

# bi4dynamics

Standardized BI Solutions

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## BUSINESS INTELLIGENCE FOR MICROSOFT DYNAMICS™

*Deploy BI4Dynamics Solution in 1 Day!*

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## BUSINESS INTELLIGENCE FOR MICROSOFT DYNAMICS™

When company needs a Business Intelligence solution, it has to:

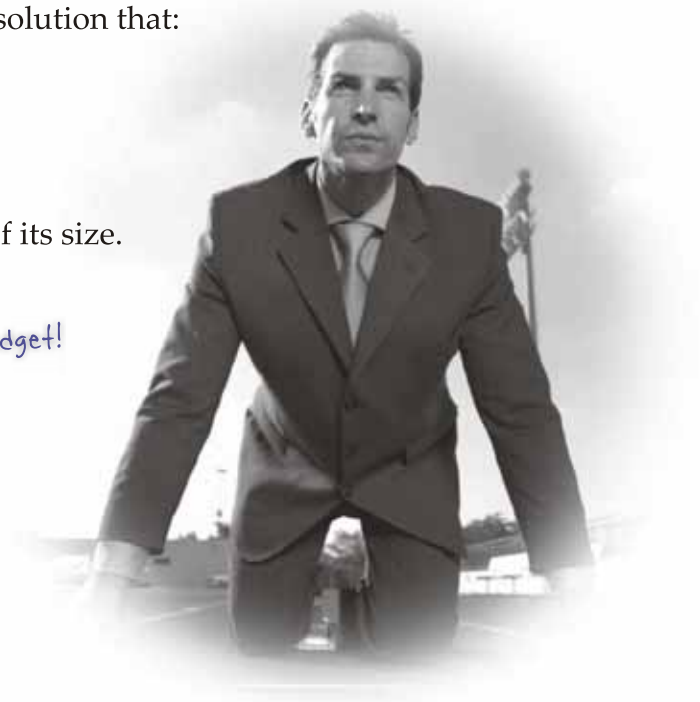
- Analyze business processes.
- Design and implement data warehouse.
- Understand the structure of the source data.
- Make extract, transform and load procedures to fill data warehouse.
- Create and deploy analytical server - OLAP cubes for business areas.
- Choose front-end tool that suits their needs and budget.
- Create reports and advanced analysis.

This is very time and cost consuming, but if you have an ERP or CRM that is globally deployed, WHY starting from scratch?

We combined experience of our experts who worked on over 250 ERP, CRM and BI implementations, and made a complete modern BI solution that:

- Covers at least 80 % of business needs.
- Includes data warehouse and OLAP cubes.
- Is open for modifications.
- Is affordable for every company, regardless of its size.

*Use BI front-end tool that suits Your needs and budget!*



Nowadays every company wants to standardize internal processes, customers' services and business workflow as much as possible. The benefits are obvious: predictable output for customer and partner, stable environment, low risk, etc.

