

CHAPTER 17

*Sales Summary &
Archives*

Sales Analysis Menu
Customer Ranking
Find In Archive Menu

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This menu bar allows the user to analyze historical sales data. If the ERP2020 system is configured to maintain a general-ledger, this analysis is in addition to the normal financial statements that are available on current or previous accounting periods. This data is maintained even when the ERP2020 general-ledger is not used.

The Customer-Sales-Summary Table contains one record per customer, per year, per division. This record contains total sales for each month of the year and is never archived. The record is updated

with the sales information during the level-1 archiving process (See “Archiving Level I:” on page 9.3.). If a job is un-archived and then revised, and/or a credit-memo is issued against a sale, the data in the Customer-Sales-Summary record is adjusted accordingly. This data is retained in the data-base even after level-2 archiving when individual invoice-data records (archived jobs) are permanently removed from the data-base. Because of its compact nature, this data also allows for very speedy analyses.

The menu-items in this menu-bar allow the user to extract statistical information from both sources of data, i.e. the individual archived invoices and the Sales-Summary records. Analyses includes revenue by process, by unit-volume and customer-ranking. A special menu also provides the capability to recall all archived invoices against a specific Purchase Order.

•Menu: **Sales Analysis**

Menu-Item: *Graph by Qty & Process*

This menu allows the user to review historical sales and historical unit-prices. It provides a useful tool to plot the trend in sales and unit-pricing. These plots may be filtered by Customer, Process, and Resource (a tester, for example). The plots are derived from the actual archived invoices (and not from the Sales-Summary Table).

The plots also provide the option to record sales in the period in which the job was received versus the period in which the invoice was made (since there may be a time-lag) to visualize the true trend. See figure 17.1 on page 17.4

