on customer and product lists generated by the RDW.

Customer dimension

The customer dimension holds as its name indicates, customer information, each record unique to a specific customer. Some of the information provided includes: customer's name, customer address, customer contact information, and specific demographic information about the customer (such as marital status, age, ethnicity, gender, income, and household size).

Source of customer information

RDW has an interface with Retek's Customer Order Management (COM), a product of the Customer Relationship Management (CRM) group. The COM product captures customer information through multiple channels, such as web, catalog, call centers, and stores.

Customer accounts

This functionality will allow users to link account types to account groups. Transactions can be linked to specific customers as well to provide customer lists for different account types. This functionality will also allow users to link account numbers to specific customers. In the case that two customers have the same account, only the primary account holder can be loaded into the table.

Customer segmentation

Customer segmentation and Segmentation Profile is measured using a method called 'RFMP'. RFMP stands for 'R'ecency, 'F'requency, 'M'onetary, and 'P'rofitability. The idea behind RFMP is that a retailer can gauge whom their best and worst customers are how valuable they have been based on these four RFMP factors. Your best customers are those who have:

1 Purchased product from you recently.

2 Purchased product from you frequently.

3 Spent a large amount of money on your products and services.

4 Contributed a large amount towards the profitability of your organization.

Recency – Customers are ranked in terms of how many days it has been since they last purchased a product from the retailer and are assigned to one of a specified number of performance groups.

Frequency – Customers are ranked in terms of how often they purchased from you in a specified time period. Customers are assigned to one of a specified number of performance groups.

Monetary – Customers are ranked in terms of the total dollar value of their purchases in a specified time period. Customers are assigned to one of a specified number of performance groups.

Profitability – Customers are ranked in terms of the total profit their purchases have generated in a specified time period. Customers are assigned to one of a specified number performance groups.

Campaign response

This set of reports measures the promotion response rate by segment. For example, you might want to know the promotion response rate of a particular monetary segment. Once this segment has been determined, it is possible to isolate this group of customers and determine its response rate in relation to the overall response rate. This can help you determine the value and effectiveness of a promotion for a particular customer segment. Additional reports allow you to select segments from multiple RFMP categories.

Segmentation profiling

These reports measure sales value, profit, average amount spent, and other characteristics for by segment. For example, you can see the sales value, profit, average number of transactions per customer for each frequency segment.

Defection analysis

These reports identify customers that are at risk for defection based on declines in rank over time in the frequency, monetary, and profitability segments.

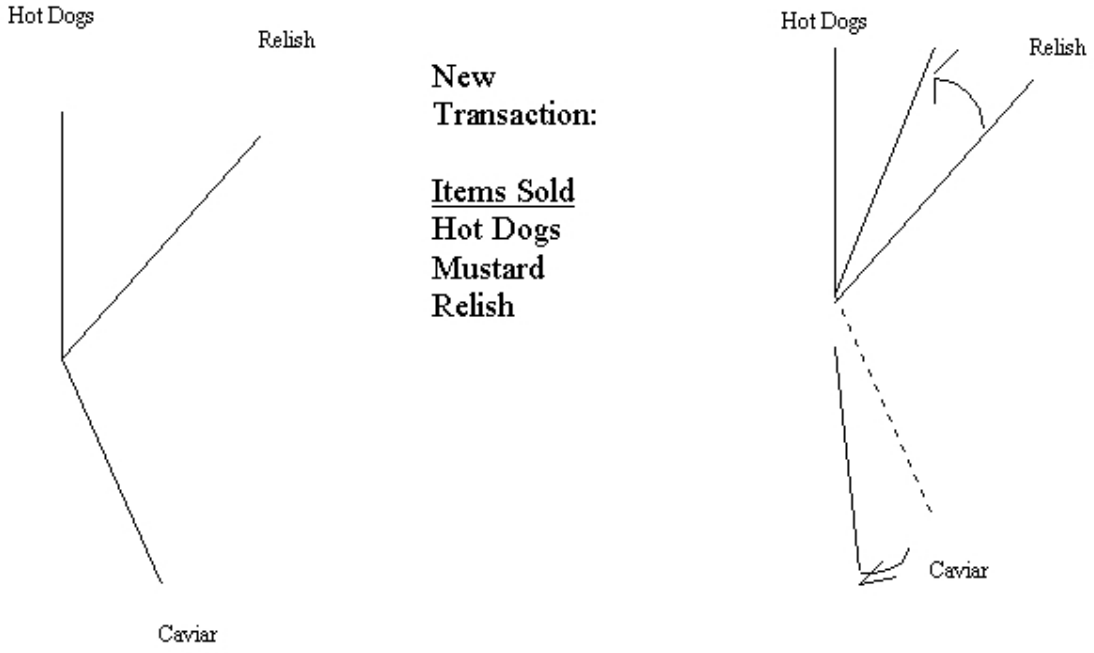
Loyalty programs

These reports identify customers involved in loyalty programs by RFM code and segment.

Product and customer clustering

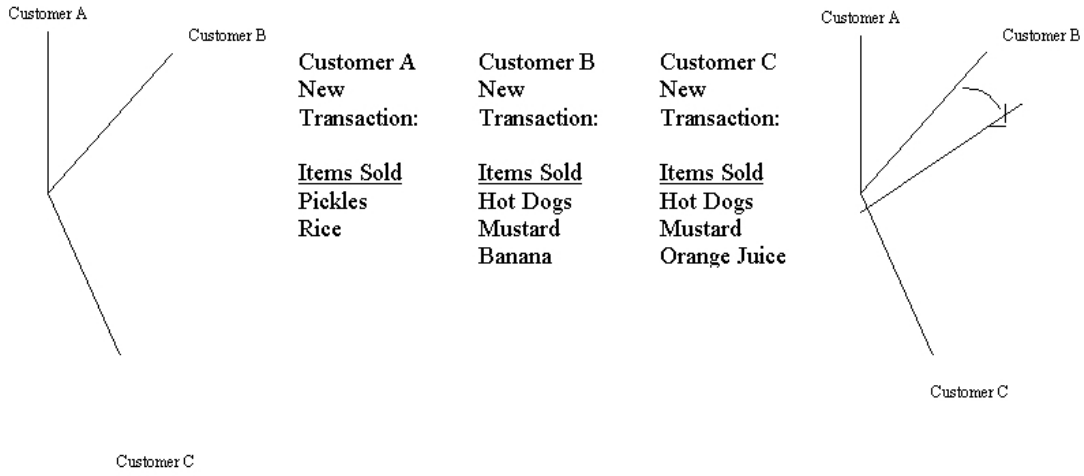
RDW employs clustering to measure the affinity or likeness of customers and products. Customer clustering is a way of identifying and grouping customers by the products they have purchased. For example, if customers A, B, and C all bought a basketful of items, and many of the products they bought match, these customers may likely be grouped together into a 'customer cluster'. Product clustering is a way of identifying and grouping products that often sell together in one transaction. For example, hot dogs and relish might often found to be sold together in one transaction, while hot dogs and caviar probably would not often sell together in the same transaction.

Both customer and product clustering can be explained with a concept called 'vectoring'. For product clustering, vectoring moves item vectors closer to one another the more two items are sold together. The more often items are not sold together the farther apart the two item vectors will appear. The same concept holds true for customer clustering. Please see the below examples.



Vectoring for product clustering

You can see in the example above how the transaction affected the item vectors, moving them closer and farther apart. Due to the transaction, hot dogs and relish moved closer together, while caviar moved farther away from both hot dogs and relish. Once vectors are within a certain proximity of one another they may be grouped into product clusters. It is important to note that an item can belong to only one product cluster at a time. Hot dogs and relish as well as all the items between the two vectors and perhaps other items in close proximity of the vectors could make up a product cluster. An item can belong to only one product cluster.



How transactions affect customer vectors

You can see in the example above how the transactions affected the customer vectors, moving them closer and farther apart. Due to the transactions, customers B and C moved closer together, while customer A moved farther away from both customer B and C. Once vectors are within a certain proximity of one another they may be grouped into customer clusters. It is important to note that a customer can belong to only one cluster at a time.

Specifically, customer and product clustering provides users the ability to:

1. Market specific items to a specific group of customers who have shown an interest in those items (target marketing/cross selling)
2. View what items certain customers may not have bought, but may be interested in based on the buying behavior of other customers that belonging to the same customer cluster (affinity)
3. Identify items that will or will not sell well if put on promotion together
4. Identify items that will or will not sell well if packaged together (packs)
5. Provide insight on what items should be placed next to each other on the store shelves

Demographic analysis

The purpose of this functionality is to allow users to identify their customers through demographic means such as marital status, gender, race, age, income, number of children, and household size. This demographic functionality aids users in identifying who their customers are. Having a better idea of who your customers are can aid in decisions on who, what, where, when, and how you market to your customers.

Geographic analysis

The purpose of this functionality is to allow users to understand their customers better by providing a view of the area in which their customers live. Information is provided on average household income of the area, education levels, types of families that live in the area, poverty totals, and so on. As with the demographic information, this geographic information will provide further information on who your customers are, and will aid the user in determining who, what, where, when, and how to market to their customers

Glossary

Terms

Ad Hoc Report

Ad hoc reports are reports that are created at run time. Ad hoc report analysis is available in two ways: you can build your own reports from scratch, or you can modify and save existing pre-defined reports.

Aggregate

A data type composed of multiple elements. An aggregate can be homogeneous (all elements have the same type), for example, an array, a list in a functional language, a string of characters, a file; or it can be heterogeneous (elements can have different types), for example, a structure.

Atomic

An atomic archive is an archive of original operational data with some transformation from the original format. It is not intended for direct data warehouse querying.

Attribute

Attributes are the components of a hierarchy. A hierarchy can have one or more attributes. However, an attribute can only belong to one hierarchy. Attributes represent levels of aggregation and can be used for filtering or construction. They refer to the physical columns or keys in the data warehouse.

By Type Report

“By Type” reports are based on retail type. In store performance, the Sales Value by Type reports detail sales value based on retail types (Regular, Promotion and Clearance). In stock adjustment, the Inventory Value by Type reports focus on inventory value by retail type.

Data Aggregation

Data aggregation is the process of aggregating data from a granular table into summary tables to improve query performance.

Data Extraction

Data extraction is the process of moving/transforming data from a source system into the data warehouse.

Datamart

A datamart is a subject-oriented data subset of a data warehouse.

Denormalize

To denormalize is to allow for redundancy in a table so that the table can remain flat, rather than be snowflaked or normalized.

Detail Report

A detail report provides thorough and in-depth analysis of a component of a functional area. For example, the Inventory Adjustment Detail report in stock adjustment provides an analysis of inventory adjustments grouped by reason (damaged, theft, and so on).

Exception Report

An exception report is defined to alert you to a specific pre-determined condition. For example, you can set up alerts for a particular report and receive notification if sales have fallen below a certain level. Currently, there are no RDW alert reports, but this option is available in MicroStrategy and the reports can be modified if required.

Facts

Columns in the database, typically numeric in nature, that hold measurable information. Examples of facts include Sales or Stock on Hand. Facts are the focus of the questions you ask.

Filter

A mask you set up to identify the desired subsets of information within the general classes of information chosen in the template.

Hierarchy

Hierarchies are conceptual groupings that qualify data at a general level. Metrics such as Sales do not exist in isolation, but rather in the context of hierarchies such as Product, Geography, and Time, which define what type of Sales data is available. When considering a metric such as Sales, it is important to consider what data is available. Does Sales information exist for each of my products? Does Sales data exist for each of the countries, regions, and states? Does Sales data exist for the last five years?

Hierarchical Attributes

Hierarchical attributes are defined using the hierarchy tables in the Data Warehouse. They are used to ‘slice and dice’ the data. Examples of hierarchical attributes are: store, category, week, and supplier.

Major Change

A change, in the organization, that is deemed significant enough to record history differently.

Metadata

Data used to support the operations of a data warehouse. It is typically a mid-layer that describes the contents of a detail layer to a header layer.

Metric

Metrics are performance measurements, typically numeric in nature, that provide information for decision support. Fact columns contain data and are used to define metrics. Metrics are calculated using RDW transaction data.

MicroStrategy

The RDW front end is built using the MicroStrategy toolset. MicroStrategy Desktop is the MicroStrategy tool that is used to create and develop metrics and reports. These metrics and reports can then be deployed to business users through RDW Web.

Minor Change

A change, in the organization, that is not deemed significant enough to record history differently.

Normalize

Normalizing is the process of removing redundancy in data by separating the data into multiple levels.

On-Line Analytical Processing (OLAP)

OLAP is an architecture focused on the delivery of information for decision support.

On-Line Transaction Processing (OLTP)

OLTP is an architecture focused on the entering of data into a database. OLTP often refers to all systems that store data but are not focused on retrieving it specifically for decision support.

Performance

Performance relates to the overall efficiency and functions of a particular store, employee or process and/or in comparison to other stores, employees or processes. For example, Employee Performance measures focus on:

- How much does an employee work based on the volume of transactions they process
- How successful is an employee based on the sales value of each transaction processed
- How well does an employee perform compared to their peers
- Employee ranking based on what he or she contributes or inputs (no of hours worked)

Pre-defined Report

Pre-defined reports are the reports that come packaged with the RDW base application. If necessary, these reports can be modified to meet specific business requirements. A pre-defined report consists of a template and an auto prompt filter. This filter lets you select the data set that you are interested in, such as a specific store, a specific time period, a specific category, and so on.

Productivity

Productivity refers to the overall monetary and meaningful contribution of a particular store, employee, or process, and/or in comparison to other stores, employees, or processes. Productivity measures are frequently based on time or monetary considerations. For example, Sales Productivity measures focus on:

- How much does a particular store, employee or process contribute to sales or profit?
- Identifying individual and total contributions. How much does one store contribute as part of a district? How much does a district contribute as part of a region? How much does a region contribute as part of an area?
- Analyzing employee performance over time, locations and products.
- A ranking of employees in terms of output or what they produce (average sales value per transaction).

Ranking Report

Ranking reports sort or arrange information in a particular order at a given point in time or over a selected time frame. (This includes top sales, bottom performers, fast movers, and so on). Reports can be ranked either internally (within a metric) or externally (with the use of a filter). Reports can be ranked on different criteria. For example, cashiers can be ranked based on the number of transactions processed, the average sales value of each transaction processed, or the average profitability of each transaction processed.

Relational On-Line Analytical Processing (ROLAP)

ROLAP is an architecture focused on the delivery of information for decision support through the use of relational database concepts.

Report

A report is a grouping of metrics and hierarchical attributes. Typically metrics are displayed as columns and hierarchical attributes are displayed as rows. A report can be displayed in a number of formats: Grid, Graph, and Alert.

See the following terms in this glossary for more information concerning reports: Ad Hoc Report, By Type Report, Detail Report, Exception Report, Pre-defined Report, Scorecard Report, Ranking Report, and Summary Report.

Scorecard Report

A scorecard report contains a comprehensive mix of measures that provide multihierarchical analysis of a particular functional area. For example, the Sales Productivity Scorecard contains diverse performance measures such as sales, profit, return, and transaction information.

Summary Report

A summary report focuses on key measures of a functional area. For example, sales and profit are broad performance measures used to evaluate sales productivity.

Template

A user-defined display in which you specify the metrics and attributes you would like to see retrieved from the data warehouse and how you would like to see them displayed. Templates form the basis upon which decision support investigations are built in MicroStrategy Desktop. You can choose from a host of available displays, such as spreadsheet views, maps, and a variety of graph types including bar, bubble, line, and pie.

To Date Report

These reports provide running totals for information up to and including the date selected. For example, Sales Year to Date (or YTD) on June 1, 2002: information includes this year's combined sales up to and including sales for June 1, 2002. This feature is provided by time transformation functionality.

Trend Report

A trend report typically highlights distinct patterns or progressions in the data over time. Trend reports are typically graphs used to chart specific measures over a selected time frame.

Weekday

Weekday refers to each day of the week (including the weekend): Monday, Tuesday, Wednesday, Thursday, Friday, Saturday and Sunday. This attribute is used for this day, last week/month/year analysis. For example, a retailer may want to see all Monday sales totals for the season. This should be differentiated from Day, which is associated with a particular date.

Abbreviations and acronyms

Description	Abbreviation/Acronym
Account	Accnt
Advance Shipping Notice	ASN
All Commodity Volume	ACV
Allocation	Alloc
Allowance	Allow
Amount	Amt
Automobile	Auto
Available	Avail
Average	Avg
Balance of Contract	BOC
Beginning	Beg
Beginning of Month	BOM
Beginning of Period	BOP
Beginning Stock on Hand	BOH
Cancelled	Cnclld
Carton	Crtn
Cashier	Cshr
Category	Catg
Change	Chng
Children	Chldrn
Clearance	Clrc
Cluster	Clstr
Code	Cde
Color / Colour	Colr
Combination	Comb
Company	Cmpy
Comparable	Comp
Competitor	Cmptr
Component	Cmpnt
Compression	Cmp

Description	Abbreviation/Acronym
Contract	Cntrct
Contribution	Contrib
Control	Ctrl
Cost of Goods Sold	COGS
Country	Cntry
Coupon	Cpn
Cubic	Cb
Cumulative	Cum
Currency	Crncy
Current	Curr
Customer	Cust
Damaged	Damgd
Date	Dt
Days of Supply (on hand)	DOS
Delivery	Dlvry
Demographic	Demog
Department	Dept
Description	Desc
Detail	Dtl
Difference	Diff
Discount	Dscnt
District	Distt
Division	Div
Document	Doc
Each(es)	Ea
Electronic Data Interface/Interchange	EDI
Employee	Emply
End of Month	EOM
End of Period	EOP
End of Season	EOS
End of Week	EOW
Ending Stock on Hand	EOH

Description	Abbreviation/Acronym
Estimated	Est
Exchange	Exch
Forecast(ed)	Fcst
Format	Fmt
Freight	Frght
Frequency	Freq
General Ledger	GL
Geographic / Geography / Geocode	Geo
Goods Available For Sale	GAFS
Gross Margin Return on Investment	GMROI
Gross Margin Return on Space	GMROS
Gross Profit	GP
Half to Date	HTD
Height	Ht
Hour	Hr
Identification	ID
Identifier	Idnt
Incremental	Incr
Indicator (Used for all Y/N fields)	Ind
Inventory	Inv
Last Period	LP
Last Week	LW
Last Year	LY
Length	Len
Level	Lvl
Linear	Ln
List of Values	LOV
Location	Loc
Maintenance	Maint
Management	Mgmt
Manager	Mgr
Markdown	Mkdn

Description	Abbreviation/Acronym
Market	Mkt
Markon	MKON
Markup	Mkup
Maximum	Max
Merchandise	Merch
Message	Msg
Minimum	Min
Miscellaneous	Misc
Monetary	Mntry
Month	Mth
Month to Date	MTD
Movement	Move
Multiple	Mult
Next Year	NY
Number	No
On Hand	OH
On Order	OO
Open to Buy	OTB
Operation / Operational	Oper
Order	Ord
Organization	Org
Original	Orig
Over/Short	OS
Package	Pack
Payment	Pmt
Percent	Pct
Performance	Perf
Permanent	Perm
Point Of Sale	POS
Postal	Pstl
Previous	Prv
Primary	Prmry

Description	Abbreviation/Acronym
Product	Prod
Profit	Prft
Promotion	Prmtn
Purchase	Purch
Purchase Order	PO
Quality Control	QC
Quantity	Qty
Quantity to Date	QTD
Quarter	Qtr
Quintile	Qntl
Rate	Rt
Reason	Reasn
Recalculate	Recalc
Receipt(s)	Rcpt(s)
Received	Rcvd
Recency	Rcncy
Recency, Frequency, Monetary Value	RFM
Recency, Frequency, Monetary Value, Profit	RFMP
Reclassification	Reclass
Reference	Ref
Region	Regn
Regular	Rglr
Replenishment	Repl
Report	Rpt
Required	Reqd
Requirement	Req
Retail	Rtl
Retek Data Warehouse	RDW
Retek Merchandising System	RMS
Retek Sales Audit	ReSA
Return to Vendor	RTV
Revision	Rev

Description	Abbreviation/Acronym
Sales	Sls
Sales Units	Sls Units
Sales Value	Sls Value
Salesperson	Slsprsn
Season	Seasn
Season to Date	STD
Sequence	Seq
Shipment(s)	Ship
Short	Shrt
Shrink / Shrinkage	Shrk
Skulist	Skulst
Square	Sq
Standard	Stnd
Stock Keeping Unit	SKU
Stock on Hand	SOH
Subclass	Sbc
Supplier	Supp
Supplier Compliance	Scmp
Tender	Tndr
This Period	TP
This Year	TY
Total	Ttl
Transaction	Tran
Transfer	Trnsfr
Transit	Trnst
Unavailable	Unavail
Unit of Measure	UOM
Universal Product Code	UPC
Unscheduled	Unsched
User Defined Attribute	UDA
Value	Val
Value Added Tax	VAT

Description	Abbreviation/Acronym
Vendor Product Number	VPN
Warehouse	Wh
Week to Date	WTD
Week(s)	Wk
Weekday	Wkday
Weeks of Supply	WOS
Weight	Wt
Width	Wid
Work Order	WO
Worksheet	Wksht
Year	Yr
Year to Date	YTD
Zone	Zne

Appendix A – Frequently asked questions

Note: The questions and answers in this section are grouped by subject.

Tracking

Q

You want to see a report listing sales for three different lines in the same subclass. Each line tracks at a different level. Line 3 tracks at variant level. You want to have that report return the sales for each variant for line 3, and then an "empty set" of data for lines 1-2, but still have those lines show up on the same report. What business benefit do these "empty set" rows provide? A report at variant level returns just sales for lines that have sales tracked at variant level. If you want to know what other lines in that subclass aren't tracked at variant, should you consider using other "reference" lookup features of MicroStrategy (such as drilling up, hierarchy lists, and so on), instead of trying to add that information to the same report? Right now limitations of the tool only allow this to be done on two separate reports. What is more important, flexibility of reporting or having the data tie out?

A

When running a report that gives sales at the variant level, only items that track at the variant level are reported. When running a report that gives sales at the lineX level, sales for all tracking level items that are tracked at the lineX and variant level are reported. If you drill down to variant on this report, display all the variants tied to the lines, regardless of whether they are tracked, and if the variants are not the tracking level, do not show the sales (or other tracking level specific metrics) for the variant, and display any other metric on the report that is valid at the variant level (for example, cost). When running a report that gives sales at the Line level, report sales for all tracking level items whether at the line, lineX or variant level. Again, you have the ability to drill down to the lower levels, but sales will not be visible at all levels (or other tracking level specific metrics) for the lineX or variant, (whichever level you are drilling down to). However, any metric on the report that is valid at the drill-down level will be displayed (for example, cost).

Note: Currently in RDW there is no data (for example, costs) held below the tracking level. This may be impacted by the scope of cost functionality for RMS 10.0

Sales

Q

Why is sales only available by primary supplier?

A

Since in the past, RDW obtained its sales data from RMS, sales data is not held at the supplier, item, location, day level. RMS only provides sales at the item, location, day level. However, every item is associated with a primary supplier, so it is possible to obtain sales by primary supplier.

Licenses

Q

What is the difference between limited and full use licenses?

A

Limited use means you cannot add separate datamarts, such as an HR datamart or financial datamart. You also cannot use MicroStrategy tools in any other systems.

Web browsers

Q

What Web browsers are supported by RDW?

A

Netscape Navigator (except version 6) and Microsoft Internet Explorer version 4.0 or higher..

Integration

Q

What products is RDW integrated with?

A

RDW is integrated with the Retek Merchandising System (RMS), Retek TopPlan, Retek Sales Audit (ReSA), Retek Customer Order Management (RCOM), and Retek Invoice Matching (ReIM).

Appendix B – Joint-child attribute use cases

A use case is a methodology used in system analysis to identify, clarify, and organize system requirements. The use case is made up of a set of possible sequences of interactions between systems and users in a particular environment and related to a particular goal. It consists of a group of elements (for example, classes and interfaces) that can be used together in a way that will have an effect larger than the sum of the separate elements combined. A use case can be thought of as a collection of possible scenarios related to a particular goal.

Item

This table summarizes the attributes and joint-child attributes in items, whose detailed descriptions follow.

Attribute or Joint-Child Attribute Name	Attribute or Joint-Child Attribute?	Hierarchy	Description
Deposit Code	Joint-Child Attribute	Item Qualities	Indicates whether a deposit is associated with this item at the location.
Electronic Marketing Club	Joint-Child Attribute	Item Qualities	Holds the code that represents the electronic marketing clubs to which the item belongs at the location.
Food Stampable	Joint-Child Attribute	Item Qualities	Indicates whether the item is approved for food stamps at the location.
Full Pallet Item Indicator	Joint-Child Attribute	Item Qualities	Indicates whether a store must reorder an item in full pallets only.
National Brand Comparison Item	Joint-Child Attribute	Item Qualities	Holds the nationally branded item to which you would like to compare the current item.
New Item Start Date	Joint-Child Attribute	Item Qualities	Holds the date that the item should first be sold at the location.
Package Size	Attribute	Product	These two combined represent the package amount of a product.
Package UOM	Attribute	Product	
Presentation Method	Attribute	Product	Defines how an item is displayed (for example, shelf, j-hook, pegged).
Primary Supplier Indicator	Joint-Child Attribute	Item Supplier Qualities	Indicates that the supplier is the primary supplier for the item.

Attribute or Joint-Child Attribute Name	Attribute or Joint-Child Attribute?	Hierarchy	Description
Reorderable Indicator	Joint-Child Attribute	Item Qualities	Indicates whether the store may re-order the item.
Reward Club Ineligible	Attribute	Product	Indicates whether the item is valid for various types of bonus point or award programs at the location.
Unauthorized Indicator	Joint-Child Attribute	Item Qualities	Indicates that sale of the item should be stopped immediately at the location.
VPN	Joint-Child Attribute	Item Supplier Qualities	Identifies the supplier part number for the item.

Package unit of measure (UOM) and package units

These two combined represent the package amount of a product. For example, an item weighing 6 ounces would have a package unit of measure (UOM) of ounce and a package unit of 6. You may want to align your product hierarchy on this value so that a specific level (say line) equates to the package UOM + package unit. This allows you to view similar sized products at a subtotal level. For example, each soda flavor comes in a variety of sizes: 4 oz, 12 oz, 1 liter, 2 liter, and so on. The retailer wants to compare how 4 oz sizes are doing across the board and as compared to their equivalent 12 oz size. Package UOM + Package Unit replaces the need to “force” merchandise levels to accommodate reporting. RMS has separated these values to accommodate functionality needed in Retek Price Management (RPM).

A report using package UOM and unit might show sales and profit for cereals with a package unit amount greater than 10 oz, where package UOM is oz.

These fields do not aggregate (for example, 2 cereals each weighing 11oz do not make 22oz).

These are modeled as two attributes within the Product hierarchy, Package UOM and Package Size. This lets you qualify on a size (>12), where the Package UOM is ounces (oz). This attribute can be displayed on a template, and used in a filter to constrain the desired query.

Re-orderable indicator

Indicates whether the store may re-order the item. RMS is not using this for processing; however, you may produce exception reporting using this field. For example, you can run an exception report of items where the re-orderable indicator is set to “No” and selling is continuing (future report would be where re-order equals “no” and item shows receipts).

A report using re-orderable indicator (in the future) would show out of stocks (inventory of zero) where the re-orderable indicator equals “y”.

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

New item start date

The new item start date holds the date that the item should first be available for sale. This attribute could be used in two different functions:

- To track sales trends, beginning with the “new item start date”, in order to see how quickly the item is up trending.
- To perform exception reporting to ensure that no sales were recorded prior to the “new item start date”. This type of reporting would be done for licensed products that have supplier-driven release dates (such as Disney movies).

A report using new item start date would show sales trend for items with “new item start date” in the last month (for example, greater than 12-9-00).

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Pallet item

A pallet item indicates whether the item must be ordered by pallet. This attribute could be used in exception reporting, especially where unexpected vendor fees are appearing. You look for (eventually) purchases not equal to pallet quantities for items that are pallet item only.

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Deposit code

A deposit code allows you to report on income generated from deposits on item-locations that store a value in the deposit code field. For example, Snapple bottles have refundable deposits in some states (Michigan, California, and so on), and a report could be generated indicating the amount refunded for the deposit code.

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Food stampable

The food stampable attribute indicates whether the food stamps are valid tender when purchasing the item. Redemption of food stamps (a tender type) can be tracked against the items purchased to validate usage of food stamps. Additionally, stores that receive a higher quantity of food stamp purchases may assort their products differently than stores that receive little food stamp revenue.

A report using the food stamp indicator might have item assortment and sales information for products where the food stamp indicator is "y". With knowledge of what the demographics are of the stores being handled, the assortment can be managed appropriately to the demographic demand.

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Reward club ineligible

The reward club ineligible attribute indicates whether the item is valid for various types of bonus point or award programs at the location. This attribute would likely be referenced when analyzing sales trends on products. An item may sell stronger in a state that allows for bonus points to be accrued on its sales, versus a state that disallows point accumulation on certain products. Additionally, future tracking of customer purchases by 'eligible' versus 'non-eligible' items provides insight into the shopping habits of the customer (for example, those who shop only the bonus items, as opposed to those who shop the entire store).

A possible report is sales by reward club ineligible value for a given region/category.

This is modeled as an attribute, within the Product hierarchy. This attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Electronic marketing club

The electronic marketing club attribute ties in to the Reward Club ineligible and defines to a greater detail the award clubs tied to each item. This attribute is used for filtering and defining sales for items tied to award programs.

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Unauthorized indicator

Indicates that sales should not be processed for the item at the location (that is, for safety recalls of products). Exception tracking of sales on items flagged "unauthorized" allows the Joint-Child Attribute Control area of a company to verify compliance to the recall.

This is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

National brand comparison

This attribute represents the nationally branded item (“Kemps” ice cream) to which you wish to compare the current item (“private label” ice cream). It would be used as a reference and for filtering. For example, pull sales for all items with “Kemps” in the National Brand Comparison field in the ice cream category and then compare those results with all the items with the actual “brand” of “Kemps” in the same category.

This attribute is modeled as a Joint-Child Attribute, establishing the relationship of Item-Location. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

J-Hook item (presentation method)

This attribute defines how an item is displayed (for example, shelf, j-hook, pegged). This allows you to pull sales information by this attribute; for example, sales for pegged item versus shelved.

This is modeled as an attribute within the Product hierarchy. This attribute can be displayed on a template, and used in a filter to constrain the desired query.

Competitor pricing

This table summarizes the attributes and joint-child attributes in competitor pricing, whose detailed descriptions follow.

Joint-Child Attribute or Attribute Name	Joint-Child Attribute or Attribute?	Hierarchy	Description
Competitor Multi Units Incentive	Joint-Child Attribute	Competitor Qualities	Identifies the multiple incentive pricing type if a multiple pricing method was in place for the item when it was competitively shopped.
Competitor Offer Type	Joint-Child Attribute	Competitor Qualities	Provides detail as to what kind of promotion the competitor's product was on when it was competitively shopped.
Competitor Store Distance	Joint-Child Attribute	Competitor Qualities	Indicates the distance between the competitor location and the owned location.
Competitor Store Distance UOM	Joint-Child Attribute	Competitor Qualities	Indicates the Unit of Measure utilized by the Distance Joint-Child Attribute.
Competitor Store Estimated Volume	Attribute	Competitor	Indicates the competitor's estimated yearly sales volume.
Competitor Store Rank	Joint-Child Attribute	Competitor Qualities	Indicates the priority of the competitor in relation to comparing prices.
Competitor Target Indicator	Joint-Child Attribute	Competitor Qualities	Indicates which competitor in the ranked list for the owned location is used for rules based pricing.

Estimated volume

The estimated volume attribute references the estimated sales volume that a competitor location would generate. Used in a report as a reference, you may also want to filter on the estimated volume and pull only competitors with estimated volumes over (or under, or between) certain values. For example, you can see the past month's competitor pricing history, compared to your own prices, only for competitor locations with estimated volume over $1 million.

This attribute is modeled as an attribute within the Competitor hierarchy. This attribute can be displayed on a template, and used in a filter to constrain the desired query.

Distance / distance UOM

This Joint-Child Attribute references the distance that the competitor's location is to the "owned" location it is associated to. Used in a report, you may want to filter on the distance to pull only competitors within a certain radius of your own store. For example: you can see the past month's competitor pricing history, compared to your own prices, only for competitor locations with a distance of 10 (distance) miles (distance UOM) or less.

This is modeled as two joint-child attributes, Competitor Store Distance and Competitor Store Distance UOM, establishing the relationship of Competitor Store-Store. These joint-child attributes can be displayed on a template, and/or used in a filter to constrain the desired query.

Ranking

The ranking Joint-Child Attribute references the assigned rank given to a competitor location by the category manager and equates to the competitor's impact on the owned locations price strategy.

> **Example:** A price change at a competitor location ranked 1 would have a greater impact on your decision to change retails than that of a competitor ranked 3.

Used in a report, you may want to filter on the rank to enable decision-making.

> **Example:** (1) Show the past month's competitor pricing history, compared to your own prices, only for competitors ranked 1. (2) Show the past month's competitor pricing history, compared to your own prices, for all competitor locations, and show what their ranking is. This tells you if you have the right competitor ranked 1. (3) Show where your competitor noted as your Target Competitor wasn't ranked 1.

This is modeled as a Joint-Child Attribute, Competitor Store Rank, establishing the relationship of Competitor Store-Store. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Target indicator

The target indicator Joint-Child Attribute identifies which competitor is driving the competitive price changes within RPM. This attribute is also used to filter. For example, compare competitor prices to owned prices only where Target indicator is 'Y'.

This is modeled as a Joint-Child Attribute, Competitor Target Indicator, establishing the relationship of Competitor Store-Store. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query.

Multi-units incentive

Multi-units incentive is mainly referenced as a type of price (for example, 2 for 1.00, 3 for 1.45, and so on). You may want to only see the multi-unit incentive pricing and compare it to your prices for the same period.

This is modeled as a Joint-Child Attribute, Competitor Multi Units Incentive, establishing the relationship of Competitor Store-Store-Item-Retail Type. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query. A restriction for this Joint-Child Attribute is that an additional relationship utilizing the RTL_TYPE_KEY is established. This means that Pricing facts do not qualify until either this Key is on the pricing table, or the RTL_TYPE_KEY is renamed so that "KEY" is not used. An additional table to provide the look-up for this Joint-Child Attribute is required.

Offer type (price type indicator)

The offer type (price type indicator) Joint-Child Attribute indicates whether the item was on regular or promotional pricing at the time of the competitive shop. A report you may want returned is one that shows you where your competitor was priced promotionally and you were priced regularly. Also, you would want to be able to filter on the type so that you can look at your pricing strategies separately.

This is modeled as a Joint-Child Attribute, Competitor Multi Units Incentive, establishing the relationship of Competitor Store-Store-Item-Retail Type. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query. A restriction for this Joint-Child Attribute is that an additional relationship utilizing the RTL_TYPE_KEY is established. This means that Pricing facts do not qualify until either this Key is on the pricing table, or the RTL_TYPE_KEY is renamed so that "KEY" is not used. An additional table to provide the look-up for this Joint-Child Attribute is required.

Pricing

This table summarizes the joint-child attributes in pricing, whose detailed descriptions follow.

Joint-Child Attribute Name	Hierarchy	Description
Selling UOM	Pricing Qualities	Selling unit of measure represents the unit of measure in which an item is sold on a specified day at a specified location.
Multi Selling UOM	Pricing Qualities	Multi - Selling unit of measure represents the multiple of units in which an item is sold on a specified day at a specified location.

Multi-selling UOM / selling UOM

These two attributes (one for items priced in multiples, the other for single unit pricing) indicate the unit of measure that the item price reflects. In other words, are you selling in pounds, kilograms, or eaches? These are shown on the report when indicating the retail at which the item is selling. You need to know if you are selling the item correctly (for example, watermelons selling at .99 per pound is an entirely different price than watermelons selling at .99 per each).

This is modeled as two joint-child attributes, Multi Selling UOM, Selling UOM, establishing the relationship of Competitor Store-Store. This Joint-Child Attribute can be displayed on a template, and/or used in a filter to constrain the desired query. A restriction for this Joint-Child Attribute is that an additional relationship utilizing the RTL_TYPE_KEY is established. This means that Pricing facts do not qualify until either this Key is on the pricing table, or the RTL_TYPE_KEY is renamed so that “KEY” is not used. An additional table to provide the look-up for this Joint-Child Attribute is required.

Appendix C – Time transformations

A transformational attribute is one that serves to transform or modify an existing attribute to a related attribute category. For example, the transformational attribute ‘Week to Date’ is built using the base attribute ‘Day’. This attribute relates a distinct point in time to the same point in time during a previous week, month, year, and so on. The transformation assigns ‘Week to Date’ as every day up to and including the value of the day attribute. It has a many-to-many mapping.

A transformational attribute is one that serves to transform or modify an existing attribute to a related attribute category. This is accomplished by using a transformation table, which is a relationship table that maps from the original attribute to the transformation attribute. For example, the Last Year transformation attribute is derived from the attribute Day by the transformation table TIME_LAST_YR_BY_DAY_DM. Transformation attributes are useful because they enable a user to specify or define a particular relationship to existing attributes. For example, Metrics for Sales and Sales (Last Year) can be defined using the time transformation attribute (Last Year, Day) or (Last Year, Week).

Types of transformations

There are 2 types of transformations:

1 To-date transformations, which are a Many to Many mapping. For example, 'Week to Date' includes every date up to and including the value of the day attribute. To better understand the Many to Many mapping, see the table below:

DAY_IDNT	WTD_DAY_IDNT
1999001	1999001
1999002	1999001
1999002	1999002
1999003	1999001
1999003	1999002
1999003	1999903
...	...

The DAY_IDNT 199902 is mapped to many WTD_DAY_IDNT's (199901 and 199902), and the WTD_DAY_IDNT 199902 is mapped to many DAY_IDNT's (199902 and 199903). Therefore, you have a many to many mapping.

2 A period of time to a prior period of time or a post or future period of time, which is a One to One Mapping. For example, 'Last Year' relates a distinct point in time to the same point in time during a previous year. To better understand the One to One mapping, see the table below:

DAY_IDNT	LAST_YR_DAY_IDNT
1997001	1996001
1997002	1996002
1997003	1996003
...	...

The DAY_IDNT 199701 is mapped to only one LAST_YR_DAY_IDNT (1996001), and the LAST_YR_DAY_IDNT 1996001 is also only mapped to one DAY_IDNT (1997001).

Uses of time transformational attributes

Transformational attributes are often used for time-based comparisons. When incorporated into metrics, they let you analyze like-period performance over time.

Transformations are done both at the day and week level for better query performance and because some fact data is available only at the week level and not the day level.

Attribute list

The following table lists and describes the transformational attributes that are part of the time calendar hierarchy. See the "Attribute mappings" section later in this chapter for mappings of each attribute.

Attribute	Description
Last Period	This Transformation returns corresponding last period fact data for the time period selected.
Last Week	This Transformation returns corresponding last week fact data for the time period selected.
Last Year	This Transformation returns corresponding last year fact data for the time period selected.
LFL Last Year	This Transformation returns corresponding like-for-like last year fact data for the time period selected.
Next Year	This Transformation returns corresponding next year fact data for the time period selected.
Period to Date	This Transformation returns corresponding period-to-date fact data for the time period selected.
Plan Season to Date	This Transformation returns corresponding plan season-to-date fact data for the time period selected.
Season to Date	This Transformation returns corresponding season-to-date fact data for the time period selected.
Week to Date	This Transformation returns corresponding week-to-date fact data for the time period selected.
Year to Date	This Transformation returns corresponding year-to-date fact data for the time period selected.

Attribute mappings

Last month day

DAY_IDNT	LAST_YR_DAY_IDNT
1997001	1996337
1997002	1996338
1997003	1996339
...	...
1997365	1997337
1997366	1997338
...	...
19997371	1997343
1998001	1997344
1998002	1997345
...	...
1998364	1998336

Last month week

WK_IDNT	LAST_MTH_WK_IDNT
199701	199649
199702	199650
199703	199651
...	...
199752	199748
199753	199749
199801	199750
199802	199751
199803	199752
199804	199753
199805	199801
...	...
199852	199848

Last week day

DAY_IDNT	LAST_WK_DAY_IDNT
1997001	1996358
1997002	1997359
..	..
1997365	1997358
1997366	1997359
..	..
1997371	1997364
1998001	1997365
..	..
1998007	1997371
1998008	1999001
...	...
1998364	19997357

Last week week

WK_IDNT	LAST_WK_WK_IDNT
199701	199652
199702	199701
199703	199702
...	...
199752	199751
199753	199752
...	...
199801	199753
199802	199801
...	...
199852	199851

Last year day

DAY_IDNT	LAST_YR_DAY_IDNT
1997001	1996001
1997002	1996002
1997003	1996003
...	...
1997365	1997001
1997366	1997002
...	...
1997371	1997007
1998001	1997008
1998002	1997009
...	...
1998364	19997371

Last year week

DAY_IDNT	LAST_YR_DAY_IDNT
199701	199601
199702	199602
199703	199603
...	...
199752	199652
199753	199701
...	...
199801	199708
199802	199709
...	...
199852	199753

Next year day

DAY_IDNT	NEXT_YR_DAY_IDNT
1997001	1997365
1997002	1997366
..	..
1997007	1997371
..	..
1997365	1998358
1997366	1998359
...	...
1997371	1998364
1998001	1999001
...	...
1998364	1999364

Next year week

DAY_IDNT	NEXT_YR_DAY_IDNT
199701	199753
199702	199801
199703	199802
...	...
199752	199851
199753	199852
...	...
199801	199901
199802	199902
...	...
199852	199952

Month to date day

DAY_IDNT	MTD_DAY_IDNT
1999001	1999001
1999002	1999001
1999002	1999002
1999003	1999001
1999003	1999002
1999003	1999003
...	...

Month to date week

WK_IDNT	MTD_WK_IDNT
199901	199901
199902	199901
199902	199902
199903	199901
199903	199902
199903	199903
...	...

Week to date day

DAY_IDNT	WTD_DAY_IDNT
1999001	1999001
1999002	1999001
1999002	1999002
1999003	1999001
1999003	1999002
1999003	1999903
...	...

Year to date day

DAY_IDNT	YTD_DAY_IDNT
19990001	19990001
19990002	19990001
19990002	19990002
19990003	19990001
19990003	1999002
19990003	19999003
...	...

Year to date week

WK_IDNT	YTD_WK_IDNT
199901	199901
199902	199901
199902	199902
199903	199901
199903	199902
199903	199903
...	...

Appendix D – Technical Considerations

VLDB properties

VLDB properties are used to customize the SQL generated by the MicroStrategy engine. VLDB properties are important because:

- They permit full control of the database engine.
- Databases differ in syntax and optimization.
- They address the special needs of the data model.

VLDB settings are divided into nine categories. MicroStrategy provides VLDB settings for each database it supports. The default VLDB settings for MicroStrategy are listed in Appendix C of the MicroStrategy Administrator Guide.

Some VLDB settings have been changed for the RDW to optimize database performance. The following is a list of changed settings by platform:

Oracle

- Metrics / Null Check – was changed from the default "Check for NULL in temp table joins only" to "Check for NULL in all queries". This was done to ensure that calculations with Nulls were handled consistently.

DB2

- Metrics / Null Check – was changed from the default "Check for NULL in temp table joins only" to "Check for NULL in all queries". This was done to ensure that calculations with Nulls were handled consistently.

Teradata

- Metrics / Null Check – was changed from the default "Check for NULL in temp table joins only" to "Check for NULL in all queries". This was done to ensure that calculations with Nulls were handled consistently.
- Joins / Join Type – was changed from the default "SQL 89 Inner Join and SQL 92 Outer Join" to "Join 92". This corrected an error with some of the reports that were getting an improper column reference in the search condition of a joined table.
- Pre/Post Statements / Report Pre Statement 1– was updated to include the statement "database RDW10DM" where RDW10DM is the database owner of the warehouse tables. This was done in order to remove the synonyms from the SYS user to the DM user.
- Tables / Table Prefix – was updated to include the statement "RDW10SYS." where RDW10SYS is the middle tier system user. This determines where the temp tables are created for multi-pass SQL.

Database Specific Syntax

In general, database objects have been defined to permit cross-platform compatibility. However, a few objects have been altered to address issues specific to the platform.

Metrics

No of Promotion Days

(Oracle, TD) ApplySimple("Case When #1 is Null Then (#2-#0) Else (#1-#0) End", Min([Promotion Start Date]@ID), Max([Promotion End Date]@ID), Max([Calendar Date]@ID)) {~}

(DB2) ApplySimple("Case When #1 is Null Then (DAYS(#2)-DAYS(#0)) Else (DAYS(#1)-DAYS(#0)) End", Min([Promotion Start Date]@ID), Max([Promotion End Date]@ID), Max([Calendar Date]@ID)) {~}

Period Start Date – Store Start Date

(Oracle, TD) ApplySimple("Case When #1 is Null Then (#0-#2) Else (#0-#1) End", [Period Start Date], [Store Start Date], [Period Start Date])

(DB2) ApplySimple("Case When #1 is Null Then (DAYS(#0)-DAYS(#2)) Else (DAYS(#0)-DAYS(#1)) End", [Period Start Date], [Store Start Date], [Period Start Date])

Store end date – Period end date

(Oracle, TD) ApplySimple ("Case When #0 is Null Then ((#1-#2)+1) Else (#0-#2) End", [Store End Date], [Period End Date], [Period End Date])
(DB2) ApplySimple("Case When #0 is Null Then ((DAYS(#1)-DAYS(#2))+1) Else (DAYS(#0)-DAYS(#2)) End", [Store End Date], [Period End Date], [Period End Date])

Recency

(Oracle, TD) ApplySimple("(#1 - #0)", [Day Date], Max([Calendar Date]@ID) {[Time Calendar]})
(DB2) ApplySimple("(Days (#1) - Days (#0))", [Day Date], Max([Calendar Date]@ID) {[Time Calendar]})

Recency (Customer)

(Oracle, TD) ApplySimple("(#1 - #0)", [Day Date(Customer)(MO)], Max([Calendar Date]@ID) {[Time Calendar]})
(DB2) ApplySimple("(Days (#1) - Days (#0))", [Day Date(Customer)(MO)], Max([Calendar Date]@ID) {[Time Calendar]})

Recency by Year

(Oracle, TD) ApplySimple("(#1 - #0)", [Day Date], Max([Calendar Date]@ID) {[Time Calendar]})
RDW 10 (DB2) ApplySimple("(Days (#1) - Days (#0))", [Day Date], Max([Calendar Date]@ID) {[Time Calendar]})

Attributes

Age

(Oracle, TD) ApplySimple("extract (year from current_date) - extract (year from #0) ", [CUST_DT_OF_BIRTH])

(DB2) ApplySimple("year (current date) - (year(#0))", [CUST_DT_OF_BIRTH])

Facts

F_CMPTR_RECD_AGE

(Oracle, TD) ApplySimple("(CURRENT_DATE - #0)", [F_CMPTR_RECD_AGE])
*New column alias – F_COUNT_DAYS (Numeric 6,0)
(DB2) ApplySimple("Days (CURRENT DATE) - Days (#0)", [F_CMPTR_RECD_AGE])
*New column alias – F_COUNT_DAYS (Numeric 6,0)

Loss of database precision (DB2)

Problem

DB2 returns an error when a decimal divide operation returns a negative scale (SQL0419 – “Negative scale not valid”).

DB2 calculates the scale for decimal division using the following algorithm:

31 – NP + NS – DS

where

NP is the precision of the numerator

NS is the scale of the denominator

DS is the scale of the numerator.

This error occurs because a decimal divide operation produces a negative scale.

Solution

This issue has been resolved by building a custom SQL query that explicitly sets the precision and scale using the DECIMAL function.

The database.pds file was updated to cast denominators to Decimal(18,2).
<FUNCTION_REF ID="8107C33FDD9911D3B98100C04F2233EA" SQLPATTERN="(CASE #0 WHEN 0 THEN NULL ELSE CAST(#0 AS DECIMAL(18,2))END)" />

See TN041115 in the MicroStrategy Knowledge Base for a detailed description of this problem and additional references.

Zeros returned for compound metrics (Teradata)

Problem

A compound metric that divides two simple metrics returns zeros. This occurs when division is performed between two expressions (functions or constants) that hold an integer datatype. For example, Count metrics always return an integer. Zero is returned when the numerator is less than the denominator.

Solution

The issue has been resolved by instructing the database to return floating-point data types.

(Teradata)
The database.pds file was updated to cast denominators to Decimal(18,2).

<FUNCTION_REF ID="8107C33FDD9911D3B98100C04F2233EA" SQLPATTERN="(CASE #0 WHEN 0 THEN NULL ELSE CAST(#0 AS DECIMAL(18,2))END)" />

Appendix E – Merchandising Workbench metric list

Metric Name	Metric Description	Metric Expression
% Change Base Cost vs Last Month	This metric calculates the variance in supplier base cost between this period and last period.	(([Base Cost] - [Base Cost (Last Month)]) / [Base Cost (Last Month)])
% Change BOH Retail Value vs Last Year	This metric calculates percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value] - [BOH Retail Value (Last Year)]) / [BOH Retail Value (Last Year)])
% Change BOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (MTD)] - [BOH Retail Value (MTD, Last Year)]) / [BOH Retail Value (MTD, Last Year)])
% Change BOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (Plan STD)] - [BOH Retail Value (Plan STD, Last Year)]) / [BOH Retail Value (Plan STD, Last Year)])
% Change BOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (YTD)] - [BOH Retail Value (YTD, Last Year)]) / [BOH Retail Value (YTD, Last Year)])
% Change Clearance Markdown Value vs Last Year	This metric calculates percent variance in net clearance markdown sales between this year and last year.	(([Clearance Markdown Value] - [Clearance Markdown Value (Last Year)]) / [Clearance Markdown Value (Last Year)])
% Change Comp Store Profit vs Last Year	This metric calculates percent variance in comparable store profit over the previous year, by week.	([Comp Store Profit] / [Comp Store Profit (Last Year)])
% Change Comp Store Sales vs Last Year	This metric calculates percent variance in comparable store sales value over the previous year, by week.	(([Comp Store Sales Value] - [Comp Store Sales Value (Last Year)]) / [Comp Store Sales Value (Last Year)])
% Change EOH Retail Value vs Last Year	This metric calculates percentage variance in ending stock on hand value from last year.	(([EOH Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Change EOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (MTD)] - [EOH Retail Value (MTD, Last Year)]) / [EOH Retail Value (MTD, Last Year)])

Metric Name	Metric Description	Metric Expression
% Change EOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (Plan STD)] - [EOH Retail Value (Plan STD, Last Year)]) / [EOH Retail Value (Plan STD, Last Year)])
% Change EOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (YTD)] - [EOH Retail Value (YTD, Last Year)]) / [EOH Retail Value (YTD, Last Year)])
% Change in Dead Net Cost vs Last Month	This metric calculates the variance in supplier dead net cost between this period and last period.	(([Dead Net Cost] - [Dead Net Cost (Last Month)]) / [Dead Net Cost (Last Month)])
% Change in Net Cost vs Last Month	This metric calculates the variance in supplier net cost between this period and last period.	(([Net Cost] - [Net Cost (Last Month)]) / [Net Cost (Last Month)])
% Change in Net Net Cost vs Last Month	This metric calculates the variance in supplier net net cost between this period and last period.	(([Net Net Cost] - [Net Net Cost (Last Month)]) / [Net Net Cost (Last Month)])
% Change in Net Net Cost vs Last Year	This metric calculates the percent variance in supplier net net cost, this year as compared last last year.	(([Net Net Cost] - [Net Net Cost (Last Year)]) / [Net Net Cost (Last Year)])
% Change in No of Stores with Sales vs Last Year	This metric calculates the percent variance in the number of stores with sales, this year as compared last year.	(([No of Stores with Sales] - [No of Stores with Sales (Last Year)]) / [No of Stores with Sales (Last Year)])
% Change InStore Markdown Value vs Last Year	This metric calculates percent variance in instore markdown sales between this year and last year.	(([InStore Markdown Value] - [InStore Markdown Value (Last Year)]) / [InStore Markdown Value (Last Year)])
% Change InStore Regular Markdown Value vs Last Year	This metric calculates percent variance in instore regular markdown sales between this year and last year.	(([InStore Regular Markdown Value] - [InStore Regular Markdown Value (Last Year)]) / [InStore Regular Markdown Value (Last Year)])
% Change Markdown Value vs Last Year	This metric calculates percent variance in net markdown sales between this year and last year.	(([Markdown Value] - [Markdown Value (Last Year)]) / [Markdown Value (Last Year)])
% Change Market Sales Units vs Last Week	This metric calculates percent variance in unit market sales over the previous year, by day.	(([Market Sales Units] - [Market Sales Units (Last Week)]) / [Market Sales Units (Last Week)])

Metric Name	Metric Description	Metric Expression
% Change Market Sales Units vs Last Year	This metric calculates percent variance in unit market sales over the previous year, by week.	(([Market Sales Units] - [Market Sales Units (Last Year)]) / [Market Sales Units (Last Year)])
% Change Market Sales Value vs Last Month	This metric calculates percent variance in market sales for this period, over the previous period, by week.	(([Market Sales Value (Month)] - [Market Sales Value (Last Month)]) / [Market Sales Value (Last Month)])
% Change Market Sales Value vs Last Week	This metric calculates percent variance in market sales over the previous week, by week.	(([Market Sales Value] - [Market Sales Value (Last Week)]) / [Market Sales Value (Last Week)])
% Change Market Sales Value vs Last Year	This metric calculates percent variance in market sales over the previous year, by week.	(([Market Sales Value] - [Market Sales Value (Last Year)]) / [Market Sales Value (Last Year)])
% Change Pack Sales Value vs Last Year	This metric calculates percent variance in pack sales value compared to last year.	(([Pack Sales Value] - [Pack Sales Value (Last Year)]) / [Pack Sales Value (Last Year)])
% Change Pack Sales Value vs MTD, Last Year	This metric calculates percent variance in period to date pack sales over the previous year.	(([Pack Sales Value (MTD)] - [Pack Sales Value (MTD, (Last Year))]) / [Pack Sales Value (MTD, (Last Year))])
% Change Pack Sales Value vs STD, Last Year	This metric calculates percent variance in season to date pack sales over the previous year.	(([Pack Sales Value (STD)] - [Pack Sales Value (STD, (Last Year))]) / [Pack Sales Value (STD, (Last Year))])
% Change Pack Sales Value vs YTD, Last Year	This metric calculates percent variance in year to date pack sales over the previous year.	(([Pack Sales Value (YTD)] - [Pack Sales Value (YTD, (Last Year))]) / [Pack Sales Value (YTD, (Last Year))])
% Change Profit on Net Net Cost vs Last Year	This metric calculates percent variance in profit on net net cost over the previous year.	(([Profit on Net Net Cost] - [Profit on Net Net Cost (Last Year)]) / [Profit on Net Net Cost (Last Year)])
% Change Profit per Space Allocation (Last Year) (Cb)	This metric calculates percent variance in average profit earned on sales per average cubic units of allocated space, last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Cb)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)]))

Metric Name	Metric Description	Metric Expression
% Change Profit per Space Allocation (Last Year) (Ln)	This metric calculates percent variance in average profit earned on sales per average linear units of allocated space from last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Ln)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)]))
% Change Profit per Space Allocation (Last Year) (Sq)	This metric calculates percent variance in average profit earned on sales per average square units of allocated space from last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Sq)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)]))
% Change Profit vs Last Week	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous week.	((Profit - [Profit (Last Week)]) / [Profit (Last Week)])
% Change Profit vs Last Week (Local)	This metric calculates percent variance in profit earned on sales over the previous week, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Week) (Local)]) / [Profit (Last Week) (Local)])
% Change Profit vs Last Year	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous year.	((Profit - [Profit (Last Year)]) / [Profit (Last Year)])
% Change Profit vs Last Year (Local)	This metric calculates percent variance in profit earned on sales over the previous year, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Year) (Local)]) / [Profit (Last Year) (Local)])
% Change Promotion Markdown Value vs Last Year	This metric calculates percent variance in promotion markdown sales between this year and last year.	(([Promotion Markdown Value] - [Promotion Markdown Value (Last Year)]) / [Promotion Markdown Value (Last Year)])
% Change Receipts Retail Value vs Last Year	This metric calculates the percentage increase or decrease of retail value for receipts over retail value for last year receipts	(([Receipts Retail Value] - [Receipts Retail Value (Last Year)]) / [Receipts Retail Value (Last Year)])
% Change Regular Markdown Value vs Last Year	This metric calculates percent variance in regular markdown sales between this year and last year.	(([Regular Markdown Value] - [Regular Markdown Value (Last Year)]) / [Regular Markdown Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Change Sales per Space Allocation (Last Year) (Cb)	This metric calculates percent variance in average sales per average cubic unit of allocated space last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Cb)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)]))
% Change Sales per Space Allocation (Last Year) (Ln)	This metric calculates percent variance in average sales per average linear units of allocated space from last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Ln)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)]))
% Change Sales per Space Allocation (Last Year) (Sq)	This metric calculates percent variance in average sales per average square units of allocated space from last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Sq)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)]))
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	(([Sales Units] - [Sales Units (Last Month)]) / [Sales Units (Last Month)])
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	(([Sales Units] - [Sales Units (Last Year)]) / [Sales Units (Last Year)])
% Change Sales Value per Loc vs Last Year (Local)	This metric calculates percent variance in average sales per store over the previous year, by week, displayed in the store's local currency.	((([Sales Value (Local)] / [No of Stores with Sales]) - ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)])) / ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)]))
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	(([Sales Value] - [Sales Value (Last Month)]) / [Sales Value (Last Month)])
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	(([Sales Value] - [Sales Value (Last Week)]) / [Sales Value (Last Week)])
% Change Sales Value vs Last Week (Local)	This metric calculates percent variance in sales value over the previous week, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Week) (Local)]) / [Sales Value (Last Week) (Local)])

Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	(([Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Change Sales Value vs Last Year (Local)	This metric calculates percent variance in sales value over the previous year, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Year) (Local)]) / [Sales Value (Last Year) (Local)])
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	(([Sales Value (MTD)] - [Sales Value (MTD, Last Year)]) / [Sales Value (MTD, Last Year)])
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	(([Sales Value (Plan STD)] - [Sales Value (Plan STD, Last Year)]) / [Sales Value (Plan STD, Last Year)])
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	(([Sales Value (STD)] - [Sales Value (STD, Last Year)]) / [Sales Value (STD, Last Year)])
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	(([Sales Value (YTD)] - [Sales Value (YTD, Last Year)]) / [Sales Value (YTD, Last Year)])
% Change Share Unit vs Last Year to FDM CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Units to FDM CRMA Sales Units.	((([Market Sales Units (RMA)] / [Market Sales Units (FDM CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))])) / ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))]))
% Change Share Unit vs Last Year to Food CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Units to Food CRMA Sales Units.	((([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])) / ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))]))

Metric Name	Metric Description	Metric Expression
% Change Share Value vs Last Year, to Food CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Value to Food CRMA Sales Value.	((([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])) / ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))]))
% Change Share Value vs LY(Wk),to FDM CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Value to FDM CRMA Sales Value.	((([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])) / ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))]))
% Change Stock Turn Value vs Last Year	This metric calculates percent variance in stock turn value from last year.	(([Stock Turn Value] - [Stock Turn Value (Last Year)]) / [Stock Turn Value (Last Year)])
% Contrib BOH Retail Value to Class	This metric calculates a percentage of each beginning of period stock on hand to its total class beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Class)])
% Contrib BOH Retail Value to Class (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total class beginningbeginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Class, Last Year)])
% Contrib BOH Retail Value to Company	This metric calculates a percentage of each beginning of period stock on hand to it's total company beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Company)])
% Contrib BOH Retail Value to Company (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total company beginningbeginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Company, Last Year)])
% Contrib BOH Retail Value to Department	This metric calculates a percentage of each beginning of period stock on hand to it's total department beginningbeginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Department)])

Metric Name	Metric Description	Metric Expression
% Contrib BOH Retail Value to Department (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total department beginning of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Department, Last Year)])
% Contrib BOH Retail Value to Division	This metric calculates a percentage of each beginning of period stock on hand to it's total division beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Division)])
% Contrib BOH Retail Value to Division (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total division beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Division, Last Year)])
% Contrib BOH Retail Value to Group	This metric calculates a percentage of each beginning of period stock on hand to it's total group beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Group)])
% Contrib BOH Retail Value to Group (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total group beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Group, Last Year)])
% Contrib Clearance to EOH Retail Value	This metric calculates the contribution of the clearance stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Clearance Retail Value] / [EOH Retail Value])
% Contrib Clearance to Pack Sales Value	This metric calculates percent contribution of clearance pack sales to total pack sales. This is the percent of packs on clearance.	([Clearance Pack Sales Value] / [Pack Sales Value])
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	([Clearance Sales Value] / [Sales Value])
% Contrib Component Item to Pack Profit	This metric calculates profit, including profit lost on returns, derived per unit per item when sold as part of a pack.	([Pack Profit] / [Pack Profit (Pack)])
% Contrib Component Item to Pack Sales Value	This metric calculates percent contribution of a component item to total sales of the pack to which it belongs.	([Pack Sales Value] / [Pack Sales Value (Pack)])
% Contrib Contract Order Cost Value to Department	This metric calculates a percentage of each contract order cost amount to it's total department contract order cost amount.	([Contract Order Cost Value] / [Contract Order Cost Value (Department)])
% Contrib CP BOP Retail Value to Class	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total class beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Class)])

Metric Name	Metric Description	Metric Expression
% Contrib CP BOP Retail Value to Company	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total company beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Company)])
% Contrib CP BOP Retail Value to Department	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total department beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Deapartment)])
% Contrib CP BOP Retail Value to Division	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total division beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Division)])
% Contrib CP BOP Retail Value to Group	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total group beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Group)])
% Contrib CP Sales Value to Class	This metric calculates a percentage of each class current plan sales to it's total class current plan sales.	([CP Sales Value] / [CP Sales Value (Class)])
% Contrib CP Sales Value to Company	This metric calculates a percentage of each division current plan sales to it's total company current plan sales.	([CP Sales Value] / [CP Sales Value (Company)])
% Contrib CP Sales Value to Department	This metric calculates a percentage of each class current plan sales to it's total department current plan sales.	([CP Sales Value] / [CP Sales Value (Department)])
% Contrib CP Sales Value to Division	This metric calculates a percentage of each class current plan sales to it's total division current plan sales.	([CP Sales Value] / [CP Sales Value (Division)])
% Contrib CP Sales Value to Group	This metric calculates a percentage of each class current plan sales to it's total group current plan sales.	([CP Sales Value] / [CP Sales Value (Group)])
% Contrib EOH Retail Value to Company	This metric calculates a percentage of each end of period stock on hand to it's total company end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Company)])
% Contrib EOH Retail Value to Company (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total company end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Company, Last Year)])
% Contrib EOH Retail Value to Department	This metric calculates a percentage of each end of period stock on hand to it's total department end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Department)])

Metric Name	Metric Description	Metric Expression
% Contrib EOH Retail Value to Department (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total department end of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Department, Last Year)])
% Contrib EOH Retail Value to Division	This metric calculates a percentage of each end of period stock on hand to it's total division end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Division)])
% Contrib EOH Retail Value to Division (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total division end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Division, Last Year)])
% Contrib EOH Retail Value to Group	This metric calculates a percentage of each end of period stock on hand to it's total group end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Group)])
% Contrib EOH Retail Value to Group (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total group end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Group, Last Year)])
% Contrib Markdown Value to Company	This metric calculates the percent contribution of markdowns to total company markdowns.	([Markdown Value] / [Markdown Value (Company)])
% Contrib Market Sales Value to Mkt Catg	This metric calculates the contribution of market sales to the whole category's market sales.	([Market Sales Value] / [Market Sales Value (Mkt Department)])
% Contrib Net Cost to Group	This metric calculates percent contribution of net cost to total group net cost.	([Net Cost] / [Net Cost (Group)])
% Contrib Net Cost to Group (Last Year)	This metric calculates percent contribution of net cost to total group net cost for last year.	([Net Cost (Last Year)] / [Net Cost (Group, Last Year)])
% Contrib Net Sales Value to CP Sales Value	This metric calculates the % contribution of actual sales to current plan sales	([Sales Value] / [CP Sales Value])
% Contrib Net Sales Value to OP Sales Value	This metric calculates the % contribution of actual sales to original plan sales.	([Sales Value] / [OP Sales Value])
% Contrib OP Sales Value to Class	This metric calculates a percentage of each class original plan sales to it's total department original plan sales.	([OP Sales Value] / [OP Sales Value (Class)])
% Contrib OP Sales Value to Company	This metric calculates a percentage of each class original plan sales to it's total company original plan sales.	([OP Sales Value] / [OP Sales Value (Company)])

Metric Name	Metric Description	Metric Expression
% Contrib OP Sales Value to Department	This metric calculates a percentage of each class original plan sales to it's total department original plan sales.	([OP Sales Value] / [OP Sales Value (Department)])
% Contrib OP Sales Value to Division	This metric calculates a percentage of each class original plan sales to it's total division original plan sales.	([OP Sales Value] / [OP Sales Value (Division)])
% Contrib OP Sales Value to Group	This metric calculates a percentage of each class original plan sales to it's total group original plan sales.	([OP Sales Value] / [OP Sales Value (Group)])
% Contrib Profit on Base Cost to Department	This metric calculates percent contribution of profit on base cost to total profit on base cost at the department level taking into account the filter criteria.	([Profit on Base Cost] / [Profit on Base Cost (Department)])
% Contrib Profit on Net Cost to Department	This metric calculates percent contribution of profit on net cost to total profit on net cost at the department level taking into account the filter criteria.	([Profit on Net Cost] / [Profit on Net Cost (Department)])
% Contrib Profit on Net Net Cost to Department	This metric calculates percent contribution of profit on net net cost to total profit on net net cost at the department level taking into account the filter criteria.	([Profit on Net Net Cost] / [Profit on Net Net Cost (Department)])
% Contrib Profit on Net Net Cost to Group	This metric calculates percent contribution of profit on net net cost to total profit on net net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Net Cost] / [Profit on Net Net Cost (Group)])
% Contrib Profit on Net Net Cost to Group (Last Year)	This metric calculates percent contribution of profit on net net cost to total group profit on net net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Net Cost (Last Year)] / [Profit on Net Net Cost (Group, Last Year)])
% Contrib Profit to Area	This metric calculates percent contribution of profit to total area profit.	(Profit / [Profit (Area)])
% Contrib Profit to Catg (Last Year) (MF)	The metric calculates percent contribution of last year profit to last year's overall category profit, by day.	([Profit (Last Year)] / [Profit (Department, Last Year) MF])
% Contrib Profit to Chain	This metric calculates percent contribution of profit to total chain profit.	(Profit / [Profit (Chain)])
% Contrib Profit to Company	This metric calculates percent contribution of profit to total company profit.	(Profit / [Profit (Company)])

Metric Name	Metric Description	Metric Expression
% Contrib Profit to Company (Last Year)	The metric calculates percent contribution of last year profit to last year's overall company profit, by week.	([Profit (Last Year)] / [Profit (Company, Last Year)])
% Contrib Profit to Department	This metric calculates percent contribution of profit to total department profit.	(Profit / [Profit (Department)])
% Contrib Profit to Department (Last Year)	The metric calculates percent contribution of last year profit to last year's overall department profit, by week.	([Profit (Last Year)] / [Profit (Department, Last Year)])
% Contrib Profit to Department (Local)	This metric calculates percent contribution of profit to total department profit, including profit lost on returns, displayed in the store's local currency.	([Profit (Local)] / [Profit (Department) (Local)])
% Contrib Profit to Department (MF)	This metric calculates percent contribution of profit to total department profit.	(Profit / [Profit (Department) MF])
% Contrib Profit to District	This metric calculates percent contribution of profit to total district profit.	(Profit / [Profit (District)])
% Contrib Profit to Region	This metric calculates percent contribution of profit to total region profit.	(Profit / [Profit (Region)])
% Contrib Promo to EOH Retail Value	This metric calculates the contribution of the promotion stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Promotion Retail Value] / [EOH Retail Value])
% Contrib Promotion Sales Value	This metric calculates percent contribution of promotion sales value to total sales value	([Promotion Sales Value] / [Sales Value])
% Contrib Promotion to Pack Sales Value	This metric calculates percent contribution of promotion pack sales to total pack sales. This is the percent of packs on promotion.	([Promotion Pack Sales Value] / [Pack Sales Value])
% Contrib Receipt Units to Department (MO)	This metric calculates percent contribution of supplier receipt quantity to total receipt quantity at the department level.	([Receipt Units] / [Receipt Units (Department) (MO)])
% Contrib Regular to EOH Retail Value	This metric calculates the contribution of the regular stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Regular Retail Value] / [EOH Retail Value])
% Contrib Regular to Pack Sales Value	This metric calculates percent contribution of regular pack sales to total pack sales. This is the percent of packs at regular price.	([Regular Pack Sales Value] / [Pack Sales Value])
% Contrib Regular to Sales Value	This metric calculates percent contribution of regular sales value to total sales value	([Regular Sales Value] / [Sales Value])

Metric Name	Metric Description	Metric Expression
% Contrib Return Value to Location (MO)	This metric calculates percent contribution of return value to the total value of items returned in a location during the time period selected.	([Return Value] / [Return Value (Location, Time Calendar (MO)])
% Contrib Sales Units to Last Week	This metric calculates percent contribution sales unit to last week's sales unit.	([Sales Units] / [Sales Units (Last Week)])
% Contrib Sales Units to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected .	([Sales Units] / [Sales Units (Loc, Day) (MF)])
% Contrib Sales Units to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Units (Last Week)] / [Sales Units (Loc, Last Week) (MF)])
% Contrib Sales Units to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Units (Last Year)] / [Sales Units (Loc, Last Year) (MF)])
% Contrib Sales Units to Week (MF)	This metric calculates percent contribution of unit sales to total transaction unit sales during the time period selected (MF).	([Sales Units] / [Sales Units (Location) (MF)])
% Contrib Sales Value to Forecast Sales Value	This metric calculates percent variance for actual versus forecasted sales value.	([Sales Value] / [Forecast Sales Value])
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	([Sales Value] / [Sales Value (Area)])
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	([Sales Value] / [Sales Value (Chain)])
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	([Sales Value] / [Sales Value (Class)])
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	([Sales Value (Last Year)] / [Sales Value (Class, Last Year)])
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	([Sales Value] / [Sales Value (Company)])
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	([Sales Value (Last Year)] / [Sales Value (Company, (Last Year))])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department)])
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year)])
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year) (MF)])
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	([Sales Value (Local)] / [Sales Value (Department) (Local)])
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department) (MF)])
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	([Sales Value] / [Sales Value (District)])
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	([Sales Value] / [Sales Value (Division)])
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Division, (Last Year))])
% Contrib Sales Value to Group	This metric calculates percentage contribution of sales to total group sales.	([Sales Value] / [Sales Value (Group)])
% Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for last year.	([Sales Value (Last Year)] / [Sales Value (Group, (Last Year))])
% Contrib Sales Value to Last Week	This metric calculates percent contribution sales value to last week’s sales value.	([Sales Value] / [Sales Value (Last Week)])
% Contrib Sales Value to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location .	([Sales Value] / [Sales Value (Loc, Day) (MF)])
% Contrib Sales Value to Location (MO)	This metric calculates percent contribution of sales value to the total sales value of a location processed during the time period selected.	([Sales Value] / [Sales Value (Location, Time Calendar) (MO)])
% Contrib Sales Value to Market Department (abs)	This metric calculates percent contribution of sales to market department sales for the entire category.	([Sales Value] / [Sales Value (Market Department)(ABS)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Market Department (STD)	This metric calculates percent contribution of sales to market department sales for only the items chosen.	([Sales Value] / [Sales Value (Market Department)(STD)])
% Contrib Sales Value to Market Sales Value	This metric calculates the contribution of sales value to the market sales value.	([Sales Value] / [Market Sales Value])
% Contrib Sales Value to Region	This metric calculates percent contribution of sales value to total sales value at the region level.	([Sales Value] / [Sales Value (Region)])
% Contrib Sales Value to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Value (Last Week)] / [Sales Value (Loc, Last Week) (MF)])
% Contrib Sales Value to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Value (Last Year)] / [Sales Value (Loc, Last Year) (MF)])
% Contrib Sales Value to Week (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location (MF).	([Sales Value] / [Sales Value (Location) (MF)])
% Contrib to Profit on Base Cost (MF)	This metric calculates percent contribution of profit on base cost to total profit on base cost over the time period selected and only taking into account the metric and filter.	([Profit on Base Cost] / [Profit on Base Cost (MF)])
% Contrib to Profit on Dead Net Cost (MF)	This metric calculates percent contribution of profit on dead net cost to total profit on dead net cost over the time period selected and only taking into account the metric and filter.	([Profit on Dead Net Cost] / [Profit on Dead Net Cost (MF)])
% Contrib to Profit on Net Cost (MF)	This metric calculates percent contribution of profit on net cost to total profit on net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Cost] / [Profit on Net Cost (MF)])
% Contrib to Profit on Net Net Cost (MF)	This metric calculates percent contribution of profit on net net cost to total profit on net net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Net Cost] / [Profit on Net Net Cost (MF)])

