

How to create KPIs in Business One HANA Pervasive Analytics

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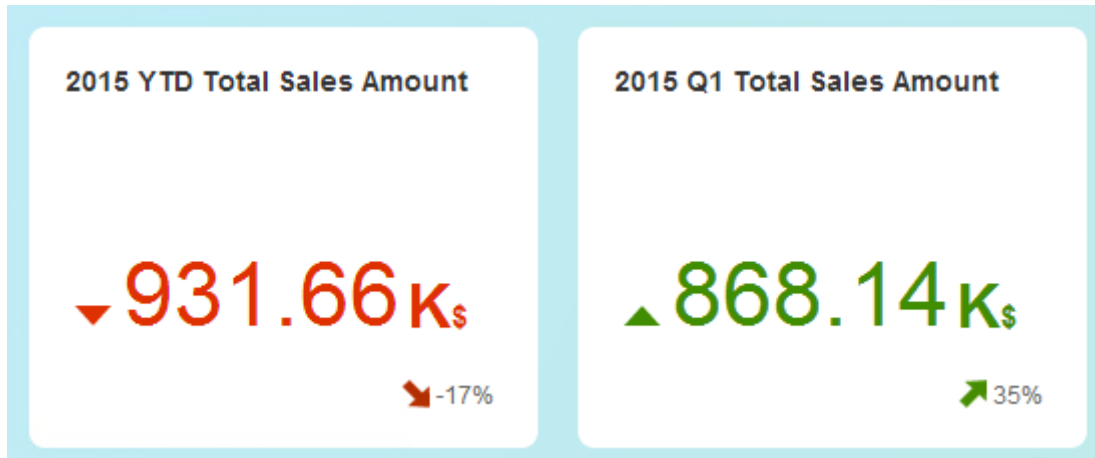
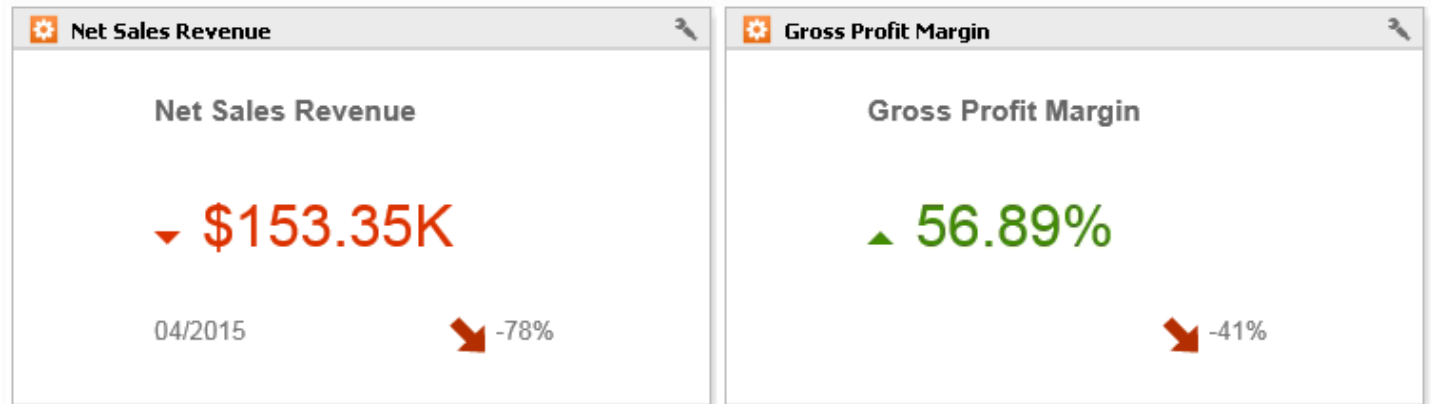
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Public



Webinar Agenda

- Introduction to Business One HANA Key Performance Indicators (KPI)
- Building New KPIs
- Changing a Delivered KPI