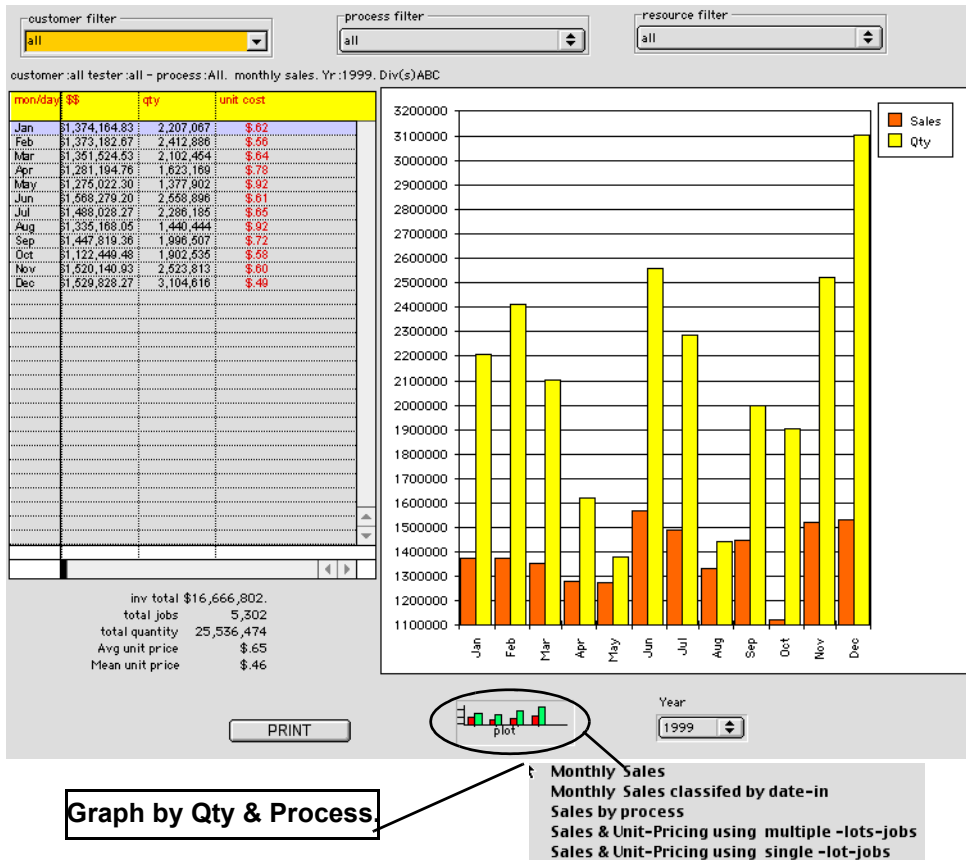
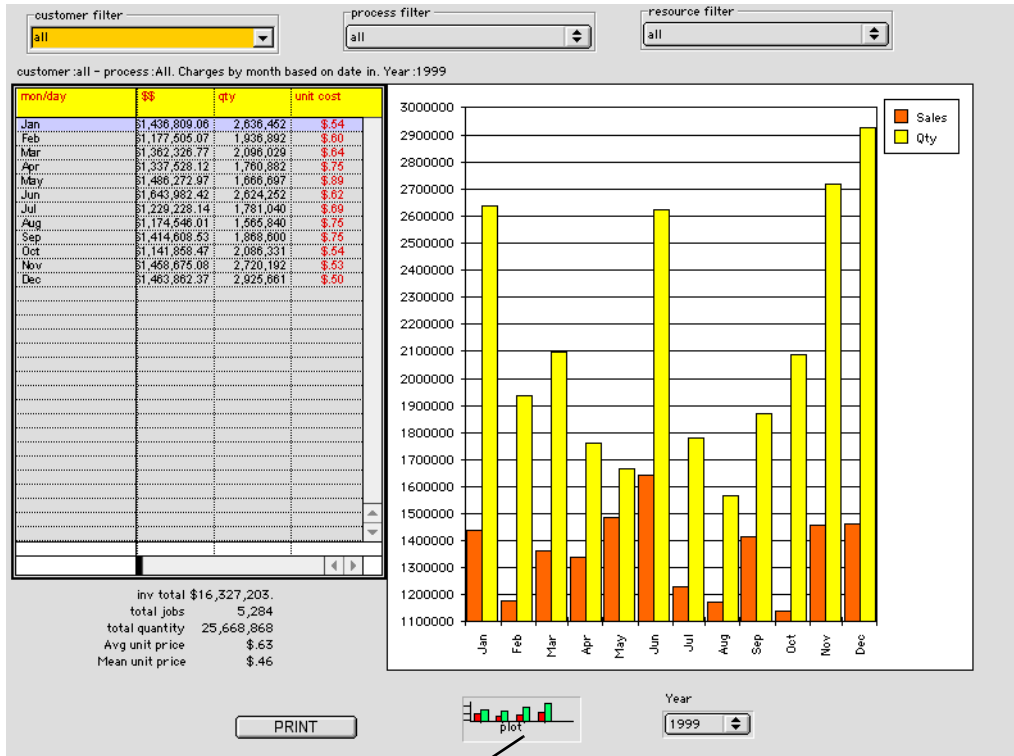
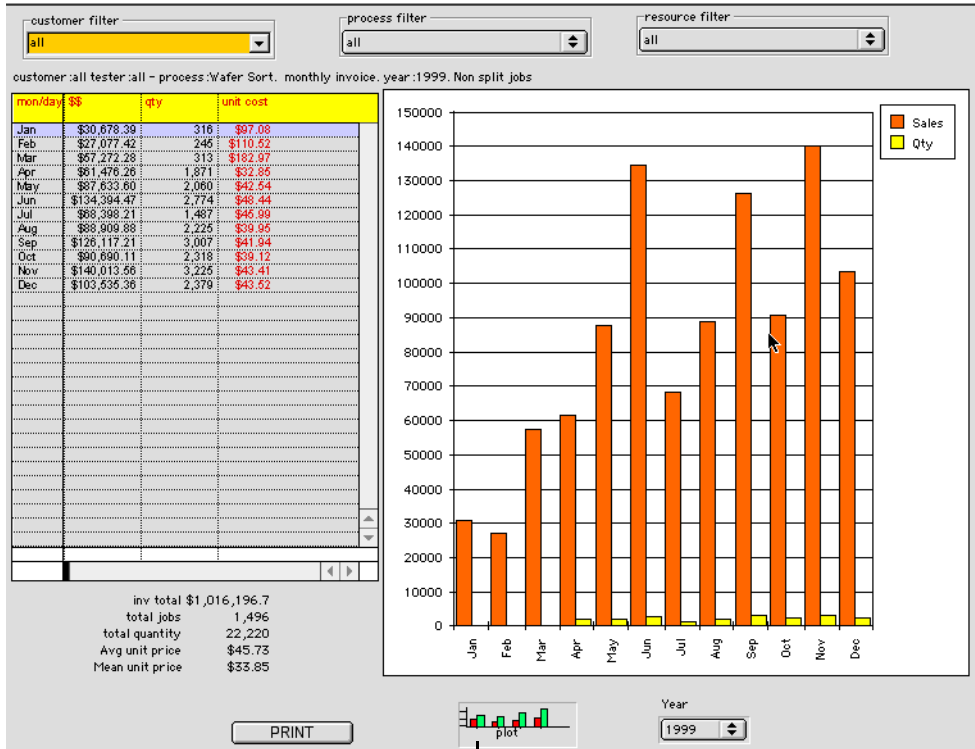


