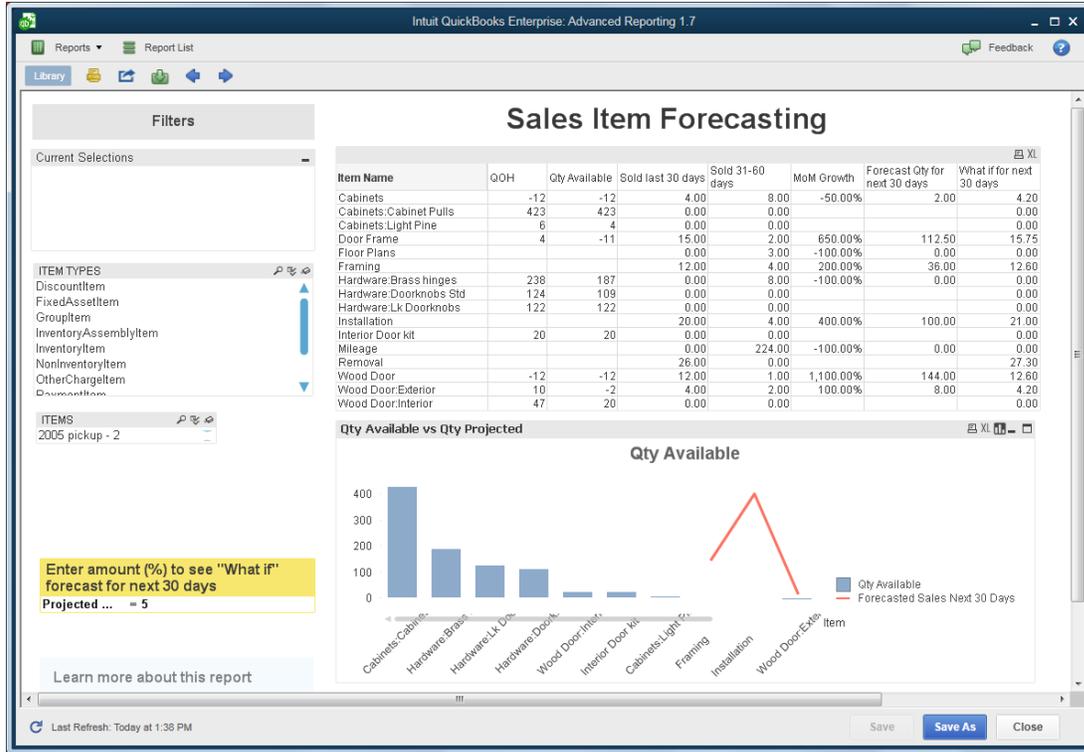


QuickBooks Advanced Reporting Exercises

Monday, November 02, 2015

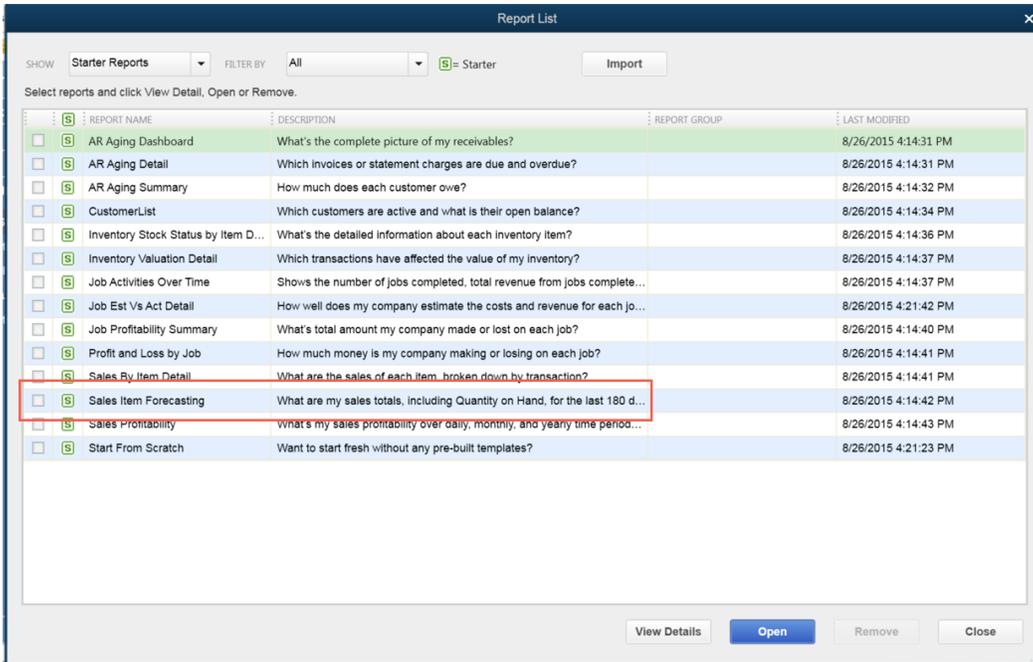
Exercise #2: Sales by Item Forecasting



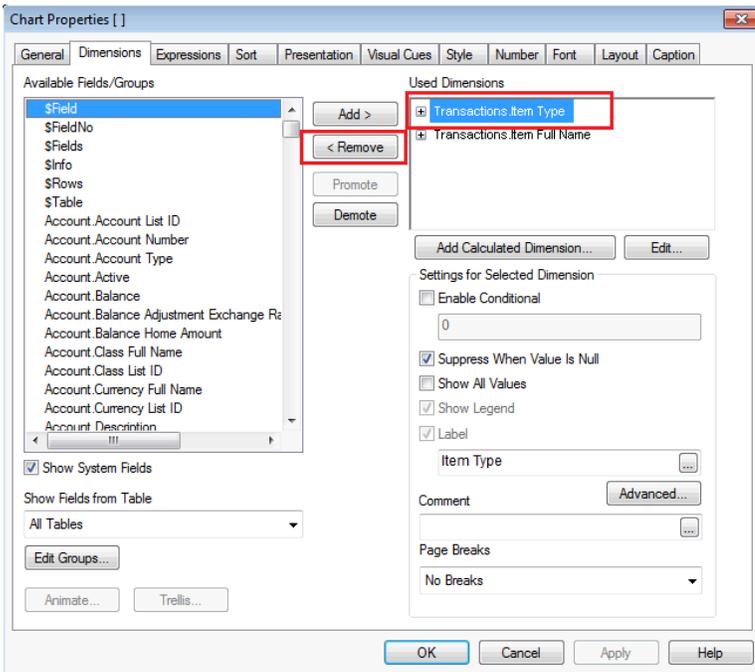
Objective – combine inventory and sales data to get a picture of what products you anticipate selling in the future to aid in forecasting, planning and purchasing

Step 1: Edit pivot table in existing template.

1. From the Report List, open the **Sales Item Forecasting** report template.

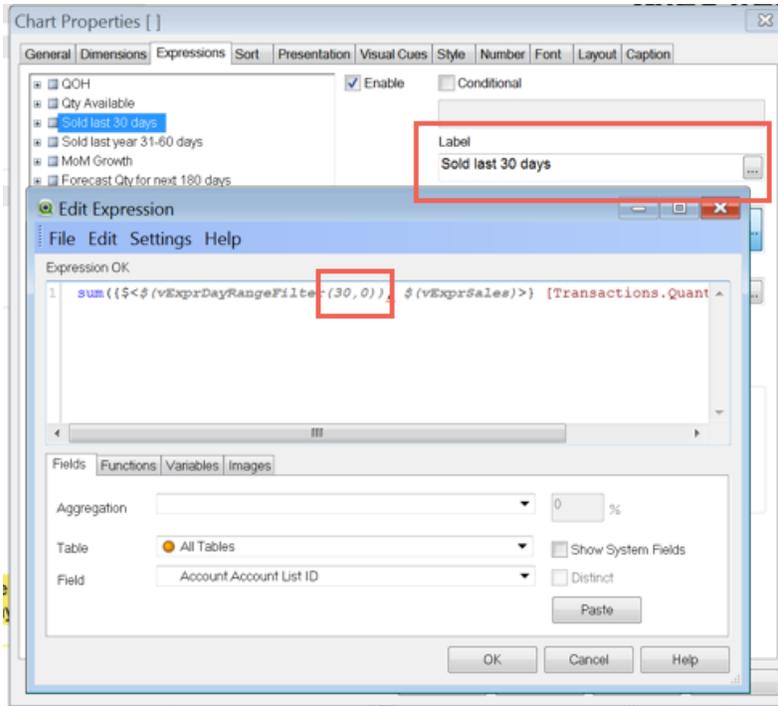


