



BI Strategy Guide

Reporting in SAP and Beyond

Agenda

- What is “BI”
- Reporting Tools
 - Standard ERP reports
 - BW Standard Content
 - BW custom reports
- Supply Chain Analytics
- Into the Future - Growing Your BI capabilities
- Contact Us
- Additional Reference data

What is “BI”?

Business intelligence, or BI, is an umbrella term that refers to a variety of software applications used to analyze an organization’s raw data. BI as a discipline is made up of several related activities, including **data mining**, **online analytical processing**, **querying** and *reporting*.



Core

- Core for innovation
- Complete BI suite
- Continued leadership

Self-service

- Use by IT and departments
- Fast time to value
- Connection to the enterprise

Mobile

- First experience for BI
- Content to point of impact
- Expansion to untapped users

Extreme

- Big data
- Real time
- Predictive

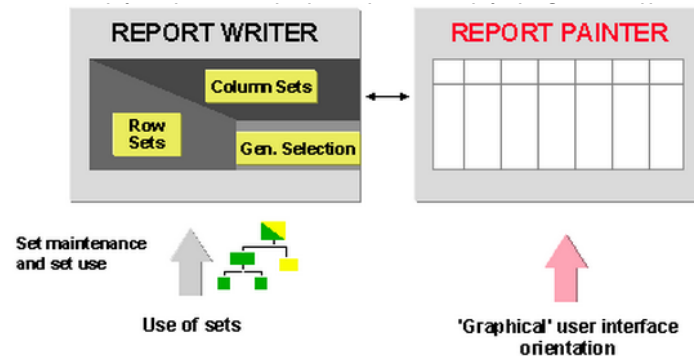
Social

- Ability to capture the decision
- Information in context
- Ability to leverage the network

One Strategy for Enterprise BI

Reporting Tools

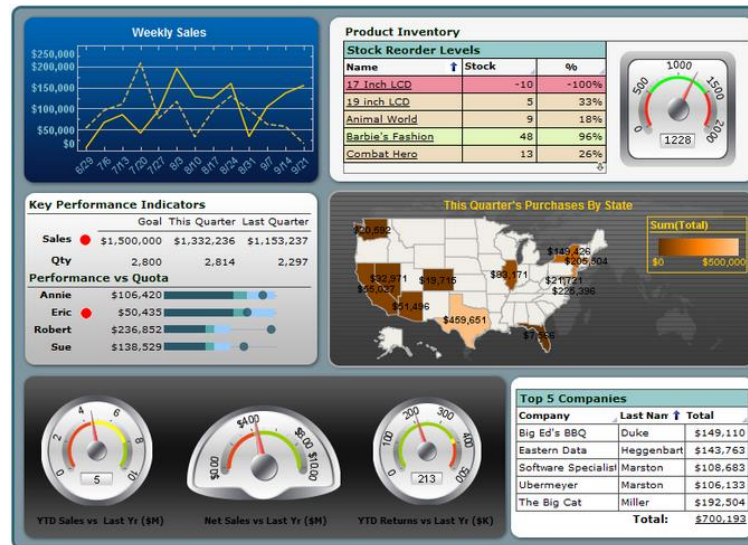
- Standard ECC Reports – delivered reports offer selection variants as well as display variants to be defined as standard or user specific for daily reporting needs. These reports can be run online or in the background
- Report Writer – uses sets to structure and select report data. Report structure and contents are defined according to the sets that are used for rows, columns, and selection criteria. These sets include basic, key figure, single-dimension, and multi-dimension sets.
- Report Painter – uses graphical structure display as a basis for the report definition. This tool allows users to define the layout of the report and the data to appear in the final report when the report data is output.



- List Display - line item display using the SAP List Viewer (ALV) displays the selected line items in a list. You can configure the layout of this list using the functions of the SAP List Viewer (ALV) and save the display as a variant.
- BEX - is the analysis and reporting tool of the Business Explorer that is embedded in Microsoft Excel in order to define queries and create different query views of the data in BW.
- WEBI - is SAP/Business Objects' web-based tool for ad hoc analysis. It provides access to Universes that have been created to meet the needs of persons who access specific data collections in the BW data, and provides extensive query construction and report formatting capabilities, all in a web environment.

Reporting Tools

- Advanced Analysis for MS:Office - is an Office add-in that allows multidimensional ad-hoc analysis of OLAP sources in Excel. It also allows, Excel workbook-based application design and creation of BI presentations in PowerPoint. It perfectly connects to SAP NetWeaver BW and SAP HANA.
- EPM (Excel) - is an add-on atop Microsoft Excel. Its target users can use the familiar Excel to quickly analyze data and create BI reports.
- Dashboard - is data visualization software that allows you to create and export interactive dashboards. These dashboards contain various components, such as charts, graphs, and buttons, that are bound to data sources. These components display the data in a compact and visual manner, which can then help the dashboard consumer see trends and make informed business decisions.



