

Order Book Price Analysis

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The order book price analysis page is mixing order book and invoice data (P&L) to increase pricing trends.

This analysis will help to :

- easily compare orderbook vs fcst or budget
- Identify Customers/Products (CPCs) performing below budget or forecast
- Identify blocked orders
- See details of orders with a delivery date or invoiced date in the past

Data accessibility is linked to the [visibility model](#), if your profile does not allow to see costs/ICM data, you will not see all the information of this page!

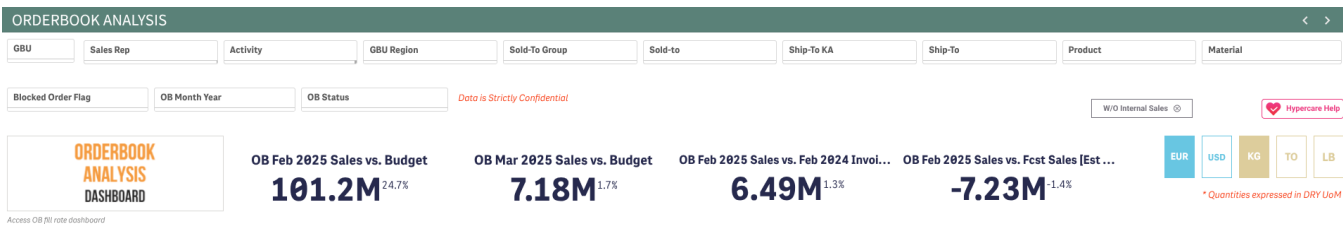
Order Book Price Analysis Navigation

Order Book Price Analysis Information

- Data is loaded only once per day (morning CET time)
- all order data from the OB query for all months even if the split between external and internal is not available after month M+ 3
- Dashboard is only displaying some [order types](#)
- Order book status available
 - Not confirmed (M orders not confirmed to customers)
 - Confirmed (M orders confirmed to customers)
 - Open Order (orders as of M+1)
 - Ship not billed (order send to customer but not yet invoiced)
 - Invoiced

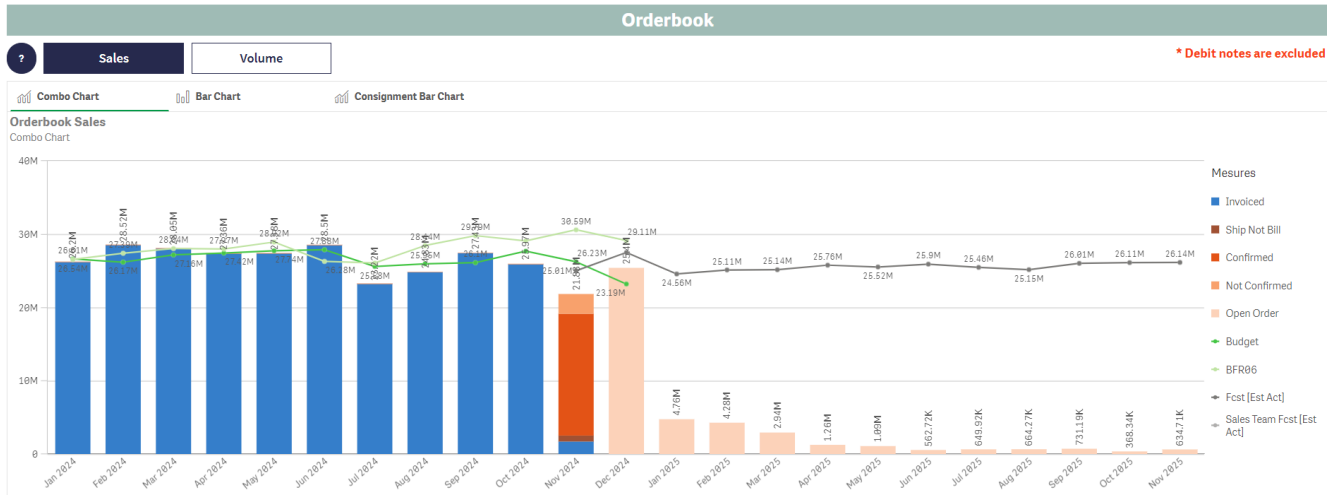
This page is divided into 4 different sections:

First Section:



- In this section the user can filter according to their specific analysis needs: Sold to ; Sales rep; Product etc.... and depending on the GBU selected by the user, some filter will be available. The user can also filter if he wants to see Internal sales or not but also which Currency and UOM he wants to focus on.
- This section allows the user to have an overview of the various orderbook KPIs vs Budget , Forecast and Historical sales
- A button "ORDERBOOK ANALYSIS DASHBOARD" will direct the user to this page for more information
- A button "Hypercare Help" will direct the user to the Support chat in case of any question

