Profit report

Profit report allows to to evaluate profitable directions in order to instantly adjust the business model.

Profit report is essential for those who work without **Profit control**.
This can happen if you have sold certain directions to your customers and guaranteed their availability.
However, later, your provider tells you to raise prices, for example, from tomorrow.
After this increase some of durations, that you sold your client may become unprofitable.
If you change the provider's prices and in case if automatic profit control is active, it will block unprofitable directions.
Thus, there is a violation of your contract with the guaranteed service for the customer.
Therefore, under such a scheme of work with the customer you cannot enable profit control.

However, you might need to find the problem and initiate a review of the contracts or to switch to alternative suppliers in case of such as issue.
Profit report enables you to detect the issues of this kind.

Also this report enables you to evaluate the profits in the context of your employees.
If you have a staff of managers, you can see how much profit you will bring on each of them, and if possible to assign bonuses to the most profitable manager.

Input

General

from, **to** - choose time interval, for which to display data

display data - choose either to display data for the interval **from** - **to** or for the last interval of time.
The latter is convenient to perform online monitoring in browser, refreshing with CTRL+R.

currency - which currency to use to calculate **price** and **profit**
billing code pattern - display data only for calls in which billing code matches specified pattern.
show codes with total call count - display data only for billing codes for which total call count matches specified range
show codes with successful call count - display data only for billing codes for which successful call count matches specified range
show codes with answered call count - display data only for billing codes for which answered call count matches specified range

show codes with price - display data only for billing codes for which price matches specified range

inbound peer - display data only for calls which came from specified peer
group by name - display data grouped by company/peer name
hide empty reports - don't show reports for companies/peers for which there is no data, making resulting table shorter

Display

Terminators	Profit report	
General	**Display**	
toll free	☐	
total count	☐	
successful count	☐	
answered count	☑	
A-duration	☑	
B-duration	☐	
ACD (min)	☐	
ASR (%)	☐	
NER (%)	☐	
A-price	☑	
B-price	☐	
profit	☑	
routing	☐	

toll free - display corresponding field
total count - display corresponding field
successful count - display corresponding field
answered count - display corresponding field
A-duration - display total call duration for peer on which you generate report
B-duration - display total bridged call duration
ACD (min) - display ACD
ASR () - display ASR
NER () - display NER
A-price - display total call price for peer on which you generate report
B-price - display total bridged call price
profit - display profit

routing - show routing table
When report is invoked on originator - shows to which terminators traffic went.
When report is invoked on terminator - shows from which originators traffic came.

Output

Sample profit report:

description	billing code	minute price	toll free	total count	successful count	answered count	duration (min)	outbound duration (min)	ACD (min)	ASR (%)	NER (%)	price	outbound price	profit
	38032	0.08500		3	0	0	0.00	0.00	NULL	0.00	0.00	0.00000	0.00000	0.00000
Ukraine-Kharkov Area	38057	0.08500		9	3	3	85.65	85.65	28.55	33.33	33.33	7.28024	0.00000	7.28024
Ukraine-Mobile Beeline/Mobi /WellCOM	38068	0.07600		1	1	1	0.33	0.33	0.33	100.00	100.00	0.02533	0.00000	0.02533
Ukraine-Mobile Kievstar-Ace & Base	38067	0.07600		3	3	2	7.98	7.98	3.99	66.67	100.00	0.60673	0.00000	0.60673
	38067	0.18500		4	3	3	3.67	3.67	1.22	75.00	75.00	0.67833	0.64167	0.03667
				7	6	5	11.65	11.65	2.33	71.43	85.71	1.28507	0.64167	0.64340
Ukraine-Mobile Kievstar-Djuice	38096	0.07600		2	1	1	5.72	5.72	5.72	50.00	50.00	0.43447	0.00000	0.43447
	38097	0.07600		6	4	3	39.75	39.75	13.25	50.00	66.67	3.02100	0.00000	3.02100
	38098	0.07600		6	5	5	38.25	38.25	7.65	83.33	83.33	2.90700	0.00000	2.90700
				14	10	9	83.72	83.72	9.30	64.29	71.43	6.36247	0.00000	6.36247
Ukraine-Mobile UMC Other Service(s)	38050	0.09300		51	26	21	135.47	135.47	6.45	41.18	50.98	12.59840	1.00756	11.59084
	38050	0.18500		1	1	1	1.47	1.47	1.47	100.00	100.00	0.27133	0.25667	0.01467
				52	27	22	136.93	136.93	6.22	42.31	51.92	12.86973	1.26423	11.60550
Ukraine-Mobile UMC SIM-SIM	38095	0.09300		12	11	9	41.13	41.13	4.57	75.00	91.67	3.82540	0.30594	3.51946
Ukraine-Mobile UMC-Jeans	38066	0.09300		13	8	5	63.85	63.85	12.77	38.46	61.54	5.93805	0.47490	5.46315
	38099	0.09300		13	12	8	71.50	71.50	8.94	61.54	92.31	6.64950	0.53180	6.11770
				26	20	13	135.35	135.35	10.41	50.00	76.92	12.58755	1.00669	11.58086
Ukraine-Odessa	380482	0.08500		2	1	1	2.40	2.40	2.40	50.00	50.00	0.20400	0.00000	0.20400
Ukraine-Odessa Area	38048	0.08500		28	7	7	120.70	120.70	17.24	25.00	25.00	10.25950	0.00000	10.25950
				154	86	70	617.87	617.87	8.83	45.45	55.84	54.69930	3.21853	51.48077

Report conveniently groups directions and prices per minute and highlights unprofitable directions.
You can generate this report in the context of companies, peers, nodes and employees.

Routing

Routing:

user	description	billing code	minute price	toll free	total count	successful count	answered count	duration (min)	outbound duration (min)	ACD (min)	ASR (%)	NER (%)	price	outbound price	profit
support	UKRAINE-CELL KIYVSTAR		1.00000		3347	2973	19	64.50	64.43	3.39	0.57	88.83	64.50000	77.32000	-12.82000
		38067	1.00000		27203	24185	183	568.17	567.72	3.10	0.67	88.91	568.16669	681.26000	-113.09331
		38097	2.00000		178741	159023	1179	3771.87	3769.98	3.20	0.66	88.97	7543.73328	9047.96000	-1504.22672
					205944	183208	1362	4340.03	4337.70	3.19	0.66	88.96	8111.89998	9729.22000	-1617.32002
					209291	186181	1381	4404.53	4402.13	3.19	0.66	88.96	8176.39998	9806.54000	-1630.14002

[Русский перевод](#)

Files

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profit_report2.gif	9.94 KB	01/16/2017	Andrii Arsirii
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