- HANA – is a technology platform that provides “in-memory” computing for data analysis. The technology allows for significantly faster analysis of extremely large data volumes.

SAP Supply Chain Analytics

BI Trade Analytics

Planning

- MAP
- Markdown Planning/ Slow seller Analysis
- Demand Management
- Category Planning

Buying

- Assortment Management
- Vendor Management/ SRM
- Global Trade Wholesale

Storage/ Distribution

Supply Chain Analytics

- Inventory Management
- F&R
- ERMA
- RMA
- Agency Business Wholesale

Sales

Store Analytics

- POS DM
- Store Manager
- Product Affinity Metrics
- Loyalty
- Staff Works/ WFM
- PCA
- Business Views Wholesale

Foundation

Procurement

Inventory

Sales

Master Data

Article Hierarchy

Article List

Product/Location

Fashion master data

Structured Article

SAP Supply Chain Analytics – Delivered KPI's

- Cost of Goods Sold (COGS)
- Gross Margin \$
- Gross Margin %
- Inventory Turnover (Cost)
- GMROI %
- Sell Through %
- Inventory to Sales %
- RTV to Receipts %
- RTV to Sales %
- Customer Returns %
- Count Adjustments %
- Manual Adjustments %
- Shrinkage %

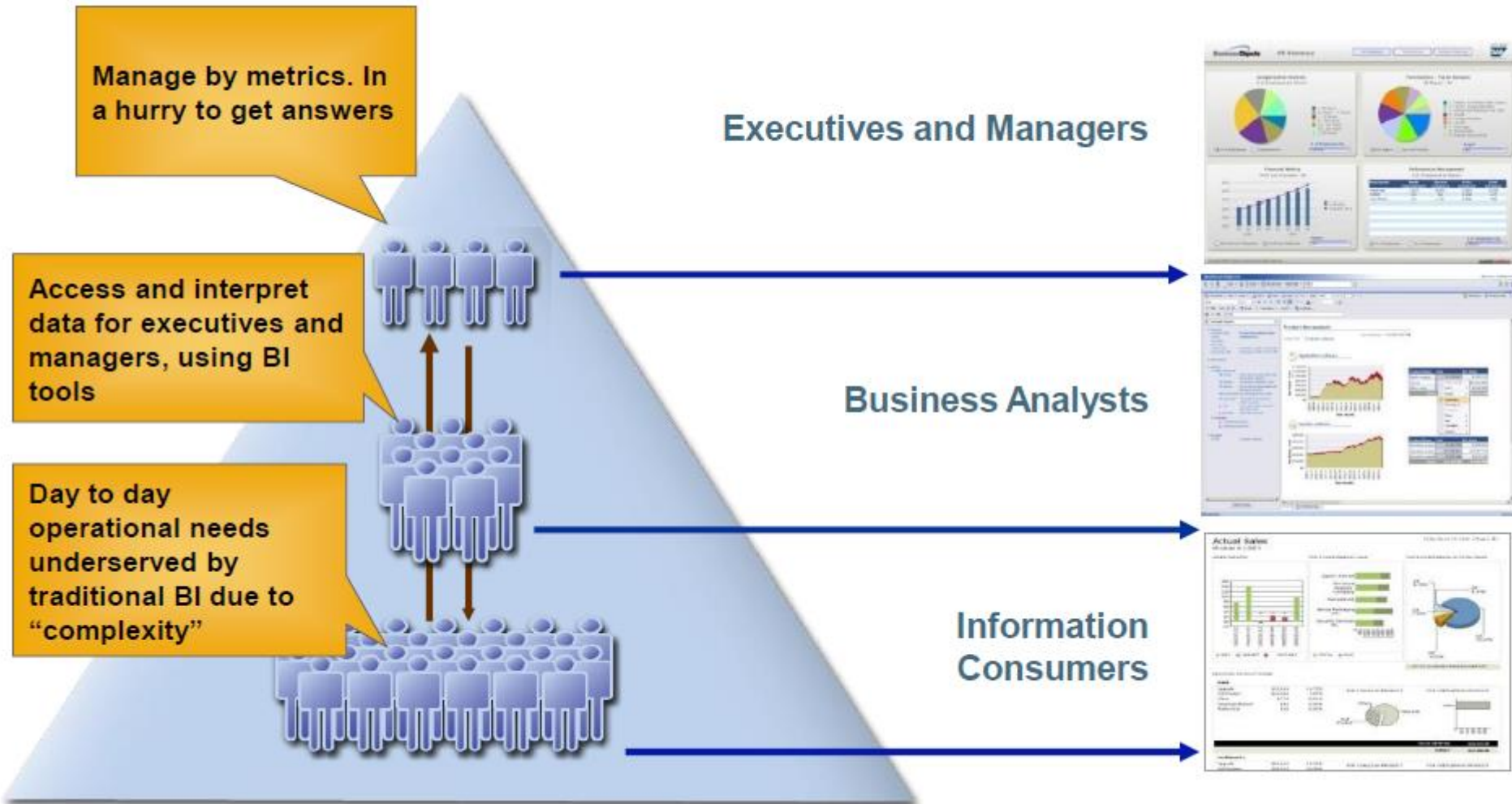
Common Issues

- Customers (and partners) continue to have serious challenges making the right tool choices
- The “Bex” scenario is very common and often a poor choice
- There is a strong tendency to “standardize on one tool”
 - Concern having to train users on multiple tools (incorrect – in most cases only developers)
 - Confused by the various options and different tool choices
 - Existing guidelines and “best practices” not as effective as hoped
- Element of uncertainty
 - Partners burnt on other projects (more comfortable with SAP Business Explorer (SAP Bex))
 - Concerns about the large number of patches for the solution (uncommon for SAP Customers)

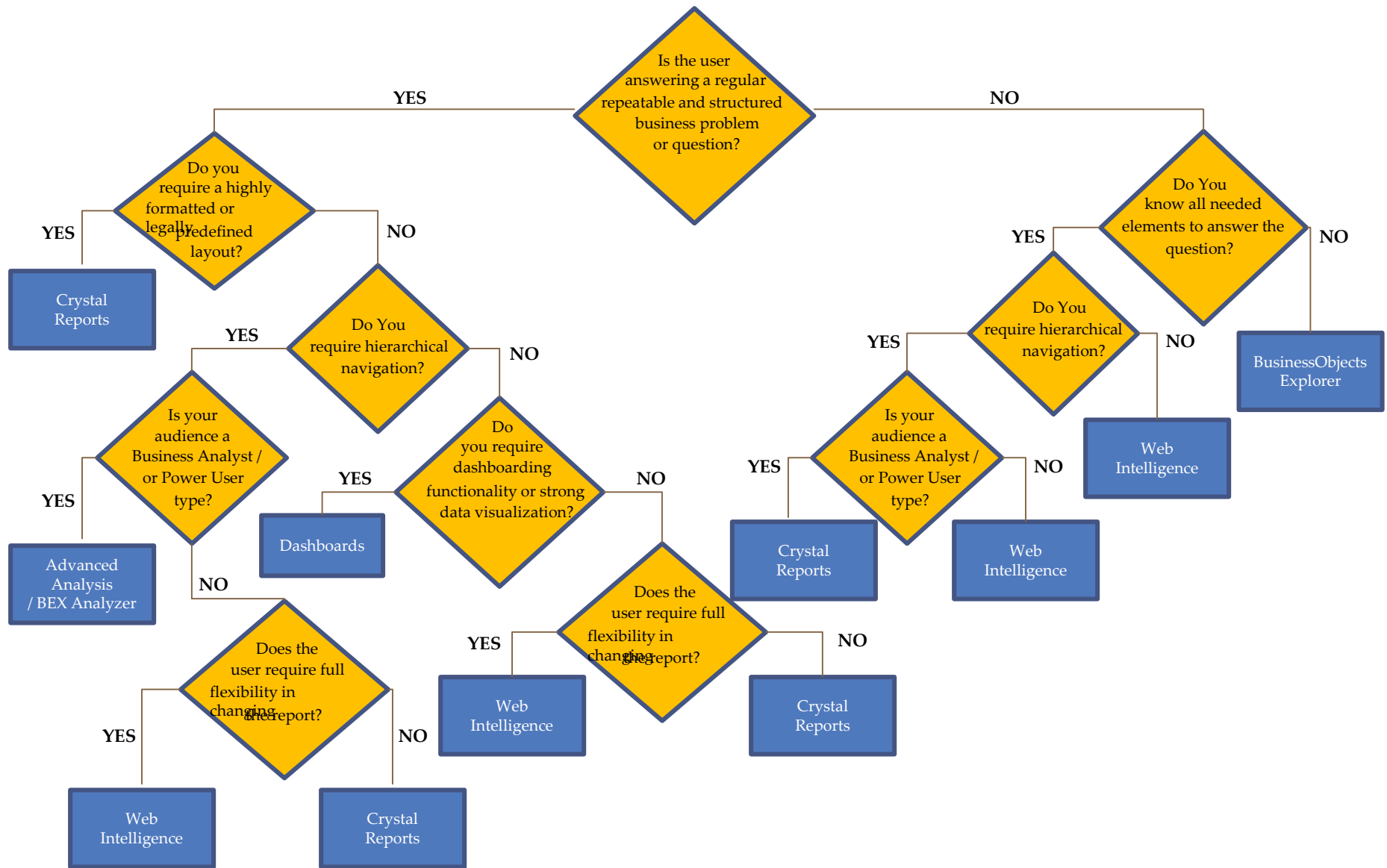
Meanwhile others are quite successful with the solution

