



# MARKETING Club 160<sup>th</sup>

160<sup>th</sup> | Marketing Club  
1116<sup>th</sup> | Business Club  
38<sup>th</sup> | Riyadh Club

## Power Bi Data Analysis

تحليل البيانات باستخدام ال باور بي آي

JOIN FREE



LIVE WEBINAR

CLUB FOUNDER, HOST  
**DR. MAHMOUD BAHGAT**  
LEGENDARY DIRECTOR

Date  
**29-10**  
**2024**  
Tuesday

Time  
10:00PM  
 Egypt

Time  
10:00PM  
 KSA

Time  
11:00PM  
 UAE

Place  
Online  
Zoom



Instructor  
**Dr. Ahmed Elhefny**  
Product Manager

MARKETERS  
IN THE POWER BI ERA:

TRANSFORMING DATA INTO DECISION

BY : Ahmed Elhefny

Product Manager



# About the speaker

Bachelor of Pharmacy 2010  
(Helwan UNI)  
Marketing Management Diploma  
(AASTMT)  
Data Analysis Diploma  
(Brain Station)

14 years of experience in the pharmaceutical market.

Passionate about data analysis, building Marketing strategies and putting them into action.



# MEETING AGENDA

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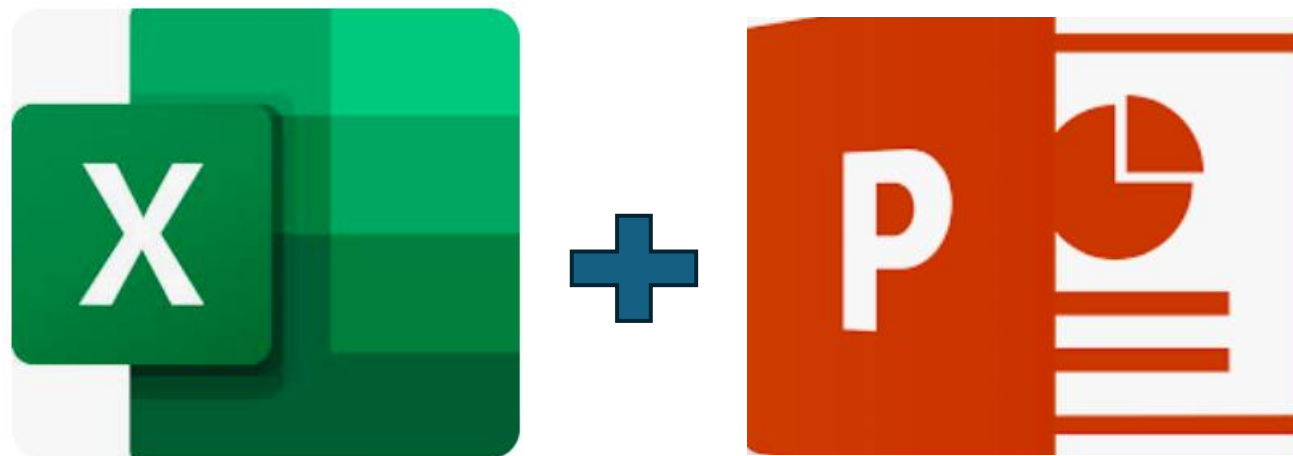
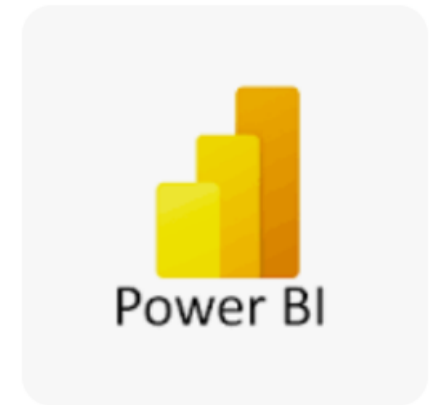
- == What is POWER BI !
- == The current school in data processing
- == BI ERA ( INTERACTIVE DASHBOARDS)
- == Why Power BI for Marketers
- == Workshop for your first Dashboard



# Microsoft Power BI Launch Date

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- July 24, 2015
- Focus on Business Intelligence.



# Microsoft Power BI

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- A business analytics tool that enables users to **instantly** see and analyze data from a variety of sources.
- It provides a range of features and tools intended to speed up
  - 1- Data processing
  - 2- Decision-making based on facts.



# Big Data Extracted sheets

The screenshot displays the Microsoft Excel interface with the following components:

- File Name:** 2014-2022 Sales.xlsx
- Formulas Bar:** F8, Product 5 Terbinafine Cream
- Table Headers:**
  - A: Distribution Channel
  - B: Sales Office
  - D: Sold-to party
  - E: Pricing
  - F: Material
  - H: Month
  - I: Qty
  - J: Sales
- Total Sales:** 113,883,014.57

	A	B	D	E	F	H	I	J	K
1								113,883,014.57	
2	Distribution Channel	Sales Office	Sold-to party	Pricing	Material	Month	Qty	Sales	
3	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 4 Diclofenac Sodium 50Mg	12.2022	30.00	-	
4	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 4 Diclofenac Sodium 50Mg	06.2021	180.00	-	
5	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 4 Diclofenac Sodium 50Mg	09.2022	180.00	-	
6	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 4 Diclofenac Sodium 50Mg	12.2022	270.00	-	
7	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine LOTION	06.2021	3.00	-	
8	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	03.2022	60.00	-	
9	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	12.2022	50.00	-	
10	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	03.2021	450.00	-	
11	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	06.2021	380.00	-	
12	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	03.2022	300.00	-	
13	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	08.2022	450.00	-	
14	Private MARKET sales	Abha	ABEER ALDAWA PH.	Bonus	Product 5 Terbinafine Cream	12.2022	450.00	-	
15	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 4 Diclofenac Sodium 50Mg	06.2021	200.00	4,399.83	
16	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 4 Diclofenac Sodium 50Mg	09.2022	200.00	4,399.82	
17	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 4 Diclofenac Sodium 50Mg	12.2022	300.00	6,599.74	
18	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 5 Terbinafine LOTION	06.2021	50.00	927.05	
19	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 5 Terbinafine Cream	03.2021	500.00	8,874.65	
20	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 5 Terbinafine Cream	06.2021	400.00	7,099.72	
21	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 5 Terbinafine Cream	03.2022	300.00	5,324.79	
22	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 5 Terbinafine Cream	08.2022	500.00	8,874.65	
23	Private MARKET sales	Abha	ABEER ALDAWA PH.	Goods	Product 5 Terbinafine Cream	12.2022	500.00	8,874.65	
24	Private MARKET sales	Abha	ALBATARJEE EST PH	Bonus	Product 5 Terbinafine OINT	08.2015	50.00	-	
25	Private MARKET sales	Abha	ALBATARJEE EST PH	Bonus	Product 5 Terbinafine Cream	08.2015	50.00	-	
26	Private MARKET sales	Abha	ALBATARJEE EST PH	Bonus	Product 5 Terbinafine Cream	02.2016	40.00	-	
27	Private MARKET sales	Abha	ALBATARJEE EST PH	Bonus	Product 2 Amoxicillin Calvulinic 500MG	08.2015	30.00	-	
28	Private MARKET sales	Abha	ALBATARJEE EST PH	Bonus	Product 1 Amoxicillin Calvulinic 1GM	12.2014	(2.00)	-	



# PIVOT TABLES

AutoSave Off 2014-2022 Sales.xlsx Search

File Home Insert Page Layout Formulas Data Review View Automate Developer Help Acrobat Power Pivot **PivotTable Analyze** Design

PivotTable Name: PivotTable2 Active Field: Sold-to party

Options Field Settings Drill Down Drill Up Group Selection Ungroup Group Field Insert Slicer Insert Timeline Filter Connections Refresh Change Data Source Clear Select Move PivotTable Fields, Items, & Sets OLAP Relationships PivotChart Recommended PivotTables Field List +/- Buttons Field Headers

