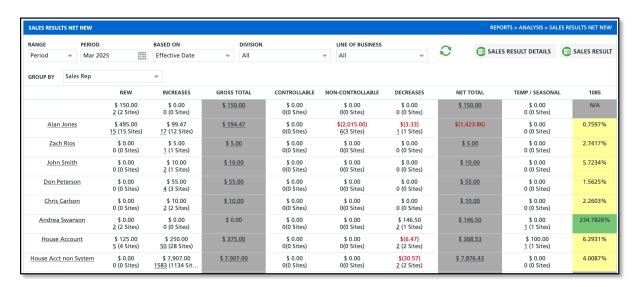# Sales Results Net New

Last Modified on 03/12/2025 11:42 am PDT

Pathway: *Reports > Analysis > Sales Results Net New*

The **Sales Results Net New Report** tracks revenue changes across accounts, covering new sales, service increases, and service decreases. It calculates the overall impact and attributes transactions to sales reps, providing insight into performance and growth trends.

Permission

The following permission is required to access the Sales Results Net New report:
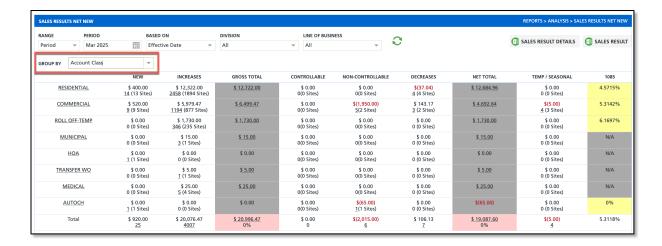
Permission ID	Permission Name
81	Sales Results Net New

Understand the Report

Review the breakout sections below to assist in interpreting and analyzing the results displayed in the Sales Results Net New report.
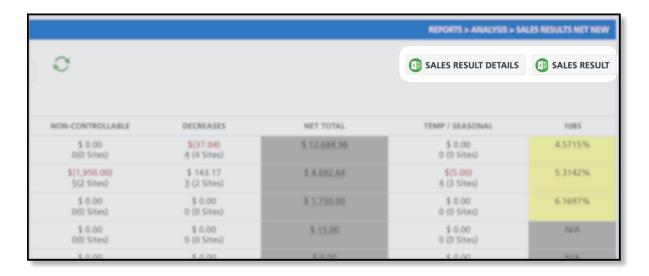
Group By

The "Group By" drop-down allows you to analyze and interpret the data on the screen using various view options.

RANGE Period | **PERIOD** Mar 2025 | **BASED ON** Effective Date | **DIVISION** All | **LINE OF BUSINESS** All | SALES RESULT DETAILS | SALES RESULT

GROUP BY Account Class

	NEW	INCREASES	GROSS TOTAL	CONTROLLABLE	NON-CONTROLLABLE	DECREASES	NET TOTAL	TEMP / SEASONAL	1085
RESIDENTIAL	$ 400.00 14 (13 Sites)	$ 12,322.00 2458 (1894 Sites)	$ 12,722.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$(37.04) 4 (4 Sites)	$ 12,684.96	$ 0.00 0 (0 Sites)	4.5715%
COMMERCIAL	$ 520.00 9 (9 Sites)	$ 5,979.47 1194 (877 Sites)	$ 6,499.47	$ 0.00 0(0 Sites)	$(1,950.00) 5(2 Sites)	$ 143.17 3 (2 Sites)	$ 4,692.64	$(5.00) 4 (3 Sites)	5.3142%
ROLL OFF-TEMP	$ 0.00 0 (0 Sites)	$ 1,730.00 346 (235 Sites)	$ 1,730.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 1,730.00	$ 0.00 0 (0 Sites)	6.1697%
MUNICIPAL	$ 0.00 0 (0 Sites)	$ 15.00 3 (1 Sites)	$ 15.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 15.00	$ 0.00 0 (0 Sites)	N/A
HOA	$ 0.00 1 (1 Sites)	$ 0.00 0 (0 Sites)	$ 0.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 0.00	$ 0.00 0 (0 Sites)	N/A
TRANSFER WO	$ 0.00 0 (0 Sites)	$ 5.00 1 (1 Sites)	$ 5.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 5.00	$ 0.00 0 (0 Sites)	N/A
MEDICAL	$ 0.00 0 (0 Sites)	$ 25.00 5 (4 Sites)	$ 25.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 25.00	$ 0.00 0 (0 Sites)	N/A
AUTOCH	$ 0.00 1 (1 Sites)	$ 0.00 0 (0 Sites)	$ 0.00	$ 0.00 0(0 Sites)	$(65.00) 1(1 Sites)	$ 0.00 0 (0 Sites)	$(65.00)	$ 0.00 0 (0 Sites)	0%
Total	$ 920.00 25	$ 20,076.47 4007	$ 20,996.47 0%	$ 0.00 0	$(2,015.00) 6	$ 106.13 7	$ 19,087.60 0%	$(5.00) 4	5.3118%