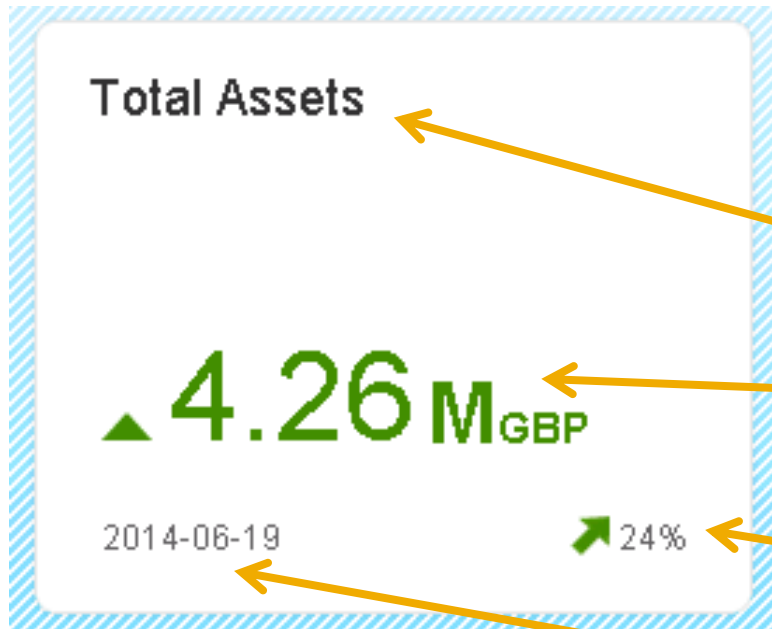
Introduction to Business One Key Performance Indicators (KPI)

What is a Key Performance Indicators (KPI)

- Key Performance Indicator widgets allow you to visually evaluate the status of a key metric. The single metric value can be
 - Currency Amount
 - Percentage/Ratio %
 - Count
 - Days
- Business One provides prebuilt KPIs and you can also design your own.
- You can base your KPIs on:
 - HANA Analytic Views
 - HANA Calculation Views
 - User-Defined Queries



How KPIs are Displayed in Business One HANA



- Displayed in Business One cockpit or Advanced Dashboard.
- Here we see a KPI for Total Assets (GL Acct Summary) displayed in the widget.
- At the top left, you see the Name.
- The KPI value appears in the center. The color indicates that this KPI has reached its goal.
- This KPI shows an upward trend. The arrow's color indicates a positive trend.
- In the bottom left, you see the data range.



Building New KPIs

Creating a New KPI

Process Steps for Creating a new KPI:

1. Choose Tools > Pervasive Analytics Designer
2. *New KPI* in the Pervasive Analytics Designer.
3. Choose a Query or HANA View as the data source for the KPI.
4. Set the Value Settings for the KPI.
5. Define the Display Settings.
6. Save the KPI.

The screenshot displays the SAP Business One interface. At the top, the 'Tools' menu is open, and 'Pervasive Analytics Designer' is selected. Below the menu, the 'Pervasive Analytics Designer' window is visible, showing a 'Home' tab and a background image of a city street at night. A text box below the window explains that Pervasive analytics for SAP Business One, version for SAP HANA, enables users to access and visualize data in a self-serving way, accelerating decision-making. At the bottom, two buttons are shown: 'New Dashboard' and 'New KPI', with the 'New KPI' button highlighted by a yellow border.

Pervasive analytics for SAP Business One, version for SAP HANA enables you to access and visualize your data in a self-serving way. Dashboards and KPIs can accelerate your decision making process, offering immediate and fact-based answers to business questions.

