

2008 2009 N/A 2000 2001 2002 2003 2004 2005

February March April May June July

Septem... October November December N/A

Salesperson-Purchaser

AH - Annette Hill

BD - Bart Duncan

JR - John Roberts

LM - Linda Martin

MA - Mary A. ...

Bill-to Country

AT ... BE ... CA ... CH ...

CZ ... DE ... DK ... ES ...

FR ... GB ... IS ... MO ...

MY ... NL ... NO ... SE ...

Index 2984%

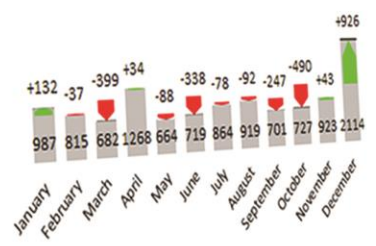
Index 49,64%

Amount 306.826,74

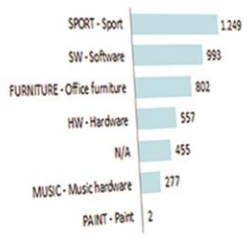
Quantity 18.102,00

1.213.505,37

Actual vs Plan by Month in K€



Profit by Categories in K€



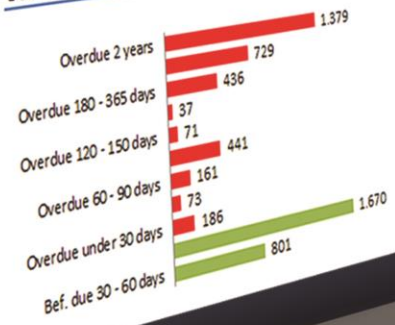
Turnover (Days) 1.087

Efficient ,34

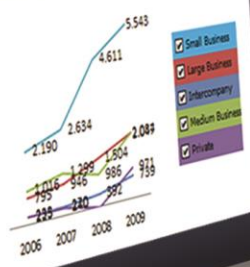
Receivables 259

Receivables 281

Due Analysis in K€



Sales by Customer Group in K€



Customers in K€

44 - Progressive... 530

Candoxy Canada... 495

Gagn & Gaman 490

Hotel Pferdesee 456

onnmat Design 450

425 - Marholm... 428

ibel Scherrer AG 416

emark Hifi Shops 404

2912 - Highlights... 387

100 - L bros S.A. 364

# bi4dynamics

## Business Intelligence for Microsoft Dynamics

Benefit from our technical knowledge and NAV implementation experience packaged into standardized BI solution.

# BI4DYNAMICS

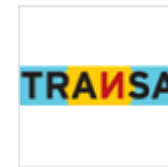
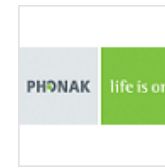


- > **21** languages
- > **50** countries
- > **150** partners
- > **700** customers

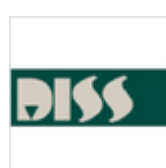




# TRUSTED AROUND THE GLOBE



# ALL INDUSTRIES



# BI4DYNAMICS

data warehouse based solution



**Add content & performance**



# We deliver

- Content
- Flexibility



# COMPLETE BI SOLUTION!

(with much more than competition)

## Standard areas

- Finance
- Sales
- Purchase
- Receivables
- Payables
- Inventory

## + Additional areas

- Manufacturing
- Jobs & Resources
- Sales Orders
- Purchase Orders
- Service management
- Fixed Assets
- Warehouse Management
- Bank Accounts

# **BUSINESS APPROACH**

# CONTROL YOUR BUSINESS

- Full insight into „what is going on“ over all business areas
- No NAV login required
- User friendly interface (Excel)
- No longer reliant on IT or accounting
- Best cost/benefit ratio & TCO you will get on the bi market



# SALES

## • What we offer

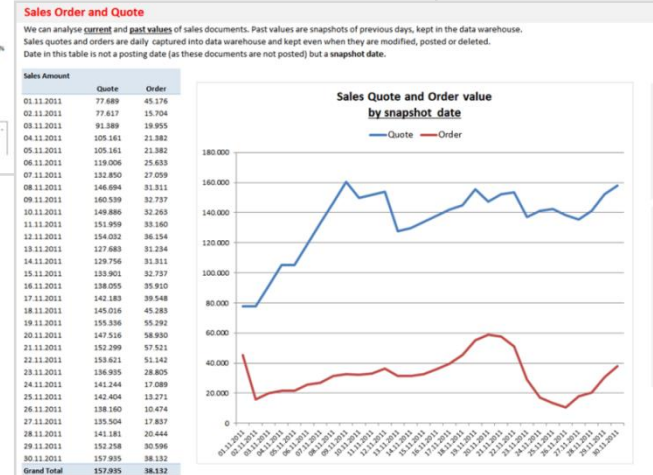
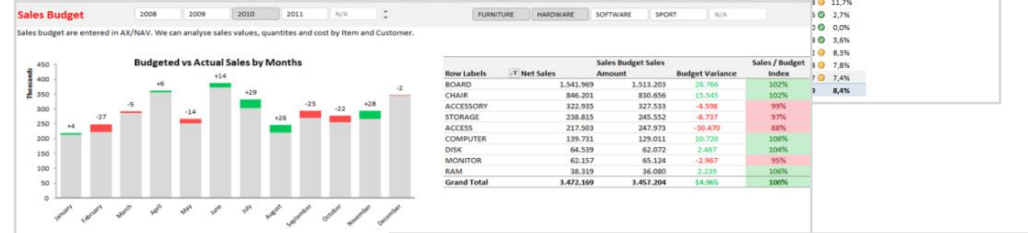
- Powerful and simple sales dashboards
- Seasonal aspects of sales, YTD
- Focused sales measures by Type (Item, Resource, GL Account, FA)
- Database snapshot for sales order analysis

