

# Retek® Data Warehouse 10.2



## User Guide



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# Contents

<b>Chapter 1 – The Retek Data Warehouse .....</b>	<b>1</b>
Decision support in the retail environment .....	1
Role of the data warehouse in decision support .....	1
The Retek Data Warehouse (RDW) .....	3
<b>Chapter 2 – Report components and concepts .....</b>	<b>9</b>
What is a report? .....	9
RDW workbenches .....	10
Schema objects .....	10
Tables .....	10
Facts .....	10
Attributes .....	11
User hierarchies .....	12
Transformations .....	12
Public objects .....	13
Metrics .....	13
Prompts .....	19
Templates and filters .....	20
User object organization and naming conventions .....	22
<b>Chapter 3 – RDW hierarchies and attributes .....</b>	<b>27</b>
Time calendar .....	27
System hierarchy .....	28
Attributes .....	28
Product .....	29
System hierarchy .....	30
Attributes .....	31
Item architecture .....	33
Differentiator hierarchy .....	35
System hierarchy .....	36
Attributes .....	37
Organization .....	38
System hierarchy .....	39
Attributes .....	40

Competitor .....	42
System hierarchy .....	42
Attributes .....	43
Customer .....	44
System hierarchy .....	44
Attributes .....	45
Geographic .....	47
System hierarchy .....	47
Attributes .....	48
Market organization .....	50
System hierarchy .....	50
Attributes .....	50
Market product .....	51
System hierarchy .....	51
Attributes .....	52
Promotion .....	53
System hierarchy .....	53
Attributes .....	54
Reason .....	55
System hierarchy .....	55
Attributes .....	56
Regionality .....	56
Retail type .....	56
Supplier .....	57
System hierarchy .....	57
Attributes .....	57
Tender type.....	58
System hierarchy .....	58
Attributes .....	58
Time of day .....	59
System hierarchy .....	59
Attributes .....	59
Transaction reason.....	60
System hierarchy .....	60
Attributes .....	60

Transfer from organization.....	61
System hierarchy .....	61
Attributes .....	62

## **Chapter 4 – Retail base and performance metrics ..... 63**

Sales and profit.....	63
Base formulas and metrics.....	63
Retail price type.....	64
Variance reporting .....	65
Contribution reporting .....	67
Planning measures .....	68
Returns.....	69
Value Added Tax (VAT).....	69
Pack sales .....	70
Facts and base measures .....	70
Variance reporting .....	71
Average item contribution to pack sales.....	71
Prorating of packs.....	72
Stock position .....	73
Base formulas and metrics.....	74
Performance metrics .....	75
Stock movement.....	77
Receipts .....	77
Return to vendor (RTV) .....	78
Transfers .....	79
Stock adjustments .....	79
Gross margin return on inventory (GMROI).....	79
Velocity metrics .....	80
Stock Turn .....	80
Percent sell through .....	80
Markdowns.....	81
Base formulas and metrics.....	81
Price.....	84
Base formulas and metrics.....	84
Performance metrics .....	85
Comparable store analysis.....	86
Base formulas and metrics.....	86

Local currency .....	88
Spatial analysis .....	89
Base formulas and metrics .....	89
Space allocation aggregation .....	91
Market data .....	92
Base formulas and metrics .....	93
Performance metrics .....	94
Stock ledger .....	100
Facts and base metrics .....	100
Markdown percent .....	102
Supplier performance .....	103
Performance metrics .....	104
Net cost .....	105
Supplier compliance .....	107
Supplier invoice cost .....	107
Receipts by supplier .....	108
Supplier compliance rating .....	108
Supplier contracts and availability .....	110
Base formulas and metrics .....	110
Balance of contract .....	110
Commitment total units and value .....	111
Percent contribution contract order cost value to department .....	111
Loss prevention .....	112
Over/short amounts .....	112
Overrides .....	113
Loss prevention voucher .....	114
Loss prevention transaction activity .....	114
Store traffic .....	117
Overview .....	117
Facts and base measures .....	117
Conversion rate .....	117



<b>Glossary .....</b>	<b>119</b>
<b>Abbreviations and acronyms .....</b>	<b>123</b>
<b>Appendix A – Frequently asked questions .....</b>	<b>131</b>
Tracking .....	131
Sales .....	132
Licenses .....	132
Web browsers .....	132
Integration .....	132
<b>Appendix B – Joint-child attribute use cases .....</b>	<b>133</b>
Item .....	133
Competitor pricing .....	138
Pricing .....	141
<b>Appendix C – Time transformations .....</b>	<b>143</b>
Types of transformations .....	144
Uses of time transformational attributes .....	144
Attribute list .....	145
Attribute mappings .....	146
Last month day .....	146
Last month week .....	146
Last week day .....	147
Last week week .....	147
Last year day .....	148
Last year week .....	148
Next year day .....	149
Next year week .....	149
Month to date day .....	150
Month to date week .....	150
Week to date day .....	150
Year to date day .....	151
Year to date week .....	151

<b>Appendix D – Technical considerations .....</b>	<b>153</b>
VLDB properties .....	153
Oracle .....	153
DB2.....	153
Teradata .....	153
Database Specific Syntax .....	154
Metrics .....	154
Attributes .....	155
Facts.....	155
Loss of database precision (DB2) .....	155
Zeros returned for compound metrics (Teradata).....	156
<b>Appendix E – Merchandising Workbench Metric List.....</b>	<b>157</b>
<b>Appendix F – Category Management Workbench Metric List</b>	
<b>.....</b>	<b>273</b>
<b>Appendix G – Store Operations Workbench Metric List .</b>	<b>391</b>
<b>Appendix H – Customer Workbench Metric List .....</b>	<b>519</b>

# Chapter 1 – The Retek Data Warehouse

This section introduces you to the role of decision support and data warehousing in a retail environment. It reviews the basic requirements for a decision support system for retailer and explains how the Retek Data Warehouse (RDW) fulfills the information needs of a retail organization.

## Decision support in the retail environment

Decision support allows users at all levels in a retail organization to answer questions about the business. Answers to questions like the following are needed to operate and plan in the highly competitive and ever-changing retail marketplace:

- How do actual sales this period compare to the current plan?
- What is the retail value of inventory on hand and how does it compare to the same period last year?
- How do my prices compare to my competitor's prices?
- What are my best selling items in a category or department?
- How effective was the last promotion?

The answers to these questions and many others are embedded in the enormous volume of sales and returns, price changes, receipts and other transactions generated by the retail organization. These transactions are the “raw material” for decision support. Transaction level data must be converted to information that is useful for supporting the decisions that a retail organization must make.

## Role of the data warehouse in decision support

The data warehouse is the central repository for the massive amount of data that is required for decision support in a retail environment. The applications and components that comprise the data warehouse perform these functions:

- Extract transaction and other data from source systems.
- Transform the data to a level that is useful for decision support. This process organizes and standardizes the data so that it can be stored in a consistent format in the data warehouse.
- Load the data to a relational database management system (RDBMS) that is specially constructed for decision support.
- Provide the analytical tools and interfaces needed to deliver information throughout the retail organization.

On-line transaction processing (OLTP) systems, such as the Retek Merchandising System (RMS), are designed for efficient record keeping and generally hold only a small amount of historical information. The data warehouse, on the other hand, consists entirely of historical data organized by business area. These business areas consist of a relatively small number of very large tables. This type of organization is optimal in the decision support environment, where large quantities of historical data must be stored and made available to users in summary form. The tables that make up the data warehouse contain the information that is needed to create a picture of the organization at any point during the period for which data is kept, usually two to five years.

The tables in the data warehouse consist of *facts* and *attributes*. Knowing the meaning of these terms is essential to understanding a data warehouse and how it works. Facts are numeric pieces of information about the business, such as sales amount or inventory unit count. The majority of facts are *additive*, meaning that we can add two facts of the same type and create a meaningful number. For example, we can add up sales dollars for every day in a week to arrive at the total sales for that week. Some facts are *semi-additive*, meaning that we cannot add facts of the same type in all circumstances. For example, we would add receipts for an item to existing inventory, but we would not add the number of units on hand for every day during a week to arrive at a weekly total. Rather, the amount of inventory is expressed as a position for some time period such as day or week.

In and of themselves, facts have no meaning. The statement “inventory on hand was 10” only becomes intelligible when given the context of time and place. Entities that place facts in context and make them meaningful are referred to as *attributes*. An attribute is the general description of some aspect of the business, such as location, day, or item. Specific instances of an attribute are called *attribute elements*, for example, Minneapolis (location), April 16, 2002 (day), and scarves (item). Facts become useful only when qualified by one or (as is most often the case) more attribute elements.

Attributes are frequently part of a *hierarchy*. Hierarchies are groups of related attributes that have well-defined relationships with one another. Hierarchies represent the business structure of the retail organization. Individuals at different levels in the organization have different information requirements. Hierarchies make it possible to analyze the business at any level required. For example, a location manager might wish to view sales for his location only by subclass for the previous week. The region manager, on the other hand, wants to view sales for her region by department for the current month.

The data in fact tables provides the basis for the measurements that are needed for decision support, but are not sufficient to answer many of the complex questions in the retail business. The business function of the data warehouse is to fulfill requests for specific information by users at all levels of the retail organization. Decision support in a retail environment requires a set of sophisticated business measures that extend analytical capability beyond the raw facts held in the data warehouse. Answers to many business questions require complex queries and calculations using data in the data warehouse, for example:

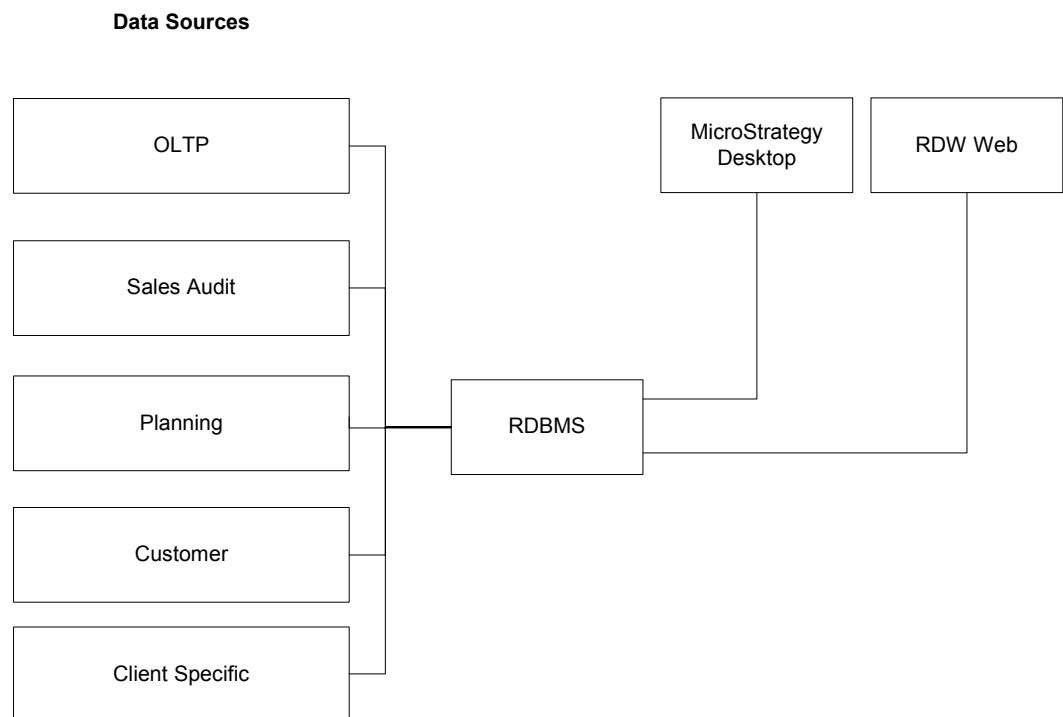
- What percentage of sales has a specific class contributed to overall sales for the department for the season and year to date?
- How do profit margins in each region compare to the same period last year?
- What are the most and least profitable items in our marketplace?
- How do actual sales compare to planned sales for this period?

Answering these and the thousands of other questions required to support the retail organization requires sophisticated query and analytical engines for retrieving and manipulating data in the data warehouse. These capabilities are provided by on-line analytical processing (OLAP) tools. These applications and interfaces make it possible to create the sophisticated business measurements needed for analysis, execute highly complex queries against the data warehouse, and deliver information on demand to a large and diverse user population.

## The Retek Data Warehouse (RDW)

The RDW fulfills the information needs of decision makers throughout the retail organization. The RDW has been specifically designed and optimized for the retail environment. Its components extract the massive volume of data from transaction systems throughout the organization and transform the data into meaningful business measurements.

The following diagram shows the major components of the RDW.



***RDW Components***

An on-line transaction processing (OLTP) system, such as the Retek Merchandising System (RMS), is the principle source of data for the RDW. The OLTP provides the majority of attribute data, including the organization, product, time calendar, and most other hierarchies. In addition, the OLTP supplies facts for many of the datamarts including inventory, pricing, cost, stock ledger, and supplier compliance.

Transactions at point of sale are a key source of information for several of the RDW's fact tables. Transformation of this data to levels where it is appropriate for decision support yields crucial information about sales and returns. In addition, data from point of sale is the source for information about employee productivity and loss prevention. Transaction data from point of sale can be provided by Retek Sales Audit (ReSA) or via an interface with another system.

The RDW holds planning data for sales and other datamarts, allowing comparison of planned to actual results. Plan facts for an original and current plan are imported from the Retek TopPlan application or, if TopPlan is not in use, another planning system.

Retek Customer Order Management (RCOM) is a centralized solution covering all channels for management of customer interaction. RCOM is the source for customer and demographic data. This information must be extracted from another system if RCOM is not in use.

The RDW provides infrastructure for data for which no Retek source system exists. Client specific interfaces must supply data for the following attribute data:

- Customer account
- Customer geographic
- Product and customer clusters
- Plan season
- Market data

In addition, client specific interfaces must capture facts in these areas:

- Market data
- Space allocation
- Store traffic

See the *RDW Operations Guide* for additional information.

The data extracted from transaction systems and transformed to accommodate the RDW database are the building blocks for business measurements, but are not sufficient to answer most business questions. Typically, data is held at a low or granular level in the RDW. For example, the RDW holds sales data by the attributes location, item, and day. That is, there will be one row in the sale fact table for every combination of these attributes. In most cases, however, the analyst will want to view data at higher levels in the product and organization hierarchies, and for a longer span of time than a single day.

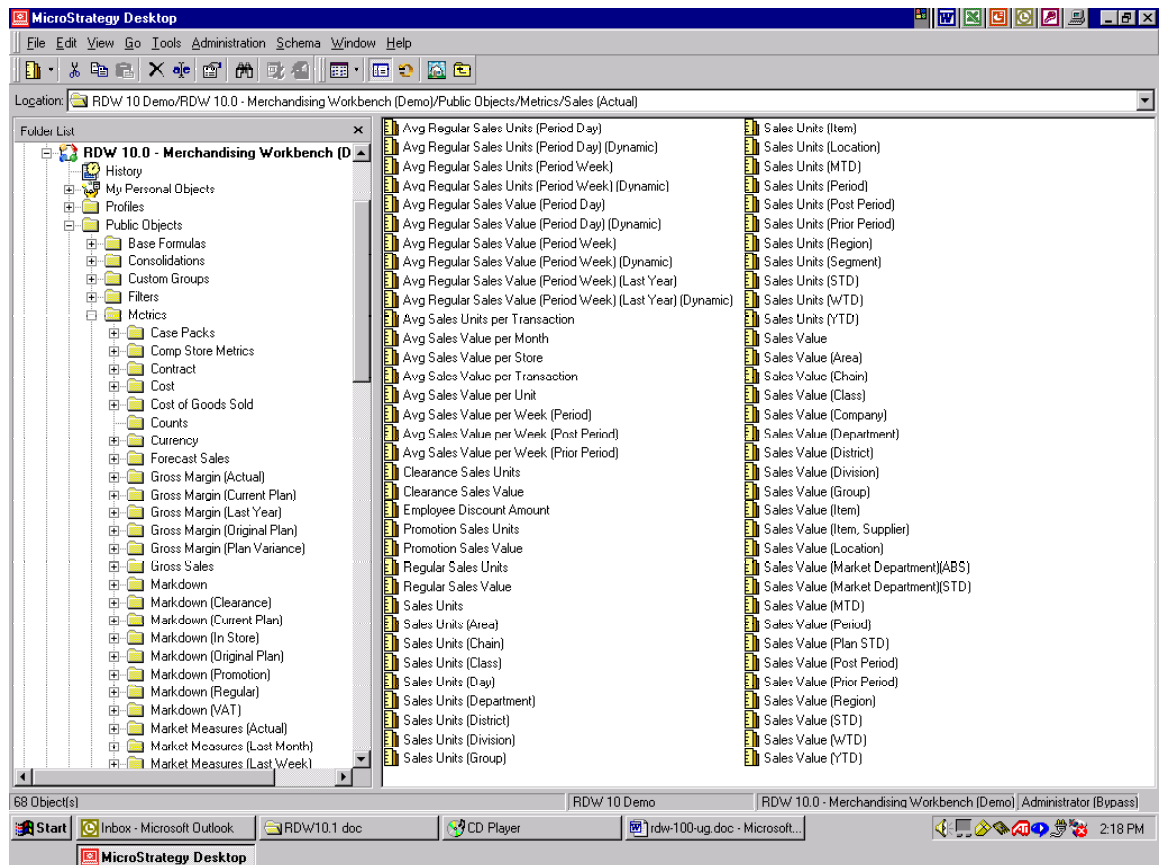
Effective decision support requires that facts be held at a granular level, while letting measurement take place at any level in the organization where it is needed. For example, a location manager making an assessment of monthly sales at the department level wants a report showing total sales for each department. When the location manager spots a potential problem at the department level, he may want to focus analysis on the subclass or even the specific items where a problem exists. The RDW permits analysis at any level where it is needed by storing information at a low or granular level while allowing reporting at summary levels.

In some cases, the RDW holds data at multiple levels to facilitate analysis and improve performance. For example, sale facts are held by subclass and week as well as item and day (the location attribute is present in both tables). The result of this is that the same data exists in more than one fact table in the database. While redundant data improves performance by reducing the number of queries that must be serviced by the system, it also requires more maintenance because it requires programs and table maintenance. The RDW uses redundant data in a few cases, where all clients will benefit in terms of performance. For the most part, however, clients must determine where this is needed based on an analysis of their needs.

Summarization of data to any level where it is required is only the first requirement for fulfilling the complex information needs of the retail decision maker. By itself, however, it is not sufficient to create complex business measurements needed in most kinds of analysis. Consider the question “What percentage of sales value did each location contribute to total sales value for the region?” To answer this, we must know both the total sales value for the region and the total for each location that belongs to that region, and then perform the required calculation (Region Sales/Location Sales).

The OLAP tool performs these functions in the data warehouse. In the RDW MicroStrategy's Desktop™ interface is the development tool used to create the extensive set of business measures and key performance indicators for decision support in a retailing environment. These measurements were developed in accordance with best practices and cover nearly every aspect of the retail business.

The following illustration shows the RDW as seen through the MicroStrategy Desktop application.



*View of RDW business measures and key performance indicators from MicroStrategy Desktop*

The set of retail metrics are used in the construction of a large number of pre-defined reports that are part of the RDW. Pre-defined reports are available to users of the RDW after the application has been installed and data becomes available. The following example illustrates a pre-defined sales analysis report created in MicroStrategy Desktop.

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
<b>Organization (Location)</b>								
Minneapolis	14101	376,849	72,444	19.22%	215,062	57.07%	89,344	23.71%
St. Paul	14102	465,516	125,116	26.88%	212,456	45.64%	127,943	27.48%

*Sales analysis report*



Although the pre-defined report set is extensive and covers most of the information needs in the retail organization, it is not exhaustive. Business analysts and other users may want to add their own reports in accordance with business practices specific to their organization. For example, a retailer may want to report at an organizational or product level where no pre-defined report exists. In most cases, the measurements required for the report will be found in the RDW set of pre-defined metrics. In this circumstance, the function of the Desktop user is to understand the business requirements for the report, identify the appropriate metrics in the RDW set, and build the report. Occasionally, it may be necessary for the business analyst to modify a pre-defined metric or create a new metric to suit the business practices of the organization. The Desktop interface makes this possible when necessary.

Chapters 2 – 4 in this document provide additional information about the set of metrics available in RDW and how these are used in reporting.

Most users in a retail organization will not need the extensive functionality available in MicroStrategy Desktop. They will interact with the RDW through RDW Web, a flexible, easy to learn application with an intuitive interface that provides access to the powerful analytical engine of the RDW.

The following illustration shows the RDW Web with a pre-defined report on display.

**Contribution Scorecard (A)**

☐ Keep parent when drilling \*

Category *	Subcategory *	Segment *	Sales Value *	% Contrib Sales Value to Category *	% Contrib Sales Value to Company *	Profit *	% Contrib Profit to Category *	% Contrib Profit to Company *
<b>Total</b>			2,926,450	NA	NA	656,360	NA	NA
<input type="checkbox"/> Dry Grocery	6001	<b>Total</b>	938,844	NA	NA	250,672	NA	NA
	<input type="checkbox"/> Box Meals	101	<b>Total</b>	639,140	NA	183,352	NA	NA
		<input type="checkbox"/> Potatoes	201	143,194	15.25%	4,486	26.92%	10.28%
		<input type="checkbox"/> Pasta	202	495,946	52.83%	115,866	46.22%	17.65%
	<input type="checkbox"/> Cereal	102	<b>Total</b>	299,703	NA	67,320	NA	NA
		<input type="checkbox"/> Cold Cereal	201	264,013	28.12%	57,476	22.93%	8.76%
		<input type="checkbox"/> Hot Cereal	202	35,690	3.80%	9,844	3.93%	1.50%
<input type="checkbox"/> Snacks	6002	<b>Total</b>	628,018	NA	NA	134,387	NA	NA
	<input type="checkbox"/> Chips & Crackers	101	<b>Total</b>	628,018	NA	134,387	NA	NA
		<input type="checkbox"/> Pretzels	201	231,440	36.85%	51,991	38.69%	7.92%
		<input type="checkbox"/> Potato Chips	202	396,578	63.15%	82,396	61.31%	12.55%
<input type="checkbox"/> Meat	6005	<b>Total</b>	0	NA	NA	(376)	NA	NA

*Report viewed through RDW Web*

RDW Web users can run pre-defined reports or other public reports that have been made available to them. Users can also create reports using one of several options. In addition running and creating reports RDW Web users can

- Format and print reports.
- Save reports that they have created or modified in a personal folder.
- Set up reports by group for automatic execution.
- Search for reports or specific business measures by keyword.
- Export data to other applications.

## Chapter 2 – Report components and concepts

Users of the RDW view information by running reports. Reports are composed of several other objects that provide a structure and specify the information that will be included. These report building blocks exist independently in the RDW to allow re-use of objects. This chapter explains the role of each object type in the data warehouse.

### What is a report?

A report is composed of three objects: metrics, attributes, and filters.

*Metrics* are the business measurements and key performance indicators that appear on a report. Sales Value and the other column headings in the sample report are metrics.

*Attributes* qualify business metrics and give them meaning. Sales Value and other metrics in the report are only meaningful if they are referenced by one or more attributes. In the example, metrics are referenced by location and department.

A *filter* limits or constrains the data in the report so that it contains only the information that is pertinent to the problem that is being investigated. In the example, the filter limits the report to a single location and department. In addition, it limits the time period covered in the report to a single week.

Reports may contain other objects such as prompts or hierarchies. These are discussed later in this section.

			Sales Value	Sales Value (MTD)	Sales Value (YTD)	% Change Sales Value vs Last Year	% Change Sales Value vs Last Year (MTD)	% Change Sales Value vs Last Year (YTD)	% Variance Net Sales Value vs CP	% Variance Net Sales Value vs CP (MTD)	% Variance Net Sales Value vs CP (YTD)
Total	Total		99,530,519	147,583,893	147,583,893	(16.15%)	(18.57%)	(18.57%)	554.12%	556.28%	556.28%
SS US East	1015										
	Minneapolis	14101	13,613,503	21,435,129	21,435,129	31.22%	36.29%	36.29%	640.63%	689.47%	689.47%
	St. Paul	14102	12,459,920	18,114,903	18,114,903	(35.31%)	(38.50%)	(38.50%)	577.03%	564.14%	564.14%
	Green Bay	20003	13,073,377	19,279,510	19,279,510	21.95%	17.48%	17.48%	607.49%	606.58%	606.58%
SS Canada East	1016										
	Quebec	14202	11,024,229	16,111,183	16,111,183	(39.94%)	(42.34%)	(42.34%)	491.33%	484.01%	484.01%
MV Canada West	1017										
	Edmonton	15101	12,592,297	18,322,872	18,322,872	17.30%	11.52%	11.52%	552.91%	548.28%	548.28%
MV US West	1018										
	Los Angeles	15201	11,590,074	16,795,180	16,795,180	(39.87%)	(43.00%)	(43.00%)	492.23%	476.75%	476.75%
	San Francisco	15205	12,735,013	19,475,937	19,475,937	18.86%	18.85%	18.85%	551.80%	575.58%	575.58%
	Las Vegas	15206	12,442,106	18,049,178	18,049,178	(35.40%)	(38.67%)	(38.67%)	526.55%	514.60%	514.60%

#### *Location Sales Flash*

To create metrics and reports, the OLAP tool must have visibility to the facts and attributes stored in the RDW database. In addition, the OLAP tool requires a definition of data types and their relationships. The data and tables in the database are visible through a set of entities called *schema objects*. Schema objects are the building blocks for the business metrics and reports that are visible to users. Metrics and reports, along with a number of other objects used for reporting to end-users of the RDW, are referred to as *public objects*. Schema and public objects are treated in detail later in this chapter.

## RDW workbenches

The RDW is divided into four workbenches by business area and user role, as follows:

- Merchandising
- Category Management
- Store Operations
- Customer

In MicroStrategy terms, each workbench is defined as a *project*. These projects share the physical database and have visibility to the fact and attribute tables appropriate to their function. For example, the customer information is available only in the Customer workbench.

Although projects share the physical database and a set of data, they appear to users of RDW Web and MicroStrategy Desktop as separate entities because they require separate logins and have their own security.

The following sections discuss schema and Public Objects in some detail. Each project has a full set of user and schema objects as part of the product. The information in the following sections is designed to help you understand the business measures and key performance indicators presented in Chapter 4.

## Schema objects

Schema objects provide visibility to the tables, views, fact columns, attribute descriptions and other objects in the RDW database. These objects are stored in the Schema Objects folder for the project in Microstrategy Desktop.

## Tables

The RDW database consists of fact tables and attribute description tables. For example, the sale fact table contains a record of sales data for every combination of the attributes item, location, and day. Attribute tables contain descriptive information about attributes. For example, the location table holds a record for each location in the organization. A table must be included in a project in order to access the data in the table. Each RDW project includes all of the tables that are required for reporting in its business area.

## Facts

A fact is a schema object that allows access to a column containing numeric data in one or more database tables. For example, the sale fact F\_SLS\_AMT (sale amount) allows access to the corresponding column in the sales tables in the RDW database.

Facts are the basis for the formulas used to construct business metrics. For example, the formula SUM(F\_SLS\_AMT) is the basis for the calculation of gross sales amount.

As a general rule, all fact columns in tables available to the project have been converted to Microstrategy fact objects. Facts are the basis for another object type called *base formulas*. These are described in the next section. Facts for the project are located in the Facts subdirectory in the Schema Objects folder for the project.

## Attributes

An attribute is a schema object that describes some aspect or characteristic of the business. Attributes are used to aggregate data and constrain data in a report, as will be seen in the discussion of metrics and filters in the next section.

Attributes can be related to one another through parent child relationships. In a relationship of this type the child attribute belongs to one, and only one, parent attribute. Parent-child relationships form hierarchies in which the relationship of any attribute to any other attribute higher up becomes predictable. For example, the location attribute in the organization hierarchy is defined as the child of the region attribute. All elements of the location attribute will exist in one and only one region. Since the region attribute is also defined as the child of another attribute, the relationship of the location attribute to all other attributes in the hierarchy can be predicted.

Hierarchies permit the drills into data that are frequently an important part of business analysis. Investigation of a business problem frequently begins at a summary level and moves to detailed level as analysis progresses. Drills allow a user to focus on parts of the data set where problems have been identified.

Attributes that are not part of the same hierarchy are related when they exist on the same fact table. The attributes item, location, and week are not formally related in a hierarchy. However, all of these attributes exist on the sale fact table. This means that we can obtain the answer to any question that involves referencing data by one or some combination of these attributes. For example, we might ask first to see sales data by location and week. Since the fact table contains the attribute item as well, a reorganization of the data is possible using the item attribute. As a general rule, information can be referenced by any attribute or combination of attributes that are present on the fact table.

Attributes for the project are defined in the Attributes subdirectory in the Schema Objects folder for the project.

## User hierarchies

User hierarchies are schema objects that provide browse sequences for filter prompts and other Public Objects that make use of attributes and their elements. User hierarchies should not be confused with the logical hierarchies defined in the data model. A user hierarchy can, and often does, contain attributes that are related in a logical hierarchy. However, a user hierarchy is simply a convenient method for users of the project to browse attributes and their elements. As a result, a user hierarchy can contain elements from many attributes and hierarchies. When a user hierarchy does contain related attributes, it may skip levels of the hierarchy for the sake of convenience. For example, the attribute year is defined as the parent of the attribute quarter. A user hierarchy might, however, allow users to bypass quarter and navigate directly from year to month, week, or day.

User hierarchies are located in the Hierarchies subdirectory in the Schema Objects folder for the project. Each workbench contains a set of hierarchies that is appropriate for its functions. Clients may wish to create additional hierarchies to suit the specific needs of their users. Consult the MicroStrategy Desktop documentation for information about using the hierarchy editor.

## Transformations

Time based comparisons are an essential part of analysis at almost every level in a retail environment. Typical examples are the comparison of sales value for the current season-to-date to the same period last year, or the retail value of inventory compared to the previous week.

Time transformations require tables that relate the elements of time-based attributes to other elements of the same attribute. For any given year, month, week, or day, there is a corresponding time frame for the previous year. Transformation tables simply specify the relationship between elements for some time-based frame of reference. For example, comparing sales value for the current week to the same week last year employs a table that specifies every calendar week and the corresponding week for the previous year. This table makes it possible to identify the corresponding week for last year for every week on the calendar. This is an example of a *one-to-one* transformation. For every element in the table, there is one corresponding element for the time frame in question.

In addition, there are *many-to-many* transformations for calculating year-to-date, season-to-date and similar totals. These tables specify all of the elements that are to be included in calculating a total from a given reference point. For example, a year-to-date transformation specifies all of the days or weeks that will be included in the transformation from a given day or week since the beginning of the year.

Transformations are attached as properties to metrics. These metrics retrieve the information specified in the transformation tables.

Transformations are located in the Schema Objects folder in the MicroStrategy Desktop interface. The RDW includes an extensive, but not exhaustive, set of time transformations. Clients may need to create additional transformations based on their specific needs. Adding a new transformation requires adding a table and making the appropriate modifications to batch programs, in addition to creating the transformation through MicroStrategy Desktop.

The schema objects described here make it possible to create the business measurements and other objects required for delivering information to users of the RDW. These are described in the next section.

## Public objects

Public objects are the components that users view or interact with. A report is a public object, as is a metric or a filter. The objects that make up a report are defined independently to allow re-usability. Like a schema object such as a fact or attribute, metrics or other public objects are created once and made available throughout the project.

## Metrics

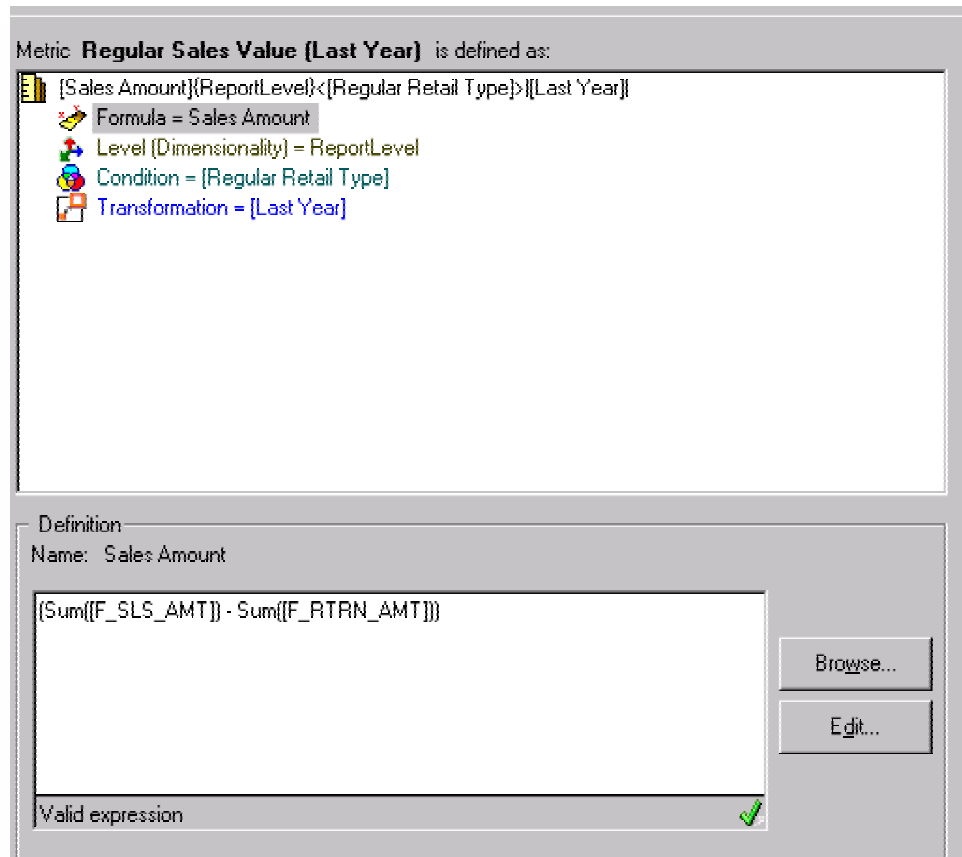
The RDW contains an extensive set of business measurements and key performance indicators specifically designed for decision support in a retail environment. In MicroStrategy terms, these objects are called *metrics*. Metrics are organized by business area in the Metrics subfolder in the Public Objects folder in MicroStrategy Desktop.

The material in this section is designed to help you understand what metrics do and how they work. Metrics are treated by business area in Chapter 4.

Metrics are performance measurements, typically numeric, that measure some aspect of business performance. Metrics range in complexity from a simple metric that sums the values in a single fact column, to highly complex calculations such as stock turn.

A metric can be viewed as a statement that specifies how a performance measure is calculated. The basic building block for a metric is a formula that specifies the calculation to be made. A metric may contain other components that specify additional criteria for calculating the metric.

The following illustration shows the component parts of a metric as defined in the MicroStrategy Desktop Metric Editor.



The metrics that appear on a report fall into two general categories:

- A *simple metric* performs a function on a fact. A metric that calculates the sum of values for the sale amount in the sale fact table is a simple metric.
- A *compound metric* is a mathematical operation using two or more metrics. A metric that calculates the average sale value by dividing sales amount by the number of units sold is a compound metric.

Metrics consist of one or more of several components. These components are discussed in detail in the following subsections.



## Formula

All metrics have a formula that specifies how the metric is calculated.

The formula for a *simple metric* specifies a fact and a function for the fact. The following formula calculates a sum of values in the sale fact column:

$$\text{Sum}(\text{F\_SLS\_AMT})$$

where F\_SLS\_AMT is the fact and SUM is the function to be performed.

The metric formula can be stored as a separate object in MicroStrategy Desktop called a *base formula*. A base formula is a re-usable public object that can be referenced by multiple metrics. In many cases, several variations of a metric employ the same formula. For example, an identical formula using different sets of data calculates sales value for a current and previous year. The importance of base formulas and their re-usability will become more clear in the discussion of metric levels and transformations.

A base formula exists for every fact in the RDW, even if the fact is not currently used in a metric. As a result, metrics do not directly access fact objects. Rather, the fact is referenced in the metric via a base formula for that fact.

In some cases, a base formula will contain multiple functions and perform an arithmetic operation. For example, the RDW maintains sales and returns in separate fact columns in the sale fact tables. However, net sales (sales minus returns) is the value that is most often needed for display on a report or calculations. As a result, a base formula exists for sales value as follows:

$$(\text{Sum}(\text{F\_SLS\_AMT}) - \text{Sum}(\text{F\_RTRN\_AMT}))$$

Base formulas are located in the Public Objects folder in MicroStrategy Desktop. They are organized by business area.

As might be expected, simple metrics that perform aggregate functions on facts are insufficient for sophisticated analysis. Complex analysis requires calculations that are constructed from other metrics. These are called *compound metrics*. The following metric calculates average sales value per unit using two simple metrics:

Sales Value / Sales Units

The simple metrics in this calculation access the base formulas that sum the values in fact columns on the sale fact table. The compound metric could access the base formulas directly. The calculation would then appear as follows:

$$(\text{Sales Value} - \text{Return Value}) / (\text{Sales Units} - \text{Return Units})$$

Making use of simple metrics that access base formulas is a more convenient method for construction of metrics because it allows re-use of these objects.

Compound metrics form the basis for other metrics. For example, the calculation for stock turn employs a simple metric (sales value) and a compound metric:

Sales Value / Avg Stock Retail Value

Average stock retail value is itself a compound metric constructed from three simple metrics that access base formulas for the facts used in the calculation:

$$((\text{BOH Retail Value} + \text{EOH Retail Value (SUM)}) / (\text{No of Weeks with Stock} + 1))$$

Compound metrics in the RDW access other compounds when this is possible. This practice simplifies the process of metric construction.

## Level

The level component of a metric specifies the attribute level to which a metric will aggregate. By default, a metric aggregates to the level of the attributes in the report. The following report shows sales value by location. In this case, the sales value metric aggregates to the location level. If the attribute were region rather than location, the sales value metric would aggregate to region rather than location.

Organization (Location)		
Minneapolis	14101	389,914

### *Sales Value by Location*

Some complex metrics require more than one level of aggregation in formulas. For example, we might want a report that shows the percent contribution sales value of each location to its region. We must know the sales value for each location and the total sales value for region to which it belongs to create the formula for this metric:

$$\text{Sales Value (Location)} / \text{Sales Value (Region)}$$

The sample report calculates sales value at the location level only. The region total, however, is a requirement for the more complex calculation. This value must be obtained by a separate query of the database, outside the constraints imposed by the default level of aggregation for the report.

		Metrics	Sales Value	Sales Value (Region)
Location Description	Location Identifier			
Los Angeles	15201		284,867	832,071
San Francisco	15205		276,455	832,071
Las Vegas	15206		270,749	832,071

### *Sales Value by Location with Region Total*

Note that the region total is the sum of values for all locations in the region. Consequently, it is a repeating value for all locations that are in the same region. Although it is needed to make the calculation, the region total would normally not appear on the report because it adds little that is useful in the context of this business question. It may appear as a subtotal, although this will be a total of sales value for only those locations present in the report and will be equal to the total for the region only if all locations for the region are present.

The following report shows values for all locations and the percent contribution to the region total. The metric that calculates the region total does not appear on the report, but is used in the calculation of percent contribution.

Metrics		Sales Value	Contrib Sales Value to Region
Location Description	Location Identifier		
Los Angeles	15201	284,867	34.24%
San Francisco	15205	276,455	33.22%
Las Vegas	15206	270,749	32.54%

#### *Location Contribution to Region Sales*

Complex calculations of the type shown here require an OLAP tool that is capable of making multiple queries, sometimes referred to as passes, to the database when calculating a single metric. This ability is essential in the retail environment where calculating percent contribution and variances along the organization and product hierarchies is a constant requirement.

A metric that specifies a level of aggregation other than the default level for the report is referred to as a *dimensional metric*. The RDW includes many dimensional metrics for sales and profit for attributes in the organization and product hierarchies. Following is a list of dimensional metrics for sales value in the product hierarchy.

- Sales Value (Company)
- Sales Value (Division)
- Sales Value (Group)
- Sales Value (Department)
- Sales Value (Class)

These dimensional metrics for attributes in the product hierarchy make it possible to build compound metrics that measure the contribution of lower level elements in the organization hierarchy to parent levels.

Metric	Formula
% Contribution Sales Value to Company	Sales Value / Sales Value (Company)
% Contribution Sales Value to Division	Sales Value / Sales Value (Division)
% Contribution Sales Value to Group	Sales Value / Sales Value (Group)
% Contribution Sales Value to Department	Sales Value / Sales Value (Department)
% Contribution Sales Value to Class	Sales Value / Sales Value (Class)

The following report shows the sales and profit contribution of subclass to the parent attributes company and department.

Metrics		Sales Value	% Contrib Sales Value to Department	% Contrib Sales Value to Company	Profit	% Contrib Profit to Department	% Contrib Profit to Company
Subclass							
Total		938,844	NA	NA	250,672	NA	NA
Potatoes	201	143,194	15.25%	4.89%	67,486	26.92%	10.28%
Cold Cereal	201	264,013	28.12%	9.02%	57,476	22.93%	8.76%
Pasta	202	495,946	52.83%	16.95%	115,866	46.22%	17.65%
Hot Cereal	202	35,690	3.80%	1.22%	9,844	3.93%	1.50%

When a metric has a predefined dimension level, the name of the attribute level appears in parentheses after the metric name.

## Condition

A condition or filter constrains the data that is retrieved from the database. The filter attached to a report limits the data that is retrieved for the metrics in the report. For example, a filter might limit the information in a report to a particular month, department, and location.

Filters generally constrain all of the metrics in a report. In some cases, however, it is necessary to place additional constraints on individual metrics in a report. When a condition is applied to a single metric it does not affect the other metrics in the report. A metric condition plays the same role in a metric that a filter plays in a report, limiting the data that is retrieved based on one or more conditions.

In the RDW, sales and return amounts are segmented by price type according to the retail price type (regular, promotion, or clearance). Sales fact tables hold sale and return amounts in two fact columns (F\_SLS\_AMT and F\_RTRN\_AMT). The retail price type is indicated by a code for each row in the table. Consequently, a sales metric retrieves all values, regardless of type, unless a price type is specified. To do this, a filter specifying the price type is attached to the metric. For example, regular price type is indicated in the fact table by a value of 1. A filter stating that price type must equal 1 is attached to a metric. Queries for this metric will limit the data to rows in the fact table that have a retail type of 1.

The following report displays sales value by retail price type. The metric Sales Value is a total for all retail price types. This metric ignores retail price type. It is constrained only by the filter that is applied to the report as a whole. The metrics for each price type have an additional constraint, limiting values based on the three price types.

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
Time Calendar (Month)								
200201	FEBRUARY	1,560,701	603,274	38.65%	660,236	42.30%	297,191	19.04%

*Sales Value by Retail Type*

Metric conditions are used in a variety of situations in the RDW where conditionality must be applied to a single metric. Filters used in metric conditions are located in the subfolder Metric Conditions in the Filters folder.

## Transformation

Transformations are schema objects that allow comparison of values at corresponding intervals of time. For example, a report that shows sales value for the current season-to-date may contain a transformation metric that shows the season-to-date for the same period in the previous year.

A transformation, much like a level or condition, is applied to a single metric. It does not affect other metrics in the report.

There are a large number of transformation metrics available in RDW to accommodate the extensive needs of the retail organization for comparison reporting. The sample report shows a series of transformations from the current to previous year.

Metrics		Sales Value	Sales Value (Last Year)	% Change Sales Value vs Last Year	Sales Value (MTD)	Sales Value (MTD, Last Year)	% Change Sales Value vs Last Year (MTD)	Sales Value (STD)	Sales Value (STD, Last Year)	% Change Sales Value vs Last Year (STD)	Sales Value (YTD)	Sales Value (YTD, Last Year)
<b>Time Calendar (Week)</b>												
200304	Week 4	621,435	478,550	29.86%	1,785,247	1,560,701	14.39%	2,242,031	1,560,701	43.66%	1,785,247	1,560,701

### *Time, Sales Value to Date*

The first transformation metric (Sales Value (Last Year)) makes a transformation to the week in the previous year corresponding to the week in the report. The remaining transformation metrics display sales value for the month, season, and year to date and for corresponding periods in the previous year. Note that for the month-to-date and other many-to-many transformations for last year, two transformations are actually applied: the first makes the many to many transformation for month-to-date and the second the transformation to last year.

## Prompts

Prompts are public objects that allow you to establish report content at run-time. Prompts make reports flexible by permitting input from individual users. Prompts make it possible to customize filter criteria and other parts of a report, allowing multiple users to use the same report to answer different business questions.

Prompts are used primarily in the RDW for defining filter criteria for the report at run time. These prompts allow you to select elements for the report filter from attributes and hierarchies, or qualify data based on characteristics of an attribute or the value of a metric.

*Hierarchy prompts* allow you to select elements from hierarchies in the RDW, such as time, product, or organization. Most predefined RDW reports contain prompts for several hierarchies.

A hierarchy prompt displays some or all of the attributes in a hierarchy along with the selectable elements shown below the attribute. You specify report criteria by selecting elements from these lists.

An *attribute element list prompt* displays the attribute with all of its selectable elements shown below it. The elements that are displayed may be all of the attribute's elements, or only those selected to be included in the prompt. This type of prompt is used to select elements for individual attributes.

*Metric qualification prompts* allow you to constrain the data in a report based on the value for a metric. For example, you might want to limit items in a report based on sales value. A metric qualification allows you to specify a value above or below a certain amount. The report will exclude any items that do not meet this condition. Similarly, you can specify a qualification based on some characteristic of an attribute. For example, you might want to limit the customers in a report to those above or below a certain age.

See the MicroStrategy documentation for additional information on other prompt types.

## Templates and filters

The report used by the decision maker or analyst consists of two separate MicroStrategy objects. These are the *template* and the *filter*. These objects in turn are constructed from the schema and public objects discussed previously.

The template specifies the structure of the report. It contains metrics and the attributes for which measurement will take place. The filter constrains the data in the report, limiting it to the set where measurement is desired. Together, the template and the filter provide all of the information that is required to build the SQL queries that retrieve data from the RDW database and transform it into useable information.

Templates and filters are independent objects and are therefore re-usable. The templates and filters for all pre-defined reports in the RDW exist as separate objects. However, this is not a requirement for all report objects. For example, separate objects may not exist for the ad hoc reports created by users for their own or limited use. While the template and filter do not exist independently for these reports, they are embedded in the report and can be created at any time. Retek recommends that you create separate objects for reports that will be made public. You can use RDW Web or MicroStrategy Desktop to create these objects and combine them into reports.

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 dimension and several metrics. A report that makes use of this template returns information about profitability and other related measures for one or more regions.

Template definition						
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

*Template*

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

You can create your own templates using existing attributes and metrics. Consult the MicroStrategy Desktop documentation or the RDW Web on-line help for more information.

While a template provides the display structure of a report, a filter limits or constrains the information that is 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. The filters attached to pre-defined reports require input for the time hierarchy and the option for entering criteria from other hierarchies

The following report shows the above template being used with the filtering criteria displayed in the upper left corner. The report contains only the information that meets both of the specified conditions.

