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## Inventory Usage/Product Sales Analysis Reports

IM-1151

### Overview

This Extended Solution to the Inventory Management module adds the Inventory Usage Report and the Product Sales Analysis Report. The Inventory Usage Report prints stock and usage information for standard items and component items from unexploded bills in a one line per item format. The Product Sales Analysis Report prints one line per item for the total sales of the item to all customers.



Sage Extended Solutions IM-1077: *User Defined Inventory Masterfile Fields* must be installed and enabled in order for this Extended Solution to function.



The MAS 90 MAS 200 Bill of Materials module is required.

### Installation

Before installing this Extended Solution, please verify that the version level(s) printed on the CD label are the same as the version level(s) of the MAS 90 MAS 200 module(s) you are using. For further information, please see the Upgrades and Compatibility section below. Check your Shipping Manifest for a complete list of Extended Solutions shipped.

For detailed installation instructions, please refer to the Sage website at:

[http://support.sagesoftware.com/mas/extended\\_solutions/main.cfm](http://support.sagesoftware.com/mas/extended_solutions/main.cfm)

#### **Installing Your Extended Solutions under Windows From a CD**

If you have the *autorun* function turned on for your PC, the installation program will start up automatically. If not, find the **autorun.exe** file on your CD-ROM drive and double-click it to start the installation program. Follow the on-screen instructions.

#### **From the Sage FTP site**

When your Extended Solution is ready to be downloaded, you will receive an email from 'extendedsolutions.na@sage.com' telling you that it is ready. The email will contain the Customer Name, Cross Reference, a case-sensitive Password, a link via which you can download your Extended Solution, instructions and a Shipping Manifest. If you have any problems with this order, please email [extendedsolutions.na@sage.com](mailto:extendedsolutions.na@sage.com) and we will assist you during normal business hours.

#### **Extended Solutions Control Center**

Installing any Extended Solution will add an Extended Solutions Control Center to the MAS 90 MAS 200 Library Master Utilities menu. When you open the Control Center, the following options will be available:

## Extended Solutions

- Extended Solutions Manuals
- Remove Extended Solutions
- Unlock Extended Solutions
- Merge Installation Files
- Extended Solutions Setup options

### Setup

Once the disk is installed, you will need to access the Inventory Management option screen. After the option screens have been displayed, a Setup screen for this Extended Solution will appear. Check the 'Enable Extended Solution' box to activate this Extended Solution (Figure 1). The manual for this Extended Solution, if it has been installed, can be viewed by clicking the 'Manual' button next to the 'Enable Extended Solution' check box. It can also be viewed via the Extended Solutions Control Center (see Installation, above).

Figure 1

Answer the following prompts:

**BASES/LIDS UDF:** Enter the IM-1077 UDF (type 'U' length of 15) designated as the Bases/Lids UDF. This UDF is used for the Inventory Usage Report.

**HKC WAREHOUSE CODES:** Enter up to five Warehouse Codes to be considered HKC Warehouses on the Inventory Usage Report.

**PRODUCT TYPES:** Enter up to five Product Types that correspond to the previous HKC Warehouse to be used on the Inventory Usage Report. Enter a blank for all Product Types.

## Extended Solutions

**VENDOR WAREHOUSE CODES:** Enter up to five Warehouse Codes to be considered 'Vendor Warehouse Codes' on the Inventory Usage Report.

**SUPPRESS TOTALS ON USAGE REPORT:** Check this box to suppress the sub-totals and totals from printing on the Inventory Usage Report.

If the Inventory Usage Report and Product Sales Analysis Report have not previously been added to a menu, a pop-up screen will be presented allowing you to automatically add each of these reports to the Inventory Reports Menu. Answer 'NO' if you wish to use standard MAS 90 MAS 200 Menu Maintenance to add the program to a different menu of your choice.

You should visit this Setup screen after each upgrade or reinstallation of this Extended Solution.