2. Right-click on the table and select **Properties**.
3. In the Dimensions tab, remove the dimension **Transactions.Item Type**.



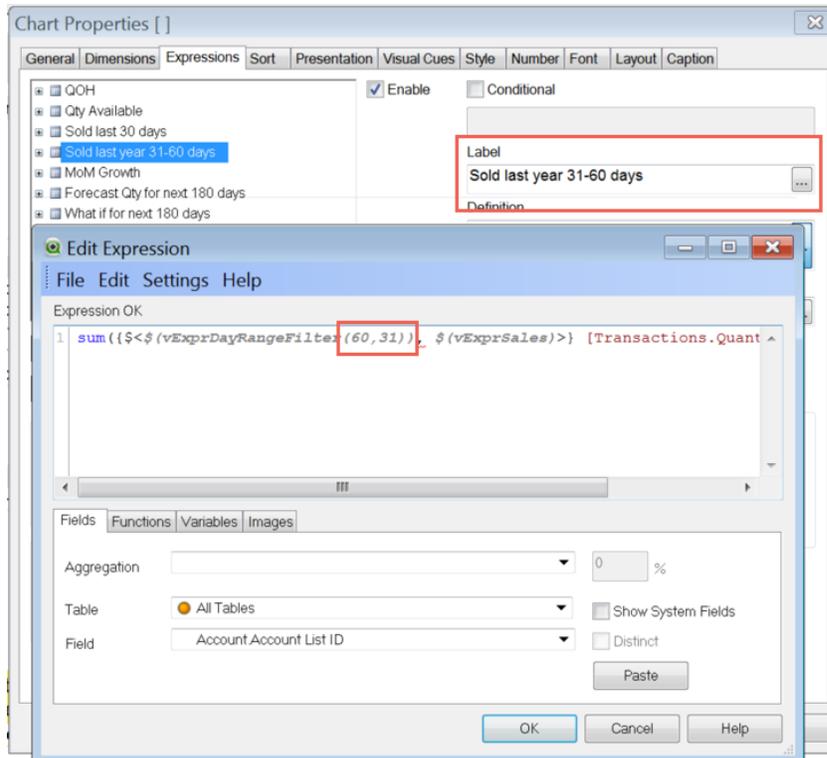
4. In the Expressions tab, make the following changes. Tip: Double-click the expression name or click [...] under Definition to get open Edit Expression.
 - a. Change label **Sold last 180 days** to **Sold last 30 days**:
 - i. Change **180** to **30** in the expression:


```
sum({$<$(vExprDayRangeFilter(30,0)), $(vExprSales)>}
[Transactions.Quantity With Sign])
```