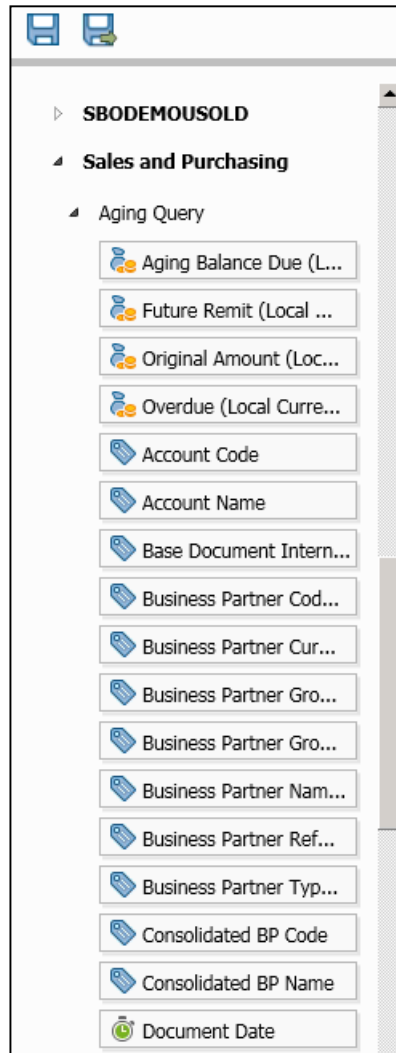
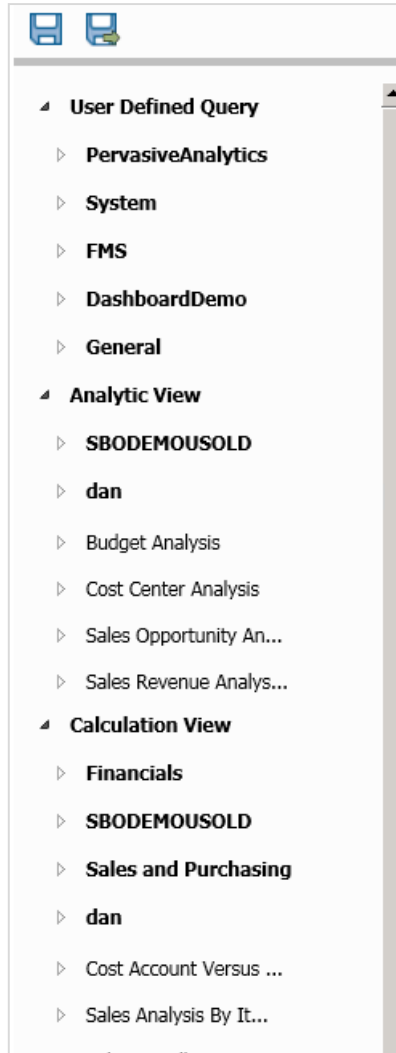
New Dashboard New KPI

Defining Your KPI

The screenshot displays the SAP KPI configuration interface, divided into four numbered sections:

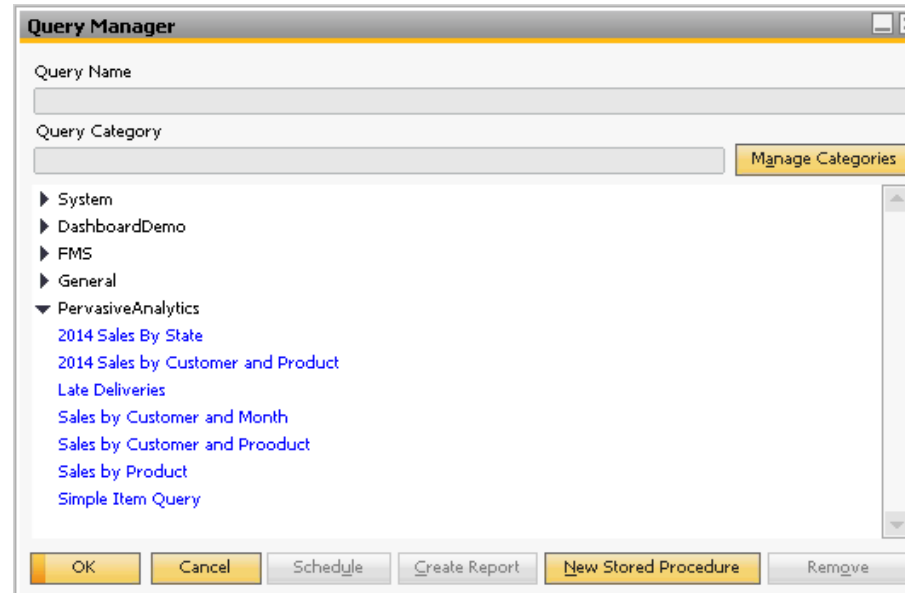
- 1**: Icons for **Save** and **Save As**.
- 2**: Available Queries & HANA Views (User-Defined Query, Analytic View, Calculation View).
- 3**: Main KPI Definition with 3 tabs (Value Settings, Filter & Parameter, Composite KPIs). The **Value Settings** tab is active, showing:
 - KPI Name: []
 - KPI Description: []
 - Set KPI Value**:
 - Overdue (Local ...)
 - Sum
 - Unit: Currency
 - From Data Source: Aging Query
 - Set Goal** (Advanced Goal):
 - Target Value: 100000
 - Set KPI Trend** (Advanced Trend):
 - Month-over-month Basis
 - Interim:
 - Smaller Is Better:
- 4**: Graphical view of KPI in widget showing:
 - Value: **\$28.81K** (up arrow)
 - Date: 04/13/2015
 - Trend: **-10%** (down arrow)
 - Status: Status Displaying

