

Advanced Reporting

Business Goals

Learn how to use reports to get key data out of your system

Build some of the most common reports

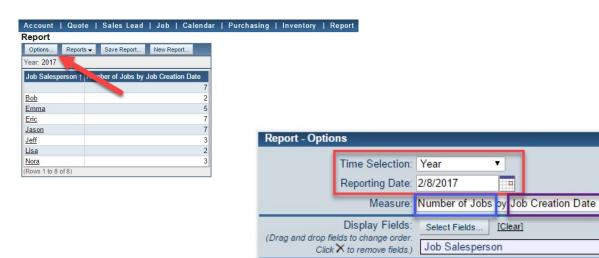
Technical Objectives

Understand each part of the Options window for Reports

Learn how to avoid some of the common pitfalls when making reports

Understand when it's time to copy to Excel

Time



Filters: Add Filter...

•

Display Type: Table

Rows per page: 30

X

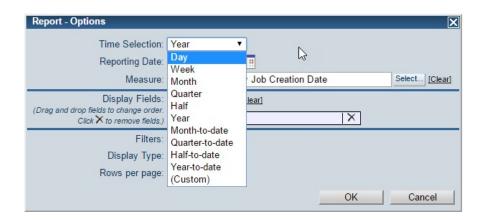
Select... [Clear]

Cancel

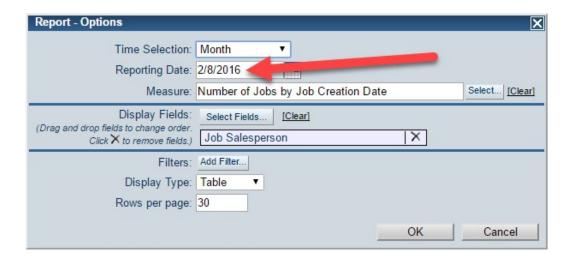
×

OK

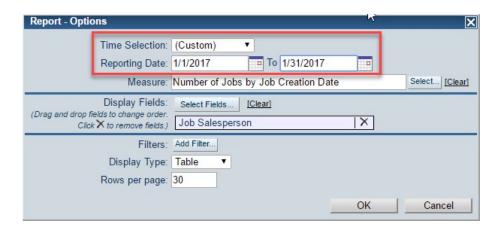
Time Selections are mostly intuitive ...



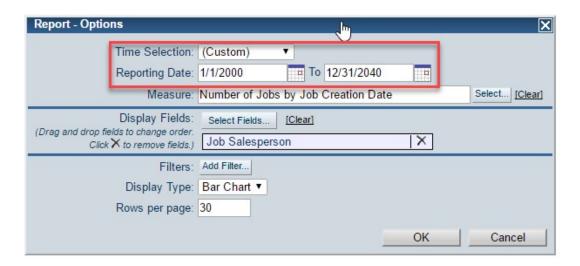
...but saved reports always return to Today



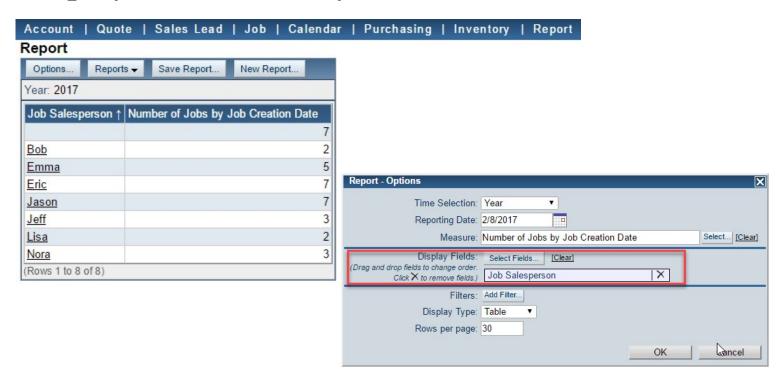
If you want exact dates, choose Custom



Trick for (All)



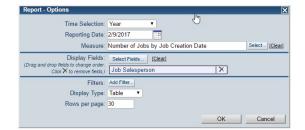
Display Fields: Jobs by ...

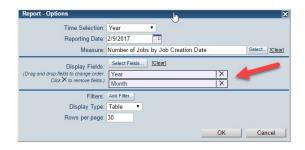


Changing Display Fields









Adding one more field ...