A4 Row Labels

Month	(All)	
Sales Office	(All)	
Row Labels	Sum of Qty	Sum of Sales
A.F.H - Medina-I	34	1435
Product 1 Amoxicillin Calvulinic 1GM	34	1435
Normal order	34	1435
A.F.H - NAJRAN-I	172	7278.32
Product 1 Amoxicillin Calvulinic 1GM	172	7278.32
Quotation	172	7278.32
A.F.H.- HADA .TAIF	142	6113.1
Product 1 Amoxicillin Calvulinic 1GM	142	6113.1
Normal order	1438	18511.5
Order Cancellation	-72	-3099.6
Over stock	-144	-6199.2
Wrong Entry	-1080	-3099.6
A.F.H. Sharorh-I	51	1815.25
Product 1 Amoxicillin Calvulinic 1GM	26	1415.25
Quotation	26	1415.25
Product 2 Amoxicillin Calvulinic 500MG	25	400
Quotation	25	400
A.F.H.-ALKHARJ-I	200	8610
Product 1 Amoxicillin Calvulinic 1GM	200	8610
Normal order	200	8610
A.F.H.-DHAHRAN-I	683	15878.15
Product 1 Amoxicillin Calvulinic 1GM	183	7878.15
Normal order	183	7878.15
Product 2 Amoxicillin Calvulinic 500MG	500	8000

**Sold-to party**

- AL ANWA
- AL AUTAI
- Al Badr Ei
- AL BADRI
- AL BADRY
- AL BELAD
- AL BORDA
- AL BRAGS

**Sold-to party**

- AL AN
- AL AU
- AL BA
- AL BA
- AL BA
- AL BE
- AL BR

**Sold-to party**

- AL ANWAR MEDICA...
- AL AUTAISH PH.
- AL Badr Eighth Medi...
- AL BADRI PHARMACY
- AL BADRY PH
- AL BELAD (DAR ALS...
- AL BORDA PHY
- AL BRAGS PHARMA...

PivotTable Fields

Choose fields to add to report:

- Distribution Channel
- Sales Office
- Sales Group
- Sold-to party
- Pricing
- Material
- Order reason
- Month

Drag fields between areas below:

Filters: Month, Sales Office

Columns: Sum of Values

Rows: Sold-to party, Material, Order reason

Values: Sum of Qty, Sum of Sales

Defer Layout Update

Sheet2 Sheet3 Sheet1

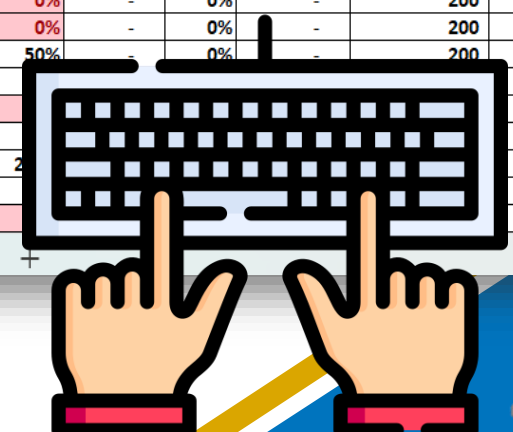
Ready Accessibility: Investigate



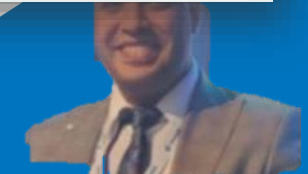


# Follow up sheets (YTD SALES , ACH , GRTH)

				58	42,745					21,630					16,995				
				88						26					18				
				SKU / Units	36,600	40,934					17,495	20,548					17,110		
				SKU / Value	3,220,929	-					453,394						303,690		
				No of Acc.	49						45					37			
				Product A Amoxiciliin Clavulanic 1GM					Product B Amoxiciliin Clavulanic 500Mg					Product C Terbanifine CREAM					
Medical Rep	Sales Office	Customer Ty	Sold-to party	2024 Foreca	2023 Sal	Grow	2024 Yt	Q. A	Remainir	2024 Foreca	2023 Sal	Growt	2024 Yt	Q. A	Remainii	2024 Foreca	2023 Sal	Grow	2024 Y
	Dammam	Hospital	AL MOUASAH HOSPITAL .Dmmam	800	500	60%	-	0%	800	50	133	-62%	-	0%	-	800	425	88%	
	Qatif	Hospital	AL MOUASAH HOSPITAL . Qatif	600	500	20%	-	0%	600	300	133	126%	-	0%	-	700	425	65%	
	Dammam-IND	Hospital	AlRai Polyclinic	800	-	0%	-	0%	800	800	-	0%	-	0%	-	400	-	0%	
	Dammam	Poliyclinic	ALNOOR PH	500	330	52%	-	0%	500	700	650	8%	-	0%	-	500	384	30%	
	Dammam	Pharmacy	ALQUDS PH	50	10	400%	-	0%	50	50	10	400%	-	0%	-	-	-	0%	
	Dammam	Hospital	ALRAWDAH	700	550	27%	-	0%	700	700	450	56%	-	0%	-	600	400	50%	
	Dammam	Poliyclinic	ALAHMADY PH.	300	200	50%	-	0%	300	100	80	25%	-	0%	-	-	-	0%	
	Dammam	Poliyclinic	ALFARABY PH	200	150	33%	-	0%	200	100	70	43%	-	0%	-	600	300	100%	
	Dammam-IND	Poliyclinic	MAGAL ALDAWA PHARMACY	1,500	200	650%	-	0%	1,500	300	100	200%	-	0%	-	150	50	200%	
	Dammam	Poliyclinic	RAM PHARMACY COMPANY	100	30	233%	-	0%	100	100	30	233%	-	0%	-	200	100	100%	
	Dammam-IND	Poliyclinic	AL MADLOUH PHARMACY	800	100	700%	-	0%	800	100	40	150%	-	0%	-	200	-	0%	
	Dammam	Poliyclinic	ALMANA hop. Dmmam	700	317	121%	-	0%	700	600	200	200%	-	0%	-	400	184	117%	
	Dammam-IND	Poliyclinic	Albati Medical Center	300	-	0%	-	0%	300	1,000	-	0%	-	0%	-	200	-	0%	
	Qatif-IND	Poliyclinic	Badr Aljazira	200	-	0%	-	0%	200	-	-	0%	-	0%	-	-	-	0%	
	Dammam-IND	Hospital	Alsadiq Hospital	100	-	0%	-	0%	100	200	-	0%	-	0%	-	-	-	0%	
	Jubail-IND	Poliyclinic	Badr Alkhalej	2,000	-	0%	-	0%	2,000	500	-	0%	-	0%	-	600	-	0%	
	Jubail	Poliyclinic	ALMANA hop . AMC Jubail	400	317	26%	-	0%	400	300	200	50%	-	0%	-	200	184	9%	
	Dammam-IND	Poliyclinic	Health & life	-	-	0%	-	0%	-	400	-	0%	-	0%	-	200	-	0%	
	Qatif-IND	Poliyclinic	Mudhar	100	-	0%	-	0%	100	120	-	0%	-	0%	-	200	-	0%	
	Alehsaa	Hospital	ALMANA hop. Ahsa	350	317	10%	-	0%	350	300	200	50%	-	0%	-	200	184	9%	
	Alehsaa	Hospital	ALMOOSA SPECIALIST HOSPITAL CO.	500	240	108%	-	0%	500	700	640	-	-	0%	-	-	-	0%	
	Alehsaa	Poliyclinic	AZIZ PH.	300	100	200%	-	0%	300	250	250	-	-	0%	-	200	150%		
	Alehsaa	Poliyclinic	HGR PH.	700	510	37%	-	0%	700	400	370	-	-	0%	-	50	500%		
	Alehsaa	Poliyclinic	JAMAIET ALTARF	200	150	33%	-	0%	200	500	150	2-	-	0%	-	100	100%		
	Alehsaa	Poliyclinic	SALAMAT PHARMACY	400	240	67%	-	0%	400	200	180	-	-	0%	-	-	-	0%	
	Alehsaa	Hospital	IHSAA CO. MED. SERVICES	200	150	33%	-	0%	200	-	-	-	-	0%	-	-	-	0%	