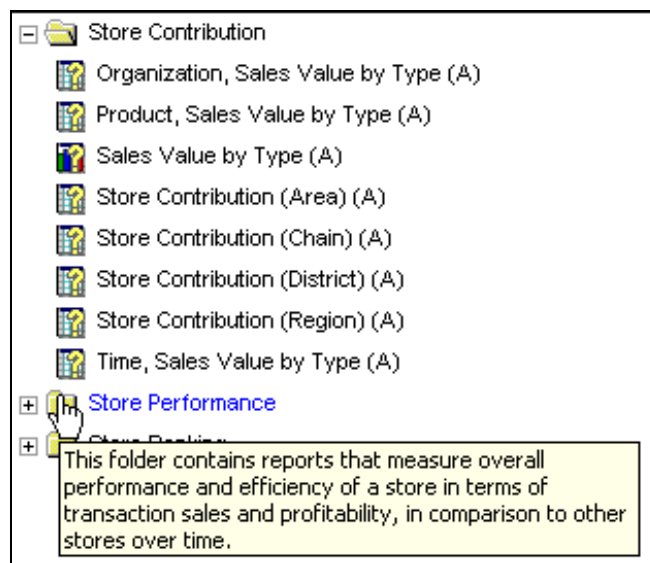
Filter Details:						
Year = 2003						
AND						
Chain = RDW Chain 2:1005:2						
Metrics	Profit	Profit (Last Year)	% Change Profit vs Last Year	Comp Store Profit	Comp Store Profit (Last Year)	% Change Comp Store Profit vs Last Year
<b>Region</b>						
Total	171,738	248,344	(30.85%)	0	0	NA
RDW Northwest 51 1017	54,631	71,969	(24.09%)	0	0	NA
RDW Southwest 52 1018	117,108	176,375	(33.60%)	0	0	NA

## User object organization and naming conventions

This section explains how RDW user objects are organized and named in the MicroStrategy Desktop and RDW Web interfaces. This information will help you locate reports and other objects. If you modify existing reports, or add new reports it is recommended that you follow the organizational and naming conventions described here.

### 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.

## 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. Descriptions are accessible only in MicroStrategy Desktop, and not in RDW Web.

## 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.

## 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 and system metric.
- 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.



## Chapter 3 – RDW hierarchies and attributes

RDW hierarchies and attributes represent the structure and activities of a retail organization and make measurement possible. As described previously, data is stored in the RDW at low levels to allow maximum flexibility in reporting. Hierarchies make it possible to summarize this information at higher levels where it is needed to support business decision-making. For example, the sale fact table holds data at the location, item, and day level. The time, product, and organization hierarchies make it possible to summarize this data at any level where it is needed.

In addition, hierarchies make it possible to drill into data. Data drilling is frequently an essential part of the decision support process because it allows the analyst to identify business problems or trends at a high level and then focus on data as the analysis proceeds.

### Time calendar

The time dimension plays a central role in the data warehouse. Business questions in a retail environment, as in any other, are almost invariably time-based. The statement “Sales value for shoes at the Minneapolis location was \$500.00” is almost meaningless if we do not know the time interval in which this activity took place. Because of its importance, an attribute from the time hierarchy is present on every fact table in the RDW and part of nearly every data extraction operation.

Time-based performance comparisons are an important part of decision support in retailing. For example, we might want to assess sales performance for a current month or season by comparing it to the same month or season for the previous year. The time dimension allows the transformations required to support time-based comparisons to take place.

Time intervals in the RDW are based on the 4-5-4 calendar or a thirteen-period calendar.

The 4-5-4 calendar is the default. The calendar can be implemented as 4-5-4, 4-4-5, or 5-4-4, depending upon the needs of the client. In addition, the client determines the weekday on which a week begins and ends. 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.

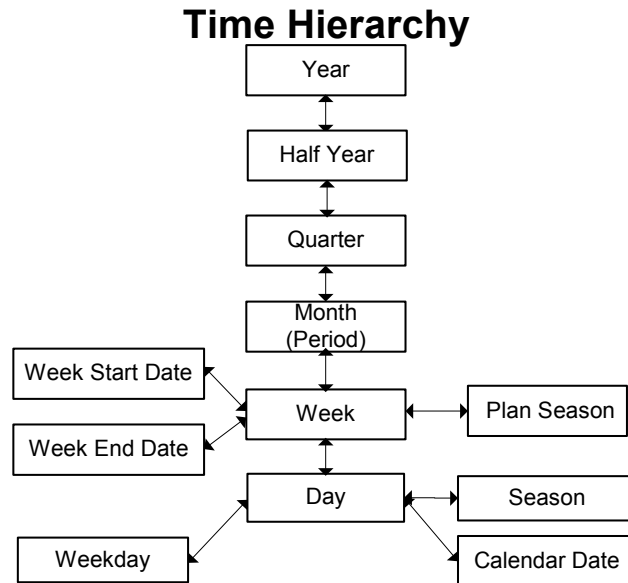
A 13 period calendar may be used as an alternative. The client must determine the structure of the calendar and implement it consistently. For example, a 13-Period Calendar begins on the Sunday after the last Saturday in February. The calendar year ends on a Saturday 52 or 53 weeks after it begins. Every 5 or 6 years there are 53 weeks in the year.

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.

## System hierarchy

This diagram illustrates the drillable hierarchy in the time hierarchy.



**Note:** The Half Year attribute does not exist in a 13-period 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
Year	The unique numeric representation for a year.
Half Year	Uniquely identifies the half-year. The display consists of a description, half-year identifier. For example, Half Year 1 20021 where the half-year identifier consists of the year and half-year number (1-2).
Quarter	The unique numeric representation of a quarter.
Month (Period)	The unique numeric representation for a month (period)
Week	The unique numeric representation for a week.
Plan Season	Identifies the plan season.
Week End Date	Identifies the end of the week by date in the MM/DD/YY format.

Attribute	Description
Week Start Date	Identifies the start of the week by date in the MM/DD/YY format.
Day	Uniquely identifies the day. The display consists of a description, date, and day (for example, Sunday 02/24/02 2002001, where the identifier consists of 4 digits for the year and 3 digits for the day [001 – 365]).
Weekday	Identifies a day in the week by name (for example, Wednesday). The user of this attribute allows tracking by day of the week.
Season	Identifies the season by description and number.
Calendar Date	Uniquely identifies the day by date in the MM/DD/YY format and day of the week.

## Product

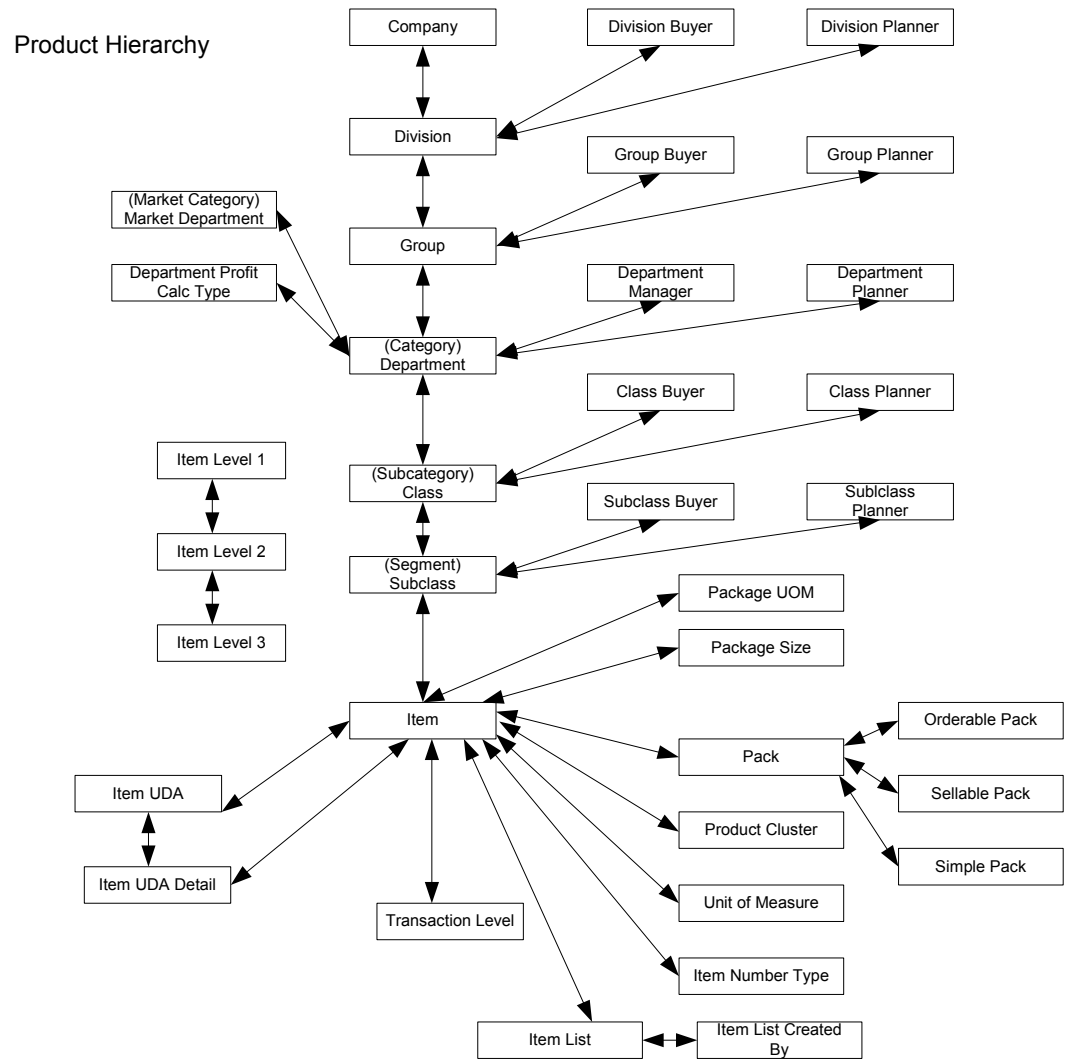
The product hierarchy represents the product line that the company sells. Retailers must understand their products when making crucial decisions about what items to buy and how to sell them to customers. The product hierarchy makes it possible for analysts to measure performance at any level represented in the product hierarchy.

The product hierarchy is essential to the category or department manager who need to know what items turn the highest profit, or how an item performs within the market as a whole.

Due to its importance for analysis in the retail environment, attributes from the product hierarchy are present in nearly every datamart in the RDW. In most cases, data is kept at the lowest level in the hierarchy (item) to allow maximum flexibility and detail in reporting.

## System 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 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.
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.

Attribute	Description
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.

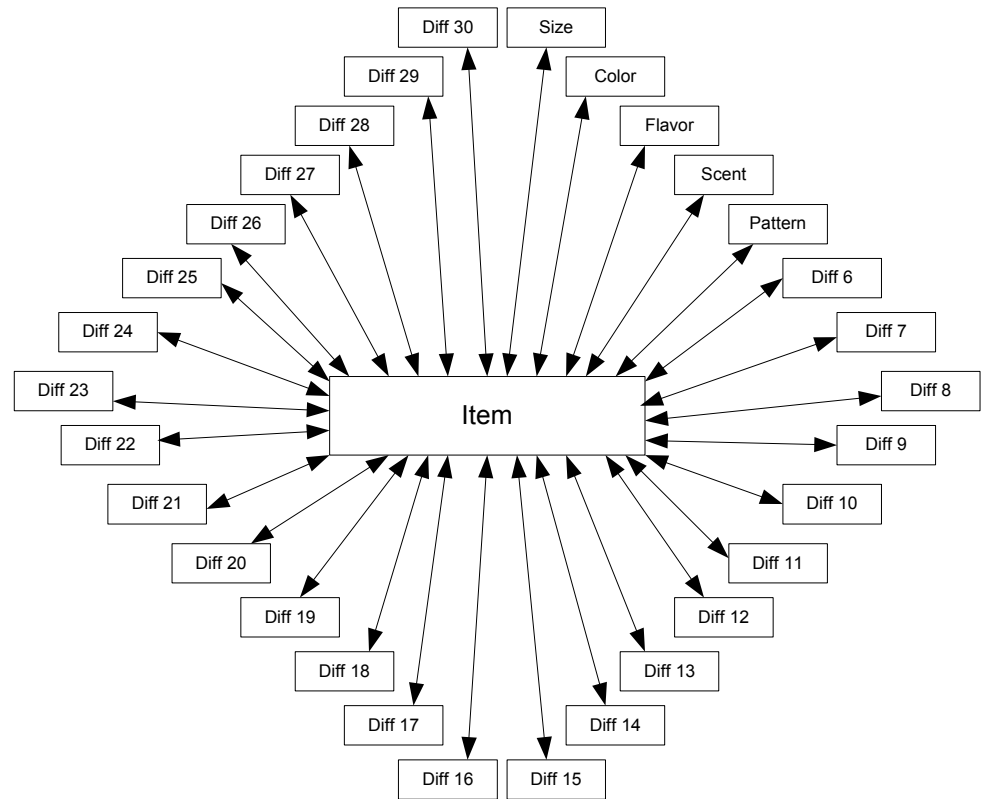
## Differentiator hierarchy

Differentiators (Diffs) are used to define the characteristics of an item. Characteristics such as size, color, flavor, scent, and pattern, are attached to the items as Diffs within the merchandising system. These first five Diff types are pre-determined within RDW, but an additional 25 for a total of 30, are available for use. The ability to report by Diff, will add tremendous value, and enable the user to determine trends by a particular size, color, flavor, scent, or pattern.

## System hierarchy

This diagram illustrates the drillable hierarchy in the product hierarchy.

### Item Differentiator Hierarchy



***Differentiator drillable hierarchy***

## Attributes

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

Attribute	Description
Size	Identifies the characteristic of an item that belongs to the item differentiation type 1. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Color	Identifies the characteristic of an item that belongs to the item differentiation type 2. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Flavor	Identifies the characteristic of an item that belongs to the item differentiation type 3. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Scent	Identifies the characteristic of an item that belongs to the item differentiation type 4. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Pattern	Identifies the characteristic of an item that belongs to the item differentiation type 5. These characteristics are comprised of the following differentiation types: color, flavor, size, scent, or pattern.
Unit of Measure	Identifies the standard unit of measure for an item.

## Organization

The organization hierarchy mirrors the structure of the retail company, allowing analysis at every level of the organization where it is needed. When used in conjunction with the time hierarchy, this hierarchy allows the analyst to obtain a complete picture of the retail organization at any level represented by an attribute.

Due to its importance in the retail environment, the organization hierarchy plays a predominant role in nearly all types of analysis available in the RDW. Assessing the contribution of a child attribute to its parent attributes, for example location to region or chain, allows a business analyst to identify the segments of the larger organization that are performing as planned, as well as those whose performance is below expectations. In addition, the organization hierarchy makes it possible to analyze sales by channel and perform comparable store analysis.

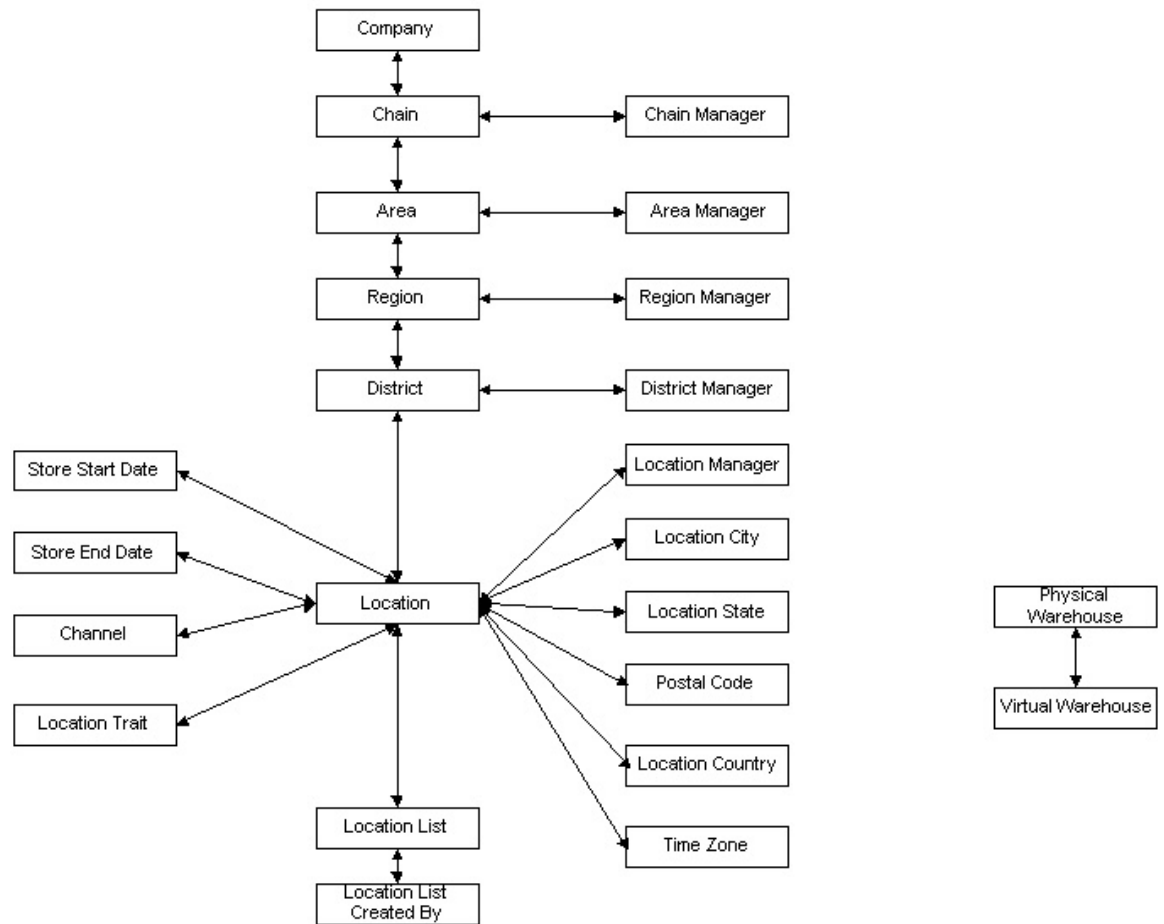
The majority of business measurements in the RDW reference data by attributes in the organization hierarchy. Sales and profit, markdowns, stock position and most of the other datamarts are held by location, the lowest level attribute in the organization hierarchy.



## System hierarchy

This diagram illustrates the drillable hierarchy in the organizational hierarchy.

Organization 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.

## Competitor

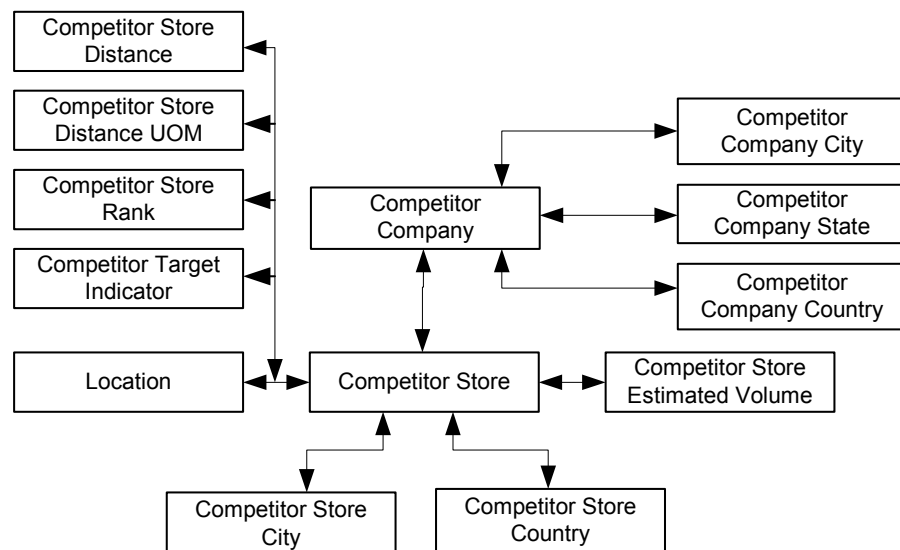
Nearly every retailer faces competition from other organizations that market products much like theirs and try to attract the same group of customers. Effective business planning requires an understanding of the competition's product line, pricing policies, and future direction

The competitor dimension holds information about each competitor store and associates it with a location in the organization. Competitor pricing facts can then be associated to a specific competitor location and mapped to an item in the product hierarchy. This provides the means to compare competitor prices for identical or similar items, at a direct competitor location. With this type of timely information, promotion and price change strategy can be implemented in time to prevent costly defection of customers.

## System hierarchy

This diagram illustrates the drillable hierarchy within the competitor hierarchy.

### Competitor 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.
Competitor Store Distance	Numeric value that represents the distance from a specific location to a competitor.
Competitor Store Distance UOM	Identifies the unit of measure used with the competitor store distance.
Competitor Store Rank	Rank represents the relative importance of a competitor location to a specific location.
Competitor Target Indicator	Identifies a competitor store as the target for a given location.

## Customer

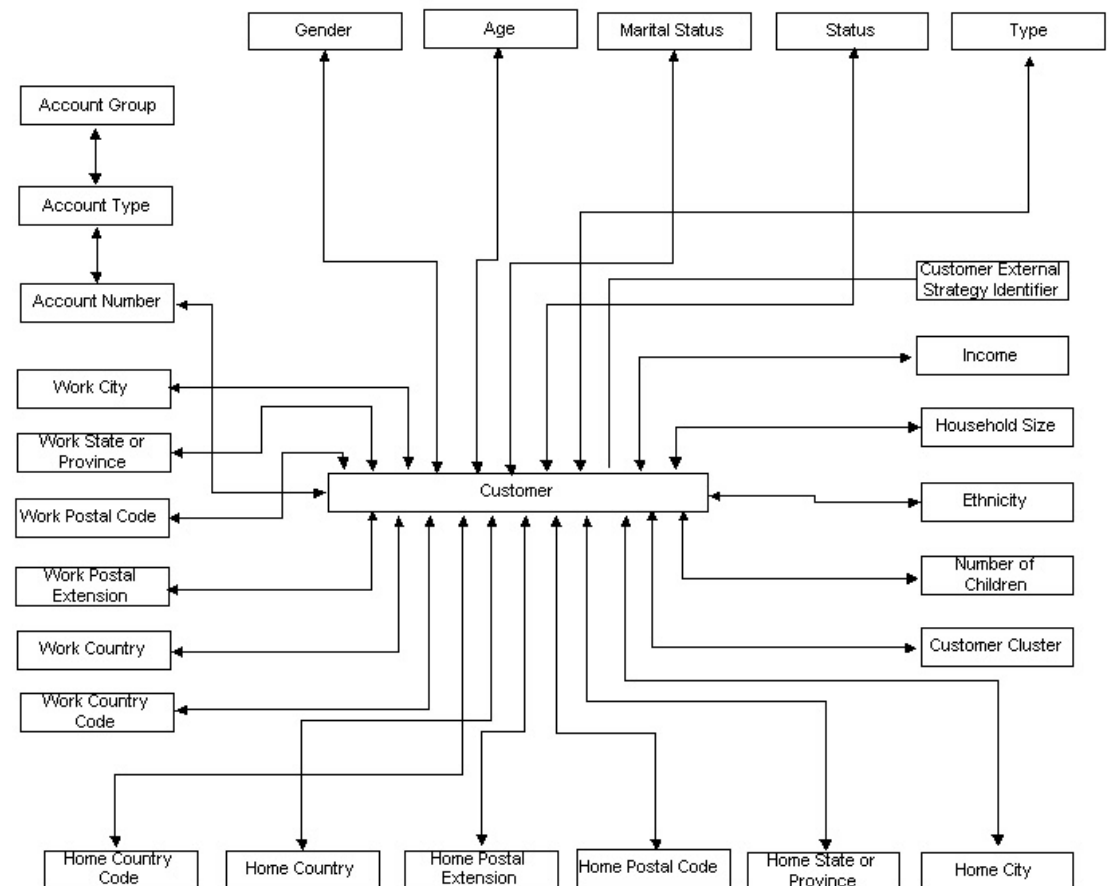
Customers are the retailer's most valuable asset. Knowledge of the customer's preferences and buying behavior allows the retailer to increase sales through upselling efforts, target customers for promotions, and prevent defection to competitors.

In the RDW customer information and transaction history are used to segment the customer base by one of several methods. This analysis yields important information about who the best customers are and the affinity of customer segments to particular products.

## System hierarchy

This diagram illustrates the drillable hierarchy in the customer hierarchy.

Customer Hierarchy



## Attributes

Attribute	Description
Account Group	Identifies the group in which the customer's account falls into. Examples include: Loyalty Card, Credit Card, etc.
Account Number	Identifies the account number of the customer's account.
Account Type	Identifies the type of account within account group.
Age	Identifies the age of the Customer.
Customer	Identifies the Customer.
Customer Cluster	Identifies the Cluster that the Customer falls into, based on buying behavior.
Customer External Strategy Identifier	Identifies the External Strategy preferred by the Customer. For example, do not call the employee at work.
Ethnicity	Identifies the ethnicity of the Customer.
Gender	Identifies the gender of the Customer. Could be Male, Female or Unknown.
Home City	Identifies the city of the Customer's home address.
Home Country Code	Identifies the country code of the Customer's home address.
Home County	Identifies the country of the Customer's home address.
Home Postal Code	Identifies the postal code of the Customer's home address.
Home Postal Extension	Identifies the postal code extension of the Customer's home address.
Home State or Province	Identifies the state or province of the Customer's home address.
Household Size	Identifies the size of the Customer's Household.
Income	Identifies the Customer's income.
Marital Status	Identifies the Customer's marital status.
Number of Children	Identifies the Customer's number of children.
Occupation	Identifies the occupation of the customer.
Status	Identifies the status of a customer. For example, Active or Inactive.
Type	Identifies the Customer type.

Attribute	Description
Work City	Identifies the city of the Customer's work address.
Work Country Code	Identifies the country code of the Customer's work address.
Work County	Identifies the county of the Customer's work address.
Work Postal Code	Identifies the Postal Code of the Customer's work address.
Work Postal Extension	Identifies the Postal Extension of the Customer's work address.
Work State or Province	Identifies the State or Province of the Customer's work address.

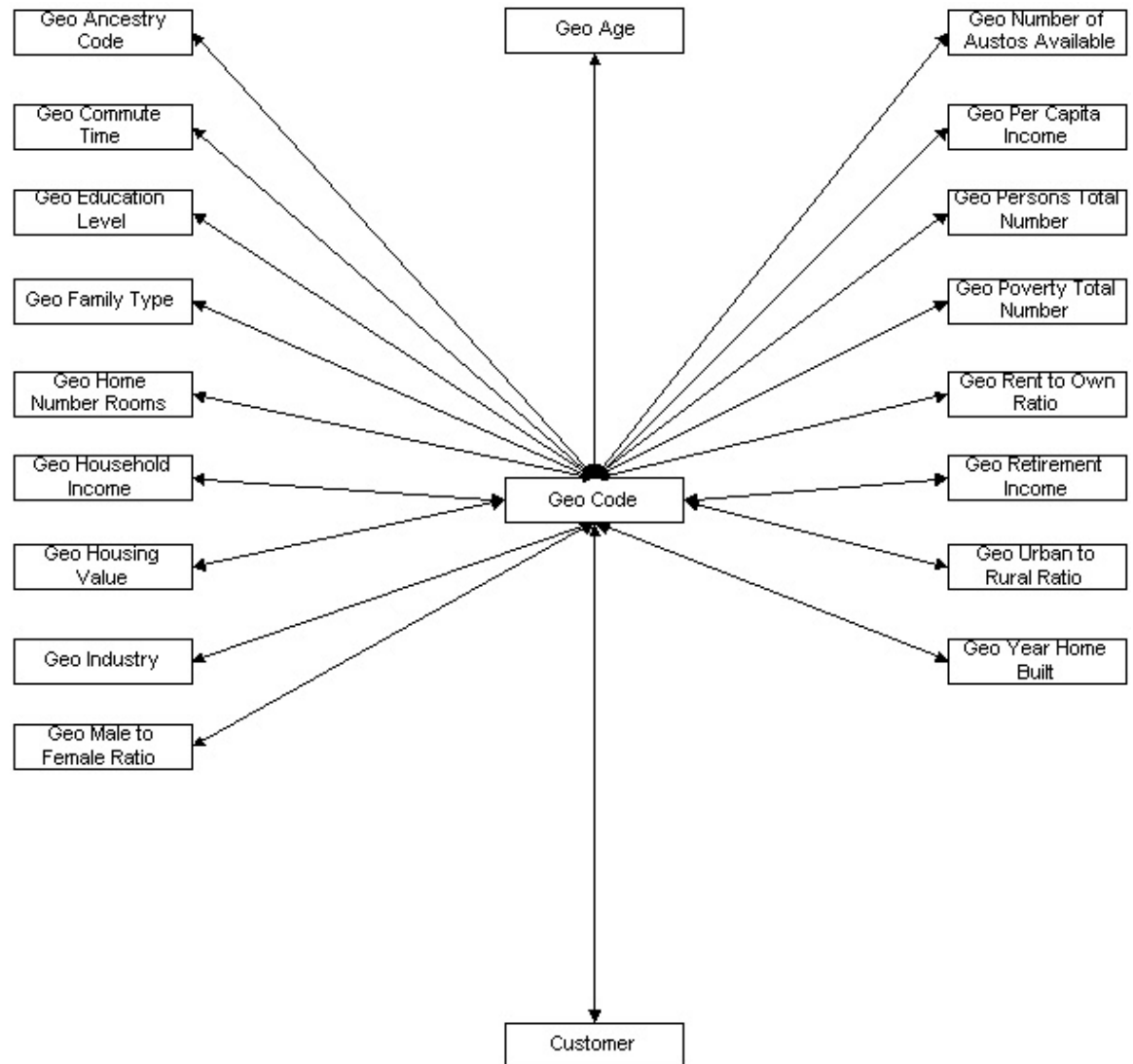


## Geographic

The geographic hierarchy segments customers according to a set of geographic characteristics. A Geo Code is assigned to each customer based on a geographic segment such as zip code. All customers in this segment share the Geo Code. The attributes for the Geo Code represent averages in the geographic segment. The attributes do not represent individual characteristics for each customer.

## System hierarchy

This diagram illustrates the drillable hierarchy in the geographic hierarchy.



## Attributes

Attribute	Description
Geo Age	Identifies the age of persons in the Geographic population in which the Customer resides.
Geo Ancestry Code	Identifies the Ethnic Ancestry of the geographic population in which the Customer resides.
Geo Code	Identifies the code of the geographic population in which the Customer resides.
Geo Commute Time	Identifies the work commute time of the geographic population in which the Customer resides.
Geo Education Level	Identifies the level of education of the geographic population in which the Customer resides.
Geo Family Type	Identifies the Family Type of the geographic population in which the Customer resides.
Geo Home Number Rooms	Identifies the number of rooms in homes in the geographic population in which the Customer resides.
Geo Household Income	Identifies the Household income of the geographic population in which the Customer resides.
Geo Housing Value	Identifies the value of housing of the geographic population in which the Customer resides.
Geo Industry	Identifies the industry of employment of the geographic population in which the Customer resides.
Geo Male to Female Ratio	Identifies the Male to Female ratio of the geographic population in which the Customer resides.
Geo Number of Autos Available	Identifies the number of autos available to a household of the geographic population in which the Customer resides.
Geo Per Capita Income	Identifies the per capita income of the geographic population in which the Customer resides.
Geo Persons Total Number	Identifies the total of persons in a family of the geographic population in which the Customer resides.
Geo Poverty Total Number	Identifies the amount of poverty of the geographic population in which the Customer resides.
Geo Rent to Own Ratio	Identifies the number of families that are renting homes to eventually own in the geographic population in which the Customer resides.

Attribute	Description
Geo Retirement Income	Identifies the families whose main source of income is retirement income in the geographic population in which the Customer resides.
Geo Urban to Rural Ratio	Identifies the urban homestead to rural homestead ratio of the geographic population in which the Customer resides.
Geo Year Home Built	Identifies the year home built of the geographic population in which the Customer resides.

## Market organization

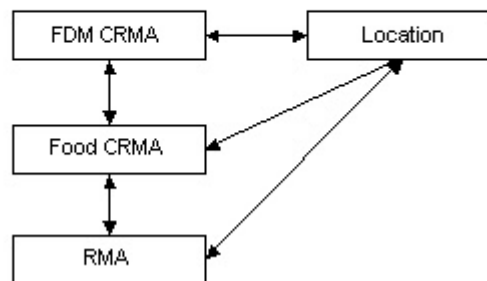
The market organization hierarchy reflects the structure of the market as a whole. It allows the analyst to examine the performance of the retail organization in the general marketplace. Understanding of the market situation allows the analyst to identify areas in which the marketplace is outperforming the organization and take corrective action.

For example, a store in the New York area produced \$4000.00 in sales on a given day, while the market data indicates that the average in the general marketplace is \$10,000.00. The analyst can use this information to identify the problem at this location and take the appropriate action.

## System hierarchy

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

Market Organization 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.

Attribute	Description
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

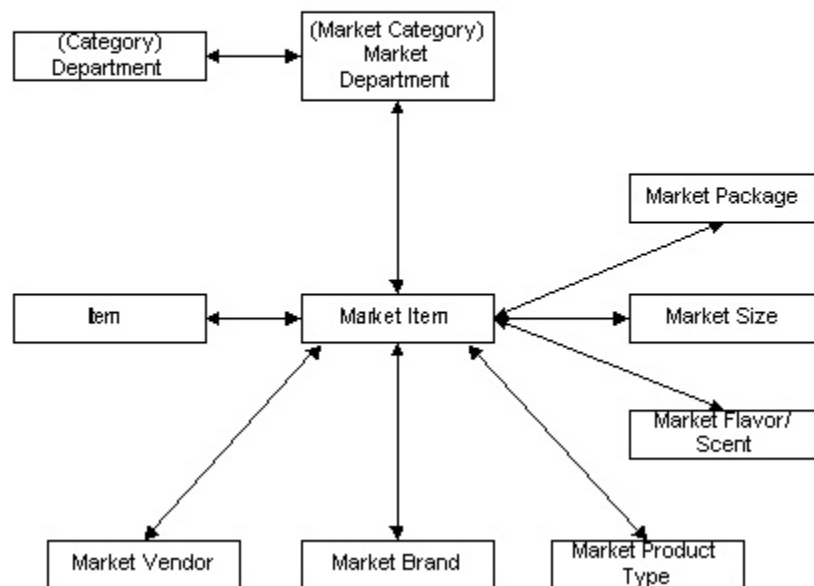
The market product hierarchy reflects the structure of the market as a whole at the product level. It allows the analyst to examine the performance of the retailer's products in the general marketplace. Understanding of the market situation allows the analyst to identify items in which the marketplace is outperforming the retailer and take corrective action.

For example, a product in the New Jersey area produced \$4000.00 in sales on a given day, while the market data indicates that the average in the general marketplace is \$12,000.00. The analyst can use this information to identify the problem with this item and take the appropriate action.

## System hierarchy

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

Market Product Hierarchy



## Attributes

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

Attribute	Description
Market Category	The category in the market.
Market Item	An item in the market.
Market Flavor/Scent	The flavor or scent of the market item. For example, if the item is yogurt, the flavor might be strawberry.
Market Type	A market data attribute supplied by a syndicated data provider to represent the product classification (for example, soda or cookies).
Market Vendor	A Vendor is a Retailer's source for purchasing goods to be sold. Also known as 'supplier'.
Market Brand	Market Brand represents a name, term, design, symbol, or any other feature that identifies one seller's good or service as distinct from those of other sellers.
Market Size	A numerical value that represents the size of a market item. For example, if the item is yogurt, the size would be either 3 oz or 6 oz.
Market 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).

## Promotion

A promotion is an attempt to stimulate the sale of merchandise by a price reduction or some other method designed to attract customers. A promotion may take place for one or more of many reasons, such as the desire to attract a certain class of customers, increase sales of a particular class of merchandise, or gain competitive advantage. A promotion is a temporary activity with specific starting and ending dates.

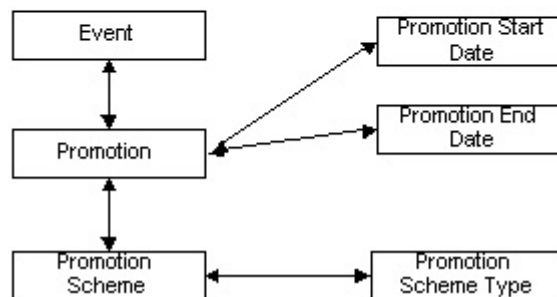
A promotion can be part of a larger effort or *event*. Several promotions may be associated with an event. For example, a summer sale event may consist of several promotions such as Daisy Sale and 4<sup>th</sup> of July sale. A promotion must be associated with one and only one event. A promotion consists of one or more schemes. The scheme associates items with the promotion and the terms such as the threshold or mix and match.

Tracking of promotional sales allows retailers to assess the efficiency of promotions and promotional events.

## System hierarchy

This diagram illustrates the drillable hierarchy in the promotion hierarchy.

Promotion Hierarchy



## Attributes

Attribute	Description
Event	A business activity that encompasses one or many promotions.
Promotion	A concentrated effort designed to promote the sale of goods or services. A promotion must be associated with one and only one event.
Promotion Start Date	The date in MM/DD/YY format when the promotion started.
Promotion End Date	The date in MM/DD/YY format when the promotion ended.
Promotion Scheme	An activity that is part of a promotion effort. The scheme must be associated with one and only one promotion.
Promotion Scheme Type	A general description of a class or category of promotion scheme.



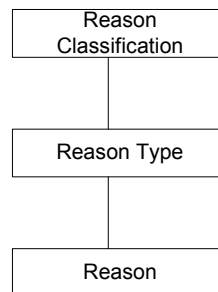
## Reason

The reason hierarchy makes it possible to track several transaction types by reason in the loss prevention and stock movement areas. Loss prevention transactions, such as cashier overrides for in-store markups, are tracked by attributes in the reason hierarchy. This information makes it possible to spot trends and anomalies in loss prevention transactions and associate these with a cashier, cash register, or location.

Inventory adjustments, supplier returns, and unavailable stock are also tracked by reason code. Identification of the reasons for a transaction allows the business analyst to identify areas where stock availability or other problems exist and make the appropriate changes.

## System hierarchy

### Reason Hierarchy



### *Reason drillable hierarchy*

## Attributes

Attribute	Description
Reason	Detailed description of the reason why a particular action was taken. For example, inventory shrink can occur for several reasons such as spoilage or theft.
Reason Classification	The highest-level description in the reason hierarchy representing several related reason types. For example, the classification Inventory Adjustment might include inventory shrink and physical count.
Reason Type	A general description in the reason hierarchy that represents several related reasons at the detail level. For example, Inventory Shrink might include several detailed reasons such as spoilage or theft.

## Regionality

Regionality is not technically an attribute or hierarchy, but acts much like one. This term refers to a filter object that allows users of RDW to view only information that is associated with their area of responsibility. For example, the Regionality filter can be used to retrieve only information associated with a specific User Group. The regionality filter limits the report to information that is associated with a defined set of location(s), department(s), and supplier(s) that the User Group has responsibility for. For example, a user may belong to User Group 1, which has responsibility over the assortments in Category A of locations 1 & 2 that come from Supplier X. Choosing User Group 1 from the Regionality filter will allow the user to view only sales from this area of responsibility.

This filter can be used in conjunction with other filters, including Primary Supplier Indicator, to achieve the desired results.

**Note:** The attributes that define a User Group must be set up in RMS and subsequently fed to RDW.

## Retail type

The retail type attribute represents the price type at which items were sold or held as inventory. There are three values for retail type: Regular, Promotional, and Clearance. This attribute segments a number of business measurements by price type, including sales and profit, stock position and value, markdowns, markups, and competitor pricing. This information is valuable when determining a pricing strategy, analyzing inventory value, or evaluating a competitor.

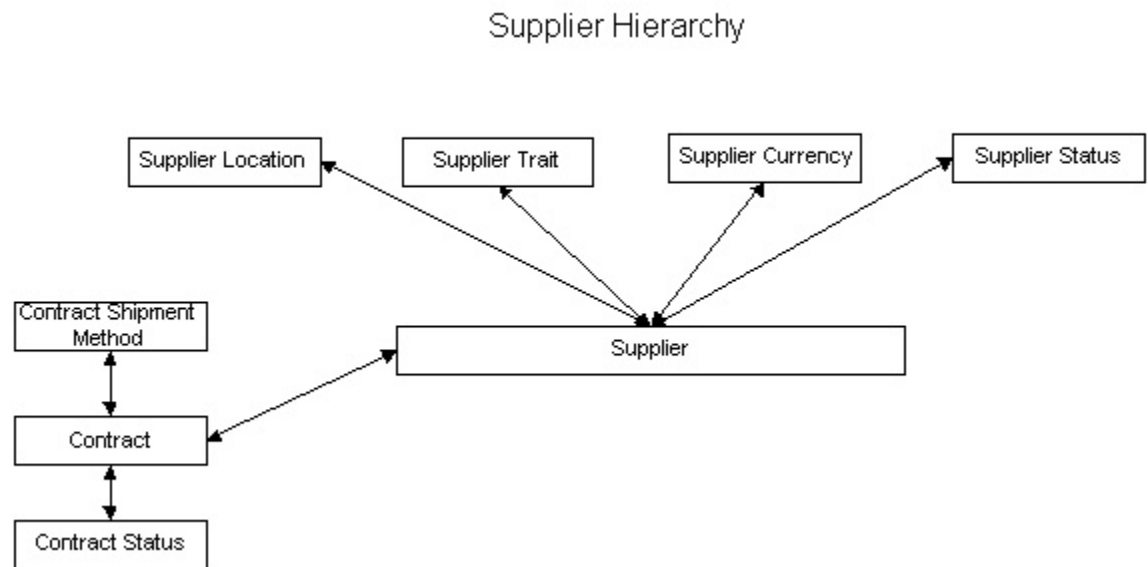
The retail type attribute is not part of a drillable hierarchy.

## Supplier

Retail organizations depend upon their suppliers to deliver quality product in a timely manner. The attributes in the supplier hierarchy allow the business analyst to rate supplier performance based on delivery history and the quality of product. This information can be used to identify suppliers whose performance is below standard, as well as those who are in compliance with the company's expectations.

## System hierarchy

This diagram illustrates the drillable hierarchy in the supplier 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.

Attribute	Description
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.

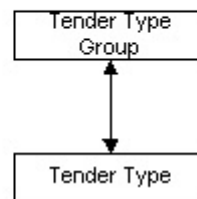
## Tender type

This hierarchy allows reporting of sales and return transactions and vouchers by tender type. In the loss prevention area, this allows identification of cashiers who have an abnormal number of vouchers issued or redeemed, or ratio of sales to returns for a particular tender type.

## System hierarchy

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

Tender Type Hierarchy



## Attributes

Attribute	Description
Tender Type Group	Identifies the tender type group.
Tender Type	Identifies the tender type.
Cash Equivalent Indicator	Identifies the cash equivalent indicator.

## Time of day

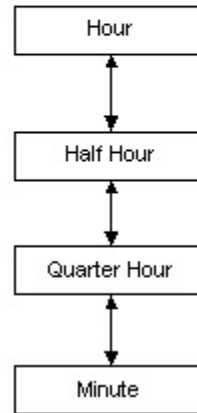
The time of day hierarchy permits analysis in the loss prevention and employee productivity areas where identifying problems and trends requires the use of hourly or smaller time increments. In addition, the time of day hierarchy allows analysis of sales and return transactions on an hourly basis.

This hierarchy is used only in the Store Operations Workbench. It is not related or linked to the time calendar hierarchy.

## System hierarchy

This diagram illustrates the drillable hierarchy.

Time of Day Hierarchy



## Attributes

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.

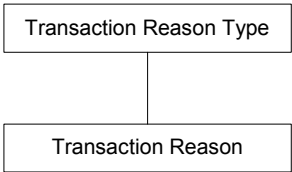
# Transaction reason

This hierarchy allows tracking of inventory adjustment, loss prevention, and other transactions by reason and reason type.

## System hierarchy

This diagram illustrates the drillable hierarchy.

### Transaction Reason Hierarchy



*Transaction Reason drillable hierarchy*

## Attributes

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

Attribute	Description
Transaction Reason	Detailed description of the reason why a particular action on a transaction was taken.
Transaction Reason Type	A general description in the reason hierarchy that represents several related reasons at the detail level, for transactions.

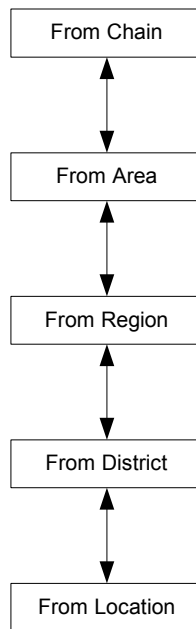
## Transfer from organization

This hierarchy allows tracking of inventory transfers from a location or other organizational attribute. This permits analysis of the number of units transferred and the retail and cost value of the transfer in the organization.

### System hierarchy

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

#### Transfer From Organization



***Transfer from organization drillable hierarchy***

## Attributes

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

Attribute	Description
From Chain	Identifies a chain in the company from which a transfer originates.
From Area	Identifies an area in the company from which a transfer originates.
From Region	Identifies a region in the company from which a transfer originates.
From District	Identifies a district in the company from which a transfer originates.
From Location	Identifies a warehouse or store in the company from which a transfer originates.



## Chapter 4 – Retail base and performance metrics

### Sales and profit

The role of business intelligence is to provide decision makers with the information needed to increase sales and reduce expenses, thereby increasing profits margins. Sales and profit are fundamental business measurements in any retail organization. The RDW includes a complete set of metrics for measuring sales and profit at virtually any level in the retail organization.

Gross sales is the total dollar amount the retailer sells to consumers. Gross sales are calculated by multiplying the unit price of an item by the number sold 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. Sales value is the net value after customer returns have been subtracted from gross sales.

The RDW maintains gross sales and returns for amounts and number of units in separate fact fields. Separation of these values allows for analysis of returns and the use of gross sales in calculations where this is desirable. Net sales is required for most calculations. Net sales must be calculated as sales minus returns, as indicated below.

In addition, the retailer has the need to track sales according to price type to allow analysis of sales for promotional and clearance items. The RDW holds sales amount and units by price type to allow analysis at this level.

### Base formulas and metrics

The following table displays sales, return, and profit facts.

Fact	Description
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 facts are used to construct base formulas for net sales and units and net profit.

Metric	Formula
Sales Value	$\text{Sum}(\text{F\_SLS\_AMT}) - \text{Sum}(\text{F\_RTRN\_AMT})$
Sales Units	$\text{Sum}(\text{F\_SLS\_QTY}) - \text{Sum}(\text{F\_RTRN\_QTY})$
Profit	$\text{Sum}(\text{F\_SLS\_PRFT\_AMT}) - \text{Sum}(\text{F\_RTRN\_PRFT\_AMT})$

## Retail price type

Sales and profit are segmented by price type. Conditional metrics are used constrain data based on retail type.

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:

Filter Details: Year = 2003 AND   Location = Minneapolis:14101:1								
Organization (Location)	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		389,914	102,759	26.35%	191,846	49.20%	95,309	24.44%

### Organization, Sales Value by Type

The following table displays the metric formulas and conditions used in this report.

