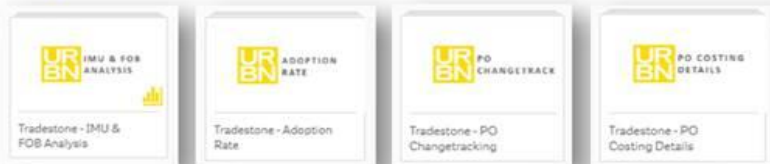




# Did you know...

## You can create your own report in Qlik?

Certain applications include **Ah Hoc Reporting**, which allows users to create their own reports...



Measures

- Adoption Rate
- Adopted Style Count
- Avg Bulk Qty
- Developed Style Count
- LT Adopted Style Count
- LT Adoption Rate
- LT Avg Bulk Qty
- LT Developed Style Count
- LT Median Bulk Qty
- LT PO Count

Reports can be compiled by selecting **Measures** and **Dimensions** from the filter boxes on the screen

Dimensions

- BRAND
- STYLE/SEASON
- CHANNEL
- CLASS
- CLD\_FLAG
- CORPORATE
- DELIVERY MONTH
- DESIGNER
- DEV\_STAGE
- DIVISION
- HOME ID#
- ORDER TYPE
- PO

B BRAND	B SEASON	Adoption Rate
Totals		48.58%
ANTHROPOLOGIE	WINTER 2020	72.39%
ANTHROPOLOGIE	SPRING II 2020	68.83%
ANTHROPOLOGIE	FALL 2020	66.48%
ANTHROPOLOGIE	SUMMER 2020	68.97%
ANTHROPOLOGIE	TRANS 2021	55.88%
ANTHROPOLOGIE	PRE FALL 2020	46.77%
ANTHROPOLOGIE	SPRING 2020	45.83%
ANTHROPOLOGIE	HOLIDAY 2020	48.00%
ANTHROPOLOGIE	BTS 2020	0.00%
ANTHROPOLOGIE	RESORT 2020	0.00%
FREE PEOPLE	2/28 2020	63.66%
FREE PEOPLE	3/30 2020	58.66%
FREE PEOPLE	4/30 2020	48.28%
FREE PEOPLE	6/30 2020	41.96%
FREE PEOPLE	8/30 2020	41.40%

As users make their selections, the report will populate and display the results

Keep in mind, the report will still inherit your current selections/filters

The **IMU & FOB Analysis** application includes Ad Hoc Reporting focused on IMU and FOB...

Metrics Include:

- AUR
- IMU
- FOB
- Qty
- Avg FOB
- YoY Growth

Users can quickly run an IMU reports with flexible aggregation. i.e. LDP IMU, Avg FOB/Unit, and AUR by Class

CLASS CONCAT	LDP IMU	Avg FOB / Unit	AUR (Price 4)
Totals	74.47%	\$18.62	\$61.52
#111WOVEN BLOUSES	78.22%	\$7.84	\$53.31
#122CUT AND SEW KNOTS	78.89%	\$5.21	\$37.91
#133DUNGE TOPS	79.42%	\$5.97	\$42.89
#114SWEATERS	80.66%	\$7.23	\$59.11
#119BLAZERS AND JACKETS	76.13%	\$14.38	\$88.40
#117W PATTERNED KNT TOPS	74.62%	\$9.57	\$49.75
#128SHORTS	79.76%	\$7.46	\$54.70
#127W JEANS	76.88%	\$13.13	\$88.71
#125W PANTS	74.77%	\$9.54	\$17.54
#119SHORTS	77.48%	\$9.89	\$60.85
#139W DRESSES	79.59%	\$9.18	\$68.54
#111DRESSES	77.88%	\$11.12	\$73.44
#133OUTS & SETS	79.24%	\$9.23	\$61.27
#133OUTERWEAR	78.94%	\$15.38	\$183.74
#148BAGS	79.34%	\$3.88	\$29.84
#141UNDIES	77.87%	\$1.58	\$8.45
#142LDUNGE BOTTOMS	76.52%	\$7.53	\$45.68

Ad Hoc Reporting on style focused metrics can be found in the **Adoption Rate** application...

TY/LY Adoption Rate, Style Count, Adopted vs. Developed Style Count are a few examples of the reports users can create.

Metrics Include:

- Adoption Rate
- Avg Bulk Qty
- PO Count
- Style Count
- Median Bulk Qty
- Developed Style Count

B BRAND	B SEASON	Adoption Rate
Totals		48.58%
ANTHROPOLOGIE	WINTER 2020	72.39%
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FREE PEOPLE	8/30 2020	41.40%

The **PO Changetracking** app includes customizable reports on PO changes...

Metrics Include:

- Avg/Count DC Changes
- Avg/Count Ship Changes
- FOB/ELC/Retail/Qty
- OG FOB
- OG Qty
- OG Price A

Users can aggregate Avg DC/Ship Date Changes, original FOB/Qty/Retail, and other PO metrics at multiple dimensions.

Early, Same Month, or Delayed

Select measure and dimensions on the left to create report

Grand Total	IP_CLASS	Values
Grand Total		COUNT DC CHANGES
2110 WEDDING DRESSES		38,829
2111 EVENT DRESSES		955
2112 RECEPTION DRESSES		387
2113 MOTHER DRESSES		224
2114 OCCASION DRESSES		68
2115 BRIDAL SEPARATES		77
2120 WRAPS		59
2121 SEPARATES		3
2210 FOUNDATIONS/WEDDING		1
2111 LINGERIE		388
4110 BLOUSES-ANTHRD		4,843

**PO Costing Details** includes Ad Hoc Reporting for ELC and landed factor metrics...

Avg Cost Amounts/Rates can be viewed by multiple dimensions including Expense Code, Class, Region, etc.

Metrics Include:

- Avg Cost Amt/Rate
- Cost per Unit
- Cost % of ELC
- FOB/LDP IMU
- TTL Cost Amt
- FOB/ELC/Retail/Qty

EXPENSE_CODE	Avg Cost Amount	Avg Rate
Totals	\$2.15	5.89%
TERRAIN DOM.FRE	\$22.80	22.00%
U CLASS OTHER	\$4.18	4.10%
DTY	\$2.72	0.20%
DTYUPL	\$2.53	19.28%
FRT	\$1.88	0.15%
DSGN	\$1.36	9.39%
BRAND COLL.	\$0.92	1.22%
PROD	\$0.86	6.13%
ZJL DESIGN	\$0.82	7.93%
AGN	\$0.72	5.34%
INSERTS/PLUGS	\$0.68	5.00%
NEW SYSTEM CONV	\$0.68	5.00%
TRAVEL/OTHER	\$0.40	7.00%