KPI Data Source



KPI Data Sources can be:

- Business One Queries
- HANA Views (Analytic & Calculation)
 - SAP Delivered
 - User & Partner Developed



Value Settings Tab

The screenshot shows the 'Value Settings' tab of a KPI configuration interface. It is divided into three sections: 'Value Settings', 'Filter & Parameter', and 'Composite KPIs'. The 'Value Settings' section contains the following elements:

- KPI Name:** A text input field containing 'KPI Name'.
- KPI Description:** A text input field containing 'KPI Description'.
- Measure:** A section titled 'Set KPI Value' containing a measure card for 'Overdue (Local ...)' with a 'Sum' aggregation and a 'Unit' dropdown set to 'Currency'. Below this is a 'From Data Source' field set to 'Aging Query'.
- Date Dimension:** A dashed box labeled 'Drag Date Dimension Here' with a clock icon.
- Data source (Query or View):** A 'Set Goal' section with a 'Target Value' input field set to '100000' and an 'Advanced Goal' link.
- Mark if KPI results are not for display:** A 'Set KPI Trend' section with a dropdown menu set to 'Month-over-month Basis' and an 'Advanced Trend' link.
- Mark if smaller KPI result is better result:** Two checkboxes at the bottom: 'Interim' (unchecked) and 'Smaller Is Better' (checked).

Yellow arrows point from the labels on the left and right to the corresponding fields in the interface.

Setting Targets

- The Set KPI Goal section is where you adjust KPI targets
- Target initially set to zero
- Adjust the setting to corporate goal

The screenshot displays the 'Value Settings' tab for an 'Outbound Inventory Value' KPI. The interface is divided into several sections:

- Value Settings:** The active tab, with sub-sections for 'Filter and Parameter' and 'Composite KPI'.
- Outbound Inventory Value:** Two input fields, both containing the text 'Outbound Inventory Value'.
- Set KPI Value:** A section containing two input fields for values. The left field shows '#[948.177]' and the right field shows '#[948.7]'. Below these are dropdown menus for 'Sum' and 'This Month'. A 'Unit' dropdown is set to 'Currency', and the 'From Data Source' is 'Outbound Inventory Value'.
- Set KPI Goal:** This section is highlighted with a yellow circle. It contains a text input field with 'The target value of this month', a numeric input field with '0', and a link labeled 'Advanced Goal'.
- Set KPI Trend:** A dropdown menu set to 'Month-On-Month Basis' with a link labeled 'Advanced Trend'.
- Options:** Two checkboxes at the bottom: 'Interim' (unchecked) and 'Smaller Value is Better' (unchecked).

