



Xu hướng mới cho Business Intelligence

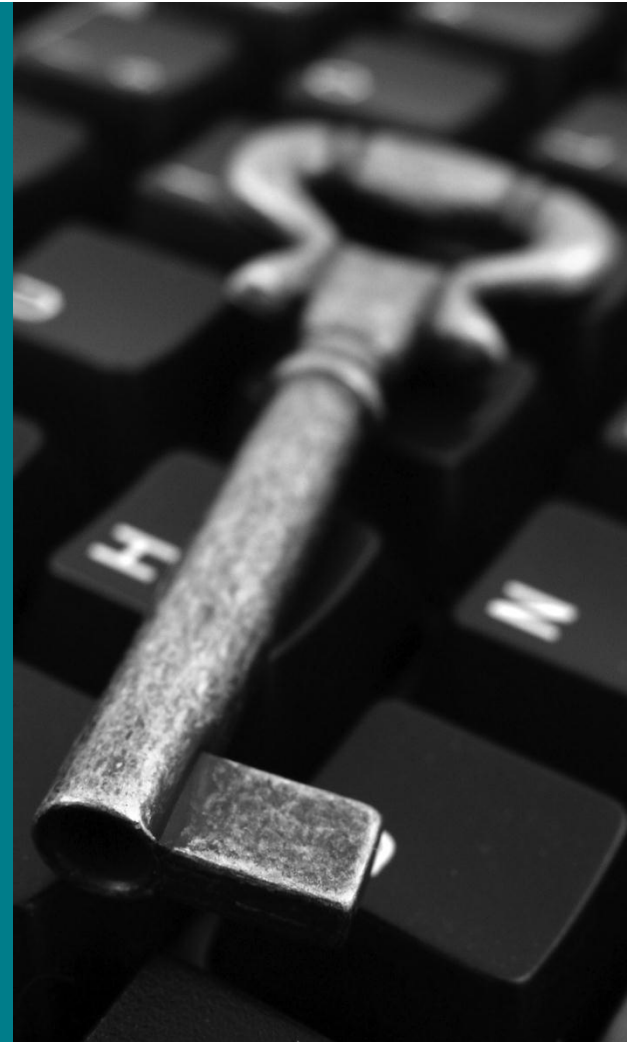
Tp.HCM, ngày 26 tháng 03 năm 2014

Diễn giả

- **Phạm Hồng Thái**, Phó Tổng giám đốc, TRG
- **Phạm Thanh Bình**, Giám đốc PTKD, TRG
- **Nguyễn Hoàng Long**, Tư vấn PTKD, TRG
- **Lê Tuấn Anh**, Tư vấn Phát triển Hệ thống, TRG

Chương trình

1. Giới thiệu về TRG
2. Quy trình ra quyết định & BI là gì?
3. Tính năng mới cho BI
4. Hỏi đáp



trg 



trg

CHÚNG TÔI GIÚP DOANH NGHIỆP BẠN TOẢ SÁNG



trg

Tầm nhìn

của chúng tôi là hàng ngày
dẫn dắt doanh nghiệp bạn trở nên vĩ đại



trg[★]

Sứ mệnh

của chúng tôi là trở thành đối tác
ưu tiên cho việc cung cấp những
hệ thống làm việc tốt

Giải pháp của chúng tôi

Quản Trị Tài Chính



ERP



Quản Trị Hiệu Suất Doanh Nghiệp



Quản Lý Bán Lẻ



Nhà Hàng Khách Sạn



Ảo Hóa





Quy trình ra quyết định

Phạm Thanh Bình

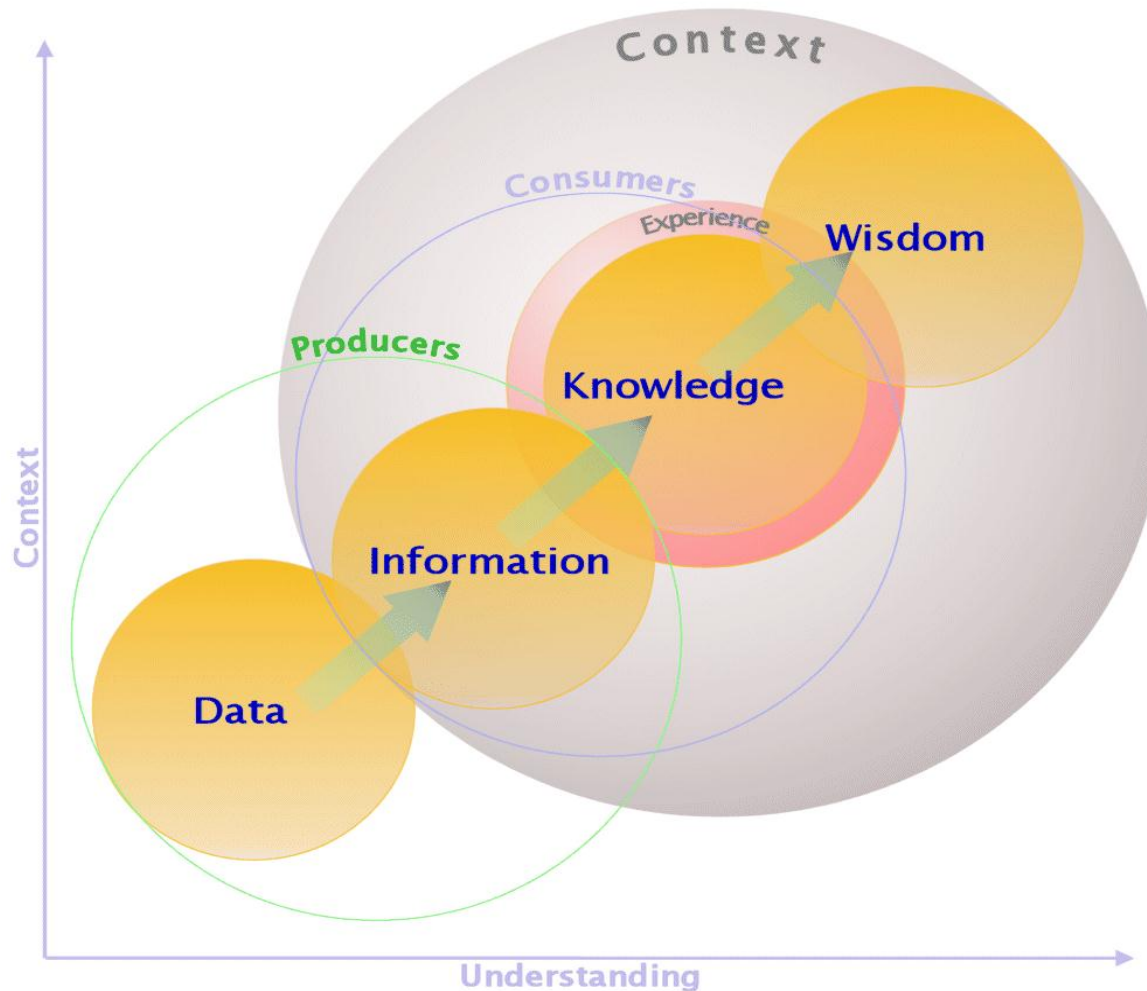
Giám đốc Phát triển kinh doanh

Nội dung

- Quy trình ra quyết định
- BI là gì

“Bi kịch của cuộc đời là chúng ta trở nên già đi quá sớm và thông thái quá trễ”

- Benjamin Franklin





612 (Wikipedia)

5,000 (Amazon Askville)



