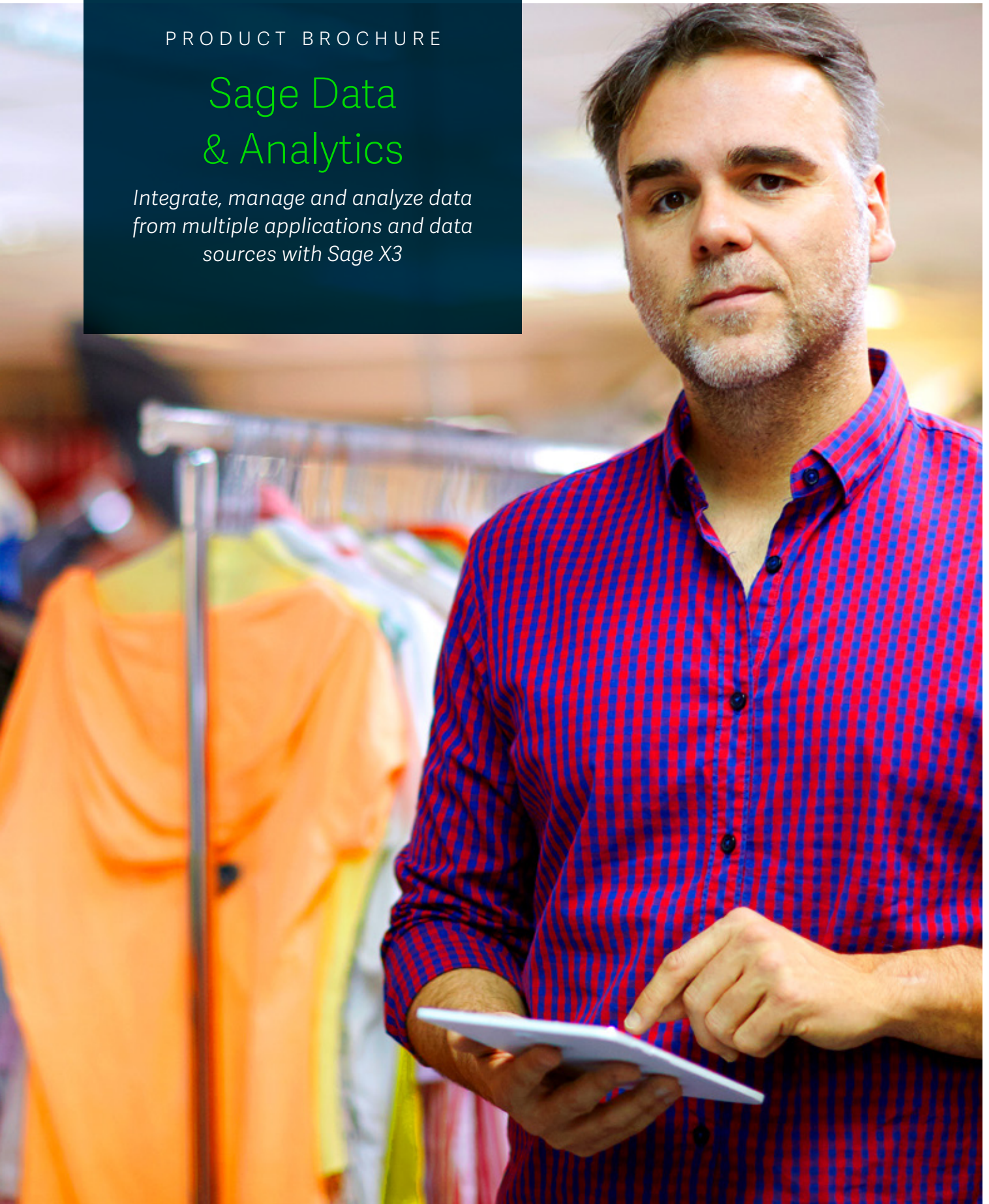


PRODUCT BROCHURE

Sage Data & Analytics

*Integrate, manage and analyze data
from multiple applications and data
sources with Sage X3*



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Introduction

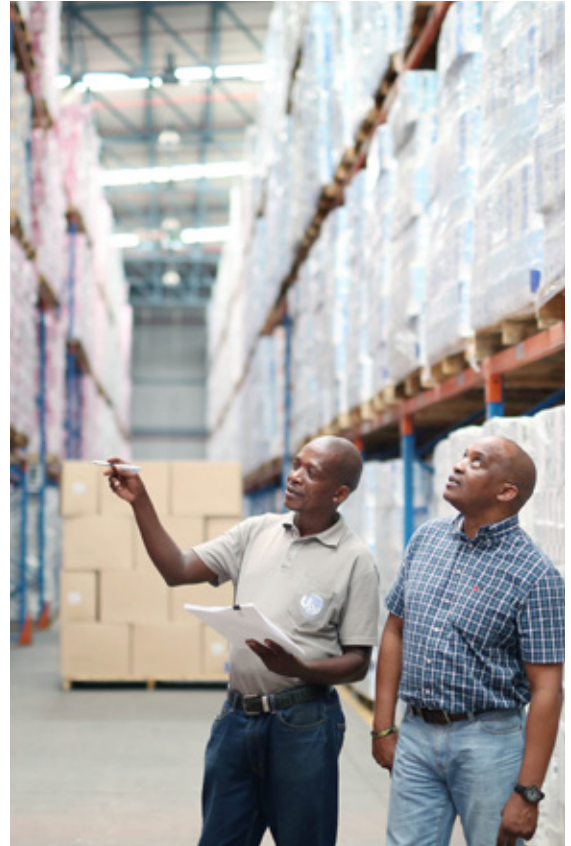
Introducing Sage Data & Analytics

Key benefits for your business

With Sage Data & Analytics (SDA) information-empowered businesses make confident decisions that improve performance. Corporate strategy, direction and investment decisions become wholly based on data, facts and truth, without hesitation and with confidence.