FIGURE 17.1



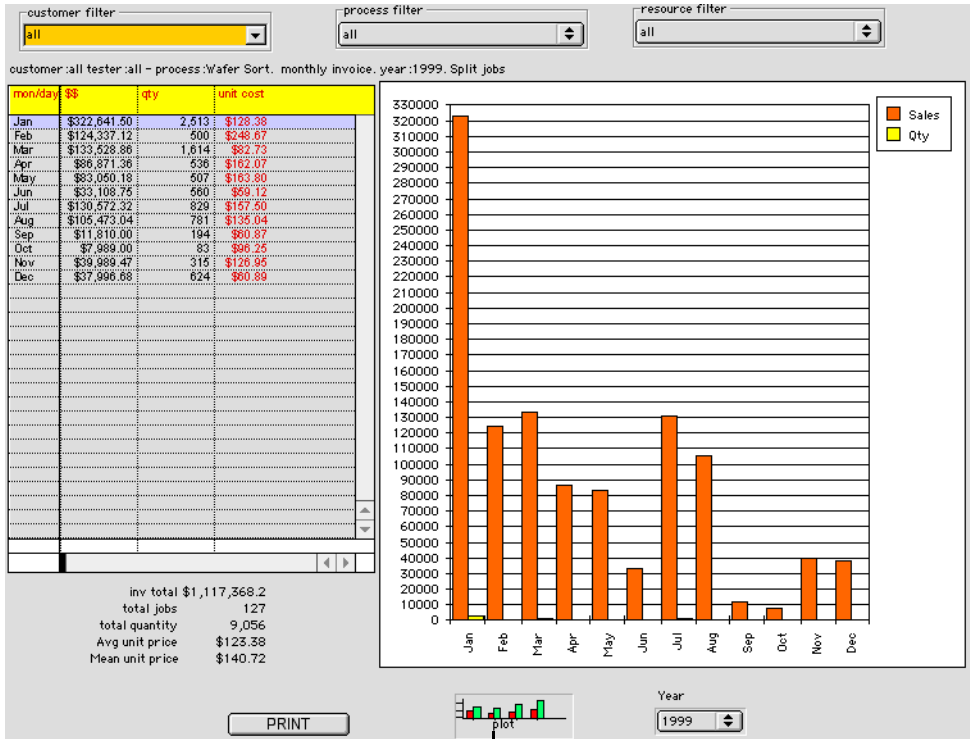
Monthly Sales classified by date in.

