

#### Day 2: Session #3 - Data/Reporting

Jordan Jolly

#### POLL

#### Raise your hand if you pronounce it:

- Day-tah?
- Dad-uh?

### RESULTS

Data Pronunciation in the USA, in the UK, and in Europe

Some people **say "day-tuh" and others say "da-tuh."** Both are acceptable. ... Because of the mix, either pronunciation is acceptable. As an American living in Europe and speaking French, I can assure you the both pronunciations are acceptable.

https://analystanswers.com > data-vs-data-data-are-data-is-...

Data vs data: "data are/data is" & "day-tuh/da-tuh" - Analyst ...

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Data vs data: "data are/data is" & "day-tuh/da-tuh" - Analyst

### RESULTS

#### - DAY-TUH!!!!



#### WHY?

- Data points alert you
- You can make inferences from that data
- ...Which helps you make decisions about things.



#### E.g. Decisions About Health

Data point: I weigh more now than at age 22
 Inference: I have drank too much beer in the past 10 years
 Decision: .... NEXT SLIDE!

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#### **THE PROBLEM:** Three Parts

1. Creating a process to ensure good data collection. (this is what ERP forces)

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 Reporting on that data so it's easy to "see".

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 Creating a process to ensure good data collection. (this is what ERP forces)
 Reporting on that data so it's easy to "see".
 Drawing inferences from the data and making better decisions for your business!

10

# **Today's Problem: Reporting on Data**

1. Creating a process to ensure good data collection. (this is what ERP forces)

#### 2. Reporting on that data so it's easy to "see"

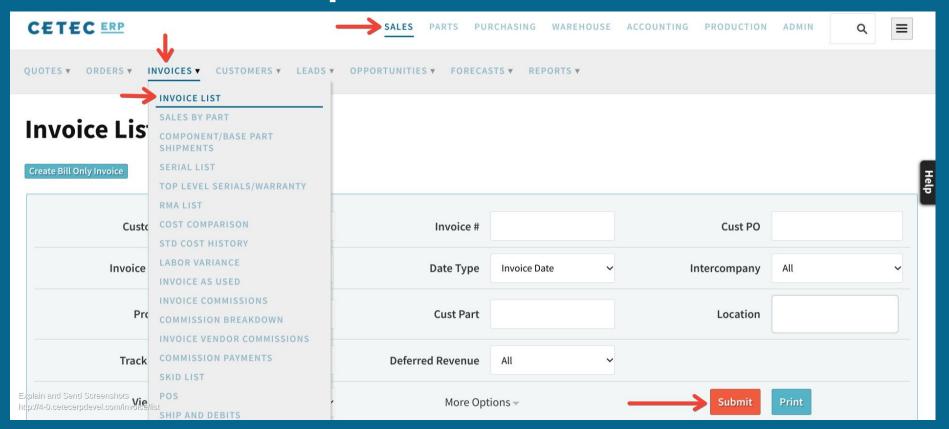
3. Inferring from the data and making better decisions for your business!

# Four Ways To Report On Data

- 1. Canned reports/dashboards in Cetec ERP
- 2. Cetec ERP BI Customization
- 3. Export + Excel Skills
- 4. Excel Web Feeds From Cetec API

Cetec ERP is the authoritative data hub, the primary source of data in your business.

The ERP system itself contains numerous screens/reports to help you "see" that data.



| View By          | Header                               | ~                            | More Options -   | Submit             | Print            |
|------------------|--------------------------------------|------------------------------|--|--------------------|------------------|
| Note: Some colur | nns are excluded on exports of > 100 | 0 rows. Consolidated invoice | es can be accessed by clicking on a Customer, then selecting "Consolid | dated Invoices" fr | om the side bar. |

| Invoice      | Customer  | Cust PO        | Invoice Date | # Lines | Ext Resale  | Total       | Unpaid      | GM         | GP           | Adjust GM  | Print? |
|--------------|---|----------------|--------------|---------|-------------|-------------|-------------|------------|--------------|------------|--------|
| 1016.1-1     | Vance Refrigeration                                   | 20398423432423 | 2021-10-06   | 1       | \$1,000.00  | \$1,000.00  | \$1,000.00  | 0.00 %     | \$0.00       | 0.00 %     |        |
| 28-0         | Schrute Farms   |                | 2021-10-06   | 1       | \$300.00    | \$300.00    | \$0.00      | 100.00 %   | \$300.00     | 100.00 %   |        |
| 1014.1-1     | Guitar John   |                | 2021-10-05   | 1       | \$809.15    | \$864.15    | \$864.15    | -9900.00 % | \$-80,105.85 | -9900.00 % |        |
| 1006.1-1     | Vance Refrigeration                                   | 01927470       | 2021-10-01   | 1       | \$0.00      | \$0.00      | \$0.00      |            | \$-2,276.88  |            |        |
| 15.1-2       | Vance Refrigeration                                   | 01927470       | 2021-09-21   | 1       | \$10,738.00 | \$10,748.00 | \$10,748.00 | 71.18 %    | \$7,643.00   | 71.18 %    |        |
| 36.1-1       | Schrute Farms   | P01234         | 2021-09-29   | 2       | \$6,500.00  | \$6,500.00  | \$0.00      | 100.00 %   | \$6,500.00   | 100.00 %   |        |
| 15-0         | Edge Products   |                | 2021-09-29   | 1       | \$100.00    | \$100.00    | \$100.00    | 90.00 %    | \$90.00      | 100.00 %   |        |
| 43.1-1       | Vance Refrigeration                                   | 124152         | 2021-09-29   | 1       | \$711.75    | \$711.75    | \$711.75    | -116.89 %  | \$-832.00    | -116.89 %  |        |
| ain and Send | Screenshots<br>Dev <b>ersion/Instructionstruction</b> | 1_1 9 9 9 9    | 2021-09-29   |         | \$5.29      | \$5.29      | \$0.00      | 6 35.%     | \$0.34       | 6 35 %     |        |

#### Displaying 1 - 11 of 11 Export +/- Columns

#### INVOICE VALUES

MN, MZ, SD, MC, FO

|                | Ext Resale 🕕 | Cost         | GP Value     | GM %    |
|----------------|--------------|--------------|--------------|---------|
| Yesterday      | \$0.0        | \$0.00       | \$0.00       | 0 %     |
| Today          | \$0.0        | \$0.00       | \$0.00       | 0 %     |
| MTD            | \$2,109.1    | \$84,191.88  | \$-82,082.73 | -3891 % |
| Prior MTD      | \$0.0        | \$0.00       | \$0.00       | 0 9     |
| Prior Year MTD | \$0.0        | \$0.00       | \$0.00       | 0.0     |
| Prior Month    | \$18,255.0   | 4 \$4,709.70 | \$13,545.34  | 74 0    |
| YTD            | \$20,364.1   | \$88,901.57  | \$-68,537.39 | -336 0  |
| Prior YTD      | \$0.0        | \$0.00       | \$0.00       | 0 0     |
| Prior Year     | \$0.0        | \$0.00       | \$0.00       | 0 0     |
|                | ✓ Update     |              |              |         |

Help

Explain and Send Screenshol

http://#=0tcetecerpdeveltcom/dashboard/pulse-

There are a bunch of these in Cetec ERP
We continue to add more and more of them

What if I want to make my own?