From financial performance to customer proposition development, operational process improvement to strategic planning, successful modern businesses are led by—and generate—large, growing and interconnected data sets. Sage Data & Analytics places data-based decision making at the heart of the organization, by applying the successful tools, strategies and methodologies of data management and analytics to:

- Achieve a 360-degree view of the business and uncover new insight thanks to automated integration of data from Sage X3 with other business applications such as ERP, CRM and HRM
- Make confident decisions quickly based on accurate information delivered by a solution that removes inefficient and/or inaccurate manual data processes
- Achieve data compliance while keeping IT effort and costs down with user-friendly data governance, security and system administration tools built-in
- Track performance with pre-built industry analytics, KPIs and calculations accessed via role-based dashboards that deliver immediate insight in to Sage X3 data



Solution overview

Businesses have welcomed the dawn of cloud computing. Data is available anywhere, anytime and instantly backed up. At the same time, public and legislative concerns over data privacy continue to grow. Sage Data & Analytics recognizes both these issues and allows you to exploit the positive business benefits they both should bring.

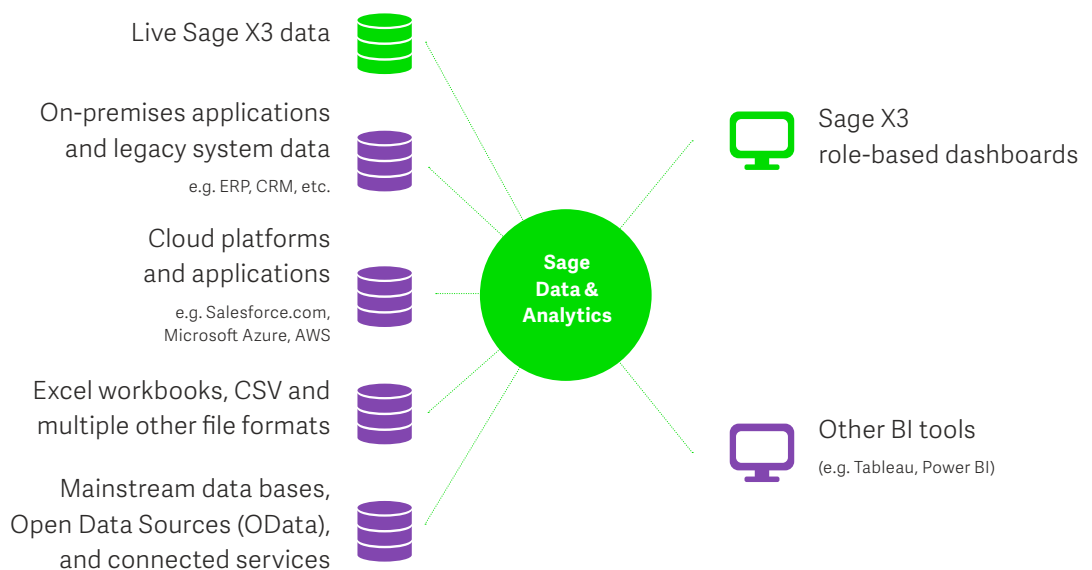
It provides a governed, secure and legislatively-compliant means of drawing business insight from Sage X3 as well as other applications and data sources. Sage Data & Analytics is delivered as a fully-managed Software as a Service (SaaS), or as a private cloud, on-premise or hybrid deployment.

Powerful self-service reporting tools, analytics and role-based dashboards are pre-packaged. Their reusable ratios, metrics, calculations and charts engender both collaboration and consistency. And all such elements are dynamic and touch-enabled for use on any device including mobiles and tablets.

Simplifying complex data challenges, Sage Data & Analytics supports all versions of Sage X3 from versions 7 onwards. It automatically identifies when customizations have been made to Sage X3 and makes the appropriate adjustments. EMDA can be implemented either stand-alone, as a module of Sage X3 or within a wider ecosystem of integrated business applications. And it can even make it quicker and easier to move to the latest version of Sage X3 by storing data from previous versions or other ERP in Sage Data & Analytics for historic reporting, instead of having to migrate data to the live Sage X3 database.

Sage Data & Analytics

Deploy, integrate, model, govern, analyze



Solution overview

Continued

Hybrid BI scalability:

- Fully managed SaaS
- Or flexibility to deploy as private cloud, on premise or hybrid cloud
- Data gateway for optimized, simple access to cloud or on-premises data sources
- Highly flexible architecture scales as users and data requirements grow

Automated data integration:

- Pre-set Smart data connector for Sage X3 and other applications and data sources
- Rich data connectivity to source metadata
- Automated data merging and table structure matching
- Multi-lingual caption extraction and customization detection

Pre-set, flexible data models:

- Pre-packaged data models for Sage X3 and other applications e.g. ERP, CRM, HRM
- Flexible data model architecture enables configuration to meet specific reporting needs
- User-friendly data modeling removes the need for a deep understanding of underlying data
- Data warehouse and semantic layer automation remove complexity and improves time-to-insight

Built-in data governance:

- Administration and data security with four layers of configuration
- User access settings dynamically extracted from Enterprise Management People and applied in Sage Data & Analytics
- Auditing and monitoring for detailed activity logging with dashboard visualization
- Version lifecycle management tools remove IT overhead and ensure business continuity

Pre-packaged analytics and visualizations:

- Powerful self-service reporting, visualization and dashboarding capabilities
- Reusable elements enable collaboration and consistency
- Cross-functional reporting and analysis
- Dynamic, touch-optimized visualizations with drill up, down, across and through, on any device

Data management & analytics built for Sage X3

Sage Data & Analytics enhances operational performance, insight and decision making.

It is deeply integrated in the Sage X3 platform. Its Smart data source for collecting X3 data, X3 data model, embedded analytics and visualizations are pre-packaged and ready to go, meaning Sage Data & Analytics is deployed and live in days. This significantly reduces time-to-insight when compared to a traditional BI project.