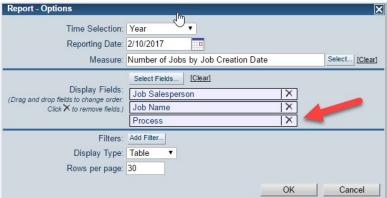
More Detail = More Rows



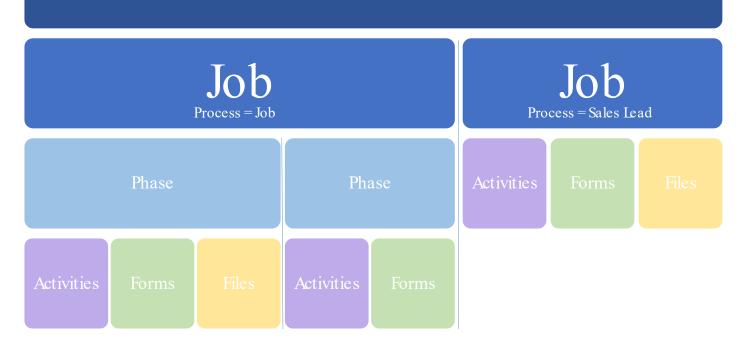


A Job by any other name

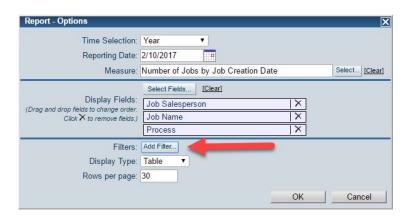




Account



Filters

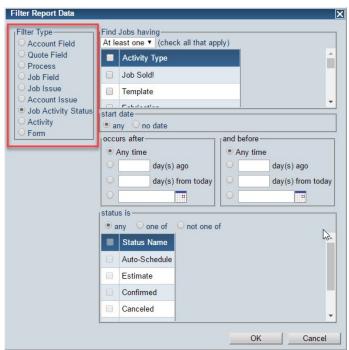




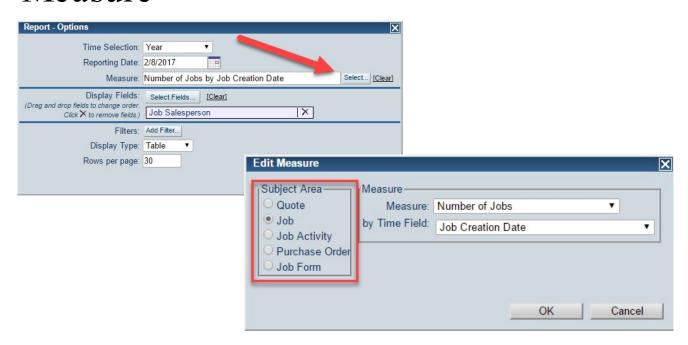
Filtered Results



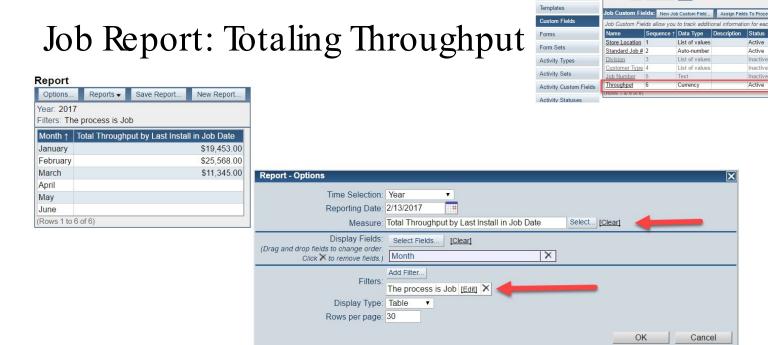
Filters Are Powerful and Complex



Measure



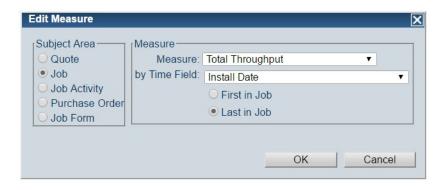
Report Examples

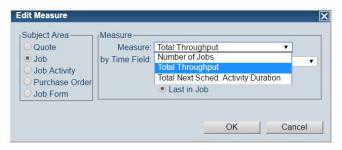


Job Settings
Processes

Process: All Sales Lead Job

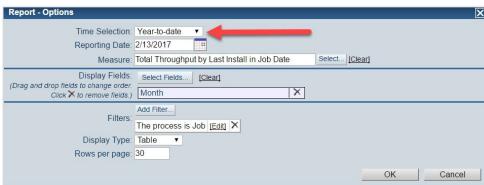
Choose Your Measure





Only want completed Installs?