Metric	Formula	Retail Type
Sales Value	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	None
Regular Sales Value	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	1
% Contrib Regular to Sales Value	Regular Sales Value / Sales Value	NA
Promotion Sales Value	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	2
% Contrib Promotion to Sales Value	Promotion Sales Value / Sales Value	NA
Clearance Sales Value	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	3
% Contrib Clearance to Sales Value	Clearance Sales Value / Sales Value	NA

## Variance reporting

Tracking of variances in sales and profit margins between time periods is an important part of understanding the retail business. Sales and profit metrics contain transformations to last year, allowing comparison of values for a range of time frames for the current and previous year. Transformations attached to sales and profit metrics yield current totals for the week, month, season, and year to date and permit calculation of variances across periods of time.

Filter Details: Week = 200306\Week 6 AND Location = Minneapolis:14101:1													
Metrics		Sales Value	Sales Value (Last Year)	% Change Sales Value vs Last Year	Sales Value (MTD)	Sales Value (MTD, Last Year)	% Change Sales Value vs Last Year (MTD)	Sales Value (STD)	Sales Value (STD, Last Year)	% Change Sales Value vs Last Year (STD)	Sales Value (YTD)	Sales Value (YTD, Last Year)	% Change Sales Value vs Last Year (YTD)
Organization (Location)													
Minneapolis	14101	32,067	26,334	21.77%	32,067	26,334	21.77%	372,052	253,383	46.83%	284,080	227,049	25.12%

### *Organization, Sales Value to Date*

The table below contains describes the transformational and other metrics in the report. Note the following:

- The Sales Value metric aggregates to the report level. It contains the value for the attribute (Location) and the time frame selected in the filter (Week).
- The transformational metrics for period, season, and year-to-date employ the same base formula as sales value with the appropriate transformation applied.
- A transformation to last year is applied to metrics to calculate corresponding values for the previous year. Multiple transformations are applied for calculation of last year's values for the period, season and year-to-date.
- The results of transformations for the current and last year are used in complex metrics that calculate the percent change or variance from the time period in the current year to the previous year.

Metric	Formula	Transformation
Sales Value	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	None
Sales Value (Last Year)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Last Year
% Change Sales Value vs. Last Year	Sales Value / Sales Value (Last Year)	NA
Sales Value (PTD)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Period-to-date
Sales Value (PTD, Last Year)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Period-to-date, Last Year
% Change Sales Value vs. Last Year (PTD)	Sales Value (PTD) / Sales Value (PTD, Last Year)	NA
Sales Value (STD)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Season-to-date
Sales Value (STD, Last Year)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Season-to-date, Last Year
% Change Sales Value vs. Last Year (STD)	Sales Value (STD) / Sales Value (STD, Last Year)	NA
Sales Value (YTD)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Year-to-date
Sales Value (YTD, Last Year)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Year-to-date, Last Year
% Change Sales Value vs. Last Year (YTD)	Sales Value (STD) / Sales Value (STD, Last Year)	NA

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

## Contribution reporting

Assessing the contribution of the various levels 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 subclass or item in a category.

RDW has a large number of metrics that make this type of reporting possible. As explained in Chapter 2, this type of calculation requires that a value be calculated outside the report as a separate query. For example, the following formula is used to calculate the percent contribution of a location to its region:

$$\text{Sales Value (Location)} / \text{Sales Value (Region)}$$

If the report is at location level (that is the attribute location is on the template), then the region value must be calculated outside the boundaries of the report. In this case a level metric that aggregates to the region level is required.

The RDW contains a large number of metrics that allow this type of calculation at the various levels in the organization and product hierarchies.

The following report shows the sales and profit contribution of subclass to higher levels in the product hierarchy:

Filter Details: Year = 2003 AND Class = Box Meals:101:1 AND Location = Minneapolis:14101:1								
		Sales Value	% Contrib Sales Value to Department	% Contrib Sales Value to Company	Profit	% Contrib Profit to Department	% Contrib Profit to Company	
Total	Total	95,592	NA	NA	31,046	NA	NA	
Dry Grocery	6001							
	Box Meals 101							
	Potatoes 201	29,498	22.93%	1.09%	15,577	41.16%	2.52%	
	Pasta 202	66,093	51.38%	2.45%	15,468	40.88%	2.50%	

*Contribution Scorecard*

Metric	Formula	Level
Sales Value	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Report Level
Sales Value (Department)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Department
% Contrib Sales Value to Department	Sales Value / Sales Value (Department)	NA
Sales Value (Company)	Sum(F_SLS_AMT) - Sum(F_RTRN_AMT)	Company
% Contrib Sales Value to Company	Sales Value / Sales Value (Company)	NA
Profit	Sum(F_SLS_PRFT_AMT) - Sum(F_RTRN_PRFT_AMT)	Report Level
Profit (Department)	Sum(F_SLS_PRFT_AMT) - Sum(F_RTRN_PRFT_AMT)	Department
% Contrib Profit to Department	Profit / Profit (Department)	NA
Profit (Company)	Sum(F_SLS_PRFT_AMT) - Sum(F_RTRN_PRFT_AMT)	Company
% Contrib Profit to Company	Profit / Profit (Company)	NA

Note the following about this report:

- Sales Value and Profit are aggregated to the level in the report (subclass).
- The level metrics for department and company do not appear on the report, but are required for the calculations.
- The percent contribution for department and company are complex metrics that require the values from the report and the values aggregated to department and company.

## Planning measures

RDW holds facts for a current and original plan in several reporting areas, including sales and profit. Population of these facts requires Retek TopPlan, or another planning application that provides current and original planning data.

Sales value and units are held for an original and current plan. Level metrics exist to support variance from plan and contribution to plan reporting in the product hierarchy. Planned profit is held for a current plan. Level metrics in this area allow for calculation of variance from original plan and contribution reporting.

## Returns

Return values are held in the RDW, allowing for analysis of returns by location or channel, and at various attribute levels in the product hierarchy.

The following report shows return units and value and calculates returns as a percentage of sales:

Filter Details: Year = 2003 AND Department = Dry Grocery:6001:1									
Metrics		Sales Units	Sales Value	Return Units	Return Value	% Return Units	% Return Value	% Profit	Return Profit Amount
Product (Department)									
Dry Grocery	6001	184,929	944,645	2,772	10,756	1.50%	1.14%	27.66%	4,614

## Value Added Tax (VAT)

Currently, RDW holds VAT amounts for the retail amounts of sales and return transactions only. If VAT is used in RMS/ReSA, RDW extracts sales and return retail values and loads them to the sales datamart with VAT included. RDW also holds the VAT portion independently in the facts F\_SLS\_VAT\_AMT and F\_RTRN\_VAT\_AMT.

Markdown and profit amounts in RDW are always VAT-exclusive. For sales forecast facts, RDW only holds sales forecast quantity information that does not include VAT.

For implementations where RMS is in use:

- If VAT indicator in RMS is on, the retail sales coming from ReSA may or may not include VAT depending on certain RMS system options. RDW, however, will always hold VAT inclusive sales and return retail amounts, based on the item's VAT rate as held in RMS.
- If VAT indicator is off in RMS, all the values for RDW sales and returns are VAT exclusive, of course. VAT facts such as F\_SLS\_VAT\_AMT will then be empty.

For standalone implementations employing a client-supplied source for sales values for sales and returns could be VAT inclusive or exclusive depending on the source data the client provides RDW. VAT facts such as F\_SLS\_VAT\_AMT also need to be supplied by clients.

## Pack sales

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 do the sales of an item sold by itself compare with the sales of the item inside a specific pack?

Component item contribution to pack sales reporting is facilitated by RDW's ETL processing, which prorates a pack's value into its component items (see the subsection, "Prorating of packs" 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 and profit data for packs by retail type. The following table shows base metrics and formulas for pack sales.

Metric	Formula	Condition
Pack Sales Value	$\text{Sum}(\text{F\_PACK\_SLS\_AMT}) - \text{Sum}(\text{F\_PACK\_RTRN\_AMT})$	None
Regular Pack Sales Value	$(\text{Sum}(\text{F\_PACK\_SLS\_AMT}) - \text{Sum}(\text{F\_PACK\_RTRN\_AMT}))$	Regular Retail Type
Promotional Pack Sales Value	$(\text{Sum}(\text{F\_PACK\_SLS\_AMT}) - \text{Sum}(\text{F\_PACK\_RTRN\_AMT}))$	Promotional Retail Type
Clearance Pack Sales Value	$(\text{Sum}(\text{F\_PACK\_SLS\_AMT}) - \text{Sum}(\text{F\_PACK\_RTRN\_AMT}))$	Clearance Retail Type
Pack Profit	$(\text{Sum}(\text{F\_PACK\_SLS\_PRFT\_AMT}) - \text{Sum}(\text{F\_PACK\_RTRN\_PRFT\_AMT}))$	None
Pack Sales Units	$(\text{Sum}(\text{F\_PACK\_SLS\_QTY}) - \text{Sum}(\text{F\_PACK\_RTRN\_QTY}))$	None

The following report shows pack sales by retail type.

Metrics		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
Product (Department)								
Total	Total	344,627	236,714	NA	27,180	NA	80,733	NA
Dry Grocery	6001	344,627	236,714	68.69%	27,180	7.89%	80,733	23.43%

*Product, Pack Sales – Detail by Type*



## Pack employee discount value

RDW metrics calculate the employee discount amount of pack sales value, as follows:

$$\frac{\text{Sum}(\text{F\_PACK\_SLS\_EMPLY\_DISC\_AMT})}{\text{Sum}(\text{F\_PACK\_RTRN\_EMPLY\_DISC\_AMT})}$$

## 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 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	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
<b>Time Calendar (Year)</b>									
2003	344,627	404,364	(14.77%)	344,627	404,364	(14.77%)	344,627	404,364	(14.77%)

*Time, Pack Sales – To date*

## 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.

Item	Metrics		Sales Value	Sales Units	Avg Retail Value	Pack Sales Value	Pack Sales Units	Avg Component Item Contrib to Pack Sales Value
Total	Total	Total	62,051	14,206	NA	74,758	9,021	8
Pillsbury Potato Buds:Flavored	100310090	EACH	7,784	1,951	3.99	1,802	568	3
Pillsbury Potato Buds:Plain	100310170	EACH	9,028	2,051	4.40	3,658	1,144	3
Betty Crocker Potatoes:06 ounce: Special Retail	100310760	EACH	4,737	1,640	2.89	15,947	1,487	11
Private Label Pasta X	100311720	EACH	10,791	2,005	5.38	15,427	1,471	10
Brand X Pasta:Mac n Cheese Elbow	100311990	EACH	11,480	2,046	5.61	15,427	1,471	10
Mac n Cheese:Elbow	100312870	EACH	5,890	1,551	3.80	15,947	1,487	11
Brand X Cereal:Bran	100314040	EACH	6,678	1,630	4.10	2,162	453	5
Brand X Cereal:Oat	100314120	EACH	5,663	1,332	4.25	4,389	940	5

*Pack Sales – Item Contribution to Sales*

## Prorating of packs

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

$$\text{Item Prorated Sales Value} = \text{Pack Sales Value} * \text{Item Prorate \%}$$

$$\text{Item Prorate \%} = (\text{Item Price} * \text{Pack Item Qty}) / \text{Pack Component Sales Value}$$

$$\begin{aligned} \text{Pack Component Sales Value} = & (\text{Item A Price} * \text{Item A Qty}) \\ & + (\text{Item B Price} * \text{Item B Qty}) + (\text{Item C Price} * \text{Item C Qty}) + \dots + (\text{Item n Price} * \text{Item n Qty}) \end{aligned}$$

### 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
- 4 Pack Sales Value:
  - \$90,000

### Calculation steps

#### Step one (part 1) – pack component sales value

$$\text{Item A Price} * \text{Quantity of Item A in Pack A}$$

$$4 * 2 = 8$$

$$\text{Item B Price} * \text{Quantity of Item B in Pack B}$$

$$2 * 1 = 2$$

$$\text{Item C Price} * \text{Quantity of Item C in Pack C}$$

$$1 * 1 = 1$$

#### 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 three – item prorated sales value**

$$\$90,000 * .7273 = \$65,457.00 = \text{Item A Prorated Sales Value}$$

$$\$90,000 * .1818 = \$16,362.00 = \text{Item B Prorated Sales Value}$$

$$\$90,000 * .0909 = \$8181.00 = \text{Item C Prorated Sales Value}$$

**Stock position**

Stock position is the quantity and value of inventory at the beginning or end of a unit of time, such as day, week, or month. Stock-on-hand, in-transit, and on-order are measured as positions. A positional measurement differs from a transactional measurement, such as sales or returns, in the manner in which it is handled in relation to time. Sales transactions are a series of discrete events that occur over time. The values of these transactional events can be added together to arrive at a new and meaningful value. For example, the values of daily sales are added together to calculate weekly sales which in turn are used to determine monthly sales, and so on. Position, on the other hand, is a constant state in which a value or position shifts over time. For example, stock-on-hand is at a certain position at the beginning and end of a week and at any point in between. Positional values cannot be added together to arrive at a meaningful number. For example, the ending stock-on-hand values for the days in a week do not add up to the ending value for a week. Rather, there is a position at the end of each day and, in this example, the ending position for the week is the same as the position for the last day of the week. For this reason, positional measurements are said to be *semi-additive*. That is, they are not additive in the time dimension. In other dimensions they act much like transactions. For example, the ending-on-hand value for a subclass can be determined by adding the ending values for items in that subclass.

In the RDW, positional values are used in several important measurements, including inventory contribution, variances in the value of stock between the current and previous year, and the number of days in a month on which the item was out of stock, and sales velocity metrics.

## Base formulas and metrics

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.

In the RDW it is assumed that position has been captured at the end of a day, week, or month

- EOH is the ending value for the time period. It is the position at the end of the day, week, month, or year in question.
- BOH is the ending value for the *previous* day, week, month, or year.

A special metric is used to extract a positional value from the fact table. Positional metrics specify the dimensional hierarchy (time calendar) in which the position exists and the grouping which is always set to ending.

For beginning values, a transformation is required to extract the ending value from the previous week.

Metric	Formula	Level Grouping	Transformation
BOH Units	Sum(F_I_SOH_QTY)	Time Calendar Ending (fact)	Last Week
BOH Cost Value	Sum(F_I_SOH_COST_A MT)	Time Calendar Beginning (Lookup)	Last Week
BOH Retail Value	Sum(F_I_SOH_RTL_AMT )	Time Calendar Beginning (Lookup)	Last Week
EOH Units	Sum(F_I_SOH_QTY)	Time Calendar Ending (fact)	None
EOH Cost Value	Sum(F_I_SOH_COST_A MT)	Time Calendar Ending (fact)	None
EOH Retail Value	Sum(F_I_SOH_RTL_AMT )	Time Calendar Ending (fact)	None

RDW holds EOH retail values by retail type, allowing for the valuation of inventory position by retail type. A condition is added to these metrics to indicate retail type (Regular, Promotional, or Clearance)

## In transit units and values

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

Metric	Formula	Level Grouping
In Transit Units	Sum(F_I_IN_TRNST_QTY)	Time Calendar Ending (fact)
In Transit Retail Value	Sum(F_I_IN_TRNST_RTL_AMT)	Time Calendar Ending (fact)
In Transit Cost Value	Sum(F_I_IN_TRNST_COST_AMT)	Time Calendar Ending (fact)

## On order units and value

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

Metric	Formula	Level Grouping
On Order Units	Sum(F_I_ON_ORD_QTY)	Time Calendar Ending (fact)
On Order Retail Value	Sum(F_I_ON_ORD_RTL_AMT)	Time Calendar Ending (fact)
On Order Cost Value	Sum(F_I_ON_ORD_COST_AMT)	Time Calendar Ending (fact)

## Performance metrics

The base positional metrics are used in the following performance measures:

- Variance in BOH and EOH values for a current and previous year and month-to-date, season-to-date, and year-to-date for the current and previous year.
- Variance of actual from a current and original plan.
- Percent contribution to retail value within the organization hierarchy.

These measurements are described in more detail in this section.

In addition, inventory position metrics are used in the sales velocity performance metrics discussed in the next section.

## Variances

Beginning and ending on hand metrics are maintained for the month, season, and year-to-date and corresponding metrics for last year. These metrics are used to calculate variances in retail value from the current to a previous year.

## Plan and variance from plan

RDW holds current and original plan data for inventory position to allow calculation of variance from plan in inventory value at retail and cost.

## Inventory contribution

Level metrics for attributes in the product hierarchy are used to construct metrics that measure inventory contribution. For example, a level metric for department is used in a report at department and class level to calculate the inventory contribution of the class to its department:

$$\text{BOH Retail Value} / \text{BOH Retail Value (Department)}$$

			BOH Retail Value	BOH Retail Value (Department)	Sales Value	Sales Value (Department)	% Contrib BOH Retail Value to Department	% Contrib Sales Value to Department	CP BOP Retail Value	CP BOP Retail Value (Department)
Dry Grocery	6001									
	Box Meals	101	NA	NA	230,436	301,891	0.00%	76.33%	757,547	2,068,236
	Cereal	102	NA	NA	71,455	301,891	0.00%	23.67%	1,310,689	2,068,236
Snacks	6002									
	Chips Crackers	101	NA	NA	164,780	164,780	0.00%	100.00%	874,651	874,651
Meat	6005									
	Fresh	102	NA	NA	NA	NA	0.00%	0.00%	NA	NA

*Sales, Inv – Actual vs LY, CP, Class*

## Days out of stock

Positional metrics are used to determine the number of days an item is out of stock (when stock is 0 or less.) Count metrics are employed to count the number of days in the month and the number of days when stock-on-hand was zero or less.

$$\% \text{ Days Out of Stock} = \text{No of Days Out of Stock} / \text{No of Days}$$

This information is useful to the analyst who is trying to determine if the lack of sales for an item is due to unavailability of stock.

## Stock movement

Stock movement is concerned with transactional (rather than positional) values. For example, a receipt is transactional because it is a series of events which take place on successive days during the week. At the end of the week all receipts for that week can be added together to determine the total for the week.

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.

Metric	Formula
Receipts Units	Sum(F_I_RCPTS_QTY)
Receipts Cost Value	Sum(F_I_RCPTS_COST_AMT)
Receipts Retail Value	Sum(F_I_RCPTS_COST_AMT)

These base metrics are used in calculating the performance metrics described below.

## Variances

Receipt value metrics have transformations for month, season, and year-to-date for a current and previous 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 change in receipts retail value vs. last year is calculated as follows:

$$\frac{((\text{Receipts Retail Value} - \text{Receipts Retail Value (Last Year)}) / \text{Receipts Retail Value (Last Year)})}{\text{Receipts Retail Value (Last Year)}}$$

## 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:

$$\frac{(\text{Receipts Retail Value} - \text{Receipts Cost Value})}{(\text{Receipts Retail Value})}$$

## Plan and variance from plan

Plan values for receipts are held for an original and current plan. Plan values are held at subclass, location, and week levels. Planned receipts values allow for calculation of variance from plan.

## 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/return reason level.

Metric	Formula
RTV Units	Sum(F_I_RTV_QTY)
RTV Retail Value	Sum(F_I_RTV_RTL_AMT)
RTV Cost Value	Sum(F_I_RTV_COST_AMT)

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 reporting of actual RTV data to a current and original 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 values of transferred units.

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

Metric	Formula
Transfer Quantity	Sum(F_I_TSF_QTY)
Transfer Retail Value	Sum(F_I_TSF_RTL_AMT)
Transfer Cost Value	Sum(F_I_TSF_RTL_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.

## Facts and base metrics

Metric	Formula
SOH Adjustment Units	Sum(F_I_ADJ_QTY)
SOH Adjustment Retail Value	Sum(F_I_ADJ_RTL_AMT)
SOH Adjustment Cost Value	Sum(F_I_ADJ_COST_AMT)

## Gross margin return on inventory (GMROI)

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

In RDW, GMROI is calculated as follows:

$$(\text{Gross Margin Value} / \text{Avg Stock Cost Value})$$

Gross Margin Value is (Profit – Profit Lost on Returns). See the “Sales and Profit” section for additional information on Gross Margin.

The average stock value at cost is calculated as follows:

$$((\text{BOH Cost Value} + \text{EOH Cost Value (SUM)}) / (\text{No of Weeks with Stock} + 1))$$

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

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

$$(\text{Gross Margin Value (Last Year)} / \text{Avg Stock Cost Value (Last Year)})$$

## Velocity metrics

Velocity metrics measure the rate at which stock is sold and replaced. Stock turn and percent sell through are velocity metrics.

### 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 sales value and the average value of stock during the same period.

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

#### Stock turn value

Stock turn value is calculated using sales value and the average stock value as follows:

$$\text{Sales Value} / \text{Average Stock Value}$$

For example, if sales of widgets are 2 million during month 1 and the average stock value during the same month is 500K, the stock turn value is 2,000,000/500,000.

The average stock retail value is calculated as follows:

$$((\text{BOH Retail Value} + \text{EOH Retail Value (SUM)}) / (\text{No of Weeks with Stock} + 1))$$

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:

$$(\text{Net Sales Units} / (([\text{BOH Units}] + \text{EOH Units (SUM)}) / (\text{No of Weeks with Stock} + 1)))$$

#### Plan values and variance to 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. RDW holds last year facts required to calculate stock turn, allowing for a comparison of stock turn value to last year.

### 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:

$$(\text{Sales Units} / (\text{EOH Units} + \text{Sales Units}))$$

## Markdowns

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. Markdowns of merchandise may occur for a number of reasons such as the overstock of items of a particular size or color or other errors in buying process, routine promotion or clearance of merchandise, and so forth.

Markdown amounts are tracked by retail type, in the same way as sales value. An indicator attached to the transaction indicates that the sale is for regular, promotional, or clearance merchandise.

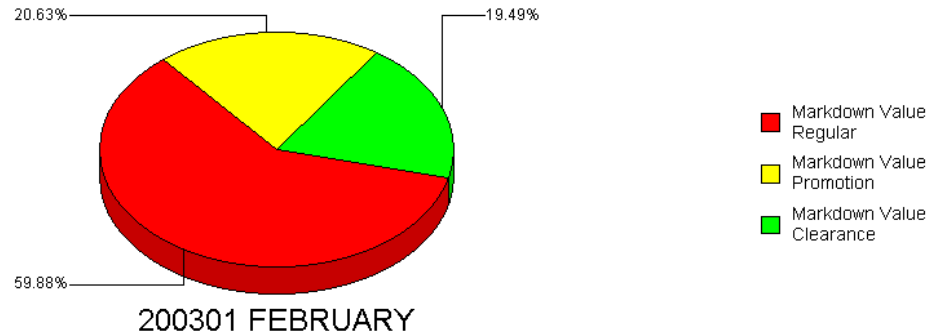
## Base formulas and metrics

Markdown amount is held in the fact column F\_MKDN\_AMT on sales tables. This fact is accessed by the base formula Markdown Amount. The base formula is employed in metrics that use a condition to limit data by retail type.

Metric	Formula	Condition
Regular Markdown Value	Sum(F_MKDN_AMT)	Regular Retail Type
Promotional Markdown Value	Sum(F_MKDN_AMT)	Promotional Retail Type
Clearance Markdown Value	Sum(F_MKDN_AMT)	Clearance Retail Type

**Note:** Promotional Markdown Value includes in-store markdowns.

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



## Markdown variances

The RDW maintains the transformations required for viewing markdown data for month, season, 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. In-store markdowns are held as part of F\_MKDN\_AMT where the retail type is promotion. The transformations exist for variance reporting, just as for corporate markdowns.

## Markdown percentage

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

$$\text{Markdown Value} / \text{Net Sales Value} = \text{Markdown Percentage}$$

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

Metrics		Net Sales Value	Markdown Value	% Markdown
Location				
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:

$$\text{Markdown Value} / \text{Markdown Value (Company)}$$

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

*Markdown contribution*

## Price

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.

### Base formulas and metrics

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

Averages for retail and regular and promotional values are computed using sales metrics for amount and units.

Metric	Formula
Avg Retail Price	Avg(F_UNIT_RTL_AMT)
Average Retail Value	Sales Value / Sales Units
Average Regular Retail Value	Regular Sales Value / Regular Sales Units
Average Promotional Retail Value	Promotional Sales Value / Promotional Sales Units

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

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.

Metric	Formula	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

## Performance metrics

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.

Metric	Formula
% Variance Avg Sales Value vs. Competitor Price	$\frac{((\text{Sales Value} / \text{Sales Units}) - \text{Avg Competitor Price})}{\text{Avg Competitor Price}}$
% Variance Regular Sales Value vs. Competitor Regular Price	$\frac{((\text{Regular Sales Value} / \text{Regular Sales Units}) - \text{Avg Competitor Regular Price})}{\text{Avg Competitor Regular Price}}$
% Variance Promotion Sales Value vs. Competitor Promotion Price	$\frac{((\text{Promotion Sales Value} / \text{Promotion Sales Units}) - \text{Avg Competitor Promotion Price})}{\text{Avg Competitor Promotion Price}}$
Variance Avg Sales Value vs. Competitor Price	$((\text{Sales Value} / \text{Sales Unit}) - \text{Avg Competitor Price})$
Variance Regular Sales Value vs. Competitor Regular Price	$((\text{Regular Sales Value} / \text{Regular Sales Units}) - \text{Avg Competitor Regular Price})$
Variance Promotion Sales Value vs. Competitor Promotion Price	$((\text{Promotion Sales Value} / \text{Promotion Sales Units}) - \text{Avg Competitor Promotion Price})$

## Comparable store analysis

Comparable stores or “comp stores” are stores that have been in operation for at least 53 weeks and are still in operation at the time period of analysis. In other words, Comp Stores are really “established” stores as opposed to new or closed stores. Comp store measurements are important to an analyst because profits and sales from the more established stores provide stable indicators of business performance. New or closed stores tend to be more volatile and can have a skewing effect on business performance indicators. That is, sales and profits from new or closed stores are not really “comparable” in business analysis, and as a result, they are not included in the comp store measurements.

Comp store comparisons allow for comparisons between two successive years. 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. If there is no end date in the year of analysis, the store is assumed to be still in operation.

## Base formulas and metrics

Comp store analyses are performed for sales and profit measures for comparable stores. Hence, the base formulas and facts that are employed for this functionality are the same as the ones used for profit and sales analysis. However, when defining the metrics, a specific condition is added to make a ordinary profit or sales measurements into a comp store profit or sales measurements.

The following are the base comp Store metrics in RDW:

Metric	Formula	Condition	Transformation
Comp Store Sales Value	$(\text{Sum}(\text{F\_SLS\_AMT}) - \text{Sum}(\text{F\_RTRN\_AMT}))$	Store Age $\geq$ 53 Weeks and Open w/ Sales	None
Comp Store Sales Value (Last Year)	$(\text{Sum}(\text{F\_SLS\_AMT}) - \text{Sum}(\text{F\_RTRN\_AMT}))$	Store Age $\geq$ 53 Weeks and Open w/ Sales	Last Year
Com Store Profit	$(\text{Sum}(\text{F\_SLS\_PRFT\_AMT}) - \text{Sum}(\text{F\_RTRN\_PRFT\_AMT}))$	Store Age $\geq$ 53 Weeks and Open w/ Sales	None
Comp Store Profit (Last Year)	$(\text{Sum}(\text{F\_SLS\_PRFT\_AMT}) - \text{Sum}(\text{F\_RTRN\_PRFT\_AMT}))$	Store Age $\geq$ 53 Weeks and Open w/ Sales	Last Year
% Change Comp Store Profit vs Last Year	Comp Store Profit - Comp Store Profit (Last Year) / Comp Store Profit (Last Year)	NA	NA



Metric	Formula	Condition	Transformation
% Change Comp Store Sales vs Last Year	$(\text{Comp Store Sales Value} - \text{Comp Store Sales Value (Last Year)}) / \text{Comp Store Sales Value (Last Year)}$	NA	NA

As shown in the table above, the condition that is used in Comp Store metrics is “Stores  $\geq$  53 Weeks and Open”. This filter will select only the stores that have been open for 53 weeks before the beginning of the period of analysis and is still open at the end of the period of analysis. RDW has a number of metrics defined that help in the creation of this filter. These metrics are part of the collection of system metrics in RDW. They are described in the following table.

System Metric	Description
Period Start Date	The first day 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 in the selected period.
Store Start Date	The date on which the store.
Store End Date	The date on which the store closed. If the store is still open, the column contains no value.
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 of analysis).
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 there is no Store End Date for a store, this metric is given a value of 1 (which is always greater than 0).

## 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.

## Spatial analysis

In grocery and convenience store retailing, the ability to report on how efficiently space is being used is a critical requirement. Spatial Analysis, or performing analysis on 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.

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.

## Base formulas and metrics

Space Allocation facts are held on the space allocation item table (at item-location-day) and space allocation department table (at dept-location-day). The following base metrics are used to build more complex space allocation metrics.

Metric	Formula
Avg Max Space Allocation (Cb)	Avg(F_SA_CUBIC_MAX_AMT)
Avg Max Space Allocation (Ln)	Avg(F_SA_LINEAR_MAX_AMT)
Avg Max Space Allocation (Sq)	Avg(F_SA_SQUARE_MAX_AMT)
Avg Min Space Allocation (Cb)	Avg(F_SA_CUBIC_MIN_AMT)
Avg Min Space Allocation (Ln)	Avg(F_SA_LINEAR_MIN_AMT)
Avg Min Space Allocation (Sq)	Avg(F_SA_SQUARE_MIN_AMT)
Avg Space Allocation (Cb)	Avg(F_SA_CUBIC_AMT)
Avg Space Allocation (Ln)	Avg(F_SA_LINEAR_AMT)
Avg Space Allocation (Sq)	Avg(F_SA_SQUARE_AMT)

All of the space allocation metrics are based on these three base metrics (Cubic, Linear, Square feet). The business measures that follow are all available in these three varieties.

## Profit Per Unit of Allocated Space

The RDW maintains the transformations required for viewing profit measures per units of allocated space. The profit measures can come from both actual sales and plan sales. Average profit on actual sales per average unit of allocated space can be viewed for this year, last year, and as a percent change between the two. Sample business measures:

Metric	Formula
Avg Profit per Space Allocation (Ln)	$(\text{Avg Profit on Sales}] / \text{Avg Space Allocation (Ln)})$
Avg Profit per Space Allocation (Last Year) (Ln)	$(\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Ln)})$
% Change Profit per Space Allocation (Last Year) (Ln)	$((\text{Avg Profit on Sales}] / \text{Avg Space Allocation (Ln)}) - (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Ln)})) / (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Ln)})$
CP Avg Profit per Space Allocation (Ln)	$([\text{CP Profit}] / [\text{Avg Space Allocation (Ln)}])$

## Sales Per Unit of Allocated Space

Transformations also exist for viewing sales measures per units of allocated space. The sales measures can come from both actual sales and plan sales. Average sales value per average unit of allocated space can be viewed for this year, last year, and as a percent change between the two. Sample business measures:

Metric	Formula
Avg Sales per Space Allocation (Ln)	$([\text{Avg Sales Value}] / [\text{Avg Space Allocation (Ln)}])$
Avg Sales per Space Allocation (Last Year) (Ln)	$([\text{Avg Sales Value (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Ln)}])$
% Change Sales per Space Allocation (Last Year) (Ln)	$((([\text{Avg Sales Value}] / [\text{Avg Space Allocation (Ln)}]) - ([\text{Avg Sales Value (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Ln)}])) / ([\text{Avg Sales Value (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Ln)}])$
CP Avg Sales Value per Space Allocation (Ln)	$([\text{CP Sales Value}] / [\text{Avg Space Allocation (Ln)}])$

## Space allocation aggregation

**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 allow an RDW aggregation batch module to 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, and that dept-level data is directly loaded to dept space allocation tables in RDW. 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.

## Market data

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.

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

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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.

## Base formulas and metrics

Base Formula Name	Formula
Avg. ACV Weighted Distribution %	$(\text{Avg}(\text{F\_MKT\_AVG\_ACV\_WGT\_DIST\_PCT}) / 100)$
Avg Market Items per Store Selling	$\text{Avg}(\text{F\_MKT\_AVG\_STORE\_SELL\_ITEM\_QTY})$
Avg Multi Unit Retail Price	$\text{Avg}(\text{F\_MULTI\_UNIT\_RTL\_AMT})$
Market Event Sales Unit	$\text{Sum}(\text{F\_MKT\_SLS\_PRICE\_CUT\_QTY})$
Market Event Sales Value	$\text{Sum}(\text{F\_MKT\_SLS\_PRICE\_CUT\_AMT})$
Market Normalized Sales Unit	$\text{Sum}(\text{F\_MKT\_NORMAL\_QTY})$
Market Normalized Sales Value	$\text{Sum}(\text{F\_MKT\_NORMAL\_AMT})$
Market Promotion Sales Unit	$\text{Sum}(\text{F\_MKT\_MAIN\_AD\_QTY})$
Market Promotion Sales Value	$\text{Sum}(\text{F\_MKT\_MAIN\_AD\_AMT})$
Market Sales Rate	$\text{Avg}(\text{F\_MKT\_AVG\_MMACV\_SLS\_RATE})$
Market Sales Unit	$\text{Sum}(\text{F\_MKT\_SLS\_QTY})$
Market Sales Value	$\text{Sum}(\text{F\_MKT\_SLS\_AMT})$

## Performance metrics

### 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 the 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 or period.

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

## Listing and unlisting 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.

## RDW and IRI measures

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).

IRI Measure	Retek Metric Name	Fact Column	Description
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.
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.

IRI Measure	Retek Metric Name	Fact Column	Description
Average Weekly Dollar Sales per \$MM ACV (Sales Rate)	Market Sales Rate	F_MKT_AVG_MM ACV_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. The provider may differ depending upon the geographic area. 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

## Stock ledger

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.

For RDW clients who get stockledger information from RMS, the RMS stock ledger feed to RDW only supports 454 fiscal time. Any other time calendars, such as 13 period time calendar, are not supported by the RMS-RDW interface for stockledger facts. As a result, if an RMS client were to customize their stockledger to work as a 13-period calendar, there will be inconsistencies with the RMS-RDW stockledger interface unless modifications are made.

## Facts and base metrics

RDW stock ledger maintains a set of sales, profit, and inventory metrics for use in complex business metrics.

## Sales and gross margin

The RDW holds facts for sales at retail value and gross profit margin:

Metric	Formula
StkLedger Gross Margin Value	Sum(F_IVL_GRS_PRFT_AMT)
StkLedger Returns Retail Value	Sum(F_IVL_RTRNS_RTL_AMT)
StkLedger Sales Retail Value	Sum(F_IVL_SLS_RTL_AMT)
StkLedger Sales Cost Value	Sum(F_IVL_SLS_COST_AMT)

Percent gross margin is the ratio of gross profit amount to total sales at retail value and is calculated as follows:

Metric	Formula
Percent Gross Margin Value	(StkLedger Gross Margin Value / StkLedger Sales Retail Value)

Note that time transformations will be applied to sales and gross margin within stock ledger. Time transformation will allow retail sales to be retrieved for month-to-date, season-to-date, and year-to-date with corresponding metrics for last year.

## Beginning and ending stock values

Beginning and ending values are maintained at retail and cost.

Metric	Formula
StkLedger BOH Retail Value	Sum(F_IVL_BEG_SOH_RTL_AMT)
StkLedger BOH Cost Value	Sum(F_IVL_BEG_SOH_COST_AMT)
StkLedger EOH Retail Value	Sum(F_IVL_END_SOH_RTL_AMT)
StkLedger EOH Cost Value	Sum(F_IVL_END_SOH_COST_AMT)

These values are used to calculate average stock cost value. Average stock cost value is the average cost of stock over a period of weeks. This value is held at retail and cost.

Metric	Formula
Avg Stock Retail Value	$((\text{StkLedger BOH Retail Value}] + \text{StkLedger EOH Retail Value (SUM)}) / (\text{No of Weeks with Stock} + 1))$
Avg Stock Cost Value	$((\text{StkLedger BOH Cost Value} + \text{StkLedger EOH Cost Value (SUM)}) / (\text{No of Weeks with Stock} + 1))$

## Stock turn retail value

Stock turn retail value is calculated using sales value and the average stock cost at retail:

Metric	Formula
Stock turn Retail value	$(\text{StkLedger Sales Retail Value} / [\text{StkLedger Avg Stock Retail Value}])$

## Gross margin return per dollar of inventory (GMROI)

GMROI metrics the relative effectiveness of inventory investment. It is kept in RDW in the stock ledger tables at the subclass and week level and calculated as follows:

Meature	Formula
GMROI	$(\text{StkLedger Gross Margin Value} / \text{StkLedger Avg Stock Cost Value})$

## Receipts

The stock ledger holds receipts at cost and retail value:

Metric	Formula
StkLedger Receipts Retail Value	Sum(F_IVL_RCPTS_RTL_AMT)
StkLedger Receipts Cost Value	Sum(F_IVL_RCPTS_COST_AMT)

## Markdown percent

The stock ledger holds markdown values by type as follows:

Metric	Formula
Stkledger Clearance Markdown Value	Sum(F_IVL_CLRC_MKDN_AMT)
Stkledger Promotion Markdown Value	Sum(F_IVL_PRMTN_MKDN_AMT)
Stkledger Permanent Markdown Value	Sum(F_IVL_PERM_MKDN_AMT)

The total Markdown values are calculated as follows

Metric	Formula
Stkledger Total Markdown Value	StkLedger Clearance Markdown Value + StkLedger Promotion Markdown Value) + StkLedger Permanent Markdown Value

## Additional stock ledger facts and base metrics

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

Metric	Formula
Stkledger Cash Discount	SUM(F_IVL_CASH_DSCNT_AMT)
Stkledger Employee Discount Value	SUM(F_IVL_EMPTY_DSCNT_AMT)
Stkledger EOH Adjustment Value	SUM(F_IVL_SOH_ADJ_RTL_AMT)
Stkledger Counted Value	SUM(F_IVL_ACTL_STOCK_RTL_AMT)
Stkledger Freight Cost Value	SUM(F_IVL_FRGHT_COST_AMT)
Stkledger Markdown Cancel Value	SUM(F_IVL_MKDN_CNCLLD_AMT)
Stkledger MarkupValue	SUM(F_IVL_MKUP_AMT)
Stkledger MarkupCancel Value	SUM(F_IVL_MKUP_CNCLLD_AMT)
Stkledger RTV Retail Amount	SUM(F_IVL_RTV_RTL_AMT)
Stkledger Sales Cost Amount	SUM(F_IVL_SLS_COST_AMT)
Stkledger Shrinkage Cost Value	SUM(F_IVL_SHRK_COST_AMT)



Metric	Formula
Stklledger Shrinkage Retail Value	SUM(F_IVL_SHRK_RTL_AMT)
Stklledger Workroom Cost Value	SUM(F_IVL_WRKRM_COST_AMT)

The following sample report displays some of the RDW stockledger metrics:

Metrics		StkLedger Sales Retail Value	StkLedger Gross Margin Value	StkLedger % Gross Margin	StkLedger Avg Stock Retail Value	StkLedger Stock Turn Retail Value	StkLedger GMROI
Organization (Location)							
Minneapolis	14101	7,723	6,126	79.33%	2,679	2.88	2.91

*Organization, StkLedger Gross Margin*

## Supplier performance

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.

Unless a data mart stores facts by supplier (such as net cost), all facts in that data mart can only be attributed to the primary supplier. The next section analyzes these two differences:

## Primary Supplier Sales & Profit Analysis

The Primary Supplier Sales & Profit Analysis report illustrates sales & profit by only primary suppliers. This report presents sales & profit metrics for items sold and relates those facts to only the item's primary suppliers for those items. Here is the report below:

		Sales Units	Sales Units (Last Year)	% Change Sales Units vs Last Year	Sales Value	Sales Value (Last Year)	% Change Sales Value vs Last Year	Profit	Profit (Last Year)	% Change Profit vs Last Year	
Total	Total	43,541	63,241	(31.15%)	4,011,930	7,400,823	(45.79%)	1,077,427	2,033,048	(47.00%)	
Dry Grocery	6001										
	Total	Total	11,229	15,302	(26.62%)	56,155	57,027	(1.53%)	15,790	15,941	(0.95%)
	General Suppliers	1	3,969	4,082	(2.77%)	15,969	11,093	43.95%	4,562	3,137	45.45%
	Wilshire Dry Goods	9	4,159	5,391	(22.85%)	24,601	21,896	12.36%	7,040	6,163	14.22%
	United Suppliers Warehouse	17	3,101	5,829	(46.80%)	15,585	24,038	(35.16%)	4,188	6,641	(36.93%)

## Profit on Net Cost Contribution

The Profit on Net Cost Contribution report illustrates Net Cost by suppliers. In this example, there are regular suppliers that have facts (net cost) attached. Because Net Cost facts are stored by supplier, both primary & non-primary suppliers will show up on this report.

Time Calendar	Location	Category	Supplier	Metrics	Profit on Net Cost	% Contrib to Profit on Net Cost (MF)
Total	Total				22,536,222.48	NA
200301	Week 1	Total	Total		10,542,956.38	NA
	Minneapolis	14101	Total		1,958,050.86	NA
		Dry Grocery	6001	Total	6,562.31	NA
			General Suppliers	1	287.52	0.00%
			Kwong Lee	2	321.31	0.00%
			US Products Inc.	3	337.30	0.00%
			Din Bright Industries	4	783.05	0.01%
			Miller International	5	403.87	0.00%
			Azur Limited	6	417.52	0.00%
			Parrot Goods	8	447.10	0.00%
			Wilshire Dry Goods	9	475.15	0.00%
			Crystal Imports	10	312.26	0.00%
			Bullseye Imports	11	323.18	0.00%
			International Market Goods	12	338.76	0.00%
			Greenhouse Enterprises	13	362.57	0.00%
			White Emporium Goods	14	411.82	0.00%
			Purple Cow Products	15	412.59	0.00%
			Kabucki	16	470.00	0.00%
			United Suppliers Warehouse	17	458.32	0.00%

## Performance metrics

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

- Sales and profit
- Inventory position and movement
- Net (Deal) cost

## Sales and profit (as related to supplier)

- 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 (as related to supplier)

- 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 in this user guide for more information on these calculations.

## Net cost

Net Cost, sometimes referred to as Deal cost, measures are held at the supplier level.

Net cost is populated with data from RMS or another source system. The data from RMS consists of cost values that represent different discounts on base cost that the supplier provides. 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.

<b>RDW Metric</b>	<b>RDW Fact Field</b>	<b>Definition</b>
Base Cost	F_SUPP_BASE_COST_AMT	This is the supplier base cost of the item/supplier/location at a given location on a given day. It is the initial cost before any deals or discounts are applied. It is stored in primary currency.
Net Cost	F_SUPP_NET_COST_AMT	This is the supplier net cost for the item/supplier/location on a given day. It is defined as the base cost minus any deal components that have been applied by the retailer. If no deals or discounts are applied at this level, the supplier net cost = supplier base cost. It is stored in primary currency.

RDW Metric	RDW Fact Field	Definition
Net Net Cost	F_SUPP_NET_NET_COST_AMT	This is the supplier net net cost of the item/supplier/location on a given day. It is defined as the net cost minus any deal components designated by a retailer as applicable to the net net cost. If no deals or discounts are applied at this level, the supplier net net cost = supplier net cost. It is stored in primary currency.
Dead Net Cost	F_SUPP_NET_NET_COST_AMT	This is the supplier dead net cost of the item/supplier/location on a given day. It is the final cost after all deals or discounts have been applied. It is defined as the net net cost minus any deal components designated by a retailer as applicable to the dead net cost. If no deals or discounts are applied at this level, the supplier dead net cost = supplier net net cost. It is stored in primary currency.

## 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.

				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	% Change in Dead Net Cost vs Last Period
Supplier	Item											
Supplier 1	1	Private Label Dehydrated Potatoes Bud	100309700	EACH	1.90	35.71%	1.90	35.71%	1.71	22.14%	1.71	22.14%
Supplier 2	2	Pillsbury Potato Buds:Flavored	100310090	EACH	2.00	33.33%	2.00	33.33%	1.80	20.00%	1.80	20.00%
Supplier 3	3	Pillsbury Potato Buds:Plain	100310170	EACH	2.10	31.25%	2.10	31.25%	1.89	18.13%	1.89	18.13%
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	37.02%
		Private Label Pasta X	100311720	EACH	2.50	25.00%	2.50	38.89%	2.50	38.89%	2.50	38.89%
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	21.39%
Supplier 6	6	Pack Item 1 - Potatoes	100342180	EACH	2.40	26.32%	2.40	40.35%	2.40	40.35%	2.40	40.35%
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	45.66%
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	36.36%
Supplier 10	10	Mac n Cheese:Elbow	100312870	EACH	2.80	21.74%	2.38	14.98%	2.38	14.98%	2.14	14.98%
Supplier 11	11	Mac n Cheese:Spiral	100312950	EACH	2.90	20.83%	2.61	14.47%	2.61	14.47%	2.35	14.47%
Supplier 12	12	Brand X Cereal:Bran	100314040	EACH	3.00	20.00%	2.70	20.00%	2.70	20.00%	2.43	20.00%
Supplier 13	13	Brand X Cereal:Oat	100314120	EACH	3.10	19.23%	2.79	7.31%	2.51	7.31%	2.26	7.31%
Supplier 14	14	Kellogg Cereal:10 ounce:Puffs	100314550	EACH	3.20	18.52%	2.72	0.74%	2.45	0.74%	2.20	0.74%
Supplier 15	15	Kellogg Cereal:10 ounce:Oat	100314630	EACH	3.30	17.86%	2.97	6.07%	2.67	6.07%	2.67	6.07%
Supplier 16	16	Pack Item 4	100342420	EACH	3.40	17.24%	3.06	5.52%	2.75	5.52%	2.75	5.52%
Supplier 17	17	Private Label Hot Cereal 1	100315000	EACH	3.50	16.67%	3.33	16.67%	2.99	16.67%	2.99	16.67%

### 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

Supplier compliance is an important part of retailers' supplier evaluation process. These ratings or measures can determine the need for corrective actions and follow-up inspections. Supplier Compliance 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

The Supplier compliance scorecard report is detailed view of most all of the supplier compliance measures. As you can see from the report below, all suppliers can be analyzed for their compliance.