## • What you gain

- Structural understanding of all numbers

**Top 30 Customer Table**

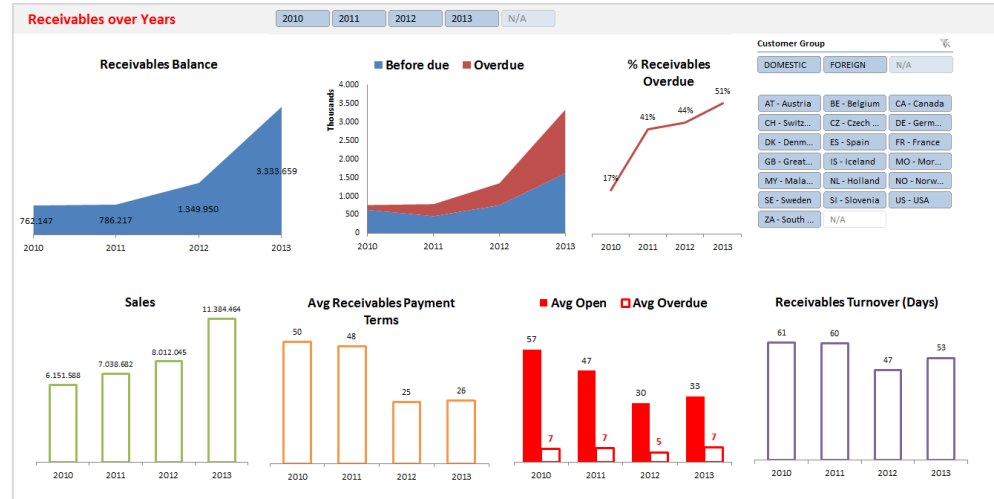
	Net Sales	Net Sales Last YTD	Net Sales YTD Index	Net Sales Item Resource	Net Sales GL	Profit	Profit %	Sales Discount Amount	Sales Discount %	Year
36 - Gagn & Geman	921,556	215,424	242%	486,122	22,323	11,109.00	220,557	42.3%	56,092	10.8%
60 - Hotel Plerdesse	425,493	112,098	280%	402,830	15,413	7,250.00	185,724	45.8%	58,922	13.8%
47 - Marsholm Karmstol	406,145	111,765	363%	384,405	18,715	8,025.00	194,999	48.0%	27,304	6.7%
10 - Progressive Home Furnishings	350,157	86,144	406%	331,800	12,007	6,350.00	238,551	67.2%	61,433	17.5%
41 - Sunnatt Design	342,487	90,935	377%	311,587	17,950	10,950.00	118,222	34.8%	41,532	12.1%
64 - Klubbén	335,810	240,471	139%	310,731	14,742	8,346.00	157,536	47.3%	33,983	10.2%
70 - Candovy Canada Inc.	328,772	48,981	671%	306,089	13,642	9,041.00	116,675	35.5%	32,999	10.0%
73 - Möbel Scherrer AG	289,445	83,990	345%	270,341	13,431	5,673.00	126,337	43.6%	0	0.0%
32 - Libros S.A.	286,665	114,465	250%	267,827	10,895	8,003.00	125,132	43.7%	30,664	10.7%
44 - Designstudio Gronden	270,410	289,893	94%	251,427	11,271	6,612.00	155,480	57.5%	11,450	4.2%
14 - Highlights Electronics Sdn Bhd	257,778	158,224	163%	238,823	10,629	8,326.00	117,410	45.5%	23,647	9.3%
67 - Mirfield Corporation	239,909	107,832	222%	226,692	9,306	3,911.00	97,873	40.8%	7,023	2.9%
26 - Nieuwe Zandpoort NV	228,129	146,312	156%	213,460	10,568	4,101.00	115,546	50.6%	9,309	4.1%
74 - J & V v.o.s.	227,844	104,488	218%	210,785	13,980	4,479.00	77,666	34.1%	19,193	8.4%
60 - Engels Kontorsmøbler AB	222,434	28,893	770%	208,710	8,948	4,716.00	113,077	50.8%	21,979	12.6%
16 - Somadis	218,358	629,180	35%	199,403	13,121	5,835.00	122,996	56.3%	31	0.0%
24 - Meersan Meubelen	204,608	100,390	204%	191,274	10,002	3,332.00	93,216	45.6%	22,799	11.1%
59 - Cronus Cardovy Procurement	200,286	93,206	215%	182,715	11,128	6,443.00	70,951	35.4%	15,057	7.5%
28 - Louvine Contractors	197,296	58,235	339%	170,305	18,953	8,041.00	105,704	53.8%	20,720	10.5%
48 - Candovy Kontor A/S	193,157	131,027	147%	169,817	16,460	6,880.00	77,256	40.0%	0	0.0%
22 - John Haddock Insurance Co.	190,984	322,395	59%	180,248	7,127	3,609.00	103,238	54.1%	26,253	13.7%
77 - Ravel Mflier	186,045	164,857	113%	166,704	11,027	8,314.00	72,003	38.7%	15,972	8.6%
12 - Selangorian Ltd.	182,605	329,419	55%	163,200	14,342	5,064.00	56,892	31.2%	16,828	9.2%



# RECEIVABLES

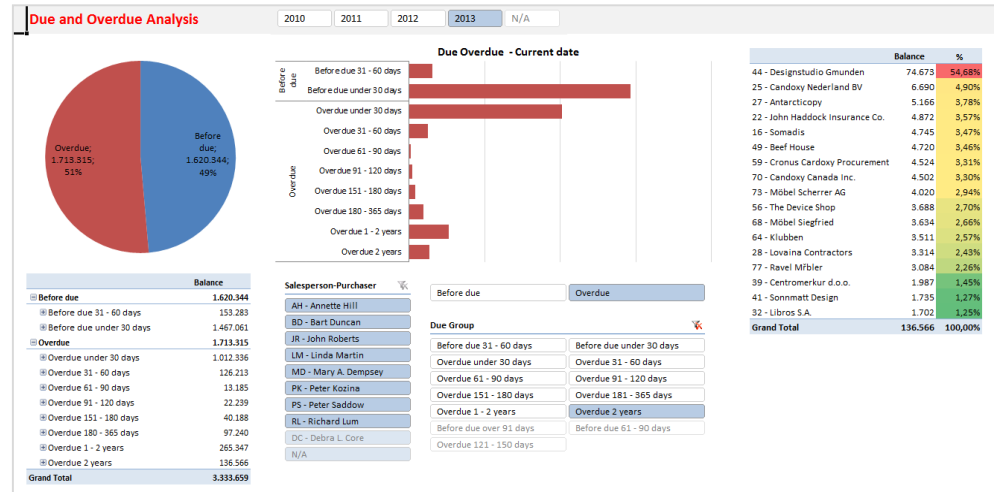
## • What we offer

- Best practice approach
- Operational insight into „where your money is“
- Historical and ageing receivables analysis
- Insight into your customers' payment habits



## • What you gain

- Discipline in cash flow
- Considered decision making regarding who you will work with in the future
- Time when working with your financial advisors



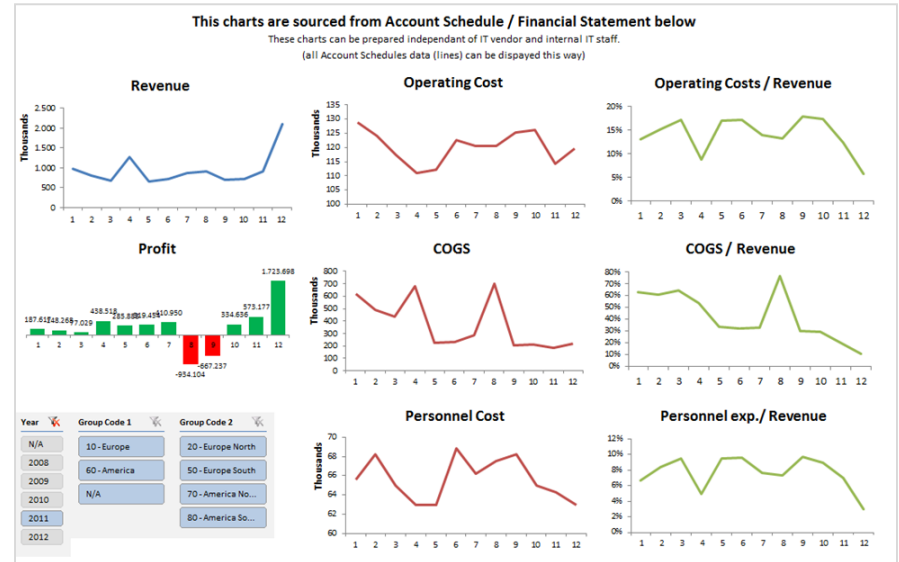
# FINANCE

## • What we offer

- Understanding and knowledge of financial area
- Business and accounting tool
- Measures you would expect from such a financial solution

## • What you gain

- Transparency
- Sophisticated and structured overview of all details
- Solution that does not need an IT vendor or internal IT to support



Year: 2008, 2009, 2010, 2011, N/A, 2012

Account Schedules / Financial Statements over Month  
 All Account Schedules (NAV) or Financial Statements (AX) structures are transferred to Excel.  
 Pivot table formatting will be kept, so we can show millions and percentages in the same table.

Statement: BS, CAPITAL, COST, TEST

Net change	January	February	March	April	May	June	July	August	September	October	November	December
802 - Administrative	846	712	745	765	607	565	564	790	765	572	644	822
803 - Computer	10.795	9.869	9.163	11.049	10.738	10.446	10.002	10.065	10.214	10.749	54.643	16.159
804 - Selling	3.246	3.812	3.472	3.450	3.445	3.800	3.528	3.583	3.709	3.198	3.387	3.628
805 - Vehicle	1.661	1.455	1.640	1.490	1.654	1.557	1.530	1.415	1.498	1.403	1.426	1.727
806 - Other Operating					13.250	13.729	17.105	15.073	15.552	14.885	14.848	14.639
808 - Fixed Asset Depreciation					333	417	417	417	417	417	417	417
COGS - COGS	662.666	99.225	975.606	901.956	150.916	112.054	5.328	111.437	277.213	186.127	105.722	351.419
C - Cost (Operating costs + COGS)	712.520	150.377	1.025.958	954.371	216.567	178.084	72.351	175.950	343.748	251.321	216.194	423.283
F - Financial Items	50.000	50.000	50.000	4.981	100.000	50.000	37.087	45.888	48.970	50.000	27.422	49.700
TC - Total Cost (COGS + Operating Cost + Financial Item)	762.520	200.377	1.075.958	949.390	316.567	218.084	109.439	221.838	392.718	301.321	188.772	472.983
COGS / Revenue	75.0%	24.4%	195.1%	395.9%	23.7%	20.5%	0.6%	27.9%	51.5%	42.5%	26.6%	95.8%
Financial Items / Revenue	5.7%	13.3%	10.0%	-2.2%	15.7%	12.7%	3.8%	11.5%	9.1%	11.4%	-6.9%	13.7%
Total Cost/Revenue	86.3%	49.3%	215.1%	415.5%	49.7%	58.1%	11.3%	55.5%	73.0%	68.8%	47.5%	130.2%