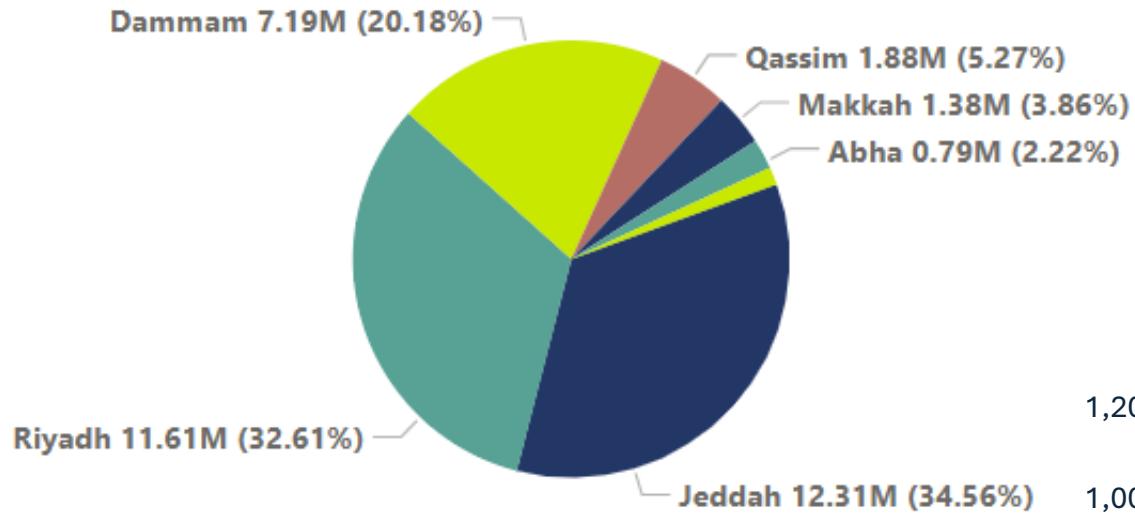


Manually

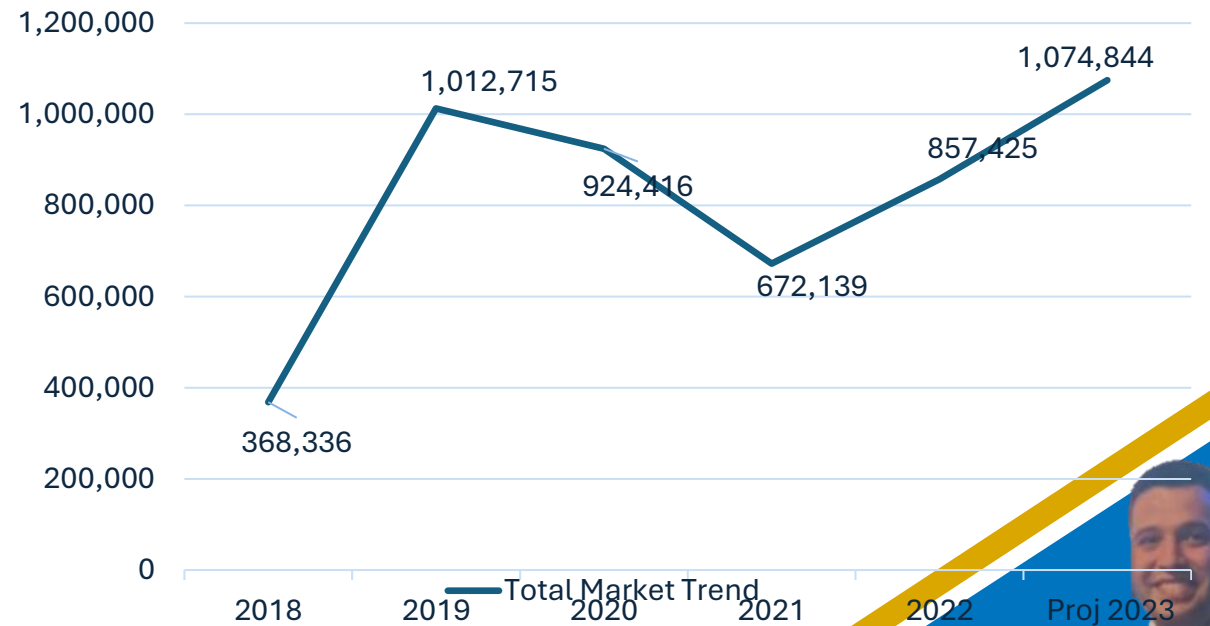


# BOARD MEETING PRESENTATIONS

## Sales per office



	A	B	C	D	E
1		Riyadh Trend			
2	2018	368,336			
3	2019	1,012,715			
4	2020	924,416			
5	2021	672,139			



# OVERWHELMED

Too Many Sheets

Long Preparation Time

Mistakes happen easily



# POWER BI DASHBOARD

## 1- CARDS

- YTD TGT
- YTD sales
- ACH
- No of accounts

## 2- LINE CHARTS

- YTD sales per month VS last year

- 1- Informative
- 2- Interactive
- 3- Easy to update
- 4- Customizable
- 5- Integrated Model with all systems and extensions .

HARMA SALES DAS

01 January 2024

30 September 2024

MONTH

YEAR

Earliest Date

Latest Date

Multiple sele...

2024

YTD Target

16.15M

YTD Sales

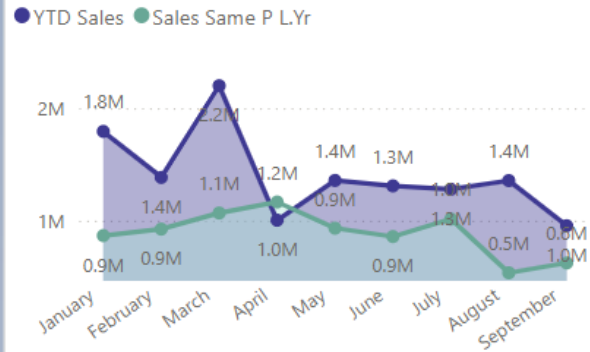
12.64M ✓ 78%

Same P L.Yr: 7.99M (+58.16%)