Setting Trends

The screenshot displays the 'Value Settings' tab of a KPI configuration tool. It is divided into three main sections: 'Value Settings', 'Filter and Parameter', and 'Composite KPI'.
1. **Value Settings:** Contains a text input field with 'Cash', a 'Total Amount of Cash and' label, and a 'Set KPI Value' section. The 'Set KPI Value' section includes a 'Life To Date (L...)' icon, a 'Sum' dropdown, a 'Unit' dropdown set to 'Currency', and a 'From Data Source' field with the value 'KPI Balance Sheet Query'.
2. **Filter and Parameter:** Contains a 'Set KPI Goal' section with a text input field containing 'The target value of this month' and a numeric input field with '0'.
3. **Composite KPI:** Contains a 'Set KPI Trend' section, which is highlighted with a yellow border. It features a dropdown menu with the following options: 'Quarter-On-Quarter Basis' (selected), 'None', 'Month-On-Month Basis', 'Month-Over-Month Basis', 'Quarter-Over-Quarter Basis', 'Year-Over-Year Basis', 'Day-On-Day Basis', and 'Day-Over-Day Basis'.
On the left side of the interface, there are several icons: a clock, a target, a list, and a checkbox labeled 'Inherit'.

Set KPI Trend section:

- Choose how to calculate performance improvement
- Compare months, quarters, years or days
- Month-on-Month compares this month to last month
- Month-over-Month compares this month to the same month last year

Building New KPI Demonstration





Changing Delivered KPIs

Predefined KPIs

You can view the full list of predefined KPIs in the Pervasive Analytics Designer

Initially the predefined KPIs based on charts of accounts are available for four localizations:

- United States
- Germany
- Great Britain
- China

Predefined KPIs not based on charts of accounts are available for all localizations

In this session we are going to focus on KPIs delivered for GL Account amounts

The screenshot displays the 'My KPIs' interface. On the left, a scrollable list contains the following KPIs: OC, Operating Cost, Operating Income, Operating Margin, Overdue Deliveries, Quick Ratio, ROE, Total Assets, Total Current Assets, Total Current Liabilities, Total Equity, Total Liabilities, and Working Capital. On the right, a separate list of KPIs is shown within a blue dashed border, including: Total Assets, Total Liabilities, Total Equity, Net Sales Revenue, Net Cash Flow (Operating), Net Cash Flow (Investme...), Net Cash Flow (Financial), Cash, Accounts Receivable, Inventory, and Accounts Payable.

Modifying KPIs Based on Delivered KPI Queries - 1

- KPI Balance Sheet Query
- KPI Profit & Loss Query
 - are examples of a delivered Calculation View
- They General Ledger Account
 - Measures
 - Dimensions
 - Dates
 - Parameters
- Requires knowledge of Business One Financial Report Templates
- Filters & Parameters are Key to getting the GL account balances you want in your KPI



Pervasive Analytics Designer

Home Accounts Payable X

- ▶ General Ledger BP Qu...
- ▶ KPI Balance Sheet Qu...
 - Life To Date (Local ...)
 - Life To Date (System...)
 - Year To Date (Local ...)
 - Year To Date (System...)
 - KPI Factor Internal ...
 - KPI Factor Name
 - Template Internal Ke...
 - Template Item Intern...
 - Template Item Name
 - Template Name
 - To Date
 - P_TemplateInternalKe...
Default: -99
 - P_ToDate
- ▶ KPI Cash Flow Statem...
- ▶ KPI Profit And Loss ...
- ▶ Profit and Loss Comp...
- ▶ Profit and Loss Quer...
- ▶ Subledger Query
- ▶ Tax Report Query