# Four Ways To Report On Data

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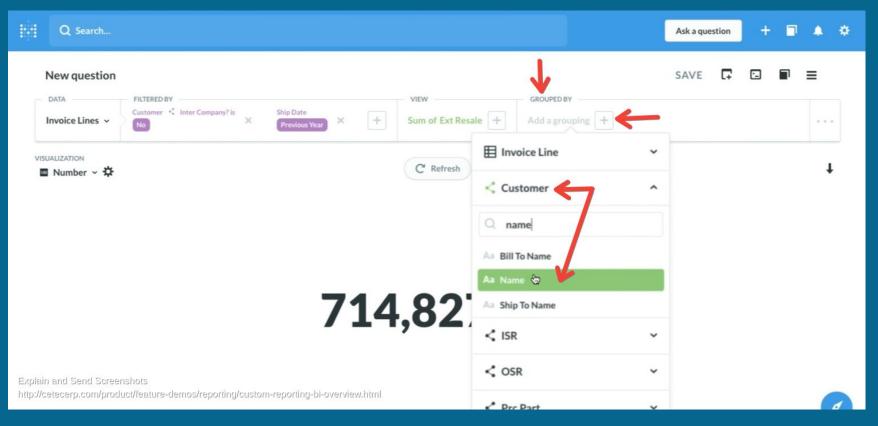
| 14 | Q Search  |        |                  | Ask a question         | + |            | ۵ | ٠ |
|----|---|--------|------------------|------------------------|---|------------|---|---|
|    | OUR DATA 🗦 DEMO   |        |                  |                        |   |            |   |   |
|    | A/P   |        | A/P Payments     | A/R                    |   |            |   |   |
|    | Addresses   |        | Bin Inventory    | BOMs                   |   |            |   |   |
|    | Booking Lines   |        | Closed P/O Lines | Customers              |   |            |   |   |
|    | Inside Sales Reps   |        | Inventory        | Invoice Lines          |   | <b>9</b> i |   |   |
|    | Invoice Lines As Used   | III    | Open A/P         | Open Order Lines       |   |            |   |   |
|    | and Send Screenshots<br>tecent condendus/leature-demos/lenorting/custom-reporting-bi- | -overv | Open P/O Lines   | <br>Outside Sales Reps |   |            |   |   |

| 14 | Q Search   | Ask a que | estion | + | ٠ | ٠ |
|----|--|-----------|--------|---|---|---|
| 1  | New question   | SAVE      | L±     |   | ≡ |   |
|    | DATA FILTERED BY FILTERED BY GROUPED BY GROUPED BY Add filters to narrow your answer + Raw data Add a grouping + |           |        |   |   |   |
|    | × Cancel   |           |        |   |   |   |
|    |  |           |        |   |   |   |
|    | O  |           |        |   |   |   |
|    | If you give me some data Looing sciencemething cool. Run   |           |        |   |   |   |
|    |  |           |        |   |   |   |

| Q Search  |   |                                |                  |          |                     | Ask                | a question | + 🗊           | ٠    |
|---|---|--------------------------------|------------------|----------|---------------------|--------------------|------------|---------------|------|
| New questio   | n   |                                |                  |          |                     | SA                 | VE 다 🖸     |               | =    |
| DATA  | FILTERED BY                                 | view<br>www.your.answer + Raw  |                  | g 🕂      |                     |                    |            |               |      |
| Table ~ 🌣   |   |                                | Get A            | nswer    |                     |                    | 8          | E Showing 367 | rows |
| Invoice Number  | Customer                                    | Customer Part Number           | Ext Actual Labor | Ext Cost | Ext Estimated Labor | Ext Labor Variance | Ext Margin | Ext Resale    | Fob  |
| MN1.1-1   | Exxon                                       |                                | 100              | 70.6     | 0                   | 24.31              | 84.9       | 155.54        | s    |
| MN3.1-1   | Apple                                       |                                | 100              | 60.6     | 0                   | -2.08              | 19,939 4   | 20,000        | s    |
| MN7.1-1   | Apple                                       | ¢9                             | 0                | 4        | 0                   | 0                  | 506        | 1,000         | s    |
| MN7.1-1   | Apple                                       |                                | 0                | 0.1      | 0                   | 0                  | .9         | 2             | s    |
| MN7.1-1   | Apple                                       |                                | 0                | 0.15     | 0                   | 0                  | 2. 5       | 3             | s    |
| MN5.1-1   | Exxon                                       |                                | 100              | 43.93    | 0                   | 14.58              | 111.6      | 155.54        | s    |
| MN5.1-1   | Exxon                                       |                                | 0                | 0.25     | 0                   | 0                  | 14.75      | 15            | 1    |
| ain and Send Scr<br>/ <mark>MN9.1-1</mark><br>//cetecerp.com/pr | eenshots<br>Exxon<br>oduct/feature-demos/re | porting/custom-reporting-bi-ov | erview.html 0    | 0.6      | 0                   | 39.58              | 154.94     | 155.54        | s    |
|   |   |                                |                  |          |                     |                    |            |               |      |

| Q Search   |   |   |                 | Ask                | a question | + 🗉        | • •           |
|--|---|---|-----------------|--------------------|------------|------------|---------------|
| New question<br>DATA<br>Invoice Lines ~          | FILTERED BY<br>Customer < Inter Company? is<br>No X Previous Year | VIEW GROUPED B<br>X + Raw data Add a grou |                 | SA                 | /E 다 D     | 3 ∎ ≣      |               |
| VISUALIZATION<br>Table ~ 🌣<br>Invoice Number     | Customer Customer Part Numbe                                      | Sum of                                    | istimated Labor | Ext Labor Variance | Ext Margin | Ext Resale | rows<br>Fob P |
| MN1.1-1  | Exxon   | Q ext                                     | 0               | 24.31              | 84.94      | 155.54     | S             |
| MN3.1-1  | Apple   | # Ext Actual Labor                        | 0               | -2.08              | 19,939.4   | 20,000     | s             |
| MN7.1-1  | Apple   | # Ext Cost                                | 0               | 0                  | 996        | 1,000      | S             |
| MN7.1-1  | Apple   | # Ext Estimated Labor                     | 0               | 0                  | 1.9        | 2          | S             |
| MN7.1-1  | Apple   | # Ext Labor Variance                      | 0               | 0                  | 2.85       | 3          | s             |
| MN5.1-1  | Exxon   | # Ext Margin                              | 0               | 14.58              | 111.61     | 155.54     | S             |
| MN5.1-1  | Exxon   |   | 0               | 0                  | 14.75      | 15         | s             |
| Explain and Send Scre<br>http://cetecerp.com/pro | enshots<br>duc//feature-demos/reporting/custom-reporting-bi-ov    | # Ext Resale                              | 0               | 39.58              | 154.94     | 155.54     | S             |

| Q Search                 |   | Ask a que | stion | + | ٠ | \$ |
|--------------------------|---|-----------|-------|---|---|----|
| New question             | FILTERED BY<br>Customer < Inter Company? is Ship Date<br>No Ship Date<br>Previous Year × + Sum of Ext Resale + Add a grouping + | SAVE      | Ģ     |   | = |    |
| JALIZATION<br>Number ~ 🌣 | C Refresh   |           |       |   | ţ |    |
|                          | <b>→714,827.92</b>  |           |       |   |   |    |



| Q Search  | Ask a question | + 🗉 🔺 🔅                       |
|---|----------------|-------------------------------|
| New question  | SAVE 다         |                               |
| Customer < Inter Company?is Shin Date   | er < Name × +  |                               |
| VISUALIZATION   | Invoice Line   |                               |
|   | R ship         |                               |
| e   | Ship Date      | Minute                        |
|   | Ship Qty       | Hour                          |
|   | Ship To        | Day                           |
| 714,827.92  | Customer       | Week                          |
| /17,02/./2  | < ISR ¥        | Month:<br>Quarter             |
|   | ¢ OSR ~        | Year                          |
| Explain and Send Screenshots<br>http://cetecerp.com/product/feature-demos/reporting/custom-reporting-bi-overview.html | C Prc Part 🗸   | Minute of hour<br>Hour of day |

|     | Q Search     | Ask a question 🕂 🗇 🌲 🔅   |
|-----|--------------|--|
| VIS | New question | FLITERD BY<br>Customer < Inter Company?Is X Ship Date X + Sum of Ext Resale + Customer < Name X and Ship Date: Month X + |

|   | Q Search.                    |                  |                    |                            |      |                     |            |              | A       | sk a que | stion | ÷   |          | ٠      | ٠ |
|---|------------------------------|------------------|--------------------|----------------------------|------|---------------------|------------|--------------|---------|----------|-------|-----|----------|--------|---|
|   | New questio                  | FILTERED BY      |                    |                            |      | VIEW                | GROUPED BY |              | S       | AVE      | F     | -   |          | =      |   |
|   | Invoice Lines ~              | Customer < Inter | Company? is        | Ship Date<br>Previous Year | +    | Sum of Ext Resale + |            | < Name × and | Ship Da | te: Mor  | ith × | +   |          |        |   |
|   | Table ~ 🌣                    | Ship Date: Month | Resale             |                            |      | Get Answer          |            |              |         |          |       | ⊞ s | howing 5 | 4 rows |   |
| 2 | 24 Hour Fitness              | May, 2018        | \$1,050.00         |                            |      |                     |            |              |         |          |       |     |          |        |   |
| 2 | 24 Hour Fitness              | Sep, 2018        | \$2,000.00         |                            |      |                     |            |              |         |          |       |     |          |        |   |
| 2 | 24 Hour Fitness              | Oct, 2018        | \$46.00            |                            |      |                     |            |              |         |          |       |     |          |        |   |
| 2 | 24 Hour Fitness              | Nov, 2018        | -\$5.00            |                            |      |                     |            |              |         |          |       |     |          |        |   |
| A | ABC Shirts                   | Mar, 2018        | \$40,100.00        |                            |      |                     |            |              |         |          |       |     |          |        |   |
| A | ABC Shirts                   | May, 2019        | \$70.50            |                            |      |                     |            |              |         |          |       |     |          |        |   |
|   | ABC Shirts<br>n and Send Sci | Jun, 2019        | -\$1,003.00        |                            |      |                     |            |              |         |          |       |     |          |        |   |
|   |                              |                  | /reporting/ellstor | n-reporting-bi-overview.h  | trol |                     |            |              |         |          |       |     |          |        |   |