Supplier	Metrics	Supplier Compliance Rating	Timeliness Rating	Delivery Accuracy Rating	Order Fulfillment Rating	Quality Rating
Total		35.85%	33.68%	25.19%	34.55%	49.98%
Parrot Goods	8	37.74%	34.19%	27.81%	37.45%	51.50%
York Industries	20	37.62%	30.44%	25.31%	39.01%	55.72%
US Products Inc.	3	37.18%	36.49%	23.46%	36.91%	51.84%
Azur Limited	6	37.06%	35.08%	24.00%	37.99%	51.17%
Kwong Lee	2	36.46%	35.51%	24.14%	35.57%	50.63%
Crystal Imports	10	36.39%	36.27%	28.80%	31.54%	48.96%
Din Bright Industries	4	36.29%	34.11%	26.01%	34.96%	50.08%
United Suppliers Warehouse	17	36.29%	33.64%	27.42%	34.77%	49.33%
All Products Inc.	21	36.01%	34.61%	25.90%	31.88%	51.65%
International Market Goods	12	35.97%	32.99%	26.98%	33.70%	50.23%
Kabucki	16	35.95%	37.07%	24.29%	34.33%	48.10%
Dawson Distribution	18	35.93%	34.03%	23.12%	34.14%	52.42%
General Suppliers	1	35.63%	32.41%	24.88%	34.03%	51.21%
Wilshire Dry Goods	9	35.52%	33.03%	23.11%	33.48%	52.48%
Purple Cow Products	15	34.75%	32.59%	27.00%	33.79%	45.60%
Greenhouse Enterprises	13	34.72%	30.23%	27.34%	30.46%	50.85%
Bullseye Imports	11	34.71%	31.46%	25.86%	35.11%	46.39%
White Emporium Goods	14	34.55%	32.94%	24.11%	32.59%	48.55%
Miller International	5	33.44%	33.83%	24.04%	32.94%	42.96%
Hudson Companies	19	33.37%	30.16%	22.78%	33.96%	46.58%

## 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. The following is a sample report:

							Minimum Supplier Invoice Cost Amount	Average Supplier Invoice Cost Amount	Maximum Supplier Invoice Cost Amount
Metrics									
Item	Location		Day						
Total	Total		Total		Total		609,001	609,001	609,001
1	Total		Total		Total		48,456	48,456	48,456
	Private Label Dehydrated Potato:Bud		100309700 EACH		Total		5,392	5,392	5,392
	Minneapolis		14101		Total		704	704	704
					1/20/2003 MONDAY		264	264	264
					1/21/2003 TUESDAY		128	128	128
					1/27/2003 MONDAY		88	88	88
					1/28/2003 TUESDAY		224	224	224

## 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:

							Receipt Units
Metrics							
Supplier	Item		Location		Day		
Total	Total		Total		Total		14,892
Supplier 1	1		Total		Total		876
	Private Label Dehydrated Potatoes Bud		100309700 EACH		Total		876
			Minneapolis		14101		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.=

## Supplier compliance rating

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:

$$\text{Supplier Compliance Rating} = (\text{Timeliness} + \text{Delivery Accuracy} + \text{Order Fulfillment} + \text{Quality Measure}) / 4$$

## Timeliness

How satisfied do you feel about the timeliness of your suppliers? 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.

$$\text{Timeliness} = \text{No of On Time Deliveries} / (\text{No of On Time Deliveries} + \text{No of Early Deliveries} + \text{No of Late Deliveries})$$

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:

$$\text{Delivery Accuracy} = \frac{\text{Number of ASN Expected Deliveries}}{\text{Number of Deliveries}}$$

$$\text{Where Number of Deliveries} = \text{No of ASN Expected Deliveries} + \text{No of ASN Over Deliveries} + \text{No of ASN Under Deliveries} + \text{No of Mismatched Deliveries}$$

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.

$$\text{Order Accuracy} = \frac{\text{No of Full Order Deliveries}}{\text{No of Order Deliveries}}$$

$$\text{Where Total Orders} = \text{Orders Received in Full} + \text{Orders Received in Part} + \text{Orders Received in Excess}$$

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').

$$\text{Quality Measure} = \frac{\text{Passed QC Units}}{\text{Receipt QC Units}}$$

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

The supplier contracts and availability metrics allow you to assess unit availability by supplier, balance of contract (BOC) units, and supplier cost. This analysis will convey contract information by supplier, item, and day.

## Base formulas and metrics

RDW holds facts for supplier contract and availability quantities and cost values. These facts are aggregated and used in formulas to define the following metrics.

Metric	Formula
Contract Quantity	Sum(F_CNTRCT_QTY)
Available Units	Sum(F_AVAIL_QTY)
Contract Order Quantity	Sum(F_CNTRCT_ORD_QTY)
Contract Cost Value	Sum(F_CNTRCT_COST_AMT)
Avg Contract Cost Value	Avg(F_CNTRCT_COST_AMT)
Contract Order Cost Value	Sum(F_CNTRCT_ORD_COST_AMT)

## Balance of contract

Base metrics above are used to calculate the quantity and value of what remains on the contract.

Metric	Formula
BOC Total Units	(Contract Quantity - Contract Order Quantity)
BOC Total Value	((Contract Quantity - Contract Order Quantity) * Avg Contract Cost Value)
Contract Order Cost Unit Value	(Contract Order Cost Value / Contract Order Quantity)



The following sample report displays balance of contract metrics.

		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*

### Commitment total units and value

Total committed units is calculated as the sum of existing units on hand, BOC units, and on order units and values.

Measure	Formula
Commitment Total Units	((BOC Total Units + On Order Units) + EOH Units)
Commitment Total Value	([BOC Total Value] + On Order Retail Value) + EOH Retail Value)

### Percent contribution contract order cost value to department

A level metric for department allows calculation of contribution of contract order cost for by subclass or another product hierarchy attribute to department

Measure	Formula
Contribution of contract order cost	(Contract Order Cost Value / Contract Order Cost Value (Department))

The following sample report displays contracts and availability measure by department and item:

		Contract Cost Unit Value	Contract Order Quantity	Contract Order Cost Unit Value	BOC Total Units	BOC Total Value
Total	Total	13	53	13	307	45,314
Dry Grocery	6001					
	135					
	Pillsbury Potato Buds:Flavored 100310090 EACH	1	15	1	87	9,761
	136					
	Pillsbury Potato Buds:Plain 100310170 EACH	1	14	1	89	11,000
	156					
	Pillsbury Potato Buds:Flavored 100310090 EACH	3	9	3	49	9,379
	157					
	Pillsbury Potato Buds:Plain 100310170 EACH	4	5	4	52	10,374
	178					
	Betty Crocker Potatoes 100310410 EACH	4	10	4	30	4,800

## Loss prevention

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

Preventing loss through employ theft or other means is an important part of controlling cost. Loss prevention permits monitoring of employee activity by transaction. This information allows the retailer to spot trends and anomalies in transaction activity by cashier.

The following information is important for understanding the information in loss prevention reports:

- 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 give 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).

## 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 prevention transactions are used to calculate the percentage of override transactions:

Metric	Formula
No of LP Transactions	Sum(F_LP_COUNT)
No of Override Markups	Sum(F_SLS_IS_MKUP_COUNT)
Override Markup Value	Sum(F_SLS_IS_MKUP_AMT)
No of Override Markdowns	Sum(F_SLS_IS_MKDN_COUNT)
Value of Override Markdowns	Sum(F_SLS_IS_MKDN_AMT)

The following report shows override activity by cashier.

			No of LP Transactions	No of Override Markups	Override Markup Value	No of Override Markdowns	Override Markdown Value
Minneapolis 14101							
	John Anderson	CASHIERA					
		Paid Out - Lottery 3	32	52	33	77	37
	Colleen Brady	CASHIERB					
		Paid Out - Lottery 3	30	30	24	46	25

### *Cashier Override Activity*

## 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.

Metric	Formula
No of Vouchers Issued	Sum(F_ISS_COUNT)
Value of Vouchers Issued	Sum(F_ISS_AMT)
No of Vouchers Redeemed	Sum(F_RED_COUNT)
Value of Vouchers Redeemed	Sum(F_RED_AMT)
No of Vouchers Escheated	Sum(F_ESCH_COUNT)
Value of Vouchers Escheated	Sum(F_ESCH_AMT)

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

	No of Vouchers Issued	Value of Vouchers Issued	No of Vouchers Redeemed	Value of Vouchers Redeemed
Minneapolis 14101				
John Anderson CASHIERA				
Gift Certificate 4000	428	6,420	392	5,880

*Cashier Voucher Detail*

## Loss prevention transaction activity

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

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)

Tracking of transaction by reason type allows calculation of the ratio of a reason type to all transactions.

## Discount coupons and scanned Items

Loss prevention holds data on coupons, manually entered and scanned items, and credit cards.

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

The formulas are used to calculate the percentage of manual and scanned items to the total number of items:

$$\text{No of Items Manually Entered} / (\text{No of Items Scanned} + \text{No of Items Manually Entered})$$

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

$$\text{No of Credit Cards Scanned} / (\text{No of Credit Cards Manually Entered} + \text{No of Credit Cards Scanned})$$

## 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	Formula	Condition
Tender Sales Value	SUM(F_TNDR_SLS_AMT)	None
Tender Sales Value (Cash Equivalent)	SUM(F_TNDR_SLS_AMT)	Cash Equivalent = Y
Tender Sales Value (Non-Cash Equivalent)	SUM(F_TNDR_SLS_AMT)	Non-cash Equivalent = Y
Tender Return Value	SUM(F_TNDR_RTRNS_SLS_AMT)	None
Tender Return Value (Cash Equivalent)	SUM(F_TNDR_RTRNS_SLS_AMT)	Cash Equivalent = Y
Tender Return Value (Non-Cash Equivalent)	SUM(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	Formula
% 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 Equivalent)	Tender Sales Value (Cash Equivalent) / [Tender Return Value (Cash Equivalent)]
Ratio Sales Value to Returns (Non-Cash Equivalent)	Tender Sales Value (Non-Cash Equivalent) / [Tender Return Value (Non-Cash Equivalent)]

## Store traffic

### Overview

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.

### Facts and base measures

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

### Conversion rate

The conversion rate is the number of transactions divided by the amount of store traffic and is calculated as follows:

$$(\text{No of Total Transactions} / \text{Store Traffic}) * 100 = \text{Conversion Rate}$$

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

	Location	Minneapolis	St. Paul
	Week	14101	14102
	200301	200301	200301
	Week 1	Week 1	Week 1
Metrics			
No of Total Transactions		288	480
Store Traffic		1,210	1,212
Conversion Rate		23.80	39.60

*Store Traffic – Conversion (Week)*





# Glossary

## Attributes

An attribute is a schema object that describes some aspect or characteristic of the business. Attributes are used to aggregate data and constrain data in a report.

## Attribute element list prompt

An attribute element list prompt displays the attribute with all of its selectable elements shown below it. The elements that are displayed may be all of the attribute's elements, or only those selected to be included in the prompt. This type of prompt is used to select elements for individual attributes.

## Base formulas

A base formula is a re-usable public object that can be referenced by multiple metrics.

## Compound metric

A compound metric is a mathematical operation using two or more metrics. A metric that calculates the average sale value by dividing sales amount by the number of units sold is a compound metric.

## Condition

A condition or filter constrains the data that is retrieved from the database.

## Dimensional metric

A dimensional metric is a metric that specifies a level of aggregation other than the default level for the report.

## Drills

Drilling allows you to view data at levels other than those in the report.

## Facts

A fact is a schema object that allows access to a column containing numeric data in one or more database tables.

## Filter

A filter limits or constrains the data in the report so that it contains only the information that is pertinent to the problem that is being investigated.

## Hierarchy

Hierarchies are groups of related attributes that have well-defined relationships with one another.

## Hierarchy Prompts

Hierarchy prompts allow you to select elements from hierarchies in RDW, such as time, product, or organization.

## Many-to-many transformations

Many-to-many transformations are used for calculating year-to-date, season-to-date and similar totals.

**Metrics**

Metrics are the business measurements and key performance indicators that appear on a report.

**Metric qualification prompts**

Metric qualification prompts allow you to constrain the data in a report based on the value for a metric.

**Microstrategy Desktop Interface**

The development tool used to create the extensive set of business measures and key performance indicators for decision support in a retailing environment.

**Microstrategy desktop metric editor**

The desktop interface used to create and edit metrics.

**On-line transaction processing (OLTP) system**

The OLTP provides the majority of attribute data, including the organization, product, time calendar, and most other hierarchies.

**Parent child relationship**

The child attribute belongs to one, and only one, parent attribute.

**Project**

Projects share the physical database and have visibility to the fact and attribute tables appropriate to their function.

**Prompts**

Prompts are public objects that allow you to establish report content at run-time. Prompts make reports flexible by permitting input from individual users. Prompts make it possible to customize filter criteria and other parts of a report, allowing multiple users to use the same report to answer different business questions.

**Public objects**

The objects used for reporting to end-users of the RDW.

**Retek Customer Order Management (RCOM)**

RCOM is a centralized solution covering all channels for management of customer interaction. RCOM is the source for customer and demographic data.

**Retek Data Warehouse (RDW)**

The function of the RDW is to fulfill the information needs of decision makers throughout the retail organization. The RDW has been specifically designed and optimized for the retailing environment. Its components extract the massive volume of data from transaction systems throughout the organization and transform the data to meaningful business measurements.

**RDW Web**

RDW Web is a flexible, easy to learn application with an intuitive interface that provides access to the powerful analytical engine of the RDW.

**Retek Merchandising System (RMS)**

RMS is the foundation that records and controls virtually all data in the retail enterprise and ensures data integrity across all integrated systems. RMS includes key retailing functions such as item maintenance, pricing and promotion management, supplier and location maintenance, and purchasing and receiving.

**Retek Sales Audit (RSA)**

RSA provides a seamless, integrated flow of data from the point-of-sale to major Retek and other external software.

**Schema objects**

Schema objects are the building blocks for the business metrics and reports that are visible to users.

**Simple metric**

A simple metric performs a function on the fact. A metric that calculates the sum of values for the sale amount in the sale fact table is a simple metric.

**Template**

The template specifies the structure of the report. It contains metrics and the attributes for which measurement will take place.

**Transaction level data**

Data that must be converted to information that is useful for supporting the decisions that a retail organization must make.

**Time Transformations**

Time transformations require tables that relate the elements of time-based attributes to other elements of the same attribute.

**Transformations**

Transformations are schema objects that allow comparison of values at corresponding intervals of time. For example, a report that shows sales value for the current season-to-date may contain a transformation metric that shows the season-to-date for the same period in the previous year.



## Abbreviations and acronyms

Description	Abbreviation/Acronym
Account	Acct
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	Cncld
Carton	Crt
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	Dsent
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	Rency
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	1999003
...	...

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	1999003
...	...



## Year to date day

DAY_IDNT	YTD_DAY_IDNT
19990001	19990001
19990002	19990001
19990002	19990002
19990003	19990001
19990003	19990002
19990003	19990003
...	...

## 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 returns 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.	$\frac{([Base\ Cost] - [Base\ Cost\ (Last\ Month)])}{[Base\ Cost\ (Last\ Month)]}$
% Change BOH Retail Value vs Last Year	This metric calculates percentage variance in beginning stock on hand value from last year.	$\frac{([BOH\ Retail\ Value] - [BOH\ Retail\ Value\ (Last\ Year)])}{[BOH\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([BOH\ Retail\ Value\ (MTD)] - [BOH\ Retail\ Value\ (MTD,\ Last\ Year)])}{[BOH\ Retail\ Value\ (MTD,\ Last\ Year)]}$
% 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.	$\frac{([BOH\ Retail\ Value\ (Plan\ STD)] - [BOH\ Retail\ Value\ (Plan\ STD,\ Last\ Year)])}{[BOH\ Retail\ Value\ (Plan\ STD,\ Last\ Year)]}$
% 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.	$\frac{([BOH\ Retail\ Value\ (YTD)] - [BOH\ Retail\ Value\ (YTD,\ Last\ Year)])}{[BOH\ Retail\ Value\ (YTD,\ Last\ Year)]}$
% Change Clearance Markdown Value vs Last Year	This metric calculates percent variance in net clearance markdown sales between this year and last year.	$\frac{([Clearance\ Markdown\ Value] - [Clearance\ Markdown\ Value\ (Last\ Year)])}{[Clearance\ Markdown\ Value\ (Last\ Year)]}$
% Change Comp Store Profit vs Last Year	This metric calculates percent variance in comparable store profit over the previous year, by week.	$\frac{[Comp\ Store\ Profit]}{[Comp\ Store\ Profit\ (Last\ Year)]}$
% Change Comp Store Sales vs Last Year	This metric calculates percent variance in comparable store sales value over the previous year, by week.	$\frac{([Comp\ Store\ Sales\ Value] - [Comp\ Store\ Sales\ Value\ (Last\ Year)])}{[Comp\ Store\ Sales\ Value\ (Last\ Year)]}$
% Change EOH Retail Value vs Last Year	This metric calculates percentage variance in ending stock on hand value from last year.	$\frac{([EOH\ Retail\ Value] - [EOH\ Retail\ Value\ (Last\ Year)])}{[EOH\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([EOH\ Retail\ Value\ (MTD)] - [EOH\ Retail\ Value\ (MTD,\ Last\ Year)])}{[EOH\ Retail\ Value\ (MTD,\ Last\ Year)]}$

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.	$\frac{([EOH \text{ Retail Value (Plan STD)}] - [EOH \text{ Retail Value (Plan STD, Last Year)}])}{[EOH \text{ Retail Value (Plan STD, Last Year)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (YTD)}] - [EOH \text{ Retail Value (YTD, Last Year)}])}{[EOH \text{ Retail Value (YTD, Last Year)}]}$
% Change in Dead Net Cost vs Last Month	This metric calculates the variance in supplier dead net cost between this period and last period.	$\frac{([Dead \text{ Net Cost}] - [Dead \text{ Net Cost (Last Month)}])}{[Dead \text{ Net Cost (Last Month)}]}$
% Change in Net Cost vs Last Month	This metric calculates the variance in supplier net cost between this period and last period.	$\frac{([Net \text{ Cost}] - [Net \text{ Cost (Last Month)}])}{[Net \text{ Cost (Last Month)}]}$
% Change in Net Net Cost vs Last Month	This metric calculates the variance in supplier net net cost between this period and last period.	$\frac{([Net \text{ Net Cost}] - [Net \text{ Net Cost (Last Month)}])}{[Net \text{ Net Cost (Last Month)}]}$
% 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.	$\frac{([Net \text{ Net Cost}] - [Net \text{ Net Cost (Last Year)}])}{[Net \text{ Net Cost (Last Year)}]}$
% 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.	$\frac{([No \text{ of Stores with Sales}] - [No \text{ of Stores with Sales (Last Year)}])}{[No \text{ of Stores with Sales (Last Year)}]}$
% Change InStore Markdown Value vs Last Year	This metric calculates percent variance in instore markdown sales between this year and last year.	$\frac{([InStore \text{ Markdown Value}] - [InStore \text{ Markdown Value (Last Year)}])}{[InStore \text{ Markdown Value (Last Year)}]}$
% Change InStore Regular Markdown Value vs Last Year	This metric calculates percent variance in instore regular markdown sales between this year and last year.	$\frac{([InStore \text{ Regular Markdown Value}] - [InStore \text{ Regular Markdown Value (Last Year)}])}{[InStore \text{ Regular Markdown Value (Last Year)}]}$
% Change Markdown Value vs Last Year	This metric calculates percent variance in net markdown sales between this year and last year.	$\frac{([Markdown \text{ Value}] - [Markdown \text{ Value (Last Year)}])}{[Markdown \text{ Value (Last Year)}]}$
% Change Market Sales Units vs Last Week	This metric calculates percent variance in unit market sales over the previous year, by day.	$\frac{([Market \text{ Sales Units}] - [Market \text{ Sales Units (Last Week)}])}{[Market \text{ Sales Units (Last Week)}]}$
% Change Market Sales Units vs Last Year	This metric calculates percent variance in unit market sales over the previous year, by week.	$\frac{([Market \text{ Sales Units}] - [Market \text{ Sales Units (Last Year)}])}{[Market \text{ Sales Units (Last Year)}]}$



Metric Name	Metric Description	Metric Expression
% Change Market Sales Value vs Last Month	This metric calculates percent variance in market sales for this period, over the previous period, by week.	$\frac{([Market\ Sales\ Value\ (Month)] - [Market\ Sales\ Value\ (Last\ Month)])}{[Market\ Sales\ Value\ (Last\ Month)]}$
% Change Market Sales Value vs Last Week	This metric calculates percent variance in market sales over the previous week, by week.	$\frac{([Market\ Sales\ Value] - [Market\ Sales\ Value\ (Last\ Week)])}{[Market\ Sales\ Value\ (Last\ Week)]}$
% Change Market Sales Value vs Last Year	This metric calculates percent variance in market sales over the previous year, by week.	$\frac{([Market\ Sales\ Value] - [Market\ Sales\ Value\ (Last\ Year)])}{[Market\ Sales\ Value\ (Last\ Year)]}$
% Change Pack Sales Value vs Last Year	This metric calculates percent variance in pack sales value compared to last year.	$\frac{([Pack\ Sales\ Value] - [Pack\ Sales\ Value\ (Last\ Year)])}{[Pack\ Sales\ Value\ (Last\ Year)]}$
% Change Pack Sales Value vs MTD, Last Year	This metric calculates percent variance in period to date pack sales over the previous year.	$\frac{([Pack\ Sales\ Value\ (MTD)] - [Pack\ Sales\ Value\ (MTD,\ (Last\ Year))])}{[Pack\ Sales\ Value\ (MTD,\ (Last\ Year))]}$
% Change Pack Sales Value vs STD, Last Year	This metric calculates percent variance in season to date pack sales over the previous year.	$\frac{([Pack\ Sales\ Value\ (STD)] - [Pack\ Sales\ Value\ (STD,\ (Last\ Year))])}{[Pack\ Sales\ Value\ (STD,\ (Last\ Year))]}$
% Change Pack Sales Value vs YTD, Last Year	This metric calculates percent variance in year to date pack sales over the previous year.	$\frac{([Pack\ Sales\ Value\ (YTD)] - [Pack\ Sales\ Value\ (YTD,\ (Last\ Year))])}{[Pack\ Sales\ Value\ (YTD,\ (Last\ Year))]}$
% Change Profit on Net Net Cost vs Last Year	This metric calculates percent variance in profit on net net cost over the previous year.	$\frac{([Profit\ on\ Net\ Net\ Cost] - [Profit\ on\ Net\ Net\ Cost\ (Last\ Year)])}{[Profit\ on\ Net\ Net\ Cost\ (Last\ Year)]}$
% 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.	$\frac{([Avg\ Profit\ on\ Sales] / [Avg\ Space\ Allocation\ (Cb)] - ([Avg\ Profit\ on\ Sales\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Cb)])}{([Avg\ Profit\ on\ Sales\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Cb)])}$
% 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.	$\frac{([Avg\ Profit\ on\ Sales] / [Avg\ Space\ Allocation\ (Ln)] - ([Avg\ Profit\ on\ Sales\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)])}{([Avg\ Profit\ on\ Sales\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)])}$

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.	$\frac{(((\text{Avg Profit on Sales} / \text{Avg Space Allocation (Sq)}) - (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Sq)})) / (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Sq)}))}{1}$
% Change Profit vs Last Week	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous week.	$((\text{Profit} - [\text{Profit (Last Week)}]) / [\text{Profit (Last Week)}])$
% 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.	$(((\text{Profit (Local)} - [\text{Profit (Last Week) (Local)}]) / [\text{Profit (Last Week) (Local)}])$
% Change Profit vs Last Year	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous year.	$((\text{Profit} - [\text{Profit (Last Year)}]) / [\text{Profit (Last Year)}])$
% 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.	$(((\text{Profit (Local)} - [\text{Profit (Last Year) (Local)}]) / [\text{Profit (Last Year) (Local)}])$
% Change Promotion Markdown Value vs Last Year	This metric calculates percent variance in promotion markdown sales between this year and last year.	$(((\text{Promotion Markdown Value} - [\text{Promotion Markdown Value (Last Year)}]) / [\text{Promotion Markdown Value (Last Year)}])$
% 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	$(((\text{Receipts Retail Value} - [\text{Receipts Retail Value (Last Year)}]) / [\text{Receipts Retail Value (Last Year)}])$
% Change Regular Markdown Value vs Last Year	This metric calculates percent variance in regular markdown sales between this year and last year.	$(((\text{Regular Markdown Value} - [\text{Regular Markdown Value (Last Year)}]) / [\text{Regular Markdown Value (Last Year)}])$
% 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.	$\frac{(((\text{Avg Sales Value} / \text{Avg Space Allocation (Cb)}) - (\text{Avg Sales Value (Last Year)} / \text{Avg Space Allocation (Last Year) (Cb)})) / (\text{Avg Sales Value (Last Year)} / \text{Avg Space Allocation (Last Year) (Cb)}))}{1}$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([Avg\ Sales\ Value] / [Avg\ Space\ Allocation\ (Ln)] - [Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)])}{([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)])}$
% 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.	$\frac{([Avg\ Sales\ Value] / [Avg\ Space\ Allocation\ (Sq)] - [Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Sq)])}{([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Sq)])}$
% 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.	$\frac{([Sales\ Value\ (Local)] / [No\ of\ Stores\ with\ Sales] - [Sales\ Value\ (Last\ Year)\ (Local)] / [No\ of\ Stores\ with\ Sales\ (Last\ Year)])}{([Sales\ Value\ (Last\ Year)\ (Local)] / [No\ of\ Stores\ with\ Sales\ (Last\ Year)])}$
% 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.	$([Sales\ Value\ (Local)] - [Sales\ Value\ (Last\ Year)\ (Local)]) / [Sales\ Value\ (Last\ Year)\ (Local)]$
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	$([Sales\ Value\ (MTD)] - [Sales\ Value\ (MTD,\ Last\ Year)]) / [Sales\ Value\ (MTD,\ Last\ Year)]$

Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (Plan\ STD)] - [Sales\ Value\ (Plan\ STD,\ Last\ Year)])}{[Sales\ Value\ (Plan\ STD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (STD)] - [Sales\ Value\ (STD,\ Last\ Year)])}{[Sales\ Value\ (STD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (YTD)] - [Sales\ Value\ (YTD,\ Last\ Year)])}{[Sales\ Value\ (YTD,\ Last\ Year)]}$
% 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.	$\frac{([Market\ Sales\ Units\ (RMA)] / [Market\ Sales\ Units\ (FDM\ CRMA)] - ([Market\ Sales\ Units\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Units\ (FDM\ CRMA,\ (Last\ Year))]))}{([Market\ Sales\ Units\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Units\ (FDM\ CRMA,\ (Last\ Year))])}$
% 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.	$\frac{([Market\ Sales\ Units\ (RMA)] / [Market\ Sales\ Units\ (Food\ CRMA)] - ([Market\ Sales\ Units\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Units\ (Food\ CRMA,\ (Last\ Year))]))}{([Market\ Sales\ Units\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Units\ (Food\ CRMA,\ (Last\ Year))])}$
% 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.	$\frac{([Market\ Sales\ Value\ (RMA)] / [Market\ Sales\ Value\ (Food\ CRMA)] - ([Market\ Sales\ Value\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Value\ (Food\ CRMA,\ (Last\ Year))]))}{([Market\ Sales\ Value\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Value\ (Food\ CRMA,\ (Last\ Year))])}$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])}{([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])}$
% 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.	$([BOH Retail Value] / [BOH Retail Value (Department)])$
% 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.	$([BOH Retail Value] / [BOH Retail Value (Division)])$

Metric Name	Metric Description	Metric Expression
% 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.	$([BOH \text{ Retail Value (Last Year)}] / [BOH \text{ Retail Value (Division, Last Year)}])$
% 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.	$([BOH \text{ Retail Value}] / [BOH \text{ Retail Value (Group)}])$
% 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.	$([BOH \text{ Retail Value (Last Year)}] / [BOH \text{ Retail Value (Group, Last Year)}])$
% 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.	$([EOH \text{ Clearance Retail Value}] / [EOH \text{ Retail Value}])$
% 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.	$([Clearance \text{ Pack Sales Value}] / [Pack \text{ Sales Value}])$
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	$([Clearance \text{ Sales Value}] / [Sales \text{ Value}])$
% 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.	$([Pack \text{ Profit}] / [Pack \text{ Profit (Pack)}])$
% 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.	$([Pack \text{ Sales Value}] / [Pack \text{ Sales Value (Pack)}])$
% 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.	$([Contract \text{ Order Cost Value}] / [Contract \text{ Order Cost Value (Department)}])$
% Contrib CP BOP Retail Value to Class	This metric calculates a percentage of each currnet plan beginning of period stock on hand to it's total class beginning of period stock on hand.	$([CP \text{ BOP Retail Value}] / [CP \text{ BOP Retail Value (Class)}])$
% Contrib CP BOP Retail Value to Company	This metric calculates a percentage of each currnet plan beginning of period stock on hand to it's total company beginning of period stock on hand.	$([CP \text{ BOP Retail Value}] / [CP \text{ BOP Retail Value (Company)}])$
% Contrib CP BOP Retail Value to Department	This metric calculates a percentage of each currnet plan beginning of period stock on hand to it's total department beginning of period stock on hand.	$([CP \text{ BOP Retail Value}] / [CP \text{ BOP Retail Value (Deapartment)}])$

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.	$\left( \frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Division)}]} \right)$
% 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.	$\left( \frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Group)}]} \right)$
% 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.	$\left( \frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Class)}]} \right)$
% 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.	$\left( \frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Company)}]} \right)$
% 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.	$\left( \frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Department)}]} \right)$
% 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.	$\left( \frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Division)}]} \right)$
% 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.	$\left( \frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Group)}]} \right)$
% 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.	$\left( \frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Company)}]} \right)$
% 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.	$\left( \frac{[\text{EOH Retail Value (Last Year)}]}{[\text{EOH Retail Value (Company, Last Year)}]} \right)$
% 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.	$\left( \frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Department)}]} \right)$
% 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.	$\left( \frac{[\text{BOH Retail Value (Last Year)}]}{[\text{BOH Retail Value (Department, Last Year)}]} \right)$
% 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.	$\left( \frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Division)}]} \right)$



Metric Name	Metric Description	Metric Expression
% 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.	$([\text{EOH Retail Value (Last Year)}] / [\text{EOH Retail Value (Division, Last Year)}])$
% 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.	$([\text{EOH Retail Value}] / [\text{EOH Retail Value (Group)}])$
% 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.	$([\text{EOH Retail Value (Last Year)}] / [\text{EOH Retail Value (Group, Last Year)}])$
% Contrib Markdown Value to Company	This metric calculates the percent contribution of markdowns to total company markdowns.	$([\text{Markdown Value}] / [\text{Markdown Value (Company)}])$
% Contrib Market Sales Value to Mkt Catg	This metric calculates the contribution of market sales to the whole category's market sales.	$([\text{Market Sales Value}] / [\text{Market Sales Value (Mkt Department)}])$
% Contrib Net Cost to Group	This metric calculates percent contribution of net cost to total group net cost.	$([\text{Net Cost}] / [\text{Net Cost (Group)}])$
% Contrib Net Cost to Group (Last Year)	This metric calculates percent contribution of net cost to total group net cost for last year.	$([\text{Net Cost (Last Year)}] / [\text{Net Cost (Group, Last Year)}])$
% Contrib Net Sales Value to CP Sales Value	This metric calculates the % contribution of actual sales to current plan sales	$([\text{Sales Value}] / [\text{CP Sales Value}])$
% Contrib Net Sales Value to OP Sales Value	This metric calculates the % contribution of actual sales to original plan sales.	$([\text{Sales Value}] / [\text{OP Sales Value}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Class)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Company)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Department)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Division)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Group)}])$



Metric Name	Metric Description	Metric Expression
% 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.	$([\text{Profit on Base Cost}] / [\text{Profit on Base Cost (Department)}])$
% 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.	$([\text{Profit on Net Cost}] / [\text{Profit on Net Cost (Department)}])$
% 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.	$([\text{Profit on Net Net Cost}] / [\text{Profit on Net Net Cost (Department)}])$
% 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.	$([\text{Profit on Net Net Cost}] / [\text{Profit on Net Net Cost (Group)}])$
% 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.	$([\text{Profit on Net Net Cost (Last Year)}] / [\text{Profit on Net Net Cost (Group, Last Year)}])$
% Contrib Profit to Area	This metric calculates percent contribution of profit to total area profit.	$(\text{Profit} / [\text{Profit (Area)}])$
% 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.	$([\text{Profit (Last Year)}] / [\text{Profit (Department, Last Year) MF}])$
% Contrib Profit to Chain	This metric calculates percent contribution of profit to total chain profit.	$(\text{Profit} / [\text{Profit (Chain)}])$
% Contrib Profit to Company	This metric calculates percent contribution of profit to total company profit.	$(\text{Profit} / [\text{Profit (Company)}])$
% Contrib Profit to Company (Last Year)	The metric calculates percent contribution of last year profit to last year's overall company profit, by week.	$([\text{Profit (Last Year)}] / [\text{Profit (Company, Last Year)}])$
% Contrib Profit to Department	This metric calculates percent contribution of profit to total department profit.	$(\text{Profit} / [\text{Profit (Department)}])$
% Contrib Profit to Department (Last Year)	The metric calculates percent contribution of last year profit to last year's overall department profit, by week.	$([\text{Profit (Last Year)}] / [\text{Profit (Department, Last Year)}])$

Metric Name	Metric Description	Metric Expression
% 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.	$([\text{Profit (Local)}] / [\text{Profit (Department) (Local)}])$
% Contrib Profit to Department (MF)	This metric calculates percent contribution of profit to total department profit.	$(\text{Profit} / [\text{Profit (Department) MF}])$
% Contrib Profit to District	This metric calculates percent contribution of profit to total district profit.	$(\text{Profit} / [\text{Profit (District)}])$
% Contrib Profit to Region	This metric calculates percent contribution of profit to total region profit.	$(\text{Profit} / [\text{Profit (Region)}])$
% 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.	$([\text{EOH Promotion Retail Value}] / [\text{EOH Retail Value}])$
% Contrib Promotion Sales Value	This metric calculates percent contribution of promotion sales value to total sales value	$([\text{Promotion Sales Value}] / [\text{Sales Value}])$
% 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.	$([\text{Promotion Pack Sales Value}] / [\text{Pack Sales Value}])$
% Contrib Receipt Units to Department (MO)	This metric calculates percent contribution of supplier receipt quantity to total receipt quantity at the department level.	$([\text{Receipt Units}] / [\text{Receipt Units (Department) (MO)}])$
% 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.	$([\text{EOH Regular Retail Value}] / [\text{EOH Retail Value}])$
% 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.	$([\text{Regular Pack Sales Value}] / [\text{Pack Sales Value}])$
% Contrib Regular to Sales Value	This metric calculates percent contribution of regular sales value to total sales value	$([\text{Regular Sales Value}] / [\text{Sales Value}])$
% 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.	$([\text{Return Value}] / [\text{Return Value (Location, Time Calendar (MO))}])$
% Contrib Sales Units to Last Week	This metric calculates percent contribution sales unit to last weeks sales unit.	$([\text{Sales Units}] / [\text{Sales Units (Last Week)}])$
% 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 .	$([\text{Sales Units}] / [\text{Sales Units (Loc, Day) (MF)}])$

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).	$([\text{Sales Units (Last Week)}] / [\text{Sales Units (Loc, Last Week) (MF)}])$
% 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).	$([\text{Sales Units (Last Year)}] / [\text{Sales Units (Loc, Last Year) (MF)}])$
% 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).	$([\text{Sales Units}] / [\text{Sales Units (Location) (MF)}])$
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	$([\text{Sales Value}] / [\text{Sales Value (Area)}])$
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	$([\text{Sales Value}] / [\text{Sales Value (Chain)}])$
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	$([\text{Sales Value}] / [\text{Sales Value (Class)}])$
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Class, Last Year)}])$
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	$([\text{Sales Value}] / [\text{Sales Value (Company)}])$
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Company, (Last Year))}])$
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department)}])$
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year)}])$
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year) (MF)}])$
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	$([\text{Sales Value (Local)}] / [\text{Sales Value (Department) (Local)}])$

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department) (MF)}])$
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	$([\text{Sales Value}] / [\text{Sales Value (District)}])$
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	$([\text{Sales Value}] / [\text{Sales Value (Division)}])$
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Division, (Last Year))}])$
% Contrib Sales Value to Group	This metric calculates percentage contribution of sales to total group sales.	$([\text{Sales Value}] / [\text{Sales Value (Group)}])$
% Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Group, (Last Year))}])$
% Contrib Sales Value to Last Week	This metric calculates percent contribution sales value to last weeks sales value.	$([\text{Sales Value}] / [\text{Sales Value (Last Week)}])$
% 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 .	$([\text{Sales Value}] / [\text{Sales Value (Loc, Day) (MF)}])$
% 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.	$([\text{Sales Value}] / [\text{Sales Value (Location, Time Calendar) (MO)}])$
% Contrib Sales Value to Market Department (abs)	This metric calculates percent contribution of sales to market department sales for the entire category.	$([\text{Sales Value}] / [\text{Sales Value (Market Department)(ABS)}])$
% Contrib Sales Value to Market Department (STD)	This metric calculates percent contribution of sales to market department sales for only the items chosen.	$([\text{Sales Value}] / [\text{Sales Value (Market Department)(STD)}])$
% Contrib Sales Value to Market Sales Value	This metric calculates the contribution of sales value to the market sales value.	$([\text{Sales Value}] / [\text{Market Sales Value}])$
% Contrib Sales Value to Region	This metric calculates percent contribution of sales value to total sales value at the region level.	$([\text{Sales Value}] / [\text{Sales Value (Region)}])$
% 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).	$([\text{Sales Value (Last Week)}] / [\text{Sales Value (Loc, Last Week) (MF)}])$

Metric Name	Metric Description	Metric Expression
% 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).	$\frac{[\text{Sales Value (Last Year)}]}{[\text{Sales Value (Loc, Last Year) (MF)}]}$
% 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).	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Location) (MF)}]}$
% 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.	$\frac{[\text{Profit on Base Cost}]}{[\text{Profit on Base Cost (MF)}]}$
% 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.	$\frac{[\text{Profit on Dead Net Cost}]}{[\text{Profit on Dead Net Cost (MF)}]}$
% 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.	$\frac{[\text{Profit on Net Cost}]}{[\text{Profit on Net Cost (MF)}]}$
% 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.	$\frac{[\text{Profit on Net Net Cost}]}{[\text{Profit on Net Net Cost (MF)}]}$
% Contribution Clearance Markdown Value to Net Sales Value	This metric calculates percent contribution of net clearance markdown sales to net sales.	$\frac{[\text{Clearance Markdown Value}]}{[\text{Sales Value}]}$
% Contribution CP Profit to CP Profit (Company)	This metric calculates percent contribution of plan profit to company plan profit.	$\frac{[\text{CP Profit}]}{[\text{CP Profit (Company)}]}$
% Contribution CP Profit to CP Profit (Department)	This metric calculates percent contribution of plan profit to department plan profit.	$\frac{[\text{CP Profit}]}{[\text{CP Profit (Department)}]}$
% Contribution Promotion Markdown Value to Net Sales Value	This metric calculates percent contribution of promotion markdown sales to net sales.	$\frac{[\text{Promotion Markdown Value}]}{[\text{Sales Value}]}$
% Contribution Regular Markdown Value to Net Sales Value	This metric calculates percent contribution of regular markdown sales to net sales.	$\frac{[\text{Regular Markdown Value}]}{[\text{Sales Value}]}$

Metric Name	Metric Description	Metric Expression
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Chain, (Last Year))}])$
% Contribution to Profit on Base Cost (Department, Supplier)	This metric calculates percent contribution of base profit to total base profit at the department level.	$([\text{Profit on Base Cost}] / [\text{Profit on Base Cost (Department, Supplier)}])$
% Contribution to Profit on Net Cost (Department, Supplier)	This metric calculates percent contribution of net profit to total net profit at the department level.	$([\text{Profit on Net Cost}] / [\text{Profit on Net Cost (Department, Supplier)}])$
% 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.	$([\text{Profit on Net Net Cost}] / [\text{Profit on Net Net Cost (Department, Supplier)}])$
% CP Cumulative Markup	This metric calculates the current plan cumulative markup percent.	$[\text{CP Cumulative Markup Amount}]$
% CP Gross Margin	This Metric calculates the current plan gross margin percent, as current plan gross margin value divided by current plan sales value.	$([\text{CP Gross Margin Value}] / [\text{CP Sales Value}])$
% 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.	$([\text{CP Gross Margin Value (MTD)}] / [\text{CP Sales Value (MTD)}])$
% 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.	$([\text{CP Gross Margin Value (Plan STD)}] / [\text{CP Sales Value (Plan STD)}])$
% 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 year-to-date current plan sales value.	$([\text{CP Gross Margin Value (YTD)}] / [\text{CP Sales Value (YTD)}])$
% 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.	$(([\text{CP Receipts Retail Value}] - [\text{CP Receipts Cost Value}]) / [\text{CP Receipts Retail Value}])$
% 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.	$(([\text{CP Receipts Retail Value (MTD)}] - [\text{CP Receipts Cost Value (MTD)}]) / [\text{CP Receipts Retail Value (MTD)}])$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([CP \text{ Receipts Retail Value (PlanSTD)}] - [CP \text{ Receipts Cost Value (PlanSTD)}])}{[CP \text{ Receipts Retail Value (PlanSTD)}]}$
% 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.	$\frac{([CP \text{ Receipts Retail Value (YTD)}] - [CP \text{ Receipts Cost Value (YTD)}])}{[CP \text{ Receipts Retail Value (YTD)}]}$
% CP Markdown	This metric calculates the current plan markdown percent, as the current plan markdown value divided by the current plan sales value.	$[CP \text{ Markdown Value}] / [CP \text{ Sales Value}]$
% 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.	$[CP \text{ Markdown Value (MTD)}] / [CP \text{ Sales Value (MTD)}]$
% 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.	$[CP \text{ Markdown Value (Plan STD)}] / [CP \text{ Sales Value (Plan STD)}]$
% CP Markdown (YTD)	This metric calculates the year-to-date current plan total markdown percent, as year-to-date current plan total markdown sales divided by year-to-date current plan sales value.	$[CP \text{ Markdown Value (YTD)}] / [CP \text{ Sales Value (YTD)}]$
% CP Profit	This metric calculates percent contribution of plan profit to plan sales.	$[CP \text{ Profit}] / [CP \text{ Sales Value}]$
% Early Deliveries	This metric calculates the percent of deliveries that arrived early.	$[No \text{ of Early Deliveries}] / ([No \text{ of On Time Deliveries}] + [No \text{ of Early Deliveries}] + [No \text{ of Late Deliveries}])$
% Gross Margin	This Metric calculates the gross margin percent by week, as gross margin value by week divided by sales value by week	$[Gross \text{ Margin Value}] / [Sales Value]$
% 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.	$[Gross \text{ Margin Value (Last Year)}] / [Sales Value (Last Year)]$



Metric Name	Metric Description	Metric Expression
% 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.	$(((Receipts\ Retail\ Value\ (Last\ Year)) - [Receipts\ Cost\ Value\ (Last\ Year)]) / [Receipts\ Retail\ Value\ (Last\ Year)])$
% 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.	$(((Receipts\ Retail\ Value\ (MTD)) - [Receipts\ Cost\ Value\ (MTD)]) / [Receipts\ Retail\ Value\ (MTD)])$



Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([Receipts\ Retail\ Value\ (MTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (MTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (MTD,\ Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (PlanSTD)] - [Receipts\ Cost\ Value\ (PlanSTD)])}{[Receipts\ Retail\ Value\ (PlanSTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (PlanSTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (PlanSTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (PlanSTD,\ Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (YTD)] - [Receipts\ Cost\ Value\ (YTD)])}{[Receipts\ Retail\ Value\ (YTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (YTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (YTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (YTD,\ Last\ Year)]}$
% 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.	$([Linear\ Distance\ (Last\ Year)] / [Total\ Linear\ Distance\ (Last\ Year)])$
% 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.	$([Markdown\ Value\ (Last\ Year)] / [Sales\ Value\ (Last\ Year)])$

Metric Name	Metric Description	Metric Expression
% Markdown (MTD)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by period-to-date net sales value.	$([ \text{Markdown Value (MTD)} ] / [ \text{Sales Value (MTD)} ])$
% Markdown (MTD, Last Year)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by period-to-date net sales value, for last year.	$([ \text{Markdown Value (MTD, Last Year)} ] / [ \text{Sales Value (MTD, Last Year)} ])$
% 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.	$([ \text{Markdown Value (Plan STD)} ] / [ \text{Sales Value (Plan STD)} ])$
% 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.	$([ \text{Markdown Value (Plan STD, Last Year)} ] / [ \text{Sales Value (Plan STD, Last Year)} ])$
% 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.	$([ \text{Markdown Value (YTD)} ] / [ \text{Sales Value (YTD)} ])$
% 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.	$([ \text{Markdown Value (YTD, Last Year)} ] / [ \text{Sales Value (YTD, Last Year)} ])$
% 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.	$((( [ \text{Market Event Sales Value} ] - [ \text{Market Normalized Sales Value} ] ) / [ \text{Market Normalized Sales Value} ])$
% Market Promotion Discount	This metric calculates the percent of promotion discount for market sales, based on market's total and promotion sales and quantity.	$(((( [ \text{Market Sales Value} ] - [ \text{Market Promotion Sales Value} ] ) / ([ \text{Market Sales Units} ] - [ \text{Market Promotion Sales Units} ])) - ([ \text{Market Promotion Sales Value} ] / [ \text{Market Promotion Sales Units} ])) / ((( [ \text{Market Sales Value} ] - [ \text{Market Promotion Sales Value} ] ) / ([ \text{Market Sales Units} ] - [ \text{Market Promotion Sales Units} ]))$
% Market Promotion Sales Value	This metric calculates percent contribution of promotion market sales to total market sales.	$([ \text{Market Promotion Sales Value} ] / [ \text{Market Sales Value} ])$

Metric Name	Metric Description	Metric Expression
% Mismatched Deliveries	This metric calculates the percent of mismatched deliveries, where quantity was received for items not ordered.	$\frac{[\text{No of Mismatched Deliveries}]}{[\text{No of Deliveries}]}$
% 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.	$\frac{[\text{No of Missed Deliveries}]}{[\text{No of Expected Deliveries}]}$
% Missed Shipment Deliveries	This metric calculates the percent of expected deliveries due to missed shipments.	$\frac{[\text{No of Missed Shipment Deliveries}]}{[\text{No of Expected Deliveries}]}$
% of Days Out of Stock	This metric calculates the percentage of days an item is out of stock out of the total days selected.	$\frac{[\text{No of Days Out of Stock}]}{[\text{No of Days}]}$
% 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.	$\frac{[\text{No of Days Out of Stock}]}{[\text{No of Days (Month)}]}$
% of Department Items Supplied	This metric calculates the percent of department items supplied by the primary supplier.	$\frac{[\text{No of Items Supplied}]}{[\text{No of Items (Department)}]}$
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	$\frac{[\text{No of Items with Promotion Sales}]}{[\text{No of Items with Sales (Time Calendar) (MO)}]}$
% 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.	$\frac{[\text{No of Items with Sales (Department) (MO)}]}{[\text{No of Mkt Items with Sales (Mkt Catg)}]}$
% 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.	$\frac{[\text{No of Items with Sales (Mkt Department)}]}{[\text{No of Mkt Items with Sales (Mkt Catg)}]}$
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	$\frac{[\text{No of Stores with Promotion Sales}]}{[\text{No of Stores with Sales (Time Calendar) (MO)}]}$
% OP Cumulative Markup	This metric calculates the original plan cumulative markup percent.	$[\text{OP Cumulative Markup Amount}]$
% OP Gross Margin	This Metric calculates the current plan gross margin percent, as current plan gross margin value divided by original plan sales value.	$\frac{[\text{OP Gross Margin Value}]}{[\text{OP Sales Value}]}$

