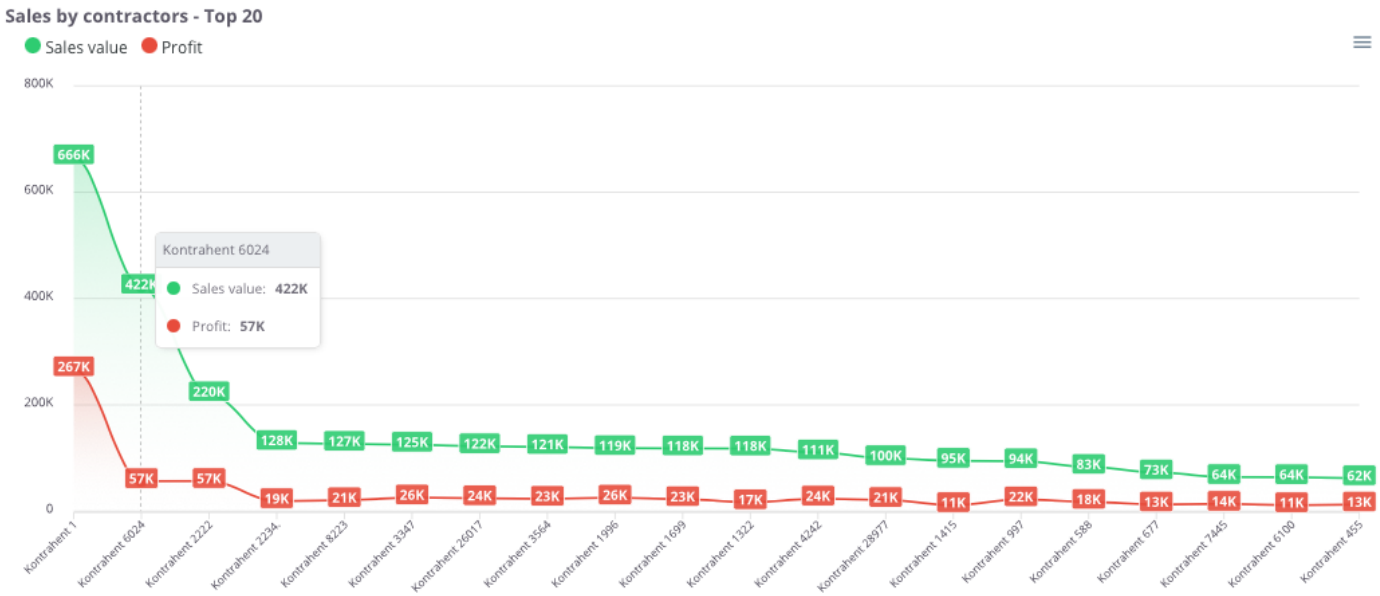
Sales - Sales by contractors

> All values are calculated based on sales documents (WZ, PG, GP, ZW).

> All values are converted to PLN according to the exchange rate of the previous day, ensuring consistent presentation regardless of the document currency.

Sales by contractors



“Sales by contractors – Top 20” – the chart presents the **20 contractors with the highest sales value**, along with their corresponding profit. This makes it possible to quickly identify **key clients** and understand their **importance within the company’s revenue structure**.