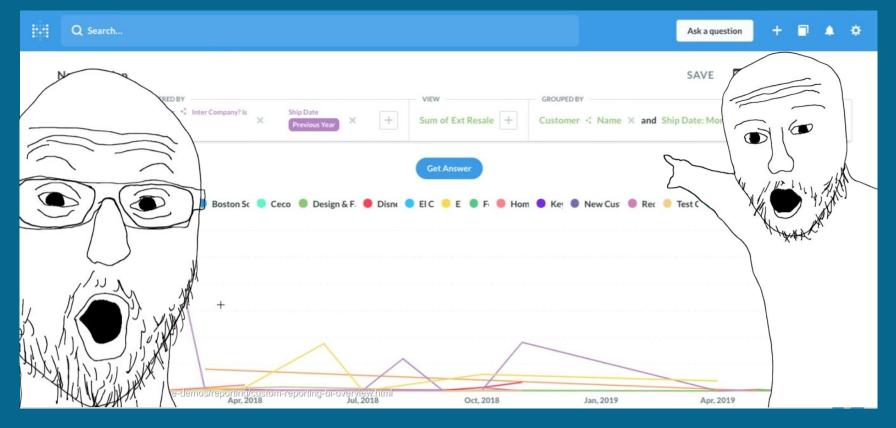
| DATA    |                               |       |                 | V                |          |         |
|---------|-------------------------------|-------|-----------------|------------------|----------|---------|
|         | vivot the table               |       | Name            | Ship Date: Month | Sum      |         |
| Invoic  |                               |       | 24 Hour Fitness | May, 2018        | 1,050    |         |
|         | /isible columns C             |       | 24 Hour Fitness | Sep. 2018        | 2,000    |         |
|         | lick and drag to change their | order | 24 Hour Fitness | Oct, 2018        | 46       | 54 rows |
| North   | Name                          | ¢×    | 24 Hour Fitness | Nov, 2018        | -5       | Out     |
| Name    |                               |       | ABC Shirts      | Mar, 2018        | 40,100   | Octob   |
| 24 Hour | Ship Date                     | ⇔ ×   | ABC Shirts      | May, 2019        | 70.5     |         |
| ABC Shi | Sum                           | ⇔ ×   | ABC Shirts      | Jun, 2019        | -1,003   |         |
| Apple   |                               |       | Apple           | Jan, 2018        | 500      |         |
| Boeing  |                               |       | Apple           | Feb, 2018        | 315,593  |         |
| Loonig  |                               |       | Apple           | Mar, 2018        | 2,462.51 |         |

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| Q Search  |                         |                    |                   |             |             |            |            | Ask a que          | estion +        | * *         |
|---|-------------------------|--------------------|-------------------|-------------|-------------|------------|------------|--------------------|-----------------|-------------|
| New question  | TERED BY                |                    |                   | VIEW        |             | GROUPED BY |            | SAVE               |                 | =           |
| Invoice Lines 🗸 🖓   | stomer < Inter Company? | is X Ship Date     |                   | - Sum of E  | xt Resale + | Customer   | < Name ×   | and Ship Date: Mor | nth × +         |             |
|   |                         |                    |                   | Get Ans     | swer        |            |            |                    | E Show          | ing 54 rows |
| Name  | January, 2018           | February, 2018     | March, 2018       | April, 2018 | May, 2018   | June, 2018 | July, 2018 | August, 2018       | September, 2018 | October, 2  |
| 24 Hour Fitness   |                         |                    |                   |             | \$1,050.00  |            |            |                    | \$2,000.00      | \$4         |
| ABC Shirts  |                         |                    | \$40,100.00       |             |             |            |            |                    |                 |             |
| Apple   | \$500.00                | \$315,593.00       | \$2,462.51        |             |             | \$900.00   | \$100.00   | \$60,000.00        | \$0             | \$15        |
| Boeing  | \$0                     |                    |                   |             | \$7,441.60  |            |            |                    | \$650.00        |             |
| Boston Scientific 🖓 p.  |                         |                    |                   |             |             |            |            |                    |                 |             |
| Ceco Building   |                         |                    |                   | \$500.00    |             |            |            |                    |                 |             |
| Design & Fab Contractors                                      |                         |                    |                   |             |             |            |            |                    |                 | \$22        |
| Explain and Send Screenshot<br>http://cetecerp.com/product/fe |                         | g/custom-reporting | j-bi-overview.htm | \$2,500.00  | \$500.00    |            |            |                    | \$244.77        | \$5.16      |

| Q Search   |                             |                        |                        |            |            | Ask a que        | stion + E       | • • •      |
|--|-----------------------------|------------------------|------------------------|------------|------------|------------------|-----------------|------------|
| New question   | BV.                         |                        | VIEW                   | GROUPED BY |            | SAVE             |                 | =          |
|  | < Inter Company? is Shi     | Date × +               |                        |            | Name × and | d Ship Date: Mon | th × +          |            |
|  |                             |                        | C <sup>4</sup> Refresh |            |            |                  | 目 Showing 54    | rows 👢     |
| N 🚥 Progress   | y, 2018 February, 201       | 8 March, 2018          | April, 2018 May, 2018  | June, 2018 | July, 2018 | August, 2018     | September, 2018 | October, 2 |
| 2. O Gauge   |                             |                        | 1,050                  |            |            |                  | 2,000           |            |
| A  |                             | 40,100                 |                        |            |            |                  |                 |            |
| A 🖩 Table  | 500 315,59                  | 3 2,462.51             |                        | 900        | 100        | 60,000           | 0               |            |
| B ~ Ling   | o                           |                        | 7,441.6                |            |            |                  | 650             |            |
| B 🛋 Area   |                             |                        |                        |            |            |                  |                 |            |
| c  |                             |                        | 500                    |            |            |                  |                 |            |
| D .Il Bar  |                             |                        |                        |            |            |                  |                 |            |
| Explain and Send Screenshots<br>http://ete <b>%</b> r/icom/product/feature | -demos/reporting/custom-rep | rting-bi-overview.html | 2,500 500              |            |            |                  | 244.77          | 516        |

|   | Q Search   |                                |                           | Ask a question   | + 🗉          | • • |
|---|--|--------------------------------|---------------------------|------------------|--------------|-----|
|   | New question   | VIEW                           | GROUPED BY                | SAVE 다           |              |     |
|   | Invoice Lines ~ Customer < Inter Company? is Ship Date Previous Year × +                             | Sum of Ext Resale +            | Customer < Name × and Shi | ip Date: Month × | +            | ••• |
|   | Line ~ 🛠   | Get Answer                     |                           |                  |              |     |
|   | 🔍 24 Ho 🛑 ABC 🜑 A 🕘 B 🕘 Boston Sc 🔵 Ceco 🔍 Design & F. 🛑 Disne 🧲                                     | EIC 💛 E 🌒 F <sup>,</sup> 🖲 Hom | 🔵 Key 🌒 New Cus 🌒 Rec 😑   | Test C 🔵 Texas 🥚 | Universi 😑 W | /ho |
|   | 50,000   |                                |                           |                  |              |     |
| 2 | 00,000   |                                |                           |                  |              |     |
|   | 50,000 +   |                                |                           |                  |              |     |
|   | so,000   |                                |                           |                  |              |     |
|   | etecerp.com/product/feature-demos/reporting/custom-reporting-bi-overview.html<br>Jan, 2018 Apr, 2018 | Oct, 2018                      | Jan, 2019                 | Apr, 2019        | J            | al, |



What if I don't have Cetec ERP BI?

