

Streamlining a complex development environment using Dyalog

DYNA '25 – 09/29/2025

Mark I. Wolfson

BIG

Who is BIG?

- Who is BIG and why is it a perfect use-case for APL
- Technology stack – where does APL/Dyalog fit in?
- New capabilities after migrating to Dyalog
- **New frontier: Analytics and AI**
- **New frontier: UI**

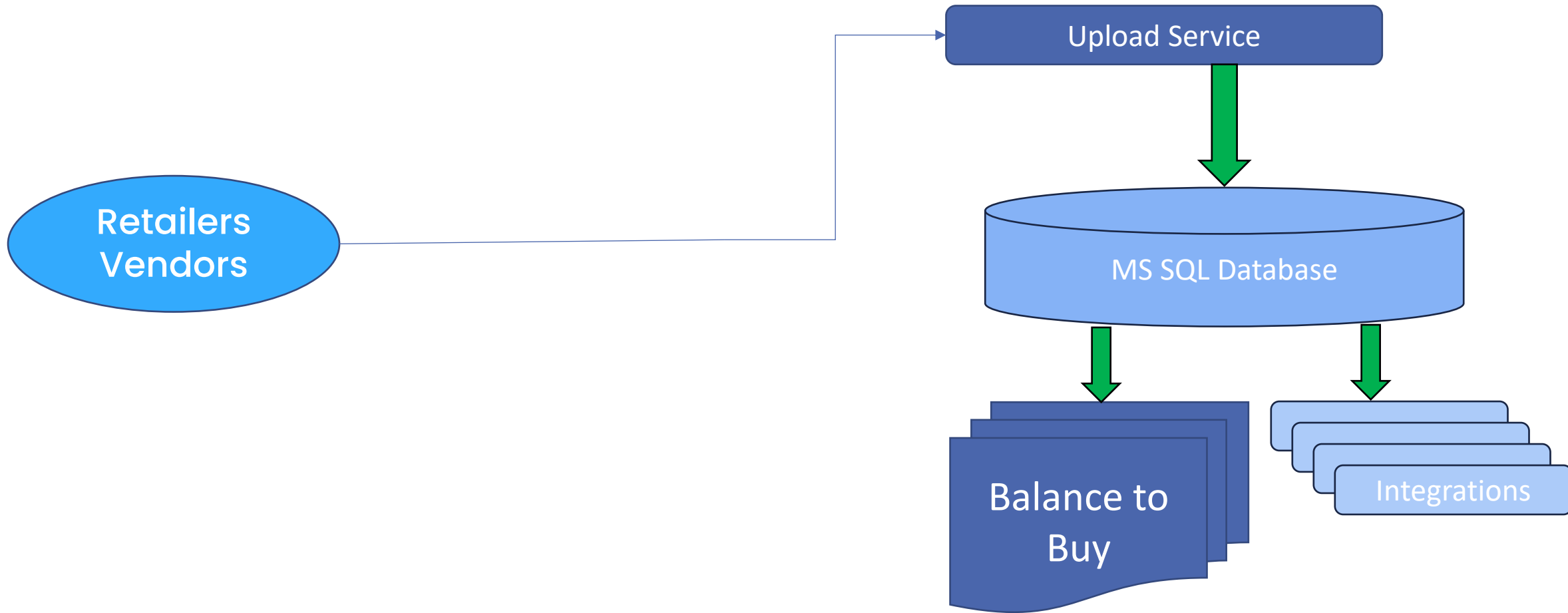
Who is BIG?

Who is BIG and why is it a perfect use-case for APL

- Service consultancy in the jewelry industry
 - Customers:
 - Retail Jewelers
 - Jewelry Manufacturers (vendors)
 - Jewelry industry service companies
 - Services:
 - Inventory analysis & merchandising consulting
 - Jewelry sales/inventory data aggregation
 - We provide these services by collecting accurate, timely data from 1600 retail jewelry stores using 40 different software systems, and 120 vendors.

Big Business – Disrupting the Jewelry Industry

- Prior to BIG - 2005
 - Independent Jewelers – family-owned businesses
 - No POS/Inventory Management
 - Wrong inventory mix
 - Too much non-performing inventory
- Balance to Buy - 2007
 - Improve performance by using data
 - Analyze prior consumer behavior
 - Strategies to reduce aged inventory
 - Budget/Plan/Buy/Manage

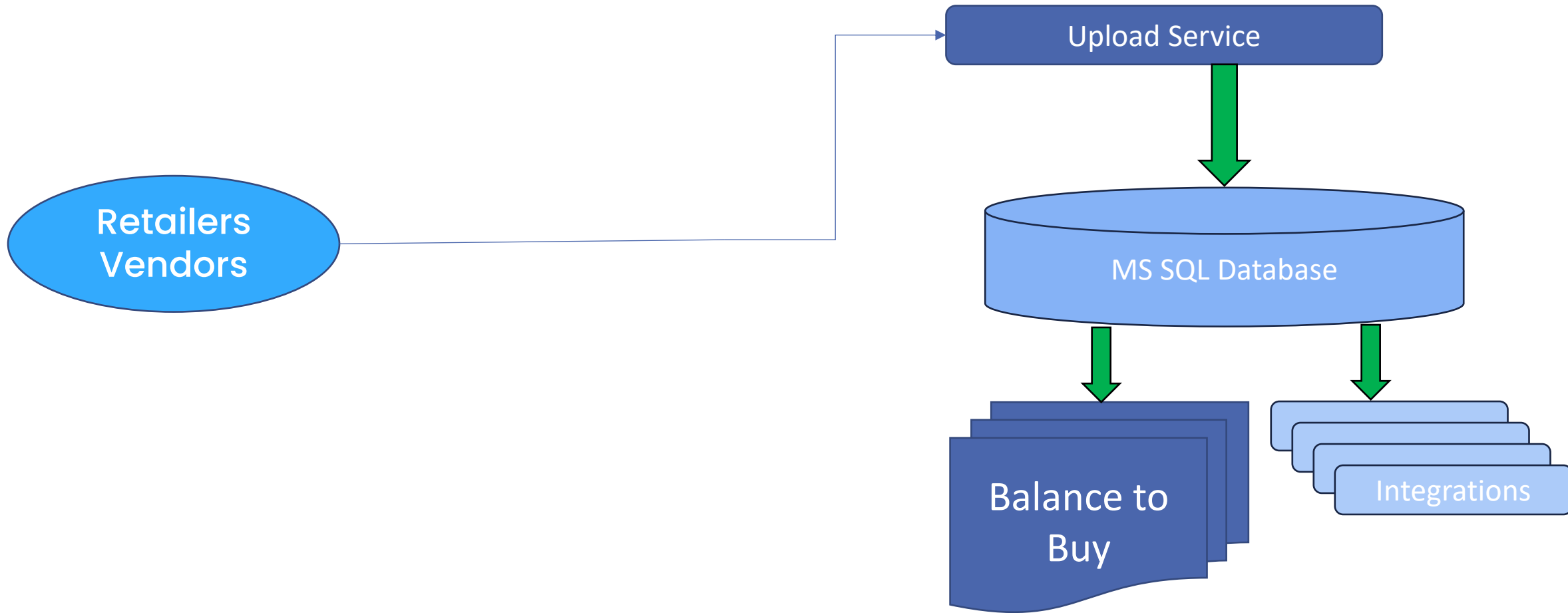


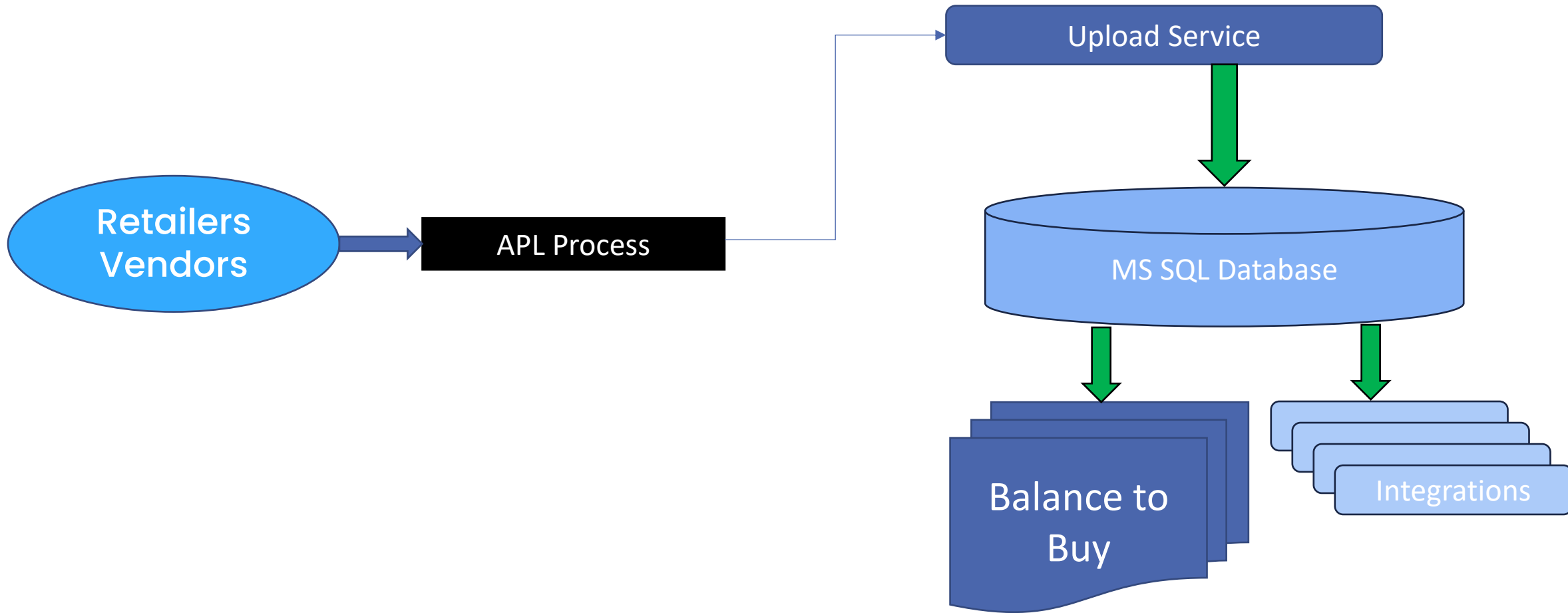
How to get data from retailers?

