

What BI4Dynamics has to offer?

Sales Module

Do you know which products are your most profitable, and which customers are buying them? Can you run ad-hoc analysis and see your seasonal aspect of Sales? Analysis of sales trends, margin, parallel period and year-to-date sales reports extend standard reporting and make analyzing data simple, powerful and quick.

Make sales analysing data simple, powerful and quick



Powerful and Simple Sales Dashboard

That's how everyone in your organization should analyze sales data. For a complete sales overview, this dashboard includes sales and receivables. Sales Dashboard includes sales by categories, profit in percent, growth in percent and sales by countries.



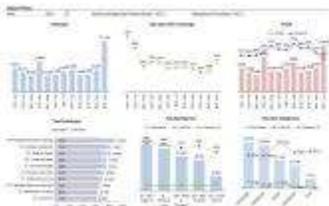
Top Dashboard

Top dashboard includes sales analysis, Top countries and Top customers.



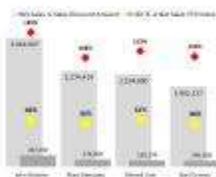
Top Dashboard

Top dashboard includes Top Salesperson and Top Item Categories.



Sales Overview Dashboard

Sales overview dashboard show net sales, net sales Year-to-date percent change, profit, top customers by the net sales and profit, top salesperson by the net sales, profit and discount in percent and top item categories by the net sales, profit and discount in percent.



Salesperson Analysis - Who is The Best Salesperson?

John is #1 as he has the highest Net Sales and makes a good profit. Mary and Richards Net Sales are close together. Richards' profit is 7 percentage points higher although he did give out more discounts. If we look at the

net sales YTD Index, we see that Richard also has a higher sales growth. Knowing this, it is clear that Richard is our #2.
Seasonal Aspects of Sales



BI4Dynamics has a separate independent Date Dimension to cover seasonal aspect. Standard reports in NAV only have one Date Dimension. Separate Date Dimensions enable you to monitor the trend over certain period of time and show you the seasonal aspects of your business.
Year to Date



If we look at the report over a period of time, we can easily compare our Net Sales this year with the one from last year. At the same time we can also calculate an YTD index, which shows us what was the difference between a cumulative Net Sales in a specific period of time

Sales Not Invoice (Shipped / Invoiced Variance)



If your team forgot to invoice some shipped items, BI4Dynamics will immediately show mistake (the difference) and when this has been corrected.

Sales by Type (Item, Resource, GL Account, FA)

Net Sales	Item	Resource	GL Account	FA	Net Sales
100000	100000	100000	100000	100000	100000
200000	200000	200000	200000	200000	200000
300000	300000	300000	300000	300000	300000
400000	400000	400000	400000	400000	400000
500000	500000	500000	500000	500000	500000

Standard NAV reporting is designed to get data from only one ledger (In Inventory area we can analyze Sales by Item) and cannot show all types (Item, Resource, GL Account, FA) in one standard report. BI4Dynamics solves this GAP by joining all ledgers into one. It is important to understand that BI4Dynamics reads data from ledger entries and not from posted sales lines (posted documents). You can see that Net Sales in Sales Cubes is equal to Sales in Receivables Cube.

Bill-to, Sell-to, Ship-to



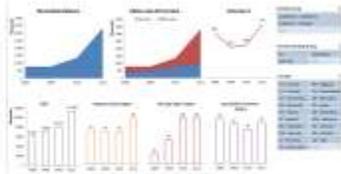
In Microsoft Dynamics NAV "Bill to" customer is available in receivables, "Sell to" in the sales area, and "Ship to" Name/Code only in delivery notes. BI4Dynamics makes it possible to analyze sales by any of these 3 customer information, quantities and values. This gives you more choices to build customer hierarchy.

Receivables Module

Users can easily analyze receivables debit/credit relations, balance and various rotation coefficients through different dimension attributes, as well as overview of due and overdue accounts.

Users can drill down to specific invoices and track changes with daily snapshots stored in the data warehouse.

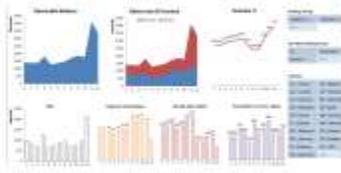
Analyze payables, receivables and various rotation coefficients



Do You Want to Know Where Your Money Is?