## Operation

### *Inventory Usage Report*

**Figure 2**

This report will print stock and usage information for 'raw material' component items in a one-line per inventory item format. The report runs from a new data file that stores standard Items and component items from unexploded Bills during Sales Journal update.

The report is sorted by Product Destination (I/M Category field #1), Product Line, and by Product Type Category field (I/M Category field #2).

The report may be selected by a range of Category field #1, Category field #2, Product Lines, Item Numbers and Bill Numbers.

## Extended Solutions

You may choose to force the selection to one period of usage by checking the 'Select One Period of Usage' box. This will prevent you from entering the 'X' or 'Y' period prompts. Leave the box blank if you wish to compare specific periods using the 'X' and 'Y' prompts.

If you left the 'Select One Period of Usage' box blank, you may specify the periods to be compared for the column six usage rolling averages of X or Y periods' sales. Enter the periods you wish to compare at the prompts 'X Months to Compare' and 'Y Months to Compare.' The 'X' and 'Y' values entered cannot be greater than the number of periods in the current year. For example: three or six periods' averages or six to nine periods' averages. A final selection option will indicate if you wish to print column eleven or twelve.



You will only be able to compare 'X' or 'Y' periods if data is available for these periods. There will not be any data on file until this Extended Solution has been installed and the Sales Journal has been updated.

Naughty Donuts Company													
INVENTORY USAGE REPORT													
FOR THE PERIOD ENDING 01/31/1999													
ITEM NUMBER	ITEM DESCRIPTION	TOTAL VENDOR INV. OO & TO ORDER	HKC INV EOM 01/1999	ADD'L QTY TO BALANCE L & B	TOTAL IN TRANSIT	TOTAL INV UNITS	TOTAL MON. USAGE MAX AVE 1 MONTH ONLY	TOTAL OH & OO INV \$	HKC OH & OO INV \$	TOTAL INV \$	TOTAL MOS INCL VEND INV	TOTAL COST	EXCESS OF 12 MOS INV
DESTINATION: L.A.													
PRODUCT LINE: WF&A													
PRODUCT TYPE: R													
D2000	DESK 84" X 48"	0	0	0	0	0	10	0.00	0.00	0.00	NO USAGE	0.00	0.00
D2000-C	EXECUTIVE CREDENZA	0	0	0	0	0	20	0.00	0.00	0.00	NO USAGE	0.00	0.00
D2000-CD	EXECUTIVE DESK CENTER DRAWER	0	0	0	0	0	10	0.00	0.00	0.00	NO USAGE	0.00	0.00
VOG-CM-MP-B	MODESTY PANEL	0	178	0	0	178	20	0.00	7,476.00	7,476.00	8.9	\$40.00	0.00
DESTINATION: NEW YORK													
PRODUCT LINE: WF&A													
PRODUCT TYPE: R													
D1000-BBW/LIGHTBOOK BIN W/FLUORESCENT LIGHT		0	0	0	0	0	20	0.00	0.00	0.00	NO USAGE	0.00	0.00
D1000-LHDS	DESK DRAWER SET - LEFT HAND	0	1-	0	0	1-	0	0.00	0.00	0.00	NO USAGE	0.00	0.00
D1000-LOCK	LOCK SET FOR D1000 DRAWER SET	0	0	0	0	0	20	0.00	0.00	0.00	NO USAGE	0.00	0.00
D1000-RHDS	DESK DRAWER SET - RIGHT HAND	0	0	0	0	0	10	0.00	0.00	0.00	NO USAGE	0.00	0.00

Figure 3

The column layout of the report will be as follows:

Column	HKC Description	MAS 90 MAS 200 Description
1	Total Vendor Inv, OO & TO Order	Total of warehouses specified as vendor warehouses on hand qty and quantity on Purchase Order (at the time the report is generated).