Mô hình ra quyết định của Simon

1. Intelligence

2. Design

3. Choice

Nguyên nhân không chắc chắn



Mơ hồ



Phức tạp



Thiếu thông tin

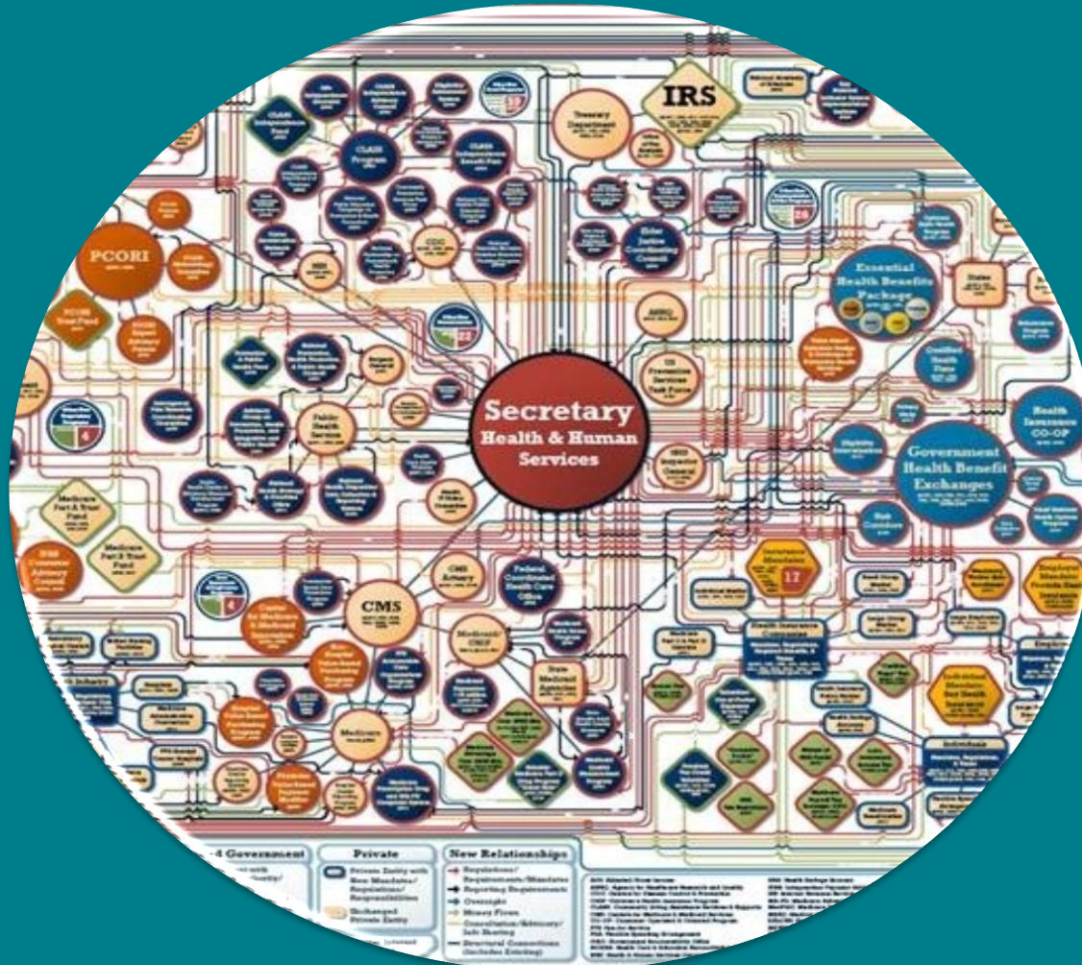


Mâu thuẫn



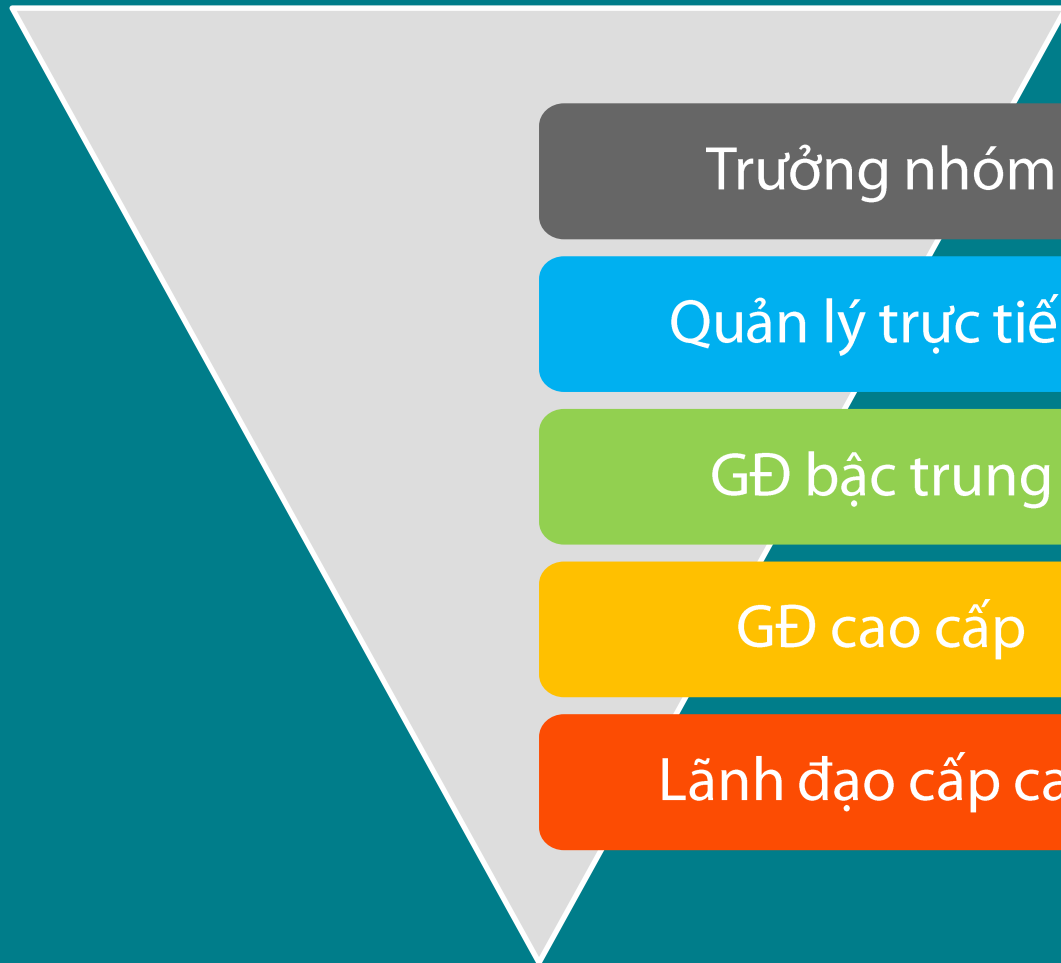
Khó thông dịch

Quá nhiều quy trình và hệ thống



Nhu cầu về thông tin

Rất chi tiết



Trưởng nhóm

Quản lý trực tiếp

GĐ bậc trung

GĐ cao cấp

Lãnh đạo cấp cao

Ít chi tiết

Giải Pháp

Trưởng nhóm

Báo cáo hoạt động

The screenshot shows the Infor10 Financials Business (SunSystems) application window. The title bar reads 'Infor10 Financials Business (SunSystems)'. The menu bar includes 'File', 'Edit', 'View', 'Tools', 'Actions', and 'Help'. Below the menu bar is a search bar with 'Search Results' and 'Com' tabs. The search results list includes 'VAS-QD15' and 'FAVOURITES'. A blue cube icon is visible, and a list of items is shown below it, including '01-TT_Phieu Thu', '02-TT_Phieu Chi', 'Uy Nhiem Chi_Vie', 'Uy Nhiem Chi AC', 'Uy Nhiem Chi_BID', 'Uy Nhiem Chi_Exc', 'Uy Nhiem Chi_Te', and 'Uy Nhiem Chi_Ve'.

Đơn vị báo cáo:
Địa chỉ:.....

Mẫu số B 02 – DN
(Ban hành theo QĐ số 15/2006/QĐ-BTC
Ngày 20/03/2006 của Bộ trưởng BTC)

BÁO CÁO KẾT QUẢ HOẠT ĐỘNG KINH DOANH
Năm.....

Đơn vị tính:.....

CHỈ TIÊU	Mã số	Thuyết minh	Năm nay	Năm trước
1	2	3	4	5
1. Doanh thu bán hàng và cung cấp dịch vụ	01	VI.25		
2. Các khoản giảm trừ doanh thu	02			
3. Doanh thu thuần về bán hàng và cung cấp dịch vụ (10 = 01 - 02)	10			
4. Giá vốn hàng bán	11	VI.27		
5. Lợi nhuận gộp về bán hàng và cung cấp dịch vụ (20 = 10 - 11)	20			
6. Doanh thu hoạt động tài chính	21	VI.26		
7. Chi phí tài chính	22	VI.28		
- Trong đó: Chi phí lãi vay	23			
8. Chi phí bán hàng	24			
9. Chi phí quản lý doanh nghiệp	25			
10. Lợi nhuận thuần từ hoạt động kinh doanh (30 = 20 + (21 - 22) - (24 + 25))	30			

Giải Pháp

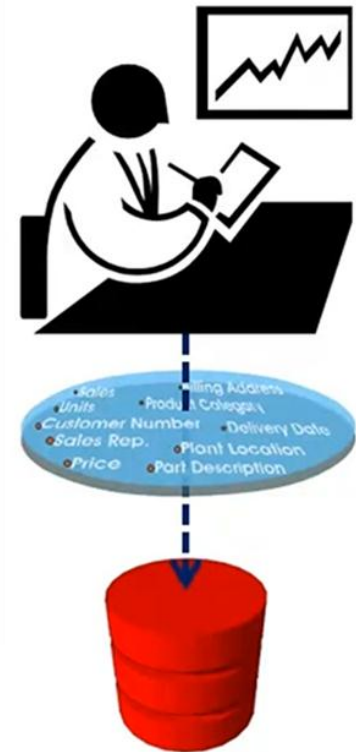
Quản lý trực tiếp

Báo cáo phát sinh

The screenshot shows a report editor window with a table titled "Report Title". The table has five columns: Year, State, Lines, Extended price, and Sales. The data rows are as follows:

Year	State	Lines	Extended price	Sales
2001	California	Accessories	\$179,930.18	
2001	California	City Skirts	\$11,368.90	
2001	California	City Trousers	\$15,071.60	
2001	California	Dresses	\$47,038.70	
2001	California	Jackets	\$22,826.80	
2001	California	Leather	\$9,672.50	
2001	California	Outerwear	\$36,891.35	
2001	California	Overcoats	\$29,018.10	
2001	California	Shirt Waist	\$110,961.23	
2001	California	Sweaters	\$65,275.90	
2001	California	Sweat T. Shirts	\$111,190.50	

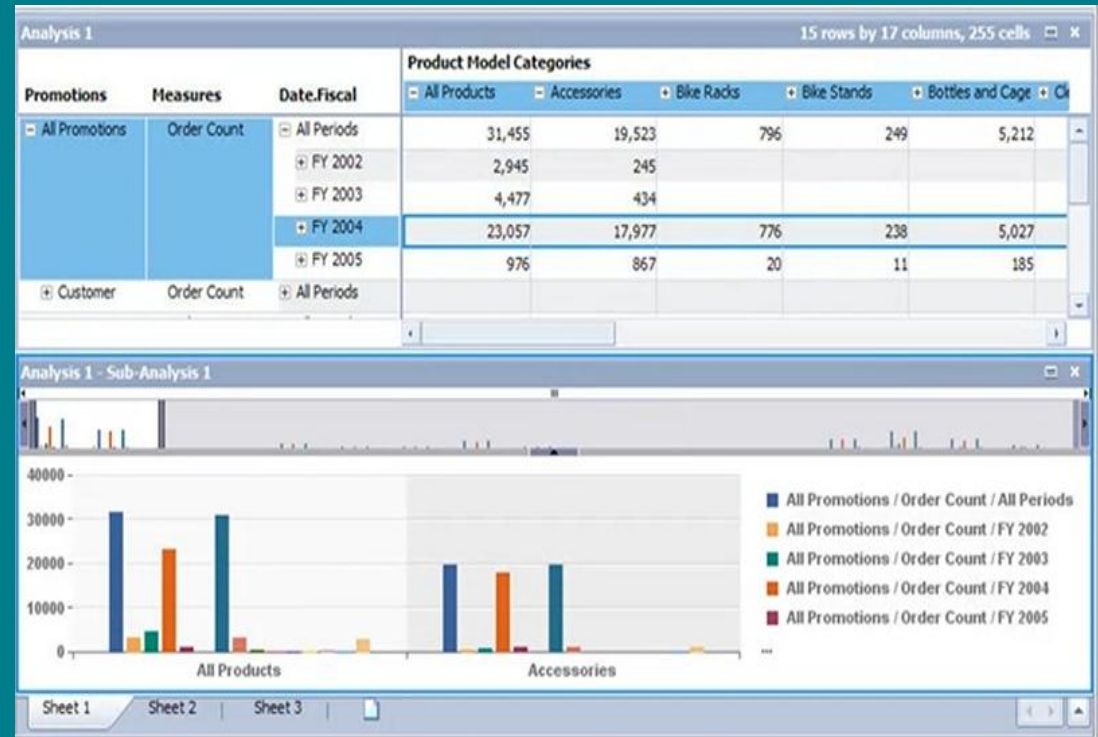
A context menu is open over the table, listing the following options: Set as Section, Insert, Copy as text, Clear Cell Contents, Remove, Remove Row, Remove Column, Format Number..., Formula Toolbar, Edit Format, and Sort.



Giải Pháp

GD bậc trung

OLAP Analytics



Giải Pháp

GD cao cấp

Báo cáo trực quan

Real-time Web Monitor

Akamai monitors global Internet conditions around the clock. With this real-time data we identify the global regions with the greatest attack traffic, cities with the slowest Web connections (latency), and geographic areas with the most Web traffic (traffic density).