Metric Name	Metric Description	Metric Expression
% 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.	$([OP \text{ Gross Margin Value (MTD)}] / [OP \text{ Sales Value (MTD)}])$
% OP Gross Margin (Plan STD)	This Metric calculates the plan season-to-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.	$([OP \text{ Gross Margin Value (Plan STD)}] / [OP \text{ Sales Value (Plan STD)}])$
% 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 year-to-date original plan sales value.	$([OP \text{ Gross Margin Value (YTD)}] / [OP \text{ Sales Value (YTD)}])$
% 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.	$(((OP \text{ Receipts Retail Value}] - [OP \text{ Receipts Cost Value}]) / [OP \text{ Receipts Retail Value}])$
% 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.	$(((OP \text{ Receipts Retail Value (MTD)}] - [OP \text{ Receipts Cost Value (MTD)}]) / [OP \text{ Receipts Retail Value (MTD)}])$
% 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.	$(((OP \text{ Receipts Retail Value (PlanSTD)}] - [OP \text{ Receipts Cost Value (PlanSTD)}]) / [OP \text{ Receipts Retail Value (PlanSTD)}])$
% 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.	$(((OP \text{ Receipts Retail Value (YTD)}] - [OP \text{ Receipts Cost Value (YTD)}]) / [OP \text{ Receipts Retail Value (YTD)}])$
% OP Markdown	This metric calculates the original plan markdown percent, as the original plan markdown value divided by the original plan sales value.	$([OP \text{ Markdown Value}] / [OP \text{ Sales Value}])$
% 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.	$([OP \text{ Markdown Value (MTD)}] / [OP \text{ Sales Value (MTD)}])$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([OP \text{ Markdown Value (Plan STD)}])}{([OP \text{ Sales Value (Plan STD)}])}$
% OP Markdown (YTD)	This metric calculates the year-to-date original plan total markdown percent, as year-to-date original plan markdown divided by year-to-date original plan sales value.	$\frac{([OP \text{ Markdown Value (YTD)}])}{([OP \text{ Sales Value (YTD)}])}$
% ASN Over Deliveries	This metric calculates the percent of deliveries where quantity of items received was more than expected.	$\frac{([No \text{ of ASN Over Deliveries}])}{([No \text{ of Deliveries}])}$
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$([Profit] / [Sales \text{ Value}])$
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$([Profit \text{ (Item) (MF)}] / [Sales \text{ Value (Item) (MF)}])$
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	$([Profit \text{ (Last Week)}] / [Sales \text{ Value (Last Week)}])$
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	$([Profit \text{ (Last Year)}] / [Sales \text{ Value (Last Year)}])$
% 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.	$([Profit \text{ (Local)}] / [Sales \text{ Value (Local)}])$
% 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.	$([Profit \text{ (MTD)}] / [Sales \text{ Value (MTD)}])$
% 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.	$([Profit \text{ (WTD)}] / [Sales \text{ Value (WTD)}])$
% 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.	$([Profit \text{ (YTD)}] / [Sales \text{ Value (YTD)}])$

Metric Name	Metric Description	Metric Expression
% Profit on Base Cost	This metric calculates percent contribution of base profit to total sales.	$([\text{Profit on Base Cost}] / [\text{Sales Value}])$
% Profit on Dead Net Cost	This metric calculates percent contribution of dead net profit to total sales.	$([\text{Profit on Dead Net Cost}] / [\text{Sales Value}])$
% Profit on Net Cost	This metric calculates percent contribution of net profit to total sales.	$([\text{Profit on Net Cost}] / [\text{Sales Value}])$
% Profit on Net Net Cost	This metric calculates percent contribution of net net profit to total sales.	$([\text{Profit on Net Net Cost}] / [\text{Sales Value}])$
% 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.	$([\text{Profit on Net Net Cost (Last Year)}] / [\text{Sales Value (Last Year)}])$
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	$([\text{Promotion Profit Value}] / [\text{Promotion Sales Value}])$
% Promotion Discount	This metric calculates percent discount on promotion items.	$(([\text{Avg Non Promotion Retail Value}] - [\text{Avg Promotion Retail Value}]) / [\text{Avg Non Promotion Retail Value}])$
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	$([\text{Promotion Sales Value}] / [\text{Sales Value}])$
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	$([\text{Return Units}] / [\text{Sales Units}])$
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	$([\text{Return Value}] / [\text{Sales Value}])$
% 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.	$([\text{Market Sales Units (RMA)}] / [\text{Market Sales Units (FDM CRMA)}])$
% 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.	$([\text{Market Sales Units (RMA, (Last Year))}] / [\text{Market Sales Units (FDM CRMA, (Last Year))}])$
% 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.	$([\text{Market Sales Units (RMA)}] / [\text{Market Sales Units (Food CRMA)}])$
% 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.	$([\text{Market Sales Units (RMA, (Last Year))}] / [\text{Market Sales Units (Food CRMA, (Last Year))}])$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{[\text{Market Sales Value (RMA)}]}{[\text{Market Sales Value (FDM CRMA)}]}$
% 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.	$\frac{[\text{Market Sales Value (RMA, (Last Year))}]}{[\text{Market Sales Value (FDM CRMA, (Last Year))}]}$
% 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.	$\frac{[\text{Market Sales Value (RMA)}]}{[\text{Market Sales Value (Food CRMA)}]}$
% 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.	$\frac{[\text{Market Sales Value (RMA, (Last Year))}]}{[\text{Market Sales Value (Food CRMA, (Last Year))}]}$
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	$\frac{[\text{Sales Units}]}{([\text{EOH Units}] + [\text{Sales Units}])}$
% Sell Through Units	This metric calculates percent sell through based on total regular, promotion and clearance units sold and ending stock on hand units.	$\frac{[\text{Sales Units}]}{([\text{EOH Units}] + [\text{Sales Units}])}$
% Supplier RTV Units	This metric calculates the percent contribution of total quantity of items returned to the supplier to total quantity received.	$\frac{[\text{RTV Units}]}{[\text{Receipt Units}]}$
% ASN Under Deliveries	This metric calculates the percent of deliveries where quantity of items received was less than expected.	$\frac{[\text{No of ASN Under Deliveries}]}{[\text{No of Deliveries}]}$
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	$\frac{(([\text{Sales Value}] / [\text{Sales Units}]) - [\text{Avg Competitor Price}])}{[\text{Avg Competitor Price}]}$
% Variance BOH Retail Value vs CP	This metric calculates percentage variance in begining stock on hand value versus plan.	$\frac{([\text{BOH Retail Value}] - [\text{CP BOP Retail Value}])}{[\text{CP BOP Retail Value}]}$
% Variance BOH Retail Value vs OP	This metric calculates percentage variance in begining stock on hand value versus original plan.	$\frac{([\text{BOH Retail Value}] - [\text{OP BOP Retail Value}])}{[\text{OP BOP Retail Value}]}$
% Variance Clearance Markdown Value vs CP	This metric calculates percent variance in actual net clearance markdown sales compared to plan net clearance markdowns.	$\frac{([\text{Clearance Markdown Value}] - [\text{CP Clearance Markdown Value}])}{[\text{CP Clearance Markdown Value}]}$



Metric Name	Metric Description	Metric Expression
% 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 years ending inventory value.	$\frac{([CP \text{ EOP Retail Value}] - [EOH \text{ Retail Value (Last Year)}])}{[EOH \text{ Retail Value (Last Year)}]}$
% 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.	$\frac{([CP \text{ Gross Margin Value}] - [CP \text{ Gross Margin Value (Last Year)}])}{[CP \text{ Gross Margin Value (Last Year)}]}$
% 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.	$\frac{([CP \text{ Markdown Value}] - [CP \text{ Markdown Value (Last Year)}])}{[CP \text{ Markdown Value (Last Year)}]}$
% 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.	$\frac{([CP \text{ Sales Value}] - [Sales \text{ Value (Last Year)}])}{[Sales \text{ Value (Last Year)}]}$
% Variance EOH Retail Value vs CP	This metric calculates percentage variance in ending stock on hand value versus plan.	$\frac{([EOH \text{ Retail Value}] - [CP \text{ EOP Retail Value}])}{[CP \text{ EOP Retail Value}]}$
% 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.	$\frac{([EOH \text{ Retail Value (MTD)}] - [CP \text{ EOP Retail Value (MTD)}])}{[CP \text{ EOP Retail Value (MTD)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (Plan STD)}] - [CP \text{ EOP Retail Value (Plan STD)}])}{[CP \text{ EOP Retail Value (Plan STD)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (YTD)}] - [CP \text{ EOP Retail Value (YTD)}])}{[CP \text{ EOP Retail Value (YTD)}]}$
% Variance EOH Retail Value vs OP	This metric calculates percentage variance in ending stock on hand value versus original plan.	$\frac{([EOH \text{ Retail Value}] - [OP \text{ EOP Retail Value}])}{[OP \text{ EOP Retail Value}]}$
% Variance Markdown Value vs CP	This metric calculates percent variance between actual net markdown sales and planned net markdown sales.	$\frac{([Markdown \text{ Value}] - [CP \text{ Markdown Value}])}{[CP \text{ Markdown Value}]}$
% Variance Net Sales Value vs CP	This metric calculates the percentage increase or decrease in sales value over current plan sales value.	$\frac{([Sales \text{ Value}] - [CP \text{ Sales Value}])}{[CP \text{ Sales Value}]}$
% 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.	$\frac{([Sales \text{ Value (MTD)}] - [CP \text{ Sales Value (MTD)}])}{[CP \text{ Sales Value (MTD)}]}$



Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([Sales\ Value\ (Plan\ STD)] - [CP\ Sales\ Value\ (Plan\ STD)])}{[CP\ Sales\ Value\ (Plan\ STD)]}$
% 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.	$\frac{([Sales\ Value\ (YTD)] - [CP\ Sales\ Value\ (YTD)])}{[CP\ Sales\ Value\ (YTD)]}$
% Variance Net Sales Value vs OP	This metric calculates the percentage increase or decrease in sales value over original plan sales value.	$\frac{([Sales\ Value] - [OP\ Sales\ Value])}{[OP\ Sales\ Value]}$
% 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.	$\frac{([Sales\ Value\ (MTD)] - [OP\ Sales\ Value\ (MTD)])}{[OP\ Sales\ Value\ (MTD)]}$
% 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.	$\frac{([Sales\ Value\ (Plan\ STD)] - [OP\ Sales\ Value\ (Plan\ STD)])}{[OP\ Sales\ Value\ (Plan\ STD)]}$
% 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.	$\frac{([Sales\ Value\ (YTD)] - [OP\ Sales\ Value\ (YTD)])}{[OP\ Sales\ Value\ (YTD)]}$
% 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 years ending inventory value.	$\frac{([OP\ EOP\ Retail\ Value] - [EOH\ Retail\ Value\ (Last\ Year)])}{[EOH\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([OP\ Gross\ Margin\ Value] - [OP\ Gross\ Margin\ Value\ (Last\ Year)])}{[OP\ Gross\ Margin\ Value\ (Last\ Year)]}$
% 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.	$\frac{([OP\ Markdown\ Value] - [OP\ Markdown\ Value\ (Last\ Year)])}{[OP\ Markdown\ Value\ (Last\ Year)]}$
% 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.	$\frac{([OP\ Sales\ Value] - [Sales\ Value\ (Last\ Year)])}{[Sales\ Value\ (Last\ Year)]}$
% Variance Profit vs CP	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the current plan profit.	$\frac{([Profit] - [CP\ Profit])}{[CP\ Profit]}$
% Variance Promotion Markdown Value vs CP	This metric calculates percent variance in promotion markdown sales compared to plan.	$\frac{([Promotion\ Markdown\ Value] - [CP\ Promotion\ Markdown\ Value])}{[CP\ Promotion\ Markdown\ Value]}$

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.	$\frac{([Promotion Sales Value] / [Promotion Sales Units]) - [Avg Competitor Promotion Price]}{[Avg Competitor Promotion Price]}$
% 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.	$\frac{([Regular Sales Value] / [Regular Sales Units]) - [Avg Competitor Regular Price]}{[Avg Competitor Regular Price]}$
% 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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([Sales\ Value\ (Period)] - [Profit\ (Period)])}{[No\ of\ Weeks\ (Period)]}$
Avg COGS per Week (Post Period)	This metric calculates weekly average value of cost of goods sold during a post period.	$\frac{([Sales\ Value\ (Post\ Period)] - [Profit\ (Post\ Period)])}{[No\ of\ Weeks\ (Post\ Period)]}$
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	$\frac{([Sales\ Value\ (Prior\ Period)] - [Profit\ (Prior\ Period)])}{[No\ of\ Weeks\ (Prior\ Period)]}$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([Sales\ Value] - [Return\ Value])}{([Sales\ Units] - [Return\ Units])}$
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	$\frac{([Sales\ Value] - [Promotion\ Sales\ Value])}{([Sales\ Units] - [Promotion\ Sales\ Units])}$
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.	$([Avg\ Profit\ on\ Sales\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)])$

Metric Name	Metric Description	Metric Expression
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.	$([\text{Avg Profit on Sales (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Sq)}])$
Avg Profit per Space Allocation (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space.	$([\text{Avg Profit on Sales}] / [\text{Avg Space Allocation (Ln)}])$
Avg Profit per Space Allocation (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space.	$([\text{Avg Profit on Sales}] / [\text{Avg Space Allocation (Sq)}])$
Avg Profit per Store	This metric calculates average profit per store based on total profit and the number of stores with sales.	$(\text{Profit} / [\text{No of Stores with Sales}])$
Avg Profit per Store (Last Year)	This metric calculates average profit per store for last year, by week.	$([\text{Profit (Last Year)}] / [\text{No of Stores with Sales (Last Year)}])$
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.	$([\text{Profit (Last Year) (Local)}] / [\text{No of Stores with Sales (Last Year)}])$
Avg Profit per Week (Period)	This metric calculates average weekly profit, including profit lost on returns, for a period.	$([\text{Profit (Period)}] / [\text{No of Weeks (Period)}])$
Avg Profit per Week (Post Period)	This metric calculates average weekly profit, including profit lost on returns, for the post period.	$([\text{Profit (Post Period)}] / [\text{No of Weeks (Post Period)}])$
Avg Profit per Week (Prior Period)	This metric calculates average weekly profit, including profit lost on returns, for the prior period.	$([\text{Profit (Prior Period)}] / [\text{No of Weeks (Prior Period)}])$
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	$([\text{Promotion Sales Value}] / [\text{Promotion Sales Units}])$
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.	$([\text{Promotion Sales Value (Local)}] / [\text{Sales Units}])$
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	$([\text{Regular Sales Value}] / [\text{Regular Sales Units}])$
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.	$([\text{Regular Sales Value (Local)}] / [\text{Sales Units}])$

Metric Name	Metric Description	Metric Expression
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]
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 a 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 a an item, by day.	[Avg Unit Retail Amount]



Metric Name	Metric Description	Metric Expression
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 a an item, by week.	([Sales Value (MTD)] / [Sales Units (MTD)])
Avg Retail Value (WTD)	This metric calculates period to date average retail value for a 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]



Metric Name	Metric Description	Metric Expression
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]
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.	$(([\text{BOH Cost Value}] + [\text{EOH Cost Value (SUM)}]) / ([\text{No of Weeks with Stock}] + 1))$
Avg Stock Cost Value (Last Year)	This metric calculates the average stock cost value, for last year.	$(([\text{BOH Cost Value (Last Year)}] + [\text{EOH Cost Value (SUM) (Last Year)}]) / ([\text{No of Weeks with Stock (Last Year)}] + 1))$
Avg Stock Retail Value	This metric calculates the average stock retail value.	$(([\text{BOH Retail Value}] + [\text{EOH Retail Value (SUM)}]) / ([\text{No of Weeks with Stock}] + 1))$
Avg Stock Retail Value (Last Year)	This metric calculates the average last year stock retail value.	$(([\text{BOH Retail Value (Last Year)}] + [\text{EOH Retail Value (SUM) (Last Year)}]) / ([\text{No of Weeks with Stock (Last Year)}] + 1))$
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.	$([\text{Contract Quantity}] - [\text{Contract Order Quantity}])$
BOC Total Value	This metric calculates the base selling value of balance of contract	$((([\text{Contract Quantity}] - [\text{Contract Order Quantity}]) * [\text{Avg Contract Cost Value}])$
BOH Cost Value	This metric calculates the cost value of the stock on hand at the begining 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.	$([BOH \text{ Retail Value}] / ([Sales \text{ Value}] / [No \text{ of Weeks with Sales}]))$
BOH Weeks of Supply (Last Year)	This metric calculates the ratio of beginning inventory value to sales value on weekly basis, for last year.	$([BOH \text{ Retail Value (Last Year)}] / ([Sales \text{ Value (Last Year)}] / [No \text{ of Weeks with Sales (Last Year)}]))$
Case Packs Received	This metric calculates the number of case packs received based on the case pack quantity as supplied by the primary supplier.	$([Receipts \text{ Units}] / [Primary \text{ Supplier Case Pack Quantity}])$
Case Packs Sold	This metric calculates the number of case packs sold based on the case pack quantity as supplied by the primary supplier.	$([Sales \text{ Units}] / [Primary \text{ Supplier Case Pack Quantity}])$
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.	$([\% \text{ Contrib Profit on Net Net Cost to Group}] - [\% \text{ Contrib Profit on Net Net Cost to Group (Last Year)}])$

Metric Name	Metric Description	Metric Expression
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.	$([\% \text{ Contrib Sales Value to Group}] - [\% \text{ Contrib Sales Value to Group (Last Year)}])$
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.	$([\text{Avg Sales Value per Store}] - [\text{Avg Sales Value per Store (Last Year)}])$
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.	$([\text{Market Sales Value}] - [\text{Market Sales Value (Last Year)}])$
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.	$([\text{Net Net Cost per Store}] - [\text{Net Net Cost per Store (Last Year)}])$
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.	$([\text{Profit on Net Net Cost per Store}] - [\text{Profit on Net Net Cost per Store (Last Year)}])$
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	$([\text{Sales Value}] - [\text{Sales Value (Last Year)}])$
Clearance Markdown Value	This metric calculates net clearance markdown sales.	$[\text{Markdown Amount}]$
Clearance Markdown Value (Day)	This metric calculates net clearance markdown sales for a day.	$[\text{Markdown Amount}]$
Clearance Markdown Value (Last Week)	This metric calculates total net clearance markdown sales last week.	$[\text{Markdown Amount}]$
Clearance Markdown Value (Last Year)	This metric calculates net clearance markdown sales for last year.	$[\text{Markdown Amount}]$
Clearance Markdown Value (MTD)	This metric calculates net clearance markdown sales from the beginning of the period to the day selected.	$[\text{Markdown Amount}]$
Clearance Markdown Value (WTD)	This metric calculates net clearance markdown sales from the beginning of the week to the day selected.	$[\text{Markdown Amount}]$
Clearance Markdown Value (YTD)	This metric calculates net clearance markdown sales from the beginning of the year to the day selected.	$[\text{Markdown Amount}]$
Clearance Markdown Value VAT	This metric calculates the VAT amount for clearance markdowns.	$[\text{Markdown VAT Amount}]$

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
Contract Cost Unit Value	This metric calculates the contract cost per unit.	$([\text{Contract Cost Value}] / [\text{Contract Quantity}])$
Contract Cost Value	This metric calculates the contract cost amount.	$[\text{Contract Cost Amount}]$
Contract Order Cost Unit Value	This metric calculates the contract order cost per unit.	$([\text{Contract Order Cost Value}] / [\text{Contract Order Quantity}])$
Contract Order Cost Value	This metric calculates the contract on order cost amount.	$[\text{Contract Order Cost Amount}]$
Contract Order Cost Value (Department)	This metric calculates the contract on order cost amount, at the department level.	$[\text{Contract Order Cost Amount}]$
Contract Order Quantity	This metric calculates the total ordered quantity for the contract.	$[\text{Contract Order Quantity}]$
Contract Quantity	This metric calculates the total contracted amount to be ordered from the vendor.	$[\text{Contract Quantity}]$
Conversion Rate	This metric calculates the transaction conversion rate by dividing number of store transactions by amount of store traffic.	$(([\text{No of Total Transactions}] / [\text{Store Traffic}]) * 100)$
Cost Amount	This metric calculates the average cost amount.	$[\text{Avg Cost Amount}]$
Cost Amount (YTD)	This metric calculates the year to date average cost amount per unit.	$[\text{Avg Cost Amount}]$
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.	$([\text{Sales Value}] - \text{Profit})$
Cost of Goods Sold (Last Year)	This metric calculates the cost of goods sold for last year, by week	$([\text{Sales Value (Last Year)}] - [\text{Profit (Last Year)}])$
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.	$([\text{Sales Value (Period)}] - [\text{Profit (Period)}])$
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.	$([\text{Sales Value (Post Period)}] - [\text{Profit (Post Period)}])$
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.	$([\text{Sales Value (Prior Period)}] - [\text{Profit (Prior Period)}])$

Metric Name	Metric Description	Metric Expression
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.	$([CP \text{ Profit}] / [Avg \text{ Space Allocation (Cb)}])$
CP Avg Profit per Space Allocation (Ln)	This metric calculates current plan average profit, per linear unit of space allocated to an item.	$([CP \text{ Profit}] / [Avg \text{ Space Allocation (Ln)}])$
CP Avg Profit per Space Allocation (Sq)	This metric calculates current plan average profit, per square unit of space allocated to an item.	$([CP \text{ Profit}] / [Avg \text{ Space Allocation (Sq)}])$
CP Avg Sales Value per Space Allocation (Cb)	This metric calculates current plan average sales, per cubic unit of space allocated to an item.	$([CP \text{ Sales Value}] / [Avg \text{ Space Allocation (Cb)}])$
CP Avg Sales Value per Space Allocation (Ln)	This metric calculates current plan average sales, per linear unit of space allocated to an item.	$([CP \text{ Sales Value}] / [Avg \text{ Space Allocation (Ln)}])$
CP Avg Sales Value per Space Allocation (Sq)	This metric calculates current plan average sales, per square unit of space allocated to an item.	$([CP \text{ Sales Value}] / [Avg \text{ Space Allocation (Sq)}])$
CP Avg Stock Cost Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$(([CP \text{ BOP Cost Value}] + [CP \text{ EOP Cost Value (SUM)}]) / ([No \text{ of Weeks with CP Stock}] + 1))$
CP Avg Stock Retail Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$(([CP \text{ BOP Retail Value}] + [CP \text{ EOP Retail Value (SUM)}]) / ([No \text{ of Weeks with CP Stock}] + 1))$
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]



Metric Name	Metric Description	Metric Expression
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.	$([CP \text{ BOP Retail Value}] / ([CP \text{ Sales Value}] / [No \text{ of Weeks with CP Sales}])))$
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.	$([CP \text{ Sales Value}] - [CP \text{ Profit}])$
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]

Metric Name	Metric Description	Metric Expression
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.	$([CP \text{ Gross Margin Value}] / [CP \text{ Avg Stock Cost Value}])$
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]
CP Markdown Value	This metric calculates plan markdown value for clearance, promotion and regular sales.	$([CP \text{ Clearance Markdown Value}] + [CP \text{ Promotion Markdown Value}]) + [CP \text{ Regular Markdown Value}]$

## Appendix E – Merchandising Workbench Metric List 201

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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 retruned 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]
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 retruns.	[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 retruns.	[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]

Metric Name	Metric Description	Metric Expression
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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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.	$([CP \text{ EOP Retail Value}] / [Avg \text{ Regular Sales Value (Period Week)}])$
CP Shrinkage Value	This 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.	$([CP \text{ BOP Retail Value}] / [CP \text{ Sales Value}])$
CP Stock Turn Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$([CP \text{ Sales Value}] / [CP \text{ Avg Stock Retail Value}])$
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.	$((( [CP \text{ Sales Value}] + [CP \text{ Markdown Value}] ) + [CP \text{ Shrinkage Value}] ) + [CP \text{ Return to Vendor Retail Value}])$
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.	$(((( [CP \text{ Received Retail Value}] + [CP \text{ On Order Retail Value}] ) - [CP \text{ On Order Cancel Retail Value}] ) + [CP \text{ Commitments}] ) + [CP \text{ Receipts Retail Value}])$
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	[Currency Exchange Rate]



Metric Name	Metric Description	Metric Expression
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)])
Department Share Variance	This metric calculates the variance between the market share for a department and the market share for all department when compared 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)])

Metric Name	Metric Description	Metric Expression
Difference in Net Net Cost vs Last Month	This metric calculates the difference in supplier net net cost between this period and last period.	$\frac{([Net\ Net\ Cost] - [Net\ Net\ Cost\ (Last\ Month)])}{[Net\ Net\ Cost\ (Last\ Month)]}$
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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])
Forecast Sales Units	This metric calculates the forecasted sales quantity.	[Forecast Sales Quantity]
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)])
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)]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$\begin{aligned} & ((([Profit (Period)] / [No of Weeks (Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)]) + \\ & ([Profit (Post Period)] / [No of Weeks (Post Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)]) \end{aligned}$
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	$\begin{aligned} & ((([Sales Value (Period)] / [No of Weeks (Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)]) + \\ & ([Sales Value (Post Period)] / [No of Weeks (Post Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)]) \end{aligned}$
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]



Metric Name	Metric Description	Metric Expression
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]
InStore Regular Markdown Value (Last Year)	This metric calculates instore regular markdown sales for last year.	[InStore Markdown Amount]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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)]

Metric Name	Metric Description	Metric Expression
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]
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.	$([Market Sales Value (Mkt Catg, RMA)] / [Market Sales Value (Mkt Catg, FDM CRMA)])$

Metric Name	Metric Description	Metric Expression
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.	$\frac{([\text{Market Sales Value (Mkt Catg, RMA)})(\text{Local})]}{[\text{Market Sales Value (Mkt Catg, FDM CRMA)}](\text{Local})}]$
Markup Value	This metric calculates a increase in list price by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Last Year)	This metric calculates a increase in list price last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD)	This metric calculates a 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 a 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 a 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 a 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 a 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]

Metric Name	Metric Description	Metric Expression
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]
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.	$([Net\ Net\ Cost] / [No\ of\ Stores\ with\ Deal\ Costs])$



Metric Name	Metric Description	Metric Expression
Net Net Cost per Store (Last Year)	This metric calculates the number of deal participating stores (locations) with Net Net Costs for Last Year.	$([\text{Net Net Cost (Last Year)}] / [\text{No of Stores with Deal Costs (Last Year)}])$
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.	$(((\text{No of On Target Deliveries}] + [\text{No of Over Target Deliveries}]) + [\text{No of Under Target Deliveries}]) + [\text{No of Mismatched Deliveries}])$
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.	$(((\text{No of On Target Deliveries (Last Year)}] + [\text{No of Over Target Deliveries (Last Year)}]) + [\text{No of Under Target Deliveries (Last Year)}]) + [\text{No of Mismatched Deliveries (Last Year)}])$
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.	$(((\text{No of On Time Deliveries}] + [\text{No of Early Deliveries}]) + [\text{No of Late Deliveries}]) + [\text{No of Missed Deliveries}])$
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.	$(((\text{No of On Time Deliveries (Last Year)}] + [\text{No of Early Deliveries (Last Year)}]) + [\text{No of Late Deliveries (Last Year)}]) + [\text{No of Missed Deliveries (Last Year)}])$

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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 ASN Expected 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 ASN Expected Deliveries]
No of ASN Expected 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 ASN Expected 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]

Metric Name	Metric Description	Metric Expression
No of ASN Over 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 ASN Over Deliveries]
No of ASN Over 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 ASN Over 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]
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]

Metric Name	Metric Description	Metric Expression
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 ASN Under 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 ASN Under 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 ASN Under 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 ASN Under 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]
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.	$(((\text{OP BOP Cost Value}] + [\text{OP EOP Cost Value (SUM)}]) / ([\text{No of Weeks with OP Stock}] + 1))$

Metric Name	Metric Description	Metric Expression
OP Avg Stock Retail Value	This metric calculates the average original plan stock value.	$(((\text{OP BOP Retail Value}] + [\text{OP EOP Retail Value (SUM)}]) / ([\text{No of Weeks with OP Stock}] + 1))$
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.	$([\text{OP BOP Retail Value}] / ([\text{OP Sales Value}] / [\text{No of Weeks with OP Sales}])))$



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.	$([OP \text{ Gross Margin Value}] / [OP \text{ Avg Stock Cost Value}])$
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.	$(([OP \text{ Clearance Markdown Value}] + [OP \text{ Promotion Markdown Value}]) + [OP \text{ Regular Markdown Value}])$
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.	$(([OP \text{ Clearance Markdown Value (Last Year)}] + [OP \text{ Promotion Markdown Value (Last Year)}]) + [OP \text{ Regular Markdown Value (Last Year)}])$
OP Markdown Value (MTD)	This metric calculates the period-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	$(([OP \text{ Clearance Markdown Value (MTD)}] + [OP \text{ Promotion Markdown Value (MTD)}]) + [OP \text{ Regular Markdown Value (MTD)}])$

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 a 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 retruned 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 retruns	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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.	$\frac{([Order\ Fulfillment\ Rating] - [Order\ Fulfillment\ Rating\ (Last\ Year)])}{[Order\ Fulfillment\ Rating\ (Last\ Year)]}$
Order Fulfillment Rating	This metric calculates the Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	$\frac{[No\ of\ Full\ Order\ Deliveries]}{[No\ of\ Order\ Deliveries]}$
Order Fulfillment 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.	$\frac{[No\ of\ Full\ Order\ Deliveries\ (Last\ Year)]}{[No\ of\ Order\ Deliveries\ (Last\ Year)]}$
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]



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 (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]

Metric Name	Metric Description	Metric Expression
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]
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)]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$([\text{Profit on Net Net Cost}] / [\text{No of Stores with Deal Costs}])$
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.	$([\text{Profit on Net Net Cost (Last Year)}] / [\text{No of Stores with Deal Costs (Last Year)}])$
Profit Return on Inventory	This metric calculates profit return on investment. It is defined as profit value divided by average stock value.	$(([\text{Profit}] / [\text{EOH Retail Value (SUM)}]) / [\text{No of Weeks with Stock}])$
Projected EOP Stock Value (BOH)	This metric calculates the projected ending inventory value using Actual BOP Stock Value.	$((([\text{BOH Retail Value}] + [\text{CP Total Receipts}]) - ([\text{CP Total Inventory Reduction}] + [\text{CP Gross Margin Value}])))$
Projected EOP Stock Value (CP BOP)	This metric calculates the current plan ending inventory value using current plan BOP Stock Value.	$((([\text{CP BOP Retail Value}] + [\text{CP Total Receipts}]) - [\text{CP Total Inventory Reduction}] - [\text{CP Gross Margin Value}]))$
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]

Metric Name	Metric Description	Metric Expression
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]
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]]

Metric Name	Metric Description	Metric Expression
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.	$([\text{Passed QC Units}] / [\text{Receipt QC Units}])$
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.	$([\text{Passed QC Units (Last Year)}] / [\text{Receipt QC Units (Last Year)}])$
Quality Rating Variance	This metric calculates variance in a supplier's Quality Rating over the previous year.	$(([\text{Quality Rating}] - [\text{Quality Rating (Last Year)}]) / [\text{Quality Rating (Last Year)}])$
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.	$(([\text{Sales Units}] / [\text{BOH Units}]) + [\text{Receipt Units}])$
Receipt QC Units	This metric calculates the total units of quantity received that require quality control.	$([\text{Passed QC Units}] + [\text{Failed QC Units}])$
Receipt QC Units (Last Year)	This metric calculates last year's total units of quantity received that require quality control.	$([\text{Passed QC Units (Last Year)}] + [\text{Failed QC Units (Last Year)}])$
Receipt Units	This metric calculates the unit quantity received.	$[\text{Receipt Units}]$
Receipt Units (Department) (MO)	This metric calculates the quantity of goods received in units, at the department level.	$[\text{Receipt Units}]$
Receipts Cost Value	This metric calculates the cost value of receipts.	$[\text{Receipts Cost Amount}]$
Receipts Cost Value (Last Year)	This metric calculates a last year cost value, of an item that is expected to be received.	$[\text{Receipts Cost Amount}]$
Receipts Cost Value (MTD)	This metric calculates period to date cost value, of an item that is expected to be received.	$[\text{Receipts Cost Amount}]$
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.	$[\text{Receipts Cost Amount}]$



Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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)]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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.	$\left( \frac{\text{Total RMA Market Sales Value (MO)}}{\text{Total FDM CRMA Market Sales Value (MO)}} \right)$

Metric Name	Metric Description	Metric Expression
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])
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]



Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$([EOH \text{ Units (Yesterday)}] / [Avg \text{ Regular Sales Units (Period Day)}])$
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.	$([EOH \text{ Units (Yesterday)}] / [Avg \text{ Regular Sales Units (Period Day) (Dynamic)}])$
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.	$([EOH \text{ Units}] / [Avg \text{ Regular Sales Units (Period Week)}])$
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.	$([EOH \text{ Units (Last Week)}] / [Avg \text{ Regular Sales Units (Period Week) (Dynamic)}])$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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.	$([EOH \text{ Retail Value (Yesterday)}) / [Avg \text{ Regular Sales Value (Period Day)}])$
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.	$([EOH \text{ Retail Value (Yesterday)}) / [Avg \text{ Regular Sales Value (Period Day) (Dynamic)}])$
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.	$([EOH \text{ Retail Value}] * (1 / [Avg \text{ Regular Sales Value (Period Week)}]))$
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.	$([EOH \text{ Retail Value (Last Week)}] / [Avg \text{ Regular Sales Value (Period Week) (Dynamic)}])$
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.	$([EOH \text{ Retail Value (Last Year)}] / [Avg \text{ Regular Sales Value (Period Week) (Last Year)}])$
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([StkLedger \text{ Gross Margin Value}] / [StkLedger \text{ Sales Retail Value}])}{1}$
StkLedger % Total Markdown	This metric calculates percent total stock ledger markdown value as total markdown value divided by total sales value.	$\frac{([StkLedger \text{ Total Markdown Value}] / [StkLedger \text{ Sales Retail Value}])}{1}$
StkLedger Avg Stock Cost Value	This metric calculates the average stock retail value, from the Stock Ledger system.	$\frac{([StkLedger \text{ BOH Cost Value}] + [StkLedger \text{ EOH Cost Value (SUM)}])}{([No \text{ of Weeks with Stock}] + 1)}$
StkLedger Avg Stock Retail Value	This metric calculates the average stock cost value, from the Stock Ledger system.	$\frac{([StkLedger \text{ BOH Retail Value}] + [StkLedger \text{ EOH Retail Value (SUM)}])}{([No \text{ of Weeks with Stock}] + 1)}$
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 begin 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.	$\frac{([StkLedger \text{ Sales Retail Value}] / ([StkLedger \text{ BOH Cost Value (SUM)}] + [StkLedger \text{ EOH Cost Value}])}{([No \text{ of Weeks with Stock}] + 1)}$
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]

Metric Name	Metric Description	Metric Expression
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]
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.	$\frac{[\text{StkLedger Gross Margin Value}]}{[\text{StkLedger Avg Stock Cost Value}]}$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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.	$([\text{BOH Retail Value}] / [\text{Sales Value}])$
Stock Sales Ratio (Last Year)	This metric calculates last years stock-to-sales ratio.	$([\text{BOH Retail Value (Last Year)}] / [\text{Sales Value (Last Year)}])$
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.	$([\text{Sales Units}] / (([\text{BOH Units}] + [\text{EOH Units (SUM)}]) / ([\text{No of Weeks with Stock}] + 1)))$
Stock Turn Value	This metric calculates the value of stock turnover based on net sales value divided by average stock value.	$([\text{Sales Value}] / [\text{Avg Stock Retail Value}])$
Stock Turn Value (Last Year)	This metric calculates stock turnover based on net sales value divided average stock value for last year.	$([\text{Sales Value (Last Year)}] / [\text{Avg Stock Retail Value (Last Year)}])$
Store End Date	This system metric allows another date to be subtracted from the attribute, store end date.	$[\text{Store End Date}]$
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.	$\text{ApplySimple}(\text{"Case When \#0 is Null Then ((\#1-\#2)+1) Else (\#0-\#2) End"}, [\text{Store End Date}], [\text{Period End Date}], [\text{Period End Date}])$
Store Start Date	This system metric allows another date to be subtracted from the attribute, store start date.	$[\text{Store Start Date}]$
Store Traffic	This metric calculates the amount of store traffic.	$[\text{Store Traffic}]$
Supplier Compliance Rating	This metric calculates a composite Supplier Compliance Rating, based on a supplier's Timeliness, Delivery Accuracy, Order Accuracy and Quality ratings.	$(((((\text{Timeliness Rating}] + [\text{Order Fullfillment Rating}]) + [\text{Delivery Accuracy Rating}]) + [\text{Quality Rating}]) / 4)$
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.	$(((((\text{Timeliness Rating (Last Year)}] + [\text{Order Fullfillment Rating (Last Year)}]) + [\text{Delivery Accuracy Rating (Last Year)}]) + [\text{Quality Rating (Last Year)}]) / 4)$
Timeliness Rating	This metric calculates a supplier's Timeliness Rating based on the percentage of deliveries that were early, on time, and late.	$([\text{No of On Time Deliveries}] / (([\text{No of On Time Deliveries}] + [\text{No of Early Deliveries}] + [\text{No of Late Deliveries}]))$



Metric Name	Metric Description	Metric Expression
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]
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]



Metric Name	Metric Description	Metric Expression
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 years 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 years 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 years 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 years 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 years gross margin value and last years 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 years period-to-date gross margin value and last years 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 years plan season-to-date gross margin value and last years plan season-to-date gross margin value.	([Gross Margin Value (Plan STD)] - [Gross Margin Value (Plan STD, Last Year)])

Metric Name	Metric Description	Metric Expression
Variance of GM Value and Last Year (YTD)	This metric calculates the difference between this years, year-to-date gross margin value and last years, 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 years 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 years 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 years 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 years 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.	$([Sales\ Value] - [Sales\ Value\ (Last\ Month)])$
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.	$\frac{([Base\ Cost] - [Base\ Cost\ (Last\ Month)])}{[Base\ Cost\ (Last\ Month)]}$
% Change BOH Retail Value vs Last Year	This metric calculates percentage variance in beginning stock on hand value from last year.	$\frac{([BOH\ Retail\ Value] - [BOH\ Retail\ Value\ (Last\ Year)])}{[BOH\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([BOH\ Retail\ Value\ (MTD)] - [BOH\ Retail\ Value\ (MTD,\ Last\ Year)])}{[BOH\ Retail\ Value\ (MTD,\ Last\ Year)]}$
% 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.	$\frac{([BOH\ Retail\ Value\ (Plan\ STD)] - [BOH\ Retail\ Value\ (Plan\ STD,\ Last\ Year)])}{[BOH\ Retail\ Value\ (Plan\ STD,\ Last\ Year)]}$
% 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.	$\frac{([BOH\ Retail\ Value\ (YTD)] - [BOH\ Retail\ Value\ (YTD,\ Last\ Year)])}{[BOH\ Retail\ Value\ (YTD,\ Last\ Year)]}$
% Change Clearance Markdown Value vs Last Year	This metric calculates percent variance in net clearance markdown sales between this year and last year.	$\frac{([Clearance\ Markdown\ Value] - [Clearance\ Markdown\ Value\ (Last\ Year)])}{[Clearance\ Markdown\ Value\ (Last\ Year)]}$
% Change Comp Store Profit vs Last Year	This metric calculates percent variance in comparable store profit over the previous year, by week.	$\frac{[Comp\ Store\ Profit]}{[Comp\ Store\ Profit\ (Last\ Year)]}$
% Change Comp Store Sales vs Last Year	This metric calculates percent variance in comparable store sales value over the previous year, by week.	$\frac{([Comp\ Store\ Sales\ Value] - [Comp\ Store\ Sales\ Value\ (Last\ Year)])}{[Comp\ Store\ Sales\ Value\ (Last\ Year)]}$
% Change EOH Retail Value vs Last Year	This metric calculates percentage variance in ending stock on hand value from last year.	$\frac{([EOH\ Retail\ Value] - [EOH\ Retail\ Value\ (Last\ Year)])}{[EOH\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([EOH\ Retail\ Value\ (MTD)] - [EOH\ Retail\ Value\ (MTD,\ Last\ Year)])}{[EOH\ Retail\ Value\ (MTD,\ Last\ Year)]}$

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.	$\frac{([EOH \text{ Retail Value (Plan STD)}] - [EOH \text{ Retail Value (Plan STD, Last Year)}])}{[EOH \text{ Retail Value (Plan STD, Last Year)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (YTD)}] - [EOH \text{ Retail Value (YTD, Last Year)}])}{[EOH \text{ Retail Value (YTD, Last Year)}]}$
% Change in Dead Net Cost vs Last Month	This metric calculates the variance in supplier dead net cost between this period and last period.	$\frac{([Dead \text{ Net Cost}] - [Dead \text{ Net Cost (Last Month)}])}{[Dead \text{ Net Cost (Last Month)}]}$
% Change in Net Cost vs Last Month	This metric calculates the variance in supplier net cost between this period and last period.	$\frac{([Net \text{ Cost}] - [Net \text{ Cost (Last Month)}])}{[Net \text{ Cost (Last Month)}]}$
% Change in Net Net Cost vs Last Month	This metric calculates the variance in supplier net net cost between this period and last period.	$\frac{([Net \text{ Net Cost}] - [Net \text{ Net Cost (Last Month)}])}{[Net \text{ Net Cost (Last Month)}]}$
% 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.	$\frac{([Net \text{ Net Cost}] - [Net \text{ Net Cost (Last Year)}])}{[Net \text{ Net Cost (Last Year)}]}$
% 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.	$\frac{([No \text{ of Stores with Sales}] - [No \text{ of Stores with Sales (Last Year)}])}{[No \text{ of Stores with Sales (Last Year)}]}$
% Change InStore Markdown Value vs Last Year	This metric calculates percent variance in instore markdown sales between this year and last year.	$\frac{([InStore \text{ Markdown Value}] - [InStore \text{ Markdown Value (Last Year)}])}{[InStore \text{ Markdown Value (Last Year)}]}$
% Change InStore Regular Markdown Value vs Last Year	This metric calculates percent variance in instore regular markdown sales between this year and last year.	$\frac{([InStore \text{ Regular Markdown Value}] - [InStore \text{ Regular Markdown Value (Last Year)}])}{[InStore \text{ Regular Markdown Value (Last Year)}]}$
% Change Markdown Value vs Last Year	This metric calculates percent variance in net markdown sales between this year and last year.	$\frac{([Markdown \text{ Value}] - [Markdown \text{ Value (Last Year)}])}{[Markdown \text{ Value (Last Year)}]}$
% Change Market Sales Units vs Last Week	This metric calculates percent variance in unit market sales over the previous year, by day.	$\frac{([Market \text{ Sales Units}] - [Market \text{ Sales Units (Last Week)}])}{[Market \text{ Sales Units (Last Week)}]}$
% Change Market Sales Units vs Last Year	This metric calculates percent variance in unit market sales over the previous year, by week.	$\frac{([Market \text{ Sales Units}] - [Market \text{ Sales Units (Last Year)}])}{[Market \text{ Sales Units (Last Year)}]}$

Metric Name	Metric Description	Metric Expression
% Change Market Sales Value vs Last Month	This metric calculates percent variance in market sales for this period, over the previous period, by week.	$\frac{([Market Sales Value (Month)] - [Market Sales Value (Last Month)])}{[Market Sales Value (Last Month)]}$
% Change Market Sales Value vs Last Week	This metric calculates percent variance in market sales over the previous week, by week.	$\frac{([Market Sales Value] - [Market Sales Value (Last Week)])}{[Market Sales Value (Last Week)]}$
% Change Market Sales Value vs Last Year	This metric calculates percent variance in market sales over the previous year, by week.	$\frac{([Market Sales Value] - [Market Sales Value (Last Year)])}{[Market Sales Value (Last Year)]}$
% Change Pack Sales Value vs Last Year	This metric calculates percent variance in pack sales value compared to last year.	$\frac{([Pack Sales Value] - [Pack Sales Value (Last Year)])}{[Pack Sales Value (Last Year)]}$
% Change Pack Sales Value vs MTD, Last Year	This metric calculates percent variance in period to date pack sales over the previous year.	$\frac{([Pack Sales Value (MTD)] - [Pack Sales Value (MTD, (Last Year))])}{[Pack Sales Value (MTD, (Last Year))]}$
% Change Pack Sales Value vs STD, Last Year	This metric calculates percent variance in season to date pack sales over the previous year.	$\frac{([Pack Sales Value (STD)] - [Pack Sales Value (STD, (Last Year))])}{[Pack Sales Value (STD, (Last Year))]}$
% Change Pack Sales Value vs YTD, Last Year	This metric calculates percent variance in year to date pack sales over the previous year.	$\frac{([Pack Sales Value (YTD)] - [Pack Sales Value (YTD, (Last Year))])}{[Pack Sales Value (YTD, (Last Year))]}$
% Change Profit on Net Net Cost vs Last Year	This metric calculates percent variance in profit on net net cost over the previous year.	$\frac{([Profit on Net Net Cost] - [Profit on Net Net Cost (Last Year)])}{[Profit on Net Net Cost (Last Year)]}$
% 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.	$\frac{([Avg Profit on Sales] / [Avg Space Allocation (Cb)] - [Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])}{([Avg Profit on Sales (Last Year)] / [Avg Space Allocation (Last Year) (Cb)])}$

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.	$\frac{(((\text{Avg Profit on Sales}] / [\text{Avg Space Allocation (Ln)}]) - ([\text{Avg Profit on Sales (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Ln)}]))}{([\text{Avg Profit on Sales (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Ln)}])}$
% 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.	$\frac{(((\text{Avg Profit on Sales}] / [\text{Avg Space Allocation (Sq)}]) - ([\text{Avg Profit on Sales (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Sq)}]))}{([\text{Avg Profit on Sales (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Sq)}])}$
% Change Profit vs Last Week	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous week.	$((\text{Profit} - [\text{Profit (Last Week)}]) / [\text{Profit (Last Week)}])$
% 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.	$(((\text{Profit (Local)}] - [\text{Profit (Last Week) (Local)}]) / [\text{Profit (Last Week) (Local)}])$
% Change Profit vs Last Year	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous year.	$((\text{Profit} - [\text{Profit (Last Year)}]) / [\text{Profit (Last Year)}])$
% 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.	$(((\text{Profit (Local)}] - [\text{Profit (Last Year) (Local)}]) / [\text{Profit (Last Year) (Local)}])$
% Change Promotion Markdown Value vs Last Year	This metric calculates percent variance in promotion markdown sales between this year and last year.	$(((\text{Promotion Markdown Value}] - [\text{Promotion Markdown Value (Last Year)}]) / [\text{Promotion Markdown Value (Last Year)}])$
% 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	$(((\text{Receipts Retail Value}] - [\text{Receipts Retail Value (Last Year)}]) / [\text{Receipts Retail Value (Last Year)}])$
% Change Regular Markdown Value vs Last Year	This metric calculates percent variance in regular markdown sales between this year and last year.	$(((\text{Regular Markdown Value}] - [\text{Regular Markdown Value (Last Year)}]) / [\text{Regular Markdown Value (Last Year)}])$

