

How To Use Calendar Bubbles

Android

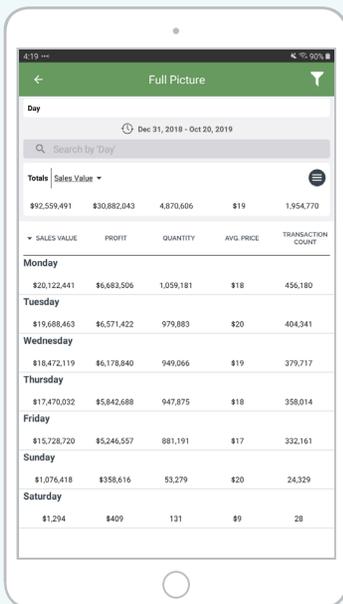
The addition of many new calendar bubbles will help you slice and compare your data like never before. Here are some explanations of the new calendar bubbles as well as a few suggestions for how to utilize these new date drilling options.

Note: these will only return results based in the overall date range at the top of the screen.

01 DAY

Allows you to break down sales by what was sold on Monday, Tuesday, Wednesday, etc.

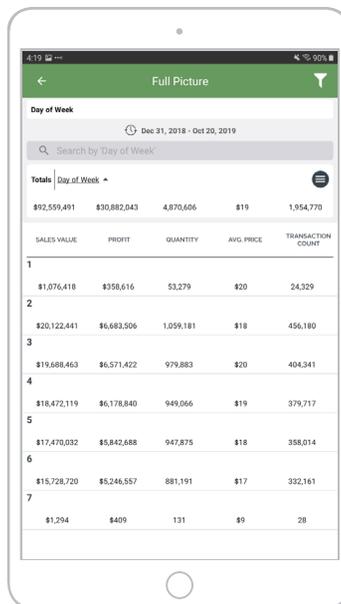
This is great for looking at how sales vary from one day to the next and seeing which day tends to have the highest sales.



02 DAY OF WEEK

Create a New Enquiry from the top right hand corner and select Sales vs Gaps.Day of Week - Similar to the Day bubble except that you will see sales across the 1st day, 2nd day, 3rd day, etc.

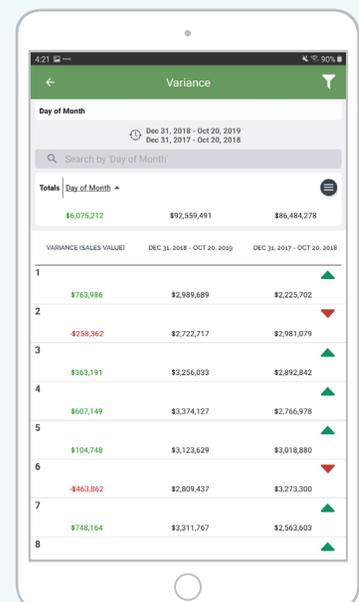
Note: Day one in this report will represent whatever day you have set as the first day of the week (Sunday vs. Monday).



03 DAY OF MONTH

This will break down sales on the 1st, 2nd, 3rd, etc. day of the months you have selected in your date filters.

This can be helpful if you want to check out sales by day or see how things compare on from the first 10 days of the month this year to the same 10 days of the month last year.



04 DAY OF YEAR

This breaks down sales by which day of the year they occurred on. E.g., January 1st would be day 1, December 31st would be day 365.

	VARIANCE (SALES VALUE)	DEC 31, 2018 - OCT 20, 2019	DEC 31, 2017 - OCT 20, 2018
Totals	\$6,075,212	\$92,559,491	\$86,484,278
2	\$373,857	\$440,630	\$66,773
3	-\$24,530	\$491,267	\$515,797
4	-\$20,184	\$452,519	\$472,703
5	-\$418,319	\$0	\$418,319
6	-\$354,188	\$0	\$354,188
7	\$550,899	\$550,899	\$0
8	\$509,689	\$509,689	\$0
9			

05 WEEKDAY TYPE

Breaks down sales on Weekdays vs Weekends.