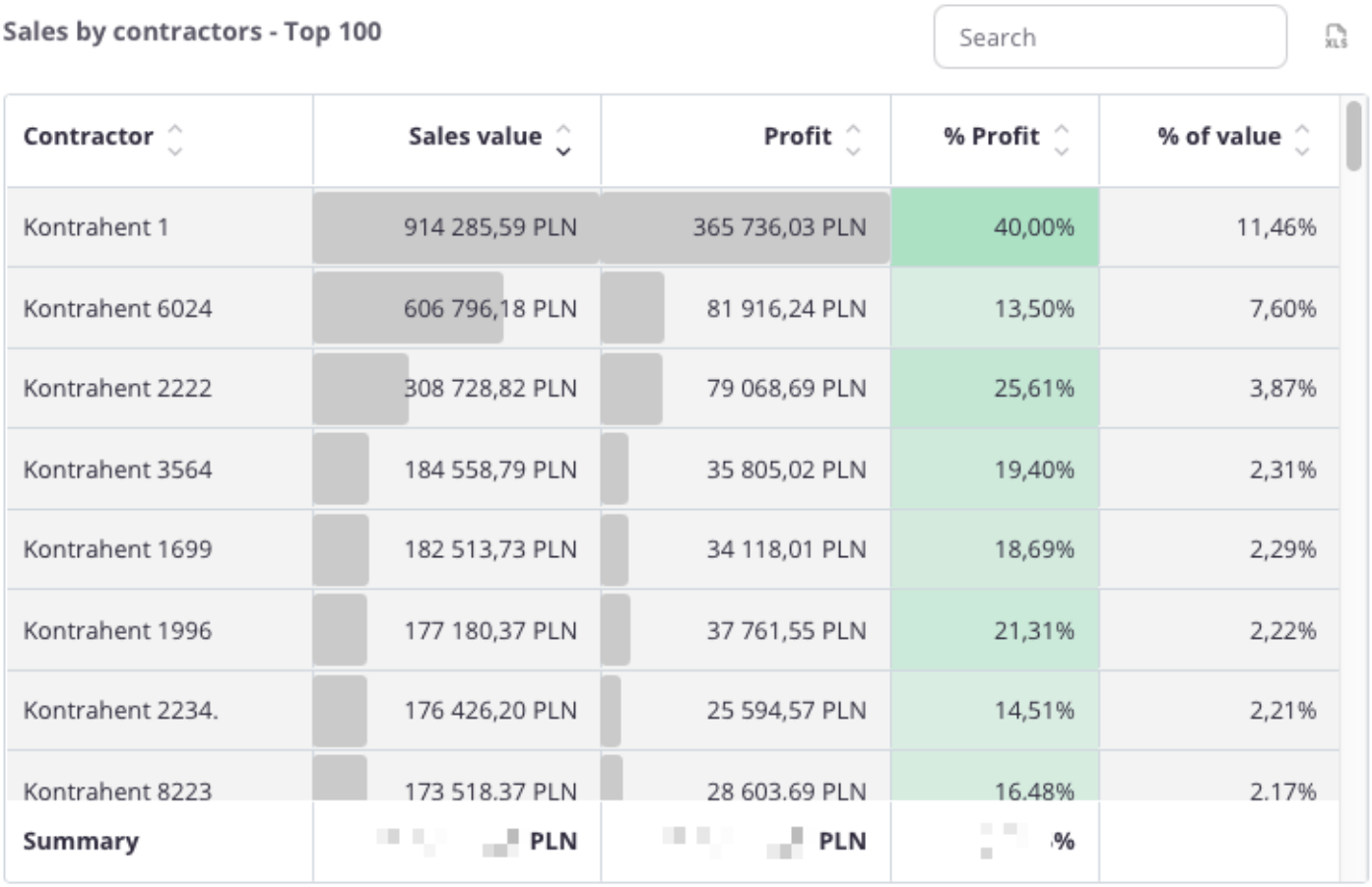
The chart displays:

- **Sales value (green)** – total sales made for each contractor,
- **Profit (red)** – financial result achieved from cooperation with each contractor,
- **X-axis** – list of contractors,

- **Y-axis** – sales and profit values.

Thanks to this chart, users can easily compare **which contractors generate the highest revenue and profit**, as well as assess **the gap between sales and profitability** in relationships with individual clients.

Sales by contractors - Top 500



Contractor	Sales value	Profit	% Profit	% of value
Kontrahent 1	914 285,59 PLN	365 736,03 PLN	40,00%	11,46%
Kontrahent 6024	606 796,18 PLN	81 916,24 PLN	13,50%	7,60%
Kontrahent 2222	308 728,82 PLN	79 068,69 PLN	25,61%	3,87%
Kontrahent 3564	184 558,79 PLN	35 805,02 PLN	19,40%	2,31%
Kontrahent 1699	182 513,73 PLN	34 118,01 PLN	18,69%	2,29%
Kontrahent 1996	177 180,37 PLN	37 761,55 PLN	21,31%	2,22%
Kontrahent 2234.	176 426,20 PLN	25 594,57 PLN	14,51%	2,21%
Kontrahent 8223	173 518.37 PLN	28 603.69 PLN	16.48%	2.17%
Summary	PLN	PLN	%	

“Sales by contractors – Top 500” – the table presents a **list of contractors with the highest sales value**, along with the corresponding profit. This allows for a detailed analysis of **which clients have the greatest impact on the company’s revenue and profitability**.

The table includes the following fields:

- **Contractor** – name of the contractor,
- **Sales** – total sales value for the given client,
- **Profit** – financial result achieved from cooperation,
- **% Profit** – percentage share of profit in total sales,
- **% Value** – percentage share of the contractor in total company sales.

The table uses **color highlighting**:

- **Green** – the more intense the color, the higher the profit percentage,
- **Red** – would indicate negative values, representing a loss.

The table includes a **search field**, allowing data to be narrowed to selected contractors. In such cases, **summaries automatically adjust** to the filtered results.

Additionally, data can be **sorted by clicking column headers** – for example, to arrange contractors by **sales value**, **profit**, or **profitability**.

Thanks to this, users can easily identify the **most important clients** and assess **how significantly they influence the company's overall sales and profit**.

Revision #7
Created 7 October 2025 12:08:35 by Rafał
Updated 17 April 2026 08:45:48 by Rafał