- How much is getting your own quick custom reports worth? Could you quantify it?
- Any time recovered from chasing reporting?
- Excel skills are valuable! (up next)

# Four Ways To Report On Data

#### 1. Canned reports/dashboards in Cetec ERP

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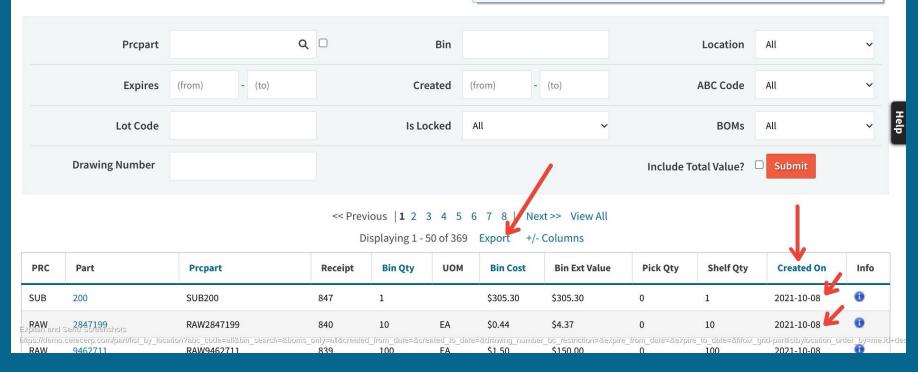
Case Study: Inventory Aging

- I want to see my current inventory \$
- Aged into monthly buckets

# 3. Export + Excel Skills

#### Part List By Bin

Information: Wait on this page for the document to download when done. The export x will also be available in My Exports when finished