Do you have a lot of retail business on weekends? This may be helpful in understanding how weekend sales and weekday sales stack up!

	SALES VALUE	PROFIT	QUANTITY	AVG PRICE	TRANSACTION COUNT
Totals	\$92,559,491	\$30,882,043	4,870,666	\$19	1,954,770
Weekday	\$91,481,778	\$30,523,016	4,817,196	\$18	1,930,413
Weekend	\$1,077,712	\$359,026	53,410	\$20	24,357

06 HOLIDAY DESCRIPTION

See how sales compare on holidays.

Check out, for example, how your Memorial Day sales compare this year to last year.

	VARIANCE (SALES VALUE)	DEC 31, 2018 - OCT 20, 2019	DEC 31, 2017 - OCT 20, 2018
Totals	\$6,075,212	\$92,559,491	\$86,484,278
Non-Holiday	\$6,435,785	\$90,503,537	\$84,067,752
May Day	\$118,844	\$621,670	\$502,826
Easter Monday	\$40,300	\$529,469	\$489,168
Summer Bank Holiday	-\$4,415	\$517,245	\$521,660
Good Friday	-\$6,291	\$386,133	\$392,425
Easter Sunday	\$1,433	\$1,433	\$0
Spring Bank Holiday	-\$510,444	\$0	\$510,444

07 WEEK OF MONTH

This breaks down sales by which day of the year they occurred on. E.g., January 1st would be day 1, December 31st would be day 365.

Smartphone screenshot of the 'Full Picture' app showing a 'Week of Month' report. The report displays a table with columns for Sales Value, Profit, Quantity, Avg. Price, and Transaction Count. The data is organized into 5 rows, each representing a week of the month.

	SALES VALUE	PROFIT	QUANTITY	AVG. PRICE	TRANSACTION COUNT
Totals	\$92,559,491	\$30,882,043	4,870,606	\$19	1,954,770
1	\$17,671,520	\$5,893,947	897,973	\$19	374,593
2	\$23,254,661	\$7,749,566	1,205,391	\$19	489,200
3	\$20,446,609	\$6,837,496	1,067,349	\$19	435,811
4	\$20,624,171	\$6,877,339	1,147,103	\$17	434,858
5	\$10,562,517	\$3,523,692	552,790	\$19	220,308

08 WEEK OF YEAR

Line 1 will show sales for the first week of the year, Line 52 will show sales for the last week of the year.

This is great for comparing year over year sales by week in a Variance report.

Smartphone screenshot of the 'Variance' app showing a 'Week of Year' report. The report displays a table with columns for Variance (Sales Value), Dec 31, 2018 - Oct 20, 2019, and Dec 31, 2017 - Oct 20, 2018. The data is organized into 8 rows, each representing a week of the year.

	VARIANCE (SALES VALUE)	DEC 31, 2018 - OCT 20, 2019	DEC 31, 2017 - OCT 20, 2018
Totals	\$6,075,212	\$92,559,491	\$86,484,278
1	-\$443,364	\$1,384,417	\$1,827,781
2	\$229,938	\$2,341,875	\$2,111,936
3	\$241,861	\$2,232,260	\$1,990,399
4	\$354,899	\$2,209,657	\$1,854,758
5	\$328,432	\$2,228,818	\$1,900,386
6	\$235,496	\$2,241,100	\$2,005,603
7	\$393,821	\$2,277,592	\$1,883,770
8			

09 MONTH NAME

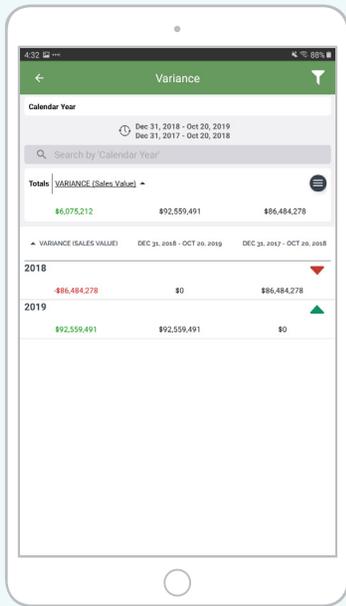
You can see sales in January, February, March, April, etc.