Sage X3 Smart data source

- Metadata (localized captions, keys, relationships, modules)
- Mono or multi-folder
- Multi-company and multi-lingual caption extraction
- Automatic analytical dimension configurations
- Statistical groups support
- Automatic captions for local menus
- Customizations detection
- Miscellaneous tables
- Currency conversions

Pre-set Sage X3 data model

- Pre-modeled data warehouse and cube for Finance, AR, AP, Sales, Procurement, Manufacturing, and Inventory
- Configurable currency conversion
- Custom account categories for consolidation purposes
- Account pyramids and reporting codes support
- Friendly data warehouse schema for operational reporting
- Generic Date and also Source Fiscal calendar dimensions
- Geocoded addresses for map charts

Analytics in the Sage X3 UI

- Access business-wide analytics from within the X3 UI
- Measure performance with pre-set best-practice calculations
- Out-of-the-box dashboards aligned to X3 roles
- Pre-set analytics for all X3 functions from Finance to Manufacturing, Distribution, Sales and Services
- Dynamic, touch optimized UI fully responsive for all devices

Pre-set functional analytics and role-based visualizations

Take a tour and see the functional analytics and role-based visualizations of our Sage Data & Analytics solution. In this tour we consider the challenges and interconnections between each user role, and we set out the pre-packaged modules and metrics available to each type of user.

Finance: General Ledger

Chief Financial Officer

The Chief Financial Officer dashboard provides quick access to business metrics that are key to monitoring profitability and liquidity. Using a number of industry standard ratios users can quickly gain insight into company performance.

Using the drill functionality users see the details behind the analytics. Users can get consolidated reports with minimal effort.

For multinational operations, there is support for reporting currency and custom currency conversion.

Audience

- CFO
- Senior business managers
- VP operations

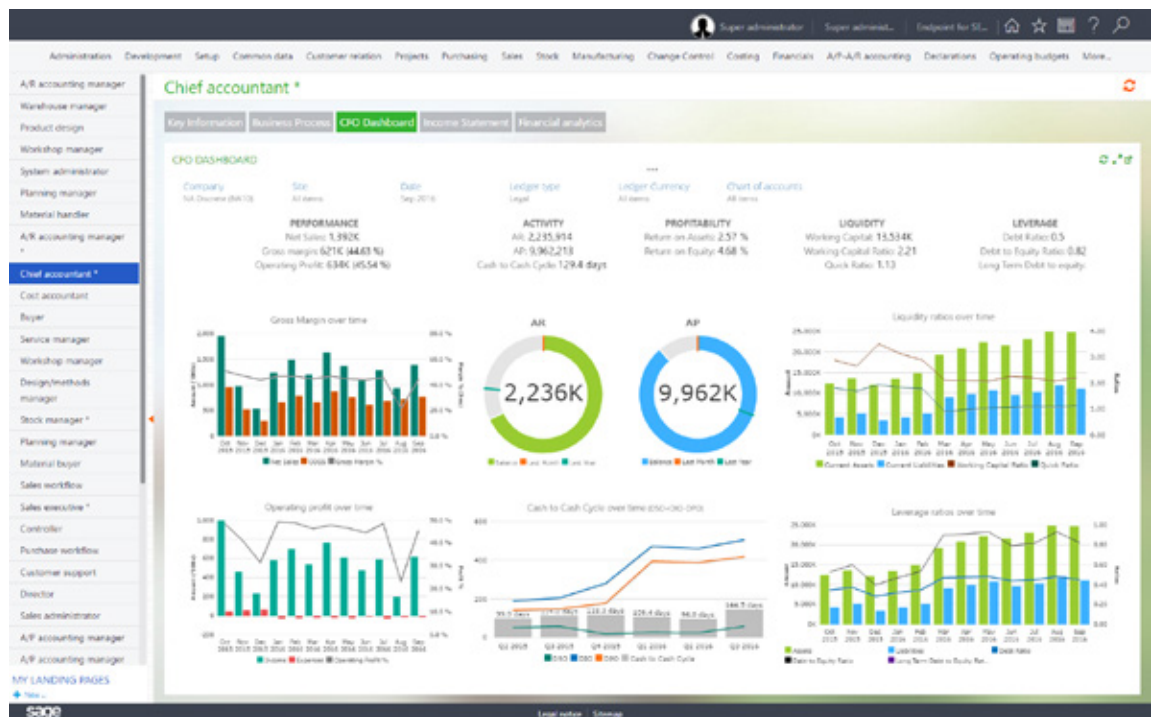
Business outcomes

- Monitor key performance metrics and business ratios
- Keep a close eye on trends relating to profitability and balance sheet ratios
- Find out all the key information to monitor your business in one view.

Interactivity

- Filter by
 - Company
 - Month
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member

click dashboard to enlarge



Key metrics for the Chief Financial Officer

- **Performance**
 - Selected month net sales (sales less sales returns and discounts)
 - Selected month gross margin and percent age (net sales less cost of sales)
 - Selected month operating profit (gross margin less operating expenses)
- **Activity**
 - Selected month accounts receivable balance
 - Selected month accounts payable balance
 - Cash to cash cycle (days inventory outstanding+days sales outstanding—days payable outstanding)
- **Profitability**
 - Return on assets (net operating profit after tax/total assets)
 - Return on equity (net operating profit after tax/total equity)
- **Liquidity**
 - Working capital (current assets—current liabilities)
 - Working capital ratio (current assets/current liabilities)
 - Quick ratio (current assets—inventory/current liabilities)
- **Leverage**
 - Debt ratio (liabilities/assets)
 - Debt to equity ratio (liabilities/equity)
 - Long term debt to equity ratio (non-current liabilities/equity)
- **Gross margin over time**
 - Net sales and cogs comparison over the last twelve months
- **Operating profit over time**
 - Gross margin and expenses comparison over the last twelve months
 - Line graph operating profit % over the last twelve months
- **AR circle gauge**
 - Accounts receivable balance current month, last month and same month last year
- **AP circle gauge**
 - Accounts payable balance current month, last month and same month last year
 - Liquidity ratios over time
 - Current assets and current liabilities comparison over the last twelve months
 - Line graph working capital ratio and quick ratio over the last twelve months
- **Leverage ratios over time**
 - Total assets and total liabilities comparison over the last twelve months
 - Line graph debt ratio, debt to equity ratio and long term debt to equity ratio over the last twelve months
 - Cash to cash cycle over time (DIO+DSO—DPO)
 - Line graph DSO, DIO, and DPO comparison over the last twelve months
 - Cash to cash cycle comparison over the last twelve months (showing data labels)
- **Profitability ratios over time**
 - Line graph return. on assets and return on equity over the last twelve months

Finance: General Ledger

Income Statement

The cornerstone of any business is timely financial reporting.

