

Sales Model Overview

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Scope

The Jedox Sales model simplifies top-down and bottom-up planning for sales and sales-related cost. Use key performance drivers to budget and forecast revenue and analyze trends for example by product or service, customer segment or sales channels. Track and analyze backlogs of sales orders, non-invoiced orders, and open payments. The model comes with an approval workflow to manage multi-level planning cycles and collect data from a large number of sales staff. Shorten budget cycles, simplify planning and forecasting and gain actionable insights with this pre-built Jedox Model. Jedox Models are highly configurable best-practice applications that easily integrate with each other. They store amounts in a source currency and convert them into one or multiple reporting currencies. Data can be either imported from source systems or entered manually.

[Test Drive the Sales Model](#) from the Jedox Marketplace.

Database

Sales Cube
Sales Planning Cube
Sales Order Backlog Cube
Daily Exchange Rates Cube
Exchange Rates Cube
Fact Cube Using Currency Conversion
_WF Task Definition Cube
_WF Task Assignments (Customer) Cube
_WF Task Status (Customer) Cube

Business Logic

Version Blending
KPI Calculations (by Version) for Sales Cube
KPI Calculations (by Version) for Sales Planning Cube
KPI Calculations for Sales Order Backlog Cube
Previous Year
Currency Conversion
Semi-Additive Measures (Sales Model)
Workflow in the Sales Model

Interfaces

Import Exchange Rates Interfaces

Reports

Sales Actual
Sales Mid-Term Planning
Sales Gross Earnings
Sales Gross Revenue
Sales Commission
Sales Costs and Contributions Margin
Sales Order Backlog
Sales Legal Entity Breakdown
Sales Time Series

Administration Reports

Legal Entity Administration Report
Exchange Rates Report
Forecast Initialization Report for Sales
Workflow Administration

Setup

Getting Started with the Sales Model
Setting Up the Sales Model

Configuration**Sales Cube**

Article Dimension
Customer Dimension
Sales Channel Dimension
Sales_measure Dimension
Sales Planning Cube

Article Dimension
Customer Dimension

Sales Planning_measure Dimension

Sales Order Backlog Cube

Sales Order Status Dimension

Sales Order Backlog_measure Dimension

Currency Conversion

Setting Up the Available Source Currencies

Setting up the Target Currencies

Configuration of Conversion Types

Setting Up Additional Conversion Types

Conversion from Implicit Local Currency

Conversion from Explicit Source Currency

Comparison of Currency Conversions

Synchronizing Exchange Rates in Forecast and Budget Versions

Exchange Rates

Scaling Amounts in Reports

Other

Configuring Design Elements

Version Dimension

Month Dimension

Day Dimension

Legal Entity Dimension

Assigning Activities to User Groups