## Extended Solutions

2	HKC EOM Inventory	On hand quantity for Items in the warehouses specified as the HKC warehouses and that reference the corresponding Product Types. This will be the on hand quantity at the most recent Inventory period end (current on hand qty + or - all transactions after the previous period-end)
3	Add'l Qty to Balance Lids & Bases	Using I/M UDFs, each inventory item can refer to one other item that goes together to make a set of box bases and box lids. When the report processes an item that refers to another item, this column will compare Column Two for this item with the related item, and print the difference.
4	Total in Transit	Quantity on Purchase Order in all warehouses except the Vendor Warehouses
5	Total Inventory Units	Total of Columns One, Two, and Four.
6	Total Monthly Usage Max Ave	Queries the new data file for the item it is on and 'X' or 'Y' Months calculates the higher of 'X' or 'Y' periods' rolling average units of the item.
7	Total OH & OO \$	Column One x Inventory Standard Cost for that item
8	HKC OH & OO Inventory \$	(Column Two + Column Four) x Inventory Standard Cost for the item
9	Total Inventory \$	Column Five x Inventory Standard Cost for the item
10	Total Mos. Incl. Vendor Inv.	Column Five divided by Column Six, masked to ###.##. If zero, prints 'No Usage'
11	Total Cost (Optional)	Column Six usage x Inventory Standard Cost
12	Excess of 12 Mos Inv (Optional)	If Column Ten is greater than Column Twelve, this is the dollar amount of inventory that exceeds twelve months of usage at Standard Cost: Excess ' [Column Five B (Column Six multiplied by 12)] x Std Cost

## Extended Solutions

*Sales Journal Update Processing*

During the Sales Journal update, the system will write information out to a new file about the current component makeup of each unexploded Bill Item and each standard Item sold. The new file will store information by component item or standard Item/Warehouse/Bill Item. As the Sales Journal is updated, line items on the invoices will be scanned, to look for standard Items and unexploded Bill Items. The system will determine the component items that currently make up each Bill by reading the Bill Of Materials Maintenance for each Bill Item sold during the Sales Journal Update. The Quantity Per Bill of each component item will be multiplied by the number of the bills sold on the invoice, and the resulting quantity will be written to the file along with the Bill Number, Component Item Number, Warehouse Code and Inventory Period (current I/M period at the time of the Sales Journal Update).

The new data file created by this Extended Solution will be updated during year end processing. The current year data will be moved to the prior year.

*Product Sales Analysis Report*

**Figure 4**

This report will print 1 line per item, representing the total sales of that product to all customers. Any line with a zero Quantity and dollar value will not be printed. This report will draw data from the IM9 and IM\_13 files. The sort sequence will be as follows:

1. 'Product type' inventory category field #2 (e.g., finished goods, raw materials, packaging)
2. Product line in descending order of total product line sales (An option will be provided to choose Inventory PTD or YTD sales to on which to sort)
3. 'Product size' inventory category field #3
4. Inventory item number

## Extended Solutions

A selection by range of product lines and item numbers will be provided. A selection list for product types (maximum of 10) will be provided to be able to print products that are not sequential. Product Type is the value held in the standard Category field #2.

At the product line subtotal breaks, a comparison of total sales for the prior year will print. A line will print for last year sales and the last year's percentage of total last year sales for all Product Lines. The second line will contain 'Difference,' which is the net change in sales, and '% Change,' which is calculated as the Difference divided by Last Year Sales. These values are calculated on Period-To-Date and Year-To-Date values.

Columns are printed for Item Number, Item Description, Period-to-Date Units Sold, Dollars Sold, Percentage to total product size, Percentage to Total Sales, Year-To-Date Units Sold, Dollars Sold, Percentage to Total Product Size, and Percentage to Total Sales. No decimal places will be printed on the Period-to-Date and Year-To-Date columns.

The columns '% to Total Product Size' are calculated for each item line as the item's PTD or YTD sales dollars percentage of the Product Size total.