| E              | B                    | . –      | ist_by_lo |                    |                           |                   | dd-ons      | Help Las             | t edit was | seconds a          | ago           |             |           |                          |        |
|----------------|----------------------|----------|-----------|--------------------|---------------------------|-------------------|-------------|----------------------|------------|--------------------|---------------|-------------|-----------|--------------------------|--------|
|                |                      |          | 100% 👻    | \$ %               | .0 <u>,</u> .00 <u></u> 1 | 23 <b>*</b> De    | efault (Ca. |                      | • B        | I S                | A 🗞           | <b>H</b> 23 | - I = -   | <u>+</u> <u>+</u> +  + - | - 17 - |
| A1             | *                    | fx   P   | RC        |                    |                           |                   |             |                      |            |                    |               |             |           |                          |        |
|                | А                    | В        | С         | D                  | E                         | F                 | G           | н                    | I          | J                  | к             | L           | М         | N                        | 0      |
| 1              | PRC                  | Part     | Prcpart   | Receipt            | Primary B                 | Bin Qty           | UOM         | Bin Cost             | Bin Cost   | Bin Ext Va         | Bin Ext Va    | Pick Qty    | Shelf Qty | Created On               |        |
| 2              | SUB                  | 200      | SUB200    | 847                | SUB200                    | 1                 |             | 305.30               | 305.3      | 305.30             | 305.3         | 0           | 1         | 2021-10-08               |        |
| 3              | RAW                  | 2847199  | RAW2847   | 840                | RAW2847                   | 10                | EA          | 0.44                 | 0.436847   | 4.37               | 4.368477      | 0           | 10        | 2021-10-08               |        |
| 4              | RAW                  | 9462711  | RAW9462   | 839                | RAW9462                   | 100               | EA          | 1.50                 | 1.5        | 150.00             | 150           | 0           | 100       | 2021-10-08               |        |
| 5              | RAW                  | 8392785  | RAW8392   | 838                | RAW8392                   | 2 10              | EA          | 0.23                 | 0.22539    | 2.25               | 2.2539        | 0           | 10        | 2021-10-08               |        |
| 6              | PRT                  | 3        | PRT3      | 837                | PRT3                      | 7                 | EA          | 3.00                 | 3          | 21.00              | 21            | 0           | 7         | 2021-10-08               |        |
| 7              | PRT                  | 2        | PRT2      | 836                | PRT2                      | 10                | EA          | 2.00                 | 2          | 20.00              | 20            | 0           | 10        | 2021-10-08               |        |
| 8              | PRT                  | 1        | PRT1      | 835                | PRT1                      | 10                | EA          | 1.00                 | 1          | 10.00              | 10            | 0           | 10        | 2021-10-08               |        |
| 9              | CAN                  | L4E6SBLA | CANL4E6   | 834                |                           | 50                | FT          | 0.50                 | 0.5        | 25.00              | 25            | 0           | 50        | 2021-09-29               |        |
| 10             | CAN                  | CB02GRE  | CANCB02   | 832                |                           | 8                 |             | 5.00                 | 5          | 40.00              | 40            | 0           | 8         | 2021-09-29               |        |
| 11             | CBL                  | 70-0142  | CBL70-01  | 831                |                           | 4                 |             | 0.50                 | 0.5        | 2.00               | 2             | 0           | 4         | 2021-09-29               |        |
| 12             | CAN                  | L4E6SBLA | CANL4E6   | 830                |                           | 20                | FT          | 0.20                 | 0.2        | 4.00               | 4             | 20          | 0         | 2021-09-29               |        |
| 13             | CAN                  | BCPB25H  | CANBCPB   | 829                |                           | 20                |             | 1.00                 | 1          | 20.00              | 20            | 0           | 20        | 2021-09-29               |        |
| 14             | CAN                  | CB02WH   | I CANCB02 | 828                |                           | 10                |             | 4.50                 | 4.5        | 45.00              | 45            | 0           | 10        | 2021-09-29               |        |
| 15             | CAN                  | CB02RED  | CANCB02   | 827                |                           | 10                |             | 4.00                 | 4          | 40.00              | 40            | 0           | 10        | 2021-09-29               |        |
| 16             | CAN                  | CB02GRE  | CANCB02   | 826                |                           | 10                |             | 5.00                 | 5          | 50.00              | 50            | 0           | 10        | 2021-09-29               |        |
| 17             | CAN                  | CB02WH   | I CANCB02 | 825                |                           | 6                 |             | 4.50                 | 4.5        | 27.00              | 27            | 4           | 2         | 2021-09-29               |        |
| 1 <u>율</u> ×   | ola <b>GAN</b> hd Se | CBO2015D | GANCB02   | 824                |                           | 6                 |             | 4.00                 | 4          | 24.00              | 24            | 4           | 2         | 2021-09-29               |        |
| <b>1</b> /9ttp | osvillers.goo        | UB02GRE  | PERIOR 12 | /d/10N <b>V2</b> 5 | 8zkXtMocjT                | mXGII-aw <b>g</b> | 8WXIWv      | do-donm <b>bið</b> a | EDY/edi#g  | id=14 <b>50389</b> | 568 <b>30</b> | 4           | 2         | 2021-09-29               |        |
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| 1   |     | <b>P</b> 1 | • |   | Theme            | New         | ✓ Automatic    |                    | 1     | ≣ •    | $\downarrow$ $\downarrow$ $  \frac{1}{7} =$ | 1-19 | œ₽ | ן פ |
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|     | А   | В          | С                                       |   | Number           | •           |                |                    |       | М      | N   | 0    | Ρ  |     |
| 1   | PRC | Part       | Prcpart                                 | F |                  |             | Number         | 1,000.12           | / She | If Qty | Created On                                  |      |    |     |
| 2   | SUB | 200        | SUB200                                  | В | Bold             | Ctrl+B      | Percent        | 10.12%             | 0     | 1      | 2021-10-08                                  |      |    |     |
| 3   | RAW | 2847199    | RAW2847                                 | - | la a li a        | Obelal      | reicent        | 10.1276            | 0     | 10     | 2021-10-08                                  |      |    |     |
| 4   | RAW | 9462711    | RAW9462                                 | 1 | Italic           | Ctrl+I      | Scientific     | 1.01E+03           | 0     | 100    | 2021-10-08                                  |      |    |     |
| 5   | RAW | 8392785    | RAW8392                                 | U | Underline        | Ctrl+U      |                |                    | 0     | 10     | 2021-10-08                                  |      |    |     |
| б   | PRT | 3          | PRT3                                    |   |                  |             | Accounting     | \$ (1,000.12)      | 0     | 7      | 2021-10-08                                  |      |    |     |
| 7   | PRT | 2          | PRT2                                    | 5 | Strikethrough    | Alt+Shift+5 | Accounting     | \$ (1,000.12)      | 0     | 10     | 2021-10-08                                  |      |    |     |
| 8   | PRT | 1          | PRT1                                    |   |                  |             | Financial      | (1,000.12)         | 0     | 10     | 2021-10-08                                  |      |    |     |
| 9   | CAN | L4E6SBLA   | CANL4E65                                |   | Font size        |             | 0              | ¢1 000 10          | 0     | 50     | 2021-09-29                                  |      |    |     |
| 10  | CAN | CB02GRE    | CANCB02                                 |   |                  |             | Currency       | \$1,000.12         | 0     | 8      | 2021-09- <mark>29</mark>                    |      |    |     |
| 11  | CBL | 70-0142    | CBL70-01                                |   | Aliana           |             | Currency (rour | nded) \$1,000      | 0     | 4      | 2021-09-29                                  |      |    |     |
| 12  | CAN | L4E6SBLA   | CANL4E65                                |   | Align            |             |                |                    | :0    | 0      | 2021-09-29                                  |      |    |     |
| 13  | CAN | BCPB25H    | CANBCPB                                 |   | Merge cells      | *           | Data           | 0/06/0000          | 0     | 20     | 2021-09-29                                  |      |    |     |
| 14  | CAN | CB02WHI    | CANCB02                                 |   |                  |             | Date           | 9/26/2008          | 0     | 10     | 2021-09- <mark>29</mark>                    |      |    |     |
| 15  | CAN | CB02RED    | CANCB02                                 |   | Text wrapping    | ►           | Time           | 3:59:00 PM         | 0     | 10     | 2021-09- <mark>29</mark>                    |      |    |     |
| 16  | CAN | CB02GRE    | CANCB02                                 |   | Text rotation    | <b>F</b>    |                |                    | 0     | 10     | 2021-09- <mark>29</mark>                    |      |    |     |
| 17  | CAN | CB02WHI    | CANCB02                                 |   | reactoration     | ÷           | Date time      | 9/26/2008 15:59:00 | 4     | 2      | 2021-09-29                                  |      |    |     |
| 18  | CAN | CB02RED    | CANCB02                                 |   |                  |             | Duration       | 24:01:00           | 4     | 2      | 2021-09- <mark>29</mark>                    |      |    |     |
| 19  | CAN | CB02GRE    | CANCB02                                 |   | Conditional forr | matting     | Duration       | 24.01.00           | 4     | 2      | 2021-09-29                                  |      |    |     |
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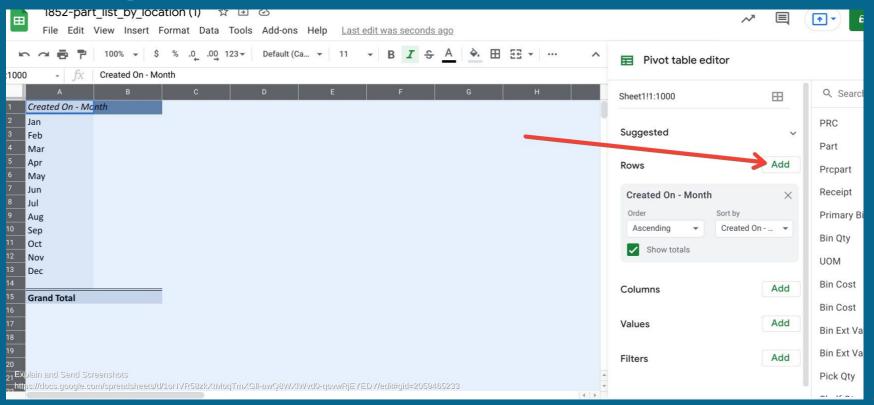
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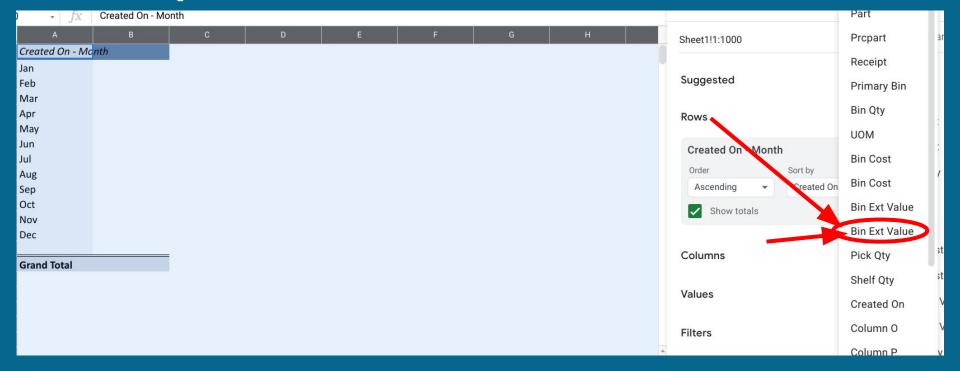
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| k      |      |          | • • 00%  | \$%.0     |                  | Sort sheet by <b>column A</b> , $A \rightarrow Z$ | . <del>2</del> | <u>A</u> <b>◊</b> . | ⊞ ££     | •   = •   | $\frac{1}{1} \neq \frac{1}{1}$ | - 17 - | GÐ | æ 🛛 |
| 1:1000 |      | ∫x ∣ P   | RC       |           |                  | Sort sheet by <b>column A</b> , $Z \rightarrow A$ |                |                     |          |           |                                |        |    |     |
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| 1      | PRC  | Part     | Prcpart  | Receipt I |                  | Sort range by <b>column A</b> , $A \rightarrow Z$ | Ext Va         | Bin Ext Va          | Pick Qty | Shelf Qty | Created On                     |        |    |     |
| 2      | SUB  | 200      | SUB200   | 847 5     |                  |   | 305.30         | 305.3               | 0        | 1         | 10/8/202                       |        |    |     |
| 3      | RAW  | 2847199  | RAW2847  | 840 I     |                  | Sort range by <b>column A</b> , $Z \rightarrow A$ | 4.37           | 4.368477            | 0        | 10        | 10/8/202                       |        |    |     |
|        | RAW  | 9462711  | RAW9462  | 839 I     |                  |   | 150.00         | 150                 | 0        | 100       | 10/8/202                       |        |    |     |
|        | RAW  | 8392785  | RAW8392  | 838 I     |                  | Sort range  | 2.25           | 2.252               | 0        | 10        | 10/8/202                       |        |    |     |
|        | PRT  | 3        | PRT3     | 837 I     |                  |   | 21.00          | 21                  | 0        | 7         | 10/8/202                       |        |    |     |
|        | PRT  | 2        | PRT2     | 836 I     | Y                | Create a filter                                   | 20             | 20                  | 0        | 10        | 10/8/202                       |        |    |     |
|        | PRT  | 1        | PRT1     | 835 I     |                  | Filter views                                      | 10.00          | 10                  | 0        | 10        | 10/8/202                       |        |    |     |
|        | CAN  | L4E6SBLA | CANL4E65 | 834       |                  |   | 25.00          | 25                  | 0        | 50        | 9/29/202                       |        |    |     |
| 10     | CAN  | CB02GRE  | CANCB02  | 832       | $\overline{\pm}$ | Slicer  | 40.00          | 40                  | 0        | 8         | 9/29/202                       |        |    |     |
| 11     | CBL  | 70-0142  | CBL70-01 | 831       |                  |   | 2.00           | 2                   | 0        | 4         | 9/29/202                       |        |    |     |
| 12     | CAN  | L4E6SBLA | CANL4E65 | 830       |                  | Data validation                                   | 4.00           | 4                   | 20       | 0         | 9/29/202                       |        |    |     |
| 13     | CAN  | BCPB25H  | CANBCPB  | 829       |                  | Dura validation                                   | 20.00          | 20                  | 0        | 20        | 9/29/202                       |        |    |     |
| 14     | CAN  | CB02WHI  | CANCB02  | 828       |                  | Pivot table                                       | 45.00          | 45                  | 0        | 10        | 9/29/202                       |        |    |     |
| 15     | CAN  | CB02RED  | CANCB02  | 827       |                  | Dendersine en en                                  | 40.00          | 40                  | 0        | 10        | 9/29/202                       |        |    |     |
| 16     | CAN  | CB02GRE  | CANCB02  | 826       |                  | Randomize range                                   | 50.00          | 50                  | 0        | 10        | 9/29/202                       |        |    |     |
| 17     | CAN  | CB02WHI  | CANCB02  | 825       |                  | Named ranges                                      | 27.00          | 27                  | 4        | 2         | 9/29/202                       |        |    |     |
| 18     | CAN  | CB02RED  | CANCB02  | 824       |                  |   | 24.00          | 24                  | 4        | 2         | 9/29/202                       |        |    |     |
| 19     | CAN  | CB02GRE  | CANCB02  | 823       |                  | Protected sheets and ranges                       | 30.00          | 30                  | 4        | 2         | 9/29/202                       |        |    |     |
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| 10       |                         |                |               |                  |                   |                        |              |      |   | Values             |   | Add |
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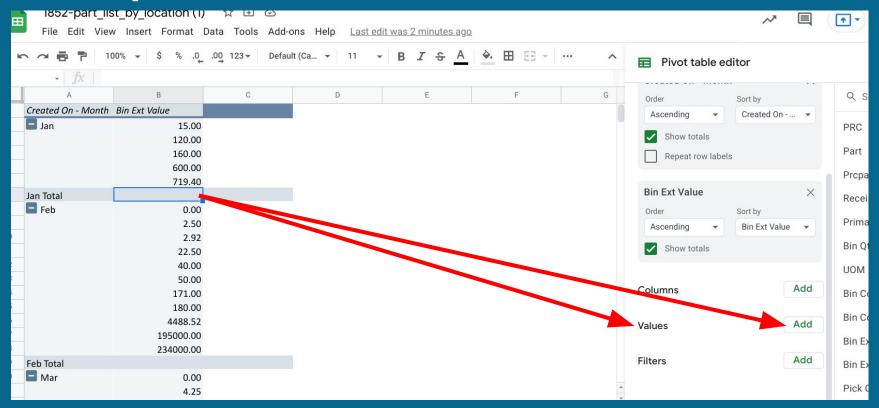
| • <i>f</i> x              | 2/16/2018           |            |                       |   |   |   |   |                         |            |
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| 3/13 🗙                    | Cut                 | Ctrl+X     | Hour                  |   |   |   |   |                         |            |
| 9/12<br>10/18             | Сору                | Ctrl+C     | Hour-Minute (24 hour) |   |   |   |   | Rows                    |            |
| 11/20<br>11/27            | Paste               | Ctrl+V     | Hour-Minute (12 hour) |   |   |   |   | Created On              |            |
| 12/4                      | Paste special       |            | Day of the week       |   |   |   |   |                         | Sort by    |
| 12/7<br>2/5               | Insert column       |            | Day of the year       |   |   |   |   | Ascending   Show totals | Created On |
| 3/19                      |                     |            | Day of the month      |   |   |   |   |                         |            |
| 3/29<br>5/2               | Create pivot date   | group 🕨    | Day-Month             |   |   |   |   | Columns                 |            |
| 5/8                       |                     |            | Month                 |   |   |   |   |                         |            |
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| 5/31<br>6/19 <sup>+</sup> | Comment             | Ctrl+Alt+M | Year                  |   |   |   |   |                         |            |
| 6/2€<br>7/11              | Insert note         |            | Year-Month            |   |   |   | * | Filters                 |            |
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| Jan                | 15.00                |                   |          |                |           |   |                   |               |
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|                    | 160.00               |                   | •        |                |           |   | Repeat row labels |               |
|                    | 600.00               |                   |          |                |           |   |                   |               |
|                    | 719.40               |                   |          |                |           |   | B1 E 1111         |               |
| an Total           |                      |                   |          |                |           |   | Bin Ext Value     |               |
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|                    | 2.92                 |                   |          |                |           |   | Show totals       |               |
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|                    | 40.00                |                   |          |                |           |   |                   |               |
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|                    | 171.00               |                   |          |                |           |   | Columns           |               |
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|                     | 160.00            | 160  |          |              |            |             |      |       | Order             | Sort by        |    |
|                     | 600.00            | 600  |          |              |            |             |      |       | Ascending -       | Bin Ext Value  |    |
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|                     | 22.50             | 22.5176  |          |              |            |             |      |       | Columns           |                | Ad |
|                     | 40.00             | 40   |          |              |            |             |      |       |                   |                |    |
|                     | 50.00             | 100  |          |              |            |             |      |       | Values            |                | Ad |
|                     | 171.00            | 171  |          |              |            |             |      |       |                   |                |    |
|                     | 180.00            | 180  |          |              |            |             |      |       | Sin Ext Value     |                |    |
|                     | 4488.52           | 4488.5192                                      |          |              |            |             |      |       | Summarize by      | Show as        |    |
|                     | 195000.00         | 390000   |          |              |            |             |      |       | SUM -             | Default        |    |
|                     | 234000.00         | 234000   |          |              |            |             |      |       |                   |                |    |
| b Total             |                   | 629007.4368                                    |          |              |            |             |      |       |                   |                |    |
| Mar                 | 0.00              | 0  |          |              |            |             |      |       | Filters           |                | Ad |
| plain and Send Scre |                   | <b>4.2548</b><br>58zkXtMogTmX <b>GI</b> FatwQ8 |          |              |            |             |      | *     |                   |                |    |