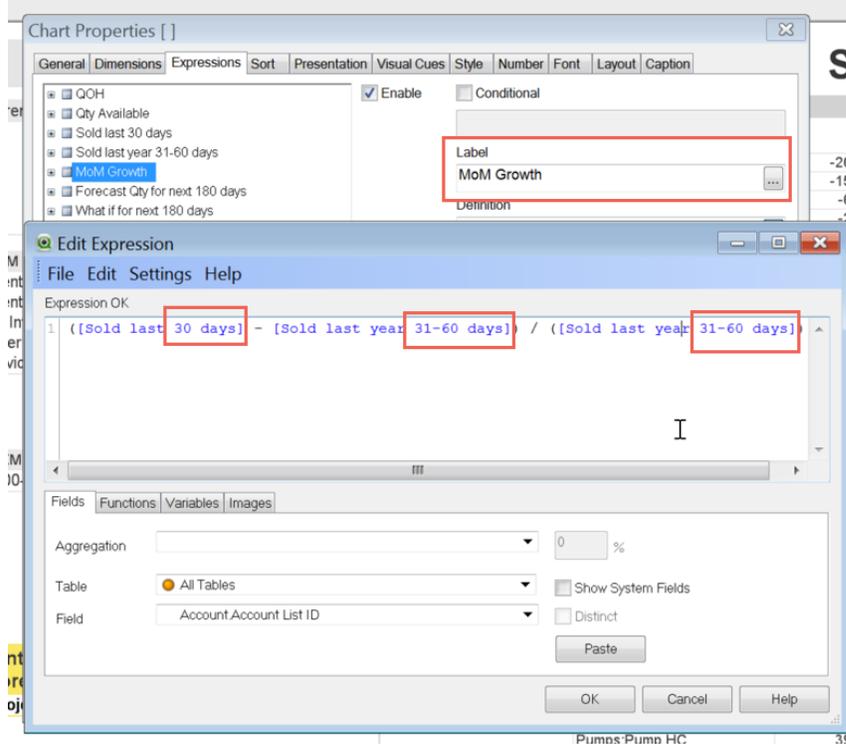


- b. Change label **Sold last year 180 days** to **Sold 31-60 days**:
- i. Change to **545, 365** to **60, 31** in the expression:

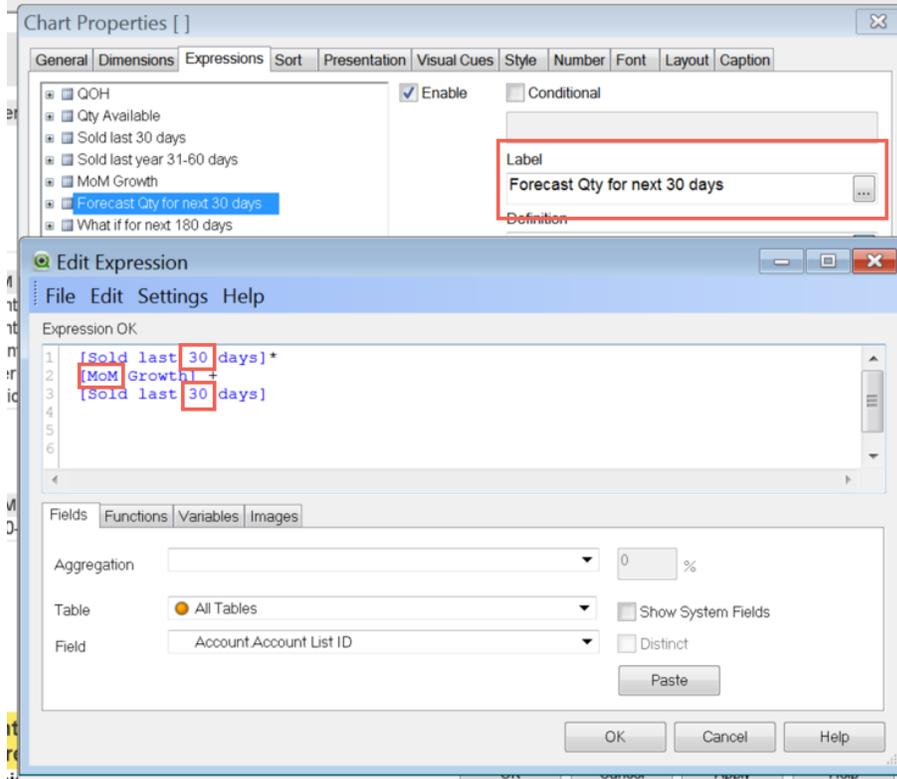
$$\text{sum}(\{<$(vExprDayRangeFilter(60,31))>, $(vExprSales)\})$$
[Transactions.Quantity With Sign]