Metric Name	Metric Description	Metric Expression
% Contribution Clearance Markdown Value to Net Sales Value	This metric calculates percent contribution of net clearance markdown sales to net sales.	([Clearance Markdown Value] / [Sales Value])
% Contribution CP Profit to CP Profit (Company)	This metric calculates percent contribution of plan profit to company plan profit.	([CP Profit] / [CP Profit (Company)])
% Contribution CP Profit to CP Profit (Department)	This metric calculates percent contribution of plan profit to department plan profit.	([CP Profit] / [CP Profit (Department)])
% Contribution Promotion Markdown Value to Net Sales Value	This metric calculates percent contribution of promotion markdown sales to net sales.	([Promotion Markdown Value] / [Sales Value])
% Contribution Regular Markdown Value to Net Sales Value	This metric calculates percent contribution of regular markdown sales to net sales.	([Regular Markdown Value] / [Sales Value])
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	([Sales Value (Last Year)] / [Sales Value (Chain, (Last Year))])
% Contribution to Profit on Base Cost (Department, Supplier)	This metric calculates percent contribution of base profit to total base profit at the department level.	([Profit on Base Cost] / [Profit on Base Cost (Department, Supplier)])
% Contribution to Profit on Net Cost (Department, Supplier)	This metric calculates percent contribution of net profit to total net profit at the department level.	([Profit on Net Cost] / [Profit on Net Cost (Department, Supplier)])
% Contribution to Profit on Net Net Cost (Department, Supplier)	This metric calculates percent contribution of net net profit to total net net profit at the department level.	([Profit on Net Net Cost] / [Profit on Net Net Cost (Department, Supplier)])
% CP Cumulative Markup	This metric calculates the current plan cumulative markup percent.	[CP Cumulative Markup Amount]
% CP Gross Margin	This metric calculates the current plan gross margin percent, as current plan gross margin value divided by current plan sales value.	([CP Gross Margin Value] / [CP Sales Value])
% CP Gross Margin (MTD)	This metric calculates the period-to-date current plan gross margin percent, as period-to-date current plan gross margin value, divided by period-to-date current plan sales value.	([CP Gross Margin Value (MTD)] / [CP Sales Value (MTD)])
% CP Gross Margin (Plan STD)	This metric calculates the plan season-to-date current plan gross margin percent, as plan season-to-date current plan gross margin value, divided by plan season-to-date current plan sales value.	([CP Gross Margin Value (Plan STD)] / [CP Sales Value (Plan STD)])

Metric Name	Metric Description	Metric Expression
% CP Gross Margin (YTD)	This metric calculates the plan year-to-date current plan gross margin percent, as year-to-date current plan gross margin value, divided by yearto-date current plan sales value.	([CP Gross Margin Value (YTD)] / [CP Sales Value (YTD)])
% CP Initial Markup Projected Receipts	This metric calculates the difference between the current plan cost of goods and the current plan selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value] - [CP Receipts Cost Value]) / [CP Receipts Retail Value])
% CP Initial Markup Projected Receipts (MTD)	This metric calculates the difference between the current plan period-to-date cost of goods and the current plan period-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (MTD)] - [CP Receipts Cost Value (MTD)]) / [CP Receipts Retail Value (MTD)])
% CP Initial Markup Projected Receipts (Plan STD)	This metric calculates the difference between the current plan season-to-date cost of goods and the current plan season-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (PlanSTD)] - [CP Receipts Cost Value (PlanSTD)]) / [CP Receipts Retail Value (PlanSTD)])
% CP Initial Markup Projected Receipts (YTD)	This metric calculates the difference between the current plan year-to-date cost of goods and the current plan year-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (YTD)] - [CP Receipts Cost Value (YTD)]) / [CP Receipts Retail Value (YTD)])
% CP Markdown	This metric calculates the current plan markdown percent, as the current plan markdown value divided by the current plan sales value.	([CP Markdown Value] / [CP Sales Value])
% CP Markdown (MTD)	This metric calculates the period-to-date current plan total markdown percent, as period-to-date current plan total markdown sales divided by period-to-date current plan sales value.	([CP Markdown Value (MTD)] / [CP Sales Value (MTD)])
% CP Markdown (Plan STD)	This metric calculates the plan season-to-date current plan total markdown percent, as plan season-to-date current plan total markdown sales divided by plan season-to-date current plan sales value.	([CP Markdown Value (Plan STD)] / [CP Sales Value (Plan STD)])
% CP Markdown (YTD)	This metric calculates the year-to-date current plan total markdown percent, as yearto-date current plan total markdown sales divided by year-to-date current plan sales value.	([CP Markdown Value (YTD)] / [CP Sales Value (YTD)])

Metric Name	Metric Description	Metric Expression
% CP Profit	This metric calculates percent contribution of plan profit to plan sales.	([CP Profit] / [CP Sales Value])
% Early Deliveries	This metric calculates the percent of deliveries that arrived early.	([No of Early Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
% Gross Margin	This metric calculates the gross margin percent by week, as gross margin value by week divided by sales value by week	([Gross Margin Value] / [Sales Value])
% Gross Margin (Last Year)	This metric calculates the last year gross margin percent by week, as last year gross margin value divided by last year sales value.	([Gross Margin Value (Last Year)] / [Sales Value (Last Year)])
% Gross Margin (MTD)	This metric calculates the period-to-date gross margin percent, as period-to-date gross margin value by week divided by period-to-date sales value.	([Gross Margin Value (MTD)] / [Sales Value (MTD)])
% Gross Margin (MTD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as period-to-date last year gross margin value divided by period-to-date last year sales value.	([Gross Margin Value (MTD, Last Year)] / [Sales Value (MTD, Last Year)])
% Gross Margin (Plan STD)	This metric calculates the plan season-to-date gross margin percent, as season-to-date gross margin value divided by season-to-date sales value.	([Gross Margin Value (Plan STD)] / [Sales Value (Plan STD)])
% Gross Margin (Plan STD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as plan season-to-date last year gross margin value divided by plan season-to-date last year sales value.	([Gross Margin Value (Plan STD, Last Year)] / [Sales Value (Plan STD, Last Year)])
% Gross Margin (YTD)	This metric calculates the year-to-date gross margin percent, as year-to-date gross margin value, divided by year-to-date sales value.	([Gross Margin Value (YTD)] / [Sales Value (YTD)])
% Gross Margin (YTD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as year-to-date last year gross margin value divided by plan year-to-date last year sales value.	([Gross Margin Value (YTD, Last Year)] / [Sales Value (YTD, Last Year)])

Metric Name	Metric Description	Metric Expression
% Initial Markup Projected Receipts	This metric calculates the difference between the cost of goods and the selling price expressed as a percentage of total receipts.	(([Receipts Retail Value] - [Receipts Cost Value]) / [Receipts Retail Value])
% Initial Markup Projected Receipts (Last Year)	This metric calculates the difference between the cost of goods and the selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (Last Year)] - [Receipts Cost Value (Last Year)]) / [Receipts Retail Value (Last Year)])
% Initial Markup Projected Receipts (MTD)	This metric calculates the difference between the period-to-date cost of goods and the period-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (MTD)] - [Receipts Cost Value (MTD)]) / [Receipts Retail Value (MTD)])
% Initial Markup Projected Receipts (MTD, Last Year)	This metric calculates the difference between the period-to-date cost of goods and the period-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (MTD, Last Year)] - [Receipts Cost Value (MTD, Last Year)]) / [Receipts Retail Value (MTD, Last Year)])
% Initial Markup Projected Receipts (Plan STD)	This metric calculates the difference between the plan season-to-date cost of goods and the plan season-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (PlanSTD)] - [Receipts Cost Value (PlanSTD)]) / [Receipts Retail Value (PlanSTD)])
% Initial Markup Projected Receipts (Plan STD, Last Year)	This metric calculates the difference between the plan season-to-date cost of goods and the plan season-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (PlanSTD, Last Year)] - [Receipts Cost Value (PlanSTD, Last Year)]) / [Receipts Retail Value (PlanSTD, Last Year)])
% Initial Markup Projected Receipts (YTD)	This metric calculates the difference between the year-to-date cost of goods and the year-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (YTD)] - [Receipts Cost Value (YTD)]) / [Receipts Retail Value (YTD)])
% Initial Markup Projected Receipts (YTD, Last Year)	This metric calculates the difference between the year-to-date cost of goods and the year-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (YTD, Last Year)] - [Receipts Cost Value (YTD, Last Year)]) / [Receipts Retail Value (YTD, Last Year)])
% Late Deliveries	This metric calculates the percent of deliveries that arrived late.	([No of Late Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
% Linear Distance	This metric calculates percent contribution of linear distance to total linear distance allocated.	([Linear Distance] / [Total Linear Distance])

Metric Name	Metric Description	Metric Expression
% Linear Distance (Last Year)	This metric calculates percent contribution of linear distance to total linear distance allocated last year.	([Linear Distance (Last Year)] / [Total Linear Distance (Last Year)])
% Markdown	This metric calculates the net markdown percent, as markdown value divided by net sales value.	([Markdown Value] / [Sales Value])
% Markdown (Last Year)	This metric calculates the net markdown percent, last year, as markdown value divided by net sales value, for last year.	([Markdown Value (Last Year)] / [Sales Value (Last Year)])
% Markdown (MTD)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by peroid-to-date net sales value.	([Markdown Value (MTD)] / [Sales Value (MTD)])
% Markdown (MTD, Last Year)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by peroid-to-date net sales value, for last year.	([Markdown Value (MTD, Last Year)] / [Sales Value (MTD, Last Year)])
% Markdown (Plan STD)	This metric calculates the plan season-to-date net markdown percent, as plan season-to-date net markdown value divided by plan season-to-date net sales value.	([Markdown Value (Plan STD)] / [Sales Value (Plan STD)])
% Markdown (Plan STD, Last Year)	This metric calculates the plan season-to-date net markdown percent, as plan season-to-date net markdown value divided by plan season-to-date net sales value, for last year.	([Markdown Value (Plan STD, Last Year)] / [Sales Value (Plan STD, Last Year)])
% Markdown (YTD)	This metric calculates the year-to-date net markdown percent, as year-to-date net markdown value divided by year-to-date net sales value.	([Markdown Value (YTD)] / [Sales Value (YTD)])
% Markdown (YTD, Last Year)	This metric calculates the year-to-date net markdown percent, as year-to-date net markdown value divided by year-to-date net sales value, for last year.	([Markdown Value (YTD, Last Year)] / [Sales Value (YTD, Last Year)])
% Market Incremental Sales Value	This metric calculates the percent variance in sales resulting from an event. This value is based on the percent difference between market event sales and market normalized sales.	(([Market Event Sales Value] - [Market Normalized Sales Value]) / [Market Normalized Sales Value])

Metric Name	Metric Description	Metric Expression
% Market Promotion Discount	This metric calculates the percent of promotion discount for market sales, based on market's total and promotion sales and quantity.	((([Market Sales Value] - [Market Promotion Sales Value]) / ([Market Sales Units] - [Market Promotion Sales Units])) - ([Market Promotion Sales Value] / [Market Promotion Sales Units])) / (([Market Sales Value] - [Market Promotion Sales Value]) / ([Marke
% Market Promotion Sales Value	This metric calculates percent contribution of promotion market sales to total market sales.	([Market Promotion Sales Value] / [Market Sales Value])
% Mismatched Deliveries	This metric calculates the percent of mismatched deliveries, where quantity was received for items not ordered.	([No of Mismatched Deliveries] / [No of Deliveries])
% Missed Deliveries	This metric calculates the percent of deliveries that did not arrive when expected as per schedule, per purchase order dates, or per shipment notification.	([No of Missed Deliveries] / [No of Expected Deliveries])
% Missed Shipment Deliveries	This metric calculates the percent of expected deliveries due to missed shipments.	([No of Missed Shipment Deliveries] / [No of Expected Deliveries])
% of Days Out of Stock	This metric calculates the percentage of days an item is out of stock out of the total days selected.	([No of Days Out of Stock] / [No of Days])
% of Days Out of Stock to Month	This metric calculates percent of time, in days, an item is out of stock or where stock on hand units is less than or equal to zero.	([No of Days Out of Stock] / [No of Days (Month)])
% of Department Items Supplied	This metric calculates the percent of department items supplied by the primary supplier.	([No of Items Supplied] / [No of Items (Department)])
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	([No of Items with Promotion Sales] / [No of Items with Sales (Time Calendar) (MO)])
% of Items with Sales to Market Items with Sales (Department)	This metric calculates the percent variance in the number of stores with sales, this year as compared last year, at the department level.	([No of Items with Sales (Department) (MO)] / [No of Mkt Items with Sales (Mkt Catg)])
% of Items with Sales to Market Items with Sales (Mkt Department)	This metric calculates the percent variance in the number of stores with sales, this year as compared last year, at the market department level.	([No of Items with Sales (Mkt Department)] / [No of Mkt Items with Sales (Mkt Catg)])

Metric Name	Metric Description	Metric Expression
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	([No of Stores with Promotion Sales] / [No of Stores with Sales (Time Calendar) (MO)])
% OP Cumulative Markup	This metric calculates the original plan cumulative markup percent.	[OP Cumulative Markup Amount]
% OP Gross Margin	This metric calculates the current plan gross margin percent, as current plan gross margin value divided by original plan sales value.	([OP Gross Margin Value] / [OP Sales Value])
% OP Gross Margin (MTD)	This metric calculates the period-to-date original plan gross margin percent, as period-to-date original plan gross margin value, divided by period-to-date original plan sales value.	([OP Gross Margin Value (MTD)] / [OP Sales Value (MTD)])
% OP Gross Margin (Plan STD)	This metric calculates the plan seasonto-date original plan gross margin percent, as plan season-to-date original plan gross margin value, divided by plan season-to-date original plan sales value.	([OP Gross Margin Value (Plan STD)] / [OP Sales Value (Plan STD)])
% OP Gross Margin (YTD)	This metric calculates the plan year-to-date original plan gross margin percent, as year-to-date original plan gross margin value, divided by yearto-date original plan sales value.	([OP Gross Margin Value (YTD)] / [OP Sales Value (YTD)])
% OP Initial Markup Projected Receipts	This metric calculates the difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original plan total receipts.	(([OP Receipts Retail Value] - [OP Receipts Cost Value]) / [OP Receipts Retail Value])
% OP Initial Markup Projected Receipts (MTD)	This metric calculates the period-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (MTD)] - [OP Receipts Cost Value (MTD)]) / [OP Receipts Retail Value (MTD)])
% OP Initial Markup Projected Receipts (Plan STD)	This metric calculates the plan season-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (PlanSTD)] - [OP Receipts Cost Value (PlanSTD)]) / [OP Receipts Retail Value (PlanSTD)])

Metric Name	Metric Description	Metric Expression
% OP Initial Markup Projected Receipts (YTD)	This metric calculates the year-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (YTD)] - [OP Receipts Cost Value (YTD)]) / [OP Receipts Retail Value (YTD)])
% OP Markdown	This metric calculates the original plan markdown percent, as the original plan markdown value divided by the original plan sales value.	([OP Markdown Value] / [OP Sales Value])
% OP Markdown (MTD)	This metric calculates the period-to-date original plan markdown percent, as period-to-date original plan markdown sales divided by period-to-date original plan sales value.	([OP Markdown Value (MTD)] / [OP Sales Value (MTD)])
% OP Markdown (Plan STD)	This metric calculates the plan season-to-date original plan total markdown percent, as plan season-to-date original plan total markdown sales divided by plan season-to-date original plan sales value.	([OP Markdown Value (Plan STD)] / [OP Sales Value (Plan STD)])
% OP Markdown (YTD)	This metric calculates the year-to-date original plan total markdown percent, as yearto-date original plan markdown divided by year-to-date original plan sales value.	([OP Markdown Value (YTD)] / [OP Sales Value (YTD)])
% Over Target Deliveries	This metric calculates the percent of deliveries where quantity of items received was more than expected.	([No of Over Target Deliveries] / [No of Deliveries])
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	(Profit / [Sales Value])
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	([Profit (Item) (MF)] / [Sales Value (Item) (MF)])
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	([Profit (Last Week)] / [Sales Value (Last Week)])
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	([Profit (Last Year)] / [Sales Value (Last Year)])
% Profit (Local)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales, displayed in the store's local currency.	([Profit (Local)] / [Sales Value (Local)])

Metric Name	Metric Description	Metric Expression
% Profit (MTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to period to date sales, by week.	([Profit (MTD)] / [Sales Value (MTD)])
% Profit (WTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to week to date sales, by day.	([Profit (WTD)] / [Sales Value (WTD)])
% Profit (YTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to year to date sales.	([Profit (YTD)] / [Sales Value (YTD)])
% Profit on Base Cost	This metric calculates percent contribution of base profit to total sales.	([Profit on Base Cost] / [Sales Value])
% Profit on Dead Net Cost	This metric calculates percent contribution of dead net profit to total sales.	([Profit on Dead Net Cost] / [Sales Value])
% Profit on Net Cost	This metric calculates percent contribution of net profit to total sales.	([Profit on Net Cost] / [Sales Value])
% Profit on Net Net Cost	This metric calculates percent contribution of net net profit to total sales.	([Profit on Net Net Cost] / [Sales Value])
% Profit on Net Net Cost (Last Year)	This metric calculates last year's profit on net net cost based on percent contribution to last year's sales value.	([Profit on Net Net Cost (Last Year)] / [Sales Value (Last Year)])
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	([Promotion Profit Value] / [Promotion Sales Value])
% Promotion Discount	This metric calculates percent discount on promotion items.	(([Avg Non Promotion Retail Value] - [Avg Promotion Retail Value]) / [Avg Non Promotion Retail Value])
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	([Promotion Sales Value] / [Sales Value])
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	([Return Units] / [Sales Units])
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	([Return Value] / [Sales Value])

Metric Name	Metric Description	Metric Expression
% RMA Unit Share to FDM CRMA	This metric calculates the % share of a market area's RMA sales quantity out of its FDM CRMA sales quantity.	([Market Sales Units (RMA)] / [Market Sales Units (FDM CRMA)])
% RMA Unit Share to FDM CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity.	([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))])
% RMA Unit Share to Food CRMA	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity.	([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)])
% RMA Unit Share to Food CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity, for last year.	([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])
% RMA Value Share to FDM CRMA	This metric calculates the % share of a market area's RMA sales amount out of its FDM CRMA sales amount.	([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)])
% RMA Value Share to FDM CRMA (LY(Week))	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount.	([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])
% RMA Value Share to Food CRMA	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount.	([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)])
% RMA Value Share to Food CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount, for last year.	([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	([Sales Units] / ([EOH Units] + [Sales Units]))
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	([Sales Units] / ([EOH Units] + [Sales Units]))
% Supplier RTV Units	This metric calculates the percent contribution of total quantity of items returned to the supplier to total quantity received.	([RTV Units] / [Receipt Units])

Metric Name	Metric Description	Metric Expression
% Under Target Deliveries	This metric calculates the percent of deliveries where quantity of items received was less than expected.	([No of Under Target Deliveries] / [No of Deliveries])
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	((([Sales Value] / [Sales Units]) - [Avg Competitor Price]) / [Avg Competitor Price])
% Variance BOH Retail Value vs CP	This metric calculates percentage variance in beginning stock on hand value versus plan.	(([BOH Retail Value] - [CP BOP Retail Value]) / [CP BOP Retail Value])
% Variance BOH Retail Value vs OP	This metric calculates percentage variance in beginning stock on hand value versus original plan.	(([BOH Retail Value] - [OP BOP Retail Value]) / [OP BOP Retail Value])
% Variance Clearance Markdown Value vs CP	This metric calculates percent variance in actual net clearance markdown sales compared to plan net clearance markdowns.	(([Clearance Markdown Value] - [CP Clearance Markdown Value]) / [CP Clearance Markdown Value])
% Variance CP EOP Retail Value vs Last Year	This metric calculates the percentage increase or decrease of the current plan ending inventory value over last year's ending inventory value.	(([CP EOP Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Variance CP Gross Margin Value vs Last Year	This metric calculates the percent increase or decrease of current plan gross margin value over last year.	(([CP Gross Margin Value] - [CP Gross Margin Value (Last Year)]) / [CP Gross Margin Value (Last Year)])
% Variance CP Markdown Value vs Last Year	This metric calculates the percentage increase or decrease of current plan markdown sales this year over actual markdown sales last year by week.	(([CP Markdown Value] - [CP Markdown Value (Last Year)]) / [CP Markdown Value (Last Year)])
% Variance CP Sales Value vs Last Year	This metric calculates the percentage increase or decrease in current plan sales over last year net sales, by week.	(([CP Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Variance EOH Retail Value vs CP	This metric calculates percentage variance in ending stock on hand value versus plan.	(([EOH Retail Value] - [CP EOP Retail Value]) / [CP EOP Retail Value])
% Variance EOH Retail Value vs CP (MTD)	This metric calculates the period-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (MTD)] - [CP EOP Retail Value (MTD)]) / [CP EOP Retail Value (MTD)])
% Variance EOH Retail Value vs CP (Plan STD)	This metric calculates the plan season-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (Plan STD)] - [CP EOP Retail Value (Plan STD)]) / [CP EOP Retail Value (Plan STD)])

Metric Name	Metric Description	Metric Expression
% Variance EOH Retail Value vs CP (YTD)	This metric calculates the plan year-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (YTD)] - [CP EOP Retail Value (YTD)]) / [CP EOP Retail Value (YTD)])
% Variance EOH Retail Value vs OP	This metric calculates percentage variance in ending stock on hand value versus original plan.	(([EOH Retail Value] - [OP EOP Retail Value]) / [OP EOP Retail Value])
% Variance Markdown Value vs CP	This metric calculates percent variance between actual net markdown sales and planned net markdown sales.	(([Markdown Value] - [CP Markdown Value]) / [CP Markdown Value])
% Variance Net Sales Value vs CP	This metric calculates the percentage increase or decrease in sales value over current plan sales value.	(([Sales Value] - [CP Sales Value]) / [CP Sales Value])
% Variance Net Sales Value vs CP (MTD)	This metric calculates the period-to-date percentage increase or decrease in sales value over current plan sales value.	(([Sales Value (MTD)] - [CP Sales Value (MTD)]) / [CP Sales Value (MTD)])
% Variance Net Sales Value vs CP (Plan STD)	This metric calculates the season-to-date percentage increase or decrease in sales value over current plan sales value, by week.	(([Sales Value (Plan STD)] - [CP Sales Value (Plan STD)]) / [CP Sales Value (Plan STD)])
% Variance Net Sales Value vs CP (YTD)	This metric calculates the year-to-date percentage increase or decrease in sales value over current plan sales value.	(([Sales Value (YTD)] - [CP Sales Value (YTD)]) / [CP Sales Value (YTD)])
% Variance Net Sales Value vs OP	This metric calculates the percentage increase or decrease in sales value over original plan sales value.	(([Sales Value] - [OP Sales Value]) / [OP Sales Value])
% Variance Net Sales Value vs OP (MTD)	This metric calculates the period-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (MTD)] - [OP Sales Value (MTD)]) / [OP Sales Value (MTD)])
% Variance Net Sales Value vs OP (Plan STD)	This metric calculates the season-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (Plan STD)] - [OP Sales Value (Plan STD)]) / [OP Sales Value (Plan STD)])
% Variance Net Sales Value vs OP (YTD)	This metric calculates the year-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (YTD)] - [OP Sales Value (YTD)]) / [OP Sales Value (YTD)])
% Variance OP EOP Retail Value vs Last Year	This metric calculates the percentage increase or decrease of the original plan ending inventory value over last year's ending inventory value.	(([OP EOP Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Variance OP Gross Margin Value vs Last Year	This metric calculates the percent increase or decrease of original plan gross margin value over last year.	(([OP Gross Margin Value] - [OP Gross Margin Value (Last Year)]) / [OP Gross Margin Value (Last Year)])
% Variance OP Markdown Value vs Last Year	This metric calculates the percentage increase or decrease of original plan markdowns this year over actual markdowns last year.	(([OP Markdown Value] - [OP Markdown Value (Last Year)]) / [OP Markdown Value (Last Year)])
% Variance OP Sales Value vs Last Year	This metric calculates the percentage increase or decrease in original plan sales over last year net sales, by week.	(([OP Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Variance Profit vs CP	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the current plan profit.	((Profit - [CP Profit]) / [CP Profit])
% Variance Promotion Markdown Value vs CP	This metric calculates percent variance in promotion markdown sales compared to plan.	(([Promotion Markdown Value] - [CP Promotion Markdown Value]) / [CP Promotion Markdown Value])
% Variance Promotion Value vs Competitor Promotion Price	This metric calculates percent variance between a retailer's average promotion retail value and its competitor's promotion price.	((([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price]) / [Avg Competitor Promotion Price])
% Variance Receipts Units vs CP	This metric calculates percent variance unit quantity versus plan unit quantity of received items.	(([Receipts Units] - [CP Receipts Units]) / [CP Receipts Units])
% Variance Receipts Value vs CP	This metric calculates percent variance retail value versus plan retail value of received items.	(([Receipts Retail Value] - [CP Receipts Retail Value]) / [CP Receipts Retail Value])
% Variance Receipts Value vs OP	This metric calculates percent variance retail value versus original plan retail value of received items.	(([Receipts Retail Value] - [OP Receipts Retail Value]) / [OP Receipts Retail Value])
% Variance Regular Markdown Value vs CP	This metric calculates percent variance in regular markdown sales versus plan.	(([Regular Markdown Value] - [CP Regular Markdown Value]) / [CP Regular Markdown Value])
% Variance Regular Value vs Competitor Regular Price	This metric calculates percent variance between a retailer's average regular retail value and its competitor's regular price.	((([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price]) / [Avg Competitor Regular Price])
% Variance Sales Units vs CP	This metric calculates percent variance in unit sales versus plan.	(([Sales Units] - [CP Sales Units]) / [CP Sales Units])

Metric Name	Metric Description	Metric Expression
% Variance Stock Turn Value vs CP	This metric calculates percent variance stock turn versus plan stock turn.	(([Stock Turn Value] - [CP Stock Turn Value]) / [CP Stock Turn Value])
All Market Department Sales Value at FDM CRMA level (MO) (Local)	This metric calculates total market sales value,in primary currency, for all departments at the FDM CRMA level (market area level 1).	[Market Sales Value (Local)]
All Market Department Sales Value at RMA level (MO) (Local)	This metric calculates total market sales value,in primary currency, for all departments at the RMA level (market area level 3).	[Market Sales Value (Local)]
Available Units	This metric calculates the vendor availability in units.	[Available Quantity]
Available Units (Item, Supplier)	This metric calculates the vendor availability in units by supplier.	[Available Quantity]
Average Days Early	This metric calculates the average length of time in days a delivery is early, based on purchase order dates or advance shipment notification.	[Average Days Early]
Average Days Late	This metric calculates the average length of time in days a delivery is late, based on purchase order dates or advance shipment notification.	[Average Days Late]
Average Hours Early	This metric calculates the average length of time in hours a delivery is early, based on purchase order dates or advance shipment notification.	[Average Hours Early]
Average Hours Late	This metric calculates the average length of time in hours a delivery is late, based on purchase order dates or advance shipment notification.	[Average Hours Late]
Average Supplier Invoice Cost Amount	This metric calculates the average cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Average Supplier Invoice Cost Amount]
Avg ACV Weighted Distribution Percent	This metric calculates the percent of stores stocking the product, weighted by All Commodity Volume (ACV).	[Avg ACV Weighted Distribution Percent]
Avg COGS per Week (Period)	This metric calculates weekly average value of cost of goods sold during a period.	(([Sales Value (Period)] - [Profit (Period)]) / [No of Weeks (Period)])

Metric Name	Metric Description	Metric Expression
Avg COGS per Week (Post Period)	This metric calculates weekly average value of cost of goods sold during a post period.	(([Sales Value (Post Period)] - [Profit (Post Period)]) / [No of Weeks (Post Period)])
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	(([Sales Value (Prior Period)] - [Profit (Prior Period)]) / [No of Weeks (Prior Period)])
Avg Competitor Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Competitor Multi Unit Retail Amount]
Avg Competitor Price	This metric calculates a competitor's retail price per unit.	[Avg Competitor Unit Retail Amount]
Avg Competitor Price (Local)	This metric calculates a competitor's retail amount per unit, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Promotion Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Promotion Price (Local)	This metric calculates a competitor's average promotion retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Regular Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Regular Price (Local)	This metric calculates a competitor's average regular retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Component Item Contrib to Pack Profit	This metric calculates profit derived per unit per item when sold as part of a pack, including profit lost on returns.	([Pack Profit] / [Pack Sales Units])
Avg Component Item Contrib to Pack Sales Value	This metric calculates the value derived per unit per item when sold as part of a pack.	([Pack Sales Value] / [Pack Sales Units])
Avg Contract Cost Value	This metric calculates the average purchase cost negotiated for this contract	[Average Contract Cost Amount]
Avg EOH Retail Value	This metric calculates average stock price based on dividing ending on hand value by ending on hand units.	([EOH Retail Value] / [EOH Units])
Avg Market Items per Store Selling	This metric calculates the average number of different UPCs for selected product available in each store carrying the product.	[Avg Market Items per Store Selling]

Metric Name	Metric Description	Metric Expression
Avg Market Non-Promotion Retail Value	This metric calculates the average retail value for market items not on promotion, based on the difference between market sales and market promotion sales.	(([Market Sales Value] - [Market Promotion Sales Value]) / ([Market Sales Units] - [Market Promotion Sales Units]))
Avg Market Promotion Retail Value	This metric calculates the average market retail value based on promotion market sales and total quantity of promotion market units sold.	([Market Promotion Sales Value] / [Market Promotion Sales Units])
Avg Market Retail Value	This metric calculates the average market retail value based on market sales and total quantity of market units sold.	([Market Sales Value] / [Market Sales Units])
Avg Max Space Allocation (Cb)	This metric calculates the maximum space allocated per item, in cubic units.	[Avg Cubic Max Amount]
Avg Max Space Allocation (Ln)	This metric calculates the maximum space allocated per item, in linear units.	[Avg Linear Max Amount]
Avg Max Space Allocation (Sq)	This metric calculates the maximum space allocated per item, in square units.	[Avg Square Max Amount]
Avg Min Space Allocation (Cb)	This metric calculates the minimum space allocated per item in cubic units.	[Avg Cubic Min Amount]
Avg Min Space Allocation (Ln)	This metric calculates the minimum space allocated per item, in linear units.	[Avg Linear Min Amount]
Avg Min Space Allocation (Sq)	This metric calculates the minimum space allocated per item, in square units.	[Avg Square Min Amount]
Avg Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Multi Unit Retail Price]
Avg Net Retail Value	This metric calculates the average retail value of an item based on total net sales and unit quantity sold.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	(([Sales Value] - [Promotion Sales Value]) / ([Sales Units] - [Promotion Sales Units]))
Avg Profit	This metric calculates the average profit earned on sales minus the average profit lost on returns.	[Avg Profit Amount]
Avg Profit on Net Net Cost per Transaction	This metric calculates the average profit on net net cost on a transaction basis.	([Profit on Net Net Cost] / [No of Sales Transactions])
Avg Profit on Sales	This metric calculates average profit earned on sales. The amount does not include returns.	[Avg Sales Profit Amount]

Metric Name	Metric Description	Metric Expression
Avg Profit on Sales (Last Year)	This metric calculates average profit earned on sales, for last year. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit per Month	This metric calculates profit over the number of periods in the time period selected.	(Profit / [No of Months])
Avg Profit per Space Allocation (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Cb)])
Avg Profit per Space Allocation (Last Year) (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])
Avg Profit per Space Allocation (Last Year) (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])
Avg Profit per Space Allocation (Last Year) (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space, last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])
Avg Profit per Space Allocation (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Ln)])
Avg Profit per Space Allocation (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Sq)])
Avg Profit per Store	This metric calculates average profit per store based on total profit and the number of stores with sales.	(Profit / [No of Stores with Sales])
Avg Profit per Store (Last Year)	This metric calculates average profit per store for last year, by week.	([Profit (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Profit per Store Last Year (Local)	This metric calculates average profit per store for last year, by week, displayed in the store's local currecy.	([Profit (Last Year) (Local)] / [No of Stores with Sales (Last Year)])
Avg Profit per Week (Period)	This metric calculates average weekly profit, including profit lost on returns, for a period.	([Profit (Period)] / [No of Weeks (Period)])
Avg Profit per Week (Post Period)	This metric calculates average weekly profit, including profit lost on returns, for the post period.	([Profit (Post Period)] / [No of Weeks (Post Period)])

Metric Name	Metric Description	Metric Expression
Avg Profit per Week (Prior Period)	This metric calculates average weekly profit, including profit lost on returns, for the prior period.	([Profit (Prior Period)] / [No of Weeks (Prior Period)])
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	([Promotion Sales Value] / [Promotion Sales Units])
Avg Promotion Retail Value (Local)	This metric calculates average promotion retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Promotion Sales Value (Local)] / [Sales Units])
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	([Regular Sales Value] / [Regular Sales Units])
Avg Regular Retail Value (Local)	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Regular Sales Value (Local)] / [Sales Units])
Avg Regular Sales Units (Period Day)	This metric calculates average units of regular sales for an evaluation period in days.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Day) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in days.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Week)	This metric calculates average units of regular sales for an evaluation period in weeks.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Week) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in weeks.	[Avg Gross Sales Quantity]
Avg Regular Sales Value (Period Day)	This metric calculates average value of regular sales for an evaluation period in days.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Day) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in days.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Avg Regular Sales Value (Period Week) (Last Year)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Last Year) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in weeks, for last year.	[Avg Gross Sales Amount]
Avg Retail Price	This metric calculates average retail price.	[Avg Unit Retail Amount]
Avg Retail Price (Local)	This metric calculates the average retail price, displayed in the store's local currency.	[Avg Unit Retail Amount (Local)]
Avg Retail Price (MTD)	This metric calculates period to date average retail price for an item.	[Avg Unit Retail Amount]
Avg Retail Price (Price Band)	This metric calculates average retail price.	[Avg Unit Retail Amount]
Avg Retail Price (WTD)	This metric calculates week to date average retail price for an item, by day.	[Avg Unit Retail Amount]
Avg Retail Price (YTD)	This metric calculates year to date average retail price for an item.	[Avg Unit Retail Amount]
Avg Retail Value	This metric calculates the average retail value of an item based on total sales and unit quantity sold.	([Sales Value] / [Sales Units])
Avg Retail Value (Local)	This metric calculates the average retail value of an item based on total sales and unit quantity sold., displayed in the store's local currency.	([Sales Value (Local)] / [Sales Units])
Avg Retail Value (MTD)	This metric calculates period to date average retail value for an item, by week.	([Sales Value (MTD)] / [Sales Units (MTD)])
Avg Retail Value (WTD)	This metric calculates period to date average retail value for an item, by day.	([Sales Value (WTD)] / [Sales Units (WTD)])
Avg Retail Value (YTD)	This metric calculates year to date average retail value for an item.	([Sales Value (YTD)] / [Sales Units (YTD)])
Avg Sales per Space Allocation (Cb)	This metric calculates average sales generated per average cubic unit of allocated space.	([Avg Sales Value] / [Avg Cubic Amount])
Avg Sales per Space Allocation (Last Year) (Cb)	This metric calculates average sales generated per average cubic unit of allocated space last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])
Avg Sales per Space Allocation (Last Year) (Ln)	This metric calculates average sales generated per average linear unit of allocated space, last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])

Metric Name	Metric Description	Metric Expression
Avg Sales per Space Allocation (Last Year) (Sq)	This metric calculates average sales generated per average square unit of allocated space, last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])
Avg Sales per Space Allocation (Ln)	This metric calculates average sales generated per average linear unit of allocated space.	([Avg Sales Value] / [Avg Space Allocation (Ln)])
Avg Sales per Space Allocation (Sq)	This metric calculates average sales generated per average square unit of allocated space.	([Avg Sales Value] / [Avg Space Allocation (Sq)])
Avg Sales Units per Transaction	This metric calculates average sales units per transaction based on total sales units and the number of sales transactions.	([Sales Units] / [No of Sales Transactions])
Avg Sales Value	This metric calculates average sales value. The amount does not include returns but is inclusive of VAT.	[Avg Sales Amount]
Avg Sales Value (Last Year)	This metric calculates average sales value for last year.. The amount does not include returns but is inclusive of VAT.	[Avg Gross Sales Amount]
Avg Sales Value per Month	This metric calculates sales over the number of periods in the time period selected.	([Sales Value] / [No of Months])
Avg Sales Value per Store	This metric calculates average sales per store based on total sales and the number of stores with sales.	([Sales Value] / [No of Stores with Sales])
Avg Sales Value per Store (Last Year)	This metric calculates average sales value per store for last year, by week.	([Sales Value (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Sales Value per Transaction	This metric calculates average sales per transaction based on total sales and the number of sales transactions.	([Sales Value] / [No of Sales Transactions])
Avg Sales Value per Unit	This metric calculates average net sales value per unit.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Sales Value per Week (Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a period.	([Sales Value (Period)] / [No of Weeks (Period)])
Avg Sales Value per Week (Post Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a post period.	([Sales Value (Post Period)] / [No of Weeks (Post Period)])
Avg Sales Value per Week (Prior Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a prior period.	([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])

Metric Name	Metric Description	Metric Expression
Avg Space Allocation (Cb)	This metric calculates average space allocated, in cubic units.	[Avg Cubic Amount]
Avg Space Allocation (Item, Region)(Ln)	This metric calculates the average linear distance allocated for all items at the region level.	[Avg Linear Amount]
Avg Space Allocation (Last Year) (Cb)	This metric calculates average space allocated last year, in cubic units.	[Avg Cubic Amount]
Avg Space Allocation (Last Year) (Ln)	This metric calculates the average space allocated, in linear units, last year.	[Avg Linear Amount]
Avg Space Allocation (Last Year) (Sq)	This metric calculates the average space allocated, in square units, last year.	[Avg Square Amount]
Avg Space Allocation (Ln)	This metric calculates average space allocated, in linear units.	[Avg Linear Amount]
Avg Space Allocation (Sq)	This metric calculates average space allocated, in square units.	[Avg Square Amount]
Avg Stock Cost Value	This metric calculates the average stock cost value.	(([BOH Cost Value] + [EOH Cost Value (SUM)]) / ([No of Weeks with Stock] + 1))
Avg Stock Cost Value (Last Year)	This metric calculates the average stock cost value, for last year.	(([BOH Cost Value (Last Year)] + [EOH Cost Value (SUM) (Last Year)]) / ([No of Weeks with Stock (Last Year)] + 1))
Avg Stock Retail Value	This metric calculates the average stock retail value.	(([BOH Retail Value] + [EOH Retail Value (SUM)]) / ([No of Weeks with Stock] + 1))
Avg Stock Retail Value (Last Year)	This metric calculates the average last year stock retail value.	(([BOH Retail Value (Last Year)] + [EOH Retail Value (SUM) (Last Year)]) / ([No of Weeks with Stock (Last Year)] + 1))
Base Cost	This metric calculates the supplier base cost. It is stored in primary currency.	[Base Cost Amount]
Base Cost (Last Month)	This metric calculates the supplier dead net cost. It is stored in primary currency.	[Base Cost Amount]
BOC Total Units	This metric calculates total unit balance of contract.	([Contract Quantity] - [Contract Order Quantity])
BOC Total Value	This metric calculates the base selling value of balance of contract	(([Contract Quantity] - [Contract Order Quantity]) * [Avg Contract Cost Value])

Metric Name	Metric Description	Metric Expression
BOH Cost Value	This metric calculates the cost value of the stock on hand at the beginning of the time period selected.	[Stock On Hand Cost Amount]
BOH Cost Value (Last Year)	This metric calculates cost value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Cost Amount]
BOH Retail Value	This metric calculates the retail value of the stock on hand at the beginning of the time period selected.	[Stock On Hand Retail Amount]
BOH Retail Value (Class)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the class level.	[Stock On Hand Retail Amount]
BOH Retail Value (Class, Last Year)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the class level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Company)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the company level.	[Stock On Hand Retail Amount]
BOH Retail Value (Company, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the company level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Department)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the department level.	[Stock On Hand Retail Amount]
BOH Retail Value (Department, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the department level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Division)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the division level.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
BOH Retail Value (Division, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the division level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Group)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the group level.	[Stock On Hand Retail Amount]
BOH Retail Value (Group, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the group level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (MTD)	This metric calculates the period-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (MTD, Last Year)	This metric calculates the period-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (YTD)	This metric calculates the year-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Units	This metric calculates the unit quantity of stock on hand at the beginning of a selected period.	[Stock On Hand Quantity]
BOH Weeks of Supply	This metric calculates the ratio of beginning inventory value to sales value on weekly basis.	([BOH Retail Value] / ([Sales Value] / [No of Weeks with Sales]))

Metric Name	Metric Description	Metric Expression
BOH Weeks of Supply (Last Year)	This metric calculates the ratio of beginning inventory value to sales value on weekly basis, for last year.	([BOH Retail Value (Last Year)] / ([Sales Value (Last Year)] / [No of Weeks with Sales (Last Year)]))
Case Packs Received	This metric calculates the number of case packs received based on the case pack quantity as supplied by the primary supplier.	([Receipts Units] / [Primary Supplier Case Pack Quantity])
Case Packs Sold	This metric calculates the number of case packs sold based on the case pack quantity as supplied by the primary supplier.	([Sales Units] / [Primary Supplier Case Pack Quantity])
Change in % Contrib Profit on Net Net Cost to Group vs Last Year	This metric calculates the variance of the percent contribution of profit on net net cost to group vs the percent contribution of last year's profit on net net cost to the group.	([% Contrib Profit on Net Net Cost to Group] - [% Contrib Profit on Net Net Cost to Group (Last Year)])
Change in % Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for this year to last year.	([% Contrib Sales Value to Group] - [% Contrib Sales Value to Group (Last Year)])
Change in Avg Sales per Store vs Last Year	This metric calculates percent variance in average sales per store at the location level over the previous year.	([Avg Sales Value per Store] - [Avg Sales Value per Store (Last Year)])
Change in Market Sales Value vs Last Year	This metric calculates the difference between this year's total market sales and last year's total market sales.	([Market Sales Value] - [Market Sales Value (Last Year)])
Change in Net Net Cost per Store vs Last Year	This metric calculates variance in net net cost per deal participation stores over the previous year.	([Net Net Cost per Store] - [Net Net Cost per Store (Last Year)])
Change in Profit on Net Net Cost per Store vs Last Year	This metric calculates the variance of the profit on net net cost per deal participating stores vs the last year's profit on net net cost per deal participating stores, stored in primary currency.	([Profit on Net Net Cost per Store] - [Profit on Net Net Cost per Store (Last Year)])
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	([Sales Value] - [Sales Value (Last Year)])
Clearance Markdown Value	This metric calculates net clearance markdown sales.	[Markdown Amount]
Clearance Markdown Value (Day)	This metric calculates net clearance markdown sales for a day.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Clearance Markdown Value (Last Week)	This metric calculates total net clearance markdown sales last week.	[Markdown Amount]
Clearance Markdown Value (Last Year)	This metric calculates net clearance markdown sales for last year.	[Markdown Amount]
Clearance Markdown Value (MTD)	This metric calculates net clearance markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Clearance Markdown Value (WTD)	This metric calculates net clearance markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Clearance Markdown Value (YTD)	This metric calculates net clearance markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Clearance Markdown Value VAT	This metric calculates the VAT amount for clearance markdowns.	[Markdown VAT Amount]
Clearance Pack Sales Value	This metric calculates the total value of clearance pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Clearance Profit Value	This metric calculates profit earned on clearance sales.	[Profit Amount]
Clearance Sales Units	This metric calculates the total unit quantity of clearance-priced items sold.	[Sales Quantity]
Clearance Sales Value	This metric calculates the total value of clearance sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Commitment Total Units	This metric calculates the balance of contract added to stock on order in units.	(([BOC Total Units] + [On Order Units]) + [EOH Units])
Commitment Total Value	This metric calculates the base selling value of balance-of-contract units, on-order units and stock on hand units.	(([BOC Total Value] + [On Order Retail Value]) + [EOH Retail Value])
Comp Store Profit	This metric calculates total comparable store profit, including comparable store profit lost on returns.	[Profit Amount]
Comp Store Profit (Last Year)	This metric calculates total comparable store profit last year by week, including comparable store profit lost on returns last year, by week.	[Profit Amount]
Comp Store Profit on Sales	This metric calculates comparable store profit earned on regular, clearance, and promotion sales.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Comp Store Profit on Sales (Last Year)	This metric calculates comparable store profit earned on regular, clearance, and promotion sales for last year.	[Profit Amount]
Comp Store Sales Value	This metric calculates comparable store sales, excluding sales of stores that have not been opened fifty-three (53) weeks before the start of the comparable period or are already closed at the end of the comparable period.	[Sales Amount]
Comp Store Sales Value (Last Year)	This metric calculates comparable store sales for last year, excluding sales of stores that have not been opened fifty-three (53) weeks before the start of the comparable period or are already closed at the end of the comparable period.	[Sales Amount]
Contract Cost Unit Value	This metric calculates the contract cost per unit.	([Contract Cost Value] / [Contract Quantity])
Contract Cost Value	This metric calculates the contract cost amount.	[Contract Cost Amount]
Contract Order Cost Unit Value	This metric calculates the contract order cost per unit.	([Contract Order Cost Value] / [Contract Order Quantity])
Contract Order Cost Value	This metric calculates the contract on order cost amount.	[Contract Order Cost Amount]
Contract Order Cost Value (Department)	This metric calculates the contract on order cost amount, at the department level.	[Contract Order Cost Amount]
Contract Order Quantity	This metric calculates the total ordered quantity for the contract.	[Contract Order Quantity]
Contract Quantity	This metric calculates the total contracted amount to be ordered from the vendor.	[Contract Quantity]
Conversion Rate	This metric calculates the transaction conversion rate by dividing number of store transactions by amount of store traffic.	(([No of Total Transactions] / [Store Traffic]) * 100)
Cost Amount	This metric calculates the average cost amount.	[Avg Cost Amount]
Cost Amount (YTD)	This metric calculates the year to date average cost amount per unit.	[Avg Cost Amount]
Cost of Goods Sold	This metric calculates the cost of goods sold. It is defined as sales minus profit earned on sales, minus profit lost on returns.	([Sales Value] - Profit)

Metric Name	Metric Description	Metric Expression
Cost of Goods Sold (Last Year)	This metric calculates the cost of goods sold for last year, by week	([Sales Value (Last Year)] - [Profit (Last Year)])
Cost of Goods Sold (Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a period.	([Sales Value (Period)] - [Profit (Period)])
Cost of Goods Sold (Post Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a post period.	([Sales Value (Post Period)] - [Profit (Post Period)])
Cost of Goods Sold (Prior Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a prior period.	([Sales Value (Prior Period)] - [Profit (Prior Period)])
Cost per Piece Mailed for Promotion	This metric calculates promotion delivery costs per customer.	[Promotion Cost Per Mail]
Count of Pieces Mailed for Promotion	This metric is intended to count the number of pieces mailed for a given promotion. The assumption is that each customer will receive one and only one solicitation.	[No of Customers Targeted for Promotion]
CP Avg Profit per Space Allocation (Cb)	This metric calculates current plan average profit, per cubic unit of space allocated to an item.	([CP Profit] / [Avg Space Allocation (Cb)])
CP Avg Profit per Space Allocation (Ln)	This metric calculates current plan average profit, per linear unit of space allocated to an item	([CP Profit] / [Avg Space Allocation (Ln)])
CP Avg Profit per Space Allocation (Sq)	This metric calculates current plan average profit, per square unit of space allocated to an item.	([CP Profit] / [Avg Space Allocation (Sq)])
CP Avg Sales Value per Space Allocation (Cb)	This metric calculates current plan average sales, per cubic unit of space allocated to an item.	([CP Sales Value] / [Avg Space Allocation (Cb)])
CP Avg Sales Value per Space Allocation (Ln)	This metric calculates current plan average sales, per linear unit of space allocated to an item.	([CP Sales Value] / [Avg Space Allocation (Ln)])
CP Avg Sales Value per Space Allocation (Sq)	This metric calculates current plan average sales, per square unit of space allocated to an item.	([CP Sales Value] / [Avg Space Allocation (Sq)])

Metric Name	Metric Description	Metric Expression
CP Avg Stock Cost Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	(([CP BOP Cost Value] + [CP EOP Cost Value (SUM)]) / ([No of Weeks with CP Stock] + 1))
CP Avg Stock Retail Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	(([CP BOP Retail Value] + [CP EOP Retail Value (SUM)]) / ([No of Weeks with CP Stock] + 1))
CP BOP Cost Value	This metric calculates the cost value of plan stock on hand at the beginning of the time period selected.	[CP BOP Cost Amount]
CP BOP Retail Value	This metric calculates the selling value of plan stock on hand at the beginning of the time period selected.	[CP BOP Retail Amount]
CP BOP Retail Value (Class)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the class level.	[CP BOP Retail Amount]
CP BOP Retail Value (Company)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the company level.	[CP BOP Retail Amount]
CP BOP Retail Value (Department)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the department level.	[CP BOP Retail Amount]
CP BOP Retail Value (Division)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the division level.	[CP BOP Retail Amount]
CP BOP Retail Value (Group)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the group level.	[CP BOP Retail Amount]
CP BOP Weeks of Supply	This metric calculates the ratio of current plan beginning inventory value to current plan sales value on weekly basis.	([CP BOP Retail Value] / ([CP Sales Value] / [No of Weeks with CP Sales]))
CP Clearance Markdown Value	This metric calculates the current plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (Last Year)	This metric calculates the current plan clearance markdown value, for last year.	[CP Clearance Markdown Amount]

Metric Name	Metric Description	Metric Expression
CP Clearance Markdown Value (MTD)	This metric calculates the period-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (Plan STD)	This metric calculates the plan season-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (YTD)	This metric calculates the year-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Commitments	This metric calculates the current plan value of items ordered but not approved	[CP Commitments Retail Amount]
CP Cost of Goods Sold	This metric calculates plan cost of goods sold. It is defined as plan sales value minus plan profit value.	([CP Sales Value] - [CP Profit])
CP EOP Cost Value	This metric calculates the cost value of plan stock on hand at the end of the time period selected.	[CP EOP Cost Amount]
CP EOP Cost Value (SUM)	This metric calculates the cost value of plan stock on hand over the duration of a selected period.	[CP EOP Cost Amount]
CP EOP Retail Value	This metric calculates the selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (MTD)	This metric calculates the period-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (Plan STD)	This metric calculates the plan season-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (SUM)	This metric calculates the selling value of plan stock on hand over the duration of a selected period.	[CP EOP Retail Amount]
CP EOP Retail Value (YTD)	This metric calculates the year-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP GMROI	This metric calculates the current plan gross margin return on inventory investment, as current plan gross margin value divided by current plan average inventory at cost.	([CP Gross Margin Value] / [CP Avg Stock Cost Value])
CP Gross Margin Value	This metric calculates the current plan gross margin value based on current plan gross profit amount	[CP Gross Profit Amount]

Metric Name	Metric Description	Metric Expression
CP Gross Margin Value (Last Year)	This metric calculates the current plan gross margin value, based on current plan gross profit amount, for last year	[CP Gross Profit Amount]
CP Gross Margin Value (MTD)	This metric calculates the period-to-date current plan gross margin value, based on current plan gross profit amount	[CP Gross Profit Amount]
CP Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date current plan gross margin value, based on current plan gross profit amount	[CP Gross Profit Amount]
CP Gross Margin Value (YTD)	This metric calculates the year-to-date current plan gross margin value, based on current plan gross profit amount	[CP Gross Profit Amount]
CP Markdown Value	This metric calculates plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value] + [CP Promotion Markdown Value]) + [CP Regular Markdown Value])
CP Markdown Value (Last Year)	This metric calculates plan markdown value for clearance, promotion and regular sales, for last year.	(([CP Clearance Markdown Value (Last Year)] + [CP Promotion Markdown Value (Last Year)]) + [CP Regular Markdown Value (Last Year)])
CP Markdown Value (MTD)	This metric calculates the period-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (MTD)] + [CP Promotion Markdown Value (MTD)]) + [CP Regular Markdown Value (MTD)])
CP Markdown Value (Plan STD)	This metric calculates the plan season-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (Plan STD)] + [CP Promotion Markdown Value (Plan STD)]) + [CP Regular Markdown Value (Plan STD)])
CP Markdown Value (YTD)	This metric calculates the year-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (YTD)] + [CP Promotion Markdown Value (YTD)]) + [CP Regular Markdown Value (YTD)])
CP On Order Cancel Retail Value	This metric calculates the current plan value of cancelled orders.	[CP Order Cancelled Retail Amount]
CP On Order Retail Value	This metric calculates the current plan value of goods that have been ordered.	[CP Order Retail Amount]
CP Profit	This metric calculates total plan profit based on expected sales.	[CP Profit Amount]

Metric Name	Metric Description	Metric Expression
CP Profit (Area)	This metric calculates plan profit based on expected sales, at the area level.	[CP Profit Amount]
CP Profit (Chain)	This metric calculates plan profit based on expected sales, at the chain level.	[CP Profit Amount]
CP Profit (Company)	This metric calculates plan profit based on expected sales, at the company level.	[CP Profit Amount]
CP Profit (Department)	This metric calculates plan profit based on expected sales, at the department level.	[CP Profit Amount]
CP Profit (District)	This metric calculates plan profit based on expected sales, at the district level.	[CP Profit Amount]
CP Profit (Division)	This metric calculates plan profit based on expected sales, at the division level.	[CP Profit Amount]
CP Profit (Last Week)	This metric calculates plan profit based on expected sales, for last week.	[CP Profit Amount]
CP Profit (Last Year)	This metric calculates plan profit based on expected sales, for last year.	[CP Profit Amount]
CP Profit (Location)	This metric calculates plan profit based on expected sales, at the location level.	[CP Profit Amount]
CP Profit (Region)	This metric calculates plan profit based on expected sales, at the region level.	[CP Profit Amount]
CP Promotion Markdown Value	This metric calculates plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (Last Year)	This metric calculates the current plan promotion markdown value, for last year.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (MTD)	This metric calculates the period-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (Plan STD)	This metric calculates the period-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (YTD)	This metric calculates the year-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Receipts Cost Value	This metric calculates a current plan cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (MTD)	This metric calculates a current plan, period-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (PlanSTD)	This metric calculates a current plan, season-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]

Metric Name	Metric Description	Metric Expression
CP Receipts Cost Value (YTD)	This metric calculates a current plan, year-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Retail Value	This metric calculates a current plan retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (MTD)	This metric calculates a current plan, period-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (PlanSTD)	This metric calculates a current plan, season-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (YTD)	This metric calculates a current plan, year-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Units	This metric calculates the plan quantity of units expected to be received.	[CP Receipts Quantity]
CP Received Retail Value	This metric calculates a current plan retail value of an item that has actually been received.	[CP Received Retail Amount]
CP Regular Markdown Value	This metric calculates plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (Last Year)	This metric calculates the current plan regular markdown value, for last year.	[CP Regular Markdown Amount]
CP Regular Markdown Value (MTD)	This metric calculates the period-to-date, current plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (Plan STD)	This metric calculates the plan season-to-date current plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (YTD)	This metric calculates the year-to-date current plan regular markdown value.	[CP Regular Markdown Amount]
CP Return to Vendor Retail Value	This metric calculates the total current plan retail amount of items planned to be returned to the vendor for any reason.	[CP Return to Vendor Retail Amount]
CP Return to Vendor Units	This metric calculates the total current plan quantity of items planned to be returned to the vendor for any reason.	[CP Return to Vendor Quantity]
CP Sales Units	This metric calculates total plan sales units based on regular, clearance and promotion plan sales units. Inclusion of returns is dependent on data source.	[CP Sales Quantity]

Metric Name	Metric Description	Metric Expression
CP Sales Units (Area)	This metric calculates total plan sales units based on regular, clearance and promotion plan sales units. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Chain)	This metric calculates the quantity of plan sales units at the chain level. Inclusion of returns is dependent on data source	[CP Sales Quantity]
CP Sales Units (Company)	This metric calculates the current plan total company sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Department)	This metric calculates the current plan total department sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (District)	This metric calculates the quantity of plan sales units at the district level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Division)	This metric calculates the quantity of plan sales units at the division level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Group)	This metric calculates the current plan total group sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Last Week)	This metric calculates the quantity of plan sales units for last week by week. Inclusion of returns is dependent on data source..	[CP Sales Quantity]
CP Sales Units (Last Year)	This metric calculates the quantity of plan sales units for last year by week. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Location)	This metric calculates the quantity of plan sales units at the location level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (MTD)	This metric calculates the current plan month-to-date sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]

Metric Name	Metric Description	Metric Expression
CP Sales Units (Plan STD)	This metric calculates the current plan season-to-date sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Region)	This metric calculates the quantity of plan sales units at the region level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Value	This metric calculates the current plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Area)	This metric calculates the current plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Chain)	This metric calculates total plan sales value at the chain level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Class)	This metric calculates the current plan total class sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Company)	This metric calculates the current plan total company sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Department)	This metric calculates the current plan total department sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (District)	This metric calculates total plan sales value at the district level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Division)	This metric calculates total plan sales value at the district level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
CP Sales Value (Group)	This metric calculates the current plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Last Week)	This metric calculates total plan sales value for last week by week, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Last Year)	This metric calculates total plan sales value for last year by week, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Location)	This metric calculates the current plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (MTD)	This metric calculates the current plan month-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Plan STD)	This metric calculates the current plan season-to-date sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Region)	This metric calculates total plan sales value at the region level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (YTD)	This metric calculates the current plan year-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value Weeks of Supply	This metric calculates the weeks of supply based on the current plan stock-on-hand value vs the average sales for the selected evaluation period.	([CP EOP Retail Value] / [Avg Regular Sales Value (Period Week)])
CP Shrinkage Value	his metric calculates the current plan shortage value (or current plan shrinkage value).	[CP Shrinkage Retail Amount]

Metric Name	Metric Description	Metric Expression
CP Stock to Sales	This metric calculates the current plan stock-to-sales ratio, as current plan beginning of period stock on hand divided by current plan sales value.	([CP BOP Retail Value] / [CP Sales Value])
CP Stock Turn Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	([CP Sales Value] / [CP Avg Stock Retail Value])
CP Total Inventory Reduction	This metric calculates the summation of current plan sales, current plan markdowns, current plan shrink and current plan return to vendor.	((([CP Sales Value] + [CP Markdown Value]) + [CP Shrinkage Value]) + [CP Return to Vendor Retail Value])
CP Total Receipts	This metric calculates current plan total receipts, by adding what is planned to be received, on-order, commitments and projected receipts and subtracting on-order cancel.	(((([CP Received Retail Value] + [CP On Order Retail Value]) - [CP On Order Cancel Retail Value]) + [CP Commitments]) + [CP Receipts Retail Value])
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	[Currency Exchange Rate]
Dead Net Cost	This metric calculates the supplier dead net cost. It is stored in primary currency.	[Dead Net Cost Amount]
Dead Net Cost (Last Month)	This metric calculates the supplier dead net cost for the last period. It is stored in primary currency.	[Dead Net Cost Amount]
Dead Net Cost (Local)	This metric calculates the supplier dead net cost. It is stored in local currency.	[Dead Net Cost Amount (Local)]
Delivery Accuracy Rating	This metric calculates delivery accuracy rating for a supplier, based on the percentage of deliveries that were on target, or where the quantity was received as expected.	([No of On Target Deliveries] / [No of Deliveries])
Delivery Accuracy Rating (Last Year)	This metric calculates last year's delivery accuracy rating for a supplier, based on the percentage of deliveries that were on target, or where the quantity was received as expected.	([No of On Target Deliveries (Last Year)] / [No of Deliveries (Last Year)])
Delivery Accuracy Rating Variance	This metric calculates variance in the supplier Delivery Accuracy Rating over the previous year.	(([Delivery Accuracy Rating] - [Delivery Accuracy Rating (Last Year)]) / [Delivery Accuracy Rating (Last Year)])

Metric Name	Metric Description	Metric Expression
Department Share Variance	This metric calculates the variance between the market share for a department and the market share for all departments when compared across the same market levels. This metric is provided in primary currency.	([RMA to FDM CRMA Total Market Share] - [Market Share for Department RMA to FDM CRMA])
Department Share Variance (Local)	This metric calculates the variance between the market share for a department and the market share for all departments when compared across the same market levels. This metric is provided in local currency.	([RMA to FDM CRMA Total Market Share (Local)] - [Market Share for Department RMA to FDM CRMA (Local)])
Difference in Base Cost vs Last Month	This metric calculates the difference in supplier base cost between this period and last period.	([Base Cost] - [Base Cost (Last Month)])
Difference in Dead Net Cost vs Last Month	This metric calculates the difference in supplier dead net cost between this period and last period.	([Dead Net Cost] - [Dead Net Cost (Last Month)])
Difference in Net Cost vs Last Month	This metric calculates the difference in supplier net cost between this period and last period.	([Net Cost] - [Net Cost (Last Month)])
Difference in Net Net Cost vs Last Month	This metric calculates the difference in supplier net net cost between this period and last period.	(([Net Net Cost] - [Net Net Cost (Last Month)]) / [Net Net Cost (Last Month)])
Employee Discount Amount	This metric calculates the employee discount amount.	[Employee Discount Gross Sales Amount]
EOH Clearance Retail Value	This metric calculates the clearance retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Cost Value	This metric calculates the cost value of the stock on hand at the end of the time period selected.	[Stock On Hand Cost Amount]
EOH Cost Value (SUM)	This metric calculates the total cost value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Cost Amount]
EOH Cost Value (SUM) (Last Year)	This metric calculates the total cost value for all Stock on Hand over the duration of a selected period from last year.	[Stock On Hand Cost Amount]
EOH Promotion Retail Value	This metric calculates the promotion retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
EOH Regular Retail Value	This metric calculates the regular retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value	This metric calculates the retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (Company)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the company level.	[Stock On Hand Retail Amount]
EOH Retail Value (Company, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the company level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Department)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the department level.	[Stock On Hand Retail Amount]
EOH Retail Value (Department, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the department level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Division)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the division level.	[Stock On Hand Retail Amount]
EOH Retail Value (Division, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the division level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Group)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the group level.	[Stock On Hand Retail Amount]
EOH Retail Value (Group, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the group level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Last Week)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last week.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
EOH Retail Value (Last Week) (Last Year)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last week and last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Last Year)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (MTD)	This metric calculates the period-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (MTD, Last Year)	This metric calculates the period-to=date retail value of the stock on hand at the beginning of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value of the stock on hand at the end of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (SUM)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Retail Amount]
EOH Retail Value (SUM) (Last Year)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period from last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Yesterday)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for yesterday.	[Stock On Hand Retail Amount]
EOH Retail Value (YTD)	This metric calculates the year-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value of the stock on hand at the end of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Units	This metric calculates the unit quantity of stock on hand at the end of a selected period.	[Stock On Hand Quantity]

Metric Name	Metric Description	Metric Expression
EOH Units (Last Week)	This metric calculates for the ending stock-on-hand of the previous week.	[Stock On Hand Quantity]
EOH Units (SUM)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Quantity]
EOH Units (Time, Org)	This metric calculates the unit quantity of stock on hand at the end of a selected period.	[Stock On Hand Quantity]
EOH Units (Yesterday)	This metric calculates the unit quantity of stock on hand at the end of a selected period, for yesterday.	[Stock On Hand Quantity]
Failed QC Units	This metric calculates the total quantity of items that are received and failed quality control check.	[Failed QC Units]
Failed QC Units (Last Year)	This metric calculates last year's total quantity of items that were received and failed quality control check.	[Failed QC Units]
First In Range BOH Units	This system metric calculates the beginning-on-hand value.	FirstInRange([Stock On Hand Quantity])
First In Range BOH Units - Running Forecast Sales Units	This system metric calculates the running difference between the beginning-on-hand units and the forecast sales units.	([First In Range BOH Units] - [Running Forecast Sales Units])
First In Range BOH Value	This system metric calculates the beginning-on-hand value.	FirstInRange([Stock On Hand Retail Amount])
First In Range BOH Value - Running Forecast Sales Value	This system metric calculates the running difference between the beginning-on-hand value and the forecast sales value.	([First In Range BOH Value] - [Running Forecast Sales Value])
Forecast Sales Units	This metric calculates the forecasted sales quantity.	[Forecast Sales Quantity]
Forecast Sales Value	This metric calculates the forecasted sales amount.	[Forecast Sales Amount]
GMROI	This metric calculates Gross Margin Return on Investment, based on gross margin value divided by average stock cost value.	([Gross Margin Value] / [Avg Stock Cost Value])
GMROI (Last Year)	This metric calculates Gross Margin Return on Investment for last year, based on gross margin value divided by average stock cost value, for last year.	([Gross Margin Value (Last Year)] / [Avg Stock Cost Value (Last Year)])

Metric Name	Metric Description	Metric Expression
GMROS	This metric measures the gross margin return on space allocated.	([Profit on Net Net Cost] / [Linear Distance])
GMROS (Last Year)	This metric measures last year's gross margin return on space allocated.	([Profit on Net Net Cost (Last Year)] / [Linear Distance (Last Year)])
Gross Margin Value	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	Profit
Gross Margin Value (Last Year)	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (Last Year)]
Gross Margin Value (MTD)	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (MTD)]
Gross Margin Value (MTD, Last Year)	This metric calculates the period-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (MTD, Last Year)]
Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date gross margin value by week, based on regular, clearance, and promotional profit amounts	Profit
Gross Margin Value (Plan STD, Last Year)	This metric calculates the plan season-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (Plan STD, Last Year)]
Gross Margin Value (WTD)	This metric calculates the week-to-date gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (WTD)]
Gross Margin Value (YTD)	This metric calculates the year-to-date gross margin value, based on regular, clearance, and promotional profit amounts.	[Profit (YTD)]
Gross Margin Value (YTD, Last Year)	This metric calculates the year-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (YTD, Last Year)]
Gross Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales, minus the number of returns.	[Gross Sales Quantity]

Metric Name	Metric Description	Metric Expression
Gross Sales Units (Last Year)	This metric calculates total number of units sold based on regular, clearance and promotion sales, minus the number of returns, for last year.	[Gross Sales Quantity]
Gross Sales Value	This metric calculates total sales sold based on regular, clearance and promotion sales.	[Gross Sales Amount]
Gross Sales Value (Area)	This metric calculates total sales sold based on regular, clearance and promotion sales, minus the returns, at the area level.	[Gross Sales Amount]
Gross Sales Value (Chain)	This metric calculates total sales sold based on regular, clearance and promotion sales, minus the returns, at the chain level.	[Gross Sales Amount]
Gross Sales Value (Class)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the class level.	[Gross Sales Amount]
Gross Sales Value (Class, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the class level, for last year.	[Gross Sales Amount]
Gross Sales Value (Company)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the company level.	[Gross Sales Amount]
Gross Sales Value (Company, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the company level, for last year.	[Gross Sales Amount]
Gross Sales Value (Department)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the department level.	[Gross Sales Amount]
Gross Sales Value (Department, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the department level, for last year.	[Gross Sales Amount]
Gross Sales Value (Division)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the division level.	[Gross Sales Amount]
Gross Sales Value (Division, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the division level, for last year.	[Gross Sales Amount]
Gross Sales Value (Group)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the group level.	[Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Gross Sales Value (Group, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the group level, for last year.	[Gross Sales Amount]
Gross Sales Value (Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, for last year.	[Gross Sales Amount]
Gross Sales Value (MTD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the period-to-date.	[Gross Sales Amount]
Gross Sales Value (MTD, Last Year)	This metric calculates total sales based on regular, clearance and promotion sales, for the period-to-date, last year.	[Gross Sales Amount]
Gross Sales Value (Plan STD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the plan season-to-date.	[Gross Sales Amount]
Gross Sales Value (Plan STD, Last Year)	This metric calculates total sales based on regular, clearance and promotion sales, for the plan season-to-date, last year.	[Gross Sales Amount]
Gross Sales Value (YTD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the year-to-date.	[Gross Sales Amount]
Gross Sales Value (YTD, Last Year)	This metric calculates total gross sales based on regular, clearance and promotion sales, for the year-to-date, last year.	[Gross Sales Amount]
In Transit Cost Value	This metric calculates the cost value of inventory currently in transit.	[In Transit Cost Amount]
In Transit Retail Value	This metric calculates the retail value of inventory currently in transit	[In Transit Retail Amount]
In Transit Units	This metric calculates the unit quantity of inventory currently in transit	[In Transit Cost Quantity]
Incremental Profit	This metric calculates incremental profit based on period profit, prior period profit and post period profit.	((([Profit (Period)] / [No of Weeks (Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)])) + ([Profit (Post Period)] / [No of Weeks (Post Period)])) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)]))

Metric Name	Metric Description	Metric Expression
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	((([Sales Value (Period)] / [No of Weeks (Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])) + (([Sales Value (Post Period)] / [No of Weeks (Post Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])))
InStore Markdown Value	This metric calculates instore markdown sales.	[InStore Markdown Amount]
InStore Markdown Value (Day)	This metric calculates instore markdown sales for the entire day.	[InStore Markdown Amount]
InStore Markdown Value (Last Week)	This metric calculates instore markdown sales for last week.	[InStore Markdown Amount]
InStore Markdown Value (Last Year)	This metric calculates instore markdown sales for last year.	[InStore Markdown Amount]
InStore Markdown Value (MTD)	This metric calculates instore markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (STD)	This metric calculates instore markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (WTD)	This metric calculates instore markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (YTD)	This metric calculates instore markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
InStore Clearance Markdown Value	This metric calculates instore clearance markdown sales.	[InStore Markdown Amount]
InStore Clearance Markdown Value (Last Year)	This metric calculates instore clearance markdown sales for last year.	[InStore Markdown Amount]
InStore Promotion Markdown Value	This metric calculates instore promotion markdown sales.	[InStore Markdown Amount]
InStore Promotion Markdown Value (Day)	This metric calculates instore promotion markdown sales for an entire day.	[InStore Markdown Amount]
InStore Promotion Markdown Value (Last Week)	This metric calculates instore promotion markdown sales for last week.	[InStore Markdown Amount]

Metric Name	Metric Description	Metric Expression
InStore Promotion Markdown Value (MTD)	This metric calculates instore promotion markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (STD)	This metric calculates instore promotion markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (WTD)	This metric calculates instore promotion markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (YTD)	This metric calculates instore promotion markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value	This metric calculates instore regular markdown sales.	[InStore Markdown Amount]
InStore Regular Markdown Value (Day)	This metric calculates instore regular markdown sales for an entire day.	[InStore Markdown Amount]
InStore Regular Markdown Value (Last Week)	This metric calculates instore regular markdown sales for last week.	[InStore Markdown Amount]
InStore Regular Markdown Value (Last Year)	This metric calculates instore regular markdown sales for last year.	[InStore Markdown Amount]
InStore Regular Markdown Value (MTD)	This metric calculates instore regular markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (STD)	This metric calculates instore regular markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (WTD)	This metric calculates instore regular markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (YTD)	This metric calculates instore regular markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
Linear Distance	This metric calculates the amount of space, allocated.	[Linear Amount]
Linear Distance (Last Year)	This metric calculates the amount of space, allocated last year.	[Linear Amount]
Markdown Value	This metric calculates net markdown sales.	[Markdown Amount]
Markdown Value (Company)	This metric calculates net markdown sales for the company.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Markdown Value (Day)	This metric calculates net markdown sales for a day.	[Markdown Amount]
Markdown Value (Last Week)	This metric calculates net markdown sales for last week.	[Markdown Amount]
Markdown Value (Last Year)	This metric calculates net markdown sales for last year.	[Markdown Amount]
Markdown Value (MTD)	This metric calculates net markdown sales from the beginning of the period to the selected day.	[Markdown Amount]
Markdown Value (MTD, Last Year)	This metric calculates net markdown sales from the beginning of the period to the selected day, for last year.	[Markdown Amount]
Markdown Value (Plan STD)	This metric calculates net markdown sales starting from the plan season to the day selected.	[Markdown Amount]
Markdown Value (Plan STD, Last Year)	This metric calculates markdown sales starting from the plan season to the day selected, for last year.	[Markdown Amount]
Markdown Value (STD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (WTD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (YTD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (YTD, Last Year)	This metric calculates net markdown sales starting from the beginning of the year to the day selected, for last year.	[Markdown Amount]
Markdown Value VAT	This metric calculates the VAT amount for clearance, promotion and regular markdowns.	[Markdown VAT Amount]
Market Event Sales Units	This metric calculates total unit sales for any item on feature, display and/or with price reductions.	[Market Event Sales Unit]
Market Event Sales Value	This metric calculates total dollar sales for any item on feature, display and/or with price reduction.	[Market Event Sales Value]