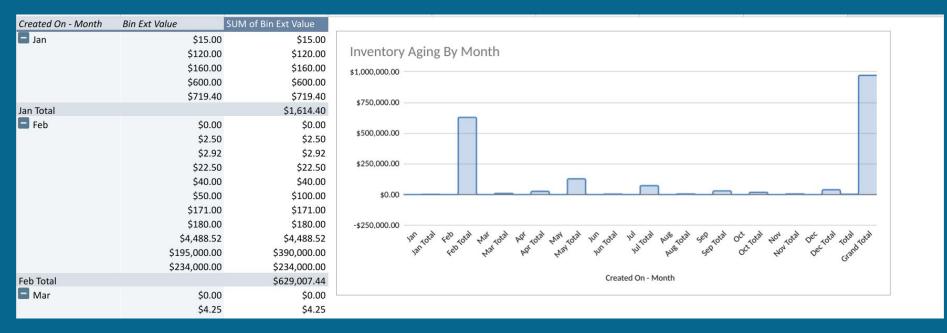
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| 5                   |                             | 00% <b>-</b> \$ % .0_                 |                      | t (Ca 👻 11    | - B I          |                | <b>♦.</b> ⊞ 53 × |   | 🖬 Pivo    |
| 1000                | $\bullet \mid f_X \mid$ Cre | eate n - Month                        |                      |               |                |                |                  |   |           |
|                     | A                           | В                                     | С                    | D             | E              |                | F                | G | Show      |
| 1                   | reated On - Month           | Bin Ext Value                         | SUM of Bin Ext Value |               |                |                | I                |   | Repe      |
| 2 –                 | Jan                         | 15.00                                 | 15                   |               |                |                |                  |   |           |
| 3                   |                             | 120.00                                | 120                  |               |                |                |                  |   | Bin Ext V |
| 4                   |                             | 160.00                                | 160                  |               |                |                |                  |   |           |
| 5                   |                             | 600.00                                | 600                  |               |                |                |                  |   | Order     |
| 6                   |                             | 719.40                                | 719.4                |               |                |                |                  |   | Ascendin  |
|                     | in Total                    |                                       | 1614.4               |               |                |                |                  |   | Show      |
| 8 -                 | Feb                         | 0.00                                  | 0                    |               |                |                |                  |   | _         |
| 9                   |                             | 2.50                                  | 2.5                  |               |                |                |                  |   |           |
| 0                   |                             | 2.92                                  | 2.9176               |               |                |                |                  |   | Columns   |
| 1                   |                             | 22.50                                 | 22.5                 |               |                |                |                  |   |           |
| 2                   |                             | 40.00                                 | 40                   |               |                |                |                  |   | Values    |
| 1<br> 2<br> 3<br> 4 |                             | 50.00                                 | 100                  |               |                |                |                  |   | values    |
|                     |                             | 171.00                                | 171                  |               |                |                |                  |   | Bin Ext V |
| 5<br>6<br>7         |                             | 180.00<br>4488.52                     | 180<br>4488.5192     |               |                |                |                  |   |           |
| 7                   |                             | 195000.00                             | 4488.5192<br>390000  |               |                |                |                  |   | Summarize |
| 8                   |                             | 234000.00                             | 234000               |               |                |                |                  |   | SUM       |
|                     | eb Total                    | 234000.00                             | 629007.4368          |               |                |                |                  |   |           |
|                     | Mar                         | 0.00                                  | 025007.4500          |               |                |                |                  |   |           |
| 21                  |                             | 4.25                                  | 4.2548               |               |                |                |                  |   | Filters   |
| 12                  |                             | 1.54                                  | 1.544                |               |                |                |                  |   |           |
|                     |                             |                                       |                      |               |                |                |                  |   |           |

