How to create KPIs in Business One HANA Pervasive Analytics

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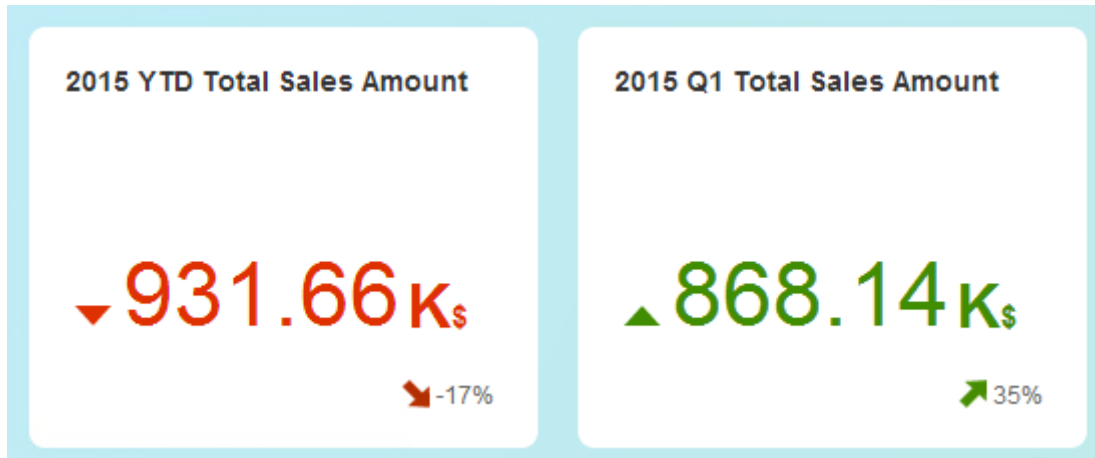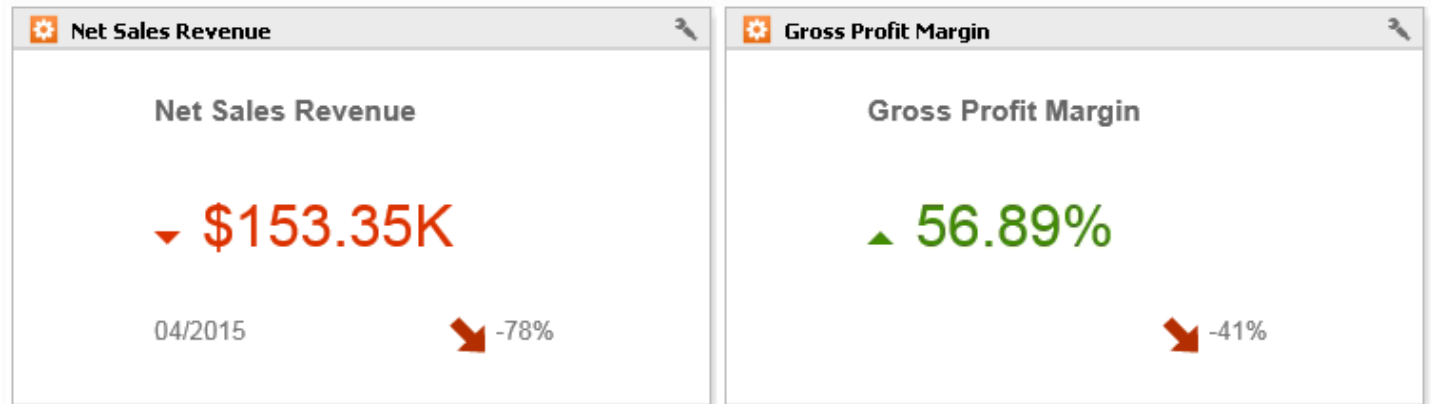**April 14, 2015**

Public

Webinar Agenda

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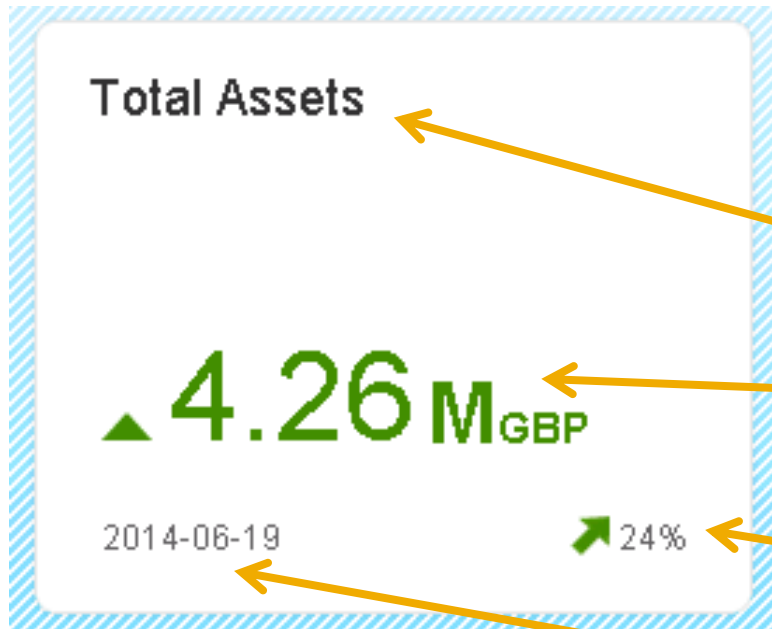- Changing a Delivered KPI