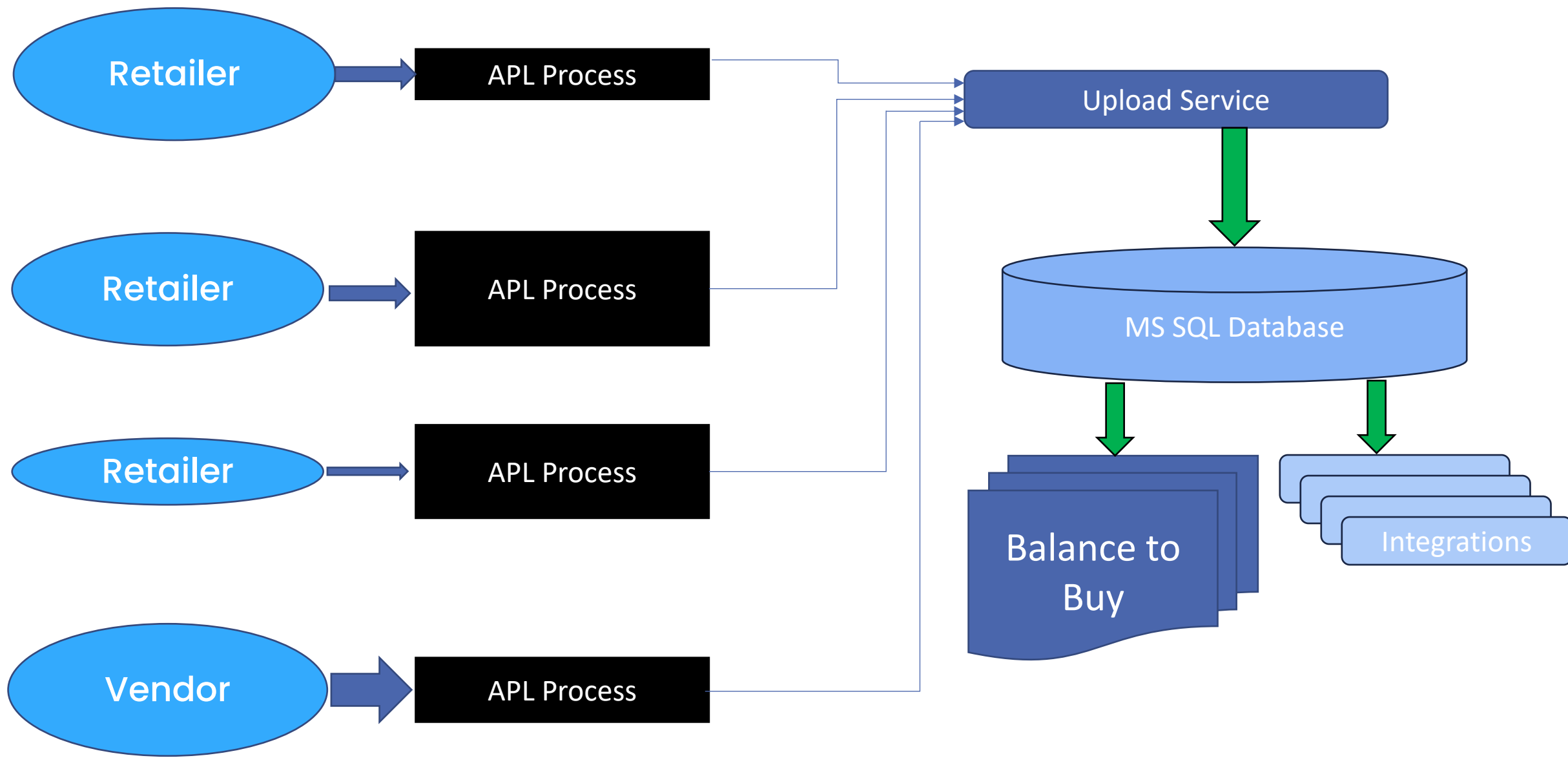
- Retailers with no technical capabilities
 - Direct user upload
 - Emailed reports
 - Monthly data
- Direct POS Integration
 - Daily transmissions
 - With and without cooperation from software companies
 - The Applet – a big ask

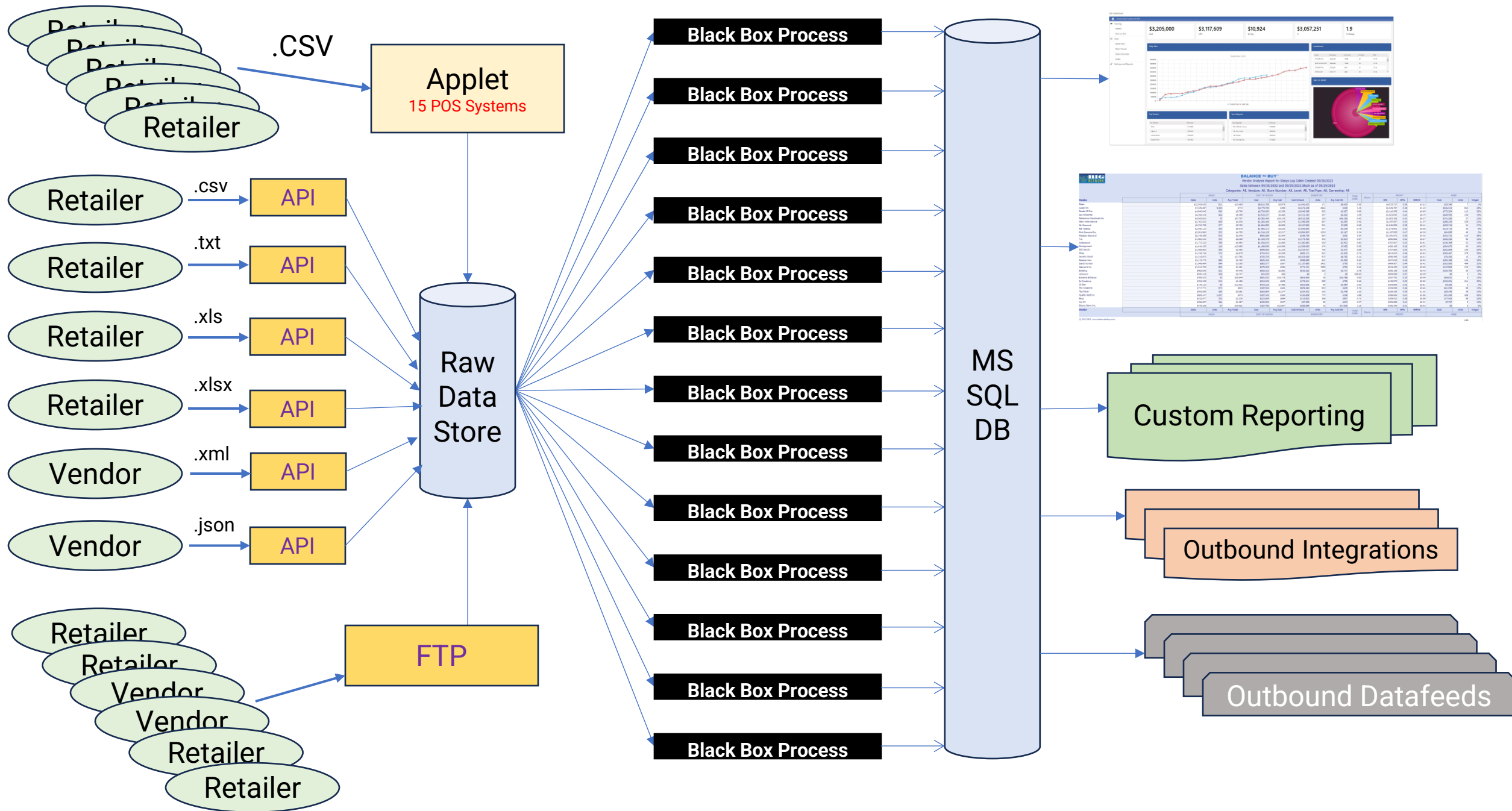
Retailer Data – A HOT MESS

- Integration with dozens of systems
 - Varying number of files even for the same system
 - Different formats
 - Flavors of CSV
 - Text files
 - Excel
 - XML
 - JSON
 - Different content
 - Variations in content between retailers using the same system
 - Variations within a retailer depending on who's entering the data
 - Changes over time









Big Business – Disrupting the Jewelry Industry

- Issues to fix
 - Wrong inventory mix (buying the old way)
 - Too much non-performing inventory
 - \$100B Industry, \$100B non-performing inventory
- Improve performance by using data
 - Use prior consumer behavior to
 - Plan inventory
 - Inform buying decisions
 - Partner with vendors
 - Strategies to reduce aged inventory

Using Math to Solve these issues

- New frontier: Math and AI and Machine Learning
 1. Training users to use data/reports to make decisions
 2. Figuring out the answers for them

Using Math to Solve these issues

- Examples of problems to solve:
 1. Weekly reorder list organized by vendor
 2. Transfer list to move aged from non-performing stores to performing stores
 3. Determining more accurate values for aged/fast sellers
 4. Find holes in inventory mix (Inventory Planning)
 5. Use peer stores to recommend adding/removing vendors
 6. Model/ideal inventory for a brand
 7. Parse attributes out of technical descriptions

Example of the problem to solve



BALANCE to BUY™

Store Analysis Report for Mighty Fine Jewelry Created 09/24/2025

Sales between 09/24/2024 and 09/23/2025. Stock as of 09/24/2025

Categories: All, Vendors: All, Store Number: All, Level: All, TranType: All, Ownership: All

Store		SALES			COST OF GOODS		INVENTORY			TURN OVER	Show n	PROFIT			AGED		
		Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH			GP\$	GP%	GMROI	Cost	Units	%Aged
2		\$8,375,520	2,632	\$3,182	\$5,730,521	\$2,177	\$3,869,264	1,909	\$2,027	1.48		\$2,644,999	0.32	\$0.68	\$1,713,517	947	44%
1		\$4,096,511	2,258	\$1,814	\$2,400,880	\$1,063	\$2,918,179	2,529	\$1,154	0.82		\$1,695,631	0.41	\$0.58	\$1,595,631	1,464	55%
6		\$1,372,038	1,230	\$1,115	\$738,853	\$601	\$1,233,253	1,513	\$815	0.60		\$633,185	0.46	\$0.51	\$837,301	959	68%
Totals		\$13,512,302	6,240	\$2,165	\$9,161,656	\$1,468	\$7,634,245	5,793	\$1,318	1.11		\$5,446,454	0.62	\$0.62	\$3,916,877	3,276	51%
Store		Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	TURN OVER	Show n	GP\$	GP%	GMROI	Cost	Units	%Aged
		SALES			COST OF GOODS		INVENTORY					PROFIT			AGED		

Using Math to Solve these issues

- Creating a store-to-store transfer list
 1. Batch items in different ways using keytypes
 2. Concentrate on aged inventory – could vary depending on keytype
 3. Using Kaplan-Meier curves – survival analysis
 4. Why can't we just send the data off to ChatGPT?
 1. Special Orders
 2. Samples
 3. Programs
 4. Dynamically adjusting aged thresholds