Real-Time Web Monitor

- Return to Visualizing the Internet
- Methodology and Data Collection
- Kona Web Security Solutions

Modes

Attacks

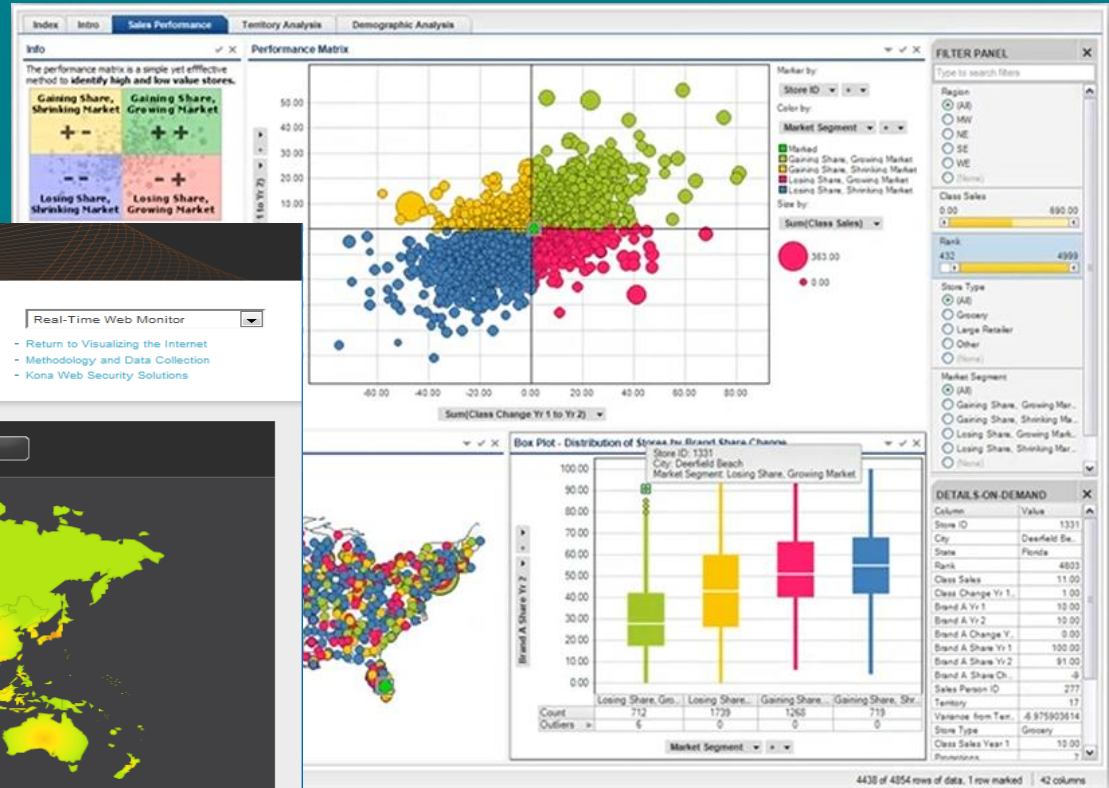
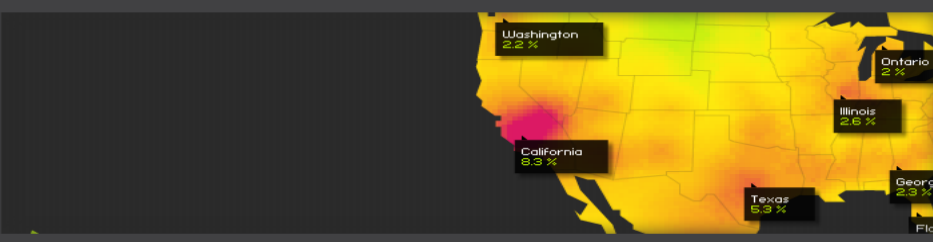
Latency

Traffic

November 25, 2013 03:40:47 AM GMT

Network Traffic Overview
Displayed are current bytes delivered by major geographic region, as percentages of global network traffic. Highest volume regions are called out below.

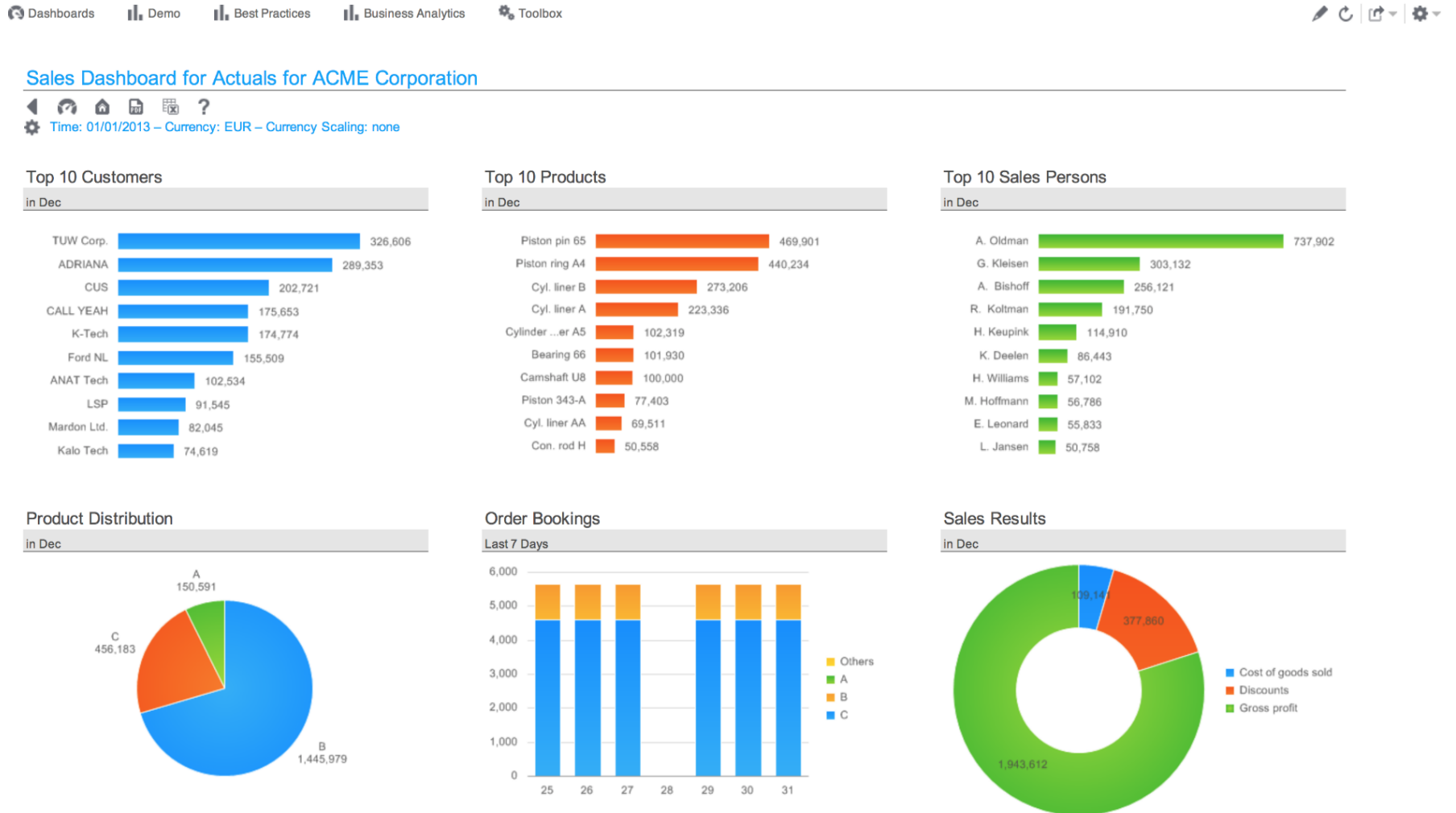
15 % ABOVE AVERAGE



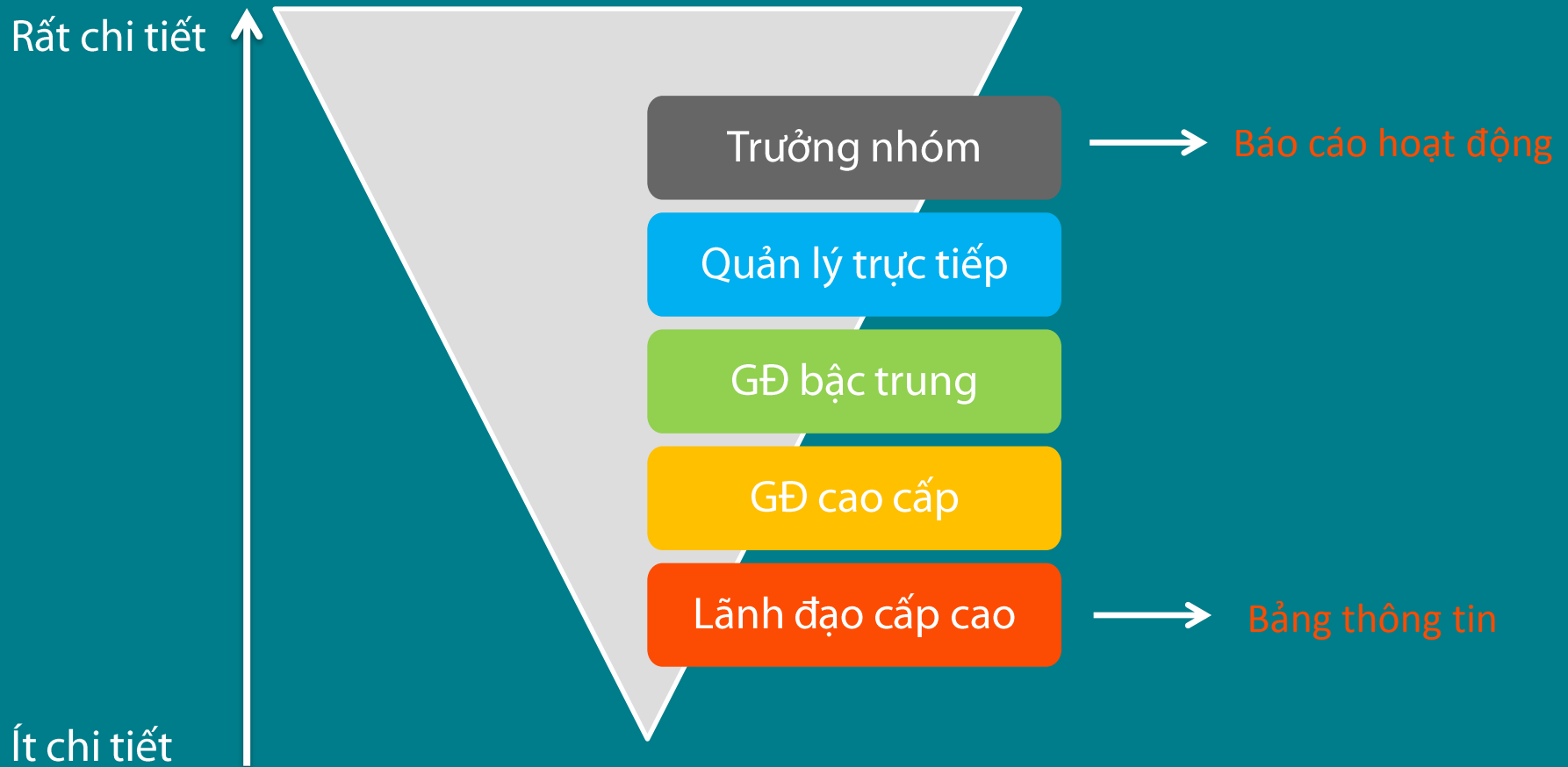
Giải Pháp

Lãnh đạo cấp cao

Bảng thông tin



Nhu cầu thông tin



BI là gì?