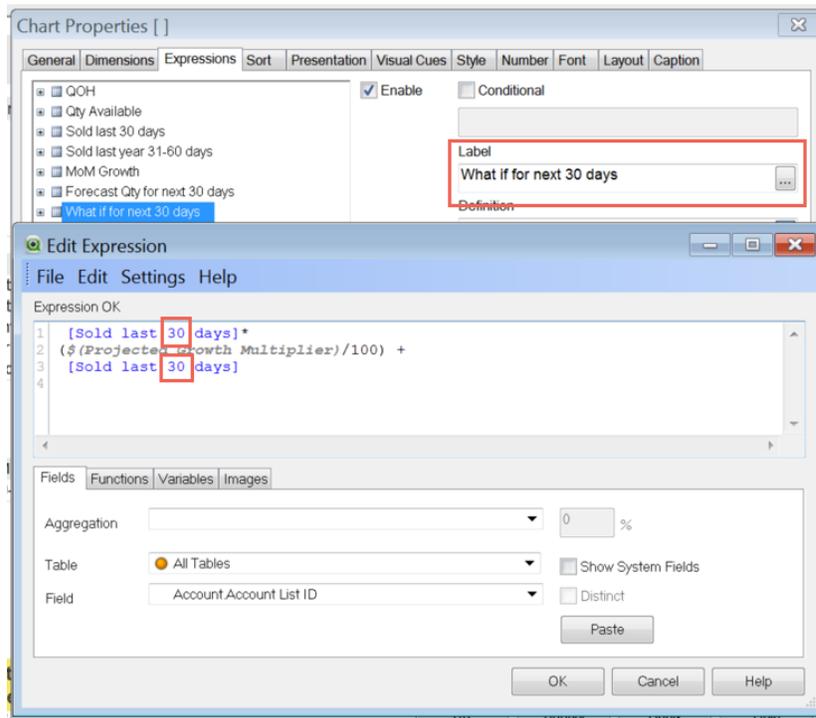
- c. Change label **YoY Growth** to **MoM Growth**:
 - i. Update these to match your new label titles for the above expressions: $[(\text{Sold last 30 days}) - (\text{Sold 31-60 days})] / [(\text{Sold 31-60 days})]$



- d. Change **Forecast Qty next 180 days** to **Forecast Qty next 30 days**:
 - i. Update these to match your new label titles for the above expressions: $([\text{Sold last 30 days}] * [\text{MoM Growth}]) + [\text{Sold last 30 days}]$



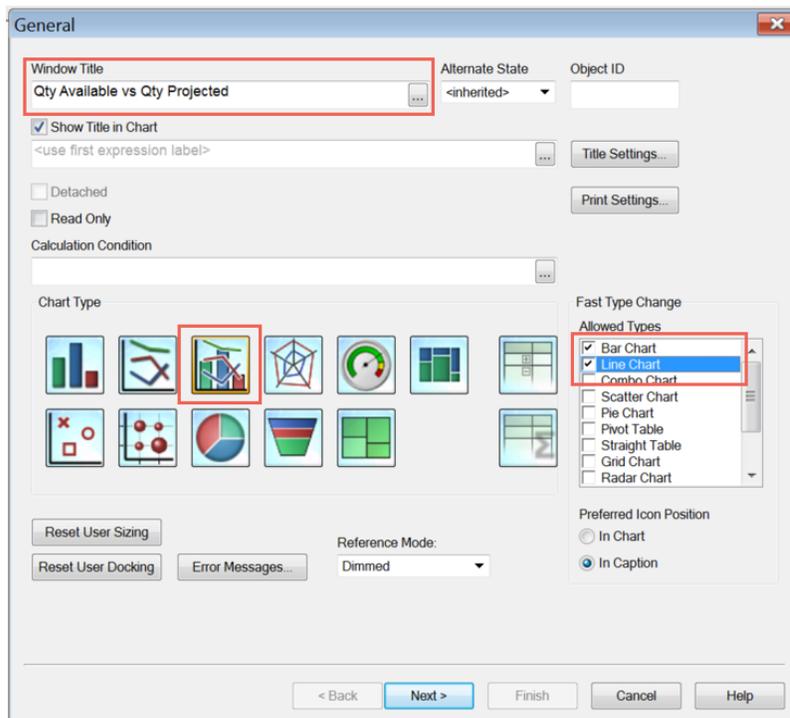
- e. Change **What If for next 180 days** to **What if for next 30 days**:
- Update these to match your new label titles for the above expressions: $([\text{Sold last 30 days}] * (\$(\text{Projected Growth Multiplier})/100)) + [\text{Sold last 30 days}]$