Example of the problem to solve



BALANCE to BUY™

Mighty Fine Jewelry Created 09/24/2025

Sales between 09/24/2024 and 09/23/2025. Stock as of 09/24/2025

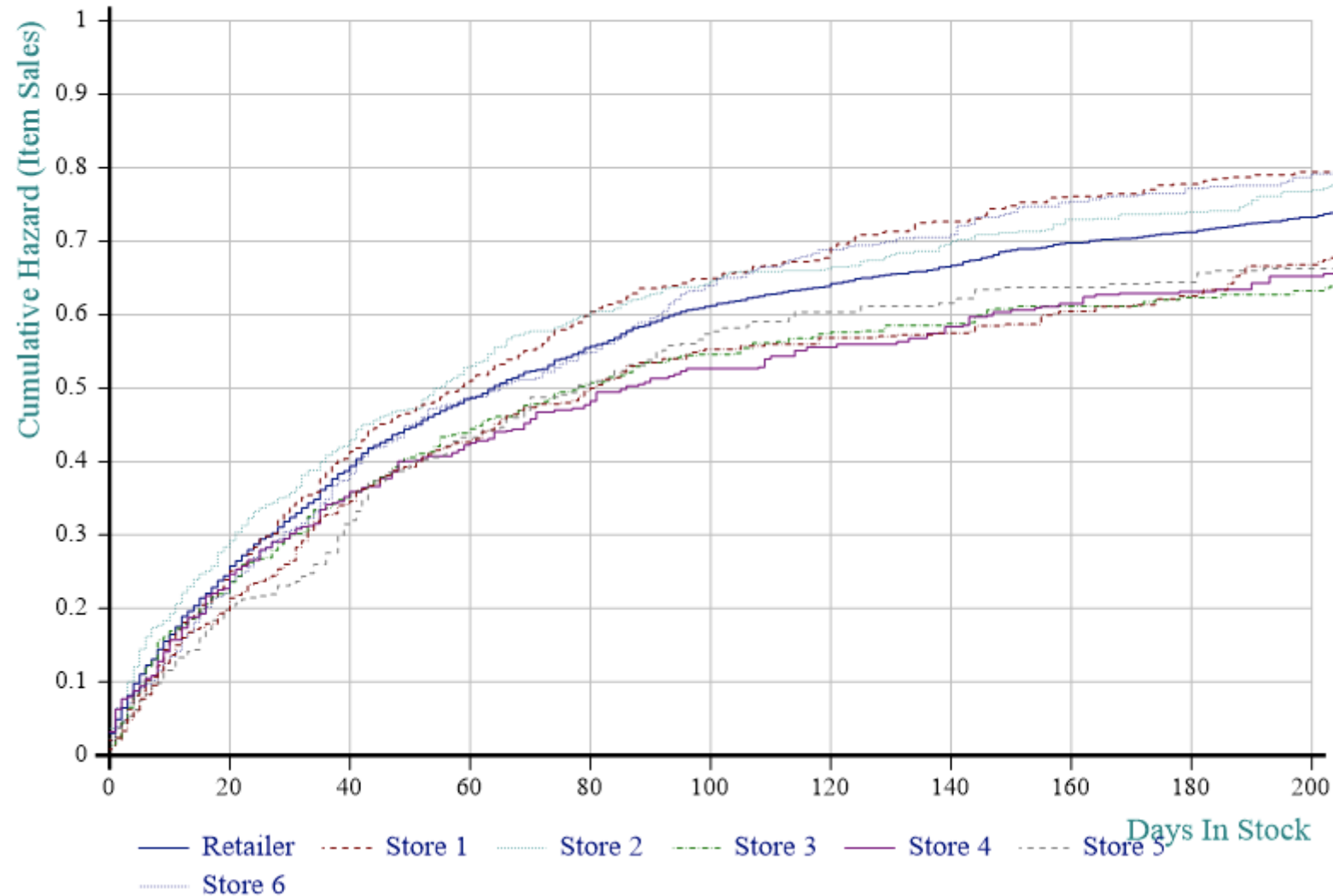
Categories: All, Vendors: All, Store Number: All, Level: All, TranType: All, Ownership: All

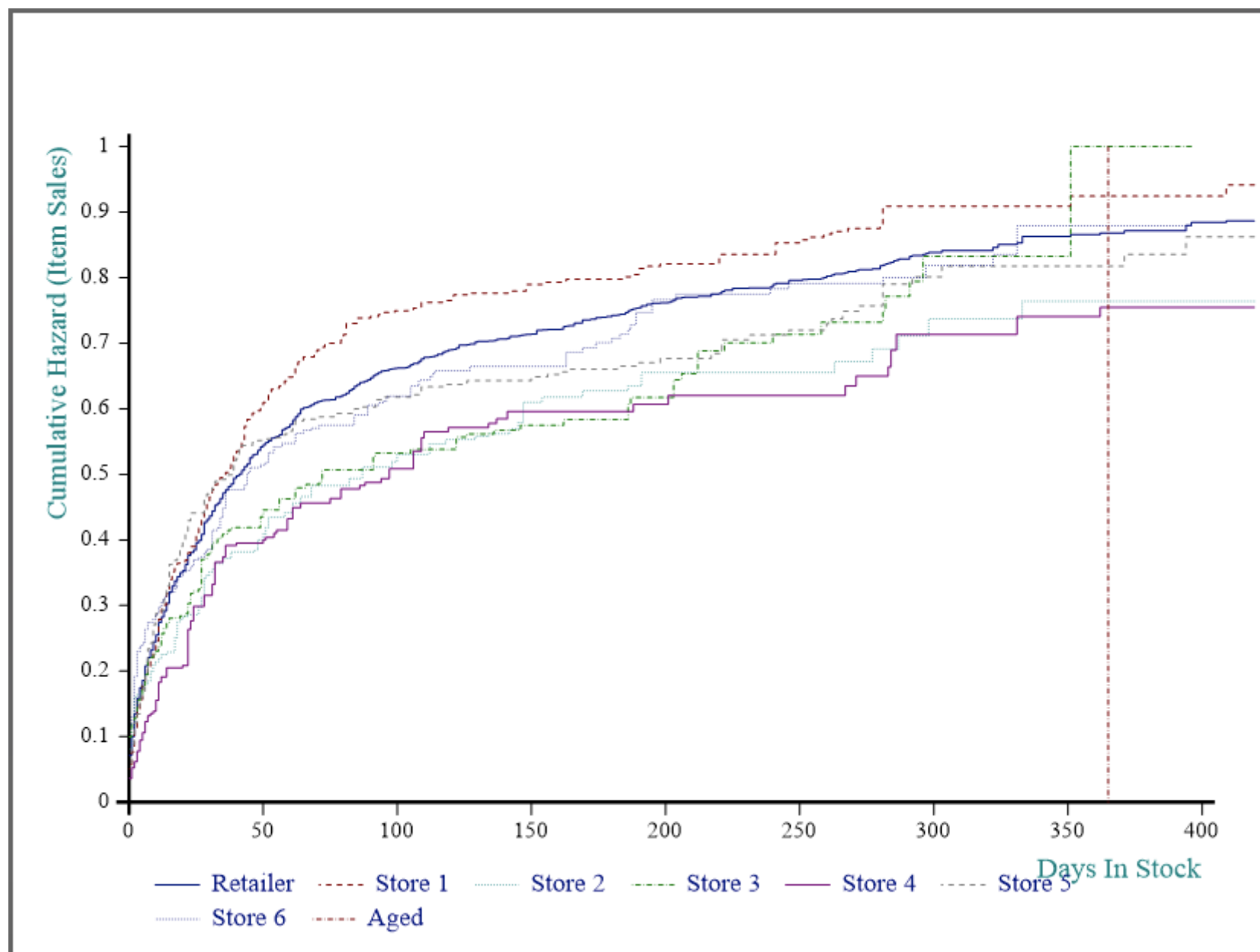
		SALES			COST OF GOODS		INVENTORY			TURN OVER	Shown	PROFIT			AGED		
Company	Transaction Type	Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH			GP\$	GP%	GMROI	Cost	Units	%Aged
Mighty Fine Jewelry	Inventory	\$10,699,293	4,799	\$2,458	\$7,560,787	\$1,575	\$7,425,505	5,490	\$1,353	1.02		\$4,234,314	0.36	\$0.57	\$3,821,867	3,134	51%
	Special Order	\$2,813,009	1,441	\$1,952	\$1,600,869	\$1,111	\$208,740	303	\$689	7.67		\$1,212,140	0.43	\$5.81	\$95,011	142	46%
Totals		\$13,512,302	6,240	\$2,165	\$9,161,656	\$1,468	\$7,634,245	5,793	\$1,318	1.11		\$5,446,454	0.36	\$0.62	\$3,916,877	3,276	51%
Company	Transaction Type	Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	TURN OVER	Shown	GP\$	GP%	GMROI	Cost	Units	%Aged
		SALES			COST OF GOODS		INVENTORY					PROFIT			AGED		