Excel Export

Two Excel export options are available: one to export the current screen display and another to export the full details of the accounts and sites included in the report's revenue.
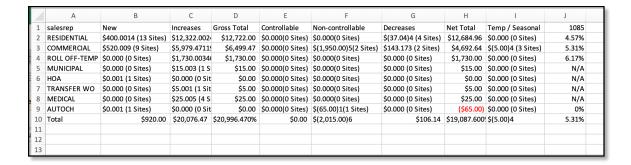

Sales Result Details

The Sales Result Details export provides a detailed breakdown of each account and site included in the report's revenue.

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Accountclass	Old Id	Account Id	Site Id	Site Name	Division Name	Period	Week	Effective Date	Posted Date	Service Agreement#	Term	Reason Code
2	COMMERCIAL	DAY-416	18535	18535001	Example Site	QAWASTE	2025-03	3	3/10/25	2025-02-25T22:07:45.130+00:0	0	Net 20	ADD-Change in LOB/Equip
3	RESIDENTIAL	COR-26	31836	31836001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:09.140+00:0	0	Net 20	CHG-Price Increase
4	RESIDENTIAL	COR-171	31906	31906001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:09.747+00:0	0	Net 20	CHG-Price Increase
5	RESIDENTIAL	COR-209	31923	31923001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:10.053+00:0	0	Net 20	CHG-Price Increase
6	RESIDENTIAL	COR-232	31935	31935001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:10.270+00:0	0	Net 20	CHG-Price Increase
7	RESIDENTIAL	COR-255	31945	31945001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:10.467+00:0	0	Net 20	CHG-Price Increase
8	RESIDENTIAL	COR-258	31948	31948001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:10.657+00:0	0	Net 20	CHG-Price Increase
9	RESIDENTIAL	COR-260	31950	31950001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:10.930+00:0	0	Net 20	CHG-Price Increase
10	RESIDENTIAL	COR-278	31958	31958001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:11.253+00:0	0	Net 20	CHG-Price Increase
11	RESIDENTIAL	COR-285	31964	31964001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:11.433+00:0	0	Net 20	CHG-Price Increase
12	RESIDENTIAL	COR-296	31972	31972001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:11.747+00:0	0	Net 20	CHG-Price Increase
13	RESIDENTIAL	COR-304	31979	31979001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:11.957+00:0	0	Net 20	CHG-Price Increase
14	RESIDENTIAL	COR-312	31984	31984001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:12.140+00:0	0	Net 20	CHG-Price Increase
15	RESIDENTIAL	COR-314	31985	31985001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:12.430+00:0	0	Net 20	CHG-Price Increase
16	RESIDENTIAL	COR-326	31994	31994001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:12.653+00:0	0	Net 20	CHG-Price Increase
17	RESIDENTIAL	COR-335	31998	31998001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:12.887+00:0	0	Net 20	CHG-Price Increase
18	RESIDENTIAL	COR-338	32000	32000001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:13.060+00:0	0	Net 20	CHG-Price Increase
19	RESIDENTIAL	COR-418	32031	32031001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:13.267+00:0	0	Net 20	CHG-Price Increase
20	RESIDENTIAL	COR-451	32048	32048001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:13.547+00:0	0	Net 20	CHG-Price Increase
21	RESIDENTIAL	COR-463	32056	32056001	Example Site	CORPUS	2025-03	1	3/1/25	2025-02-26T00:09:13.813+00:0	0	Net 20	CHG-Price Increase