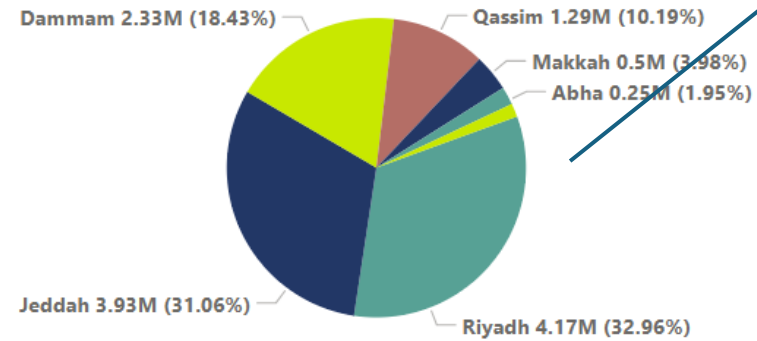
No of Accounts

184

YTD Sales Vs Same P.L.Yr



Sales per office



3- PIE : sales per office

Sold-to party

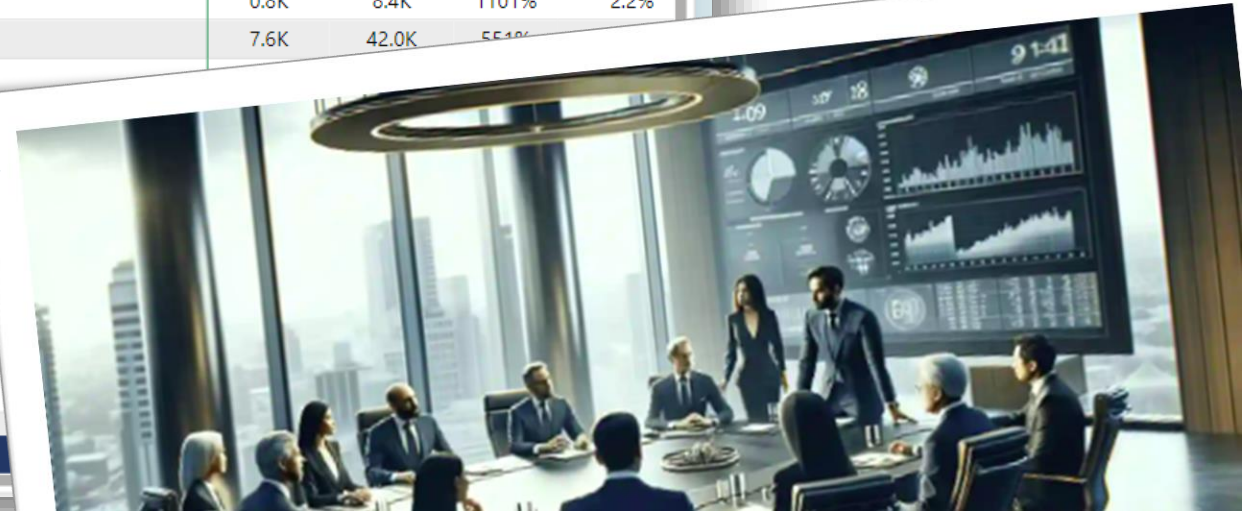
Sold-to party	YTD Sales	Same P L.Yr	% GRTH	% T. Sales
ALRAYAN INTERNATINAL CLINIC CO.	950.8K	187.7K	406%	7.5%
HAMAE D DRUG S	795.2K	240.3K	231%	6.3%
NAHDI MEDICAL COMPANY	787.7K	299.8K	163%	6.2%
ASHARQ ALAWSAT PHYS CO.UNIT2480	603.4K	131.3K	359%	4.8%
MANSOUR RABEA DRUG STORE	524.5K	121.3K	332%	4.1%
ADIL (ENAYAT ALMUSTAQBAL) PHY	371.3K	384.7K	-3%	2.9%
ALJEDAANY HOSP	370.2K	101.7K	264%	2.9%
ARKAN MEDICAL CO.	356.1K	200.8K	77%	2.8%
	346.7K	55.5K	525%	2.7%
	334.5K	165.1K	103%	2.6%
Dawahet AlSham	324.3K	102.4K		
<b>Total</b>	<b>12,639.8K</b>	<b>7,991.8K</b>		

4- MATRIX : Accounts performance

Material

Material	TGT Qty	YTD Qty	Ach %	% T Sale
product H	0.8K	8.4K	1101%	2.2%
product E	7.6K	42.0K	551%	
product O				
product J				
product I				
product D				
product L				
Product A				
Product B				
product Z				
product N				
product M				
<b>Total</b>				

5- MATRIX : Product performance



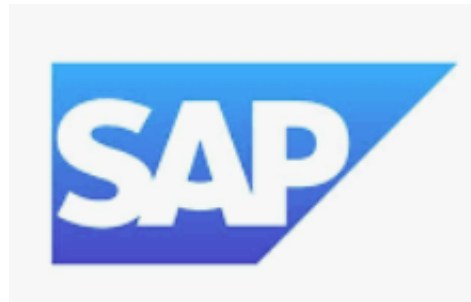
**Let's check out  
the Interactive  
Dashboard.**



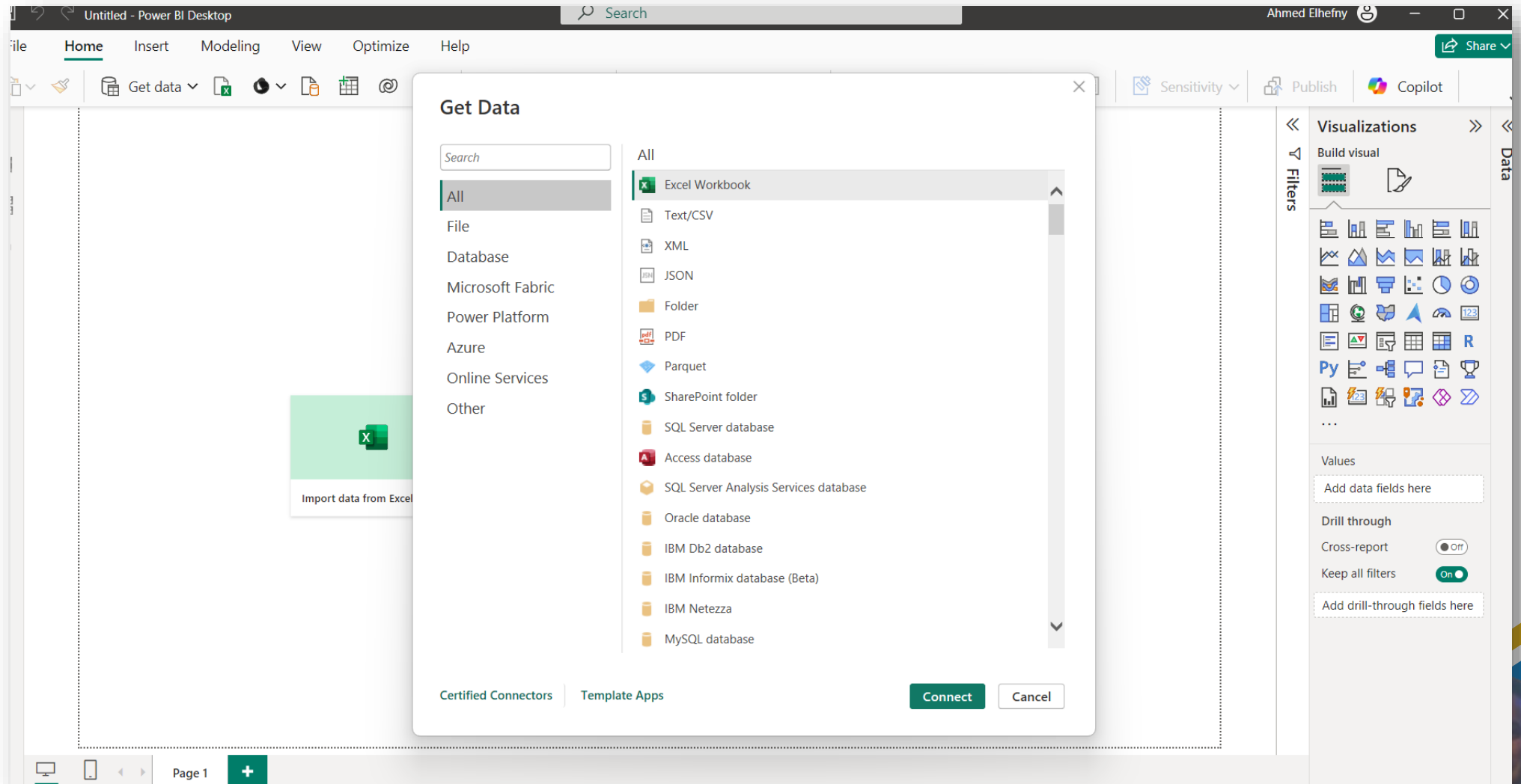
# Microsoft Power BI for MARKETERS

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1- Data integration: Power BI allows users to easily integrate data from various sources, including **Excel**, **SAP**, **IQVIA**, **CRM**, SQL Server, and cloud-based sources like Azure and Salesforce.