...and a poor tool choice is often responsible for current problems

The Right Tools for Every Business Role



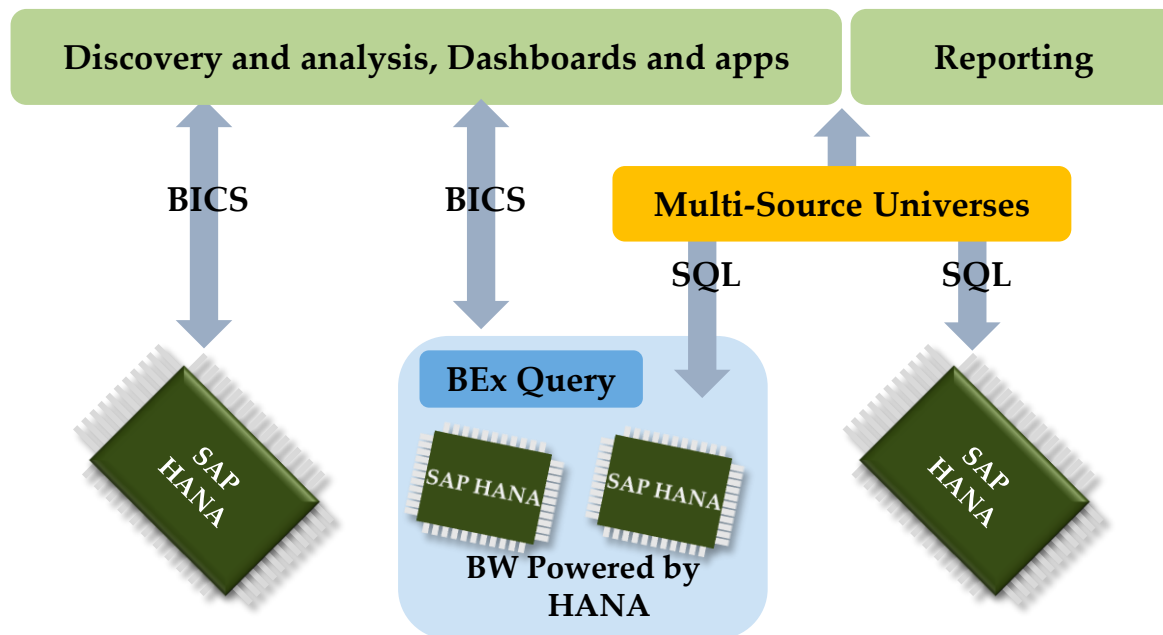
Choose the Right Reporting Tool (A Simplified Approach)



BI powered by SAP HANA

Exploit unique SAP integration

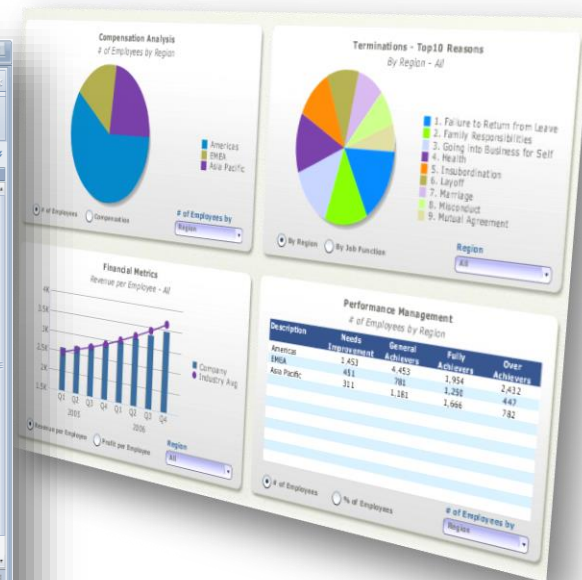
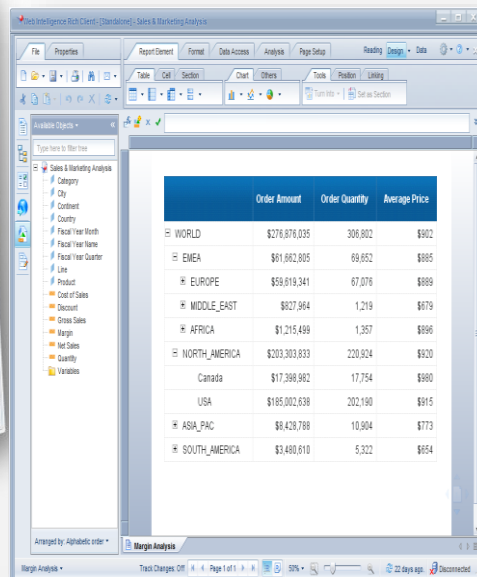
- Unlock the power of all your data with high-performance analytics
- Protect and leverage BW application investments
- Increase agility and efficiency with self-service scenarios



