SAMPLE REPORT

Where you sold below your own floor.

Every invoice line checked against your own margin rules. Twelve months, 26,000 lines, 60 accounts, 6 reps.

SIMULATED DATA. This report was built from an invented invoice book. No client, no real prices, no real accounts. It shows the format and the kind of finding, not a result for any business.

$33.2M	3,116	$177,646	0.54%
REVENUE REVIEWED	LINES BELOW FLOOR (12.0%)	FLOOR LEAKAGE	OF REVENUE REVIEWED

Concentration. 7 of 60 accounts carry half of the leakage. The top 10 carry 60%. That is where a conversation or a rule change pays first.

How the floor is set

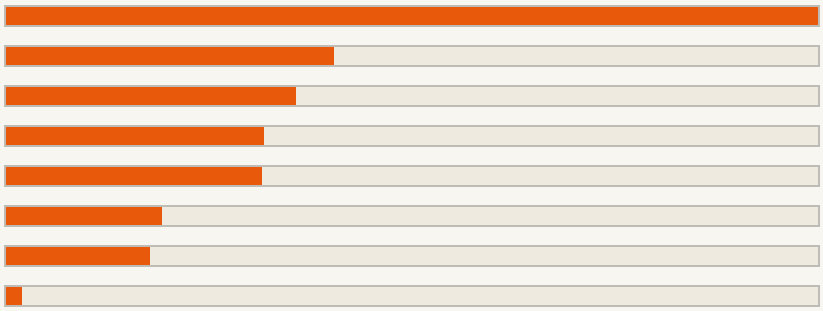
Floor = cost / (1 - minimum margin). The most specific rule wins: SKU, then customer, then product line. At $60 cost and a 25% margin rule, the floor is $80. Leakage on a line = (floor - sold price) x quantity, counted only when the line sold under the floor.

RULE THAT SET THE FLOOR	LINES	BELOW FLOOR	SHARE	LEAKAGE
SKU	1,109	552	49.8%	$37,375
Customer	5,697	18	0.3%	$260
Product line	19,194	2,546	13.3%	$140,012

Rules in this simulation: product-line minimums between 20% and 32%, customer contract rules between 14% and 20% for about one account in five, and SKU rules between 30% and 40% for about one SKU in twenty. These are invented.

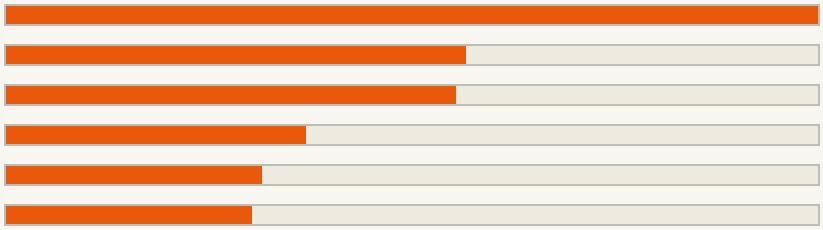
Where it sits

BY PRODUCT LINE



Electrical	$63,981	28.5% of lines
Cutting tools	$25,796	17.8% of lines
Fluid power	$22,772	10.7% of lines
Packaging	$20,229	7.2% of lines
Fasteners	$20,102	14.3% of lines
Abrasives	$12,241	6.5% of lines
Adhesives	$11,313	7.7% of lines
Safety	$1,213	1.1% of lines