BI là gì?

Báo cáo hoạt động

Báo cáo phát sinh

OLAP Analytics

Báo cáo trực quan

Bảng thông tin

BI theo định nghĩa của Wikipedia

BI là tập hợp của

- các lý thuyết
- các phương pháp
- các cấu trúc, và
- các kỹ thuật

giúp chuyển đổi **dữ liệu thô** thành dữ liệu và thông tin **hữu ích**, có **ý nghĩa** phục vụ mục đích kinh doanh.

BI có thể tổng hợp một lượng lớn thông tin giúp nhận diện và phát triển những cơ hội mới.

Kết luận

- Có thông tin đúng thời điểm
- Bằng cách sử dụng đúng công cụ
- Đưa ra quyết định tốt hơn

BI như vậy có đủ chưa?



Tính năng mới cho BI



Nguyễn Hoàng Long
Tư vấn Phát triển Kinh doanh



Lê Tuấn Anh
Tư vấn Phát triển Hệ thống

What's new?



Mobility



Contextual BI



Collaboration /
Actionable



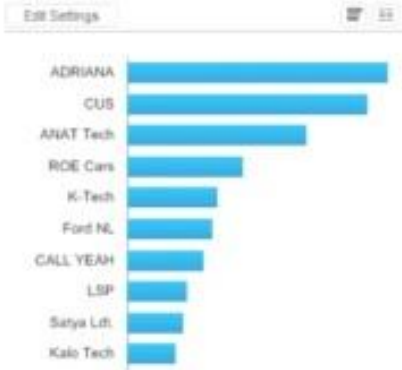
Faster
Implementation



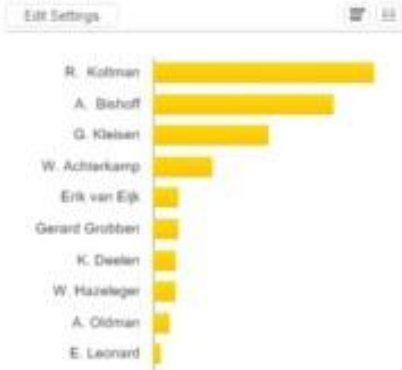
MOBILITY



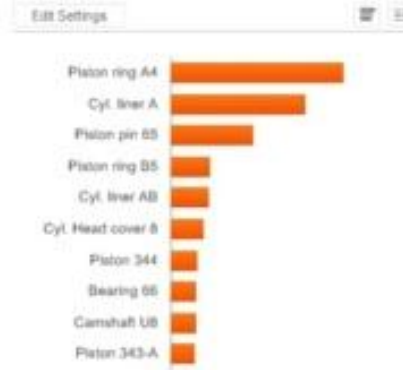
Top 10 Customers



Top 10 Sales Persons



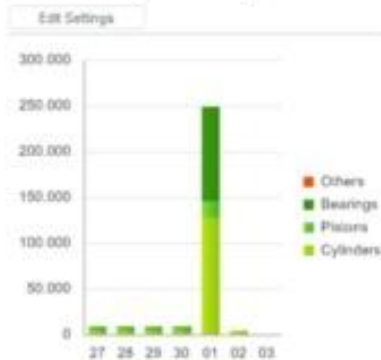
Top 10 Products



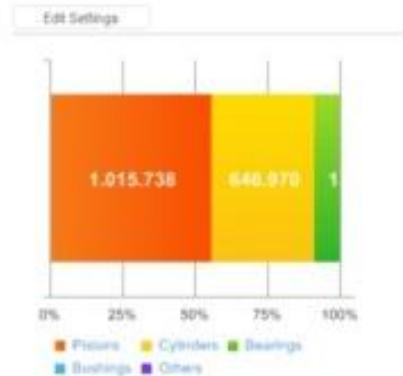
Sales Results in



Order Bookings last 7 Days



Product Distribution



CONTEXTUAL

Kindle Fire

Powerhouse tablets
Built for work and play

Compare Kindles ▾



Fire HD
\$139



Fire HDX
\$229



Fire HDX 8.9"
\$379



Fire HD 8.9" 32GB
\$299



Show
Kindle
E-readers >>

kindle fire HDX 8.9

Designed to do it all

Exclusive HDX display | Fast quad-core processor | 8MP rear camera



▶ Product Tour



See all 4 customer images | Share your own customer images

Kindle Fire HDX 8.9" Tablet

8.9" HDX Display, Wi-Fi, Optional 4G LTE Wireless, 16GB, 32GB, or 64GB

★★★★☆ (4,214 customer reviews)

Starting at

\$379.00 FREE Shipping [Details](#)

Select storage size, connectivity, and accessories after adding to cart

In Stock.

Ships from and sold by **Amazon Digital Services**. [Important information about using outside the U.S.](#)

Want it tomorrow, March 25? Order within **15 hrs 37 mins** and choose **One-Day Shipping** at checkout. [Details](#)

What's new

HDX display, faster processor, ultra-light design... [See 7 more](#)

Startlingly light large-screen tablet, with stunning HDX display, ultra-fast performance, and front and rear cameras

- **Exclusive 8.9" HDX display** (2560x1600) with unsurpassed pixel density (339 PPI) and perfect color accuracy (100% sRGB) for vivid, lifelike images that go beyond standard HD
- **Breakthrough ultra-light design**—weighing just 13.2oz, it's 34% lighter than the previous generation
- **Ultra-fast 2.2GHz quad-core processor**—3x more powerful than previous generation—with 2GB of RAM and Adreno 330 GPU for fast, fluid gaming and video
- **Introducing the "Mayday" button**—revolutionary, on-device tech support, exclusive to Kindle Fire HDX tablets. Connect for free to an

Quantity: 1 ▾

Add to Cart

or

[Sign in to turn on 1-Click ordering.](#)

Add Kindle Accessories

- Origami Leather Case: Black \$69.99
- Origami Case - Black: \$54.99
- OtterBox Case: \$79.95
- Screen Protector: \$29.99
- 2 Year Warranty and Accident Protection: \$89.99

This will be a gift
[Why is this important?](#)

Add to Wish List

More Buying Choices

5 used & new from \$349.00

Share

Try Risk Free

About 405,000 results (0.20 seconds)

CONTEXTUAL

Tour du lịch Châu Âu - AnhVietTourist.com

Ad www.anhviettourist.com/tourChauAu ▾ 091 367 44 12

Chiêm ngưỡng Châu Âu huyền thoại Liên hệ 0835268266 nhận ưu đãi ngay

📍 210 Dien Bien Phu, Phường 7, Quận 3, Thành phố Hồ Chí Minh

Tour châu Âu KM lớn - Vn.benthanhtourist.com

Ad vn.benthanhtourist.com/DL-chau-au ▾ 08 3925 4254

Du lịch châu Âu trọn gói với khuyến mãi lớn chưa từng có-Đăng ký ngay

Du Lịch Châu Âu - swisstravel.asia

Ad www.swisstravel.asia/ ▾

Chuyên tổ chức và làm visa du lịch các nước châu âu giá rẻ.

Tour Châu Âu | Du lịch Châu Âu - Vietravel

travel.com.vn > Du lịch nước ngoài ▾ [Translate this page](#)

by Long Nguyễn Bình - in 35 Google+ circles

Du lịch Châu Âu với Pháp lãng mạn, Thụy Sĩ yên bình và Ý cổ kính là hành trình mà du khách không thể bỏ qua. Đến với mỗi thành phố, bạn sẽ tham quan, tìm ...

Du lịch Châu Âu - Du lịch Việt

dulichviet.com.vn/du-lich-nuoc.../du-lich-chau-au/ ▾ [Translate this page](#)

Du Lịch Châu Âu – Chương trình Du Lịch Châu Âu 2014 đang trong đợt giảm giá

5 0%. Mua tour Châu Âu có cơ hội trúng ngay 1 0 0 triệu tiền mặt.

Du lịch Châu Âu - Công ty Cổ Phan Fiditour, tour du lịch, du l...

www.fiditour.com/du-lich-nuoc.../du-lich-chau-au.ht... ▾ [Translate this page](#)

Ngôn ngữ: Điều khoản giao dịch | Phương thức thanh toán | Bản tin | Quan hệ cổ đông · Fiditour qua ảnh và Clip · Tuyển dụng · Logo Fiditour ...

du lịch châu au: pháp - bi - ha lan - đức - y | Vietravel

www.vietravel.com.vn/.../20-du-lich-chau-au-phap-bi... ▾ [Translate this page](#)**Ads** ⓘ

Du lịch Châu Âu từ \$649

www.phuotchauau.vn/ ▾

Khuyến mãi vé khứ hồi chỉ \$649

Hàng không Pháp bay Paris & Châu Âu

Tour châu Âu khuyến mãi

www.vietsuntravel.com/ ▾

Tour du lịch Châu Âu 9N khuyến mãi, thủ tục nhanh, giá 58tr980, KH: 7/4

📍 240 Lý Chính Thắng, 3, Hồ Chí Minh
08 3526 2075

Du lịch châu Âu

www.dulichanhquoc-chauau.com/ ▾

Toàn cảnh 6 nước ghép khách lẻ. DV hoàn hảo, khởi hành ngay.0945538699

Du Lịch Châu Âu

www.hungdongxanh.com/du-lich-chau-au ▾

08 3830 3969

Tour Pháp,Thụy Sĩ,Y, Bỉ, Hà Lan,Đức

Mua Ngay Hôm Nay, Nhận Ngay KM

📍 378/30 An Dương Vương, P. 4, Quận...

Du lịch châu au

www.vietmytourist.com/ ▾

Tour du lịch Châu Âu truyền thống.

Giá tốt tại Việt Mỹ Tourist!