Increase user adoption and autonomy

Expand BI footprint

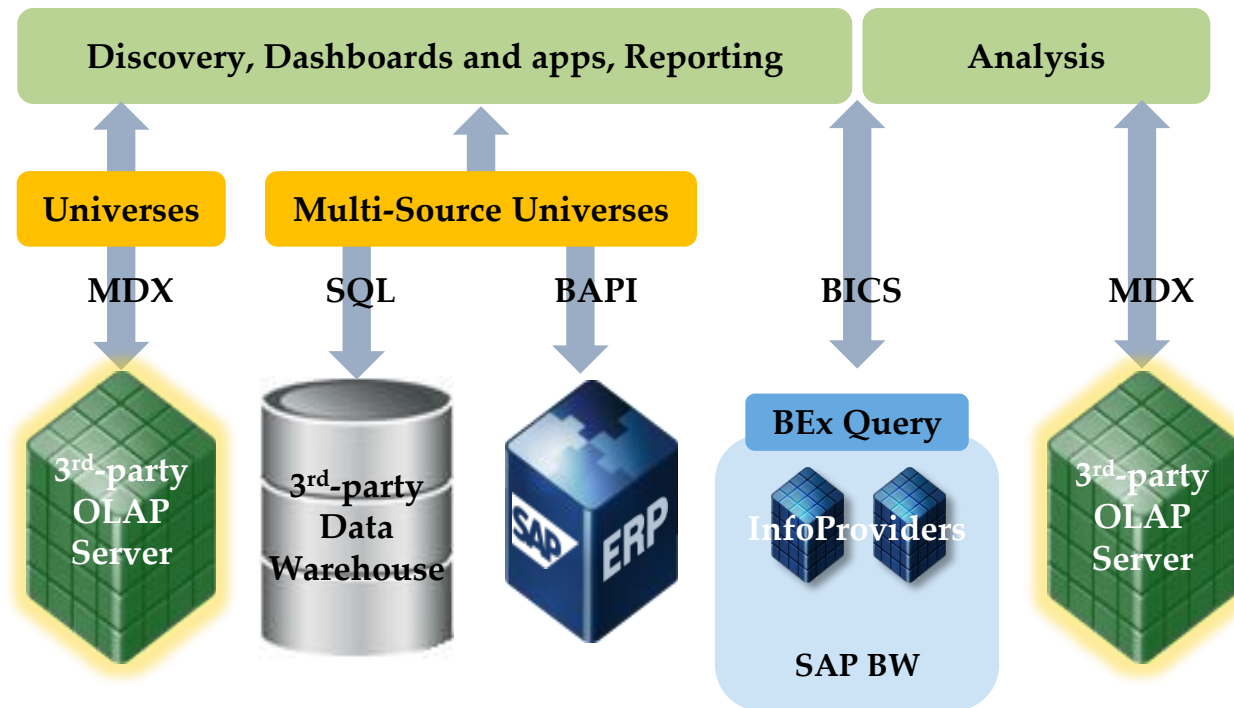
- Quickly build and distribute formatted or interactive reports
- Combine and enrich data to tell your story with self-service visualizations
- Access to any data source –SAP and 3rd-party– with no dependency on IT



Minimize user training, support, and customization costs

Expand BI footprint

- Consolidate BI for all users across all data sources on one BI platform
- Shield users from 3rd-party data access complexity with unified experience
- Best access method for each specific data source



Boost user adoption with mobile BI anytime, anywhere

Expand BI footprint

- Stunning native visualizations with interactive gesture and offline access
- Quick time-to-value with no application development
- Leverage SAP BusinessObjects and Sybase platform



Explore mountains of data at the speed of thought on the go



Leverage existing investments and skills to mobilize targeted BI content

Additional Resources

- [HTTP://help.sap.com/Analytics](http://help.sap.com/Analytics)

Contact

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SAP Best Practice ECC Reports

SAP ERP Reports for Accounting - Best Practice Document 221_ERP607_BPD_EN_US



Microsoft Word
17 - 2003 Document

SAP ERP Reports for Logistics - Best Practice Document 222_ERP607_BPD_EN_US



Microsoft Word
17 - 2003 Document

Report Name	Transaction Code
<i>General Ledger:</i>	
Recurring Entry Documents	S_ALR_87012346
G/L Account Statements	S_ALR_87012332
Financial Statement	S_ALR_87012284
Financial Statement: Actual/Actual Comparison	S_PLO_86000028
GL Account Balances	S_ALR_87012277
Compact Document Journal	S_ALR_87012289
Line Item Journal	S_ALR_87012291
Document Journal List	S_ALR_87012287
Record of Sales and Use Taxes Report	S_ALR_87012394
Chart of Accounts	S_ALR_87012326
Vendor Balance in Local Currency	S_ALR_87012082

Report Name	Transaction Code (SAP GUI)	Business Role (SAP NWBC)	Technical role name (SAP NWBC)
Material		Administrator	
Purchase Order by Vendor	ME2L	Purchasing Administrator	SAP_NBPR_PURCHASER_K
Purchase Order by Document Number	ME4N	Purchasing Manager	SAP_NBPR_PURCHASER_M
Purchasing Group Analysis	MCE1	Purchasing Manager	SAP_NBPR_PURCHASER_M
Release Purchasing Documents	ME28	Purchasing Manager	SAP_NBPR_PURCHASER_M
Assign and Process Purchase Requisitions	ME57	Purchasing Administrator	SAP_NBPR_PURCHASER_K

