

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.

The screenshot shows the 'ORDERBOOK REPORT' interface. At the top, there are filters for 'Intra-GBU' (Y/N), 'Intra-Zone' (dropdown), 'Intra-Group' (Y/N), and 'Include Not Conf Open Orders' (Y/N). Below this, the 'DIMENSIONS' menu is expanded, showing a list of categories like 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, and Incoterms. The 'INDICATOR' menu is also expanded, showing options like Revenue (E/S), Revenue (CURR), Volume, ASP, Budget, BFR, and Forecast. The 'DETAIL' section shows a table with columns for 'Distributor Flag', 'Budget Sep 2017 (K\$)', and 'Budget Sep 2017 (K\$)'. The data rows are 'Direct Customers' (73 212 130, 149 775), 'Distributors' (8 943 463, 25 095), and 'Total' (82 155 593, 174 871).

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

Specific Dimensions	
<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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