Du lịch Châu Âu giá rẻ

www.tripzilla.vn/travel/Chau-Au ▾



Sales Order Entry

Actions | Navigation icons

Entry

Customer

Ledger Posting Business

Sales Transaction Type

Customer Code

Comment

Sales Order Transaction Ref

Customer Reference

Credit Note

Whole Orders Only

Acknowledgment

Invoice to Address

Customer Order Address

Open

Open

Open

Comment

Comment

Comment

Completion Date

OK Cancel Exit New Order Temp Address Inventory Inquiry Manual Allocations

Default Salesperson

Default Salesperson Role

Order Entry Values Batch/Serial Analysis Characteristics Delivery Dates Invoice To Alt Item Seller Finance Item UOM

Line Number Sales Order Lir Status Order Date Value Warehouse Co Item Code Batch Referenc Expiration Date Unit I

In-Context BI

Credit Limit

Customer	Credit Limit	Currency
1311ABC01	50,000,000	VND



Sales Order Entry

Actions | [Navigation icons]

Entry Customer

Ledger Posting Business

Sales Transaction Type ^{Unit}

Customer Code

Comment

Credit Block Date

Sales Order Transaction Ref

Customer Reference

Credit Note

Whole Orders Only

Acknowledgment

Invoice to Address

Customer Order Address

Open

Open

Open

Comment

Comment

Comment

Completion Date

OK Cancel Exit New Order Temp Address Inventory Inquiry Manual Allocations

Default Salesperson

Default Salesperson Role

Order Entry Values Batch/Serial Analysis Characteristics Delivery Dates Invoice To Alt Item Seller Finance Item UOM

Line Number Sales Order Lir Status Order Date Value Warehouse Co Item Code Batch Referenc Expiration Date Unit I

In-Context BI

Customer Revenue

Customer: ABC CORPORATION Branch 1

Revenue Total	84,000,000
This year	25,000,000

Sales Order Entry

Actions [Navigation icons]

Entry

Ledger Posting Business [Field]

Sales Transaction Type [Field] **Unit** [Field]

Customer Code 1311ABC01

Sales Order Transaction Ref [Field] **Customer Reference** [Field]

Customer

Comment [Field]

Credit Block Date [Field]

Credit Note **Whole Orders Only**

Acknowledgment

Invoice to Address

Customer Order Address

[Open] [Open] [Open]

[Text Area] [Text Area] [Text Area]

Comment [Field] [Field] [Field]

Completion Date

Default Salesperson [Field]
 Default Salesperson Role [Field]

Line Number **Sales Order Lir** **Status** **Order Date** **Value** **Warehouse Co** **Item Code** **Batch Referenc** **Expiration Date** **Unit I**

In-Context BI

Recent Invoices

	INV13120000	11/12/2013
5	INV131100013	3/11/2013
6	INV131000120	28/10/2013
7	INV130900001	1/9/2013

COLLABORATION / ACTIONABLE





Sales Order Entry

Actions [Navigation icons]

Entry

Customer

Ledger Posting Business []

Sales Transaction Type [] Unit []

Customer Code [1311ABC01]

Sales Order Transaction Ref [] Customer Reference []

Comment []

Credit Block Date []

Credit Note Whole Orders Only

Acknowledgment

Invoice to Address

Customer Order Address

[Open]

Comment []

[Open]

Comment []

[Open]

Comment []

Completion Date

Default Salesperson []

Default Salesperson Role []

Line Number Sales Order Lir Status Order Date Value Warehouse Co Item Code Batch Referenc Expiration Date Unit I

In-Context BI

Recent Invoices

	INV131200003	11/12/2013
5	INV131100013	3/11/2013
6	INV131000120	28/10/2013
7	INV130900001	1/9/2013



Sales Order Entry

Actions | [Navigation icons]

Entry | Customer

Ledger Posting Business

Sales Transaction Type Customer C

Sales Order Transaction Ref Customer F

Acknowledgment

Invoice to Ad

Comment

Comment

Completion Date

Order Entry | Values | Batch/Serial | An

Line Number	Sales Order Lir	Status	Order Date	Value	Warehouse Co	Item Code	Batch Referenc	Expiration Date	Unit I

In-Context BI x

Recent Invoices

Share

@Long
 #infor-sales-order:undefined, #infor-sales-order:undefined, #infor-sales-order:undefined, #infor-sales-order:undefined,
 #infor-sales-order:undefined, #infor-sales-order:undefined, #infor-sales-order:undefined, #infor-sales-order:undefined,
 #infor-sales-order:undefined, #infor-sales-order:undefined

- Long Huynh Phi
- Long Nguyen Hoang



Order Entry

Customer

Ledger Posting Business

Sales Transaction Type Unit Customer C 1311ABC01

Sales Order Transaction Ref Customer F

Knowledgegment Invoice to Add

Open

Comment

Completion Date

OK Cancel Exit

Share

Long Nguyen Hoang x Sao thang 3 khong thay hoa don nao vay Long ?

#infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined, #infor-salesorder:undefined

1 Add Attachments Connections Share

Line Number	Sales Order Lir	Status	Order Date	Value	Warehouse Co	Item Code	Batch Referenc	Expiration Date	Unit I

Firefox | http://cullinanws/SitePages/default.aspx

Back Forward cullinanws/SitePages/default.aspx anonymoX Reload Stop Google Downloads Home Bookmarks Firebug

Site Actions Browse Page System Account

trg Infor Ming.le

anhlt@trginternational.com
My Feed | My Profile | Admin

All Categories Search Go

Post something

Connections

- Tran Ngoc Cuong
- Chau Minh Thien
- Bui Tuan
- Professional Services
- Create a Group...

Following

- Rick Yvanovich GD

My Feed

anhlt@trginter... > Connections
Long Nguyen Hoang Sao thang 3 khong thay h
#infor-sales-order:undefined, #infor-sales-order:undefined, #infor-sales-order:undefined, #infor-sales-order:undefined
1 Like | Show Details | Share | Delete Post
[View Report: Recent Invoices](#)

anhlt@trginter... > Connections
Long Nguyen Hoang Dieu chinh lai giup TA
#satb:0, #satb:undefined, #satb:undefined, #satb:undefined, #satb:undefined, #satb:undefined, #satb:undefined
1 Like | Show Details | Share | Delete Post

Firefox | http://cullinanws/...Pages/default.aspx

Back Forward cullinanws.trginternational.com.vn:8081/

No.	Invoice Ref	Invoice Date	Amount
1	INV140200052	15/2/2014	15,000,000
2	INV140100013	10/1/2014	10,000,000
3	INV131200211	28/12/2013	22,000,000
4	INV131200003	1/12/2013	7,500,000
5	INV131100013	3/11/2013	6,000,000
6	INV131000120	28/10/2013	9,500,000
7	INV130900001	1/9/2013	14,000,000

revenue

Currency: mil. VND

**FASTER
IMPLEMENTATION**



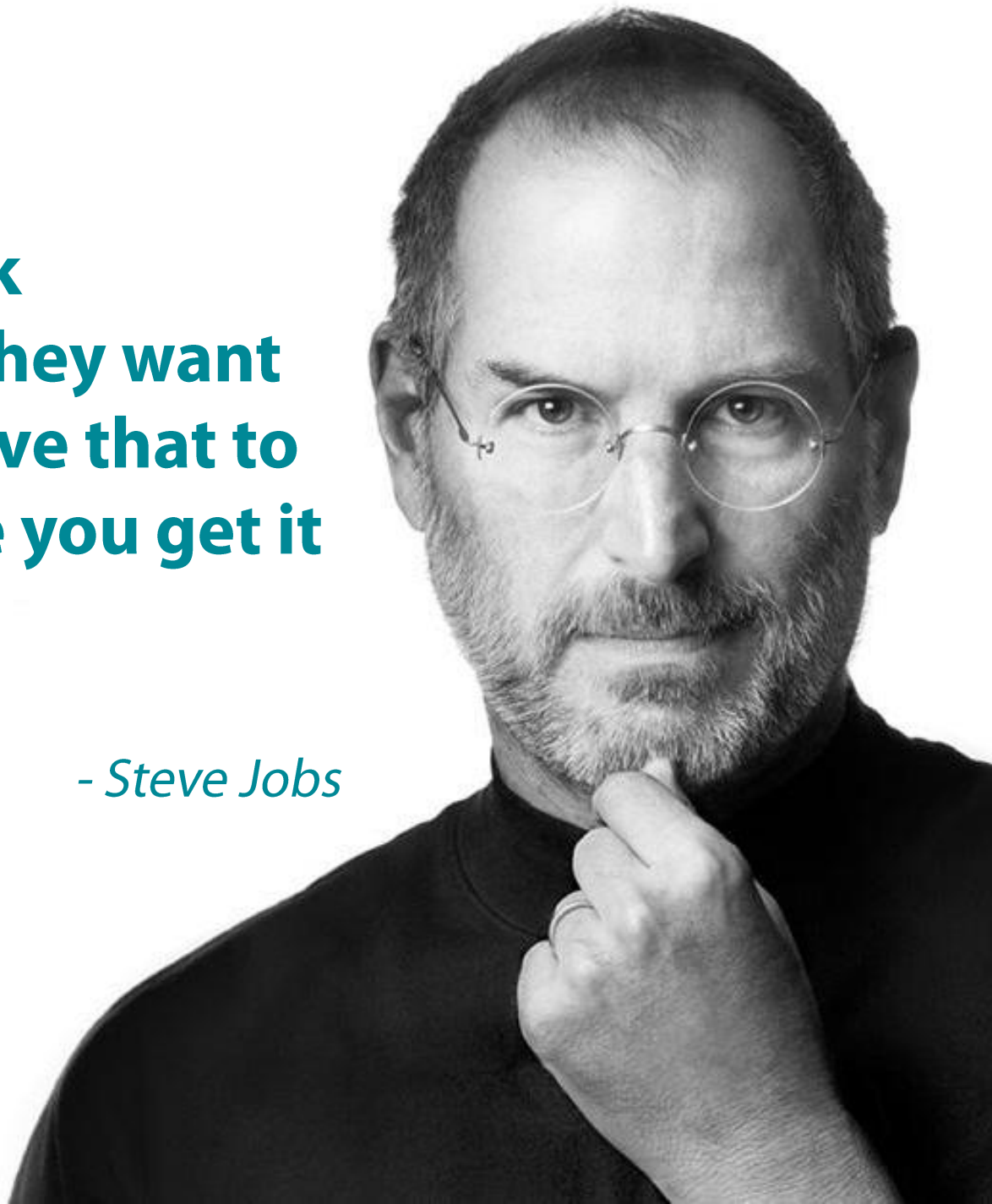
A man in a light blue suit and black shoes is falling upside down from a skyscraper. He is positioned vertically, with his head at the bottom and feet at the top. The background shows a dense cityscape with many buildings under a cloudy sky. The man's tie is flying off, and his arms are outstretched. The overall scene is dramatic and surreal.