Smartphone screenshot of the 'Full Picture' app showing a 'Month Name' report. The report displays a table with columns for Sales Value, Profit, Quantity, Avg. Price, and Transaction Count. The data is organized into rows for each month of the year.

	SALES VALUE	PROFIT	QUANTITY	AVG. PRICE	TRANSACTION COUNT
Totals	\$92,559,491	\$30,882,043	4,870,606	\$19	1,954,770
July	\$10,518,255	\$3,500,137	538,996	\$19	215,548
May	\$10,403,123	\$3,452,242	586,530	\$17	217,545
April	\$10,387,735	\$3,461,801	556,234	\$18	224,738
January	\$10,058,488	\$3,413,922	568,461	\$17	217,315
August	\$9,880,439	\$3,283,002	482,907	\$20	205,610
March	\$9,724,318	\$3,247,069	506,710	\$19	209,986
June	\$9,485,312	\$3,158,261	477,799	\$19	195,604
September	\$8,516,855	\$3,068,855	444,766	\$19	168,182

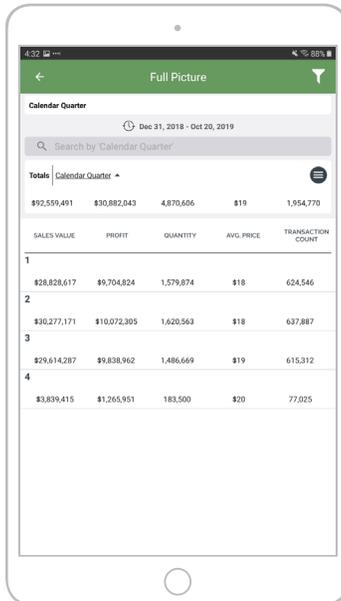
10 CALENDAR YEAR

Look at sales according to calendar year; e.g. 2020 vs 2019 sales.



11 CALENDAR QUARTER

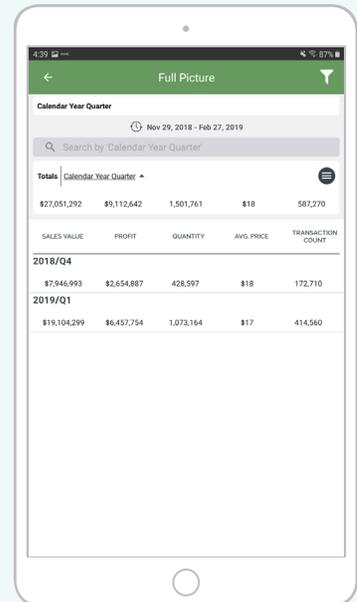
Breaks down sales into 4 quarters, with the quarters aligning with the calendar year. Q1 in this drill option will always represent sales for January, February, and March.



12 CALENDAR YEAR QUARTER

Shows sales by quarter, with a prefix that includes the year.

This can be helpful if you want to look at sales in chronological order, for example, from Calendar Q4 2019 to Calendar Q1 2020. Just click on the "Calendar Year Quarter" header to sort by that column.



13 CALENDAR YEAR MONTH

Shows sales by month of the year, with a prefix that includes the year.

This can be helpful if you want to look at sales in chronological order, for example, from Month 12 (December) of 2019 to Month 2 (February) of 2020.