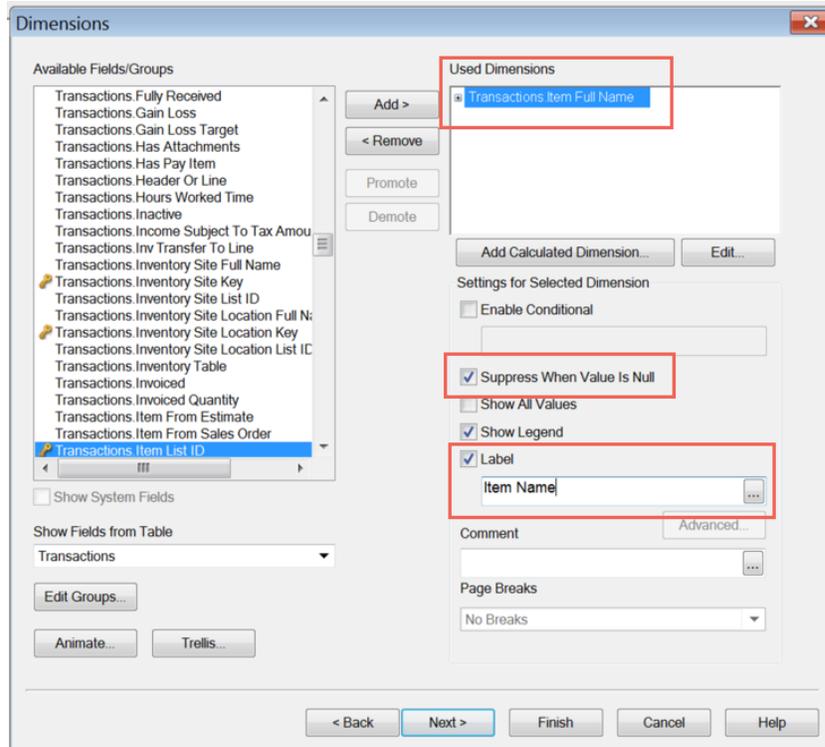
5. Click **OK** to see the report.

Step 2: Add a Bar Chart with a Line Graph showing Quantity Available and Forecasted Sales Quantity for the next 30 days. It shows what you need to order to cover projected sales.

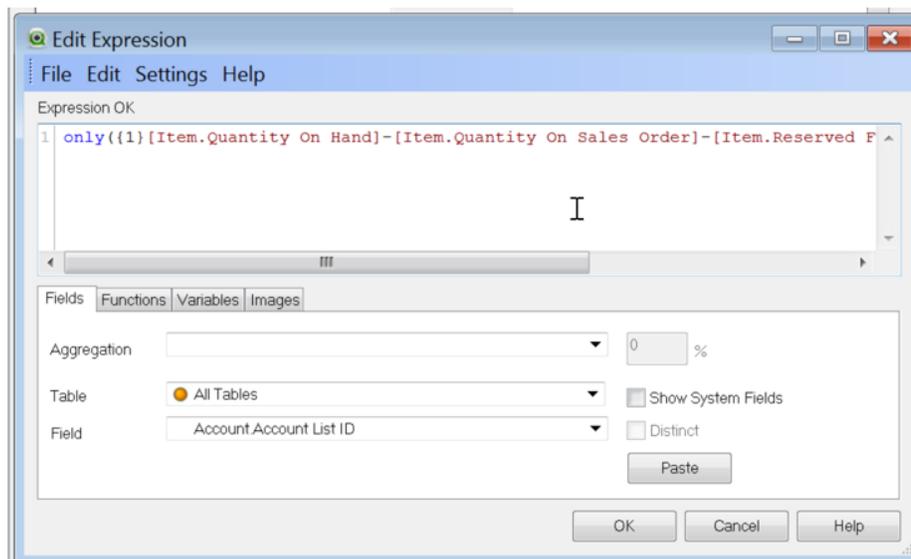
1. Right-click on any white space and select **New Sheet Object > Chart**. Tip: You may need to drag the edges of the pivot table to make it smaller so you can add this chart above it.
2. In the General window, enter **Qty Available vs Qty Projected** in Window Title.
3. Select the **Combo Chart** icon.
4. Select **Bar Chart** and **Line Chart** (under Fast Type Change).