OPERATING COST RATIO	January	February	March	April	May	June	July	August	September	October	November	December
Building Maintenance / Operating costs	3.3%	4.0%	-4.7%	4.5%	3.1%	3.4%	3.3%	2.8%	3.0%	2.5%	1.9%	2.5%
Administrative / Operating costs	1.7%	1.4%	1.5%	1.5%	0.9%	0.9%	0.6%	1.2%	1.2%	0.9%	0.6%	1.1%
Computer / Operating costs	21.7%	19.3%	18.2%	21.1%	16.4%	15.8%	14.9%	15.6%	15.4%	16.5%	49.5%	22.5%
Selling / Operating costs	6.5%	7.5%	6.9%	6.6%	5.2%	5.8%	5.2%	5.6%	5.6%	4.9%	3.1%	5.0%
Vehicle / Operating costs	3.3%	2.8%	3.3%	2.8%	2.5%	2.4%	2.3%	2.2%	2.3%	2.2%	1.3%	2.4%
Fixed Asset Depreciation / Operating costs					0.5%	0.6%	0.6%	0.6%	0.6%	0.6%	0.4%	0.6%

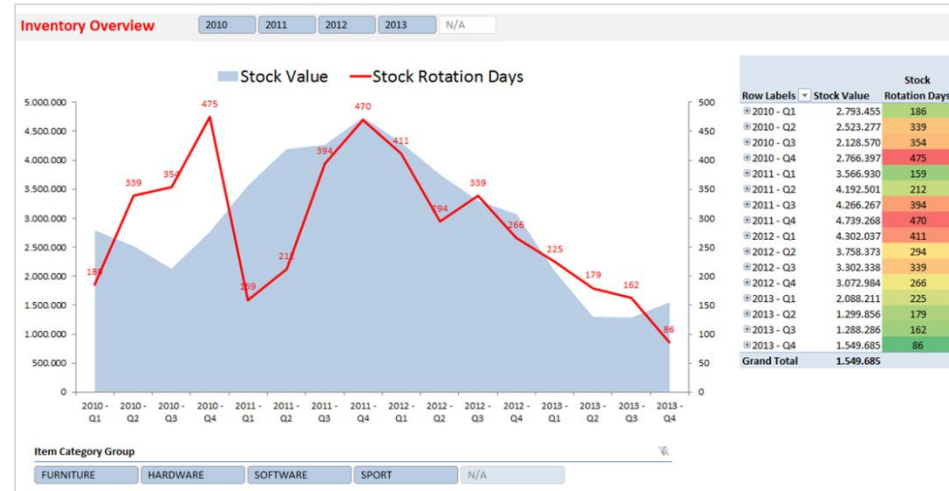
# INVENTORY

- **What we offer**

- Inventory overview by any item attribute
- 50 measures and few very smart KPIs
- Inventory ageing by history

- **What you gain**

- Pocket guide to knowing where you keep everything
- Knowledge about past and control over future inventory trends



**Sales, Purchase and Inventory cubes - connected** Item Category Group: FURNITURE HARDWARE N/A SOFTWARE SPORT

Measures are from: Inventory Sales Purchase

Row Labels	Opening Stock Value	Value Increase	Value Decrease	Value	Quantity	Net Sales	Sales Invoiced Quantity	Profit %	Net Sales YTD Index	Cost Amount	Purchase Invoiced Quantity
1896 - ATHENS Euro Chair	165.817	28.876	5.023	23.853	-27	54.257	84	91%	118%	28.876	57
1900 - PARIS Guest Chair	215.162	6.533	2.710	3.823	40	3.378	27	20%	42%	6.533	67
1908 - LONDON Swivel Chair	10.204	2.595	1.897	698	-33	7.145	60	73%	104%	2.595	27
1924 - CHAMONIX Storage Unit	27.527	1.142	0	1.142	14				141%	1.142	14
1968 - MEXICO Swivel Chair	19.630	865	96	769	7	247	2	61%	138%	865	9
1972 - MUNICH Swivel Chair	53.515	5.574	2.818	2.756	31	3.243	27	13%	133%	5.574	58
1980 - MOSCOW Swivel Chair	37.836	865	0	865	9				165%	865	9
1988 - SEOUL Guest Chair	27.788	878	0	878	9				100%	878	9
1990 - CALGARY Whiteboard	146.897	29.761	24.604	5.158	10	31.194	32	21%	136%	29.761	42
7201 - Doorknob	588	17	65	-49	-68	102	96	36%	144%	17	28
<b>Grand Total</b>	<b>704.963</b>	<b>77.105</b>	<b>37.213</b>	<b>39.892</b>	<b>-8</b>	<b>99.565</b>	<b>328</b>	<b>63%</b>	<b>117%</b>	<b>77.105</b>	<b>320</b>

If your organization has product managers that are responsible for all aspects of product (sales, purchase and stock) then you may find such information very useful. Excel can display more pivot tables on one sheet side by side, but these pivot tables cannot be connected by one slicer. The slicer can only connect those pivot tables that come from the same OLAP cube. Therefore instead of using 3 slicers and changing them constantly to set the same value (Item code) for each you may use only one slicer that effects pivot table that joins more cubes in the background.

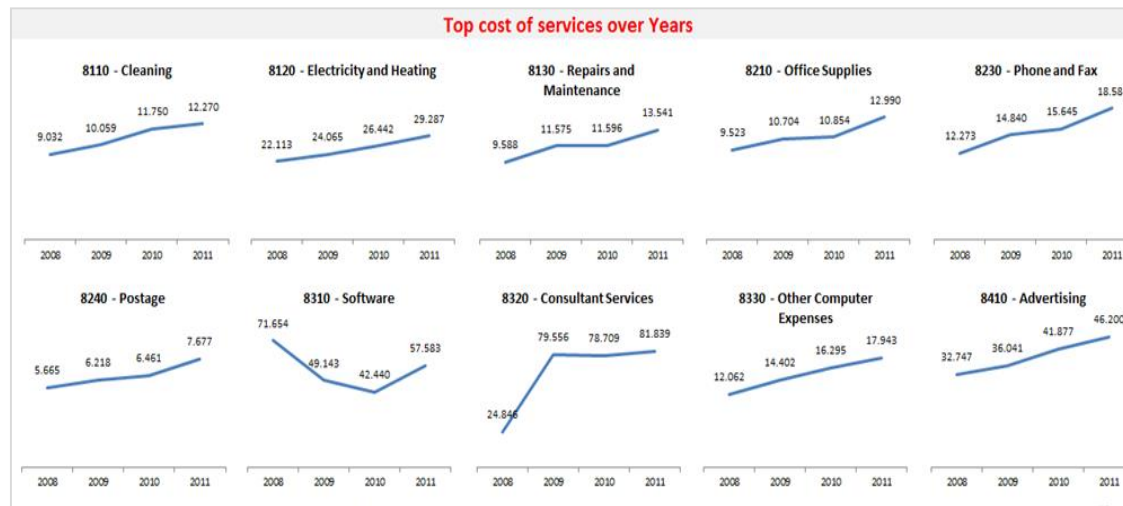
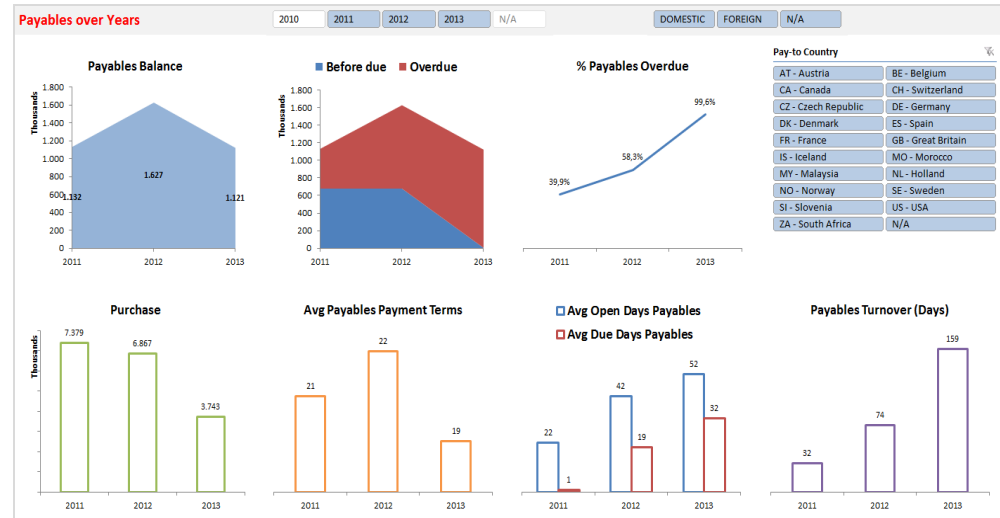
# PURCHASE & PAYABLES