The income statement dashboard utilizes the traditional income statement and supplements it with trend analysis and reporting on key margins.

The dashboard allows key decision makers to view the business profitability and growth trends at a glance.

The user can also drill through on the number to reveal the detail.

Audience

- President
- CFO
- Financial Accountants

Business outcomes

- Monitor company profitability and growth trends
- Review and compare profit and growth over time
- Keep a close eye on key margins

Interactivity

- Filter by
 - Company
 - Fiscal month
 - Budget model
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member

[click dashboard to enlarge](#)

Finance

Accounts Receivable

The Accounts Receivable dashboard is a vital tool in assisting managers to improve their companies' cash flow and increase collection effectiveness.

Key industry metrics combined with other information on the dashboard will help managers improve the order to cash cycle time. Managers can quickly ascertain collection trends and problematic customers. No more consolidating multiple aged trial balances—the dashboard allows the users to see a customer's interaction with your entity—displaying it all in one central view with the ability to drill-down and see the detail.

Audience

- President
- CFO
- Collection Manager
- Collection Agent
- Accountant

click dashboard to enlarge

Business outcomes

- Monitor collection effectiveness and customer balances
- Review customer invoicing and collection trends
- Analyze the effect of collections on cash flow
- Find out which customers are consistently late at making payments.

Interactivity

• Filter by

Note: the collection metrics use General Ledger amounts and are not filtered by the following.

• Company

- Customer group
- Classification
- Line of business
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell of the dashboard to analyze the underlying X3 transactions
- Drill-up/down on every charts member



Key metrics for Accounts Receivable

- **Open transactions**
 - Number of customers with an unpaid AR balance and amount
 - Number of customers with an overdue AP balance and amount
 - Average number of days AR invoices are overdue
 - Number of customers with a current AR balance and amount
- **Overdue receivables by age**
 - Overdue balance by aging bucket, hover over to see amounts the center amount is the total amount overdue
- **Current receivables by age**
 - Current balance by aging bucket, hover over to see amounts the center amount is the total amount overdue
- **Performance month to date**
 - Collection effectiveness index (CEI) for the selected month. CEI is a percentage that expresses the effectiveness of collection efforts over time. The closer to 100 percent, the more effective the collection effort.
 - Days sales outstanding (DSO) for the selected month. Measures the number of days on average a company takes to collect its debts.
 - Best possible DSO (BDSO) for the selected month. Measures the number of days it takes on average to collect your most current invoices.
 - Average days delinquent (add) for the selected month. Measures the average number of days invoices are paid past due.
- **Top 10 overdue AR**
 - Top 10 customers with the largest overdue AR balance
- **Top 10 current AR**
 - Top 10 customers with the largest current AR balance
- **Collection effectiveness over time**
 - Summary of the collection metrics over the last 6 months.
 - Net sales is the general ledger balance of sales less sales returns and discounts for the month
 - Receivables is the general balance for the month
 - Current is balance of invoice generated that month not due (omitting unpaid invoices where the invoice date and due date where in the selected month)
 - Collection effectiveness index (CEI) for the selected month
 - Days sales outstanding (DSO) for the selected month
 - Best possible DSO (BDSO) for the selected month
 - Average days delinquent (add) for the selected month
- **Open days to pay over time**
 - Average days to pay over four months
 - Number of invoices processed in the last four months
 - Average days in the last four selected month
 - Straight line linear regression trend of the average days to pay over the last four months
- **CEI vs DSO**
 - Comparing the collection effectiveness index (CEI) with days sales outstanding (DSO) over the last four months. Comparing the order to cash process efficiency to the collection effectiveness.
- **DSO vs ADD**
 - Comparing days sales outstanding (DSO) vs average days delinquent (ADD). This compares your non delinquent customers to your delinquent customers.

Finance

Accounts Payable

Having effective controls over your accounts payable team is critical to maintaining a good relationship. The accounts payable dashboard displays key metrics enabling managers to maintain good vendor relationships, continuity of supply and keep a watchful eye on cash flow.

The information will assist in monitoring the effectiveness of accounts payable workflows and the processing efficiency of your payables team. The dashboard allows the users to provide a corporate view and use of various filters help gain insight on how a vendor or group is performing across all your entities.