# Data integration



# Microsoft Power BI for MARKETERS

2 - Customizable dashboards: Users can create customized **INTERACTIVE DASHBOARDS** and reports to display data in a way that is meaningful to team and Board.

## Overview

CARDS

94

Num Strong Leads

Lead Quality

8%

Last Month: 2%  
(+284.62%)

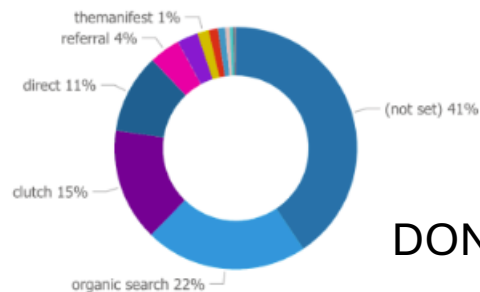
A - customers who bring 50% of revenue  
B - customers who bring 30% of revenue  
C - customers who bring 20% of revenue

A,B,C customers breakdown

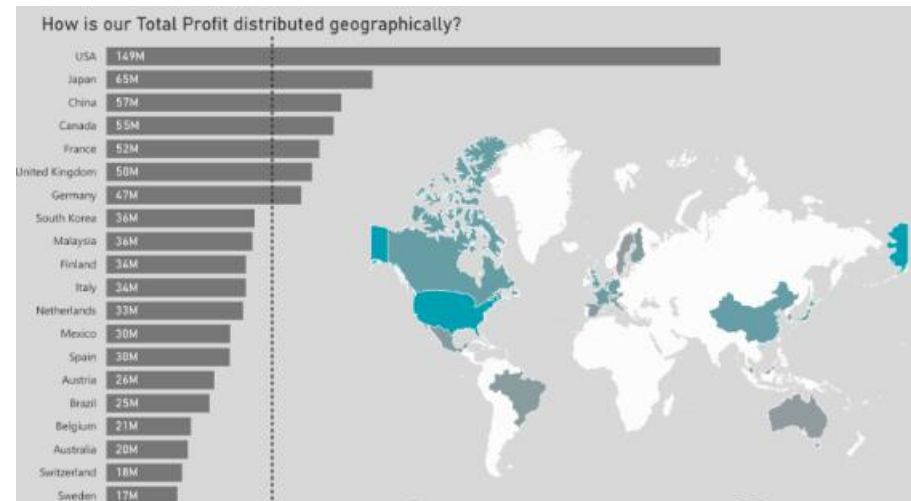


PIE

Leads Per Channel



DONUTS



MAP





# 2 - Customizable dashboards



# Microsoft Power BI for MARKETERS

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## 3 - Natural Language Processing (Q&A):

When marketers ask queries like "What was our return on investment last month?" or "Tell me the top-performing initiatives,

"Power BI will automatically create the related visualizations.

Because of this, marketers can examine their data and find insights without requiring **sophisticated queries** or **technical knowledge**.



# 3 - Natural Language Processing (Q&A):

File Home Insert Modeling View Optimize Help Format Data / Drill

Get data Refresh New visual New visual calculation

Ask a question about your data: **KSA SA**

Showing results for *Top CP sale sold-to party of CP sales by YTD sales of those CP sales*

NAHDI MEDICAL COMPANY  
2,754,220.6  
YTD Sales

**YTD Target**  
26.90M

**YTD Sales**  
24.62M ✓ 92%  
Same P L.Yr: 18.65M (+31.98%)

**No of Accounts**  
196

Sold-to party	YTD Sales
NAHDI MEDICAL COMPANY	2,754,220.6
HAMAE D DRUG S	1,000,000.0
AL-DAWAA MEDICAL SERVICES CO.LTD	1,000,000.0
SANABEL AL DAWA CO.	1,000,000.0
ALRAYAN INTERNATINAL CLINIC CO.	1,000,000.0
MANSOUR RABEA DRUG STORE	1,000,000.0
Dawahet AISHam	1,000,000.0
ASHARQ ALAWSAT PHYS CO.UNIT2480	1,000,000.0
LEMON MEDICAL CO	1,000,000.0
ALJEDAANY HOSP	1,000,000.0
<b>Total</b>	<b>19,650,000.0</b>

MONTH: 2024

per office

- Jeddah 9.06M (36.81%)
- Qassim 1.47M (5.96%)
- Makkah 1.06M (4.3%)
- Abha 0.55M (2.25%)

Qty	YTD Qty	Ach %	% T Sale
3.0K	Infinity	0.8%	
11.7K	156%	1.7%	
0.8K	140%	0.1%	
111.8K	121%	40.0%	
18.1K	112%	2.5%	
62.3K	112%	6.6%	
5.6K	112%	0.5%	
80.5K	105%	5.4%	
12.8K	96%	7.2%	
50.6K	95%	5.4%	
10.5K	95%	1.6%	
4.2K	609.1K	87%	100.0%



# Microsoft Power BI for MARKETERS

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## 4 - Collaboration and Sharing power BI?

By enabling users to safely (Choose to whom you can share only) publish and **share reports and dashboards**, Power BI helps marketing teams collaborate and share information.

Marketers can generate content packs with pre-made dashboards and reports, and then distribute them to **stakeholders** or **other colleagues** in their company.



# 4 - Collaboration and Sharing power BI?

**KSA SALES DASHBOARD**

01 January 2024 | 30 June 2024 | MONTH | YEAR | 2024

Ask a question about your data

**YTD Target**  
26.90M

**YTD Sales**  
24.62M **92%**  
Same P L.Yr: 18.65M (+31.98%)

**No of Accounts**  
196

**Sold-to party**

- NAHDI MEDICAL COMPANY
- HAMAE D DRUG S
- 2024
- AL-DAWAA MEDICAL SERVICES CO.LTD
- SANABEL AL DAWA CO.
- ALRAYAN INTERNATINAL CLINIC CO.
- MANSOUR RABEA DRUG STORE
- Dawahet AlSham
- ASHARQ ALAWSAT PHYS CO.UNIT2480
- LEMON MEDICAL CO
- ALJEDAANY HOSP
- Total

**YTD Sales Vs Same PL Year**

YTD Sales (blue line), Sales Same P L.Yr (green line)

**Sales per office**

- Dammam 4.89M (19.85%)
- Jeddah 9.06M (36.81%)
- Qassim 1.47M (5.96%)
- Makkah 1.06M (4.3%)
- Abha 0.55M (2.25%)

**Sales per office Table**

ST Qty	YTD Qty	Ach %	% T Sale
3.0K	Infinity		0.8%
7.5K	11.7K	156%	1.7%
0.6K	0.8K	140%	0.1%
92.3K	111.8K	121%	40.0%
16.1K	18.1K	112%	2.5%
55.6K	62.3K	112%	6.6%
5.0K	5.6K	112%	0.5%
76.5K	80.5K	105%	5.4%
13.3K	12.8K	96%	7.2%
53.4K	50.6K	95%	5.4%
11.1K	10.5K	95%	1.6%
6.1K	5.8K	94%	0.8%
<b>704.2K</b>	<b>609.1K</b>	<b>87%</b>	<b>100.0%</b>

**Share Dialog:**

Share  
Upload your file to OneDrive to share it.

