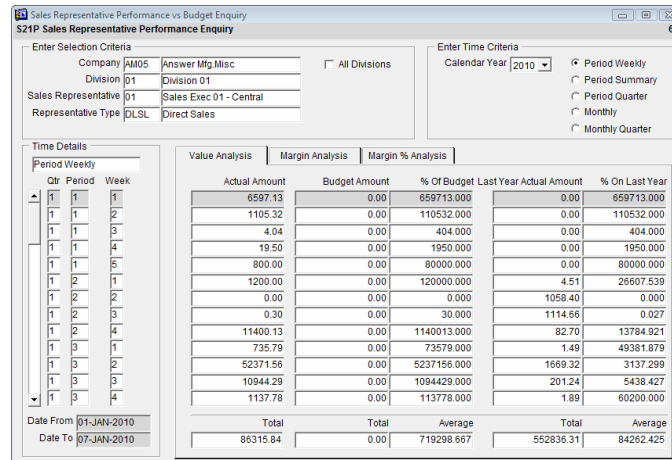


Warehouse and aggregate data

- ▶ Define unique rules and time grouping requirements
- ▶ Create user defined data 'keys' by combining elements
- ▶ Easily warehouse and aggregate data with complicated structures
- ▶ Automatic capture and analysis of data appropriate application points

You define the rules and time grouping requirements and the analytics module will warehouse and aggregate data based on this.

Seamlessly integrated with Answer Enterprise business procedures, transactional data will be originated, processed and completed.



Enter Selection Criteria			Enter Time Criteria	
Company	AM05	Answer Mfg.Misc	Calendar Year	2010
Division	01	Division 01	Period	Weekly
Sales Representative	01	Sales Exec 01 - Central	Period Summary	
Representative Type	DLSL	Direct Sales	Period Quarter	
			Monthly	
			Monthly Quarter	

Time Details		Value Analysis			
Ctrl	Period	Actual Amount	Budget Amount	% Of Budget	Last Year Actual Amount
1	1	6597.13	0.00	659713.000	0.00
1	1	1105.32	0.00	110532.000	0.00
1	1	4.04	0.00	404.000	0.00
1	1	19.50	0.00	1950.000	0.00
1	1	800.00	0.00	80000.000	0.00
1	2	1200.00	0.00	120000.000	4.51
1	2	0.00	0.00	0.000	1058.40
1	2	0.30	0.00	30.000	1114.66
1	2	11400.13	0.00	1140013.000	82.70
1	3	735.79	0.00	73579.000	1.49
1	3	52371.56	0.00	5237156.000	1669.32
1	3	10944.29	0.00	1094429.000	201.24
1	3	1137.78	0.00	113778.000	1.89
Total		86315.84	0.00	719298.667	552836.31
Average					84262.425

Analytics, previously and commonly referred to as Sales Analysis, has now been expanded to cover the following Answer Enterprise application areas:

- ▶ Sales
- ▶ Purchasing and Payables
- ▶ Manufacturing
- ▶ Warehouse Management
- ▶ Accounts Receivable
- ▶ General Ledger
- ▶ Plant Maintenance
- ▶ Quality Management
- ▶ Rental and Hire

Create data 'keys'

'One size fits all' processing is a thing of the past with Answer Analytics; you can now determine how you warehouse and aggregate data.

In the past, using anything more than straightforward structures to warehouse and aggregate data would have taken substantial I.T. resources or involved third party data warehousing applications.

Answer Analytics provides facilities to create user defined combinations of data elements, or data 'keys'.

System defined 'key' combinations are made available for internal Answer Enterprise reporting.

A number of system-defined keys are used in various enquiries, reports and the Answer IcanCiT ReportBook.

You will have total flexibility in combining data elements to create a 'key'. All keys created will be available for subsequent analysis and enquiry.

Combine data elements

Data elements are provided by Answer Analytics for each application area. These can then be combined into user defined 'keys' for the collection of actuals and the creation of budgets.

Over 70 different data elements are available to be combined in **Sales**, some of these are:

- ▶ Company, Division, Branch, Department
- ▶ Product Family Line, Family Type, Family Group, Group Type
- ▶ Geographical TV Area, Country, County, City, Territory
- ▶ Inventory Centre, Part, Inventory Category

In **Manufacturing** there are over 45 different data elements that can be combined together, examples are:

- ▶ Company, Division, Branch, Department
- ▶ Product Family Line, Family Type, Family Group, Group Type
- ▶ Inventory Centre, Part, Inventory Category
- ▶ Planner, Project and Task, Contract
- ▶ Part/Product Analysis Codes, x 4 for Manufacturing

In **Quality Management** there are over 50 different data elements that can be combined, examples are:

- ▶ Product Family Line, Family Type, Family Group, Group Type
- ▶ Part/Product Analysis Codes x 4 for Manufacturing
- ▶ Part/Product Analysis Codes x 4 for Purchasing
- ▶ Test related, Type, Name, Reason, Test Analysis Codes x 4

Define time groupings

Once you have built any data 'keys' required, your own time groupings can also be defined.

Select the option for the groupings that best fits your business needs.

Options are:

- ▶ Daily
- ▶ Period Week
- ▶ Calendar Month
- ▶ Period
- ▶ Calendar Quarter
- ▶ Period Quarter

The Period facilities will cater for those businesses with month end dates and closures that are not calendar aligned.