The columns '% To Total Sales' are calculated for each Product Size total as the percentage of the Product Line's sales that this Product Size represents. The same calculation is used at Product Line breaks when the Product Line's percentage of the report total sales is printed.



You must be aware that all of these reports will be slow. All involve a large number of files and data calculation. Many involve line level data comparisons to the report total data. In order to generate these comparisons, the reports effectively must be generated twice, once to obtain the total values, the second to print the actual calculations. No warranty whatsoever can be made with respect to the speed of the report generation/printing.

Naughty Donuts Company							
PRODUCT SALES ANALYSIS							
FOR THE PERIOD ENDING 01/31/1999							
ITEM NUMBER	ITEM DESCRIPTION	PTD QTY	PTD \$	% TO TOTAL PROD SIZE/ PROD LINE/ TOTAL SALES	YTD QTY	YTD \$	% TO TOTAL PROD SIZE/ PROD LINE/ TOTAL SALES
PRODUCT TYPE: R							
PRODUCT LINE: WF&A WORKSTATION FURN & ACCESS							
PRODUCT SIZE: 0.00							
D1400	EXECUTIVE DESK ENSEMBLE	10	10,000.00	78.555%	10	10,000.00	78.555%
VOG-CM-MP-B	MODESTY PANEL	107	2,730.00	21.445%	107	2,730.00	21.445%
PRODUCT SIZE 0.00 TOTAL:		117	12,730.00	100.000%	117	12,730.00	100.000%
PRODUCT LINE WORKSTATION FURN & ACCESS TOTAL:		117	12,730.00	100.000%	117	12,730.00	100.000%
LAST YEAR SALES/% OF CURRENT YEAR:			0.00	0.000%		0.00	0.000%
THIS YEAR VS LAST YEAR/% CHANGE:			12,730.00	0.000%		12,730.00	0.000%
PRODUCT TYPE R TOTAL:		117	12,730.00	100.000%	117	12,730.00	100.000%
REPORT TOTAL:		117	12,730.00	100.000%	117	12,730.00	100.000%

Figure 5

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## Extended Solutions

**Report Master/Visual Integrator**

The files listed below have been added or changed in the Data Dictionary by this Extended Solution for Report Master/Visual Integrator purposes.

<i>New File:</i>	<i>Field:</i>
IM.NE_BILL	All Fields

The Data Dictionary may contain other files and data fields that are not available without their corresponding Sage Extended Solutions installed.

*Note: The Report Master module is not supported in MAS 200 SQL.*

**Crystal Reports**

The files listed below have been added or changed in the Crystal Dictionaries by this Extended Solution for Crystal Reports purposes.

<i>File:</i>	<i>Description</i>	<i>Field:</i>
IM_BC	Unexploded Bill Components	All Fields

Be aware that the Crystal Dictionaries may contain other files and data fields that will be unavailable without their corresponding Extended Solutions installed.

**Upgrades and Compatibility**

The installation CD is labeled with the version of the MAS 90 MAS 200 module for which this Extended Solution was prepared. This Extended Solution will check its compatibility with the appropriate MAS 90 MAS 200 modules and will be disabled if an incompatibility is found. If you upgrade your MAS 90 MAS 200 modules, this Extended Solution must be upgraded as well. Your MAS 90 MAS 200 dealer can supply this upgrade.

**Documentation**

Only changes made to the standard operation of MAS 90 MAS 200 have been documented in this manual. Operations not documented in this manual are standard procedures of MAS 90 MAS 200 processing. Standard MAS 90 MAS 200 processes, data entry screens, inquiry screens, reports, updates, etc., have not been changed unless addressed in this document.

Parts of this document may refer to the *Specific Purpose Rule*. When referenced, the described feature was developed for a specific client to its specifications and may not conform to generally accepted MAS 90 MAS 200 standards and procedures. These features may or may not benefit you in your application of MAS 90 MAS 200.

**Acknowledgments**

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