



## KPIs for COO / VP Operations / Logistics / Supply Chain Manager

- **Customer Orders Due to Ship:** Number and dollar value of customer orders due to ship today and for next seven calendar days. Link to bar charts displaying information for summarized companies and values by company for today and next seven days by day. (IFS Distribution module)
- **Customer Orders Entered:** Number of orders and dollar value of orders by company for today, yesterday, and the past seven calendar days, with line and bar charts showing the number of orders and order values for the past 14 days by day. A link displays information for summarized companies and by company values. Provides two additional numbers: Current year to date and last year to date dollar value of new orders by company.

This KPI shows the total of all new order records (in any state) created during the given time period. For example, if an order subsequently is cancelled after the current day, it remains in the count as an order entered, but at zero value. (IFS Distribution module)
- **Customer Returns:** Quantity and dollar value of RMAs by company for yesterday, and the past seven, 30, 90, and 365 calendar days, with line and bar charts showing the number of RMAs and RMA values for the past 14 days by day. A link displays information for summarized companies and by company values. (IFS Distribution module)
- **Inventory Adjustments:** The number and value of inventory adjustments by day broken down into the following areas: Manufactured, Purchased, WIP, All Other, and Total Inventory. Link to two bar charts, one showing the total number of inventory adjustments, and the other showing the total value of adjustments for the past 14 days for total inventory, and two line chart showing similar information by company for the past 14 days. (IFS Distribution module)
- **Inventory Transactions:** The number and value of inventory transactions by day broken down into the following areas: Manufactured, Purchased, WIP, All Other, and Total Inventory. Link to two bar charts, one showing the total number of inventory transactions, and the other showing the total value of adjustments for the past 14 days for total inventory, and a line chart showing similar information by company for the past 14 days. (IFS Distribution module)
- **Inventory Value:** The value of inventory by company broken down into the following areas: Manufactured, Purchased, WIP, All Other, and Total Inventory. (IFS Inventory and Costing modules are required.) Link to a set of bar charts showing total inventory value for the past 14 days for total inventory, and a line chart showing the inventory value by company for the past 14 days. (IFS Distribution module)

- **Invoiced Sales:** The number of and value of customer invoices created by company for today, yesterday, and the past seven calendar days, with line and bar charts showing the number of invoices and values for the past 14 days by day. Link displays bar charts summarizing quantity and value by company and line charts showing the individual companies.

This KPI shows the total of all invoice records (in any state) created during the given time period. For example, if an invoice subsequently is cancelled after the current day, it remains in the count as an invoice entered, but at zero value. (IFS Financials modules)

- **Late Orders:** A measure of the promised shipment date against the actual shipment date based on the number and value of order headers past due. Orders that were late but shipped yesterday are not included in the statistics. The dollar value and number of past due orders for four time periods, one to 7 days, 8 to 14, 15 to 30, and greater than 30 days are displayed. A linked bar chart shows the value of late shipments for the past 14 days and a line chart shows statistics by company for the past 14 days. (IFS Distribution module)
- **On-time Shipments:** A measure of the promised shipment date against the actual shipment date based on the number of partial or whole orders processed. A bar chart shows the on-time shipment percentage for the past 14 days and a line chart shows statistics by company. (IFS Distribution module)
- **Open Accounts Receivable (A/R):** The dollar value of open A/R for four time periods, zero to 30 days, 31 to 60, 61 to 90, and greater than 90 days. A link displays bar charts showing the total A/R for the four time periods for the past 14 days, and line charts showing A/R by time period by company for the past 14 days. (IFS Financial modules)
- **Purchase Orders Entered:** Quantity of purchase orders and dollar value of orders by company for today, yesterday, and the past seven calendar days, with line and bar charts showing the number of orders and order values for the past 14 days by day. A link displays information for summarized companies and by company values.

This KPI shows the total of all new purchase order records (in any state) created during the given time period. For example, if an order subsequently is cancelled after the current day, it remains in the count as an order entered, but at zero value. (IFS Distribution module)

- **Returns to Vendor:** Number of and dollar value of returns to vendor by company for today, yesterday, and the past seven calendar days, with line and bar charts showing the number of orders and order values for the past 14 days by day. Link displays information for summarized companies and by company values. Provides two additional numbers: Current year to date and last year to date dollar value of new orders by company. (IFS Distribution module)