|    | • JA               |               |                      |   |          |   |   |
|----|--------------------|---------------|----------------------|---|----------|---|---|
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| 2  | 🗖 Jan              | \$15.00       | \$15.00              |   |          |   |   |
| 3  |                    | \$120.00      | \$120.00             |   |          |   |   |
| 4  |                    | \$160.00      | \$160.00             |   | ·        |   |   |
| 5  |                    | \$600.00      | \$600.00             |   |          |   |   |
| 6  |                    | \$719.40      | \$719.40             |   |          |   |   |
| 7  | Jan Total          |               | \$1,614.40           |   |          |   |   |
| 8  | E Feb              | \$0.00        | \$0.00               |   |          |   |   |
| 9  |                    | \$2.50        | \$2.50               |   |          |   |   |
| 0  |                    | \$2.92        | \$2.92               |   |          |   |   |
| 1  |                    | \$22.50       | \$22.50              |   |          |   |   |
| 2  |                    | \$40.00       | \$40.00              |   |          |   |   |
| 3  |                    | \$50.00       | \$100.00             |   |          |   |   |
| 4  |                    | \$171.00      | \$171.00             |   |          |   |   |
| 5  |                    | \$180.00      | \$180.00             |   |          |   |   |
| 6  |                    | \$4,488.52    | \$4,488.52           |   |          |   |   |
| 7  |                    | \$195,000.00  | \$390,000.00         |   |          |   |   |
| 8  |                    | \$234,000.00  | \$234,000.00         |   |          |   |   |
|    | Feb Total          |               | \$629,007.44         |   |          |   |   |
| 20 | 🗖 Mar              | \$0.00        | \$0.00               |   |          |   |   |
| 21 |                    | \$4.25        | \$4.25               |   |          |   |   |
| 22 |                    | 64 CA         | 64.CA                |   |          |   |   |

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| 7   | Jan Total                         |                          | \$1,614.40                            |                                       |  |     |
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| 14  |                                   | \$171.00<br>\$180.00     | \$171.00<br>\$180.00                  |                                       |  |     |
| 7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18 |                                   | \$180.00                 | \$180.00                              |                                       |  |     |
| 17  |                                   | \$195,000.00             | \$390,000.00                          |                                       |  |     |
| 18  |                                   | \$135,000.00             | \$234,000.00                          |                                       |  |     |
|   | Feb Total                         | <i>\$234,000.00</i>      | \$629,007.44                          |                                       |  |     |
| 20  | - Mar                             | \$0.00                   | \$0.00                                |                                       |  |     |
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| otal          | \$750,000.00                       |                                 |                           |                    |          |     | Stacking  |             |
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| Jan                | \$15.00                  | \$15.00              | Deventory Aging Dy Month                          |
|                    | \$120.00                 | \$120.00             | Inventory Aging By Month                          |
|                    | \$160.00                 | \$160.00             | \$1,000,000.00                                    |
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|                    | \$719.40                 | \$719.40             | \$750,000.00                                      |
| an Total           |                          | \$1,614.40           |   |
| Feb                | \$0.00                   | \$0.00               | \$500.000.00 Chart title                          |
|                    | \$2.50                   | \$2.50               |   |
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|                    | \$40.00                  | \$40.00              | \$0.00  |
|                    | \$50.00<br>\$171.00      | \$100.00             | \$0.00 Inventory Aging By Month                   |
|                    | \$171.00<br>\$180.00     | \$171.00<br>\$180.00 |   |
|                    | \$180.00                 | \$180.00             | -\$250,000.00                                     |
|                    | \$195,000.00             | \$390,000.00         | 1/8° r dot r r r r r r r r r r r r r r r r r r r  |
|                    | \$133,000.00             | \$234,000.00         | · · · · · · · · · · · · · · · · · · ·             |
| eb Total           | ş23 <del>4</del> ,000.00 | \$629,007.44         | Created On - Month                                |
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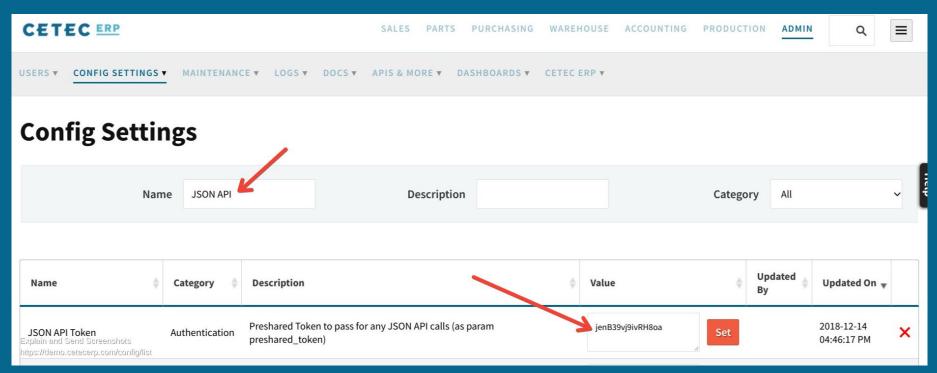
# Four Ways To Report On Data

#### 1. Canned reports/dashboards in Cetec ERP

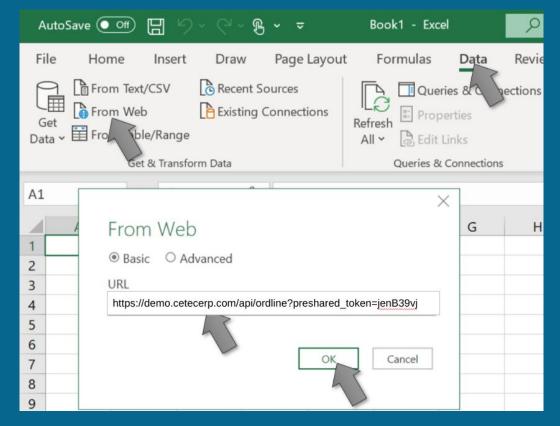
#### 2. Cetec ERP BI Customization

#### **3. Export + Excel Skills**

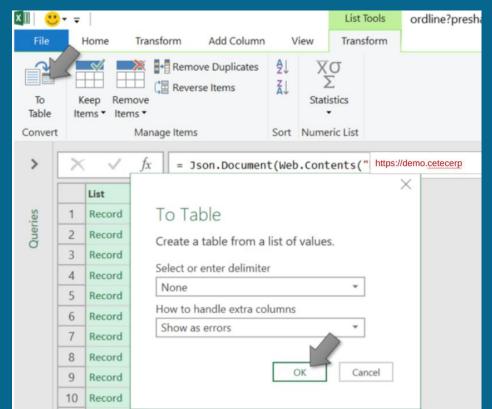
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|   | MN              | MN       | 530.1         | 5          | 3          | BOM1000             | Vance<br>Refrige | eration         | 2021-10-<br>20        | 2021-<br>10-20 | 395.00       | 0.00          | 395.00              | \$8,144.95     | Doc Co<br>(Unrel |  |         |  |  |
|   | MN              | MN       | 530.1         | 7          | 3          | BOM1000             | Vance<br>Refrige | eration         | 2021-10-<br>15        | 2021-<br>10-18 | 525.00       | 0.00          | 525.00              | \$11,402.93    | Doc Co<br>(Unrel |  |         |  |  |
|   | MN              | MN       | 534.1         | 5          | 3          | BOM1000             | Vance<br>Refrige | eration         | 2021-10-<br>15        | 2021-<br>10-15 | 3395.00      | 0.00          | 3395.00             | \$1,859.79     | Doc Co<br>(Unrel |  |         |  |  |



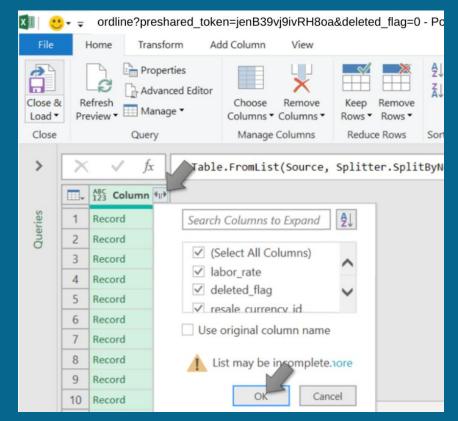
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Click Data > From Web then enter the API Url from above and click OK.



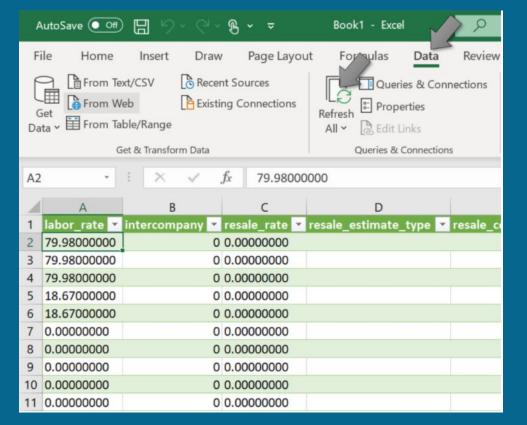
Click To Table and then OK.