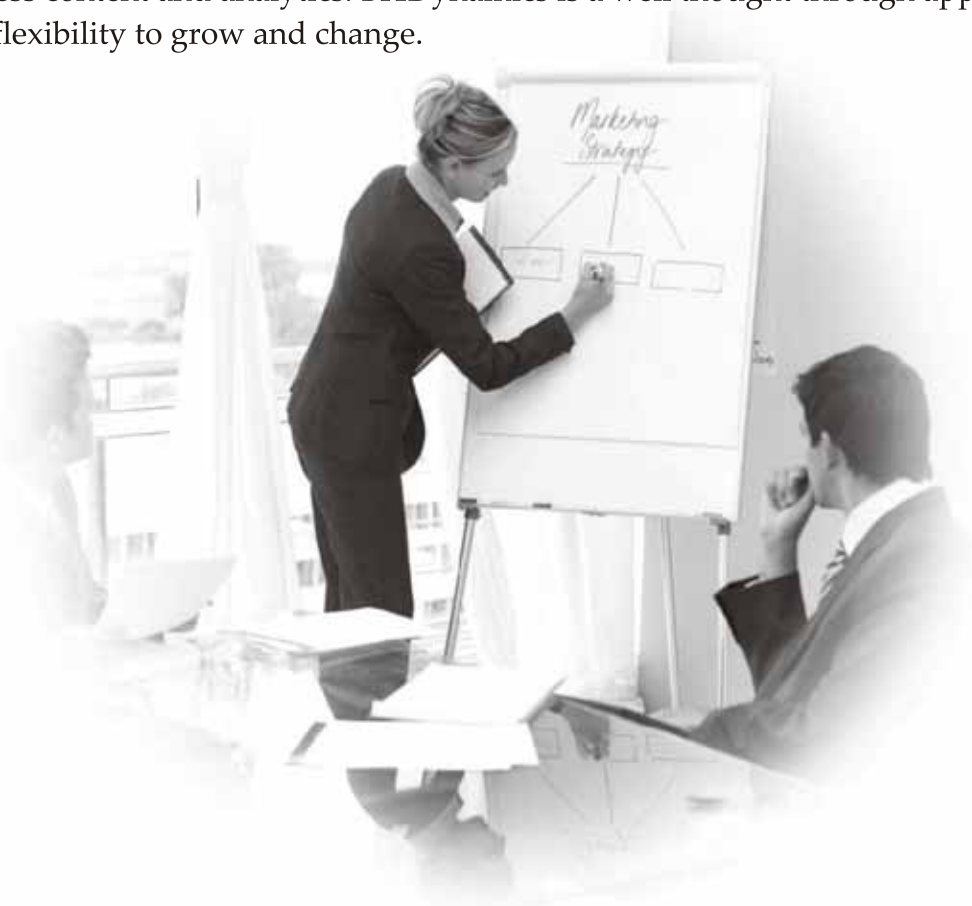
## IMPLEMENTING ERP/CRM SOLUTIONS

BI4Dynamics is a solution made by a company with a very strong team for Microsoft Dynamics NAV/AX/CRM. In 1996, we recognized the trend of companies to standardize their transaction processes on pre-packaged business software, and although the team responsible for BI was focusing on the delivery of information, we understand that today's ERP/CRM software plays a key role. Understanding the ERP/CRM transactional software helps us enormously to take the first step when implementing a proper Business Intelligence solution.

## IMPLEMENTING BUSINESS INTELLIGENCE SOLUTION

Instead of running long investigatory exercises where we try to specify the requirements of an organization at a very detailed level, we propose you to deploy BI4Dynamics.