Metric Name	Metric Description	Metric Expression
Market Event Sales Value (Local)	This metric calculates total sales value, in local currency, for any item on feature, display and/or with price reduction.	[Market Event Sales Value (Local)]
Market Incremental Sales Value	This metric calculates the value difference between market event sales and market normalized sales. This value represents the variance in sales resulting from the event.	([Market Event Sales Value] - [Market Normalized Sales Value])
Market Normalized Sales Units	This metric calculates the estimated sales units that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Unit]
Market Normalized Sales Units (Last Year)	This metric calculates the estimated sales units that would have been recorded if there were no impact from display, promotion or price reduction, for last year.	[Market Normalized Sales Unit]
Market Normalized Sales Value	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Value]
Market Normalized Sales Value (Last Year)	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from display, promotion or price reduction, for last year.	[Market Normalized Sales Value]
Market Normalized Sales Value (Local)	This metric calculates the estimated sales value, in local currency that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Value (Local)]
Market Promotion Sales Units	This metric calculates total unit sales for any item on feature.	[Market Promotion Sales Unit]
Market Promotion Sales Units (Last Year)	This metric calculates total unit sales for any item on feature for last year.	[Market Promotion Sales Unit]
Market Promotion Sales Value	This metric calculates total sales value for any item on feature. This amount is also known as Market Main Ad.	[Market Promotion Sales Value]
Market Promotion Sales Value (Last Year)	This metric calculates total dollar sales for any item on feature last year.	[Market Promotion Sales Value]
Market Promotion Sales Value (Local)	This metric calculates total sales value, in local currency, for any item on feature. This amount is also known as Market Main Ad.	[Market Promotion Sales Value (Local)]

Metric Name	Metric Description	Metric Expression
Market Sales Rate	This metric calculates the sales efficiency of the product in relation to its distribution, based on All Commodity Volume (ACV).	[Market Sales Rate]
Market Sales Units	This metric calculates the total quantity of market units sold.	[Market Sales Unit]
Market Sales Units (FDM CRMA)	This metric calculates the total quantity of market units sold at the FDM CRMA (market area level 1).	[Market Sales Unit]
Market Sales Units (FDM CRMA, (Last Year))	This metric calculates the total quantity of market units sold at the FDM CRMA level (market area level 1) for last year.	[Market Sales Unit]
Market Sales Units (Food CRMA)	This metric calculates the total quantity of market units sold at the Food CRMA level (market area level 2).	[Market Sales Unit]
Market Sales Units (Food CRMA, (Last Year))	This metric calculates the total quantity of market units sold at the food CRMA level (market area level 2) for last year.	[Market Sales Unit]
Market Sales Units (Last Month)	This metric calculates total quantity of market units sold last period, by week.	[Market Sales Unit]
Market Sales Units (Last Week)	This metric calculates total quantity of market units sold last week, by week.	[Market Sales Unit]
Market Sales Units (Last Year)	This metric calculates total quantity of market units sold last year.	[Market Sales Unit]
Market Sales Units (RMA)	This metric calculates the total quantity of market units sold at the RMA level (market area level 3).	[Market Sales Unit]
Market Sales Units (RMA, (Last Year))	This metric calculates the total quantity of market units sold at the RMA level (market area level 3) for last year.	[Market Sales Unit]
Market Sales Value	This metric calculates the total market sales value.	[Market Sales Value]
Market Sales Value (FDM CRMA)	This metric calculates total market sales value at the FDM CRMA level (market area level 1).	[Market Sales Value]
Market Sales Value (FDM CRMA) (Local)	This metric calculates total market sales value at the FDM CRMA level (market area level 1), in local currency.	[Market Sales Value (Local)]
Market Sales Value (FDM CRMA, (Last Year))	This metric calculates total market sales value at the FDM CRMA level (market area level 1) for last year.	[Market Sales Value]

Metric Name	Metric Description	Metric Expression
Market Sales Value (Food CRMA)	This metric calculates total market sales value at the food CRMA level (market area level 2).	[Market Sales Value]
Market Sales Value (Food CRMA) (Local)	This metric calculates total market sales value at the food CRMA level (market area level 2)	[Market Sales Value (Local)]
Market Sales Value (Food CRMA, (Last Year))	This metric calculates total market sales value at the food CRMA level (market area level 2) for last year.	[Market Sales Value]
Market Sales Value (Last Month)	This metric calculates market sales value for last period, by week.	[Market Sales Value]
Market Sales Value (Last Week)	This metric calculates market sales value for last week, by week.	[Market Sales Value]
Market Sales Value (Last Year)	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from a display, promotion or price reduction, for last year.	[Market Sales Value]
Market Sales Value (Local)	This metric calculates total market sales value in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Catg, FDM CRMA)	This metric calculates total market sales value at the FDM CRMA (market area level 1) and Market Category level, in primary currency.	[Market Sales Value]
Market Sales Value (Mkt Catg, FDM CRMA)(Local)	This metric calculates total market sales value at the FDM CRMA (market area level 1) and Market Category level, in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Catg, RMA)	This metric calculates total market sales value at the RMA (market area level 3) and Market Category level, in primary currency.	[Market Sales Value]
Market Sales Value (Mkt Catg, RMA)(Local)	This metric calculates total market sales value at the RMA (market area level 3) and Market Category level, in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Department)	This metric calculates the total market sales value for all market departments.	[Market Sales Value]
Market Sales Value (Month)	This metric calculates market sales value for this period.	[Market Sales Value]

Metric Name	Metric Description	Metric Expression
Market Sales Value (RMA)	This metric calculates total market sales value at the RMA level (market area level 3).	[Market Sales Value]
Market Sales Value (RMA) (Local)	This metric calculates total market sales value at the RMA level (market area level 3).	[Market Sales Value (Local)]
Market Sales Value (RMA)(Local)	This metric calculates total market sales value at the RMA level (market area level 3), in local currency.	[Market Sales Value (Local)]
Market Sales Value (RMA, (Last Year))	This metric calculates total market sales value at the RMA level (market area level 3) for last year.	[Market Sales Value]
Market Share for Department RMA to FDM CRMA	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for the department at the FDM CRMA market levels. This metric is provided in primary currency.	([Market Sales Value (Mkt Catg, RMA)] / [Market Sales Value (Mkt Catg, FDM CRMA)])
Market Share for Department RMA to FDM CRMA (Local)	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for the department at the FDM CRMA market levels. This metric is provided in local currency.	([Market Sales Value (Mkt Catg, RMA)(Local)] / [Market Sales Value (Mkt Catg, FDM CRMA)(Local)])
Markup Value	This metric calculates an increase in list price by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Last Year)	This metric calculates an increase in list price last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD)	This metric calculates an increase in list price from the beginning of the period by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD, Last Year)	This metric calculates an increase in list price from the beginning of the period last year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Plan STD)	This metric calculates an increase in list price from the beginning of the plan season by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]

Metric Name	Metric Description	Metric Expression
Markup Value (Plan STD, Last Year)	This metric calculates an increase in list price from the beginning of the plan season last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (YTD)	This metric calculates an increase in list price from the beginning of the year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (YTD, Last Year)	This metric calculates an increase in list price from the beginning of the year last year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Maximum Supplier Invoice Cost Amount	This metric calculates the maximum cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Maximum Supplier Invoice Cost Amount]
Minimum Supplier Invoice Cost Amount	This metric calculates the minimum cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Minimum Supplier Invoice Cost Amount]
Net Cost	This metric calculates supplier net cost of an item at a location on a given day. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]
Net Cost (Group)	This metric calculates supplier net cost of an item at a location on a given day, for a group total. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]
Net Cost (Group, Last Year)	This metric calculates supplier net cost at the group level, for last year. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]
Net Cost (Last Month)	This metric calculates the supplier net cost for last period. It is stored in primary currency.	[Net Cost Amount]
Net Cost (Last Year)	This metric calculates supplier net cost of an item, for last year. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]

Metric Name	Metric Description	Metric Expression
Net Cost (Local)	This metric calculates the supplier net cost. It is stored in local currency.	[Net Cost Amount (Local)]
Net Net Cost	This metric calculates the supplier net net cost. It is stored in primary currency.	[Net Net Cost Amount]
Net Net Cost (Last Month)	This metric calculates the supplier net net cost for last period. It is stored in primary currency.	[Net Net Cost Amount]
Net Net Cost (Last Year)	This metric calculates supplier net net cost of a item(s) at a location(s) for last year.	[Net Net Cost Amount]
Net Net Cost (Local)	This metric calculates the supplier net net cost. It is stored in local currency.	[Net Net Cost Amount (Local)]
Net Net Cost per Store	This metric calculates the number of stores (locations) with Net Net Costs.	([Net Net Cost] / [No of Stores with Deal Costs])
Net Net Cost per Store (Last Year)	This metric calculates the number of deal participating stores (locations) with Net Net Costs for Last Year.	([Net Net Cost (Last Year)] / [No of Stores with Deal Costs (Last Year)])
No of Days	This metric counts the number of distinct days.	[No of Days]
No of Days (Month)	This metric counts the total number of days during a particular month	[No of Days]
No of Days on Display	The metric counts the number of days an item is on display.	[No of Days on Display]
No of Days on Feature	The metric counts the number of days an item is featured.	[No of Days on Feature]
No of Days Out of Stock	This metric counts the number of distinct days where stock position is equal to zero.	[No of Days with Stock]
No of Days with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Days with Sales]
No of Deliveries	This metric calculates total number of on target, over target, under target and mismatched deliveries made by a supplier.	((([No of On Target Deliveries] + [No of Over Target Deliveries]) + [No of Under Target Deliveries]) + [No of Mismatched Deliveries])

Metric Name	Metric Description	Metric Expression
No of Deliveries (Last Year)	This metric calculates last year's total number of on target, over target, under target and mismatched deliveries made by a supplier.	((([No of On Target Deliveries (Last Year)] + [No of Over Target Deliveries (Last Year)]) + [No of Under Target Deliveries (Last Year)]) + [No of Mismatched Deliveries (Last Year)])
No of Early Deliveries	This metric calculates total number of deliveries that were early.	[No of Early Deliveries]
No of Early Deliveries (Last Year)	This metric calculates last year's total number of deliveries that were early.	[No of Early Deliveries]
No of Expected Deliveries	This metric calculates the total number of expected deliveries based on supplier schedules, purchase order dates, and advance shipment notifications.	((([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]) + [No of Missed Deliveries])
No of Expected Deliveries (Last Year)	This metric calculates last year's total number of expected deliveries based on supplier schedules, purchase order dates, and advance shipment notifications.	((([No of On Time Deliveries (Last Year)] + [No of Early Deliveries (Last Year)]) + [No of Late Deliveries (Last Year)]) + [No of Missed Deliveries (Last Year)])
No of Full Order Deliveries	This metric calculates total number of deliveries received where the purchase order was received in full. This is the number of full order deliveries.	[No of Full Order Deliveries]
No of Full Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received where the purchase order was received in full. This is last year's number of full order deliveries.	[No of Full Order Deliveries]
No of Items	This metric counts the number of distinct items.	[No of Items]
No of Items (Department)	This metric counts the number of distinct items in a department.	[No of Items]
No of Items in Stock	This metric counts the number of distinct items in stock where the most recent ending on hand units value is greater than zero	[No of Items in Stock]
No of Items Stocked (Department, Week)	This metric counts the number of distinct items in stock at the department and week.	[No of Items in Stock]
No of Items Supplied	This metric calculates the number of items supplied by the primary supplier.	[No of Items]

Metric Name	Metric Description	Metric Expression
No of Items with Promotion Sales	This metric calculates the number of items with promotional sales.	[No of Items with Sales]
No of Items with Sales	This metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Items with Sales (Department) (MO)	This metric counts the number of all the distinct items with sales within a particular department regardless of the filter or template.	[No of Items with Sales]
No of Items with Sales (Mkt Department)	This metric counts the number of distinct items that have sales associated with them, at the market department level.	[No of Items with Sales]
No of Items with Sales (Time Calendar) (MO)	This system metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Late Deliveries	This metric calculates the total number of deliveries that were late.	[No of Late Deliveries]
No of Late Deliveries (Last Year)	This metric calculates last year's total number of deliveries that were late.	[No of Late Deliveries]
No of Mismatched Deliveries	This metric calculates the total number of deliveries, where quantity was received for items not ordered. This is the number of mismatched deliveries.	[No of Mismatched Deliveries]
No of Mismatched Deliveries (Last Year)	This metric calculates last year's total number of deliveries, where quantity was received for items not ordered. This was last year's number of mismatched deliveries.	[No of Mismatched Deliveries]
No of Missed Deliveries	This metric calculates total number of deliveries that did not arrive when expected based on schedules, purchase order dates, or shipment notifications. This is the number of missed deliveries.	(([No of Missed Shipment Deliveries] + [No of Missed Order Deliveries]) + [No of Missed Scheduled Deliveries])
No of Missed Deliveries (Last Year)	This metric calculates last year's total number of deliveries that did not arrive when expected based on schedules, purchase order dates, or shipment notifications. This was last year's number of missed deliveries.	(([No of Missed Shipment Deliveries (Last Year)] + [No of Missed Order Deliveries (Last Year)]) + [No of Missed Scheduled Deliveries (Last Year)])
No of Missed Order Deliveries	This metric calculates the total number of deliveries missed on overdue purchase orders. This is the number of missed order deliveries.	[No of Missed Order Deliveries]

Metric Name	Metric Description	Metric Expression
No of Missed Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed on overdue purchase orders. This was last year's number of missed order deliveries.	[No of Missed Order Deliveries]
No of Missed Scheduled Deliveries	This metric calculates the total number of deliveries missed from expected scheduled deliveries. This is the number of missed scheduled deliveries.	[No of Missed Schedule Deliveries]
No of Missed Scheduled Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed from expected scheduled deliveries. This was last year's number of missed scheduled deliveries.	[No of Missed Schedule Deliveries]
No of Missed Shipment Deliveries	This metric calculates the total number of deliveries missed on expected shipments. This is the number of missed shipment deliveries.	[No of Missed ASN Deliveries]
No of Missed Shipment Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed on expected shipments. This was last year's number of missed shipment deliveries.	[No of Missed ASN Deliveries]
No of Mkt Items with Sales (Mkt Catg)	This metric counts the number of all the distinct market items with sales within a particular market category.	[No of Mkt Items with Sales]
No of Months	This metric counts the number of distinct periods.	[No of Months]
No of On Target Deliveries	This metric calculates the total number of deliveries where the quantity of items was received as expected. This is the number of on target deliveries.	[No of On Target Deliveries]
No of On Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where the quantity of items was received as expected. This was last year's number of on target deliveries.	[No of On Target Deliveries]
No of On Time Deliveries	This metric calculates the total number of deliveries that arrived on time.	[No of On-time Deliveries]
No of On Time Deliveries (Last Year)	This metric calculates last year's total number of deliveries that arrived on time.	[No of On-time Deliveries]
No of Order Deliveries	This metric calculates the total number of deliveries received towards fulfilling orders. This is the number of order deliveries.	(([No of Full Order Deliveries] + [No of Part Order Deliveries]) + [No of Over Order Deliveries])

Metric Name	Metric Description	Metric Expression
No of Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received towards fulfilling orders. This was last year's number of order deliveries.	(([No of Full Order Deliveries (Last Year)] + [No of Part Order Deliveries (Last Year)]) + [No of Over Order Deliveries (Last Year)])
No of Over Order Deliveries	This metric calculates total number of deliveries received where more than the purchase order was received. This is the number of over order deliveries.	[No of Over Order Deliveries]
No of Over Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received where more than the purchase order was received. This was last year's number of over order deliveries.	[No of Over Order Deliveries]
No of Over Target Deliveries	This metric calculates the total number of deliveries where quantity of items received was more than expected. This is the number of over target deliveries.	[No of Over Target Deliveries]
No of Over Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where quantity of items received was more than expected. This was last year's number of over target deliveries.	[No of Over Target Deliveries]
No of Part Order Deliveries	This metric calculates the total number of deliveries made where the purchase order was received in part. This is the number of part order deliveries.	[No of Part Order Deliveries]
No of Part Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries made where the purchase order was received in part. This was last year's number of part order deliveries.	[No of Part Order Deliveries]
No of Return Transactions	This metric counts the number of distinct transactions where returns occured.	[No of Return Transactions]
No of Sales Transactions	This metric counts the number of distinct transactions where sales occurred.	[No of Sales Transactions]
No of Stores	This metric counts the total number of distinct stores.	[No of Stores]
No of Stores with Deal Costs	This metric counts the number of distinct deal participating stores (locations).	[No of Stores with Deal Costs]

Metric Name	Metric Description	Metric Expression
No of Stores with Deal Costs (Last Year)	This metric counts the number of distinct deal participating stores (locations) for Last Year.	[No of Stores with Deal Costs]
No of Stores with Promotion Sales	This metric counts the number of distinct stores with promotions.	[No of Stores with Sales]
No of Stores with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Last Year)	This metric counts the number of distinct stores (locations) at the segment, location, day level, where sales value for a day, last year is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Time Calendar) (MO)	This system metric counts the number of distinct stores (locations) that have sales.	[No of Stores with Sales]
No of Stores with Stock	This metric counts the number of distinct stores where stock position is greater than zero.	[No of Stores with Stock]
No of Total Transactions	This metric counts the number of distinct transactions where either a sale or return occurred.	[No of Sales Transactions]
No of Under Target Deliveries	This metric calculates the total number of deliveries where quantity of items received was less than expected. This is the number of under target deliveries.	[No of Under Target Deliveries]
No of Under Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where quantity of items received was less than expected. This was last year's number of under target deliveries.	[No of Under Target Deliveries]
No of Unscheduled Deliveries	This metric calculates the total number of deliveries received, that were unscheduled. This is the number of unscheduled deliveries.	[No of Unscheduled Deliveries]
No of Weeks	This metric counts the number of distinct weeks.	[No of Weeks]
No of Weeks (Period)	This metric counts distinct number of weeks within a period.	[No of Weeks]
No of Weeks (Post Period)	This metric counts the distinct number of weeks within a post period.	[No of Weeks]
No of Weeks (Prior Period)	This metric counts the distinct number of weeks within a prior period.	[No of Weeks]

Metric Name	Metric Description	Metric Expression
No of Weeks with CP Sales	This metric counts the number of distinct weeks where current plan regular sales value is greater than zero.	[No of Weeks with CP Sales]
No of Weeks with CP Stock	This metric counts the number of distinct weeks where planned stock position is greater than zero, according to the current plan.	[No of Weeks with CP Stock]
No of Weeks with OP Sales	This metric counts the number of distinct weeks where original plan regular sales value is greater than zero.	[No of Weeks with OP Sales]
No of Weeks with OP Stock	This metric counts the number of distinct weeks where planned stock position is greater than zero, according to the original plan.	[No of Weeks with OP Stock]
No of Weeks with Sales	This metric counts the number of distinct weeks where sales value is greater than zero.	[No of Weeks with Sales]
No of Weeks with Sales (Last Year)	This metric counts the number of distinct weeks where sales value is greater than zero, for last year.	[No of Weeks with Sales]
No of Weeks with Stock	This metric counts the number of distinct weeks where stock position is greater than zero.	[No of Weeks with Stock]
No of Weeks with Stock (Last Year)	This metric counts the number of distinct stores (locations) where sales value is greater than zero, last year.	[No of Weeks with Stock]
Number of Multiple Unit Sales	This metric calculates the unit quantity of multiples.	[Number of Multiple Unit Sales]
On Order Cost Value	This metric calculates the cost value of items on order.	[On Order Cost Amount]
On Order Retail Value	This metric calculates the retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (Last Year)	This metric calculates the retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (MTD)	This metric calculates the period-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (MTD, Last Year)	This metric calculates the period-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value of items on order.	[On Order Retail Amount]

Metric Name	Metric Description	Metric Expression
On Order Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (YTD)	This metric calculates the year-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Units	This metric calculates the unit quantity of items on order	[On Order Quantity]
OP Avg Stock Cost Value	This metric calculates the average original plan stock cost value.	(([OP BOP Cost Value] + [OP EOP Cost Value (SUM)]) / ([No of Weeks with OP Stock] + 1))
OP Avg Stock Retail Value	This metric calculates the average original plan stock value.	(([OP BOP Retail Value] + [OP EOP Retail Value (SUM)]) / ([No of Weeks with OP Stock] + 1))
OP BOP Cost Value	This metric calculates cost value for the original plan stock on hand at the beginning of a selected period	[OP BOP Cost Amount]
OP BOP Retail Value	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period	[OP BOP Retail Amount]
OP BOP Retail Value (Company)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the company level.	[OP BOP Retail Amount]
OP BOP Retail Value (Department)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the department level.	[OP BOP Retail Amount]
OP BOP Retail Value (Division)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the division level.	[OP BOP Retail Amount]
OP BOP Retail Value (Group)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the group level.	[OP BOP Retail Amount]

Metric Name	Metric Description	Metric Expression
OP BOP Retail Value (Last Year)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, for last year.	[OP BOP Retail Amount]
OP BOP Retail Value (MTD)	This metric calculates period-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Retail Value (Plan STD)	This metric calculates plan season-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Retail Value (YTD)	This metric calculates year-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Weeks of Supply	This metric calculates the ratio of original plan beginning inventory value to original plan sales value on weekly basis.	([OP BOP Retail Value] / ([OP Sales Value] / [No of Weeks with OP Sales]))
OP Clearance Markdown Value	This metric calculates the original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (Last Year)	This metric calculates the original plan clearance markdown value, for last year.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (MTD)	This metric calculates the period-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (Plan STD)	This metric calculates the plan season-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (YTD)	This metric calculates the year-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Commitments	This metric calculates the original plan value of items ordered but not approved	[OP Commitments Retail Amount]
OP EOP Cost Value (SUM)	This metric calculates the selling cost of the original plan stock on hand over the duration of a selected period.	[OP EOP Cost Amount]
OP EOP Retail Value	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Company)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]

Metric Name	Metric Description	Metric Expression
OP EOP Retail Value (Department)	This metric calculates retail value for the original plan stock on hand at the end of a selected period, at the department level.	[OP EOP Retail Amount]
OP EOP Retail Value (Division)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Group)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Last Year)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (MTD)	This metric calculates period-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP EOP Retail Value (Plan STD)	This metric calculates plan season-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP EOP Retail Value (SUM)	This metric calculates the selling value of the original plan stock on hand over the duration of a selected period.	[OP EOP Retail Amount]
OP EOP Retail Value (YTD)	This metric calculates year-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP GMROI	This metric calculates the original plan gross margin return on inventory investment, as original plan gross margin value divided by original plan average inventory at cost.	([OP Gross Margin Value] / [OP Avg Stock Cost Value])
OP Gross Margin Value	This metric calculates the original plan gross margin value based on original plan gross profit amount	[OP Gross Profit Amount]
OP Gross Margin Value (Last Year)	This metric calculates the original plan gross margin value, based on the original plan gross profit amount, for last year.	[OP Gross Profit Amount]
OP Gross Margin Value (MTD)	This metric calculates the period-to-date original plan gross margin value, based on the original plan gross profit amount	[OP Gross Profit Amount]

Metric Name	Metric Description	Metric Expression
OP Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date original plan gross margin value, based on the original plan gross profit amount	[OP Gross Profit Amount]
OP Gross Margin Value (YTD)	This metric calculates the year-to-date current plan gross margin value, based on the original plan gross profit amount	[OP Gross Profit Amount]
OP Markdown Value	This metric calculates the original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value] + [OP Promotion Markdown Value]) + [OP Regular Markdown Value])
OP Markdown Value (Last Year)	This metric calculates the original plan markdown value, which is inclusive of clearance, promotion and regular markdowns, for last year.	(([OP Clearance Markdown Value (Last Year)] + [OP Promotion Markdown Value (Last Year)]) + [OP Regular Markdown Value (Last Year)])
OP Markdown Value (MTD)	This metric calculates the period-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (MTD)] + [OP Promotion Markdown Value (MTD)]) + [OP Regular Markdown Value (MTD)])
OP Markdown Value (Plan STD)	This metric calculates the plan season-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (Plan STD)] + [OP Promotion Markdown Value (Plan STD)]) + [OP Regular Markdown Value (Plan STD)])
OP Markdown Value (YTD)	This metric calculates the year-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (YTD)] + [OP Promotion Markdown Value (YTD)]) + [OP Regular Markdown Value (YTD)])
OP On Order Cancel	This metric calculates the original plan value of cancelled orders.	[OP Order Cancelled Retail Amount]
OP On Order Retail Value	This metric calculates the original plan value of goods that have been ordered.	[OP Order Retail Amount]
OP Promotion Markdown Value	This metric calculates original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (Last Year)	This metric calculates the, original plan promotion markdown value, for last year.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (MTD)	This metric calculates the period-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]

Metric Name	Metric Description	Metric Expression
OP Promotion Markdown Value (Plan STD)	This metric calculates the period-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (YTD)	This metric calculates the year-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Receipts Cost Value	This metric calculates original plan cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (MTD)	This metric calculates original plan, period-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (PlanSTD)	This metric calculates original plan, season-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (YTD)	This metric calculates original plan, year-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Retail Value	This metric calculates original plan retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (MTD)	This metric calculates original plan, period-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (PlanSTD)	This metric calculates original plan, season-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (YTD)	This metric calculates original plan, year-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Units	This metric calculates the original plan quantity of units expected to be received.	[OP Receipts Quantity]
OP Received Retail Value	This metric calculates an original plan retail value of an item that has actually been received.	[OP Received Retail Amount]
OP Regular Markdown Value	This metric calculates the original plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (Last Year)	This metric calculates the original plan regular markdown value, for last year.	[OP Regular Markdown Amount]
OP Regular Markdown Value (MTD)	This metric calculates the period-to-date, original plan regular markdown value.	[OP Regular Markdown Amount]

Metric Name	Metric Description	Metric Expression
OP Regular Markdown Value (Plan STD)	This metric calculates the original plan season-to-date current plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (YTD)	This metric calculates the year-to-date, original plan regular markdown value.	[OP Regular Markdown Amount]
OP Return to Vendor Retail Value	This metric calculates the total original plan retail amount of items planned to be returned to the vendor for any reason.	[OP Return to Vendor Retail Amount]
OP Return to Vendor Units	This metric calculates the total original plan quantity of items planned to be returned to the vendor for any reason.	[OP Return to Vendor Quantity]
OP Sales Units	This metric calculates the original plan total number of units sold based on regular, clearance, and promotional unit sales. The quantity is net of returns	[OP Sales Quantity]
OP Sales Units (MTD)	This metric calculates original plan period-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns	[OP Sales Quantity]
OP Sales Units (Plan STD)	This metric calculates original plan season-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns.	[OP Sales Quantity]
OP Sales Units (YTD)	This metric calculates original plan year-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns.	[OP Sales Quantity]
OP Sales Value	This metric calculates the original plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns	[OP Sales Amount]
OP Sales Value (Class)	This metric calculates the original plan total class sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Company)	This metric calculates the original plan total company sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]

Metric Name	Metric Description	Metric Expression
OP Sales Value (Department)	This metric calculates the original plan total department sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Division)	This metric calculates the original plan total division sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Group)	This metric calculates the original plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (MTD)	This metric calculates the original plan period-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Plan STD)	This metric calculates the original plan season-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (YTD)	This metric calculates the original plan year-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Shrinkage Retail Value	This metric calculates the original plan shortage value (or original plan shrinkage value).	[OP Shrinkage Retail Amount]
OP Stock to Sales	This metric calculates the original plan stock-to-sales ratio, as original plan beginning of period stock on hand divided by original plan sales value.	([OP BOP Retail Value] / [OP Sales Value])
OP Stock Turn Value	This metric calculates original plan stock turnover based on original plan sales value divided by original plan average stock value.	([OP Sales Value] / [OP Avg Stock Retail Value])
Open to Ship Units	This metric calculates the unit quantity remaining to be shipped, according to plan.	([CP Receipts Units] - [EOH Units])
Open to Ship Value	This metric calculates the retail value of items remaining to be shipped, according to plan.	([CP Receipts Retail Value] - [EOH Retail Value])

Metric Name	Metric Description	Metric Expression
Open-to-Buy (BOH)	This metric calculates the value of quantity of goods that may be received in stock without exceeding current plan inventory levels, using actual beginning of period stock.	([CP EOP Retail Value] - [Projected EOP Stock Value (BOH)])
Open-to-Buy (CP BOP)	This metric calculates the value of quantity of goods that may be received in stock without exceeding current plan inventory levels, using current plan beginning of period stock.	([CP EOP Retail Value] - [Projected EOP Stock Value (CP BOP)])
Opportunity Gap	This metric calculates the sales value change for a given category which, if realized, would result in the category share value matching share value for all categories. This metric is provided in primary currency.	([Department Share Variance] * [Market Sales Value (Mkt Catg, FDM CRMA)])
Opportunity Gap (local)	This metric calculates the sales value change for a given category, which, if realized, would result in the category share value matching share value for all categories. This metric is provided in local currency.	([Department Share Variance (Local)] * [Market Sales Value (Mkt Catg, FDM CRMA)(Local)])
Order Fulfillment Rating Variance	This metric calculates the variance in the Order Fulfillment Rating over the previous year.	(([Order Fullfillment Rating] - [Order Fullfillment Rating (Last Year)]) / [Order Fullfillment Rating (Last Year)])
Order Fullfillment Rating	This metric calculates the Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	([No of Full Order Deliveries] / [No of Order Deliveries])
Order Fullfillment Rating (Last Year)	This metric calculates last year's Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	([No of Full Order Deliveries (Last Year)] / [No of Order Deliveries (Last Year)])
Pack Employee Discount Value	This metric calculates the pack sales, employee discount amount.	[Pack Employee Discount Amount]
Pack Employee Discount Value (Local)	This metric calculates the pack sales, employee discount amount, in local currency.	[Pack Employee Discount Amount (Local)]
Pack Profit	This metric calculates total profit based on regular, clearance and promotion pack sales, including profit lost on pack returns.	[Pack Profit Amount]

Metric Name	Metric Description	Metric Expression
Pack Profit (Pack)	This metric calculates total profit of regular, clearance and promotion pack sales, at the pack level, including profit lost on pack returns.	[Pack Profit Amount]
Pack Sales Units	This metric calculates the total quantity of regular, clearance and promotion pack sales units.	[Pack Sales Quantity]
Pack Sales Value	This metric calculates the total value of regular, clearance and promotion pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Pack Sales Value (Last Year)	This metric calculates total regular, clearance and promotion pack sales for last year. The amount is net of returns and inclusive of VAT.	[Pack Sales Amount]
Pack Sales Value (MTD)	This metric calculates total period to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (MTD, (Last Year))	This metric calculates total period to date regular, clearance and promotion pack sales for last year.	[Pack Sales Amount]
Pack Sales Value (Pack)	This metric calculates total regular, clearance and promotion pack sales at the pack level.	[Pack Sales Amount]
Pack Sales Value (STD)	This metric calculates total season to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (STD, (Last Year))	This metric calculates total season to date regular, clearance and promotion pack sales for last year.	[Pack Sales Amount]
Pack Sales Value (WTD)	This metric calculates total week to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (YTD)	This metric calculates total year to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (YTD, (Last Year))	This metric calculates total year to date regular, clearance and promotion pack sales for last year.	[Pack Sales Amount]

Metric Name	Metric Description	Metric Expression
Passed QC Units	This metric calculates the total quantity of items that are received and passed quality control check.	[Passed QC Units]
Passed QC Units (Last Year)	This metric calculates last year's total quantity of items that were received and passed quality control check.	[Passed QC Units]
Period End Date	This system metric calculates the ending date of a period.	[Period End Date]
Period Start Date	This system metric calculates the beginning date of a period.	[Period Start Date]
Period Start Date - Store Start Date	This system metric calculates the number of days between a period's start date and a store's start date.	ApplySimple("Case When #1 is Null Then (#0-#2) Else (#0-#1) End",[Period Start Date],[Store Start Date],[Period Start Date])
Point Change In Contribution	This metric calculates the value change in contribution of category sales to last year category sales, by week.	(([Sales Value] / [Sales Value (Department)]) - ([Sales Value (Last Year)] / [Sales Value (Department, Last Year)]))
Profit	This metric calculates total regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (All Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. This metric ignores the filter.	[Profit Amount]
Profit (Area)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the area level.	[Profit Amount]
Profit (Chain)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the chain level.	[Profit Amount]
Profit (Class)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the class level.	[Profit Amount]
Profit (Company)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the company level.	[Profit Amount]
Profit (Company, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the company level, by week.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Department)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales, at the department level, displayed in local currency.	[Profit Amount (Local)]
Profit (Department) MF	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (Department, Last Year) MF	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (District)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the district level.	[Profit Amount]
Profit (Division)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the division level.	[Profit Amount]
Profit (Group)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the group level.	[Profit Amount]
Profit (Item)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the item level.	[Profit Amount]
Profit (Item) (MF)	This metric calculates profit earned on sales at the item level.	[Profit Amount]
Profit (Item, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the item level, by week.	[Profit Amount]
Profit (Item, Supplier)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, by supplier.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Last Week)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns for last week, by week.	[Profit Amount]
Profit (Last Week) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last week, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Last Year)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year, by week.	[Profit Amount]
Profit (Last Year) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last year, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Local)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Location)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (MTD)	This metric calculates total month-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (MTD, Last Year)	This metric calculates total period-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit (Period)	This metric calculates profit, including profit lost on returns, for the period selected.	[Profit Amount]
Profit (Plan STD)	This metric calculates total plan season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Plan STD, Last Year)	This metric calculates total plan season-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Post Period)	This metric calculates profit, including profit lost on returns, for the post period selected.	[Profit Amount]
Profit (Prior Period)	This metric calculates profit, including profit lost on returns, for the prior period selected.	[Profit Amount]
Profit (Region)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (STD)	This metric calculates total season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Subclass)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the segment level.	[Profit Amount]
Profit (Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. It also prompts on Time.	[Profit Amount]
Profit (Time, Promotion)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, filtered on time and promotion.	[Profit Amount]
Profit (WTD)	This metric calculates total week-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (YTD)	This metric calculates total year-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (YTD, Last Year)	This metric calculates total year-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit on Base Cost	This metric calculates supplier base profit based on regular, promotion and clearance sales and supplier base cost. It is stored in primary currency.	[Base Profit Amount]
Profit on Base Cost (Department)	This metric calculates total supplier profit on base cost at the department level, based on regular, promotion and clearance sales data and supplier base cost, by department. It is stored in primary currency.	[Base Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit on Base Cost (Department, Supplier)	This metric calculates total supplier base profit at the department level, based on regular, promotion and clearance sales data and supplier base cost, by department and all suppliers. It is stored in primary currency.	[Base Profit Amount]
Profit on Base Cost (MF)	This metric calculates supplier profit on base cost based on regular, promotion and clearance sales and supplier base cost, in primary currency, over the time period selected. This metric will only take into account the metric and filter (MF).	[Base Profit Amount]
Profit on Dead Net Cost (MF)	This metric calculates supplier profit on dead net cost based on regular, promotion and clearance sales and supplier dead net cost, in primary currency, over the time period selected. It will only take into account the metric and filter (MF).	[Dead Net Profit Amount]
Profit on Net Cost	This metric calculates supplier net profit based on regular, promotion and clearance sales and supplier net cost. It is stored in primary currency	[Net Profit Amount]
Profit on Net Cost (Department)	This metric calculates total supplier profit on net cost at the department level, based on regular, promotion and clearance sales data and supplier net cost, by department. It is stored in primary currency.	[Net Profit Amount]
Profit on Net Cost (Department, Supplier)	This metric calculates supplier profit at on net cost at the department level, based on regular, promotion and clearance sales data and supplier net cost, by department and all suppliers. It is stored in primary currency.	[Net Profit Amount]
Profit on Net Cost (MF)	This metric calculates supplier profit on net cost based on regular, promotion and clearance sales and supplier net cost, in primary currency, over the time period selected by the user. It will only take into account the metric and filter (MF).	[Net Profit Amount]
Profit on Net Net Cost	This metric calculates supplier net net profit based on regular, promotion and clearance sales and supplier net net cost.	[Net Net Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit on Net Net Cost (Department)	This metric calculates total supplier profit on net net cost at the department level, based on regular, promotion and clearance sales data and supplier net net cost, by department. It is stored in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (Department, Supplier)	This metric calculates supplier net net profit at the department level, based on regular, promotion and clearance sales and supplier base cost. It is stored in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (Group, Last Year)	This metric calculates the profit on net net cost at the group level for last year, in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (Last Year)	This metric calculates the profit on net net cost for last year, in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (MF)	This metric calculates supplier profit on net net cost based on regular, promotion and clearance sales and supplier net net cost, in primary currency, over the time . It will only take into account the metric and filter (MF).	[Net Net Profit Amount]
Profit on Net Net Cost per Store	This metric calculates profit on net net cost per deal participating stores (locations), in primary currency.	([Profit on Net Net Cost] / [No of Stores with Deal Costs])
Profit on Net Net Cost per Store (Last Year)	This metric calculates total supplier profit on net net cost at the department level, based on regular, promotion and clearance sales data and supplier net net cost, by category. It is stored in primary currency.	([Profit on Net Net Cost (Last Year)] / [No of Stores with Deal Costs (Last Year)])
Profit Return on Inventory	This metric calculates profit return on investment. It is defined as profit value divided by average stock value.	((Profit / [EOH Retail Value (SUM)]) / [No of Weeks with Stock])
Projected EOP Stock Value (BOH)	This metric calculates the projected ending inventory value using Actual BOP Stock Value.	(([BOH Retail Value] + [CP Total Receipts]) - ([CP Total Inventory Reduction] + [CP Gross Margin Value]))
Projected EOP Stock Value (CP BOP)	This metric calculates the current plan ending inventory value using current plan BOP Stock Value.	((([CP BOP Retail Value] + [CP Total Receipts]) - [CP Total Inventory Reduction]) - [CP Gross Margin Value])

Metric Name	Metric Description	Metric Expression
Promotion Control Group Count	This metric counts the number of customers in the control group who were not mailed promotions.	[No of Customers Targeted for Promotion]
Promotion Markdown Value	This metric calculates promotion markdown sales.	[Markdown Amount]
Promotion Markdown Value (Day)	This metric calculates promotion markdown sales for an entire day.	[Markdown Amount]
Promotion Markdown Value (Last Week)	This metric calculates promotion markdown sales for last week.	[Markdown Amount]
Promotion Markdown Value (Last Year)	This metric calculates promotion markdown sales for last year.	[Markdown Amount]
Promotion Markdown Value (MTD)	This metric calculates promotion markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Promotion Markdown Value (STD)	This metric calculates promotion markdown sales from the beginning of the season to the day selected.	[Markdown Amount]
Promotion Markdown Value (WTD)	This metric calculates promotion markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Promotion Markdown Value (YTD)	This metric calculates promotion markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Promotion Markdown Value VAT	This metric calculates the VAT amount for promotion markdowns.	[Markdown VAT Amount]
Promotion Markdown Value VAT	This metric calculates promotion markdown sales.	[Markdown VAT Amount]
Promotion Pack Sales Value	This metric calculates the total value of promotion pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Promotion Profit Value	This metric calculates profit earned on promotion sales.	[Profit Amount]
Promotion Sales Units	This metric calculates the total unit quantity of promotion priced items sold.	[Sales Quantity]
Promotion Sales Units (Item)	This metric calculates the total quantity of promotion priced items sold, by item.	[Sales Quantity]
Promotion Sales Units (Location)	This metric calculates the total quantity of promotion priced items sold, by location.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Promotion Sales Value	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Last Year)	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Local)	This metric calculates the promotion sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Promotional Spending	This metric calculates the amount spent on promotions based on the cost per promotion mailed and number of promotions mailed.	([Count of Pieces Mailed for Promotion] * [Cost per Piece Mailed for Promotion])
Quality Rating	This metric calculates a supplier's Quality Rating based on the percentage of total items that were received and passed quality control, where a quality control check was required.	([Passed QC Units] / [Receipt QC Units])
Quality Rating (Last Year)	This metric calculates supplier's Quality Rating last year based on the percentage of total items that were received and passed quality control, where a quality control check was required.	([Passed QC Units (Last Year)] / [Receipt QC Units (Last Year)])
Quality Rating Variance	This metric calculates variance in a supplier's Quality Rating over the previous year.	(([Quality Rating] - [Quality Rating (Last Year)]) / [Quality Rating (Last Year)])
Rate of Sale	This metric calculates rate of sale based on total unit sales divided by the sum of beginning stock on hand and received units.	(([Sales Units] / [BOH Units]) + [Receipt Units])
Receipt QC Units	This metric calculates the total units of quantity received that require quality control.	([Passed QC Units] + [Failed QC Units])
Receipt QC Units (Last Year)	This metric calculates last year's total units of quantity received that require quality control.	([Passed QC Units (Last Year)] + [Failed QC Units (Last Year)])
Receipt Units	This metric calculates the unit quantity received.	[Receipt Units]
Receipt Units (Department) (MO)	This metric calculates the quantity of goods received in units, at the department level.	[Receipt Units]

Metric Name	Metric Description	Metric Expression
Receipts Cost Value	This metric calculates the cost value of receipts.	[Receipts Cost Amount]
Receipts Cost Value (Last Year)	This metric calculates a last year cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (MTD)	This metric calculates period to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (MTD, Last Year)	This metric calculates period to date cost value, last year, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (PlanSTD)	This metric calculates plan season to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (PlanSTD, Last Year)	This metric calculates plan season to date, last year cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (YTD)	This metric calculates year to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (YTD, Last Year)	This metric calculates year to date cost value, last year, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Retail Value	This metric calculates the retail value of goods received.	[Receipts Retail Amount]
Receipts Retail Value (Last Year)	This metric calculates a last year retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (MTD)	This metric calculates period to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (MTD, Last Year)	This metric calculates period to date retail value, last year, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (PlanSTD)	This metric calculates plan season to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (PlanSTD, Last Year)	This metric calculates plan season to date, last year retail value, of an item that is expected to be received.	[Receipts Retail Amount]

Metric Name	Metric Description	Metric Expression
Receipts Retail Value (YTD)	This metric calculates year to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (YTD, Last Year)	This metric calculates year to date retail value, last year, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Units	This metric calculates the quantity of goods received in units.	[Receipts Quantity]
Regular Markdown Value	This metric calculates regular markdown sales.	[Markdown Amount]
Regular Markdown Value (Day)	This metric calculates regular markdown sales for an entire day.	[Markdown Amount]
Regular Markdown Value (Last Week)	This metric calculates regular markdown sales for last week.	[Markdown Amount]
Regular Markdown Value (Last Year)	This metric calculates regular markdown sales for last year.	[Markdown Amount]
Regular Markdown Value (MTD)	This metric calculates regular markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Regular Markdown Value (STD)	This metric calculates regular markdown sales from the beginning of the season to the day selected.	[Markdown Amount]
Regular Markdown Value (WTD)	This metric calculates regular markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Regular Markdown Value (YTD)	This metric calculates regular markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Regular Markdown Value VAT	This metric calculates the VAT amount for regular markdowns.	[Markdown VAT Amount]
Regular Markdown Value VAT	This metric calculates regular markdown sales.	[Markdown VAT Amount]
Regular Pack Sales Value	This metric calculates the total value of regular pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Regular Profit Value	This metric calculates profit earned on regular sales.	[Profit Amount]
Regular Sales Units	This metric calculates the total unit quantity of regular-priced items sold.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Regular Sales Value	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Last Year)	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Local)	This metric calculates the regular sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Return Profit Amount	This metric calculates profit lost on returns.	[Return Profit Amount]
Return Units	This metric calculates the quantity of items returned by the customer, in units.	[Return Quantity]
Return Units (Day)	This metric calculates the quantity of items returned by customers in units for a day	[Return Quantity]
Return Units (Last Week)	This metric calculates the quantity of items returned by customers in units, for last week.	[Return Quantity]
Return Units (Last Year)	This metric calculates the quantity of items returned by customers in units, for last year.	[Return Quantity]
Return Units (MTD)	This metric calculates the quantity of items returned by the customer.	[Return Quantity]
Return Units (STD)	This metric calculates the quantity of items returned by customers in units, for season to date.	[Return Quantity]
Return Units (WTD)	This metric calculates the quantity of items returned by customers in units, for week to date.	[Return Quantity]
Return Units (YTD)	This metric calculates the quantity of items returned by customers in units, for year to date.	[Return Quantity]
Return Value	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Area)	This metric calculates the total value of regular, clearance and promotion returns at the area level. The amount does not include returns but is inclusive of VAT.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Chain)	This metric calculates the total value of regular, clearance and promotion returns at the chain level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class)	This metric calculates the total value of regular, clearance and promotion returns at the class level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the class level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company)	This metric calculates the total value of regular, clearance and promotion returns at the company level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the company level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Day)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Department)	This metric calculates the total value of regular, clearance and promotion returns at the department level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Department, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the department level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division)	This metric calculates the total value of regular, clearance and promotion returns at the Division level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the Division level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Group)	This metric calculates the total value of regular, clearance and promotion returns at the group level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the group level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Last Week)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Last Year)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Local)	This metric calculates the value of items returned by the customer, displayed in the store's local currency.	[Return Amount (Local)]
Return Value (Location, Time Calendar (MO)	This system metric calculates the value of items returned, based on transaction sales, by location, during the time period selected.	[Return Amount]
Return Value (MTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, for last year period-to-date. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Plan STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (WTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD)	This metric calculates the value of items returned by the customer.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, year-to-date, last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
RMA to FDM CRMA Total Market Share	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for all categories at the FDM CRMA market levels. This metric is provided in primary currency.	([Total RMA Market Sales Value (MO)] / [Total FDM CRMA Market Sales Value (MO)])
RMA to FDM CRMA Total Market Share (Local)	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for all categories at the FDM CRMA market levels. This metric is provided in local currency.	([Total RMA Market Sales Value (MO)(Local)] / [Total FDM CRMA Market Sales Value (MO)(Local)])
RTV Cost Value	This metric calculates the total cost value of items returned to the vendor for any reason.	[RTV Cost Amount]
RTV Retail Value	This metric calculates the total retail value of items returned to the vendor for any reason.	[RTV Retail Amount]
RTV Units	This metric calculates the total quantity of items returned to the supplier for any reason, in units.	[RTV Units]
Running Forecast Sales Units	This system metric calculates the running forecast sales quantity.	RunningSum([Forecast Sales Quantity])
Running Forecast Sales Value	This system metric calculates the running forecast sales value.	RunningSum([Forecast Sales Amount])
Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the area level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the area level. The quantity is net of returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Area, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the chain level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Chain, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Class)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the class level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Company, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the company level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Company, Last Year)	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Quantity]
Sales Units (Day)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for a day. The quantity is net of returns.	[Sales Quantity]
Sales Units (Department)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the department level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Department, Last Week)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last week. The amount is net of returns and inclusive of VAT.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Department, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, at the department level, for last year. The quantity is net of returns.	[Sales Quantity]
Sales Units (District)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]
Sales Units (District, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the district level. The quantity is net of returns.	[Sales Quantity]
Sales Units (District, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the district level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Division)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the division level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Group)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the group level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Item)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the item level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Last Month)	This metric calculates total sales units, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Quantity]
Sales Units (Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, by week. The amount does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Loc, Day) (MF)	This metric calculates the total units of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Quantity]
Sales Units (Loc, Last Week) (MF)	This metric calculates the total sales units during the last week of the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Loc, Last Year) (MF)	This metric calculates the total sales units during the last year if the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Location)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Location) (MF)	This metric calculates the total sales units during the time period selected (MF) by location.	[Sales Quantity]
Sales Units (MTD)	This metric calculates period to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Period)	This metric calculates total unit sales for the period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Post Period)	This metric calculates total unit sales for the post period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Prior Period)	This metric calculates total unit sales for the prior period selected. The quantity does not include returns..	[Sales Quantity]
Sales Units (Region)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the region level. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Region, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Region, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Segment)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the segment level. The quantity does not include returns.	[Sales Quantity]
Sales Units (STD)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for season-to-date. The quantity is net of returns.	[Sales Quantity]
Sales Units (Time, Org)	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (WTD)	This metric calculates week to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (YTD)	This metric calculates year to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units Days of Supply	This metric calculates the days of supply based on the current stock-on-hand quantity vs the average units sold for the selected evaluation period.	([EOH Units (Yesterday)] / [Avg Regular Sales Units (Period Day)])
Sales Units Days of Supply (Dynamic)	This metric calculates the days of supply based on the current stock-on-hand quantity vs the average units sold for the selected evaluation period.	([EOH Units (Yesterday)] / [Avg Regular Sales Units (Period Day) (Dynamic)])
Sales Units Weeks of Supply	This metric calculates the weeks of supply based on the current stock-on-hand vs the average units sold for the selected evaluation period.	([EOH Units] / [Avg Regular Sales Units (Period Week)])

Metric Name	Metric Description	Metric Expression
Sales Units Weeks of Supply (Dynamic)	This metric calculates the weeks of supply based on the current stock-on-hand vs the average units sold for the selected evaluation period.	([EOH Units (Last Week)] / [Avg Regular Sales Units (Period Week) (Dynamic)])
Sales Value	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (All Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. This metric ignores the filter (MT).	[Sales Amount]
Sales Value (Area)	This metric calculates the total value of regular, clearance and promotion sales at the area level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Area, (Last Year))	This metric calculates total area sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (Area, Last Week)	This metric calculates total area sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain)	This metric calculates the total value of regular, clearance and promotion sales at the chain level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, (Last Year))	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, Last Week)	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Class)	This metric calculates the total value of regular, clearance and promotion sales, at the class level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion sales, at the class level for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company)	This metric calculates the total value of regular, clearance and promotion sales at the company level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company, (Last Year))	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (Company, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the department level, displayed in the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Department) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Week)	This metric calculates the total value of regular, clearance and promotion sales, for the department, last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Department, Last Year)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year) (MF)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (District)	This metric calculates the total value of regular, clearance and promotion sales at the district level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (District, (Last Year))	This metric calculates total district sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (District, Last Week)	This metric calculates total district sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division)	This metric calculates the total value of regular, clearance and promotion sales at the Division level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, (Last Year))	This metric calculates total division sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group)	This metric calculates the total value of regular, clearance and promotion sales at the group level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Group, (Last Year))	This metric calculates total group sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item) (MF)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item, (Last Year))	This metric calculates total item sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item, Supplier)	This metric calculates the total value of regular, clearance and promotion sales, by supplier. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Month)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week)	This metric calculates total sales value for last week, by week, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Last Year)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Last Year) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Loc, Day) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Amount]
Sales Value (Loc, Last Week) (MF)	This metric calculates the total sales value during the last week of the time period selected (MF) by location.	[Sales Amount]
Sales Value (Loc, Last Year) (MF)	This metric calculates the total sales value during the last year if the time period selected (MF) by location.	[Sales Amount]
Sales Value (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency. The amount does not include returns but is inclusive of VAT	[Sales Amount (Local)]
Sales Value (Location)	This metric calculates the total value of regular, clearance and promotion sales at the location level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location) (MF)	This metric calculates the total sales value during the time period selected (MF) by location.	[Sales Amount]
Sales Value (Location, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location, Time Calendar) (MO)	This system metric calculates the total sales value of items by location, during the time period selected.	[Sales Amount]
Sales Value (Market Department)(ABS)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market category sales for those items chosen.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Market Department)(STD)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market department sales for those items chosen.	[Sales Amount]
Sales Value (MTD)	The metric calculates period to date sales value, based on regular, clearance and promotion sales, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Post Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the post period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Prior Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the prior period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region)	This metric calculates the total value of regular, clearance and promotion sales at the region level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Region, (Last Year))	This metric calculates total region sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, Last Week)	This metric calculates total region sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (STD)	The metric calculates season to date sales value, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Amount]
Sales Value (STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. It also has a prompt of time attached as a condition, so it will filter on time.	[Sales Amount]
Sales Value (WTD)	The metric calculates week to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (WTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD)	The metric calculates year to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value Days of Supply	This metric calculates the days of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Yesterday)] / [Avg Regular Sales Value (Period Day)])
Sales Value Days of Supply (Dynamic)	This metric calculates the days of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Yesterday)] / [Avg Regular Sales Value (Period Day) (Dynamic)])
Sales Value Ind (Loc, (Last Year)) (MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item.	[Sales Amount]
Sales Value Indicator (Item,Loc,Day)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given day, item and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item,Loc,Wk)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Last Year)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given segment and location for last year, by week. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Location)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given location.	[Sales Amount]
Sales Value Weeks of Supply	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value] * (1 / [Avg Regular Sales Value (Period Week)]))
Sales Value Weeks of Supply (Dynamic)	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Last Week)] / [Avg Regular Sales Value (Period Week) (Dynamic)])

Metric Name	Metric Description	Metric Expression
Sales Value Weeks of Supply (Last Year)	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Last Year)] / [Avg Regular Sales Value (Period Week) (Last Year)])
SOH Adjustment Cost Value	This metric calculates the cost value of stock on hand adjustments made after a unit only stock count.	[SOH Adjustment Cost Amount]
SOH Adjustment Retail Value	This metric calculates the retail value of stock on hand adjustments made after a unit only stock count.	[SOH Adjustment Retail Amount]
SOH Adjustment Units	This metric calculates adjustment quantity of stock on hand made after a unit only stock count.	[SOH Adjustment Units]
SOH Units (Day)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Quantity]
StkLedger % Cumulative Markup	This metric calculates the stock ledger cumulative markup percent.	[StkLedger % Cumulative Markup]
StkLedger % Cumulative Markup (Last Year)	This metric calculates the stock ledger cumulative markup percent, for last year.	[StkLedger % Cumulative Markup]
StkLedger % Gross Margin	This metric calculates percent gross margin as gross margin value divided by sales value, from the Stock Ledger system. Data is available at the subclass/location/week level and higher.	([StkLedger Gross Margin Value] / [StkLedger Sales Retail Value])
StkLedger % Total Markdown	This metric calculates percent total stock ledger markdown value as total markdown value divided by total sales value.	([StkLedger Total Markdown Value] / [StkLedger Sales Retail Value])
StkLedger Avg Stock Cost Value	This metric calculates the average stock retail value, from the Stock Ledger system.	(([StkLedger BOH Cost Value] + [StkLedger EOH Cost Value (SUM)]) / ([No of Weeks with Stock] + 1))
StkLedger Avg Stock Retail Value	This metric calculates the average stock cost value, from the Stock Ledger system.	(([StkLedger BOH Retail Value] + [StkLedger EOH Retail Value (SUM)]) / ([No of Weeks with Stock] + 1))
StkLedger BOH Cost Value	This metric calculates beginning stock on hand cost value for the week selected, from the Stock Ledger system.	[StkLedger BOH Cost Amount]

Metric Name	Metric Description	Metric Expression
StkLedger BOH Cost Value (SUM)	This metric calculates beginning stock on hand cost value for the selected week, from the Stock Ledger system.	[StkLedger BOH Cost Amount]
StkLedger BOH Retail Value	This metric calculates beginning stock on hand retail value for the week selected, from the Stock Ledger system.	[StkLedger BOH Retail Amount]
StkLedger BOH Retail Value (SUM)	Stock Ledger begins on hand value, aggregated across time.	[StkLedger BOH Retail Amount]
StkLedger Capital Turn	This metric calculates capital stock turn for the time period selected, based on total sales value divided by average inventory cost value, from the Stock Ledger system.	([StkLedger Sales Retail Value] / (([StkLedger BOH Cost Value (SUM)] + [StkLedger EOH Cost Value]) / ([No of Weeks with Stock] + 1)))
StkLedger Cash Discount Value	This metric calculates cash discount value, from the Stock Ledger system.	[StkLedger Cash Discount Amount]
StkLedger Clearance Markdown Value	This metric calculates clearance markdown value, from the Stock Ledger system.	[StkLedger Clearance Markdown Amount]
StkLedger Cost Receipt Value	This metric calculates cost value of receipts, from the Stock Ledger system.	[StkLedger Receipts Cost Amount]
StkLedger Employee Discount Value	This metric calculates retail value of employee discounts, from the Stock Ledger system.	[StkLedger Employee Discount Amount]
StkLedger EOH Adjustment Value	This metric calculates current selling value of stock on hand adjustment, from the Stock Ledger system	[StkLedger SOH Adjustment Retail Amount]
StkLedger EOH Cost Value	This metric calculates ending oh hand value at cost, from the Stock Ledger system.	[StkLedger EOH Cost Amount]
StkLedger EOH Cost Value (SUM)	This metric calculates beginning stock on hand cost value aggregated across time, from the Stock Ledger system.	[StkLedger EOH Cost Amount]
StkLedger EOH Counted Value	This metric calculates current selling value of counted ending on hand stock, from the Stock Ledger system.	[StkLedger Actual Stock Retail Amount]
StkLedger EOH Retail Value	This metric calculates the value of ending stock on hand, from the Stock Ledger system.	[StkLedger EOH Retail Amount]
StkLedger EOH Retail Value (SUM)	Stock Ledger ending on hand retail value, aggregated across time.	[StkLedger EOH Retail Amount]

Metric Name	Metric Description	Metric Expression
StkLedger Freight Cost Value	This metric calculates cost value of freight, from the Stock Ledger system.	[StkLedger Freight Cost Amount]
StkLedger GMROI	This metric calculates gross margin return on investment, based on the gross margin value divided by average stock cost value, from the Stock Ledger system.	([StkLedger Gross Margin Value] / [StkLedger Avg Stock Cost Value])
StkLedger Gross Margin Value	This metric calculates gross profit, from the Stock Ledger system. Data is available at the subclass/location/week level and higher.	[StkLedger Gross Profit Amount]
StkLedger Gross Margin Value(Local)	This metric calculates gross profit, from the Stock Ledger system. Data is available at the subclass/location/week level and higher, in local currency.	[StkLedger Gross Profit Amount (Local)]
StkLedger Markdown Cancel Value	This metric calculates cancelled markup value from the Stock Ledger system.	[StkLedger Markdown Cancelled Amount]
StkLedger Markup Cancel Value	This metric calculates cancelled markdown value from the Stock Ledger system.	[StkLedger Markup Cancelled Amount]
StkLedger Markup Value	This metric calculates markup value from the Stock Ledger system	[StkLedger Markup Amount]
StkLedger Permanent Markdown Value	This metric calculates permanent markdown value from the Stock Ledger system.	[StkLedger Permanent Markdown Amount]
StkLedger Promotion Markdown Value	This metric calculates promotional markdown value from the Stock Ledger system.	[StkLedger Promotion Markdown Amount]
StkLedger Receipt Retail Value	This metric calculates the retail value of receipts from the Stock Ledger system.	[StkLedger Receipts Retail Amount]
StkLedger Returns Retail Value	This metric calculates the retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (Last Year)	This metric calculates the last year retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (MTD)	This metric calculates the period-to-date retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (MTD, Last Year)	This metric calculates the period-to-date last year retail value of returns from the Stock Ledger system	[StkLedger Returns Retail Amount]

Metric Name	Metric Description	Metric Expression
StkLedger Returns Retail Value (Plan STD)	This metric calculates the season-to-date retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (Plan STD, Last Year)	This metric calculates the season-to-date retail value of returns from the Stock Ledger system, for last year.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (YTD)	This metric calculates the year-to-date retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (YTD, Last Year)	This metric calculates the year-to-date last year retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger RTV Retail Value	This metric calculates the total last year retail value of items planned to be returned to the vendor for any reason.	[StkLedger RTV Retail Amount]
StkLedger Sales Cost Value	This metric calculates sales value at cost from the Stock Ledger system	[StkLedger Sales Cost Amount]
StkLedger Sales Retail Value	This metric calculates net sales value from the Stock Ledger system. Data is available at the subclass/location/week level and higher.	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (Last Year)	This metric calculates the last year retail sales value from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (MTD)	This metric calculates period-to-date sales value from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (MTD, Last Year)	This metric calculates period-to-date sales value, last year, from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (Plan STD)	This metric calculates season-to-date sales value from the Stock Ledger system.	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (Plan STD, Last Year)	This metric calculates season-to-date sales value, last year, from the Stock Ledger system.	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (YTD)	This metric calculates year-to-date sales value from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (YTD, Last Year)	This metric calculates year-to-date sales value, last year, from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Shrinkage Cost Value	This metric calculates the cost of shrinkage.	[StkLedger Shrinkage Cost Amount]

Metric Name	Metric Description	Metric Expression
StkLedger Shrinkage Retail Value	This metric calculates current selling value of shrinkage.	[StkLedger Shrinkage Retail Amount]
StkLedger Stock Turn Retail Value	This metric calculates stock turn for the time period selected, based on dividing sales value by average inventory value.	([StkLedger Sales Retail Value] / [StkLedger Avg Stock Retail Value])
StkLedger Total Markdown Value	This metric calculates total markdown value based on permanent, promotional, and clearance markdowns, from the Stock Ledger system.	(([StkLedger Clearance Markdown Value] + [StkLedger Promotion Markdown Value]) + [StkLedger Permanent Markdown Value])
StkLedger Workroom Cost Value	This metric calculates workroom cost value from the Stock Ledger system.	[StkLedger Workroom Cost Amount]
Stock On Hand Indicator (Item,Day)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item	[Stock On Hand Quantity]
Stock On Hand Indicator (Location)	This system metric points to the inventory tables in order to obtain verifiable stock on hand references for a given location.	[Stock On Hand Quantity]
Stock Sales Ratio	This metric calculates the ratio of beginning stock on hand value to total sales for the time period selected.	([BOH Retail Value] / [Sales Value])
Stock Sales Ratio (Last Year)	This metric calculates last year's stock-to-sales ratio.	([BOH Retail Value (Last Year)] / [Sales Value (Last Year)])
Stock Turn Units	This metric calculates stock turnover in units based on net sales units divided by average stock quantity on hand over the time period selected.	([Sales Units] / (([BOH Units] + [EOH Units (SUM)]) / ([No of Weeks with Stock] + 1)))
Stock Turn Value	This metric calculates the value of stock turnover based on net sales value divided by average stock value.	([Sales Value] / [Avg Stock Retail Value])
Stock Turn Value (Last Year)	This metric calculates stock turnover based on net sales value divided average stock value for last year.	([Sales Value (Last Year)] / [Avg Stock Retail Value (Last Year)])
Store End Date	This system metric allows another date to be subtracted from the attribute, store end date.	[Store End Date]
Store End Date - Period End Date	This system metric calculates the number of days between a store's end date and a period's end date.	ApplySimple("Case When #0 is Null Then ((#1-#2)+1) Else (#0-#2) End",[Store End Date],[Period End Date],[Period End Date])

Metric Name	Metric Description	Metric Expression
Store Start Date	This system metric allows another date to be subtracted from the attribute, store start date.	[Store Start Date]
Store Traffic	This metric calculates the amount of store traffic.	[Store Traffic]
Supplier Compliance Rating	This metric calculates a composite Supplier Compliance Rating, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	((([Timeliness Rating] + [Order Fullfillment Rating]) + [Delivery Accuracy Rating]) + [Quality Rating]) / 4)
Supplier Compliance Rating (Last Year)	This metric calculates a composite Supplier Compliance Rating for last year, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	((([Timeliness Rating (Last Year)] + [Order Fullfillment Rating (Last Year)]) + [Delivery Accuracy Rating (Last Year)]) + [Quality Rating (Last Year)]) / 4)
Timeliness Rating	This metric calculates a supplier's Timeliness Rating based on the percentage of deliveries that were early, on time, and late.	([No of On Time Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
Timeliness Rating (Last Year)	This metric calculates a supplier's Timeliness Rating for last year, based on the percentage of deliveries that were early, on time, and late.	([No of On Time Deliveries (Last Year)] / (([No of On Time Deliveries (Last Year)] + [No of Early Deliveries (Last Year)]) + [No of Late Deliveries (Last Year)]))
Timeliness Rating Variance	This metric calculates variance in the Timeliness Rating over the previous year.	(([Timeliness Rating] - [Timeliness Rating (Last Year)]) / [Timeliness Rating (Last Year)])
Total Facings Allocation	The metric counts the number of facings for a display.	[Total Facings]
Total FDM CRMA Market Sales Value (MO)	This metric calculates total market sales value, in primary currency, for all categories at the FDM CRMA level (market area level 1).	[Market Sales Value]
Total FDM CRMA Market Sales Value (MO)(Local)	This metric calculates total market sales value,in local currency, for all categories at the FDM CRMA level (market area level 1).	[Market Sales Value (Local)]
Total Linear Distance	This metric calculates the total linear distance allocated over the time period selected.	[Linear Amount]

Metric Name	Metric Description	Metric Expression
Total Linear Distance (Last Year)	This metric calculates the total linear distance allocated over the time period selected, last year.	[Linear Amount]
Total RMA Market Sales Value (MO)	This metric calculates total market sales value, in primary currency, for all categories at the RMA level (market area level 3).	[Market Sales Value]
Total RMA Market Sales Value (MO)(Local)	This metric calculates total market sales value, in local currency, for all categories at the RMA level (market area level 3).	[Market Sales Value (Local)]
Transfer Cost Value	This metric calculates the cost value of transfers.	[Transfer Cost Amount]
Transfer Retail Value	This metric calculates the retail value of transfers.	[Transfer Retail Amount]
Transfer Units	This metric calculates the unit quantity of transfers.	[Transfer Quantity]
Unavailable SOH Cost Value	This metric calculates the cost value of the stock on hand that is unavailable for sale.	[Unavailable Cost Amount]
Unavailable SOH Retail Value	This metric calculates the cost value of the stock on hand that is unavailable for sale.	[Unavailable Retail Amount]
Unavailable SOH Units	This metric calculates the unit quantity of stock on hand that is unavailable for sale.	[Unavailable Quantity]
Unit Cost Value	This metric calculates unit value at cost.	[Average Unit Cost Amount]
Unit Retail Value	This metric calculates unit value at retail.	[Average Unit Retail Amount]
Variance Avg Sales Value vs Competitor Price	This metric calculates the price variance between a retailer's average sale price and its competitor.	(([Sales Value] / [Sales Units]) - [Avg Competitor Price])
Variance in Market Sales Value vs Last Year	This metric calculates the contribution of market sales to the whole category's market sales.	([Market Sales Value] - [Market Sales Value (Last Year)])
Variance of GM Value and CP	This metric calculates the difference between this year’s gross margin value and the current plan gross margin value.	([Gross Margin Value] - [CP Gross Margin Value])
Variance of GM Value and CP (MTD)	This metric calculates the difference between this year’s gross margin value, period-to-date and the current plan gross margin value, period-to-date.	([Gross Margin Value (MTD)] - [CP Gross Margin Value (MTD)])

Metric Name	Metric Description	Metric Expression
Variance of GM Value and CP (Plan STD)	This metric calculates the difference between this year's gross margin value, plan season-to-date and the current plan gross margin value, plan season-to-date.	([Gross Margin Value (Plan STD)] - [CP Gross Margin Value (Plan STD)])
Variance of GM Value and CP (YTD)	This metric calculates the difference between this year's gross margin value, year-to-date and the current plan gross margin value, year-to-date.	([Gross Margin Value (YTD)] - [CP Gross Margin Value (YTD)])
Variance of GM Value and Last Year	This metric calculates the difference between this year's gross margin value and last year's gross margin value by week.	([Gross Margin Value] - [Gross Margin Value (Last Year)])
Variance of GM Value and Last Year (MTD)	This metric calculates the difference between this year's period-to-date gross margin value and last year's period-to-date gross margin value.	([Gross Margin Value (MTD)] - [Gross Margin Value (MTD, Last Year)])
Variance of GM Value and Last Year (Plan STD)	This metric calculates the difference between this year's plan season-to-date gross margin value and last year's plan season-to-date gross margin value.	([Gross Margin Value (Plan STD)] - [Gross Margin Value (Plan STD, Last Year)])
Variance of GM Value and Last Year (YTD)	This metric calculates the difference between this year's, year-to-date gross margin value and last year's, yearto-date gross margin value.	([Gross Margin Value (YTD)] - [Gross Margin Value (YTD, Last Year)])
Variance of GM Value and OP	This metric calculates the difference between this year's gross margin value and the original plan gross margin value.	([Gross Margin Value] - [OP Gross Margin Value])
Variance of GM Value and OP (MTD)	This metric calculates the difference between this year's gross margin value, period-to-date and the original plan gross margin value, period-to-date.	([Gross Margin Value (MTD)] - [OP Gross Margin Value (MTD)])
Variance of GM Value and OP (Plan STD)	This metric calculates the difference between this year's gross margin value, plan season-to-date and the original plan gross margin value, plan season-to-date.	([Gross Margin Value (Plan STD)] - [OP Gross Margin Value (Plan STD)])
Variance of GM Value and OP (YTD)	This metric calculates the difference between this year's gross margin value, year-to-date and the original plan gross margin value, year-to-date.	([Gross Margin Value (YTD)] - [OP Gross Margin Value (YTD)])
Variance Promotion Value vs Competitor Promotion Price	This metric calculates the price variance between a retailer's average promotion retail value and its competitor promotion price.	(([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price])

Metric Name	Metric Description	Metric Expression
Variance Regular Value vs Competitor Regular Price	This metric calculates the price variance between a retailer's average regular retail value and its competitor's regular retail price.	(([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price])
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	([Sales Units] - [Sales Units (Last Month)])
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	([Sales Value] - [Sales Value (Last Month)])
Variance to Market Sales Growth	This metric calculates the retailer sales gap based on retailer sales growth differential compared to market sales growth for last year, by week.	(([% Change Market Sales Value vs Last Year] - [% Change Sales Value vs Last Year]) * [Sales Value])

Appendix F – Category Management Workbench metric list

Metric Name	Metric Description	Metric Expression
% Change Base Cost vs Last Month	This metric calculates the variance in supplier base cost between this period and last period.	(([Base Cost] - [Base Cost (Last Month)]) / [Base Cost (Last Month)])
% Change BOH Retail Value vs Last Year	This metric calculates percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value] - [BOH Retail Value (Last Year)]) / [BOH Retail Value (Last Year)])
% Change BOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (MTD)] - [BOH Retail Value (MTD, Last Year)]) / [BOH Retail Value (MTD, Last Year)])
% Change BOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (Plan STD)] - [BOH Retail Value (Plan STD, Last Year)]) / [BOH Retail Value (Plan STD, Last Year)])
% Change BOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (YTD)] - [BOH Retail Value (YTD, Last Year)]) / [BOH Retail Value (YTD, Last Year)])
% Change Clearance Markdown Value vs Last Year	This metric calculates percent variance in net clearance markdown sales between this year and last year.	(([Clearance Markdown Value] - [Clearance Markdown Value (Last Year)]) / [Clearance Markdown Value (Last Year)])
% Change Comp Store Profit vs Last Year	This metric calculates percent variance in comparable store profit over the previous year, by week.	([Comp Store Profit] / [Comp Store Profit (Last Year)])
% Change Comp Store Sales vs Last Year	This metric calculates percent variance in comparable store sales value over the previous year, by week.	(([Comp Store Sales Value] - [Comp Store Sales Value (Last Year)]) / [Comp Store Sales Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Change EOH Retail Value vs Last Year	This metric calculates percentage variance in ending stock on hand value from last year.	(([EOH Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Change EOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (MTD)] - [EOH Retail Value (MTD, Last Year)]) / [EOH Retail Value (MTD, Last Year)])
% Change EOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (Plan STD)] - [EOH Retail Value (Plan STD, Last Year)]) / [EOH Retail Value (Plan STD, Last Year)])
% Change EOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (YTD)] - [EOH Retail Value (YTD, Last Year)]) / [EOH Retail Value (YTD, Last Year)])
% Change in Dead Net Cost vs Last Month	This metric calculates the variance in supplier dead net cost between this period and last period.	(([Dead Net Cost] - [Dead Net Cost (Last Month)]) / [Dead Net Cost (Last Month)])
% Change in Net Cost vs Last Month	This metric calculates the variance in supplier net cost between this period and last period.	(([Net Cost] - [Net Cost (Last Month)]) / [Net Cost (Last Month)])
% Change in Net Net Cost vs Last Month	This metric calculates the variance in supplier net net cost between this period and last period.	(([Net Net Cost] - [Net Net Cost (Last Month)]) / [Net Net Cost (Last Month)])
% Change in Net Net Cost vs Last Year	This metric calculates the percent variance in supplier net net cost, this year as compared last last year.	(([Net Net Cost] - [Net Net Cost (Last Year)]) / [Net Net Cost (Last Year)])
% Change in No of Stores with Sales vs Last Year	This metric calculates the percent variance in the number of stores with sales, this year as compared last year.	(([No of Stores with Sales] - [No of Stores with Sales (Last Year)]) / [No of Stores with Sales (Last Year)])