BW Standard Content

SAP BW Standard Content for GL

General Ledger Reports

List of GL Reports

1. Transaction Figures: Account Balance
2. GL Accounts : Balances
3. GL Accounts : Line Items
4. Profit Center : Receivables
5. Profit Center : Payables
6. Segment : Receivables
7. Segment : Payables
8. Document : Journal
9. Document Journal : Balances
10. Financial Statement : Actual/Actual Comparison
11. Financial Statement : Plan/Actual Comparison
12. Profit Center Group: Plan/Actual/Variance
13. Profit Center Group: Plan/Plan/Actual Comparison
14. Segment : Plan/Actual/Difference
15. Segment : Plan/Plan/Actual Comparison
16. Financial Statement
17. Cash Flow (indirect method)
18. Profit Center Group - Key Figures
19. Profit Center Group: Return on Investment
20. Segment Key Figures
21. Segment Comparison - Return on Investment
22. GL Accounts: Plan Line Items

Transaction Figures: Account Balance

primary view	alternate views/fileter	Standard columns /metrics
Posting Period	Business area	Debit
Ledger (user entered)	Company code	Credit
Fiscal Year (user ente	Currency Type	Balance
	Functional area	Cumulated Balance
	G/L Account	
	Period	
	Profit Center	
	Segment	

Transaction Figures: Account Balance

Author ZHANGZHE

Status of Data 08/7/2009 00:16:45

Chart Filter Information

Filter

Business area
Company code
Currency Type
Functional area
G/L Account
Key Figures
Period
Posting period
Profit Center
Segment

Table

Posting period	Debit	Credit	Balance	Cumulated Balance
#				
1	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
2	\$ 10,525.00	\$ 10,525.00	\$ 0.00	\$ 0.00
3	\$ 9,535.00	\$ 9,535.00	\$ 0.00	\$ 0.00
4	\$ 517,274.73	\$ 517,274.73	\$ 0.00	\$ 0.00
5	\$ 409,857.21	\$ 409,857.21	\$ 0.00	\$ 0.00
6	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
7	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
8	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
9	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
10	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
11	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
12	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
13	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
14	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
15	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
16	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Overall Result	\$ 947,191.94	\$ 947,191.94	\$ 0.00	\$ 0.00

BW Standard Content

SAP BW Standard Content for A/P

Accounts Payable reports

List of AP Reports

1. Vendor Balances
2. Vendor Line Items
3. Vendor Due Date Analysis
4. Vendor Overdue Analysis
5. Vendors: Overview
6. Vendors Due Date Forecast
7. Check Register
8. Check Register Line Items

Vendor Due Date Analysis:

Primary view	alternate views/fileter	Standard columns /metrics
Company code	Account type	All Due
vendor	Country	1 - 5 T Age
	Document no.	6 - 10 T Age
	Document type	11 - 15 T Age
	G/L Account	16 - 20 T Age
	Key Figures	21 - 25 T Age
	Net due date	>= 26 T Age
	Payment method	
	Posting date	

Vendor Due Date Analysis

Author XIAOBI

Status of Data 05/6/2009 15:55:58

Chart

Filter

Information

Filter

Company code
Document Date
Document no.
Document type
G/L Account
Key Figures
Net due date
Posting date
Spec. G/L indicator
Vendor

Table

Vendor		Net due date	Due	Not Due	Balance
PCS-V111	Women's Fashion	04/17/2009	-\$ 57,489.00		-\$ 57,489.00
PCS-V112	Women's clothes	04/17/2009	-\$ 26,370.00		-\$ 26,370.00
Overall Result			-\$ 83,859.00		-\$ 83,859.00

BW Standard Content

SAP BW Standard Content for PCA

Financial Key Figures - Details

primary view

Profit Center

Chart of Accounts

alternate views/fileter

Controlling area

Fiscal year/period

Partner profit ctr

Standard columns /metrics

Actual Amount

Profit Center Accounting Reports

List of PCA Reports

1. Profit Center period - Plan/Actual comparison
2. Profit Center - Plan/Actual/Variance
3. Task Time Comparison Plan
4. Profit Center - Current Period/YTD/Total
5. Profit Center - Plan/Actual by Profit Center
6. Profit Center - Net Profit of Capital Cost
7. Profit Center - Return on Investment
8. Profit Center - Plan/Actual/Variance - Balance Sheet Accounts
9. Financial Key Figures - Overview
10. Financial Key Figures - Details

Copy Financial Key Figures: Details

Author AADEBOTE

Status of Data 01/8/2009 17:35:18

Chart

Filter

Information

Filter

Chart of accounts
Controlling area
Fiscal year/period
Partner profit ctr
Profit Center
Structure