In some cases, unit-prices may be un-realistically high, if many small lots have been processed. This is typical of High-Rel processing where lot-sizes are small and a job may under go several splits because of a bottle-neck in the manufacturing flow. A typical example could be splitting a lot into smaller lots at the burn-in step because of a limitation in the number of burn-in positions available. The user is therefore provided with the option to review the sales and unit-pricing on jobs with single and multiple lots separately. See figure 17.2 on page 17.6 and figure 17.3 on page 17.7



Single and Unit-Pricing Single-lot-jobs.

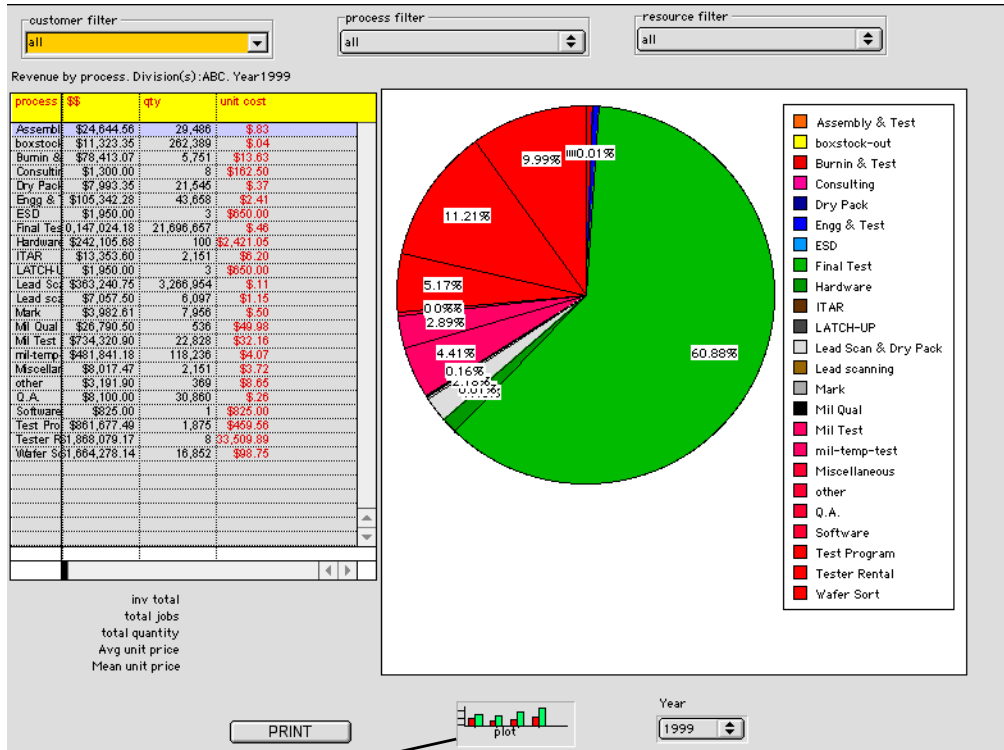
FIGURE 17.2



Sales and Unit-Pricing multiple-lot-jobs.

FIGURE 17.3

Another meaningful plot provided by this menu is the Process-Pie chart. This Pie-Chart provides a sales versus process graph. See figure 17.4 on page 17.8



Sales by Process.

FIGURE 17.4

Menu-Item: *Print by Customer*

This menu allows the user to report historical sales by a particular customer or for all customers. The user may choose the year or use the current (default) year. The user may also view the data by process or may choose all processes. The first report provides sales by process by customer. See figure 17.5 on page 17.9

