




Gap Analysis Dashboard

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 Gap Analysis 

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Dashboard honors user restrictions based on customer location 

Minimum Sales Dollars
From \$,000

Select Date
4/1/2022 12:00:00 AM To...

Department Type
Sales Class

Select Sales Class

Transaction Salesperson ID
All

Active Patron Y/N
All

Calculate Total Sales Dollar

Calculate Department Ranking

Calculate Total Sales Quantity

Calculate Total Salesperson Sales Dollar

Calculate Department Salesperson Ranking

Calculate Total Salesperson Sales Quantity

[View Dashboard](#)



Purpose

The Gap Analysis dashboard can be used to identify customers doing a significant amount of business with one line of business but little or none with other related product lines.

Details

Filters applying to all tabs are set on the *Filters* tab. The *Minimum Sales Dollar* filter can be used to include only those whose total purchases for the selected time period are at least the amount entered. The *Date* filter can be used to include only Invoices with a date in that period. Choose a *Department Type* to determine how the lines of business will be grouped (i.e. *Department Names*, *Sales Classes*, *Department Category*, etc.). After choosing a *Department Type*, the *Department* filter can be used to select which Departments/Sales Classes/Categories to include.

On the *Department Ranking* tab, the *MinMax Gap* column calculates the difference between the best ranking and worst ranking based on sales dollars. The *Total Gap* column is calculated by subtracting each of the customer's rankings from their best ranking and then summing the differences.

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