Name \*  
GCC Dashboard V6.7 YTD 8.2024 .pbix

Recent locations  
Dashboards  
My Files\Dashboards

More options... Save Cancel



# Microsoft Power BI for MARKETERS

---

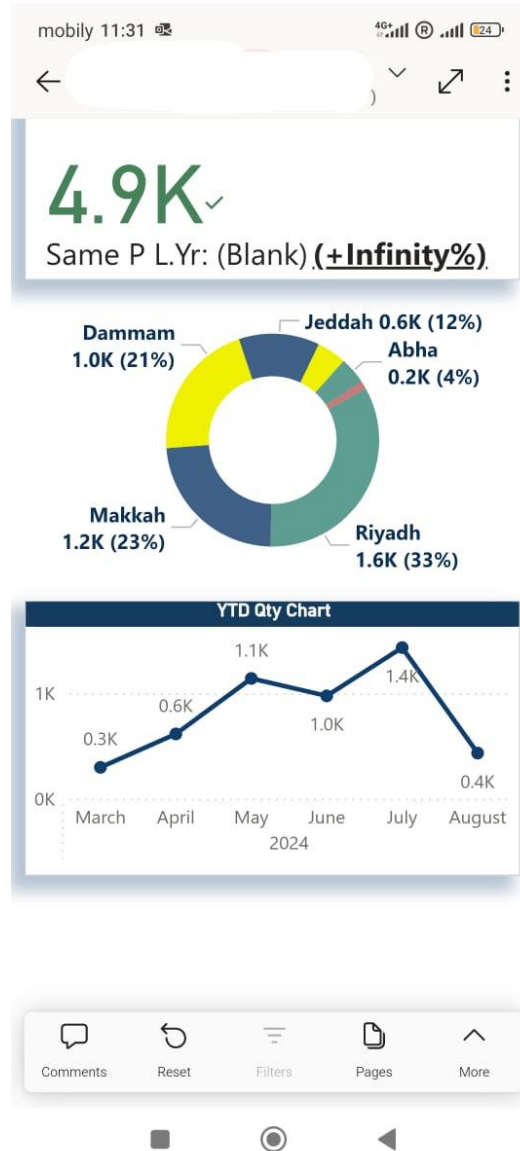
## 5- Mobile Accessibility:

Marketers can view their reports and dashboards while on the go using Power BI's mobile app, available for [iOS](#), [Android](#), and [Windows smartphones](#).

Marketers may dive down into certain information, use touch gestures to interact with their data and **get alerts about significant upgrades or changes.**



# 5 - Mobile Accessibility:



**LET'S TRY  
POWER BI !**





# Key Components of Power BI

---

**Power BI Desktop:** Creates detailed reports and visualizations with a drag-and-drop interface.

**Power BI Service:** Cloud-based platform for sharing and collaborating on reports.

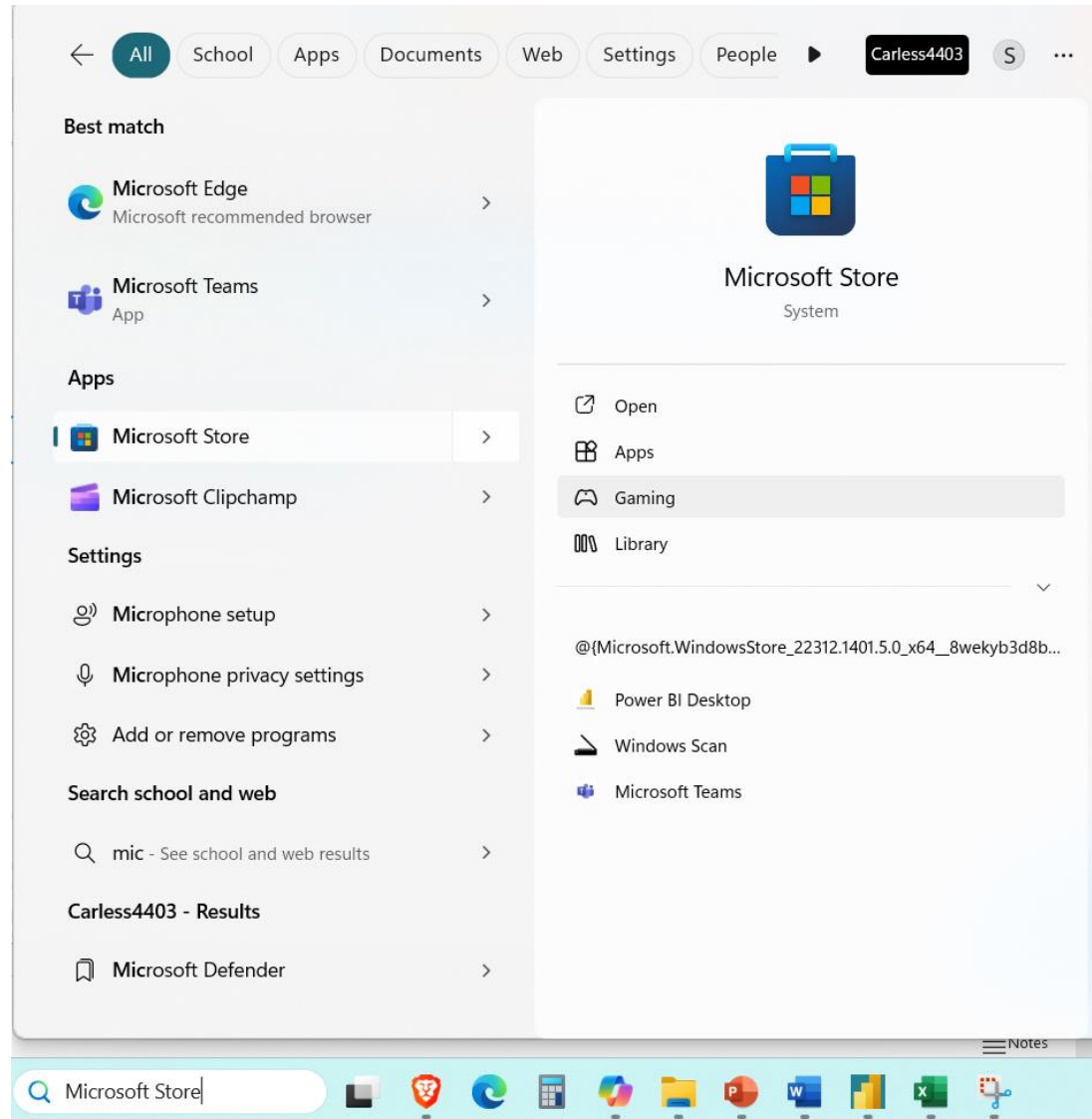
→ **Power BI Mobile Apps:** Provides on-the-go access to data insights and visualizations.