## • What we offer

- Standardized and complete coverage
- Purchase area = Sales area
- Payables area = Receivables area

## • What you gain

- Insight and control over often overlooked part of your business



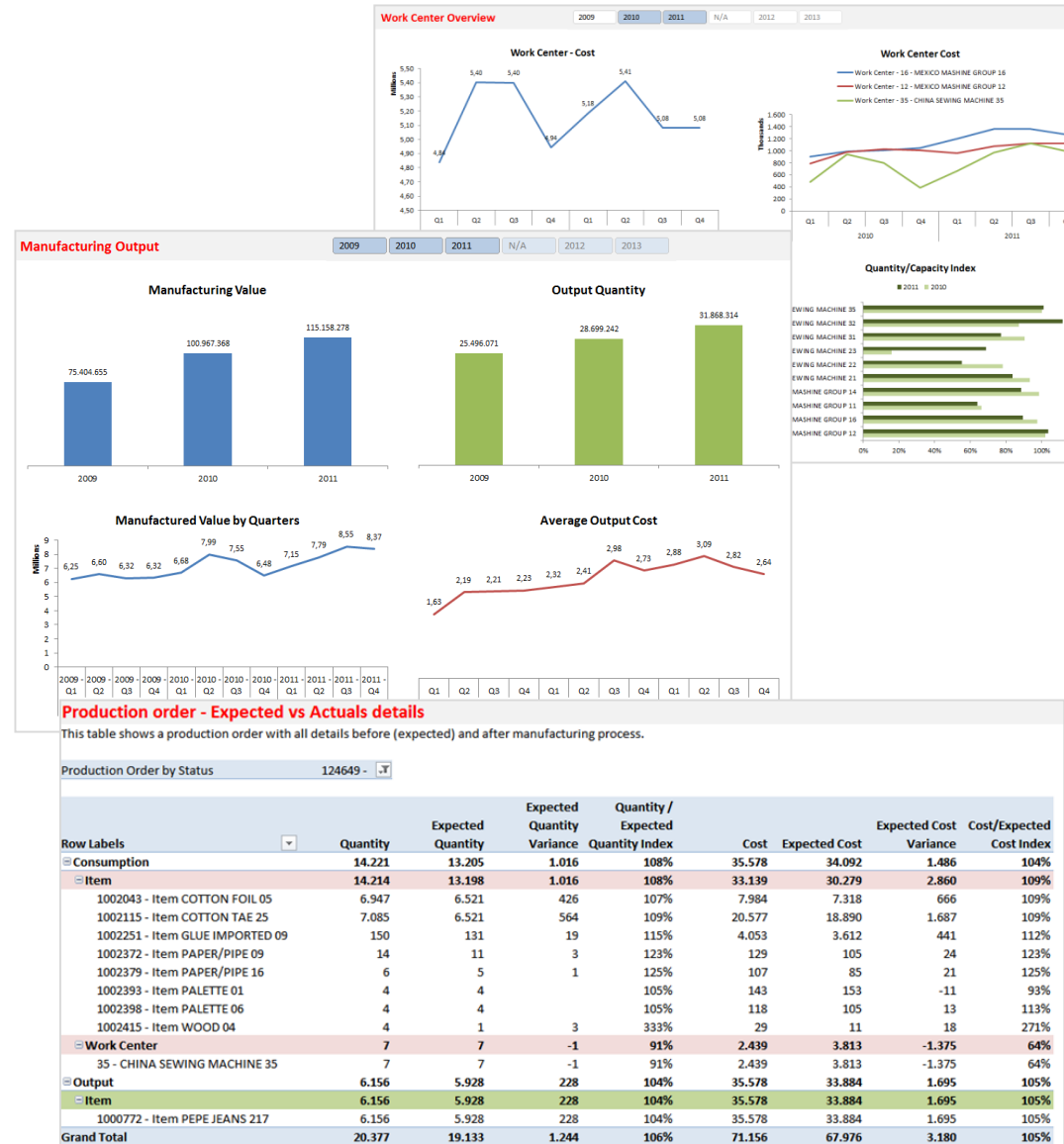
# MANUFACTURING

- **What we offer**

- All about items and work centres consumption and output
- Strategic and detailed analysis in one sheet
- Analysis that you can not make using ERP solutions

- **What you gain**

- Confirmation about the trends you already know and numbers behind
- Notices about outliers (exceptions)
- Visual solution that can handle any structure of manufacturing master data



# JOBS AND RESOURCES

- **What we offer**

- Profitability of good and bad projects
- Utilization by department
- Hour consumption by project, employee

- **What you gain**

- Knowledge about who is working and who is not
- Better HRM
- Treat champions as champions and get rid of lazy underperformers

Job by Years							Resource			
Row Labels	Total Sales	Total Cost	Total Profit	Total Profit %	Utilization	Item Sales	Actual Sales	Total Sales / h	Total Profit / h	
<b>10 - Smart Bank - BI project</b>	<b>325.995</b>	<b>77.262</b>	<b>248.732</b>	<b>76,3%</b>		<b>106.849</b>	<b>219.145</b>	<b>95</b>	<b>73</b>	
2009	178.653	47.643	131.011	73,3%		34.583	144.070	84	62	
2010	78.441	21.394	57.048	72,7%		56.534	21.908	83	60	
2011	68.900	8.226	60.674	88,1%		15.732	53.168	190	167	
<b>11 - Small Insurance - BI project</b>	<b>172.896</b>	<b>36.954</b>	<b>135.941</b>	<b>78,6%</b>		<b>50.418</b>	<b>122.478</b>	<b>105</b>	<b>83</b>	
2009	40.052	7.623	32.429	81,0%		36.531	3.521	112	90	
2010	104.036	23.267	80.769	77,6%		4.231	99.805	103	80	
2011	28.808	6.064	22.744	79,0%		9.656	19.152	108	85	
<b>20 - Car Manufacturing - ERP project</b>	<b>128.694</b>	<b>32.918</b>	<b>95.775</b>	<b>74,4%</b>		<b>10.709</b>	<b>117.720</b>	<b>91</b>	<b>68</b>	
2009	50.220	16.197	34.023	67,7%		0	50.220	74	50	
2010	47.367	10.760	36.606	77,3%		9.642	37.460	102	79	
2011	31.107	5.961	25.146	80,8%		1.067	30.040	117	95	
<b>21 - Montessori School - ERP project</b>	<b>381.752</b>	<b>167.824</b>	<b>213.928</b>	<b>56,0%</b>		<b>75.831</b>	<b>299.943</b>	<b>53</b>	<b>30</b>	
2009	15.482	10.637	4.846	31,3%		422	15.061	34	11	
2010	139.507	37.444	102.063	73,2%		42.853	96.654	90	66	
2011	226.762	119.743	107.019	47,2%		32.556	188.228	43	21	
<b>Grand Total</b>	<b>1.009.336</b>	<b>314.959</b>	<b>694.376</b>	<b>68,8%</b>		<b>243.807</b>	<b>759.286</b>	<b>74</b>	<b>51</b>	