Audience

- CEO
- CFO
- Accountants
- Accounts Payable Manager
- Accounts Payable Agent

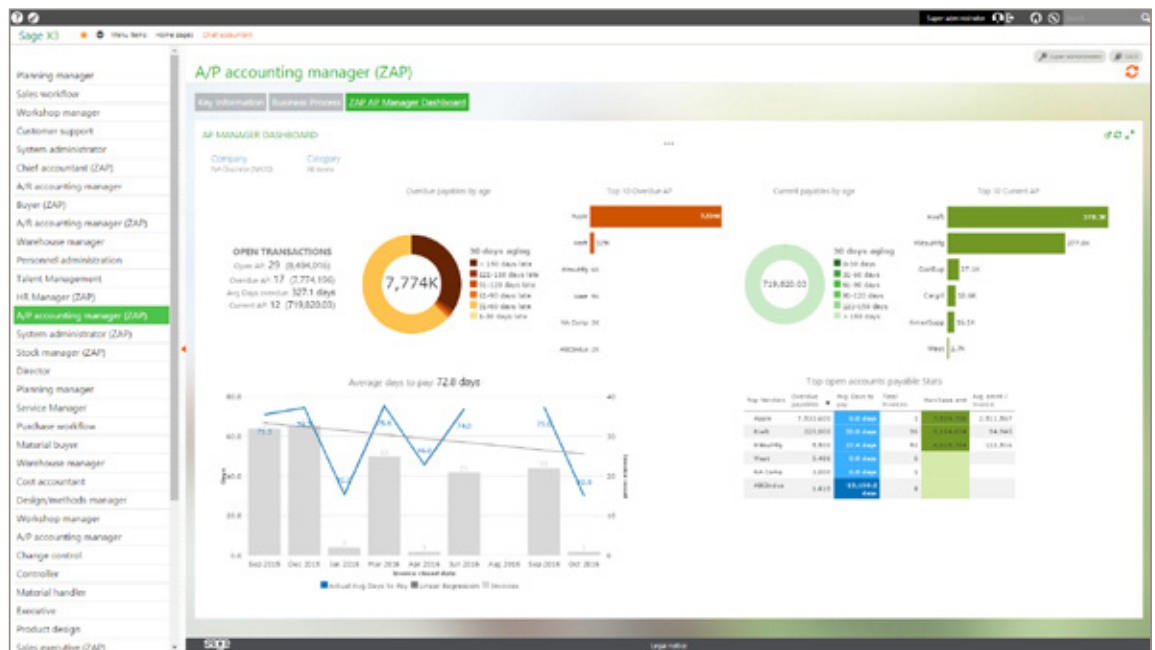
Business outcomes

- Monitor accounts payable team efficiency and procure to pay workflow effectiveness
- Analyze payment processing and your top vendors
- Maintain effective vendor relationships

Interactivity

- Filter by
 - Company
 - Vendor groups
- Hover over any cell or chart member to display additional information
- Drill-through: to analyze the underlying X3 transactions

click dashboard to enlarge



Key metrics for Accounts Payable

- **Open transactions**
 - Number of vendors with a unpaid AP balance and amount
 - Number of vendors with an overdue AP balance and amount
 - Average number of days AP invoices are overdue
 - Number of vendors with a current AP balance and amount
 - Value of settlement discount available in company currency
- **Overdue payables by age**
 - Overdue balance by aging bucket, hover over to see amounts the center amount is the total amount overdue
- **Top 10 overdue AP**
 - Top 10 vendors with the largest overdue AP balances, ordered by balance descending
- **Current payables by age**
 - Current balance by aging bucket, hover over to see amounts the center amount is the total amount overdue
- **Top 10 current AP**
 - Top 10 vendors with the largest current AP balance
- **Days to pay over time**
 - Average days to pay over twelve months
 - Columns show number of invoices processed in the last twelve months
 - Line graph shows actual average days to pay in the last twelve months
 - Straight line linear regression trend of the average days to pay over the last twelve months
- **Top open accounts payable stats**
 - Top vendors by amount overdue, hover over the vendor name to see vendor information
 - Overdue balance for the vendor
 - Average days to pay the vendor for all time
 - Number of invoices processed relating to the vendor for all time
 - Total value of invoices processed in the company currency relating to the vendor for all time
 - Average invoice amount for the vendor

Procurement

Procurement Manager

The Procurement Manager dashboard gives users powerful insight into procurement operations.

The dashboard shows the information needed to manage the procure-to-pay process and maintain robust supply chain. At a glance, users can see the key vendors and related metrics that will assist in maintaining a good relationship with those vendors.

With the spend analysis metrics users can see the top items been procured. With the cell slicing feature users can see analytics relating to the selected vendor or item.

Interactivity

- **Filter by**
 - Company
 - Date
 - Vendor group
 - Procurement category
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member

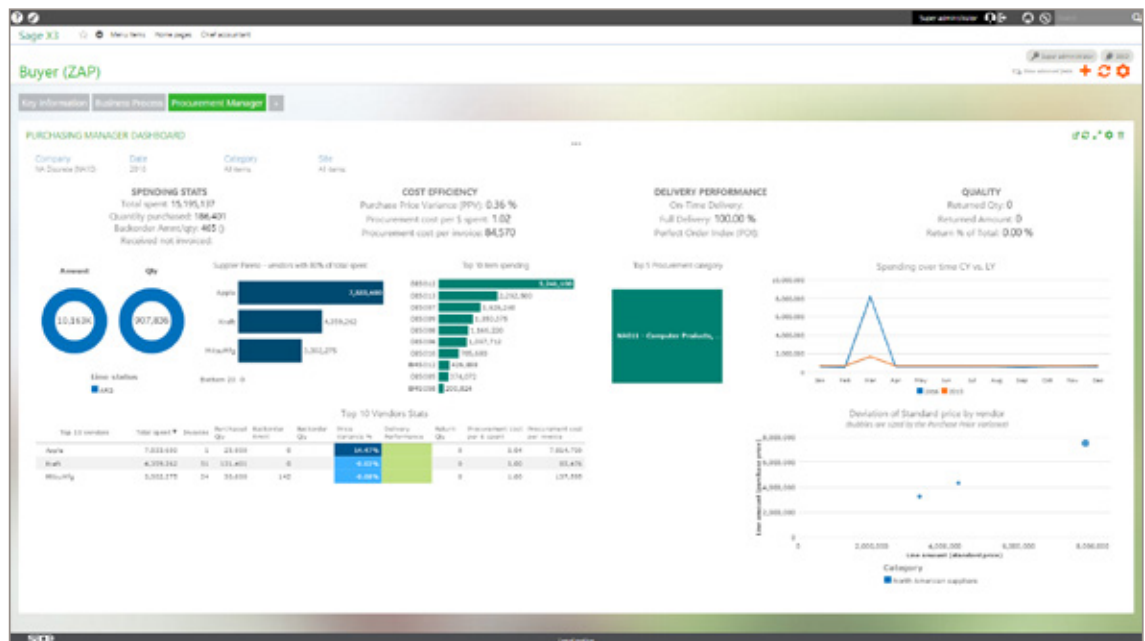
Audience

- Procurement Manager

Business outcomes

- Monitor vendor performance and spending
- Keep a close eye on trends relating to spending and delivery performance
- Find out all the key information relating to vendors