Sales Result

The Sales Result export is an Excel file containing the data displayed on the Sales Results Net New screen with no added details.
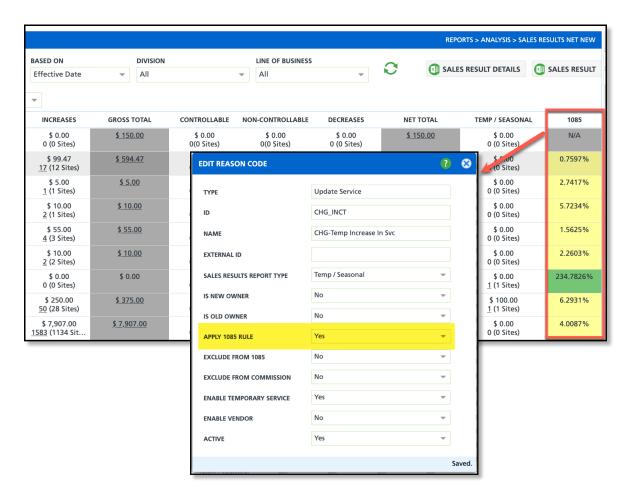
	A	B	C	D	E	F	G	H	I	J
1	salesrep	New	Increases	Gross Total	Controllable	Non-controllable	Decreases	Net Total	Temp / Seasonal	1085
2	RESIDENTIAL	$400.0014 (13 Sites)	$12,322.002	$12,722.00	$0.000(0 Sites)	$0.000(0 Sites)	$(37.04)4 (4 Sites)	$12,684.96	$0.000 (0 Sites)	4.57%
3	COMMERCIAL	$520.009 (9 Sites)	$5,979.4711!	$6,499.47	$0.000(0 Sites)	$(1,950.00)5(2 Sites)	$143.173 (2 Sites)	$4,692.64	$(5.00)4 (3 Sites)	5.31%
4	ROLL OFF-TEMP	$0.000 (0 Sites)	$1,730.00340	$1,730.00	$0.000(0 Sites)	$0.000(0 Sites)	$0.000 (0 Sites)	$1,730.00	$0.000 (0 Sites)	6.17%
5	MUNICIPAL	$0.000 (0 Sites)	$15.003 (1 S	$15.00	$0.000(0 Sites)	$0.000(0 Sites)	$0.000 (0 Sites)	$15.00	$0.000 (0 Sites)	N/A
6	HOA	$0.001 (1 Sites)	$0.000 (0 Sit	$0.00	$0.000(0 Sites)	$0.000(0 Sites)	$0.000 (0 Sites)	$0.00	$0.000 (0 Sites)	N/A
7	TRANSFER WO	$0.000 (0 Sites)	$5.001 (1 Sit	$5.00	$0.000(0 Sites)	$0.000(0 Sites)	$0.000 (0 Sites)	$5.00	$0.000 (0 Sites)	N/A
8	MEDICAL	$0.000 (0 Sites)	$25.005 (4 S	$25.00	$0.000(0 Sites)	$0.000(0 Sites)	$0.000 (0 Sites)	$25.00	$0.000 (0 Sites)	N/A
9	AUTOCH	$0.001 (1 Sites)	$0.000 (0 Sit	$0.00	$0.000(0 Sites)	$(65.00)1(1 Sites)	$0.000 (0 Sites)	($65.00)	$0.000 (0 Sites)	0%
10	Total		$920.00	$20,076.47	$20,996.470%	$0.00	$(2,015.00)6	$106.14	$19,087.600!	$(5.00)4	5.31%
11										
12										
13										