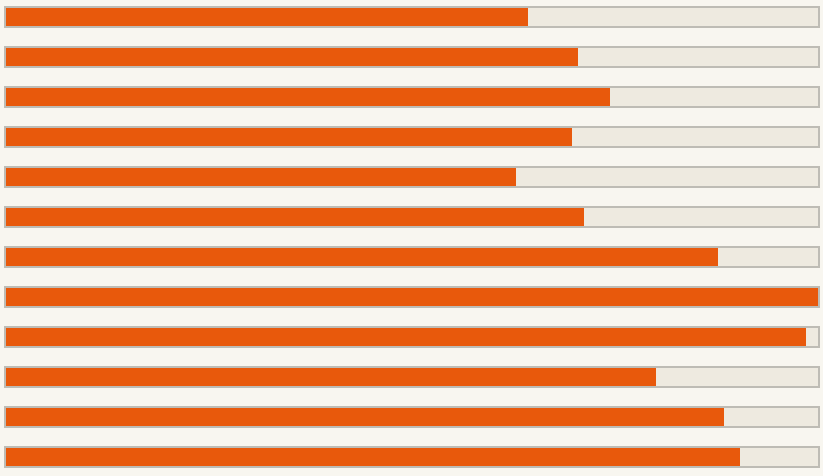
BY REP



Rep 5	$57,184	18.8% of lines
Rep 6	$32,382	11.6% of lines
Rep 3	$31,681	13.8% of lines
Rep 2	$21,073	11.0% of lines
Rep 1	$17,973	7.8% of lines
Rep 4	$17,353	8.8% of lines

A rep pattern shows how discounting is applied. It is a prompt for a conversation about rules and approvals, not a verdict on a person.

BY MONTH



Jan	$11,904
Feb	$13,052
Mar	$13,815
Apr	$12,945
May	$11,654
Jun	$13,172
Jul	$16,274
Aug	$18,560
Sep	$18,259
Oct	$14,854
Nov	$16,390
Dec	$16,767

Top accounts by leakage

ACCOUNT	LINES BELOW FLOOR	LEAKAGE
Account 044	454	$27,470
Account 055	149	$15,312
Account 015	213	$14,067
Account 043	193	$12,425
Account 007	131	$7,100
Account 058	23	$6,550
Account 031	72	$6,147
Account 047	114	$6,060
Account 004	90	$5,872
Account 009	102	$5,772

Ten largest single lines

SKU	ACCOUNT	RULE	COST	FLOOR	SOLD	GAP	QTY	LEAKAGE
SKU-0268	Account 058	Product line	$104.92	$141.78	$125.43	-$16.35	327	$5,346
SKU-0124	Account 055	Product line	$210.71	$309.87	$290.62	-$19.25	112	$2,156
SKU-0478	Account 055	Product line	$45.08	$60.92	$55.77	-$5.15	395	$2,034
SKU-0632	Account 044	Product line	$170.55	$250.81	$233.36	-$17.45	115	$2,007
SKU-0019	Account 007	SKU	$104.45	$157.78	$119.14	-$38.64	42	$1,623
SKU-0105	Account 009	Product line	$56.97	$83.78	$78.65	-$5.13	296	$1,518
SKU-0019	Account 015	SKU	$104.45	$157.78	$135.28	-$22.50	64	$1,440
SKU-0387	Account 055	Product line	$58.62	$86.21	$74.91	-$11.30	92	$1,040
SKU-0683	Account 026	Product line	$48.39	$67.21	$61.79	-$5.42	183	$992
SKU-0637	Account 044	Product line	$39.30	$57.79	$53.06	-$4.73	188	$889

The full report lists every below-floor line, not only the top ten, as a file you can sort and filter.

Margin or markup: the reading changes the answer

A 25% margin rule and a 25% markup rule give different floors. At $60 cost: margin gives $80, markup gives $75. On this simulated book, reading the same rules as markup gives **$23,675** of leakage, against **$177,646** read as margin. We confirm which one your rule means before any number is shown.

What we need

- Twelve months of invoice lines with cost at time of sale
- Your written margin rules, including customer contract terms
- One person who can answer questions about the rules

What this is not

- Read-only. We do not touch your ERP
- Single-tenant. Your data is not mixed with anyone else's
- We never set or change prices
- Fixed scope, two weeks

Three simulated books

BOOK	TYPE	LINES	REVENUE	BELOW FLOOR	LEAKAGE	% OF REV	IF READ AS MARKUP
Simulated Book A	Industrial MRO	26,000	$33.2M	12.0%	$177,646	0.54%	$23,675
Simulated Book B	Janitorial and sanitation	22,000	$28.7M	8.6%	$87,569	0.30%	$4,688
Simulated Book C	Electrical supply	30,000	$35.7M	10.1%	$218,987	0.61%	$52,578

These are three invented books, built with different rules, discount habits and rep behavior. The spread comes from how each simulation was set up. It is not a benchmark and not a prediction for your business. Yours can only be known by running your own invoices against your own rules.

Next step. **Book 20 minutes** and we confirm whether your invoices and rules are enough to run this on.