Metric Name	Metric Description	Metric Expression
% Change InStore Markdown Value vs Last Year	This metric calculates percent variance in instore markdown sales between this year and last year.	(([InStore Markdown Value] - [InStore Markdown Value (Last Year)]) / [InStore Markdown Value (Last Year)])
% Change InStore Regular Markdown Value vs Last Year	This metric calculates percent variance in instore regular markdown sales between this year and last year.	(([InStore Regular Markdown Value] - [InStore Regular Markdown Value (Last Year)]) / [InStore Regular Markdown Value (Last Year)])
% Change Markdown Value vs Last Year	This metric calculates percent variance in net markdown sales between this year and last year.	(([Markdown Value] - [Markdown Value (Last Year)]) / [Markdown Value (Last Year)])
% Change Market Sales Units vs Last Week	This metric calculates percent variance in unit market sales over the previous year, by day.	(([Market Sales Units] - [Market Sales Units (Last Week)]) / [Market Sales Units (Last Week)])
% Change Market Sales Units vs Last Year	This metric calculates percent variance in unit market sales over the previous year, by week.	(([Market Sales Units] - [Market Sales Units (Last Year)]) / [Market Sales Units (Last Year)])
% Change Market Sales Value vs Last Month	This metric calculates percent variance in market sales for this period, over the previous period, by week.	(([Market Sales Value (Month)] - [Market Sales Value (Last Month)]) / [Market Sales Value (Last Month)])
% Change Market Sales Value vs Last Week	This metric calculates percent variance in market sales over the previous week, by week.	(([Market Sales Value] - [Market Sales Value (Last Week)]) / [Market Sales Value (Last Week)])
% Change Market Sales Value vs Last Year	This metric calculates percent variance in market sales over the previous year, by week.	(([Market Sales Value] - [Market Sales Value (Last Year)]) / [Market Sales Value (Last Year)])
% Change Pack Sales Value vs Last Year	This metric calculates percent variance in pack sales value compared to last year.	(([Pack Sales Value] - [Pack Sales Value (Last Year)]) / [Pack Sales Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Change Pack Sales Value vs MTD, Last Year	This metric calculates percent variance in period to date pack sales over the previous year.	(([Pack Sales Value (MTD)] - [Pack Sales Value (MTD, (Last Year))]) / [Pack Sales Value (MTD, (Last Year))])
% Change Pack Sales Value vs STD, Last Year	This metric calculates percent variance in season to date pack sales over the previous year.	(([Pack Sales Value (STD)] - [Pack Sales Value (STD, (Last Year))]) / [Pack Sales Value (STD, (Last Year))])
% Change Pack Sales Value vs YTD, Last Year	This metric calculates percent variance in year to date pack sales over the previous year.	(([Pack Sales Value (YTD)] - [Pack Sales Value (YTD, (Last Year))]) / [Pack Sales Value (YTD, (Last Year))])
% Change Profit on Net Net Cost vs Last Year	This metric calculates percent variance in profit on net net cost over the previous year.	(([Profit on Net Net Cost] - [Profit on Net Net Cost (Last Year)]) / [Profit on Net Net Cost (Last Year)])
% Change Profit per Space Allocation (Last Year) (Cb)	This metric calculates percent variance in average profit earned on sales per average cubic units of allocated space, last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Cb)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)]))
% Change Profit per Space Allocation (Last Year) (Ln)	This metric calculates percent variance in average profit earned on sales per average linear units of allocated space from last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Ln)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)]))

Metric Name	Metric Description	Metric Expression
% Change Profit per Space Allocation (Last Year) (Sq)	This metric calculates percent variance in average profit earned on sales per average square units of allocated space from last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Sq)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)]))
% Change Profit vs Last Week	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous week.	((Profit - [Profit (Last Week)]) / [Profit (Last Week)])
% Change Profit vs Last Week (Local)	This metric calculates percent variance in profit earned on sales over the previous week, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Week) (Local)]) / [Profit (Last Week) (Local)])
% Change Profit vs Last Year	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous year.	((Profit - [Profit (Last Year)]) / [Profit (Last Year)])
% Change Profit vs Last Year (Local)	This metric calculates percent variance in profit earned on sales over the previous year, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Year) (Local)]) / [Profit (Last Year) (Local)])
% Change Promotion Markdown Value vs Last Year	This metric calculates percent variance in promotion markdown sales between this year and last year.	(([Promotion Markdown Value] - [Promotion Markdown Value (Last Year)]) / [Promotion Markdown Value (Last Year)])
% Change Receipts Retail Value vs Last Year	This metric calculates the percentage increase or decrease of retail value for receipts over retail value for last year receipts	(([Receipts Retail Value] - [Receipts Retail Value (Last Year)]) / [Receipts Retail Value (Last Year)])
% Change Regular Markdown Value vs Last Year	This metric calculates percent variance in regular markdown sales between this year and last year.	(([Regular Markdown Value] - [Regular Markdown Value (Last Year)]) / [Regular Markdown Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Change Sales per Space Allocation (Last Year) (Cb)	This metric calculates percent variance in average sales per average cubic unit of allocated space last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Cb)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)]))
% Change Sales per Space Allocation (Last Year) (Ln)	This metric calculates percent variance in average sales per average linear units of allocated space from last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Ln)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)]))
% Change Sales per Space Allocation (Last Year) (Sq)	This metric calculates percent variance in average sales per average square units of allocated space from last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Sq)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)]))
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	(([Sales Units] - [Sales Units (Last Month)]) / [Sales Units (Last Month)])
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	(([Sales Units] - [Sales Units (Last Year)]) / [Sales Units (Last Year)])
% Change Sales Value per Loc vs Last Year (Local)	This metric calculates percent variance in average sales per store over the previous year, by week, displayed in the store's local currency.	((([Sales Value (Local)] / [No of Stores with Sales]) - ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)])) / ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)]))

Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	(([Sales Value] - [Sales Value (Last Month)]) / [Sales Value (Last Month)])
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	(([Sales Value] - [Sales Value (Last Week)]) / [Sales Value (Last Week)])
% Change Sales Value vs Last Week (Local)	This metric calculates percent variance in sales value over the previous week, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Week) (Local)]) / [Sales Value (Last Week) (Local)])
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	(([Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Change Sales Value vs Last Year (Local)	This metric calculates percent variance in sales value over the previous year, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Year) (Local)]) / [Sales Value (Last Year) (Local)])
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	(([Sales Value (MTD)] - [Sales Value (MTD, Last Year)]) / [Sales Value (MTD, Last Year)])
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	(([Sales Value (Plan STD)] - [Sales Value (Plan STD, Last Year)]) / [Sales Value (Plan STD, Last Year)])
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	(([Sales Value (STD)] - [Sales Value (STD, Last Year)]) / [Sales Value (STD, Last Year)])
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	(([Sales Value (YTD)] - [Sales Value (YTD, Last Year)]) / [Sales Value (YTD, Last Year)])

Metric Name	Metric Description	Metric Expression
% Change Share Unit vs Last Year to FDM CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Units to FDM CRMA Sales Units.	((([Market Sales Units (RMA)] / [Market Sales Units (FDM CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))])) / ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))]))
% Change Share Unit vs Last Year to Food CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Units to Food CRMA Sales Units.	((([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])) / ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))]))
% Change Share Value vs Last Year, to Food CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Value to Food CRMA Sales Value.	((([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])) / ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))]))
% Change Share Value vs LY(Wk),to FDM CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Value to FDM CRMA Sales Value.	((([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])) / ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))]))

Metric Name	Metric Description	Metric Expression
% Change Stock Turn Value vs Last Year	This metric calculates percent variance in stock turn value from last year.	(([Stock Turn Value] - [Stock Turn Value (Last Year)]) / [Stock Turn Value (Last Year)])
% Contrib BOH Retail Value to Class	This metric calculates a percentage of each beginning of period stock on hand to it's total class beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Class)])
% Contrib BOH Retail Value to Class (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total class beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Class, Last Year)])
% Contrib BOH Retail Value to Company	This metric calculates a percentage of each beginning of period stock on hand to it's total company beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Company)])
% Contrib BOH Retail Value to Company (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total company beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Company, Last Year)])
% Contrib BOH Retail Value to Department	This metric calculates a percentage of each beginning of period stock on hand to it's total department beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Department)])
% Contrib BOH Retail Value to Department (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total department beginning of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Department, Last Year)])
% Contrib BOH Retail Value to Division	This metric calculates a percentage of each beginning of period stock on hand to it's total division beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Division)])
% Contrib BOH Retail Value to Division (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total division beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Division, Last Year)])
% Contrib BOH Retail Value to Group	This metric calculates a percentage of each beginning of period stock on hand to it's total group beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Group)])

Metric Name	Metric Description	Metric Expression
% Contrib BOH Retail Value to Group (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total group beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Group, Last Year)])
% Contrib Clearance to EOH Retail Value	This metric calculates the contribution of the clearance stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Clearance Retail Value] / [EOH Retail Value])
% Contrib Clearance to Pack Sales Value	This metric calculates percent contribution of clearance pack sales to total pack sales. This is the percent of packs on clearance.	([Clearance Pack Sales Value] / [Pack Sales Value])
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	([Clearance Sales Value] / [Sales Value])
% Contrib Component Item to Pack Profit	This metric calculates profit, including profit lost on returns, derived per unit per item when sold as part of a pack.	([Pack Profit] / [Pack Profit (Pack)])
% Contrib Component Item to Pack Sales Value	This metric calculates percent contribution of a component item to total sales of the pack to which it belongs.	([Pack Sales Value] / [Pack Sales Value (Pack)])
% Contrib Contract Order Cost Value to Department	This metric calculates a percentage of each contract order cost amount to it's total department contract order cost amount.	([Contract Order Cost Value] / [Contract Order Cost Value (Department)])
% Contrib CP BOP Retail Value to Class	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total class beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Class)])
% Contrib CP BOP Retail Value to Company	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total company beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Company)])
% Contrib CP BOP Retail Value to Department	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total department beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Department)])
% Contrib CP BOP Retail Value to Division	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total division beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Division)])
% Contrib CP BOP Retail Value to Group	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total group beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Group)])

Metric Name	Metric Description	Metric Expression
% Contrib CP Sales Value to Class	This metric calculates a percentage of each class current plan sales to it's total class current plan sales.	([CP Sales Value] / [CP Sales Value (Class)])
% Contrib CP Sales Value to Company	This metric calculates a percentage of each division current plan sales to it's total company current plan sales.	([CP Sales Value] / [CP Sales Value (Company)])
% Contrib CP Sales Value to Department	This metric calculates a percentage of each class current plan sales to it's total department current plan sales.	([CP Sales Value] / [CP Sales Value (Department)])
% Contrib CP Sales Value to Division	This metric calculates a percentage of each class current plan sales to it's total division current plan sales.	([CP Sales Value] / [CP Sales Value (Division)])
% Contrib CP Sales Value to Group	This metric calculates a percentage of each class current plan sales to it's total group current plan sales.	([CP Sales Value] / [CP Sales Value (Group)])
% Contrib EOH Retail Value to Company	This metric calculates a percentage of each end of period stock on hand to it's total company end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Company)])
% Contrib EOH Retail Value to Company (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total company end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Company, Last Year)])
% Contrib EOH Retail Value to Department	This metric calculates a percentage of each end of period stock on hand to it's total department end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Department)])
% Contrib EOH Retail Value to Department (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total department end of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Department, Last Year)])
% Contrib EOH Retail Value to Division	This metric calculates a percentage of each end of period stock on hand to it's total division end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Division)])
% Contrib EOH Retail Value to Division (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total division end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Division, Last Year)])
% Contrib EOH Retail Value to Group	This metric calculates a percentage of each end of period stock on hand to it's total group end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Group)])

Metric Name	Metric Description	Metric Expression
% Contrib EOH Retail Value to Group (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total group end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Group, Last Year)])
% Contrib Markdown Value to Company	This metric calculates the percent contribution of markdowns to total company markdowns.	([Markdown Value] / [Markdown Value (Company)])
% Contrib Market Sales Value to Mkt Catg	This metric calculates the contribution of market sales to the whole category's market sales.	([Market Sales Value] / [Market Sales Value (Mkt Department)])
% Contrib Net Cost to Group	This metric calculates percent contribution of net cost to total group net cost.	([Net Cost] / [Net Cost (Group)])
% Contrib Net Cost to Group (Last Year)	This metric calculates percent contribution of net cost to total group net cost for last year.	([Net Cost (Last Year)] / [Net Cost (Group, Last Year)])
% Contrib Net Sales Value to CP Sales Value	This metric calculates the % contribution of actual sales to current plan sales	([Sales Value] / [CP Sales Value])
% Contrib Net Sales Value to OP Sales Value	This metric calculates the % contribution of actual sales to original plan sales.	([Sales Value] / [OP Sales Value])
% Contrib OP Sales Value to Class	This metric calculates a percentage of each class original plan sales to it's total department original plan sales.	([OP Sales Value] / [OP Sales Value (Class)])
% Contrib OP Sales Value to Company	This metric calculates a percentage of each class original plan sales to it's total company original plan sales.	([OP Sales Value] / [OP Sales Value (Company)])
% Contrib OP Sales Value to Department	This metric calculates a percentage of each class original plan sales to it's total department original plan sales.	([OP Sales Value] / [OP Sales Value (Department)])
% Contrib OP Sales Value to Division	This metric calculates a percentage of each class original plan sales to it's total division original plan sales.	([OP Sales Value] / [OP Sales Value (Division)])
% Contrib OP Sales Value to Group	This metric calculates a percentage of each class original plan sales to it's total group original plan sales.	([OP Sales Value] / [OP Sales Value (Group)])
% Contrib Profit on Base Cost to Department	This metric calculates percent contribution of profit on base cost to total profit on base cost at the department level taking into account the filter criteria.	([Profit on Base Cost] / [Profit on Base Cost (Department)])

Metric Name	Metric Description	Metric Expression
% Contrib Profit on Net Cost to Department	This metric calculates percent contribution of profit on net cost to total profit on net cost at the department level taking into account the filter criteria.	([Profit on Net Cost] / [Profit on Net Cost (Department)])
% Contrib Profit on Net Net Cost to Department	This metric calculates percent contribution of profit on net net cost to total profit on net net cost at the department level taking into account the filter criteria.	([Profit on Net Net Cost] / [Profit on Net Net Cost (Department)])
% Contrib Profit on Net Net Cost to Group	This metric calculates percent contribution of profit on net net cost to total profit on net net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Net Cost] / [Profit on Net Net Cost (Group)])
% Contrib Profit on Net Net Cost to Group (Last Year)	This metric calculates percent contribution of profit on net net cost to total group profit on net net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Net Cost (Last Year)] / [Profit on Net Net Cost (Group, Last Year)])
% Contrib Profit to Area	This metric calculates percent contribution of profit to total area profit.	(Profit / [Profit (Area)])
% Contrib Profit to Catg (Last Year) (MF)	The metric calculates percent contribution of last year profit to last year's overall category profit, by day.	([Profit (Last Year)] / [Profit (Department, Last Year) MF])
% Contrib Profit to Chain	This metric calculates percent contribution of profit to total chain profit.	(Profit / [Profit (Chain)])
% Contrib Profit to Company	This metric calculates percent contribution of profit to total company profit.	(Profit / [Profit (Company)])
% Contrib Profit to Company (Last Year)	The metric calculates percent contribution of last year profit to last year's overall company profit, by week.	([Profit (Last Year)] / [Profit (Company, Last Year)])
% Contrib Profit to Department	This metric calculates percent contribution of profit to total department profit.	(Profit / [Profit (Department)])
% Contrib Profit to Department (Last Year)	The metric calculates percent contribution of last year profit to last year's overall department profit, by week.	([Profit (Last Year)] / [Profit (Department, Last Year)])
% Contrib Profit to Department (Local)	This metric calculates percent contribution of profit to total department profit, including profit lost on returns, displayed in the store's local currency.	([Profit (Local)] / [Profit (Department) (Local)])
% Contrib Profit to Department (MF)	This metric calculates percent contribution of profit to total department profit.	(Profit / [Profit (Department) MF])

Metric Name	Metric Description	Metric Expression
% Contrib Profit to District	This metric calculates percent contribution of profit to total district profit.	(Profit / [Profit (District)])
% Contrib Profit to Region	This metric calculates percent contribution of profit to total region profit.	(Profit / [Profit (Region)])
% Contrib Promo to EOH Retail Value	This metric calculates the contribution of the promotion stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Promotion Retail Value] / [EOH Retail Value])
% Contrib Promotion Sales Value	This metric calculates percent contribution of promotion sales value to total sales value	([Promotion Sales Value] / [Sales Value])
% Contrib Promotion to Pack Sales Value	This metric calculates percent contribution of promotion pack sales to total pack sales. This is the percent of packs on promotion.	([Promotion Pack Sales Value] / [Pack Sales Value])
% Contrib Receipt Units to Department (MO)	This metric calculates percent contribution of supplier receipt quantity to total receipt quantity at the department level.	([Receipt Units] / [Receipt Units (Department) (MO)])
% Contrib Regular to EOH Retail Value	This metric calculates the contribution of the regular stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Regular Retail Value] / [EOH Retail Value])
% Contrib Regular to Pack Sales Value	This metric calculates percent contribution of regular pack sales to total pack sales. This is the percent of packs at regular price.	([Regular Pack Sales Value] / [Pack Sales Value])
% Contrib Regular to Sales Value	This metric calculates percent contribution of regular sales value to total sales value	([Regular Sales Value] / [Sales Value])
% Contrib Return Value to Location (MO)	This metric calculates percent contribution of return value to the total value of items returned in a location during the time period selected.	([Return Value] / [Return Value (Location, Time Calendar (MO)])
% Contrib Sales Units to Last Week	This metric calculates percent contribution sales unit to last week's sales unit.	([Sales Units] / [Sales Units (Last Week)])
% Contrib Sales Units to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected .	([Sales Units] / [Sales Units (Loc, Day) (MF)])
% Contrib Sales Units to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Units (Last Week)] / [Sales Units (Loc, Last Week) (MF)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Units to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Units (Last Year)] / [Sales Units (Loc, Last Year) (MF)])
% Contrib Sales Units to Week (MF)	This metric calculates percent contribution of unit sales to total transaction unit sales during the time period selected (MF).	([Sales Units] / [Sales Units (Location) (MF)])
% Contrib Sales Value to Forecast Sales Value	This metric calculates percent variance for actual versus forecasted sales value.	([Sales Value] / [Forecast Sales Value])
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	([Sales Value] / [Sales Value (Area)])
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	([Sales Value] / [Sales Value (Chain)])
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	([Sales Value] / [Sales Value (Class)])
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	([Sales Value (Last Year)] / [Sales Value (Class, Last Year)])
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	([Sales Value] / [Sales Value (Company)])
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	([Sales Value (Last Year)] / [Sales Value (Company, (Last Year))])
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department)])
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year)])
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year) (MF)])
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	([Sales Value (Local)] / [Sales Value (Department) (Local)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department) (MF)])
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	([Sales Value] / [Sales Value (District)])
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	([Sales Value] / [Sales Value (Division)])
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Division, (Last Year))])
% Contrib Sales Value to Group	This metric calculates percentage contribution of sales to total group sales.	([Sales Value] / [Sales Value (Group)])
% Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for last year.	([Sales Value (Last Year)] / [Sales Value (Group, (Last Year))])
% Contrib Sales Value to Last Week	This metric calculates percent contribution sales value to last week's sales value.	([Sales Value] / [Sales Value (Last Week)])
% Contrib Sales Value to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location .	([Sales Value] / [Sales Value (Loc, Day) (MF)])
% Contrib Sales Value to Location (MO)	This metric calculates percent contribution of sales value to the total sales value of a location processed during the time period selected.	([Sales Value] / [Sales Value (Location, Time Calendar) (MO)])
% Contrib Sales Value to Market Department (abs)	This metric calculates percent contribution of sales to market department sales for the entire category.	([Sales Value] / [Sales Value (Market Department)(ABS)])
% Contrib Sales Value to Market Department (STD)	This metric calculates percent contribution of sales to market department sales for only the items chosen.	([Sales Value] / [Sales Value (Market Department)(STD)])
% Contrib Sales Value to Market Sales Value	This metric calculates the contribution of sales value to the market sales value.	([Sales Value] / [Market Sales Value])
% Contrib Sales Value to Region	This metric calculates percent contribution of sales value to total sales value at the region level.	([Sales Value] / [Sales Value (Region)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Value (Last Week)] / [Sales Value (Loc, Last Week) (MF)])
% Contrib Sales Value to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Value (Last Year)] / [Sales Value (Loc, Last Year) (MF)])
% Contrib Sales Value to Week (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location (MF).	([Sales Value] / [Sales Value (Location) (MF)])
% Contrib to Profit on Base Cost (MF)	This metric calculates percent contribution of profit on base cost to total profit on base cost over the time period selected and only taking into account the metric and filter.	([Profit on Base Cost] / [Profit on Base Cost (MF)])
% Contrib to Profit on Dead Net Cost (MF)	This metric calculates percent contribution of profit on dead net cost to total profit on dead net cost over the time period selected and only taking into account the metric and filter.	([Profit on Dead Net Cost] / [Profit on Dead Net Cost (MF)])
% Contrib to Profit on Net Cost (MF)	This metric calculates percent contribution of profit on net cost to total profit on net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Cost] / [Profit on Net Cost (MF)])
% Contrib to Profit on Net Net Cost (MF)	This metric calculates percent contribution of profit on net net cost to total profit on net net cost over the time period selected and only taking into account the metric and filter.	([Profit on Net Net Cost] / [Profit on Net Net Cost (MF)])
% Contribution Clearance Markdown Value to Net Sales Value	This metric calculates percent contribution of net clearance markdown sales to net sales.	([Clearance Markdown Value] / [Sales Value])
% Contribution CP Profit to CP Profit (Company)	This metric calculates percent contribution of plan profit to company plan profit.	([CP Profit] / [CP Profit (Company)])
% Contribution CP Profit to CP Profit (Department)	This metric calculates percent contribution of plan profit to department plan profit.	([CP Profit] / [CP Profit (Department)])
% Contribution Promotion Markdown Value to Net Sales Value	This metric calculates percent contribution of promotion markdown sales to net sales.	([Promotion Markdown Value] / [Sales Value])

Metric Name	Metric Description	Metric Expression
% Contribution Regular Markdown Value to Net Sales Value	This metric calculates percent contribution of regular markdown sales to net sales.	([Regular Markdown Value] / [Sales Value])
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	([Sales Value (Last Year)] / [Sales Value (Chain, (Last Year))])
% Contribution to Profit on Base Cost (Department, Supplier)	This metric calculates percent contribution of base profit to total base profit at the department level.	([Profit on Base Cost] / [Profit on Base Cost (Department, Supplier)])
% Contribution to Profit on Net Cost (Department, Supplier)	This metric calculates percent contribution of net profit to total net profit at the department level.	([Profit on Net Cost] / [Profit on Net Cost (Department, Supplier)])
% Contribution to Profit on Net Net Cost (Department, Supplier)	This metric calculates percent contribution of net net profit to total net net profit at the department level.	([Profit on Net Net Cost] / [Profit on Net Net Cost (Department, Supplier)])
% CP Cumulative Markup	This metric calculates the current plan cumulative markup percent.	[CP Cumulative Markup Amount]
% CP Gross Margin	This metric calculates the current plan gross margin percent, as current plan gross margin value divided by current plan sales value.	([CP Gross Margin Value] / [CP Sales Value])
% CP Gross Margin (MTD)	This metric calculates the period-to-date current plan gross margin percent, as period-to-date current plan gross margin value, divided by period-to-date current plan sales value.	([CP Gross Margin Value (MTD)] / [CP Sales Value (MTD)])
% CP Gross Margin (Plan STD)	This metric calculates the plan seasonto-date current plan gross margin percent, as plan season-to-date current plan gross margin value, divided by plan season-to-date current plan sales value.	([CP Gross Margin Value (Plan STD)] / [CP Sales Value (Plan STD)])
% CP Gross Margin (YTD)	This metric calculates the plan year-to-date current plan gross margin percent, as year-to-date current plan gross margin value, divided by yearto-date current plan sales value.	([CP Gross Margin Value (YTD)] / [CP Sales Value (YTD)])
% CP Initial Markup Projected Receipts	This metric calculates the difference between the current plan cost of goods and the current plan selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value] - [CP Receipts Cost Value]) / [CP Receipts Retail Value])

Metric Name	Metric Description	Metric Expression
% CP Initial Markup Projected Receipts (MTD)	This metric calculates the difference between the current plan period-to-date cost of goods and the current plan period-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (MTD)] - [CP Receipts Cost Value (MTD)]) / [CP Receipts Retail Value (MTD)])
% CP Initial Markup Projected Receipts (Plan STD)	This metric calculates the difference between the current plan season-to-date cost of goods and the current plan season-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (PlanSTD)] - [CP Receipts Cost Value (PlanSTD)]) / [CP Receipts Retail Value (PlanSTD)])
% CP Initial Markup Projected Receipts (YTD)	This metric calculates the difference between the current plan year-to-date cost of goods and the current plan year-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (YTD)] - [CP Receipts Cost Value (YTD)]) / [CP Receipts Retail Value (YTD)])
% CP Markdown	This metric calculates the current plan markdown percent, as the current plan markdown value divided by the current plan sales value.	([CP Markdown Value] / [CP Sales Value])
% CP Markdown (MTD)	This metric calculates the period-to-date current plan total markdown percent, as period-to-date current plan total markdown sales divided by period-to-date current plan sales value.	([CP Markdown Value (MTD)] / [CP Sales Value (MTD)])
% CP Markdown (Plan STD)	This metric calculates the plan season-to-date current plan total markdown percent, as plan season-to-date current plan total markdown sales divided by plan season-to-date current plan sales value.	([CP Markdown Value (Plan STD)] / [CP Sales Value (Plan STD)])
% CP Markdown (YTD)	This metric calculates the year-to-date current plan total markdown percent, as yearto-date current plan total markdown sales divided by year-to-date current plan sales value.	([CP Markdown Value (YTD)] / [CP Sales Value (YTD)])
% CP Profit	This metric calculates percent contribution of plan profit to plan sales.	([CP Profit] / [CP Sales Value])
% Early Deliveries	This metric calculates the percent of deliveries that arrived early.	([No of Early Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))

Metric Name	Metric Description	Metric Expression
% Gross Margin	This metric calculates the gross margin percent by week, as gross margin value by week divided by sales value by week	([Gross Margin Value] / [Sales Value])
% Gross Margin (Last Year)	This metric calculates the last year gross margin percent by week, as last year gross margin value divided by last year sales value.	([Gross Margin Value (Last Year)] / [Sales Value (Last Year)])
% Gross Margin (MTD)	This metric calculates the period-to-date gross margin percent, as period-to-date gross margin value by week divided by period-to-date sales value.	([Gross Margin Value (MTD)] / [Sales Value (MTD)])
% Gross Margin (MTD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as period-to-date last year gross margin value divided by period-to-date last year sales value.	([Gross Margin Value (MTD, Last Year)] / [Sales Value (MTD, Last Year)])
% Gross Margin (Plan STD)	This metric calculates the plan season-to-date gross margin percent, as season-to-date gross margin value divided by season-to-date sales value.	([Gross Margin Value (Plan STD)] / [Sales Value (Plan STD)])
% Gross Margin (Plan STD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as plan season-to-date last year gross margin value divided by plan season-to-date last year sales value.	([Gross Margin Value (Plan STD, Last Year)] / [Sales Value (Plan STD, Last Year)])
% Gross Margin (YTD)	This metric calculates the year-to-date gross margin percent, as year-to-date gross margin value, divided by year-to-date sales value.	([Gross Margin Value (YTD)] / [Sales Value (YTD)])
% Gross Margin (YTD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as year-to-date last year gross margin value divided by plan year-to-date last year sales value.	([Gross Margin Value (YTD, Last Year)] / [Sales Value (YTD, Last Year)])
% Initial Markup Projected Receipts	This metric calculates the difference between the cost of goods and the selling price expressed as a percentage of total receipts.	(([Receipts Retail Value] - [Receipts Cost Value]) / [Receipts Retail Value])
% Initial Markup Projected Receipts (Last Year)	This metric calculates the difference between the cost of goods and the selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (Last Year)] - [Receipts Cost Value (Last Year)]) / [Receipts Retail Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Initial Markup Projected Receipts (MTD)	This metric calculates the difference between the period-to-date cost of goods and the period-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (MTD)] - [Receipts Cost Value (MTD)]) / [Receipts Retail Value (MTD)])
% Initial Markup Projected Receipts (MTD, Last Year)	This metric calculates the difference between the period-to-date cost of goods and the period-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (MTD, Last Year)] - [Receipts Cost Value (MTD, Last Year)]) / [Receipts Retail Value (MTD, Last Year)])
% Initial Markup Projected Receipts (Plan STD)	This metric calculates the difference between the plan season-to-date cost of goods and the plan season-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (PlanSTD)] - [Receipts Cost Value (PlanSTD)]) / [Receipts Retail Value (PlanSTD)])
% Initial Markup Projected Receipts (Plan STD, Last Year)	This metric calculates the difference between the plan season-to-date cost of goods and the plan season-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (PlanSTD, Last Year)] - [Receipts Cost Value (PlanSTD, Last Year)]) / [Receipts Retail Value (PlanSTD, Last Year)])
% Initial Markup Projected Receipts (YTD)	This metric calculates the difference between the year-to-date cost of goods and the year-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (YTD)] - [Receipts Cost Value (YTD)]) / [Receipts Retail Value (YTD)])
% Initial Markup Projected Receipts (YTD, Last Year)	This metric calculates the difference between the year-to-date cost of goods and the year-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (YTD, Last Year)] - [Receipts Cost Value (YTD, Last Year)]) / [Receipts Retail Value (YTD, Last Year)])
% Late Deliveries	This metric calculates the percent of deliveries that arrived late.	([No of Late Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
% Linear Distance	This metric calculates percent contribution of linear distance to total linear distance allocated.	([Linear Distance] / [Total Linear Distance])
% Linear Distance (Last Year)	This metric calculates percent contribution of linear distance to total linear distance allocated last year.	([Linear Distance (Last Year)] / [Total Linear Distance (Last Year)])

Metric Name	Metric Description	Metric Expression
% Markdown	This metric calculates the net markdown percent, as markdown value divided by net sales value.	([Markdown Value] / [Sales Value])
% Markdown (Last Year)	This metric calculates the net markdown percent, last year, as markdown value divided by net sales value, for last year.	([Markdown Value (Last Year)] / [Sales Value (Last Year)])
% Markdown (MTD)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by peroid-to-date net sales value.	([Markdown Value (MTD)] / [Sales Value (MTD)])
% Markdown (MTD, Last Year)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by peroid-to-date net sales value, for last year.	([Markdown Value (MTD, Last Year)] / [Sales Value (MTD, Last Year)])
% Markdown (Plan STD)	This metric calculates the plan season-to-date net markdown percent, as plan season-to-date net markdown value divided by plan season-to-date net sales value.	([Markdown Value (Plan STD)] / [Sales Value (Plan STD)])
% Markdown (Plan STD, Last Year)	This metric calculates the plan season-to-date net markdown percent, as plan season-to-date net markdown value divided by plan season-to-date net sales value, for last year.	([Markdown Value (Plan STD, Last Year)] / [Sales Value (Plan STD, Last Year)])
% Markdown (YTD)	This metric calculates the year-to-date net markdown percent, as year-to-date net markdown value divided by year-to-date net sales value.	([Markdown Value (YTD)] / [Sales Value (YTD)])
% Markdown (YTD, Last Year)	This metric calculates the year-to-date net markdown percent, as year-to-date net markdown value divided by year-to-date net sales value, for last year.	([Markdown Value (YTD, Last Year)] / [Sales Value (YTD, Last Year)])
% Market Incremental Sales Value	This metric calculates the percent variance in sales resulting from an event. This value is based on the percent difference between market event sales and market normalized sales.	(([Market Event Sales Value] - [Market Normalized Sales Value]) / [Market Normalized Sales Value])

Metric Name	Metric Description	Metric Expression
% Market Promotion Discount	This metric calculates the percent of promotion discount for market sales, based on market's total and promotion sales and quantity.	(((([Market Sales Value] - [Market Promotion Sales Value]) / ([Market Sales Units] - [Market Promotion Sales Units])) - ([Market Promotion Sales Value] / [Market Promotion Sales Units])) / (([Market Sales Value] - [Market Promotion Sales Value]) / ([Marke
% Market Promotion Sales Value	This metric calculates percent contribution of promotion market sales to total market sales.	([Market Promotion Sales Value] / [Market Sales Value])
% Mismatched Deliveries	This metric calculates the percent of mismatched deliveries, where quantity was received for items not ordered.	([No of Mismatched Deliveries] / [No of Deliveries])
% Missed Deliveries	This metric calculates the percent of deliveries that did not arrive when expected as per schedule, per purchase order dates, or per shipment notification.	([No of Missed Deliveries] / [No of Expected Deliveries])
% Missed Shipment Deliveries	This metric calculates the percent of expected deliveries due to missed shipments.	([No of Missed Shipment Deliveries] / [No of Expected Deliveries])
% of Days Out of Stock	This metric calculates the percentage of days an item is out of stock out of the total days selected.	([No of Days Out of Stock] / [No of Days])
% of Days Out of Stock to Month	This metric calculates percent of time, in days, an item is out of stock or where stock on hand units is less than or equal to zero.	([No of Days Out of Stock] / [No of Days (Month)])
% of Department Items Supplied	This metric calculates the percent of department items supplied by the primary supplier.	([No of Items Supplied] / [No of Items (Department)])
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	([No of Items with Promotion Sales] / [No of Items with Sales (Time Calendar) (MO)])
% of Items with Sales to Market Items with Sales (Department)	This metric calculates the percent variance in the number of stores with sales, this year as compared last year, at the department level.	([No of Items with Sales (Department) (MO)] / [No of Mkt Items with Sales (Mkt Catg)])

Metric Name	Metric Description	Metric Expression
% of Items with Sales to Market Items with Sales (Mkt Department)	This metric calculates the percent variance in the number of stores with sales, this year as compared last year, at the market department level.	([No of Items with Sales (Mkt Department)] / [No of Mkt Items with Sales (Mkt Catg)])
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	([No of Stores with Promotion Sales] / [No of Stores with Sales (Time Calendar) (MO)])
% OP Cumulative Markup	This metric calculates the original plan cumulative markup percent.	[OP Cumulative Markup Amount]
% OP Gross Margin	This metric calculates the current plan gross margin percent, as current plan gross margin value divided by original plan sales value.	([OP Gross Margin Value] / [OP Sales Value])
% OP Gross Margin (MTD)	This metric calculates the period-to-date original plan gross margin percent, as period-to-date original plan gross margin value, divided by period-to-date original plan sales value.	([OP Gross Margin Value (MTD)] / [OP Sales Value (MTD)])
% OP Gross Margin (Plan STD)	This metric calculates the plan seasonto-date original plan gross margin percent, as plan season-to-date original plan gross margin value, divided by plan season-to-date original plan sales value.	([OP Gross Margin Value (Plan STD)] / [OP Sales Value (Plan STD)])
% OP Gross Margin (YTD)	This metric calculates the plan year-to-date original plan gross margin percent, as year-to-date original plan gross margin value, divided by yearto-date original plan sales value.	([OP Gross Margin Value (YTD)] / [OP Sales Value (YTD)])
% OP Initial Markup Projected Receipts	This metric calculates the difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original plan total receipts.	(([OP Receipts Retail Value] - [OP Receipts Cost Value]) / [OP Receipts Retail Value])
% OP Initial Markup Projected Receipts (MTD)	This metric calculates the period-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (MTD)] - [OP Receipts Cost Value (MTD)]) / [OP Receipts Retail Value (MTD)])

Metric Name	Metric Description	Metric Expression
% OP Initial Markup Projected Receipts (Plan STD)	This metric calculates the plan season-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (PlanSTD)] - [OP Receipts Cost Value (PlanSTD)]) / [OP Receipts Retail Value (PlanSTD)])
% OP Initial Markup Projected Receipts (YTD)	This metric calculates the year-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (YTD)] - [OP Receipts Cost Value (YTD)]) / [OP Receipts Retail Value (YTD)])
% OP Markdown	This metric calculates the original plan markdown percent, as the original plan markdown value divided by the original plan sales value.	([OP Markdown Value] / [OP Sales Value])
% OP Markdown (MTD)	This metric calculates the period-to-date original plan markdown percent, as period-to-date original plan markdown sales divided by period-to-date original plan sales value.	([OP Markdown Value (MTD)] / [OP Sales Value (MTD)])
% OP Markdown (Plan STD)	This metric calculates the plan season-to-date original plan total markdown percent, as plan season-to-date original plan total markdown sales divided by plan season-to-date original plan sales value.	([OP Markdown Value (Plan STD)] / [OP Sales Value (Plan STD)])
% OP Markdown (YTD)	This metric calculates the year-to-date original plan total markdown percent, as yearto-date original plan markdown divided by year-to-date original plan sales value.	([OP Markdown Value (YTD)] / [OP Sales Value (YTD)])
% Over Target Deliveries	This metric calculates the percent of deliveries where quantity of items received was more than expected.	([No of Over Target Deliveries] / [No of Deliveries])
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	(Profit / [Sales Value])
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	([Profit (Item) (MF)] / [Sales Value (Item) (MF)])
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	([Profit (Last Week)] / [Sales Value (Last Week)])

Metric Name	Metric Description	Metric Expression
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	([Profit (Last Year)] / [Sales Value (Last Year)])
% Profit (Local)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales, displayed in the store's local currency.	([Profit (Local)] / [Sales Value (Local)])
% Profit (MTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to period to date sales, by week.	([Profit (MTD)] / [Sales Value (MTD)])
% Profit (WTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to week to date sales, by day.	([Profit (WTD)] / [Sales Value (WTD)])
% Profit (YTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to year to date sales.	([Profit (YTD)] / [Sales Value (YTD)])
% Profit on Base Cost	This metric calculates percent contribution of base profit to total sales.	([Profit on Base Cost] / [Sales Value])
% Profit on Dead Net Cost	This metric calculates percent contribution of dead net profit to total sales.	([Profit on Dead Net Cost] / [Sales Value])
% Profit on Net Cost	This metric calculates percent contribution of net profit to total sales.	([Profit on Net Cost] / [Sales Value])
% Profit on Net Net Cost	This metric calculates percent contribution of net net profit to total sales.	([Profit on Net Net Cost] / [Sales Value])
% Profit on Net Net Cost (Last Year)	This metric calculates last year's profit on net net cost based on percent contribution to last year's sales value.	([Profit on Net Net Cost (Last Year)] / [Sales Value (Last Year)])
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	([Promotion Profit Value] / [Promotion Sales Value])
% Promotion Discount	This metric calculates percent discount on promotion items.	(([Avg Non Promotion Retail Value] - [Avg Promotion Retail Value]) / [Avg Non Promotion Retail Value])
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	([Promotion Sales Value] / [Sales Value])

Metric Name	Metric Description	Metric Expression
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	([Return Units] / [Sales Units])
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	([Return Value] / [Sales Value])
% RMA Unit Share to FDM CRMA	This metric calculates the % share of a market area's RMA sales quantity out of its FDM CRMA sales quantity.	([Market Sales Units (RMA)] / [Market Sales Units (FDM CRMA)])
% RMA Unit Share to FDM CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity.	([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))])
% RMA Unit Share to Food CRMA	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity.	([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)])
% RMA Unit Share to Food CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity, for last year.	([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])
% RMA Value Share to FDM CRMA	This metric calculates the % share of a market area's RMA sales amount out of its FDM CRMA sales amount.	([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)])
% RMA Value Share to FDM CRMA (LY(Week))	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount.	([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])
% RMA Value Share to Food CRMA	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount.	([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)])
% RMA Value Share to Food CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount, for last year.	([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	([Sales Units] / ([EOH Units] + [Sales Units]))
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	([Sales Units] / ([EOH Units] + [Sales Units]))

Metric Name	Metric Description	Metric Expression
% Supplier RTV Units	This metric calculates the percent contribution of total quantity of items returned to the supplier to total quantity received.	([RTV Units] / [Receipt Units])
% Under Target Deliveries	This metric calculates the percent of deliveries where quantity of items received was less than expected.	([No of Under Target Deliveries] / [No of Deliveries])
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	((([Sales Value] / [Sales Units]) - [Avg Competitor Price]) / [Avg Competitor Price])
% Variance BOH Retail Value vs CP	This metric calculates percentage variance in beginning stock on hand value versus plan.	(([BOH Retail Value] - [CP BOP Retail Value]) / [CP BOP Retail Value])
% Variance BOH Retail Value vs OP	This metric calculates percentage variance in beginning stock on hand value versus original plan.	(([BOH Retail Value] - [OP BOP Retail Value]) / [OP BOP Retail Value])
% Variance Clearance Markdown Value vs CP	This metric calculates percent variance in actual net clearance markdown sales compared to plan net clearance markdowns.	(([Clearance Markdown Value] - [CP Clearance Markdown Value]) / [CP Clearance Markdown Value])
% Variance CP EOP Retail Value vs Last Year	This metric calculates the percentage increase or decrease of the current plan ending inventory value over last year's ending inventory value.	(([CP EOP Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Variance CP Gross Margin Value vs Last Year	This metric calculates the percent increase or decrease of current plan gross margin value over last year.	(([CP Gross Margin Value] - [CP Gross Margin Value (Last Year)]) / [CP Gross Margin Value (Last Year)])
% Variance CP Markdown Value vs Last Year	This metric calculates the percentage increase or decrease of current plan markdown sales this year over actual markdown sales last year by week.	(([CP Markdown Value] - [CP Markdown Value (Last Year)]) / [CP Markdown Value (Last Year)])
% Variance CP Sales Value vs Last Year	This metric calculates the percentage increase or decrease in current plan sales over last year net sales, by week.	(([CP Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Variance EOH Retail Value vs CP	This metric calculates percentage variance in ending stock on hand value versus plan.	(([EOH Retail Value] - [CP EOP Retail Value]) / [CP EOP Retail Value])

Metric Name	Metric Description	Metric Expression
% Variance EOH Retail Value vs CP (MTD)	This metric calculates the period-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (MTD)] - [CP EOP Retail Value (MTD)]) / [CP EOP Retail Value (MTD)])
% Variance EOH Retail Value vs CP (Plan STD)	This metric calculates the plan season-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (Plan STD)] - [CP EOP Retail Value (Plan STD)]) / [CP EOP Retail Value (Plan STD)])
% Variance EOH Retail Value vs CP (YTD)	This metric calculates the plan year-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (YTD)] - [CP EOP Retail Value (YTD)]) / [CP EOP Retail Value (YTD)])
% Variance EOH Retail Value vs OP	This metric calculates percentage variance in ending stock on hand value versus original plan.	(([EOH Retail Value] - [OP EOP Retail Value]) / [OP EOP Retail Value])
% Variance Markdown Value vs CP	This metric calculates percent variance between actual net markdown sales and planned net markdown sales.	(([Markdown Value] - [CP Markdown Value]) / [CP Markdown Value])
% Variance Net Sales Value vs CP	This metric calculates the percentage increase or decrease in sales value over current plan sales value.	(([Sales Value] - [CP Sales Value]) / [CP Sales Value])
% Variance Net Sales Value vs CP (MTD)	This metric calculates the period-to-date percentage increase or decrease in sales value over current plan sales value.	(([Sales Value (MTD)] - [CP Sales Value (MTD)]) / [CP Sales Value (MTD)])
% Variance Net Sales Value vs CP (Plan STD)	This metric calculates the season-to-date percentage increase or decrease in sales value over current plan sales value, by week.	(([Sales Value (Plan STD)] - [CP Sales Value (Plan STD)]) / [CP Sales Value (Plan STD)])
% Variance Net Sales Value vs CP (YTD)	This metric calculates the year-to-date percentage increase or decrease in sales value over current plan sales value.	(([Sales Value (YTD)] - [CP Sales Value (YTD)]) / [CP Sales Value (YTD)])
% Variance Net Sales Value vs OP	This metric calculates the percentage increase or decrease in sales value over original plan sales value.	(([Sales Value] - [OP Sales Value]) / [OP Sales Value])
% Variance Net Sales Value vs OP (MTD)	This metric calculates the period-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (MTD)] - [OP Sales Value (MTD)]) / [OP Sales Value (MTD)])
% Variance Net Sales Value vs OP (Plan STD)	This metric calculates the season-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (Plan STD)] - [OP Sales Value (Plan STD)]) / [OP Sales Value (Plan STD)])

Metric Name	Metric Description	Metric Expression
% Variance Net Sales Value vs OP (YTD)	This metric calculates the year-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (YTD)] - [OP Sales Value (YTD)]) / [OP Sales Value (YTD)])
% Variance OP EOP Retail Value vs Last Year	This metric calculates the percentage increase or decrease of the original plan ending inventory value over last year's ending inventory value.	(([OP EOP Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Variance OP Gross Margin Value vs Last Year	This metric calculates the percent increase or decrease of original plan gross margin value over last year.	(([OP Gross Margin Value] - [OP Gross Margin Value (Last Year)]) / [OP Gross Margin Value (Last Year)])
% Variance OP Markdown Value vs Last Year	This metric calculates the percentage increase or decrease of original plan markdowns this year over actual markdowns last year.	(([OP Markdown Value] - [OP Markdown Value (Last Year)]) / [OP Markdown Value (Last Year)])
% Variance OP Sales Value vs Last Year	This metric calculates the percentage increase or decrease in original plan sales over last year net sales, by week.	(([OP Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Variance Profit vs CP	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the current plan profit.	((Profit - [CP Profit]) / [CP Profit])
% Variance Promotion Markdown Value vs CP	This metric calculates percent variance in promotion markdown sales compared to plan.	(([Promotion Markdown Value] - [CP Promotion Markdown Value]) / [CP Promotion Markdown Value])
% Variance Promotion Value vs Competitor Promotion Price	This metric calculates percent variance between a retailer's average promotion retail value and its competitor's promotion price.	((([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price]) / [Avg Competitor Promotion Price])
% Variance Receipts Units vs CP	This metric calculates percent variance unit quantity versus plan unit quantity of received items.	(([Receipts Units] - [CP Receipts Units]) / [CP Receipts Units])
% Variance Receipts Value vs CP	This metric calculates percent variance retail value versus plan retail value of received items.	(([Receipts Retail Value] - [CP Receipts Retail Value]) / [CP Receipts Retail Value])

Metric Name	Metric Description	Metric Expression
% Variance Receipts Value vs OP	This metric calculates percent variance retail value versus original plan retail value of received items.	(([Receipts Retail Value] - [OP Receipts Retail Value]) / [OP Receipts Retail Value])
% Variance Regular Markdown Value vs CP	This metric calculates percent variance in regular markdown sales versus plan.	(([Regular Markdown Value] - [CP Regular Markdown Value]) / [CP Regular Markdown Value])
% Variance Regular Value vs Competitor Regular Price	This metric calculates percent variance between a retailer's average regular retail value and its competitor's regular price.	((([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price]) / [Avg Competitor Regular Price])
% Variance Sales Units vs CP	This metric calculates percent variance in unit sales versus plan.	(([Sales Units] - [CP Sales Units]) / [CP Sales Units])
% Variance Stock Turn Value vs CP	This metric calculates percent variance stock turn versus plan stock turn.	(([Stock Turn Value] - [CP Stock Turn Value]) / [CP Stock Turn Value])
All Market Department Sales Value at FDM CRMA level (MO) (Local)	This metric calculates total market sales value, in primary currency, for all departments at the FDM CRMA level (market area level 1).	[Market Sales Value (Local)]
All Market Department Sales Value at RMA level (MO) (Local)	This metric calculates total market sales value, in primary currency, for all departments at the RMA level (market area level 3).	[Market Sales Value (Local)]
Available Units	This metric calculates the vendor availability in units.	[Available Quantity]
Available Units (Item, Supplier)	This metric calculates the vendor availability in units by supplier.	[Available Quantity]
Average Days Early	This metric calculates the average length of time in days a delivery is early, based on purchase order dates or advance shipment notification.	[Average Days Early]
Average Days Late	This metric calculates the average length of time in days a delivery is late, based on purchase order dates or advance shipment notification.	[Average Days Late]

Metric Name	Metric Description	Metric Expression
Average Hours Early	This metric calculates the average length of time in hours a delivery is early, based on purchase order dates or advance shipment notification.	[Average Hours Early]
Average Hours Late	This metric calculates the average length of time in hours a delivery is late, based on purchase order dates or advance shipment notification.	[Average Hours Late]
Average Supplier Invoice Cost Amount	This metric calculates the average cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Average Supplier Invoice Cost Amount]
Avg ACV Weighted Distribution Percent	This metric calculates the percent of stores stocking the product, weighted by All Commodity Volume (ACV).	[Avg ACV Weighted Distribution Percent]
Avg COGS per Week (Period)	This metric calculates weekly average value of cost of goods sold during a period.	(([Sales Value (Period)] - [Profit (Period)]) / [No of Weeks (Period)])
Avg COGS per Week (Post Period)	This metric calculates weekly average value of cost of goods sold during a post period.	(([Sales Value (Post Period)] - [Profit (Post Period)]) / [No of Weeks (Post Period)])
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	(([Sales Value (Prior Period)] - [Profit (Prior Period)]) / [No of Weeks (Prior Period)])
Avg Competitor Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Competitor Multi Unit Retail Amount]
Avg Competitor Price	This metric calculates a competitor's retail price per unit.	[Avg Competitor Unit Retail Amount]
Avg Competitor Price (Local)	This metric calculates a competitor's retail amount per unit, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Promotion Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Promotion Price (Local)	This metric calculates a competitor's average promotion retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Regular Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]

Metric Name	Metric Description	Metric Expression
Avg Competitor Regular Price (Local)	This metric calculates a competitor's average regular retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Component Item Contrib to Pack Profit	This metric calculates profit derived per unit per item when sold as part of a pack, including profit lost on returns.	([Pack Profit] / [Pack Sales Units])
Avg Component Item Contrib to Pack Sales Value	This metric calculates the value derived per unit per item when sold as part of a pack.	([Pack Sales Value] / [Pack Sales Units])
Avg Contract Cost Value	This metric calculates the average purchase cost negotiated for this contract	[Average Contract Cost Amount]
Avg EOH Retail Value	This metric calculates average stock price based on dividing ending on hand value by ending on hand units.	([EOH Retail Value] / [EOH Units])
Avg Market Items per Store Selling	This metric calculates the average number of different UPCs for selected product available in each store carrying the product.	[Avg Market Items per Store Selling]
Avg Market Non-Promotion Retail Value	This metric calculates the average retail value for market items not on promotion, based on the difference between market sales and market promotion sales.	(([Market Sales Value] - [Market Promotion Sales Value]) / ([Market Sales Units] - [Market Promotion Sales Units]))
Avg Market Promotion Retail Value	This metric calculates the average market retail value based on promotion market sales and total quanitity of promotion market units sold.	([Market Promotion Sales Value] / [Market Promotion Sales Units])
Avg Market Retail Value	This metric calculates the average market retail value based on market sales and total quantity of market units sold.	([Market Sales Value] / [Market Sales Units])
Avg Max Space Allocation (Cb)	This metric calculates the maximum space allocated per item, in cubic units.	[Avg Cubic Max Amount]
Avg Max Space Allocation (Ln)	This metric calculates the maximum space allocated per item, in linear units.	[Avg Linear Max Amount]
Avg Max Space Allocation (Sq)	This metric calculates the maximum space allocated per item, in square units.	[Avg Square Max Amount]
Avg Min Space Allocation (Cb)	This metric calculates the minimum space allocated per item in cubic units.	[Avg Cubic Min Amount]
Avg Min Space Allocation (Ln)	This metric calculates the minimum space allocated per item, in linear units.	[Avg Linear Min Amount]

Metric Name	Metric Description	Metric Expression
Avg Min Space Allocation (Sq)	This metric calculates the minimum space allocated per item, in square units.	[Avg Square Min Amount]
Avg Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Multi Unit Retail Price]
Avg Net Retail Value	This metric calculates the average retail value of an item based on total net sales and unit quantity sold.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	(([Sales Value] - [Promotion Sales Value]) / ([Sales Units] - [Promotion Sales Units]))
Avg Profit	This metric calculates the average profit earned on sales minus the average profit lost on returns.	[Avg Profit Amount]
Avg Profit on Net Net Cost per Transaction	This metric calculates the average profit on net net cost on a transaction basis.	([Profit on Net Net Cost] / [No of Sales Transactions])
Avg Profit on Sales	This metric calculates average profit earned on sales. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit on Sales (Last Year)	This metric calculates average profit earned on sales, for last year. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit per Month	This metric calculates profit over the number of periods in the time period selected.	(Profit / [No of Months])
Avg Profit per Space Allocation (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Cb)])
Avg Profit per Space Allocation (Last Year) (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])
Avg Profit per Space Allocation (Last Year) (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])
Avg Profit per Space Allocation (Last Year) (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space, last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])

Metric Name	Metric Description	Metric Expression
Avg Profit per Space Allocation (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Ln)])
Avg Profit per Space Allocation (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Sq)])
Avg Profit per Store	This metric calculates average profit per store based on total profit and the number of stores with sales.	(Profit / [No of Stores with Sales])
Avg Profit per Store (Last Year)	This metric calculates average profit per store for last year, by week.	([Profit (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Profit per Store Last Year (Local)	This metric calculates average profit per store for last year, by week, displayed in the store's local currency.	([Profit (Last Year) (Local)] / [No of Stores with Sales (Last Year)])
Avg Profit per Week (Period)	This metric calculates average weekly profit, including profit lost on returns, for a period.	([Profit (Period)] / [No of Weeks (Period)])
Avg Profit per Week (Post Period)	This metric calculates average weekly profit, including profit lost on returns, for the post period.	([Profit (Post Period)] / [No of Weeks (Post Period)])
Avg Profit per Week (Prior Period)	This metric calculates average weekly profit, including profit lost on returns, for the prior period.	([Profit (Prior Period)] / [No of Weeks (Prior Period)])
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	([Promotion Sales Value] / [Promotion Sales Units])
Avg Promotion Retail Value (Local)	This metric calculates average promotion retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Promotion Sales Value (Local)] / [Sales Units])
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	([Regular Sales Value] / [Regular Sales Units])
Avg Regular Retail Value (Local)	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Regular Sales Value (Local)] / [Sales Units])
Avg Regular Sales Units (Period Day)	This metric calculates average units of regular sales for an evaluation period in days.	[Avg Gross Sales Quantity]

Metric Name	Metric Description	Metric Expression
Avg Regular Sales Units (Period Day) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in days.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Week)	This metric calculates average units of regular sales for an evaluation period in weeks.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Week) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in weeks.	[Avg Gross Sales Quantity]
Avg Regular Sales Value (Period Day)	This metric calculates average value of regular sales for an evaluation period in days.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Day) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in days.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Last Year)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Last Year) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in week's, for last year.	[Avg Gross Sales Amount]
Avg Retail Price	This metric calculates average retail price.	[Avg Unit Retail Amount]
Avg Retail Price (Local)	This metric calculates the average retail price, displayed in the store's local currency.	[Avg Unit Retail Amount (Local)]
Avg Retail Price (MTD)	This metric calculates period to date average retail price for an item.	[Avg Unit Retail Amount]
Avg Retail Price (WTD)	This metric calculates week to date average retail price for an item, by day.	[Avg Unit Retail Amount]
Avg Retail Price (YTD)	This metric calculates year to date average retail price for an item.	[Avg Unit Retail Amount]
Avg Retail Value	This metric calculates the average retail value of an item based on total sales and unit quantity sold.	([Sales Value] / [Sales Units])

Metric Name	Metric Description	Metric Expression
Avg Retail Value (Local)	This metric calculates the average retail value of an item based on total sales and unit quantity sold., displayed in the store's local currency.	([Sales Value (Local)] / [Sales Units])
Avg Retail Value (MTD)	This metric calculates period to date average retail value for an item, by week.	([Sales Value (MTD)] / [Sales Units (MTD)])
Avg Retail Value (WTD)	This metric calculates period to date average retail value for an item, by day.	([Sales Value (WTD)] / [Sales Units (WTD)])
Avg Retail Value (YTD)	This metric calculates year to date average retail value for an item.	([Sales Value (YTD)] / [Sales Units (YTD)])
Avg Sales per Space Allocation (Cb)	This metric calculates average sales generated per average cubic unit of allocated space.	([Avg Sales Value] / [Avg Cubic Amount])
Avg Sales per Space Allocation (Last Year) (Cb)	This metric calculates average sales generated per average cubic unit of allocated space last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])
Avg Sales per Space Allocation (Last Year) (Ln)	This metric calculates average sales generated per average linear unit of allocated space, last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])
Avg Sales per Space Allocation (Last Year) (Sq)	This metric calculates average sales generated per average square unit of allocated space, last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])
Avg Sales per Space Allocation (Ln)	This metric calculates average sales generated per average linear unit of allocated space.	([Avg Sales Value] / [Avg Space Allocation (Ln)])
Avg Sales per Space Allocation (Sq)	This metric calculates average sales generated per average square unit of allocated space.	([Avg Sales Value] / [Avg Space Allocation (Sq)])
Avg Sales Units per Transaction	This metric calculates average sales units per transaction based on total sales units and the number of sales transactions.	([Sales Units] / [No of Sales Transactions])
Avg Sales Value	This metric calculates average sales value. The amount does not include returns but is inclusive of VAT.	[Avg Sales Amount]
Avg Sales Value (Last Year)	This metric calculates average sales value for last year.. The amount does not include returns but is inclusive of VAT.	[Avg Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Avg Sales Value per Month	This metric calculates sales over the number of periods in the time period selected.	([Sales Value] / [No of Months])
Avg Sales Value per Store	This metric calculates average sales per store based on total sales and the number of stores with sales.	([Sales Value] / [No of Stores with Sales])
Avg Sales Value per Store (Last Year)	This metric calculates average sales value per store for last year, by week.	([Sales Value (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Sales Value per Transaction	This metric calculates average sales per transaction based on total sales and the number of sales transactions.	([Sales Value] / [No of Sales Transactions])
Avg Sales Value per Unit	This metric calculates average net sales value per unit.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Sales Value per Week (Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a period.	([Sales Value (Period)] / [No of Weeks (Period)])
Avg Sales Value per Week (Post Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a post period.	([Sales Value (Post Period)] / [No of Weeks (Post Period)])
Avg Sales Value per Week (Prior Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a prior period.	([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])
Avg Space Allocation (Cb)	This metric calculates average space allocated, in cubic units.	[Avg Cubic Amount]
Avg Space Allocation (Item, Region)(Ln)	This metric calculates the average linear distance allocated for all items at the region level.	[Avg Linear Amount]
Avg Space Allocation (Last Year) (Cb)	This metric calculates average space allocated last year, in cubic units.	[Avg Cubic Amount]
Avg Space Allocation (Last Year) (Ln)	This metric calculates the average space allocated, in linear units, last year.	[Avg Linear Amount]
Avg Space Allocation (Last Year) (Sq)	This metric calculates the average space allocated, in square units, last year.	[Avg Square Amount]
Avg Space Allocation (Ln)	This metric calculates average space allocated, in linear units.	[Avg Linear Amount]
Avg Space Allocation (Sq)	This metric calculates average space allocated, in square units.	[Avg Square Amount]

Metric Name	Metric Description	Metric Expression
Avg Stock Cost Value	This metric calculates the average stock cost value.	(([BOH Cost Value] + [EOH Cost Value (SUM)]) / ([No of Weeks with Stock] + 1))
Avg Stock Cost Value (Last Year)	This metric calculates the average stock cost value, for last year.	(([BOH Cost Value (Last Year)] + [EOH Cost Value (SUM) (Last Year)]) / ([No of Weeks with Stock (Last Year)] + 1))
Avg Stock Retail Value	This metric calculates the average stock retail value.	(([BOH Retail Value] + [EOH Retail Value (SUM)]) / ([No of Weeks with Stock] + 1))
Avg Stock Retail Value (Last Year)	This metric calculates the average last year stock retail value.	(([BOH Retail Value (Last Year)] + [EOH Retail Value (SUM) (Last Year)]) / ([No of Weeks with Stock (Last Year)] + 1))
Base Cost	This metric calculates the supplier base cost. It is stored in primary currency.	[Base Cost Amount]
Base Cost (Last Month)	This metric calculates the supplier dead net cost. It is stored in primary currency.	[Base Cost Amount]
BOC Total Units	This metric calculates total unit balance of contract.	([Contract Quantity] - [Contract Order Quantity])
BOC Total Value	This metric calculates the base selling value of balance of contract	(([Contract Quantity] - [Contract Order Quantity]) * [Avg Contract Cost Value])
BOH Cost Value	This metric calculates the cost value of the stock on hand at the beginning of the time period selected.	[Stock On Hand Cost Amount]
BOH Cost Value (Last Year)	This metric calculates cost value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Cost Amount]
BOH Retail Value	This metric calculates the retail value of the stock on hand at the beginning of the time period selected.	[Stock On Hand Retail Amount]
BOH Retail Value (Class)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the class level.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
BOH Retail Value (Class, Last Year)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the class level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Company)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the company level.	[Stock On Hand Retail Amount]
BOH Retail Value (Company, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the company level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Department)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the department level.	[Stock On Hand Retail Amount]
BOH Retail Value (Department, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the department level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Division)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the division level.	[Stock On Hand Retail Amount]
BOH Retail Value (Division, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the division level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Group)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the group level.	[Stock On Hand Retail Amount]
BOH Retail Value (Group, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the group level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
BOH Retail Value (MTD)	This metric calculates the period-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (MTD, Last Year)	This metric calculates the period-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (YTD)	This metric calculates the year-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Units	This metric calculates the unit quantity of stock on hand at the beginning of a selected period.	[Stock On Hand Quantity]
BOH Weeks of Supply	This metric calculates the ratio of beginning inventory value to sales value on weekly basis.	([BOH Retail Value] / ([Sales Value] / [No of Weeks with Sales]))
BOH Weeks of Supply (Last Year)	This metric calculates the ratio of beginning inventory value to sales value on weekly basis, for last year.	([BOH Retail Value (Last Year)] / ([Sales Value (Last Year)] / [No of Weeks with Sales (Last Year)]))
Case Packs Received	This metric calculates the number of case packs received based on the case pack quantity as supplied by the primary supplier.	([Receipts Units] / [Primary Supplier Case Pack Quantity])
Case Packs Sold	This metric calculates the number of case packs sold based on the case pack quantity as supplied by the primary supplier.	([Sales Units] / [Primary Supplier Case Pack Quantity])

Metric Name	Metric Description	Metric Expression
Change in % Contrib Profit on Net Net Cost to Group vs Last Year	This metric calculates the variance of the percent contribution of profit on net net cost to group vs the percent contribution of last year's profit on net net cost to the group.	([% Contrib Profit on Net Net Cost to Group] - [% Contrib Profit on Net Net Cost to Group (Last Year)])
Change in % Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for this year to last year.	([% Contrib Sales Value to Group] - [% Contrib Sales Value to Group (Last Year)])
Change in Avg Sales per Store vs Last Year	This metric calculates percent variance in average sales per store at the location level over the previous year.	([Avg Sales Value per Store] - [Avg Sales Value per Store (Last Year)])
Change in Market Sales Value vs Last Year	This metric calculates the difference between this year's total market sales and last year's total market sales.	([Market Sales Value] - [Market Sales Value (Last Year)])
Change in Net Net Cost per Store vs Last Year	This metric calculates variance in net net cost per deal participation stores over the previous year.	([Net Net Cost per Store] - [Net Net Cost per Store (Last Year)])
Change in Profit on Net Net Cost per Store vs Last Year	This metric calculates the variance of the profit on net net cost per deal participating stores vs the last year's profit on net net cost per deal participating stores, stored in primary currency.	([Profit on Net Net Cost per Store] - [Profit on Net Net Cost per Store (Last Year)])
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	([Sales Value] - [Sales Value (Last Year)])
Clearance Markdown Value	This metric calculates net clearance markdown sales.	[Markdown Amount]
Clearance Markdown Value (Day)	This metric calculates net clearance markdown sales for a day.	[Markdown Amount]
Clearance Markdown Value (Last Week)	This metric calculates total net clearance markdown sales last week.	[Markdown Amount]
Clearance Markdown Value (Last Year)	This metric calculates net clearance markdown sales for last year.	[Markdown Amount]
Clearance Markdown Value (MTD)	This metric calculates net clearance markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Clearance Markdown Value (WTD)	This metric calculates net clearance markdown sales from the beginning of the week to the day selected.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Clearance Markdown Value (YTD)	This metric calculates net clearance markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Clearance Markdown Value VAT	This metric calculates the VAT amount for clearance markdowns.	[Markdown VAT Amount]
Clearance Pack Sales Value	This metric calculates the total value of clearance pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Clearance Profit Value	This metric calculates profit earned on clearance sales.	[Profit Amount]
Clearance Sales Units	This metric calculates the total unit quantity of clearance-priced items sold.	[Sales Quantity]
Clearance Sales Value	This metric calculates the total value of clearance sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Commitment Total Units	This metric calculates the balance of contract added to stock on order in units.	(([BOC Total Units] + [On Order Units]) + [EOH Units])
Commitment Total Value	This metric calculates the base selling value of balance-of-contract units, on-order units and stock on hand units.	(([BOC Total Value] + [On Order Retail Value]) + [EOH Retail Value])
Comp Store Profit	This metric calculates total comparable store profit, including comparable store profit lost on returns.	[Profit Amount]
Comp Store Profit (Last Year)	This metric calculates total comparable store profit last year by week, including comparable store profit lost on returns last year, by week.	[Profit Amount]
Comp Store Profit on Sales	This metric calculates comparable store profit earned on regular, clearance, and promotion sales.	[Profit Amount]
Comp Store Profit on Sales (Last Year)	This metric calculates comparable store profit earned on regular, clearance, and promotion sales for last year.	[Profit Amount]
Comp Store Sales Value	This metric calculates comparable store sales, excluding sales of stores that have not been opened fifty-three (53) weeks before the start of the comparable period or are already closed at the end of the comparable period.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Comp Store Sales Value (Last Year)	This metric calculates comparable store sales for last year, excluding sales of stores that have not been opened fifty-three (53) weeks before the start of the comparable period or are already closed at the end of the comparable period.	[Sales Amount]
Contract Cost Unit Value	This metric calculates the contract cost per unit.	([Contract Cost Value] / [Contract Quantity])
Contract Cost Value	This metric calculates the contract cost amount.	[Contract Cost Amount]
Contract Order Cost Unit Value	This metric calculates the contract order cost per unit.	([Contract Order Cost Value] / [Contract Order Quantity])
Contract Order Cost Value	This metric calculates the contract on order cost amount.	[Contract Order Cost Amount]
Contract Order Cost Value (Department)	This metric calculates the contract on order cost amount, at the department level.	[Contract Order Cost Amount]
Contract Order Quantity	This metric calculates the total ordered quantity for the contract.	[Contract Order Quantity]
Contract Quantity	This metric calculates the total contracted amount to be ordered from the vendor.	[Contract Quantity]
Conversion Rate	This metric calculates the transaction conversion rate by dividing number of store transactions by amount of store traffic.	(([No of Total Transactions] / [Store Traffic]) * 100)
Cost Amount	This metric calculates the average cost amount.	[Avg Cost Amount]
Cost Amount (YTD)	This metric calculates the year to date average cost amount per unit.	[Avg Cost Amount]
Cost of Goods Sold	This metric calculates the cost of goods sold. It is defined as sales minus profit earned on sales, minus profit lost on returns.	([Sales Value] - Profit)
Cost of Goods Sold (Last Year)	This metric calculates the cost of goods sold for last year, by week	([Sales Value (Last Year)] - [Profit (Last Year)])
Cost of Goods Sold (Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a period.	([Sales Value (Period)] - [Profit (Period)])

Metric Name	Metric Description	Metric Expression
Cost of Goods Sold (Post Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a post period.	([Sales Value (Post Period)] - [Profit (Post Period)])
Cost of Goods Sold (Prior Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a prior period.	([Sales Value (Prior Period)] - [Profit (Prior Period)])
Cost per Piece Mailed for Promotion	This metric calculates promotion delivery costs per customer.	[Promotion Cost Per Mail]
CP Avg Profit per Space Allocation (Cb)	This metric calculates current plan average profit, per cubic unit of space allocated to an item.	([CP Profit] / [Avg Space Allocation (Cb)])
CP Avg Profit per Space Allocation (Ln)	This metric calculates current plan average profit, per linear unit of space allocated to an item	([CP Profit] / [Avg Space Allocation (Ln)])
CP Avg Profit per Space Allocation (Sq)	This metric calculates current plan average profit, per square unit of space allocated to an item.	([CP Profit] / [Avg Space Allocation (Sq)])
CP Avg Sales Value per Space Allocation (Cb)	This metric calculates current plan average sales, per cubic unit of space allocated to an item.	([CP Sales Value] / [Avg Space Allocation (Cb)])
CP Avg Sales Value per Space Allocation (Ln)	This metric calculates current plan average sales, per linear unit of space allocated to an item.	([CP Sales Value] / [Avg Space Allocation (Ln)])
CP Avg Sales Value per Space Allocation (Sq)	This metric calculates current plan average sales, per square unit of space allocated to an item.	([CP Sales Value] / [Avg Space Allocation (Sq)])
CP Avg Stock Cost Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	(([CP BOP Cost Value] + [CP EOP Cost Value (SUM)]) / ([No of Weeks with CP Stock] + 1))
CP Avg Stock Retail Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	(([CP BOP Retail Value] + [CP EOP Retail Value (SUM)]) / ([No of Weeks with CP Stock] + 1))
CP BOP Cost Value	This metric calculates the cost value of plan stock on hand at the beginning of the time period selected.	[CP BOP Cost Amount]

Metric Name	Metric Description	Metric Expression
CP BOP Retail Value	This metric calculates the selling value of plan stock on hand at the beginning of the time period selected.	[CP BOP Retail Amount]
CP BOP Retail Value (Class)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the class level.	[CP BOP Retail Amount]
CP BOP Retail Value (Company)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the company level.	[CP BOP Retail Amount]
CP BOP Retail Value (Department)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the department level.	[CP BOP Retail Amount]
CP BOP Retail Value (Division)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the division level.	[CP BOP Retail Amount]
CP BOP Retail Value (Group)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the group level.	[CP BOP Retail Amount]
CP BOP Weeks of Supply	This metric calculates the ratio of current plan beginning inventory value to current plan sales value on weekly basis.	([CP BOP Retail Value] / ([CP Sales Value] / [No of Weeks with CP Sales]))
CP Clearance Markdown Value	This metric calculates the current plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (Last Year)	This metric calculates the current plan clearance markdown value, for last year.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (MTD)	This metric calculates the period-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (Plan STD)	This metric calculates the plan season-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (YTD)	This metric calculates the year-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Commitments	This metric calculates the current plan value of items ordered but not approved	[CP Commitments Retail Amount]
CP Cost of Goods Sold	This metric calculates plan cost of goods sold. It is defined as plan sales value minus plan profit value.	([CP Sales Value] - [CP Profit])

Metric Name	Metric Description	Metric Expression
CP EOP Cost Value	This metric calculates the cost value of plan stock on hand at the end of the time period selected.	[CP EOP Cost Amount]
CP EOP Cost Value (SUM)	This metric calculates the cost value of plan stock on hand over the duration of a selected period.	[CP EOP Cost Amount]
CP EOP Retail Value	This metric calculates the selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (MTD)	This metric calculates the period-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (Plan STD)	This metric calculates the plan season-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (SUM)	This metric calculates the selling value of plan stock on hand over the duration of a selected period.	[CP EOP Retail Amount]
CP EOP Retail Value (YTD)	This metric calculates the year-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP GMROI	This metric calculates the current plan gross margin return on inventory investment, as current plan gross margin value divided by current plan average inventory at cost.	([CP Gross Margin Value] / [CP Avg Stock Cost Value])
CP Gross Margin Value	This metric calculates the current plan gross margin value based on current plan gross profit amount.	[CP Gross Profit Amount]
CP Gross Margin Value (Last Year)	This metric calculates the current plan gross margin value, based on current plan gross profit amount, for last year.	[CP Gross Profit Amount]
CP Gross Margin Value (MTD)	This metric calculates the period-to-date current plan gross margin value, based on current plan gross profit amount.	[CP Gross Profit Amount]
CP Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date current plan gross margin value, based on current plan gross profit amount.	[CP Gross Profit Amount]
CP Gross Margin Value (YTD)	This metric calculates the year-to-date current plan gross margin value, based on current plan gross profit amount.	[CP Gross Profit Amount]