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

Total Assets

▲ 4.26 M GBP

2014-06-19   ↗ 24%

Net Sales Revenue

▲ 14.86 K GBP

2014-06-19   ↗ 131998%

Receivables Overdue

▲ 292.08 K GBP

2014-06-19   ↘ -4%

Gross Profit Margin

▼ -8.93 %

↘ -109%

How KPIs are Displayed in Business One HANA

Total Assets

▲ **4.26 M**GBP

2014-06-19   ↗24%

- 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.

File Edit View Data Go To Modules Tools Window Help

Layout Designer...
Scheduled Report Overview
Pervasive Analytics Designer
Apps for the version for SAP HANA
Preview External Crystal Reports File
n Settings...   Ctrl+Shift+S
nge Log...
ss Log
ries
Business One Studio Suite
Menu
Shortcuts
-Defined Values   Shift+F2
-Defined Windows
pit
omization Tools
ault Forms

Pervasive Analytics Designer

Home

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

1) Icons for *Save* and *Save As*

2) Available Queries & HANA Views

3) Main KPI Definition with 3 tabs

4) Graphical view of KPI in widget
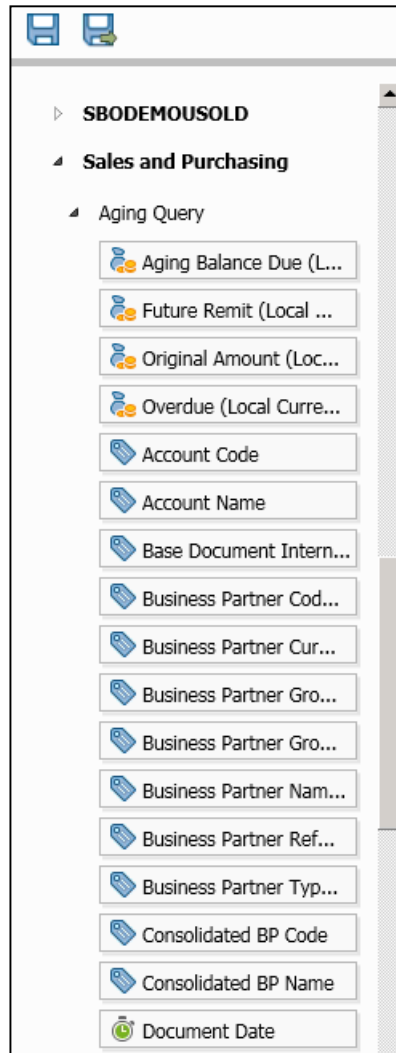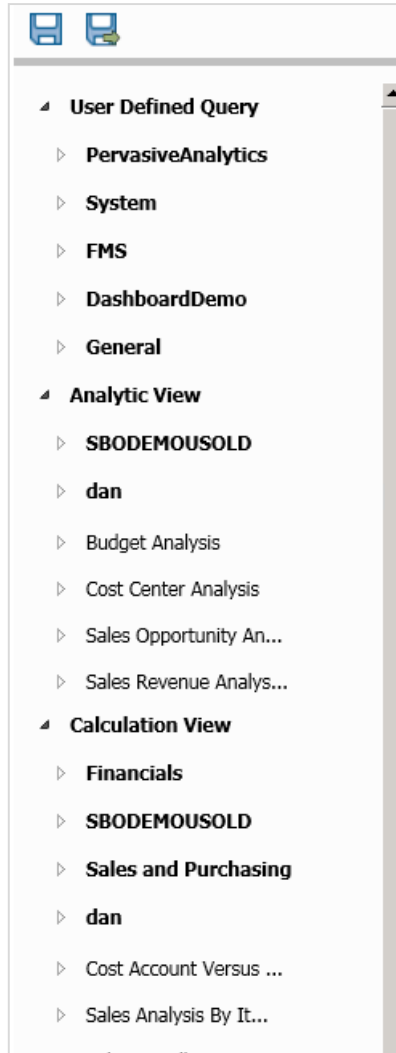
KPI Data Source