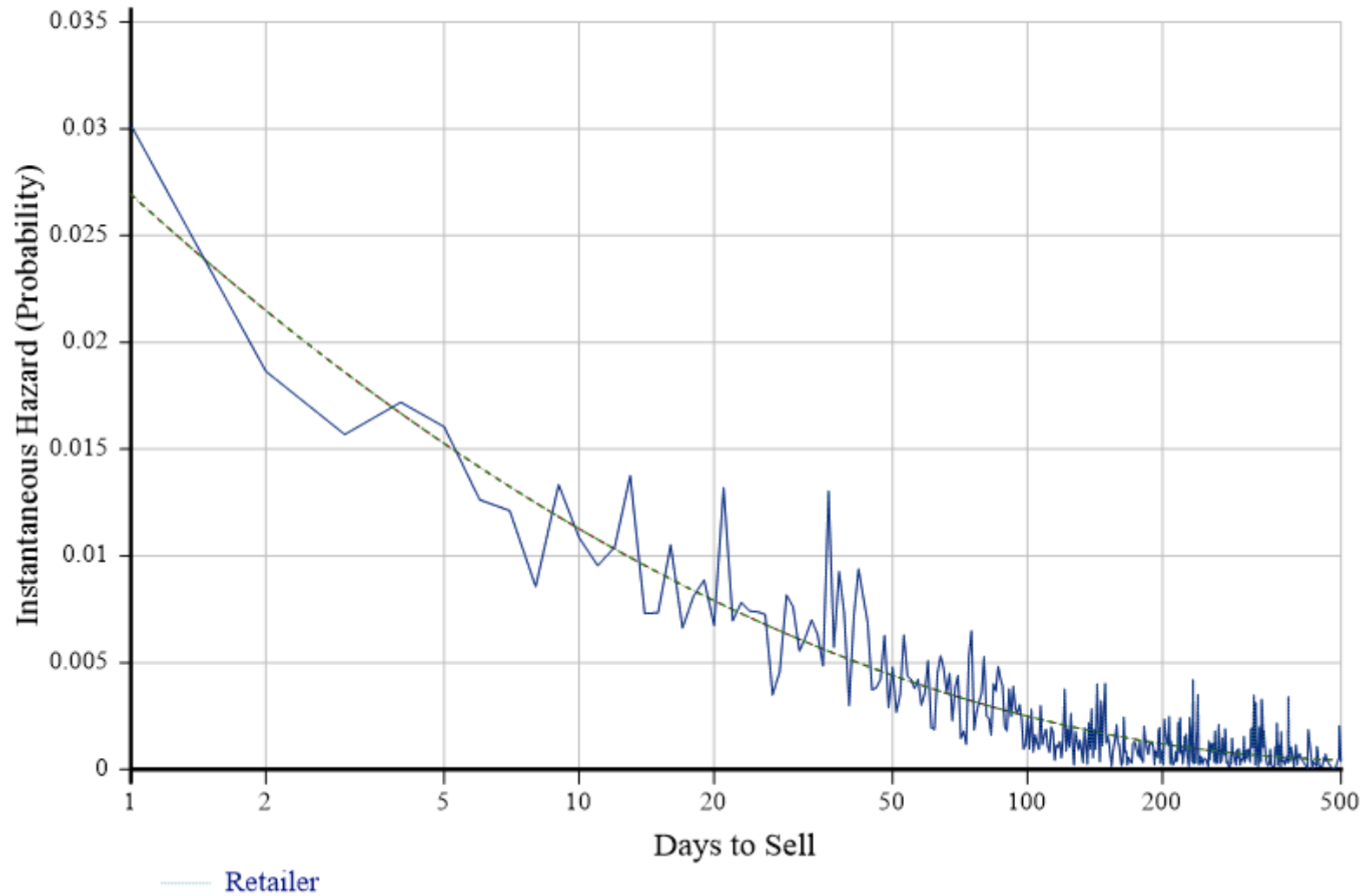
BIG

TypeNormalized + Level Normalized + PricePointId



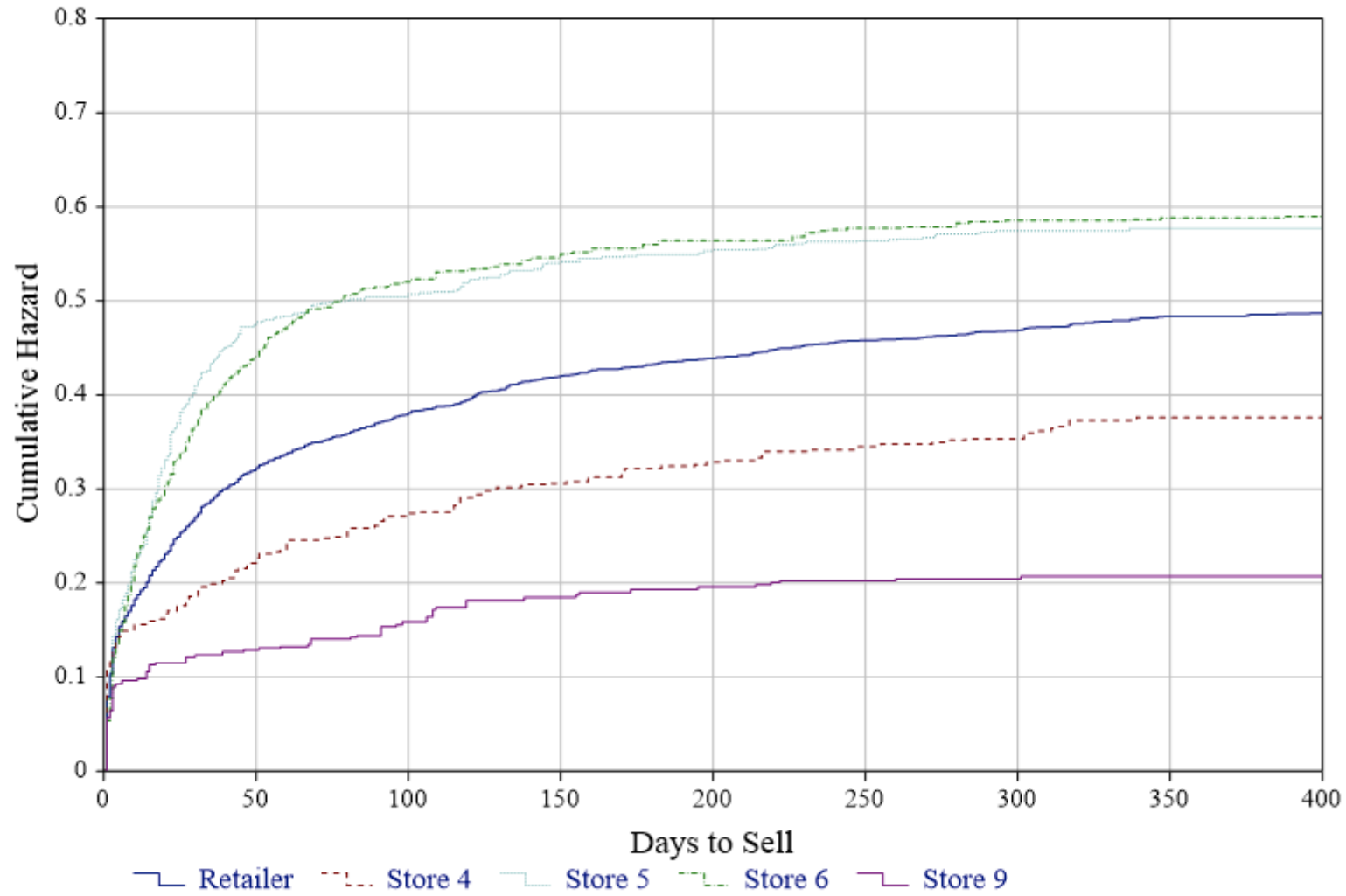


Probability to Sell (Price Point + Category)



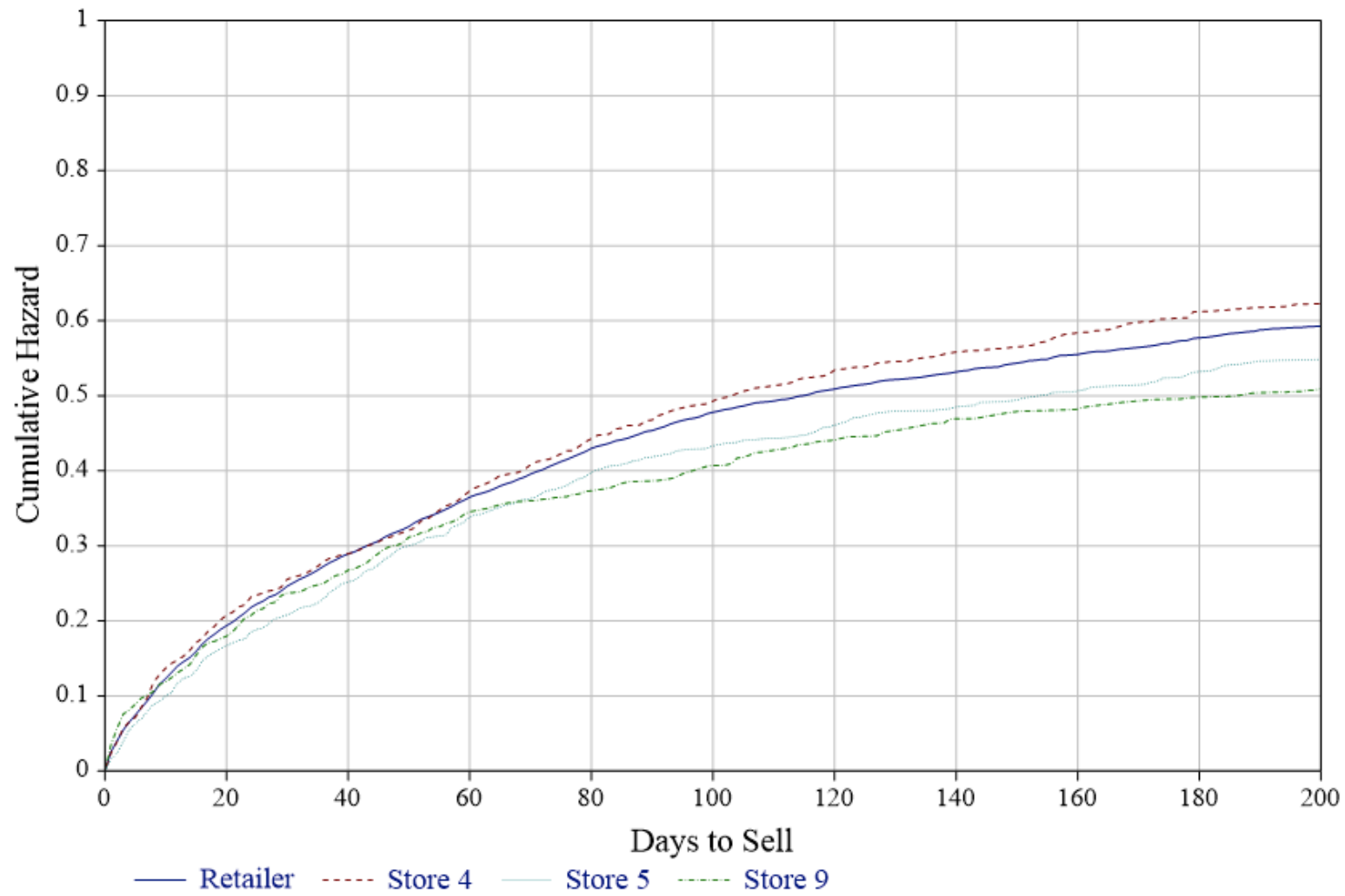
CrownRing Wedding Rings (Non Diamond)