Yearly customer billing, Year:1999, All customers, Process:all			
			BROOKHAVEN NATIONAL LAB \$11,322.67 .0%
Centillum Technology	Dry Pack	\$1,400.00	
			Centillum Technology \$1,400.00 .0%
CLEAR LOGIC	Dry Pack	\$500.00	
CLEAR LOGIC	Engg & Test	\$.01	
CLEAR LOGIC	Final Test	\$286,607.15	
CLEAR LOGIC	Hardware	\$1,374.00	
CLEAR LOGIC	Lead Scan & Dry Pa	\$550.00	
CLEAR LOGIC	Tester Rental	\$39,917.23	
			CLEAR LOGIC \$328,948.39 .8%
COMPAQ Computers	Lead scanning	\$150.00	
			COMPAQ Computers \$150.00 .0%
CONEXANT SYSTEMS, INC	Assembly	\$22,749.62	
			CONEXANT SYSTEMS, INC \$22,749.62 .0%
CREDESCENCE	Tester Rental	\$.01	
			CREDESCENCE \$.01 .0%
CREDESCENCE SYSTEMS CORP.	Final Test	\$10,311.56	
CREDESCENCE SYSTEMS CORP.	Hardware	\$145,425.01	
CREDESCENCE SYSTEMS CORP.	Tester Rental	\$1,299.00	
			CREDESCENCE SYSTEMS CORP. \$157,035.57 .3%
Cubic Memory, Inc.	Assembly	\$107,000.04	
Cubic Memory, Inc.	other	\$37,906.34	
			Cubic Memory, Inc. \$144,906.38 .3%
CYPRESS	Final Test	\$15,917.80	
CYPRESS	Lead scanning	\$.01	
CYPRESS	mil-temp-test	\$53,855.10	
CYPRESS	Q. A.	\$8,100.00	
			CYPRESS \$77,872.91 .1%
DALLAS SEMICONDUCTOR	Final Test	\$853,496.24	
			DALLAS SEMICONDUCTOR \$853,496.24 2.1%
Delphi E Automotive Components Assembly		\$1,268.80	
Delphi E Automotive Components boostock-out		\$4,075,454.41	
Delphi E Automotive Components other		\$62,620.30	
			Delphi E Automotive Components \$4,139,343.51 10.2%
Delphi Eng'g Group, Inc.	mil-temp-test	\$4,750.00	
Delphi Eng'g Group, Inc.	Test Program	\$11,500.00	
			Delphi Eng'g Group, Inc. \$16,250.00 .0%
DEMO CUSTOMER	Tester Rental	\$.02	
			DEMO CUSTOMER \$.02 .0%
Dii Semiconductor, Inc.	Engg & Test	\$11,745.00	
Dii Semiconductor, Inc.	Final Test	\$232,928.70	
Dii Semiconductor, Inc.	Hardware	\$6,379.04	
Dii Semiconductor, Inc.	Lead scanning	\$200.00	
Dii Semiconductor, Inc.	Mil Test	\$10,808.00	
Dii Semiconductor, Inc.	Test Program	\$41,564.98	
Dii Semiconductor, Inc.	Wafer Sort	\$91,256.29	
			Dii Semiconductor, Inc. \$394,882.01 .9%

FIGURE 17.5

Menu-Item: *Customer Ranking*

This menu will provide data in a spreadsheet format. See figure 17.6 on page 17.10

