

Report (Order Book)

General Description

The Orderbook Report allows you to build your own pivot table based on the available Dimensions, Indicators, and Details from their respective menus. As long as you make at least one selection from each section, a pivot table will appear based on those selections. See the [Sales Performance Report](#) section for more details on using a Report Tab.

TIP: Hold your CTRL key to make multiple selections from any menu in Analytics.

ORDERBOOK
REPORT

Intra-GBU | Y | N
 Intra-Zone | □

Intra-Group | Y | N
 Include Not Conf Open Orders

Filters Y

DIMENSIONS

- ☐ GBU
- ☐ Group of Activity
- ☐ Sub Activity
- ☐ BFC Market
- ☐ Market
- ☐ Segment
- ☐ Application
- ☐ End-Use
- ☐ Account Type
- ☐ Customer Classification
- ☐ Company
- ☐ Company Zone
- ☐ Region (Ship-to)
- ☐ Country (Ship-to)
- ☐ Plant
- ☐ Plant Origin
- ☐ Corp Sold-to/Payer Grp
- ☐ Corp Sold-to/Payer SubGrp
- ☐ Corp Ship-to Grp
- ☐ Corp Ship-to SubGrp
- ☐ Ship to KA
- ☐ Sold-to / Payer
- ☐ Ship to
- ☐ GBU Product Family
- ☐ Product Hierarchy
- ☐ Product
- ☐ Material
- ☐ Packaging Type
- ☐ Value Stream
- ☐ Sales Rep
- ☐ Intra-Group
- ☐ Intra-GBU
- ☐ Intra-Zone
- ☒ Distributor Flag
- ☐ Incoterms

INDICATOR	☐ Revenue (€/\$)	☐ Revenue (CURR)	☐ Volume	☐ ASP	☒ Budget	☐ BFR	☐ Forecast
DETAIL	☒ Y-1 M	☐ M-1	☐ Not Confirmed (M)	☒ M	☐ M+1	☐ Invoiced (M)	☐ Shipped Not Billed (M)
	☐ Confirmed (M)				☐ M+2		☐ M+3

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Distributor Flag	Budget Sep 2017 (K\$)	Budget Sep 2017 (K\$)
Direct Customers	73 212 130	149 775
Distributors	8 943 483	25 095
Total	82 155 593	174 871

GBU DIMENSIONS

- ☐ GBU Ship-to Grp
- ☐ GBU Ship-to SubGrp
- ☐ Material Ent. Grp
- ☐ Material Ent. SubGrp
- ☐ Marketing Market
- ☐ Ent. End Market
- ☐ Micro Region
- ☐ Strategic Segment

Also available are SAP codes and GBU Specific Dimensions. For more info see below:

Specific Dimensions	
• GBU • Group of Activity • Sub Activity • BFC Market • Market • Segment • Application • End-Use • Account Type • Customer Classification • Company • Company Zone • Region (Ship to) • Country(Ship to) • Plant • Plant Origin • Corp Sold to/Payer Grp • Corp Sold to/Payer SubGrp • Corp Ship to Grp • Corp Ship to Sub Grp	• Ship to KA • Sold to/Payer • Ship to • GBU Product Family • Product Hierarchy • Product • Material • Packaging Type • Value Stream • Sales Rep • Intra-Group (Intra-Company) • Intra-GBU (Intra-Enterprise) • Intra-Zone • Distributor Flag • Incoterms

Specific Indicators

- Revenue (Euro/Dollar)
- Revenue (CURR) (Invoiced local currency)
- Volume
- ASP (Revenue/Volume)
- Budget
- BFR
- Forecast

Detail

- Y-1 M (last year, current month)
- M-1 (last month)
- M (current month)
- M+1 (Next month)
- M+2 (2 months from current month)
- M+3 (3 months from current month)
- Invoiced (M) (current month invoiced amounts)
- Confirmed (M) (confirmed open order only, current month)
- Not Confirmed (M) (not confirmed open orders only, current month)
- Ship not Billed (M) (Delivered not Invoiced, current month)

GBU Dimensions - [Click here for definitions:](#)

- GBU Ship to Grp
- GBU Ship to SubGrp
- Material Ent. Grp
- Material Ent. SubGrp
- Marketing Market
- Ent. End Market
- Micro Region
- Strategic Segment
- Ent. Segment
- Ship to State
- GBU BFC Market (RCS)

Codes (SAP)

- Corp Sold to/Payer Grp
- Corp Sold to/Payer SubGrp
- Corp Ship to Grp
- Corp Ship to SubGrp
- Ship to KA
- Sold to/Payer
- Ship to
- Plant Origin
- Product Hierarchy
- Product
- Material
- Sales Rep