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.	$\frac{(((\text{[Avg Sales Value]} / \text{[Avg Space Allocation (Cb)]}) - (\text{[Avg Sales Value (Last Year)}] / \text{[Avg Space Allocation (Last Year) (Cb)]}))}{(\text{[Avg Sales Value (Last Year)}] / \text{[Avg Space Allocation (Last Year) (Cb)]})}$
% 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.	$\frac{(((\text{[Avg Sales Value]} / \text{[Avg Space Allocation (Ln)]}) - (\text{[Avg Sales Value (Last Year)}] / \text{[Avg Space Allocation (Last Year) (Ln)]}))}{(\text{[Avg Sales Value (Last Year)}] / \text{[Avg Space Allocation (Last Year) (Ln)]})}$
% 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.	$\frac{(((\text{[Avg Sales Value]} / \text{[Avg Space Allocation (Sq)]}) - (\text{[Avg Sales Value (Last Year)}] / \text{[Avg Space Allocation (Last Year) (Sq)]}))}{(\text{[Avg Sales Value (Last Year)}] / \text{[Avg Space Allocation (Last Year) (Sq)]})}$
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	$((\text{[Sales Units]} - \text{[Sales Units (Last Month)]}) / \text{[Sales Units (Last Month)]})$
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	$((\text{[Sales Units]} - \text{[Sales Units (Last Year)]}) / \text{[Sales Units (Last Year)]})$
% 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.	$\frac{(((\text{[Sales Value (Local)]} / \text{[No of Stores with Sales]}) - (\text{[Sales Value (Last Year) (Local)}] / \text{[No of Stores with Sales (Last Year)]}))}{(\text{[Sales Value (Last Year) (Local)}] / \text{[No of Stores with Sales (Last Year)]})}$
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	$((\text{[Sales Value]} - \text{[Sales Value (Last Month)]}) / \text{[Sales Value (Last Month)]})$
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	$((\text{[Sales Value]} - \text{[Sales Value (Last Week)]}) / \text{[Sales Value (Last Week)]})$
% 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.	$((\text{[Sales Value (Local)]} - \text{[Sales Value (Last Week) (Local)]}) / \text{[Sales Value (Last Week) (Local)]})$



Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	$(([\text{Sales Value}] - [\text{Sales Value (Last Year)}]) / [\text{Sales Value (Last Year)}])$
% 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.	$(([\text{Sales Value (Local)}] - [\text{Sales Value (Last Year) (Local)}]) / [\text{Sales Value (Last Year) (Local)}])$
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	$(([\text{Sales Value (MTD)}] - [\text{Sales Value (MTD, Last Year)}]) / [\text{Sales Value (MTD, Last Year)}])$
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	$(([\text{Sales Value (Plan STD)}] - [\text{Sales Value (Plan STD, Last Year)}]) / [\text{Sales Value (Plan STD, Last Year)}])$
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	$(([\text{Sales Value (STD)}] - [\text{Sales Value (STD, Last Year)}]) / [\text{Sales Value (STD, Last Year)}])$
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	$(([\text{Sales Value (YTD)}] - [\text{Sales Value (YTD, Last Year)}]) / [\text{Sales Value (YTD, Last Year)}])$
% 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.	$((([\text{Market Sales Units (RMA)}] / [\text{Market Sales Units (FDM CRMA)}]) - ([\text{Market Sales Units (RMA, (Last Year))}] / [\text{Market Sales Units (FDM CRMA, (Last Year))}])) / ([\text{Market Sales Units (RMA, (Last Year))}] / [\text{Market Sales Units (FDM CRMA, (Last Year))}]))$
% 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.	$((([\text{Market Sales Units (RMA)}] / [\text{Market Sales Units (Food CRMA)}]) - ([\text{Market Sales Units (RMA, (Last Year))}] / [\text{Market Sales Units (Food CRMA, (Last Year))}])) / ([\text{Market Sales Units (RMA, (Last Year))}] / [\text{Market Sales Units (Food CRMA, (Last Year))}]))$



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.	$\frac{(((\text{Market Sales Value (RMA)} / [\text{Market Sales Value (Food CRMA)}]) - ([\text{Market Sales Value (RMA, (Last Year))}] / [\text{Market Sales Value (Food CRMA, (Last Year))}])) / ([\text{Market Sales Value (RMA, (Last Year))}] / [\text{Market Sales Value (Food CRMA, (Last Year))}]))}{1}$
% 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.	$\frac{(((\text{Market Sales Value (RMA)} / [\text{Market Sales Value (FDM CRMA)}]) - ([\text{Market Sales Value (RMA, (Last Year))}] / [\text{Market Sales Value (FDM CRMA, (Last Year))}])) / ([\text{Market Sales Value (RMA, (Last Year))}] / [\text{Market Sales Value (FDM CRMA, (Last Year))}]))}{1}$
% Change Stock Turn Value vs Last Year	This metric calculates percent variance in stock turn value from last year.	$\frac{([\text{Stock Turn Value}] - [\text{Stock Turn Value (Last Year)}]) / [\text{Stock Turn Value (Last Year)}]}{1}$
% Contrib BOH Retail Value to Class	This metric calculates a percentage of each begining of period stock on hand to it's total class begining of period stock on hand.	$[\text{BOH Retail Value}] / [\text{BOH Retail Value (Class)}]$
% Contrib BOH Retail Value to Class (Last Year)	This metric calculates a percentage of each begining of period stock on hand to it's total class begining of period stock on hand, for last year.	$([\text{BOH Retail Value (Last Year)}] / [\text{BOH Retail Value (Class, Last Year)}])$
% Contrib BOH Retail Value to Company	This metric calculates a percentage of each begining of period stock on hand to it's total company begining of period stock on hand.	$[\text{BOH Retail Value}] / [\text{BOH Retail Value (Company)}]$
% Contrib BOH Retail Value to Company (Last Year)	This metric calculates a percentage of each begining of period stock on hand to it's total company begining of period stock on hand, for last year.	$([\text{BOH Retail Value (Last Year)}] / [\text{BOH Retail Value (Company, Last Year)}])$
% Contrib BOH Retail Value to Department	This metric calculates a percentage of each begining of period stock on hand to it's total department begining of period stock on hand.	$[\text{BOH Retail Value}] / [\text{BOH Retail Value (Department)}]$

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.	$\frac{[\text{EOH Retail Value (Last Year)}]}{[\text{EOH Retail Value (Department, Last Year)}]}$
% 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.	$\frac{[\text{BOH Retail Value}]}{[\text{BOH Retail Value (Division)}]}$
% 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.	$\frac{[\text{BOH Retail Value (Last Year)}]}{[\text{BOH Retail Value (Division, Last Year)}]}$
% 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.	$\frac{[\text{BOH Retail Value}]}{[\text{BOH Retail Value (Group)}]}$
% 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.	$\frac{[\text{BOH Retail Value (Last Year)}]}{[\text{BOH Retail Value (Group, Last Year)}]}$
% 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.	$\frac{[\text{EOH Clearance Retail Value}]}{[\text{EOH Retail Value}]}$
% 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.	$\frac{[\text{Clearance Pack Sales Value}]}{[\text{Pack Sales Value}]}$
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	$\frac{[\text{Clearance Sales Value}]}{[\text{Sales Value}]}$
% 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.	$\frac{[\text{Pack Profit}]}{[\text{Pack Profit (Pack)}]}$
% 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.	$\frac{[\text{Pack Sales Value}]}{[\text{Pack Sales Value (Pack)}]}$
% 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.	$\frac{[\text{Contract Order Cost Value}]}{[\text{Contract Order Cost Value (Department)}]}$
% Contrib CP BOP Retail Value to Class	This metric calculates a percentage of each currnet plan beginning of period stock on hand to it's total class beginning of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Class)}]}$

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 its total company beginning of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Company)}]}$
% Contrib CP BOP Retail Value to Department	This metric calculates a percentage of each current plan beginning of period stock on hand to its total department beginning of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Department)}]}$
% Contrib CP BOP Retail Value to Division	This metric calculates a percentage of each current plan beginning of period stock on hand to its total division beginning of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Division)}]}$
% Contrib CP BOP Retail Value to Group	This metric calculates a percentage of each current plan beginning of period stock on hand to its total group beginning of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Group)}]}$
% Contrib CP Sales Value to Class	This metric calculates a percentage of each class current plan sales to its total class current plan sales.	$\frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Class)}]}$
% Contrib CP Sales Value to Company	This metric calculates a percentage of each division current plan sales to its total company current plan sales.	$\frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Company)}]}$
% Contrib CP Sales Value to Department	This metric calculates a percentage of each class current plan sales to its total department current plan sales.	$\frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Department)}]}$
% Contrib CP Sales Value to Division	This metric calculates a percentage of each class current plan sales to its total division current plan sales.	$\frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Division)}]}$
% Contrib CP Sales Value to Group	This metric calculates a percentage of each class current plan sales to its total group current plan sales.	$\frac{[\text{CP Sales Value}]}{[\text{CP Sales Value (Group)}]}$
% Contrib EOH Retail Value to Company	This metric calculates a percentage of each end of period stock on hand to its total company end of period stock on hand.	$\frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Company)}]}$
% Contrib EOH Retail Value to Company (Last Year)	This metric calculates a percentage of each end of period stock on hand to its total company end of period stock on hand, for last year.	$\frac{[\text{EOH Retail Value (Last Year)}]}{[\text{EOH Retail Value (Company, Last Year)}]}$
% Contrib EOH Retail Value to Department	This metric calculates a percentage of each end of period stock on hand to its total department end of period stock on hand.	$\frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Department)}]}$

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.	$([\text{BOH Retail Value (Last Year)}] / [\text{BOH Retail Value (Department, Last Year)}])$
% 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.	$([\text{EOH Retail Value}] / [\text{EOH Retail Value (Division)}])$
% 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.	$([\text{EOH Retail Value (Last Year)}] / [\text{EOH Retail Value (Division, Last Year)}])$
% 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.	$([\text{EOH Retail Value}] / [\text{EOH Retail Value (Group)}])$
% 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.	$([\text{EOH Retail Value (Last Year)}] / [\text{EOH Retail Value (Group, Last Year)}])$
% Contrib Markdown Value to Company	This metric calculates the percent contribution of markdowns to total company markdowns.	$([\text{Markdown Value}] / [\text{Markdown Value (Company)}])$
% Contrib Market Sales Value to Mkt Catg	This metric calculates the contribution of market sales to the whole category's market sales.	$([\text{Market Sales Value}] / [\text{Market Sales Value (Mkt Department)}])$
% Contrib Net Cost to Group	This metric calculates percent contribution of net cost to total group net cost.	$([\text{Net Cost}] / [\text{Net Cost (Group)}])$
% Contrib Net Cost to Group (Last Year)	This metric calculates percent contribution of net cost to total group net cost for last year.	$([\text{Net Cost (Last Year)}] / [\text{Net Cost (Group, Last Year)}])$
% Contrib Net Sales Value to CP Sales Value	This metric calculates the % contribution of actual sales to current plan sales	$([\text{Sales Value}] / [\text{CP Sales Value}])$
% Contrib Net Sales Value to OP Sales Value	This metric calculates the % contribution of actual sales to original plan sales.	$([\text{Sales Value}] / [\text{OP Sales Value}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Class)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Company)}])$

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.	$\frac{[\text{OP Sales Value}]}{[\text{OP Sales Value (Department)}]}$
% 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.	$\frac{[\text{OP Sales Value}]}{[\text{OP Sales Value (Division)}]}$
% 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.	$\frac{[\text{OP Sales Value}]}{[\text{OP Sales Value (Group)}]}$
% 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.	$\frac{[\text{Profit on Base Cost}]}{[\text{Profit on Base Cost (Department)}]}$
% 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.	$\frac{[\text{Profit on Net Cost}]}{[\text{Profit on Net Cost (Department)}]}$
% 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.	$\frac{[\text{Profit on Net Net Cost}]}{[\text{Profit on Net Net Cost (Department)}]}$
% 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.	$\frac{[\text{Profit on Net Net Cost}]}{[\text{Profit on Net Net Cost (Group)}]}$
% 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.	$\frac{[\text{Profit on Net Net Cost (Last Year)}]}{[\text{Profit on Net Net Cost (Group, Last Year)}]}$
% Contrib Profit to Area	This metric calculates percent contribution of profit to total area profit.	$\frac{[\text{Profit}]}{[\text{Profit (Area)}]}$
% 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.	$\frac{[\text{Profit (Last Year)}]}{[\text{Profit (Department, Last Year) MF}]}$
% Contrib Profit to Chain	This metric calculates percent contribution of profit to total chain profit.	$\frac{[\text{Profit}]}{[\text{Profit (Chain)}]}$
% Contrib Profit to Company	This metric calculates percent contribution of profit to total company profit.	$\frac{[\text{Profit}]}{[\text{Profit (Company)}]}$

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.	$([\text{Profit (Last Year)}] / [\text{Profit (Company, Last Year)}])$
% Contrib Profit to Department	This metric calculates percent contribution of profit to total department profit.	$(\text{Profit} / [\text{Profit (Department)}])$
% Contrib Profit to Department (Last Year)	The metric calculates percent contribution of last year profit to last year's overall department profit, by week.	$([\text{Profit (Last Year)}] / [\text{Profit (Department, Last Year)}])$
% 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.	$([\text{Profit (Local)}] / [\text{Profit (Department) (Local)}])$
% Contrib Profit to Department (MF)	This metric calculates percent contribution of profit to total department profit.	$(\text{Profit} / [\text{Profit (Department) MF}])$
% Contrib Profit to District	This metric calculates percent contribution of profit to total district profit.	$(\text{Profit} / [\text{Profit (District)}])$
% Contrib Profit to Region	This metric calculates percent contribution of profit to total region profit.	$(\text{Profit} / [\text{Profit (Region)}])$
% 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.	$([\text{EOH Promotion Retail Value}] / [\text{EOH Retail Value}])$
% Contrib Promotion Sales Value	This metric calculates percent contribution of promotion sales value to total sales value	$([\text{Promotion Sales Value}] / [\text{Sales Value}])$
% 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.	$([\text{Promotion Pack Sales Value}] / [\text{Pack Sales Value}])$
% Contrib Receipt Units to Department (MO)	This metric calculates percent contribution of supplier receipt quantity to total receipt quantity at the department level.	$([\text{Receipt Units}] / [\text{Receipt Units (Department) (MO)}])$
% 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.	$([\text{EOH Regular Retail Value}] / [\text{EOH Retail Value}])$
% 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.	$([\text{Regular Pack Sales Value}] / [\text{Pack Sales Value}])$
% Contrib Regular to Sales Value	This metric calculates percent contribution of regular sales value to total sales value	$([\text{Regular Sales Value}] / [\text{Sales Value}])$

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.	$\frac{[\text{Return Value}]}{[\text{Return Value (Location, Time Calendar (MO))}]}$
% Contrib Sales Units to Last Week	This metric calculates percent contribution sales unit to last weeks sales unit.	$\frac{[\text{Sales Units}]}{[\text{Sales Units (Last Week)}]}$
% 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 .	$\frac{[\text{Sales Units}]}{[\text{Sales Units (Loc, Day) (MF)}]}$
% 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).	$\frac{[\text{Sales Units (Last Week)}]}{[\text{Sales Units (Loc, Last Week) (MF)}]}$
% 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).	$\frac{[\text{Sales Units (Last Year)}]}{[\text{Sales Units (Loc, Last Year) (MF)}]}$
% 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).	$\frac{[\text{Sales Units}]}{[\text{Sales Units (Location) (MF)}]}$
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Area)}]}$
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Chain)}]}$
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Class)}]}$
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	$\frac{[\text{Sales Value (Last Year)}]}{[\text{Sales Value (Class, Last Year)}]}$
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Company)}]}$
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	$\frac{[\text{Sales Value (Last Year)}]}{[\text{Sales Value (Company, (Last Year))}]}$



Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department)}])$
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year)}])$
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year) (MF)}])$
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	$([\text{Sales Value (Local)}] / [\text{Sales Value (Department) (Local)}])$
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department) (MF)}])$
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	$([\text{Sales Value}] / [\text{Sales Value (District)}])$
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	$([\text{Sales Value}] / [\text{Sales Value (Division)}])$
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Division, (Last Year))}])$
% Contrib Sales Value to Group	This metric calculates percentage contribution of sales to total group sales.	$([\text{Sales Value}] / [\text{Sales Value (Group)}])$
% Contrib Sales Value to Group (Last Year)	This metric calculates percent contribution of sales to total group sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Group, (Last Year))}])$
% Contrib Sales Value to Last Week	This metric calculates percent contribution sales value to last weeks sales value.	$([\text{Sales Value}] / [\text{Sales Value (Last Week)}])$
% 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 .	$([\text{Sales Value}] / [\text{Sales Value (Loc, Day) (MF)}])$
% 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.	$([\text{Sales Value}] / [\text{Sales Value (Location, Time Calendar) (MO)}])$
% Contrib Sales Value to Market Department (abs)	This metric calculates percent contribution of sales to market department sales for the entire category.	$([\text{Sales Value}] / [\text{Sales Value (Market Department)(ABS)}])$



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.	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Market Department)(STD)}]}$
% Contrib Sales Value to Market Sales Value	This metric calculates the contribution of sales value to the market sales value.	$\frac{[\text{Sales Value}]}{[\text{Market Sales Value}]}$
% Contrib Sales Value to Region	This metric calculates percent contribution of sales value to total sales value at the region level.	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Region)}]}$
% 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).	$\frac{[\text{Sales Value (Last Week)}]}{[\text{Sales Value (Loc, Last Week) (MF)}]}$
% 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).	$\frac{[\text{Sales Value (Last Year)}]}{[\text{Sales Value (Loc, Last Year) (MF)}]}$
% 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).	$\frac{[\text{Sales Value}]}{[\text{Sales Value (Location) (MF)}]}$
% 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.	$\frac{[\text{Profit on Base Cost}]}{[\text{Profit on Base Cost (MF)}]}$
% 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.	$\frac{[\text{Profit on Dead Net Cost}]}{[\text{Profit on Dead Net Cost (MF)}]}$
% 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.	$\frac{[\text{Profit on Net Cost}]}{[\text{Profit on Net Cost (MF)}]}$
% 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.	$\frac{[\text{Profit on Net Net Cost}]}{[\text{Profit on Net Net Cost (MF)}]}$

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

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 year-to-date current plan sales value.	$\frac{([CP \text{ Gross Margin Value (YTD)}] - [CP \text{ Sales Value (YTD)}])}{[CP \text{ Sales Value (YTD)}]}$
% 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.	$\frac{([CP \text{ Receipts Retail Value}] - [CP \text{ Receipts Cost Value}])}{[CP \text{ Receipts Retail Value}]}$
% 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.	$\frac{([CP \text{ Receipts Retail Value (MTD)}] - [CP \text{ Receipts Cost Value (MTD)}])}{[CP \text{ Receipts Retail Value (MTD)}]}$
% 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.	$\frac{([CP \text{ Receipts Retail Value (PlanSTD)}] - [CP \text{ Receipts Cost Value (PlanSTD)}])}{[CP \text{ Receipts Retail Value (PlanSTD)}]}$
% 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.	$\frac{([CP \text{ Receipts Retail Value (YTD)}] - [CP \text{ Receipts Cost Value (YTD)}])}{[CP \text{ Receipts Retail Value (YTD)}]}$
% CP Markdown	This metric calculates the current plan markdown percent, as the current plan markdown value divided by the current plan sales value.	$\frac{[CP \text{ Markdown Value}]}{[CP \text{ Sales Value}]}$
% 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.	$\frac{[CP \text{ Markdown Value (MTD)}]}{[CP \text{ Sales Value (MTD)}]}$
% 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.	$\frac{[CP \text{ Markdown Value (Plan STD)}]}{[CP \text{ Sales Value (Plan STD)}]}$
% CP Markdown (YTD)	This metric calculates the year-to-date current plan total markdown percent, as year-to-date current plan total markdown sales divided by year-to-date current plan sales value.	$\frac{[CP \text{ Markdown Value (YTD)}]}{[CP \text{ Sales Value (YTD)}]}$

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

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.	$\frac{([Receipts\ Retail\ Value] - [Receipts\ Cost\ Value])}{[Receipts\ Retail\ Value]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (Last\ Year)] - [Receipts\ Cost\ Value\ (Last\ Year)])}{[Receipts\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (MTD)] - [Receipts\ Cost\ Value\ (MTD)])}{[Receipts\ Retail\ Value\ (MTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (MTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (MTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (MTD,\ Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (PlanSTD)] - [Receipts\ Cost\ Value\ (PlanSTD)])}{[Receipts\ Retail\ Value\ (PlanSTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (PlanSTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (PlanSTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (PlanSTD,\ Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (YTD)] - [Receipts\ Cost\ Value\ (YTD)])}{[Receipts\ Retail\ Value\ (YTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (YTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (YTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (YTD,\ Last\ Year)]}$
% Late Deliveries	This metric calculates the percent of deliveries that arrived late.	$\frac{[No\ of\ Late\ Deliveries]}{([No\ of\ On\ Time\ Deliveries] + [No\ of\ Early\ Deliveries]) + [No\ of\ Late\ Deliveries]}$
% Linear Distance	This metric calculates percent contribution of linear distance to total linear distance allocated.	$\frac{[Linear\ Distance]}{[Total\ Linear\ Distance]}$

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.	$\frac{[\text{Linear Distance (Last Year)}]}{[\text{Total Linear Distance (Last Year)}]}$
% Markdown	This metric calculates the net markdown percent, as markdown value divided by net sales value.	$\frac{[\text{Markdown Value}]}{[\text{Sales Value}]}$
% Markdown (Last Year)	This metric calculates the net markdown percent, last year, as markdown value divided by net sales value, for last year.	$\frac{[\text{Markdown Value (Last Year)}]}{[\text{Sales Value (Last Year)}]}$
% Markdown (MTD)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by period-to-date net sales value.	$\frac{[\text{Markdown Value (MTD)}]}{[\text{Sales Value (MTD)}]}$
% Markdown (MTD, Last Year)	This metric calculates the period-to-date net markdown percent, as period-to-date net markdown value divided by period-to-date net sales value, for last year.	$\frac{[\text{Markdown Value (MTD, Last Year)}]}{[\text{Sales Value (MTD, Last Year)}]}$
% 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.	$\frac{[\text{Markdown Value (Plan STD)}]}{[\text{Sales Value (Plan STD)}]}$
% 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.	$\frac{[\text{Markdown Value (Plan STD, Last Year)}]}{[\text{Sales Value (Plan STD, Last Year)}]}$
% 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.	$\frac{[\text{Markdown Value (YTD)}]}{[\text{Sales Value (YTD)}]}$
% 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.	$\frac{[\text{Markdown Value (YTD, Last Year)}]}{[\text{Sales Value (YTD, Last Year)}]}$
% 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.	$\frac{([\text{Market Event Sales Value}] - [\text{Market Normalized Sales Value}])}{[\text{Market Normalized Sales Value}]}$

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.	$\frac{(((\text{[Market Sales Value]} - \text{[Market Promotion Sales Value]}) / (\text{[Market Sales Units]} - \text{[Market Promotion Sales Units]})) - (\text{[Market Promotion Sales Value]} / \text{[Market Promotion Sales Units]})}{((\text{[Market Sales Value]} - \text{[Market Promotion Sales Value]}) / (\text{[Market Sales Units]} - \text{[Market Promotion Sales Units]})}$
% Market Promotion Sales Value	This metric calculates percent contribution of promotion market sales to total market sales.	$(\text{[Market Promotion Sales Value]} / \text{[Market Sales Value]})$
% Mismatched Deliveries	This metric calculates the percent of mismatched deliveries, where quantity was received for items not ordered.	$(\text{[No of Mismatched Deliveries]} / \text{[No of Deliveries]})$
% 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.	$(\text{[No of Missed Deliveries]} / \text{[No of Expected Deliveries]})$
% Missed Shipment Deliveries	This metric calculates the percent of expected deliveries due to missed shipments.	$(\text{[No of Missed Shipment Deliveries]} / \text{[No of Expected Deliveries]})$
% of Days Out of Stock	This metric calculates the percentage of days an item is out of stock out of the total days selected.	$(\text{[No of Days Out of Stock]} / \text{[No of Days]})$
% 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.	$(\text{[No of Days Out of Stock]} / \text{[No of Days (Month)]})$
% of Department Items Supplied	This metric calculates the percent of department items supplied by the primary supplier.	$(\text{[No of Items Supplied]} / \text{[No of Items (Department)]})$
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	$(\text{[No of Items with Promotion Sales]} / \text{[No of Items with Sales (Time Calendar) (MO)]})$
% 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.	$(\text{[No of Items with Sales (Department) (MO)]} / \text{[No of Mkt Items with Sales (Mkt Catg)]})$
% 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.	$(\text{[No of Items with Sales (Mkt Department)]} / \text{[No of Mkt Items with Sales (Mkt Catg)]})$



Metric Name	Metric Description	Metric Expression
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	$\frac{[\text{No of Stores with Promotion Sales}]}{[\text{No of Stores with Sales (Time Calendar) (MO)}]}$
% OP Cumulative Markup	This metric calculates the original plan cumulative markup percent.	$[\text{OP Cumulative Markup Amount}]$
% OP Gross Margin	This Metric calculates the current plan gross margin percent, as current plan gross margin value divided by original plan sales value.	$\frac{([\text{OP Gross Margin Value}])}{([\text{OP Sales Value}] )}$
% 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.	$\frac{([\text{OP Gross Margin Value (MTD)}])}{([\text{OP Sales Value (MTD)}])}$
% OP Gross Margin (Plan STD)	This Metric calculates the plan season-to-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.	$\frac{([\text{OP Gross Margin Value (Plan STD)}])}{([\text{OP Sales Value (Plan STD)}])}$
% 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 year-to-date original plan sales value.	$\frac{([\text{OP Gross Margin Value (YTD)}])}{([\text{OP Sales Value (YTD)}])}$
% 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.	$\frac{(([\text{OP Receipts Retail Value}] - [\text{OP Receipts Cost Value}])}{([\text{OP Receipts Retail Value}] )}$
% 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.	$\frac{(((\text{OP Receipts Retail Value (MTD)} - [\text{OP Receipts Cost Value (MTD)}])}{([\text{OP Receipts Retail Value (MTD)}])}$
% 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.	$\frac{(((\text{OP Receipts Retail Value (PlanSTD)} - [\text{OP Receipts Cost Value (PlanSTD)}])}{([\text{OP Receipts Retail Value (PlanSTD)}])}$



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.	$\frac{([OP \text{ Receipts Retail Value (YTD)}] - [OP \text{ Receipts Cost Value (YTD)}])}{[OP \text{ Receipts Retail Value (YTD)}]}$
% OP Markdown	This metric calculates the original plan markdown percent, as the original plan markdown value divided by the original plan sales value.	$[OP \text{ Markdown Value}] / [OP \text{ Sales Value}]$
% 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.	$[OP \text{ Markdown Value (MTD)}] / [OP \text{ Sales Value (MTD)}]$
% 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.	$[OP \text{ Markdown Value (Plan STD)}] / [OP \text{ Sales Value (Plan STD)}]$
% OP Markdown (YTD)	This metric calculates the year-to-date original plan total markdown percent, as year-to-date original plan markdown divided by year-to-date original plan sales value.	$[OP \text{ Markdown Value (YTD)}] / [OP \text{ Sales Value (YTD)}]$
% ASN Over Deliveries	This metric calculates the percent of deliveries where quantity of items received was more than expected.	$[No \text{ of ASN Over Deliveries}] / [No \text{ of Deliveries}]$
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$[Profit] / [Sales \text{ Value}]$
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$[Profit \text{ (Item) (MF)}] / [Sales \text{ Value (Item) (MF)}]$
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	$[Profit \text{ (Last Week)}] / [Sales \text{ Value (Last Week)}]$
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	$[Profit \text{ (Last Year)}] / [Sales \text{ Value (Last Year)}]$
% 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.	$[Profit \text{ (Local)}] / [Sales \text{ Value (Local)}]$

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.	$([\text{Profit (MTD)}] / [\text{Sales Value (MTD)}])$
% 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.	$([\text{Profit (WTD)}] / [\text{Sales Value (WTD)}])$
% 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.	$([\text{Profit (YTD)}] / [\text{Sales Value (YTD)}])$
% Profit on Base Cost	This metric calculates percent contribution of base profit to total sales.	$([\text{Profit on Base Cost}] / [\text{Sales Value}])$
% Profit on Dead Net Cost	This metric calculates percent contribution of dead net profit to total sales.	$([\text{Profit on Dead Net Cost}] / [\text{Sales Value}])$
% Profit on Net Cost	This metric calculates percent contribution of net profit to total sales.	$([\text{Profit on Net Cost}] / [\text{Sales Value}])$
% Profit on Net Net Cost	This metric calculates percent contribution of net net profit to total sales.	$([\text{Profit on Net Net Cost}] / [\text{Sales Value}])$
% 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.	$([\text{Profit on Net Net Cost (Last Year)}] / [\text{Sales Value (Last Year)}])$
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	$([\text{Promotion Profit Value}] / [\text{Promotion Sales Value}])$
% Promotion Discount	This metric calculates percent discount on promotion items.	$(([\text{Avg Non Promotion Retail Value}] - [\text{Avg Promotion Retail Value}]) / [\text{Avg Non Promotion Retail Value}])$
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	$([\text{Promotion Sales Value}] / [\text{Sales Value}])$
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	$([\text{Return Units}] / [\text{Sales Units}])$
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	$([\text{Return Value}] / [\text{Sales Value}])$

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.	$([RTV Units] / [Receipt Units])$
% ASN Under Deliveries	This metric calculates the percent of deliveries where quantity of items received was less than expected.	$([No of ASN Under Deliveries] / [No of Deliveries])$

Metric Name	Metric Description	Metric Expression
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	$\frac{([Sales Value] / [Sales Units]) - [Avg Competitor Price]}{[Avg Competitor Price]}$
% Variance BOH Retail Value vs CP	This metric calculates percentage variance in begining stock on hand value versus plan.	$\frac{([BOH Retail Value] - [CP BOP Retail Value])}{[CP BOP Retail Value]}$
% Variance BOH Retail Value vs OP	This metric calculates percentage variance in begining stock on hand value versus original plan.	$\frac{([BOH Retail Value] - [OP BOP Retail Value])}{[OP BOP Retail Value]}$
% Variance Clearance Markdown Value vs CP	This metric calculates percent variance in actual net clearance markdown sales compared to plan net clearance markdowns.	$\frac{([Clearance Markdown Value] - [CP Clearance Markdown Value])}{[CP Clearance Markdown Value]}$
% 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 years ending inventory value.	$\frac{([CP EOP Retail Value] - [EOH Retail Value (Last Year)])}{[EOH Retail Value (Last Year)]}$
% 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.	$\frac{([CP Gross Margin Value] - [CP Gross Margin Value (Last Year)])}{[CP Gross Margin Value (Last Year)]}$
% 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.	$\frac{([CP Markdown Value] - [CP Markdown Value (Last Year)])}{[CP Markdown Value (Last Year)]}$
% 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.	$\frac{([CP Sales Value] - [Sales Value (Last Year)])}{[Sales Value (Last Year)]}$
% Variance EOH Retail Value vs CP	This metric calculates percentage variance in ending stock on hand value versus plan.	$\frac{([EOH Retail Value] - [CP EOP Retail Value])}{[CP EOP Retail Value]}$
% 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.	$\frac{([EOH Retail Value (MTD)] - [CP EOP Retail Value (MTD)])}{[CP EOP Retail Value (MTD)]}$
% 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.	$\frac{([EOH Retail Value (Plan STD)] - [CP EOP Retail Value (Plan STD)])}{[CP EOP Retail Value (Plan STD)]}$

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.	$\frac{([EOH \text{ Retail Value (YTD)}] - [CP \text{ EOP Retail Value (YTD)}])}{[CP \text{ EOP Retail Value (YTD)}]}$
% Variance EOH Retail Value vs OP	This metric calculates percentage variance in ending stock on hand value versus original plan.	$\frac{([EOH \text{ Retail Value}] - [OP \text{ EOP Retail Value}])}{[OP \text{ EOP Retail Value}]}$
% Variance Markdown Value vs CP	This metric calculates percent variance between actual net markdown sales and planned net markdown sales.	$\frac{([Markdown \text{ Value}] - [CP \text{ Markdown Value}])}{[CP \text{ Markdown Value}]}$
% Variance Net Sales Value vs CP	This metric calculates the percentage increase or decrease in sales value over current plan sales value.	$\frac{([Sales \text{ Value}] - [CP \text{ Sales Value}])}{[CP \text{ Sales Value}]}$
% 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.	$\frac{([Sales \text{ Value (MTD)}] - [CP \text{ Sales Value (MTD)}])}{[CP \text{ Sales Value (MTD)}]}$
% 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.	$\frac{([Sales \text{ Value (Plan STD)}] - [CP \text{ Sales Value (Plan STD)}])}{[CP \text{ Sales Value (Plan STD)}]}$
% 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.	$\frac{([Sales \text{ Value (YTD)}] - [CP \text{ Sales Value (YTD)}])}{[CP \text{ Sales Value (YTD)}]}$
% Variance Net Sales Value vs OP	This metric calculates the percentage increase or decrease in sales value over original plan sales value.	$\frac{([Sales \text{ Value}] - [OP \text{ Sales Value}])}{[OP \text{ Sales Value}]}$
% 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.	$\frac{([Sales \text{ Value (MTD)}] - [OP \text{ Sales Value (MTD)}])}{[OP \text{ Sales Value (MTD)}]}$
% 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.	$\frac{([Sales \text{ Value (Plan STD)}] - [OP \text{ Sales Value (Plan STD)}])}{[OP \text{ Sales Value (Plan STD)}]}$
% 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.	$\frac{([Sales \text{ Value (YTD)}] - [OP \text{ Sales Value (YTD)}])}{[OP \text{ Sales Value (YTD)}]}$
% 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 years ending inventory value.	$\frac{([OP \text{ EOP Retail Value}] - [EOH \text{ Retail Value (Last Year)}])}{[EOH \text{ Retail Value (Last Year)}]}$

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.	$\frac{([OP \text{ Gross Margin Value}] - [OP \text{ Gross Margin Value (Last Year)}])}{[OP \text{ Gross Margin Value (Last Year)}]}$
% 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.	$\frac{([OP \text{ Markdown Value}] - [OP \text{ Markdown Value (Last Year)}])}{[OP \text{ Markdown Value (Last Year)}]}$
% 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.	$\frac{([OP \text{ Sales Value}] - [Sales \text{ Value (Last Year)}])}{[Sales \text{ Value (Last Year)}]}$
% Variance Profit vs CP	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the current plan profit.	$\frac{([Profit] - [CP \text{ Profit}])}{[CP \text{ Profit}]}$
% Variance Promotion Markdown Value vs CP	This metric calculates percent variance in promotion markdown sales compared to plan.	$\frac{([Promotion \text{ Markdown Value}] - [CP \text{ Promotion Markdown Value}])}{[CP \text{ Promotion Markdown Value}]}$
% 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.	$\frac{([Promotion \text{ Sales Value}] / [Promotion \text{ Sales Units}] - [Avg \text{ Competitor Promotion Price}])}{[Avg \text{ Competitor Promotion Price}]}$
% Variance Receipts Units vs CP	This metric calculates percent variance unit quantity versus plan unit quantity of received items.	$\frac{([Receipts \text{ Units}] - [CP \text{ Receipts Units}])}{[CP \text{ Receipts Units}]}$
% Variance Receipts Value vs CP	This metric calculates percent variance retail value versus plan retail value of received items.	$\frac{([Receipts \text{ Retail Value}] - [CP \text{ Receipts Retail Value}])}{[CP \text{ Receipts Retail Value}]}$
% Variance Receipts Value vs OP	This metric calculates percent variance retail value versus original plan retail value of received items.	$\frac{([Receipts \text{ Retail Value}] - [OP \text{ Receipts Retail Value}])}{[OP \text{ Receipts Retail Value}]}$
% Variance Regular Markdown Value vs CP	This metric calculates percent variance in regular markdown sales versus plan.	$\frac{([Regular \text{ Markdown Value}] - [CP \text{ Regular Markdown Value}])}{[CP \text{ Regular Markdown Value}]}$
% 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.	$\frac{([Regular \text{ Sales Value}] / [Regular \text{ Sales Units}] - [Avg \text{ Competitor Regular Price}])}{[Avg \text{ Competitor Regular Price}]}$
% Variance Sales Units vs CP	This metric calculates percent variance in unit sales versus plan.	$\frac{([Sales \text{ Units}] - [CP \text{ Sales Units}])}{[CP \text{ Sales Units}]}$

Metric Name	Metric Description	Metric Expression
% Variance Stock Turn Value vs CP	This metric calculates percent variance stock turn versus plan stock turn.	$\frac{([Stock\ Turn\ Value] - [CP\ Stock\ Turn\ Value])}{[CP\ Stock\ Turn\ Value]}$
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.	$\frac{([Sales\ Value\ (Period)] - [Profit\ (Period)])}{[No\ of\ Weeks\ (Period)]}$



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.	$(([\text{Sales Value (Post Period)}] - [\text{Profit (Post Period)}]) / [\text{No of Weeks (Post Period)}])$
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	$(([\text{Sales Value (Prior Period)}] - [\text{Profit (Prior Period)}]) / [\text{No of Weeks (Prior Period)}])$
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.	$([\text{Pack Profit}] / [\text{Pack Sales Units}])$
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.	$([\text{Pack Sales Value}] / [\text{Pack Sales Units}])$
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.	$([\text{EOH Retail Value}] / [\text{EOH Units}])$
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.	$\frac{([Market Sales Value] - [Market Promotion Sales Value])}{([Market Sales Units] - [Market Promotion Sales Units])}$
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.	$\frac{[Market Promotion Sales Value]}{[Market Promotion Sales Units]}$
Avg Market Retail Value	This metric calculates the average market retail value based on market sales and total quantity of market units sold.	$\frac{[Market Sales Value]}{[Market Sales Units]}$
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.	$\frac{([Sales Value] - [Return Value])}{([Sales Units] - [Return Units])}$
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	$\frac{([Sales Value] - [Promotion Sales Value])}{([Sales Units] - [Promotion Sales Units])}$
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.	$\frac{[Profit on Net Net Cost]}{[No of Sales Transactions]}$
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 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)])

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.	$([\text{Profit (Prior Period)}] / [\text{No of Weeks (Prior Period)}])$
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	$([\text{Promotion Sales Value}] / [\text{Promotion Sales Units}])$
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.	$([\text{Promotion Sales Value (Local)}] / [\text{Sales Units}])$
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	$([\text{Regular Sales Value}] / [\text{Regular Sales Units}])$
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.	$([\text{Regular Sales Value (Local)}] / [\text{Sales Units}])$
Avg Regular Sales Units (Period Day)	This metric calculates average units of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Units (Period Day) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Units (Period Week)	This metric calculates average units of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Units (Period Week) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Value (Period Day)	This metric calculates average value of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Amount}]$
Avg Regular Sales Value (Period Day) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Amount}]$
Avg Regular Sales Value (Period Week)	This metric calculates average value of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Amount}]$
Avg Regular Sales Value (Period Week) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Amount}]$

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 a an item.	[Avg Unit Retail Amount]
Avg Retail Price (WTD)	This metric calculates week to date average retail price for a 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 a an item, by week.	([Sales Value (MTD)] / [Sales Units (MTD)])
Avg Retail Value (WTD)	This metric calculates period to date average retail value for a 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.	$(([\text{BOH Cost Value}] + [\text{EOH Cost Value (SUM)}]) / ([\text{No of Weeks with Stock}] + 1))$
Avg Stock Cost Value (Last Year)	This metric calculates the average stock cost value, for last year.	$(([\text{BOH Cost Value (Last Year)}] + [\text{EOH Cost Value (SUM) (Last Year)}]) / ([\text{No of Weeks with Stock (Last Year)}] + 1))$
Avg Stock Retail Value	This metric calculates the average stock retail value.	$(([\text{BOH Retail Value}] + [\text{EOH Retail Value (SUM)}]) / ([\text{No of Weeks with Stock}] + 1))$
Avg Stock Retail Value (Last Year)	This metric calculates the average last year stock retail value.	$(([\text{BOH Retail Value (Last Year)}] + [\text{EOH Retail Value (SUM) (Last Year)}]) / ([\text{No of Weeks with Stock (Last Year)}] + 1))$
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.	$([\text{Contract Quantity}] - [\text{Contract Order Quantity}])$
BOC Total Value	This metric calculates the base selling value of balance of contract	$(([\text{Contract Quantity}] - [\text{Contract Order Quantity}]) * [\text{Avg Contract Cost Value}])$

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.	$([BOH \text{ Retail Value}] / ([Sales \text{ Value}] / [No \text{ of Weeks with Sales}])))$



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.	$\frac{([BOH \text{ Retail Value (Last Year)}] / ([Sales \text{ Value (Last Year)}] / [No \text{ of Weeks with Sales (Last Year)}]))}{1}$
Case Packs Received	This metric calculates the number of case packs received based on the case pack quantity as supplied by the primary supplier.	$([Receipts \text{ Units}] / [Primary \text{ Supplier Case Pack Quantity}])$
Case Packs Sold	This metric calculates the number of case packs sold based on the case pack quantity as supplied by the primary supplier.	$([Sales \text{ Units}] / [Primary \text{ Supplier Case Pack Quantity}])$
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.	$([\% \text{ Contrib Profit on Net Net Cost to Group}] - [\% \text{ Contrib Profit on Net Net Cost to Group (Last Year)}])$
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.	$([\% \text{ Contrib Sales Value to Group}] - [\% \text{ Contrib Sales Value to Group (Last Year)}])$
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.	$([Avg \text{ Sales Value per Store}] - [Avg \text{ Sales Value per Store (Last Year)}])$
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.	$([Market \text{ Sales Value}] - [Market \text{ Sales Value (Last Year)}])$
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.	$([Net \text{ Net Cost per Store}] - [Net \text{ Net Cost per Store (Last Year)}])$
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.	$([Profit \text{ on Net Net Cost per Store}] - [Profit \text{ on Net Net Cost per Store (Last Year)}])$
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	$([Sales \text{ Value}] - [Sales \text{ Value (Last Year)}])$
Clearance Markdown Value	This metric calculates net clearance markdown sales.	$[Markdown \text{ Amount}]$
Clearance Markdown Value (Day)	This metric calculates net clearance markdown sales for a day.	$[Markdown \text{ Amount}]$

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	$([\text{Sales Value (Last Year)}] - [\text{Profit (Last Year)}])$
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.	$([\text{Sales Value (Period)}] - [\text{Profit (Period)}])$
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.	$([\text{Sales Value (Post Period)}] - [\text{Profit (Post Period)}])$
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.	$([\text{Sales Value (Prior Period)}] - [\text{Profit (Prior Period)}])$
Cost per Piece Mailed for Promotion	This metric calculates promotion delivery costs per customer.	$[\text{Promotion Cost Per Mail}]$
CP Avg Profit per Space Allocation (Cb)	This metric calculates current plan average profit, per cubic unit of space allocated to an item.	$([\text{CP Profit}] / [\text{Avg Space Allocation (Cb)}])$
CP Avg Profit per Space Allocation (Ln)	This metric calculates current plan average profit, per linear unit of space allocated to an item	$([\text{CP Profit}] / [\text{Avg Space Allocation (Ln)}])$
CP Avg Profit per Space Allocation (Sq)	This metric calculates current plan average profit, per square unit of space allocated to an item.	$([\text{CP Profit}] / [\text{Avg Space Allocation (Sq)}])$
CP Avg Sales Value per Space Allocation (Cb)	This metric calculates current plan average sales, per cubic unit of space allocated to an item.	$([\text{CP Sales Value}] / [\text{Avg Space Allocation (Cb)}])$
CP Avg Sales Value per Space Allocation (Ln)	This metric calculates current plan average sales, per linear unit of space allocated to an item.	$([\text{CP Sales Value}] / [\text{Avg Space Allocation (Ln)}])$
CP Avg Sales Value per Space Allocation (Sq)	This metric calculates current plan average sales, per square unit of space allocated to an item.	$([\text{CP Sales Value}] / [\text{Avg Space Allocation (Sq)}])$
CP Avg Stock Cost Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$(([\text{CP BOP Cost Value}] + [\text{CP EOP Cost Value (SUM)}]) / ([\text{No of Weeks with CP Stock}] + 1))$
CP Avg Stock Retail Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$(([\text{CP BOP Retail Value}] + [\text{CP EOP Retail Value (SUM)}]) / ([\text{No of Weeks with CP Stock}] + 1))$

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 BOP Weeks of Supply	This metric calculates the ratio of current plan beginning inventory value to current plan sales value on weekly basis.	$([CP \text{ BOP Retail Value}] / ([CP \text{ Sales Value}] / [No \text{ of Weeks with CP Sales}])))$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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 retruns.	[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 retruns.	[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 retruns.	[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]

Metric Name	Metric Description	Metric Expression
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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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]

Metric Name	Metric Description	Metric Expression
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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
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.	$([CP \text{ EOP Retail Value}] / [Avg \text{ Regular Sales Value (Period Week)}])$
CP Shrinkage Value	This metric calculates the current plan shortage value (or current plan shrinkage value).	$[CP \text{ Shrinkage Retail Amount}]$
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.	$([CP \text{ BOP Retail Value}] / [CP \text{ Sales Value}])$
CP Stock Turn Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$([CP \text{ Sales Value}] / [CP \text{ Avg Stock Retail Value}])$
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.	$((( [CP \text{ Sales Value}] + [CP \text{ Markdown Value}] + [CP \text{ Shrinkage Value}] ) + [CP \text{ Return to Vendor Retail Value}])$
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.	$(((( [CP \text{ Received Retail Value}] + [CP \text{ On Order Retail Value}] ) - [CP \text{ On Order Cancel Retail Value}] ) + [CP \text{ Commitments}] ) + [CP \text{ Receipts Retail Value}])$
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	$[Currency \text{ Exchange Rate}]$
Dead Net Cost	This metric calculates the supplier dead net cost. It is stored in primary currency.	$[Dead \text{ Net Cost Amount}]$
Dead Net Cost (Last Month)	This metric calculates the supplier dead net cost for the last period. It is stored in primary currency.	$[Dead \text{ Net Cost Amount}]$
Dead Net Cost (Local)	This metric calculates the supplier dead net cost. It is stored in local currency.	$[Dead \text{ Net Cost Amount (Local)}]$
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.	$([No \text{ of On Target Deliveries}] / [No \text{ of Deliveries}])$
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.	$([No \text{ of On Target Deliveries (Last Year)}] / [No \text{ of Deliveries (Last Year)}])$

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

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]



Metric Name	Metric Description	Metric Expression
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]
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])
Forecast Sales Units	This metric calculates the forecasted sales quantity.	[Forecast Sales Quantity]
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])