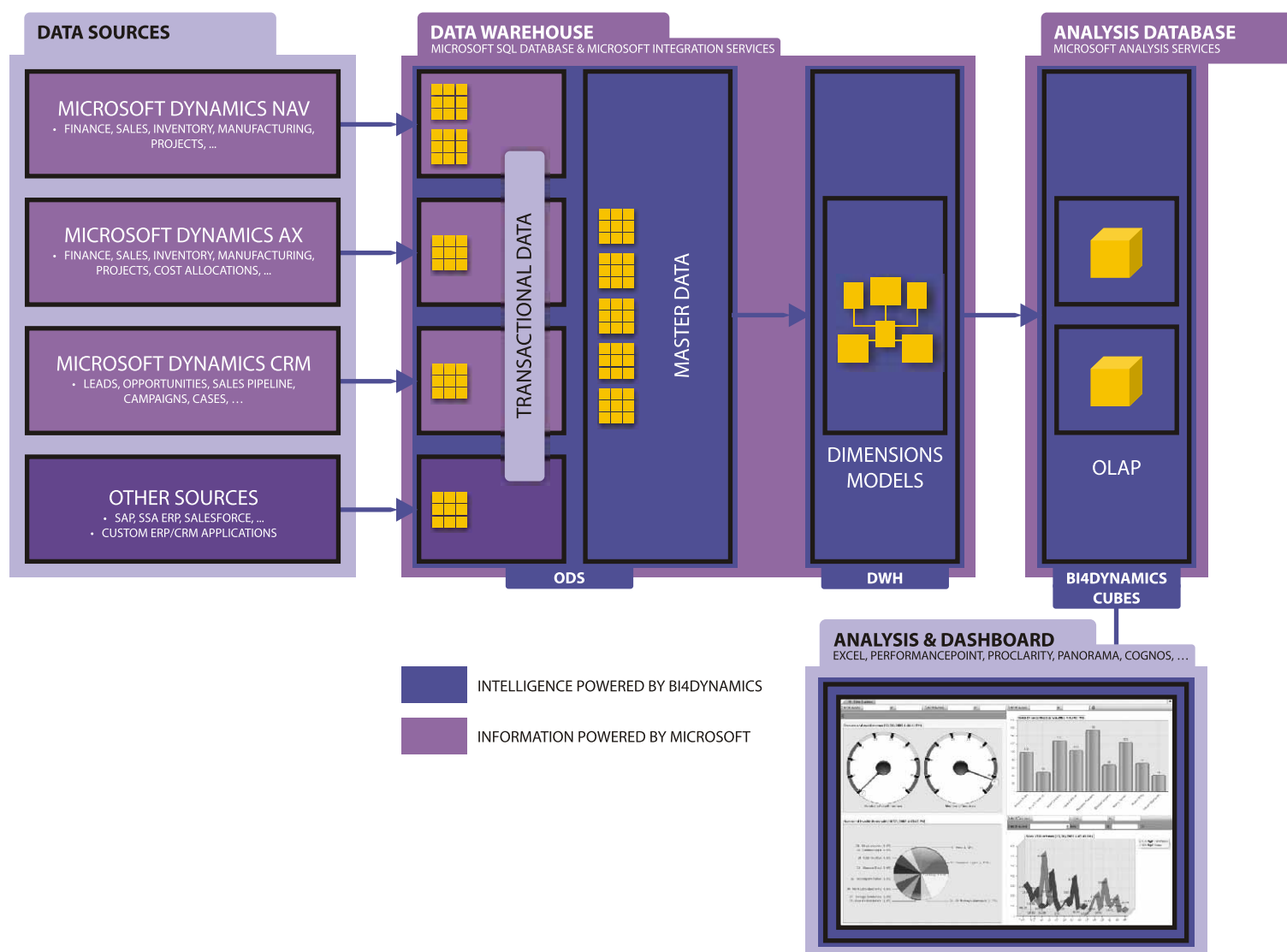
BI4Dynamics is the name we have given to our pre-packaged data warehouses, loaded with smart business content and analytics. BI4Dynamics is a well thought through application, with the in-built flexibility to grow and change.



## BUILD OR BUY?

BI4Dynamics meets the needs of a business user at a lower cost than in-house development and saves months or years of development effort.

It gains reduced project risk and increased level of success. BI4Dynamics provides packaged ERP knowledge, data warehousing best practices, installation wizards, and a production management system that let you install, configure, and roll out the solution to business users in a fraction of the time needed to build in-house.



# BUSINESS INTELLIGENCE SOLUTION FOR MICROSOFT DYNAMICS™ NAV & AX

BI4Dynamics extends the value of your ERP/CRM system, transforming your operational data into consistent and reliable information, optimized for reporting and analysis.