Job by Type							
We can track all measures by Type: Item, Resource and G/L Account (for costs).							
Row Labels	Total Sales	Total Cost	Total Profit	Total Profit %	Total Sales / h	Total Profit / h	Utilization
<b>Resource</b>	<b>117.720</b>	<b>32.871</b>	<b>84.849</b>	<b>72%</b>	<b>83</b>	<b>60</b>	<b>16,9%</b>
DEV - Development	92.560	21.911	70.649	76%	95	73	
LEAD - Project Leading	19.400	8.271					
CON - Consulting	5.760	2.427					
T - Travel	0	261					
<b>Item</b>	<b>10.709</b>	<b>0</b>					
4010 - Computer III 800 MHz	1.960	0					
2070 - MS Dynamics CRM	1.905	0					
4012 - Team Work Computer	1.660	0					
4013 - Enterprise Computer	1.547	0					
2080 - MS Dynamics GP	1.380	0					
2020 - B4Dynamics CRM	1.300	0					
2031 - MS Dynamics NAV Lite	717	0					
4015 - Computer III 733 MHz	240	0					
<b>G/L Account</b>	<b>0</b>	<b>48</b>					
8430 - Travel	0	48					
<b>Grand Total</b>	<b>128.429</b>	<b>32.918</b>					

Job Scheduled and Contracted							
We can track all measures by Type: Item, Resource and G/L Account.							
Row Labels	Total Sales	Total Cost	Hour Consumption	Total Contracted Cost	Total Contracted Sales	Total Scheduled Cost	Total Scheduled Sales
<b>Resource</b>	<b>219.145</b>	<b>75.131</b>	<b>3.430</b>	<b>68.500</b>	<b>-151.000</b>	<b>73.000</b>	<b>159.000</b>
DEV - Development	73.561	41.363	1.838	40.500	-72.000	45.000	80.000
CON - Consulting	70.200	14.496	644	18.000	-64.000	18.000	64.000
LEAD - Project Leading	60.443	18.498	905				
T - Travel	14.941	774	43	10.000	-15.000	10.000	15.000
<b>Grand Total</b>	<b>219.145</b>	<b>75.131</b>	<b>3.430</b>	<b>68.500</b>	<b>-151.000</b>	<b>73.000</b>	<b>159.000</b>

Job by Job Task							
Job Task reflects more details about job structure. It can have more levels.							
Row Labels	Total Sales	Total Cost	Total Profit	Total Profit %	Total Sales / h	Total Profit / h	Utilization
<b>1100 - Development</b>	<b>94.304</b>	<b>31.552</b>	<b>62.752</b>	<b>66,5%</b>	<b>67</b>	<b>44</b>	<b>16,9%</b>
1200 - Specification	2.809	1.530	1.279	45,5%	45	20	0,8%
1500 - Development	88.862	27.852	61.010	68,7%	71	49	15,0%
1800 - Testing	2.633	2.170	462	17,6%	27	5	1,2%
<b>2000 - Implementation</b>	<b>231.691</b>	<b>45.710</b>	<b>185.981</b>	<b>80,3%</b>	<b>115</b>	<b>92</b>	<b>24,1%</b>
2100 - Installation	143.398	27.418	115.980	80,9%	118	95	14,6%
2400 - Education	84.349	18.134	66.216	78,5%	106	83	9,5%
2700 - Go-live	3.943	158	3.785	96,0%	1.314	1.262	0,0%
<b>Grand Total</b>	<b>325.995</b>	<b>77.262</b>	<b>248.732</b>	<b>76,3%</b>	<b>95</b>	<b>73</b>	<b>41,1%</b>

**DEMO**

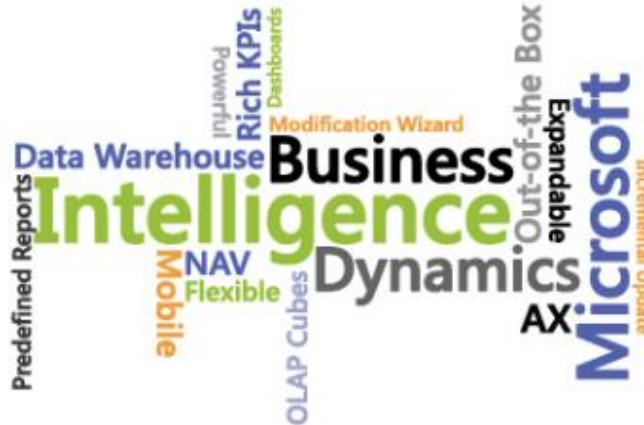


# STANDARDIZATION

- Rich content (**data layer**)
  - Long term NAV implementation experience
- Predefined reports (**presentation layer**)
  - Best business practice for strategy and operation
  - Use one of 21 or more languages in same installation
- Affordable pricing and TCO
  - Licensed per database regardless of number of users
  - Try, buy or rent

# RISK FREE IMPLEMENTATION

- Free trial
  - OLAP Cubes for all application areas
  - Excel reports for all application areas
  - Documentation
  - Installation
  - Walk-through data (1 or 2 hours)
- Implementation
  - More Excel training
  - Modification or development (if needed)



## A Single and Complete Business Intelligence Solution

A real BI solution, rich data, all the reports and dashboards you've been dreaming of - expandable and reliable too!

BI4Dynamics – run your entire business through one fully integrated Business Intelligence solution.

**BI4DYNAMICS NAV**



Create flexible reports and analysis in minutes with NO specific MS Dynamics NAV knowledge.

**BI4DYNAMICS AX**



Analyse most important aspects of your business over multiple dimensions and companies.

**VERTICAL BI SOLUTIONS**

LS Retail, Pebblestone Fashion, IEM from To Increase, etc. →

**MOBILE & WEB BI**

BI4Dynamics Struck an OEM Alliance with MicroStrategy. →

Seeing is believing → Start BI4Dynamics On -Line Demo or take a free guided trial.