70%

“By Gartner”

“You can't just ask customers what they want and then try to give that to them. By the time you get it built, they'll want something new.”

- Steve Jobs



BI Reporting



BI Reporting

ION Business Analytics Manufacturing Foundation



Sales

Analysis of sales order and invoice data

Sales Dashboard >



Finance

Financial analysis of P&L, Balance Sheet, Cash Flow and KPIs based on general ledger data

Finance Dashboard >

KPI Report >



Production

Analysis of production order quantities, durations and punctuality

Production Dashboard >



Analyzer

Set of predefined analysis functions for business intelligence

Analyzer >

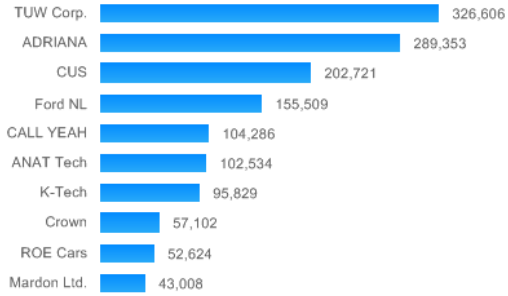
Sales Dashboard for Actuals for ACME Corporation



Time: 01/01/2013 – Currency: EUR – Currency Scaling: none

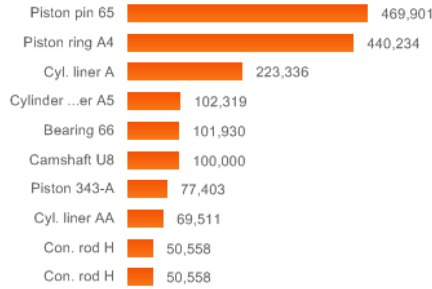
Top 10 Customers

in Dec



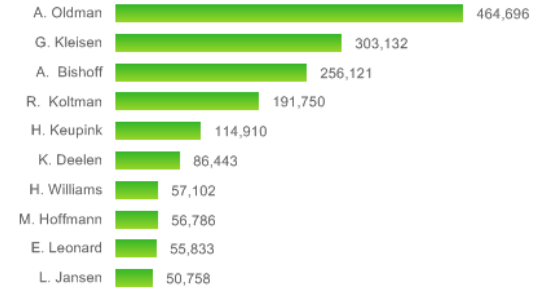
Top 10 Products

in Dec



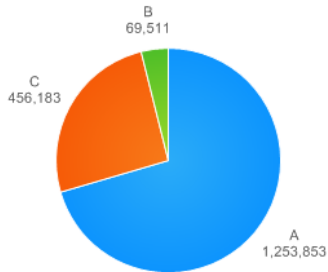
Top 10 Sales Persons

in Dec



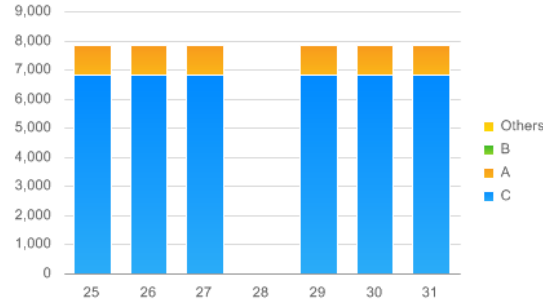
Product Distribution

in Dec



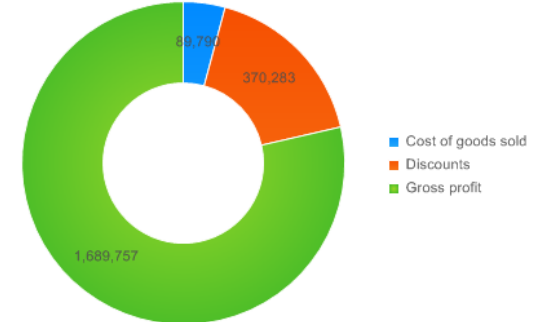
Order Bookings

Last 7 Days



Sales Results

in Dec



Sales Top 10 Details by Customer for ACME Corporation



Currency: EUR – Currency Scaling: none

Product: Products by ABC code
 Sales Person: Sales reps by company and office
 Time: 12/2012

Sales Top 10 Details by Customer

Customer	Revenue Trend	Net Revenue	Discounts	Discount in %	Gross Profit
TUW Corp.		326,606	50,540	13%	308,240
ADRIANA		289,353	117,863	29%	277,233
CUS		202,721	24,010	11%	202,721
Ford NL		155,509	19,999	11%	143,414
CALL YEAH		104,286	10,090	9%	99,058
ANAT Tech		102,534	11,848	10%	94,808
K-Tech		95,829	28,908	23%	90,602
Crown		57,102	5,133	8%	57,102
ROE Cars		52,624	6,193	11%	52,624
Mardon Ltd.		43,008	433	1%	40,423
Top 10 Customers		1,429,572	275,016	0	136,623
All Customers		1,779,547	370,283	0	1,689,757

Share of Top 10 Customers



Sales Time Analysis Customers Comparison for ACME Corporation



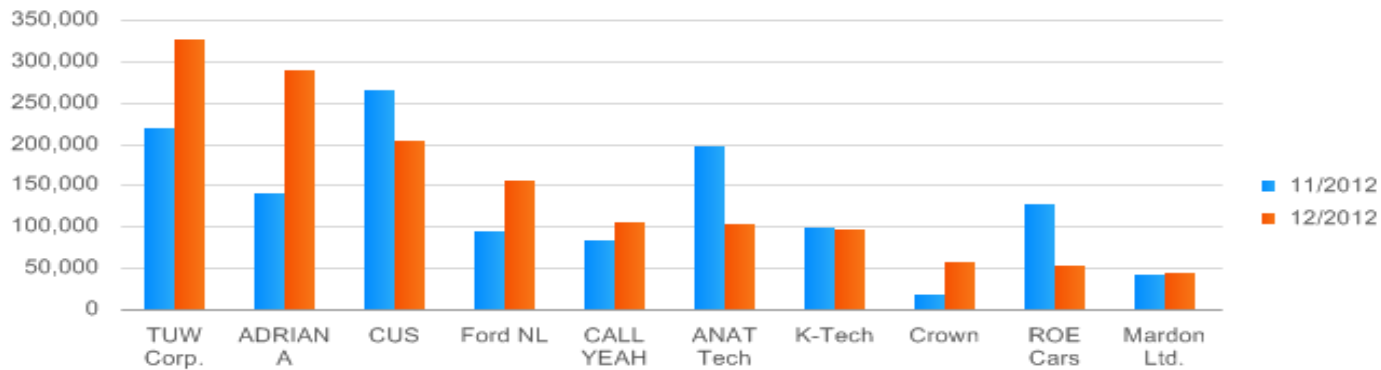
⚙️ Currency: EUR – Currency Scaling: none

- ▲ Product Products by ABC code ▼
- Sales Person Sales reps by company and office ▼
- Measure Net amount/revenue ▼
- Sales Phase Invoiced ▼

Comparison

Trend

Top 10 Customers by Net amount/revenue 11/2012 vs. 12/2012



Top 10 Customers	11/2012	12/2012	Variance in %
TUW Corp.	219,577	326,606	49%
ADRIANA	140,575	289,353	106%
CUS	264,991	202,721	-23%
Ford NL	93,821	155,509	66%
CALL YEAH	83,687	104,286	25%
ANAT Tech	197,778	102,534	-48%

Sales Time Analysis Customers Trend for ACME Corporation



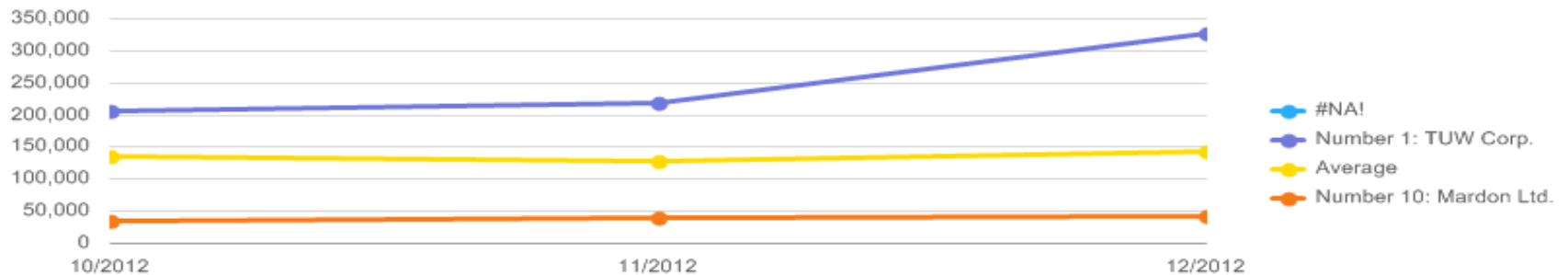
Currency: EUR – Currency Scaling: none

Product: Products by ABC code
 Sales Person: Sales reps by company and office
 Measure: Net amount/revenue
 Sales Phase: Invoiced

Comparison

Trend

Trend Chart



Top 10 Customers	10/2012	11/2012	12/2012
TUW Corp.	207,081	219,577	326,606
ADRIANA	284,707	140,575	289,353
CUS	187,018	264,991	202,721
Ford NL	118,224	93,821	155,509
CALL YEAH	118,520	83,687	104,286
AMAT Tech	100,524	107,770	100,524

Sales Product Distribution for ACME Corporation



Currency: EUR – Currency Scaling: none

Customer: Customers by region
 Sales Person: Sales reps by company and office
 Time: 12/2012

Sales Product Distribution

Products by ABC code	Revenue Trend	Net Revenue		Discounts	Discount in %
A		1,253,853		174,738	12%
Piston pin 65		469,901		78,872	14%
Piston ring A4		440,234		44,414	9%
Bearing 66		101,930		10,215	9%
Camshaft U8		100,000		10,654	10%
Piston 343-A		77,403		20,050	21%
Con. rod H		50,558		8,899	15%
Oil Filter 88		13,794		1,630	11%
Piston 343		13		2	11%
Oil pump 12		10		1	11%
Fuel filter T1		6		1	11%
Fuel filter F6		3		0	9%
C		456,183		186,606	29%
Cyl. liner A		223,336		94,231	30%
Cylinder liner A5		102,319		43,438	30%
Con. rod H		50,558		8,899	15%
Cyl. liner AB		46,255		12,371	21%
Rocker mod. 5		16,831		1,422	8%
Valve 99		14,346		2,291	14%
Carb. Canister E4		6,017		0	0%

Sales Key Metrics for ACME Corporation



⚙️ Currency: EUR – Currency Scaling: none

▼ Product: Products by ABC code - Sales Person: Sales reps by company and office - Customer: Customers by region