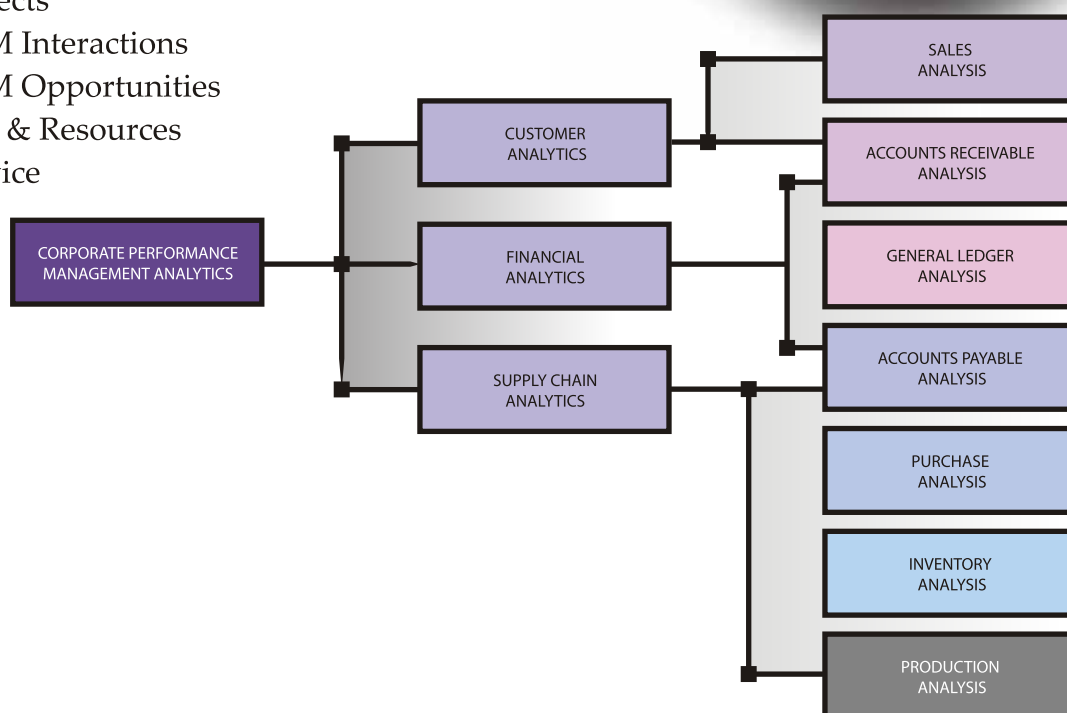
BI4Dynamics helps you identify opportunities, uncover the effects of changes, strengthen business relationships, and gain a marked competitive advantage.

## STANDARD BI4DYNAMICS ANALYTICAL AREAS

- General Ledger Analysis
- Payable Analysis
- Receivable Analysis
- Sales Analysis
- Purchase Analysis
- Inventory Analysis

## ADDITIONAL ANALYTICAL MODULES

- Production Analysis
- Order Analysis
- Financial Schedules
- Projects
- CRM Interactions
- CRM Opportunities
- Jobs & Resources
- Service



## DESCRIPTION

GL Analysis enables us to track all activities regarding General Ledger posting and budgeting. Support for multiple companies over chart of accounts with predefined usage of 6 global dimensions, makes GL Analysis very suitable for organizations that have multiple companies in Microsoft Dynamics NAV/AX.

## EXTENDING FUNCTIONALITY OF MICROSOFT DYNAMICS™

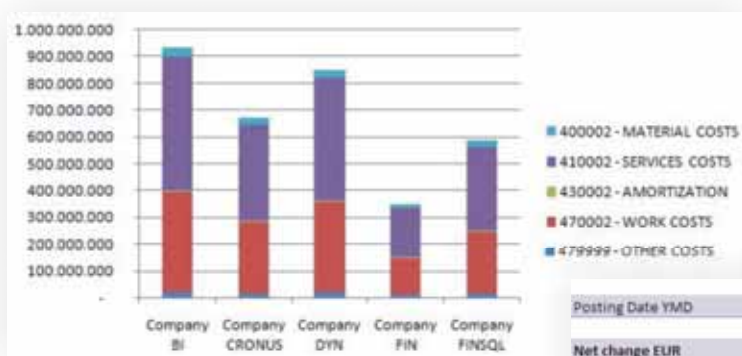
Main advantages:

- Multiple companies.
- Budget/realization indexes over multiple dimensions and chart of accounts.
- Drill down the hierarchy of chart of accounts to single posting.
- 6 global dimensions to slice with other dimensions (chart of accounts, posting period, etc.).

## SAMPLE SCENARIO

What every finance department wants → consolidated view of costs over multiple companies.

All data from multiple NAV or AX implementations are consolidated in BI4Dynamics data warehouse and company becomes a standard dimension in our solution. Providing business users to analyze information on all level or choose specific company.