**ON-LINE DEMO** →

**FREE TRIAL** →

**DOWNLOADS** →

**TECHNOLOGY**

# BI4DYNAMICS

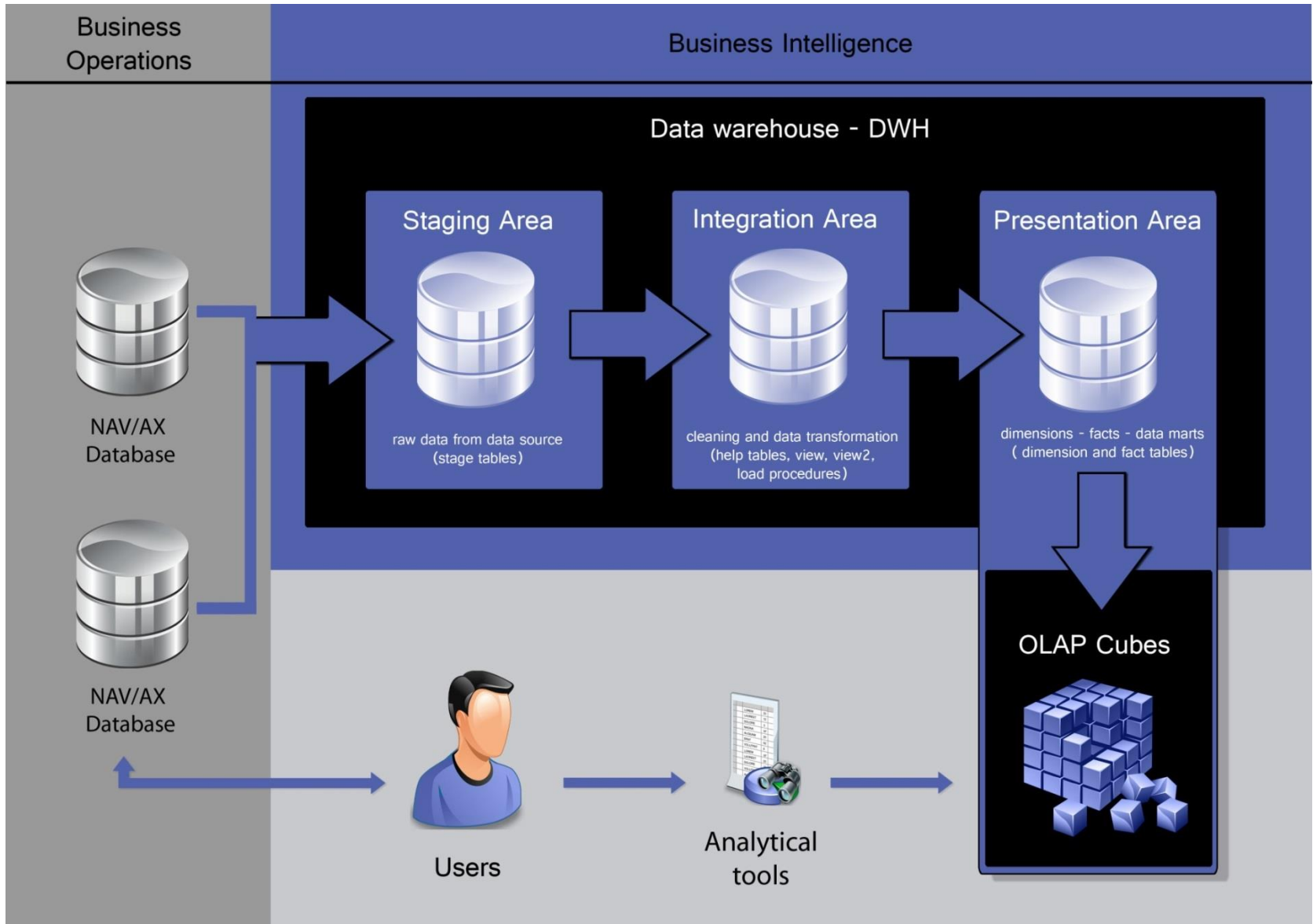
data warehouse based solution



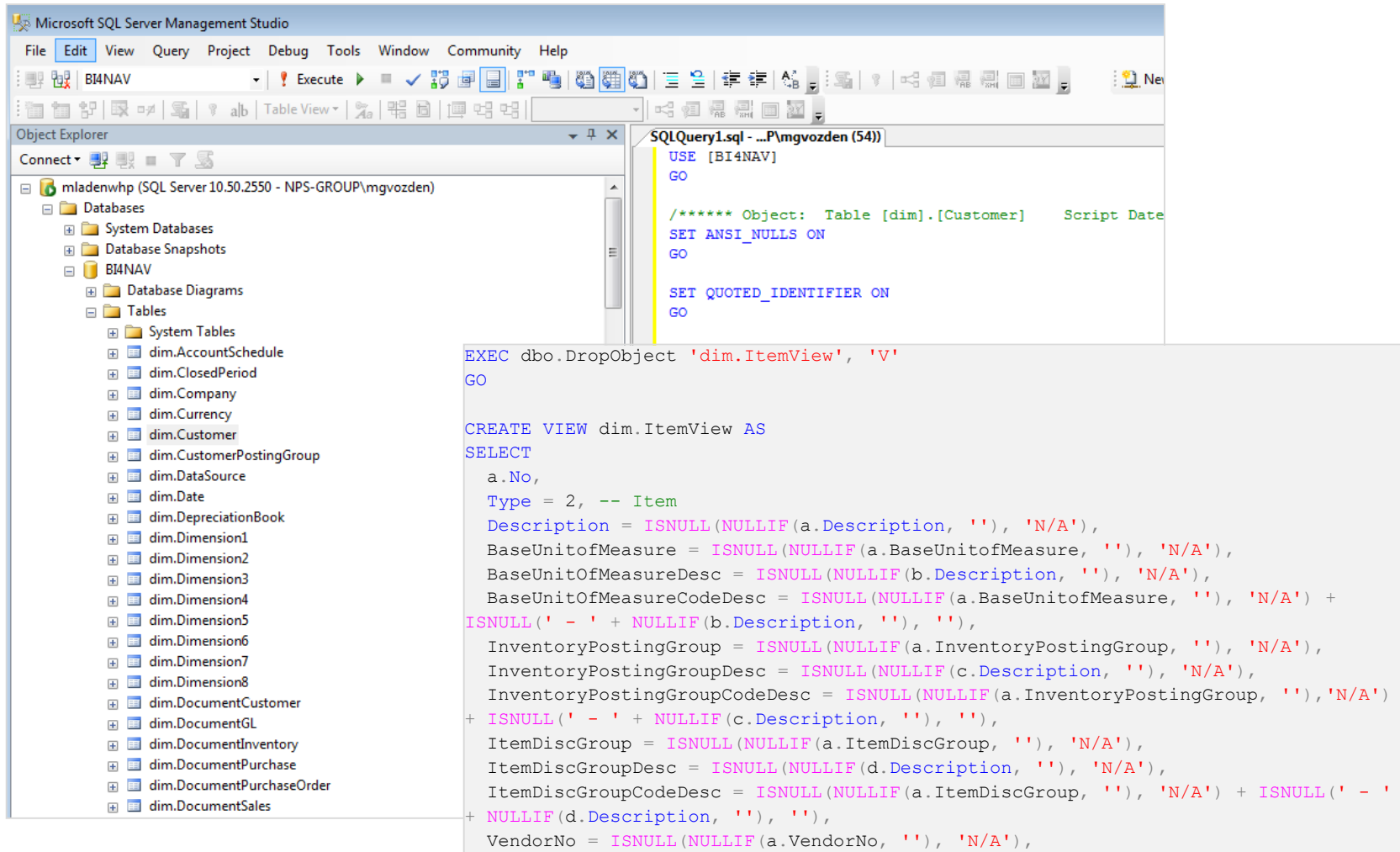
**Add content & performance**



# TECHNOLOGY SCHEME



# 100% MICROSOFT AND 100% OPEN



The screenshot displays the Microsoft SQL Server Management Studio interface. The Object Explorer on the left shows the server instance 'mladenwhp' and the database 'BI4NAV'. The main window shows a SQL query script for creating a view named 'dim.ItemView'.

```
USE [BI4NAV]
GO

/***** Object: Table [dim].[Customer]    Script Date: 11/11/2014 10:58:52 AM *****/
SET ANSI_NULLS ON
GO

SET QUOTED_IDENTIFIER ON
GO

EXEC dbo.DropObject 'dim.ItemView', 'V'
GO

CREATE VIEW dim.ItemView AS
SELECT
    a.No,
    Type = 2, -- Item
    Description = ISNULL(NULLIF(a.Description, ''), 'N/A'),
    BaseUnitofMeasure = ISNULL(NULLIF(a.BaseUnitofMeasure, ''), 'N/A'),
    BaseUnitOfMeasureDesc = ISNULL(NULLIF(b.Description, ''), 'N/A'),
    BaseUnitOfMeasureCodeDesc = ISNULL(NULLIF(a.BaseUnitofMeasure, ''), 'N/A') +
ISNULL(' - ' + NULLIF(b.Description, ''), ''),
    InventoryPostingGroup = ISNULL(NULLIF(a.InventoryPostingGroup, ''), 'N/A'),
    InventoryPostingGroupDesc = ISNULL(NULLIF(c.Description, ''), 'N/A'),
    InventoryPostingGroupCodeDesc = ISNULL(NULLIF(a.InventoryPostingGroup, ''), 'N/A')
+ ISNULL(' - ' + NULLIF(c.Description, ''), ''),
    ItemDiscGroup = ISNULL(NULLIF(a.ItemDiscGroup, ''), 'N/A'),
    ItemDiscGroupDesc = ISNULL(NULLIF(d.Description, ''), 'N/A'),
    ItemDiscGroupCodeDesc = ISNULL(NULLIF(a.ItemDiscGroup, ''), 'N/A') + ISNULL(' - '
+ NULLIF(d.Description, ''), ''),
    VendorNo = ISNULL(NULLIF(a.VendorNo, ''), 'N/A'),
```

# INFRASTRUCTURE

- Back-end = Microsoft SQL server
  - Database server
  - Analysis server
- Front-end
  - Excel (desktop)
  - Microstrategy (web, mobile)
- Security = Microsoft Active directory