click dashboard to enlarge



Key metrics for the Procurement Manager

- **Spending stats**
 - Total spent is the total value of purchase orders raised in the current year
 - Quantity purchased is the total quantity on invoices processed in the current year based on purchase unit.
 - Current backorder amount and quantity
 - Received not invoiced is the value of purchase order lines received but no invoice has been processed.
- **Cost efficiency**
 - Purchase price variance % (actual purchase order invoice value/invoice value using the standard cost price). This show the average variance between unit price on invoice and standard cost in the system.
 - Procurement cost per \$ spent (invoice value based on inventory value/actual purchase order invoice value). Amount above 1 indicates the amount of markup costs on inventory items. Below 1 indicates rebates or write down on items.
 - Procurement cost per invoice (invoice value based on inventory value/actual purchase order invoice value). Gives an indication of the amount of markups or rebates processed against an invoice.
- **Delivery performance**
 - On-time delivery gives the percentage of purchase orders delivered within the expected delivery date. This measures delivery precision.
 - Full delivery gives the percentage of purchase orders delivered in full on first delivery. This measures delivery fulfillment.
 - Perfect order index (poi) (delivery precision delivery fulfillment)
- **Quality**
 - Returned quantity for the current year in purchase units
 - Returned amount for the current year
 - Return % of total: the value of returned items compared the total value of orders for current year. This is measure of vendor quality
- **Open purchase statuses**
 - Value of purchase order lines by current line status for the current year
 - Quantity on purchase order lines by current line status for the current year based on purchase unit of measure.
- **Supplier Pareto—vendor with 80% of total spend**
 - Lists the vendors and their spend value that make up 80% of the total procurement spend. The graph gives insight in to the key vendors in your supply chain.
- **Top 10 item spending**
 - Showing the top ten inventory items by invoice value for current year.
- **Top 5 procurement category**
 - Showing the top five procurement categories by invoice value for the current year.
- **Spending over time cy vs ly**
 - Quantity in stocking units moved this month
 - Quantity movement in stocking unit by direction over the last twelve months
- **Top 10 vendor stats (by total spend for current year)**
 - Total spent for the current year
 - Number of invoices processed for the current year
 - Quantity purchased in purchase unit for the current year
 - Amount currently on backorder
 - Quantity currently on backorder
 - Calculated price variance for the vendor where a standard cost price exists for the items been procured.
 - Delivery performance is the perfect order index (poi) for the vendor the current year.
 - Return quantity for the vendor for the current year
 - Return amount for the vendor for the current year
 - Procurement cost per \$ spent
 - Procurement cost per invoice.

Sales

Vice President of Sales

From this dashboard a Vice President can effectively monitor his sales divisions across all operations in a single view.

With the currency conversion and support for reporting currencies, multinational companies can quickly get a consolidated view in their currency of choice. Our trusted analytics allow the VP to analyze trends and make informed decisions on strategy knowing the information is accurate and up to date. Cell slicing allows various analyses within a single dashboard and the ability to drill through allows the VP to investigate the finer detail and quickly find any issues.

Audience

- CEO
- CFO
- VP sales

Business outcomes

- Monitor key revenue indicators
- Keep a close eye on customers and revenue trends
- Find out key regions, customers, and products

Interactivity

- **Filter by**
 - Company
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member
- Click on chart values to slice data in certain cells

click dashboard to enlarge

Sales

Key metrics for the Vice President of Sales

- **Revenue stats**
 - Invoiced sales current month (prior month)
 - Invoiced sales current quarter (prior quarter)
 - Invoiced sales current year to date (prior year to date)
- **Customer stats for this quarter**
 - Customer with sales, is number of distinct customers invoiced this quarter
 - New customers is number of distinct customers invoiced this quarter that have not been invoiced previously.
 - One-time customer invoices created during this quarter.
- **Actual vs target sales quarter to date**
 - Percentage growth compared to last quarter
 - Current quarter to date, is shown as the value in the center
 - Prior quarter to date
 - Prior year same quarter value
 - Current quarter forecasted sales
- **Actual vs target sales year to date**
 - Percentage growth compared to last year
 - Current year to date, is shown as the value in the center
 - Prior year to date
 - Current year forecasted sales
- **Top 5 regions**
 - Invoiced sales by order account customer location
- **Sales forecast**
 - Columns represent forecast amount
 - Line graph represent invoiced sales value
- **Sales trend**
 - Columns show the growth per quarter for the last four quarters
 - Line graph show current year sales vs prior year sales amount by quarter hover over graph lines to see values

Sales

Sales Manager

Having the right information in a timely manner is key to managing your sales force. The Sales Manager dashboard gives users up to date information on sales trends and top performing analytics allowing the sales manager to efficiently direct resources. With cell slicing you can see with a single click what your top customer is buying, sales volume over time and many other scenarios.

The dashboard gives the user the ability to have a holistic view of all the company's information in a single dashboard with the ability to drill-down in to key areas. The dashboard allows users to quickly select prior periods for a quick comparative view.