Posting Date YMD	2004					
Net change EUR	Column Labels					
GL Accounts	Company BI	Company CRONUS	Company DYN	Company FIN	Company FINSQL	Grand Total
400001 - COSTS	935,048,236	672,339,211	848,819,508	347,538,505	585,235,952	3,388,981,411
400002 - MATERIAL COSTS	32,450,740	23,333,454	29,458,182	12,061,283	20,310,545	117,614,203
410002 - SERVICES COSTS	502,934,938	361,631,482	456,555,042	186,930,737	314,781,201	1,822,833,401
430002 - AMORTIZATION	153,965	110,707	139,766	57,226	96,365	558,029
470002 - WORK COSTS	379,395,189	272,801,180	344,407,941	141,013,513	237,459,092	1,375,076,915
479999 - OTHER COSTS	20,113,404	14,462,388	18,258,577	7,479,745	12,588,749	72,898,864
Grand Total	935,048,236	672,339,211	848,819,508	347,538,505	585,235,952	3,388,981,411



## DESCRIPTION

Enables overview of all financial analyses regarding vendors. Users can easily analyze payables, relation between debit/credit, balance, and various rotation coefficients through different dimension attributes.

Balance is calculated daily from the first day of posting to Microsoft Dynamics. It enables an overview on before due and overdue payables in intervals by 30-60-90-120-150-180 days. Insight into payables is enabled for specific document on chosen date.

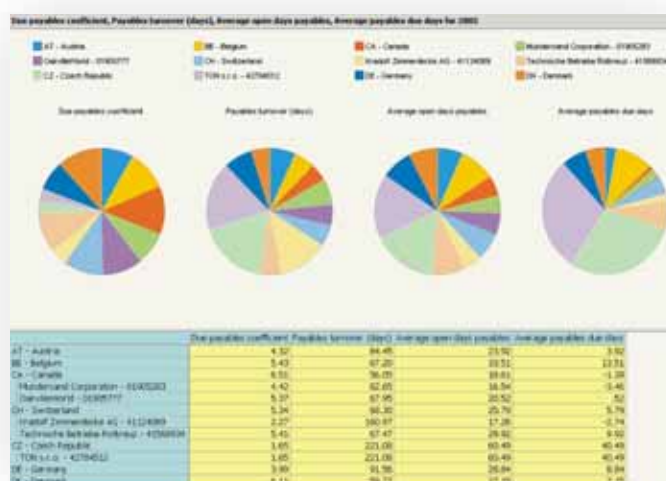
## EXTENDING FUNCTIONALITY OF MICROSOFT DYNAMICS™

Main advantages:

- Advanced measures - average payables, rotation in days, average open days for an invoice, average due days for specific/group of invoices.
- Payables balance through all vendors through time dimension (trends of payables).
- Snapshots for every day in BI4Dynamics data warehouse makes due/over due payables analysis very fast.
- Multiple companies.
- 6 global dimensions to slice with other dimensions.

## SAMPLE SCENARIO

Providing advanced measures like turn-over of payables, due rotation coefficient, average days of payment, etc. over multiple dimensions (Vendors, Time, Country, Posting groups, etc.) makes true usage of your transactional data.



## DESCRIPTION

Enables overview of all financial analyses regarding customers. Users can easily analyze receivables, relation between debit/credit, balance and various rotation coefficients through different dimension attributes.

Balance is calculated daily from the first day of posting to Microsoft Dynamics. It enables an overview on before due and overdue receivables in intervals by 30-60-90-120-150-180 days. Insight into receivables is enabled for specific document on chosen date.

## EXTENDING FUNCTIONALITY OF MICROSOFT DYNAMICS™

Main advantages:

- Advanced measures - average receivables, rotation in days, average open days for an invoice, average due days for specific/group of invoices.
- Receivables balance trough all customers trough time dimension (trends of receivables).
- Snapshots for every day in BI4Dynamics data warehouse makes due/over due receivables analysis very fast.
- Analysis of receivables trough different attributes on customer card (by country, by posting group, by general business posting group).
- Multiple companies.
- 6 global dimensions to slice with other dimensions.

## SAMPLE SCENARIO

Overdue analysis over customer groups or specific customer for any date period. Drill trough 30-60-90 groups to specific number of due days to get accurate information about your customers. Data warehouse with snapshots and OLAP cubes makes such analysis done in seconds.

Customer Labels	Before Due	Overdue under 30 days	Overdue 31-60 days	Overdue Total
CP Customer Template - CP-CUST-TEMP	7.187	0.000	0.000	7.187
John Haddock Insurance Co. - 30000	12.484	0.000	0.000	12.484
<b>Grand Total</b>	<b>122.446</b>	<b>94.930</b>	<b>25.175</b>	<b>242.551</b>



## DESCRIPTION

Complete Sales Analysis (item, resource, GL, fixed asset, item charge) over multiple measures with rich dimension attributes and multi company support.