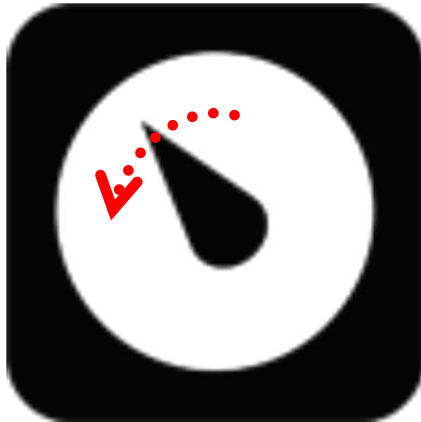


# Incremental upgrade

**Decrease time by 70%**

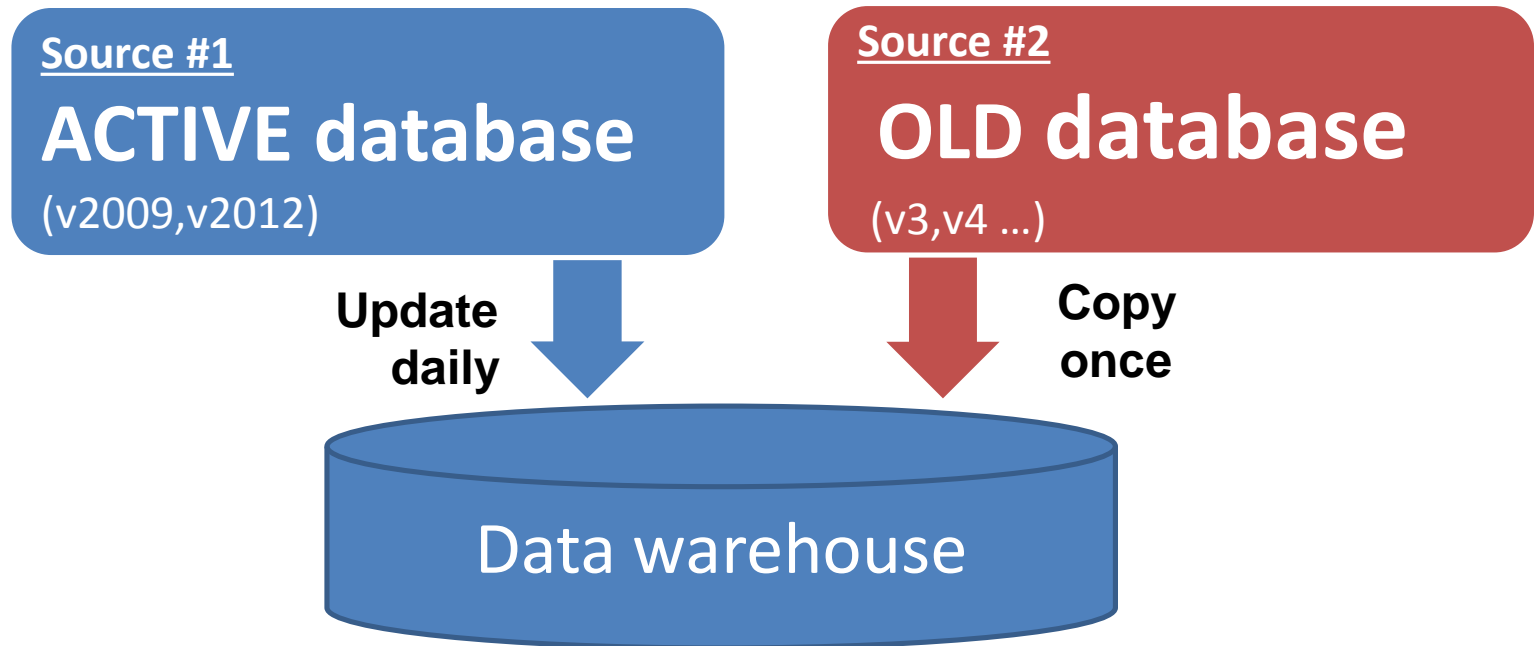
**Almost on-line**

**2 minutes/GB**



General ledger	15'
Sales (orders)	1h
Manufacturing	2h
Receivables	1 day

# Additional source



- Less risky upgrade
- Better performance for large databases

# FLEXIBILITY

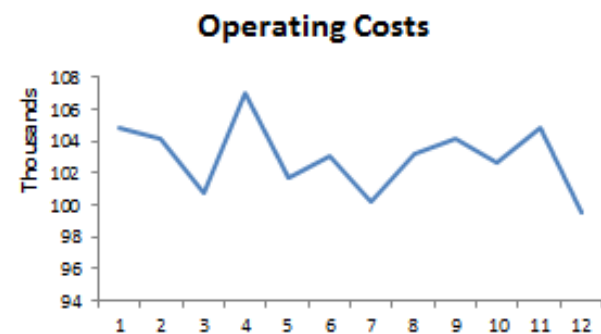
- **CUSTOMIZATION WIZARD**
  - Add Attributes (ready)
  - Add Measures (2013)
  - Add Dimension (2013)
  - Add Cube (2013)
- **DEVELOPMENT**
  - Microsoft SQL server

# **BETTER CONTENT!**

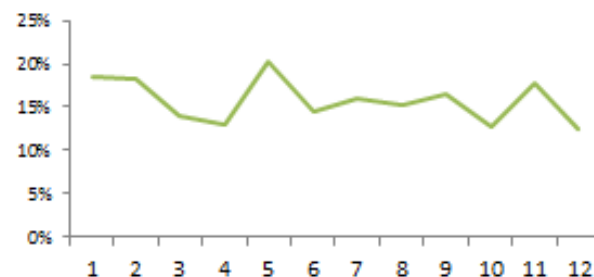
New & enhanced functionality

# Account Schedules

Net change						
	January	February	March	April	May	June
COST						
REVENUE - Revenue	987.487	815.139	681.786	1.268.413	663.942	719.263
OC - Operating costs	128.855	124.080	117.250	111.122	112.127	122.702
COGS - COGS	621.015	492.792	437.506	681.935	221.739	228.958
C - Cost (OC + COGS)	749.870	616.872	554.757	793.057	333.867	351.659
F - Financial Items	50.000	50.000	50.000	36.837	44.187	48.150
TC - Total Cost	799.870	666.872	604.757	829.894	378.054	399.809
P - Profit	187.617	148.268	77.029	438.518	285.888	319.454
Personnel exp./ Revenue	6,6%	8,4%	9,5%	5,0%	9,5%	9,6%
Operating Costs / Revenue	13,0%	15,2%	17,2%	8,8%	16,9%	17,1%
COGS / Revenue	62,9%	60,5%	64,2%	53,8%	33,4%	31,8%
Costs / Revenue	75,9%	75,7%	81,4%	62,5%	50,3%	48,9%
Financial Items / Revenue	5,1%	6,1%	7,3%	2,9%	6,7%	6,7%
Total Cost/Revenue	81,0%	81,8%	88,7%	65,4%	56,9%	55,6%



### Operating Costs / Revenue



Net Change	Column Labels			
Row Labels	CRONUS 2009	CRONUS Financials	Grand Total	
COST				
OPERATING COSTS				
Building Maintenance		31.550	20.306	51.855
Administrative		9.709	6.243	15.952
IT cost		218.015	140.024	358.039
Selling		49.641	31.808	81.449
Vehicle		24.268	15.582	39.850
Other Operating		235.688	151.708	387.396
Personnel		647.808	416.864	1.064.672
Fixed Asset Depreciation		19.401	12.410	31.811

