




Customers: Top Gainers/Decliners

Product Development - 2025-07-01 - Major Features

Description

The **Customers: Top Gainers/Decliners** functionality provides a dynamic analysis tool that highlights the customers with the most significant sales fluctuations between the current and previous periods. This feature allows users to identify which customers have experienced the largest increases (Top Gainers) and the largest decreases (Top Decliners) based on several metrics. Users have the flexibility to view these changes based on three different financial metrics: Margin Dollars (Margin \$), Margin Percentage (Margin %), and Sales Dollars (Sales \$).

Chart

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Right Header

Toggle control for switching the Mode of the widget between viewing the top gainers or decliners.

Left Header

Dropdown for selecting which metric the customers are currently being ranked by.

The options are Margin \$, Margin %, and Sales \$.

Charted Elements

- Bars
 - Customer Margin \$, Margin %, or Sales \$ (based on selection) for the Current Period
 - Customer Margin \$, Margin %, or Sales \$ (based on selection) for the Prior Period

