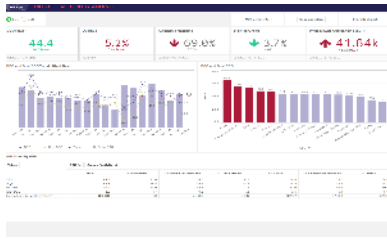


# Days of Sales Outstanding



KPI Owner

Louise Hallström

## General Description

A monthly trend on DSO (Days of Sales Outstanding), Best DSO, comparing with Target in terms of number of days. It also provides the differences on number of days between DSO and best DSO which is known as late/delayed DSO. The calculation of DSO is using back-track method. In the DSO calculation, Solvay Energy Services is being excluded, but it is included in both Overdue and Outstanding (if any). There is also results of DSO, Best DSO between GBUs and also the Group of Activity within individual GBU.

- DSO are filtered on the GL Accounts Sub Type "Products & Services". If you use My Table, don't forget to add the filter back to have aligned figures!
- The highlights DSO is based on the last 12 months rolling.

KPI Name	Calculation
DSO	<p>Evaluation in terms of Days of Sales Outstanding at the report date. It is a measurement of efficiency on how quickly receivables are collected. It shows the age in term of days of an organization's accounts receivable and the average time it takes to turn receivables into cash.</p> <p>The calculations are as follow:</p> <p>If <math>Turnover_m</math> Outstanding<sub>m</sub> then</p> $DSO = Outstanding_m / Turnover_m \times days_m$ <p>If <math>(Turnover_m + Turnover_{m-1})</math> Outstanding<sub>m</sub> then</p> $DSO = (Outstanding_m - Turnover_m) / Turnover_{m-1} \times days_{m-1} + days_m$ <p>If <math>(Turnover_m + Turnover_{m-1} + Turnover_{m-2})</math> Outstanding<sub>m</sub> then</p> $DSO = (Outstanding_m - Turnover_m - Turnover_{m-1}) / Turnover_{m-2} \times days_{m-2} + days_{m-1} + days_m$ <ul style="list-style-type: none"> <li>• Days = Number of days in the month. (Month premise: 30 days)</li> <li>• Outstanding = Sum of open documents in the customer's account at the report date. Receivables in doubtful state and advanced payments are excluded.</li> <li>• Turnover = Sales (VAT included) in a specific month</li> <li>• m = Current month (Month Premise: 30 days)</li> </ul>
Best DSO	Number of days of up to previous month (M-1)
Delay DSO	= DSO - Best DSO

**Attention**

On My Table, DSO KPI comes with TOTAL. Note the TOTAL calculation is made based on the formula described above.

Ex:

$$\text{If } \text{Turnover}_m \text{ Outstanding}_m \text{ then}$$

$$\text{DSO} = \text{Outstanding}_m / \text{Turnover}_m \times \text{days}_m$$

Year	2018	2018	2018	2018
Month	01	01	01	01
PRS Customer	DSO (Number of Days)	Outstanding (Amount)	Overdue (Amount)	Turnover (Amount)
A TONAL INDUSTRIA QUIMICA LTDA	30	18	0	18

→ DSO = (18/18) x 30 = 30

2018	2018	2018	2018
02	02	02	02
DSO (Number of Days)	Outstanding (Amount)	Overdue (Amount)	Turnover (Amount)
0	0	0	54

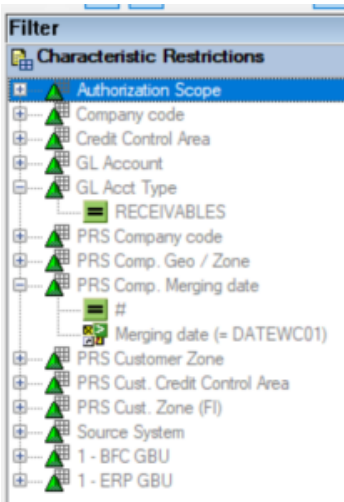
→ DSO = (0/54) x 30 = 0

2018	2018	2018	2018
TOTAL	TOTAL	TOTAL	TOTAL
DSO (Number of Days)	Outstanding (Amount)	Overdue (Amount)	Turnover (Amount)
8	18	0	72

→ DSO = (18/72) x 30 = 8

**Source Information:**

Core Query:	BW_QRY_MVFIAR01_0001
QV Query:	QVSBS_BW_QRY_MVFIAR01_0001
Flat file	Non Core ERP Credit DATA for Composite Materials and Chemlogics

<p>BW Filters:</p>	<p>GL Acct Type = RECEIVABLES</p> <p>PRS Comp. Merging Date = #</p> <p>PRS Payer &lt;&gt; SPARROW SRL - 423344</p>  <p>Previous obsolete exclusions:</p> <p>Company Code &lt;&gt; ZUS4</p> <p>ERP GBU &lt;&gt; Eco Service</p> <p>PRS Comp. Interco Flag = YES</p> <p>PRS Cust. Interco Flag = No</p>
<p>Qlik Filters</p>	<ul style="list-style-type: none"> <li>▪ GL account sub-type = Product and services =&gt; in the pages by default, to be added in the My report sheet</li> <li>▪ PRS Payers: <ul style="list-style-type: none"> <li>&lt;&gt; SIEMENS FINANCE &amp; LEASING GMBH - 1039781</li> <li>&lt;&gt; 2200000000 CLIENTI - 410759</li> <li>&lt;&gt; Aleris rolled products - 1039381</li> </ul> </li> <li>▪ Control Credit Area = "SOLV"</li> </ul>
<p>Refresh Frequency</p>	<p>Monthly (during closure on 1st to 6th 3 times per day)</p>

<b>Specific Dimensions</b>	
<p>GL Account Sub Type</p>	<p>By default filtered on Product and Services. Other values may be selected; Accruals&amp;Revaluation, Advance Payment, Doubtful, Write Down</p>
<p>Mini Zone (Cust)</p>	<p>Mini Zone of the PRS Customer</p>
<p>Customer Country</p>	<p>Country of the PRS Customer</p>
<p>PRS Customer</p>	
<p>Zone</p>	<p>PRS Customer Zone (this falls under the attribute list of PRS Customer)</p>
<p>Customer Group</p>	<p>Customer Group of the PRS Customer</p>
<p>Coll. Speci.</p>	
<p>Sales Rep</p>	
<p>Credit. Mgr.</p>	
<p><b>**Missing Dimensions from SBS_OtC</b></p>	<p>If you do not find the same dimensions you used to see in SBS_OtC, please refer <a href="#">here</a> for details.</p>