Metric Name	Metric Description	Metric Expression
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.	$([ \text{Gross Margin Value (Last Year)} ] / [ \text{Avg Stock Cost Value (Last Year)} ])$
GMROS	This metric measures the gross margin return on space allocated.	$([ \text{Profit on Net Net Cost} ] / [ \text{Linear Distance} ])$
GMROS (Last Year)	This metric measures last year's gross margin return on space allocated.	$([ \text{Profit on Net Net Cost (Last Year)} ] / [ \text{Linear Distance (Last Year)} ])$
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)]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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.	$\frac{(((\text{[Profit (Period)]} / \text{[No of Weeks (Period)]}) - (\text{[Profit (Prior Period)]} / \text{[No of Weeks (Prior Period)]})) + (\text{[Profit (Post Period)]} / \text{[No of Weeks (Post Period)]})) - ((\text{[Profit (Prior Period)]} / \text{[No of Weeks (Prior Period)]}))}{1}$

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.	$(((\text{Sales Value (Period)} / [\text{No of Weeks (Period)}]) - ([\text{Sales Value (Prior Period)}] / [\text{No of Weeks (Prior Period)}])) + (([\text{Sales Value (Post Period)}] / [\text{No of Weeks (Post Period)}]) - ([\text{Sales Value (Prior Period)}] / [\text{No of Weeks (Prior Period)}])))$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]



Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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)]

Metric Name	Metric Description	Metric Expression
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]
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.	$\frac{[\text{Market Sales Value (Mkt Catg, RMA)}]}{[\text{Market Sales Value (Mkt Catg, FDM CRMA)}]}$
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.	$\frac{[\text{Market Sales Value (Mkt Catg, RMA)(Local)}]}{[\text{Market Sales Value (Mkt Catg, FDM CRMA)(Local)}]}$
Markup Value	This metric calculates a increase in list price by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Last Year)	This metric calculates a increase in list price last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD)	This metric calculates a increase in list price from the beginning of the period by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]

Metric Name	Metric Description	Metric Expression
Markup Value (MTD, Last Year)	This metric calculates a 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 a 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 a 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 a 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]

Metric Name	Metric Description	Metric Expression
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]
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.	$[\text{Net Net Cost}] / [\text{No of Stores with Deal Costs}]$
Net Net Cost per Store (Last Year)	This metric calculates the number of deal participating stores (locations) with Net Net Costs for Last Year.	$([\text{Net Net Cost (Last Year)}] / [\text{No of Stores with Deal Costs (Last Year)}])$
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]

Metric Name	Metric Description	Metric Expression
No of Deliveries	This metric calculates total number of on target, over target, under target and mismatched deliveries made by a supplier.	$((([No\ of\ On\ Target\ Deliveries] + [No\ of\ Over\ Target\ Deliveries]) + [No\ of\ Under\ Target\ Deliveries]) + [No\ of\ Mismatched\ Deliveries])$
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 ASN Expected 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 ASN Expected Deliveries]
No of ASN Expected 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 ASN Expected 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 ASN Over 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 ASN Over Deliveries]
No of ASN Over 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 ASN Over 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 ASN Under 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 ASN Under Deliveries]
No of ASN Under 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 ASN Under 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.	$([OP \text{ BOP Retail Value}] / ([OP \text{ Sales Value}] / [No \text{ of Weeks with OP Sales}]))$
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.	$([OP \text{ Gross Margin Value}] / [OP \text{ Avg Stock Cost Value}])$
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 a 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 retruned 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]
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 retruns	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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.	$([CP \text{ EOP Retail Value}] - [Projected \text{ EOP Stock Value (BOH)}])$
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.	$([CP \text{ EOP Retail Value}] - [Projected \text{ EOP Stock Value (CP BOP)}])$
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.	$([Department \text{ Share Variance}] * [Market \text{ Sales Value (Mkt Catg, FDM CRMA)}])$
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.	$([Department \text{ Share Variance (Local)}] * [Market \text{ Sales Value (Mkt Catg, FDM CRMA)(Local)}])$
Order Fulfillment Rating Variance	This metric calculates the variance in the Order Fulfillment Rating over the previous year.	$((([Order \text{ Fulfillment Rating}] - [Order \text{ Fulfillment Rating (Last Year)}]) / [Order \text{ Fulfillment Rating (Last Year)}])$
Order Fulfillment Rating	This metric calculates the Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	$([No \text{ of Full Order Deliveries}] / [No \text{ of Order Deliveries}])$
Order Fulfillment 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.	$([No \text{ of Full Order Deliveries (Last Year)}] / [No \text{ of Order Deliveries (Last Year)}])$
Pack Employee Discount Value	This metric calculates the pack sales, employee discount amount.	$[Pack \text{ Employee Discount Amount}]$
Pack Employee Discount Value (Local)	This metric calculates the pack sales, employee discount amount, in local currency.	$[Pack \text{ Employee Discount Amount (Local)}]$
Pack Profit	This metric calculates total profit based on regular, clearance and promotion pack sales, including profit lost on pack returns.	$[Pack \text{ Profit Amount}]$

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.	$\frac{[\text{Profit on Net Net Cost}]}{[\text{No of Stores with Deal Costs}]}$
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.	$\frac{([\text{Profit on Net Net Cost (Last Year)}]}{[\text{No of Stores with Deal Costs (Last Year)}]}$
Profit Return on Inventory	This metric calculates profit return on investment. It is defined as profit value divided by average stock value.	$\frac{(([\text{Profit} / [\text{EOH Retail Value (SUM)}])]}{[\text{No of Weeks with Stock}]}$
Projected EOP Stock Value (BOH)	This metric calculates the projected ending inventory value using Actual BOP Stock Value.	$((( [\text{BOH Retail Value}] + [\text{CP Total Receipts}]) - ([\text{CP Total Inventory Reduction}] + [\text{CP Gross Margin Value}])))$
Projected EOP Stock Value (CP BOP)	This metric calculates the current plan ending inventory value using current plan BOP Stock Value.	$((( ([\text{CP BOP Retail Value}] + [\text{CP Total Receipts}]) - [\text{CP Total Inventory Reduction}]) - [\text{CP Gross Margin Value}] ) ) )$

Metric Name	Metric Description	Metric Expression
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)]
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]
Receipts Cost Value	This metric calculates the cost value of receipts.	[Receipts Cost Amount]

Metric Name	Metric Description	Metric Expression
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]
Receipts Retail Value (YTD)	This metric calculates year to date retail value, of an item that is expected to be received.	[Receipts Retail Amount]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([Total\ RMA\ Market\ Sales\ Value\ (MO)])}{([Total\ FDM\ CRMA\ Market\ Sales\ Value\ (MO)])}$
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.	$\frac{([Total\ RMA\ Market\ Sales\ Value\ (MO)(Local)])}{([Total\ FDM\ CRMA\ Market\ Sales\ Value\ (MO)(Local)])}$
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])
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.	$([EOH \text{ Units (Yesterday)}] / [Avg \text{ Regular Sales Units (Period Day)}])$
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.	$([EOH \text{ Units (Yesterday)}] / [Avg \text{ Regular Sales Units (Period Day) (Dynamic)}])$
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.	$([EOH \text{ Units}] / [Avg \text{ Regular Sales Units (Period Week)}])$

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.	$([EOH \text{ Units (Last Week)}] / [Avg \text{ Regular Sales Units (Period Week) (Dynamic)}])$
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.	$([EOH \text{ Retail Value (Yesterday)}] / [Avg \text{ Regular Sales Value (Period Day)}])$
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.	$([EOH \text{ Retail Value (Yesterday)}] / [Avg \text{ Regular Sales Value (Period Day) (Dynamic)}])$
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.	$([EOH \text{ Retail Value}] * (1 / [Avg \text{ Regular Sales Value (Period Week)}]))$
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.	$([EOH \text{ Retail Value (Last Week)}] / [Avg \text{ Regular Sales Value (Period Week) (Dynamic)}])$

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.	$([EOH \text{ Retail Value (Last Year)}] / [Avg \text{ Regular Sales Value (Period Week) (Last Year)}])$
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.	$([StkLedger \text{ Gross Margin Value}] / [StkLedger \text{ Sales Retail Value}])$
StkLedger % Total Markdown	This metric calculates percent total stock ledger markdown value as total markdown value divided by total sales value.	$([StkLedger \text{ Total Markdown Value}] / [StkLedger \text{ Sales Retail Value}])$
StkLedger Avg Stock Cost Value	This metric calculates the average stock retail value, from the Stock Ledger system.	$((([StkLedger \text{ BOH Cost Value}] + [StkLedger \text{ EOH Cost Value (SUM)}]) / ([No \text{ of Weeks with Stock}] + 1))$
StkLedger Avg Stock Retail Value	This metric calculates the average stock cost value, from the Stock Ledger system.	$((([StkLedger \text{ BOH Retail Value}] + [StkLedger \text{ EOH Retail Value (SUM)}]) / ([No \text{ of Weeks with Stock}] + 1))$
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 begin 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.	$\frac{[\text{StkLedger Gross Margin Value}]}{[\text{StkLedger Avg Stock Cost Value}]}$
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 years 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.	$(([\text{Sales Value}] / [\text{Sales Units}]) - [\text{Avg Competitor Price}])$
Variance in Market Sales Value vs Last Year	This metric calculates the contribution of market sales to the whole category's market sales.	$([\text{Market Sales Value}] - [\text{Market Sales Value (Last Year)}])$
Variance of GM Value and CP	This metric calculates the difference between this years gross margin value and the current plan gross margin value.	$([\text{Gross Margin Value}] - [\text{CP Gross Margin Value}])$
Variance of GM Value and CP (MTD)	This metric calculates the difference between this years gross margin value, period-to-date and the current plan gross margin value, period-to-date.	$([\text{Gross Margin Value (MTD)}] - [\text{CP Gross Margin Value (MTD)}])$

Metric Name	Metric Description	Metric Expression
Variance of GM Value and CP (Plan STD)	This metric calculates the difference between this years 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 years 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 years gross margin value and last years 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 years period-to-date gross margin value and last years 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 years plan season-to-date gross margin value and last years 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 years, year-to-date gross margin value and last years, 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 years 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 years 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 years 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 years 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.	$(([\text{Regular Sales Value}] / [\text{Regular Sales Units}]) - [\text{Avg Competitor Regular Price}])$
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	$([\text{Sales Units}] - [\text{Sales Units (Last Month)}])$
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	$([\text{Sales Value}] - [\text{Sales Value (Last Month)}])$
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.	$(([\% \text{ Change Market Sales Value vs Last Year}] - [\% \text{ Change Sales Value vs Last Year}]) * [\text{Sales Value}])$





## 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 begining stock on hand value from last year.	$\frac{([BOH \text{ Retail Value}] - [BOH \text{ Retail Value (Last Year)}])}{[BOH \text{ Retail Value (Last Year)}]}$
% Change BOH Retail Value vs Last Year (MTD)	This metric calculates period-to-date percentage variance in begining stock on hand value from last year.	$\frac{([BOH \text{ Retail Value (MTD)}] - [BOH \text{ Retail Value (MTD, Last Year)}])}{[BOH \text{ Retail Value (MTD, Last Year)}]}$
% Change BOH Retail Value vs Last Year (Plan STD)	This metric calculates plan season-to-date percentage variance in begining stock on hand value from last year.	$\frac{([BOH \text{ Retail Value (Plan STD)}] - [BOH \text{ Retail Value (Plan STD, Last Year)}])}{[BOH \text{ Retail Value (Plan STD, Last Year)}]}$
% Change BOH Retail Value vs Last Year (YTD)	This metric calculates plan year-to-date percentage variance in begining stock on hand value from last year.	$\frac{([BOH \text{ Retail Value (YTD)}] - [BOH \text{ Retail Value (YTD, Last Year)}])}{[BOH \text{ Retail Value (YTD, Last Year)}]}$
% Change Clearance Markdown Value vs Last Year	This metric calculates percent variance in net clearance markdown sales between this year and last year.	$\frac{([Clearance \text{ Markdown Value}] - [Clearance \text{ Markdown Value (Last Year)}])}{[Clearance \text{ Markdown Value (Last Year)}]}$
% Change Comp Store Profit vs Last Year	This metric calculates percent variance in comparable store profit over the previous year, by week.	$\frac{[Comp \text{ Store Profit}]}{[Comp \text{ Store Profit (Last Year)}]}$
% Change Comp Store Sales vs Last Year	This metric calculates percent variance in comparable store sales value over the previous year, by week.	$\frac{([Comp \text{ Store Sales Value}] - [Comp \text{ Store Sales Value (Last Year)}])}{[Comp \text{ Store Sales Value (Last Year)}]}$
% Change EOH Retail Value vs Last Year	This metric calculates percentage variance in ending stock on hand value from last year.	$\frac{([EOH \text{ Retail Value}] - [EOH \text{ Retail Value (Last Year)}])}{[EOH \text{ Retail Value (Last Year)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (MTD)}] - [EOH \text{ Retail Value (MTD, Last Year)}])}{[EOH \text{ Retail Value (MTD, Last Year)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (Plan STD)}] - [EOH \text{ Retail Value (Plan STD, Last Year)}])}{[EOH \text{ Retail Value (Plan STD, Last Year)}]}$

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.	$(([\text{EOH Retail Value (YTD)}] - [\text{EOH Retail Value (YTD, Last Year)}]) / [\text{EOH Retail Value (YTD, Last Year)}])$
% 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.	$(([\text{No of Stores with Sales}] - [\text{No of Stores with Sales (Last Year)}]) / [\text{No of Stores with Sales (Last Year)}])$
% Change InStore Markdown Value vs Last Year	This metric calculates percent variance in instore markdown sales between this year and last year.	$(([\text{InStore Markdown Value}] - [\text{InStore Markdown Value (Last Year)}]) / [\text{InStore Markdown Value (Last Year)}])$
% Change InStore Regular Markdown Value vs Last Year	This metric calculates percent variance in instore regular markdown sales between this year and last year.	$(([\text{InStore Regular Markdown Value}] - [\text{InStore Regular Markdown Value (Last Year)}]) / [\text{InStore Regular Markdown Value (Last Year)}])$
% Change Markdown Value vs Last Year	This metric calculates percent variance in net markdown sales between this year and last year.	$(([\text{Markdown Value}] - [\text{Markdown Value (Last Year)}]) / [\text{Markdown Value (Last Year)}])$
% Change Market Sales Units vs Last Week	This metric calculates percent variance in unit market sales over the previous year, by day.	$(([\text{Market Sales Units}] - [\text{Market Sales Units (Last Week)}]) / [\text{Market Sales Units (Last Week)}])$
% Change Market Sales Units vs Last Year	This metric calculates percent variance in unit market sales over the previous year, by week.	$(([\text{Market Sales Units}] - [\text{Market Sales Units (Last Year)}]) / [\text{Market Sales Units (Last Year)}])$
% Change Market Sales Value vs Last Month	This metric calculates percent variance in market sales for this period, over the previous period, by week.	$(([\text{Market Sales Value (Month)}] - [\text{Market Sales Value (Last Month)}]) / [\text{Market Sales Value (Last Month)}])$
% Change Market Sales Value vs Last Week	This metric calculates percent variance in market sales over the previous week, by week.	$(([\text{Market Sales Value}] - [\text{Market Sales Value (Last Week)}]) / [\text{Market Sales Value (Last Week)}])$
% Change Market Sales Value vs Last Year	This metric calculates percent variance in market sales over the previous year, by week.	$(([\text{Market Sales Value}] - [\text{Market Sales Value (Last Year)}]) / [\text{Market Sales Value (Last Year)}])$
% Change No of Sales Transactions vs Last Month	This metric calculates percent variance in number of transactions with sales over the previous period.	$(([\text{No of Sales Transactions}] - [\text{No of Sales Transactions (Last Month)}]) / [\text{No of Sales Transactions (Last Month)}])$

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.	$\frac{(((\text{Avg Profit on Sales} / \text{Avg Space Allocation (Cb)}) - (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Cb)})) / (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Cb)}))}{1}$
% 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.	$\frac{(((\text{Avg Profit on Sales} / \text{Avg Space Allocation (Ln)}) - (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Ln)})) / (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Ln)}))}{1}$
% 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.	$\frac{(((\text{Avg Profit on Sales} / \text{Avg Space Allocation (Sq)}) - (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Sq)})) / (\text{Avg Profit on Sales (Last Year)} / \text{Avg Space Allocation (Last Year) (Sq)}))}{1}$
% Change Profit vs Last Week	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous week.	$((\text{Profit} - [\text{Profit (Last Week)}]) / [\text{Profit (Last Week)}])$
% 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.	$(((\text{Profit (Local)}) - [\text{Profit (Last Week) (Local)}]) / [\text{Profit (Last Week) (Local)}])$
% Change Profit vs Last Year	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the previous year.	$((\text{Profit} - [\text{Profit (Last Year)}]) / [\text{Profit (Last Year)}])$
% 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.	$(((\text{Profit (Local)}) - [\text{Profit (Last Year) (Local)}]) / [\text{Profit (Last Year) (Local)}])$
% Change Promotion Markdown Value vs Last Year	This metric calculates percent variance in promotion markdown sales between this year and last year.	$(((\text{Promotion Markdown Value}) - [\text{Promotion Markdown Value (Last Year)}]) / [\text{Promotion Markdown Value (Last Year)}])$

Metric Name	Metric Description	Metric Expression
% 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	$\frac{([Receipts\ Retail\ Value] - [Receipts\ Retail\ Value\ (Last\ Year)])}{[Receipts\ Retail\ Value\ (Last\ Year)]}$
% Change Regular Markdown Value vs Last Year	This metric calculates percent variance in regular markdown sales between this year and last year.	$\frac{([Regular\ Markdown\ Value] - [Regular\ Markdown\ Value\ (Last\ Year)])}{[Regular\ Markdown\ Value\ (Last\ Year)]}$
% 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.	$\frac{((([Avg\ Sales\ Value] / [Avg\ Space\ Allocation\ (Cb)]) - ([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Cb)]))}{([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Cb)])}$
% 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.	$\frac{((([Avg\ Sales\ Value] / [Avg\ Space\ Allocation\ (Ln)]) - ([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)]))}{([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Ln)])}$
% 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.	$\frac{((([Avg\ Sales\ Value] / [Avg\ Space\ Allocation\ (Sq)]) - ([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Sq)]))}{([Avg\ Sales\ Value\ (Last\ Year)] / [Avg\ Space\ Allocation\ (Last\ Year)\ (Sq)])}$
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	$\frac{([Sales\ Units] - [Sales\ Units\ (Last\ Month)])}{[Sales\ Units\ (Last\ Month)]}$
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	$\frac{([Sales\ Units] - [Sales\ Units\ (Last\ Year)])}{[Sales\ Units\ (Last\ Year)]}$
% 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.	$\frac{((([Sales\ Value\ (Local)] / [No\ of\ Stores\ with\ Sales]) - ([Sales\ Value\ (Last\ Year)\ (Local)] / [No\ of\ Stores\ with\ Sales\ (Last\ Year)]))}{([Sales\ Value\ (Last\ Year)\ (Local)] / [No\ of\ Stores\ with\ Sales\ (Last\ Year)])}$

Metric Name	Metric Description	Metric Expression
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	$\frac{([Sales\ Value] - [Sales\ Value\ (Last\ Month)])}{[Sales\ Value\ (Last\ Month)]}$
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	$\frac{([Sales\ Value] - [Sales\ Value\ (Last\ Week)])}{[Sales\ Value\ (Last\ Week)]}$
% 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.	$\frac{([Sales\ Value\ (Local)] - [Sales\ Value\ (Last\ Week)\ (Local)])}{[Sales\ Value\ (Last\ Week)\ (Local)]}$
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	$\frac{([Sales\ Value] - [Sales\ Value\ (Last\ Year)])}{[Sales\ Value\ (Last\ Year)]}$
% 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.	$\frac{([Sales\ Value\ (Local)] - [Sales\ Value\ (Last\ Year)\ (Local)])}{[Sales\ Value\ (Last\ Year)\ (Local)]}$
% Change Sales Value vs Last Year (MTD)	This metric calculates period-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (MTD)] - [Sales\ Value\ (MTD,\ Last\ Year)])}{[Sales\ Value\ (MTD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (Plan\ STD)] - [Sales\ Value\ (Plan\ STD,\ Last\ Year)])}{[Sales\ Value\ (Plan\ STD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (STD)] - [Sales\ Value\ (STD,\ Last\ Year)])}{[Sales\ Value\ (STD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (YTD)] - [Sales\ Value\ (YTD,\ Last\ Year)])}{[Sales\ Value\ (YTD,\ Last\ Year)]}$
% 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.	$\frac{([Market\ Sales\ Units\ (RMA)] / [Market\ Sales\ Units\ (FDM\ CRMA)] - ([Market\ Sales\ Units\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Units\ (FDM\ CRMA,\ (Last\ Year))])}{([Market\ Sales\ Units\ (RMA,\ (Last\ Year))] / [Market\ Sales\ Units\ (FDM\ CRMA,\ (Last\ Year))])}$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([Market Sales Units (RMA)] / [Market Sales Units (Food CRMA)]) - ([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])}{([Market Sales Units (RMA, (Last Year))] / [Market Sales Units (Food CRMA, (Last Year))])}$
% 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.	$\frac{([Market Sales Value (RMA)] / [Market Sales Value (Food CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])}{([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (Food CRMA, (Last Year))])}$
% 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.	$\frac{([Market Sales Value (RMA)] / [Market Sales Value (FDM CRMA)]) - ([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])}{([Market Sales Value (RMA, (Last Year))] / [Market Sales Value (FDM CRMA, (Last Year))])}$
% Change Stock Turn Value vs Last Year	This metric calculates percent variance in stock turn value from last year.	$\frac{([Stock Turn Value] - [Stock Turn Value (Last Year)])}{[Stock Turn Value (Last Year)]}$
% 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.	$[BOH Retail Value] / [BOH Retail Value (Company)]$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([BOH \text{ Retail Value (Last Year)}]}{([BOH \text{ Retail Value (Company, Last Year)})}$
% 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.	$\frac{([BOH \text{ Retail Value}]}{([BOH \text{ Retail Value (Department)})}$
% 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.	$\frac{([EOH \text{ Retail Value (Last Year)}]}{([EOH \text{ Retail Value (Department, Last Year)})}$
% 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.	$\frac{([BOH \text{ Retail Value}]}{([BOH \text{ Retail Value (Division)})}$
% 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.	$\frac{([BOH \text{ Retail Value (Last Year)}]}{([BOH \text{ Retail Value (Division, Last Year)})}$
% 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.	$\frac{([BOH \text{ Retail Value}]}{([BOH \text{ Retail Value (Group)})}$
% 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.	$\frac{([BOH \text{ Retail Value (Last Year)}]}{([BOH \text{ Retail Value (Group, Last Year)})}$
% 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.	$\frac{([EOH \text{ Clearance Retail Value}]}{([EOH \text{ Retail Value})}$
% Contrib Clearance to Sales Value	This metric calculates percent contribution of clearance sales value to total sales value	$\frac{([Clearance \text{ Sales Value}]}{([Sales \text{ Value})}$



Metric Name	Metric Description	Metric Expression
% 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.	$\frac{[\text{Contract Order Cost Value}]}{[\text{Contract Order Cost Value (Department)}]}$
% Contrib CP BOP Retail Value to Class	This metric calculates a percentage of each currnet plan begining of period stock on hand to it's total class begining of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Class)}]}$
% Contrib CP BOP Retail Value to Company	This metric calculates a percentage of each currnet plan begining of period stock on hand to it's total company begining of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Company)}]}$
% Contrib CP BOP Retail Value to Department	This metric calculates a percentage of each currnet plan begining of period stock on hand to it's total department begining of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Deapartment)}]}$
% Contrib CP BOP Retail Value to Division	This metric calculates a percentage of each currnet plan begining of period stock on hand to it's total division begining of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Division)}]}$
% Contrib CP BOP Retail Value to Group	This metric calculates a percentage of each currnet plan begining of period stock on hand to it's total group begining of period stock on hand.	$\frac{[\text{CP BOP Retail Value}]}{[\text{CP BOP Retail Value (Group)}]}$
% 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.	$\frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Company)}]}$
% 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.	$\frac{[\text{EOH Retail Value (Last Year)}]}{[\text{EOH Retail Value (Company, Last Year)}]}$
% 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.	$\frac{[\text{EOH Retail Value}]}{[\text{EOH Retail Value (Department)}]}$



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.	$\frac{([BOH \text{ Retail Value (Last Year)}] / [BOH \text{ Retail Value (Department, Last Year)}])}{1}$
% 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.	$([EOH \text{ Retail Value}] / [EOH \text{ Retail Value (Division)}])$
% 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.	$\frac{([EOH \text{ Retail Value (Last Year)}] / [EOH \text{ Retail Value (Division, Last Year)}])}{1}$
% 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.	$([EOH \text{ Retail Value}] / [EOH \text{ Retail Value (Group)}])$
% 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.	$\frac{([EOH \text{ Retail Value (Last Year)}] / [EOH \text{ Retail Value (Group, Last Year)}])}{1}$
% Contrib Hourly No of Transaction to Total Day (MF)	This metric calculates percent contribution of the number of transactions processed hourly to the total number of daily transactions processed during the time period selected (MF), at the location level.	$([No \text{ of Total Transactions}] / [No \text{ of Total Transactions (Loc, Day) (MF)}])$
% 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.	$([LP \text{ Transaction Sales Value}] / [LP \text{ Transaction Sales Value (Cashier)}])$
% 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.	$([No \text{ of LP Transactions}] / [No \text{ of LP Transactions (All Cashiers)}])$

Metric Name	Metric Description	Metric Expression
% 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.	$([\text{No of LP Transactions}] / [\text{No of LP Transactions (All Reason Type)}])$
% Contrib Markdown Value to Company	This metric calculates the percent contribution of markdowns to total company markdowns.	$([\text{Markdown Value}] / [\text{Markdown Value (Company)}])$
% Contrib Market Sales Value to Mkt Catg	This metric calculates the contribution of market sales to the whole category's market sales.	$([\text{Market Sales Value}] / [\text{Market Sales Value (Mkt Department)}])$
% Contrib Net Sales Value to OP Sales Value	This metric calculates the % contribution of actual sales to original plan sales.	$([\text{Sales Value}] / [\text{OP Sales Value}])$
% 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 .	$([\text{Sales Value}] / [\text{Sales Value (All Cashier)}])$
% 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).	$([\text{No of Sales Transactions (Last Week)}] / [\text{No of SalesTransactions (Loc, Last Week) (MF)}])$
% 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).	$([\text{No of Sales Transactions (Last Year)}] / [\text{No of SalesTransactions (Loc, Last Year) (MF)}])$
% 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).	$([\text{No of Sales Transactions}] / [\text{No of SalesTransactions (Location) (MF)}])$

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.	$([\text{No of Sales Transactions}] / [\text{No of Sales Transactions (Last Week)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Class)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Company)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Department)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Division)}])$
% 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.	$([\text{OP Sales Value}] / [\text{OP Sales Value (Group)}])$
% Contrib Profit to Area	This metric calculates percent contribution of profit to total area profit.	$(\text{Profit} / [\text{Profit (Area)}])$
% 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.	$([\text{Profit (Last Year)}] / [\text{Profit (Department, Last Year) MF}])$
% Contrib Profit to Chain	This metric calculates percent contribution of profit to total chain profit.	$(\text{Profit} / [\text{Profit (Chain)}])$
% Contrib Profit to Company	This metric calculates percent contribution of profit to total company profit.	$(\text{Profit} / [\text{Profit (Company)}])$
% Contrib Profit to Company (Last Year)	The metric calculates percent contribution of last year profit to last year's overall company profit, by week.	$([\text{Profit (Last Year)}] / [\text{Profit (Company, Last Year)}])$

Metric Name	Metric Description	Metric Expression
% 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 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])

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 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).	$([Sales\ Units\ (Last\ Year)] / [Sales\ Units\ (Loc,\ Last\ Year)\ (MF)])$
% 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.	$([Sales\ Value] / [Sales\ Value\ (Chain)])$

Metric Name	Metric Description	Metric Expression
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	$([\text{Sales Value}] / [\text{Sales Value (Class)}])$
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Class, Last Year)}])$
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	$([\text{Sales Value}] / [\text{Sales Value (Company)}])$
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Company, (Last Year))}])$
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department)}])$
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year)}])$
% Contrib Sales Value to Department (Last Year) (MF)	This metric calculates percent contribution of sales to total department sales for last year, by day.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year) (MF)}])$
% Contrib Sales Value to Department (Local)	This metric calculates percent contribution to total department sales, displayed in the store's local currency.	$([\text{Sales Value (Local)}] / [\text{Sales Value (Department) (Local)}])$
% Contrib Sales Value to Department (MF)	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department) (MF)}])$
% Contrib Sales Value to District	This metric calculates percent contribution of sales value to total sales value at the district level.	$([\text{Sales Value}] / [\text{Sales Value (District)}])$
% Contrib Sales Value to Division	This metric calculates percent contribution of sales to total division sales.	$([\text{Sales Value}] / [\text{Sales Value (Division)}])$
% Contrib Sales Value to Division (Last Year)	This metric calculates percent contribution of sales to total division sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Division, (Last Year))}])$

Metric Name	Metric Description	Metric Expression
% 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).	$([Sales\ Value\ (Last\ Week)] / [Sales\ Value\ (Loc,\ Last\ Week)\ (MF)])$

Metric Name	Metric Description	Metric Expression
% 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 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.	$([Promotion\ Markdown\ Value] / [Sales\ Value])$



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.	$\frac{[\text{Regular Markdown Value}]}{[\text{Sales Value}]}$
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	$\frac{[\text{Sales Value (Last Year)}]}{[\text{Sales Value (Chain, (Last Year))}]}$
% 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.	$\frac{[\text{CP Gross Margin Value (MTD)}]}{[\text{CP Sales Value (MTD)}]}$
% 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.	$\frac{[\text{CP Gross Margin Value (Plan STD)}]}{[\text{CP Sales Value (Plan STD)}]}$
% 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 year-to-date current plan sales value.	$\frac{[\text{CP Gross Margin Value (YTD)}]}{[\text{CP Sales Value (YTD)}]}$
% 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.	$\frac{([\text{CP Receipts Retail Value}] - [\text{CP Receipts Cost Value}])}{[\text{CP Receipts Retail Value}]}$
% 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.	$\frac{([\text{CP Receipts Retail Value (MTD)}] - [\text{CP Receipts Cost Value (MTD)}])}{[\text{CP Receipts Retail Value (MTD)}]}$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([CP \text{ Receipts Retail Value (PlanSTD)}] - [CP \text{ Receipts Cost Value (PlanSTD)}])}{[CP \text{ Receipts Retail Value (PlanSTD)}]}$
% 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.	$\frac{([CP \text{ Receipts Retail Value (YTD)}] - [CP \text{ Receipts Cost Value (YTD)}])}{[CP \text{ Receipts Retail Value (YTD)}]}$
% 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.	$\frac{[CP \text{ Markdown Value (MTD)}]}{[CP \text{ Sales Value (MTD)}]}$
% 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.	$\frac{[CP \text{ Markdown Value (Plan STD)}]}{[CP \text{ Sales Value (Plan STD)}]}$
% CP Markdown (YTD)	This metric calculates the year-to-date current plan total markdown percent, as year-to-date current plan total markdown sales divided by year-to-date current plan sales value.	$\frac{[CP \text{ Markdown Value (YTD)}]}{[CP \text{ Sales Value (YTD)}]}$
% Early Deliveries	This metric calculates the percent of deliveries that arrived early.	$\frac{[No \text{ of Early Deliveries}]}{([No \text{ of On Time Deliveries}] + [No \text{ of Early Deliveries}] + [No \text{ of Late Deliveries}])}$
% Gross Margin	This Metric calculates the gross margin percent by week, as gross margin value by week divided by sales value by week	$\frac{[Gross \text{ Margin Value}]}{[Sales \text{ Value}]}$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{[\text{Gross Margin Value (Last Year)}]}{[\text{Sales Value (Last Year)}]}$
% 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.	$\frac{[\text{Gross Margin Value (MTD)}]}{[\text{Sales Value (MTD)}]}$
% 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.	$\frac{[\text{Gross Margin Value (MTD, Last Year)}]}{[\text{Sales Value (MTD, Last Year)}]}$
% 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.	$\frac{[\text{Gross Margin Value (Plan STD)}]}{[\text{Sales Value (Plan STD)}]}$
% 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.	$\frac{[\text{Gross Margin Value (Plan STD, Last Year)}]}{[\text{Sales Value (Plan STD, Last Year)}]}$
% 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.	$\frac{[\text{Gross Margin Value (YTD)}]}{[\text{Sales Value (YTD)}]}$
% 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.	$\frac{[\text{Gross Margin Value (YTD, Last Year)}]}{[\text{Sales Value (YTD, Last Year)}]}$
% 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.	$\frac{([\text{Receipts Retail Value}] - [\text{Receipts Cost Value}])}{[\text{Receipts Retail Value}]}$

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.	$\frac{([Receipts\ Retail\ Value\ (Last\ Year)] - [Receipts\ Cost\ Value\ (Last\ Year)])}{[Receipts\ Retail\ Value\ (Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (MTD)] - [Receipts\ Cost\ Value\ (MTD)])}{[Receipts\ Retail\ Value\ (MTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (MTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (MTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (MTD,\ Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (PlanSTD)] - [Receipts\ Cost\ Value\ (PlanSTD)])}{[Receipts\ Retail\ Value\ (PlanSTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (PlanSTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (PlanSTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (PlanSTD,\ Last\ Year)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (YTD)] - [Receipts\ Cost\ Value\ (YTD)])}{[Receipts\ Retail\ Value\ (YTD)]}$
% 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.	$\frac{([Receipts\ Retail\ Value\ (YTD,\ Last\ Year)] - [Receipts\ Cost\ Value\ (YTD,\ Last\ Year)])}{[Receipts\ Retail\ Value\ (YTD,\ Last\ Year)]}$
% Late Deliveries	This metric calculates the percent of deliveries that arrived late.	$([No\ of\ Late\ Deliveries]) / (([No\ of\ On\ Time\ Deliveries] + [No\ of\ Early\ Deliveries]) + [No\ of\ Late\ Deliveries])$

Metric Name	Metric Description	Metric Expression
% 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.	$([Linear Distance (Last Year)] / [Total Linear Distance (Last Year)])$
% 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 period-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 period-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.	$([Markdown Value (YTD)] / [Sales Value (YTD)])$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([\text{Markdown Value (YTD, Last Year)}] - [\text{Sales Value (YTD, Last Year)}])}{[\text{Sales Value (YTD, Last Year)}]}$
% 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.	$\frac{([[\text{Market Event Sales Value}] - [\text{Market Normalized Sales Value}]]}{[\text{Market Normalized Sales Value}]}$
% Market Promotion Discount	This metric calculates the percent of promotion discount for market sales, based on market's total and promotion sales and quantity.	$\frac{([([\text{Market Sales Value}] - [\text{Market Promotion Sales Value}]) / ([\text{Market Sales Units}] - [\text{Market Promotion Sales Units}])) - ([\text{Market Promotion Sales Value}] / [\text{Market Promotion Sales Units}])}{([([\text{Market Sales Value}] - [\text{Market Promotion Sales Value}]) / ([\text{Market Sales Units}] - [\text{Market Promotion Sales Units}]))}$
% Market Promotion Sales Value	This metric calculates percent contribution of promotion market sales to total market sales.	$\frac{[\text{Market Promotion Sales Value}]}{[\text{Market Sales Value}]}$
% Mismatched Deliveries	This metric calculates the percent of mismatched deliveries, where quantity was received for items not ordered.	$\frac{[\text{No of Mismatched Deliveries}]}{[\text{No of Deliveries}]}$
% 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.	$\frac{[\text{No of Missed Deliveries}]}{[\text{No of Expected Deliveries}]}$
% Missed Shipment Deliveries	This metric calculates the percent of expected deliveries due to missed shipments.	$\frac{[\text{No of Missed Shipment Deliveries}]}{[\text{No of Expected Deliveries}]}$
% of Credit Cards Manually Entered	This metric calculates percent of credit card transactions that were manually entered.	$\frac{[\text{No of Credit Cards Manually Entered}]}{([\text{No of Credit Cards Manually Entered}] + [\text{No of Credit Cards Scanned}])}$
% of Credit Cards Scanned	This metric calculates percent of credit cards transactions that were scanned.	$\frac{[\text{No of Credit Cards Scanned}]}{([\text{No of Credit Cards Manually Entered}] + [\text{No of Credit Cards Scanned}])}$

Metric Name	Metric Description	Metric Expression
% of Days Out of Stock	This metric calculates the percentage of days an item is out of stock out of the total days selected.	$([\text{No of Days Out of Stock}] / [\text{No of Days}])$
% 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.	$([\text{No of Days Out of Stock}] / [\text{No of Days (Month)}])$
% 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.	$([\text{No of Days with Zero Sales (SOH<=0)}] / [\text{No of Days}])$
% 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.	$([\text{No of Days with Zero Sales (SOH>0)}] / [\text{No of Days}])$
% of Items Manually Entered	This metric calculates percent of Items that were manually entered.	$([\text{No of Items Manually Entered}] / ([\text{No of Items Scanned}] + [\text{No of Items Manually Entered}])))$
% of Items Scanned	This metric calculates percent of Items that were scanned.	$([\text{No of Items Scanned}] / ([\text{No of Items Scanned}] + [\text{No of Items Manually Entered}])))$
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	$([\text{No of Items with Promotion Sales}] / [\text{No of Items with Sales (Time Calendar) (MO)}])$
% 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.	$([\text{No of Items with Sales (Department) (MO)}] / [\text{No of Mkt Items with Sales (Mkt Catg)}])$
% 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.	$([\text{No of Items with Sales (Mkt Department)}] / [\text{No of Mkt Items with Sales (Mkt Catg)}])$
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	$([\text{No of Stores with Promotion Sales}] / [\text{No of Stores with Sales (Time Calendar) (MO)}])$
% OP Cumulative Markup	This metric calculates the original plan cumulative markup percent.	$[\text{OP Cumulative Markup Amount}]$

Metric Name	Metric Description	Metric Expression
% OP Gross Margin	This Metric calculates the current plan gross margin percent, as current plan gross margin value divided by original plan sales value.	$([OP \text{ Gross Margin Value}] / [OP \text{ Sales Value}])$
% 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.	$([OP \text{ Gross Margin Value (MTD)}] / [OP \text{ Sales Value (MTD)}])$
% OP Gross Margin (Plan STD)	This Metric calculates the plan season-to-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.	$([OP \text{ Gross Margin Value (Plan STD)}] / [OP \text{ Sales Value (Plan STD)}])$
% 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.	$([OP \text{ Gross Margin Value (YTD)}] / [OP \text{ Sales Value (YTD)}])$
% 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.	$(((OP \text{ Receipts Retail Value}] - [OP \text{ Receipts Cost Value}] / [OP \text{ Receipts Retail Value}])$
% 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.	$(((OP \text{ Receipts Retail Value (MTD)}] - [OP \text{ Receipts Cost Value (MTD)}] / [OP \text{ Receipts Retail Value (MTD)}])$
% 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.	$(((OP \text{ Receipts Retail Value (PlanSTD)}] - [OP \text{ Receipts Cost Value (PlanSTD)}] / [OP \text{ Receipts Retail Value (PlanSTD)}])$



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.	$\frac{([OP \text{ Receipts Retail Value (YTD)}] - [OP \text{ Receipts Cost Value (YTD)}])}{[OP \text{ Receipts Retail Value (YTD)}]}$
% OP Markdown	This metric calculates the original plan markdown percent, as the original plan markdown value divided by the original plan sales value.	$[OP \text{ Markdown Value}] / [OP \text{ Sales Value}]$
% 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.	$[OP \text{ Markdown Value (MTD)}] / [OP \text{ Sales Value (MTD)}]$
% 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.	$[OP \text{ Markdown Value (Plan STD)}] / [OP \text{ Sales Value (Plan STD)}]$
% OP Markdown (YTD)	This metric calculates the year-to-date original plan total markdown percent, as year-to-date original plan markdown divided by year-to-date original plan sales value.	$[OP \text{ Markdown Value (YTD)}] / [OP \text{ Sales Value (YTD)}]$
% ASN Over Deliveries	This metric calculates the percent of deliveries where quantity of items received was more than expected.	$[No \text{ of ASN Over Deliveries}] / [No \text{ of Deliveries}]$
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$Profit / [Sales \text{ Value}]$
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$[Profit \text{ (Item) (MF)}] / [Sales \text{ Value (Item) (MF)}]$

Metric Name	Metric Description	Metric Expression
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	$([\text{Profit (Last Week)}] / [\text{Sales Value (Last Week)}])$
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	$([\text{Profit (Last Year)}] / [\text{Sales Value (Last Year)}])$
% 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.	$([\text{Profit (Local)}] / [\text{Sales Value (Local)}])$
% 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.	$([\text{Profit (MTD)}] / [\text{Sales Value (MTD)}])$
% 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.	$([\text{Profit (WTD)}] / [\text{Sales Value (WTD)}])$
% 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.	$([\text{Profit (YTD)}] / [\text{Sales Value (YTD)}])$
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	$([\text{Promotion Profit Value}] / [\text{Promotion Sales Value}])$
% Promotion Discount	This metric calculates percent discount on promotion items.	$(([\text{Avg Non Promotion Retail Value}] - [\text{Avg Promotion Retail Value}]) / [\text{Avg Non Promotion Retail Value}])$
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	$([\text{Promotion Sales Value}] / [\text{Sales Value}])$
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	$([\text{Return Units}] / [\text{Sales Units}])$

Metric Name	Metric Description	Metric Expression
% 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.	$([Sales\ Units] / ([EOH\ Units] + [Sales\ Units]))$

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.	$([RTV\ Units] / [Receipt\ Units])$
% ASN Under Deliveries	This metric calculates the percent of deliveries where quantity of items received was less than expected.	$([No\ of\ ASN\ Under\ Deliveries] / [No\ of\ Deliveries])$
% 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 begining 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 begining 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 years 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.	$(([EOH\ Retail\ Value\ (MTD)] - [CP\ EOP\ Retail\ Value\ (MTD)]) / [CP\ EOP\ Retail\ Value\ (MTD)])$

Metric Name	Metric Description	Metric Expression
% 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.	$\frac{([EOH \text{ Retail Value (Plan STD)}] - [CP \text{ EOP Retail Value (Plan STD)}])}{[CP \text{ EOP Retail Value (Plan STD)}]}$
% 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.	$\frac{([EOH \text{ Retail Value (YTD)}] - [CP \text{ EOP Retail Value (YTD)}])}{[CP \text{ EOP Retail Value (YTD)}]}$
% Variance EOH Retail Value vs OP	This metric calculates percentage variance in ending stock on hand value versus original plan.	$\frac{([EOH \text{ Retail Value}] - [OP \text{ EOP Retail Value}])}{[OP \text{ EOP Retail Value}]}$
% Variance Markdown Value vs CP	This metric calculates percent variance between actual net markdown sales and planned net markdown sales.	$\frac{([Markdown \text{ Value}] - [CP \text{ Markdown Value}])}{[CP \text{ Markdown Value}]}$
% Variance Net Sales Value vs CP	This metric calculates the percentage increase or decrease in sales value over current plan sales value.	$\frac{([Sales \text{ Value}] - [CP \text{ Sales Value}])}{[CP \text{ Sales Value}]}$
% 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.	$\frac{([Sales \text{ Value (MTD)}] - [CP \text{ Sales Value (MTD)}])}{[CP \text{ Sales Value (MTD)}]}$
% 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.	$\frac{([Sales \text{ Value (Plan STD)}] - [CP \text{ Sales Value (Plan STD)}])}{[CP \text{ Sales Value (Plan STD)}]}$
% 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.	$\frac{([Sales \text{ Value (YTD)}] - [CP \text{ Sales Value (YTD)}])}{[CP \text{ Sales Value (YTD)}]}$
% Variance Net Sales Value vs OP	This metric calculates the percentage increase or decrease in sales value over original plan sales value.	$\frac{([Sales \text{ Value}] - [OP \text{ Sales Value}])}{[OP \text{ Sales Value}]}$
% 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.	$\frac{([Sales \text{ Value (MTD)}] - [OP \text{ Sales Value (MTD)}])}{[OP \text{ Sales Value (MTD)}]}$
% 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.	$\frac{([Sales \text{ Value (Plan STD)}] - [OP \text{ Sales Value (Plan STD)}])}{[OP \text{ Sales Value (Plan STD)}]}$

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.	$(([\text{Sales Value (YTD)}] - [\text{OP Sales Value (YTD)}]) / [\text{OP Sales Value (YTD)}])$
% 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 years ending inventory value.	$(([\text{OP EOP Retail Value}] - [\text{EOH Retail Value (Last Year)}]) / [\text{EOH Retail Value (Last Year)}])$
% 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.	$(([\text{OP Gross Margin Value}] - [\text{OP Gross Margin Value (Last Year)}]) / [\text{OP Gross Margin Value (Last Year)}])$
% 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.	$(([\text{OP Markdown Value}] - [\text{OP Markdown Value (Last Year)}]) / [\text{OP Markdown Value (Last Year)}])$
% 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.	$(([\text{OP Sales Value}] - [\text{Sales Value (Last Year)}]) / [\text{Sales Value (Last Year)}])$
% Variance Profit vs CP	This metric calculates percent variance in profit earned on sales, including profit lost on returns, over the current plan profit.	$(([\text{Profit}] - [\text{CP Profit}]) / [\text{CP Profit}])$
% Variance Promotion Markdown Value vs CP	This metric calculates percent variance in promotion markdown sales compared to plan.	$(([\text{Promotion Markdown Value}] - [\text{CP Promotion Markdown Value}]) / [\text{CP Promotion Markdown Value}])$
% 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.	$((([\text{Promotion Sales Value}] / [\text{Promotion Sales Units}] - [\text{Avg Competitor Promotion Price}]) / [\text{Avg Competitor Promotion Price}])$
% Variance Receipts Units vs CP	This metric calculates percent variance unit quantity versus plan unit quantity of received items.	$(([\text{Receipts Units}] - [\text{CP Receipts Units}]) / [\text{CP Receipts Units}])$
% Variance Receipts Value vs CP	This metric calculates percent variance retail value versus plan retail value of received items.	$(([\text{Receipts Retail Value}] - [\text{CP Receipts Retail Value}]) / [\text{CP Receipts Retail Value}])$

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.	$\frac{([Receipts\ Retail\ Value] - [OP\ Receipts\ Retail\ Value])}{[OP\ Receipts\ Retail\ Value]}$
% Variance Regular Markdown Value vs CP	This metric calculates percent variance in regular markdown sales versus plan.	$\frac{([Regular\ Markdown\ Value] - [CP\ Regular\ Markdown\ Value])}{[CP\ Regular\ Markdown\ Value]}$
% 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.	$\frac{([Regular\ Sales\ Value] / [Regular\ Sales\ Units]) - [Avg\ Competitor\ Regular\ Price]}{[Avg\ Competitor\ Regular\ Price]}$
% Variance Stock Turn Value vs CP	This metric calculates percent variance stock turn versus plan stock turn.	$\frac{([Stock\ Turn\ Value] - [CP\ Stock\ Turn\ Value])}{[CP\ Stock\ Turn\ Value]}$
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([Sales\ Value\ (Period)] - [Profit\ (Period)])}{[No\ of\ Weeks\ (Period)]}$
Avg COGS per Week (Post Period)	This metric calculates weekly average value of cost of goods sold during a post period.	$\frac{([Sales\ Value\ (Post\ Period)] - [Profit\ (Post\ Period)])}{[No\ of\ Weeks\ (Post\ Period)]}$
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	$\frac{([Sales\ Value\ (Prior\ Period)] - [Profit\ (Prior\ Period)])}{[No\ of\ Weeks\ (Prior\ Period)]}$
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 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])
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]