1085 Rule

The **1085 Rule** applies to increasing/decreasing services to ensure pricing remains proportional rather than being doubled or halved based solely on service changes. For this, the customer's current rate per yard is used as the baseline rate or starting point.
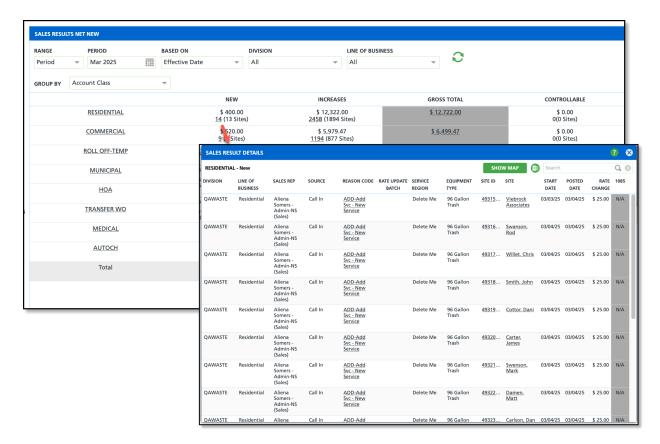
How it works:
- **Increasing Service:** If a customer increased service (e.g., requested more frequent pickups or a larger container), the additional service was priced at **85%** of their current rate per yard. This meant they got a slight discount on the extra volume.
- **Decreasing Service:** If a customer reduced service, the remaining service was charged at**110%** of their current rate per yard- to prevent drastic rate reductions when a customer cut back.

The **1085** column on the report is a calculation based on the service change as long as the**Reason Code** that was used for the change has 'Apply 1085 Rule' enabled.

Sales Result Details

The Sales Result Details screen can be accessed by clicking the hyperlink of a returned result to view additional details. A link is available only if at least one site's revenue is captured. The 1085 column does not have a hyperlink; however, it is included in the Sales Results Details screen for each corresponding result.

After the Sales Results Details opens, the results can be displayed on a map, or exported to excel.

Net Total vs Gross Total

The Sales Results Net New screen displays line item calculations for both Gross Total and Net Total amounts. These calculations will vary based on the selected 'Group By' method.

- The **Gross Total** represents the total revenue from new sales and service increases before any deductions. It reflects the overall amount generated without considering any adjustments.
- The **Net Total**, on the other hand, is the revenue after all deductions service decreases and cancellations. It represents the actual revenue gained or lost after accounting for all changes.

In short, **Gross Total** is the overall revenue, while **Net Total** shows the final revenue after adjustments.

DIVISION: All   LINE OF BUSINESS: All

INCREASES	GROSS TOTAL	CONTROLLABLE	NON-CONTROLLABLE	DECREASES	NET TOTAL	TEMP / SEASONAL
$ 12,322.00 2458 (1894 Sites)	$ 12,722.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$(37.04) 4 (4 Sites)	$ 12,684.96	$ 0.00 0 (0 Sites)
$ 5,979.47 1194 (877 Sites)	$ 6,499.47	$ 0.00 0(0 Sites)	$(1,950.00) 5(2 Sites)	$ 143.17 3 (2 Sites)	$ 4,692.64	$(5.00) 4 (3 Sites)
$ 1,730.00 346 (235 Sites)	$ 1,730.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 1,730.00	$ 0.00 0 (0 Sites)
$ 15.00 3 (1 Sites)	$ 15.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 15.00	$ 0.00 0 (0 Sites)
$ 0.00 0 (0 Sites)	$ 0.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 0.00	$ 0.00 0 (0 Sites)
$ 5.00 1 (1 Sites)	$ 5.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 5.00	$ 0.00 0 (0 Sites)
$ 25.00 5 (4 Sites)	$ 25.00	$ 0.00 0(0 Sites)	$ 0.00 0(0 Sites)	$ 0.00 0 (0 Sites)	$ 25.00	$ 0.00 0 (0 Sites)
$ 0.00 0 (0 Sites)	$ 0.00	$ 0.00 0(0 Sites)	$(65.00) 1(1 Sites)	$ 0.00 0 (0 Sites)	$(65.00)	$ 0.00 0 (0 Sites)
$ 20,076.47 4007	$ 20,996.47 0%	$ 0.00 0	$(2,015.00) 6	$ 106.13 7	$ 19,087.60 0%	$(5.00) 4