Metric Name	Metric Description	Metric Expression
CP Markdown Value	This metric calculates plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value] + [CP Promotion Markdown Value]) + [CP Regular Markdown Value])
CP Markdown Value (Last Year)	This metric calculates plan markdown value for clearance, promotion and regular sales, for last year.	(([CP Clearance Markdown Value (Last Year)] + [CP Promotion Markdown Value (Last Year)]) + [CP Regular Markdown Value (Last Year)])
CP Markdown Value (MTD)	This metric calculates the period-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (MTD)] + [CP Promotion Markdown Value (MTD)]) + [CP Regular Markdown Value (MTD)])
CP Markdown Value (Plan STD)	This metric calculates the plan season-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (Plan STD)] + [CP Promotion Markdown Value (Plan STD)]) + [CP Regular Markdown Value (Plan STD)])
CP Markdown Value (YTD)	This metric calculates the year-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (YTD)] + [CP Promotion Markdown Value (YTD)]) + [CP Regular Markdown Value (YTD)])
CP On Order Cancel Retail Value	This metric calculates the current plan value of cancelled orders.	[CP Order Cancelled Retail Amount]
CP On Order Retail Value	This metric calculates the current plan value of goods that have been ordered.	[CP Order Retail Amount]
CP Profit	This metric calculates total plan profit based on expected sales.	[CP Profit Amount]
CP Profit (Area)	This metric calculates plan profit based on expected sales, at the area level.	[CP Profit Amount]
CP Profit (Chain)	This metric calculates plan profit based on expected sales, at the chain level.	[CP Profit Amount]
CP Profit (Company)	This metric calculates plan profit based on expected sales, at the company level.	[CP Profit Amount]

Metric Name	Metric Description	Metric Expression
CP Profit (Department)	This metric calculates plan profit based on expected sales, at the department level.	[CP Profit Amount]
CP Profit (District)	This metric calculates plan profit based on expected sales, at the district level.	[CP Profit Amount]
CP Profit (Division)	This metric calculates plan profit based on expected sales, at the division level.	[CP Profit Amount]
CP Profit (Last Week)	This metric calculates plan profit based on expected sales, for last week.	[CP Profit Amount]
CP Profit (Last Year)	This metric calculates plan profit based on expected sales, for last year.	[CP Profit Amount]
CP Profit (Location)	This metric calculates plan profit based on expected sales, at the location level.	[CP Profit Amount]
CP Profit (Region)	This metric calculates plan profit based on expected sales, at the region level.	[CP Profit Amount]
CP Promotion Markdown Value	This metric calculates plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (Last Year)	This metric calculates the current plan promotion markdown value, for last year.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (MTD)	This metric calculates the period-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (Plan STD)	This metric calculates the period-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (YTD)	This metric calculates the year-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Receipts Cost Value	This metric calculates a current plan cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (MTD)	This metric calculates a current plan, period-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (PlanSTD)	This metric calculates a current plan, season-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (YTD)	This metric calculates a current plan, year-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Retail Value	This metric calculates a current plan retail value of an item that is expected to be received.	[CP Receipts Retail Amount]

Metric Name	Metric Description	Metric Expression
CP Receipts Retail Value (MTD)	This metric calculates a current plan, period-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (PlanSTD)	This metric calculates a current plan, season-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (YTD)	This metric calculates a current plan, year-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Units	This metric calculates the plan quantity of units expected to be received.	[CP Receipts Quantity]
CP Received Retail Value	This metric calculates a current plan retail value of an item that has actually been received.	[CP Received Retail Amount]
CP Regular Markdown Value	This metric calculates plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (Last Year)	This metric calculates the current plan regular markdown value, for last year.	[CP Regular Markdown Amount]
CP Regular Markdown Value (MTD)	This metric calculates the period-to-date, current plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (Plan STD)	This metric calculates the plan season-to-date current plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (YTD)	This metric calculates the year-to-date current plan regular markdown value.	[CP Regular Markdown Amount]
CP Return to Vendor Retail Value	This metric calculates the total current plan retail amount of items planned to be returned to the vendor for any reason.	[CP Return to Vendor Retail Amount]
CP Return to Vendor Units	This metric calculates the total current plan quantity of items planned to be retruned to the vendor for any reason.	[CP Return to Vendor Quantity]
CP Sales Units	This metric calculates total plan sales units based on regular, clearance and promotion plan sales units. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Area)	This metric calculates total plan sales units based on regular, clearance and promotion plan sales units. Inclusion of returns is dependent on data source.	[CP Sales Quantity]

Metric Name	Metric Description	Metric Expression
CP Sales Units (Chain)	This metric calculates the quantity of plan sales units at the chain level. Inclusion of returns is dependent on data source	[CP Sales Quantity]
CP Sales Units (Company)	This metric calculates the current plan total company sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Department)	This metric calculates the current plan total department sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (District)	This metric calculates the quantity of plan sales units at the district level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Division)	This metric calculates the quantity of plan sales units at the division level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Group)	This metric calculates the current plan total group sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Last Week)	This metric calculates the quantity of plan sales units for last week by week. Inclusion of returns is dependent on data source..	[CP Sales Quantity]
CP Sales Units (Last Year)	This metric calculates the quantity of plan sales units for last year by week. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (Location)	This metric calculates the quantity of plan sales units at the location level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]
CP Sales Units (MTD)	This metric calculates the current plan month-to-date sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Plan STD)	This metric calculates the current plan season-to-date sales units, based on regular, clearance, and promotional sales quantity. This is net of returns.	[CP Sales Quantity]
CP Sales Units (Region)	This metric calculates the quantity of plan sales units at the region level. Inclusion of returns is dependent on data source.	[CP Sales Quantity]

Metric Name	Metric Description	Metric Expression
CP Sales Value	This metric calculates the current plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Area)	This metric calculates the current plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Chain)	This metric calculates total plan sales value at the chain level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Class)	This metric calculates the current plan total class sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Company)	This metric calculates the current plan total company sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Department)	This metric calculates the current plan total department sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (District)	This metric calculates total plan sales value at the district level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Division)	This metric calculates total plan sales value at the district level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Group)	This metric calculates the current plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
CP Sales Value (Last Week)	This metric calculates total plan sales value for last week by week, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Last Year)	This metric calculates total plan sales value for last year by week, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Location)	This metric calculates the current plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (MTD)	This metric calculates the current plan month-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Plan STD)	This metric calculates the current plan season-to-date sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Region)	This metric calculates total plan sales value at the region level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (YTD)	This metric calculates the current plan year-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value Weeks of Supply	This metric calculates the weeks of supply based on the current plan stock-on-hand value vs the average sales for the selected evaluation period.	([CP EOP Retail Value] / [Avg Regular Sales Value (Period Week)])
CP Shrinkage Value	his metric calculates the current plan shortage value (or current plan shrinkage value).	[CP Shrinkage Retail Amount]
CP Stock to Sales	This metric calculates the current plan stock-to-sales ratio, as current plan beginning of period stock on hand divided by current plan sales value.	([CP BOP Retail Value] / [CP Sales Value])

Metric Name	Metric Description	Metric Expression
CP Stock Turn Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	([CP Sales Value] / [CP Avg Stock Retail Value])
CP Total Inventory Reduction	This metric calculates the summation of current plan sales, current plan markdowns, current plan shrink and current plan return to vendor.	((([CP Sales Value] + [CP Markdown Value]) + [CP Shrinkage Value]) + [CP Return to Vendor Retail Value])
CP Total Receipts	This metric calculates current plan total receipts, by adding what is planned to be received, on-order, commitments and projected receipts and subtracting on-order cancel.	(((([CP Received Retail Value] + [CP On Order Retail Value]) - [CP On Order Cancel Retail Value]) + [CP Commitments]) + [CP Receipts Retail Value])
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	[Currency Exchange Rate]
Dead Net Cost	This metric calculates the supplier dead net cost. It is stored in primary currency.	[Dead Net Cost Amount]
Dead Net Cost (Last Month)	This metric calculates the supplier dead net cost for the last period. It is stored in primary currency.	[Dead Net Cost Amount]
Dead Net Cost (Local)	This metric calculates the supplier dead net cost. It is stored in local currency.	[Dead Net Cost Amount (Local)]
Delivery Accuracy Rating	This metric calculates delivery accuracy rating for a supplier, based on the percentage of deliveries that were on target, or where the quantity was received as expected.	([No of On Target Deliveries] / [No of Deliveries])
Delivery Accuracy Rating (Last Year)	This metric calculates last year's delivery accuracy rating for a supplier, based on the percentage of deliveries that were on target, or where the quantity was received as expected.	([No of On Target Deliveries (Last Year)] / [No of Deliveries (Last Year)])
Delivery Accuracy Rating Variance	This metric calculates variance in the supplier Delivery Accuracy Rating over the previous year.	(([Delivery Accuracy Rating] - [Delivery Accuracy Rating (Last Year)]) / [Delivery Accuracy Rating (Last Year)])

Metric Name	Metric Description	Metric Expression
Department Share Variance	This metric calculates the variance between the market share for a department and the market share for all departments when compared across the same market levels. This metric is provided in primary currency.	([RMA to FDM CRMA Total Market Share] - [Market Share for Department RMA to FDM CRMA])
Department Share Variance (Local)	This metric calculates the variance between the market share for a department and the market share for all departments when compared all departments when compared across the same market levels. This metric is provided in local currency.	([RMA to FDM CRMA Total Market Share (Local)] - [Market Share for Department RMA to FDM CRMA (Local)])
Difference in Base Cost vs Last Month	This metric calculates the difference in supplier base cost between this period and last period.	([Base Cost] - [Base Cost (Last Month)])
Difference in Dead Net Cost vs Last Month	This metric calculates the difference in supplier dead net cost between this period and last period.	([Dead Net Cost] - [Dead Net Cost (Last Month)])
Difference in Net Cost vs Last Month	This metric calculates the difference in supplier net cost between this period and last period.	([Net Cost] - [Net Cost (Last Month)])
Difference in Net Net Cost vs Last Month	This metric calculates the difference in supplier net net cost between this period and last period.	(([Net Net Cost] - [Net Net Cost (Last Month)]) / [Net Net Cost (Last Month)])
Employee Discount Amount	This metric calculates the employee discount amount.	[Employee Discount Gross Sales Amount]
EOH Clearance Retail Value	This metric calculates the clearance retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Cost Value	This metric calculates the cost value of the stock on hand at the end of the time period selected.	[Stock On Hand Cost Amount]
EOH Cost Value (SUM)	This metric calculates the total cost value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Cost Amount]
EOH Cost Value (SUM) (Last Year)	This metric calculates the total cost value for all Stock on Hand over the duration of a selected period from last year.	[Stock On Hand Cost Amount]
EOH Promotion Retail Value	This metric calculates the promotion retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
EOH Regular Retail Value	This metric calculates the regular retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value	This metric calculates the retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (Company)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the company level.	[Stock On Hand Retail Amount]
EOH Retail Value (Company, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the company level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Department)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the department level.	[Stock On Hand Retail Amount]
EOH Retail Value (Department, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the department level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Division)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the division level.	[Stock On Hand Retail Amount]
EOH Retail Value (Division, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the division level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Group)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the group level.	[Stock On Hand Retail Amount]
EOH Retail Value (Group, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the group level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Last Week)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last week.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
EOH Retail Value (Last Week) (Last Year)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last week and last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Last Year)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (MTD)	This metric calculates the period-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (MTD, Last Year)	This metric calculates the period-to=date retail value of the stock on hand at the beginning of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value of the stock on hand at the end of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (SUM)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Retail Amount]
EOH Retail Value (SUM) (Last Year)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period from last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Yesterday)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for yesterday.	[Stock On Hand Retail Amount]
EOH Retail Value (YTD)	This metric calculates the year-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value of the stock on hand at the end of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Units	This metric calculates the unit quantity of stock on hand at the end of a selected period.	[Stock On Hand Quantity]

Metric Name	Metric Description	Metric Expression
EOH Units (Last Week)	This metric calculates for the ending stock-on-hand of the previous week.	[Stock On Hand Quantity]
EOH Units (SUM)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Quantity]
EOH Units (Time, Org)	This metric calculates the unit quantity of stock on hand at the end of a selected period.	[Stock On Hand Quantity]
EOH Units (Yesterday)	This metric calculates the unit quantity of stock on hand at the end of a selected period, for yesterday.	[Stock On Hand Quantity]
Failed QC Units	This metric calculates the total quantity of items that are received and failed quality control check.	[Failed QC Units]
Failed QC Units (Last Year)	This metric calculates last year's total quantity of items that were received and failed quality control check.	[Failed QC Units]
First In Range BOH Units	This system metric calculates the beginning-on-hand value.	FirstInRange([Stock On Hand Quantity])
First In Range BOH Units - Running Forecast Sales Units	This system metric calculates the running difference between the beginning-on-hand units and the forecast sales units.	([First In Range BOH Units] - [Running Forecast Sales Units])
First In Range BOH Value	This system metric calculates the beginning-on-hand value.	FirstInRange([Stock On Hand Retail Amount])
First In Range BOH Value - Running Forecast Sales Value	This system metric calculates the running difference between the beginning-on-hand value and the forecast sales value.	([First In Range BOH Value] - [Running Forecast Sales Value])
Forecast Sales Units	This metric calculates the forecasted sales quantity.	[Forecast Sales Quantity]
Forecast Sales Value	This metric calculates the forecasted sales amount.	[Forecast Sales Amount]
GMROI	This metric calculates Gross Margin Return on Investment, based on gross margin value divided by average stock cost value.	([Gross Margin Value] / [Avg Stock Cost Value])
GMROI (Last Year)	This metric calculates Gross Margin Return on Investment for last year, based on gross margin value divided by average stock cost value, for last year.	([Gross Margin Value (Last Year)] / [Avg Stock Cost Value (Last Year)])

Metric Name	Metric Description	Metric Expression
GMROS	This metric measures the gross margin return on space allocated.	([Profit on Net Net Cost] / [Linear Distance])
GMROS (Last Year)	This metric measures last year's gross margin return on space allocated.	([Profit on Net Net Cost (Last Year)] / [Linear Distance (Last Year)])
Gross Margin Value	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	Profit
Gross Margin Value (Last Year)	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (Last Year)]
Gross Margin Value (MTD)	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (MTD)]
Gross Margin Value (MTD, Last Year)	This metric calculates the period-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (MTD, Last Year)]
Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date gross margin value by week, based on regular, clearance, and promotional profit amounts.	Profit
Gross Margin Value (Plan STD, Last Year)	This metric calculates the plan season-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (Plan STD, Last Year)]
Gross Margin Value (WTD)	This metric calculates the week-to-date gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (WTD)]
Gross Margin Value (YTD)	This metric calculates the year-to-date gross margin value, based on regular, clearance, and promotional profit amounts.	[Profit (YTD)]
Gross Margin Value (YTD, Last Year)	This metric calculates the year-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (YTD, Last Year)]
Gross Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales, minus the number of returns.	[Gross Sales Quantity]

Metric Name	Metric Description	Metric Expression
Gross Sales Units (Last Year)	This metric calculates total number of units sold based on regular, clearance and promotion sales, minus the number of returns, for last year.	[Gross Sales Quantity]
Gross Sales Value	This metric calculates total sales sold based on regular, clearance and promotion sales.	[Gross Sales Amount]
Gross Sales Value (Area)	This metric calculates total sales sold based on regular, clearance and promotion sales, minus the returns, at the area level.	[Gross Sales Amount]
Gross Sales Value (Chain)	This metric calculates total sales sold based on regular, clearance and promotion sales, minus the returns, at the chain level.	[Gross Sales Amount]
Gross Sales Value (Class)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the class level.	[Gross Sales Amount]
Gross Sales Value (Class, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the class level, for last year.	[Gross Sales Amount]
Gross Sales Value (Company)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the company level.	[Gross Sales Amount]
Gross Sales Value (Company, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the company level, for last year.	[Gross Sales Amount]
Gross Sales Value (Department)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the department level.	[Gross Sales Amount]
Gross Sales Value (Department, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the department level, for last year.	[Gross Sales Amount]
Gross Sales Value (Division)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the division level.	[Gross Sales Amount]
Gross Sales Value (Division, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the division level, for last year.	[Gross Sales Amount]
Gross Sales Value (Group)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the group level.	[Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Gross Sales Value (Group, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the group level, for last year.	[Gross Sales Amount]
Gross Sales Value (Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, for last year.	[Gross Sales Amount]
Gross Sales Value (MTD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the period-to-date.	[Gross Sales Amount]
Gross Sales Value (MTD, Last Year)	This metric calculates total sales based on regular, clearance and promotion sales, for the period-to-date, last year.	[Gross Sales Amount]
Gross Sales Value (Plan STD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the plan season-to-date.	[Gross Sales Amount]
Gross Sales Value (Plan STD, Last Year)	This metric calculates total sales based on regular, clearance and promotion sales, for the plan season-to-date, last year.	[Gross Sales Amount]
Gross Sales Value (YTD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the year-to-date.	[Gross Sales Amount]
Gross Sales Value (YTD, Last Year)	This metric calculates total gross sales based on regular, clearance and promotion sales, for the year-to-date, last year.	[Gross Sales Amount]
In Transit Cost Value	This metric calculates the cost value of inventory currently in transit.	[In Transit Cost Amount]
In Transit Retail Value	This metric calculates the retail value of inventory currently in transit	[In Transit Retail Amount]
In Transit Units	This metric calculates the unit quantity of inventory currently in transit	[In Transit Cost Quantity]
Incremental Profit	This metric calculates incremental profit based on period profit, prior period profit and post period profit.	((([Profit (Period)] / [No of Weeks (Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)])) + ([Profit (Post Period)] / [No of Weeks (Post Period)])) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)]))

Metric Name	Metric Description	Metric Expression
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	((([Sales Value (Period)] / [No of Weeks (Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])) + (([Sales Value (Post Period)] / [No of Weeks (Post Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])))
InStore Markdown Value	This metric calculates instore markdown sales.	[InStore Markdown Amount]
InStore Markdown Value (Day)	This metric calculates instore markdown sales for the entire day.	[InStore Markdown Amount]
InStore Markdown Value (Last Week)	This metric calculates instore markdown sales for last week.	[InStore Markdown Amount]
InStore Markdown Value (Last Year)	This metric calculates instore markdown sales for last year.	[InStore Markdown Amount]
InStore Markdown Value (MTD)	This metric calculates instore markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (STD)	This metric calculates instore markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (WTD)	This metric calculates instore markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (YTD)	This metric calculates instore markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
InStore Clearance Markdown Value	This metric calculates instore clearance markdown sales.	[InStore Markdown Amount]
InStore Clearance Markdown Value (Last Year)	This metric calculates instore clearance markdown sales for last year.	[InStore Markdown Amount]
InStore Promotion Markdown Value	This metric calculates instore promotion markdown sales.	[InStore Markdown Amount]
InStore Promotion Markdown Value (Day)	This metric calculates instore promotion markdown sales for an entire day.	[InStore Markdown Amount]
InStore Promotion Markdown Value (Last Week)	This metric calculates instore promotion markdown sales for last week.	[InStore Markdown Amount]

Metric Name	Metric Description	Metric Expression
InStore Promotion Markdown Value (MTD)	This metric calculates instore promotion markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (STD)	This metric calculates instore promotion markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (WTD)	This metric calculates instore promotion markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (YTD)	This metric calculates instore promotion markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value	This metric calculates instore regular markdown sales.	[InStore Markdown Amount]
InStore Regular Markdown Value (Day)	This metric calculates instore regular markdown sales for an entire day.	[InStore Markdown Amount]
InStore Regular Markdown Value (Last Week)	This metric calculates instore regular markdown sales for last week.	[InStore Markdown Amount]
InStore Regular Markdown Value (Last Year)	This metric calculates instore regular markdown sales for last year.	[InStore Markdown Amount]
InStore Regular Markdown Value (MTD)	This metric calculates instore regular markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (STD)	This metric calculates instore regular markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (WTD)	This metric calculates instore regular markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (YTD)	This metric calculates instore regular markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
Linear Distance	This metric calculates the amount of space, allocated.	[Linear Amount]
Linear Distance (Last Year)	This metric calculates the amount of space, allocated last year.	[Linear Amount]
Markdown Value	This metric calculates net markdown sales.	[Markdown Amount]
Markdown Value (Company)	This metric calculates net markdown sales for the company.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Markdown Value (Day)	This metric calculates net markdown sales for a day.	[Markdown Amount]
Markdown Value (Last Week)	This metric calculates net markdown sales for last week.	[Markdown Amount]
Markdown Value (Last Year)	This metric calculates net markdown sales for last year.	[Markdown Amount]
Markdown Value (MTD)	This metric calculates net markdown sales from the beginning of the period to the selected day.	[Markdown Amount]
Markdown Value (MTD, Last Year)	This metric calculates net markdown sales from the beginning of the period to the selected day, for last year.	[Markdown Amount]
Markdown Value (Plan STD)	This metric calculates net markdown sales starting from the plan season to the day selected.	[Markdown Amount]
Markdown Value (Plan STD, Last Year)	This metric calculates markdown sales starting from the plan season to the day selected, for last year.	[Markdown Amount]
Markdown Value (STD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (WTD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (YTD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (YTD, Last Year)	This metric calculates net markdown sales starting from the beginning of the year to the day selected, for last year.	[Markdown Amount]
Markdown Value VAT	This metric calculates the VAT amount for clearance, promotion and regular markdowns.	[Markdown VAT Amount]
Market Event Sales Units	This metric calculates total unit sales for any item on feature, display and/or with price reductions.	[Market Event Sales Unit]
Market Event Sales Value	This metric calculates total dollar sales for any item on feature, display and/or with price reduction.	[Market Event Sales Value]

Metric Name	Metric Description	Metric Expression
Market Event Sales Value (Local)	This metric calculates total sales value, in local currency, for any item on feature, display and/or with price reduction.	[Market Event Sales Value (Local)]
Market Incremental Sales Value	This metric calculates the value difference between market event sales and market normalized sales. This value represents the variance in sales resulting from the event.	([Market Event Sales Value] - [Market Normalized Sales Value])
Market Normalized Sales Units	This metric calculates the estimated sales units that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Unit]
Market Normalized Sales Units (Last Year)	This metric calculates the estimated sales units that would have been recorded if there were no impact from display, promotion or price reduction, for last year.	[Market Normalized Sales Unit]
Market Normalized Sales Value	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Value]
Market Normalized Sales Value (Last Year)	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from display, promotion or price reduction, for last year.	[Market Normalized Sales Value]
Market Normalized Sales Value (Local)	This metric calculates the estimated sales value, in local currency, that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Value (Local)]
Market Promotion Sales Units	This metric calculates total unit sales for any item on feature.	[Market Promotion Sales Unit]
Market Promotion Sales Units (Last Year)	This metric calculates total unit sales for any item on feature for last year.	[Market Promotion Sales Unit]
Market Promotion Sales Value	This metric calculates total sales value for any item on feature. This amount is also known as Market Main Ad.	[Market Promotion Sales Value]
Market Promotion Sales Value (Last Year)	This metric calculates total dollar sales for any item on feature last year.	[Market Promotion Sales Value]
Market Promotion Sales Value (Local)	This metric calculates total sales value, in local currency, for any item on feature. This amount is also known as Market Main Ad.	[Market Promotion Sales Value (Local)]

Metric Name	Metric Description	Metric Expression
Market Sales Rate	This metric calculates the sales efficiency of the product in relation to its distribution, based on All Commodity Volume (ACV).	[Market Sales Rate]
Market Sales Units	This metric calculates the total quantity of market units sold.	[Market Sales Unit]
Market Sales Units (FDM CRMA)	This metric calculates the total quantity of market units sold at the FDM CRMA (market area level 1).	[Market Sales Unit]
Market Sales Units (FDM CRMA, (Last Year))	This metric calculates the total quantity of market units sold at the FDM CRMA level (market area level 1) for last year.	[Market Sales Unit]
Market Sales Units (Food CRMA)	This metric calculates the total quantity of market units sold at the Food CRMA level (market area level 2).	[Market Sales Unit]
Market Sales Units (Food CRMA, (Last Year))	This metric calculates the total quantity of market units sold at the food CRMA level (market area level 2) for last year.	[Market Sales Unit]
Market Sales Units (Last Month)	This metric calculates total quantity of market units sold last period, by week.	[Market Sales Unit]
Market Sales Units (Last Week)	This metric calculates total quantity of market units sold last week, by week.	[Market Sales Unit]
Market Sales Units (Last Year)	This metric calculates total quantity of market units sold last year.	[Market Sales Unit]
Market Sales Units (RMA)	This metric calculates the total quantity of market units sold at the RMA level (market area level 3).	[Market Sales Unit]
Market Sales Units (RMA, (Last Year))	This metric calculates the total quantity of market units sold at the RMA level (market area level 3) for last year.	[Market Sales Unit]
Market Sales Value	This metric calculates the total market sales value.	[Market Sales Value]
Market Sales Value (FDM CRMA)	This metric calculates total market sales value at the FDM CRMA level (market area level 1).	[Market Sales Value]
Market Sales Value (FDM CRMA) (Local)	This metric calculates total market sales value at the FDM CRMA level (market area level 1), in local currency.	[Market Sales Value (Local)]
Market Sales Value (FDM CRMA, (Last Year))	This metric calculates total market sales value at the FDM CRMA level (market area level 1) for last year.	[Market Sales Value]

Metric Name	Metric Description	Metric Expression
Market Sales Value (Food CRMA)	This metric calculates total market sales value at the food CRMA level (market area level 2).	[Market Sales Value]
Market Sales Value (Food CRMA) (Local)	This metric calculates total market sales value at the food CRMA level (market area level 2)	[Market Sales Value (Local)]
Market Sales Value (Food CRMA, (Last Year))	This metric calculates total market sales value at the food CRMA level (market area level 2) for last year.	[Market Sales Value]
Market Sales Value (Last Month)	This metric calculates market sales value for last period, by week.	[Market Sales Value]
Market Sales Value (Last Week)	This metric calculates market sales value for last week, by week.	[Market Sales Value]
Market Sales Value (Last Year)	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from a display, promotion or price reduction, for last year.	[Market Sales Value]
Market Sales Value (Local)	This metric calculates total market sales value in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Catg, FDM CRMA)	This metric calculates total market sales value at the FDM CRMA (market area level 1) and Market Category level, in primary currency.	[Market Sales Value]
Market Sales Value (Mkt Catg, FDM CRMA)(Local)	This metric calculates total market sales value at the FDM CRMA (market area level 1) and Market Category level, in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Catg, RMA)	This metric calculates total market sales value at the RMA (market area level 3) and Market Category level, in primary currency.	[Market Sales Value]
Market Sales Value (Mkt Catg, RMA)(Local)	This metric calculates total market sales value at the RMA (market area level 3) and Market Category level, in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Department)	This metric calculates the total market sales value for all market departments.	[Market Sales Value]
Market Sales Value (Month)	This metric calculates market sales value for this period.	[Market Sales Value]

Metric Name	Metric Description	Metric Expression
Market Sales Value (RMA)	This metric calculates total market sales value at the RMA level (market area level 3).	[Market Sales Value]
Market Sales Value (RMA) (Local)	This metric calculates total market sales value at the RMA level (market area level 3).	[Market Sales Value (Local)]
Market Sales Value (RMA)(Local)	This metric calculates total market sales value at the RMA level (market area level 3), in local currency.	[Market Sales Value (Local)]
Market Sales Value (RMA, (Last Year))	This metric calculates total market sales value at the RMA level (market area level 3) for last year.	[Market Sales Value]
Market Share for Department RMA to FDM CRMA	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for the department at the FDM CRMA market levels. This metric is provided in primary currency.	([Market Sales Value (Mkt Catg, RMA)] / [Market Sales Value (Mkt Catg, FDM CRMA)])
Market Share for Department RMA to FDM CRMA (Local)	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for the department at the FDM CRMA market levels. This metric is provided in local currency.	([Market Sales Value (Mkt Catg, RMA)(Local)] / [Market Sales Value (Mkt Catg, FDM CRMA)(Local)])
Markup Value	This metric calculates an increase in list price by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Last Year)	This metric calculates an increase in list price last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD)	This metric calculates an increase in list price from the beginning of the period by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD, Last Year)	This metric calculates an increase in list price from the beginning of the period last year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Plan STD)	This metric calculates an increase in list price from the beginning of the plan season by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]

Metric Name	Metric Description	Metric Expression
Markup Value (Plan STD, Last Year)	This metric calculates an increase in list price from the beginning of the plan season last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (YTD)	This metric calculates an increase in list price from the beginning of the year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (YTD, Last Year)	This metric calculates an increase in list price from the beginning of the year last year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Maximum Supplier Invoice Cost Amount	This metric calculates the maximum cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Maximum Supplier Invoice Cost Amount]
Minimum Supplier Invoice Cost Amount	This metric calculates the minimum cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Minimum Supplier Invoice Cost Amount]
Net Cost	This metric calculates supplier net cost of an item at a location on a given day. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]
Net Cost (Group)	This metric calculates supplier net cost of an item at a location on a given day, for a group total. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]
Net Cost (Group, Last Year)	This metric calculates supplier net cost at the group level, for last year. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]
Net Cost (Last Month)	This metric calculates the supplier net cost for last period. It is stored in primary currency.	[Net Cost Amount]
Net Cost (Last Year)	This metric calculates supplier net cost of an item, for last year. It is defined as the base cost minus any deal components designated by the retailer as applicable to net cost.	[Net Cost Amount]

Metric Name	Metric Description	Metric Expression
Net Cost (Local)	This metric calculates the supplier net cost. It is stored in local currency.	[Net Cost Amount (Local)]
Net Net Cost	This metric calculates the supplier net net cost. It is stored in primary currency.	[Net Net Cost Amount]
Net Net Cost (Last Month)	This metric calculates the supplier net net cost for last period. It is stored in primary currency.	[Net Net Cost Amount]
Net Net Cost (Last Year)	This metric calculates supplier net net cost of an item(s) at a location(s) for last year.	[Net Net Cost Amount]
Net Net Cost (Local)	This metric calculates the supplier net net cost. It is stored in local currency.	[Net Net Cost Amount (Local)]
Net Net Cost per Store	This metric calculates the number of stores (locations) with Net Net Costs.	([Net Net Cost] / [No of Stores with Deal Costs])
Net Net Cost per Store (Last Year)	This metric calculates the number of deal participating stores (locations) with Net Net Costs for Last Year.	([Net Net Cost (Last Year)] / [No of Stores with Deal Costs (Last Year)])
No of Days	This metric counts the number of distinct days.	[No of Days]
No of Days (Month)	This metric counts the total number of days during a particular month	[No of Days]
No of Days on Display	The metric counts the number of days an item is on display.	[No of Days on Display]
No of Days on Feature	The metric counts the number of days an item is featured.	[No of Days on Feature]
No of Days Out of Stock	This metric counts the number of distinct days where stock position is equal to zero.	[No of Days with Stock]
No of Days with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Days with Sales]
No of Deliveries	This metric calculates total number of on target, over target, under target and mismatched deliveries made by a supplier.	((([No of On Target Deliveries] + [No of Over Target Deliveries]) + [No of Under Target Deliveries]) + [No of Mismatched Deliveries])

Metric Name	Metric Description	Metric Expression
No of Deliveries (Last Year)	This metric calculates last year's total number of on target, over target, under target and mismatched deliveries made by a supplier.	((([No of On Target Deliveries (Last Year)] + [No of Over Target Deliveries (Last Year)]) + [No of Under Target Deliveries (Last Year)]) + [No of Mismatched Deliveries (Last Year)])
No of Early Deliveries	This metric calculates total number of deliveries that were early.	[No of Early Deliveries]
No of Early Deliveries (Last Year)	This metric calculates last year's total number of deliveries that were early.	[No of Early Deliveries]
No of Expected Deliveries	This metric calculates the total number of expected deliveries based on supplier schedules, purchase order dates, and advance shipment notifications.	((([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]) + [No of Missed Deliveries])
No of Expected Deliveries (Last Year)	This metric calculates last year's total number of expected deliveries based on supplier schedules, purchase order dates, and advance shipment notifications.	((([No of On Time Deliveries (Last Year)] + [No of Early Deliveries (Last Year)]) + [No of Late Deliveries (Last Year)]) + [No of Missed Deliveries (Last Year)])
No of Full Order Deliveries	This metric calculates total number of deliveries received where the purchase order was received in full. This is the number of full order deliveries.	[No of Full Order Deliveries]
No of Full Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received where the purchase order was received in full. This is last year's number of full order deliveries.	[No of Full Order Deliveries]
No of Items	This metric counts the number of distinct items.	[No of Items]
No of Items (Department)	This metric counts the number of distinct items in a department.	[No of Items]
No of Items in Stock	This metric counts the number of distinct items in stock where the most recent ending on hand units value is greater than zero	[No of Items in Stock]
No of Items Stocked (Department, Week)	This metric counts the number of distinct items in stock at the department and week.	[No of Items in Stock]

Metric Name	Metric Description	Metric Expression
No of Items Supplied	This metric calculates the number of items supplied by the primary supplier.	[No of Items]
No of Items with Promotion Sales	This metric calculates the number of items with promotional sales.	[No of Items with Sales]
No of Items with Sales	This metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Items with Sales (Department) (MO)	This metric counts the number of all the distinct items with sales within a particular department regardless of the filter or template.	[No of Items with Sales]
No of Items with Sales (Mkt Department)	This metric counts the number of distinct items that have sales associated with them, at the market department level.	[No of Items with Sales]
No of Items with Sales (Time Calendar) (MO)	This system metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Late Deliveries	This metric calculates the total number of deliveries that were late.	[No of Late Deliveries]
No of Late Deliveries (Last Year)	This metric calculates last year's total number of deliveries that were late.	[No of Late Deliveries]
No of Mismatched Deliveries	This metric calculates the total number of deliveries, where quantity was received for items not ordered. This is the number of mismatched deliveries.	[No of Mismatched Deliveries]
No of Mismatched Deliveries (Last Year)	This metric calculates last year's total number of deliveries, where quantity was received for items not ordered. This was last year's number of mismatched deliveries.	[No of Mismatched Deliveries]
No of Missed Deliveries	This metric calculates total number of deliveries that did not arrive when expected based on schedules, purchase order dates, or shipment notifications. This is the number of missed deliveries.	(([No of Missed Shipment Deliveries] + [No of Missed Order Deliveries]) + [No of Missed Scheduled Deliveries])
No of Missed Deliveries (Last Year)	This metric calculates last year's total number of deliveries that did not arrive when expected based on schedules, purchase order dates, or shipment notifications. This was last year's number of missed deliveries.	(([No of Missed Shipment Deliveries (Last Year)] + [No of Missed Order Deliveries (Last Year)]) + [No of Missed Scheduled Deliveries (Last Year)])

Metric Name	Metric Description	Metric Expression
No of Missed Order Deliveries	This metric calculates the total number of deliveries missed on overdue purchase orders. This is the number of missed order deliveries.	[No of Missed Order Deliveries]
No of Missed Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed on overdue purchase orders. This was last year's number of missed order deliveries.	[No of Missed Order Deliveries]
No of Missed Scheduled Deliveries	This metric calculates the total number of deliveries missed from expected scheduled deliveries. This is the number of missed scheduled deliveries.	[No of Missed Schedule Deliveries]
No of Missed Scheduled Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed from expected scheduled deliveries. This was last year's number of missed scheduled deliveries.	[No of Missed Schedule Deliveries]
No of Missed Shipment Deliveries	This metric calculates the total number of deliveries missed on expected shipments. This is the number of missed shipment deliveries.	[No of Missed ASN Deliveries]
No of Missed Shipment Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed on expected shipments. This was last year's number of missed shipment deliveries.	[No of Missed ASN Deliveries]
No of Mkt Items with Sales (Mkt Catg)	This metric counts the number of all the distinct market items with sales within a particular market category.	[No of Mkt Items with Sales]
No of Months	This metric counts the number of distinct periods.	[No of Months]
No of On Target Deliveries	This metric calculates the total number of deliveries where the quantity of items was received as expected. This is the number of on target deliveries.	[No of On Target Deliveries]
No of On Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where the quantity of items was received as expected. This was last year's number of on target deliveries.	[No of On Target Deliveries]
No of On Time Deliveries	This metric calculates the total number of deliveries that arrived on time.	[No of On-time Deliveries]
No of On Time Deliveries (Last Year)	This metric calculates last year's total number of deliveries that arrived on time.	[No of On-time Deliveries]

Metric Name	Metric Description	Metric Expression
No of Order Deliveries	This metric calculates the total number of deliveries received towards fulfilling orders. This is the number of order deliveries.	(([No of Full Order Deliveries] + [No of Part Order Deliveries]) + [No of Over Order Deliveries])
No of Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received towards fulfilling orders. This was last year's number of order deliveries.	(([No of Full Order Deliveries (Last Year)] + [No of Part Order Deliveries (Last Year)]) + [No of Over Order Deliveries (Last Year)])
No of Over Order Deliveries	This metric calculates total number of deliveries received where more than the purchase order was received. This is the number of over order deliveries.	[No of Over Order Deliveries]
No of Over Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received where more than the purchase order was received. This was last year's number of over order deliveries.	[No of Over Order Deliveries]
No of Over Target Deliveries	This metric calculates the total number of deliveries where quantity of items received was more than expected. This is the number of over target deliveries.	[No of Over Target Deliveries]
No of Over Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where quantity of items received was more than expected. This was last year's number of over target deliveries.	[No of Over Target Deliveries]
No of Part Order Deliveries	This metric calculates the total number of deliveries made where the purchase order was received in part. This is the number of part order deliveries.	[No of Part Order Deliveries]
No of Part Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries made where the purchase order was received in part. This was last year's number of part order deliveries.	[No of Part Order Deliveries]
No of Return Transactions	This metric counts the number of distinct transactions where returns occurred.	[No of Return Transactions]
No of Sales Transactions	This metric counts the number of distinct transactions where sales occurred.	[No of Sales Transactions]
No of Stores	This metric counts the total number of distinct stores.	[No of Stores]

Metric Name	Metric Description	Metric Expression
No of Stores with Deal Costs	This metric counts the number of distinct deal participating stores (locations).	[No of Stores with Deal Costs]
No of Stores with Deal Costs (Last Year)	This metric counts the number of distinct deal participating stores (locations) for Last Year.	[No of Stores with Deal Costs]
No of Stores with Promotion Sales	This metric counts the number of distinct stores with promotions.	[No of Stores with Sales]
No of Stores with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Last Year)	This metric counts the number of distinct stores (locations) at the segment, location, day level, where sales value for a day, last year is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Time Calendar) (MO)	This system metric counts the number of distinct stores (locations) that have sales.	[No of Stores with Sales]
No of Stores with Stock	This metric counts the number of distinct stores where stock position is greater than zero.	[No of Stores with Stock]
No of Total Transactions	This metric counts the number of distinct transactions where either a sale or return occurred.	[No of Sales Transactions]
No of Under Target Deliveries	This metric calculates the total number of deliveries where quantity of items received was less than expected. This is the number of under target deliveries.	[No of Under Target Deliveries]
No of Under Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where quantity of items received was less than expected. This was last year's number of under target deliveries.	[No of Under Target Deliveries]
No of Unscheduled Deliveries	This metric calculates the total number of deliveries received, that were unscheduled. This is the number of unscheduled deliveries.	[No of Unscheduled Deliveries]
No of Weeks	This metric counts the number of distinct weeks.	[No of Weeks]
No of Weeks (Period)	This metric counts distinct number of weeks within a period.	[No of Weeks]
No of Weeks (Post Period)	This metric counts the distinct number of weeks within a post period.	[No of Weeks]

Metric Name	Metric Description	Metric Expression
No of Weeks (Prior Period)	This metric counts the distinct number of weeks within a prior period.	[No of Weeks]
No of Weeks with CP Sales	This metric counts the number of distinct weeks where current plan regular sales value is greater than zero.	[No of Weeks with CP Sales]
No of Weeks with CP Stock	This metric counts the number of distinct weeks where planned stock position is greater than zero, according to the current plan.	[No of Weeks with CP Stock]
No of Weeks with OP Sales	This metric counts the number of distinct weeks where original plan regular sales value is greater than zero.	[No of Weeks with OP Sales]
No of Weeks with OP Stock	This metric counts the number of distinct weeks where planned stock position is greater than zero, according to the original plan.	[No of Weeks with OP Stock]
No of Weeks with Sales	This metric counts the number of distinct weeks where sales value is greater than zero.	[No of Weeks with Sales]
No of Weeks with Sales (Last Year)	This metric counts the number of distinct weeks where sales value is greater than zero, for last year.	[No of Weeks with Sales]
No of Weeks with Stock	This metric counts the number of distinct weeks where stock position is greater than zero.	[No of Weeks with Stock]
No of Weeks with Stock (Last Year)	This metric counts the number of distinct stores (locations) where sales value is greater than zero, last year.	[No of Weeks with Stock]
Number of Multiple Unit Sales	This metric calculates the unit quantity of multiples.	[Number of Multiple Unit Sales]
On Order Cost Value	This metric calculates the cost value of items on order.	[On Order Cost Amount]
On Order Retail Value	This metric calculates the retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (Last Year)	This metric calculates the retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (MTD)	This metric calculates the period-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (MTD, Last Year)	This metric calculates the period-to-date retail value of items on order, for last year.	[On Order Retail Amount]

Metric Name	Metric Description	Metric Expression
On Order Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (YTD)	This metric calculates the year-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Units	This metric calculates the unit quantity of items on order	[On Order Quantity]
OP Avg Stock Cost Value	This metric calculates the average original plan stock cost value.	(([OP BOP Cost Value] + [OP EOP Cost Value (SUM)]) / ([No of Weeks with OP Stock] + 1))
OP Avg Stock Retail Value	This metric calculates the average original plan stock value.	(([OP BOP Retail Value] + [OP EOP Retail Value (SUM)]) / ([No of Weeks with OP Stock] + 1))
OP BOP Cost Value	This metric calculates cost value for the original plan stock on hand at the beginning of a selected period	[OP BOP Cost Amount]
OP BOP Retail Value	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period	[OP BOP Retail Amount]
OP BOP Retail Value (Company)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the company level.	[OP BOP Retail Amount]
OP BOP Retail Value (Department)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the department level.	[OP BOP Retail Amount]
OP BOP Retail Value (Division)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the division level.	[OP BOP Retail Amount]
OP BOP Retail Value (Group)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the group level.	[OP BOP Retail Amount]

Metric Name	Metric Description	Metric Expression
OP BOP Retail Value (Last Year)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, for last year.	[OP BOP Retail Amount]
OP BOP Retail Value (MTD)	This metric calculates period-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Retail Value (Plan STD)	This metric calculates plan season-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Retail Value (YTD)	This metric calculates year-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Weeks of Supply	This metric calculates the ratio of original plan beginning inventory value to original plan sales value on weekly basis.	([OP BOP Retail Value] / ([OP Sales Value] / [No of Weeks with OP Sales]))
OP Clearance Markdown Value	This metric calculates the original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (Last Year)	This metric calculates the original plan clearance markdown value, for last year.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (MTD)	This metric calculates the period-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (Plan STD)	This metric calculates the plan season-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (YTD)	This metric calculates the year-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Commitments	This metric calculates the original plan value of items ordered but not approved	[OP Commitments Retail Amount]
OP EOP Cost Value (SUM)	This metric calculates the selling cost of the original plan stock on hand over the duration of a selected period.	[OP EOP Cost Amount]
OP EOP Retail Value	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Company)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]

Metric Name	Metric Description	Metric Expression
OP EOP Retail Value (Department)	This metric calculates retail value for the original plan stock on hand at the end of a selected period, at the department level.	[OP EOP Retail Amount]
OP EOP Retail Value (Division)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Group)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Last Year)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (MTD)	This metric calculates period-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP EOP Retail Value (Plan STD)	This metric calculates plan season-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP EOP Retail Value (SUM)	This metric calculates the selling value of the original plan stock on hand over the duration of a selected period.	[OP EOP Retail Amount]
OP EOP Retail Value (YTD)	This metric calculates year-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP GMROI	This metric calculates the original plan gross margin return on inventory investment, as original plan gross margin value divided by original plan average inventory at cost.	([OP Gross Margin Value] / [OP Avg Stock Cost Value])
OP Gross Margin Value	This metric calculates the original plan gross margin value based on original plan gross profit amount.	[OP Gross Profit Amount]
OP Gross Margin Value (Last Year)	This metric calculates the original plan gross margin value, based on the original plan gross profit amount, for last year.	[OP Gross Profit Amount]
OP Gross Margin Value (MTD)	This metric calculates the period-to-date original plan gross margin value, based on the original plan gross profit amount.	[OP Gross Profit Amount]

Metric Name	Metric Description	Metric Expression
OP Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date original plan gross margin value, based on the original plan gross profit amount.	[OP Gross Profit Amount]
OP Gross Margin Value (YTD)	This metric calculates the year-to-date current plan gross margin value, based on the original plan gross profit amount.	[OP Gross Profit Amount]
OP Markdown Value	This metric calculates the original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value] + [OP Promotion Markdown Value]) + [OP Regular Markdown Value])
OP Markdown Value (Last Year)	This metric calculates the original plan markdown value, which is inclusive of clearance, promotion and regular markdowns, for last year.	(([OP Clearance Markdown Value (Last Year)] + [OP Promotion Markdown Value (Last Year)]) + [OP Regular Markdown Value (Last Year)])
OP Markdown Value (MTD)	This metric calculates the period-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (MTD)] + [OP Promotion Markdown Value (MTD)]) + [OP Regular Markdown Value (MTD)])
OP Markdown Value (Plan STD)	This metric calculates the plan season-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (Plan STD)] + [OP Promotion Markdown Value (Plan STD)]) + [OP Regular Markdown Value (Plan STD)])
OP Markdown Value (YTD)	This metric calculates the year-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (YTD)] + [OP Promotion Markdown Value (YTD)]) + [OP Regular Markdown Value (YTD)])
OP On Order Cancel	This metric calculates the original plan value of cancelled orders.	[OP Order Cancelled Retail Amount]
OP On Order Retail Value	This metric calculates the original plan value of goods that have been ordered.	[OP Order Retail Amount]

Metric Name	Metric Description	Metric Expression
OP Promotion Markdown Value	This metric calculates original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (Last Year)	This metric calculates the, original plan promotion markdown value, for last year.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (MTD)	This metric calculates the period-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (Plan STD)	This metric calculates the period-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (YTD)	This metric calculates the year-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Receipts Cost Value	This metric calculates original plan cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (MTD)	This metric calculates original plan, period-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (PlanSTD)	This metric calculates original plan, season-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (YTD)	This metric calculates original plan, year-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Retail Value	This metric calculates original plan retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (MTD)	This metric calculates original plan, period-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (PlanSTD)	This metric calculates original plan, season-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (YTD)	This metric calculates original plan, year-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Units	This metric calculates the original plan quantity of units expected to be received.	[OP Receipts Quantity]
OP Received Retail Value	This metric calculates an original plan retail value of an item that has actually been received.	[OP Received Retail Amount]

Metric Name	Metric Description	Metric Expression
OP Regular Markdown Value	This metric calculates the original plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (Last Year)	This metric calculates the original plan regular markdown value, for last year.	[OP Regular Markdown Amount]
OP Regular Markdown Value (MTD)	This metric calculates the period-to-date, original plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (Plan STD)	This metric calculates the original plan season-to-date current plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (YTD)	This metric calculates the year-to-date, original plan regular markdown value.	[OP Regular Markdown Amount]
OP Return to Vendor Retail Value	This metric calculates the total original plan retail amount of items planned to be returned to the vendor for any reason.	[OP Return to Vendor Retail Amount]
OP Return to Vendor Units	This metric calculates the total original plan quantity of items planned to be returned to the vendor for any reason.	[OP Return to Vendor Quantity]
OP Sales Units	This metric calculates the original plan total number of units sold based on regular, clearance, and promotional unit sales. The quantity is net of returns	[OP Sales Quantity]
OP Sales Units (MTD)	This metric calculates original plan period-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns	[OP Sales Quantity]
OP Sales Units (Plan STD)	This metric calculates original plan season-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns.	[OP Sales Quantity]
OP Sales Units (YTD)	This metric calculates original plan year-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns.	[OP Sales Quantity]
OP Sales Value	This metric calculates the original plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns	[OP Sales Amount]
OP Sales Value (Class)	This metric calculates the original plan total class sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]

Metric Name	Metric Description	Metric Expression
OP Sales Value (Company)	This metric calculates the original plan total company sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Department)	This metric calculates the original plan total department sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Division)	This metric calculates the original plan total division sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Group)	This metric calculates the original plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (MTD)	This metric calculates the original plan period-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Plan STD)	This metric calculates the original plan season-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (YTD)	This metric calculates the original plan year-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Shrinkage Retail Value	This metric calculates the original plan shortage value (or original plan shrinkage value).	[OP Shrinkage Retail Amount]
OP Stock to Sales	This metric calculates the original plan stock-to-sales ratio, as original plan beginning of period stock on hand divided by original plan sales value.	([OP BOP Retail Value] / [OP Sales Value])
OP Stock Turn Value	This metric calculates original plan stock turnover based on original plan sales value divided by original plan average stock value.	([OP Sales Value] / [OP Avg Stock Retail Value])
Open to Ship Units	This metric calculates the unit quantity remaining to be shipped, according to plan.	([CP Receipts Units] - [EOH Units])

Metric Name	Metric Description	Metric Expression
Open to Ship Value	This metric calculates the retail value of items remaining to be shipped, according to plan.	([CP Receipts Retail Value] - [EOH Retail Value])
Open-to-Buy (BOH)	This metric calculates the value of quantity of goods that may be received in stock without exceeding current plan inventory levels, using actual beginning of period stock.	([CP EOP Retail Value] - [Projected EOP Stock Value (BOH)])
Open-to-Buy (CP BOP)	This metric calculates the value of quantity of goods that may be received in stock without exceeding current plan inventory levels, using current plan beginning of period stock.	([CP EOP Retail Value] - [Projected EOP Stock Value (CP BOP)])
Opportunity Gap	This metric calculates the sales value change for a given category which, if realized, would result in the category share value matching share value for all categories. This metric is provided in primary currency.	([Department Share Variance] * [Market Sales Value (Mkt Catg, FDM CRMA)])
Opportunity Gap (local)	This metric calculates the sales value change for a given category which, if realized, would result in the category share value matching share value for all categories. This metric is provided in local currency.	([Department Share Variance (Local)] * [Market Sales Value (Mkt Catg, FDM CRMA)(Local)])
Order Fulfillment Rating Variance	This metric calculates the variance in the Order Fulfillment Rating over the previous year.	(([Order Fullfillment Rating] - [Order Fullfillment Rating (Last Year)]) / [Order Fullfillment Rating (Last Year)])
Order Fullfillment Rating	This metric calculates the Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	([No of Full Order Deliveries] / [No of Order Deliveries])
Order Fullfillment Rating (Last Year)	This metric calculates last year's Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	([No of Full Order Deliveries (Last Year)] / [No of Order Deliveries (Last Year)])
Pack Employee Discount Value	This metric calculates the pack sales, employee discount amount.	[Pack Employee Discount Amount]

Metric Name	Metric Description	Metric Expression
Pack Employee Discount Value (Local)	This metric calculates the pack sales, employee discount amount, in local currency.	[Pack Employee Discount Amount (Local)]
Pack Profit	This metric calculates total profit based on regular, clearance and promotion pack sales, including profit lost on pack returns.	[Pack Profit Amount]
Pack Profit (Pack)	This metric calculates total profit of regular, clearance and promotion pack sales, at the pack level, including profit lost on pack returns.	[Pack Profit Amount]
Pack Sales Units	This metric calculates the total quantity of regular, clearance and promotion pack sales units.	[Pack Sales Quantity]
Pack Sales Value	This metric calculates the total value of regular, clearance and promotion pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Pack Sales Value (Last Year)	This metric calculates total regular, clearance and promotion pack sales for last year. The amount is net of returns and inclusive of VAT.	[Pack Sales Amount]
Pack Sales Value (MTD)	This metric calculates total period to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (MTD, (Last Year))	This metric calculates total period to date regular, clearance and promotion pack sales for last year.	[Pack Sales Amount]
Pack Sales Value (Pack)	This metric calculates total regular, clearance and promotion pack sales at the pack level.	[Pack Sales Amount]
Pack Sales Value (STD)	This metric calculates total season to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (STD, (Last Year))	This metric calculates total season to date regular, clearance and promotion pack sales for last year.	[Pack Sales Amount]
Pack Sales Value (WTD)	This metric calculates total week to date regular, clearance and promotion pack sales.	[Pack Sales Amount]

Metric Name	Metric Description	Metric Expression
Pack Sales Value (YTD)	This metric calculates total year to date regular, clearance and promotion pack sales.	[Pack Sales Amount]
Pack Sales Value (YTD, (Last Year))	This metric calculates total year to date regular, clearance and promotion pack sales for last year.	[Pack Sales Amount]
Passed QC Units	This metric calculates the total quantity of items that are received and passed quality control check.	[Passed QC Units]
Passed QC Units (Last Year)	This metric calculates last year's total quantity of items that were received and passed quality control check.	[Passed QC Units]
Period End Date	This system metric calculates the ending date of a period.	[Period End Date]
Period Start Date	This system metric calculates the beginning date of a period.	[Period Start Date]
Period Start Date - Store Start Date	This system metric calculates the number of days between a period's start date and a store's start date.	ApplySimple("Case When #1 is Null Then (#0-#2) Else (#0-#1) End",[Period Start Date],[Store Start Date],[Period Start Date])
Point Change In Contribution	This metric calculates the value change in contribution of category sales to last year category sales, by week.	(([Sales Value] / [Sales Value (Department)]) - ([Sales Value (Last Year)] / [Sales Value (Department, Last Year)]))
Profit	This metric calculates total regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (All Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. This metric ignores the filter.	[Profit Amount]
Profit (Area)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the area level.	[Profit Amount]
Profit (Chain)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the chain level.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Class)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the class level.	[Profit Amount]
Profit (Company)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the company level.	[Profit Amount]
Profit (Company, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the company level, by week.	[Profit Amount]
Profit (Department)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales, at the department level, displayed in local currency.	[Profit Amount (Local)]
Profit (Department) MF	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (Department, Last Year) MF	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (District)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the district level.	[Profit Amount]
Profit (Division)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the division level.	[Profit Amount]
Profit (Group)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the group level.	[Profit Amount]
Profit (Item)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the item level.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Item) (MF)	This metric calculates profit earned on sales at the item level.	[Profit Amount]
Profit (Item, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the item level, by week.	[Profit Amount]
Profit (Item, Supplier)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, by supplier.	[Profit Amount]
Profit (Last Week)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns for last week, by week.	[Profit Amount]
Profit (Last Week) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last week, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Last Year)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year, by week.	[Profit Amount]
Profit (Last Year) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last year, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Local)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Location)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (MTD)	This metric calculates total month-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (MTD, Last Year)	This metric calculates total period-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Period)	This metric calculates profit, including profit lost on returns, for the period selected.	[Profit Amount]
Profit (Plan STD)	This metric calculates total plan season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Plan STD, Last Year)	This metric calculates total plan season-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit (Post Period)	This metric calculates profit, including profit lost on returns, for the post period selected.	[Profit Amount]
Profit (Prior Period)	This metric calculates profit, including profit lost on returns, for the prior period selected.	[Profit Amount]
Profit (Region)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (STD)	This metric calculates total season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Subclass)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the segment level.	[Profit Amount]
Profit (Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. It also prompts on Time.	[Profit Amount]
Profit (Time, Promotion)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, filtered on time and promotion.	[Profit Amount]
Profit (WTD)	This metric calculates total week-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (YTD)	This metric calculates total year-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (YTD, Last Year)	This metric calculates total year-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit on Base Cost	This metric calculates supplier base profit based on regular, promotion and clearance sales and supplier base cost. It is stored in primary currency.	[Base Profit Amount]
Profit on Base Cost (Department)	This metric calculates total supplier profit on base cost at the department level, based on regular, promotion and clearance sales data and supplier base cost, by department. It is stored in primary currency.	[Base Profit Amount]
Profit on Base Cost (Department, Supplier)	This metric calculates total supplier base profit at the department level, based on regular, promotion and clearance sales data and supplier base cost, by department and all suppliers. It is stored in primary currency.	[Base Profit Amount]
Profit on Base Cost (MF)	This metric calculates supplier profit on base cost based on regular, promotion and clearance sales and supplier base cost, in primary currency, over the time period selected. This metric will only take into account the metric and filter (MF).	[Base Profit Amount]
Profit on Dead Net Cost (MF)	This metric calculates supplier profit on dead net cost based on regular, promotion and clearance sales and supplier dead net cost, in primary currency, over the time period selected. It will only take into account the metric and filter (MF).	[Dead Net Profit Amount]
Profit on Net Cost	This metric calculates supplier net profit based on regular, promotion and clearance sales and supplier net cost. It is stored in primary currency	[Net Profit Amount]
Profit on Net Cost (Department)	This metric calculates total supplier profit on net cost at the department level, based on regular, promotion and clearance sales data and supplier net cost, by department. It is stored in primary currency.	[Net Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit on Net Cost (Department, Supplier)	This metric calculates supplier profit at on net cost at the department level, based on regular, promotion and clearance sales data and supplier net cost, by department and all suppliers. It is stored in primary currency.	[Net Profit Amount]
Profit on Net Cost (MF)	This metric calculates supplier profit on net cost based on regular, promotion and clearance sales and supplier net cost, in primary currency, over the time period selected by the user. It will only take into account the metric and filter (MF).	[Net Profit Amount]
Profit on Net Net Cost	This metric calculates supplier net net profit based on regular, promotion and clearance sales and supplier net net cost.	[Net Net Profit Amount]
Profit on Net Net Cost (Department)	This metric calculates total supplier profit on net net cost at the department level, based on regular, promotion and clearance sales data and supplier net net cost, by department. It is stored in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (Department, Supplier)	This metric calculates supplier net net profit at the department level, based on regular, promotion and clearance sales and supplier base cost. It is stored in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (Group, Last Year)	This metric calculates the profit on net net cost at the group level for last year, in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (Last Year)	This metric calculates the profit on net net cost for last year, in primary currency.	[Net Net Profit Amount]
Profit on Net Net Cost (MF)	This metric calculates supplier profit on net net cost based on regular, promotion and clearance sales and supplier net net cost, in primary currency, over the time . It will only take into account the metric and filter (MF).	[Net Net Profit Amount]
Profit on Net Net Cost per Store	This metric calculates profit on net net cost per deal participating stores (locations), in primary currency.	([Profit on Net Net Cost] / [No of Stores with Deal Costs])

Metric Name	Metric Description	Metric Expression
Profit on Net Net Cost per Store (Last Year)	This metric calculates total supplier profit on net net cost at the department level, based on regular, promotion and clearance sales data and supplier net net cost, by category. It is stored in primary currency.	([Profit on Net Net Cost (Last Year)] / [No of Stores with Deal Costs (Last Year)])
Profit Return on Inventory	This metric calculates profit return on investment. It is defined as profit value divided by average stock value.	((Profit / [EOH Retail Value (SUM)]) / [No of Weeks with Stock])
Projected EOP Stock Value (BOH)	This metric calculates the projected ending inventory value using Actual BOP Stock Value.	(([BOH Retail Value] + [CP Total Receipts]) - ([CP Total Inventory Reduction] + [CP Gross Margin Value]))
Projected EOP Stock Value (CP BOP)	This metric calculates the current plan ending inventory value using current plan BOP Stock Value.	((([CP BOP Retail Value] + [CP Total Receipts]) - [CP Total Inventory Reduction]) - [CP Gross Margin Value])
Promotion Markdown Value	This metric calculates promotion markdown sales.	[Markdown Amount]
Promotion Markdown Value (Day)	This metric calculates promotion markdown sales for an entire day.	[Markdown Amount]
Promotion Markdown Value (Last Week)	This metric calculates promotion markdown sales for last week.	[Markdown Amount]
Promotion Markdown Value (Last Year)	This metric calculates promotion markdown sales for last year.	[Markdown Amount]
Promotion Markdown Value (MTD)	This metric calculates promotion markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Promotion Markdown Value (STD)	This metric calculates promotion markdown sales from the beginning of the season to the day selected.	[Markdown Amount]
Promotion Markdown Value (WTD)	This metric calculates promotion markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Promotion Markdown Value (YTD)	This metric calculates promotion markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Promotion Markdown Value VAT	This metric calculates the VAT amount for promotion markdowns.	[Markdown VAT Amount]

Metric Name	Metric Description	Metric Expression
Promotion Markdown Value VAT	This metric calculates promotion markdown sales.	[Markdown VAT Amount]
Promotion Pack Sales Value	This metric calculates the total value of promotion pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Promotion Profit Value	This metric calculates profit earned on promotion sales.	[Profit Amount]
Promotion Sales Units	This metric calculates the total unit quantity of promotion priced items sold.	[Sales Quantity]
Promotion Sales Units (Item)	This metric calculates the total quantity of promotion priced items sold, by item.	[Sales Quantity]
Promotion Sales Units (Location)	This metric calculates the total quantity of promotion priced items sold, by location.	[Sales Quantity]
Promotion Sales Value	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Last Year)	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Local)	This metric calculates the promotion sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Quality Rating	This metric calculates a supplier's Quality Rating based on the percentage of total items that were received and passed quality control, where a quality control check was required.	([Passed QC Units] / [Receipt QC Units])
Quality Rating (Last Year)	This metric calculates supplier's Quality Rating last year based on the percentage of total items that were received and passed quality control, where a quality control check was required.	([Passed QC Units (Last Year)] / [Receipt QC Units (Last Year)])
Quality Rating Variance	This metric calculates variance in a supplier's Quality Rating over the previous year.	(([Quality Rating] - [Quality Rating (Last Year)]) / [Quality Rating (Last Year)])

Metric Name	Metric Description	Metric Expression
Rate of Sale	This metric calculates rate of sale based on total unit sales divided by the sum of beginning stock on hand and received units.	(([Sales Units] / [BOH Units]) + [Receipt Units])
Receipt QC Units	This metric calculates the total units of quantity received that require quality control.	([Passed QC Units] + [Failed QC Units])
Receipt QC Units (Last Year)	This metric calculates last year's total units of quantity received that require quality control.	([Passed QC Units (Last Year)] + [Failed QC Units (Last Year)])
Receipt Units	This metric calculates the unit quantity received.	[Receipt Units]
Receipt Units (Department) (MO)	This metric calculates the quantity of goods received in units, at the department level.	[Receipt Units]
Receipts Cost Value	This metric calculates the cost value of receipts.	[Receipts Cost Amount]
Receipts Cost Value (Last Year)	This metric calculates a last year cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (MTD)	This metric calculates period to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (MTD, Last Year)	This metric calculates period to date cost value, last year, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (PlanSTD)	This metric calculates plan season to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (PlanSTD, Last Year)	This metric calculates plan season to date, last year cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (YTD)	This metric calculates year to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (YTD, Last Year)	This metric calculates year to date cost value, last year, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Retail Value	This metric calculates the retail value of goods received.	[Receipts Retail Amount]

Metric Name	Metric Description	Metric Expression
Receipts Retail Value (Last Year)	This metric calculates a last year retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (MTD)	This metric calculates period to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (MTD, Last Year)	This metric calculates period to date retail value, last year, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (PlanSTD)	This metric calculates plan season to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (PlanSTD, Last Year)	This metric calculates plan season to date, last year retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (YTD)	This metric calculates year to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (YTD, Last Year)	This metric calculates year to date retail value, last year, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Units	This metric calculates the quantity of goods received in units.	[Receipts Quantity]
Regular Markdown Value	This metric calculates regular markdown sales.	[Markdown Amount]
Regular Markdown Value (Day)	This metric calculates regular markdown sales for an entire day.	[Markdown Amount]
Regular Markdown Value (Last Week)	This metric calculates regular markdown sales for last week.	[Markdown Amount]
Regular Markdown Value (Last Year)	This metric calculates regular markdown sales for last year.	[Markdown Amount]
Regular Markdown Value (MTD)	This metric calculates regular markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Regular Markdown Value (STD)	This metric calculates regular markdown sales from the beginning of the season to the day selected.	[Markdown Amount]
Regular Markdown Value (WTD)	This metric calculates regular markdown sales from the beginning of the week to the day selected.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Regular Markdown Value (YTD)	This metric calculates regular markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Regular Markdown Value VAT	This metric calculates the VAT amount for regular markdowns.	[Markdown VAT Amount]
Regular Markdown Value VAT	This metric calculates regular markdown sales.	[Markdown VAT Amount]
Regular Pack Sales Value	This metric calculates the total value of regular pack sales. The amount does not include returns but is inclusive of VAT.	[Pack Sales Amount]
Regular Profit Value	This metric calculates profit earned on regular sales.	[Profit Amount]
Regular Sales Units	This metric calculates the total unit quantity of regular-priced items sold.	[Sales Quantity]
Regular Sales Value	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Last Year)	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Local)	This metric calculates the regular sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Return Profit Amount	This metric calculates profit lost on returns.	[Return Profit Amount]
Return Units	This metric calculates the quantity of items returned by the customer, in units.	[Return Quantity]
Return Units (Day)	This metric calculates the quantity of items returned by customers in units for a day	[Return Quantity]
Return Units (Last Week)	This metric calculates the quantity of items returned by customers in units, for last week.	[Return Quantity]
Return Units (Last Year)	This metric calculates the quantity of items returned by customers in units, for last year.	[Return Quantity]
Return Units (MTD)	This metric calculates the quantity of items returned by the customer.	[Return Quantity]

Metric Name	Metric Description	Metric Expression
Return Units (STD)	This metric calculates the quantity of items returned by customers in units, for season to date.	[Return Quantity]
Return Units (WTD)	This metric calculates the quantity of items returned by customers in units, for week to date.	[Return Quantity]
Return Units (YTD)	This metric calculates the quantity of items returned by customers in units, for year to date.	[Return Quantity]
Return Value	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Area)	This metric calculates the total value of regular, clearance and promotion returns at the area level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Chain)	This metric calculates the total value of regular, clearance and promotion returns at the chain level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class)	This metric calculates the total value of regular, clearance and promotion returns at the class level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the class level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company)	This metric calculates the total value of regular, clearance and promotion returns at the company level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the company level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Day)	This metric calculates the value of items returned by the customer.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Department)	This metric calculates the total value of regular, clearance and promotion returns at the department level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Department, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the department level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division)	This metric calculates the total value of regular, clearance and promotion returns at the Division level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the Division level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group)	This metric calculates the total value of regular, clearance and promotion returns at the group level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the group level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Last Week)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Last Year)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Local)	This metric calculates the value of items returned by the customer, displayed in the store's local currency.	[Return Amount (Local)]
Return Value (Location, Time Calendar (MO)	This system metric calculates the value of items returned, based on transaction sales, by location, during the time period selected.	[Return Amount]
Return Value (MTD)	This metric calculates the value of items returned by the customer.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, for last year period-to-date. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Plan STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (WTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, year-to-date, last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
RMA to FDM CRMA Total Market Share	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for all categories at the FDM CRMA market levels. This metric is provided in primary currency.	([Total RMA Market Sales Value (MO)] / [Total FDM CRMA Market Sales Value (MO)])
RMA to FDM CRMA Total Market Share (Local)	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for all categories at the FDM CRMA market levels. This metric is provided in local currency.	([Total RMA Market Sales Value (MO)(Local)] / [Total FDM CRMA Market Sales Value (MO)(Local)])
RTV Cost Value	This metric calculates the total cost value of items returned to the vendor for any reason.	[RTV Cost Amount]
RTV Retail Value	This metric calculates the total retail value of items returned to the vendor for any reason.	[RTV Retail Amount]

Metric Name	Metric Description	Metric Expression
RTV Units	This metric calculates the total quantity of items returned to the supplier for any reason, in units.	[RTV Units]
Running Forecast Sales Units	This system metric calculates the running forecast sales quantity.	RunningSum([Forecast Sales Quantity])
Running Forecast Sales Value	This system metric calculates the running forecast sales value.	RunningSum([Forecast Sales Amount])
Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the area level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Area, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the chain level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Chain, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Class)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the class level. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Company, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the company level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Company, Last Year)	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Quantity]
Sales Units (Day)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for a day. The quantity is net of returns.	[Sales Quantity]
Sales Units (Department)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the department level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Department, Last Week)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last week. The amount is net of returns and inclusive of VAT.	[Sales Quantity]
Sales Units (Department, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, at the department level, for last year. The quantity is net of returns.	[Sales Quantity]
Sales Units (District)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]
Sales Units (District, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the district level. The quantity is net of returns.	[Sales Quantity]
Sales Units (District, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the district level. The quantity is net of returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Division)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the division level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Group)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the group level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Item)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the item level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Last Month)	This metric calculates total sales units, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Quantity]
Sales Units (Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Loc, Day) (MF)	This metric calculates the total units of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Quantity]
Sales Units (Loc, Last Week) (MF)	This metric calculates the total sales units during the last week of the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Loc, Last Year) (MF)	This metric calculates the total sales units during the last year if the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Location)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Location) (MF)	This metric calculates the total sales units during the time period selected (MF) by location.	[Sales Quantity]
Sales Units (MTD)	This metric calculates period to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Period)	This metric calculates total unit sales for the period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Post Period)	This metric calculates total unit sales for the post period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Prior Period)	This metric calculates total unit sales for the prior period selected. The quantity does not include returns..	[Sales Quantity]
Sales Units (Region)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the region level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Region, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Region, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Segment)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the segment level. The quantity does not include returns.	[Sales Quantity]
Sales Units (STD)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for season-to-date. The quantity is net of returns.	[Sales Quantity]
Sales Units (Time, Org)	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (WTD)	This metric calculates week to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (YTD)	This metric calculates year to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units Days of Supply	This metric calculates the days of supply based on the current stock-on-hand quantity vs the average units sold for the selected evaluation period.	([EOH Units (Yesterday)] / [Avg Regular Sales Units (Period Day)])
Sales Units Days of Supply (Dynamic)	This metric calculates the days of supply based on the current stock-on-hand quantity vs the average units sold for the selected evaluation period.	([EOH Units (Yesterday)] / [Avg Regular Sales Units (Period Day) (Dynamic)])
Sales Units Weeks of Supply	This metric calculates the weeks of supply based on the current stock-on-hand vs the average units sold for the selected evaluation period.	([EOH Units] / [Avg Regular Sales Units (Period Week)])
Sales Units Weeks of Supply (Dynamic)	This metric calculates the weeks of supply based on the current stock-on-hand vs the average units sold for the selected evaluation period.	([EOH Units (Last Week)] / [Avg Regular Sales Units (Period Week) (Dynamic)])
Sales Value	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (All Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. This metric ignores the filter (MT).	[Sales Amount]
Sales Value (Area)	This metric calculates the total value of regular, clearance and promotion sales at the area level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Area, (Last Year))	This metric calculates total area sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Area, Last Week)	This metric calculates total area sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain)	This metric calculates the total value of regular, clearance and promotion sales at the chain level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, (Last Year))	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, Last Week)	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class)	This metric calculates the total value of regular, clearance and promotion sales, at the class level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion sales, at the class level for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company)	This metric calculates the total value of regular, clearance and promotion sales at the company level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company, (Last Year))	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (Company, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Department)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the department level, displayed in the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Department) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Week)	This metric calculates the total value of regular, clearance and promotion sales, for the department, last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year) (MF)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (District)	This metric calculates the total value of regular, clearance and promotion sales at the district level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (District, (Last Year))	This metric calculates total district sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (District, Last Week)	This metric calculates total district sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Division)	This metric calculates the total value of regular, clearance and promotion sales at the Division level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, (Last Year))	This metric calculates total division sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group)	This metric calculates the total value of regular, clearance and promotion sales at the group level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group, (Last Year))	This metric calculates total group sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item) (MF)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item, (Last Year))	This metric calculates total item sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item, Supplier)	This metric calculates the total value of regular, clearance and promotion sales, by supplier. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Last Month)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week)	This metric calculates total sales value for last week, by week, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Last Year)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Year) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Loc, Day) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Amount]
Sales Value (Loc, Last Week) (MF)	This metric calculates the total sales value during the last week of the time period selected (MF) by location.	[Sales Amount]
Sales Value (Loc, Last Year) (MF)	This metric calculates the total sales value during the last year if the time period selected (MF) by location.	[Sales Amount]
Sales Value (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency. The amount does not include returns but is inclusive of VAT	[Sales Amount (Local)]