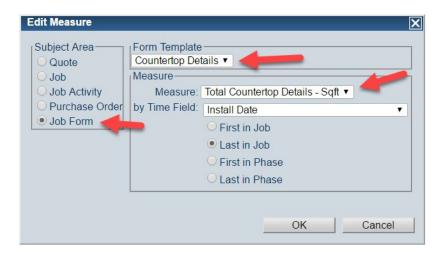




Job Form Reports

Example: Square Feet Installed

Totaling a Form Field



Example: Square Feet Installed





+Jobs for a sanity check

Report				
Options	. Reports ▼	Save Report	New Report	
Year-to-date: 2/13/2017 Filters: The process is Job				
Month ↑	Job Name	Total Counte	ertop Details - S	offt by Last Install in Job Date
January	Alison Holmes			132.0
January	Colleen Fulton			42.0
January	Don Johnson			163.0
January	Harold Handy			66.0
January	Ruupa Sanderso	<u>on</u>		64.0
January	Silas Gabriel			68.0
February	Alana's building			78.0
February	Barry Newcomb			65.0
February	Jeff Cotes			72.0
February	Sally Shimanski			58.0
February	Sally Zurich			78.0
(Rows 1 to 11 of 11)				

+Jobs +Room for an even better sanity check!

Report			
Options	. Reports ▼ Sa	ave Report New Report	
Year-to-date: 2/13/2017 Filters: The process is Job			
Month ↑	Job Name	Countertop Details - Room type	Total Countertop Details - Sqft by Last Install in Job Date
January	Alison Holmes		
January	Alison Holmes	Kitchen	132.0
January	Colleen Fulton	Bath	42.0
January	Don Johnson	Kitchen	98.0
January	Don Johnson	Master bath	65.0
January	Harold Handy	Kitchen	66.0
January	Ruupa Sanderson	Kitchen	64.0
January	Silas Gabriel	Kitchen	68.0
February	Alana's building	Kitchen	78.0
February	Barry Newcomb	Kitchen	65.0
February	Jeff Cotes	Kitchen	72.0
February	Sally Shimanski		
February	Sally Shimanski	Kitchen	58.0
February	Sally Zurich	Kitchen	78.0
(Rows 1 to	14 of 14)		

WARNING: Form missing? Job not included!

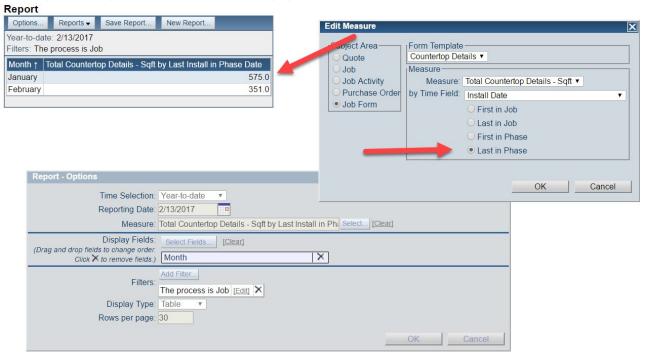
Options Reports ▼ Sa		Save Report	New Report	
	ate: 2/16/2017 ne process is Job	3)		
Month ↑	Job Name	Total Through	ghput by Last Install in Job Date	
January	Alison Holmes		\$3,225.0	
January	Colleen Fulton		\$2,103.00	
January	Don Johnson		\$2,100.00	
January	Harold Handy		\$3,115.0	
January	Mike Bibby		\$23,000.0	
January	Ruupa Sanderso	\$5,133.00		
January	Silas Gabriel	\$5,877.00		
January	Silas Tester			
February Alana's building			\$3 788 0	