Get better inside by analyzing receivable structure. Over years, our receivable Overdue has grown much faster than Before Due. Stacked Area Chart shows relative share of both measures regardless of the total receivable balance.

Receivables Overview Current Year

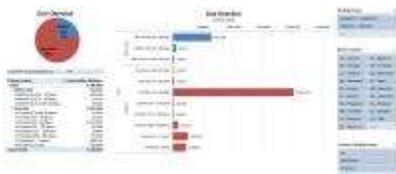


The best way to compare growth is to index measures to the first date that we compare to (standard MS Excel 2010 functionality). This dashboard show that receivable balance grew faster than sales due to longer receivable turnover. Check dependences as you calculate indexes: $\text{Receivable Balance} = \text{Sales} \times \text{Turnover (Days)}$.

Receivables Table

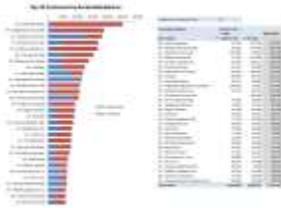


Receivables table provide a information about Receivables Balance, % of Total Balance, Sales, % of Total Sales, Customer Net Change, % of Total Net Change, Average Payment Terms, Average Open Days Receivables, Average Due Days Receivables and Receivables Turnover in days.



Receivable Due Overdue Structure

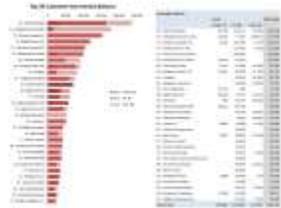
Receivable Before Due and Overdue structure for current year.



Analyze Your Customers by Payment Habits

Find them, track them like a hawk and improve your financial position. Top 30 customers by receivable balance analysis, provides information about before due, overdue and total receivables for each customer in a current year.

Worst Customers by Overdue



Worst 30 customers by Overdue provide information about customers debt in range under 90 days, debt over 90 to 180 days, over 180 days and total receivables for current year. These customers present 80% of our overdue balance and are the reason why our receivable balance grows faster than sales. We group these customers and create a Set: "Bad customers (by payment habit)". This is simple and standard Excel functionality.



Receivables Structure Over Years

Receivables structure over years provides information for Before Due and Overdue receivables over the years in percentages and numbers with conditional formatting.



Receivables Customers Over Years

Receivables customers over years provides information for receivables, percentages receivables and grand total receivables over the years with conditional formatting. You can see that the first seven costumers represents a 40% share of the total receivables in 2011.

To avoid the typical difficulties with inventory valuation in ERP systems, like slow calculations and complications for multi-location items, daily snapshots of data are created in data warehouse to provide business users with very fast and agile analysis.

Analyze trends of inventory value and quantity over multiple locations



Inventory Overview

This is a very useful measure that you can not find in NAV. Stock rotation is calculated (as all Bi4Dynamics measures) on a daily basis. Even if you have a large database, you will have results in seconds.

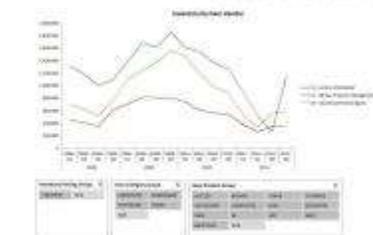


Measures and Dimensions

There are many measures and dimension, with witch combination you can get an information about your inventory.



Inventory by Location over Years



Inventory by Item Vendor over Years



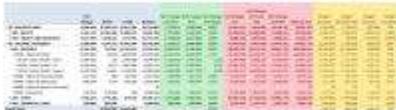
Top 30 Items by Various Measures

General Ledger Module

Consolidation of information over multiple companies, dimensions and currencies has never been easier. Create Chart of Accounts and Income statement reports. Compare budgets over the years with YTD (Year-To-Date) KPI which is available in almost all important measures.

Spend less time on producing monthly reports!

Common Measures for Common Sense

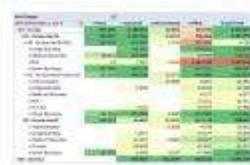


The chart of accounts has to be well structured in NAV (function Indent). If so, BI4Dynamics NAV allows you to analyze accounts, groups and subgroups.



YTD (Year-To-Date)

KPI is available in almost all important measures.



Any Dimension with Any Measure

You can easily do income statement reports over multiple dimensions. Here you can see income statement by three different dimensions.



Company

Is (just) a dimension and all reports can be viewed by one or more companies.