Table

Profit Center	Chart of accounts	Actuals
BP01/1102	Accounting	\$ 30,000.00
BP01/1103	Data Processing	\$ 224,400.00
BP01/1104	Personnel	\$ 0.00
BP01/DUMMY	Dummy	-\$ 165,000.00
BP01/M001	M001	\$ 0.00
BP01/M002	M002	\$ 0.00
BP01/M004	M004	\$ 0.00
BP01/M005	M005	\$ 0.00
BP01/M008	M008	\$ 0.00
BP01/M009	M009	\$ 0.00
BP01/M014	M014	\$ 0.00
BP01/R120	R120	\$ 2,100.00
BP01/R130	R130	-\$ 1,500.00
BP01/RG01	BP01/RG01	\$ 0.00
BP01/RG02	BP01/RG02	\$ 0.00
BP01/VZ01	VZ01	\$ 0.00
Overall Result		\$ 90,000.00

BW Standard Content

SAP BW Standard Content for CCA

Cost Center Accounting Reports

List of CCA Reports

1. Cost Centers: Actual / Plan / Differences (Cost Elements)
2. Breakdown by Period
3. Breakdown by Partner
4. Cost Centers: Actual / Plan / Differences (Statistical Key Figures)
5. Cost Centers: Actual Line Items

Cost Centers: Actual / Plan / Differences (Cost Elements)

primary view	alternate views/filterer	Standard columns /metrics
Senders/Receivers	Cost Center	Actual Costs
Cost Element	Currency Type	Planned Costs
Controlling Area(user f Partner Object Type		Difference
Fiscal Period/Year(use Partner object		Difference (%)
Plan Version (user ene Period		Actual Quantity
	Profit Center	Planned Quantity
		Difference
		Difference (%)

Cost Centers: Actual/Plan/Difference (Cost Elements)

Author HUANGSE

Status of Data 08/7/2009 02:44:05

Chart Filter Information

Information

Author	HUANGSE	Last Refreshed	08/7/2009 02:44:05
Current User	I811703	Key Date	08/6/2009
Last Changed By	HUANGSE	Changed At	04/28/2009 17:39:28
InfoProvider	OCCA_M20	Status of Data	08/7/2009 02:44:05
Query Technical Name	OCCA_M20_Q0001	Relevance of Da	08/7/2009
Query Description	Cost Centers: Actual/Plan/Difference (Cc Relevance of Da 2:44:05		

Filter

Cost Center
Cost Element
Currency Type
Key Figures
Partner Object Type
Partner object
Period
Profit Center
Senders/receivers

20

Table

Senders/receivers	Cost Element	Actual Costs	Planned Costs	Difference	Difference (%)	Actual Quantity	Planned Quantity	Difference	Difference (%)
S	630020 Water	-\$ 2,325.00		-\$ 2,325.00	X	0.000		0	X
	630030 Other Maintenance	-\$ 8,745.00		-\$ 8,745.00	X	0.000		0	X
	630050 Office/Building Rent	-\$ 5,620.00		-\$ 5,620.00	X	0.000		0	X
	630060 Telephone	-\$ 6,000.00		-\$ 6,000.00	X	0.000		0	X
	Result	-\$ 22,690.00		-\$ 22,690.00	X	0.000		0	X
Overall Result		-\$ 22,690.00		-\$ 22,690.00	X	0.000		0	X

BW Standard Content

SAP BW Standard Content for PO Procurement

Procurement Reports

List of Procurement Reports

1. Vendor Balances:
2. Delivery Quantity Variances
3. Delivery Date Variances
4. PO Quantities
5. Ordering Activities
6. Vendor Comparison - Purchase Values
7. Invoice Variances
8. Quantities - Purchase Order - Delivery - Invoice
9. Goods Receipt Variances
10. Price Trends over last three months
11. Order values per vendor over time
12. Purchase Orders values
13. Total and Average Order values
14. Average Delivery Time - Vendors
15. Vendor Service level
16. Fulfillment rate Deliveries
17. Average Delivery Time - Article
18. Purchasing Group Analysis
19. Purchasing Group Analysis - values
20. Purchasing Group Analysis - Quantities
21. Service level - Purchase Order level
22. Purchase Orders delivered complete
23. Purchase Orders confirmed as requested

Quantities - Purchase Order - Delivery - Invoice

primary view
Vendor

alternate views/filter
Calendar Year/Month
Merch.Category
Article
Site

Standard columns /metrics
Order quantity
Actual goods receipt quantity
Invoiced quantity
Open PO Quantity
Open invoice quantity