Value Settings Filter & Parameter Composite KPIs

Accounts Payable The total accounts payable

Set KPI Value

LifeToDateLC X

Sum

Unit: Currency

From Data Source: KPI Balance Sheet Query

Set Goal Advanced Goal

The target value of this month

0

Set KPI Trend Advanced Trend

Month-on-month Basis

Interim

Smaller Is Better

Accounts Payable

▲ \$265.16K

04/10/2015 ▼ -36%

Status Displaying

**** Notice the Measure used**

Modifying KPIs Based on Delivered KPI Queries - 2

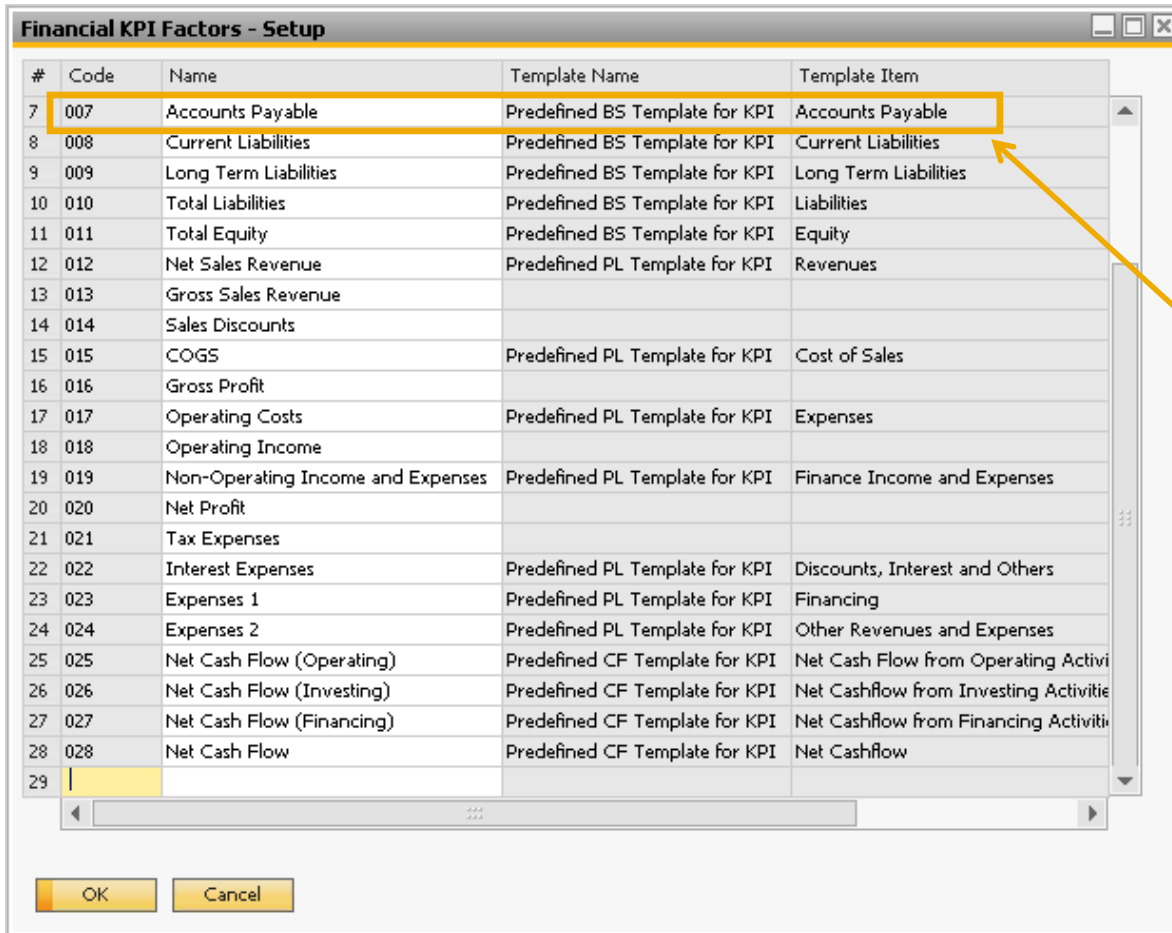
Filters & Parameters

- Filters
 - **KPIFactorInternalKey** ties to numeric value assigned in Administration > Setup > Financials > Financial KPI Factors Setup menu
- Parameters
 - **P_FromDate** is the date “from” which the GL amount is calculated
 - **P_ToDate** is the date “to” which the GL amount is calculated
 - **P_TemplateInternalKey** is the internal key of the Financial Report template that is used