Analysis of sales trends, margin report, parallel period, year-to-date sales, extends standard reporting and makes analyzing data for business users simple, powerful and quick.

## EXTENDING FUNCTIONALITY OF MICROSOFT DYNAMICS™

Main advantages:

- Possibility to analyze customers by Bill-to → Sell-to → Ship-to that is very hard to do in Microsoft Dynamics (because some information is on ledger entries and some on posted documents).
- Nesting top  $x$  items with top  $x$  customers makes profitability analysis quick and simple.
- Analyzing sales team by sold items/resources by customers.
- Two additional currencies for measures.
- Analyze specific posting through source and reason code.
- Data from multiple companies.
- 6 global dimensions to slice with other dimensions.



## SAMPLE SCENARIO

Time series analysis of net sales with previous periods, parallel periods and using different exceptions signs means **quickly identifying potential problems and possibility** for sales people to react quickly.



## DESCRIPTION

Complete Purchase Analysis (item, GL, fixed asset, item charge) over multiple measures with rich dimension attributes and multi company support.

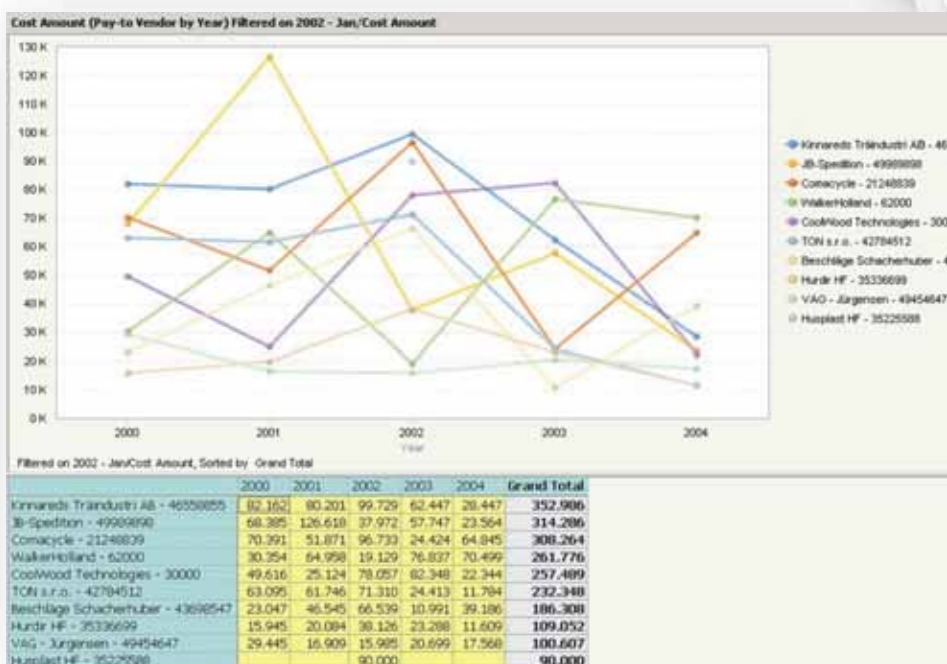
## EXTENDING FUNCTIONALITY OF MICROSOFT DYNAMICS™

Main advantages:

- Possibility to analyze vendors by Pay-to → Buy-from → Ship-to that is very hard to do in Microsoft Dynamics (because some information is on ledger entries and some on posted documents).
- Nesting top  $x$  items with top  $x$  vendors to make decisions when talking to vendors
- Two additional currencies for measures.
- Analyze specific posting through source and reason code.
- Data from multiple companies.
- 6 global dimensions to slice with other dimensions.

## SAMPLE SCENARIO

Observing trends of purchases over time periods for top vendors helps in negotiation processes.



## DESCRIPTION

Inventory Analysis is always a problem in any ERP system, as data has to be calculated for every item through all posted item entries. Because of this approach, analysis is very slow and analyzing average inventory value or turnover coefficient over multiple locations and items is almost impossible.