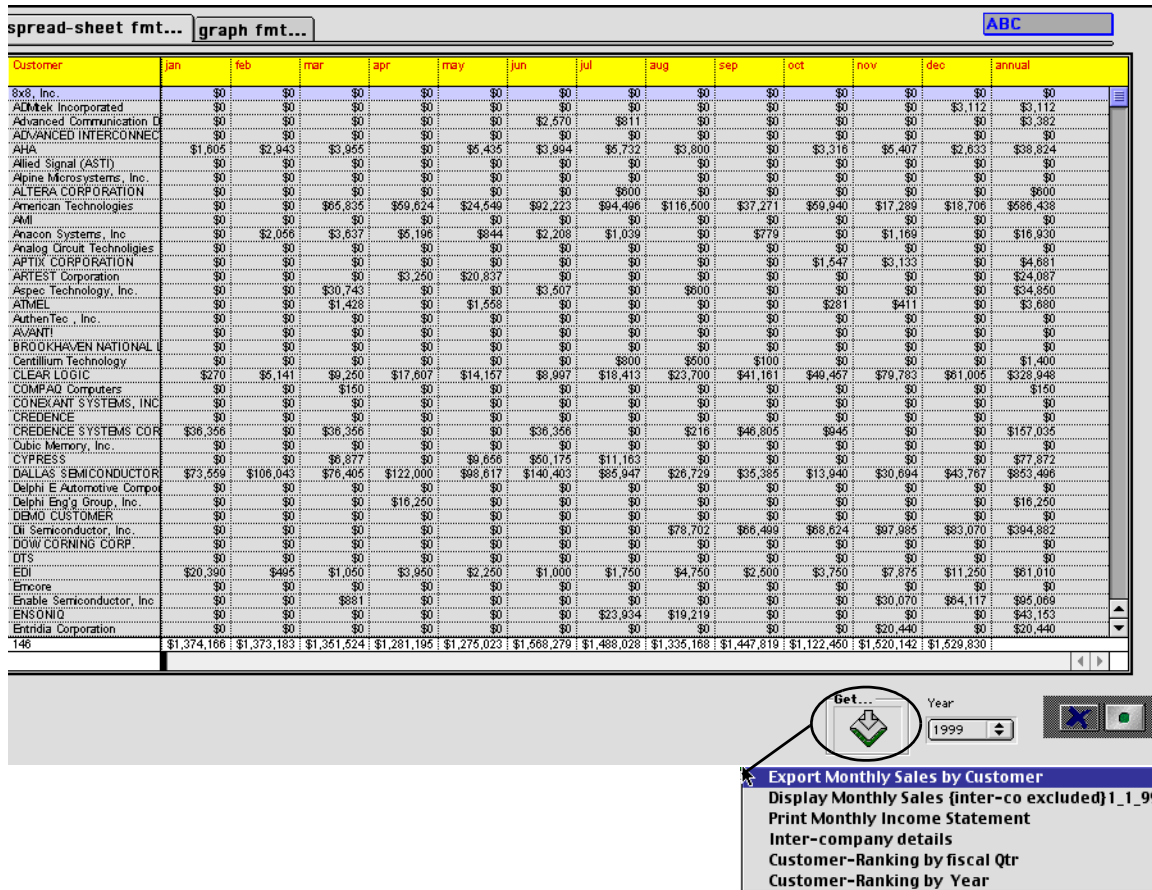


FIGURE 17.6

The spreadsheet may be populated by the various drop-down menu options available.

Export Monthly sales by Customer: This Menu-option allows the user to export all sales in a Excel spreadsheet.

Display Monthly Sales {inter-co excluded} 1_1_99: This menu allows the user to display Monthly Sales by populating the spreadsheet (shown above). Note: The date on the menu will change when the user chooses a new year from the "year" drop down list.

Print Monthly Income Statement: This menu allows the user to print a monthly income statement.

When the user clicks on this menu, the pop up screen will appear requesting the user to enter the month for which the Monthly Income will be printed. Entering "-1" will print the Income Statement for the Entire Year. See figure 17.7 on page 17.11

monthly revenue statement (inter company excluded)				Jan 1999	
division	process	total	sales tax	freight	
ABC					
	bo xstock-out	\$1.92			
	Burnin & Test	\$29,719.75			
	Dry Pack	\$800.00			
	Engg & Test	\$10,125.00			
	ESD	\$1,950.00			
	Final Test	\$786,788.71			
	Hardware	\$44,646.73	\$75.48		
	LATCK-UP	\$1,950.00			
	Lead Scan & Dry Pack	\$33,207.56	\$0.00		
	Test Program	\$28,195.60	\$2,027.48		
	Tester Rental	\$83,461.73	\$5,851.72		
	Wafer Sort	\$353,319.95			
ABC	totals	\$1,374,166.97	\$7,954.70		
MSH					
	Assembly	\$262,529.34			
	Assembly & Test	\$12,954.87			
	bo xstock-out	\$253,008.01			
	Final Test	\$0.01			
MSH	totals	\$528,492.23			
	totals	\$1,902,659.20	\$7,954.70		

FIGURE 17.7

Inter-company details: This menu will allow the user to print inter-company transactions.