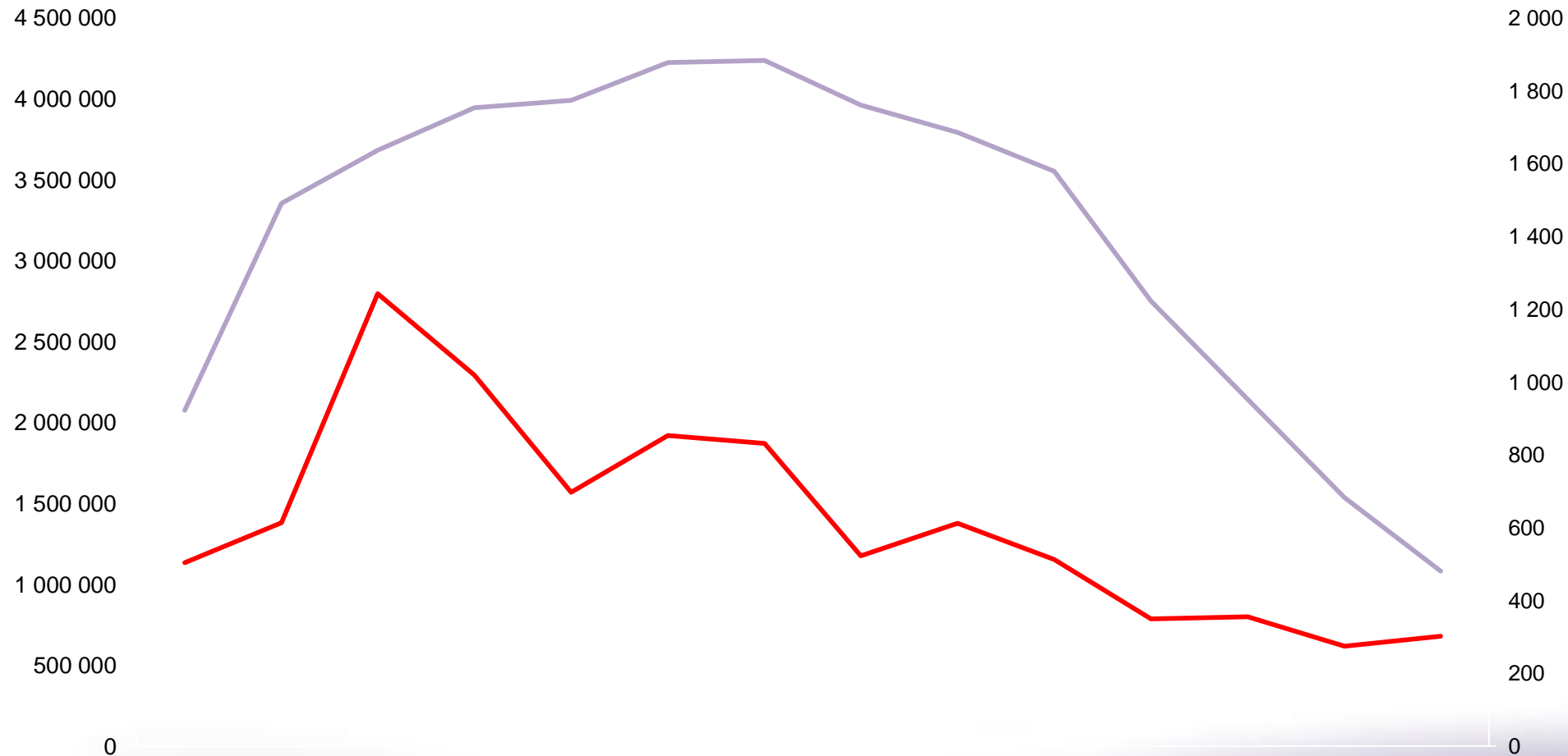
# **FASTER REPORTING!**

Calculations are done in Data Warehouse; impacts INVENTORY, RECEIVABLES, PAYABLES

# Pre-calculated data = SPEED!

## Inventory trend

— Stock Value — Stock Rotation (Days)



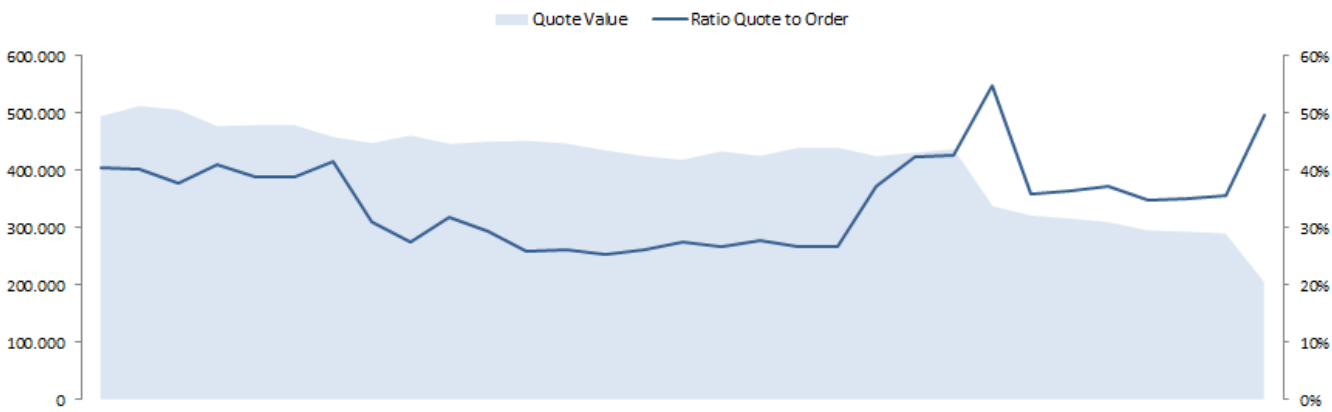
# DATA STORAGE!

Snapshots of daily states  
are stored in Data Warehouse

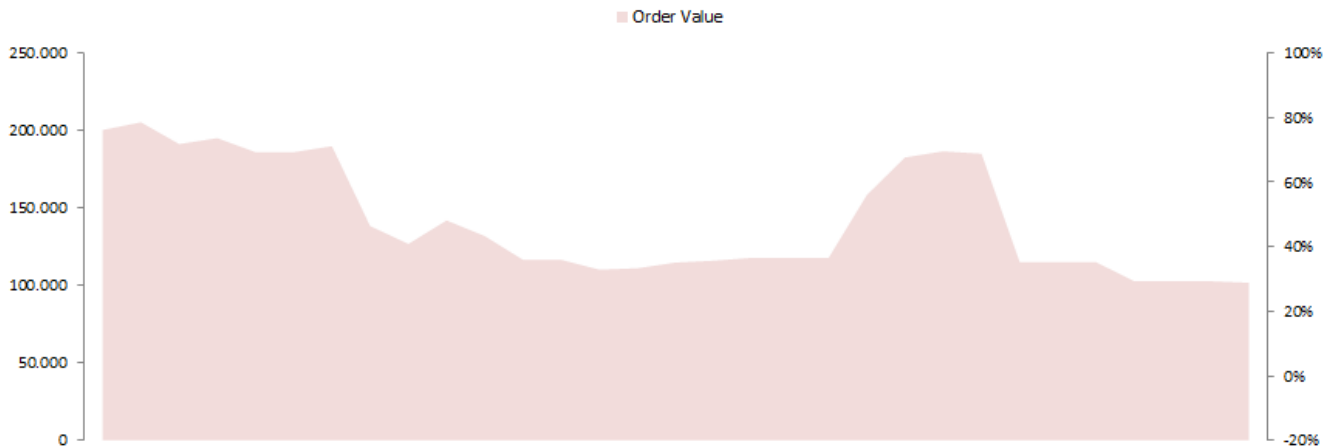


L19 14.12.2009

### Quotes



### Orders



#### PivotTable Field List

Show fields related to:

(All)

- Customer
  - Customer by Country
  - Customer by Gen Bus Posting ...
  - Customer by Posting Group
  - More fields
- Date
- Dim AREA
- Dim BUSINESSGROUP
- Document Sales
- Document Sales Orders
- Gen Bus Posting Group
- Gen Prod Posting Group
  - Gen Prod Posting Group
- Item
  - Item by Category by Product ...
  - Item by Gen Prod Posting Group
  - Item by Inventory Posting Gr...
  - Item by Vendor
  - More fields
- Item Charge
- Item GL Resource Asset
  - Item GL Resource Asset

Drag fields between areas below:

Report Filter: Company

Column Labels: Σ Values

# SALES DOCUMENTS

## Sales Order

Document are kept even when they are modified, posted or deleted.

A sales order is "active" in our analysis:

**1 - until it is not posted or deleted**

**2 - until its due date.**

Daily changes in sales document (items, quantities) will be captured and available for analysis.

This is a snapshot date:

Sales Order Amount	01.11.2011	02.11.2011	03.11.2011	04.11.2011	05.11.2011	06.11.2011	07.11.2011
<b>Order</b>	<b>144.293</b>	<b>153.574</b>	<b>153.740</b>	<b>151.256</b>	<b>143.856</b>	<b>147.973</b>	<b>142.423</b>
SO-2011-0302	23.719						
SO-2011-0303	28.708	28.708					
SO-2011-0304	31.392	31.392	31.392				
SO-2011-0305	31.600	31.600	31.600	31.600			
SO-2011-0306	28.874	28.874	28.874	28.874	28.874		
SO-2011-0307		33.000	33.000	33.000	33.000	33.000	
SO-2011-0308			28.874	28.874	28.874	28.874	28.874
SO-2011-0309				28.908	28.908	28.908	28.908
SO-2011-0310					24.200	24.200	24.200
SO-2011-0311						32.991	32.991
SO-2011-0312							27.450