

# Sales Actual Report

[Return to Sales Model Overview](#)

This report shows financial data and amounts for sales processes that are stored in the [Sales Planning](#) cube. It focuses on the actual figures and compares these with other versions that come out of the [Sales Planning](#) cube. Amounts can be shown in local currency or converted into one of the target currencies.

## Report Heading


The screenshot below points out the heading area of the Sales Actual report. The report heading updates dynamically as various reporting options are selected. The logo can be changed in Administration; see [Configuring Design Elements](#) for more on report design.

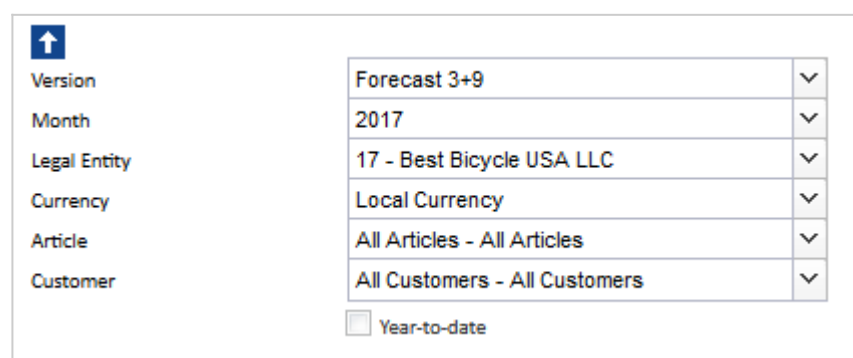


The heading area of the report displays the following fields:

Field	Description	Implementation
Title	Name of the report	Name of the report in Report Designer
Subtitle	Current PoV selection	Localized subtitle will update as PoV selections are made
Arrow	Toggle PoV widget	Click on the arrow to display or hide point-of-view selections

## Point of View (PoV) Options

The content of the report can be customized using the PoV options, which can be viewed by clicking the blue arrow at the top of the report. 



The screenshot shows a menu with a blue arrow icon at the top left. The menu items are:

- Version: Forecast 3+9
- Month: 2017
- Legal Entity: 17 - Best Bicycle USA LLC
- Currency: Local Currency
- Article: All Articles - All Articles
- Customer: All Customers - All Customers

At the bottom of the menu, there is a checkbox labeled "Year-to-date" which is currently unchecked.

The available options are described below:

PoV Option	Description	Implementation
Version (combobox)	Select one forecast for comparison.	<a href="#">Version</a> dimension, filter for <a href="#">Stylesheet</a> attribute equals <a href="#">Fd</a>
Month (combobox)	Select a reporting period (can be a year, or a month in a given year).	Elements matching the pattern yyyy, FYyyyy, FYyyyy-MM, or yyyy-MM of <a href="#">Month</a> dimension
Legal Entity (combobox)	Select one single legal entity or any consolidated element.	<a href="#">Legal Entity</a> dimension
Currency (combobox)	Select local currency or one of the target currencies. The selection of local currency is only available for base elements or consolidated elements of the <a href="#">Legal Entity</a> dimension having a common currency.	Elements of <a href="#">Currency</a> dimension matching the pattern LC and elements starting with a <a href="#">C</a> (e.g. <a href="#">EUR</a> ). <a href="#">LC</a> is only available if a local currency is stored (not empty) in the <a href="#">Currency</a> attribute for the selected element of the <a href="#">Legal Entity</a> dimension.
Article (combobox)	Show article as localized name.	<a href="#">Article</a> dimension descendants of a preselected element, implemented with hierarchy filter and data filter.
Customer (combobox)	Show customer as localized name.	<a href="#">Customer</a> dimension descendants of a preselected element, implemented with hierarchy filter and data filter.
Year-to-date (checkbox)	Display cumulated financial data.	Shows values for the selected month, otherwise value per yyyy-MM_YTD or FYyyyy-MM_YTD of <a href="#">Month</a> dimension

## Report Columns

The columns displayed in the report depend on the selections made in the PoV area. The screenshot below shows a report displaying Forecast

3+9.

	PY	BU	FC 3+9	AC	ΔPY%	ΔBU%	ΔFC 3+9%
Units	263,726	0	70,454	152,342	-42.2%		+116.2%
Unit Price	352	0	352	352	-0.0%		-0.0%
Gross Revenue	92,845,553	0	24,803,331	53,632,137	-42.2%		+116.2%
Discount	404,964	0	108,185	233,927	-42.2%		+116.2%
Net Revenue	92,440,589	0	24,695,146	53,398,210	-42.2%		+116.2%
Units	263,726	0	70,454	152,342	-42.2%		+116.2%
Unit Costs	261	0	261	261	-0.0%		-0.0%
COGS	68,905,740	0	18,407,902	39,803,329	-42.2%		+116.2%
Gross Earnings	23,534,849	0	6,287,244	13,594,881	-42.2%		+116.2%
Sales Commissions	245,477	0	65,578	141,800	-42.2%		+116.2%
Delivery Charges	113,427	0	30,302	65,521	-42.2%		+116.2%
Gross Profit	23,175,945	0	6,191,364	13,387,560	-42.2%		+116.2%
Fixed Costs	345,095	0	92,191	199,344	-42.2%		+116.2%
Net Profit	22,830,851	0	6,099,173	13,188,217	-42.2%		+116.2%

Below are descriptions of the columns in the Sales Actual Report.

### Notes:

- The Year-to-date (YTD) columns are only visible if the Year-to-date option in the PoV area is checked.
- The Forecast columns (FC x+y and FC x+y%) will **not** be visible if “no Forecast” is selected as Version in the PoV area.

Column	Description	Implementation
Row label	Account shown as localized name	Preselected global subset <a href="#">SalesPlanningCalculationScheme</a> of <a href="#">Sales Planning_measure</a> dimension, implemented with hierarchy filter and data filter.

Area visualization of version	Fill and border style for version	Stylesheet attribute of <code>Version</code> dimension. Note: these border styles are not customizable.
PY PY YTD	Previous year value	<code>Previous Year</code> element of <code>Version</code> dimension
BU BU YTD	Budget value	<code>Budget</code> element of <code>Version</code> dimension
FC x+y FC x+y YTD	Forecast x+y value, the most recent forecast	Displays the element selected in “Version” combobox; if “no Forecast” is selected, this column does not appear.
AC AC YTD	Actual figure	<code>Actual</code> element of <code>Version</code> dimension
$\Delta$ PY% $\Delta$ PY% YTD	Percentage change of <code>Actual</code> to <code>Previous Year</code>	$\frac{(\text{Actual} - \text{Previous Year})}{\text{Previous Year}}$
$\Delta$ BU% $\Delta$ BU% YTD	Percentage change of <code>Actual</code> to <code>Budget</code>	$\frac{(\text{Actual} - \text{Budget})}{\text{Budget}}$
$\Delta$ FC x+y% $\Delta$ FC x+y% YTD	Percentage change of <code>Actual</code> to the most recent forecast version	$\frac{(\text{Actual} - \text{Forecast})}{\text{Forecast}}$