Metric Name	Metric Description	Metric Expression
Sales Value (Location)	This metric calculates the total value of regular, clearance and promotion sales at the location level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location) (MF)	This metric calculates the total sales value during the time period selected (MF) by location.	[Sales Amount]
Sales Value (Location, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location, Time Calendar) (MO)	This system metric calculates the total sales value of items by location, during the time period selected.	[Sales Amount]
Sales Value (Market Department)(ABS)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market category sales for those items chosen.	[Sales Amount]
Sales Value (Market Department)(STD)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market department sales for those items chosen.	[Sales Amount]
Sales Value (MTD)	The metric calculates period to date sales value, based on regular, clearance and promotion sales, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Plan STD)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Post Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the post period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Prior Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the prior period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region)	This metric calculates the total value of regular, clearance and promotion sales at the region level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, (Last Year))	This metric calculates total region sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, Last Week)	This metric calculates total region sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (STD)	The metric calculates season to date sales value, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Amount]
Sales Value (STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. It also has a prompt of time attached as a condition, so it will filter on time.	[Sales Amount]
Sales Value (WTD)	The metric calculates week to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (WTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD)	The metric calculates year to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value Days of Supply	This metric calculates the days of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Yesterday)] / [Avg Regular Sales Value (Period Day)])
Sales Value Days of Supply (Dynamic)	This metric calculates the days of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Yesterday)] / [Avg Regular Sales Value (Period Day) (Dynamic)])
Sales Value Ind (Loc, (Last Year)) (MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item.	[Sales Amount]
Sales Value Indicator (Item,Loc,Day)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given day, item and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value Indicator (Item,Loc,Wk)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Last Year)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given segment and location for last year, by week. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Location)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given location.	[Sales Amount]
Sales Value Weeks of Supply	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value] * (1 / [Avg Regular Sales Value (Period Week)]))
Sales Value Weeks of Supply (Dynamic)	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Last Week)] / [Avg Regular Sales Value (Period Week) (Dynamic)])
Sales Value Weeks of Supply (Last Year)	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Last Year)] / [Avg Regular Sales Value (Period Week) (Last Year)])
SOH Adjustment Cost Value	This metric calculates the cost value of stock on hand adjustments made after a unit only stock count.	[SOH Adjustment Cost Amount]
SOH Adjustment Retail Value	This metric calculates the retail value of stock on hand adjustments made after a unit only stock count.	[SOH Adjustment Retail Amount]
SOH Adjustment Units	This metric calculates adjustment quantity of stock on hand made after a unit only stock count.	[SOH Adjustment Units]
SOH Units (Day)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Quantity]
StkLedger % Cumulative Markup	This metric calculates the stock ledger cumulative markup percent.	[StkLedger % Cumulative Markup]
StkLedger % Cumulative Markup (Last Year)	This metric calculates the stock ledger cumulative markup percent, for last year.	[StkLedger % Cumulative Markup]

Metric Name	Metric Description	Metric Expression
StkLedger % Gross Margin	This metric calculates percent gross margin as gross margin value divided by sales value, from the Stock Ledger system. Data is available at the subclass/location/week level and higher.	([StkLedger Gross Margin Value] / [StkLedger Sales Retail Value])
StkLedger % Total Markdown	This metric calculates percent total stock ledger markdown value as total markdown value divided by total sales value.	([StkLedger Total Markdown Value] / [StkLedger Sales Retail Value])
StkLedger Avg Stock Cost Value	This metric calculates the average stock retail value, from the Stock Ledger system.	(([StkLedger BOH Cost Value] + [StkLedger EOH Cost Value (SUM)]) / ([No of Weeks with Stock] + 1))
StkLedger Avg Stock Retail Value	This metric calculates the average stock cost value, from the Stock Ledger system.	(([StkLedger BOH Retail Value] + [StkLedger EOH Retail Value (SUM)]) / ([No of Weeks with Stock] + 1))
StkLedger BOH Cost Value	This metric calculates beginning stock on hand cost value for the week selected, from the Stock Ledger system.	[StkLedger BOH Cost Amount]
StkLedger BOH Cost Value (SUM)	This metric calculates beginning stock on hand cost value for the selected week, from the Stock Ledger system.	[StkLedger BOH Cost Amount]
StkLedger BOH Retail Value	This metric calculates beginning stock on hand retail value for the week selected, from the Stock Ledger system.	[StkLedger BOH Retail Amount]
StkLedger BOH Retail Value (SUM)	Stock Ledger begins on hand value, aggregated across time.	[StkLedger BOH Retail Amount]
StkLedger Capital Turn	This metric calculates capital stock turn for the time period selected, based on total sales value divided by average inventory cost value, from the Stock Ledger system.	([StkLedger Sales Retail Value] / (([StkLedger BOH Cost Value (SUM)] + [StkLedger EOH Cost Value]) / ([No of Weeks with Stock] + 1)))
StkLedger Cash Discount Value	This metric calculates cash discount value, from the Stock Ledger system.	[StkLedger Cash Discount Amount]
StkLedger Clearance Markdown Value	This metric calculates clearance markdown value, from the Stock Ledger system.	[StkLedger Clearance Markdown Amount]
StkLedger Cost Receipt Value	This metric calculates cost value of receipts, from the Stock Ledger system.	[StkLedger Receipts Cost Amount]

Metric Name	Metric Description	Metric Expression
StkLedger Employee Discount Value	This metric calculates retail value of employee discounts, from the Stock Ledger system.	[StkLedger Employee Discount Amount]
StkLedger EOH Adjustment Value	This metric calculates current selling value of stock on hand adjustment, from the Stock Ledger system	[StkLedger SOH Adjustment Retail Amount]
StkLedger EOH Cost Value	This metric calculates ending oh hand value at cost, from the Stock Ledger system.	[StkLedger EOH Cost Amount]
StkLedger EOH Cost Value (SUM)	This metric calculates beginning stock on hand cost value aggregated across time, from the Stock Ledger system.	[StkLedger EOH Cost Amount]
StkLedger EOH Counted Value	This metric calculates current selling value of counted ending on hand stock, from the Stock Ledger system.	[StkLedger Actual Stock Retail Amount]
StkLedger EOH Retail Value	This metric calculates the value of ending stock on hand, from the Stock Ledger system.	[StkLedger EOH Retail Amount]
StkLedger EOH Retail Value (SUM)	Stock Ledger ending on hand retail value, aggregated across time.	[StkLedger EOH Retail Amount]
StkLedger Freight Cost Value	This metric calculates cost value of freight, from the Stock Ledger system.	[StkLedger Freight Cost Amount]
StkLedger GMROI	This metric calculates gross margin return on investment, based on the gross margin value divided by average stock cost value, from the Stock Ledger system.	([StkLedger Gross Margin Value] / [StkLedger Avg Stock Cost Value])
StkLedger Gross Margin Value	This metric calculates gross profit, from the Stock Ledger system. Data is available at the subclass/location/week level and higher.	[StkLedger Gross Profit Amount]
StkLedger Gross Margin Value(Local)	This metric calculates gross profit, from the Stock Ledger system. Data is available at the subclass/location/week level and higher, in local currency.	[StkLedger Gross Profit Amount (Local)]
StkLedger Markdown Cancel Value	This metric calculates cancelled markup value from the Stock Ledger system.	[StkLedger Markdown Cancelled Amount]
StkLedger Markup Cancel Value	This metric calculates cancelled markdown value from the Stock Ledger system.	[StkLedger Markup Cancelled Amount]
StkLedger Markup Value	This metric calculates markup value from the Stock Ledger system	[StkLedger Markup Amount]

Metric Name	Metric Description	Metric Expression
StkLedger Permanent Markdown Value	This metric calculates permanent markdown value from the Stock Ledger system.	[StkLedger Permanent Markdown Amount]
StkLedger Promotion Markdown Value	This metric calculates promotional markdown value from the Stock Ledger system.	[StkLedger Promotion Markdown Amount]
StkLedger Receipt Retail Value	This metric calculates the retail value of receipts from the Stock Ledger system.	[StkLedger Receipts Retail Amount]
StkLedger Returns Retail Value	This metric calculates the retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (Last Year)	This metric calculates the last year retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (MTD)	This metric calculates the period-to-date retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (MTD, Last Year)	This metric calculates the period-to-date last year retail value of returns from the Stock Ledger system	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (Plan STD)	This metric calculates the season-to-date retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (Plan STD, Last Year)	This metric calculates the season-to-date retail value of returns from the Stock Ledger system, for last year.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (YTD)	This metric calculates the year-to-date retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger Returns Retail Value (YTD, Last Year)	This metric calculates the year-to-date last year retail value of returns from the Stock Ledger system.	[StkLedger Returns Retail Amount]
StkLedger RTV Retail Value	This metric calculates the total last year retail value of items planned to be returned to the vendor for any reason.	[StkLedger RTV Retail Amount]
StkLedger Sales Cost Value	This metric calculates sales value at cost from the Stock Ledger system	[StkLedger Sales Cost Amount]
StkLedger Sales Retail Value	This metric calculates net sales value from the Stock Ledger system. Data is available at the subclass/location/week level and higher.	[StkLedger Sales Retail Amount]

Metric Name	Metric Description	Metric Expression
StkLedger Sales Retail Value (Last Year)	This metric calculates the last year retail sales value from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (MTD)	This metric calculates period-to-date sales value from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (MTD, Last Year)	This metric calculates period-to-date sales value, last year, from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (Plan STD)	This metric calculates season-to-date sales value from the Stock Ledger system.	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (Plan STD, Last Year)	This metric calculates season-to-date sales value, last year, from the Stock Ledger system.	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (YTD)	This metric calculates year-to-date sales value from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Sales Retail Value (YTD, Last Year)	This metric calculates year-to-date sales value, last year, from the Stock Ledger system	[StkLedger Sales Retail Amount]
StkLedger Shrinkage Cost Value	This metric calculates the cost of shrinkage.	[StkLedger Shrinkage Cost Amount]
StkLedger Shrinkage Retail Value	This metric calculates current selling value of shrinkage.	[StkLedger Shrinkage Retail Amount]
StkLedger Stock Turn Retail Value	This metric calculates stock turn for the time period selected, based on dividing sales value by average inventory value.	([StkLedger Sales Retail Value] / [StkLedger Avg Stock Retail Value])
StkLedger Total Markdown Value	This metric calculates total markdown value based on permanent, promotional, and clearance markdowns, from the Stock Ledger system.	(([StkLedger Clearance Markdown Value] + [StkLedger Promotion Markdown Value]) + [StkLedger Permanent Markdown Value])
StkLedger Workroom Cost Value	This metric calculates workroom cost value from the Stock Ledger system.	[StkLedger Workroom Cost Amount]
Stock On Hand Indicator (Item,Day)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item.	[Stock On Hand Quantity]
Stock On Hand Indicator (Location)	This system metric points to the inventory tables in order to obtain verifiable stock on hand references for a given location.	[Stock On Hand Quantity]

Metric Name	Metric Description	Metric Expression
Stock Sales Ratio	This metric calculates the ratio of beginning stock on hand value to total sales for the time period selected.	([BOH Retail Value] / [Sales Value])
Stock Sales Ratio (Last Year)	This metric calculates last year's stock-to-sales ratio.	([BOH Retail Value (Last Year)] / [Sales Value (Last Year)])
Stock Turn Units	This metric calculates stock turnover in units based on net sales units divided by average stock quantity on hand over the time period selected.	([Sales Units] / (([BOH Units] + [EOH Units (SUM)]) / ([No of Weeks with Stock] + 1)))
Stock Turn Value	This metric calculates the value of stock turnover based on net sales value divided by average stock value.	([Sales Value] / [Avg Stock Retail Value])
Stock Turn Value (Last Year)	This metric calculates stock turnover based on net sales value divided average stock value for last year.	([Sales Value (Last Year)] / [Avg Stock Retail Value (Last Year)])
Store End Date	This system metric allows another date to be subtracted from the attribute, store end date.	[Store End Date]
Store End Date - Period End Date	This system metric calculates the number of days between a store's end date and a period's end date.	ApplySimple("Case When #0 is Null Then ((#1-#2)+1) Else (#0-#2) End",[Store End Date],[Period End Date],[Period End Date])
Store Start Date	This system metric allows another date to be subtracted from the attribute, store start date.	[Store Start Date]
Store Traffic	This metric calculates the amount of store traffic.	[Store Traffic]
Supplier Compliance Rating	This metric calculates a composite Supplier Compliance Rating, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	(((([Timeliness Rating] + [Order Fullfillment Rating]) + [Delivery Accuracy Rating]) + [Quality Rating]) / 4)
Supplier Compliance Rating (Last Year)	This metric calculates a composite Supplier Compliance Rating for last year, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	(((([Timeliness Rating (Last Year)] + [Order Fullfillment Rating (Last Year)]) + [Delivery Accuracy Rating (Last Year)]) + [Quality Rating (Last Year)]) / 4)

Metric Name	Metric Description	Metric Expression
Timeliness Rating	This metric calculates a supplier's Timeliness Rating based on the percentage of deliveries that were early, on time, and late.	([No of On Time Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
Timeliness Rating (Last Year)	This metric calculates a supplier's Timeliness Rating for last year, based on the percentage of deliveries that were early, on time, and late.	([No of On Time Deliveries (Last Year)] / (([No of On Time Deliveries (Last Year)] + [No of Early Deliveries (Last Year)]) + [No of Late Deliveries (Last Year)]))
Timeliness Rating Variance	This metric calculates variance in the Timeliness Rating over the previous year.	(([Timeliness Rating] - [Timeliness Rating (Last Year)]) / [Timeliness Rating (Last Year)])
Total Facings Allocation	The metric counts the number of facings for a display.	[Total Facings]
Total FDM CRMA Market Sales Value (MO)	This metric calculates total market sales value, in primary currency, for all categories at the FDM CRMA level (market area level 1).	[Market Sales Value]
Total FDM CRMA Market Sales Value (MO)(Local)	This metric calculates total market sales value, in local currency, for all categories at the FDM CRMA level (market area level 1).	[Market Sales Value (Local)]
Total Linear Distance	This metric calculates the total linear distance allocated over the time period selected	[Linear Amount]
Total Linear Distance (Last Year)	This metric calculates the total linear distance allocated over the time period selected, last year.	[Linear Amount]
Total RMA Market Sales Value (MO)	This metric calculates total market sales value, in primary currency, for all categories at the RMA level (market area level 3).	[Market Sales Value]
Total RMA Market Sales Value (MO)(Local)	This metric calculates total market sales value, in local currency, for all categories at the RMA level (market area level 3).	[Market Sales Value (Local)]
Transfer Cost Value	This metric calculates the cost value of transfers.	[Transfer Cost Amount]

Metric Name	Metric Description	Metric Expression
Transfer Retail Value	This metric calculates the retail value of transfers.	[Transfer Retail Amount]
Transfer Units	This metric calculates the unit quantity of transfers.	[Transfer Quantity]
Unavailable SOH Cost Value	This metric calculates the cost value of the stock on hand that is unavailable for sale.	[Unavailable Cost Amount]
Unavailable SOH Retail Value	This metric calculates the cost value of the stock on hand that is unavailable for sale.	[Unavailable Retail Amount]
Unavailable SOH Units	This metric calculates the unit quantity of stock on hand that is unavailable for sale.	[Unavailable Quantity]
Unit Cost Value	This metric calculates unit value at cost.	[Average Unit Cost Amount]
Unit Retail Value	This metric calculates unit value at retail.	[Average Unit Retail Amount]
Variance Avg Sales Value vs Competitor Price	This metric calculates the price variance between a retailer's average sale price and its competitor.	(([Sales Value] / [Sales Units]) - [Avg Competitor Price])
Variance in Market Sales Value vs Last Year	This metric calculates the contribution of market sales to the whole category's market sales.	([Market Sales Value] - [Market Sales Value (Last Year)])
Variance of GM Value and CP	This metric calculates the difference between this year's gross margin value and the current plan gross margin value.	([Gross Margin Value] - [CP Gross Margin Value])
Variance of GM Value and CP (MTD)	This metric calculates the difference between this year's gross margin value, period-to-date and the current plan gross margin value, period-to-date.	([Gross Margin Value (MTD)] - [CP Gross Margin Value (MTD)])
Variance of GM Value and CP (Plan STD)	This metric calculates the difference between this year's gross margin value, plan season-to-date and the current plan gross margin value, plan season-to-date.	([Gross Margin Value (Plan STD)] - [CP Gross Margin Value (Plan STD)])
Variance of GM Value and CP (YTD)	This metric calculates the difference between this year's gross margin value, year-to-date and the current plan gross margin value, year-to-date.	([Gross Margin Value (YTD)] - [CP Gross Margin Value (YTD)])
Variance of GM Value and Last Year	This metric calculates the difference between this year's gross margin value and last year's gross margin value by week.	([Gross Margin Value] - [Gross Margin Value (Last Year)])

Metric Name	Metric Description	Metric Expression
Variance of GM Value and Last Year (MTD)	This metric calculates the difference between this year's period-to-date gross margin value and last year's period-to-date gross margin value.	([Gross Margin Value (MTD)] - [Gross Margin Value (MTD, Last Year)])
Variance of GM Value and Last Year (Plan STD)	This metric calculates the difference between this year's plan season-to-date gross margin value and last year's plan season-to-date gross margin value.	([Gross Margin Value (Plan STD)] - [Gross Margin Value (Plan STD, Last Year)])
Variance of GM Value and Last Year (YTD)	This metric calculates the difference between this year's, year-to-date gross margin value and last year's, yearto-date gross margin value.	([Gross Margin Value (YTD)] - [Gross Margin Value (YTD, Last Year)])
Variance of GM Value and OP	This metric calculates the difference between this year's gross margin value and the original plan gross margin value.	([Gross Margin Value] - [OP Gross Margin Value])
Variance of GM Value and OP (MTD)	This metric calculates the difference between this year's gross margin value, period-to-date and the original plan gross margin value, period-to-date.	([Gross Margin Value (MTD)] - [OP Gross Margin Value (MTD)])
Variance of GM Value and OP (Plan STD)	This metric calculates the difference between this year's gross margin value, plan season-to-date and the original plan gross margin value, plan season-to-date.	([Gross Margin Value (Plan STD)] - [OP Gross Margin Value (Plan STD)])
Variance of GM Value and OP (YTD)	This metric calculates the difference between this year's gross margin value, year-to-date and the original plan gross margin value, year-to-date.	([Gross Margin Value (YTD)] - [OP Gross Margin Value (YTD)])
Variance Promotion Value vs Competitor Promotion Price	This metric calculates the price variance between a retailer's average promotion retail value and its competitor promotion price.	(([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price])
Variance Regular Value vs Competitor Regular Price	This metric calculates the price variance between a retailer's average regular retail value and its competitor's regular retail price.	(([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price])
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	([Sales Units] - [Sales Units (Last Month)])
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	([Sales Value] - [Sales Value (Last Month)])

Metric Name	Metric Description	Metric Expression
Variance to Market Sales Growth	This metric calculates the retailer sales gap based on retailer sales growth differential compared to market sales growth for last year, by week.	(([% Change Market Sales Value vs Last Year] - [% Change Sales Value vs Last Year]) * [Sales Value])

Appendix G – Store Operations Workbench metric list

Metric Name	Metric Description	Metric Expression
% Change BOH Retail Value vs Last Year	This metric calculates percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value] - [BOH Retail Value (Last Year)]) / [BOH Retail Value (Last Year)])
% Change BOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (MTD)] - [BOH Retail Value (MTD, Last Year)]) / [BOH Retail Value (MTD, Last Year)])
% Change BOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (Plan STD)] - [BOH Retail Value (Plan STD, Last Year)]) / [BOH Retail Value (Plan STD, Last Year)])
% Change BOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in beginning stock on hand value from last year.	(([BOH Retail Value (YTD)] - [BOH Retail Value (YTD, Last Year)]) / [BOH Retail Value (YTD, Last Year)])
% Change Clearance Markdown Value vs Last Year	This metric calculates percent variance in net clearance markdown sales between this year and last year.	(([Clearance Markdown Value] - [Clearance Markdown Value (Last Year)]) / [Clearance Markdown Value (Last Year)])
% Change Comp Store Profit vs Last Year	This metric calculates percent variance in comparable store profit over the previous year, by week.	([Comp Store Profit] / [Comp Store Profit (Last Year)])
% Change Comp Store Sales vs Last Year	This metric calculates percent variance in comparable store sales value over the previous year, by week.	(([Comp Store Sales Value] - [Comp Store Sales Value (Last Year)]) / [Comp Store Sales Value (Last Year)])
% Change EOH Retail Value vs Last Year	This metric calculates percentage variance in ending stock on hand value from last year.	(([EOH Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Change EOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (MTD)] - [EOH Retail Value (MTD, Last Year)]) / [EOH Retail Value (MTD, Last Year)])
% Change EOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (Plan STD)] - [EOH Retail Value (Plan STD, Last Year)]) / [EOH Retail Value (Plan STD, Last Year)])

Metric Name	Metric Description	Metric Expression
% Change EOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in ending stock on hand value from last year.	(([EOH Retail Value (YTD)] - [EOH Retail Value (YTD, Last Year)]) / [EOH Retail Value (YTD, Last Year)])
% Change in No of Stores with Sales vs Last Year	This metric calculates the percent variance in the number of stores with sales, this year as compared last year.	(([No of Stores with Sales] - [No of Stores with Sales (Last Year)]) / [No of Stores with Sales (Last Year)])
% Change InStore Markdown Value vs Last Year	This metric calculates percent variance in instore markdown sales between this year and last year.	(([InStore Markdown Value] - [InStore Markdown Value (Last Year)]) / [InStore Markdown Value (Last Year)])
% Change InStore Regular Markdown Value vs Last Year	This metric calculates percent variance in instore regular markdown sales between this year and last year.	(([InStore Regular Markdown Value] - [InStore Regular Markdown Value (Last Year)]) / [InStore Regular Markdown Value (Last Year)])
% Change Markdown Value vs Last Year	This metric calculates percent variance in net markdown sales between this year and last year.	(([Markdown Value] - [Markdown Value (Last Year)]) / [Markdown Value (Last Year)])
% Change Market Sales Units vs Last Week	This metric calculates percent variance in unit market sales over the previous year, by day.	(([Market Sales Units] - [Market Sales Units (Last Week)]) / [Market Sales Units (Last Week)])
% Change Market Sales Units vs Last Year	This metric calculates percent variance in unit market sales over the previous year, by week.	(([Market Sales Units] - [Market Sales Units (Last Year)]) / [Market Sales Units (Last Year)])
% Change Market Sales Value vs Last Month	This metric calculates percent variance in market sales for this period, over the previous period, by week.	(([Market Sales Value (Month)] - [Market Sales Value (Last Month)]) / [Market Sales Value (Last Month)])
% Change Market Sales Value vs Last Week	This metric calculates percent variance in market sales over the previous week, by week.	(([Market Sales Value] - [Market Sales Value (Last Week)]) / [Market Sales Value (Last Week)])
% Change Market Sales Value vs Last Year	This metric calculates percent variance in market sales over the previous year, by week.	(([Market Sales Value] - [Market Sales Value (Last Year)]) / [Market Sales Value (Last Year)])
% Change No of Sales Transactions vs Last Month	This metric calculates percent variance in number of transactions with sales over the previous period.	(([No of Sales Transactions] - [No of Sales Transactions (Last Month)]) / [No of Sales Transactions (Last Month)])

Metric Name	Metric Description	Metric Expression
% Change Profit per Space Allocation (Last Year) (Cb)	This metric calculates percent variance in average profit earned on sales per average cubic units of allocated space, last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Cb)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)]))
% Change Profit per Space Allocation (Last Year) (Ln)	This metric calculates percent variance in average profit earned on sales per average linear units of allocated space from last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Ln)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)]))
% Change Profit per Space Allocation (Last Year) (Sq)	This metric calculates percent variance in average profit earned on sales per average square units of allocated space from last year, by day.	((([Avg Profit on Sales] / [Avg Space Allocation (Sq)]) - ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])) / ([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)]))
% Change Profit vs Last Week	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous week.	((Profit - [Profit (Last Week)]) / [Profit (Last Week)])
% Change Profit vs Last Week (Local)	This metric calculates percent variance in profit earned on sales over the previous week, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Week) (Local)]) / [Profit (Last Week) (Local)])
% Change Profit vs Last Year	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous year.	((Profit - [Profit (Last Year)]) / [Profit (Last Year)])
% Change Profit vs Last Year (Local)	This metric calculates percent variance in profit earned on sales over the previous year, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Year) (Local)]) / [Profit (Last Year) (Local)])
% Change Promotion Markdown Value vs Last Year	This metric calculates percent variance in promotion markdown sales between this year and last year.	(([Promotion Markdown Value] - [Promotion Markdown Value (Last Year)]) / [Promotion Markdown Value (Last Year)])
% Change Receipts Retail Value vs Last Year	This metric calculates the percentage increase or decrease of retail value for receipts over retail value for last year receipts	(([Receipts Retail Value] - [Receipts Retail Value (Last Year)]) / [Receipts Retail Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Change Regular Markdown Value vs Last Year	This metric calculates percent variance in regular markdown sales between this year and last year.	(([Regular Markdown Value] - [Regular Markdown Value (Last Year)]) / [Regular Markdown Value (Last Year)])
% Change Sales per Space Allocation (Last Year) (Cb)	This metric calculates percent variance in average sales per average cubic unit of allocated space last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Cb)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)]))
% Change Sales per Space Allocation (Last Year) (Ln)	This metric calculates percent variance in average sales per average linear units of allocated space from last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Ln)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)]))
% Change Sales per Space Allocation (Last Year) (Sq)	This metric calculates percent variance in average sales per average square units of allocated space from last year, by day.	((([Avg Sales Value] / [Avg Space Allocation (Sq)]) - ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])) / ([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)]))
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	(([Sales Units] - [Sales Units (Last Month)]) / [Sales Units (Last Month)])
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	(([Sales Units] - [Sales Units (Last Year)]) / [Sales Units (Last Year)])
% Change Sales Value per Loc vs Last Year (Local)	This metric calculates percent variance in average sales per store over the previous year, by week, displayed in the store's local currency.	((([Sales Value (Local)] / [No of Stores with Sales]) - ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)])) / ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)]))
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	(([Sales Value] - [Sales Value (Last Month)]) / [Sales Value (Last Month)])
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	(([Sales Value] - [Sales Value (Last Week)]) / [Sales Value (Last Week)])

Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Week (Local)	This metric calculates percent variance in sales value over the previous week, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Week) (Local)]) / [Sales Value (Last Week) (Local)])
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	(([Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Change Sales Value vs Last Year (Local)	This metric calculates percent variance in sales value over the previous year, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Year) (Local)]) / [Sales Value (Last Year) (Local)])
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	(([Sales Value (MTD)] - [Sales Value (MTD, Last Year)]) / [Sales Value (MTD, Last Year)])
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	(([Sales Value (Plan STD)] - [Sales Value (Plan STD, Last Year)]) / [Sales Value (Plan STD, Last Year)])
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	(([Sales Value (STD)] - [Sales Value (STD, Last Year)]) / [Sales Value (STD, Last Year)])
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	(([Sales Value (YTD)] - [Sales Value (YTD, Last Year)]) / [Sales Value (YTD, Last Year)])
% Change Share Unit vs Last Year to FDM CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Units to FDM CRMA Sales Units.	((([Market Sales Units (RMA)] / [Market Sales Units (FDM CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))])) / ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))]))
% Change Share Unit vs Last Year to Food CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Units to Food CRMA Sales Units.	((([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])) / ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))]))

Metric Name	Metric Description	Metric Expression
% Change Share Value vs Last Year, to Food CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Value to Food CRMA Sales Value.	((([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])) / ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))]))
% Change Share Value vs LY(Wk),to FDM CRMA	This metric calculates the % variance between this year and last year, for the share of RMA Sales Value to FDM CRMA Sales Value.	((([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])) / ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))]))
% Change Stock Turn Value vs Last Year	This metric calculates percent variance in stock turn value from last year.	(([Stock Turn Value] - [Stock Turn Value (Last Year)]) / [Stock Turn Value (Last Year)])
% Contrib BOH Retail Value to Class	This metric calculates a percentage of each beginning of period stock on hand to it's total class beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Class)])
% Contrib BOH Retail Value to Class (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total class beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Class, Last Year)])
% Contrib BOH Retail Value to Company	This metric calculates a percentage of each beginning of period stock on hand to it's total company beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Company)])
% Contrib BOH Retail Value to Company (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total company beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Company, Last Year)])
% Contrib BOH Retail Value to Department	This metric calculates a percentage of each beginning of period stock on hand to it's total department beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Department)])

Metric Name	Metric Description	Metric Expression
% Contrib BOH Retail Value to Department (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total department beginning of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Department, Last Year)])
% Contrib BOH Retail Value to Division	This metric calculates a percentage of each beginning of period stock on hand to it's total division beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Division)])
% Contrib BOH Retail Value to Division (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total division beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Division, Last Year)])
% Contrib BOH Retail Value to Group	This metric calculates a percentage of each beginning of period stock on hand to it's total group beginning of period stock on hand.	([BOH Retail Value] / [BOH Retail Value (Group)])
% Contrib BOH Retail Value to Group (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total group beginning of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Group, Last Year)])
% Contrib Clearance to EOH Retail Value	This metric calculates the contribution of the clearance stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Clearance Retail Value] / [EOH Retail Value])
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	([Clearance Sales Value] / [Sales Value])
% Contrib Contract Order Cost Value to Department	This metric calculates a percentage of each contract order cost amount to it's total department contract order cost amount.	([Contract Order Cost Value] / [Contract Order Cost Value (Department)])
% Contrib CP BOP Retail Value to Class	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total class beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Class)])
% Contrib CP BOP Retail Value to Company	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total company beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Company)])
% Contrib CP BOP Retail Value to Department	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total department beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Department)])

Metric Name	Metric Description	Metric Expression
% Contrib CP BOP Retail Value to Division	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total division beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Division)])
% Contrib CP BOP Retail Value to Group	This metric calculates a percentage of each current plan beginning of period stock on hand to it's total group beginning of period stock on hand.	([CP BOP Retail Value] / [CP BOP Retail Value (Group)])
% Contrib EOH Retail Value to Company	This metric calculates a percentage of each end of period stock on hand to it's total company end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Company)])
% Contrib EOH Retail Value to Company (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total company end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Company, Last Year)])
% Contrib EOH Retail Value to Department	This metric calculates a percentage of each end of period stock on hand to it's total department end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Department)])
% Contrib EOH Retail Value to Department (Last Year)	This metric calculates a percentage of each beginning of period stock on hand to it's total department end of period stock on hand, for last year.	([BOH Retail Value (Last Year)] / [BOH Retail Value (Department, Last Year)])
% Contrib EOH Retail Value to Division	This metric calculates a percentage of each end of period stock on hand to it's total division end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Division)])
% Contrib EOH Retail Value to Division (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total division end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Division, Last Year)])
% Contrib EOH Retail Value to Group	This metric calculates a percentage of each end of period stock on hand to it's total group end of period stock on hand.	([EOH Retail Value] / [EOH Retail Value (Group)])
% Contrib EOH Retail Value to Group (Last Year)	This metric calculates a percentage of each end of period stock on hand to it's total group end of period stock on hand, for last year.	([EOH Retail Value (Last Year)] / [EOH Retail Value (Group, Last Year)])
% Contrib Hourly No of Transaction to Total Day (MF)	This metric calculates percent contribution of the number of transactions processed hourly to the total umber of daily transactions processed during the time period selected (MF), at the location level.	([No of Total Transactions] / [No of Total Transactions (Loc, Day) (MF)])

Metric Name	Metric Description	Metric Expression
% Contrib LP Transaction Sales Value for all Cashiers	This metric calculates percent contribution of the value of loss prevention transactions processed to the total value of all loss prevention transactions processed by all cashiers over time.	([LP Transaction Sales Value] / [LP Transaction Sales Value (Cashier)])
% Contrib LP Transactions for all Cashiers	This metric calculates percent contribution of loss prevention transactions processed to the total number of all loss prevention transactions processed by all cashiers over time.	([No of LP Transactions] / [No of LP Transactions (All Cashiers)])
% Contrib LP Transactions for all Reason Type	This metric calculates percent contribution of loss prevention transactions processed to the total number of all loss prevention transactions processed for any reason.	([No of LP Transactions] / [No of LP Transactions (All Reason Type)])
% Contrib Markdown Value to Company	This metric calculates the percent contribution of markdowns to total company markdowns.	([Markdown Value] / [Markdown Value (Company)])
% Contrib Market Sales Value to Mkt Catg	This metric calculates the contribution of market sales to the whole category's market sales.	([Market Sales Value] / [Market Sales Value (Mkt Department)])
% Contrib Net Sales Value to OP Sales Value	This metric calculates the % contribution of actual sales to original plan sales.	([Sales Value] / [OP Sales Value])
% Contrib No of LP Transactions to All Cashiers	This metric calculates percent contribution of sales value to the sales value of all cahiers for the organization level and time period selected .	([Sales Value] / [Sales Value (All Cashier)])
% Contrib No of Sales Transaction to Week (Last Week) (MF)	This metric calculates percent contribution of number of transactions processed in a day last week to the total number of transactions processed during the last week of time period selected (MF).	([No of Sales Transactions (Last Week)] / [No of SalesTransactions (Loc, Last Week) (MF)])
% Contrib No of Sales Transaction to Week (Last Year) (MF)	This metric calculates percent contribution of number of transactions processed in a day last year to the total number of transactions processed during the last year of time period selected (MF).	([No of Sales Transactions (Last Year)] / [No of SalesTransactions (Loc, Last Year) (MF)])
% Contrib No of Sales Transaction to Week (MF)	This metric calculates percent contribution of number of transactions processed in a day to the total number of transactions processed during the time period selected (MF).	([No of Sales Transactions] / [No of SalesTransactions (Location) (MF)])

Metric Name	Metric Description	Metric Expression
% Contrib No of Sales Transactions to Last Week	This metric calculates percent contribution number of transactions with sales to the number of transactions with sales last week.	([No of Sales Transactions] / [No of Sales Transactions (Last Week)])
% Contrib OP Sales Value to Class	This metric calculates a percentage of each class original plan sales to it's total department original plan sales.	([OP Sales Value] / [OP Sales Value (Class)])
% Contrib OP Sales Value to Company	This metric calculates a percentage of each class original plan sales to it's total company original plan sales.	([OP Sales Value] / [OP Sales Value (Company)])
% Contrib OP Sales Value to Department	This metric calculates a percentage of each class original plan sales to it's total department original plan sales.	([OP Sales Value] / [OP Sales Value (Department)])
% Contrib OP Sales Value to Division	This metric calculates a percentage of each class original plan sales to it's total division original plan sales.	([OP Sales Value] / [OP Sales Value (Division)])
% Contrib OP Sales Value to Group	This metric calculates a percentage of each class original plan sales to it's total group original plan sales.	([OP Sales Value] / [OP Sales Value (Group)])
% Contrib Profit to Area	This metric calculates percent contribution of profit to total area profit.	(Profit / [Profit (Area)])
% Contrib Profit to Catg (Last Year) (MF)	The metric calculates percent contribution of last year profit to last year's overall category profit, by day.	([Profit (Last Year)] / [Profit (Department, Last Year) MF])
% Contrib Profit to Chain	This metric calculates percent contribution of profit to total chain profit.	(Profit / [Profit (Chain)])
% Contrib Profit to Company	This metric calculates percent contribution of profit to total company profit.	(Profit / [Profit (Company)])
% Contrib Profit to Company (Last Year)	The metric calculates percent contribution of last year profit to last year's overall company profit, by week.	([Profit (Last Year)] / [Profit (Company, Last Year)])
% Contrib Profit to Department	This metric calculates percent contribution of profit to total department profit.	(Profit / [Profit (Department)])
% Contrib Profit to Department (Last Year)	The metric calculates percent contribution of last year profit to last year's overall department profit, by week.	([Profit (Last Year)] / [Profit (Department, Last Year)])
% Contrib Profit to Department (Local)	This metric calculates percent contribution of profit to total department profit, including profit lost on returns, displayed in the store's local currency.	([Profit (Local)] / [Profit (Department) (Local)])

Metric Name	Metric Description	Metric Expression
% Contrib Profit to Department (MF)	This metric calculates percent contribution of profit to total department profit.	(Profit / [Profit (Department) MF])
% Contrib Profit to District	This metric calculates percent contribution of profit to total district profit.	(Profit / [Profit (District)])
% Contrib Profit to Region	This metric calculates percent contribution of profit to total region profit.	(Profit / [Profit (Region)])
% Contrib Promo to EOH Retail Value	This metric calculates the contribution of the promotion stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Promotion Retail Value] / [EOH Retail Value])
% Contrib Promotion Sales Value	This metric calculates percent contribution of promotion sales value to total sales value	([Promotion Sales Value] / [Sales Value])
% Contrib Receipt Units to Department (MO)	This metric calculates percent contribution of supplier receipt quantity to total receipt quantity at the department level.	([Receipt Units] / [Receipt Units (Department) (MO)])
% Contrib Regular to EOH Retail Value	This metric calculates the contribution of the regular stock-on-hand retail amount to the overall stock-on-hand retail amount.	([EOH Regular Retail Value] / [EOH Retail Value])
% Contrib Regular to Sales Value	This metric calculates percent contribution of regular sales value to total sales value	([Regular Sales Value] / [Sales Value])
% Contrib Return Value to Location (MO)	This metric calculates percent contribution of return value to the total value of items returned in a location during the time period selected.	([Return Value] / [Return Value (Location, Time Calendar (MO)])
% Contrib Sales Units to Last Week	This metric calculates percent contribution sales unit to last weeks sales unit.	([Sales Units] / [Sales Units (Last Week)])
% Contrib Sales Units to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected .	([Sales Units] / [Sales Units (Loc, Day) (MF)])
% Contrib Sales Units to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Units (Last Week)] / [Sales Units (Loc, Last Week) (MF)])
% Contrib Sales Units to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Units (Last Year)] / [Sales Units (Loc, Last Year) (MF)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Units to Week (MF)	This metric calculates percent contribution of unit sales to total transaction unit sales during the time period selected (MF).	([Sales Units] / [Sales Units (Location) (MF)])
% Contrib Sales Value to All Cashiers	This metric calculates percent contribution of sales value to the sales value of all cahiers for the organization level and time period selected .	([Sales Value] / [Sales Value (All Cashier)])
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	([Sales Value] / [Sales Value (Area)])
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	([Sales Value] / [Sales Value (Chain)])
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	([Sales Value] / [Sales Value (Class)])
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	([Sales Value (Last Year)] / [Sales Value (Class, Last Year)])
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	([Sales Value] / [Sales Value (Company)])
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	([Sales Value (Last Year)] / [Sales Value (Company, (Last Year))])
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department)])
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year)])
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year) (MF)])
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	([Sales Value (Local)] / [Sales Value (Department) (Local)])
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department) (MF)])
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	([Sales Value] / [Sales Value (District)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	([Sales Value] / [Sales Value (Division)])
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Division, (Last Year))])
% Contrib Sales Value to Group	This metric calculates percentage contribution of sales to total group sales.	([Sales Value] / [Sales Value (Group)])
% Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for last year.	([Sales Value (Last Year)] / [Sales Value (Group, (Last Year))])
% Contrib Sales Value to Last Week	This metric calculates percent contribution sales value to last weeks sales value.	([Sales Value] / [Sales Value (Last Week)])
% Contrib Sales Value to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location .	([Sales Value] / [Sales Value (Loc, Day) (MF)])
% Contrib Sales Value to Location (MO)	This metric calculates percent contribution of sales value to the total sales value of a location processed during the time period selected.	([Sales Value] / [Sales Value (Location, Time Calendar) (MO)])
% Contrib Sales Value to Market Department (abs)	This metric calculates percent contribution of sales to market department sales for the entire category.	([Sales Value] / [Sales Value (Market Department)(ABS)])
% Contrib Sales Value to Market Department (STD)	This metric calculates percent contribution of sales to market department sales for only the items chosen.	([Sales Value] / [Sales Value (Market Department)(STD)])
% Contrib Sales Value to Market Sales Value	This metric calculates the contribution of sales value to the market sales value.	([Sales Value] / [Market Sales Value])
% Contrib Sales Value to Region	This metric calculates percent contribution of sales value to total sales value at the region level.	([Sales Value] / [Sales Value (Region)])
% Contrib Sales Value to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Value (Last Week)] / [Sales Value (Loc, Last Week) (MF)])
% Contrib Sales Value to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Value (Last Year)] / [Sales Value (Loc, Last Year) (MF)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Week (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location (MF).	([Sales Value] / [Sales Value (Location) (MF)])
% Contrib Tender Return Value to Day (MO)	This metric calculates percent contribution of tender returns to total tender returns, by location, by day.	([Tender Return Value] / [Tender Return Value (Location, Day)(MO)])
% Contrib Tender Return Value to Location (MO)	This metric calculates percent contribution of the value of tender returns to the total value of all tender returns of a location, for the time period selected.	([Tender Return Value] / [Tender Return Value (Location, Time Calendar) (MO)])
% Contrib Tender Sales Value to Day (MO)	This metric calculates percent contribution of tender sales to total tender sales, by location, by day.	([Tender Sales Value] / [Tender Sales Value (Location, Day)(MO)])
% Contrib Tender Sales Value to Location (MO)	This metric calculates percent contribution of the sales value of tender transactions to the total tender sales value of a location, for the time period selected.	([Tender Sales Value] / [Tender Sales Value (Location, Time Calendar) (MO)])
% Contribution Clearance Markdown Value to Net Sales Value	This metric calculates percent contribution of net clearance markdown sales to net sales.	([Clearance Markdown Value] / [Sales Value])
% Contribution CP Profit to CP Profit (Company)	This metric calculates percent contribution of plan profit to company plan profit.	([CP Profit] / [CP Profit (Company)])
% Contribution CP Profit to CP Profit (Department)	This metric calculates percent contribution of plan profit to department plan profit.	([CP Profit] / [CP Profit (Department)])
% Contribution Promotion Markdown Value to Net Sales Value	This metric calculates percent contribution of promotion markdown sales to net sales.	([Promotion Markdown Value] / [Sales Value])
% Contribution Regular Markdown Value to Net Sales Value	This metric calculates percent contribution of regular markdown sales to net sales.	([Regular Markdown Value] / [Sales Value])
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	([Sales Value (Last Year)] / [Sales Value (Chain, (Last Year))])
% CP Cumulative Markup	This metric calculates the current plan cumulative markup percent.	[CP Cumulative Markup Amount]
% CP Gross Margin (MTD)	This metric calculates the period-to-date current plan gross margin percent, as period-to-date current plan gross margin value, divided by period-to-date current plan sales value.	([CP Gross Margin Value (MTD)] / [CP Sales Value (MTD)])

Metric Name	Metric Description	Metric Expression
% CP Gross Margin (Plan STD)	This metric calculates the plan seasonto-date current plan gross margin percent, as plan season-to-date current plan gross margin value, divided by plan season-to-date current plan sales value.	([CP Gross Margin Value (Plan STD)] / [CP Sales Value (Plan STD)])
% CP Gross Margin (YTD)	This metric calculates the plan year-to-date current plan gross margin percent, as year-to-date current plan gross margin value, divided by yearto-date current plan sales value.	([CP Gross Margin Value (YTD)] / [CP Sales Value (YTD)])
% CP Initial Markup Projected Receipts	This metric calculates the difference between the current plan cost of goods and the current plan selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value] - [CP Receipts Cost Value]) / [CP Receipts Retail Value])
% CP Initial Markup Projected Receipts (MTD)	This metric calculates the difference between the current plan period-to-date cost of goods and the current plan period-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (MTD)] - [CP Receipts Cost Value (MTD)]) / [CP Receipts Retail Value (MTD)])
% CP Initial Markup Projected Receipts (Plan STD)	This metric calculates the difference between the current plan season-to-date cost of goods and the current plan season-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (PlanSTD)] - [CP Receipts Cost Value (PlanSTD)]) / [CP Receipts Retail Value (PlanSTD)])
% CP Initial Markup Projected Receipts (YTD)	This metric calculates the difference between the current plan year-to-date cost of goods and the current plan year-to-date selling price expressed as a percentage of current plan total receipts.	(([CP Receipts Retail Value (YTD)] - [CP Receipts Cost Value (YTD)]) / [CP Receipts Retail Value (YTD)])
% CP Markdown (MTD)	This metric calculates the period-to-date current plan total markdown percent, as period-to-date current plan total markdown sales divided by period-to-date current plan sales value.	([CP Markdown Value (MTD)] / [CP Sales Value (MTD)])
% CP Markdown (Plan STD)	This metric calculates the plan season-to-date current plan total markdown percent, as plan season-to-date current plan total markdown sales divided by plan season-to-date current plan sales value.	([CP Markdown Value (Plan STD)] / [CP Sales Value (Plan STD)])
% CP Markdown (YTD)	This metric calculates the year-to-date current plan total markdown percent, as yearto-date current plan total markdown sales divided by year-to-date current plan sales value.	([CP Markdown Value (YTD)] / [CP Sales Value (YTD)])

Metric Name	Metric Description	Metric Expression
% Early Deliveries	This metric calculates the percent of deliveries that arrived early.	([No of Early Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
% Gross Margin	This metric calculates the gross margin percent by week, as gross margin value by week divided by sales value by week	([Gross Margin Value] / [Sales Value])
% Gross Margin (Last Year)	This metric calculates the last year gross margin percent by week, as last year gross margin value divided by last year sales value.	([Gross Margin Value (Last Year)] / [Sales Value (Last Year)])
% Gross Margin (MTD)	This metric calculates the period-to-date gross margin percent, as period-to-date gross margin value by week divided by period-to-date sales value.	([Gross Margin Value (MTD)] / [Sales Value (MTD)])
% Gross Margin (MTD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as period-to-date last year gross margin value divided by period-to-date last year sales value.	([Gross Margin Value (MTD, Last Year)] / [Sales Value (MTD, Last Year)])
% Gross Margin (Plan STD)	This metric calculates the plan season-to-date gross margin percent, as season-to-date gross margin value divided by season-to-date sales value.	([Gross Margin Value (Plan STD)] / [Sales Value (Plan STD)])
% Gross Margin (Plan STD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as plan season-to-date last year gross margin value divided by plan season-to-date last year sales value.	([Gross Margin Value (Plan STD, Last Year)] / [Sales Value (Plan STD, Last Year)])
% Gross Margin (YTD)	This metric calculates the year-to-date gross margin percent, as year-to-date gross margin value, divided by year-to-date sales value.	([Gross Margin Value (YTD)] / [Sales Value (YTD)])
% Gross Margin (YTD, Last Year)	This metric calculates the month-to-date last year gross margin percent by week, as year-to-date last year gross margin value divided by plan year-to-date last year sales value.	([Gross Margin Value (YTD, Last Year)] / [Sales Value (YTD, Last Year)])
% Initial Markup Projected Receipts	This metric calculates the difference between the cost of goods and the selling price expressed as a percentage of total receipts.	(([Receipts Retail Value] - [Receipts Cost Value]) / [Receipts Retail Value])

Metric Name	Metric Description	Metric Expression
% Initial Markup Projected Receipts (Last Year)	This metric calculates the difference between the cost of goods and the selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (Last Year)] - [Receipts Cost Value (Last Year)]) / [Receipts Retail Value (Last Year)])
% Initial Markup Projected Receipts (MTD)	This metric calculates the difference between the period-to-date cost of goods and the period-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (MTD)] - [Receipts Cost Value (MTD)]) / [Receipts Retail Value (MTD)])
% Initial Markup Projected Receipts (MTD, Last Year)	This metric calculates the difference between the period-to-date cost of goods and the period-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (MTD, Last Year)] - [Receipts Cost Value (MTD, Last Year)]) / [Receipts Retail Value (MTD, Last Year)])
% Initial Markup Projected Receipts (Plan STD)	This metric calculates the difference between the plan season-to-date cost of goods and the plan season-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (PlanSTD)] - [Receipts Cost Value (PlanSTD)]) / [Receipts Retail Value (PlanSTD)])
% Initial Markup Projected Receipts (Plan STD, Last Year)	This metric calculates the difference between the plan season-to-date cost of goods and the plan season-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (PlanSTD, Last Year)] - [Receipts Cost Value (PlanSTD, Last Year)]) / [Receipts Retail Value (PlanSTD, Last Year)])
% Initial Markup Projected Receipts (YTD)	This metric calculates the difference between the year-to-date cost of goods and the year-to-date selling price expressed as a percentage of total receipts.	(([Receipts Retail Value (YTD)] - [Receipts Cost Value (YTD)]) / [Receipts Retail Value (YTD)])
% Initial Markup Projected Receipts (YTD, Last Year)	This metric calculates the difference between the year-to-date cost of goods and the year-to-date selling price expressed as a percentage of total receipts, for last year.	(([Receipts Retail Value (YTD, Last Year)] - [Receipts Cost Value (YTD, Last Year)]) / [Receipts Retail Value (YTD, Last Year)])
% Late Deliveries	This metric calculates the percent of deliveries that arrived late.	([No of Late Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
% Linear Distance	This metric calculates percent contribution of linear distance to total linear distance allocated.	([Linear Distance] / [Total Linear Distance])
% Linear Distance (Last Year)	This metric calculates percent contribution of linear distance to total linear distance allocated last year.	([Linear Distance (Last Year)] / [Total Linear Distance (Last Year)])

Metric Name	Metric Description	Metric Expression
% Markdown	This metric calculates the net markdown percent, as markdown value divided by net sales value.	([Markdown Value] / [Sales Value])
% Markdown (Last Year)	This metric calculates the net markdown percent, last year, as markdown value divided by net sales value, for last year.	([Markdown Value (Last Year)] / [Sales Value (Last Year)])
% Markdown (MTD)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by peroid-to-date net sales value.	([Markdown Value (MTD)] / [Sales Value (MTD)])
% Markdown (MTD, Last Year)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by peroid-to-date net sales value, for last year.	([Markdown Value (MTD, Last Year)] / [Sales Value (MTD, Last Year)])
% Markdown (Plan STD)	This metric calculates the plan season-to-date net markdown percent, as plan season-to-date net markdown value divided by plan season-to-date net sales value.	([Markdown Value (Plan STD)] / [Sales Value (Plan STD)])
% Markdown (Plan STD, Last Year)	This metric calculates the plan season-to-date net markdown percent, as plan season-to-date net markdown value divided by plan season-to-date net sales value, for last year.	([Markdown Value (Plan STD, Last Year)] / [Sales Value (Plan STD, Last Year)])
% Markdown (YTD)	This metric calculates the year-to-date net markdown percent, as year-to-date net markdown value divided by year-to-date net sales value.	([Markdown Value (YTD)] / [Sales Value (YTD)])
% Markdown (YTD, Last Year)	This metric calculates the year-to-date net markdown percent, as year-to-date net markdown value divided by year-to-date net sales value, for last year.	([Markdown Value (YTD, Last Year)] / [Sales Value (YTD, Last Year)])
% Market Incremental Sales Value	This metric calculates the percent variance in sales resulting from an event. This value is based on the percent difference between market event sales and market normalized sales.	(([Market Event Sales Value] - [Market Normalized Sales Value]) / [Market Normalized Sales Value])

Metric Name	Metric Description	Metric Expression
% Market Promotion Discount	This metric calculates the percent of promotion discount for market sales, based on market's total and promotion sales and quantity.	((([Market Sales Value] - [Market Promotion Sales Value]) / ([Market Sales Units] - [Market Promotion Sales Units])) - ([Market Promotion Sales Value] / [Market Promotion Sales Units])) / (([Market Sales Value] - [Market Promotion Sales Value]) / ([Marke
% Market Promotion Sales Value	This metric calculates percent contribution of promotion market sales to total market sales.	([Market Promotion Sales Value] / [Market Sales Value])
% Mismatched Deliveries	This metric calculates the percent of mismatched deliveries, where quantity was received for items not ordered.	([No of Mismatched Deliveries] / [No of Deliveries])
% Missed Deliveries	This metric calculates the percent of deliveries that did not arrive when expected as per schedule, per purchase order dates, or per shipment notification.	([No of Missed Deliveries] / [No of Expected Deliveries])
% Missed Shipment Deliveries	This metric calculates the percent of expected deliveries due to missed shipments.	([No of Missed Shipment Deliveries] / [No of Expected Deliveries])
% of Credit Cards Manually Entered	This metric calculates percent of credit card transactions that were manually entered.	([No of Credit Cards Manually Entered] / ([No of Credit Cards Manually Entered] + [No of Credit Cards Scanned]))
% of Credit Cards Scanned	This metric calculates percent of credit cards transactions that were scanned.	([No of Credit Cards Scanned] / ([No of Credit Cards Manually Entered] + [No of Credit Cards Scanned]))
% of Days Out of Stock	This metric calculates the percentage of days an item is out of stock out of the total days selected.	([No of Days Out of Stock] / [No of Days])
% of Days Out of Stock to Month	This metric calculates percent of time, in days, an item is out of stock or where stock on hand units is less than or equal to zero.	([No of Days Out of Stock] / [No of Days (Month)])
% of Days with Zero Sales (SOH<=0)	This metric calculates the percent of time, in days, that an item had no sales, because it wasn't in stock.	([No of Days with Zero Sales (SOH<=0)] / [No of Days])

Metric Name	Metric Description	Metric Expression
% of Days with Zero Sales (SOH>0)	This metric calculates the percent of time, in days, that an item had no sales even though it was in stock and available for sale.	([No of Days with Zero Sales (SOH>0)] / [No of Days])
% of Items Manually Entered	This metric calculates percent of Items that were manually entered.	([No of Items Manually Entered] / ([No of Items Scanned] + [No of Items Manually Entered]))
% of Items Scanned	This metric calculates percent of Items that were scanned.	([No of Items Scanned] / ([No of Items Scanned] + [No of Items Manually Entered]))
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	([No of Items with Promotion Sales] / [No of Items with Sales (Time Calendar) (MO)])
% of Items with Sales to Market Items with Sales (Department)	This metric calculates the percent variance in the number of stores with sales, this year as compared last year, at the department level.	([No of Items with Sales (Department) (MO)] / [No of Mkt Items with Sales (Mkt Catg)])
% of Items with Sales to Market Items with Sales (Mkt Department)	This metric calculates the percent variance in the number of stores with sales, this year as compared last year, at the market department level.	([No of Items with Sales (Mkt Department)] / [No of Mkt Items with Sales (Mkt Catg)])
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	([No of Stores with Promotion Sales] / [No of Stores with Sales (Time Calendar) (MO)])
% OP Cumulative Markup	This metric calculates the original plan cumulative markup percent.	[OP Cumulative Markup Amount]
% OP Gross Margin	This metric calculates the current plan gross margin percent, as current plan gross margin value divided by original plan sales value.	([OP Gross Margin Value] / [OP Sales Value])
% OP Gross Margin (MTD)	This metric calculates the period-to-date original plan gross margin percent, as period-to-date original plan gross margin value, divided by period-to-date original plan sales value.	([OP Gross Margin Value (MTD)] / [OP Sales Value (MTD)])
% OP Gross Margin (Plan STD)	This metric calculates the plan seasonto-date original plan gross margin percent, as plan season-to-date original plan gross margin value, divided by plan season-to-date original plan sales value.	([OP Gross Margin Value (Plan STD)] / [OP Sales Value (Plan STD)])

Metric Name	Metric Description	Metric Expression
% OP Gross Margin (YTD)	This metric calculates the plan year-to-date original plan gross margin percent, as year-to-date original plan gross margin value, divided by yearto-date original plan sales value.	([OP Gross Margin Value (YTD)] / [OP Sales Value (YTD)])
% OP Initial Markup Projected Receipts	This metric calculates the difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original plan total receipts.	(([OP Receipts Retail Value] - [OP Receipts Cost Value]) / [OP Receipts Retail Value])
% OP Initial Markup Projected Receipts (MTD)	This metric calculates the period-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (MTD)] - [OP Receipts Cost Value (MTD)]) / [OP Receipts Retail Value (MTD)])
% OP Initial Markup Projected Receipts (Plan STD)	This metric calculates the plan season-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (PlanSTD)] - [OP Receipts Cost Value (PlanSTD)]) / [OP Receipts Retail Value (PlanSTD)])
% OP Initial Markup Projected Receipts (YTD)	This metric calculates the year-to-date difference between the original plan cost of goods and the original plan selling price expressed as a percentage of original total receipts.	(([OP Receipts Retail Value (YTD)] - [OP Receipts Cost Value (YTD)]) / [OP Receipts Retail Value (YTD)])
% OP Markdown	This metric calculates the original plan markdown percent, as the original plan markdown value divided by the original plan sales value.	([OP Markdown Value] / [OP Sales Value])
% OP Markdown (MTD)	This metric calculates the period-to-date original plan markdown percent, as period-to-date original plan markdown sales divided by period-to-date original plan sales value.	([OP Markdown Value (MTD)] / [OP Sales Value (MTD)])
% OP Markdown (Plan STD)	This metric calculates the plan season-to-date original plan total markdown percent, as plan season-to-date original plan total markdown sales divided by plan season-to-date original plan sales value.	([OP Markdown Value (Plan STD)] / [OP Sales Value (Plan STD)])
% OP Markdown (YTD)	This metric calculates the year-to-date original plan total markdown percent, as yearto-date original plan markdown divided by year-to-date original plan sales value.	([OP Markdown Value (YTD)] / [OP Sales Value (YTD)])

Metric Name	Metric Description	Metric Expression
% Over Target Deliveries	This metric calculates the percent of deliveries where quantity of items received was more than expected.	([No of Over Target Deliveries] / [No of Deliveries])
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	(Profit / [Sales Value])
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	([Profit (Item) (MF)] / [Sales Value (Item) (MF)])
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	([Profit (Last Week)] / [Sales Value (Last Week)])
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	([Profit (Last Year)] / [Sales Value (Last Year)])
% Profit (Local)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales, displayed in the store's local currency.	([Profit (Local)] / [Sales Value (Local)])
% Profit (MTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to period to date sales, by week.	([Profit (MTD)] / [Sales Value (MTD)])
% Profit (WTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to week to date sales, by day.	([Profit (WTD)] / [Sales Value (WTD)])
% Profit (YTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to year to date sales.	([Profit (YTD)] / [Sales Value (YTD)])
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	([Promotion Profit Value] / [Promotion Sales Value])
% Promotion Discount	This metric calculates percent discount on promotion items.	(([Avg Non Promotion Retail Value] - [Avg Promotion Retail Value]) / [Avg Non Promotion Retail Value])
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	([Promotion Sales Value] / [Sales Value])

Metric Name	Metric Description	Metric Expression
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	([Return Units] / [Sales Units])
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	([Return Value] / [Sales Value])
% RMA Unit Share to FDM CRMA	This metric calculates the % share of a market area's RMA sales quantity out of its FDM CRMA sales quantity.	([Market Sales Units (RMA)] / [Market Sales Units (FDM CRMA)])
% RMA Unit Share to FDM CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity.	([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (FDM CRMA, (Last Year))])
% RMA Unit Share to Food CRMA	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity.	([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)])
% RMA Unit Share to Food CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales quantity out of its Food CRMA sales quantity, for last year.	([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])
% RMA Value Share to FDM CRMA	This metric calculates the % share of a market area's RMA sales amount out of its FDM CRMA sales amount.	([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)])
% RMA Value Share to FDM CRMA (LY(Week))	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount.	([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])
% RMA Value Share to Food CRMA	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount.	([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)])
% RMA Value Share to Food CRMA (Last Year)	This metric calculates the % share of a market area's RMA sales amount out of its Food CRMA sales amount, for last year.	([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	([Sales Units] / ([EOH Units] + [Sales Units]))
% Supplier RTV Units	This metric calculates the percent contribution of total quantity of items returned to the supplier to total quantity received.	([RTV Units] / [Receipt Units])

Metric Name	Metric Description	Metric Expression
% Under Target Deliveries	This metric calculates the percent of deliveries where quantity of items received was less than expected.	([No of Under Target Deliveries] / [No of Deliveries])
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	((([Sales Value] / [Sales Units]) - [Avg Competitor Price]) / [Avg Competitor Price])
% Variance BOH Retail Value vs CP	This metric calculates percentage variance in beginning stock on hand value versus plan.	(([BOH Retail Value] - [CP BOP Retail Value]) / [CP BOP Retail Value])
% Variance BOH Retail Value vs OP	This metric calculates percentage variance in beginning stock on hand value versus original plan.	(([BOH Retail Value] - [OP BOP Retail Value]) / [OP BOP Retail Value])
% Variance Clearance Markdown Value vs CP	This metric calculates percent variance in actual net clearance markdown sales compared to plan net clearance markdowns.	(([Clearance Markdown Value] - [CP Clearance Markdown Value]) / [CP Clearance Markdown Value])
% Variance CP EOP Retail Value vs Last Year	This metric calculates the percentage increase or decrease of the current plan ending inventory value over last year's ending inventory value.	(([CP EOP Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])
% Variance CP Gross Margin Value vs Last Year	This metric calculates the percent increase or decrease of current plan gross margin value over last year.	(([CP Gross Margin Value] - [CP Gross Margin Value (Last Year)]) / [CP Gross Margin Value (Last Year)])
% Variance CP Markdown Value vs Last Year	This metric calculates the percentage increase or decrease of current plan markdown sales this year over actual markdown sales last year by week.	(([CP Markdown Value] - [CP Markdown Value (Last Year)]) / [CP Markdown Value (Last Year)])
% Variance EOH Retail Value vs CP	This metric calculates percentage variance in ending stock on hand value versus plan.	(([EOH Retail Value] - [CP EOP Retail Value]) / [CP EOP Retail Value])
% Variance EOH Retail Value vs CP (MTD)	This metric calculates the period-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (MTD)] - [CP EOP Retail Value (MTD)]) / [CP EOP Retail Value (MTD)])
% Variance EOH Retail Value vs CP (Plan STD)	This metric calculates the plan season-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (Plan STD)] - [CP EOP Retail Value (Plan STD)]) / [CP EOP Retail Value (Plan STD)])

Metric Name	Metric Description	Metric Expression
% Variance EOH Retail Value vs CP (YTD)	This metric calculates the plan year-to-date percentage increase or decrease of the ending stock on hand value over the current plan.	(([EOH Retail Value (YTD)] - [CP EOP Retail Value (YTD)]) / [CP EOP Retail Value (YTD)])
% Variance EOH Retail Value vs OP	This metric calculates percentage variance in ending stock on hand value versus original plan.	(([EOH Retail Value] - [OP EOP Retail Value]) / [OP EOP Retail Value])
% Variance Markdown Value vs CP	This metric calculates percent variance between actual net markdown sales and planned net markdown sales.	(([Markdown Value] - [CP Markdown Value]) / [CP Markdown Value])
% Variance Net Sales Value vs CP	This metric calculates the percentage increase or decrease in sales value over current plan sales value.	(([Sales Value] - [CP Sales Value]) / [CP Sales Value])
% Variance Net Sales Value vs CP (MTD)	This metric calculates the period-to-date percentage increase or decrease in sales value over current plan sales value.	(([Sales Value (MTD)] - [CP Sales Value (MTD)]) / [CP Sales Value (MTD)])
% Variance Net Sales Value vs CP (Plan STD)	This metric calculates the season-to-date percentage increase or decrease in sales value over current plan sales value, by week.	(([Sales Value (Plan STD)] - [CP Sales Value (Plan STD)]) / [CP Sales Value (Plan STD)])
% Variance Net Sales Value vs CP (YTD)	This metric calculates the year-to-date percentage increase or decrease in sales value over current plan sales value.	(([Sales Value (YTD)] - [CP Sales Value (YTD)]) / [CP Sales Value (YTD)])
% Variance Net Sales Value vs OP	This metric calculates the percentage increase or decrease in sales value over original plan sales value.	(([Sales Value] - [OP Sales Value]) / [OP Sales Value])
% Variance Net Sales Value vs OP (MTD)	This metric calculates the period-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (MTD)] - [OP Sales Value (MTD)]) / [OP Sales Value (MTD)])
% Variance Net Sales Value vs OP (Plan STD)	This metric calculates the season-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (Plan STD)] - [OP Sales Value (Plan STD)]) / [OP Sales Value (Plan STD)])
% Variance Net Sales Value vs OP (YTD)	This metric calculates the year-to-date percentage increase or decrease in sales value over original plan sales value.	(([Sales Value (YTD)] - [OP Sales Value (YTD)]) / [OP Sales Value (YTD)])
% Variance OP EOP Retail Value vs Last Year	This metric calculates the percentage increase or decrease of the original plan ending inventory value over last year's ending inventory value.	(([OP EOP Retail Value] - [EOH Retail Value (Last Year)]) / [EOH Retail Value (Last Year)])

Metric Name	Metric Description	Metric Expression
% Variance OP Gross Margin Value vs Last Year	This metric calculates the percent increase or decrease of original plan gross margin value over last year.	(([OP Gross Margin Value] - [OP Gross Margin Value (Last Year)]) / [OP Gross Margin Value (Last Year)])
% Variance OP Markdown Value vs Last Year	This metric calculates the percentage increase or decrease of original plan markdowns this year over actual markdowns last year.	(([OP Markdown Value] - [OP Markdown Value (Last Year)]) / [OP Markdown Value (Last Year)])
% Variance OP Sales Value vs Last Year	This metric calculates the percentage increase or decrease in original plan sales over last year net sales, by week.	(([OP Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Variance Profit vs CP	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the current plan profit.	((Profit - [CP Profit]) / [CP Profit])
% Variance Promotion Markdown Value vs CP	This metric calculates percent variance in promotion markdown sales compared to plan.	(([Promotion Markdown Value] - [CP Promotion Markdown Value]) / [CP Promotion Markdown Value])
% Variance Promotion Value vs Competitor Promotion Price	This metric calculates percent variance between a retailer's average promotion retail value and its competitor's promotion price.	((([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price]) / [Avg Competitor Promotion Price])
% Variance Receipts Units vs CP	This metric calculates percent variance unit quantity versus plan unit quantity of received items.	(([Receipts Units] - [CP Receipts Units]) / [CP Receipts Units])
% Variance Receipts Value vs CP	This metric calculates percent variance retail value versus plan retail value of received items.	(([Receipts Retail Value] - [CP Receipts Retail Value]) / [CP Receipts Retail Value])
% Variance Receipts Value vs OP	This metric calculates percent variance retail value versus original plan retail value of received items.	(([Receipts Retail Value] - [OP Receipts Retail Value]) / [OP Receipts Retail Value])
% Variance Regular Markdown Value vs CP	This metric calculates percent variance in regular markdown sales versus plan.	(([Regular Markdown Value] - [CP Regular Markdown Value]) / [CP Regular Markdown Value])
% Variance Regular Value vs Competitor Regular Price	This metric calculates percent variance between a retailer's average regular retail value and its competitor's regular price.	((([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price]) / [Avg Competitor Regular Price])
% Variance Stock Turn Value vs CP	This metric calculates percent variance stock turn versus plan stock turn.	(([Stock Turn Value] - [CP Stock Turn Value]) / [CP Stock Turn Value])

Metric Name	Metric Description	Metric Expression
All Market Department Sales Value at FDM CRMA level (MO) (Local)	This metric calculates total market sales value, in primary currency, for all departments at the FDM CRMA level (market area level 1).	[Market Sales Value (Local)]
All Market Department Sales Value at RMA level (MO) (Local)	This metric calculates total market sales value, in primary currency, for all departments at the RMA level (market area level 3).	[Market Sales Value (Local)]
Available Units	This metric calculates the vendor availability in units.	[Available Quantity]
Available Units (Item, Supplier)	This metric calculates the vendor availability in units by supplier.	[Available Quantity]
Average Days Early	This metric calculates the average length of time in days a delivery is early, based on purchase order dates or advance shipment notification.	[Average Days Early]
Average Days Late	This metric calculates the average length of time in days a delivery is late, based on purchase order dates or advance shipment notification.	[Average Days Late]
Average Hours Early	This metric calculates the average length of time in hours a delivery is early, based on purchase order dates or advance shipment notification.	[Average Hours Early]
Average Hours Late	This metric calculates the average length of time in hours a delivery is late, based on purchase order dates or advance shipment notification.	[Average Hours Late]
Average Supplier Invoice Cost Amount	This metric calculates the average cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Average Supplier Invoice Cost Amount]
Avg ACV Weighted Distribution Percent	This metric calculates the percent of stores stocking the product, weighted by All Commodity Volume (ACV).	[Avg ACV Weighted Distribution Percent]
Avg COGS per Week (Period)	This metric calculates weekly average value of cost of goods sold during a period.	(([Sales Value (Period)] - [Profit (Period)]) / [No of Weeks (Period)])
Avg COGS per Week (Post Period)	This metric calculates weekly average value of cost of goods sold during a post period.	(([Sales Value (Post Period)] - [Profit (Post Period)]) / [No of Weeks (Post Period)])

Metric Name	Metric Description	Metric Expression
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	(([Sales Value (Prior Period)] - [Profit (Prior Period)]) / [No of Weeks (Prior Period)])
Avg Competitor Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Competitor Multi Unit Retail Amount]
Avg Competitor Price	This metric calculates a competitor's retail price per unit.	[Avg Competitor Unit Retail Amount]
Avg Competitor Price (Local)	This metric calculates a competitor's retail amount per unit, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Promotion Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Promotion Price (Local)	This metric calculates a competitor's average promotion retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Regular Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Regular Price (Local)	This metric calculates a competitor's average regular retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Contract Cost Value	This metric calculates the average purchase cost negotiated for this contract	[Average Contract Cost Amount]
Avg EOH Retail Value	This metric calculates average stock price based on dividing ending on hand value by ending on hand units.	([EOH Retail Value] / [EOH Units])
Avg Market Items per Store Selling	This metric calculates the average number of different UPCs for selected product available in each store carrying the product.	[Avg Market Items per Store Selling]
Avg Market Non-Promotion Retail Value	This metric calculates the average retail value for market items not on promotion, based on the difference between market sales and market promotion sales.	(([Market Sales Value] - [Market Promotion Sales Value]) / ([Market Sales Units] - [Market Promotion Sales Units]))
Avg Market Promotion Retail Value	This metric calculates the average market retail value based on promotion market sales and total quantity of promotion market units sold.	([Market Promotion Sales Value] / [Market Promotion Sales Units])
Avg Market Retail Value	This metric calculates the average market retail value based on market sales and total quantity of market units sold.	([Market Sales Value] / [Market Sales Units])

Metric Name	Metric Description	Metric Expression
Avg Max Space Allocation (Cb)	This metric calculates the maximum space allocated per item, in cubic units.	[Avg Cubic Max Amount]
Avg Max Space Allocation (Ln)	This metric calculates the maximum space allocated per item, in linear units.	[Avg Linear Max Amount]
Avg Max Space Allocation (Sq)	This metric calculates the maximum space allocated per item, in square units.	[Avg Square Max Amount]
Avg Min Space Allocation (Cb)	This metric calculates the minimum space allocated per item in cubic units.	[Avg Cubic Min Amount]
Avg Min Space Allocation (Ln)	This metric calculates the minimum space allocated per item, in linear units.	[Avg Linear Min Amount]
Avg Min Space Allocation (Sq)	This metric calculates the minimum space allocated per item, in square units.	[Avg Square Min Amount]
Avg Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Multi Unit Retail Price]
Avg Net Retail Value	This metric calculates the average retail value of an item based on total net sales and unit quantity sold.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg No of Sales Transactions per Cashier (MF)	This metric calculates the average number of sales transactions processed by a cashier over the days worked (MF).	([No of Sales Transactions (Cashier) (MF)] / [No of Days Worked (Cashier) (MF)])
Avg No of Sales Transactions per Salesperson (MF)	This metric calculates the average number of sales transactions processed by a salesperson over the days worked (MF).	([No of Sales Transactions (Salesperson) (MF)] / [No of Days Worked (Salesperson) (MF)])
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	(([Sales Value] - [Promotion Sales Value]) / ([Sales Units] - [Promotion Sales Units]))
Avg Profit	This metric calculates the average profit earned on sales minus the average profit lost on returns.	[Avg Profit Amount]
Avg Profit on Sales	This metric calculates average profit earned on sales. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit on Sales (Last Year)	This metric calculates average profit earned on sales, for last year. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit per Month	This metric calculates profit over the number of periods in the time period selected.	(Profit / [No of Months])