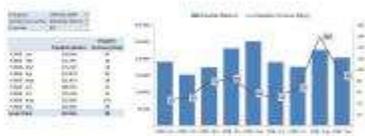


BI4Dynamics Enables You to Compare One or More Budgets

There are all, also YTD measures available for analysis. Plus, there is an advantage (compared to NAV) that you can visualize results.

Analysis of specific invoices and group of invoices with advanced measures (average account measures, invoice open days, due days, etc.). Perform payables balance through all vendors through time and make account analysis through different attributes on vendor card.

Use cash flows KPIs, monitor performance and access all your pending invoices



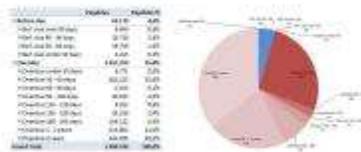
Payables Overview

Payables balance and payables turnover (days).



Payables Trend Over Years

We can observe, over years, payables Overdue and Before Due. The best analytical view of these two measures is Stacked Area Chart (standard MS Excel functionality). It shows relative share of both measures regardless of the total payables balance.



Payables Structure

Payables structure Overdue and Before Due are shown in a Chart Pie.



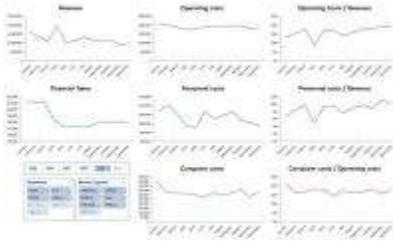
Our Payment Discipline

Top 10 happy and unhappy Vendors.

Account Schedules Module

Account schedules are used to prepare financial reports based on the general ledger. With account schedules users can choose specific accounts and perform basic calculations. In Microsoft Dynamics NAV users define their own account schedule, after processing it with BI4Dynamics, account schedules will be shown in Excel.

100% flexibility. No IT staff, no IT vendor.



Account Schedules Dashboard

This dashboard shows how you can include absolute and relative data into one dashboard.

Analysis by Any Dimension

NAV part of account schedules doesn't allow to add dimensions into column. With BI4Dynamics, any dimension, any hierarchy, any combination can be used.

Analysis by Company

	2009	2008	2007
Revenue	10,000	10,000	10,000
Operating Costs	8,000	8,000	8,000
Research Costs	2,000	2,000	2,000
Net Change	2,000	2,000	2,000

NAV reporting over Company is hard to develop and it is slow. In data warehouse all data are per company, so company is just one of dimensions. BI4Dynamics makes a step further. You can compare Account Schedules event if NAV companies do not have the same Chart of Account or the same GL Accounts. BI4Dynamics is smart and calculations are done using Account Schedule line formulas locally, in each NAV company.

	Net Change	Budget	Budget Variance	Budget Index
Revenue	10,000	10,000	0	100%
Operating Costs	8,000	8,000	0	100%
Research Costs	2,000	2,000	0	100%
Net Change	2,000	2,000	0	100%

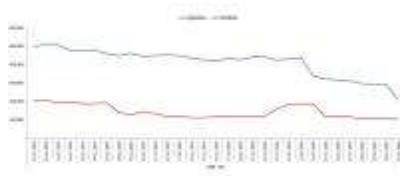
Budget

You can compare and visualize Net Change, Budget Amount, Budget Variance and Budget Index by any available dimension.

Sales Orders Module

With the data warehouse's daily snapshots of sales quotes and orders you can efficiently analyze the whole sales process from quotes to posted documents and receivables at any level. Analyze Sales and Profit by any combination of Item or Customer - compared to plan and growth in previous periods.

Follow the sales process from quotes to posted documents



Get a Time Advantage

Wouldn't you like to analyze your sales before they are posted? Wouldn't you like to act few days or weeks earlier with information that you can rely on?



Control Your Sales

In one dashboard you can analyze whole sales process with live and posted documents: sales quotes, sales orders and posted sales documents. Every sale can be analyzed by any BI4Dynamics dimension and measure, which you can find in sales area.



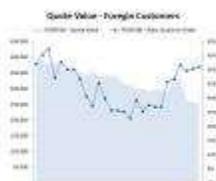
Sales Documents are Daily Copied to Data Warehouse

BI4Dynamics makes a daily snapshot of all sales documents and stores it to data warehouse. Now, we can analyze sales quotes and sales orders even after they are deleted or after their status has been changed. We can track changes in sales documents automatically, without user interference.



