Oracle® Embedded Data Warehouse

User Guide

Release 12

Part No. B31657-01

October 2006

ORACLE®

Oracle Embedded Data Warehouse User Guide, Release 12

Part No. B31657-01

Primary Author: Christine Monk

Contributing Author: Rachel Korte, Suzelle Parsons, Sarah Draizen, Parisa Hudson, Tim Dubois, Hal Kazi, Susie Wong, Casey Cline, Jeffrey Jones, Darshan Sheth, Jo Turner, Sandrine Skinner, Kevin Wrathall, Karuna Mukherjea, Deborah Kurto, Katrine Haugerud, Meg Lloyd, Jacques Senchet, Anu Mandalam, Catherine Bauer, Charlie Ahern, Christine Dinh-Tan, Joanne Manzella, Sam Smith, Carl Thompson, Kevin Boyle, Linda Rodish, Meritxell Criado, Pam Pierce-Johnston, Regina Sheynblat, Scot House, Madhu Ramuswamy, Shailaja Babanagar, Stacey Esser, Jeff Kirk, Divya Benara, Ajay Chalana, Savio Thattil, Antoine Hamelin, and Bala Toleti

Contents

Send Us Your Comments

Oracle Embedded Data Warehouse User Guide, Release 12

Part No. B31657-01

Oracle welcomes customers' comments and suggestions on the quality and usefulness of this document. Your feedback is important, and helps us to best meet your needs as a user of our products. For example:

- Are the implementation steps correct and complete?
- Did you understand the context of the procedures?
- Did you find any errors in the information?
- Does the structure of the information help you with your tasks?
- Do you need different information or graphics? If so, where, and in what format?
- Are the examples correct? Do you need more examples?

If you find any errors or have any other suggestions for improvement, then please tell us your name, the name of the company who has licensed our products, the title and part number of the documentation and the chapter, section, and page number (if available).

Note: Before sending us your comments, you might like to check that you have the latest version of the document and if any concerns are already addressed. To do this, access the new Applications Release Online Documentation CD available on Oracle MetaLink and www.oracle.com. It contains the most current Documentation Library plus all documents revised or released recently.

Send your comments to us using the electronic mail address: appsdoc_us@oracle.com

Please give your name, address, electronic mail address, and telephone number (optional).

If you need assistance with Oracle software, then please contact your support representative or Oracle Support Services.

If you require training or instruction in using Oracle software, then please contact your Oracle local office and inquire about our Oracle University offerings. A list of Oracle offices is available on our Web site at www.oracle.com.

Preface

Intended Audience

Welcome to Release 12 of the *Oracle Embedded Data Warehouse User Guide.*

This guide assumes you have a working knowledge of the following:

- The principles and customary practices of your business area.
- Computer desktop application usage and terminology

If you have never used Oracle Applications, we suggest you attend one or more of the Oracle Applications training classes available through Oracle University.

See Related Information Sources on page xii for more Oracle Applications product information.

TTY Access to Oracle Support Services

Oracle provides dedicated Text Telephone (TTY) access to Oracle Support Services within the United States of America 24 hours a day, seven days a week. For TTY support, call 800.446.2398.

Documentation Accessibility

Our goal is to make Oracle products, services, and supporting documentation accessible, with good usability, to the disabled community. To that end, our documentation includes features that make information available to users of assistive technology. This documentation is available in HTML format, and contains markup to facilitate access by the disabled community. Accessibility standards will continue to evolve over time, and Oracle is actively engaged with other market-leading technology vendors to address technical obstacles so that our documentation can be accessible to all of our customers. For more information, visit the Oracle Accessibility Program Web site at http://www.oracle.com/accessibility/ .

Accessibility of Code Examples in Documentation

Screen readers may not always correctly read the code examples in this document. The conventions for writing code require that closing braces should appear on an otherwise empty line; however, some screen readers may not always read a line of text that consists solely of a bracket or brace.

Accessibility of Links to External Web Sites in Documentation

This documentation may contain links to Web sites of other companies or organizations that Oracle does not own or control. Oracle neither evaluates nor makes any representations regarding the accessibility of these Web sites.