The screenshot displays the Pervasive Analytics Designer interface. The main window is titled 'Accounts Payable' and shows a KPI configuration for 'Accounts Payable'. The KPI value is \$265.16K, with a change of -36% from 04/10/2015. The configuration is set to 'Status Displaying'. The interface is divided into three tabs: 'Value Settings', 'Filter & Parameter', and 'Composite KPIs'. The 'Filter & Parameter' tab is active, showing a list of parameters: KPIFactorInternalKey (007), P_ToDate (Current Date), and P_TemplateInternalKe... (Default: -99). The 'Value Settings' tab shows the KPI value and change. The 'Composite KPIs' tab is empty. The 'Accounts Payable' KPI is displayed in a summary box on the right. The data source is 'KPI Balance Sheet Query'.

Modifying KPIs Based on Delivered KPI Queries - 3

Administration > Setup > Financials > **Financial KPI Factors Setup**

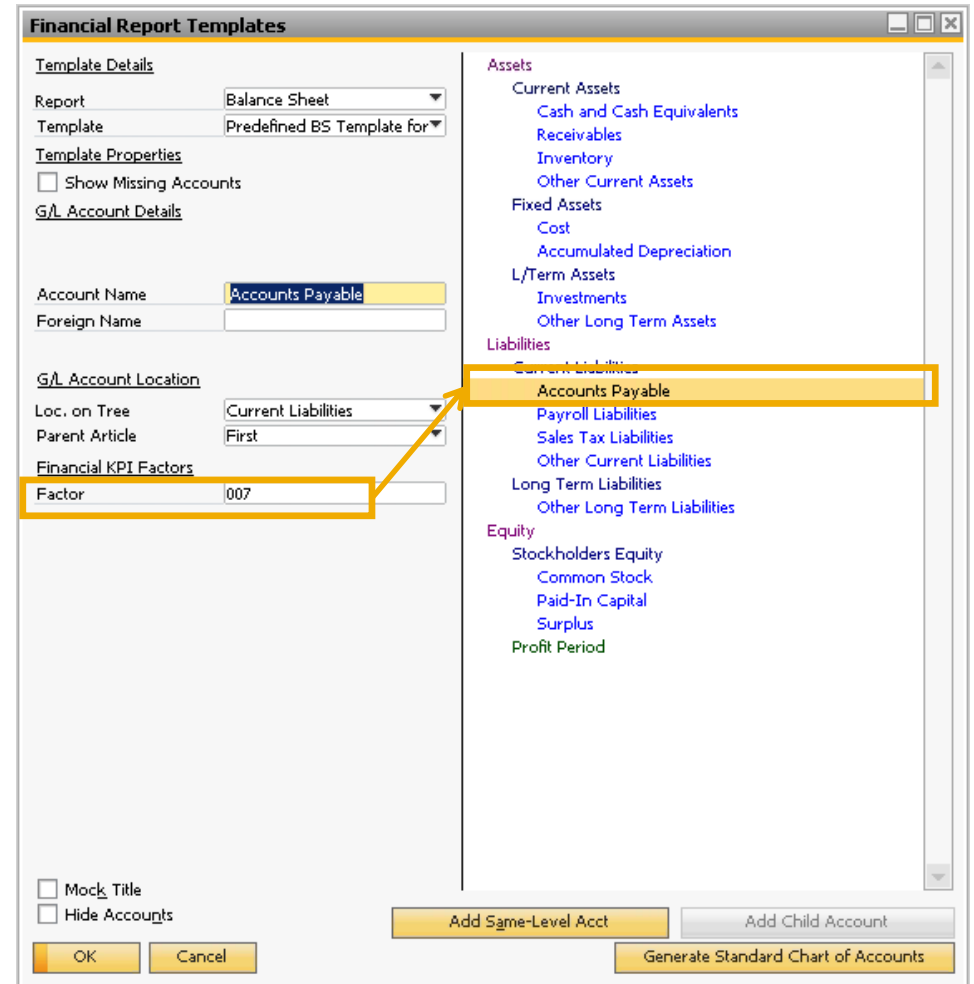


The dialog box 'Financial KPI Factors - Setup' contains a table with the following data:

#	Code	Name	Template Name	Template Item
7	007	Accounts Payable	Predefined BS Template for KPI	Accounts Payable
8	008	Current Liabilities	Predefined BS Template for KPI	Current Liabilities
9	009	Long Term Liabilities	Predefined BS Template for KPI	Long Term Liabilities
10	010	Total Liabilities	Predefined BS Template for KPI	Liabilities
11	011	Total Equity	Predefined BS Template for KPI	Equity
12	012	Net Sales Revenue	Predefined PL Template for KPI	Revenues
13	013	Gross Sales Revenue		
14	014	Sales Discounts		
15	015	COGS	Predefined PL Template for KPI	Cost of Sales
16	016	Gross Profit		
17	017	Operating Costs	Predefined PL Template for KPI	Expenses
18	018	Operating Income		
19	019	Non-Operating Income and Expenses	Predefined PL Template for KPI	Finance Income and Expenses
20	020	Net Profit		
21	021	Tax Expenses		
22	022	Interest Expenses	Predefined PL Template for KPI	Discounts, Interest and Others
23	023	Expenses 1	Predefined PL Template for KPI	Financing
24	024	Expenses 2	Predefined PL Template for KPI	Other Revenues and Expenses
25	025	Net Cash Flow (Operating)	Predefined CF Template for KPI	Net Cash Flow from Operating Activi
26	026	Net Cash Flow (Investing)	Predefined CF Template for KPI	Net Cashflow from Investing Activitie
27	027	Net Cash Flow (Financing)	Predefined CF Template for KPI	Net Cashflow from Financing Activiti
28	028	Net Cash Flow	Predefined CF Template for KPI	Net Cashflow
29				

Buttons: OK, Cancel

Financials > Financial Report Templates



The dialog box 'Financial Report Templates' has the following configuration:

- Report: Balance Sheet
- Template: Predefined BS Template for
- Template Properties: Show Missing Accounts
- G/L Account Details: Account Name: Accounts Payable
- G/L Account Location: Loc. on Tree: Current Liabilities
- Financial KPI Factors: Factor: 007

Account Hierarchy (Liabilities):

- Current Liabilities (highlighted)
 - Accounts Payable (highlighted)
 - Payroll Liabilities
 - Sales Tax Liabilities
 - Other Current Liabilities
- Long Term Liabilities
- Other Long Term Liabilities

Buttons: Add Same-Level Acct, Add Child Account, OK, Cancel, Generate Standard Chart of Accounts

Modifying KPIs Based on delivered KPI Queries - 4

OKPF Table

Query Preview

```
SELECT * FROM OKPF TO
```

#	KPI Factor No.	KPI Factor Name	Numerator	Template	Is System
1	001	Cash	3	-99	Y
2	002	Inventory	5	-99	Y
3	003	Accounts Receivable	4	-99	Y
4	004	Fixed Assets	7	-99	Y
5	005	Current Assets	2	-99	Y
6	006	Total Assets	1	-99	Y
7	007	Accounts Payable	15	-99	Y
8	008	Current Liabilities	14	-99	Y
9	009	Long Term Liabilities	19	-99	Y
10	010	Total Liabilities	13	-99	Y
11	011	Total Equity	21	-99	Y
12	012	Net Sales Revenue	1	-97	Y
13	013	Gross Sales Revenue			Y
14	014	Sales Discounts			Y
15	015	COGS	5	-97	Y

Execute Cancel Reverse Table Upload to BI OnDemand Copy

Value Settings Filter & Parameter Composite KPIs

KPIFactorInternalKey 007

P_ToDate Current Date

P_TemplateInternalKe... Default:-99

Accounts Payable

▲ \$265.16K

04/10/2015 ▼ -36%

Status Displaying

From Data Source: KPI Balance Sheet Query

Changing a Delivered KPI Demonstration





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