Metric Name	Metric Description	Metric Expression
Avg Profit per Space Allocation (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Cb)])
Avg Profit per Space Allocation (Last Year) (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])
Avg Profit per Space Allocation (Last Year) (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])
Avg Profit per Space Allocation (Last Year) (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space, last year, by day.	([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])
Avg Profit per Space Allocation (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Ln)])
Avg Profit per Space Allocation (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space.	([Avg Profit on Sales] / [Avg Space Allocation (Sq)])
Avg Profit per Store	This metric calculates average profit per store based on total profit and the number of stores with sales.	(Profit / [No of Stores with Sales])
Avg Profit per Store (Last Year)	This metric calculates average profit per store for last year, by week.	([Profit (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Profit per Store Last Year (Local)	This metric calculates average profit per store for last year, by week, displayed in the store's local currency.	([Profit (Last Year) (Local)] / [No of Stores with Sales (Last Year)])
Avg Profit per Transaction	This metric calculates average profit per transaction based on total profit and the number of transactions with sales.	(Profit / [No of Sales Transactions])
Avg Profit per Week (Period)	This metric calculates average weekly profit, including profit lost on returns, for a period.	([Profit (Period)] / [No of Weeks (Period)])
Avg Profit per Week (Post Period)	This metric calculates average weekly profit, including profit lost on returns, for the post period.	([Profit (Post Period)] / [No of Weeks (Post Period)])
Avg Profit per Week (Prior Period)	This metric calculates average weekly profit, including profit lost on returns, for the prior period.	([Profit (Prior Period)] / [No of Weeks (Prior Period)])

Metric Name	Metric Description	Metric Expression
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	([Promotion Sales Value] / [Promotion Sales Units])
Avg Promotion Retail Value (Local)	This metric calculates average promotion retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Promotion Sales Value (Local)] / [Sales Units])
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	([Regular Sales Value] / [Regular Sales Units])
Avg Regular Retail Value (Local)	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Regular Sales Value (Local)] / [Sales Units])
Avg Regular Sales Units (Period Day)	This metric calculates average units of regular sales for an evaluation period in days.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Day) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in days.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Week)	This metric calculates average units of regular sales for an evaluation period in weeks.	[Avg Gross Sales Quantity]
Avg Regular Sales Units (Period Week) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in weeks.	[Avg Gross Sales Quantity]
Avg Regular Sales Value (Period Day)	This metric calculates average value of regular sales for an evaluation period in days.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Day) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in days.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]
Avg Regular Sales Value (Period Week) (Last Year)	This metric calculates average value of regular sales for an evaluation period in weeks.	[Avg Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Avg Regular Sales Value (Period Week) (Last Year) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in weeks, for last year.	[Avg Gross Sales Amount]
Avg Retail Price	This metric calculates average retail price.	[Avg Unit Retail Amount]
Avg Retail Price (Local)	This metric calculates the average retail price, displayed in the store's local currency.	[Avg Unit Retail Amount (Local)]
Avg Retail Price (MTD)	This metric calculates period to date average retail price for an item.	[Avg Unit Retail Amount]
Avg Retail Price (WTD)	This metric calculates week to date average retail price for an item, by day.	[Avg Unit Retail Amount]
Avg Retail Price (YTD)	This metric calculates year to date average retail price for an item.	[Avg Unit Retail Amount]
Avg Retail Value	This metric calculates the average retail value of an item based on total sales and unit quantity sold.	([Sales Value] / [Sales Units])
Avg Retail Value (Local)	This metric calculates the average retail value of an item based on total sales and unit quantity sold., displayed in the store's local currency.	([Sales Value (Local)] / [Sales Units])
Avg Retail Value (MTD)	This metric calculates period to date average retail value for an item, by week.	([Sales Value (MTD)] / [Sales Units (MTD)])
Avg Retail Value (WTD)	This metric calculates period to date average retail value for an item, by day.	([Sales Value (WTD)] / [Sales Units (WTD)])
Avg Retail Value (YTD)	This metric calculates year to date average retail value for an item.	([Sales Value (YTD)] / [Sales Units (YTD)])
Avg Sales per Space Allocation (Cb)	This metric calculates average sales generated per average cubic unit of allocated space.	([Avg Sales Value] / [Avg Cubic Amount])
Avg Sales per Space Allocation (Last Year) (Cb)	This metric calculates average sales generated per average cubic unit of allocated space last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])
Avg Sales per Space Allocation (Last Year) (Ln)	This metric calculates average sales generated per average linear unit of allocated space, last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Ln)])
Avg Sales per Space Allocation (Last Year) (Sq)	This metric calculates average sales generated per average square unit of allocated space, last year, by day.	([Avg Sales Value (Last Year)] / [Avg Space Allocation (Last Year) (Sq)])

Metric Name	Metric Description	Metric Expression
Avg Sales per Space Allocation (Ln)	This metric calculates average sales generated per average linear unit of allocated space.	([Avg Sales Value] / [Avg Space Allocation (Ln)])
Avg Sales per Space Allocation (Sq)	This metric calculates average sales generated per average square unit of allocated space.	([Avg Sales Value] / [Avg Space Allocation (Sq)])
Avg Sales Units per Transaction	This metric calculates average sales units per transaction based on total sales units and the number of sales transactions.	([Sales Units] / [No of Sales Transactions])
Avg Sales Value	This metric calculates average sales value. The amount does not include returns but is inclusive of VAT.	[Avg Sales Amount]
Avg Sales Value (Last Year)	This metric calculates average sales value for last year.. The amount does not include returns but is inclusive of VAT.	[Avg Gross Sales Amount]
Avg Sales Value per Month	This metric calculates sales over the number of periods in the time period selected.	([Sales Value] / [No of Months])
Avg Sales Value per Store	This metric calculates average sales per store based on total sales and the number of stores with sales.	([Sales Value] / [No of Stores with Sales])
Avg Sales Value per Store (Last Year)	This metric calculates average sales value per store for last year, by week.	([Sales Value (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Sales Value per Transaction	This metric calculates average sales per transaction based on total sales and the number of sales transactions.	([Sales Value] / [No of Sales Transactions])
Avg Sales Value per Unit	This metric calculates average net sales value per unit.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Sales Value per Week (Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a period.	([Sales Value (Period)] / [No of Weeks (Period)])
Avg Sales Value per Week (Post Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a post period.	([Sales Value (Post Period)] / [No of Weeks (Post Period)])
Avg Sales Value per Week (Prior Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a prior period.	([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])
Avg Space Allocation (Cb)	This metric calculates average space allocated, in cubic units.	[Avg Cubic Amount]

Metric Name	Metric Description	Metric Expression
Avg Space Allocation (Item, Region)(Ln)	This metric calculates the average linear distance allocated for all items at the region level.	[Avg Linear Amount]
Avg Space Allocation (Last Year) (Cb)	This metric calculates average space allocated last year, in cubic units.	[Avg Cubic Amount]
Avg Space Allocation (Last Year) (Ln)	This metric calculates the average space allocated, in linear units, last year.	[Avg Linear Amount]
Avg Space Allocation (Last Year) (Sq)	This metric calculates the average space allocated, in square units, last year.	[Avg Square Amount]
Avg Space Allocation (Ln)	This metric calculates average space allocated, in linear units.	[Avg Linear Amount]
Avg Space Allocation (Sq)	This metric calculates average space allocated, in square units.	[Avg Square Amount]
Avg Stock Cost Value	This metric calculates the average stock cost value.	(([BOH Cost Value] + [EOH Cost Value (SUM)]) / ([No of Weeks with Stock] + 1))
Avg Stock Cost Value (Last Year)	This metric calculates the average stock cost value, for last year.	(([BOH Cost Value (Last Year)] + [EOH Cost Value (SUM) (Last Year)]) / ([No of Weeks with Stock (Last Year)] + 1))
Avg Stock Retail Value	This metric calculates the average stock retail value.	(([BOH Retail Value] + [EOH Retail Value (SUM)]) / ([No of Weeks with Stock] + 1))
Avg Stock Retail Value (Last Year)	This metric calculates the average last year stock retail value.	(([BOH Retail Value (Last Year)] + [EOH Retail Value (SUM) (Last Year)]) / ([No of Weeks with Stock (Last Year)] + 1))
BOC Total Units	This metric calculates total unit balance of contract.	([Contract Quantity] - [Contract Order Quantity])
BOC Total Value	This metric calculates the base selling value of balance of contract	(([Contract Quantity] - [Contract Order Quantity]) * [Avg Contract Cost Value])
BOH Cost Value	This metric calculates the cost value of the stock on hand at the beginning of the time period selected.	[Stock On Hand Cost Amount]
BOH Cost Value (Last Year)	This metric calculates cost value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Cost Amount]

Metric Name	Metric Description	Metric Expression
BOH Retail Value	This metric calculates the retail value of the stock on hand at the beginning of the time period selected.	[Stock On Hand Retail Amount]
BOH Retail Value (Class)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the class level.	[Stock On Hand Retail Amount]
BOH Retail Value (Class, Last Year)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the class level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Company)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the company level.	[Stock On Hand Retail Amount]
BOH Retail Value (Company, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the company level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Department)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the department level.	[Stock On Hand Retail Amount]
BOH Retail Value (Department, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the department level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Division)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the division level.	[Stock On Hand Retail Amount]
BOH Retail Value (Division, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the division level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Group)	This metric calculates retail value for stock on hand at the beginning of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the group level.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
BOH Retail Value (Group, Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, at the group level, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Last Year)	This metric calculates retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (MTD)	This metric calculates the period-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (MTD, Last Year)	This metric calculates the period-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Retail Value (YTD)	This metric calculates the year-to-date retail value for stock on hand at the beginning of the selected period.	[Stock On Hand Retail Amount]
BOH Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value for stock on hand at the beginning of the selected period, for last year.	[Stock On Hand Retail Amount]
BOH Units	This metric calculates the unit quantity of stock on hand at the beginning of a selected period.	[Stock On Hand Quantity]
BOH Weeks of Supply	This metric calculates the ratio of beginning inventory value to sales value on weekly basis.	([BOH Retail Value] / ([Sales Value] / [No of Weeks with Sales]))
BOH Weeks of Supply (Last Year)	This metric calculates the ratio of beginning inventory value to sales value on weekly basis, for last year.	([BOH Retail Value (Last Year)] / ([Sales Value (Last Year)] / [No of Weeks with Sales (Last Year)]))
Change in % Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for this year to last year.	([% Contrib Sales Value to Group] - [% Contrib Sales Value to Group (Last Year)])

Metric Name	Metric Description	Metric Expression
Change in Avg Sales per Store vs Last Year	This metric calculates percent variance in average sales per store at the location level over the previous year.	([Avg Sales Value per Store] - [Avg Sales Value per Store (Last Year)])
Change in Market Sales Value vs Last Year	This metric calculates the difference between this year's total market sales and last year's total market sales.	([Market Sales Value] - [Market Sales Value (Last Year)])
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	([Sales Value] - [Sales Value (Last Year)])
Clearance Markdown Value	This metric calculates net clearance markdown sales.	[Markdown Amount]
Clearance Markdown Value (Day)	This metric calculates net clearance markdown sales for a day.	[Markdown Amount]
Clearance Markdown Value (Last Week)	This metric calculates total net clearance markdown sales last week.	[Markdown Amount]
Clearance Markdown Value (Last Year)	This metric calculates net clearance markdown sales for last year.	[Markdown Amount]
Clearance Markdown Value (MTD)	This metric calculates net clearance markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Clearance Markdown Value (WTD)	This metric calculates net clearance markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Clearance Markdown Value (YTD)	This metric calculates net clearance markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Clearance Markdown Value VAT	This metric calculates the VAT amount for clearance markdowns.	[Markdown VAT Amount]
Clearance Profit Value	This metric calculates profit earned on clearance sales.	[Profit Amount]
Clearance Sales Units	This metric calculates the total unit quantity of clearance-priced items sold.	[Sales Quantity]
Clearance Sales Value	This metric calculates the total value of clearance sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Commitment Total Units	This metric calculates the balance of contract added to stock on order in units.	(([BOC Total Units] + [On Order Units]) + [EOH Units])
Commitment Total Value	This metric calculates the base selling value of balance-of-contract units, on-order units and stock on hand units.	(([BOC Total Value] + [On Order Retail Value]) + [EOH Retail Value])

Metric Name	Metric Description	Metric Expression
Comp Store Profit	This metric calculates total comparable store profit, including comparable store profit lost on returns.	[Profit Amount]
Comp Store Profit (Last Year)	This metric calculates total comparable store profit last year by week, including comparable store profit lost on returns last year, by week.	[Profit Amount]
Comp Store Profit on Sales	This metric calculates comparable store profit earned on regular, clearance, and promotion sales.	[Profit Amount]
Comp Store Profit on Sales (Last Year)	This metric calculates comparable store profit earned on regular, clearance, and promotion sales for last year.	[Profit Amount]
Comp Store Sales Value	This metric calculates comparable store sales, excluding sales of stores that have not been opened fifty-three (53) weeks before the start of the comparable period or are already closed at the end of the comparable period.	[Sales Amount]
Comp Store Sales Value (Last Year)	This metric calculates comparable store sales for last year, excluding sales of stores that have not been opened fifty-three (53) weeks before the start of the comparable period or are already closed at the end of the comparable period.	[Sales Amount]
Contract Cost Unit Value	This metric calculates the contract cost per unit.	([Contract Cost Value] / [Contract Quantity])
Contract Cost Value	This metric calculates the contract cost amount.	[Contract Cost Amount]
Contract Order Cost Unit Value	This metric calculates the contract order cost per unit.	([Contract Order Cost Value] / [Contract Order Quantity])
Contract Order Cost Value	This metric calculates the contract on order cost amount.	[Contract Order Cost Amount]
Contract Order Cost Value (Department)	This metric calculates the contract on order cost amount, at the department level.	[Contract Order Cost Amount]
Contract Order Quantity	This metric calculates the total ordered quantity for the contract.	[Contract Order Quantity]
Contract Quantity	This metric calculates the total contracted amount to be ordered from the vendor.	[Contract Quantity]

Metric Name	Metric Description	Metric Expression
Conversion Rate	This metric calculates the transaction conversion rate by dividing number of store transactions by amount of store traffic.	(([No of Total Transactions] / [Store Traffic]) * 100)
Cost Amount	This metric calculates the average cost amount.	[Avg Cost Amount]
Cost Amount (YTD)	This metric calculates the year to date average cost amount per unit.	[Avg Cost Amount]
Cost of Goods Sold	This metric calculates the cost of goods sold. It is defined as sales minus profit earned on sales, minus profit lost on returns.	([Sales Value] - Profit)
Cost of Goods Sold (Last Year)	This metric calculates the cost of goods sold for last year, by week	([Sales Value (Last Year)] - [Profit (Last Year)])
Cost of Goods Sold (Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a period.	([Sales Value (Period)] - [Profit (Period)])
Cost of Goods Sold (Post Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a post period.	([Sales Value (Post Period)] - [Profit (Post Period)])
Cost of Goods Sold (Prior Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a prior period.	([Sales Value (Prior Period)] - [Profit (Prior Period)])
CP Avg Profit per Space Allocation (Cb)	This metric calculates current plan average profit, per cubic unit of space allocated to an item.	([CP Profit] / [Avg Space Allocation (Cb)])
CP Avg Profit per Space Allocation (Ln)	This metric calculates current plan average profit, per linear unit of space allocated to an item	([CP Profit] / [Avg Space Allocation (Ln)])
CP Avg Profit per Space Allocation (Sq)	This metric calculates current plan average profit, per square unit of space allocated to an item.	([CP Profit] / [Avg Space Allocation (Sq)])
CP Avg Stock Cost Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	(([CP BOP Cost Value] + [CP EOP Cost Value (SUM)]) / ([No of Weeks with CP Stock] + 1))
CP Avg Stock Retail Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	(([CP BOP Retail Value] + [CP EOP Retail Value (SUM)]) / ([No of Weeks with CP Stock] + 1))

Metric Name	Metric Description	Metric Expression
CP BOP Cost Value	This metric calculates the cost value of plan stock on hand at the beginning of the time period selected.	[CP BOP Cost Amount]
CP BOP Retail Value	This metric calculates the selling value of plan stock on hand at the beginning of the time period selected.	[CP BOP Retail Amount]
CP BOP Retail Value (Class)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the class level.	[CP BOP Retail Amount]
CP BOP Retail Value (Company)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the company level.	[CP BOP Retail Amount]
CP BOP Retail Value (Department)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the department level.	[CP BOP Retail Amount]
CP BOP Retail Value (Division)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the division level.	[CP BOP Retail Amount]
CP BOP Retail Value (Group)	This metric calculates retail value for current plan stock on hand at the beginning of a selected period, at the group level.	[CP BOP Retail Amount]
CP Clearance Markdown Value	This metric calculates the current plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (Last Year)	This metric calculates the current plan clearance markdown value, for last year.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (MTD)	This metric calculates the period-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (Plan STD)	This metric calculates the plan season-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Clearance Markdown Value (YTD)	This metric calculates the year-to-date plan clearance markdown value.	[CP Clearance Markdown Amount]
CP Commitments	This metric calculates the current plan value of items ordered but not approved	[CP Commitments Retail Amount]
CP EOP Cost Value	This metric calculates the cost value of plan stock on hand at the end of the time period selected.	[CP EOP Cost Amount]

Metric Name	Metric Description	Metric Expression
CP EOP Cost Value (SUM)	This metric calculates the cost value of plan stock on hand over the duration of a selected period.	[CP EOP Cost Amount]
CP EOP Retail Value	This metric calculates the selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (MTD)	This metric calculates the period-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (Plan STD)	This metric calculates the plan season-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP EOP Retail Value (SUM)	This metric calculates the selling value of plan stock on hand over the duration of a selected period.	[CP EOP Retail Amount]
CP EOP Retail Value (YTD)	This metric calculates the year-to-date selling value of plan stock on hand at the end of the time period selected.	[CP EOP Retail Amount]
CP GMROI	This metric calculates the current plan gross margin return on inventory investment, as current plan gross margin value divided by current plan average inventory at cost.	([CP Gross Margin Value] / [CP Avg Stock Cost Value])
CP Gross Margin Value	This metric calculates the current plan gross margin value based on current plan gross profit amount.	[CP Gross Profit Amount]
CP Gross Margin Value (Last Year)	This metric calculates the current plan gross margin value, based on current plan gross profit amount, for last year.	[CP Gross Profit Amount]
CP Gross Margin Value (MTD)	This metric calculates the period-to-date current plan gross margin value, based on current plan gross profit amount.	[CP Gross Profit Amount]
CP Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date current plan gross margin value, based on current plan gross profit amount.	[CP Gross Profit Amount]
CP Gross Margin Value (YTD)	This metric calculates the year-to-date current plan gross margin value, based on current plan gross profit amount.	[CP Gross Profit Amount]

Metric Name	Metric Description	Metric Expression
CP Markdown Value	This metric calculates plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value] + [CP Promotion Markdown Value]) + [CP Regular Markdown Value])
CP Markdown Value (Last Year)	This metric calculates plan markdown value for clearance, promotion and regular sales, for last year.	(([CP Clearance Markdown Value (Last Year)] + [CP Promotion Markdown Value (Last Year)]) + [CP Regular Markdown Value (Last Year)])
CP Markdown Value (MTD)	This metric calculates the period-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (MTD)] + [CP Promotion Markdown Value (MTD)]) + [CP Regular Markdown Value (MTD)])
CP Markdown Value (Plan STD)	This metric calculates the plan season-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (Plan STD)] + [CP Promotion Markdown Value (Plan STD)]) + [CP Regular Markdown Value (Plan STD)])
CP Markdown Value (YTD)	This metric calculates the year-to-date, current plan markdown value for clearance, promotion and regular sales.	(([CP Clearance Markdown Value (YTD)] + [CP Promotion Markdown Value (YTD)]) + [CP Regular Markdown Value (YTD)])
CP On Order Cancel Retail Value	This metric calculates the current plan value of cancelled orders.	[CP Order Cancelled Retail Amount]
CP On Order Retail Value	This metric calculates the current plan value of goods that have been ordered.	[CP Order Retail Amount]
CP Profit	This metric calculates total plan profit based on expected sales.	[CP Profit Amount]
CP Profit (Area)	This metric calculates plan profit based on expected sales, at the area level.	[CP Profit Amount]
CP Profit (Chain)	This metric calculates plan profit based on expected sales, at the chain level.	[CP Profit Amount]
CP Profit (Company)	This metric calculates plan profit based on expected sales, at the company level.	[CP Profit Amount]
CP Profit (Department)	This metric calculates plan profit based on expected sales, at the department level.	[CP Profit Amount]
CP Profit (District)	This metric calculates plan profit based on expected sales, at the district level.	[CP Profit Amount]

Metric Name	Metric Description	Metric Expression
CP Profit (Division)	This metric calculates plan profit based on expected sales, at the division level.	[CP Profit Amount]
CP Profit (Last Week)	This metric calculates plan profit based on expected sales, for last week.	[CP Profit Amount]
CP Profit (Last Year)	This metric calculates plan profit based on expected sales, for last year.	[CP Profit Amount]
CP Profit (Location)	This metric calculates plan profit based on expected sales, at the location level.	[CP Profit Amount]
CP Profit (Region)	This metric calculates plan profit based on expected sales, at the region level.	[CP Profit Amount]
CP Promotion Markdown Value	This metric calculates plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (Last Year)	This metric calculates the current plan promotion markdown value, for last year.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (MTD)	This metric calculates the period-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (Plan STD)	This metric calculates the period-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Promotion Markdown Value (YTD)	This metric calculates the year-to-date, plan promotion markdown value.	[CP Promotion Markdown Amount]
CP Receipts Cost Value	This metric calculates a current plan cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (MTD)	This metric calculates a current plan, period-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (PlanSTD)	This metric calculates a current plan, season-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Cost Value (YTD)	This metric calculates a current plan, year-to-date cost value of an item that is expected to be received.	[CP Receipts Cost Amount]
CP Receipts Retail Value	This metric calculates a current plan retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (MTD)	This metric calculates a current plan, period-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]

Metric Name	Metric Description	Metric Expression
CP Receipts Retail Value (PlanSTD)	This metric calculates a current plan, season-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Retail Value (YTD)	This metric calculates a current plan, year-to-date retail value of an item that is expected to be received.	[CP Receipts Retail Amount]
CP Receipts Units	This metric calculates the plan quantity of units expected to be received.	[CP Receipts Quantity]
CP Received Retail Value	This metric calculates a current plan retail value of an item that has actually been received.	[CP Received Retail Amount]
CP Regular Markdown Value	This metric calculates plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (Last Year)	This metric calculates the current plan regular markdown value, for last year.	[CP Regular Markdown Amount]
CP Regular Markdown Value (MTD)	This metric calculates the period-to-date, current plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (Plan STD)	This metric calculates the plan season-to-date current plan regular markdown value.	[CP Regular Markdown Amount]
CP Regular Markdown Value (YTD)	This metric calculates the year-to-date current plan regular markdown value.	[CP Regular Markdown Amount]
CP Return to Vendor Retail Value	This metric calculates the total current plan retail amount of items planned to be returned to the vendor for any reason.	[CP Return to Vendor Retail Amount]
CP Return to Vendor Units	This metric calculates the total current plan quantity of items planned to be retruned to the vendor for any reason.	[CP Return to Vendor Quantity]
CP Sales Value	This metric calculates the current plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Area)	This metric calculates the current plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Chain)	This metric calculates total plan sales value at the chain level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
CP Sales Value (Class)	This metric calculates the current plan total class sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Company)	This metric calculates the current plan total company sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Department)	This metric calculates the current plan total department sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (District)	This metric calculates total plan sales value at the district level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Division)	This metric calculates total plan sales value at the district level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Group)	This metric calculates the current plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Last Week)	This metric calculates total plan sales value for last week by week, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Last Year)	This metric calculates total plan sales value for last year by week, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (Location)	This metric calculates the current plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
CP Sales Value (MTD)	This metric calculates the current plan month-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Plan STD)	This metric calculates the current plan season-to-date sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value (Region)	This metric calculates total plan sales value at the region level, based on regular, clearance and promotion plan sales. Inclusion of returns and VAT is dependent on data source.	[CP Sales Amount]
CP Sales Value (YTD)	This metric calculates the current plan year-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[CP Sales Amount]
CP Sales Value Weeks of Supply	This metric calculates the weeks of supply based on the current plan stock-on-hand value vs the average sales for the selected evaluation period.	([CP EOP Retail Value] / [Avg Regular Sales Value (Period Week)])
CP Shrinkage Value	his metric calculates the current plan shortage value (or current plan shrinkage value).	[CP Shrinkage Retail Amount]
CP Stock Turn Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	([CP Sales Value] / [CP Avg Stock Retail Value])
CP Total Inventory Reduction	This metric calculates the summation of current plan sales, current plan markdowns, current plan shrink and current plan return to vendor.	((([CP Sales Value] + [CP Markdown Value]) + [CP Shrinkage Value]) + [CP Return to Vendor Retail Value])
CP Total Receipts	This metric calculates current plan total receipts, by adding what is planned to be received, on-order, commitments and projected receipts and subtracting on-order cancel.	((([CP Received Retail Value] + [CP On Order Retail Value]) - [CP On Order Cancel Retail Value]) + [CP Commitments]) + [CP Receipts Retail Value])
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	[Currency Exchange Rate]
Delivery Accuracy Rating	This metric calculates delivery accuracy rating for a supplier, based on the percentage of deliveries that were on target, or where the quantity was received as expected.	([No of On Target Deliveries] / [No of Deliveries])

Metric Name	Metric Description	Metric Expression
Delivery Accuracy Rating (Last Year)	This metric calculates last year's delivery accuracy rating for a supplier, based on the percentage of deliveries that were on target, or where the quantity was received as expected.	([No of On Target Deliveries (Last Year)] / [No of Deliveries (Last Year)])
Delivery Accuracy Rating Variance	This metric calculates variance in the supplier Delivery Accuracy Rating over the previous year.	(([Delivery Accuracy Rating] - [Delivery Accuracy Rating (Last Year)]) / [Delivery Accuracy Rating (Last Year)])
Department Share Variance	This metric calculates the variance between the market share for a department and the market share for all departments when compared across the same market levels. This metric is provided in primary currency.	([RMA to FDM CRMA Total Market Share] - [Market Share for Department RMA to FDM CRMA])
Department Share Variance (Local)	This metric calculates the variance between the market share for a department and the market share for all departments when compared all departments when compared across the same market levels. This metric is provided in local currency.	([RMA to FDM CRMA Total Market Share (Local)] - [Market Share for Department RMA to FDM CRMA (Local)])
Employee Discount Amount	This metric calculates the employee discount amount.	[Employee Discount Gross Sales Amount]
EOH Clearance Retail Value	This metric calculates the clearance retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Cost Value	This metric calculates the cost value of the stock on hand at the end of the time period selected.	[Stock On Hand Cost Amount]
EOH Cost Value (SUM)	This metric calculates the total cost value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Cost Amount]
EOH Cost Value (SUM) (Last Year)	This metric calculates the total cost value for all Stock on Hand over the duration of a selected period from last year.	[Stock On Hand Cost Amount]
EOH Promotion Retail Value	This metric calculates the promotion retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Regular Retail Value	This metric calculates the regular retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
EOH Retail Value	This metric calculates the retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (Company)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the company level.	[Stock On Hand Retail Amount]
EOH Retail Value (Company, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the company level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Department)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the department level.	[Stock On Hand Retail Amount]
EOH Retail Value (Department, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the department level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Division)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the division level.	[Stock On Hand Retail Amount]
EOH Retail Value (Division, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the division level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Group)	This metric calculates retail value for stock on hand at the end of a selected period, based on regular, clearance, and promotional stock on hand retail amounts, at the group level.	[Stock On Hand Retail Amount]
EOH Retail Value (Group, Last Year)	This metric calculates retail value for stock on hand at the end of the selected period, at the group level, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Last Week)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last week.	[Stock On Hand Retail Amount]
EOH Retail Value (Last Week) (Last Year)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last week and last year.	[Stock On Hand Retail Amount]

Metric Name	Metric Description	Metric Expression
EOH Retail Value (Last Year)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (MTD)	This metric calculates the period-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (MTD, Last Year)	This metric calculates the period-to=date retail value of the stock on hand at the beginning of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value of the stock on hand at the end of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Retail Value (SUM)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Retail Amount]
EOH Retail Value (SUM) (Last Year)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period from last year.	[Stock On Hand Retail Amount]
EOH Retail Value (Yesterday)	This metric calculates the retail value of the stock on hand at the beginning of the time period selected., for yesterday.	[Stock On Hand Retail Amount]
EOH Retail Value (YTD)	This metric calculates the year-to-date retail value of the stock on hand at the end of the time period selected.	[Stock On Hand Retail Amount]
EOH Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value of the stock on hand at the end of the time period selected, for last year.	[Stock On Hand Retail Amount]
EOH Units	This metric calculates the unit quantity of stock on hand at the end of a selected period.	[Stock On Hand Quantity]
EOH Units (Last Week)	This metric calculates for the ending stock-on-hand of the previous week.	[Stock On Hand Quantity]
EOH Units (SUM)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Quantity]

Metric Name	Metric Description	Metric Expression
EOH Units (Time, Org)	This metric calculates the unit quantity of stock on hand at the end of a selected period.	[Stock On Hand Quantity]
EOH Units (Yesterday)	This metric calculates the unit quantity of stock on hand at the end of a selected period, for yesterday.	[Stock On Hand Quantity]
Failed QC Units	This metric calculates the total quantity of items that are received and failed quality control check.	[Failed QC Units]
Failed QC Units (Last Year)	This metric calculates last year's total quantity of items that were received and failed quality control check.	[Failed QC Units]
First In Range BOH Units	This system metric calculates the beginning-on-hand value.	FirstInRange([Stock On Hand Quantity])
First In Range BOH Units - Running Forecast Sales Units	This system metric calculates the running difference between the beginning-on-hand units and the forecast sales units.	([First In Range BOH Units] - [Running Forecast Sales Units])
First In Range BOH Value	This system metric calculates the beginning-on-hand value.	FirstInRange([Stock On Hand Retail Amount])
First In Range BOH Value - Running Forecast Sales Value	This system metric calculates the running difference between the beginning-on-hand value and the forecast sales value.	([First In Range BOH Value] - [Running Forecast Sales Value])
GMROI	This metric calculates Gross Margin Return on Investment, based on gross margin value divided by average stock cost value.	([Gross Margin Value] / [Avg Stock Cost Value])
GMROI (Last Year)	This metric calculates Gross Margin Return on Investment for last year, based on gross margin value divided by average stock cost value, for last year.	([Gross Margin Value (Last Year)] / [Avg Stock Cost Value (Last Year)])
Gross Margin Value	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	Profit
Gross Margin Value (Last Year)	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (Last Year)]
Gross Margin Value (MTD)	This metric calculates the gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (MTD)]

Metric Name	Metric Description	Metric Expression
Gross Margin Value (MTD, Last Year)	This metric calculates the period-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (MTD, Last Year)]
Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date gross margin value by week, based on regular, clearance, and promotional profit amounts.	Profit
Gross Margin Value (Plan STD, Last Year)	This metric calculates the plan season-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (Plan STD, Last Year)]
Gross Margin Value (WTD)	This metric calculates the week-to-date gross margin value based on regular, clearance, and promotional profit amounts.	[Profit (WTD)]
Gross Margin Value (YTD)	This metric calculates the year-to-date gross margin value, based on regular, clearance, and promotional profit amounts.	[Profit (YTD)]
Gross Margin Value (YTD, Last Year)	This metric calculates the year-to-date gross margin value based on regular, clearance, and promotional profit amounts, for last year.	[Profit (YTD, Last Year)]
Gross Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales, minus the number of returns.	[Gross Sales Quantity]
Gross Sales Units (Last Year)	This metric calculates total number of units sold based on regular, clearance and promotion sales, minus the number of returns, for last year.	[Gross Sales Quantity]
Gross Sales Value	This metric calculates total sales sold based on regular, clearance and promotion sales.	[Gross Sales Amount]
Gross Sales Value (Area)	This metric calculates total sales sold based on regular, clearance and promotion sales, minus the returns, at the area level.	[Gross Sales Amount]
Gross Sales Value (Chain)	This metric calculates total sales sold based on regular, clearance and promotion sales, minus the returns, at the chain level.	[Gross Sales Amount]
Gross Sales Value (Class)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the class level.	[Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Gross Sales Value (Class, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the class level, for last year.	[Gross Sales Amount]
Gross Sales Value (Company)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the company level.	[Gross Sales Amount]
Gross Sales Value (Company, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the company level, for last year.	[Gross Sales Amount]
Gross Sales Value (Department)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the department level.	[Gross Sales Amount]
Gross Sales Value (Department, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the department level, for last year.	[Gross Sales Amount]
Gross Sales Value (Division)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the division level.	[Gross Sales Amount]
Gross Sales Value (Division, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the division level, for last year.	[Gross Sales Amount]
Gross Sales Value (Group)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the group level.	[Gross Sales Amount]
Gross Sales Value (Group, Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, at the group level, for last year.	[Gross Sales Amount]
Gross Sales Value (Last Year)	This metric calculates total sales sold based on regular, clearance and promotion sales, for last year.	[Gross Sales Amount]
Gross Sales Value (MTD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the period-to-date.	[Gross Sales Amount]
Gross Sales Value (MTD, Last Year)	This metric calculates total sales based on regular, clearance and promotion sales, for the period-to-date, last year.	[Gross Sales Amount]
Gross Sales Value (Plan STD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the plan season-to-date.	[Gross Sales Amount]

Metric Name	Metric Description	Metric Expression
Gross Sales Value (Plan STD, Last Year)	This metric calculates total sales based on regular, clearance and promotion sales, for the plan season-to-date, last year.	[Gross Sales Amount]
Gross Sales Value (YTD)	This metric calculates total sales sold based on regular, clearance and promotion sales, for the year-to-date.	[Gross Sales Amount]
Gross Sales Value (YTD, Last Year)	This metric calculates total gross sales based on regular, clearance and promotion sales, for the year-to-date, last year.	[Gross Sales Amount]
In Transit Cost Value	This metric calculates the cost value of inventory currently in transit.	[In Transit Cost Amount]
In Transit Retail Value	This metric calculates the retail value of inventory currently in transit	[In Transit Retail Amount]
In Transit Units	This metric calculates the unit quantity of inventory currently in transit	[In Transit Cost Quantity]
Incremental Profit	This metric calculates incremental profit based on period profit, prior period profit and post period profit.	(((([Profit (Period)] / [No of Weeks (Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)])) + ([Profit (Post Period)] / [No of Weeks (Post Period)])) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)]))
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	((([Sales Value (Period)] / [No of Weeks (Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])) + (([Sales Value (Post Period)] / [No of Weeks (Post Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])))
InStore Markdown Value	This metric calculates instore markdown sales.	[InStore Markdown Amount]
InStore Markdown Value (Day)	This metric calculates instore markdown sales for the entire day.	[InStore Markdown Amount]
InStore Markdown Value (Last Week)	This metric calculates instore markdown sales for last week.	[InStore Markdown Amount]
InStore Markdown Value (Last Year)	This metric calculates instore markdown sales for last year.	[InStore Markdown Amount]
InStore Markdown Value (MTD)	This metric calculates instore markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]

Metric Name	Metric Description	Metric Expression
InStore Markdown Value (STD)	This metric calculates instore markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (WTD)	This metric calculates instore markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Markdown Value (YTD)	This metric calculates instore markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
InStore Clearance Markdown Value	This metric calculates instore clearance markdown sales.	[InStore Markdown Amount]
InStore Clearance Markdown Value (Last Year)	This metric calculates instore clearance markdown sales for last year.	[InStore Markdown Amount]
InStore Promotion Markdown Value	This metric calculates instore promotion markdown sales.	[InStore Markdown Amount]
InStore Promotion Markdown Value (Day)	This metric calculates instore promotion markdown sales for an entire day.	[InStore Markdown Amount]
InStore Promotion Markdown Value (Last Week)	This metric calculates instore promotion markdown sales for last week.	[InStore Markdown Amount]
InStore Promotion Markdown Value (MTD)	This metric calculates instore promotion markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (STD)	This metric calculates instore promotion markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (WTD)	This metric calculates instore promotion markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Promotion Markdown Value (YTD)	This metric calculates instore promotion markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value	This metric calculates instore regular markdown sales.	[InStore Markdown Amount]
InStore Regular Markdown Value (Day)	This metric calculates instore regular markdown sales for an entire day.	[InStore Markdown Amount]
InStore Regular Markdown Value (Last Week)	This metric calculates instore regular markdown sales for last week.	[InStore Markdown Amount]

Metric Name	Metric Description	Metric Expression
InStore Regular Markdown Value (Last Year)	This metric calculates instore regular markdown sales for last year.	[InStore Markdown Amount]
InStore Regular Markdown Value (MTD)	This metric calculates instore regular markdown sales from the beginning of the period to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (STD)	This metric calculates instore regular markdown sales from the beginning of the season to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (WTD)	This metric calculates instore regular markdown sales from the beginning of the week to the day selected.	[InStore Markdown Amount]
InStore Regular Markdown Value (YTD)	This metric calculates instore regular markdown sales from the beginning of the year to the day selected.	[InStore Markdown Amount]
Linear Distance	This metric calculates the amount of space, allocated.	[Linear Amount]
Linear Distance (Last Year)	This metric calculates the amount of space, allocated last year.	[Linear Amount]
LP Transaction Sales Value	This metric calculates the value of loss prevention transactions.	[LP Transaction Sales Value]
LP Transaction Sales Value (Cashier)	This metric calculates the value of loss prevention transactions, at the cashier level.	[LP Transaction Sales Value]
Manufacturer Coupon Value	This metric calculates the total value of manufacturer coupons used.	[Manufacturer Coupon Value]
Markdown Value	This metric calculates net markdown sales.	[Markdown Amount]
Markdown Value (Company)	This metric calculates net markdown sales for the company.	[Markdown Amount]
Markdown Value (Day)	This metric calculates net markdown sales for a day.	[Markdown Amount]
Markdown Value (Last Week)	This metric calculates net markdown sales for last week.	[Markdown Amount]
Markdown Value (Last Year)	This metric calculates net markdown sales for last year.	[Markdown Amount]
Markdown Value (MTD)	This metric calculates net markdown sales from the beginning of the period to the selected day.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Markdown Value (MTD, Last Year)	This metric calculates net markdown sales from the beginning of the period to the selected day, for last year.	[Markdown Amount]
Markdown Value (Plan STD)	This metric calculates net markdown sales starting from the plan season to the day selected.	[Markdown Amount]
Markdown Value (Plan STD, Last Year)	This metric calculates markdown sales starting from the plan season to the day selected, for last year.	[Markdown Amount]
Markdown Value (STD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (WTD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (YTD)	This metric calculates net markdown sales starting from the season to the day selected.	[Markdown Amount]
Markdown Value (YTD, Last Year)	This metric calculates net markdown sales starting from the beginning of the year to the day selected, for last year.	[Markdown Amount]
Markdown Value VAT	This metric calculates the VAT amount for clearance, promotion and regular markdowns.	[Markdown VAT Amount]
Market Event Sales Units	This metric calculates total unit sales for any item on feature, display and/or with price reductions.	[Market Event Sales Unit]
Market Event Sales Value	This metric calculates total dollar sales for any item on feature, display and/or with price reduction.	[Market Event Sales Value]
Market Event Sales Value (Local)	This metric calculates total sales value, in local currency, for any item on feature, display and/or with price reduction.	[Market Event Sales Value (Local)]
Market Incremental Sales Value	This metric calculates the value difference between market event sales and market normalized sales. This value represents the variance in sales resulting from the event.	([Market Event Sales Value] - [Market Normalized Sales Value])
Market Normalized Sales Units	This metric calculates the estimated sales units that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Unit]

Metric Name	Metric Description	Metric Expression
Market Normalized Sales Units (Last Year)	This metric calculates the estimated sales units that would have been recorded if there were no impact from display, promotion or price reduction, for last year.	[Market Normalized Sales Unit]
Market Normalized Sales Value	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Value]
Market Normalized Sales Value (Last Year)	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from display, promotion or price reduction, for last year.	[Market Normalized Sales Value]
Market Normalized Sales Value (Local)	This metric calculates the estimated sales value, in local currency, that would have been recorded if there were no impact from a display, promotion or price reduction.	[Market Normalized Sales Value (Local)]
Market Promotion Sales Units	This metric calculates total unit sales for any item on feature.	[Market Promotion Sales Unit]
Market Promotion Sales Units (Last Year)	This metric calculates total unit sales for any item on feature for last year.	[Market Promotion Sales Unit]
Market Promotion Sales Value	This metric calculates total sales value for any item on feature. This amount is also known as Market Main Ad.	[Market Promotion Sales Value]
Market Promotion Sales Value (Last Year)	This metric calculates total dollar sales for any item on feature last year.	[Market Promotion Sales Value]
Market Promotion Sales Value (Local)	This metric calculates total sales value, in local currency, for any item on feature. This amount is also known as Market Main Ad.	[Market Promotion Sales Value (Local)]
Market Sales Rate	This metric calculates the sales efficiency of the product in relation to its distribution, based on All Commodity Volume (ACV).	[Market Sales Rate]
Market Sales Units	This metric calculates the total quantity of market units sold.	[Market Sales Unit]
Market Sales Units (FDM CRMA)	This metric calculates the total quantity of market units sold at the FDM CRMA (market area level 1).	[Market Sales Unit]
Market Sales Units (FDM CRMA, (Last Year))	This metric calculates the total quantity of market units sold at the FDM CRMA level (market area level 1) for last year.	[Market Sales Unit]

Metric Name	Metric Description	Metric Expression
Market Sales Units (Food CRMA)	This metric calculates the total quantity of market units sold at the Food CRMA level (market area level 2).	[Market Sales Unit]
Market Sales Units (Food CRMA, (Last Year))	This metric calculates the total quantity of market units sold at the food CRMA level (market area level 2) for last year.	[Market Sales Unit]
Market Sales Units (Last Month)	This metric calculates total quantity of market units sold last period, by week.	[Market Sales Unit]
Market Sales Units (Last Week)	This metric calculates total quantity of market units sold last week, by week.	[Market Sales Unit]
Market Sales Units (Last Year)	This metric calculates total quantity of market units sold last year.	[Market Sales Unit]
Market Sales Units (RMA)	This metric calculates the total quantity of market units sold at the RMA level (market area level 3).	[Market Sales Unit]
Market Sales Units (RMA, (Last Year))	This metric calculates the total quantity of market units sold at the RMA level (market area level 3) for last year.	[Market Sales Unit]
Market Sales Value	This metric calculates the total market sales value.	[Market Sales Value]
Market Sales Value (FDM CRMA)	This metric calculates total market sales value at the FDM CRMA level (market area level 1).	[Market Sales Value]
Market Sales Value (FDM CRMA) (Local)	This metric calculates total market sales value at the FDM CRMA level (market area level 1), in local currency.	[Market Sales Value (Local)]
Market Sales Value (FDM CRMA, (Last Year))	This metric calculates total market sales value at the FDM CRMA level (market area level 1) for last year.	[Market Sales Value]
Market Sales Value (Food CRMA)	This metric calculates total market sales value at the food CRMA level (market area level 2).	[Market Sales Value]
Market Sales Value (Food CRMA) (Local)	This metric calculates total market sales value at the food CRMA level (market area level 2)	[Market Sales Value (Local)]
Market Sales Value (Food CRMA, (Last Year))	This metric calculates total market sales value at the food CRMA level (market area level 2) for last year.	[Market Sales Value]
Market Sales Value (Last Month)	This metric calculates market sales value for last period, by week.	[Market Sales Value]

Metric Name	Metric Description	Metric Expression
Market Sales Value (Last Week)	This metric calculates market sales value for last week, by week.	[Market Sales Value]
Market Sales Value (Last Year)	This metric calculates the estimated sales dollars that would have been recorded if there were no impact from a display, promotion or price reduction, for last year.	[Market Sales Value]
Market Sales Value (Local)	This metric calculates total market sales value in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Catg, FDM CRMA)	This metric calculates total market sales value at the FDM CRMA (market area level 1) and Market Category level, in primary currency.	[Market Sales Value]
Market Sales Value (Mkt Catg, FDM CRMA)(Local)	This metric calculates total market sales value at the FDM CRMA (market area level 1) and Market Category level, in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Catg, RMA)	This metric calculates total market sales value at the RMA (market area level 3) and Market Category level, in primary currency.	[Market Sales Value]
Market Sales Value (Mkt Catg, RMA)(Local)	This metric calculates total market sales value at the RMA (market area level 3) and Market Category level, in local currency.	[Market Sales Value (Local)]
Market Sales Value (Mkt Department)	This metric calculates the total market sales value for all market departments.	[Market Sales Value]
Market Sales Value (Month)	This metric calculates market sales value for this period.	[Market Sales Value]
Market Sales Value (RMA)	This metric calculates total market sales value at the RMA level (market area level 3).	[Market Sales Value]
Market Sales Value (RMA) (Local)	This metric calculates total market sales value at the RMA level (market area level 3).	[Market Sales Value (Local)]
Market Sales Value (RMA)(Local)	This metric calculates total market sales value at the RMA level (market area level 3), in local currency.	[Market Sales Value (Local)]
Market Sales Value (RMA, (Last Year))	This metric calculates total market sales value at the RMA level (market area level 3) for last year.	[Market Sales Value]

Metric Name	Metric Description	Metric Expression
Market Share for Department RMA to FDM CRMA	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for the department at the FDM CRMA market levels. This metric is provided in primary currency.	([Market Sales Value (Mkt Catg, RMA)] / [Market Sales Value (Mkt Catg, FDM CRMA)])
Market Share for Department RMA to FDM CRMA (Local)	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for the department at the FDM CRMA market levels. This metric is provided in local currency.	([Market Sales Value (Mkt Catg, RMA)(Local)] / [Market Sales Value (Mkt Catg, FDM CRMA)(Local)])
Markup Value	This metric calculates an increase in list price by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Last Year)	This metric calculates an increase in list price last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD)	This metric calculates an increase in list price from the beginning of the period by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD, Last Year)	This metric calculates an increase in list price from the beginning of the period last year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Plan STD)	This metric calculates an increase in list price from the beginning of the plan season by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Plan STD, Last Year)	This metric calculates an increase in list price from the beginning of the plan season last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (YTD)	This metric calculates an increase in list price from the beginning of the year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]

Metric Name	Metric Description	Metric Expression
Markup Value (YTD, Last Year)	This metric calculates an increase in list price from the beginning of the year last year by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Maximum Supplier Invoice Cost Amount	This metric calculates the maximum cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Maximum Supplier Invoice Cost Amount]
Minimum Supplier Invoice Cost Amount	This metric calculates the minimum cost on a supplier invoice for the supplier, item, location, and day selected for the report.	[Minimum Supplier Invoice Cost Amount]
No of Credit Cards Manually Entered	This metric calculates total number of credit card transactions that were manually entered.	[No of Credit Cards Manually Entered]
No of Credit Cards Scanned	This metric calculates total number of credit card transactions that were scanned.	[No of Credit Cards Scanned]
No of Days	This metric counts the number of distinct days.	[No of Days]
No of Days (Month)	This metric counts the total number of days during a particular month	[No of Days]
No of Days on Display	The metric counts the number of days an item is on display.	[No of Days on Display]
No of Days on Feature	The metric counts the number of days an item is featured.	[No of Days on Feature]
No of Days Out of Stock	This metric counts the number of distinct days where stock position is equal to zero.	[No of Days with Stock]
No of Days with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Days with Sales]
No of Days Worked	This metric calculates the total number of days a salesperson worked or processed one or more transactions.	[No of Days with Sales Count]
No of Days Worked (Cashier) (MF)	This metric counts the number of distinct days that a cashier worked (MF).	[No of Days with Sales Count]
No of Days Worked (Salesperson) (MF)	This metric counts the number of distinct days that a salesperson worked (MF).	[No of Days with Sales Count]
No of Deliveries	This metric calculates total number of on target, over target, under target and mismatched deliveries made by a supplier.	((([No of On Target Deliveries] + [No of Over Target Deliveries]) + [No of Under Target Deliveries]) + [No of Mismatched Deliveries])

Metric Name	Metric Description	Metric Expression
No of Deliveries (Last Year)	This metric calculates last year's total number of on target, over target, under target and mismatched deliveries made by a supplier.	((([No of On Target Deliveries (Last Year)] + [No of Over Target Deliveries (Last Year)]) + [No of Under Target Deliveries (Last Year)]) + [No of Mismatched Deliveries (Last Year)])
No of Early Deliveries	This metric calculates total number of deliveries that were early.	[No of Early Deliveries]
No of Early Deliveries (Last Year)	This metric calculates last year's total number of deliveries that were early.	[No of Early Deliveries]
No of Expected Deliveries	This metric calculates the total number of expected deliveries based on supplier schedules, purchase order dates, and advance shipment notifications.	((([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]) + [No of Missed Deliveries])
No of Expected Deliveries (Last Year)	This metric calculates last year's total number of expected deliveries based on supplier schedules, purchase order dates, and advance shipment notifications.	((([No of On Time Deliveries (Last Year)] + [No of Early Deliveries (Last Year)]) + [No of Late Deliveries (Last Year)]) + [No of Missed Deliveries (Last Year)])
No of Full Order Deliveries	This metric calculates total number of deliveries received where the purchase order was received in full. This is the number of full order deliveries.	[No of Full Order Deliveries]
No of Full Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received where the purchase order was received in full. This is last year's number of full order deliveries.	[No of Full Order Deliveries]
No of Items	This metric counts the number of distinct items.	[No of Items]
No of Items (Department)	This metric counts the number of distinct items in a department.	[No of Items]
No of Items in Stock	This metric counts the number of distinct items in stock where the most recent ending on hand units value is greater than zero	[No of Items in Stock]
No of Items Manually Entered	This metric calculates the total number of Items that were manually entered.	[No of Sale Items Manually Entered]
No of Items Scanned	This metric calculates the total number of skus that were scanned.	[No of Sales Items Scanned]

Metric Name	Metric Description	Metric Expression
No of Items Stocked (Department, Week)	This metric counts the number of distinct items in stock at the department and week.	[No of Items in Stock]
No of Items with Promotion Sales	This metric calculates the number of items with promotional sales.	[No of Items with Sales]
No of Items with Sales	This metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Items with Sales (Department) (MO)	This metric counts the number of all the distinct items with sales within a particular department regardless of the filter or template.	[No of Items with Sales]
No of Items with Sales (Mkt Department)	This metric counts the number of distinct items that have sales associated with them, at the market department level.	[No of Items with Sales]
No of Items with Sales (Time Calendar) (MO)	This system metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Late Deliveries	This metric calculates the total number of deliveries that were late.	[No of Late Deliveries]
No of Late Deliveries (Last Year)	This metric calculates last year's total number of deliveries that were late.	[No of Late Deliveries]
No of LP Transactions	This metric counts total number of loss prevention transactions processed.	[Loss Prevention Count]
No of LP Transactions (All Cashier)	This metric counts total number of loss prevention transactions processed.	[Loss Prevention Count]
No of LP Transactions (All Cashiers)	This metric calculates the total number of loss prevention transactions processed by all cashiers over time.	[No of LP Transactions]
No of LP Transactions (All Reason Type)	This metric calculates the total number of loss prevention transactions processed by all cashiers for any reason.	[Loss Prevention Count]
No of Mismatched Deliveries	This metric calculates the total number of deliveries, where quantity was received for items not ordered. This is the number of mismatched deliveries.	[No of Mismatched Deliveries]
No of Mismatched Deliveries (Last Year)	This metric calculates last year's total number of deliveries, where quantity was received for items not ordered. This was last year's number of mismatched deliveries.	[No of Mismatched Deliveries]

Metric Name	Metric Description	Metric Expression
No of Missed Deliveries	This metric calculates total number of deliveries that did not arrive when expected based on schedules, purchase order dates, or shipment notifications. This is the number of missed deliveries.	(([No of Missed Shipment Deliveries] + [No of Missed Order Deliveries]) + [No of Missed Scheduled Deliveries])
No of Missed Deliveries (Last Year)	This metric calculates last year's total number of deliveries that did not arrive when expected based on schedules, purchase order dates, or shipment notifications. This was last year's number of missed deliveries.	(([No of Missed Shipment Deliveries (Last Year)] + [No of Missed Order Deliveries (Last Year)]) + [No of Missed Scheduled Deliveries (Last Year)])
No of Missed Order Deliveries	This metric calculates the total number of deliveries missed on overdue purchase orders. This is the number of missed order deliveries.	[No of Missed Order Deliveries]
No of Missed Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed on overdue purchase orders. This was last year's number of missed order deliveries.	[No of Missed Order Deliveries]
No of Missed Scheduled Deliveries	This metric calculates the total number of deliveries missed from expected scheduled deliveries. This is the number of missed scheduled deliveries.	[No of Missed Schedule Deliveries]
No of Missed Scheduled Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed from expected scheduled deliveries. This was last year's number of missed scheduled deliveries.	[No of Missed Schedule Deliveries]
No of Missed Shipment Deliveries	This metric calculates the total number of deliveries missed on expected shipments. This is the number of missed shipment deliveries.	[No of Missed ASN Deliveries]
No of Missed Shipment Deliveries (Last Year)	This metric calculates last year's total number of deliveries missed on expected shipments. This was last year's number of missed shipment deliveries.	[No of Missed ASN Deliveries]
No of Mkt Items with Sales (Mkt Catg)	This metric counts the number of all the distinct market items with sales within a particular market category.	[No of Mkt Items with Sales]
No of Months	This metric counts the number of distinct periods.	[No of Months]

Metric Name	Metric Description	Metric Expression
No of On Target Deliveries	This metric calculates the total number of deliveries where the quantity of items was received as expected. This is the number of on target deliveries.	[No of On Target Deliveries]
No of On Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where the quantity of items was received as expected. This was last year's number of on target deliveries.	[No of On Target Deliveries]
No of On Time Deliveries	This metric calculates the total number of deliveries that arrived on time.	[No of On-time Deliveries]
No of On Time Deliveries (Last Year)	This metric calculates last year's total number of deliveries that arrived on time.	[No of On-time Deliveries]
No of Order Deliveries	This metric calculates the total number of deliveries received towards fulfilling orders. This is the number of order deliveries.	(([No of Full Order Deliveries] + [No of Part Order Deliveries]) + [No of Over Order Deliveries])
No of Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received towards fulfilling orders. This was last year's number of order deliveries.	(([No of Full Order Deliveries (Last Year)] + [No of Part Order Deliveries (Last Year)]) + [No of Over Order Deliveries (Last Year)])
No of Over Order Deliveries	This metric calculates total number of deliveries received where more than the purchase order was received. This is the number of over order deliveries.	[No of Over Order Deliveries]
No of Over Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries received where more than the purchase order was received. This was last year's number of over order deliveries.	[No of Over Order Deliveries]
No of Over Target Deliveries	This metric calculates the total number of deliveries where quantity of items received was more than expected. This is the number of over target deliveries.	[No of Over Target Deliveries]
No of Over Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where quantity of items received was more than expected. This was last year's number of over target deliveries.	[No of Over Target Deliveries]
No of Override Markdowns	This metric calculates number of override markdowns.	[No of Override Sales Markdowns]

Metric Name	Metric Description	Metric Expression
No of Override Markups	This metric calculates number of override markups.	[No of Override Sales Markups]
No of Part Order Deliveries	This metric calculates the total number of deliveries made where the purchase order was received in part. This is the number of part order deliveries.	[No of Part Order Deliveries]
No of Part Order Deliveries (Last Year)	This metric calculates last year's total number of deliveries made where the purchase order was received in part. This was last year's number of part order deliveries.	[No of Part Order Deliveries]
No of Return Transactions	This metric counts the number of distinct transactions where returns occurred.	[No of Return Transactions]
No of Sales Transactions	This metric counts the number of distinct transactions where sales occurred.	[No of Sales Transactions]
No of Sales Transactions (Cashier) (MF)	This metric counts the number of distinct transactions where sales occurred for a particular cashier.	[No of Sales Transactions]
No of Sales Transactions (Last Month)	This metric counts the number of distinct transactions where sales occurred last period.	[No of Sales Transactions]
No of Sales Transactions (Last Week)	This metric counts the number of distinct transactions where sales occurred last week.	[No of Sales Transactions]
No of Sales Transactions (Last Year)	This metric counts the number of distinct transactions where sales occurred last year.	[No of Sales Transactions]
No of Sales Transactions (Salesperson) (MF)	This metric counts the number of distinct transactions where sales occurred for a particular sales person.	[No of Sales Transactions]
No of Sales Transactions with Multiples	This metric counts the number of transactions with sales with multiple items.	[No of Gross Sales with Multiples]
No of SalesTransactions (Loc, Last Week) (MF)	This metric calculates the total number of transactions processed during the last week of the time period selected (MF) by location	[No of Sales Transactions]
No of SalesTransactions (Loc, Last Year) (MF)	This metric calculates the total number of transactions processed during the last year of the time period selected (MF) by location.	[No of Sales Transactions]

Metric Name	Metric Description	Metric Expression
No of SalesTransactions (Location) (MF)	This metric calculates the total number of transactions processed during the time period selected (MF) by location.	[No of Sales Transactions]
No of Store Coupons	This metric counts the number of store (discount) coupons used.	[No of Store Coupons]
No of Stores	This metric counts the total number of distinct stores.	[No of Stores]
No of Stores with Deal Costs	This metric counts the number of distinct deal participating stores (locations).	[No of Stores with Deal Costs]
No of Stores with Deal Costs (Last Year)	This metric counts the number of distinct deal participating stores (locations) for Last Year.	[No of Stores with Deal Costs]
No of Stores with Promotion Sales	This metric counts the number of distinct stores with promotions.	[No of Stores with Sales]
No of Stores with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Last Year)	This metric counts the number of distinct stores (locations) at the segment, location, day level, where sales value for a day, last year is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Time Calendar) (MO)	This system metric counts the number of distinct stores (locations) that have sales.	[No of Stores with Sales]
No of Stores with Stock	This metric counts the number of distinct stores where stock position is greater than zero.	[No of Stores with Stock]
No of Total Transactions	This metric counts the number of distinct transactions where either a sale or return occurred.	[No of Sales Transactions]
No of Total Transactions (Loc, Day) (MF)	This metric calculates the total number of transactions processed for all locations in a day, during the time period selected. This metric does not take into account the template (MF).	[No of Sales Transactions]
No of Transactions	This metric counts the number of transactions processed.	[No of Sales Transactions]
No of Under Target Deliveries	This metric calculates the total number of deliveries where quantity of items received was less than expected. This is the number of under target deliveries.	[No of Under Target Deliveries]

Metric Name	Metric Description	Metric Expression
No of Under Target Deliveries (Last Year)	This metric calculates last year's total number of deliveries where quantity of items received was less than expected. This was last year's number of under target deliveries.	[No of Under Target Deliveries]
No of Unscheduled Deliveries	This metric calculates the total number of deliveries received, that were unscheduled. This is the number of unscheduled deliveries.	[No of Unscheduled Deliveries]
No of Vouchers Escheated	This metric calculates the number of escheated vouchers	[No of Vouchers Escheated]
No of Vouchers Issued	This metric calculates the number of vouchers issued.	[No of Vouchers Issued]
No of Vouchers Outstanding	This metric calculates the number of outstanding vouchers.	[No of Vouchers Outstanding]
No of Vouchers Redeemed	This metric calculates the number of vouchers redeemed.	[No of Vouchers Redeemed]
No of Weeks	This metric counts the number of distinct weeks.	[No of Weeks]
No of Weeks (Period)	This metric counts distinct number of weeks within a period.	[No of Weeks]
No of Weeks (Post Period)	This metric counts the distinct number of weeks within a post period.	[No of Weeks]
No of Weeks (Prior Period)	This metric counts the distinct number of weeks within a prior period.	[No of Weeks]
No of Weeks with CP Sales	This metric counts the number of distinct weeks where current plan regular sales value is greater than zero.	[No of Weeks with CP Sales]
No of Weeks with CP Stock	This metric counts the number of distinct weeks where planned stock position is greater than zero, according to the current plan.	[No of Weeks with CP Stock]
No of Weeks with OP Sales	This metric counts the number of distinct weeks where original plan regular sales value is greater than zero.	[No of Weeks with OP Sales]
No of Weeks with OP Stock	This metric counts the number of distinct weeks where planned stock position is greater than zero, according to the original plan.	[No of Weeks with OP Stock]

Metric Name	Metric Description	Metric Expression
No of Weeks with Sales	This metric counts the number of distinct weeks where sales value is greater than zero.	[No of Weeks with Sales]
No of Weeks with Sales (Last Year)	This metric counts the number of distinct weeks where sales value is greater than zero, for last year.	[No of Weeks with Sales]
No of Weeks with Stock	This metric counts the number of distinct weeks where stock position is greater than zero.	[No of Weeks with Stock]
No of Weeks with Stock (Last Year)	This metric counts the number of distinct stores (locations) where sales value is greater than zero, last year.	[No of Weeks with Stock]
Number of Multiple Unit Sales	This metric calculates the unit quantity of multiples.	[Number of Multiple Unit Sales]
On Order Cost Value	This metric calculates the cost value of items on order.	[On Order Cost Amount]
On Order Retail Value	This metric calculates the retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (Last Year)	This metric calculates the retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (MTD)	This metric calculates the period-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (MTD, Last Year)	This metric calculates the period-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (Plan STD)	This metric calculates the plan season-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (Plan STD, Last Year)	This metric calculates the plan season-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Retail Value (YTD)	This metric calculates the year-to-date retail value of items on order.	[On Order Retail Amount]
On Order Retail Value (YTD, Last Year)	This metric calculates the year-to-date retail value of items on order, for last year.	[On Order Retail Amount]
On Order Units	This metric calculates the unit quantity of items on order	[On Order Quantity]
OP Avg Stock Cost Value	This metric calculates the average original plan stock cost value.	(([OP BOP Cost Value] + [OP EOP Cost Value (SUM)]) / ([No of Weeks with OP Stock] + 1))

Metric Name	Metric Description	Metric Expression
OP Avg Stock Retail Value	This metric calculates the average original plan stock value.	(([OP BOP Retail Value] + [OP EOP Retail Value (SUM)]) / ([No of Weeks with OP Stock] + 1))
OP BOP Cost Value	This metric calculates cost value for the original plan stock on hand at the beginning of a selected period	[OP BOP Cost Amount]
OP BOP Retail Value	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period	[OP BOP Retail Amount]
OP BOP Retail Value (Company)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the company level.	[OP BOP Retail Amount]
OP BOP Retail Value (Department)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the department level.	[OP BOP Retail Amount]
OP BOP Retail Value (Division)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the division level.	[OP BOP Retail Amount]
OP BOP Retail Value (Group)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, at the group level.	[OP BOP Retail Amount]
OP BOP Retail Value (Last Year)	This metric calculates retail value for the original plan stock on hand at the beginning of a selected period, for last year.	[OP BOP Retail Amount]
OP BOP Retail Value (MTD)	This metric calculates period-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Retail Value (Plan STD)	This metric calculates plan season-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Retail Value (YTD)	This metric calculates year-to-date retail value for the original plan stock on hand at the beginning of a selected period.	[OP BOP Retail Amount]
OP BOP Weeks of Supply	This metric calculates the ratio of original plan beginning inventory value to original plan sales value on weekly basis.	([OP BOP Retail Value] / ([OP Sales Value] / [No of Weeks with OP Sales]))

Metric Name	Metric Description	Metric Expression
OP Clearance Markdown Value	This metric calculates the original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (Last Year)	This metric calculates the original plan clearance markdown value, for last year.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (MTD)	This metric calculates the period-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (Plan STD)	This metric calculates the plan season-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Clearance Markdown Value (YTD)	This metric calculates the year-to-date, original plan clearance markdown value.	[OP Clearance Markdown Amount]
OP Commitments	This metric calculates the original plan value of items ordered but not approved	[OP Commitments Retail Amount]
OP EOP Cost Value (SUM)	This metric calculates the selling cost of the original plan stock on hand over the duration of a selected period.	[OP EOP Cost Amount]
OP EOP Retail Value	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Company)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Department)	This metric calculates retail value for the original plan stock on hand at the end of a selected period, at the department level.	[OP EOP Retail Amount]
OP EOP Retail Value (Division)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Group)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (Last Year)	This metric calculates retail value for the original plan stock on hand at the end of a selected period	[OP EOP Retail Amount]
OP EOP Retail Value (MTD)	This metric calculates period-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP EOP Retail Value (Plan STD)	This metric calculates plan season-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]

Metric Name	Metric Description	Metric Expression
OP EOP Retail Value (SUM)	This metric calculates the selling value of the original plan stock on hand over the duration of a selected period.	[OP EOP Retail Amount]
OP EOP Retail Value (YTD)	This metric calculates year-to-date retail value for the original plan stock on hand at the end of a selected period.	[OP BOP Retail Amount]
OP GMROI	This metric calculates the original plan gross margin return on inventory investment, as original plan gross margin value divided by original plan average inventory at cost.	([OP Gross Margin Value] / [OP Avg Stock Cost Value])
OP Gross Margin Value	This metric calculates the original plan gross margin value based on original plan gross profit amount.	[OP Gross Profit Amount]
OP Gross Margin Value (Last Year)	This metric calculates the original plan gross margin value, based on the original plan gross profit amount, for last year.	[OP Gross Profit Amount]
OP Gross Margin Value (MTD)	This metric calculates the period-to-date original plan gross margin value, based on the original plan gross profit amount.	[OP Gross Profit Amount]
OP Gross Margin Value (Plan STD)	This metric calculates the plan season-to-date original plan gross margin value, based on the original plan gross profit amount.	[OP Gross Profit Amount]
OP Gross Margin Value (YTD)	This metric calculates the year-to-date current plan gross margin value, based on the original plan gross profit amount.	[OP Gross Profit Amount]
OP Markdown Value	This metric calculates the original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value] + [OP Promotion Markdown Value]) + [OP Regular Markdown Value])
OP Markdown Value (Last Year)	This metric calculates the original plan markdown value, which is inclusive of clearance, promotion and regular markdowns, for last year.	(([OP Clearance Markdown Value (Last Year)] + [OP Promotion Markdown Value (Last Year)]) + [OP Regular Markdown Value (Last Year)])
OP Markdown Value (MTD)	This metric calculates the period-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (MTD)] + [OP Promotion Markdown Value (MTD)]) + [OP Regular Markdown Value (MTD)])

Metric Name	Metric Description	Metric Expression
OP Markdown Value (Plan STD)	This metric calculates the plan season-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (Plan STD)] + [OP Promotion Markdown Value (Plan STD)]) + [OP Regular Markdown Value (Plan STD)])
OP Markdown Value (YTD)	This metric calculates the year-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	(([OP Clearance Markdown Value (YTD)] + [OP Promotion Markdown Value (YTD)]) + [OP Regular Markdown Value (YTD)])
OP On Order Cancel	This metric calculates the original plan value of cancelled orders.	[OP Order Cancelled Retail Amount]
OP On Order Retail Value	This metric calculates the original plan value of goods that have been ordered.	[OP Order Retail Amount]
OP Promotion Markdown Value	This metric calculates original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (Last Year)	This metric calculates the, original plan promotion markdown value, for last year.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (MTD)	This metric calculates the period-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (Plan STD)	This metric calculates the period-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Promotion Markdown Value (YTD)	This metric calculates the year-to-date, original plan promotion markdown value.	[OP Promotion Markdown Amount]
OP Receipts Cost Value	This metric calculates original plan cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (MTD)	This metric calculates original plan, period-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (PlanSTD)	This metric calculates original plan, season-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Cost Value (YTD)	This metric calculates original plan, year-to-date cost value of an item that is expected to be received.	[OP Receipts Cost Amount]
OP Receipts Retail Value	This metric calculates original plan retail value of an item that is expected to be received.	[OP Receipts Retail Amount]

Metric Name	Metric Description	Metric Expression
OP Receipts Retail Value (MTD)	This metric calculates original plan, period-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (PlanSTD)	This metric calculates original plan, season-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Retail Value (YTD)	This metric calculates original plan, year-to-date retail value of an item that is expected to be received.	[OP Receipts Retail Amount]
OP Receipts Units	This metric calculates the original plan quantity of units expected to be received.	[OP Receipts Quantity]
OP Received Retail Value	This metric calculates an original plan retail value of an item that has actually been received.	[OP Received Retail Amount]
OP Regular Markdown Value	This metric calculates the original plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (Last Year)	This metric calculates the original plan regular markdown value, for last year.	[OP Regular Markdown Amount]
OP Regular Markdown Value (MTD)	This metric calculates the period-to-date, original plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (Plan STD)	This metric calculates the original plan season-to-date current plan regular markdown value.	[OP Regular Markdown Amount]
OP Regular Markdown Value (YTD)	This metric calculates the year-to-date, original plan regular markdown value.	[OP Regular Markdown Amount]
OP Return to Vendor Retail Value	This metric calculates the total original plan retail amount of items planned to be returned to the vendor for any reason.	[OP Return to Vendor Retail Amount]
OP Return to Vendor Units	This metric calculates the total original plan quantity of items planned to be retruned to the vendor for any reason.	[OP Return to Vendor Quantity]
OP Sales Units	This metric calculates the original plan total number of units sold based on regular, clearance, and promotional unit sales. The quantity is net of returns	[OP Sales Quantity]
OP Sales Units (MTD)	This metric calculates original plan period-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns	[OP Sales Quantity]

Metric Name	Metric Description	Metric Expression
OP Sales Units (Plan STD)	This metric calculates original plan season-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns.	[OP Sales Quantity]
OP Sales Units (YTD)	This metric calculates original plan year-to-date units sales, by week, based on regular, clearance and promotion unit sales. The quantity is net of returns.	[OP Sales Quantity]
OP Sales Value	This metric calculates the original plan total sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Class)	This metric calculates the original plan total class sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Company)	This metric calculates the original plan total company sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Department)	This metric calculates the original plan total department sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Division)	This metric calculates the original plan total division sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Group)	This metric calculates the original plan total group sales value, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (MTD)	This metric calculates the original plan period-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Sales Value (Plan STD)	This metric calculates the original plan season-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]

Metric Name	Metric Description	Metric Expression
OP Sales Value (YTD)	This metric calculates the original plan year-to-date sales value, by week, based on regular, clearance, and promotional sales amount. This is net of returns.	[OP Sales Amount]
OP Shrinkage Retail Value	This metric calculates the original plan shortage value (or original plan shrinkage value).	[OP Shrinkage Retail Amount]
OP Stock to Sales	This metric calculates the original plan stock-to-sales ratio, as original plan beginning of period stock on hand divided by original plan sales value.	([OP BOP Retail Value] / [OP Sales Value])
OP Stock Turn Value	This metric calculates original plan stock turnover based on original plan sales value divided by original plan average stock value.	([OP Sales Value] / [OP Avg Stock Retail Value])
Open to Ship Units	This metric calculates the unit quantity remaining to be shipped, according to plan.	([CP Receipts Units] - [EOH Units])
Open to Ship Value	This metric calculates the retail value of items remaining to be shipped, according to plan.	([CP Receipts Retail Value] - [EOH Retail Value])
Open-to-Buy (BOH)	This metric calculates the value of quantity of goods that may be received in stock without exceeding current plan inventory levels, using actual beginning of period stock.	([CP EOP Retail Value] - [Projected EOP Stock Value (BOH)])
Open-to-Buy (CP BOP)	This metric calculates the value of quantity of goods that may be received in stock without exceeding current plan inventory levels, using current plan beginning of period stock.	([CP EOP Retail Value] - [Projected EOP Stock Value (CP BOP)])
Opportunity Gap	This metric calculates the sales value change for a given category, which, if realized, would result in the category share value matching share value for all categories. This metric is provided in primary currency.	([Department Share Variance] * [Market Sales Value (Mkt Catg, FDM CRMA)])
Opportunity Gap (local)	This metric calculates the sales value change for a given category which, if realized, would result in the category share value matching share value for all categories. This metric is provided in local currency.	([Department Share Variance (Local)] * [Market Sales Value (Mkt Catg, FDM CRMA)(Local)])