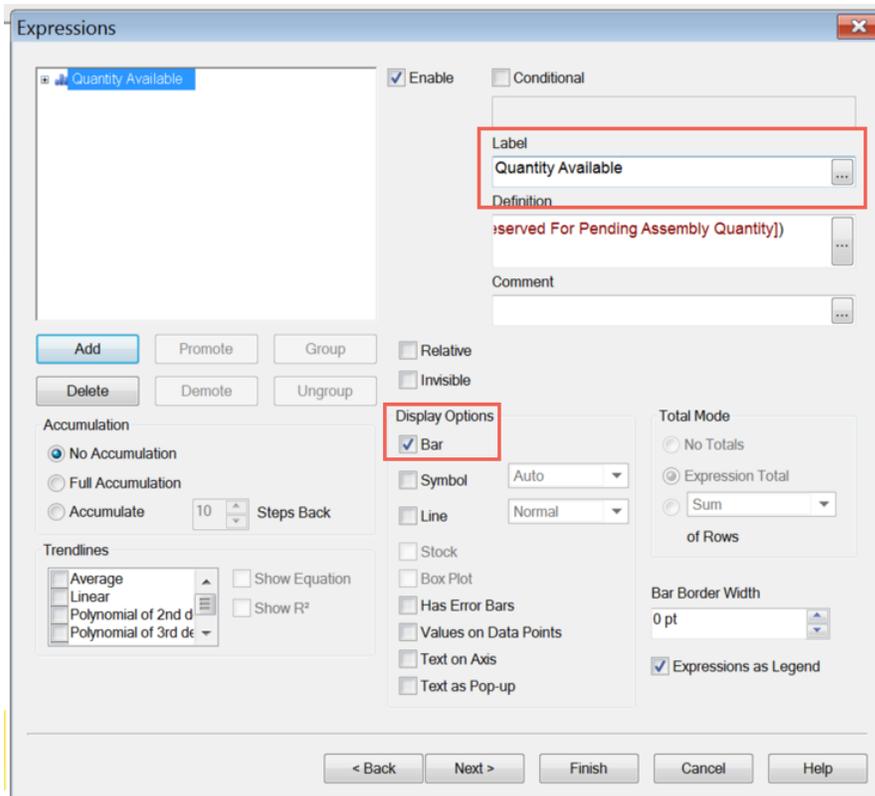
5. Click **Next**.
6. In the Dimensions window, add the following dimensions:
 - a. Transactions.Item Full Name
 - i. Enter **Item Name** in Label.
 - ii. Select **Suppress when Value in Null**.



7. Click **Next**.
8. In the Edit Expression pop-up window, type the following:
 - a. `only({1})[Item.Quantity On Hand]-[Item.Quantity On Sales Order]-[Item.Reserved For Pending Assembly Quantity]`

