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Revenues 2021-10 through 2022-02 against 2020-10 through 2021-02

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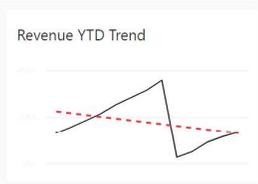
Gross Margin 2021-10 through 2022-02 against 2020-10 through 2021-02

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Inventory value / qty on hand as of 2022-01

Revenue YTD

13.38M



Gross Margin YTD

6.55M



Inventory Value

\$5.88M



Please note:

- 1.Revenue and Gross Margin based on fiscal periods as of last refresh date
- 2.Inventory Value, Trends, and Turns based on fiscal periods as of last closed month
- 3.Unbilled Contracts Due, Open Sales, Open A/R & Open A/P as of last refresh date
- 4.Customer Retention as of last refresh date

Revenue Δ

359,156 || 2.76 %



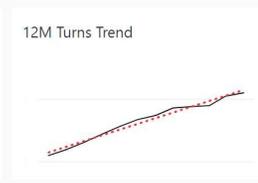
Gross margin Δ

-325,359 || -4.74 %



Rolling 12M Cogs Turns

2.19



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Pending \$\$ (Unbilled Contracts, Open Sales)

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Pending \$\$ (Open Sales, Open A/R, Open A/P)

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12M Rolling Retention Rate (on customers under contract) as of 2022-02

Unbilled Contracts Due

788.39K

Open Sales

1.40M

Aged Open A/R

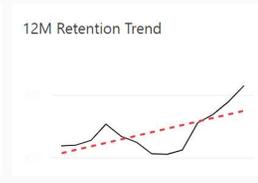
3.38M

Aged Open A/P

-89.71K

12M Customer Retention

92.28%



# Executive Dashboard in Power BI

## Prerequisites:

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- ❖ All reports and their datasets are in one workspace
- ❖ Datasets are refreshing successfully each day
- ❖ Needed Reports by ID# - 281, 770, and 772
- ❖ Must have latest version of reports from CEO Juice
- ❖ Office 365 user must have at least member rights to the workspace - <https://learn.microsoft.com/en-us/power-bi/collaborate-share/service-roles-new-workspaces>

Image below shows which report ID# each pinned visual corresponds to in the dashboard