Customer Ranking by Fiscal Qtr: This menu reports customer sales and ranking on a quarterly basis. The data is segregated by physical sites of the company, so that all divisions that are co-located at the same physical site will have a consolidated report. The report is presented in a 4D Write word-processing document. It may be edited and manipulated as any word-processing document and may be stored locally on the client station.

The time-interval defined by the fiscal quarter are determined by the settings in the Housekeeping Record. See figure 17.8 on page 17.12

Customer-ranking (Inter-co sales EXCLUDED). QTR:1 Year:1999. Division(s):
 RHC
 Jan - 1999 , Feb - 1999 , Mar - 1999 .

Semilabs	\$1,111,709.37	27.125
SES Inc.	\$817,669.06	19.945
WILE LABORATORIES	\$600,625.01	14.655
DALLAS SEMICONDUCTOR	\$256,009.01	6.245
Honeywell Aviation System	\$144,171.02	3.515
ORBIT SEMI., INC.	\$139,800.37	3.415
Silicon Image, Inc.	\$122,289.22	2.985
Yoncos, Inc.	\$103,082.50	2.515

FIGURE 17.8

Customer Ranking by Year: This menu reports customer sales and ranking on an annual basis. The data is segregated by physical sites of the company, so that all divisions that are co-located at the same physical site will have a consolidated report. The report is presented in a 4D Write word-processing document. It may be edited and manipulated as any word-

processing document and may be stored locally on the client station.
See figure 17.9 on page 17.13

Customer-ranking (Inter-co sales EXCLUDED). Year:1999. Division(s): ABC

SemiLabs	\$2,563,557.95	15.38%
STS Inc.	\$2,487,221.24	14.92%
WYLE LABORATORIES	\$1,431,442.02	8.58%
Taiwan Semiconductor	\$1,232,069.95	7.39%
PHILAS SEMICONDUCTOR	\$853,496.24	5.12%
Silicon Image, Inc.	\$762,742.60	4.57%
Honeywell Aviation System	\$624,388.04	3.74%
American Technologies	\$586,438.18	3.51%
Scenix Semiconductor, Inc	\$569,892.36	3.41%
ORBIT SEMI., INC.	\$465,544.70	2.79%
Bii Semiconductor, Inc.	\$394,882.01	2.36%
ExpressIC	\$366,210.05	2.19%
White MicroElectronics	\$336,064.54	2.01%
CLEAR LOGIC	\$328,948.39	1.97%
Novalog, Inc.	\$320,996.35	1.92%
STMicroelectronics, Inc.	\$302,126.32	1.81%
Marvell Semiconductor	\$283,347.12	1.70%
MBT Labs	\$278,507.95	1.67%

FIGURE 17.9

The second tab in the form provides trend-plots for the top 10 (may be changed) customers. Based on the year and the division selected the ERP2020 automatically identifies the top ten customers. The user may then select any customer and plot the progression of monthly sales for the customer. These plots are derived from the data stored in the Customer-Sales-Summary table. See figure 17.10 on