Job Report - Throughput

Options	. Reports →	Save Report	New Report
	ate: 2/16/2017 he process is Job	,	
Month ↑	Job Name	Total Count	tertop Details - Sqft by Last Install in Job Date
January	Alison Holmes		132.0
January	Colleen Fulton		42.0
January	Don Johnson		163.0
January	Harold Handy	66.0	
January	Ruupa Sanderso	n	64.0
January	Silas Gabriel		68.0
Echnion	Alana's building		70 (

Job Form Report – Sq Ft

Last Install in Phase



A Phase can be complete before the Job is

Report			
Options	. Reports ▼ Sa	ave Report New	Report
Year-to-date: 2/13/2017 Filters: The process is Job			
Month ↑	Job Name	Job Phase Name	Total Countertop Details - Sqft by Last Install in Phase Date
January	Alison Holmes	(None)	132.0
January	Colleen Fulton	(None)	42.0
January	Don Johnson	(None)	163.0
January	Harold Handy	(None)	66.0
January	Ruupa Sanderson	(None)	64.0
January	Silas Gabriel	(None)	68.0
January	Willy Hayes	Phase 1 - Deck	40.0
February	Alana's building	(None)	78.0
February	Barry Newcomb	(None)	65.0
February	Jeff Cotes	(None)	72.0
February	Sally Shimanski	(None)	58.0
February	Sally Zurich	(None)	78.0
(Rows 1 to 12 of 12)			

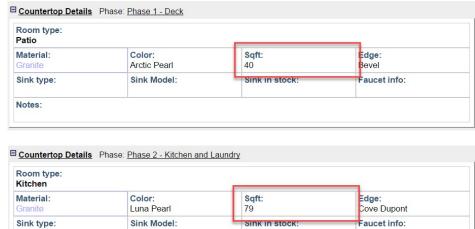
Activities and Forms with same Phase ...

Dropin

Notes:

Note cutout for trash





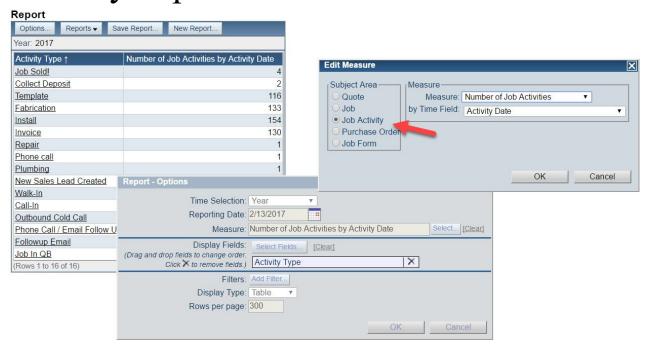
yes

jk456

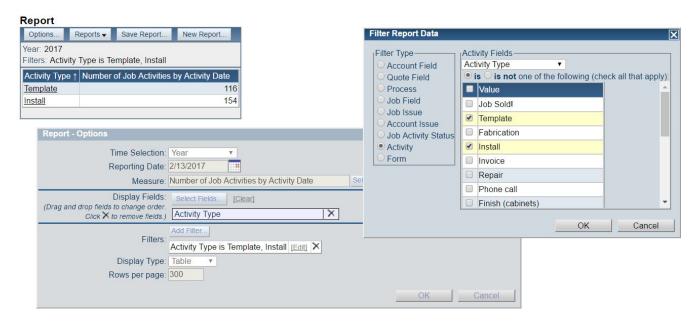
Activity Report

Examples: Overdue activities, activities without dates, etc.

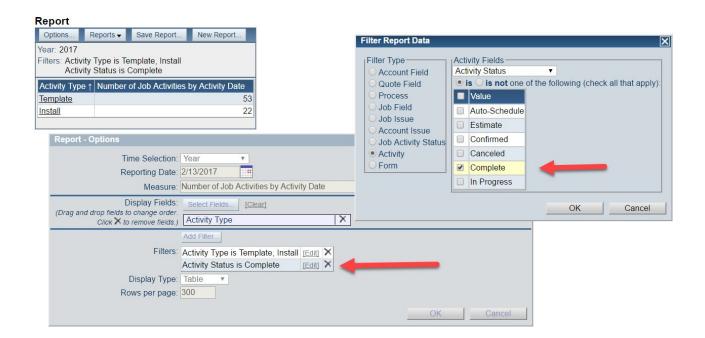
Activity Reports



Add a filter to show only certain activity types



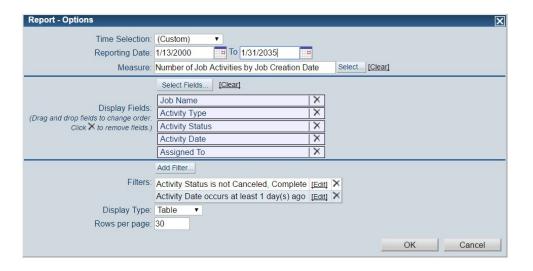
Add another filter to show only completed