Sales Key Metrics

Measure	Trend	📅	11/2012	12/2012	Variance in %	
Gross revenue			2,134,488	2,149,829	1%	
Discounts			314,592	370,283	18%	
Discount in percent			0	0	17%	
Net Revenue			1,819,896	1,779,547	-2%	
Cost of goods sold			237,568	89,790	-62%	
Gross profit			1,582,328	1,689,757	7%	
Gross margin			1	1	9%	
Average price			968	902	-7%	
Units			1,879	1,974	5%	
Average order size			0	0		
Number of orders			0	0		

Finance Dashboard for ACME Corporation



Period: January 2013 – Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

Profit and Loss KPIs

Past 12 periods	Nov	Dec	var
Revenues	3,821,927	3,734,714	-87,213
Gross profit	3,067,816	3,194,714	126,898
Operating expense	857,444	841,000	-16,444
Operating income	2,295,816	2,409,514	113,698
Net profit/loss	2,201,621	2,315,319	113,698

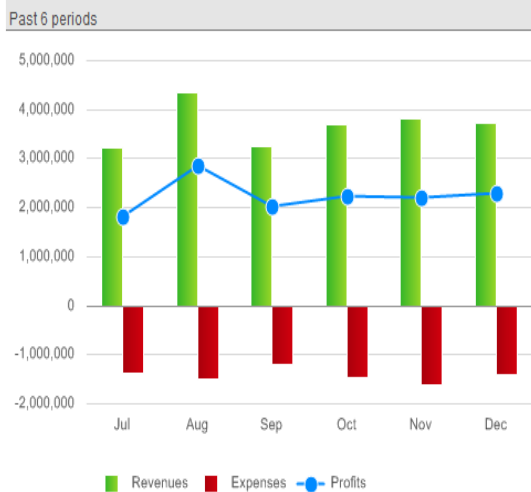
Assets

Past 12 periods	Nov YTD	Dec YTD	var %
Long-term assets	9,827,141	10,264,729	4%
Long-term investments	12,676,500	13,628,456	8%
Current assets	22,015,460	23,511,332	7%
Cash and bank balances	10,612,517	11,359,347	7%
Prepaid expenses	2,343,015	2,533,485	8%

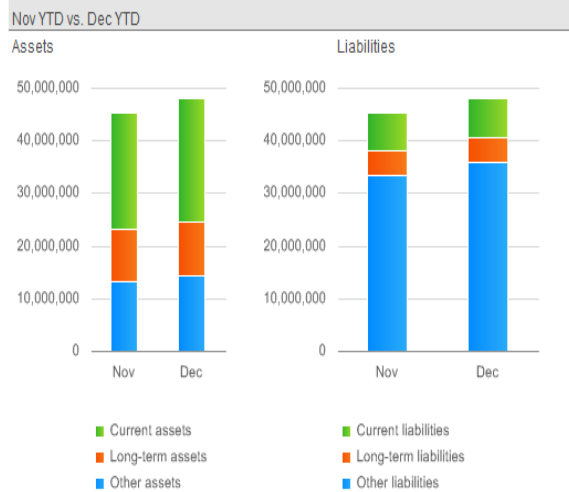
Liabilities

Past 12 periods	Nov YTD	Dec YTD	var %
Shareholders' equity	31,126,378	33,527,474	8%
Accrued expenses	2,006,736	2,081,624	4%
Long-term liabilities	4,812,438	4,848,993	1%
Current liabilities	7,117,369	7,425,133	4%
Deferred revenues	1,100,553	1,140,553	4%

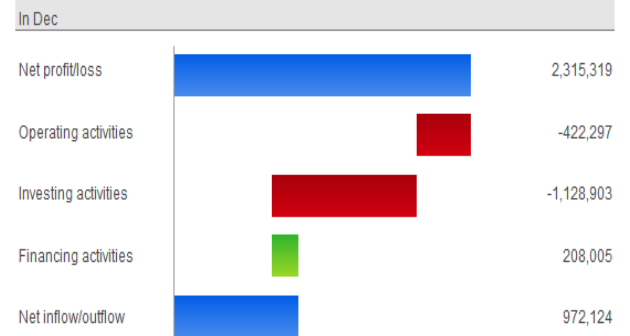
Profit and Loss Statement



Assets and Liabilities



Cash Flow



Profit and Loss Statement for ACME Corporation



Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

Comparison

Trend

Profit and Loss Statement

		Actuals July 2012	Actuals August 2012	Actuals September 2012	Actuals October 2012	Actuals November 2012	Actuals December 2012
Interim Closing Account		3,250	3,250	2,858	3,250	3,250	3,250
<input type="checkbox"/> Year end closing account P&L		3,250	3,250	2,858	3,250	3,250	3,250
Charged Costs		15,000	15,000	13,190	15,000	100,000	15,000
Order Discounts		9,875	9,875	8,683	9,875	25,675	9,875
Rebates		69,857	69,857	61,426	69,857	69,857	69,857
Sales Revenue		2,895,666	2,895,666	2,546,174	2,895,666	2,895,666	2,895,666
850010_::Default_372:		1,254	1,254	1,103	1,254	1,254	1,254
Sales Revenue no VAT		85,500	1,184,000	513,514	584,000	584,000	584,000
Provisional Project Revenue		15,478	15,478	13,610	15,478	15,478	15,478
Final Project Revenue		12,598	12,598	11,077	12,598	12,598	26,145
Recognized Serv Contract Rev		2,000	2,000	1,759	2,000	2,000	2,000
Incidental Sales Revenue		58,755	58,755	51,664	58,755	58,755	58,755
Interim Project (PCS) Result		16,555	15,847	13,934	15,847	15,847	15,847
Sales Order Rejection Result		12,578	12,578	11,060	12,578	28,322	28,362
General Serv Contract Results		12,475	45,888	10,969	12,475	12,475	12,475
<input type="checkbox"/> Revenues		3,207,591	4,338,796	3,258,163	3,705,383	3,821,927	3,734,714
<input type="checkbox"/> Materials		118,728	136,238	104,398	135,613	157,092	112,490
<input type="checkbox"/> Direct material and manufacturing expense		324,567	372,434	285,394	370,726	429,444	307,514
<input type="checkbox"/> Materials overhead		33,240	38,142	29,228	37,967	43,981	31,494
<input type="checkbox"/> Production overhead		19,955	22,898	17,547	22,793	26,403	18,907
<input type="checkbox"/> Depreciation		73,455	84,288	64,589	83,901	97,190	69,596
<input type="checkbox"/> Cost of goods sold		569,945	654,000	501,156	651,000	754,111	540,000
<input type="checkbox"/> Gross profit		2,637,646	3,684,796	2,757,007	3,054,383	3,067,816	3,194,714
Other income		5,800	5,800	5,100	5,800	8,881	5,800
Income from insurances		15,000	15,000	13,190	15,000	22,969	15,000

Balance Sheet for ACME Corporation



Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

Comparison

Trend

Balance Sheet

	Calendar	Actuals November 2012 YTD	Actuals December 2012 YTD	Variance	
[-] Long-term assets		9,827,141	10,264,729	4%	
+ Tangible assets		7,631,241	8,032,865	5%	
+ Intangible assets		2,195,900	2,231,864	2%	
[-] Long-term investments		12,676,500	13,628,456	8%	
+ Shares		10,351,147	11,132,272	8%	
+ Long-term receivables		2,325,354	2,496,184	7%	
[-] Current assets		22,015,460	23,511,332	7%	
+ Inventories		1,977,573	2,107,943	7%	
+ Receivables		7,918,644	8,375,475	6%	
+ Current investments		1,506,727	1,668,566	11%	
+ Cash and bank balances		10,612,517	11,359,347	7%	
[-] Deferred tax assets		708,413	708,413	0%	
Deferred Tax		106,151	106,151	0%	
Prepaid Income Tax		91,322	91,322	0%	
Prepaid Corporate Tax		-75,931	-75,931	0%	
Other prepaid Taxes		-4,241	-4,241	0%	
Accrued Stamp Tax		81,824	81,824	0%	
Interim Tax on Payments		162,988	162,988	0%	
Interim Tax on Receipts		87,070	87,070	0%	
Tax on Advance Payments		50,984	50,984	0%	
Tax on Advance Receipts		215,295	215,295	0%	
Contra Ac Shifted Tax Sales		-7,050	-7,050	0%	
Total assets		45,227,514	48,112,929	6%	

Cashflow for ACME Corporation



Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

Cashflow Statement

Time

December 2012

Go to detail level

Net profit/loss		2,315,319
Depreciation tangible/intangible assets		89,810 →
Deferred tax		100,000 →
Receivables		456,831 ←
Inventories		130,370 ←
Current investments		161,839 ←
Short-term payables		133,332 →
Accrued expenses		74,888 →
Long-term receivables		170,830 ←
Other current liabilities		99,544 →
Operating activities		-422,297
Fixed assets		311,814 ←
Investment in intangible non-current assets		35,964 ←
Shares		781,125 ←
Investing activities		-1,128,903
Bonds and loans		36,451 →
Capital stock		85,777 →
Dividends payable		85,777 →
Financing activities		208,005
Net inflow/outflow		972,124

KPI Report for ACME Corporation

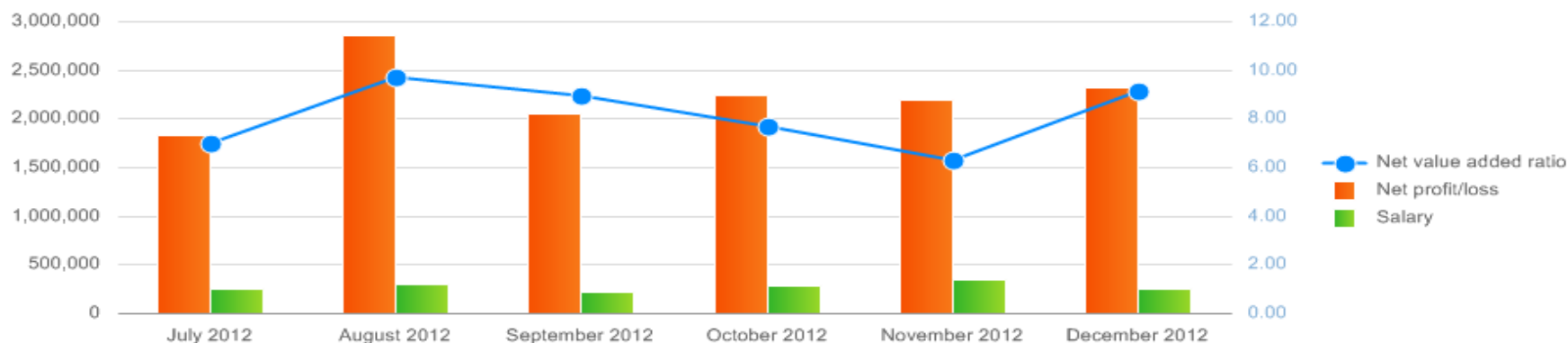


Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

Ratio KPIs Expense KPIs Working capital

KPI Net value added ratio

* Net value added ratio = Net profit/loss / Salary



	Actuals July 2012	Actuals August 2012	Actuals September 2012	Actuals October 2012	Actuals November 2012	Actuals December 2012
Net value added ratio	7.03	9.75	8.95	7.72	6.31	9.17
Net profit/loss	1,828,413	2,856,957	2,045,444	2,245,150	2,201,621	2,315,319
+ Year end closing account P&L	3,250	3,250	2,858	3,250	3,250	3,250
+ Net profit/loss from continuing operations	1,831,663	2,860,207	2,048,302	2,248,400	2,204,871	2,318,569
Salary	259,944	293,035	228,570	290,865	348,947	252,390
+ Wages	217,426	249,491	191,184	248,347	287,682	206,002
+ Salaries	42,518	43,544	37,386	42,518	61,265	46,388