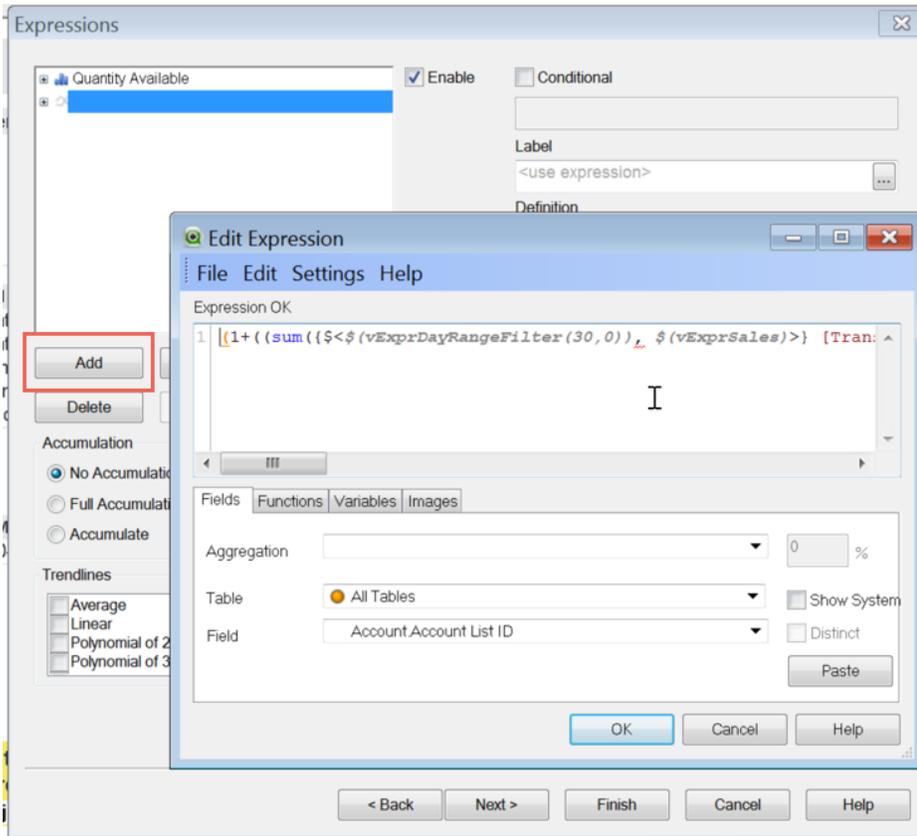


9. Click **OK**.
10. Change the label to **Quantity Available**.
11. Make sure Display Options is set to **Bar**.

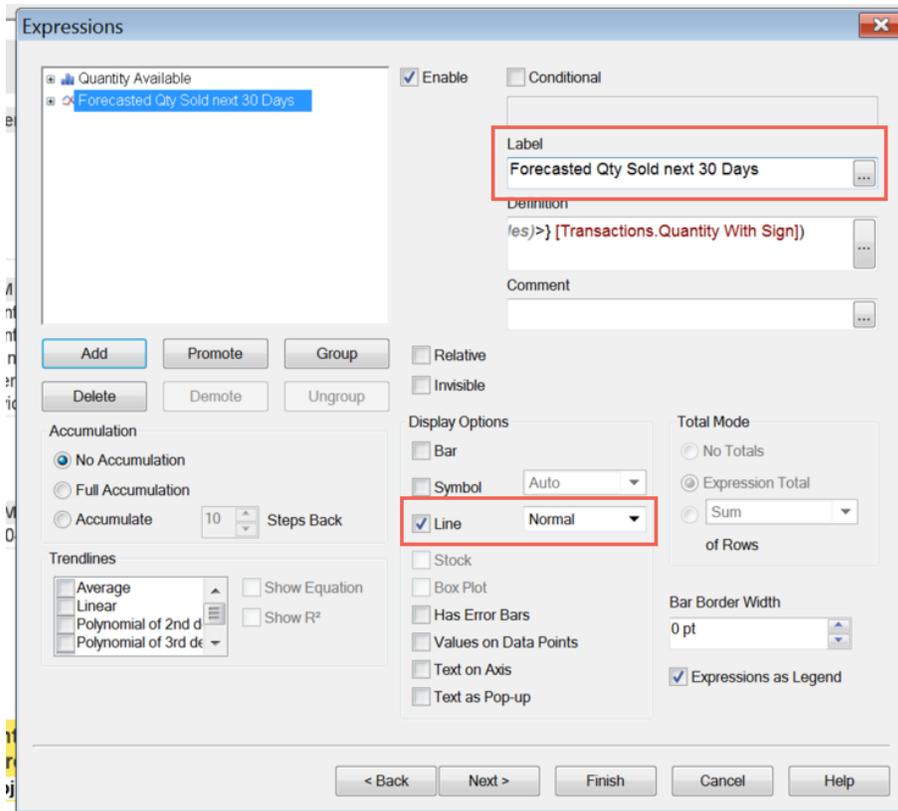


12. Click Add and enter the following expression:

- a.
$$\left(1 + \left(\frac{\sum(\{\$< \$\{vExprDayRangeFilter(30,0)\}, \$\{vExprSales\}>\{Transactions.Quantity With Sign\}) - \sum(\{\$< \$\{vExprDayRangeFilter(60,31)\}, \$\{vExprSales\}>\{Transactions.Quantity With Sign\})}{\sum(\{\$< \$\{vExprDayRangeFilter(60,31)\}, \$\{vExprSales\}>\{Transactions.Quantity With Sign\})}\right)\right) * \sum(\{\$< \$\{vExprDayRangeFilter(30,0)\}, \$\{vExprSales\}>\{Transactions.Quantity With Sign\})$$



13. Change the label to **Forecasted Qty Sold next 30 Days** and make sure Display Options is set to **Line**.



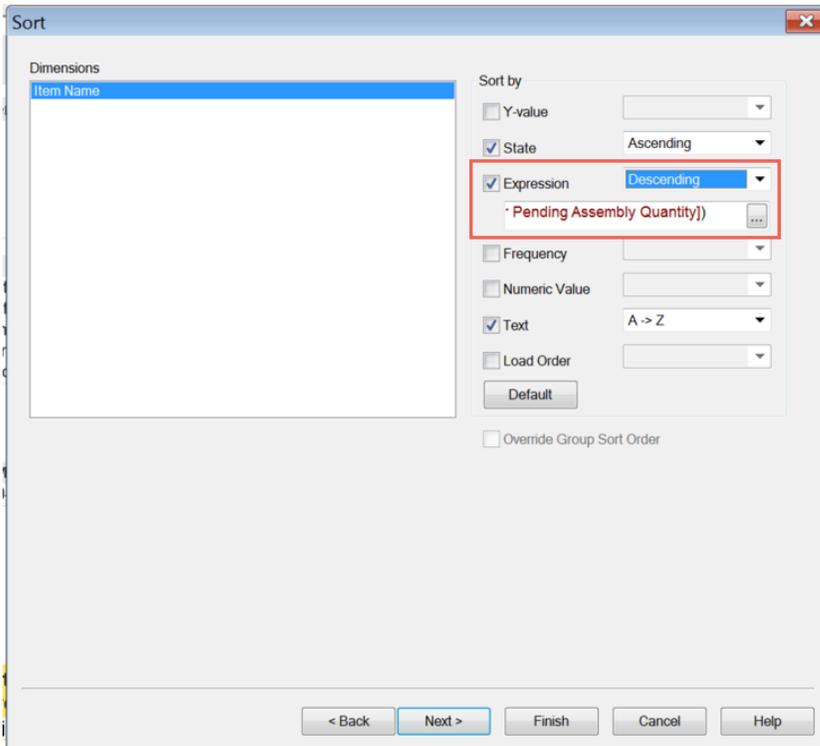
14. Click **Next**.