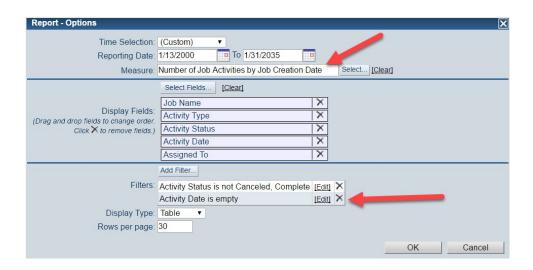
Example: Overdue Activities

Options.. Reports ✓ Save Report... New Report... Date: 1/13/2000 - 1/31/2035 Filters: Activity Status is not Canceled, Complete Activity Date occurs at least 1 day(s) ago Job Name Activity Type Gene Schlessinger Phone Call / Email Follow Up Confirmed 2/10/2017 Jason **Template** Confirmed 2/10/2017 Marco 2/10/2017 Norm Breda's kitchen Template Estimate Jacob Gurasco Walk-In **Estimate** 2/9/2017 Eric Phone Call / Email Follow Up Confirmed 4/28/2016 Jeff Giovanni

Overdue activities (Options)



Related: Activities without Dates



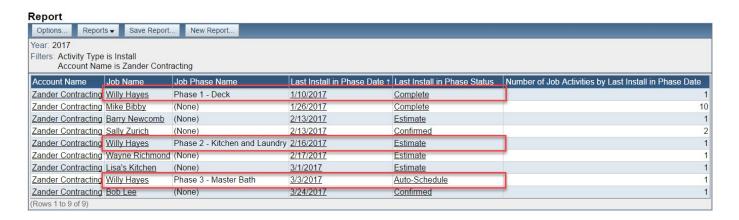
Yellow flag

Report

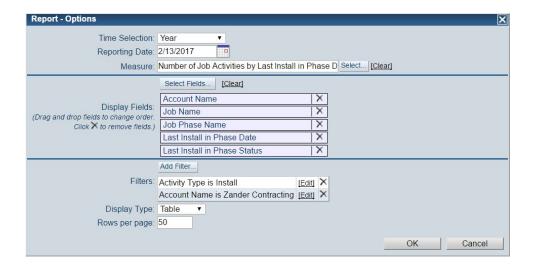
Options Repo	orts ▼ Save Report	New Report			
Date: 1/13/2000 - Filters: Activity Sta Activity Da	tus is not Canceled,	Complete			
First Prev Page 1	of 3 Next Last (R	ows 1 to 30 of 86)			
Job Name	Activity Type	Activity Status	Activity Date ↓	Assigned To	Number of Job Activities by Job Creation Date
Xavier Furman	<u>Template</u>	Auto-Schedule		Norm	
Timothy's kitchen	Job In QB	<u>Estimate</u>		Clare	
Timothy's kitchen	<u>Install</u>	Auto-Schedule			
Thiago's kitchen	Job In QB	<u>Estimate</u>			
test silas	<u>Template</u>	Auto-Schedule			
Rosalie's kitchen	<u>Template</u>	Auto-Schedule			
Richard Roser	Invoice	Auto-Schedule			
Richard Roser	Install	Auto-Schedule			
Richard Roser	<u>Fabrication</u>	Auto-Schedule			
Richard Roser	<u>Template</u>	Estimate			
Peggy	<u>Template</u>	Auto-Schedule		Norm, Marco	
Patrick's Kitchen	Job In QB	<u>Estimate</u>			
Patrick's Kitchen	<u>Template</u>	Auto-Schedule			
Patricia's kitchen	Job In QB	Estimate		Clare	
Max Moritz	<u>Invoice</u>	Auto-Schedule			
Max Moritz	<u>Install</u>	Auto-Schedule			
Max Moritz	<u>Fabrication</u>	Auto-Schedule			
Max Moritz	<u>Template</u>	<u>Estimate</u>			
Martin's kitchen	Job In QB	Estimate		Clare	
Maria's kitchen	Job In QB	Estimate		Clare	
Maria's kitchen	Followup Fmail	Auto-Schedule			