Audience

- VP sales
- Sales Manager

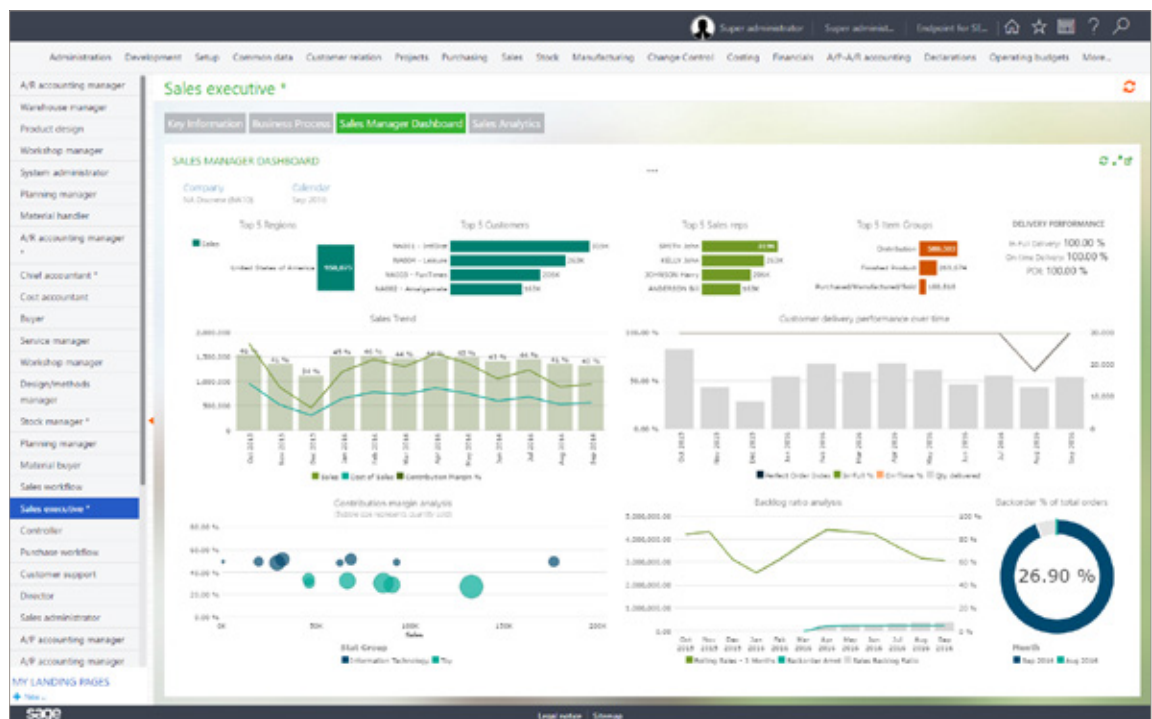
Business outcomes

- Monitor sales and sales team performance
- Keep a close eye on sales trends and delivery performance
- Find out key regions and products

Interactivity

- Filter by
 - Company
 - Date
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member
- Click on chart values to slice data in certain cells

click dashboard to enlarge



Sales

Key metrics for the Sales Manager

- **Top 5 regions**
 - Invoiced sales by order, account, and customer location
- **Top 5 customers**
 - Invoiced sales by order account ordered by total sales descending
- **Top 5 sales takers**
 - Invoiced sales by person who entered the sales order, invoices without an order taker are omitted.
- **Top 5 item groups**
 - Invoiced sales by item group, invoices without an item group such as free text invoices are omitted.
- **Delivery performance**
 - In-full delivery gives the percentage of sales orders delivered in full on first delivery. This measures delivery fulfillment.
 - On-time delivery gives the percentage of sales orders delivered within the expected delivery date. This measures delivery precision.
 - Perfect order index (poi) delivery precision delivery fulfillment
- **Sales trend**
 - Show the contribution margin by quarter for the last nine quarters
 - Line graph show sales and cost of sales amount by quarter
- **Sales order by status**
 - Shows sales order amount by current sales order line status. Hover over the circular gauge colors to reveal amounts for the different statuses. The amount in the center is the total sales order value.
- **Customer delivery performance over time**
 - In-full delivery percentage over the last twelve months
 - On-time delivery percentage over the last twelve months
 - Perfect order index (poi) (delivery precision delivery fulfillment) over the last twelve months. Hover over line to see the line values for the selected month.
- **Actual vs target (YTD)**
 - Year to date invoiced sales
 - Prior year to date sales
 - Current year to date forecast
- **Contribution margin analysis**
 - Bubble size represents quantity sold
 - Legends shows the relevant regions and the color used, hovering over the bubble shows invoiced sales amount in thousands, contribution margin and the quantity sold in sales units.
- **Backlog ratio analysis**
 - Line graph shows 4 month rolling sales over 2 years backorder amount
 - Sales backlog ratio
- **Backlog % of total orders**
 - Line graph shows 4 month rolling sales over 2 years backorder amount
 - Sales backlog ratio

Inventory

Inventory Manager

The Inventory Manager dashboard provides managers with the key information needed to manage their inventory. Using industry standard analytics combined with out of box analytics allows managers to analyze key business metrics. Our flexible nature allows users to customize the dashboard adding their relevant inventory dimensions with a simple drag and drop.

The dashboard gives users the ability to analyze internal vs external inventory movements and volume of stocked units moved to maintain optimal stock levels. The drill functionality allows the users to look high level then view the detail behind the analytics.

Audience

- Supply Chain Manager
- Procurement Manager
- Stock Controller

Business outcomes

- Monitor key inventory trends
- Keep a close eye on trends relating to inventory movement and valuation
- Find out all the key information to monitor inventory in one view

Interactivity

- Filter by
 - Company
 - Date
 - Item group
 - Unit of measure
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member

click dashboard to enlarge



Inventory

Key metrics for the Inventory Manager

- **This months stats**
 - Average inventory days of supply (inventory valuation/average daily cost of sales)
 - Inventory to sales ratio (inventory valuation/sales amount)
 - Days in inventory (average inventory value/average daily cost of sales amount)
 - Opening balance of inventory for the selected month
 - Backorder rate for the selected month (amount on backorder/ total sales order amount entered for the month)
 - Order fill rate is the percentage of order lines fulfilled in one delivery
 - Inventory turn
 - Inventory turn (cogs/average inventory) comparison selected month vs prior month
- **Valuation**
 - Inventory valuation comparison selected month vs prior month
- **QTY by issue status**
 - Number of items send from warehouse by their current issue status
- **QTY by receipt status**
 - Number of items received into the warehouse by their current receipt status
- **Inventory to sales ratio over time**
 - Average inventory value over the selected twelve months
 - Net valuation change from selected period to prior period
 - Inventory valuation comparison over the last twelve months (showing data labels)
 - Line graph show sales and inventory to sales ratio comparison over the last twelve months
- **Top 5 item group valuation**
 - Showing the top five item groups by stocking unit quantity movement split by direction. Use the cell slicing to show the effects on inventory valuation and quantity movement over time.
- **Top 5 qty movement by origin**
 - Showing the top five transaction types by stocking unit quantity movement split by direction. Use the cell slicing to show the effects on inventory valuation and quantity movement over time. Compare internal transfer volume with external transfer volume.
- **Inventory qty movement trend**
 - Quantity in stocking units moved this month
 - Quantity movement in stocking unit by direction over the last twelve months.
 - Inventory reports included but separate to the dashboard
 - Inventory aging analysis report—show inventory movement over time.
 - Item analysis report—quantity on hand compared to last sale qty and date also last purchase qty and date
 - Slow moving inventory analysis—displays inventory that has not been sold or consumed ordered by oldest descending.