Domestic Customers (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)



Foreign Customers (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)

What BI4Dynamics has to offer?



Hardware - Software - Sport (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)

Customer Table

	2009-01	2009-02	2009-03	2009-04	2009-05
000001 - Microsoft Software Int'l Bldg	34250	27613	29473	32046	
000004 - Lantana/Amelia/PA	40769	46709	46709	46079	
000005 - The Computer Group/PC	61800	42299	53291	23491	
000006 - Microsoft	61800	42299	53291	23491	
000007 - Citicorp/Comcast	7399	7399	7399	7399	
000008 - Microsoft/Comcast	4499	4499	4499	4499	
000009 - Microsoft/MS/Shop	43	4334	7399	2309	
000010 - Microsoft/Comcast/Shop	6120	7470	2309	6120	
000011 - Microsoft/Shop	6437	6437	6437	6437	
000012 - Microsoft/Shop	2010	2000	2000	2000	

Top 10 customers over weeks (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)

Item Table

	2009-01	2009-02	2009-03	2009-04	2009-05
000001 - Microsoft Software Int'l Bldg	11100	9130	10100	11100	
000004 - Lantana/Amelia/PA	10100	10100	10100	10100	
000005 - The Computer Group/PC	10100	10100	10100	10100	
000006 - Microsoft	10100	10100	10100	10100	
000007 - Citicorp/Comcast	2300	2300	2300	2300	
000008 - Microsoft/Comcast	1400	1400	1400	1400	
000009 - Microsoft/MS/Shop	43	4334	7399	2300	
000010 - Microsoft/Comcast/Shop	6120	7470	2300	6120	
000011 - Microsoft/Shop	6437	6437	6437	6437	
000012 - Microsoft/Shop	2000	2000	2000	2000	

Top 10 items over weeks (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)

Salesperson Table

	2009-01	2009-02	2009-03	2009-04	2009-05
00 - Chris Carter	10100	10100	10100	10100	
01 - James Smith	10100	10100	10100	10100	
02 - Peter Johnson	10100	10100	10100	10100	
03 - John Smith	10100	10100	10100	10100	
04 - Mary Johnson	10100	10100	10100	10100	

Top salesperson over weeks (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)

Customer Item Table

	2009-01	2009-02	2009-03	2009-04	2009-05
000001 - Microsoft Software Int'l Bldg	10100	10100	10100	10100	
000004 - Lantana/Amelia/PA	10100	10100	10100	10100	
000005 - The Computer Group/PC	10100	10100	10100	10100	
000006 - Microsoft	10100	10100	10100	10100	
000007 - Citicorp/Comcast	2300	2300	2300	2300	
000008 - Microsoft/Comcast	1400	1400	1400	1400	
000009 - Microsoft/MS/Shop	43	4334	7399	2300	
000010 - Microsoft/Comcast/Shop	6120	7470	2300	6120	
000011 - Microsoft/Shop	6437	6437	6437	6437	
000012 - Microsoft/Shop	2000	2000	2000	2000	

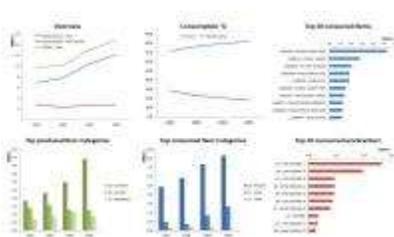
Customer Item analysis over weeks (by quote value)

Analyze Sales Pipeline by Any Dimension (Parameter)

Manufacturing Module

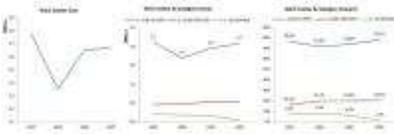
Monitor production orders, Item composition and consumption, Actual and expected quantities with variance. Analyse Average costs and work in progress over many dimensions and hierarchies.

Powerful, agile, simple analyzing across multiple sites and geographies



Manufacturing Overview

Among other things you can analyze your production orders, item composition and consumption, actual and expected quantities with variance, top items consumed and produced, average costs and work in progress over many dimensions and hierarchies.



Work Centre Overview

Work centre is defined (in NAV) as Machine, Capacity or Working resource. It can be grouped as Work Centre Group. This is an overview of work centre cost and shares of work centre groups over years.