Related: Activities with Material

Job Report with Phases



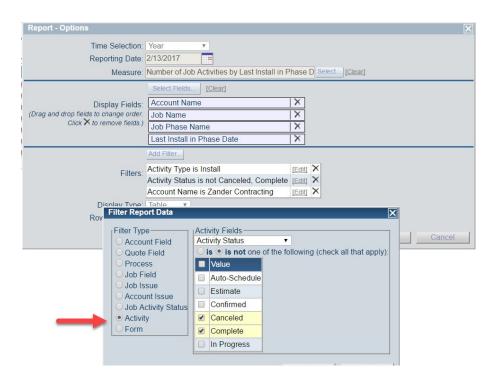
Job Report with Phases (Options)



Show only incomplete phases

Report Options.. Reports Save Report... New Report... Year: 2017 Filters: Activity Type is Install Activity Status is not Canceled, Complete Account Name is Zander Contracting Account Name Job Name Job Phase Name Last Install in Phase Date ↑ Number of Job Activities by Last Install in Phase Date Zander Contracting Barry Newcomb (None) 2/13/2017 Zander Contracting Sally Zurich (None) Zander Contracting Willy Hayes Phase 2 - Kitchen and Laundry 2/16/2017 Zander Contracting Wayne Richmond (None) 2/17/2017 Zander Contracting Lisa's Kitchen (None) 3/1/2017 Phase 3 - Master Bath 3/3/2017 Zander Contracting Willy Hayes (None) 3/24/2017 Zander Contracting Bob Lee (Rows 1 to 7 of 7)

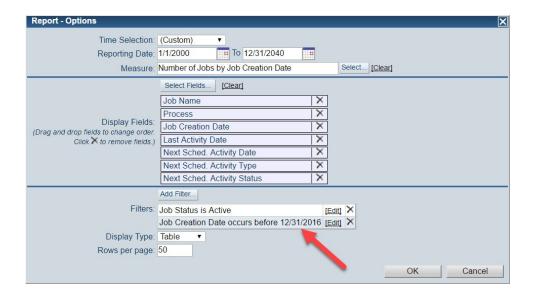
Straightforward with Activity filter



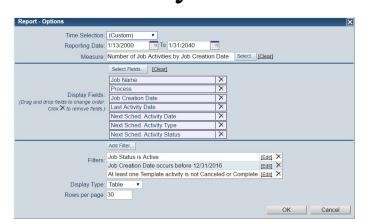
Jobs to Clean Up (as of 2/13/2017)