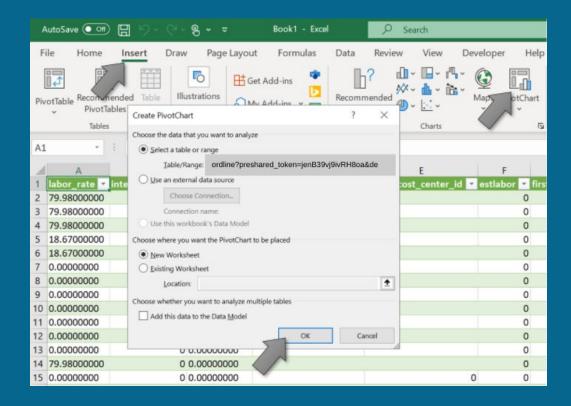
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Click Close & Load.

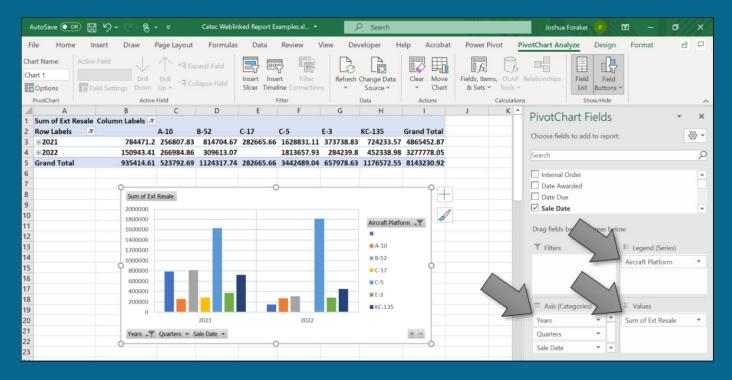


Now the query table connection is completely live. Click Data > Refresh All at any time to update the Excel query table with live Cetec data.

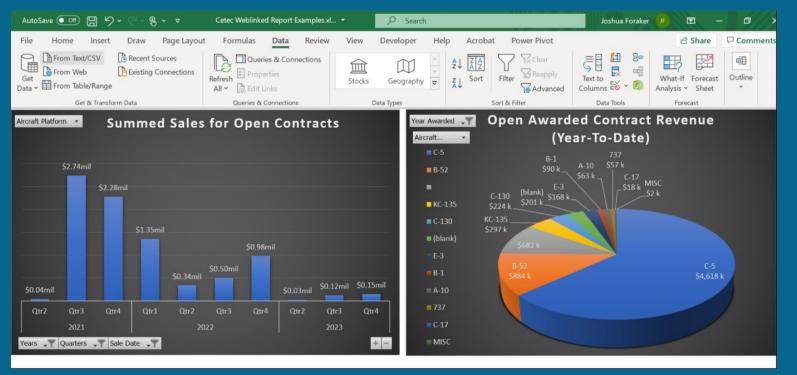


Make sure a cell is selected inside the Query Table created during the previous step.

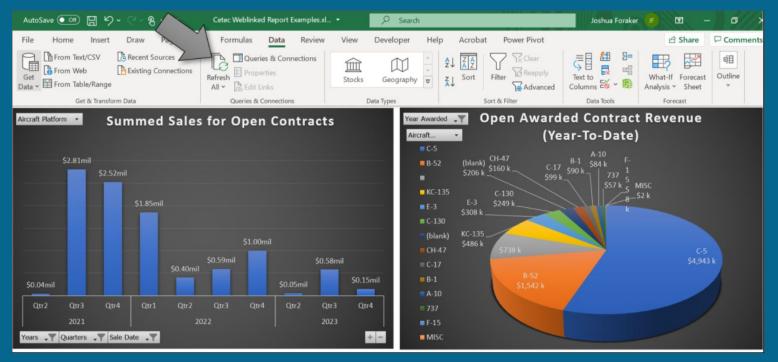
Then click Insert > PivotChart and then click OK.



Here the pivot charts can be setup. (Google has guides on setting up Excel Pivot Tables.)



A finalized report with some nice formatting and setting up of executive level dashboards.



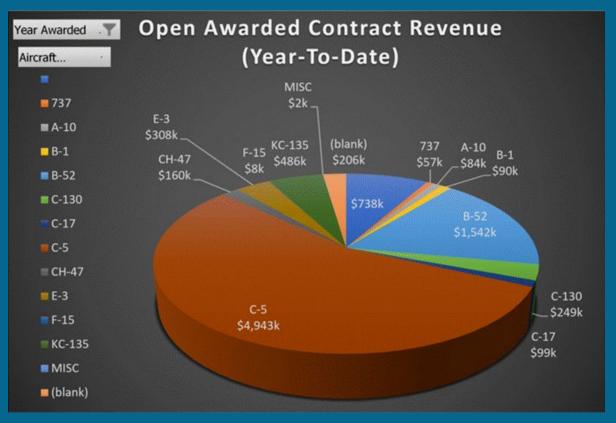
Dashboards can be refreshed manually with a click, or set to refresh when Excel is loaded.

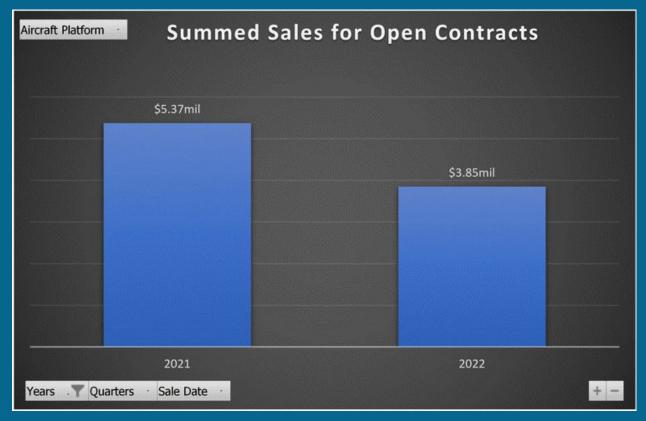
The below video shows June data being updated and refreshed with data from July.

|   | Page Layout   | Formulas   | Data Reviev   | 3.2   | Developer                        | Help                    | Acrobat   | Power Pivo  | at Table  | Design C             | Joshua Foraker   | Share             | Comments   |
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| Transform Data  |   |  | Connections   | _   | Data Types                       |                         | \$  | iort & Filter   |   | Data Tools           | For  | ecast             | 1 2.14     |
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| 6/24/2021   |   | 10/20/2021   |   |   | \$7,212.00 E-3                   |                         | Asse  |   | 22.92   |                      | 0  |                   |            |
| 6/24/2021   |   | 10/20/2021   |   |   | \$7,212.00 E-3                   |                         | Asse  |   | 22.92   |                      | 0  |                   |            |
| 6/24/2021   |   | 10/20/2021   |   |   | \$7,212.00 E-3                   |                         | Asse  |   | 22.92   |                      | D  |                   |            |
|   | 11/14/2022  |  |   |   | 23,352.48 8-52                   |                         | Asse  | on one of a second second   | 22.92   |                      | 0  |                   |            |
| 6/30/2021   |   | 12/24/2021   |   |   | 12,500.00 C-5                    |                         | Asse  |   | 22.92   |                      | 0  |                   |            |
| the second se |   | 11/28/2021   |   |   | \$1,500.00                       |                         |   |   | 0   |                      | 0 fixed_bid  |                   |            |
| 6/30/2021   |   |  | 1   | \$0.00  | \$0.00                           |                         |   |   | 0   |                      | 0 fixed_bid  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
|   |   |  |   |   |                                  |                         |   |   |   |                      |  |                   |            |
| s Reports Cete  | c Raw Data  | (4)  | 11.000  |   |                                  |                         | ÷ [4]   |   |   |                      | -h   |                   |            |
| s Rep   | orts Cete   | orts Cetec Raw Data  | orts Cetec Raw Data 🔶   | orts Cetec Raw Data (+)   | orts Cetec Raw Data (+)          | orts Cetec Raw Data (+) | orts Cetec Raw Data   | orts Cetec Raw Data   |   |                      |  |                   |            |

Use data field control buttons to glean trends from the reports.

The following two screen captures show how easy it is to drill down.







### Day 2: Session #3 - Data/Reporting

Jordan Jolly