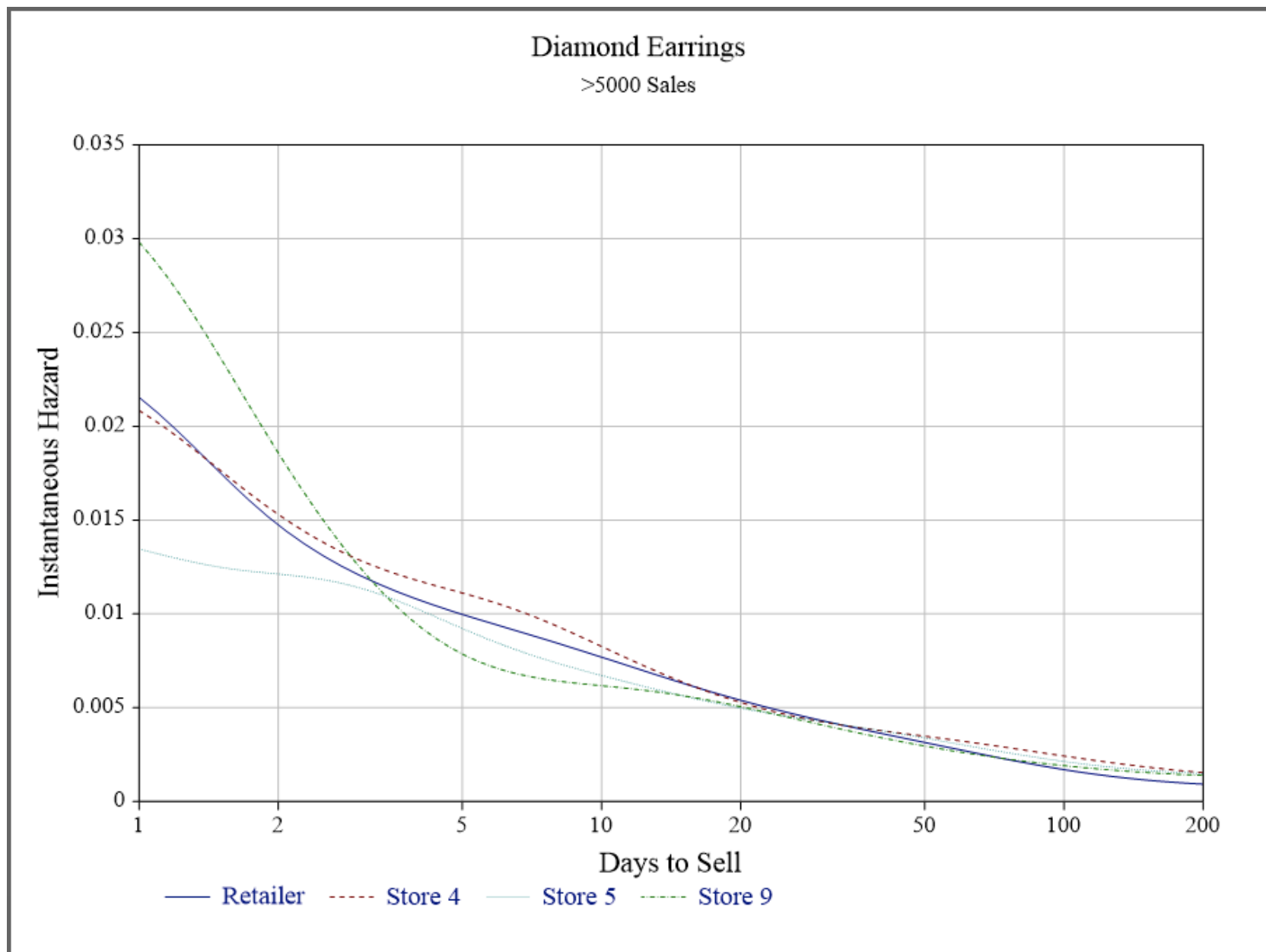
>1300 Sales

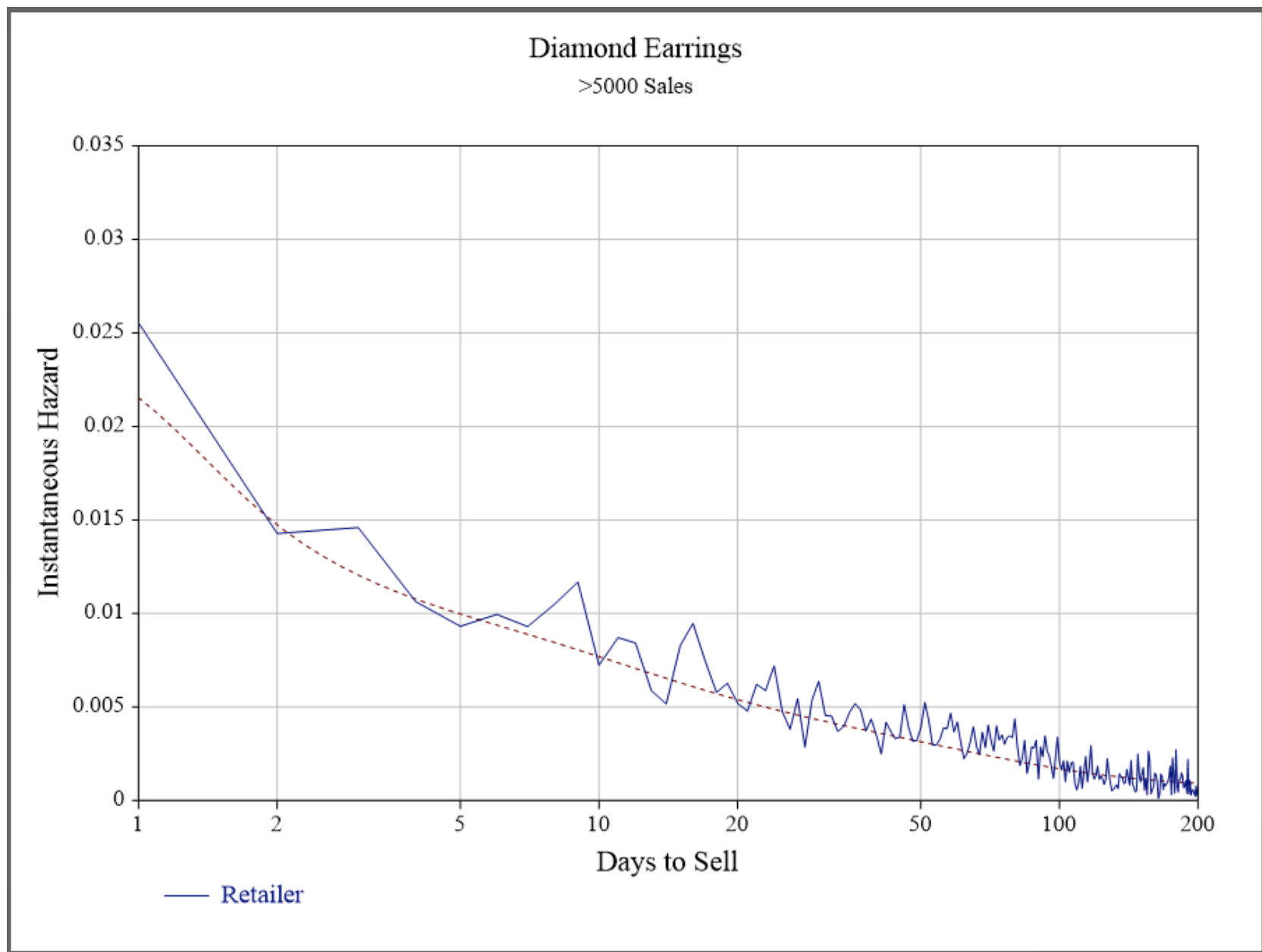


Diamond Earrings

>5000 Sales







How to create great web pages fast!

- New frontier: UI
 1. Using Javascript/KendoUI and C#
 2. Using Javascript/KendoUI and Jarvis
 3. Using EWC
 1. Standard EWC controls
 2. Integrating KendoUI

Creating web pages:

The OLD way: everything all together in one code block

Report Filters

Bulk Items:
No Bulk Items

☐ Include On Order Items
☐ Show Stock Number
☒ Show Image
VendorStyle
Price Breaks:
Standard
Min# Sold: 3

Vendor:
Benchmark
Breitling
Candela
Casio America

Transaction Type:
All
Faux Sample
Gifted
Inventory
☐ Show Layaway

Category:
All
100 -Dia Bridal Ring
101 -Sample Ring
110 -Dia Wed Band

SubCategory:
All
** Heart
** Rose Cut Oval
** Round
☒ Show rows with \$0 Sales

Store #:
All
1
2

Level:
All
Alt Metal
Bracelet
Bridal

Ownership:
All
Asset
Memo InStock
Memo Sold
Price Pt:
All
\$0-\$100
\$100-\$200
\$200-\$300
☐ Turn Over In Units

Sales Start Date:
9/28/2024
Sales End Date:
9/27/2025
Stock As Of:
September 28, 2025
Detail Column:
Subtotal
Detail 2 Column:
Subtotal
Summary
By Period:
None

Apply Filters

Clear

Page 4 of 25

Xlsx

Report Name :
Save



BALANCE TO BUY™

Vendor Analysis Report for [REDACTED] Jewelers Created 09/28/2025
Sales between 09/28/2024 and 09/27/2025. Stock as of 09/28/2025
Categories: All, Vendors: All, Store Number: All, Level: All, TranType: All, Ownership: All

Vendor	Category	SALES			COST OF GOODS		INVENTORY			TURN OVER	Shown	PROFIT			AGED		
		Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH			GP\$	GP%	GMROI	Cost	Units	%Aged
Breitling	Total	\$691,025	74	\$9,338	\$439,490	\$5,939	\$456,019	103	\$4,427	0.96		\$251,534	0.36	\$0.55	\$223,544	61	49%
Candela	230 -Col/Pd	\$0	0	\$0	\$0	\$0	\$123	1	\$123	0.00		\$0	0.00	\$0.00	\$0	0	0%
Candela	310 -Pearl Ear	\$1,714	7	\$245	\$788	\$113	\$464	4	\$116	1.70		\$926	0.54	\$2.00	\$0	0	0%
Candela	320 -Pearl Pd	\$0	0	\$0	\$0	\$0	\$193	2	\$97	0.00		\$0	0.00	\$0.00	\$0	0	0%
Candela	425 -Gold Ear	\$9,624	50	\$192	\$4,423	\$88	\$11,607	118	\$98	0.38		\$5,201	0.54	\$0.45	\$3,009	43	26%
Candela	435 -Gold Pd/Charms	\$259	1	\$259	\$109	\$109	\$2,066	15	\$138	0.05		\$150	0.58	\$0.07	\$0	0	0%
Candela	Total	\$11,597	58	\$200	\$5,320	\$92	\$14,453	140	\$103	0.37		\$6,276	0.54	\$0.43	\$3,009	43	21%
Casio America	500 -Watches -Lds	\$1,880	14	\$134	\$1,225	\$88	\$430	7	\$61	2.85		\$655	0.35	\$1.52	\$430	7	100%
Casio America	505 -Watches -Gents	\$12,109	70	\$173	\$7,505	\$107	\$4,275	47	\$91	1.76		\$4,904	0.40	\$1.15	\$2,905	32	68%
Casio America	Total	\$14,288	84	\$170	\$8,730	\$104	\$4,705	54	\$87	1.86		\$5,558	0.39	\$1.18	\$3,335	39	71%
Charles Kroyell- Gold	130 -Dia Fash Ring -Lds	\$8,102	2	\$4,051	\$1,200	\$2,100	\$22,738	6	\$3,788	0.18		\$3,902	0.48	\$0.17	\$0	0	0%
Charles Kroyell- Gold	150 -Dia Ear	\$2,500	1	\$2,500	\$2,000	\$2,000	\$2,250	1	\$2,250	0.89		\$500	0.20	\$0.22	\$0	0	0%
Charles Kroyell- Gold	160 -Dia Pd	\$0	0	\$0	\$0	\$0	\$3,545	2	\$1,773	0.00		\$0	0.00	\$0.00	\$0	0	0%
Charles Kroyell- Gold	170 -Dia Brac	\$0	0	\$0	\$0	\$0	\$23,175	3	\$7,725	0.00		\$0	0.00	\$0.00	\$13,405	2	58%
Charles Kroyell- Gold	200 -Col/Ring -Lds	\$22,208	4	\$5,552	\$10,815	\$2,704	\$18,190	5	\$3,638	0.59		\$11,283	0.51	\$0.63	\$0	0	0%
Charles Kroyell- Gold	210 -Col/Ear	\$7,000	1	\$7,000	\$3,828	\$3,828	\$4,960	2	\$2,480	0.77		\$3,173	0.45	\$0.64	\$0	0	0%
Charles Kroyell- Gold	230 -Col/Pd	\$32,136	4	\$8,034	\$16,318	\$4,079	\$9,090	4	\$2,260	1.81		\$15,819	0.49	\$1.75	\$0	0	0%
Charles Kroyell- Gold	235 -Col/Neck	\$0	0	\$0	\$0	\$0	\$3,000	1	\$3,000	0.00		\$0	0.00	\$0.00	\$0	0	0%
Charles Kroyell- Gold	240 -Col/Brac	\$22,500	1	\$22,500	\$12,500	\$12,500	\$18,250	2	\$9,125	0.68		\$10,000	0.44	\$0.55	\$0	0	0%
Charles Kroyell- Gold	Total	\$94,445	13	\$7,265	\$49,660	\$3,820	\$105,140	26	\$4,044	0.47		\$44,785	0.47	\$0.43	\$13,405	2	13%
Charles Kroyell Inc- Sterling	620 -Silver Fash Ring	\$0	0	\$0	\$0	\$0	\$120	2	\$60	0.00		\$0	0.00	\$0.00	\$120	2	100%
Charles Kroyell Inc- Sterling	Total	\$0	0	\$0	\$0	\$0	\$120	2	\$60	0.00		\$0	0.00	\$0.00	\$120	2	100%
Cherie Dori	100 -Dia Bridal Ring (Complete)	\$3,529	1	\$3,529	\$1,680	\$1,680	\$0	0	\$0	1.00		\$1,849	0.52	\$0.00	\$0	0	0%
Cherie Dori	110 -Dia Wed Band -Lds	\$0	0	\$0	\$0	\$0	\$325	1	\$325	0.00		\$0	0.00	\$0.00	\$325	1	100%
Cherie Dori	130 -Dia Fash Ring -Lds	\$0	0	\$0	\$0	\$0	\$2,725	1	\$2,725	0.00		\$0	0.00	\$0.00	\$2,725	1	100%
Cherie Dori	150 -Dia Ear	\$0	0	\$0	\$0	\$0	\$1,505	2	\$753	0.00		\$0	0.00	\$0.00	\$1,505	2	100%
Cherie Dori	165 -Dia Neck	\$0	0	\$0	\$0	\$0	\$3,268	2	\$1,634	0.00		\$0	0.00	\$0.00	\$3,268	2	100%
Cherie Dori	170 -Dia Brac	\$0	0	\$0	\$0	\$0	\$1,300	1	\$1,300	0.00		\$0	0.00	\$0.00	\$1,300	1	100%
Vendor	Category	Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH	TURN OVER	Shown	GP\$	GP%	GMROI	Cost	Units	%Aged
		SALES			COST OF GOODS		INVENTORY					PROFIT			AGED		