Metric Name	Metric Description	Metric Expression
Order Fulfillment Rating Variance	This metric calculates the variance in the Order Fulfillment Rating over the previous year.	(([Order Fullfillment Rating] - [Order Fullfillment Rating (Last Year)]) / [Order Fullfillment Rating (Last Year)])
Order Fullfillment Rating	This metric calculates the Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	([No of Full Order Deliveries] / [No of Order Deliveries])
Order Fullfillment Rating (Last Year)	This metric calculates last year's Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	([No of Full Order Deliveries (Last Year)] / [No of Order Deliveries (Last Year)])
Over/Short Amount	This metric calculates the over or short amount for a drawer.	[Over/Short Amount]
Override Markdown Value	This metric calculates override markdown value.	[Override Sales Markdown Value]
Passed QC Units	This metric calculates the total quantity of items that are received and passed quality control check.	[Passed QC Units]
Passed QC Units (Last Year)	This metric calculates last year's total quantity of items that were received and passed quality control check.	[Passed QC Units]
Period End Date	This system metric calculates the ending date of a period.	[Period End Date]
Period Start Date	This system metric calculates the beginning date of a period.	[Period Start Date]
Period Start Date - Store Start Date	This system metric calculates the number of days between a period's start date and a store's start date.	ApplySimple("Case When #1 is Null Then (#0-#2) Else (#0-#1) End",[Period Start Date],[Store Start Date],[Period Start Date])
Point Change In Contribution	This metric calculates the value change in contribution of category sales to last year category sales, by week.	(([Sales Value] / [Sales Value (Department)]) - ([Sales Value (Last Year)] / [Sales Value (Department, Last Year)]))
Profit	This metric calculates total regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (All Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. This metric ignores the filter.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Area)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the area level.	[Profit Amount]
Profit (Chain)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the chain level.	[Profit Amount]
Profit (Class)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the class level.	[Profit Amount]
Profit (Company)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the company level.	[Profit Amount]
Profit (Company, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the company level, by week.	[Profit Amount]
Profit (Department)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales, at the department level, displayed in local currency.	[Profit Amount (Local)]
Profit (Department) MF	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (Department, Last Year) MF	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (District)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the district level.	[Profit Amount]
Profit (Division)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the division level.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Group)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the group level.	[Profit Amount]
Profit (Item)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the item level.	[Profit Amount]
Profit (Item) (MF)	This metric calculates profit earned on sales at the item level.	[Profit Amount]
Profit (Item, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the item level, by week.	[Profit Amount]
Profit (Item, Supplier)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, by supplier.	[Profit Amount]
Profit (Last Week)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns for last week, by week.	[Profit Amount]
Profit (Last Week) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last week, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Last Year)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year, by week.	[Profit Amount]
Profit (Last Year) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last year, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Local)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Location)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (MTD)	This metric calculates total month-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (MTD, Last Year)	This metric calculates total period-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit (Period)	This metric calculates profit, including profit lost on returns, for the period selected.	[Profit Amount]
Profit (Plan STD)	This metric calculates total plan season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Plan STD, Last Year)	This metric calculates total plan season-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit (Post Period)	This metric calculates profit, including profit lost on returns, for the post period selected.	[Profit Amount]
Profit (Prior Period)	This metric calculates profit, including profit lost on returns, for the prior period selected.	[Profit Amount]
Profit (Region)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (STD)	This metric calculates total season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Subclass)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the segment level.	[Profit Amount]
Profit (Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. It also prompts on Time.	[Profit Amount]
Profit (WTD)	This metric calculates total week-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (YTD)	This metric calculates total year-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (YTD, Last Year)	This metric calculates total year-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit Return on Inventory	This metric calculates profit return on investment. It is defined as profit value divided by average stock value.	((Profit / [EOH Retail Value (SUM)]) / [No of Weeks with Stock])
Projected EOP Stock Value (BOH)	This metric calculates the projected ending inventory value using Actual BOP Stock Value.	(([BOH Retail Value] + [CP Total Receipts]) - ([CP Total Inventory Reduction] + [CP Gross Margin Value]))
Projected EOP Stock Value (CP BOP)	This metric calculates the current plan ending inventory value using current plan BOP Stock Value.	((([CP BOP Retail Value] + [CP Total Receipts]) - [CP Total Inventory Reduction]) - [CP Gross Margin Value])
Promotion Markdown Value	This metric calculates promotion markdown sales.	[Markdown Amount]
Promotion Markdown Value (Day)	This metric calculates promotion markdown sales for an entire day.	[Markdown Amount]
Promotion Markdown Value (Last Week)	This metric calculates promotion markdown sales for last week.	[Markdown Amount]
Promotion Markdown Value (Last Year)	This metric calculates promotion markdown sales for last year.	[Markdown Amount]
Promotion Markdown Value (MTD)	This metric calculates promotion markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Promotion Markdown Value (STD)	This metric calculates promotion markdown sales from the beginning of the season to the day selected.	[Markdown Amount]
Promotion Markdown Value (WTD)	This metric calculates promotion markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Promotion Markdown Value (YTD)	This metric calculates promotion markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Promotion Markdown Value VAT	This metric calculates the VAT amount for promotion markdowns.	[Markdown VAT Amount]

Metric Name	Metric Description	Metric Expression
Promotion Markdown Value VAT	This metric calculates promotion markdown sales.	[Markdown VAT Amount]
Promotion Profit Value	This metric calculates profit earned on promotion sales.	[Profit Amount]
Promotion Sales Units	This metric calculates the total unit quantity of promotion priced items sold.	[Sales Quantity]
Promotion Sales Units (Item)	This metric calculates the total quantity of promotion priced items sold, by item.	[Sales Quantity]
Promotion Sales Units (Location)	This metric calculates the total quantity of promotion priced items sold, by location.	[Sales Quantity]
Promotion Sales Value	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Last Year)	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Local)	This metric calculates the promotion sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Quality Rating	This metric calculates a supplier's Quality Rating based on the percentage of total items that were received and passed quality control, where a quality control check was required.	([Passed QC Units] / [Receipt QC Units])
Quality Rating (Last Year)	This metric calculates supplier's Quality Rating last year based on the percentage of total items that were received and passed quality control, where a quality control check was required.	([Passed QC Units (Last Year)] / [Receipt QC Units (Last Year)])
Quality Rating Variance	This metric calculates variance in a supplier's Quality Rating over the previous year.	(([Quality Rating] - [Quality Rating (Last Year)]) / [Quality Rating (Last Year)])
Rate of Sale	This metric calculates rate of sale based on total unit sales divided by the sum of beginning stock on hand and received units.	(([Sales Units] / [BOH Units]) + [Receipt Units])
Ratio, Sales Value to Returns	This metric calculates the ratio of sales to returns.	([Sales Value] / [Return Value])

Metric Name	Metric Description	Metric Expression
Ratio, Sales Value to Returns (Cash Equivalent)	This metric calculates the ratio of customer sales to returns, based only on transactions that have gone through the system using cash equivalent tenders. Cash equivalent tenders include cash and checks (personal, cashier).	([Tender Sales Value (Cash Equivalent)] / [Tender Return Value (Cash Equivalent)])
Ratio, Sales Value to Returns (Non-Cash Equivalent)	This metric calculates the ratio of customer sales to returns, based only on transactions that have gone through the system using only non-cash equivalent tenders.	([Tender Sales Value (Non-Cash Equivalent)] / [Tender Return Value (Non-Cash Equivalent)])
Receipt QC Units	This metric calculates the total units of quantity received that require quality control.	([Passed QC Units] + [Failed QC Units])
Receipt QC Units (Last Year)	This metric calculates last year's total units of quantity received that require quality control.	([Passed QC Units (Last Year)] + [Failed QC Units (Last Year)])
Receipt Units	This metric calculates the unit quantity received.	[Receipt Units]
Receipt Units (Department) (MO)	This metric calculates the quantity of goods received in units, at the department level.	[Receipt Units]
Receipts Cost Value	This metric calculates the cost value of receipts.	[Receipts Cost Amount]
Receipts Cost Value (Last Year)	This metric calculates a last year cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (MTD)	This metric calculates period to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (MTD, Last Year)	This metric calculates period to date cost value, last year, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (PlanSTD)	This metric calculates plan season to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (PlanSTD, Last Year)	This metric calculates plan season to date, last year cost value, of an item that is expected to be received.	[Receipts Cost Amount]

Metric Name	Metric Description	Metric Expression
Receipts Cost Value (YTD)	This metric calculates year to date cost value, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Cost Value (YTD, Last Year)	This metric calculates year to date cost value, last year, of an item that is expected to be received.	[Receipts Cost Amount]
Receipts Retail Value	This metric calculates the retail value of goods received.	[Receipts Retail Amount]
Receipts Retail Value (Last Year)	This metric calculates a last year retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (MTD)	This metric calculates period to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (MTD, Last Year)	This metric calculates period to date retail value, last year, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (PlanSTD)	This metric calculates plan season to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (PlanSTD, Last Year)	This metric calculates plan season to date, last year retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (YTD)	This metric calculates year to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Retail Value (YTD, Last Year)	This metric calculates year to date retail value, last year, of an item that is expected to be received.	[Receipts Retail Amount]
Receipts Units	This metric calculates the quantity of goods received in units.	[Receipts Quantity]
Regular Markdown Value	This metric calculates regular markdown sales.	[Markdown Amount]
Regular Markdown Value (Day)	This metric calculates regular markdown sales for an entire day.	[Markdown Amount]
Regular Markdown Value (Last Week)	This metric calculates regular markdown sales for last week.	[Markdown Amount]
Regular Markdown Value (Last Year)	This metric calculates regular markdown sales for last year.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
Regular Markdown Value (MTD)	This metric calculates regular markdown sales from the beginning of the period to the day selected.	[Markdown Amount]
Regular Markdown Value (STD)	This metric calculates regular markdown sales from the beginning of the season to the day selected.	[Markdown Amount]
Regular Markdown Value (WTD)	This metric calculates regular markdown sales from the beginning of the week to the day selected.	[Markdown Amount]
Regular Markdown Value (YTD)	This metric calculates regular markdown sales from the beginning of the year to the day selected.	[Markdown Amount]
Regular Markdown Value VAT	This metric calculates the VAT amount for regular markdowns.	[Markdown VAT Amount]
Regular Markdown Value VAT	This metric calculates regular markdown sales.	[Markdown VAT Amount]
Regular Profit Value	This metric calculates profit earned on regular sales.	[Profit Amount]
Regular Sales Units	This metric calculates the total unit quantity of regular-priced items sold.	[Sales Quantity]
Regular Sales Value	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Last Year)	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Local)	This metric calculates the regular sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Return Profit Amount	This metric calculates profit lost on returns.	[Return Profit Amount]
Return Units	This metric calculates the quantity of items returned by the customer, in units.	[Return Quantity]
Return Units (Day)	This metric calculates the quantity of items returned by customers in units for a day	[Return Quantity]
Return Units (Last Week)	This metric calculates the quantity of items returned by customers in units, for last week.	[Return Quantity]

Metric Name	Metric Description	Metric Expression
Return Units (Last Year)	This metric calculates the quantity of items returned by customers in units, for last year.	[Return Quantity]
Return Units (MTD)	This metric calculates the quantity of items returned by the customer.	[Return Quantity]
Return Units (STD)	This metric calculates the quantity of items returned by customers in units, for season to date.	[Return Quantity]
Return Units (WTD)	This metric calculates the quantity of items returned by customers in units, for week to date.	[Return Quantity]
Return Units (YTD)	This metric calculates the quantity of items returned by customers in units, for year to date.	[Return Quantity]
Return Value	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Area)	This metric calculates the total value of regular, clearance and promotion returns at the area level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Chain)	This metric calculates the total value of regular, clearance and promotion returns at the chain level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class)	This metric calculates the total value of regular, clearance and promotion returns at the class level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the class level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company)	This metric calculates the total value of regular, clearance and promotion returns at the company level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the company level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Day)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Department)	This metric calculates the total value of regular, clearance and promotion returns at the department level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Department, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the department level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division)	This metric calculates the total value of regular, clearance and promotion returns at the Division level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the Division level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group)	This metric calculates the total value of regular, clearance and promotion returns at the group level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the group level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Last Week)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Last Year)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Local)	This metric calculates the value of items returned by the customer, displayed in the store's local currency.	[Return Amount (Local)]
Return Value (Location, Time Calendar (MO)	This system metric calculates the value of items returned, based on transaction sales, by location, during the time period selected.	[Return Amount]
Return Value (MTD)	This metric calculates the value of items returned by the customer.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, for last year period-to-date. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Plan STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (WTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, year-to-date, last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
RMA to FDM CRMA Total Market Share	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for all categories at the FDM CRMA market levels. This metric is provided in primary currency.	([Total RMA Market Sales Value (MO)] / [Total FDM CRMA Market Sales Value (MO)])
RMA to FDM CRMA Total Market Share (Local)	This metric calculates the RMA to FDM CRMA market share value by dividing the RMA market level by the sales for all categories at the FDM CRMA market levels. This metric is provided in local currency.	([Total RMA Market Sales Value (MO)(Local)] / [Total FDM CRMA Market Sales Value (MO)(Local)])
RTV Cost Value	This metric calculates the total cost value of items returned to the vendor for any reason.	[RTV Cost Amount]
RTV Retail Value	This metric calculates the total retail value of items returned to the vendor for any reason.	[RTV Retail Amount]

Metric Name	Metric Description	Metric Expression
RTV Units	This metric calculates the total quantity of items returned to the supplier for any reason, in units.	[RTV Units]
Running Forecast Sales Units	This system metric calculates the running forecast sales quantity.	RunningSum([Forecast Sales Quantity])
Running Forecast Sales Value	This system metric calculates the running forecast sales value.	RunningSum([Forecast Sales Amount])
Sales Audit Totals Value	This metric contains the total amounts received from the Sales Audit system.	[Sales Audit Totals Value]
Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the area level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Area, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the chain level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Chain, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Class)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the class level. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Company, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the company level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Company, Last Year)	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Quantity]
Sales Units (Day)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for a day. The quantity is net of returns.	[Sales Quantity]
Sales Units (Department)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the department level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Department, Last Week)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last week. The amount is net of returns and inclusive of VAT.	[Sales Quantity]
Sales Units (Department, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, at the department level, for last year. The quantity is net of returns.	[Sales Quantity]
Sales Units (District)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]
Sales Units (District, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the district level. The quantity is net of returns.	[Sales Quantity]
Sales Units (District, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the district level. The quantity is net of returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Division)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the division level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Group)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the group level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Item)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the item level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Last Month)	This metric calculates total sales units, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Quantity]
Sales Units (Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Loc, Day) (MF)	This metric calculates the total units of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Quantity]
Sales Units (Loc, Last Week) (MF)	This metric calculates the total sales units during the last week of the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Loc, Last Year) (MF)	This metric calculates the total sales units during the last year if the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Location)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Location) (MF)	This metric calculates the total sales units during the time period selected (MF) by location.	[Sales Quantity]
Sales Units (MTD)	This metric calculates period to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Period)	This metric calculates total unit sales for the period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Post Period)	This metric calculates total unit sales for the post period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Prior Period)	This metric calculates total unit sales for the prior period selected. The quantity does not include returns..	[Sales Quantity]
Sales Units (Region)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the region level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Region, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Region, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Segment)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the segment level. The quantity does not include returns.	[Sales Quantity]
Sales Units (STD)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for season-to-date. The quantity is net of returns.	[Sales Quantity]
Sales Units (Time, Org)	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (WTD)	This metric calculates week to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (YTD)	This metric calculates year to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units Days of Supply	This metric calculates the days of supply based on the current stock-on-hand quantity vs the average units sold for the selected evaluation period.	([EOH Units (Yesterday)] / [Avg Regular Sales Units (Period Day)])
Sales Units Days of Supply (Dynamic)	This metric calculates the days of supply based on the current stock-on-hand quantity vs the average units sold for the selected evaluation period.	([EOH Units (Yesterday)] / [Avg Regular Sales Units (Period Day) (Dynamic)])
Sales Units Weeks of Supply	This metric calculates the weeks of supply based on the current stock-on-hand vs the average units sold for the selected evaluation period.	([EOH Units] / [Avg Regular Sales Units (Period Week)])
Sales Units Weeks of Supply (Dynamic)	This metric calculates the weeks of supply based on the current stock-on-hand vs the average units sold for the selected evaluation period.	([EOH Units (Last Week)] / [Avg Regular Sales Units (Period Week) (Dynamic)])
Sales Value	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (All Cashier)	This metric calculates the sales value for all cashiers.	[Sales Amount]
Sales Value (All Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. This metric ignores the filter (MT).	[Sales Amount]
Sales Value (Area)	This metric calculates the total value of regular, clearance and promotion sales at the area level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Area, (Last Year))	This metric calculates total area sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (Area, Last Week)	This metric calculates total area sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain)	This metric calculates the total value of regular, clearance and promotion sales at the chain level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, (Last Year))	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, Last Week)	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class)	This metric calculates the total value of regular, clearance and promotion sales, at the class level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion sales, at the class level for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company)	This metric calculates the total value of regular, clearance and promotion sales at the company level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company, (Last Year))	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Company, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the department level, displayed in the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Department) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Week)	This metric calculates the total value of regular, clearance and promotion sales, for the department, last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year) (MF)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (District)	This metric calculates the total value of regular, clearance and promotion sales at the district level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (District, (Last Year))	This metric calculates total district sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (District, Last Week)	This metric calculates total district sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division)	This metric calculates the total value of regular, clearance and promotion sales at the Division level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, (Last Year))	This metric calculates total division sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group)	This metric calculates the total value of regular, clearance and promotion sales at the group level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group, (Last Year))	This metric calculates total group sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item) (MF)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item, (Last Year))	This metric calculates total item sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Item, Supplier)	This metric calculates the total value of regular, clearance and promotion sales, by supplier. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Month)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week)	This metric calculates total sales value for last week, by week, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Last Year)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Year) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Loc, Day) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Amount]
Sales Value (Loc, Last Week) (MF)	This metric calculates the total sales value during the last week of the time period selected (MF) by location.	[Sales Amount]
Sales Value (Loc, Last Year) (MF)	This metric calculates the total sales value during the last year if the time period selected (MF) by location.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Location)	This metric calculates the total value of regular, clearance and promotion sales at the location level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location) (MF)	This metric calculates the total sales value during the time period selected (MF) by location.	[Sales Amount]
Sales Value (Location, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location, Time Calendar) (MO)	This system metric calculates the total sales value of items by location, during the time period selected.	[Sales Amount]
Sales Value (Market Department)(ABS)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market category sales for those items chosen.	[Sales Amount]
Sales Value (Market Department)(STD)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market department sales for those items chosen.	[Sales Amount]
Sales Value (MTD)	The metric calculates period to date sales value, based on regular, clearance and promotion sales, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Post Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the post period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Prior Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the prior period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region)	This metric calculates the total value of regular, clearance and promotion sales at the region level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, (Last Year))	This metric calculates total region sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, Last Week)	This metric calculates total region sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (STD)	The metric calculates season to date sales value, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. It also has a prompt of time attached as a condition, so it will filter on time.	[Sales Amount]
Sales Value (WTD)	The metric calculates week to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (WTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD)	The metric calculates year to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value Days of Supply	This metric calculates the days of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Yesterday)] / [Avg Regular Sales Value (Period Day)])
Sales Value Days of Supply (Dynamic)	This metric calculates the days of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Yesterday)] / [Avg Regular Sales Value (Period Day) (Dynamic)])
Sales Value Ind (Loc, (Last Year)) (MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value Indicator (Item,Loc,Day)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given day, item and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item,Loc,Wk)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Last Year)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given segment and location for last year, by week. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Location)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given location.	[Sales Amount]
Sales Value Weeks of Supply	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value] * (1 / [Avg Regular Sales Value (Period Week)]))
Sales Value Weeks of Supply (Dynamic)	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Last Week)] / [Avg Regular Sales Value (Period Week) (Dynamic)])
Sales Value Weeks of Supply (Last Year)	This metric calculates the weeks of supply based on the current stock-on-hand value vs the average sales for the selected evaluation period.	([EOH Retail Value (Last Year)] / [Avg Regular Sales Value (Period Week) (Last Year)])
SOH Adjustment Cost Value	This metric calculates the cost value of stock on hand adjustments made after a unit only stock counts.	[SOH Adjustment Cost Amount]
SOH Adjustment Retail Value	This metric calculates the retail value of stock on hand adjustments made after a unit only stock count.	[SOH Adjustment Retail Amount]
SOH Adjustment Units	This metric calculates adjustment quantity of stock on hand made after a unit only stock count.	[SOH Adjustment Units]
SOH Units (Day)	This metric calculates the total Retail Value for all Stock on Hand over the duration of a selected period.	[Stock On Hand Quantity]

Metric Name	Metric Description	Metric Expression
StkLedger BOH Cost Value (SUM)	This metric calculates beginning stock on hand cost value for the selected week, from the Stock Ledger system.	[StkLedger BOH Cost Amount]
StkLedger BOH Retail Value (SUM)	Stock Ledger begins on hand value, aggregated across time.	[StkLedger BOH Retail Amount]
StkLedger EOH Cost Value (SUM)	This metric calculates beginning stock on hand cost value aggregated across time, from the Stock Ledger system.	[StkLedger EOH Cost Amount]
StkLedger EOH Retail Value (SUM)	Stock Ledger ending on hand retail value, aggregated across time.	[StkLedger EOH Retail Amount]
Stock On Hand Indicator (Item,Day)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item.	[Stock On Hand Quantity]
Stock On Hand Indicator (Location)	This system metric points to the inventory tables in order to obtain verifiable stock on hand references for a given location.	[Stock On Hand Quantity]
Stock Sales Ratio	This metric calculates the ratio of beginning stock on hand value to total sales for the time period selected.	([BOH Retail Value] / [Sales Value])
Stock Sales Ratio (Last Year)	This metric calculates last year's stock-to-sales ratio.	([BOH Retail Value (Last Year)] / [Sales Value (Last Year)])
Stock Turn Units	This metric calculates stock turnover in units based on net sales units divided by average stock quantity on hand over the time period selected.	([Sales Units] / (([BOH Units] + [EOH Units (SUM)]) / ([No of Weeks with Stock] + 1)))
Stock Turn Value	This metric calculates the value of stock turnover based on net sales value divided by average stock value.	([Sales Value] / [Avg Stock Retail Value])
Stock Turn Value (Last Year)	This metric calculates stock turnover based on net sales value divided average stock value for last year.	([Sales Value (Last Year)] / [Avg Stock Retail Value (Last Year)])
Store Coupon Value	This metric calculates the value of store (discount) coupons used.	[Store Coupon Value]
Store End Date	This system metric allows another date to be subtracted from the attribute, store end date.	[Store End Date]
Store End Date - Period End Date	This system metric calculates the number of days between a store's end date and a period's end date.	ApplySimple("Case When #0 is Null Then ((#1-#2)+1) Else (#0-#2) End",[Store End Date],[Period End Date],[Period End Date])

Metric Name	Metric Description	Metric Expression
Store Start Date	This system metric allows another date to be subtracted from the attribute, store start date.	[Store Start Date]
Store Traffic	This metric calculates the amount of store traffic.	[Store Traffic]
Supplier Compliance Rating	This metric calculates a composite Supplier Compliance Rating, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	((([Timeliness Rating] + [Order Fullfillment Rating]) + [Delivery Accuracy Rating]) + [Quality Rating]) / 4)
Supplier Compliance Rating (Last Year)	This metric calculates a composite Supplier Compliance Rating for last year, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	((([Timeliness Rating (Last Year)] + [Order Fullfillment Rating (Last Year)]) + [Delivery Accuracy Rating (Last Year)]) + [Quality Rating (Last Year)]) / 4)
Tender Return Value	This metric calculates the value of all returns that are tender transactions.	[Tender Return Value]
Tender Return Value (Cash Equivalent)	This metric calculates the value of tender returns where the tender type is cash equivalent.	[Tender Return Value]
Tender Return Value (Location, Day)(MO)	This system metric calculates the total sales value of all returned tender transactions, by location and day, for the time period selected.	[Tender Return Value]
Tender Return Value (Location, Time Calendar) (MO)	This system metric calculates total sales value of all returns for all tenders, by location, for the time period selected.	[Tender Return Value]
Tender Return Value (Non-Cash Equivalent)	This metric calculates the value of tender returns where the tender type is non-cash equivalent.	[Tender Return Value]
Tender Sales Value	This metric calculates the sales value of all tender transactions.	[Tender Sales Value]
Tender Sales Value (Cash Equivalent)	This metric calculates the total sales value of all cash equivalent tender transactions.	[Tender Sales Value]
Tender Sales Value (Location, Day)(MO)	This system metric calculates the total value of all tender sales transactions, by location and day, for the time period selected.	[Tender Sales Value]
Tender Sales Value (Location, Time Calendar) (MO)	This system metric calculates the total sales value for all tenders, by location, for the time period selected.	[Tender Sales Value]

Metric Name	Metric Description	Metric Expression
Tender Sales Value (Non-Cash Equivalent)	This metric calculates total sales value of all non-cash equivalent tender transactions.	[Tender Sales Value]
Timeliness Rating	This metric calculates a supplier's Timeliness Rating based on the percentage of deliveries that were early, on time, and late.	([No of On Time Deliveries] / (([No of On Time Deliveries] + [No of Early Deliveries]) + [No of Late Deliveries]))
Timeliness Rating (Last Year)	This metric calculates a supplier's Timeliness Rating for last year, based on the percentage of deliveries that were early, on time, and late.	([No of On Time Deliveries (Last Year)] / (([No of On Time Deliveries (Last Year)] + [No of Early Deliveries (Last Year)]) + [No of Late Deliveries (Last Year)]))
Timeliness Rating Variance	This metric calculates variance in the Timeliness Rating over the previous year.	(([Timeliness Rating] - [Timeliness Rating (Last Year)]) / [Timeliness Rating (Last Year)])
Total Facings Allocation	The metric counts the number of facings for a display.	[Total Facings]
Total FDM CRMA Market Sales Value (MO)	This metric calculates total market sales value, in primary currency, for all categories at the FDM CRMA level (market area level 1).	[Market Sales Value]
Total FDM CRMA Market Sales Value (MO)(Local)	This metric calculates total market sales value, in local currency, for all categories at the FDM CRMA level (market area level 1).	[Market Sales Value (Local)]
Total Linear Distance	This metric calculates the total linear distance allocated over the time period selected	[Linear Amount]
Total Linear Distance (Last Year)	This metric calculates the total linear distance allocated over the time period selected, last year.	[Linear Amount]
Total RMA Market Sales Value (MO)	This metric calculates total market sales value, in primary currency, for all categories at the RMA level (market area level 3).	[Market Sales Value]
Total RMA Market Sales Value (MO)(Local)	This metric calculates total market sales value, in local currency, for all categories at the RMA level (market area level 3).	[Market Sales Value (Local)]
Transfer Cost Value	This metric calculates the cost value of transfers.	[Transfer Cost Amount]

Metric Name	Metric Description	Metric Expression
Transfer Retail Value	This metric calculates the retail value of transfers.	[Transfer Retail Amount]
Transfer Units	This metric calculates the unit quantity of transfers.	[Transfer Quantity]
Unavailable SOH Cost Value	This metric calculates the cost value of the stock on hand that is unavailable for sale.	[Unavailable Cost Amount]
Unavailable SOH Retail Value	This metric calculates the cost value of the stock on hand that is unavailable for sale.	[Unavailable Retail Amount]
Unavailable SOH Units	This metric calculates the unit quantity of stock on hand that is unavailable for sale.	[Unavailable Quantity]
Unit Cost Value	This metric calculates unit value at cost.	[Average Unit Cost Amount]
Unit Retail Value	This metric calculates unit value at retail.	[Average Unit Retail Amount]
Value of Vouchers Escheated	This metric calculates the value of escheated vouchers in primary currency.	[Value of Escheated Vouchers]
Value of Vouchers Issued	This metric calculates the total value of issued vouchers in primary currency.	[Value of Issued Vouchers]
Value of Vouchers Issued (Local)	This metric calculates the total value of issued vouchers in local currency.	[Value of Issued Vouchers(Local)]
Value of Vouchers Outstanding	This metric calculates the value of outstanding vouchers in primary currency.	[Value of Outstanding Vouchers]
Value of Vouchers Redeemed	This metric calculates the total value of redeemed vouchers in primary currency.	[Value of Redeemed Vouchers]
Value of Vouchers Redeemed (Local)	This metric calculates the total value of redeemed vouchers in local currency.	[Value of Redeemed Vouchers (Local)]
Variance Avg Sales Value vs Competitor Price	This metric calculates the price variance between a retailer's average sale price and its competitor.	(([Sales Value] / [Sales Units]) - [Avg Competitor Price])
Variance in Market Sales Value vs Last Year	This metric calculates the contribution of market sales to the whole category's market sales.	([Market Sales Value] - [Market Sales Value (Last Year)])
Variance No of Sales Transactions vs Last Month	This metric calculates the difference no of sales transactions to the last period.	([No of Sales Transactions] - [No of Sales Transactions (Last Month)])
Variance of GM Value and CP	This metric calculates the difference between this year’s gross margin value and the current plan gross margin value.	([Gross Margin Value] - [CP Gross Margin Value])

Metric Name	Metric Description	Metric Expression
Variance of GM Value and CP (MTD)	This metric calculates the difference between this year's gross margin value, period-to-date and the current plan gross margin value, period-to-date.	([Gross Margin Value (MTD)] - [CP Gross Margin Value (MTD)])
Variance of GM Value and CP (Plan STD)	This metric calculates the difference between this year's gross margin value, plan season-to-date and the current plan gross margin value, plan season-to-date.	([Gross Margin Value (Plan STD)] - [CP Gross Margin Value (Plan STD)])
Variance of GM Value and CP (YTD)	This metric calculates the difference between this year's gross margin value, year-to-date and the current plan gross margin value, year-to-date.	([Gross Margin Value (YTD)] - [CP Gross Margin Value (YTD)])
Variance of GM Value and Last Year	This metric calculates the difference between this year's gross margin value and last year's gross margin value by week.	([Gross Margin Value] - [Gross Margin Value (Last Year)])
Variance of GM Value and Last Year (MTD)	This metric calculates the difference between this year's period-to-date gross margin value and last year's period-to-date gross margin value.	([Gross Margin Value (MTD)] - [Gross Margin Value (MTD, Last Year)])
Variance of GM Value and Last Year (Plan STD)	This metric calculates the difference between this year's plan season-to-date gross margin value and last year's plan season-to-date gross margin value.	([Gross Margin Value (Plan STD)] - [Gross Margin Value (Plan STD, Last Year)])
Variance of GM Value and Last Year (YTD)	This metric calculates the difference between this year's, year-to-date gross margin value and last year's, year to-date gross margin value.	([Gross Margin Value (YTD)] - [Gross Margin Value (YTD, Last Year)])
Variance of GM Value and OP	This metric calculates the difference between this year's gross margin value and the original plan gross margin value.	([Gross Margin Value] - [OP Gross Margin Value])
Variance of GM Value and OP (MTD)	This metric calculates the difference between this year's gross margin value, period-to-date and the original plan gross margin value, period-to-date.	([Gross Margin Value (MTD)] - [OP Gross Margin Value (MTD)])
Variance of GM Value and OP (Plan STD)	This metric calculates the difference between this year's gross margin value, plan season-to-date and the original plan gross margin value, plan season-to-date.	([Gross Margin Value (Plan STD)] - [OP Gross Margin Value (Plan STD)])
Variance of GM Value and OP (YTD)	This metric calculates the difference between this year's gross margin value, year-to-date and the original plan gross margin value, year-to-date.	([Gross Margin Value (YTD)] - [OP Gross Margin Value (YTD)])

Metric Name	Metric Description	Metric Expression
Variance Promotion Value vs Competitor Promotion Price	This metric calculates the price variance between a retailer's average promotion retail value and its competitor promotion price.	(([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price])
Variance Regular Value vs Competitor Regular Price	This metric calculates the price variance between a retailer's average regular retail value and its competitor's regular retail price.	(([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price])
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	([Sales Units] - [Sales Units (Last Month)])
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	([Sales Value] - [Sales Value (Last Month)])
Variance to Market Sales Growth	This metric calculates the retailer sales gap based on retailer sales growth differential compared to market sales growth for last year, by week.	(([% Change Market Sales Value vs Last Year] - [% Change Sales Value vs Last Year]) * [Sales Value])

Appendix H – Customer Workbench metric list

Metric Name	Metric Description	Metric Expression
% Change Profit vs Last Week (Local)	This metric calculates percent variance in profit earned on sales over the previous week, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Week) (Local)]) / [Profit (Last Week) (Local)])
% Change Profit vs Last Year (Local)	This metric calculates percent variance in profit earned on sales over the previous year, including profit lost on returns, displayed in the store's local currency.	(([Profit (Local)] - [Profit (Last Year) (Local)]) / [Profit (Last Year) (Local)])
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	(([Sales Units] - [Sales Units (Last Month)]) / [Sales Units (Last Month)])
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	(([Sales Units] - [Sales Units (Last Year)]) / [Sales Units (Last Year)])
% Change Sales Value per Loc vs Last Year (Local)	This metric calculates percent variance in average sales per store over the previous year, by week, displayed in the store's local currency.	((([Sales Value (Local)] / [No of Stores with Sales]) - ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)])) / ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)]))
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	(([Sales Value] - [Sales Value (Last Month)]) / [Sales Value (Last Month)])
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	(([Sales Value] - [Sales Value (Last Week)]) / [Sales Value (Last Week)])
% Change Sales Value vs Last Week (Local)	This metric calculates percent variance in sales value over the previous week, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Week) (Local)]) / [Sales Value (Last Week) (Local)])
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	(([Sales Value] - [Sales Value (Last Year)]) / [Sales Value (Last Year)])
% Change Sales Value vs Last Year (Local)	This metric calculates percent variance in sales value over the previous year, displayed in the store's local currency.	(([Sales Value (Local)] - [Sales Value (Last Year) (Local)]) / [Sales Value (Last Year) (Local)])

Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	(([Sales Value (MTD)] - [Sales Value (MTD, Last Year)]) / [Sales Value (MTD, Last Year)])
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	(([Sales Value (Plan STD)] - [Sales Value (Plan STD, Last Year)]) / [Sales Value (Plan STD, Last Year)])
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	(([Sales Value (STD)] - [Sales Value (STD, Last Year)]) / [Sales Value (STD, Last Year)])
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	(([Sales Value (YTD)] - [Sales Value (YTD, Last Year)]) / [Sales Value (YTD, Last Year)])
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	([Clearance Sales Value] / [Sales Value])
% Contrib Profit to Department (Local)	This metric calculates percent contribution of profit to total department profit, including profit lost on returns, displayed in the store's local currency.	([Profit (Local)] / [Profit (Department) (Local)])
% Contrib Promotion Sales Value	This metric calculates percent contribution of promotion sales value to total sales value	([Promotion Sales Value] / [Sales Value])
% Contrib Regular to Sales Value	This metric calculates percent contribution of regular sales value to total sales value	([Regular Sales Value] / [Sales Value])
% Contrib Return Value to Location (MO)	This metric calculates percent contribution of return value to the total value of items returned in a location during the time period selected.	([Return Value] / [Return Value (Location, Time Calendar (MO)])
% Contrib Sales Units to Last Week	This metric calculates percent contribution sales unit to last week’s sales unit.	([Sales Units] / [Sales Units (Last Week)])
% Contrib Sales Units to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected .	([Sales Units] / [Sales Units (Loc, Day) (MF)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Units to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Units (Last Week)] / [Sales Units (Loc, Last Week) (MF)])
% Contrib Sales Units to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Units (Last Year)] / [Sales Units (Loc, Last Year) (MF)])
% Contrib Sales Units to Week (MF)	This metric calculates percent contribution of unit sales to total transaction unit sales during the time period selected (MF).	([Sales Units] / [Sales Units (Location) (MF)])
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	([Sales Value] / [Sales Value (Area)])
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	([Sales Value] / [Sales Value (Chain)])
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	([Sales Value] / [Sales Value (Class)])
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	([Sales Value (Last Year)] / [Sales Value (Class, Last Year)])
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	([Sales Value] / [Sales Value (Company)])
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	([Sales Value (Last Year)] / [Sales Value (Company, (Last Year))])
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department)])
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	([Sales Value (Last Year)] / [Sales Value (Department, Last Year) (MF)])
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	([Sales Value (Local)] / [Sales Value (Department) (Local)])
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	([Sales Value] / [Sales Value (Department) (MF)])
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	([Sales Value] / [Sales Value (District)])
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	([Sales Value] / [Sales Value (Division)])
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	([Sales Value (Last Year)] / [Sales Value (Division, (Last Year))])
% Contrib Sales Value to Group	This metric calculates percentage contribution of sales to total group sales.	([Sales Value] / [Sales Value (Group)])
% Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for last year.	([Sales Value (Last Year)] / [Sales Value (Group, (Last Year))])
% Contrib Sales Value to Last Week	This metric calculates percent contribution sales value to last week’s sales value.	([Sales Value] / [Sales Value (Last Week)])
% Contrib Sales Value to Location (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location .	([Sales Value] / [Sales Value (Loc, Day) (MF)])
% Contrib Sales Value to Location (MO)	This metric calculates percent contribution of sales value to the total sales value of a location processed during the time period selected.	([Sales Value] / [Sales Value (Location, Time Calendar) (MO)])
% Contrib Sales Value to Region	This metric calculates percent contribution of sales value to total sales value at the region level.	([Sales Value] / [Sales Value (Region)])

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Week (Last Week) (MF)	This metric calculates percent contribution sales value for last week to the total sales value of all transactions processed during the last week of the time period selected for that particular location (MF).	([Sales Value (Last Week)] / [Sales Value (Loc, Last Week) (MF)])
% Contrib Sales Value to Week (Last Year) (MF)	This metric calculates percent contribution sales value for last year to the total sales value of all transactions processed during the last year of the time period selected for that particular location (MF).	([Sales Value (Last Year)] / [Sales Value (Loc, Last Year) (MF)])
% Contrib Sales Value to Week (MF)	This metric calculates percent contribution sales value to the total sales value of all transactions processed during the time period selected for that particular location (MF).	([Sales Value] / [Sales Value (Location) (MF)])
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	([Sales Value (Last Year)] / [Sales Value (Chain, (Last Year))])
% Customer Frequency Value	This metric calculates percent of customers that purchase items for the selected time period over all time.	([Count of Customer Frequency] / [Count of Customer Frequency (All Time)])
% Customer Monetary Value	This metric calculates percent of customers that purchase items for the selected time period over all time.	([Sales Value] / [Sales Value (All Time)])
% Customer Profit Value	This metric calculates percent of customers that purchase items for the selected time period over all time.	(Profit / [Profit (All Time)])
% Discounted Promotion Response Rate	This metric calculates a discounted promotional response rate. This rate is discounted to avoid overestimation of outcome. It is used to analyze profit potential and to project potentially profitable quintile groupings.	([% Promotion Response Rate] * (? [% Discount Value] / 100))

Metric Name	Metric Description	Metric Expression
% Loyalty Program Customer	This metric calculates the percentage of customers that are members of a loyalty program over all customers.	([Loyalty Program Customer Count] / [No of Customers])
% Non-loyalty Program Customer	This metric calculates the percentage of customers that are not members of a loyalty program over all customers.	([Non-loyalty Program Customer Count] / [No of Customers])
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	([No of Items with Promotion Sales] / [No of Items with Sales (Time Calendar) (MO)])
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	([No of Stores with Promotion Sales] / [No of Stores with Sales (Time Calendar) (MO)])
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	(Profit / [Sales Value])
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	([Profit (Item) (MF)] / [Sales Value (Item) (MF)])
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	([Profit (Last Week)] / [Sales Value (Last Week)])
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	([Profit (Last Year)] / [Sales Value (Last Year)])
% Profit (Local)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales, displayed in the store's local currency.	([Profit (Local)] / [Sales Value (Local)])
% Profit (MTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to period to date sales, by week.	([Profit (MTD)] / [Sales Value (MTD)])

Metric Name	Metric Description	Metric Expression
% Profit (WTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to week to date sales, by day.	([Profit (WTD)] / [Sales Value (WTD)])
% Profit (YTD)	This metric calculates percent contribution of year to date profit earned on sales, including profit lost on returns, to year to date sales.	([Profit (YTD)] / [Sales Value (YTD)])
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	([Promotion Profit Value] / [Promotion Sales Value])
% Promotion Discount	This metric calculates percent discount on promotion items.	(([Avg Non Promotion Retail Value] - [Avg Promotion Retail Value]) / [Avg Non Promotion Retail Value])
% Promotion Response Rate	This metric calculates percent contribution of customers who responded to the promotion to total number of customers contacted.	([Promotion Response Count] / [Count of Pieces Mailed for Promotion])
% Promotion Response Rate (Control Group)	This metric calculates percent contribution of number of customers who did not receive the promotion and responded, to the total number of customers in the control group.	([Promotion Response Count (Control Group)] / [Promotion Control Group Count])
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	([Promotion Sales Value] / [Sales Value])
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	([Return Units] / [Sales Units])
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	([Return Value] / [Sales Value])
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	((([Sales Value] / [Sales Units]) - [Avg Competitor Price]) / [Avg Competitor Price])

Metric Name	Metric Description	Metric Expression
% Variance Promotion Value vs Competitor Promotion Price	This metric calculates percent variance between a retailer's average promotion retail value and its competitor's promotion price.	((([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price]) / [Avg Competitor Promotion Price])
% Variance Regular Value vs Competitor Regular Price	This metric calculates percent variance between a retailer's average regular retail value and its competitor's regular price.	((([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price]) / [Avg Competitor Regular Price])
Avg COGS per Week (Period)	This metric calculates weekly average value of cost of goods sold during a period.	(([Sales Value (Period)] - [Profit (Period)]) / [No of Weeks (Period)])
Avg COGS per Week (Post Period)	This metric calculates weekly average value of cost of goods sold during a post period.	(([Sales Value (Post Period)] - [Profit (Post Period)]) / [No of Weeks (Post Period)])
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	(([Sales Value (Prior Period)] - [Profit (Prior Period)]) / [No of Weeks (Prior Period)])
Avg Competitor Multi Unit Retail Price	This metric calculates the unit retail amount of multiples.	[Avg Competitor Multi Unit Retail Amount]
Avg Competitor Price	This metric calculates a competitor's retail price per unit.	[Avg Competitor Unit Retail Amount]
Avg Competitor Price (Local)	This metric calculates a competitor's retail amount per unit, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Promotion Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Promotion Price (Local)	This metric calculates a competitor's average promotion retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]
Avg Competitor Regular Price	This metric calculates a competitor's average regular retail price.	[Avg Competitor Unit Retail Amount]
Avg Competitor Regular Price (Local)	This metric calculates a competitor's average regular retail price, displayed in the store's local currency.	[Avg Competitor Unit Retail Amount (Local)]

Metric Name	Metric Description	Metric Expression
Avg Frequency per Month	This metric calculates the average frequency value for a customer, per period	([Count of Customer Frequency] / [No of Months])
Avg Net Retail Value	This metric calculates the average retail value of an item based on total net sales and unit quantity sold.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	(([Sales Value] - [Promotion Sales Value]) / ([Sales Units] - [Promotion Sales Units]))
Avg Number of Purchases per Customer	This metric calculates the average number of purchases made per customer.	([Count of Customer Frequency] / [No of Customers with Transactions])
Avg Profit	This metric calculates the average profit earned on sales minus the average profit lost on returns.	[Avg Profit Amount]
Avg Profit on Sales	This metric calculates average profit earned on sales. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit on Sales (Last Year)	This metric calculates average profit earned on sales, for last year. The amount does not include returns.	[Avg Sales Profit Amount]
Avg Profit per Month	This metric calculates profit over the number of periods in the time period selected.	(Profit / [No of Months])
Avg Profit per Store	This metric calculates average profit per store based on total profit and the number of stores with sales.	(Profit / [No of Stores with Sales])
Avg Profit per Store (Last Year)	This metric calculates average profit per store for last year, by week.	([Profit (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Profit per Store Last Year (Local)	This metric calculates average profit per store for last year, by week, displayed in the store's local currency.	([Profit (Last Year) (Local)] / [No of Stores with Sales (Last Year)])
Avg Profit per Week (Period)	This metric calculates average weekly profit, including profit lost on returns, for a period.	([Profit (Period)] / [No of Weeks (Period)])

Metric Name	Metric Description	Metric Expression
Avg Profit per Week (Post Period)	This metric calculates average weekly profit, including profit lost on returns, for the post period.	([Profit (Post Period)] / [No of Weeks (Post Period)])
Avg Profit per Week (Prior Period)	This metric calculates average weekly profit, including profit lost on returns, for the prior period.	([Profit (Prior Period)] / [No of Weeks (Prior Period)])
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	([Promotion Sales Value] / [Promotion Sales Units])
Avg Promotion Retail Value (Local)	This metric calculates average promotion retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Promotion Sales Value (Local)] / [Sales Units])
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	([Regular Sales Value] / [Regular Sales Units])
Avg Regular Retail Value (Local)	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold., displayed in the store's local currency.	([Regular Sales Value (Local)] / [Sales Units])
Avg Retail Price (Local)	This metric calculates the average retail price, displayed in the store's local currency.	[Avg Unit Retail Amount (Local)]
Avg Retail Value	This metric calculates the average retail value of an item based on total sales and unit quantity sold.	([Sales Value] / [Sales Units])
Avg Retail Value (Local)	This metric calculates the average retail value of an item based on total sales and unit quantity sold., displayed in the store's local currency.	([Sales Value (Local)] / [Sales Units])
Avg Retail Value (MTD)	This metric calculates period to date average retail value for an item, by week.	([Sales Value (MTD)] / [Sales Units (MTD)])
Avg Retail Value (WTD)	This metric calculates period to date average retail value for an item, by day.	([Sales Value (WTD)] / [Sales Units (WTD)])

Metric Name	Metric Description	Metric Expression
Avg Retail Value (YTD)	This metric calculates year to date average retail value for an item.	([Sales Value (YTD)] / [Sales Units (YTD)])
Avg Sales Value	This metric calculates average sales value. The amount does not include returns but is inclusive of VAT.	[Avg Sales Amount]
Avg Sales Value (Last Year)	This metric calculates average sales value for last year.. The amount does not include returns but is inclusive of VAT.	[Avg Gross Sales Amount]
Avg Sales Value per Month	This metric calculates sales over the number of periods in the time period selected.	([Sales Value] / [No of Months])
Avg Sales Value per Store	This metric calculates average sales per store based on total sales and the number of stores with sales.	([Sales Value] / [No of Stores with Sales])
Avg Sales Value per Store (Last Year)	This metric calculates average sales value per store for last year, by week.	([Sales Value (Last Year)] / [No of Stores with Sales (Last Year)])
Avg Sales Value per Unit	This metric calculates average net sales value per unit.	(([Sales Value] - [Return Value]) / ([Sales Units] - [Return Units]))
Avg Sales Value per Week (Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a period.	([Sales Value (Period)] / [No of Weeks (Period)])
Avg Sales Value per Week (Post Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a post period.	([Sales Value (Post Period)] / [No of Weeks (Post Period)])
Avg Sales Value per Week (Prior Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a prior period.	([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])
Avg Spent per Customer Purchase	This metric calculates the amount purchased over the number of times customer visits.	([Sales Value] / [Count of Customer Frequency])
Avg Spent per Purchase per Customer	This metric calculates the average amount spent per purchase per customer	([Sales Value] / [No of Customers with Transactions])
Change in % Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for this year to last year.	([% Contrib Sales Value to Group] - [% Contrib Sales Value to Group (Last Year)])

Metric Name	Metric Description	Metric Expression
Change in Avg Sales per Store vs Last Year	This metric calculates percent variance in average sales per store at the location level over the previous year.	([Avg Sales Value per Store] - [Avg Sales Value per Store (Last Year)])
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	([Sales Value] - [Sales Value (Last Year)])
Clearance Profit Value	This metric calculates profit earned on clearance sales.	[Profit Amount]
Clearance Sales Units	This metric calculates the total unit quantity of clearance-priced items sold.	[Sales Quantity]
Clearance Sales Value	This metric calculates the total value of clearance sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Cost of Goods Sold	This metric calculates the cost of goods sold. It is defined as sales minus profit earned on sales, minus profit lost on returns.	([Sales Value] - Profit)
Cost of Goods Sold (Last Year)	This metric calculates the cost of goods sold for last year, by week	([Sales Value (Last Year)] - [Profit (Last Year)])
Cost of Goods Sold (Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a period.	([Sales Value (Period)] - [Profit (Period)])
Cost of Goods Sold (Post Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a post period.	([Sales Value (Post Period)] - [Profit (Post Period)])
Cost of Goods Sold (Prior Period)	This metric calculates the cost of goods sold based on the difference between sales, profit earned on sales and profit lost on returns, for a prior period.	([Sales Value (Prior Period)] - [Profit (Prior Period)])
Cost per Piece Mailed for Promotion	This metric calculates promotion delivery costs per customer.	[Promotion Cost Per Mail]
Count of Customer Frequency	This metric counts number of days that a customer shopped for the filter criteria chosen.	[No of Days with Sales]

Metric Name	Metric Description	Metric Expression
Count of Customer Frequency (All Time)	This metric counts number of days that a customer shopped. It ignores the filter criteria.	[No of Days with Sales Count]
Count of Customer Frequency (Time)	This metric counts number of days that a customer shopped for a particular time period, location, and item. It also prompts on time.	[No of Days with Sales Count]
Count of Pieces Mailed for Promotion	This metric is intended to count the number of pieces mailed for a given promotion. The assumption is that each customer will receive one and only one solicitation.	[No of Customers Targeted for Promotion]
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	[Currency Exchange Rate]
Employee Discount Amount	This metric calculates the employee discount amount.	[Employee Discount Gross Sales Amount]
Frequency (Customer) (MO)	This metric counts the number of customers that made purchases, ignoring all other attributes on the template and filter.	[No of Days with Sales Count]
Frequency Defection Value	This metric calculates the difference between current and average frequency segments to identify possibility of customer defection.	([Frequency Segment] - [Frequency Segment (All Time)])
Frequency Segment	This metric counts the number of times a customer shops and then ranks the customers by deciles. Customers that have shopped more times will receive a rank of 1 and customers who have shopped the least times will receive a rank of 10.	NTile < Tiles=10 > ([Count of Customer Frequency])
Frequency Segment (All Time)	This metric counts the number of times a customer shops since their first purchase date and then ranks the customers by deciles. Customers who shopped more times will receive a rank of 1 and those who shopped the least times receives a rank of 10.	NTile < Tiles=10 > ([Count of Customer Frequency (All Time)])

Metric Name	Metric Description	Metric Expression
Frequency Segment (Customer)	This metric counts the number of times a customer shops and then ranks the customers by deciles. Customers that have shopped more times will receive a rank of 1 and customers who have shopped the least times will receive a rank of 10.	NTile < Tiles=10 > ([Frequency (Customer) (MO)])
Frequency Segment (Time)	This metric counts the number of times a customer shops and then ranks the customers by deciles. Customers that have shopped more times will receive a rank of 1 and customers who have shopped the least times will receive a rank of 10.	NTile < Tiles=10 > ([Count of Customer Frequency (Time)])
Frequency Segment by Department	This metric counts the number of times a customer shops and then ranks the customers by deciles for each dept. Customers that have shopped more times will receive a rank of 1 and customers who have shopped the least times will receive a rank of 10.	NTile < Tiles=10 > ([Count of Customer Frequency])
Frequency Segment by Year	This metric counts the number of times a customer shops and then ranks the customers by deciles for each year. Customers that have shopped more times will receive a rank of 1 and customers who have shopped the least times will receive a rank of 10.	NTile < Tiles=10 > ([Count of Customer Frequency])
Frequency Segment by Year (Time)	This metric counts the number of times a customer shops and ranks them by deciles for each year. Those who have shopped more times will receive a rank of 1 and those who have shopped the least times will receive a rank of 10. It also prompt on time	NTile < Tiles=10 > ([Count of Customer Frequency (Time)])
Incremental Profit	This metric calculates incremental profit based on period profit, prior period profit and post period profit.	(((([Profit (Period)] / [No of Weeks (Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)])) + ([Profit (Post Period)] / [No of Weeks (Post Period)])) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)]))

Metric Name	Metric Description	Metric Expression
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	((([Sales Value (Period)] / [No of Weeks (Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])) + (([Sales Value (Post Period)] / [No of Weeks (Post Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])))
Loyalty Program Customer Count	This metric counts the number of customers that are members of a loyalty program.	[No of Customers]
Monetary Defection Value	This metric calculates the difference between current and average monetary segment to identify possibility of customer defection.	([Monetary Segment] - [Monetary Segment (All Time)])
Monetary Segment	This metric calculates customer sales and then ranks the customers by deciles according to their sales. Customers that have the most sales will receive a rank of 1 and customers who have the least sales will receive a rank of 10.	NTile < Tiles=10 > ([Sales Value])
Monetary Segment (All Time)	This metric calculates the customer sales since their first purchase date and then ranks the customers by deciles. Customers that have the most sales will receive a rank of 1 and those who have the least sales will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Sales Value (All Time)])
Monetary Segment (Customer)	This metric calculates customer sales and then ranks the customers by deciles according to their sales. Customers that have the most sales will receive a rank of 1 and customers who have the least sales will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Sales Value (Customer) (MO)])
Monetary Segment (Time)	This metric calculates customer sales and then ranks the customers by deciles according to their sales. Customers that have the most sales will receive a rank of 1 and customers who have the least sales will receive a rank of 10. It prompts on time.	NTile < Tiles=10 , Ascending=0 > ([Sales Value (Time)])

Metric Name	Metric Description	Metric Expression
Monetary Segment by Department	This metric calculates customer sales and then ranks the customers by deciles according to their sales, for each department. Customers that have the most sales will receive a rank of 1 and customers who have the least sales will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Sales Value])
Monetary Segment by Year	This metric calculates customer sales and then ranks the customers by deciles according to their sales, for each year. Customers that have the most sales will receive a rank of 1 and customers who have the least sales will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Sales Value])
Monetary Segment by Year (Time)	This metric calculates customer sales and then ranks them by deciles according to their sales, for each year. Those with the most sales will receive a rank of 1 and those with the least sales will receive a rank of 10. It also prompts on time.	NTile < Tiles=10 , Ascending=0 > ([Sales Value (Time)])
No of Customers	This metric counts the number of customers.	[No of Customers]
No of Customers with Transactions	This metric counts the number of customers that has a transaction.	[No of Customers with Transactions]
No of Days	This metric counts the number of distinct days.	[No of Days]
No of Days (Month)	This metric counts the total number of days during a particular month	[No of Days]
No of Days with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Days with Sales]
No of Items with Promotion Sales	This metric calculates the number of items with promotional sales.	[No of Items with Sales]
No of Items with Sales (Time Calendar) (MO)	This system metric counts the number of distinct items that have sales associated with them.	[No of Items with Sales]
No of Months	This metric counts the number of distinct periods.	[No of Months]
No of Stores	This metric counts the total number of distinct stores.	[No of Stores]

Metric Name	Metric Description	Metric Expression
No of Stores with Promotion Sales	This metric counts the number of distinct stores with promotions.	[No of Stores with Sales]
No of Stores with Sales	This metric counts the number of distinct stores (locations) where sales value is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Last Year)	This metric counts the number of distinct stores (locations) at the segment, location, day level, where sales value for a day, last year is greater than zero.	[No of Stores with Sales]
No of Stores with Sales (Time Calendar) (MO)	This system metric counts the number of distinct stores (locations) that have sales.	[No of Stores with Sales]
No of Weeks	This metric counts the number of distinct weeks.	[No of Weeks]
No of Weeks (Period)	This metric counts distinct number of weeks within a period.	[No of Weeks]
No of Weeks (Post Period)	This metric counts the distinct number of weeks within a post period.	[No of Weeks]
No of Weeks (Prior Period)	This metric counts the distinct number of weeks within a prior period.	[No of Weeks]
No of Weeks with Sales	This metric counts the number of distinct weeks where sales value is greater than zero.	[No of Weeks with Sales]
No of Weeks with Sales (Last Year)	This metric counts the number of distinct weeks where sales value is greater than zero, for last year.	[No of Weeks with Sales]
Non-loyalty Program Customer Count	This metric counts the number of customers that are not a member of a loyalty program.	[No of Customers]
Point Change In Contribution	This metric calculates the value change in contribution of category sales to last year category sales, by week.	(([Sales Value] / [Sales Value (Department)]) - ([Sales Value (Last Year)] / [Sales Value (Department, Last Year)]))
Profit	This metric calculates total regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (All Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. This metric ignores the filter.	[Profit Amount]
Profit (Area)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the area level.	[Profit Amount]
Profit (Chain)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the chain level.	[Profit Amount]
Profit (Class)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the class level.	[Profit Amount]
Profit (Company)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the company level.	[Profit Amount]
Profit (Company, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the company level, by week.	[Profit Amount]
Profit (Customer)	This metric calculates profit at the customer level.	[Profit Amount]
Profit (Customer) (MO)	This metric calculates profit at the customer level, ignoring all other attributes on the template and filter	[Profit Amount]
Profit (Department)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]
Profit (Department) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales, at the department level, displayed in local currency.	[Profit Amount (Local)]
Profit (Department) MF	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the department level.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Department, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (Department, Last Year) MF	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the department level, by week.	[Profit Amount]
Profit (District)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the district level.	[Profit Amount]
Profit (Division)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the division level.	[Profit Amount]
Profit (Group)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the group level.	[Profit Amount]
Profit (Item)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the item level.	[Profit Amount]
Profit (Item) (MF)	This metric calculates profit earned on sales at the item level.	[Profit Amount]
Profit (Item, Last Year)	This metric calculates last year's profit earned on regular, clearance and promotion sales, including profit lost on returns at the item level, by week.	[Profit Amount]
Profit (Last Week)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns for last week, by week.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Last Week) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last week, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Last Year)	This metric calculates total profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year, by week.	[Profit Amount]
Profit (Last Year) (Local)	This metric calculates total profit earned on regular, clearance and promotion sales for last year, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Local)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, displayed in the store's local currency.	[Profit Amount (Local)]
Profit (Location)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (MTD)	This metric calculates total month-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (MTD, Last Year)	This metric calculates total period-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit (Period)	This metric calculates profit, including profit lost on returns, for the period selected.	[Profit Amount]
Profit (Plan STD)	This metric calculates total plan season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (Plan STD, Last Year)	This metric calculates total plan season-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profit (Post Period)	This metric calculates profit, including profit lost on returns, for the post period selected.	[Profit Amount]
Profit (Prior Period)	This metric calculates profit, including profit lost on returns, for the prior period selected.	[Profit Amount]
Profit (Region)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the region level.	[Profit Amount]
Profit (STD)	This metric calculates total season-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (Subclass)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, at the segment level.	[Profit Amount]
Profit (Time)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns. It also prompts on Time.	[Profit Amount]
Profit (Time, Promotion)	This metric calculates total regular, clearance and promotion profit, including profit lost on returns, filtered on time and promotion.	[Profit Amount]
Profit (WTD)	This metric calculates total week-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]
Profit (YTD)	This metric calculates total year-to-date regular, clearance and promotion profit, including profit lost on returns.	[Profit Amount]

Metric Name	Metric Description	Metric Expression
Profit (YTD, Last Year)	This metric calculates total year-to-date profit earned on regular, clearance and promotion sales, including profit lost on returns, for last year.	[Profit Amount]
Profitability Defection Value	This metric calculates the difference between current and average profitability segment to identify possibility of customer defection.	([Profitability Segment] - [Profitability Segment (All Time)])
Profitability Segment	This metric calculates profit for each customer and then ranks the customers by deciles. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10.	NTile < Tiles=10 > (Profit)
Profitability Segment (All Time)	This metric calculates profit for each customer since their first purchase date and then ranks the customers by deciles. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Profit (All Time)])
Profitability Segment (Customer)	This metric calculates profit for each customer and then ranks the customers by deciles. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Profit (Customer) (MO)])
Profitability Segment (Time)	This metric calculates profit for each customer and then ranks the customers by deciles. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10. It also prompts by Time.	NTile < Tiles=10 , Ascending=0 > ([Profit (Time)])
Profitability Segment (Time, Promotion)	This metric calculates profit for each customer and then ranks the customers by deciles. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > ([Profit (Time, Promotion)])

Metric Name	Metric Description	Metric Expression
Profitability Segment by Department	This metric calculates profit for each customer and then ranks the customers by deciles, for each department. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > (Profit)
Profitability Segment by Year	This metric calculates profit for each customer and then ranks the customers by deciles, for each year. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10.	NTile < Tiles=10 , Ascending=0 > (Profit)
Profitability Segment by Year (Time)	This metric calculates profit for each customer and then ranks them by deciles, for each year. The most profitably customers will receive a rank of 1 and the least profitable customers will receive a rank of 10. It also prompts on time.	NTile < Tiles=10 , Ascending=0 > ([Profit (Time)])
Promotion Control Group Count	This metric counts the number of customers in the control group who were not mailed promotions.	[No of Customers Targeted for Promotion]
Promotion Profit Potential Index	This metric calculates the promotion profit potential index based on a discounted promotion response rate. A measure above zero indicates a profitable target group. The formula is ((Discounted Response Rate / Break Even) * 100) - 100.	((([% Discounted Promotion Response Rate] / ([Cost per Piece Mailed for Promotion] / [Avg Customer Profit])) * 100) - 100)
Promotion Profit Value	This metric calculates profit earned on promotion sales.	[Profit Amount]
Promotion Response Count	This metric calculates the number of customers on the promotion mailing list who responded to the promotion.	[No of Customers Targeted for Promotion]
Promotion Response Count (Control Group)	This metric calculates the number of customers in the control group, not on the promotion mailing list, who still responded to the promotion.	[No of Customers Targeted for Promotion]

Metric Name	Metric Description	Metric Expression
Promotion Sales Units	This metric calculates the total unit quantity of promotion priced items sold.	[Sales Quantity]
Promotion Sales Units (Item)	This metric calculates the total quantity of promotion priced items sold, by item.	[Sales Quantity]
Promotion Sales Units (Location)	This metric calculates the total quantity of promotion priced items sold, by location.	[Sales Quantity]
Promotion Sales Value	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Last Year)	This metric calculates the total value of promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Promotion Sales Value (Local)	This metric calculates the promotion sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Promotional Spending	This metric calculates the amount spent on promotions based on the cost per promotion mailed and number of promotions mailed.	([Count of Pieces Mailed for Promotion] * [Cost per Piece Mailed for Promotion])
Regular Profit Value	This metric calculates profit earned on regular sales.	[Profit Amount]
Regular Sales Units	This metric calculates the total unit quantity of regular-priced items sold.	[Sales Quantity]
Regular Sales Value	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]
Regular Sales Value (Last Year)	This metric calculates the total value of regular sales. The amount does not include but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Regular Sales Value (Local)	This metric calculates the regular sales value, at the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Return Profit Amount	This metric calculates profit lost on returns.	[Return Profit Amount]
Return Units	This metric calculates the quantity of items returned by the customer, in units.	[Return Quantity]
Return Units (Day)	This metric calculates the quantity of items returned by customers in units for a day	[Return Quantity]
Return Units (Last Week)	This metric calculates the quantity of items returned by customers in units, for last week.	[Return Quantity]
Return Units (Last Year)	This metric calculates the quantity of items returned by customers in units, for last year.	[Return Quantity]
Return Units (MTD)	This metric calculates the quantity of items returned by the customer.	[Return Quantity]
Return Units (STD)	This metric calculates the quantity of items returned by customers in units, for season to date.	[Return Quantity]
Return Units (WTD)	This metric calculates the quantity of items returned by customers in units, for week to date.	[Return Quantity]
Return Units (YTD)	This metric calculates the quantity of items returned by customers in units, for year to date.	[Return Quantity]
Return Value	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Area)	This metric calculates the total value of regular, clearance and promotion returns at the area level. The amount does not include returns but is inclusive of VAT.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Chain)	This metric calculates the total value of regular, clearance and promotion returns at the chain level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class)	This metric calculates the total value of regular, clearance and promotion returns at the class level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the class level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company)	This metric calculates the total value of regular, clearance and promotion returns at the company level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Company, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the company level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Day)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Department)	This metric calculates the total value of regular, clearance and promotion returns at the department level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Department, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the department level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Division)	This metric calculates the total value of regular, clearance and promotion returns at the Division level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Division, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the Division level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group)	This metric calculates the total value of regular, clearance and promotion returns at the group level. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Group, Last Year)	This metric calculates the total value of regular, clearance and promotion returns at the group level, for last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (Last Week)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Last Year)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Local)	This metric calculates the value of items returned by the customer, displayed in the store's local currency.	[Return Amount (Local)]
Return Value (Location, Time Calendar (MO)	This system metric calculates the value of items returned, based on transaction sales, by location, during the time period selected.	[Return Amount]
Return Value (MTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, for last year period-to-date. The amount does not include returns but is inclusive of VAT.	[Return Amount]

Metric Name	Metric Description	Metric Expression
Return Value (Plan STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Return Value (STD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (WTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD)	This metric calculates the value of items returned by the customer.	[Return Amount]
Return Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion returns, year-to-date, last year. The amount does not include returns but is inclusive of VAT.	[Return Amount]
Sales Units	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the area level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Area, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Area, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the area level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the chain level. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Chain, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Chain, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the chain level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Class)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the class level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Company, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the company level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Company, Last Year)	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Quantity]
Sales Units (Day)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for a day. The quantity is net of returns.	[Sales Quantity]
Sales Units (Department)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the department level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Department, Last Week)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last week. The amount is net of returns and inclusive of VAT.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Department, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, at the department level, for last year. The quantity is net of returns.	[Sales Quantity]
Sales Units (District)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]
Sales Units (District, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, at the district level. The quantity is net of returns.	[Sales Quantity]
Sales Units (District, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, at the district level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Division)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the division level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Group)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the group level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Item)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the item level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Last Month)	This metric calculates total sales units, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year, by week. The amount does not include returns.	[Sales Quantity]
Sales Units (Loc, Day) (MF)	This metric calculates the total units of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Quantity]
Sales Units (Loc, Last Week) (MF)	This metric calculates the total sales units during the last week of the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Loc, Last Year) (MF)	This metric calculates the total sales units during the last year if the time period selected (MF) by location.	[Sales Quantity]
Sales Units (Location)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the district level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Location) (MF)	This metric calculates the total sales units during the time period selected (MF) by location.	[Sales Quantity]
Sales Units (MTD)	This metric calculates period to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (Period)	This metric calculates total unit sales for the period selected. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (Post Period)	This metric calculates total unit sales for the post period selected. The quantity does not include returns.	[Sales Quantity]
Sales Units (Prior Period)	This metric calculates total unit sales for the prior period selected. The quantity does not include returns..	[Sales Quantity]
Sales Units (Region)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the region level. The quantity does not include returns.	[Sales Quantity]
Sales Units (Region, Last Week)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last week at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Region, Last Year)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales for last year at the region level. The quantity is net of returns.	[Sales Quantity]
Sales Units (Segment)	This metric calculates total number of units sold based on regular, clearance and promotion sales at the segment level. The quantity does not include returns.	[Sales Quantity]
Sales Units (STD)	This metric calculates total number of units sold, based on regular, clearance and promotion unit sales, for season-to-date. The quantity is net of returns.	[Sales Quantity]
Sales Units (Time, Org)	This metric calculates total number of units sold based on regular, clearance and promotion sales. The quantity does not include returns.	[Sales Quantity]
Sales Units (WTD)	This metric calculates week to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]

Metric Name	Metric Description	Metric Expression
Sales Units (YTD)	This metric calculates year to date unit sales, based on regular, clearance and promotion unit sales. The quantity does not include returns.	[Sales Quantity]
Sales Value	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (All Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. This metric ignores the filter (MT).	[Sales Amount]
Sales Value (Area)	This metric calculates the total value of regular, clearance and promotion sales at the area level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Area, (Last Year))	This metric calculates total area sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (Area, Last Week)	This metric calculates total area sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain)	This metric calculates the total value of regular, clearance and promotion sales at the chain level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Chain, (Last Year))	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Chain, Last Week)	This metric calculates total chain sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class)	This metric calculates the total value of regular, clearance and promotion sales, at the class level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Class, Last Year)	This metric calculates the total value of regular, clearance and promotion sales, at the class level for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company)	This metric calculates the total value of regular, clearance and promotion sales at the company level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Company, (Last Year))	This metric calculates total company sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (Company, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Customer) (MO)	This metric calculates the total value of regular, clearance and promotion sales at the customer level. The amount does not include returns but is inclusive of VAT. This metric ignores all other attributes on the template and filter.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Department)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the department level, displayed in the store's local currency. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Department) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the department level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Week)	This metric calculates the total value of regular, clearance and promotion sales, for the department, last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Department, Last Year) (MF)	This metric calculates total department sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT	[Sales Amount]
Sales Value (District)	This metric calculates the total value of regular, clearance and promotion sales at the district level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (District, (Last Year))	This metric calculates total district sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (District, Last Week)	This metric calculates total district sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division)	This metric calculates the total value of regular, clearance and promotion sales at the Division level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, (Last Year))	This metric calculates total division sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Division, Last Week)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group)	This metric calculates the total value of regular, clearance and promotion sales at the group level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Group, (Last Year))	This metric calculates total group sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Item) (MF)	This metric calculates total sales value, based on regular, clearance and promotion sales, for a given item. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Item, (Last Year))	This metric calculates total item sales value for last year, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Month)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last period. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week)	This metric calculates total sales value for last week, by week, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Week) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last week. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Last Year)	This metric calculates total sales value, based on regular, clearance and promotion sales, for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Last Year) (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount (Local)]
Sales Value (Loc, Day) (MF)	This metric calculates the total value of regular, clearance and promotion sales at the location and day level. The amount does not include returns but is inclusive of VAT. This metric also does not take into account the template.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Loc, Last Week) (MF)	This metric calculates the total sales value during the last week of the time period selected (MF) by location.	[Sales Amount]
Sales Value (Loc, Last Year) (MF)	This metric calculates the total sales value during the last year if the time period selected (MF) by location.	[Sales Amount]
Sales Value (Local)	This metric calculates the total value of regular, clearance and promotion sales at the store's local currency. The amount does not include returns but is inclusive of VAT	[Sales Amount (Local)]
Sales Value (Location)	This metric calculates the total value of regular, clearance and promotion sales at the location level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location) (MF)	This metric calculates the total sales value during the time period selected (MF) by location.	[Sales Amount]
Sales Value (Location, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Location, Time Calendar) (MO)	This system metric calculates the total sales value of items by location, during the time period selected.	[Sales Amount]
Sales Value (Market Department)(ABS)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market category sales for those items chosen.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Market Department)(STD)	This metric calculates the total value of regular, clearance and promotion sales at the market department level. The amount does not include returns but is inclusive of VAT. This pulls only the market department sales for those items chosen.	[Sales Amount]
Sales Value (MTD)	The metric calculates period to date sales value, based on regular, clearance and promotion sales, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (MTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Plan STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Post Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the post period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (Prior Period)	This metric calculates total sales value based on regular, clearance and promotion sales for the prior period selected. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region)	This metric calculates the total value of regular, clearance and promotion sales at the region level. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, (Last Year))	This metric calculates total region sales value, based on regular, clearance and promotion sales for last year. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Region, Last Week)	This metric calculates total region sales value, based on regular, clearance and promotion sales for last week, by week. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (STD)	The metric calculates season to date sales value, based on regular, clearance and promotion sales. The amount is net of returns and inclusive of VAT.	[Sales Amount]
Sales Value (STD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (Time)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT. It also has a prompt of time attached as a condition, so it will filter on time.	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value (WTD)	The metric calculates week to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (WTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD)	The metric calculates year to date sales value, based on regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value (YTD, Last Year)	This metric calculates the total value of regular, clearance and promotion sales. The amount does not include returns but is inclusive of VAT.	[Sales Amount]
Sales Value Ind (Loc, (Last Year)) (MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item.	[Sales Amount]
Sales Value Indicator (Item,Loc,Day)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given day, item and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Item,Loc,Wk)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given item, week and location. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]

Metric Name	Metric Description	Metric Expression
Sales Value Indicator (Last Year)(MO)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given segment and location for last year, by week. Default metric filtering set to "Metric Dimensions only".	[Sales Amount]
Sales Value Indicator (Location)	This system indicator refers to the sales tables in order to obtain verifiable sales references for a given location.	[Sales Amount]
Variance Avg Sales Value vs Competitor Price	This metric calculates the price variance between a retailer's average sale price and its competitor.	(([Sales Value] / [Sales Units]) - [Avg Competitor Price])
Variance Promotion Value vs Competitor Promotion Price	This metric calculates the price variance between a retailer's average promotion retail value and its competitor promotion price.	(([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price])
Variance Regular Value vs Competitor Regular Price	This metric calculates the price variance between a retailer's average regular retail value and its competitor's regular retail price.	(([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price])
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	([Sales Units] - [Sales Units (Last Month)])
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	([Sales Value] - [Sales Value (Last Month)])