wayfair® | Keeping Up with the Kar**DASH**ians

What's a Cube?

- A **Cube** is a cluster of databases housing data related to a specific area
  - Retail Cube - shows WSC, Availability, GRS, Traffic, etc.
  - Part Pricing Cube - shows RPI, WSI, MRPI, etc.
  - Merchandising Cube - shows HPR tag coverage, IDOC, etc.
  - Supply Chain Cube - shows incidences, ship type, ship speed, etc.

You can connect to a cube by:
1. **Copying over an existing sheet**
   a. Open a DASH report that is connected to the cube you want to work in
   b. Right click the sheet and select "Move or Copy" → Select "New Workbook" → Check the "Create a Copy" box → "Ok"
2. **Connecting to the desired cube via these instructions**
   a. Retail Cube
   b. Part Pricing Cube

You can see what cube you're connected to by:
1. **Clicking the "Data" tab in the top Excel toolbar**
   a. Click "Properties" → Toggle to "Used In" tab

I love technology.

| Get & Transform Data | | Queries & Connections | |

Connection Properties ? ×

Connection name: https___olap-retail.service.csnzoo.com_10502_xmla_default Retail Cu

Description:

Usage | Definition | Used In

Locations where this connection is used in the workbook:

Sheet	Name	Location	Value	Formula
Supplier Level	PivotTable1	$A$1:$E$62		

2
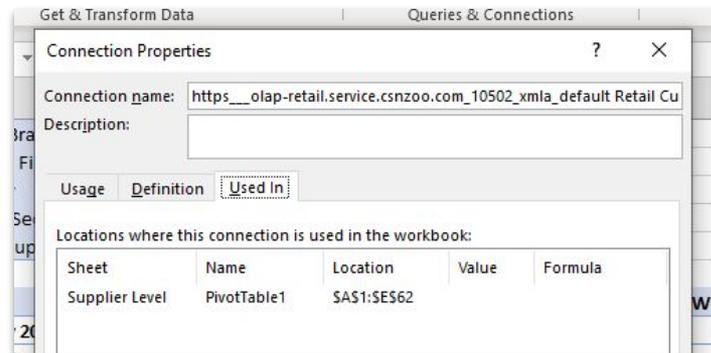
Pivot Tables 101

What's a Pivot Table?

A PivotTable is an interactive way to quickly summarize large amounts of data

To start a pivot table:

1. **Insert a *new* pivot table (must have established cube connection):**
   a. Insert → pivot table → use existing connection → select the cube you want to work in → select the cell you want the pivot table to start in → click ok

2. **Highlight and copy/paste an existing pivot table**
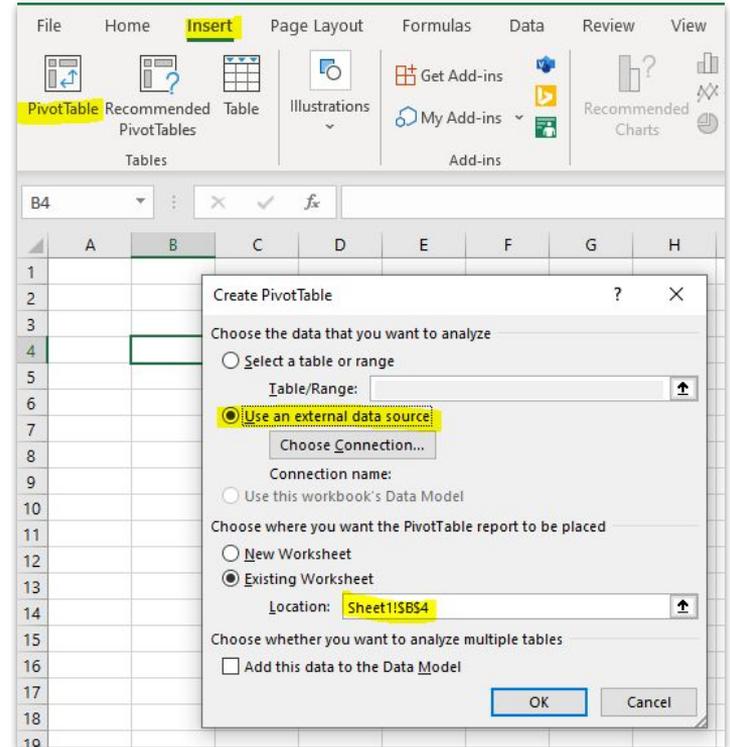
Pivot Tables 101 - Cont'd