KPI Data Sources can be:
- Business One Queries
- HANA Views (Analytic & Calculation)
  - SAP Delivered
  - User & Partner Developed
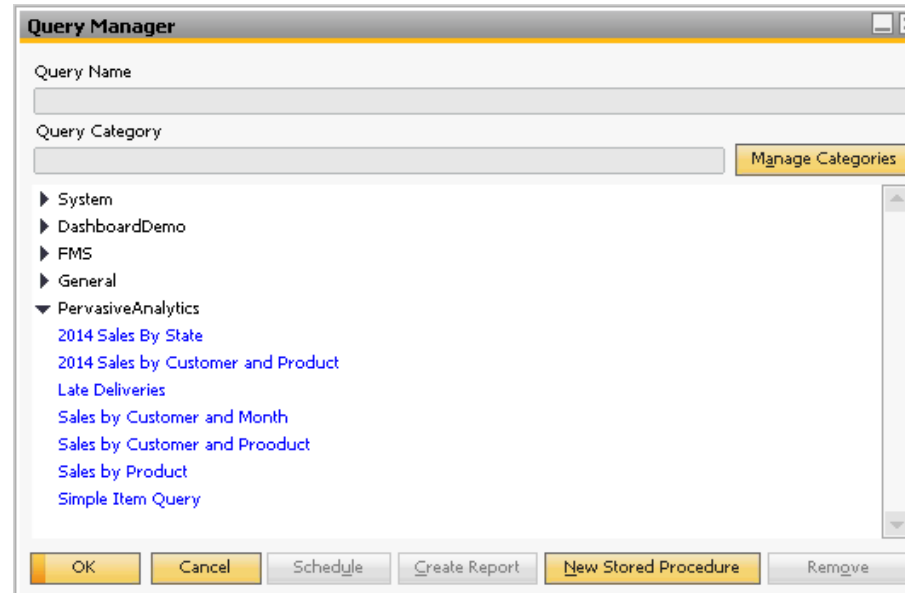
Value Settings Tab

KPI Name →

Measure →

Data source
(Query or View) →

Mark if KPI results
are not for display →

Value Settings	Filter & Parameter	Composite KPIs

KPI Name ← **KPI Description**

Set KPI Value

🐇 Overdue (Local ... ✕

Sum ▾ ← **Date Dimension**

⏱
Drag Date Dimension Here

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 ← **Mark if smaller KPI result is better result**

Setting Targets

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

Setting Trends

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

My 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

Working Capital

My KPIs

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

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

** *Notice the Measure used*

Modifying KPIs Based on Delivered KPI Queries - 2
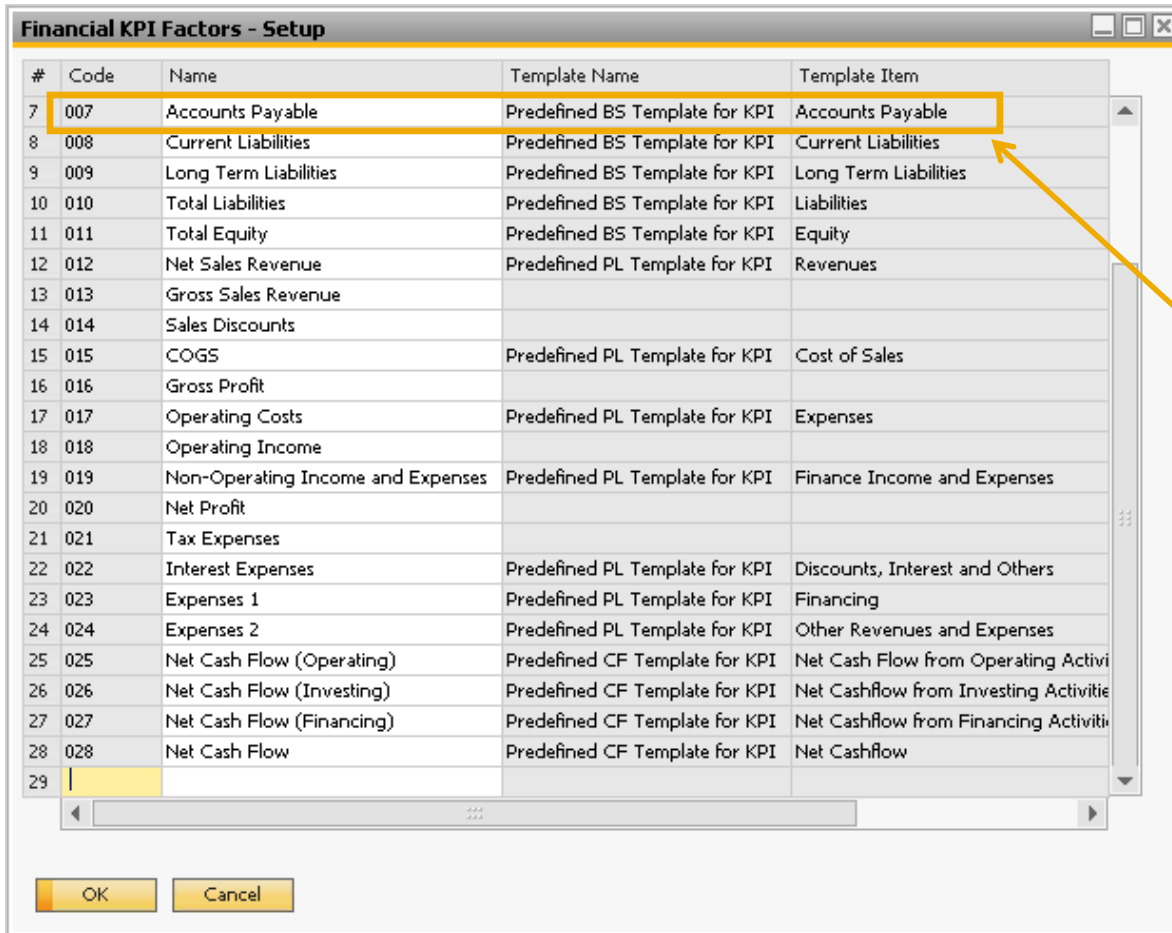
Filters & Parameters

