

Sales Costs and Contribution Margin 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 planning for several planning versions, such as [Budget](#) and [Forecast](#) versions, and several sales cost types, such as [Sales Commissions](#), [Delivery Charges](#), and [Fixed Costs](#).

Example:

		PF	FC 3+9	ΔPF%	Jan	Feb
All Articles	Gross Earnings	2,151,707	446,940	-79.2%	0	0
	Sales Commissions	18,862	4,082	-78.4%	0	0
	Delivery Charges	7,627	1,652	-78.3%	0	0
	Gross Profit	2,125,218	441,206	-79.2%	0	0
	Fixed Costs	29,332	7,889	-73.1%	0	0
	Net Profit	2,095,886	433,317	-79.3%	0	0

Amounts can be shown in local currency or converted into one of the target currencies. Data entry requires the selection of a single legal entity and the local currency.


Report Heading

The screenshot below shows the heading area of the Sales Costs and Contribution Margin 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.

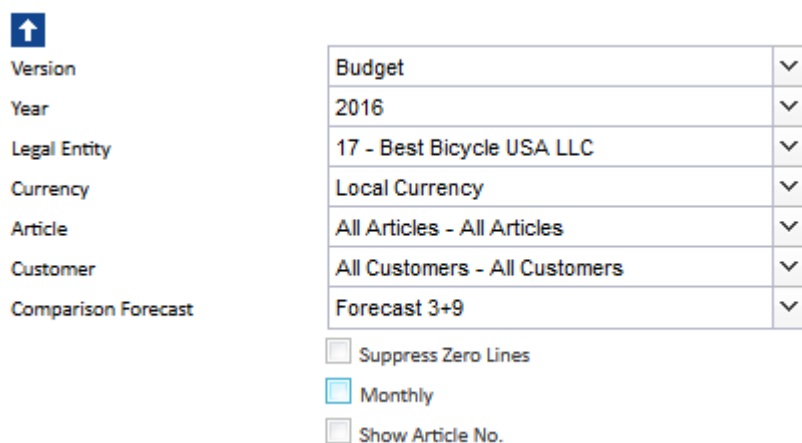


The heading area of the report displays the following fields:

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 	Show/hide 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. 



Version	Budget	▼
Year	2016	▼
Legal Entity	17 - Best Bicycle USA LLC	▼
Currency	Local Currency	▼
Article	All Articles - All Articles	▼
Customer	All Customers - All Customers	▼
Comparison Forecast	Forecast 3+9	▼

Suppress Zero Lines
 Monthly
 Show Article No.

The available options are described below:

PoV Option	Description	Implementation
Version (combobox)	Select a planning version.	Version dimension, filter for Stylesheet attribute equals BU and FC
Year (combobox)	Select a reporting period.	Elements matching the pattern yyyy or FYyyyy of Month dimension
Legal Entity (combobox)	Select one single legal entity or any consolidated element.	Legal_Entity 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 Legal_Entity dimension having a common currency.	Elements of Currency dimension matching the pattern LC and elements starting with a P (e.g. P-EUR). LQ is only available if a local currency is stored (not empty) in the Currency attribute for the selected element of the Legal_Entity dimension.
Article (combobox)	Select one single article or any consolidated element.	Article dimension
Customer (combobox)	Select one single customer or any consolidated element.	Customer dimension
Comparison Forecast (combobox)	Select one forecast for comparison.	Version dimension, filter for Stylesheet attribute equals FC
Suppress Zero Lines (checkbox)	Hides accounts with no data in the current selection	Data filter factors the following elements: <ul style="list-style-type: none"> • Previous_year, Budget, Forecast x+y, Actual elements of Version dimension • Element of Month dimension related to settings in Month combobox • Elements of Legal_Entity dimension related to selected value in Legal Entity combobox • Elements of Currency dimension related to selected value in Currency combobox • Elements of Article dimension related to selected value in Article combobox • Elements of Customer dimension related to selected value in Customer combobox • Value for slice operator 0 or 9999999
Monthly (checkbox)	Possibility to plan data for a single month or a period of time	Elements of Month dimension matching special pattern
Show Article No. (checkbox)	Check this option to display the account number along with the account name in the row column label.	Switches between Name or ID_Name attribute of Article dimension

Report Columns

The columns displayed in the report depend on the selections made in the PoV area. The screenshot below shows a report with Budget version, Comparison Forecast 3+9, and Monthly selected.