Budgeting facilities

Answer Analytics provides budgeting facilities for each application area. Use these to budget with the most appropriate details.

For example, in **Sales** you could budget using any of the following:

- ▶ Value/Revenue
- ▶ Margin Value
- ▶ Margin %age
- ▶ Quantity, where the 'key' has a Part Number

In **Manufacturing** you could budget by:

- ▶ Quantity
- ▶ Total Cost Value
- ▶ Total Cost Variance Value
- ▶ Variance %age

Each application area has appropriate budgeting values, numbers of and/or percentages provided.

Collection of 'actuals' data

Answer Analytics will automatically capture 'actuals' data from within Answer Enterprise at the appropriate point (this is variable depending on the application area) and warehouse and aggregates it as defined.

For example, in **Sales** the actuals data collected at Invoice generation time is:

- ▶ Revenue Value
- ▶ Costs Value
- ▶ Discounts Value
- ▶ Terms Discounts Value
- ▶ Number of Order Lines, Back Order Lines
- ▶ Number of Shipments Late, Early, On Time, Full, Over, Short
- ▶ Total # Quantities
- ▶ Total Weights and Volumes, Net and Gross
- ▶ Numbers of Invoices, Credits, Debits and so on

In **Manufacturing** the actuals data collected at Work Order/Schedule Accounting Close time is:

- ▶ All Actual Costs Values in appropriate elements, Material, Labour etc
- ▶ All Expected Costs Values in appropriate elements, Material, Labour etc
- ▶ All Variance Values
- ▶ Number of Early, Late and On Time Work Order/Schedules
- ▶ Total Operational Actual and Expected Times

Analyse the data

Having created the data you will want to view and analyse it all. Answer Analytics provides for a number of options:

- ▶ Standard Answer Analytics Enquiries and Reports
- ▶ Using the Answer business intelligence tool, IcanCiT together with the Answer Analytics ReportBook
- ▶ Extract the data via ODBC etc into the Microsoft tools such as Excel
- ▶ Other third party tools

Answer Analytics reports and enquiries

Answer Analytics has enquiries and reports available by each application area as standard.

These facilities cater for straightforward and commonly asked questions. For complex analysis Answer Solutions recommends that IcanCiT is used.

Enquiries available in **Sales** include:

- ▶ Customer Performance Actuals vs. Budget
- ▶ Representative Performance Actuals vs. Budget
- ▶ Part Number Performance Actuals vs. Budget
- ▶ Sales Performance by both System and User Keys

Each enquiry will display Revenue Values, Budget Values, %age to Budget, Last Year Actual and % on Last Year, by Period Week, Period, Calendar Month and so on.

These enquiries will help you to answer the fundamental questions:

- ▶ Who are my best and worst performing Customers
- ▶ Who are my best and worst performing Representatives
- ▶ What are my best and worst performing Parts
- ▶ What are my best and worst performing Product Groups
- ▶ What are my best and worst performing Customer Groups

IcanCiT ReportBooks for Answer Analytics

There are several pre-defined ReportBooks available for Answer Analytics for use with the IcanCiT application.

Sales Analysis ReportBook

- ▶ Customer Product Sales Detail by Timeline
- ▶ Customer Product Ranking by Timeline
- ▶ Customer Product Sales Summary by Timeline
- ▶ Customer Product Margin by Timeline
- ▶ Product Customer Margin By Timeline
- ▶ Product Customer Ranking By Timeline
- ▶ Product Customer Sales Summary By Timeline
- ▶ Product Sales Detail By Timeline
- ▶ Product Ranking By Timeline
- ▶ Product Sales Summary By Timeline
- ▶ Product Margin By Timeline

Sales Order ReportBook

- ▶ Lost Sales Orders By Customer
- ▶ Late Sales Order Shipments By Customer
- ▶ Sales Order Activity - which enables the viewing of Open, In Progress, Closed and Cancelled Sales Orders for Customers and Products
- ▶ Overdue Sales Orders By Customer
- ▶ Lost Sales Orders By Product
- ▶ Late Sales Order Shipments By Product
- ▶ Overdue Sales Orders By Product

Finance – General Ledger ReportBook

- ▶ General Ledger Activity - which enables the viewing of Actuals, Budgets, Activity and more
- ▶ General Ledger Period Activity
- ▶ General Ledger Simulation Activity

Finance – Accounts Payable ReportBook

- ▶ Currency Vendor Balances Accounts Payable
- ▶ Accounts Payable Activity

Inventory ReportBook

- ▶ Total Stock Holding
- ▶ Stock Location Activity
- ▶ Stock By Status
- ▶ End of Period Stock Usage
- ▶ Stock Valuation

Manufacturing ReportBook

- ▶ Works Order Activity - which enables the viewing of Firm Planned, Closed (Accounting and Production) and Open Work Orders

Purchasing ReportBook

- ▶ Purchase Order Activity - which enables the viewing of Open, WIP, Overdue and Closed Purchase Orders and more for Stock and Non Stock purchases
- ▶ Purchase Order Quantity and Value By Product
- ▶ Purchase Order Quantity and Value By Supplier
- ▶ Supplier Performance

For more information visit the Answer Solutions website or contact us.

Answer Solutions Ltd

The Innovation Centre
Festival Drive
Ebbw Vale
NP23 8XA

w: www.answersolutions.com

e: info@answersolutions.com

t: 01495 356771

f: 01495 356774