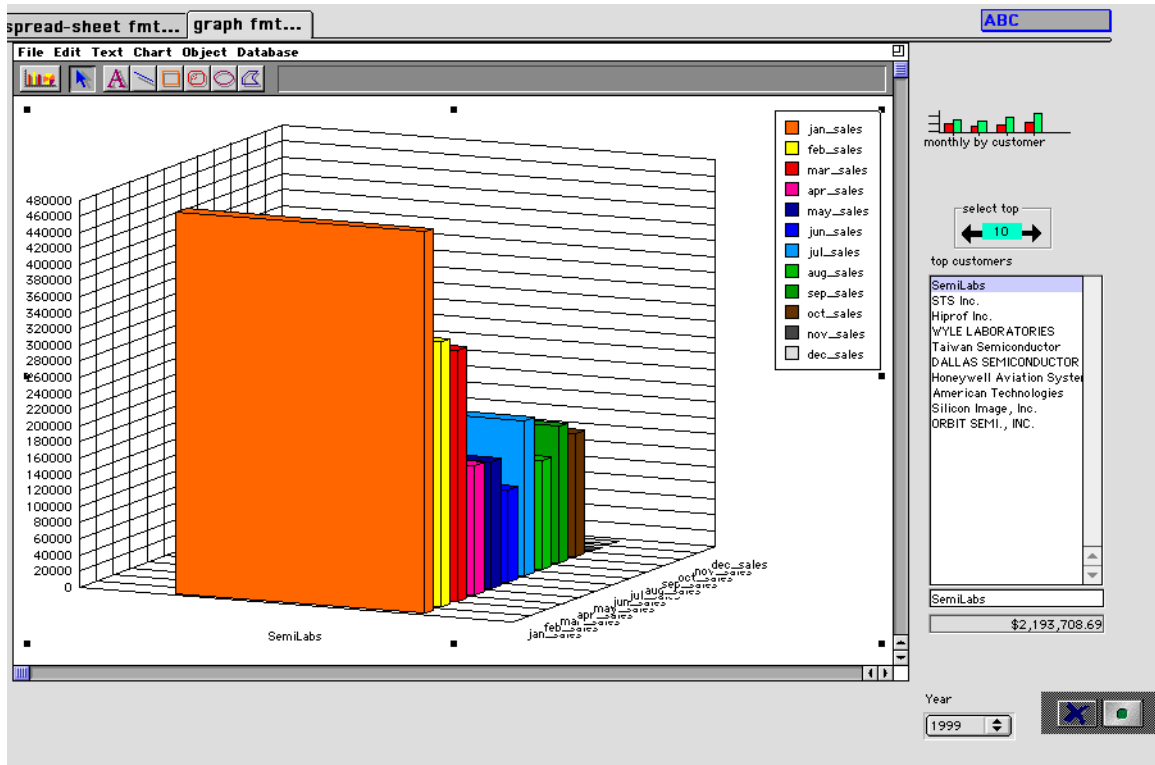


FIGURE 17.10

page 17.14

To view sales by a particular customer in a graphical format:

First choose the customer from the "top Customers" table and then click



To view more or less top customer(s) click the left or right arrows to decrease or increase the number



of top-customers to be selected.

•Menu: **Find in Archive**

Menu-Item: *Invoices via PO*

This menu allows the user to recall all (archived) invoices against a specific Purchase Order. The user may enter a particular PO and get a list of all archived invoices. See figure 17.11 on page 17.15

recv#	Vendor	Device/ Process	qty	PO# / Inv date	Total Billed	SalesTax	A/c Clcode	period/date
79808 MSN	Express IC 2323 Owen Street Santa Clara, CA 95054	HTA.V2 Assembly	102	11137 1/13/99	\$1,074.64 inter_co	\$0.00 <input checked="" type="checkbox"/> in aging	3310- Chp.16	Jan 1999 2/1/99 00:00:00
79882 MSN	Express IC 2323 Owen Street Santa Clara, CA 95054	TGAsio4.v1 Assembly	1619	11137 1/12/99	\$1,000.06 inter_co	\$0.00 <input checked="" type="checkbox"/> in aging	3310- Chp.16	Jan 1999 2/1/99 00:00:00
79881 MSN	Express IC 2323 Owen Street Santa Clara, CA 95054	REVIVER.W1 Assembly	966	11137 1/14/99	\$2,070.18 inter_co	\$0.00 <input checked="" type="checkbox"/> in aging	3310- Chp.16	Jan 1999 2/1/99 00:00:00
79742 MSN	Express IC 2323 Owen Street Santa Clara, CA 95054	GROVER3.PY1 Assembly & Test	2293	11137 1/12/99	\$7,824.86 inter_co	\$0.00 <input checked="" type="checkbox"/> in aging	3310- Chp.16	Jan 1999 2/1/99 00:00:00
80633 MSN	Express IC 2323 Owen Street Santa Clara, CA 95054	FECDMK2.v2 Assembly	1687	11137 1/26/99	\$3,908.05 inter_co	\$0.00 <input checked="" type="checkbox"/> in aging	3310- Chp.16	Jan 1999 2/1/99 00:00:00

FIGURE 17.11