15. In the Sort window, check **Expression**.

16. Select **Descending**

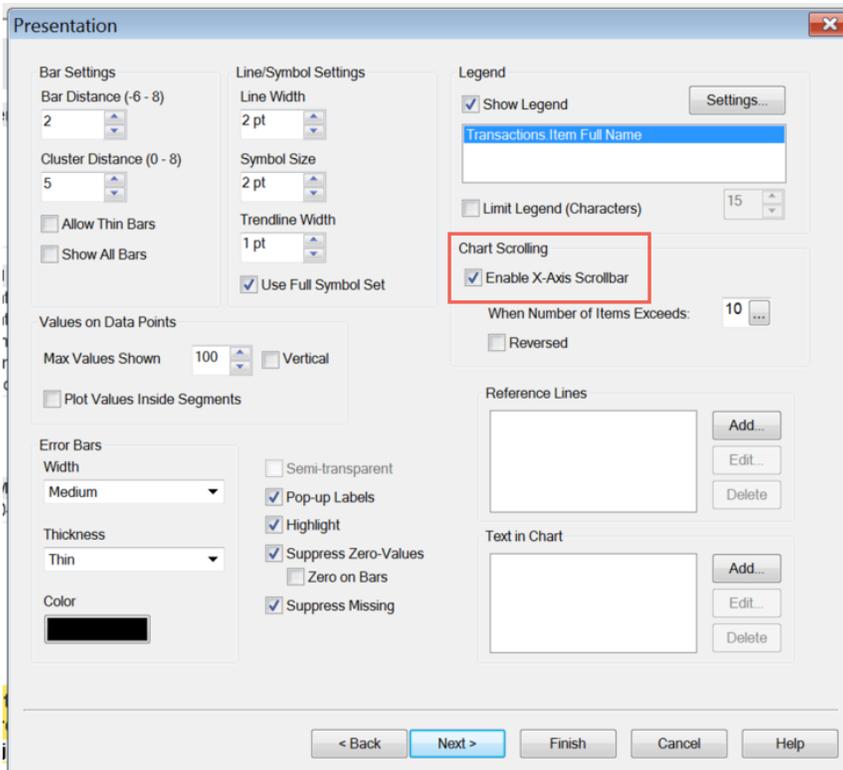
17. In the text field under Expression, enter this expression (used in the Quantity Available expression). Tip: Click [...] next to the blank field to open the Edit Expression window.

- a. $\text{only}(\{1\}[\text{Item.Quantity On Hand}] - [\text{Item.Quantity On Sales Order}] - [\text{Item.Reserved For Pending Assembly Quantity}])$



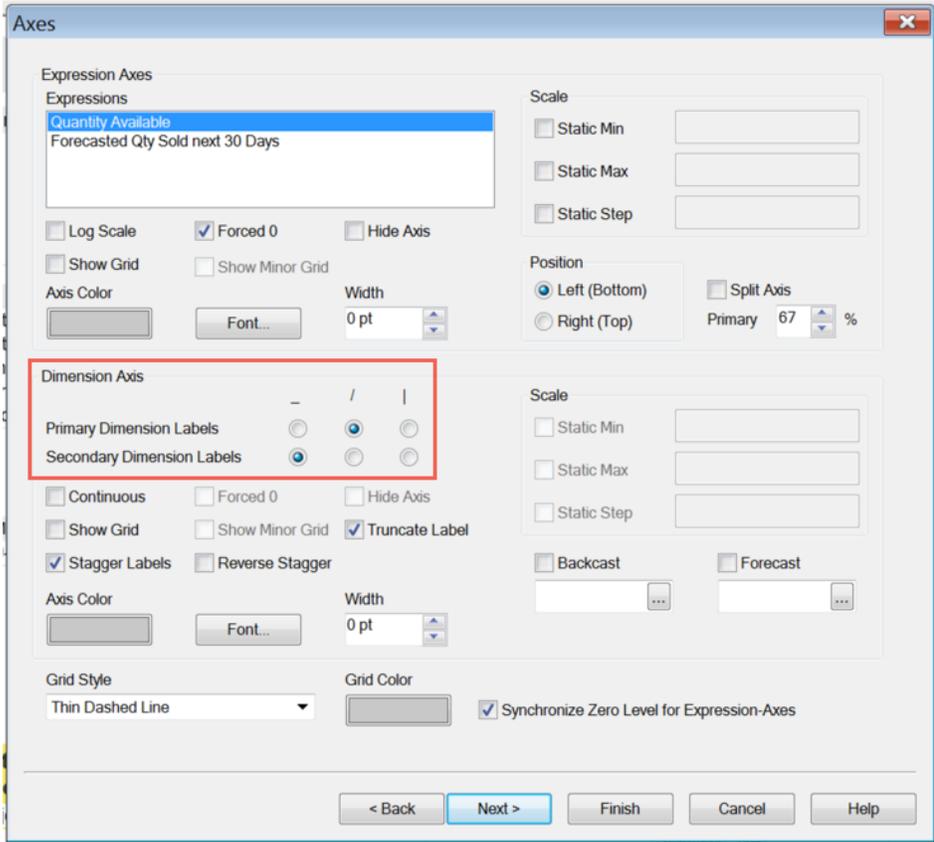
18. Click **Next** twice to get to Presentation.

19. In the Presentation window, check the **Enable X-Axis Scrollbar**.



20. Click **Next**.

21. In the Axes window, select / for Primary Dimensions Labels (under Dimension Axis).



22. Click **Finish**.