KPI Report for ACME Corporation



⚙️ Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

Ratio KPIs

Expense KPIs

Working capital

Period: December 2012
Version: Actuals



Operating expense



■ Cost of sales	469,171
■ General and administration expenses	179,156
■ Other operating expenses	192,673

Total 841,000

Cost of goods sold



■ Materials	112,490
■ Direct material and manufacturing expense	307,514
■ Special direct production cost	0
■ Materials overhead	31,494
■ Production overhead	18,907
■ Depreciation	69,596
■ Production related general and administration cost	0

Total 540,000

Direct cost



Labor cost



KPI Report for ACME Corporation



Currency: EUR – Currency Scaling: none – Taxonomy: IFRS – Expense method: CSM

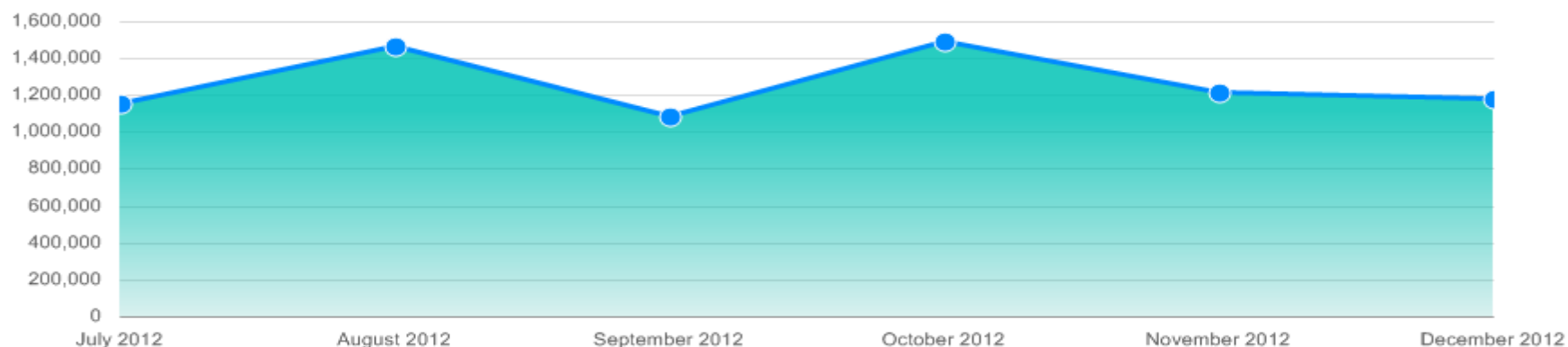
Ratio KPIs

Expense KPIs

Working capital

KPI

Working capital trend chart



	Actuals July 2012	Actuals August 2012	Actuals September 2012	Actuals October 2012	Actuals November 2012	Actuals December 2012
<input type="checkbox"/> Working capital	1,162,494	1,468,543	1,089,831	1,498,639	1,217,789	1,188,108
<input type="checkbox"/> Current assets	1,449,502	1,815,875	1,431,617	1,947,638	1,562,753	1,495,872
<input type="checkbox"/> Inventories	101,713	134,273	106,031	132,172	132,110	130,370
<input type="checkbox"/> Receivables	1,046,776	538,139	631,359	821,644	618,835	456,831
<input type="checkbox"/> Current investments	88,815	72,744	87,083	104,623	106,918	161,839
<input type="checkbox"/> Cash and bank balances	212,198	1,070,719	607,144	889,199	704,890	746,831
<input type="checkbox"/> Current liabilities	287,008	347,332	341,786	448,999	344,964	307,764
<input type="checkbox"/> Short-term payables	119,877	161,555	141,000	174,999	163,554	133,332
<input type="checkbox"/> Accrued expenses	12,131	45,777	85,999	154,000	95,666	74,888
<input type="checkbox"/> Other current liabilities	155,000	140,000	114,787	120,000	85,744	99,544

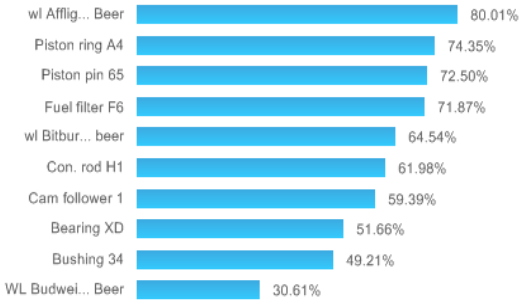
Production Dashboard for Actuals for ACME Corporation



Order Completion: 2013-01-01 - Company: ACME Corporation - Order Type: All Order Types - Units: All Units

10 Major Variances of Man. Items

in Dec



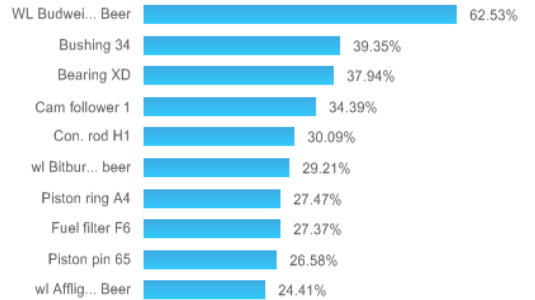
On Time and Late Orders

Last 6 Days



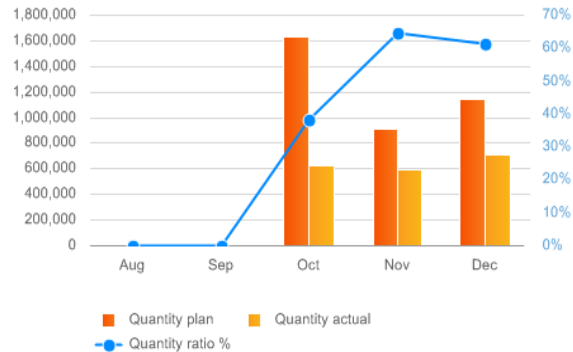
Top 10 Rejects %

in Dec



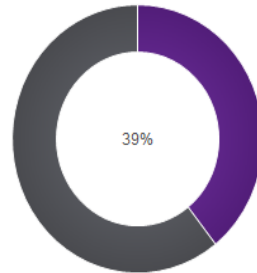
Planned vs. Actual Quantity

Last 5 Months



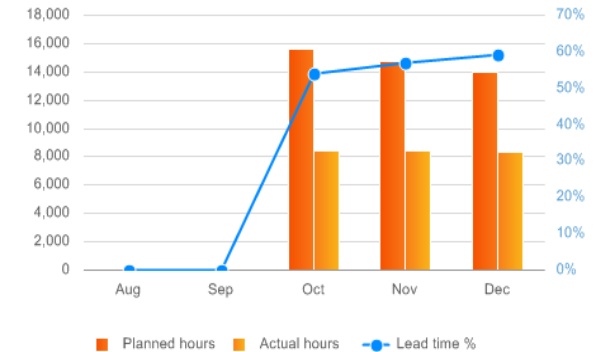
On Time Schedule Performance %

in Dec



Planned vs. Actual Duration

Last 5 Months



Products Comparison for ACME Corporation



Order Type: All Order Types - Units: All Units

Comparison

Trend

Products Comparison

Products by ABC code	BaseUoM	Quantity actual 2013-01	Quantity plan 2013-01	Variance in %	
[-] A		880,602	1,476,182	-68%	
Bushing 34		115,101	153,625	-33%	
Bearing XD		165,996	216,978	-31%	
Con. rod H1		80,500	147,649	-83%	
Cam follower 1		97,873	155,360	-59%	
Piston pin 65		44,993	86,475	-92%	
Piston ring A4		56,640	101,408	-79%	
Fuel filter F6		92,136	119,646	-30%	
wl Affligem Beer		117,660	180,456	-53%	
wl Bitburger beer		94,168	227,693	-142%	
WL Budweiser Beer		15,534	86,892	-459%	
Products by ABC code		880,602	1,476,182	-68%	

Lateness Time Analysis for ACME Corporation



Order Type: All Order Types - Units: All Units

Single Period **Trend**

Lateness Time Analysis

Product



	2012-12-27	2012-12-28	2012-12-29	2012-12-30	2012-12-31	2013-01-01
All Orders						
Late Orders	62,633	40,501	64,813	109,180	70,386	0
On Time Orders	4,474	2,893	4,630	7,799	5,028	83,894
Early Orders	62,633	40,501	64,813	109,180	70,386	0



Reject Comparison for ACME Corporation



Order Type: All Order Types - Units: All Units

Comparison Trend

Reject Comparison

Products by ABC code	BaseUoM	Calendar	Reject quantity 2013-01	Reject quantity 2012-12	Variance in %	
[-] A			626,245	224,120	64%	
Bushing 34			59,203	27,801	53%	
Bearing XD			93,605	26,881	71%	
Con. rod H1			47,522	16,641	65%	
Cam follower 1			95,945	31,982	67%	
Piston pin 65			32,437	13,196	59%	
Piston ring A4			51,303	23,401	54%	
Fuel filter F6			57,403	21,601	62%	
wl Affligem Beer			76,969	23,626	69%	
wl Bitburger beer			80,217	22,890	71%	
WL Budweiser Beer			31,642	16,101	49%	
Products by ABC code			626,245	224,120	64%	

Do you want this?



Mobility



Contextual BI



Collaboration /
Actionable



Faster
Implementation





Phần Hỏi - Đáp

Vui lòng ghi câu hỏi ra giấy và gửi lên bàn tư vấn

Xin cảm ơn!

Một vài lưu ý cho quý đại biểu:

Xem hình ảnh của sự kiện tại:

<http://www.trginternational.com/bi-26mar-photo>
<https://bi26mar2014.shutterfly.com/>

Tải về tài liệu thuyết trình tại:

<http://info.trginternational.com/bi-slides-26mar14>

Hoàn tất bản khảo sát trực tuyến tại:

<https://www.surveymonkey.com/s/bi-26mar14>