All pivot tables, in all cubes, should have the below 3 base filters:
- Store By Brand, Subentity, Business Sector
  - The order does not matter

Some cubes require additional specific filters
- WSI and WPI need "Index Date" filter in Part Pricing Cube
  - Learn more about index dates [here](#)

- RPI needs the "Competitor" filter in Part Pricing Cube, filtered to *Amazon Buy Box*

Excel/DASH Best Practices

- **"Save As"** your own version of reports shared with you as to not overwrite the original version

- Remember to **"Refresh All"** data to ensure the data in your pivot tables are updated

- **Copy already existing** sheets/pivot tables to save you some time pulling in the standard filters

- Select the **"Defer Layout Update"** option to add all of your filters without waiting for the pivot to refresh between each
  - Once you're done, hit Update and all of your changes will refresh at once

YOU'RE DOING AMAZING, SWEETIE.
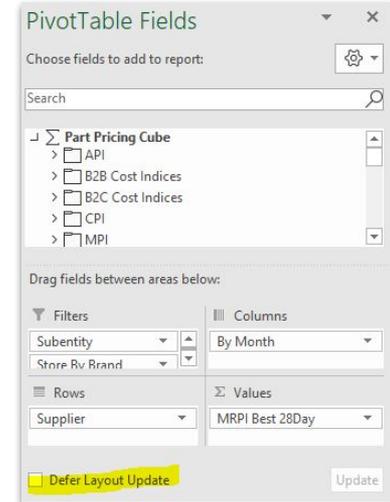
Quick Excel Tips

- **ALT + D + F + F -** adds filters to all highlighted cells to enable sorting

- **CTRL + Shift + up/down/left/right arrow -** selects entire field of data without having to scroll through all cells

- **Data Validation -** a feature used to control what value a user can enter into a cell; (pairs really well with a V Lookup as the reference cell)
  - In a separate sheet (you can hide sheet later), list the values you want to be shown in the dropdown list
  - Select the cell you want the dropdown list to appear in → Data → Data Validation
  - Select "List" from the Allow dropdown → Click into the "Source" bank and highlight the list of potential values you created in the separate sheet

Example data validation list
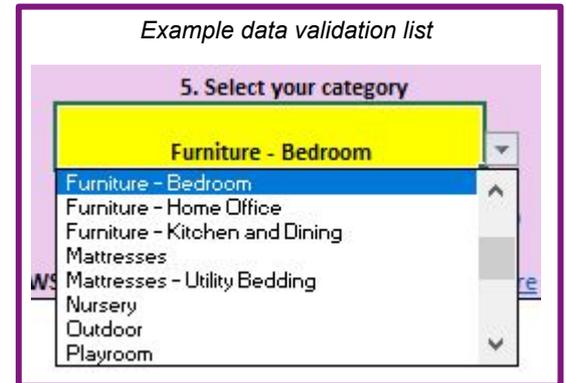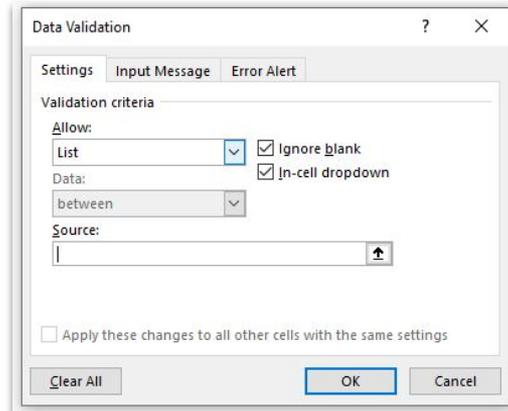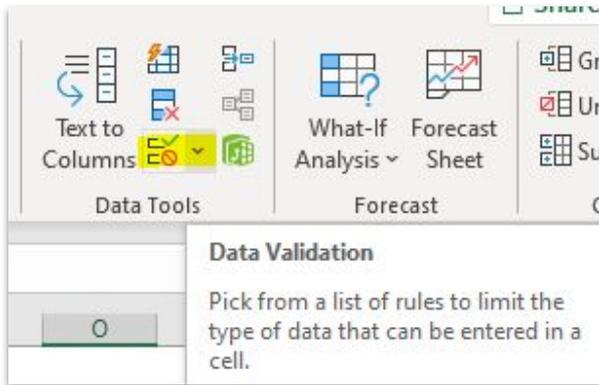
- **Conditional Formatting -** color-codes cells to help you easily identify trends in a set of data.
  - Select the cells you want to format → "Home" in top toolbar → "Conditional Formatting" → "Color Scales"
  - Ask yourself:
    1. **What data are you comparing?**
       a. Do you want to track your supplier's YoY metrics to itself over time, or do you want to compare it to the category's YoY metrics?