- Filters
  - **KPIFactorInternalKe**y 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

Modifying KPIs Based on Delivered KPI Queries - 3

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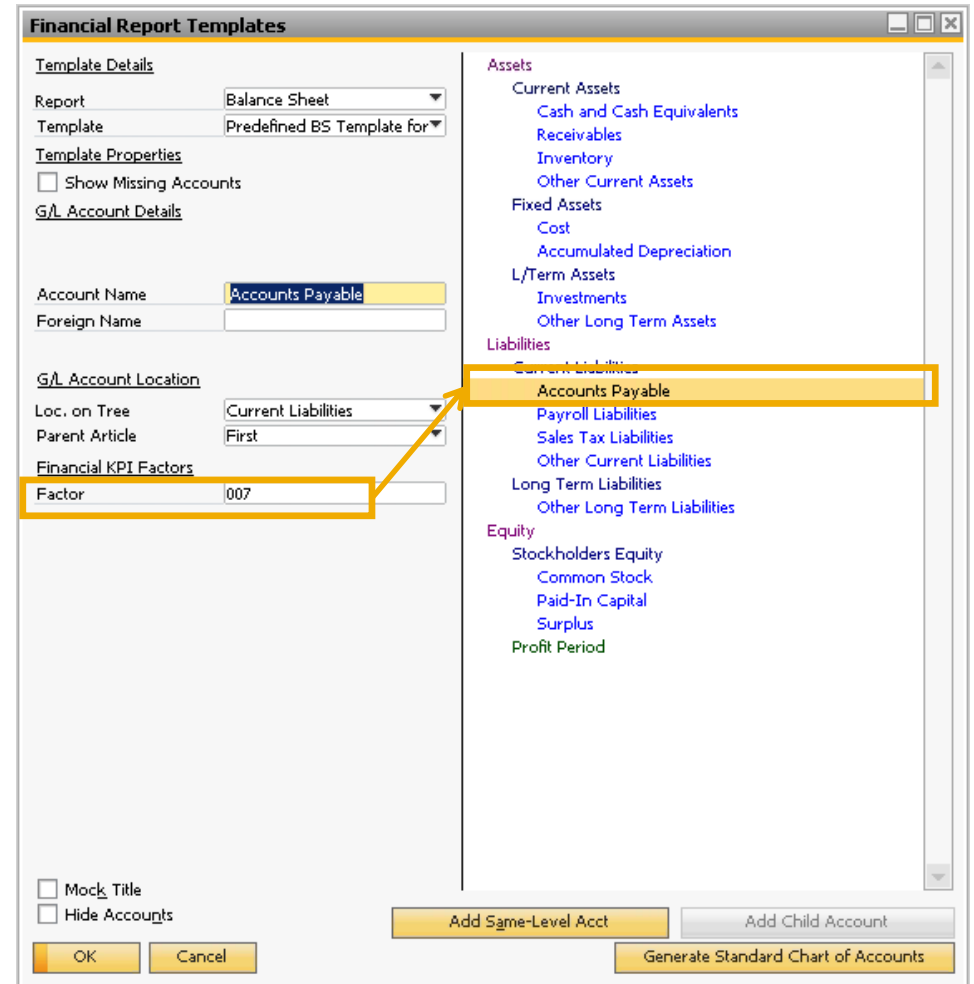
Financials > Financial Report Templates

Modifying KPIs Based on delivered KPI Queries - 4

OKPF Table

Query Preview

```
SELECT *  FROM OKPF T0
```

#	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

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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

Questions?

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