Metric Name	Metric Description	Metric Expression
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.	$(([\text{Sales Value}] - [\text{Return Value}]) / ([\text{Sales Units}] - [\text{Return Units}]))$
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).	$([\text{No of Sales Transactions (Cashier) (MF)}] / [\text{No of Days Worked (Cashier) (MF)}])$
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).	$([\text{No of Sales Transactions (Salesperson) (MF)}] / [\text{No of Days Worked (Salesperson) (MF)}])$
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	$(([\text{Sales Value}] - [\text{Promotion Sales Value}]) / ([\text{Sales Units}] - [\text{Promotion Sales Units}]))$
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.	$(\text{Profit} / [\text{No of Months}])$
Avg Profit per Space Allocation (Cb)	This metric calculates average profit earned on sales generated per average cubic unit of allocated space.	$([\text{Avg Profit on Sales}] / [\text{Avg Space Allocation (Cb)}])$

Metric Name	Metric Description	Metric Expression
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.	$\frac{([\text{Avg Profit on Sales (Last Year)}]}{[\text{Avg Space Allocation (Last Year) (Cb)}]}$
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.	$\frac{([\text{Avg Profit on Sales (Last Year)}]}{[\text{Avg Space Allocation (Last Year) (Ln)}]}$
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.	$\frac{([\text{Avg Profit on Sales (Last Year)}]}{[\text{Avg Space Allocation (Last Year) (Sq)}]}$
Avg Profit per Space Allocation (Ln)	This metric calculates average profit earned on sales generated per average linear unit of allocated space.	$\frac{([\text{Avg Profit on Sales}]}{[\text{Avg Space Allocation (Ln)}]}$
Avg Profit per Space Allocation (Sq)	This metric calculates average profit earned on sales generated per average square units of allocated space.	$\frac{([\text{Avg Profit on Sales}]}{[\text{Avg Space Allocation (Sq)}]}$
Avg Profit per Store	This metric calculates average profit per store based on total profit and the number of stores with sales.	$(\text{Profit} / [\text{No of Stores with Sales}])$
Avg Profit per Store (Last Year)	This metric calculates average profit per store for last year, by week.	$\frac{([\text{Profit (Last Year)}]}{[\text{No of Stores with Sales (Last Year)}]}$
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.	$\frac{([\text{Profit (Last Year) (Local)}]}{[\text{No of Stores with Sales (Last Year)}]}$
Avg Profit per Transaction	This metric calculates average profit per transaction based on total profit and the number of transactions with sales.	$(\text{Profit} / [\text{No of Sales Transactions}])$
Avg Profit per Week (Period)	This metric calculates average weekly profit, including profit lost on returns, for a period.	$\frac{([\text{Profit (Period)}]}{[\text{No of Weeks (Period)}]}$
Avg Profit per Week (Post Period)	This metric calculates average weekly profit, including profit lost on returns, for the post period.	$\frac{([\text{Profit (Post Period)}]}{[\text{No of Weeks (Post Period)}]}$

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.	$([\text{Profit (Prior Period)}] / [\text{No of Weeks (Prior Period)}])$
Avg Promotion Retail Value	This metric calculates average price of an item on promotion based on total promotion sales and unit quantity sold.	$([\text{Promotion Sales Value}] / [\text{Promotion Sales Units}])$
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.	$([\text{Promotion Sales Value (Local)}] / [\text{Sales Units}])$
Avg Regular Retail Value	This metric calculates average regular retail value for an item based on total regular sales and unit quantity sold.	$([\text{Regular Sales Value}] / [\text{Regular Sales Units}])$
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.	$([\text{Regular Sales Value (Local)}] / [\text{Sales Units}])$
Avg Regular Sales Units (Period Day)	This metric calculates average units of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Units (Period Day) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Units (Period Week)	This metric calculates average units of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Units (Period Week) (Dynamic)	This metric calculates average units of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Quantity}]$
Avg Regular Sales Value (Period Day)	This metric calculates average value of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Amount}]$
Avg Regular Sales Value (Period Day) (Dynamic)	This metric calculates average value of regular sales for an evaluation period in days.	$[\text{Avg Gross Sales Amount}]$
Avg Regular Sales Value (Period Week)	This metric calculates average value of regular sales for an evaluation period in weeks.	$[\text{Avg Gross Sales Amount}]$

Metric Name	Metric Description	Metric Expression
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 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 a an item.	[Avg Unit Retail Amount]
Avg Retail Price (WTD)	This metric calculates week to date average retail price for a 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 a an item, by week.	[(Sales Value (MTD)) / (Sales Units (MTD))]
Avg Retail Value (WTD)	This metric calculates period to date average retail value for a 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))]

Metric Name	Metric Description	Metric Expression
Avg Sales per Space Allocation (Cb)	This metric calculates average sales generated per average cubic unit of allocated space.	$([\text{Avg Sales Value}] / [\text{Avg Cubic Amount}])$
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.	$([\text{Avg Sales Value (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Cb)}])$
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.	$([\text{Avg Sales Value (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Ln)}])$
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.	$([\text{Avg Sales Value (Last Year)}] / [\text{Avg Space Allocation (Last Year) (Sq)}])$
Avg Sales per Space Allocation (Ln)	This metric calculates average sales generated per average linear unit of allocated space.	$([\text{Avg Sales Value}] / [\text{Avg Space Allocation (Ln)}])$
Avg Sales per Space Allocation (Sq)	This metric calculates average sales generated per average square unit of allocated space.	$([\text{Avg Sales Value}] / [\text{Avg Space Allocation (Sq)}])$
Avg Sales Units per Transaction	This metric calculates average sales units per transaction based on total sales units and the number of sales transactions.	$([\text{Sales Units}] / [\text{No of Sales Transactions}])$
Avg Sales Value	This metric calculates average sales value. The amount does not include returns but is inclusive of VAT.	$[\text{Avg Sales Amount}]$
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.	$[\text{Avg Gross Sales Amount}]$
Avg Sales Value per Month	This metric calculates sales over the number of periods in the time period selected.	$([\text{Sales Value}] / [\text{No of Months}])$
Avg Sales Value per Store	This metric calculates average sales per store based on total sales and the number of stores with sales.	$([\text{Sales Value}] / [\text{No of Stores with Sales}])$

Metric Name	Metric Description	Metric Expression
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.	$(([\text{BOH Cost Value}] + [\text{EOH Cost Value (SUM)}]) / ([\text{No of Weeks with Stock}] + 1))$
Avg Stock Cost Value (Last Year)	This metric calculates the average stock cost value, for last year.	$(([\text{BOH Cost Value (Last Year)}] + [\text{EOH Cost Value (SUM) (Last Year)}]) / ([\text{No of Weeks with Stock (Last Year)}] + 1))$
Avg Stock Retail Value	This metric calculates the average stock retail value.	$(([\text{BOH Retail Value}] + [\text{EOH Retail Value (SUM)}]) / ([\text{No of Weeks with Stock}] + 1))$
Avg Stock Retail Value (Last Year)	This metric calculates the average last year stock retail value.	$(([\text{BOH Retail Value (Last Year)}] + [\text{EOH Retail Value (SUM) (Last Year)}]) / ([\text{No of Weeks with Stock (Last Year)}] + 1))$
BOC Total Units	This metric calculates total unit balance of contract.	$([\text{Contract Quantity}] - [\text{Contract Order Quantity}])$
BOC Total Value	This metric calculates the base selling value of balance of contract	$(([\text{Contract Quantity}] - [\text{Contract Order Quantity}]) * [\text{Avg Contract Cost Value}])$
BOH Cost Value	This metric calculates the cost value of the stock on hand at the begining of the time period selected.	$[\text{Stock On Hand Cost Amount}]$
BOH Cost Value (Last Year)	This metric calculates cost value for stock on hand at the beginning of the selected period, for last year.	$[\text{Stock On Hand Cost Amount}]$
BOH Retail Value	This metric calculates the retail value of the stock on hand at the begining of the time period selected.	$[\text{Stock On Hand Retail Amount}]$
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.	$[\text{Stock On Hand Retail Amount}]$



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]

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.	$([BOH \text{ Retail Value}] / ([Sales \text{ Value}] / [No \text{ of Weeks with Sales}]))$
BOH Weeks of Supply (Last Year)	This metric calculates the ratio of beginning inventory value to sales value on weekly basis, for last year.	$([BOH \text{ Retail Value (Last Year)}] / ([Sales \text{ Value (Last Year)}] / [No \text{ of Weeks with Sales (Last Year)}]))$

Metric Name	Metric Description	Metric Expression
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 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]

Metric Name	Metric Description	Metric Expression
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.	$[(\text{Contract Cost Value}) / (\text{Contract Quantity})]$
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.	$[(\text{Contract Order Cost Value}) / (\text{Contract Order Quantity})]$
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.	$(([\text{No of Total Transactions}] / [\text{Store Traffic}]) * 100)$
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.	$([\text{Sales Value}] - \text{Profit})$
Cost of Goods Sold (Last Year)	This metric calculates the cost of goods sold for last year, by week	$([\text{Sales Value (Last Year)}] - [\text{Profit (Last Year)}])$

Metric Name	Metric Description	Metric Expression
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.	$([\text{Sales Value (Period)}] - [\text{Profit (Period)}])$
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.	$([\text{Sales Value (Post Period)}] - [\text{Profit (Post Period)}])$
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.	$([\text{Sales Value (Prior Period)}] - [\text{Profit (Prior Period)}])$
CP Avg Profit per Space Allocation (Cb)	This metric calculates current plan average profit, per cubic unit of space allocated to an item.	$([\text{CP Profit}] / [\text{Avg Space Allocation (Cb)}])$
CP Avg Profit per Space Allocation (Ln)	This metric calculates current plan average profit, per linear unit of space allocated to an item	$([\text{CP Profit}] / [\text{Avg Space Allocation (Ln)}])$
CP Avg Profit per Space Allocation (Sq)	This metric calculates current plan average profit, per square unit of space allocated to an item.	$([\text{CP Profit}] / [\text{Avg Space Allocation (Sq)}])$
CP Avg Stock Cost Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$(([\text{CP BOP Cost Value}] + [\text{CP EOP Cost Value (SUM)}]) / ([\text{No of Weeks with CP Stock}] + 1))$
CP Avg Stock Retail Value	This metric calculates the average current plan stock value. Data available at the week/subclass level and higher.	$(([\text{CP BOP Retail Value}] + [\text{CP EOP Retail Value (SUM)}]) / ([\text{No of Weeks with CP Stock}] + 1))$
CP BOP Cost Value	This metric calculates the cost value of plan stock on hand at the beginning of the time period selected.	$[\text{CP BOP Cost Amount}]$
CP BOP Retail Value	This metric calculates the selling value of plan stock on hand at the beginning of the time period selected.	$[\text{CP BOP Retail Amount}]$

Metric Name	Metric Description	Metric Expression
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.	$([CP \text{ Gross Margin Value}] / [CP \text{ Avg Stock Cost Value}])$
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]



Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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 retruned 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 retruns.	[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 retruns.	[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 retruns.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[CP Sales Amount]

Metric Name	Metric Description	Metric Expression
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 retruns.	[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 retruns.	[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	This 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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{[\text{No of On Target Deliveries}]}{[\text{No of Deliveries}]}$
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.	$\frac{[\text{No of On Target Deliveries (Last Year)}]}{[\text{No of Deliveries (Last Year)}]}$
Delivery Accuracy Rating Variance	This metric calculates variance in the supplier Delivery Accuracy Rating over the previous year.	$\frac{([\text{Delivery Accuracy Rating}] - [\text{Delivery Accuracy Rating (Last Year)}])}{[\text{Delivery Accuracy Rating (Last Year)}]}$
Department Share Variance	This metric calculates the variance between the market share for a department and the market share for all department when compared all departments when compared across the same market levels. This metric is provided in primary currency.	$([\text{RMA to FDM CRMA Total Market Share}] - [\text{Market Share for Department RMA to FDM CRMA}])$
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.	$([\text{RMA to FDM CRMA Total Market Share (Local)}] - [\text{Market Share for Department RMA to FDM CRMA (Local)}])$
Employee Discount Amount	This metric calculates the employee discount amount.	$[\text{Employee Discount Gross Sales Amount}]$
EOH Clearance Retail Value	This metric calculates the clearance retail value of the stock on hand at the end of the time period selected.	$[\text{Stock On Hand Retail Amount}]$
EOH Cost Value	This metric calculates the cost value of the stock on hand at the end of the time period selected.	$[\text{Stock On Hand Cost Amount}]$

Metric Name	Metric Description	Metric Expression
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]
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]



Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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])
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([Profit (Period)] / [No of Weeks (Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)])}{[No of Weeks (Post Period)]} + \frac{([Profit (Post Period)] / [No of Weeks (Post Period)]) - ([Profit (Prior Period)] / [No of Weeks (Prior Period)])}{[No of Weeks (Post Period)]}$
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	$\frac{([Sales Value (Period)] / [No of Weeks (Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])}{[No of Weeks (Post Period)]} + \frac{([Sales Value (Post Period)] / [No of Weeks (Post Period)]) - ([Sales Value (Prior Period)] / [No of Weeks (Prior Period)])}{[No of Weeks (Post Period)]}$
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]

Metric Name	Metric Description	Metric Expression
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]
InStore Regular Markdown Value (Last Year)	This metric calculates instore regular markdown sales for last year.	[InStore Markdown Amount]



Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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)]

Metric Name	Metric Description	Metric Expression
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.	$([\text{Market Event Sales Value}] - [\text{Market Normalized Sales Value}])$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([\text{Market Sales Value (Mkt Catg, RMA)}])}{([\text{Market Sales Value (Mkt Catg, FDM CRMA)}])}$
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.	$\frac{([\text{Market Sales Value (Mkt Catg, RMA)}](\text{Local})}{([\text{Market Sales Value (Mkt Catg, FDM CRMA)}](\text{Local}))}$
Markup Value	This metric calculates a increase in list price by totaling regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (Last Year)	This metric calculates a increase in list price last year by totaling their regular, promotion and clearance net markup amounts.	[Markup Amount]
Markup Value (MTD)	This metric calculates a 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 a 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 a 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]

Metric Name	Metric Description	Metric Expression
Markup Value (YTD)	This metric calculates a 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 a 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]



Metric Name	Metric Description	Metric Expression
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])
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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 ASN Expected 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 ASN Expected Deliveries]

Metric Name	Metric Description	Metric Expression
No of ASN Expected 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 ASN Expected 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 ASN Over 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 ASN Over Deliveries]
No of ASN Over 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 ASN Over Deliveries]

Metric Name	Metric Description	Metric Expression
No of Override Markdowns	This metric calculates number of override markdowns.	[No of Override Sales Markdowns]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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 ASN Under 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 ASN Under Deliveries]
No of ASN Under 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 ASN Under 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]



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]

Metric Name	Metric Description	Metric Expression
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.	$(((\text{OP BOP Cost Value}] + [\text{OP EOP Cost Value (SUM)}]) / ([\text{No of Weeks with OP Stock}] + 1))$
OP Avg Stock Retail Value	This metric calculates the average original plan stock value.	$(((\text{OP BOP Retail Value}] + [\text{OP EOP Retail Value (SUM)}]) / ([\text{No of Weeks with OP Stock}] + 1))$
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]

Metric Name	Metric Description	Metric Expression
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.	$([OP \text{ BOP Retail Value}] / ([OP \text{ Sales Value}] / [No \text{ of Weeks with OP Sales}])))$
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$([OP \text{ Gross Margin Value}] / [OP \text{ Avg Stock Cost Value}])$
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.	$([OP \text{ Clearance Markdown Value}] + [OP \text{ Promotion Markdown Value}]) + [OP \text{ Regular Markdown Value}]$
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.	$([OP \text{ Clearance Markdown Value (Last Year)}] + [OP \text{ Promotion Markdown Value (Last Year)}]) + [OP \text{ Regular Markdown Value (Last Year)}]$
OP Markdown Value (MTD)	This metric calculates the period-to-date, original plan markdown value, which is inclusive of clearance, promotion and regular markdowns.	$([OP \text{ Clearance Markdown Value (MTD)}] + [OP \text{ Promotion Markdown Value (MTD)}]) + [OP \text{ Regular Markdown Value (MTD)}]$

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]

Metric Name	Metric Description	Metric Expression
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 a 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]

Metric Name	Metric Description	Metric Expression
OP Return to Vendor Retail Value	This metric calculates the total original plan retail amount of items planned to be retruned 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]
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 retruns	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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 retruns.	[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.	$([OP \text{ BOP Retail Value}] / [OP \text{ Sales Value}])$
OP Stock Turn Value	This metric calculates original plan stock turnover based on original plan sales value divided by original plan average stock value.	$([OP \text{ Sales Value}] / [OP \text{ Avg Stock Retail Value}])$

Metric Name	Metric Description	Metric Expression
Open to Ship Units	This metric calculates the unit quantity remaining to be shipped, according to plan.	$([CP \text{ Receipts Units}] - [EOH \text{ Units}])$
Open to Ship Value	This metric calculates the retail value of items remaining to be shipped, according to plan.	$([CP \text{ Receipts Retail Value}] - [EOH \text{ Retail Value}])$
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.	$([CP \text{ EOP Retail Value}] - [Projected \text{ EOP Stock Value (BOH)}])$
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.	$([CP \text{ EOP Retail Value}] - [Projected \text{ EOP Stock Value (CP BOP)}])$
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.	$([Department \text{ Share Variance}] * [Market \text{ Sales Value (Mkt Catg, FDM CRMA)}])$
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.	$([Department \text{ Share Variance (Local)}] * [Market \text{ Sales Value (Mkt Catg, FDM CRMA)(Local)}])$
Order Fulfillment Rating Variance	This metric calculates the variance in the Order Fulfillment Rating over the previous year.	$(([Order \text{ Fulfillment Rating}] - [Order \text{ Fulfillment Rating (Last Year)}]) / [Order \text{ Fulfillment Rating (Last Year)}])$
Order Fulfillment Rating	This metric calculates the Order Fulfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	$([No \text{ of Full Order Deliveries}] / [No \text{ of Order Deliveries}])$

Metric Name	Metric Description	Metric Expression
Order Fullfillment Rating (Last Year)	This metric calculates last year's Order Fullfillment Rating based on the percentage of total deliveries received where full purchase order quantity was received.	$([\text{No of Full Order Deliveries (Last Year)}] / [\text{No of Order Deliveries (Last Year)}])$
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.	<code>ApplySimple("Case When #1 is Null Then (#0-#2) Else (#0-#1) End", [Period Start Date], [Store Start Date], [Period Start Date])</code>
Point Change In Contribution	This metric calculates the value change in contribution of category sales to last year category sales, by week.	$(([\text{Sales Value}] / [\text{Sales Value (Department)}]) - ([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year)}]))$
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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.	$\frac{((\text{Profit} / [\text{EOH Retail Value (SUM)}]) / [\text{No of Weeks with Stock}])}{1}$
Projected EOP Stock Value (BOH)	This metric calculates the projected ending inventory value using Actual BOP Stock Value.	$(((\text{BOH Retail Value}] + [\text{CP Total Receipts}]) - ([\text{CP Total Inventory Reduction}] + [\text{CP Gross Margin Value}])))$
Projected EOP Stock Value (CP BOP)	This metric calculates the current plan ending inventory value using current plan BOP Stock Value.	$(((\text{CP BOP Retail Value}] + [\text{CP Total Receipts}]) - [\text{CP Total Inventory Reduction}]) - [\text{CP Gross Margin Value}])$
Promotion Markdown Value	This metric calculates promotion markdown sales.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
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 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)]
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.	$([Sales\ Value] / [Return\ Value])$
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).	$([Tender\ Sales\ Value\ (Cash\ Equivalent)] / [Tender\ Return\ Value\ (Cash\ Equivalent)])$

Metric Name	Metric Description	Metric Expression
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.	$([\text{Tender Sales Value (Non-Cash Equivalent)}] / [\text{Tender Return Value (Non-Cash Equivalent)}])$
Receipt QC Units	This metric calculates the total units of quantity received that require quality control.	$([\text{Passed QC Units}] + [\text{Failed QC Units}])$
Receipt QC Units (Last Year)	This metric calculates last year's total units of quantity received that require quality control.	$([\text{Passed QC Units (Last Year)}] + [\text{Failed QC Units (Last Year)}])$
Receipt Units	This metric calculates the unit quantity received.	$[\text{Receipt Units}]$
Receipt Units (Department) (MO)	This metric calculates the quantity of goods received in units, at the department level.	$[\text{Receipt Units}]$
Receipts Cost Value	This metric calculates the cost value of receipts.	$[\text{Receipts Cost Amount}]$
Receipts Cost Value (Last Year)	This metric calculates a last year cost value, of an item that is expected to be received.	$[\text{Receipts Cost Amount}]$
Receipts Cost Value (MTD)	This metric calculates period to date cost value, of an item that is expected to be received.	$[\text{Receipts Cost Amount}]$
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.	$[\text{Receipts Cost Amount}]$
Receipts Cost Value (PlanSTD)	This metric calculates plan season to date cost value, of an item that is expected to be received.	$[\text{Receipts Cost Amount}]$
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.	$[\text{Receipts Cost Amount}]$
Receipts Cost Value (YTD)	This metric calculates year to date cost value, of an item that is expected to be received.	$[\text{Receipts Cost Amount}]$
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.	$[\text{Receipts Cost Amount}]$

Metric Name	Metric Description	Metric Expression
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]
Regular Markdown Value (MTD)	This metric calculates regular markdown sales from the beginning of the period to the day selected.	[Markdown Amount]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([Total\ RMA\ Market\ Sales\ Value\ (MO)])}{([Total\ FDM\ CRMA\ Market\ Sales\ Value\ (MO)])}$
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.	$\frac{([Total\ RMA\ Market\ Sales\ Value\ (MO)(Local)])}{([Total\ FDM\ CRMA\ Market\ Sales\ Value\ (MO)(Local)])}$
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])
Sales Audit Totals Value	This metric contains the total amounts received from the Sales Audit system.	[Sales Audit Totals Value]



Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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 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.	$([EOH \text{ Units (Yesterday)}] / [Avg \text{ Regular Sales Units (Period Day)}])$
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.	$([EOH \text{ Units (Yesterday)}] / [Avg \text{ Regular Sales Units (Period Day) (Dynamic)}])$
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.	$([EOH \text{ Units}] / [Avg \text{ Regular Sales Units (Period Week)}])$
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.	$([EOH \text{ Units (Last Week)}] / [Avg \text{ Regular Sales Units (Period Week) (Dynamic)}])$
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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]

Metric Name	Metric Description	Metric Expression
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.	$\frac{([EOH \text{ Retail Value (Yesterday)})}{[Avg \text{ Regular Sales Value (Period Day)})}$
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.	$\frac{([EOH \text{ Retail Value (Yesterday)})}{[Avg \text{ Regular Sales Value (Period Day) (Dynamic)]}$
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]

Metric Name	Metric Description	Metric Expression
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.	$([EOH \text{ Retail Value}] * (1 / [Avg \text{ Regular Sales Value (Period Week)}]))$
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.	$([EOH \text{ Retail Value (Last Week)}] / [Avg \text{ Regular Sales Value (Period Week) (Dynamic)}])$
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.	$([EOH \text{ Retail Value (Last Year)}] / [Avg \text{ Regular Sales Value (Period Week) (Last Year)}])$
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 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 begin on hand value, aggregated across time.	[StkLedger BOH Retail Amount]



Metric Name	Metric Description	Metric Expression
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.	$([BOH \text{ Retail Value}] / [Sales \text{ Value}])$
Stock Sales Ratio (Last Year)	This metric calculates last years stock-to-sales ratio.	$([BOH \text{ Retail Value (Last Year)}] / [Sales \text{ Value (Last Year)}])$
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.	$([Sales \text{ Units}] / (([BOH \text{ Units}] + [EOH \text{ Units (SUM)}]) / ([No \text{ of Weeks with Stock}] + 1)))$
Stock Turn Value	This metric calculates the value of stock turnover based on net sales value divided by average stock value.	$([Sales \text{ Value}] / [Avg \text{ Stock Retail Value}])$
Stock Turn Value (Last Year)	This metric calculates stock turnover based on net sales value divided average stock value for last year.	$([Sales \text{ Value (Last Year)}] / [Avg \text{ Stock Retail Value (Last Year)}])$
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]

Metric Name	Metric Description	Metric Expression
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)
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]

Metric Name	Metric Description	Metric Expression
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]
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]

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]
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)]

Metric Name	Metric Description	Metric Expression
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.	$(([\text{Sales Value}] / [\text{Sales Units}]) - [\text{Avg Competitor Price}])$
Variance in Market Sales Value vs Last Year	This metric calculates the contribution of market sales to the whole category's market sales.	$([\text{Market Sales Value}] - [\text{Market Sales Value (Last Year)}])$
Variance No of Sales Transactions vs Last Month	This metric calculates the difference no of sales transactions to the last period.	$([\text{No of Sales Transactions}] - [\text{No of Sales Transactions (Last Month)}])$
Variance of GM Value and CP	This metric calculates the difference between this years gross margin value and the current plan gross margin value.	$([\text{Gross Margin Value}] - [\text{CP Gross Margin Value}])$
Variance of GM Value and CP (MTD)	This metric calculates the difference between this years gross margin value, period-to-date and the current plan gross margin value, period-to-date.	$([\text{Gross Margin Value (MTD)}] - [\text{CP Gross Margin Value (MTD)}])$
Variance of GM Value and CP (Plan STD)	This metric calculates the difference between this years gross margin value, plan season-to-date and the current plan gross margin value, plan season-to-date.	$([\text{Gross Margin Value (Plan STD)}] - [\text{CP Gross Margin Value (Plan STD)}])$
Variance of GM Value and CP (YTD)	This metric calculates the difference between this years gross margin value, year-to-date and the current plan gross margin value, year-to-date.	$([\text{Gross Margin Value (YTD)}] - [\text{CP Gross Margin Value (YTD)}])$
Variance of GM Value and Last Year	This metric calculates the difference between this years gross margin value and last years gross margin value by week.	$([\text{Gross Margin Value}] - [\text{Gross Margin Value (Last Year)}])$

Metric Name	Metric Description	Metric Expression
Variance of GM Value and Last Year (MTD)	This metric calculates the difference between this years period-to-date gross margin value and last years 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 years plan season-to-date gross margin value and last years 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 years, year-to-date gross margin value and last years, 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 years 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 years 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 years 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 years 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.	$(([Regular\ Sales\ Value] / [Regular\ Sales\ Units]) - [Avg\ Competitor\ Regular\ Price])$

Metric Name	Metric Description	Metric Expression
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	$([\text{Sales Units}] - [\text{Sales Units (Last Month)}])$
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	$([\text{Sales Value}] - [\text{Sales Value (Last Month)}])$
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.	$(([\% \text{ Change Market Sales Value vs Last Year}] - [\% \text{ Change Sales Value vs Last Year}]) * [\text{Sales Value}])$





## 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.	$\frac{([Profit (Local)] - [Profit (Last Week) (Local)])}{[Profit (Last Week) (Local)]}$
% 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.	$\frac{([Profit (Local)] - [Profit (Last Year) (Local)])}{[Profit (Last Year) (Local)]}$
% Change Sales Units vs Last Month	This metric calculates percent variance in sales units over the previous period.	$\frac{([Sales Units] - [Sales Units (Last Month)])}{[Sales Units (Last Month)]}$
% Change Sales Units vs Last Year	This metric calculates percent variance in unit sales over the previous year, by week.	$\frac{([Sales Units] - [Sales Units (Last Year)])}{[Sales Units (Last Year)]}$
% 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.	$\frac{([Sales Value (Local)] / [No of Stores with Sales]) - ([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)])}{([Sales Value (Last Year) (Local)] / [No of Stores with Sales (Last Year)])}$
% Change Sales Value vs Last Month	This metric calculates percent variance in sales value over the previous period.	$\frac{([Sales Value] - [Sales Value (Last Month)])}{[Sales Value (Last Month)]}$
% Change Sales Value vs Last Week	This metric calculates percent variance in sales value over the previous week.	$\frac{([Sales Value] - [Sales Value (Last Week)])}{[Sales Value (Last Week)]}$
% 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.	$\frac{([Sales Value (Local)] - [Sales Value (Last Week) (Local)])}{[Sales Value (Last Week) (Local)]}$
% Change Sales Value vs Last Year	This metric calculates percent variance in sales value over the previous year.	$\frac{([Sales Value] - [Sales Value (Last Year)])}{[Sales Value (Last Year)]}$
% 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.	$\frac{([Sales Value (Local)] - [Sales Value (Last Year) (Local)])}{[Sales Value (Last Year) (Local)]}$

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.	$\frac{([Sales\ Value\ (MTD)] - [Sales\ Value\ (MTD,\ Last\ Year)])}{[Sales\ Value\ (MTD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (Plan STD)	This metric calculates plan season-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (Plan\ STD)] - [Sales\ Value\ (Plan\ STD,\ Last\ Year)])}{[Sales\ Value\ (Plan\ STD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (STD)	This metric calculates season-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (STD)] - [Sales\ Value\ (STD,\ Last\ Year)])}{[Sales\ Value\ (STD,\ Last\ Year)]}$
% Change Sales Value vs Last Year (YTD)	This metric calculates year-to-date, percent variance in sales value over the previous year.	$\frac{([Sales\ Value\ (YTD)] - [Sales\ Value\ (YTD,\ Last\ Year)])}{[Sales\ Value\ (YTD,\ Last\ Year)]}$
% 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 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 .	$[Sales\ Units] / [Sales\ Units\ (Loc,\ Day)\ (MF)]$

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).	$([\text{Sales Units (Last Week)}] / [\text{Sales Units (Loc, Last Week) (MF)}])$
% 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).	$([\text{Sales Units (Last Year)}] / [\text{Sales Units (Loc, Last Year) (MF)}])$
% 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).	$([\text{Sales Units}] / [\text{Sales Units (Location) (MF)}])$
% Contrib Sales Value to Area	This metric calculates percent contribution of sales amount to the total area's sales amount.	$([\text{Sales Value}] / [\text{Sales Value (Area)}])$
% Contrib Sales Value to Chain	This metric calculates percent contribution of sales value to total sales value at the chain level.	$([\text{Sales Value}] / [\text{Sales Value (Chain)}])$
% Contrib Sales Value to Class	This metric calculates percent contribution of sales to total class sales.	$([\text{Sales Value}] / [\text{Sales Value (Class)}])$
% Contrib Sales Value to Class (Last Year)	This metric calculates percent contribution of sales to total class sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Class, Last Year)}])$
% Contrib Sales Value to Company	This metric calculates the percent contribution of sales to total company sales.	$([\text{Sales Value}] / [\text{Sales Value (Company)}])$
% Contrib Sales Value to Company (Last Year)	This metric calculates percent contribution of sales to total company sales for last year by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Company, (Last Year))}])$
% Contrib Sales Value to Department	This metric calculates percent contribution of sales to total department sales.	$([\text{Sales Value}] / [\text{Sales Value (Department)}])$
% Contrib Sales Value to Department (Last Year)	This metric calculates percent contribution of sales to total department sales for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year)}])$

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 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 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).	$([\text{Sales Value (Last Week)}] / [\text{Sales Value (Loc, Last Week) (MF)}])$
% 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).	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Loc, Last Year) (MF)}])$
% 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).	$([\text{Sales Value}] / [\text{Sales Value (Location) (MF)}])$
% Contribution Sales Value to Chain (Last Year)	This metric calculates percent contribution of sales to chain sales for last year.	$([\text{Sales Value (Last Year)}] / [\text{Sales Value (Chain, (Last Year))}])$
% Customer Frequency Value	This metric calculates percent of customers that purchase items for the selected time period over all time.	$([\text{Count of Customer Frequency}] / [\text{Count of Customer Frequency (All Time)}])$
% Customer Monetary Value	This metric calculates percent of customers that purchase items for the selected time period over all time.	$([\text{Sales Value}] / [\text{Sales Value (All Time)}])$
% Customer Profit Value	This metric calculates percent of customers that purchase items for the selected time period over all time.	$(\text{Profit} / [\text{Profit (All Time)}])$
% 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.	$([\% \text{ Promotion Response Rate}] * ([\% \text{ Discount Value}] / 100))$
% Loyalty Program Customer	This metric calculates the percentage of customers that are members of a loyalty program over all customers.	$([\text{Loyalty Program Customer Count}] / [\text{No of Customers}])$
% Non-loyalty Program Customer	This metric calculates the percentage of customers that are not members of a loyalty program over all customers.	$([\text{Non-loyalty Program Customer Count}] / [\text{No of Customers}])$

Metric Name	Metric Description	Metric Expression
% of Items with Promotion Sales	This metric calculates the percentage of items having promotion sales vs overall sales.	$([\text{No of Items with Promotion Sales}] / [\text{No of Items with Sales (Time Calendar) (MO)}])$
% of Stores with Promotion Sales	This metric calculates the percentage of stores having promotion sales vs overall sales.	$([\text{No of Stores with Promotion Sales}] / [\text{No of Stores with Sales (Time Calendar) (MO)}])$
% Profit	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$(\text{Profit} / [\text{Sales Value}])$
% Profit (Item) (MF)	This metric calculates percent contribution of profit earned on sales, including profit lost on returns, to sales.	$([\text{Profit (Item) (MF)}] / [\text{Sales Value (Item) (MF)}])$
% Profit (Last Week)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last week, by week.	$([\text{Profit (Last Week)}] / [\text{Sales Value (Last Week)}])$
% Profit (Last Year)	This metric calculates percent contribution of profit, including profit lost on returns, to sales for last year.	$([\text{Profit (Last Year)}] / [\text{Sales Value (Last Year)}])$
% 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.	$([\text{Profit (Local)}] / [\text{Sales Value (Local)}])$
% 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.	$([\text{Profit (MTD)}] / [\text{Sales Value (MTD)}])$
% 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.	$([\text{Profit (WTD)}] / [\text{Sales Value (WTD)}])$
% 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.	$([\text{Profit (YTD)}] / [\text{Sales Value (YTD)}])$

Metric Name	Metric Description	Metric Expression
% Promo Profit	This metric calculates percent contribution of profit earned on promotion sales, including profit lost on promotion returns, to promotion sales.	$\frac{[\text{Promotion Profit Value}]}{[\text{Promotion Sales Value}]}$
% Promotion Discount	This metric calculates percent discount on promotion items.	$\frac{([[\text{Avg Non Promotion Retail Value}] - [\text{Avg Promotion Retail Value}]]}{[\text{Avg Non Promotion Retail Value}]}$
% Promotion Response Rate	This metric calculates percent contribution of customers who responded to the promotion to total number of customers contacted.	$\frac{[\text{Promotion Response Count}]}{[\text{Count of Pieces Mailed for Promotion}]}$
% 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.	$\frac{[\text{Promotion Response Count (Control Group)}]}{[\text{Promotion Control Group Count}]}$
% Promotion Sales	This metric calculates percent contribution of promotion sales to total sales.	$\frac{[\text{Promotion Sales Value}]}{[\text{Sales Value}]}$
% Return Units	This metric calculates percent of sales units returned based on the total number of units sold.	$\frac{[\text{Return Units}]}{[\text{Sales Units}]}$
% Return Value	This metric calculates percent value of returned units based on the total value of units sold.	$\frac{[\text{Return Value}]}{[\text{Sales Value}]}$
% Variance Avg Sales Value vs Competitor Price	This metric calculates percent variance between a retailer's average sale price and its competitor.	$\frac{(((\text{Sales Value} / [\text{Sales Units}]) - [\text{Avg Competitor Price}]))}{[\text{Avg Competitor Price}]}$
% 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.	$\frac{(((\text{Promotion Sales Value} / [\text{Promotion Sales Units}]) - [\text{Avg Competitor Promotion Price}]))}{[\text{Avg Competitor Promotion Price}]}$
% 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.	$\frac{(((\text{Regular Sales Value} / [\text{Regular Sales Units}]) - [\text{Avg Competitor Regular Price}]))}{[\text{Avg Competitor Regular Price}]}$
Avg COGS per Week (Period)	This metric calculates weekly average value of cost of goods sold during a period.	$\frac{([\text{Sales Value (Period)}] - [\text{Profit (Period)}])}{[\text{No of Weeks (Period)}]}$

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.	$(([\text{Sales Value (Post Period)}] - [\text{Profit (Post Period)}]) / [\text{No of Weeks (Post Period)}])$
Avg COGS per Week (Prior Period)	This metric calculates weekly average value of cost of goods sold during a prior period.	$(([\text{Sales Value (Prior Period)}] - [\text{Profit (Prior Period)}]) / [\text{No of Weeks (Prior Period)}])$
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 Frequency per Month	This metric calculates the average frequency value for a customer, per period	$([\text{Count of Customer Frequency}] / [\text{No of Months}])$
Avg Net Retail Value	This metric calculates the average retail value of an item based on total net sales and unit quantity sold.	$(([\text{Sales Value}] - [\text{Return Value}]) / ([\text{Sales Units}] - [\text{Return Units}]))$
Avg Non Promotion Retail Value	This metric calculates the average price of items not on promotion.	$(([\text{Sales Value}] - [\text{Promotion Sales Value}]) / ([\text{Sales Units}] - [\text{Promotion Sales Units}]))$
Avg Number of Purchases per Customer	This metric calculates the average number of purchases made per customer.	$([\text{Count of Customer Frequency}] / [\text{No of Customers with Transactions}])$
Avg Profit	This metric calculates the average profit earned on sales minus the average profit lost on returns.	[Avg Profit Amount]



Metric Name	Metric Description	Metric Expression
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)])
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])

Metric Name	Metric Description	Metric Expression
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.	$([\text{Regular Sales Value (Local)}] / [\text{Sales Units}])$
Avg Retail Price (Local)	This metric calculates the average retail price, displayed in the store's local currency.	$[\text{Avg Unit Retail Amount (Local)}]$
Avg Retail Value	This metric calculates the average retail value of an item based on total sales and unit quantity sold.	$([\text{Sales Value}] / [\text{Sales Units}])$
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.	$([\text{Sales Value (Local)}] / [\text{Sales Units}])$
Avg Retail Value (MTD)	This metric calculates period to date average retail value for a an item, by week.	$([\text{Sales Value (MTD)}] / [\text{Sales Units (MTD)}])$
Avg Retail Value (WTD)	This metric calculates period to date average retail value for a an item, by day.	$([\text{Sales Value (WTD)}] / [\text{Sales Units (WTD)}])$
Avg Retail Value (YTD)	This metric calculates year to date average retail value for an item.	$([\text{Sales Value (YTD)}] / [\text{Sales Units (YTD)}])$
Avg Sales Value	This metric calculates average sales value. The amount does not include returns but is inclusive of VAT.	$[\text{Avg Sales Amount}]$
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.	$[\text{Avg Gross Sales Amount}]$
Avg Sales Value per Month	This metric calculates sales over the number of periods in the time period selected.	$([\text{Sales Value}] / [\text{No of Months}])$
Avg Sales Value per Store	This metric calculates average sales per store based on total sales and the number of stores with sales.	$([\text{Sales Value}] / [\text{No of Stores with Sales}])$
Avg Sales Value per Store (Last Year)	This metric calculates average sales value per store for last year, by week.	$([\text{Sales Value (Last Year)}] / [\text{No of Stores with Sales (Last Year)}])$
Avg Sales Value per Unit	This metric calculates average net sales value per unit.	$(([\text{Sales Value}] - [\text{Return Value}]) / ([\text{Sales Units}] - [\text{Return Units}]))$

Metric Name	Metric Description	Metric Expression
Avg Sales Value per Week (Period)	This metric calculates average weekly sales value based on regular, clearance and promotion sales for a period.	$([\text{Sales Value (Period)}] / [\text{No of Weeks (Period)}])$
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.	$([\text{Sales Value (Post Period)}] / [\text{No of Weeks (Post Period)}])$
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.	$([\text{Sales Value (Prior Period)}] / [\text{No of Weeks (Prior Period)}])$
Avg Spent per Customer Purchase	This metric calculates the amount purchased over the number of times customer visits.	$([\text{Sales Value}] / [\text{Count of Customer Frequency}])$
Avg Spent per Purchase per Customer	This metric calculates the average amount spent per purchase per customer	$([\text{Sales Value}] / [\text{No of Customers with Transactions}])$
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.	$([\% \text{ Contrib Sales Value to Group}] - [\% \text{ Contrib Sales Value to Group (Last Year)}])$
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.	$([\text{Avg Sales Value per Store}] - [\text{Avg Sales Value per Store (Last Year)}])$
Change in Sales Value vs Last Year	This metric calculates the difference in sales value over the previous year, by week.	$([\text{Sales Value}] - [\text{Sales Value (Last Year)}])$
Clearance Profit Value	This metric calculates profit earned on clearance sales.	$[\text{Profit Amount}]$
Clearance Sales Units	This metric calculates the total unit quantity of clearance-priced items sold.	$[\text{Sales Quantity}]$
Clearance Sales Value	This metric calculates the total value of clearance sales. The amount does not include returns but is inclusive of VAT.	$[\text{Sales Amount}]$
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.	$([\text{Sales Value}] - \text{Profit})$

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	$([\text{Sales Value (Last Year)}] - [\text{Profit (Last Year)}])$
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.	$([\text{Sales Value (Period)}] - [\text{Profit (Period)}])$
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.	$([\text{Sales Value (Post Period)}] - [\text{Profit (Post Period)}])$
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.	$([\text{Sales Value (Prior Period)}] - [\text{Profit (Prior Period)}])$
Cost per Piece Mailed for Promotion	This metric calculates promotion delivery costs per customer.	$[\text{Promotion Cost Per Mail}]$
Count of Customer Frequency	This metric counts number of days that a customer shopped for the filter criteria chosen.	$[\text{No of Days with Sales}]$
Count of Customer Frequency (All Time)	This metric counts number of days that a customer shopped. It ignores the filter criteria.	$[\text{No of Days with Sales Count}]$
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.	$[\text{No of Days with Sales Count}]$
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.	$[\text{No of Customers Targeted for Promotion}]$
Currency Exchange Rate (MO)	This metric calculates the average exchange rate.	$[\text{Currency Exchange Rate}]$
Employee Discount Amount	This metric calculates the employee discount amount.	$[\text{Employee Discount Gross Sales Amount}]$
Frequency (Customer) (MO)	This metric counts the number of customers that made purchases, ignoring all other attributes on the template and filter.	$[\text{No of Days with Sales Count}]$

Metric Name	Metric Description	Metric Expression
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 receive a rank of 10.	NTile < Tiles=10 > ([Count of Customer Frequency (All Time)])
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])

Metric Name	Metric Description	Metric Expression
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.	$\text{NTile} < \text{Tiles}=10 > ([\text{Count of Customer Frequency}])$
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 prompts on time	$\text{NTile} < \text{Tiles}=10 > ([\text{Count of Customer Frequency (Time)}])$
Incremental Profit	This metric calculates incremental profit based on period profit, prior period profit and post period profit.	$((( ([\text{Profit (Period)}] / [\text{No of Weeks (Period)}]) - ([\text{Profit (Prior Period)}] / [\text{No of Weeks (Prior Period)}])) + ([\text{Profit (Post Period)}] / [\text{No of Weeks (Post Period)}]) - ([\text{Profit (Prior Period)}] / [\text{No of Weeks (Prior Period)}])))$
Incremental Sales Value	This metric calculates incremental sales based on period sales, prior period sales and post period sales.	$((( [\text{Sales Value (Period)}] / [\text{No of Weeks (Period)}]) - ([\text{Sales Value (Prior Period)}] / [\text{No of Weeks (Prior Period)}])) + (( [\text{Sales Value (Post Period)}] / [\text{No of Weeks (Post Period)}]) - ([\text{Sales Value (Prior Period)}] / [\text{No of Weeks (Prior Period)}])))$
Loyalty Program Customer Count	This metric counts the number of customers that are members of a loyalty program.	$[\text{No of Customers}]$
Monetary Defection Value	This metric calculates the difference between current and average monetary segment to identify possibility of customer defection.	$([\text{Monetary Segment}] - [\text{Monetary Segment (All Time)}])$
Monetary Segment	This metric calculates customers 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.	$\text{NTile} < \text{Tiles}=10 > ([\text{Sales Value}])$

Metric Name	Metric Description	Metric Expression
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 customersales 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)])
Monetary Segment by Department	This metric calculates customersales 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 customersales 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 customersales and then ranks the 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]

Metric Name	Metric Description	Metric Expression
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]
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]



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 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.	$(((\text{Sales Value} / [\text{Sales Value (Department)}]) - ([\text{Sales Value (Last Year)}] / [\text{Sales Value (Department, Last Year)}])))$
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]

Metric Name	Metric Description	Metric Expression
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]
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 (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]

Metric Name	Metric Description	Metric Expression
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]
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)])

Metric Name	Metric Description	Metric Expression
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.	$\text{NTile} < \text{Tiles}=10, \text{Ascending}=0 > ([\text{Profit}(\text{Time})])$
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.	$\text{NTile} < \text{Tiles}=10, \text{Ascending}=0 > ([\text{Profit}(\text{Time}, \text{Promotion})])$
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.	$\text{NTile} < \text{Tiles}=10, \text{Ascending}=0 > (\text{Profit})$
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.	$\text{NTile} < \text{Tiles}=10, \text{Ascending}=0 > (\text{Profit})$
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.	$\text{NTile} < \text{Tiles}=10, \text{Ascending}=0 > ([\text{Profit}(\text{Time})])$
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 $((\text{Discounted Response Rate} / \text{Break Even}) * 100) - 100$ .	$((([\% \text{ Discounted Promotion Response Rate}] / ([\text{Cost per Piece Mailed for Promotion}] / [\text{Avg Customer Profit}])) * 100) - 100)$

Metric Name	Metric Description	Metric Expression
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]
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]

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]



Metric Name	Metric Description	Metric Expression
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]
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]
Return Value (Plan STD)	This metric calculates the value of items returned by the customer.	[Return Amount]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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 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]

Metric Name	Metric Description	Metric Expression
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]
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]



Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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 (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)]

Metric Name	Metric Description	Metric Expression
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)]
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]

Metric Name	Metric Description	Metric Expression
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]
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]
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]

Metric Name	Metric Description	Metric Expression
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]
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]

Metric Name	Metric Description	Metric Expression
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.	$(([\text{Sales Value}] / [\text{Sales Units}]) - [\text{Avg Competitor Price}])$
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.	$(([\text{Promotion Sales Value}] / [\text{Promotion Sales Units}]) - [\text{Avg Competitor Promotion Price}])$
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.	$(([\text{Regular Sales Value}] / [\text{Regular Sales Units}]) - [\text{Avg Competitor Regular Price}])$
Variance Sales Units vs Last Month	This metric calculates the difference sales units to the last period.	$([\text{Sales Units}] - [\text{Sales Units (Last Month)}])$
Variance Sales Value vs Last Month	This metric calculates the difference sales value to the last period.	$([\text{Sales Value}] - [\text{Sales Value (Last Month)}])$