Creating web pages better:

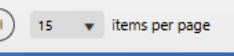
The NEW way: Javascript front end
C# backend endpoints

User Id: 1629
Company Name: Sissy's Log Cabin

Partner Permissions

Notification Recipients

View Information

Vendor:	Network Partner:	Status:	Activated at:	Last Updated Date:	Updated By:	Admin Status Control:	Admin Notes:	Admin Audit Trail:
A. Jaffe		Active 	06/03/2021 14:56:47 PM	06/03/2021 14:56:47 PM	Sissy's Log Cabin	Set Status	Show Notes	Show Audit Trail
Ashi Diamonds		Active 	06/03/2021 14:56:53 PM	06/03/2021 14:56:53 PM	Sissy's Log Cabin	Set Status	Show Notes	Show Audit Trail
Bulova						Set Status	Show Notes	Show Audit Trail
Citizen Watch America						Set Status	Show Notes	Show Audit Trail
Classique Creations Llc						Set Status	Show Notes	Show Audit Trail
Coast Diamonds						Set Status	Show Notes	Show Audit Trail
DAVID WEISZ						Set Status	Show Notes	Show Audit Trail
David Yurman		Active 	02/13/2020 07:01:48 AM	02/13/2020 07:01:48 AM	BTB Admin	Set Status	Show Notes	Show Audit Trail
Facets of Fire		Active 	02/29/2024 12:56:33 PM	02/29/2024 12:56:33 PM	BTB Admin	Manage	Show Notes	Show Audit Trail
Fana		Active 	11/05/2018 18:13:46 PM	11/05/2018 18:13:46 PM		Set Status	Show Notes	Show Audit Trail
Frederic Sage						Manage	Show Notes	Show Audit Trail
Frederick Goldman Inc.					BTB Admin	Manage	Show Notes	Show Audit Trail
G.N. Diamonds		Active 	05/31/2023 13:34:57 PM	05/31/2023 13:34:57 PM	BTB Admin	Set Status	Show Notes	Show Audit Trail
Gabriel & Co.		Active 	11/05/2018 18:13:46 PM	11/05/2018 18:13:46 PM		Set Status	Show Notes	Show Audit Trail
House of Baguettes						Manage	Show Notes	Show Audit Trail

How to create great web pages fast!

Even Better: Javascript front end
 Jarvis APL backend endpoints

\$466,222

Goal

\$18,687

Per Day

\$73,785

MTD Sales

20 %

MTD New

\$470

MTD Avg Ticket

157

MTD Tickets

214

MTD Total SKUs

1.4

MTD Addons

\$55,121

LMTD Sales

21 %

LMTD New

\$619

LMTD Avg Ticket

89

LMTD Tickets

110

LMTD Total SKUs

1.2

LMTD Addons

33.9

% Change Sales

-6.7

% Change New

-24.1

% Change Average

76.4

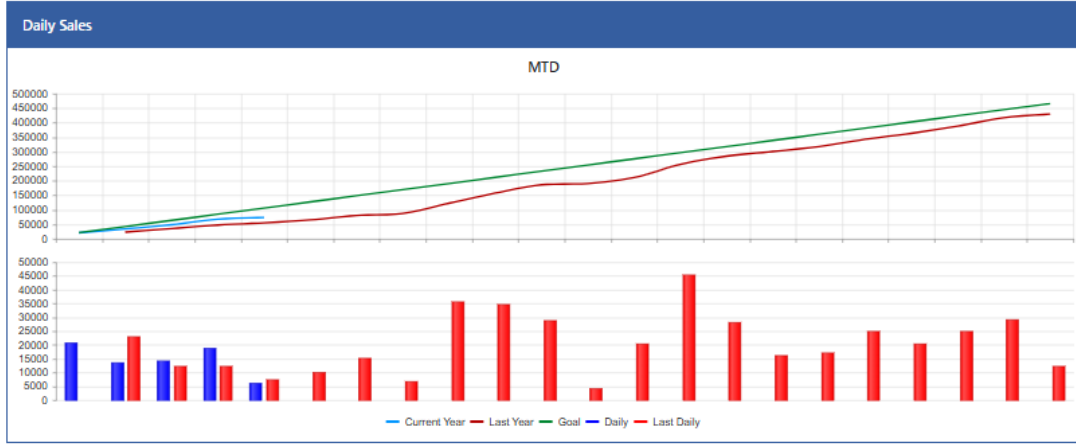
% Change Tickets

94.5

% Change SKUs

16.7

% Change Addons



Leaderboard

Export to Excel

Name:	Total Sales:	Avg Ticket:	# Tickets:	Gp%:	% New:
Hammett,Jimmy	\$28,651	\$779	39	45	23 %
Dye,Katie	\$13,740	\$721	20	67	25 %
Schwendemann,Brianna	\$9,590	\$341	30	75	13 %
Hampton,Kim	\$8,009	\$471	18	83	17 %
Lunsford,Brandon	\$6,803	\$379	18	54	11 %
Molinar,Susan	\$3,068	\$263	13	57	54 %
Mason,Abby	\$1,129	\$241	5	-237	0 %
Discount,Employee	\$758	\$253	3	25	0 %
Mares,Kindell	\$533	\$237	3	-1618	33 %
Barton,Alex	\$458	\$106	5	58	20 %

10 items per page 1 2 10 of 17 items

Top Vendors

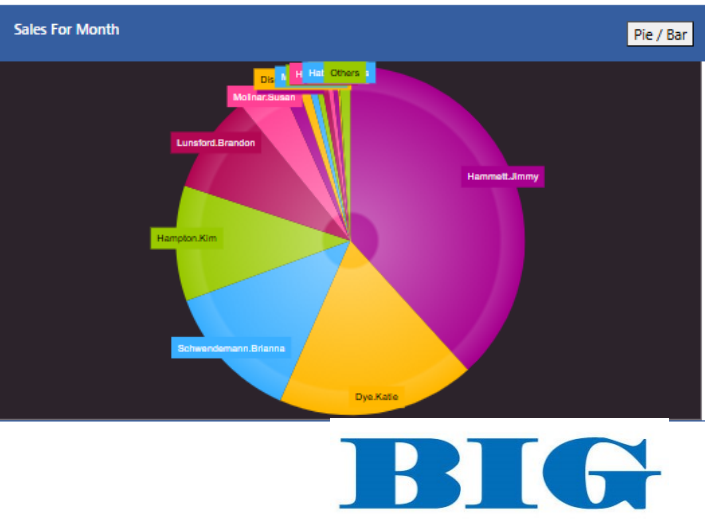
Export to Excel

Vendors:	\$ Amount:
Repairs	\$13,214
Nehoa Holdings Llc	\$11,700
Malakan Dia Custom	\$8,525
Imperial Deltah Inc	\$6,300
Quality Gold	\$5,602
Gabriel & Co.	\$5,170
Gemsone Corporation	\$5,050
Surreal Diamonds Llc	\$3,659
Leslies	\$2,937
Gabriel Custom	\$2,565

Top Categories

Export to Excel

Categories:	\$ Amount:
Repairs	\$12,664
525 -Watches	\$11,700
430 -Gold Chains	\$7,752
330 -Pearl Brac	\$6,150
192 -Dia -Lab Created	\$5,159
291 -Lab Created Dia Lds Ring	\$3,450
205 -Col/Ring	\$3,270
140 -Dia Semi-Mt Ring	\$3,200
420 -Gold Setting	\$2,565
120 -Dia Anniv/Wed Ring	\$2,550



Training

Videos

One on One

Data

Store View

Team Viewer

Store:

1

Period:

MTD

Filter

Sales Associate

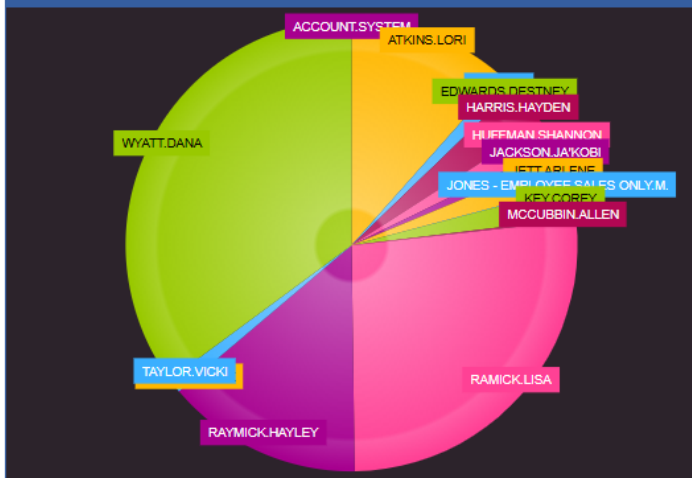
Goals

Settings and Reports

Sales Associate Assignment

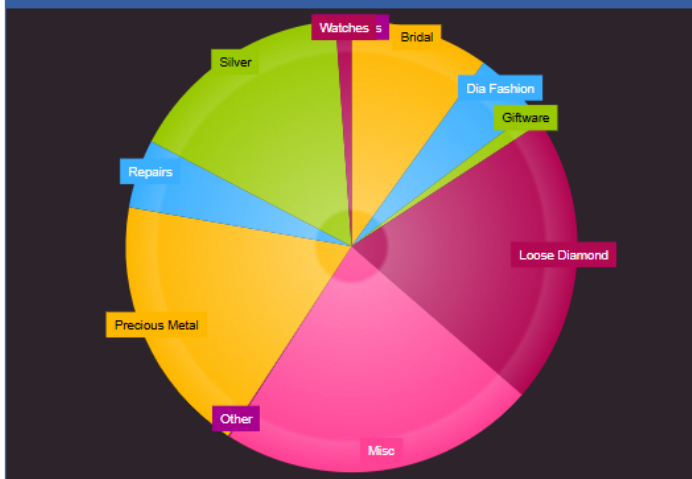
Associate

Pie / Bar



Level

Pie / Bar



Grid View

Export to Excel

Associate	Misc	LooseDiamond	PreciousMetal	Silver	Bridal	Repairs	DiaFashion	Watches	Giftware
WYATT.DANA	(\$200) ↓	\$9,778 ↓	\$0 ↓	\$1,625 ↓	\$4,717 ↑	\$771 ↑	\$0 —	\$0 ↓	\$0 —
RAMICK.LISA	\$0 —	\$0 ↓	\$8,595 ↑	\$2,099 ↑	\$0 —	\$928 ↑	\$455 ↑	\$540 ↑	\$0 —
RAYMICK.HAYLEY	\$4,472 ↑	\$0 —	\$0 —	\$1,750 ↑	\$0 —	\$0 —	\$0 —	\$0 —	\$458 ↑
ATKINS.LORI	\$5,501 ↑	\$0 ↓	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
HARRIS.HAYDEN	(\$50) ↓	\$0 —	\$0 —	\$900 ↑	\$0 —	\$190 ↑	\$455 ↑	\$0 —	\$0 —
KEY.COREY	\$85 —	\$0 —	\$229 —	\$0 —	\$0 —	\$261 ↑	\$455 ↑	\$0 —	\$0 —
JETT.ARLENE	(\$100) ↓	\$0 ↓	\$0 ↓	\$475 ↓	\$0 ↓	\$183 ↑	\$455 ↑	\$0 ↓	\$0 ↓
HUFFMAN.SHANNON	\$876 —	\$0 ↓	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
COX.KIM	\$577 —	\$0 ↓	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
TAYLOR.VICKI	\$0 —	\$0 —	\$0 —	\$495 ↑	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
JACKSON.JA'KOB	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$455 ↑	\$0 —	\$0 —
MCCUBBIN.ALLEN	\$75 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
ACCOUNT.SYSTEM	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$1
EDWARDS.DESTNEY	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
SUAREZ.MARK	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —	\$0 —
JONES - EMPLOYEE SALES ONLY.M.	(\$455) ↓	\$0 ↓	\$0 —	\$341 ↓	\$0 —	\$0 —	\$0 —	\$0 —	\$53 —