Calendar Year Month				
Nov 30, 2018 - Feb 25, 2019				
Search by 'Calendar Year Month'				
Totals Calendar Year Month				
\$25,642,497	\$8,640,848	1,420,744	\$18	559,194
SALES VALUE	PROFIT	QUANTITY	AVG. PRICE	TRANSACTION COUNT
2018/12				
\$7,514,190	\$2,511,103	402,674	\$18	164,231
2019/01				
\$10,058,488	\$3,413,922	568,461	\$17	217,315
2019/02				
\$8,069,819	\$2,715,822	449,609	\$17	177,648

14 FISCAL YEAR PERIOD

Shows sales by period of the fiscal year, with a prefix that includes the fiscal year.

This can be helpful if you want to look at sales in chronological order, for example, from Period (Month) 9 of fiscal 2019 to Period (Month) 3 of fiscal 2020.

Fiscal Year				
Oct 30, 2018 - Oct 19, 2019				
Search by 'Fiscal Year'				
Totals Fiscal Year				
\$108,982,069	\$36,373,771	5,764,110	\$18	2,310,526
SALES VALUE	PROFIT	QUANTITY	AVG. PRICE	TRANSACTION COUNT
2018				
\$16,422,604	\$5,491,732	893,505	\$18	355,757
2019				
\$92,559,465	\$30,882,039	4,870,605	\$19	1,954,769

15 FISCAL PERIOD

You can use this to see sales by the fiscal period, or month.

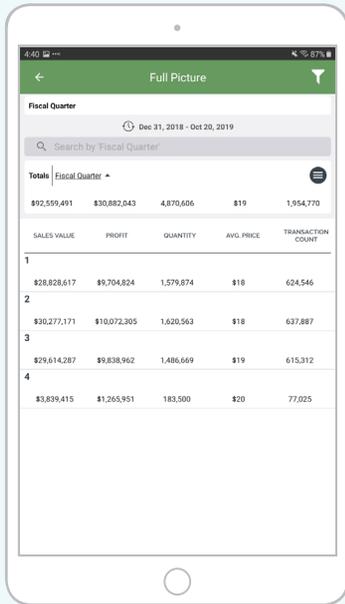
If your fiscal calendar begins in April, April would show up as the 1st period or month in this drill option.

Fiscal Period				
Dec 31, 2018 - Oct 20, 2019				
Search by 'Fiscal Period'				
Totals Fiscal Period				
\$92,559,491	\$30,882,043	4,870,606	\$19	1,954,770
SALES VALUE	PROFIT	QUANTITY	AVG. PRICE	TRANSACTION COUNT
1				
\$10,058,488	\$3,413,922	568,461	\$17	217,315
2				
\$9,045,810	\$3,043,832	504,703	\$17	197,245
3				
\$9,724,318	\$3,247,069	506,710	\$19	209,986
4				
\$10,387,725	\$3,461,801	556,234	\$18	224,738
5				
\$10,403,123	\$3,452,242	586,530	\$17	217,545
6				
\$9,486,312	\$3,158,261	477,799	\$19	195,604
7				
\$10,518,255	\$3,500,137	538,996	\$19	215,548
8				
\$8,880,630	\$3,283,003	483,002	\$18	206,610

16 FISCAL QUARTER

You can use this to see sales by the fiscal quarter.

If your fiscal calendar begins in April, then sales for April, May, and June would show up as the 1st quarter in this drill option.



Fiscal Quarter				
Dec 31, 2018 - Oct 20, 2019				
Search by Fiscal Quarter				
Totals Fiscal Quarter				
\$92,559,491	\$30,882,843	4,870,606	\$19	1,954,770
SALES VALUE	PROFIT	QUANTITY	AVG. PRICE	TRANSACTION COUNT
1				
\$28,828,617	\$9,704,824	1,579,874	\$18	624,546
2				
\$30,277,171	\$10,072,305	1,620,563	\$18	637,887
3				
\$29,614,287	\$9,838,962	1,486,669	\$19	615,312
4				
\$3,839,415	\$1,265,951	183,500	\$20	77,025