# HOW TO DOWNLOAD

## Power BI Desktop:

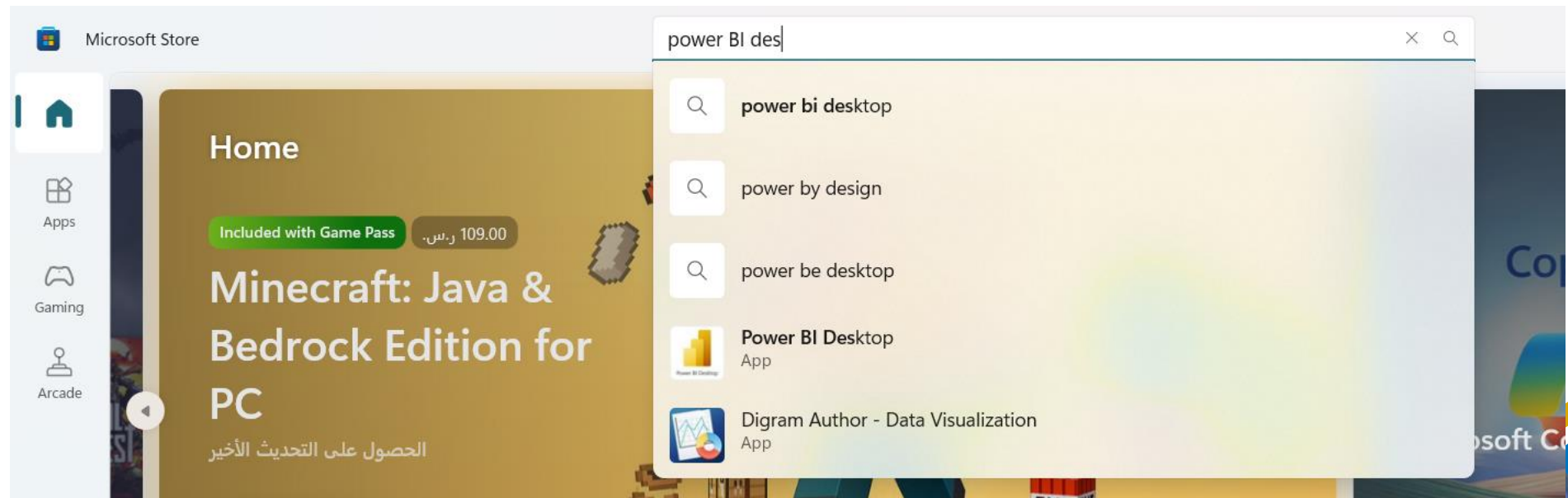
1



# Key Components of Power BI

2

## Power BI Desktop:



# Key Components of Power BI

3

## Power BI Desktop:

Microsoft Store

power BI des

Power BI Desktop

Microsoft Corporation

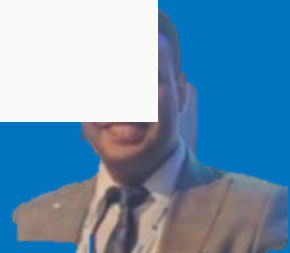
4.6 ★ 474 ratings Business

PEGI 3

Power BI Desktop puts visual analytics at your fingertips. With this powerful authoring tool, you can create interactive data visualizations and reports.

Open

Screenshots



# Simple DASHBOARD

1- CARD for YTD SALES VALUE

19.9M

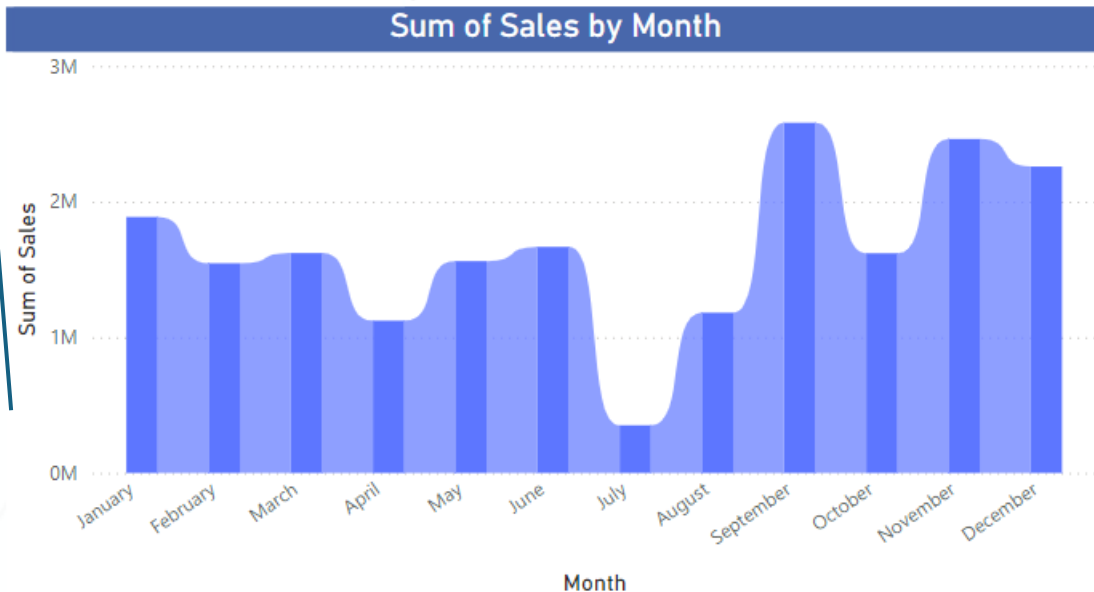
YTD Sales

2- CARD for Number of accounts

239

NO OF ACCOUNTS

6- Sales Per Month (RIBBON)



3- Sales per product QTY  
You can add Sales

Product 5 Terbinafine Cream	192,696	Sum of Qty
Product 1 Amoxicillin Calvulinic 1GM	163,307	Sum of Qty
Product 4 Diclofenac Sodium 50Mg	148,348	Sum of Qty
Product 2 Amoxicillin Calvulinic 500MG	102,105	Sum of Qty

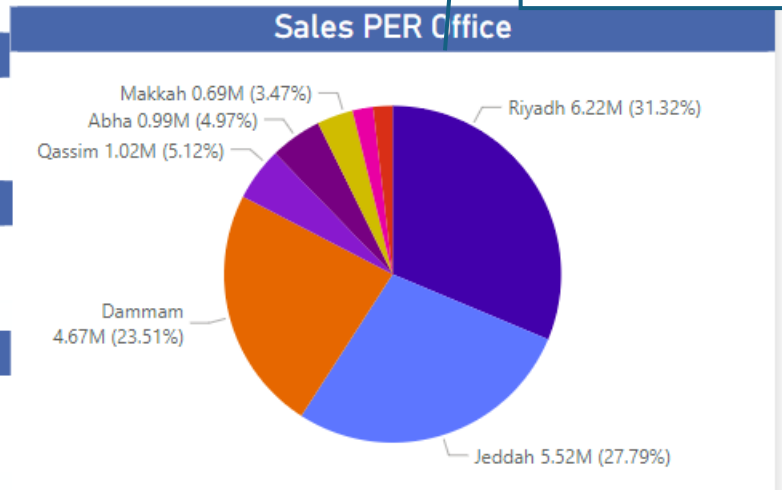
4- Slicers

YEAR: 2022

MONTH: All

LINES: All

5- Sales Per area & Contribution



7- Sales Per Account (VALUE & QTY)  
U Can Add ACH, GRTH, Percent from total

Sold-to party	Sum of	
NAHDI MEDICAL COMPANY	2,084	
AL-DAWAA MEDICAL SERVICES CO.LTD	1,037	
HAMAE D DRUG S	897	
ALABEER INTERNATIONAL MEDICAL CO LT	784	
MANSOUR RABEA DRUG STORE	771	
ROKN AL HAKEM ALTEBY STORE	771	
ALRAYAN INTERNATINAL CLINIC CO.	574,511.42	24487
SANABEL AL DAWA CO.	497,169.57	13700
LEMON MEDICAL CO	428,450.13	25762
ASHARQ ALAWSAT PHYS CO.UNIT2480	397,006.88	17320
SA'AD ELDIN STORE	391,833.30	14921
ABDULLAAH ALRASHID AL-ANZI MEDICAL	391,622.18	11035
UNITED PHARMA EST	355,697.38	11862
ALMANA hop.	321,785.32	10738
<b>Total</b>	<b>19,859,657.46</b>	<b>813717</b>





# Simple DASHBOARD

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**19.9M**  
YTD Sales

**239**  
NO OF ACCOUNTS

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Sum of Qty

Product 1 Amoxicillin Calvulinic 1GM  
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Product 4 Diclofenac Sodium 50Mg  
148,348  
Sum of Qty