- Training
- Videos
 - One on One
- Data
- Store View
- Team Viewer
- Sales Associate
- Goals
- Settings and Reports
- Sales Associate Assignment



Title		
Category: Bands		
Academy View Bands 1	View	View Popup
Academy View Bands 2	View	View Popup
Academy View Bands 3	View	View Popup
Category: Bracelets		
Academy View Bracelets	View	View Popup
Category: Bridal		
View Dashboard Bridal	View	View Popup
Category: Color		
View Dashboard Color	View	View Popup
Category: Custom		
View Dashboard Custom	View	View Popup
Category: Diamond Fashion		
View Dashboard Diamond Fashion	View	View Popup
Academy View Diamond Fashion 1	View	View Popup
Academy View Diamond Fashion 2	View	View Popup
Academy View Diamond Fashion 3	View	View Popup
Academy View Diamond Fashion 4	View	View Popup
Academy View Diamond Fashion 5	View	View Popup
Category: Earring		
Academy View Earring 1	View	View Popup
Category: Estate		

- Training
- Videos
- One on One
- Data
- Store View
- Team Viewer
- Sales Associate
- Goals
- Settings and Reports
- Sales Associate Assignment

Store Goals

Year:

Filter

Save changes

Cancel changes

Export to Excel

Store:	January:	February:	March:	April:	May:	June:	July:	August:	September:	October:	November:	December:	
1	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
5	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
50	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
6	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
7	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	

Sales Associate Goals

Year:

2025

Filter

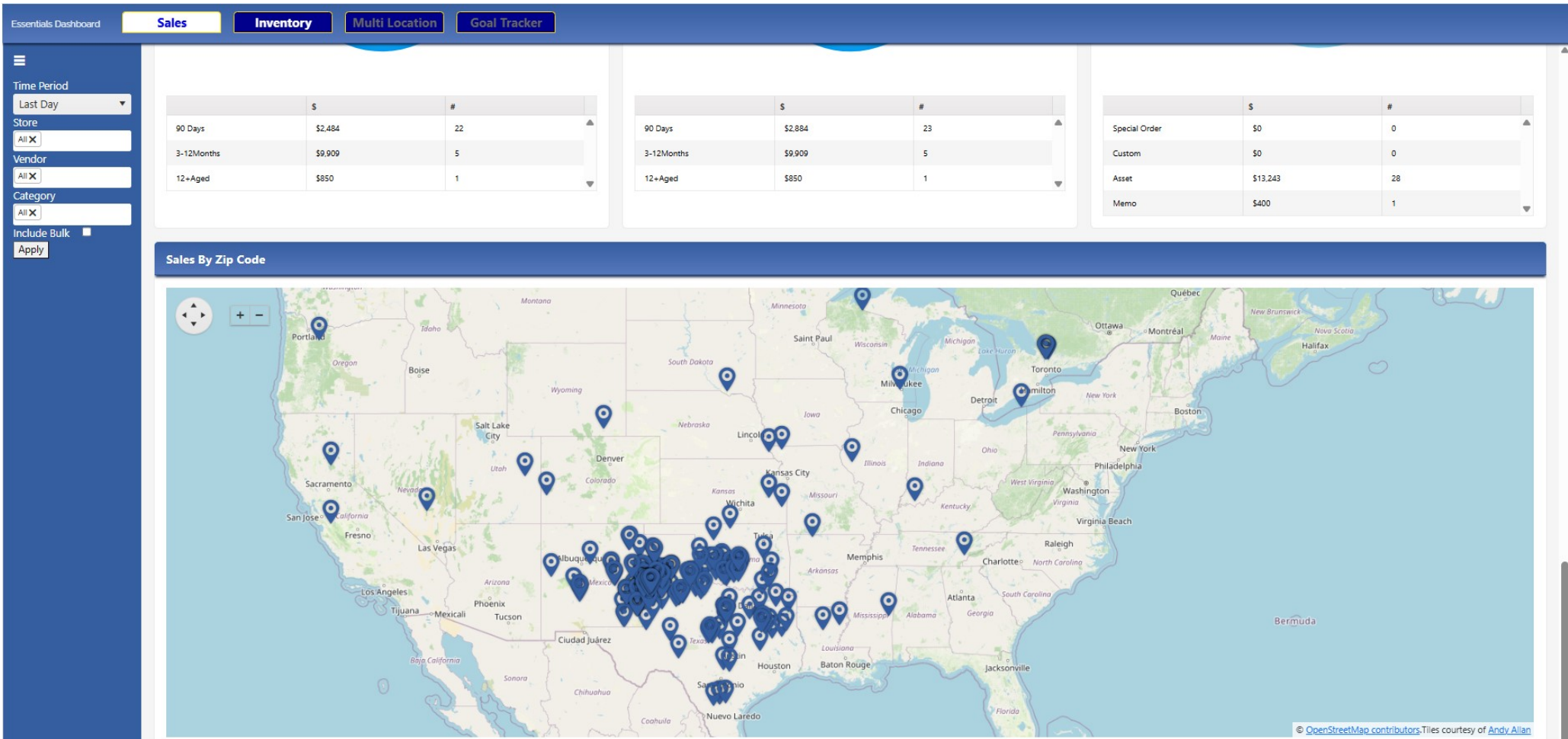
Save changes

Cancel changes

Export to Excel

Include	Sales Associate:	January:	February:	March:	April:	May:	June:	July:	August:	September:	October:	November:	December:	
☒		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ACCOUNT.SYS...	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ACUFF.JACKSON	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ADAMS.AMBER	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ADAMS.KIM	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ADAMS.LAURA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ALLEN.ELEANOR	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ANDERS.BRAD	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ANNIS.GEOFF	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
☒	ARMSTRONG.J...	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	

1



ALL

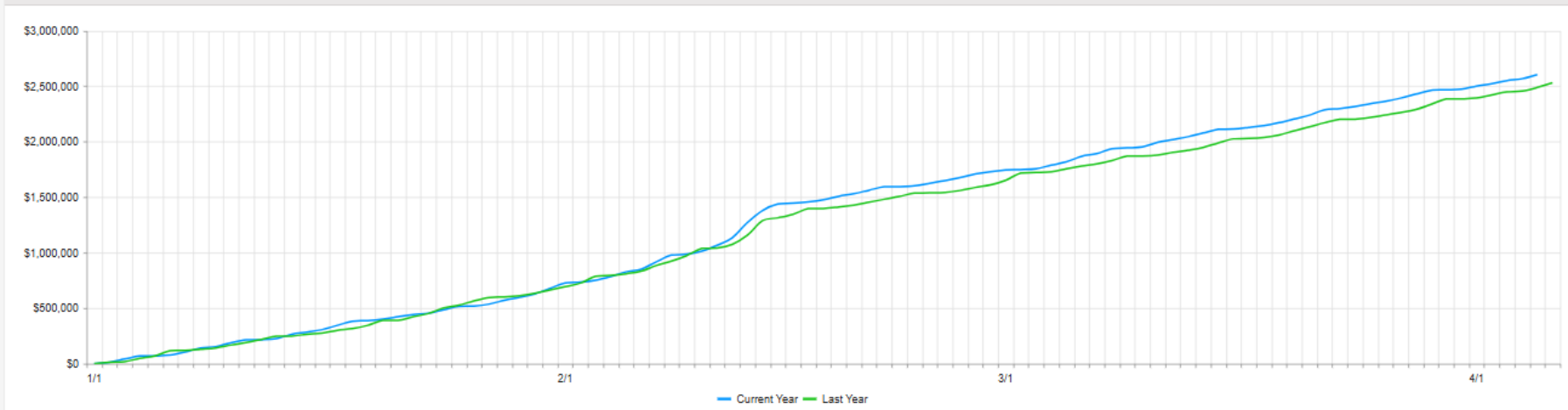
Use Custom Date: ☐

As of Date: 4/6/2025

Apply

Style Grid

Sales



Sales By Month



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OH By Month

Get All Months



Vendor Dashboard

Retailer View

Style Grid

Retailer:

ALL

Category:

SubCategory:

Level:

Ownership:

ALL

Sort:

Sold \$

15

Descending

Transaction Type:

Remove Cost: ☐

Remove MSRP: ☐

Use Custom Date: ☐

Period:

MTD

As of Date:

4/6/2025

Apply

SKU Number: SC55024982V3D1.40Rank: 1/5082



SOLD U:	1
SOLD \$:	\$4,702
AVG DTS:	159
OH U:	3
TURN:	0.34
Avg DOH:	156
MSRP:	9400

SKU Number: SC22009370ZSRank: 2/5082



SOLD U:	3
SOLD \$:	\$4,004
AVG DTS:	434
OH U:	47
TURN:	0.06
Avg DOH:	208
MSRP:	3440

SKU Number: SC55019849Rank: 3/5082



SOLD U:	1
SOLD \$:	\$3,400
AVG DTS:	248
OH U:	3
TURN:	0.34
Avg DOH:	556
MSRP:	6800

SKU Number: SC55023406V2Rank: 4/5082



SOLD U:	1
SOLD \$:	\$2,495
AVG DTS:	350
OH U:	3
TURN:	0.33
Avg DOH:	172
MSRP:	4990

SKU Number: SC55011916Rank: 5/5082



SOLD U:	1
SOLD \$:	\$2,450
AVG DTS:	0
OH U:	14
TURN:	0.08
Avg DOH:	302
MSRP:	5395

SKU Number: SC55021382V2Rank: 6/5082



SOLD U:	1
SOLD \$:	\$2,361
AVG DTS:	86
OH U:	9
TURN:	0.1
Avg DOH:	305
MSRP:	5490

SKU Number: SC22009370V2ZXSRank: 7/5082



SOLD U:	1
SOLD \$:	\$2,115
AVG DTS:	6
OH U:	0
TURN:	0
Avg DOH:	0
MSRP:	4653

SKU Number: SC55027642Rank: 8/5082



SOLD U:	1
SOLD \$:	\$1,971
AVG DTS:	162
OH U:	0
TURN:	0
Avg DOH:	0
MSRP:	4380

SKU Number: SC55023485V2Rank: 9/5082



SOLD U:	3
SOLD \$:	\$1,922
AVG DTS:	168
OH U:	13
TURN:	0.21
Avg DOH:	262
MSRP:	1495

SKU Number: SC55026375Rank: 10/5082



SOLD U:	1
SOLD \$:	\$1,748
AVG DTS:	168
OH U:	1
TURN:	1
Avg DOH:	33
MSRP:	3495

SKU Number: SC55025699RDZSRank: 11/5082



SOLD U:	1
SOLD \$:	\$1,485
AVG DTS:	9
OH U:	7
TURN:	0.06
Avg DOH:	100
MSRP:	2995

SKU Number: SC55004067ZMRank: 12/5082



SOLD U:	1
SOLD \$:	\$1,430
AVG DTS:	48
OH U:	7
TURN:	0.06
Avg DOH:	100
MSRP:	2995

SKU Number: SC55002949Rank: 13/5082



SOLD U:	1
SOLD \$:	\$1,346
AVG DTS:	44
OH U:	33
TURN:	0.06
Avg DOH:	100
MSRP:	2995

SKU Number: SC55009638Rank: 14/5082



SOLD U:	6
SOLD \$:	\$1,303
AVG DTS:	142
OH U:	100
TURN:	0.06
Avg DOH:	100
MSRP:	2995

SKU Number: SC22004026Rank: 15/5082



SOLD U:	8
SOLD \$:	\$1,287
AVG DTS:	115
OH U:	180
TURN:	0.06
Avg DOH:	100
MSRP:	2995

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BIG



Time Period

Last Day

Store

All X

Vendor

All X

Category

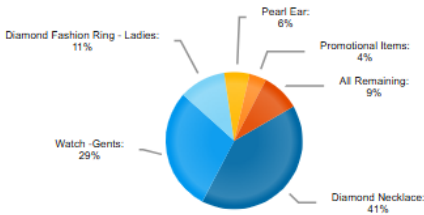
All X

Include Bulk

Apply

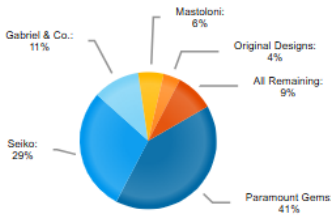
	Gabriel & Co.	Diamond Fashion Ring - Ladies	14K Yellow Gold Diamond Marquise Shape Stackable Ring 0.15ctw	\$850	\$850	0	100%Paula Chase
	Mastoloni	Pearl Ear	18 karat yellow gold Akoya Pearl Stud earrings	\$800	\$800	0	100%Isaiah Cadena
	Gabriel & Co.	Diamond Fashion Ring - Ladies	Lady's Yellow 14 Karat Beaded Stackable Fashion Ring Size 6.5 With 5=0.07Tw Round SI2 Diamonds Collection: Bujukan	\$675	\$675	0	100%Paula Chase

Sales By Category



Category: % Sales: Total Sales:

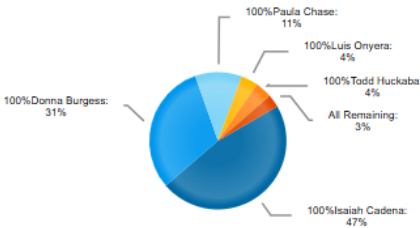
Sales By Vendor



Vendor: % Sales: Total Sales:

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Sales By Sales Person



Sales Person: % Sales: Total Sales:



Store

All X

Vendor

All X

Category

All X

Ownership

All

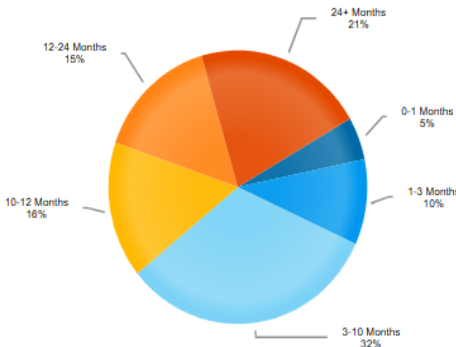
Stock As Of Date

09/27/2025

Include Bulk

Apply

On Hand Inventory



- Asset
- Memo
- Total

By Dollar

	Total:	%	0-1 Months	1-3 Months	3-10 Months	10-12 Months	12-24 Months	24+ Months	
Asset	\$4,156,693	73	\$195,079	\$432,813	\$1,350,798	\$683,314	\$632,887	\$861,802	▲
Memo	\$1,560,035	27	\$104,159	\$185,766	\$754,435	\$177,470	\$181,791	\$156,414	
Total	\$5,716,728	100	\$299,238	\$618,579	\$2,105,233	\$860,784	\$814,678	\$1,018,216	▼

By Units

	Total:	%	0-1 Months	1-3 Months	3-10 Months	10-12 Months	12-24 Months	24+ Months	
Asset	3295	82	201	709	951	151	438	845	▲
Memo	746	18	55	139	299	101	79	73	
Total	4041	100	256	848	1250	252	517	918	▼

Top 15 Vendors Based On Retail Sales

By Dollar

Vendors	Sales	F/S	Out of Stock F/S Sales	On Hand	Aged	
Paramount Gems	\$872,731	\$386,592	\$347,318	\$1,300,074	\$434,916	▲
IDD	\$526,783	\$257,637	\$80,966	\$454,575	\$116,488	
Armadani	\$505,279	\$255,471	\$126,989	\$479,282	\$137,393	
Simon G	\$276,175	\$170,379	\$147,089	\$175,510	\$28,870	
P.R. Diamonds Inc	\$151,322	\$151,322	\$151,322	\$0	\$0	
IDD Luxe	\$147,578	\$35,106	\$9,260	\$445,329	\$352,785	
Charles Krypell Inc	\$138,305	\$22,900	\$22,900	\$322,255	\$200,830	
Le Vian Corporation	\$138,215	\$90,886	\$62,972	\$200,694	\$742	
Oscar Heyman	\$136,500	\$26,500	\$26,500	\$683,500	\$47,500	
Gabriel & Co.	\$123,379	\$55,767	\$25,471	\$136,669	\$26,340	
Parle Gems	\$120,553	\$78,206	\$74,721	\$242,368	\$32,127	
Roberto Coin	\$110,145	\$38,635	\$8,745	\$147,955	\$51,200	
William Henry Studio	\$100,883	\$78,230	\$73,728	\$38,520	\$2,888	
Cary Michael Designs	\$95,263	\$27,990	\$19,759	\$133,126	\$60,062	
Swiss Time Company LLC	\$72,780	\$72,780	\$72,600	\$350	\$0	▼

By Units

Vendors	Sales	F/S	Out of Stock F/S Units	On Hand	Aged	
Paramount Gems	111	52	37	137	40	▲
IDD	457	223	58	326	42	
Armadani	566	260	84	402	87	
Simon G	94	47	35	73	11	
P.R. Diamonds Inc	4	4	4	0	0	
IDD Luxe	180	40	9	615	497	



Store

All X

Vendor

All X

Category

All X

Ownership

All

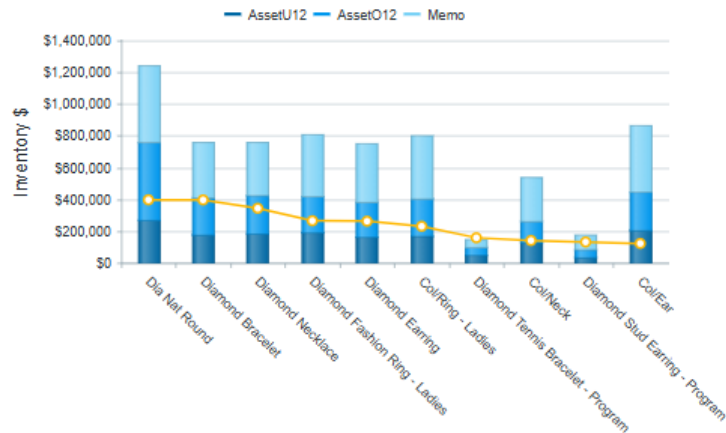
Stock As Of Date

09/27/2025

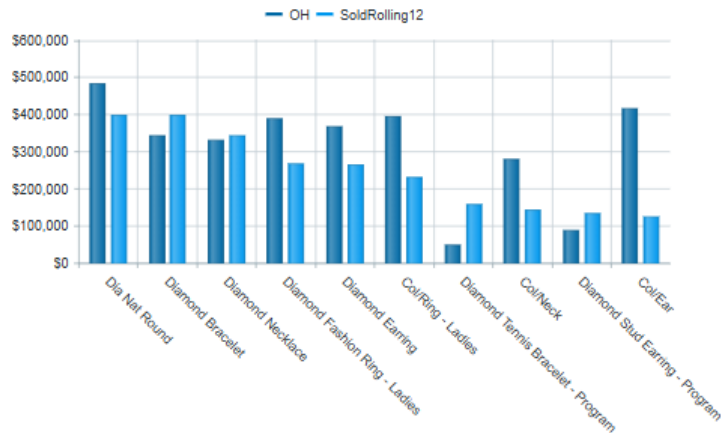
Include Bulk

Apply

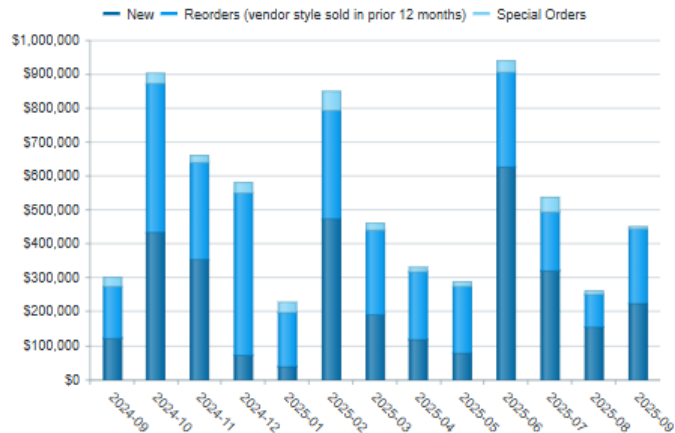
On Hand Inventory by Category with Sales Sparkline



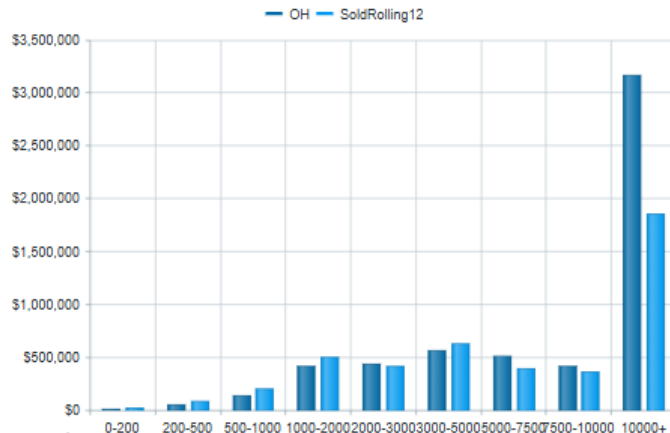
OH vs Sold Rolling Year by Category



Seasonal Inventory Receiving



OH vs Sold Rolling Year



How to create great web pages fast!

Another new way: EWC

▼

EWC

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localhost:54321/?Admin

AI

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BIG

B2B

🔗

Jira

🔗

Mark's Dash

🔗

🎥

BIG

Local

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🦋

🔑

🕒

📁

HOME

Clientbook

Users

NoShow

Rename User Account

Old User Account:

New User Account:

Rename

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EWC

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localhost:54321/?Admin

AI

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BIG B2B

🔗 Jira

🔗 Mark's Dash

🔗 BitBucket

🎥 Pluralsight

BIG Local

🌐 Google

🦋 Bluesky

🔑 Agent Login

🕒 History of English

HOME

Clientbook Users NoShow

Add Clientbook Retailer

BTBID:

Clientbook Foldername:

ADD

[Export to Excel](#)

◀ ◻ 1 2 3 ▶ ▶ 10 items per page

New Production Environment

- Windows Service
- Code in text files
- Full Source Control
- Global file handling
- Global error handling



Thank you!

DYNA '25 – 09/29/2025

Mark I. Wolfson

BIG