		PY	FC 3+9	ΔPY%	2016 (entry)	BU	ΔFC 3+9%
Bikes	Gross Earnings	1,572,411	338,360	-78.5%	0	0	
	Sales Commissions	13,981	3,087	-77.9%	0	0	
	Delivery Charges	5,374	1,063	-80.2%	0	0	
	Gross Profit	1,553,056	334,210	-78.5%	0	0	
	Fixed Costs	24,873	6,768	-72.8%	0	0	
	Net Profit	1,528,183	327,442	-78.6%	0	0	
Mountain Bikes	Gross Earnings	294,021	44,349	-84.9%	0	0	
	Sales Commissions	3,204	423	-86.8%	0	0	
	Delivery Charges	1,588	139	-91.2%	0	0	
	Gross Profit	289,229	43,787	-84.9%	0	0	
	Fixed Costs	3,545	1,081	-69.5%	0	0	
	Net Profit	285,684	42,706	-85.1%	0	0	
Road Bikes	Gross Earnings	1,273,618	292,448	-77.0%	0	0	
	Sales Commissions	10,727	2,650	-75.3%	0	0	
	Delivery Charges	3,736	896	-76.0%	0	0	
	Gross Profit	1,259,155	288,901	-77.1%	0	0	
	Fixed Costs	20,492	5,435	-73.5%	0	0	
	Net Profit	1,238,663	283,466	-77.1%	0	0	
Touring Bikes	Gross Earnings	4,772	1,563	-67.2%	0	0	
	Sales Commissions	51	13	-73.8%	0	0	
	Delivery Charges	49	28	-44.0%	0	0	
	Gross Profit	4,672	1,523	-67.4%	0	0	
	Fixed Costs	836	252	-69.8%	0	0	
	Net Profit	3,836	1,270	-66.9%	0	0	

Below are descriptions of the columns in the Sales Costs and Contribution Margin Report. **Note:** the month columns are only visible if the “Monthly” option in the PoV area is checked.

Column	Description	Implementation
Row label	Articles and sales figures shown as localized names	Article dimension displays all elements without preselection Preselected global subset SalesPlanningCostandContributionMargin of Sales Planning_measure dimension, implemented with hierarchy filter and pick list manager.
Area visualization of version	Fill and border style for version	Stylesheet attribute of Version dimension.

PY	Previous year value	Previous Year element of Version dimension
FC x+y	Forecast x+y value, the most recent forecast	Elements matching the pattern FC in Stylesheet attribute of Version dimension.
FC x+y YOY%	Percentage change of Forecast x+y to Previous Year	
Value		Financial amount of Sales Planning cube

Cell Locking

For all planning reports, data entry is only possible when a single legal entity and the local currency are selected. Cell locking prevents the entry of data in fields that draw on multiple sources.

Every account in the [Sales Planning measure](#) dimension contains the [PCalculation](#) attribute, which defines the rule that is implemented on the element. When information is deposited in these attributes in the form of a B Rule, or the selected element is a C Element, cell locking is activated in the planning reports and data cannot be entered.

For example, in the screenshot below, the element [Gross Revenue](#) has information in [PCalculation](#), so the option to write values in

database will be denied in the planning report.

Element	Name	PCalculation
Variable Costs	Variable Costs	
Sales Commissions	Sales Commissions	
COGS	COGS	B:[Sales Planning_measure:'Units'] * [Sales Planning_measur...