Product 2 Amoxicillin Calvulinic 500MG  
102,105

YEAR: 2022

MONTH: All

LINES: All

**Sales PER Office**

**Sum of Sales by Month**

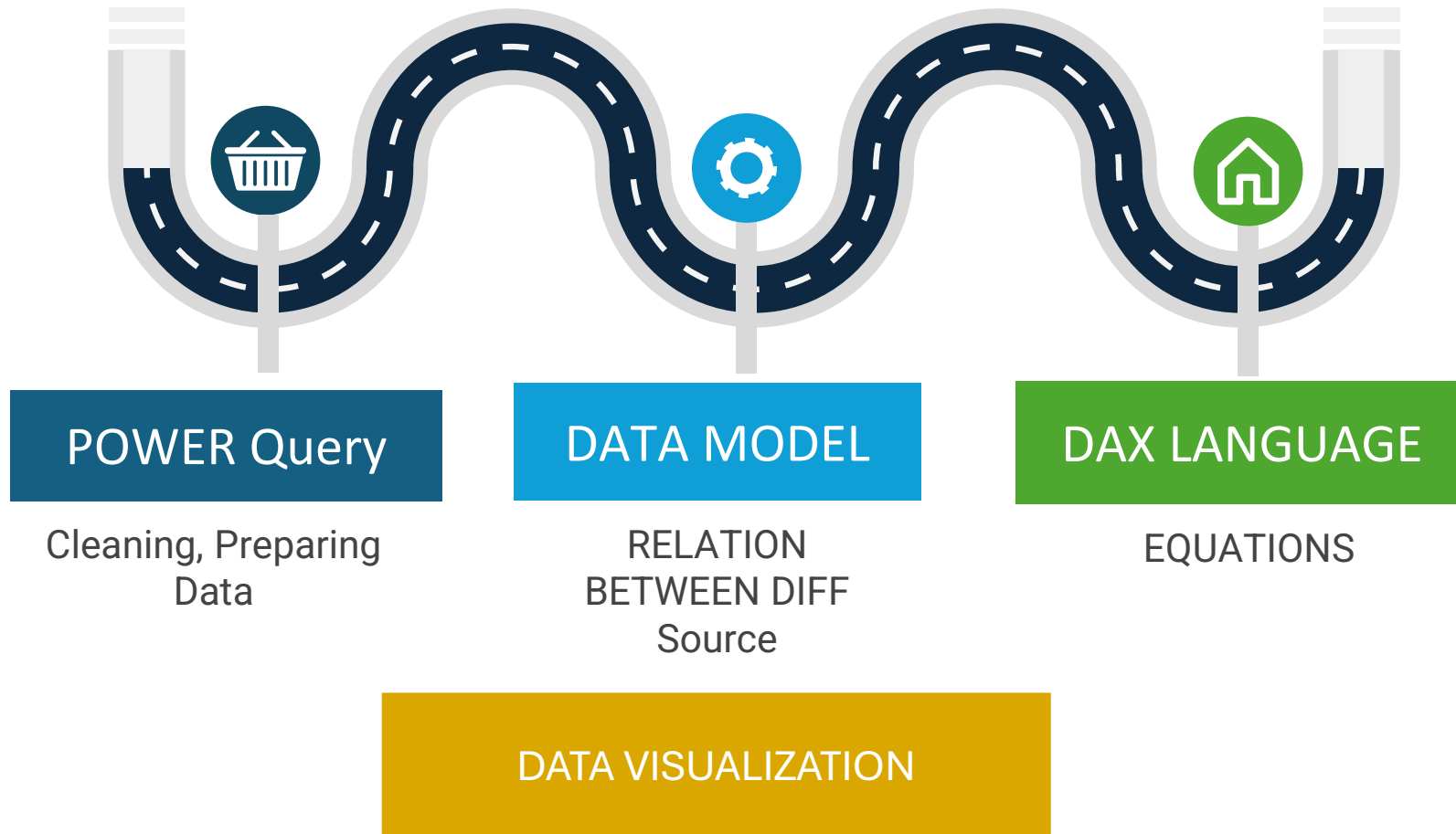
**SALES PER Account**

Sold-to party	Sum of	
NAHDI MEDICAL COMPANY	2,08	
AL-DAWAA MEDICAL SERVICES CO.LTD	1,037	
HAMAE D DRUG S	897	
ALABEER INTERNATIONAL MEDICAL CO LT	784	
MANSOUR RABEA DRUG STORE	77	
ROKN AL HAKEM ALTEBY STORE	77	
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تفكر سهله !! تقدر عملها

# DASHBOARD IN SIMPLE STEPS

## GET DATA



# YouTube channels



Power BI أول 10 دقائق في برنامج



Mohamed Al As...  
593K subscribers

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2.1K



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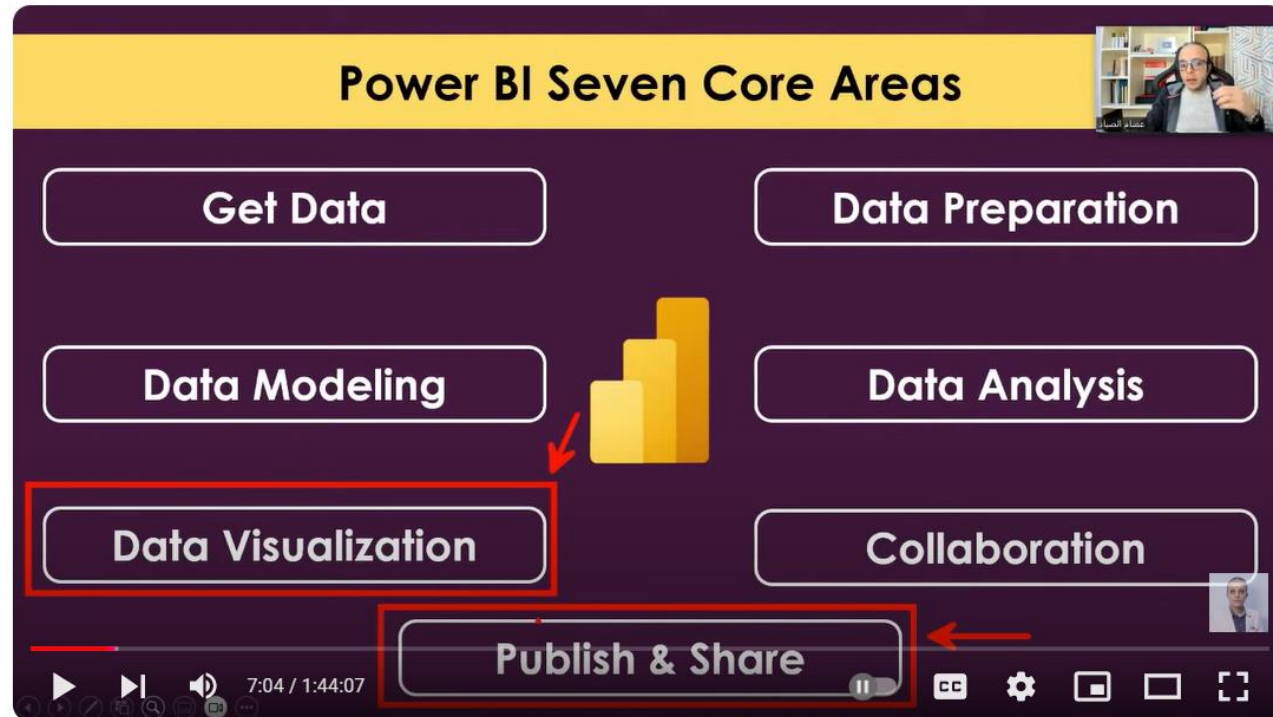


- <https://www.youtube.com/watch?v=gy7vqcEKrzg&pp=ygUlG93ZXIlgYmk%3D>





# YouTube channels



"Microsoft Power BI" تصميم التقارير التفاعلية باستخدام أدوات ذكاء الأعمال



عصام الصياد  
192K subscribers

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Subscribe

787



Share

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- <https://youtu.be/Z79j49LT91o?si=BVV-PFrljW8SqVg6>



اللهم اجعله علما نافعا خالصا  
لوجهك الكريم

THANK YOU



# • DAX IN SIMPLE STEPS

---

- Sales Same P L.Yr = `CALCULATE([YTD Sales],SAMEPERIODLASTYEAR('calendar TBL'[Date]))`
- Sales GRTH % = `DIVIDE([YTD Sales]-'CP Sales'[Sales Same P L.Yr],'CP Sales'[Sales Same P L.Yr])`
- 