Optimizing inventory is key in any analysis and with this in mind we created daily snapshots of data in BI4Dynamics data warehouse to provide business users with very fast and agile analysis of complete inventory through history data.

## EXTENDING FUNCTIONALITY OF MICROSOFT DYNAMICS™

Main advantages:

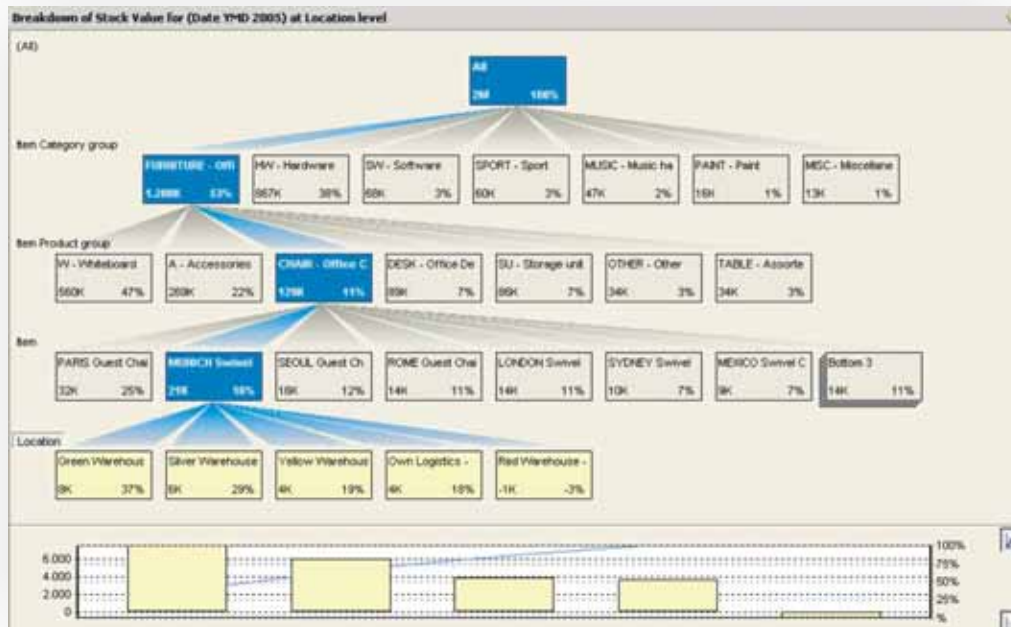
- Very fast analysis over multiple items and warehouse locations.
- Analyzing trends of inventory value/quantity over period of time (years, months, days).
- Advanced measures - average stock value, stock rotation coefficients, turn over of stock in days.
- Analyzing groups of items over multiple location with turn-over in days to see quickly which items are longer on stock.
- Decrease/increase analysis over item ledger entry type (purchase, sales, output, transfers, consumption, etc.).
- Two additional currencies for measures.
- Analyze specific posting through source and reason code.
- Data from multiple companies.
- 6 global dimensions to slice with other dimensions.



## SAMPLE SCENARIO

Analyze inventory turn-over over multiple locations and items in seconds.

Item Category	Product Group	Item	Location 25	Location 2	Location 13	Location 6	Location 3	Location 29	Location 23
Bread			202		103	35.012	43	59	15
Fruit			712	144	16	69	687	40	80
Meat	Meat		146		725	4.970	641	33	23
	DO - Large		82.674		4			23	
	RO - Colorfull				4				
	RR - Quality II	RR - Quality II					20	37	15
		Item 1278						32	
		Item 348					20		
		Item 3735						30	
		Item 3826						15	
		Item 4463							11
		Item 5009						77	16
		Item 732						1.797	
		Item 823						45	
	LE - Mixed		86		4	140.120		37	15
	LO - Quality I							36	11
	RI - Quality I				5			33	486
	OB - Healthy		25			5.002		59	1.106
	OS - Colorfull								19





# BUSINESS INTELLIGENCE SOLUTION FOR MICROSOFT DYNAMICS™ CRM

Deploy complete analytical CRM on top of Microsoft Dynamics CRM and use the knowledge to understand your customers better.