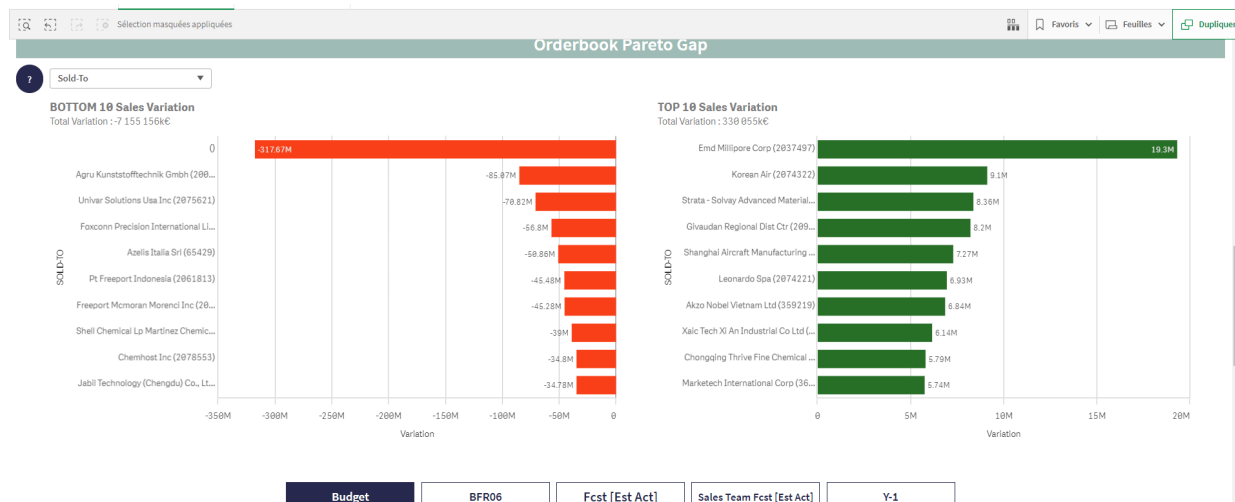
Second Section:



The user can choose between focusing on Sales or Volume but also wich kind of view he needs:

- **Combo Chart:** Global view with orderbook data, budget , BFR 06, historical sales and Forecast
- **Bar Chart:** View with only orderbook data and historical sales from the beginning of the year
- **Consignment Bar Chart:** View with historical sales coming from consignment stock or not and orderbook data.

Third Section:



The Orderbook Pareto Gap is another way to analyse data for a user. Depending on the selection he will be able to see the top 10 and Bottom 10 sales variation, comparing to Budget ,

BFR 06, Forecast or Year -1 .He can apply filter such as: sold to, ship to, product, sold to * product , etc....

Fourth Section:

All Open Orders Table

Enabled

All Open Orders

Past Due Open Orders

Sold-To Name	Ship-To Name	Country (Ship-To)	Shipping Plant Name	GBU Region	Sales Order Line	Material Code	Material
Totaux							
Adama India Pvt Limited	Adama India Pvt Limited	India	6059 / Cci Logistics Navi Mumb	APAC	WP1_400/3594672/20	129316	RHODIASOLV ADMA 10 DR(CN)
Azelis (Shanghai) Co., Ltd.	Azelis (Shanghai) Co., Ltd.	China	6577 Zhuhai	APAC	WP1_400/3596566/10	132336	GERONOL CFIV6 190KG
Corteva Agriscience Australia Pty Ltd	Accensi Brisbane	Australia	6526 Zhangjiagang	APAC	WP1_400/3533462/10	128635	RHODIASOLV ADMA 816 DR(CN)
Corteva Agriscience Australia Pty Ltd	Accensi Lara	Australia	6526 Zhangjiagang	APAC	WP1_400/3533466/10	128635	RHODIASOLV ADMA 816 DR(CN)
Corteva Agriscience Australia Pty Ltd	Accensi Lara	Australia	6526 Zhangjiagang	APAC	WP1_400/3569716/10	128635	RHODIASOLV ADMA 816 DR(CN)
Dhanuka Agritech Ltd	Dhanuka Agritech Ltd	India	6059 / Cci Logistics Navi Mumb	APAC	WP1_400/3548147/20	128635	RHODIASOLV ADMA 816 DR(CN)
Corteva Agriscience Australia Pty Ltd	Accensi Lara	Australia	6526 Zhangjiagang	APAC	WP1_400/3569719/10	128635	RHODIASOLV ADMA 816 DR(CN)
Corteva Agriscience Australia Pty Ltd	Accensi Brisbane	Australia	6526 Zhangjiagang	APAC	WP1_400/3569720/10	128635	RHODIASOLV ADMA 816 DR(CN)

This table is a detailed view of each orderline of the selection . The Button Enabled/ Disabled is here to display the data without impacting the performance of the dashbaord.

Two views are available:

All Open Orders: All orders including Past Due Open Orders

Past due Open Orders: Only focus on Past due Open Orders