Production

Production Manager

The production dashboard gives users the much needed high level overview, with ability to combine company operations and the ability to drill-down to the work center detail.

Production controllers can gain insight to production capacity and efficiency. The dashboard can assist in scheduling and production capacity planning. Efficiency metrics give valuable feedback on performance and output quality. The drill functionality allows users to see the detail behind the analytics and quickly find any issues.

Audience

- Supply Chain Manager
- Production Manager
- Production Controller

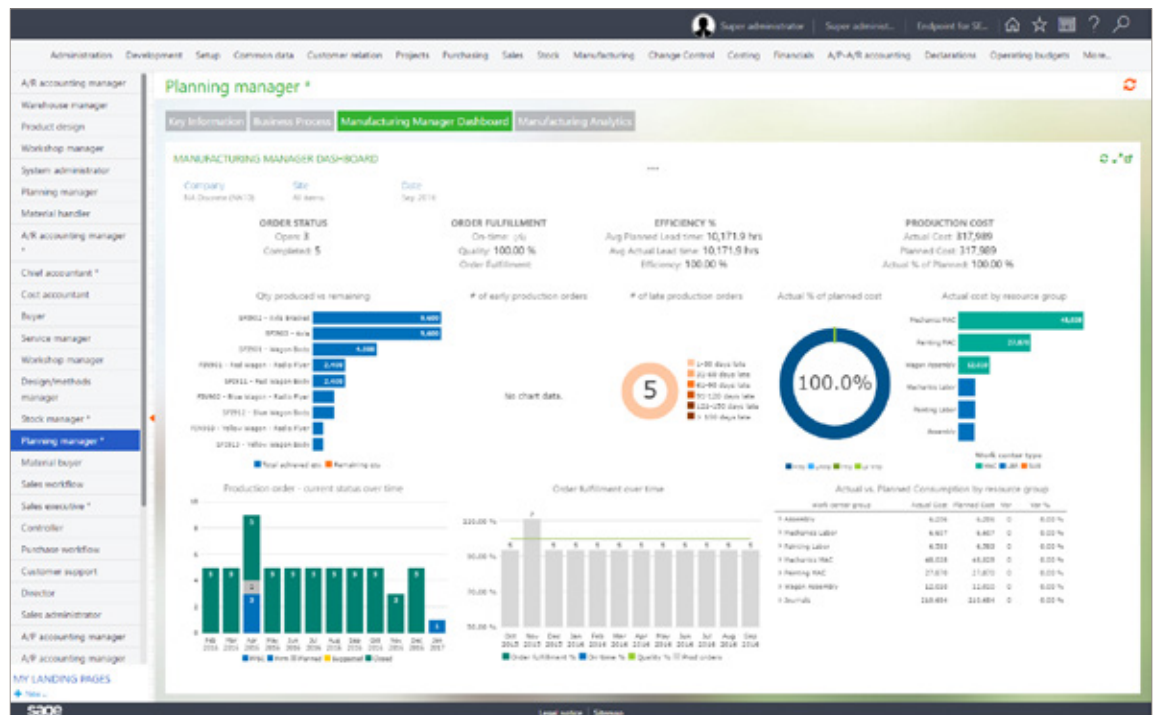
Business outcomes

- Monitor production costs and performance
- Keep a close eye on capacity and production costs
- Find out scheduling pressure points

Interactivity

- Filter by
 - Company
 - Date
 - Production order type
 - Scheduling status
 - Site
- Hover over any cell or chart member to display additional information
- Drill-through: from any cell or segment to analyze the underlying X3 transactions
- Drill-up/down on every charts' member

click dashboard to enlarge



Production

Key metrics for the Production Manager

- **Order status**
 - Number of open production orders for current month (not ended or reported as finished)
 - Number of completed production orders for the current month (marked as ended or reported as finished)
- **Order fulfillment**
 - On-time delivery gives the percentage of production orders completed within the expected delivery date
 - Quality gives the percentage good quantity compared to the total number of produced items
 - Order fulfillment is on-time percentage multiplied by the quality percentage
- **Efficiency**
 - Average planned lead time based on the planned time to complete operations divided by the number of production orders
 - Average actual lead time based on the actual time to complete operations divided by the number of production orders
 - Efficiency % is the ratio of actual to planned cycle times
- **Production cost**
 - Actual cost of all the production orders for the current month
 - Planned cost or estimated cost of all the production orders for the current month
 - Actual % of planned (actual cost/planned cost)
- **Quantity produced vs remaining**
 - Top 10 items by production volume, produced quantity vs remaining quantity.
 - Number of early production orders
 - Number of production orders that have been completed before the expected date.
- **Number of late production orders**
 - Number of late production orders by aging bucket. Hover over the colors on the circular gauge to see the number of production orders in each aging bucket. The number in the center represents the total number of late production orders
- **Actual % of planned cost**
 - Actual % of planned (actual cost/planned cost) for the current month, prior month, year to date and prior year to date. Value in the middle of the gauge is the current month percentage. Hover over the lines on the circular gauge to see the percentages for the other periods.
- **Actual cost by resource group**
 - Actual production order cost by resource group dissected by resource type
 - Ordered by amount descending
- **Production order—current status over time**
 - Count of production orders over the current year by status. Data labels show the count of ended production orders. Hover over the color on the bar to see the value of the other statuses.
- **Order fulfillment over time**
 - Count of production orders over the current year. Data labels show the count of ended production orders.
 - Line graph the order fulfillment percentage, on-time percentage and quality percentage.
- **Actual vs planned consumption by resource group**
 - Resource group id and description
 - Planned cost amount for the current month
 - Actual cost amount for the current month
 - Variance (actual cost minus planned cost)
 - Variance percentage (variance/actual cost)



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