FlightDeck Tiles

The FlightDeck Dashboard breaks down your sales into 6 metrics, which are filterable based on total sales, online sales, or in-store sales.

Note that the Net Sales value may be effected by online orders that were returned in store - currently there is no way for a return to be processed as having originally been purchased online.

Tile Types

Gross Sales

The gross sales tile is the total value of all products that were sold.

Net Sales

The net sales tile is the total value of all products that were sold, minus the value of any items that were returned.

Total Invoices

The total invoices is calculated based on all sales tied to your Salesrep ID for the given month, where the total value of the invoice is greater than 0. For invoices with more than one line item each invoice number is only counted once.

Average Invoice Lines

The average number of lines per invoice is calculated based on the total number of lines processed for the given month, divided by the total number of invoices over the same period.

Average Invoice Value

The average invoice value is the sum of all invoices values for the given month, divided by the numbe rof invoices over the same period.

Avg GP%

The Average GP% is calculated based on all sales tied to your Salesrep ID for the given month, where the total value of the invoice is greater than 0. This value is calculated by taking the value

from the Total Sales tile, subtracting the cost of all the sold items, and then dividing by the Total Sales tile value.