Comparing RPI to itself over time (vertically)

2021	Supplier RPI	Category RPI	Wayfair RPI
January	7.42%	3.19%	5.94%
February	6.86%	6.27%	7.77%
March	10.69%	6.40%	9.24%

Comparing supplier RPI to benchmarks each month (horizontally)

2021	Supplier RPI	Category RPI	Wayfair RPI
January	7.42%	3.19%	5.94%
February	6.86%	6.27%	7.77%
March	10.69%	6.40%	9.24%

2. **Are high values good or bad for this data set?**
   a. Ex: high YoY growth is good so we would select a conditional formatting option that color-codes the high values to be green
   b. Ex: high RPI is bad so we would color-code the high values to be red
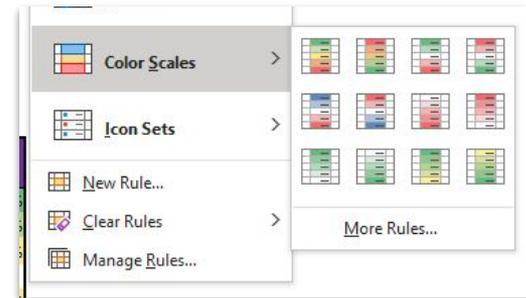
Frequently Used Formulas

Formula	Use Case	Example
If Error	Great to use if you want all "N/A" values to appear as another value or just a blank cell (this makes sorting data easier)	https://exceljet.net/excel-functions/excel-iferror-function
V Lookup	Quickly finds corresponding data for a specified value	https://exceljet.net/excel-functions/excel-vlookup-function
Rank	Returns the rank of a numeric value when compared to a list of other numeric values	https://exceljet.net/excel-functions/excel-rank-function
Sum If	Adds all numbers in a range of cells based on one criteria (ex: is equal to 2000)	https://exceljet.net/excel-functions/excel-sumifs-function
Count If	Counts cells in a range that meet a single condition (ex: labeled as "high potential" supplier)	https://exceljet.net/excel-functions/excel-countifs-function
Index Match	The combination of two functions in Excel - combined, the two formulas can look up and return the value of a cell in a table based on vertical and horizontal criteria	https://exceljet.net/index-and-match

Helpful Reports

Copy and paste these links into the search bar on your computer:

Supplier Availability - *T:\CategoryMgmt\Furniture & Decor\Team Folder\sreilly\DASH\Supplier Level\Availability DASH.xlsx*

Supplier Top Classes - *T:\CategoryMgmt\Furniture & Decor\Team Folder\sreilly\DASH\Supplier Level\COPY Acme_Top 20 Classes.xlsx*

Monthly Supplier Report Card - *T:\CategoryMgmt\Furniture & Decor\Team Folder\jeckelman\01_Category Standardized Reports\Monthly Supplier Report Card.xlsx*

SKU Health - *T:\CategoryMgmt\Furniture & Decor\Team Folder\sreilly\DASH\Supplier Level\Copy SKU Health Template v1.xlsx*

Supplier Pricing - *T:\CategoryMgmt\Furniture & Decor\Team Folder\sreilly\DASH\Team Reporting\Bedroom Reporting\Bedroom Pricing OKRs Tracker.xlsx*

Resources

- Your coworkers!
- InfoHub
- [CM Pricing 101 Doc](#)
- [Retail Cube Troubleshooting Guide](#)
- Slack
  - #cm-tools-help