Extending the reach of Microsoft Dynamics CRM with a data warehouse, analytical database and special audit database to capture daily snapshots of your CRM. With this approach all modifications and states in database are preserved and accurate analysis over time can be provided.

## SALES MANAGEMENT MODULE

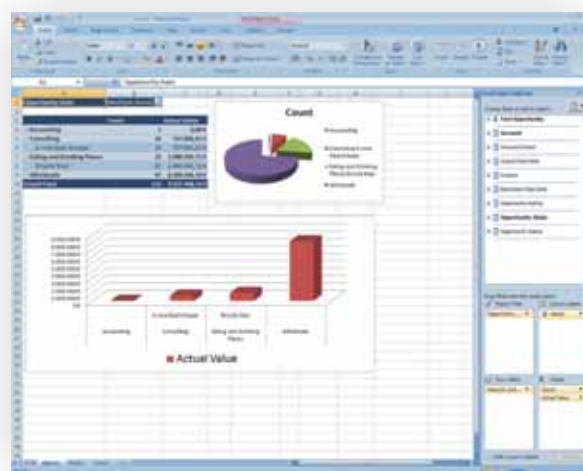
- Customer Analysis
- Opportunities & Pipeline
- Top performing sales reps
- Interaction Analysis

## CUSTOMER SERVICE MANAGEMENT

- Customer Support issues/cases overview
- Top performing customer
- Support Representatives
- Customer Support contract
- Customer Support issues/cases load
- Cases
- Best used Knowledge base articles

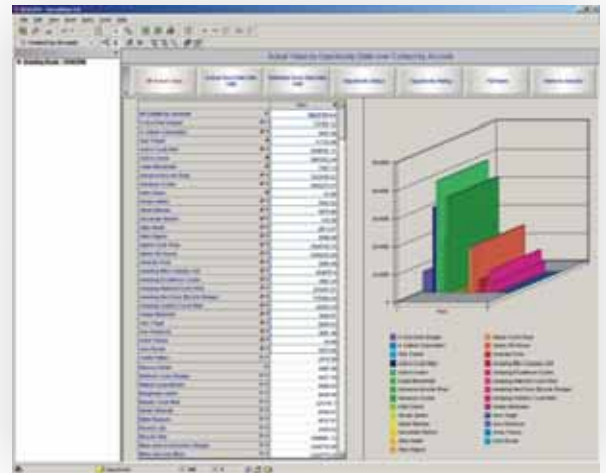
## MARKETING MANAGEMENT

- Campaigns
- Campaign effectiveness
- Leads generation
- Top performing products



## MANAGEMENT MODULE

- Top performing customers
- Top performing products
- Top performing territories
- Revenue: Actual/Planned
- Opportunities count (Actual/Planned)
- Pipeline overview
- New customer count (Actual/Planned)
- Customer acquisition rate (Actual/Planned)
- Customer re-buy rate (Actual/Planned)
- Lead generation by campaign
- Lead transformation rate
- Case resolution rate (Actual/Planned)
- Customer satisfaction rate (Actual/Planned)





Every company needs some kind of Business Intelligence solution to monitor and analyze important business processes.

When we started developing BI4Dynamics, we wanted to make it affordable and scalable for companies of any size that uses ERP/CRM from Microsoft Dynamics.

With this in mind, we managed to get big companies and also satisfy all smaller ones which cannot afford an expensive data warehouse development and building business intelligence solution from scratch.

## ABOUT NPS

NPS d. o. o. is an international IT company located in Slovenia, Croatia, Serbia and Bosnia and Herzegovina.

We are focused on providing companies in Adriatic region with:

- Analysis and remodeling of business processes.
- Implementations of ERP solutions (MS Dynamics NAV, MS Dynamics AX).
- Implementations of complete BI solutions (planning, analysis, reporting, prediction analysis, score carding, data warehouse).
- Implementation of CRM solutions.


## CHALLENGE US...

*Deploy BI4Dynamics Solution in 1 Day!*

- ... To deploy the complete Business Intelligence solution in 1 day.
- ... To customize the solution to suite all your needs.
- ... To deliver a cost benefit case superior to any alternative approach in the market.

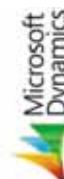
Contact us to discuss your Business Intelligence requirements:

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