Quantities: PO - delivery - invoice

Author SAP

Status of Data 05/1/2009 15:21:09

Chart

Filter

Information

Filter

Calendar Year/Month

Material group

Material

Plant

Structure

Vendor

Table

Vendor		Order quantity	Actual goods receipt quantity	Invoiced quantity	Open PO Quantity	Open invoice quantity
FVENDDC1	F&R Vendor to DC	100 EA	0 EA	0 EA	100 EA	0 EA
FVENDST1	F&R Vendor to Store	120 EA	0 EA	0 EA	120 EA	0 EA
PCS-V111	Women's Fashion	6,400 EA	2,390 EA	2,390 EA	4,010 EA	0 EA
PCS-V112	Women's clothes	2,820 EA	1,410 EA	1,410 EA	1,410 EA	0 EA
PCS-V132	Men's Fashion	5,535 EA	2,000 EA	2,000 EA	3,535 EA	0 EA
PCS-V141	Men's Articles	16,977 EA	2,775 EA	2,775 EA	14,202 EA	0 EA
PCS-V143	Men's Additional	1,500 EA	300 EA	300 EA	1,200 EA	0 EA
PCS-V201	Nonfood Wholesale	210 EA	55 EA	55 EA	155 EA	0 EA
PCS-V331	Beverages Retailer	12,000 EA	2,510 EA	2,510 EA	9,490 EA	0 EA
PCS-V411	Toy-Wholesale	3,750 EA	1,025 EA	1,025 EA	2,725 EA	0 EA
#	Not assigned	121 EA	65 EA	65 EA	56 EA	0 EA
Overall Result		49,533 EA	12,530 EA	12,530 EA	37,003 EA	0 EA

BW Standard Content

SAP BW Standard Content for POS Analytics

POS Analytics / Sales Audit Report

List of POS Analytics Reports

1. POS Accounting
2. POS Receipt Cancellations
3. Cashier Productivity
4. Cash Removed from POS
5. Department Flash report
6. Means of Payment
7. Transaction count and sales
8. Sales controlling on Daily basis
9. Store Comparison over several weeks
10. Store Ranking
11. Top N Articles
12. Returns in a store
13. Compare with previous year
14. Returns in different stores
15. Discounts
16. Example Query for Market-Basket Analysis

Top N Articles

primary view

alternate views/filter

Standard columns /metrics

Article

Calendar Year / Week

Gross Margin

Merch.Category

Margin

Price Band Category

Sales Volume (Sales Value)

Calendar week /year(1 Site

Sales Volume (Quantity)

Sites (user entered)

Discount Value

Top N Articles (user entered)

Number Discount (Items)

Returns - Business Volume at Retail w/o Tax

Returns - Quantity (BUN)

Top N Articles

Author SCHWARZE

Status of Data 05/29/2009 18:04:51

Chart Filter Information

Filter

Calendar Year / Week
Key Figures
Material
Retail Location

Table

Material		Material Group		Price Band Category	Gross Margin	Margin	Sales Volume Sales Value	Sales Volume Quantity	Discount Value	Number Discount	Returns Business Volume at Retail	Returns Quantity (BUN)
PCS-02-ART116003	classic dress, long, 100% Sl, white, L	MC11111	MC11111	Not assigned	\$ 50.00	50.0000	\$ 100.00	2 EA	\$ 0.00	0.000	\$ 0.00	0 EA
PCS-01-ART141001	pullover, knitted, 100% cott, beige, S	MC11411	MC11411	Not assigned	\$ 40.00	50.0000	\$ 80.00	2 EA	\$ 20.00	2.000	\$ 0.00	0 EA
PCS-03-ART141001	pullunder, 100% cotton, white, S	MC11412	MC11412	Not assigned	\$ 38.95	50.0000	\$ 77.90	8 EA	\$ 0.00	0.000	\$ 0.00	0 EA
PCS-01-ART201001	jeansshirt, long-armed, 100%, white, S	MC12003	MC12003	Not assigned	\$ 16.00	50.0000	\$ 32.00	2 EA	\$ 8.00	2.000	\$ 0.00	0 EA
PCS-01-ART204	eau de toilette, 50ml	MC12002	MC12002	Not assigned	\$ 14.40	50.0000	\$ 28.80	2 EA	\$ 0.00	0.000	\$ 0.00	0 EA
PCS-01-ART414	batteries 1.5V, 6 pieces	MC14103	MC14103	Not assigned	\$ 5.20	50.0000	\$ 10.40	2 EA	\$ 0.00	0.000	\$ 0.00	0 EA
PCS-05-ART312	pineapple	MC13102	MC13102	Not assigned	\$ 2.50	50.0000	\$ 5.00	2 EA	\$ 0.00	0.000	\$ 0.00	0 EA
PCS-02-ART202	lipstick, various colours	MC12002	MC12002	Not assigned	\$ 1.70	50.0000	\$ 3.40	2 EA	\$ 0.00	0.000	\$ 0.00	0 EA
PCS-01-ART112001	fash. skirt, short, 55% trev white, S	MC11142	MC11142	Not assigned	\$ 0.00	X	\$ 0.00	0 EA	\$ 0.00		\$ 100.00	2 EA
Overall Result					\$ 168.75	50.0000	\$ 337.50	22 EA	\$ 28.00	4.000	\$ 100.00	2 EA