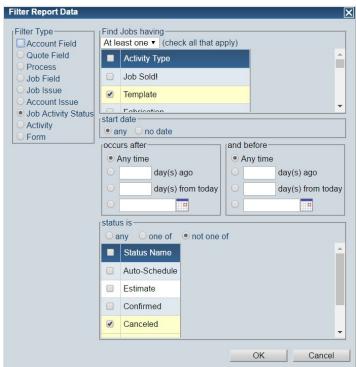
Report									
Options Reports ▼	Save Re	eport New Report.							
Date: 1/1/2000 - 12/31/	2040								
Filters: Job Status is Ad Job Creation Da		before 12/31/2016							
First Prev Page 1 of 3 Next Last (Rows 1 to 50 of 118)									
Job Name	Process	Job Creation Date	Last Activity Date	Next Sched. Activity Date ↑	Next Sched. Activity Type	Next Sched. Activity Status	Number of Jobs by Job Creation Date		
*212 Elm - center unit	<u>Job</u>	6/7/2016			<u>Template</u>	<u>Estimate</u>	1		
Lonetta Bakerson	<u>Job</u>	3/10/2016	2/13/2017		Template	Estimate	1		
Giovanni	<u>Job</u>	3/8/2013	3/27/2017	<u>4/28/2016</u>	Phone Call / Email Follow Up	Confirmed	1		
Breda's kitchen	<u>Job</u>	5/18/2016	3/14/2017	2/10/2017	<u>Template</u>	<u>Estimate</u>	1		
Dave Lydon	<u>Job</u>	2/18/2015	3/3/2017	2/10/2017	<u>Template</u>	Confirmed	1		
Alana's building	<u>Job</u>	6/24/2016	2/13/2017	2/13/2017	Invoice	Estimate	1		
Barry Newcomb	<u>Job</u>	10/24/2009	2/14/2017	2/13/2017	Install	<u>Estimate</u>	1		
Bob Lee	<u>Job</u>	2/8/2010	3/27/2017	2/13/2017	Template	Estimate	1		
Conner Dre	<u>Job</u>	3/13/2008	2/15/2017	<u>2/13/2017</u>	<u>Install</u>	Confirmed	1		
Gus's kitchen	<u>Job</u>	12/7/2016	2/21/2017	2/13/2017	Template	Estimate	1		
Jeff Cotes	<u>Job</u>	3/13/2008	2/14/2017	<u>2/13/2017</u>	<u>Install</u>	Confirmed	1		
Joey Austin's Kitchen	<u>Job</u>	10/30/2014	3/2/2017	2/13/2017	<u>Template</u>	Confirmed	1		
Katerina's kitchen	<u>Job</u>	12/7/2016	2/21/2017	2/13/2017	Template	<u>Estimate</u>	1		
Mike Jones	<u>Job</u>	6/8/2006	2/24/2017	2/13/2017	Fabrication	In Progress	1		
Nola's kitchen	<u>Job</u>	<u>2/11/2016</u>	3/9/2017	<u>2/13/2017</u>	Fabrication	<u>Estimate</u>	1		
Sally Zurich	<u>Job</u>	11/12/2004	2/14/2017	2/13/2017	Install	Confirmed	1		
Willy Hayes	<u>Job</u>	3/5/2008	3/6/2017	2/13/2017	Fabrication	<u>Estimate</u>	1		
512 Maple ST	<u>Job</u>	6/8/2016	2/22/2017	2/14/2017	<u>Template</u>	Confirmed	1		
Cheryl's kitchen	<u>Job</u>	4/22/2015	3/10/2017	2/14/2017	<u>Fabrication</u>	<u>Estimate</u>	1		
Cory Smith	<u>Job</u>	7/18/2016	2/22/2017	2/14/2017	Template	Confirmed	1		
Eddie's kitchen	<u>Job</u>	1/20/2015	2/15/2017	<u>2/14/2017</u>	<u>Install</u>	Confirmed	1		

Jobs to Clean Up (Options)



Job Activity Status Filter





EE Quotes — Conversion_Reports

Only one answer at a time ...





Export more data

Report

017			
is Job			
Standard Job#	Job Salesperson	Throughput	Total Countertop Details - Sqft by Last Install in Job Date
3238	<u>Emma</u>	\$3,788.00	78.0
3294	<u>Lisa</u>	\$3,225.00	132.0
3066	Lisa	\$2,875.00	65.0
3293	<u>Emma</u>	\$2,103.00	42.0
3061	Rob		207.0
3009	Rob		163.0
3168	Bob		100.0
3291		\$3,115.00	66.0
3060	<u>Emma</u>		72.0
3292	Bob	\$5,133.00	64.0
3295	<u>Emma</u>	\$4,587.00	58.0
3002	Norm	\$3,775.00	78.0
3178	Bob	\$5,877.00	68.0
3165	Bob		163.0
	tandard Job # 3238 3294 3066 3293 3061 3009 3168 3291 3060 3292 3295 3002 3178	tandard Job # Job Salesperson 3238 Emma 3294 Lisa 3066 Lisa 3293 Emma 3061 Rob 3009 Rob 3168 Bob 3291 Emma 3060 Emma 3292 Bob 3295 Emma 3002 Norm 3178 Bob	tandard Job # Job Salesperson Throughput 3238 Emma \$3,788.00 3294 Lisa \$3,225.00 3066 Lisa \$2,875.00 3293 Emma \$2,103.00 3061 Rob 3009 3168 Bob \$3,115.00 3060 Emma \$5,133.00 3292 Bob \$5,133.00 3295 Emma \$4,587.00 3002 Norm \$3,775.00 3178 Bob \$5,877.00

Security