Work Centre Detail

In a more detailed view you can analyze and visualize Quantity in basic unit of measure (usually a time measure - hour or minute), Capacity as planned in NAV; if you have planned poorly than Capacity % can be more than 100% when work in more shift is deployed and Average cost per hour can be changed over time due to increasing energy cost, depreciation and poor usage. At this level of analysis you can track and compare. Average cost by any combination of time, Work Centre, Work Centre Group as well as also by the output (produced items).

Production Order - Cost Details

Item	Cost	Capacity	Capacity %	Avg Cost	Avg Output
ITEM1	1.00	100.00	1.00	1.00	1.00
ITEM2	2.00	200.00	2.00	2.00	2.00
ITEM3	3.00	300.00	3.00	3.00	3.00
ITEM4	4.00	400.00	4.00	4.00	4.00
ITEM5	5.00	500.00	5.00	5.00	5.00
ITEM6	6.00	600.00	6.00	6.00	6.00
ITEM7	7.00	700.00	7.00	7.00	7.00
ITEM8	8.00	800.00	8.00	8.00	8.00
ITEM9	9.00	900.00	9.00	9.00	9.00
ITEM10	10.00	1000.00	10.00	10.00	10.00

A lowest level of any manufacturing data is Production order. Most basic informations are Cost; of consumed items or work centres, Percentage; a percentage of total cost, very useful when comparing production over time or comparing different input or output, Quantity, Avg Consumption; Cost is a average cost of consumed item or work centre and Avg Output Cost; is an average cost of produced item.

Production Order - Realized vs. Expected

Item No.	Description	Expected		Quantity		Expected		Actual	
		Quantity	Value	Expected	Actual	Quantity	Value	Quantity	Value
100000	100000	10000	100000	10000	10000	10000	10000	10000	100000
100001	100001	10000	100000	10000	10000	10000	10000	10000	100000
100002	100002	10000	100000	10000	10000	10000	10000	10000	100000

You can compare expected vs. realized quantities and values at any level. This level shown here is one production order. When you applied to date period (year, month, etc) you can analyze how good are your Production Bill of Materials and predefined Routings.

Item No.	Description	Consumed		Where Consumed	
		Quantity	Value	Quantity	Value
100000	100000	10000	100000	10000	100000
100001	100001	10000	100000	10000	100000
100002	100002	10000	100000	10000	100000

Where Consumed

It can be a great help to know where an item or work centre has been consumed.

Item No.	Description	Consumed		Where Consumed	
		Quantity	Value	Quantity	Value
100000	100000	10000	100000	10000	100000
100001	100001	10000	100000	10000	100000
100002	100002	10000	100000	10000	100000

What Consumed

As a standard feature you can analyze what has been consumed for production of an item or item category. You can track quantities, cost or percentages of cost at any level for all consumed items and work centres.

Purchase Orders Module

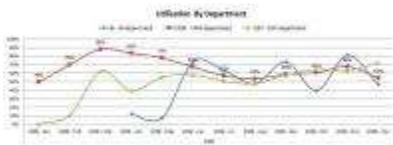
Powerful analysis of orders and blanket orders is mandatory for efficient supply chain management. It is crucial to track the status of purchased and supplied items and whether they are late. To add to Microsoft Dynamics NAV functionality,

Every day snapshots in the data warehouse make purchase orders analysis very fast and accurate.

Job and Resources Module

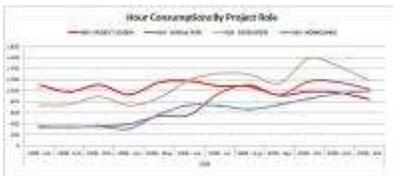
Powerful analysis of jobs and resources, which can give answers about budgets, costs and profits on different open jobs in just one report. Job and resources module provides the ability to compare budgets, costs and profit at the same time in one report for a specific project.

Monitor time consumption by multiple dimensions



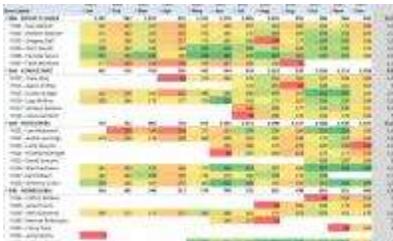
Utilisation by Department

You can view the shares of hour market per specific department (BI, CRM and ERP).



Hour Consumptions by Project Role

You can view hour consumptions per project role.



Hour Consumptions by Employee

You can view hour consumptions per employee.