Structure

Related Information Sources

This document is included on the Oracle Applications Document Library, which is supplied in the Release 12 DVD Pack. You can download soft-copy documentation as PDF files from the Oracle Technology Network at http://otn.oracle.com/documentation, or you can purchase hard-copy documentation from the Oracle Store at http://oraclestore.oracle.com. The Oracle E-Business Suite Documentation Library Release 12 contains the latest information, including any documents that have changed significantly between releases. If substantial changes to this book are necessary, a revised version will be made available on the online documentation CD on Oracle *MetaLink*.

If this guide refers you to other Oracle Applications documentation, use only the Release 12 versions of those guides.

Online Documentation

All Oracle Applications documentation is available online (HTML or PDF).

- **PDF** - PDF documentation is available for download from the Oracle Technology Network at http://otn.oracle.com/documentation.

- **Online Help** - Online help patches (HTML) are available on Oracle*MetaLink*.

- **Oracle MetaLink Knowledge Browser** - The Oracle*MetaLink* Knowledge Browser lets you browse the knowledge base, from a single product page, to find all documents for that product area. Use the Knowledge Browser to search for release-specific information, such as FAQs, recent patches, alerts, white papers, troubleshooting tips, and other archived documents.

- **Oracle eBusiness Suite Electronic Technical Reference Manuals -** Each Electronic Technical Reference Manual (eTRM) contains database diagrams and a detailed description of database tables, forms, reports, and programs for a specific Oracle Applications product. This information helps you convert data from your existing applications and integrate Oracle Applications data with non-Oracle applications, and write custom reports for Oracle Applications products. Oracle eTRM is available on Oracle*MetaLink.*

Related Guides

You should have the following related books on hand. Depending on the requirements of your particular installation, you may also need additional manuals or guides.

Oracle Applications Installation Guide: Using Rapid Install:

This book is intended for use by anyone who is responsible for installing or upgrading Oracle Applications. It provides instructions for running Rapid Install either to carry out a fresh installation of Oracle Applications Release 12, or as part of an upgrade from Release 11i to Release 12. The book also describes the steps needed to install the technology stack components only, for the special situations where this is applicable.

Oracle Applications Upgrade Guide: Release 11i to Release 12:

This guide provides information for DBAs and Applications Specialists who are responsible for upgrading a Release 11i Oracle Applications system (techstack and products) to Release 12. In addition to information about applying the upgrade driver, it outlines pre-upgrade steps and post-upgrade steps, and provides descriptions of product-specific functional changes and suggestions for verifying the upgrade and reducing downtime.

Oracle Applications Patching Procedures:

This guide describes how to patch the Oracle Applications file system and database using AutoPatch, and how to use other patching-related tools like AD Merge Patch, OAM Patch Wizard, and OAM Registered Flagged Files. Describes patch types and structure, and outlines some of the most commonly used patching procedures. Part of Maintaining Oracle Applications, a 3-book set that also includes Oracle Applications Maintenance Utilities and Oracle Applications Maintenance Procedures.

Oracle Applications Maintenance Utilities:

This guide describes how to run utilities, such as AD Administration and AD Controller, used to maintain the Oracle Applications file system and database. Outlines the actions performed by these utilities, such as monitoring parallel processes, generating Applications files, and maintaining Applications database entities. Part of Maintaining Oracle Applications, a 3-book set that also includes Oracle Applications Patching Procedures and Oracle Applications Maintenance Procedures.

Oracle Applications Maintenance Procedures:

This guide describes how to use AD maintenance utilities to complete tasks such as compiling invalid objects, managing parallel processing jobs, and maintaining snapshot information. Part of Maintaining Oracle Applications, a 3-book set that also includes Oracle Applications Patching Procedures and Oracle Applications Maintenance Utilities.

Oracle Applications Concepts:

This book is intended for all those planning to deploy Oracle E-Business Suite Release 12, or contemplating significant changes to a configuration. After describing the Oracle Applications architecture and technology stack, it focuses on strategic topics, giving a broad outline of the actions needed to achieve a particular goal, plus the installation and configuration choices that may be available.

Oracle Balanced Scorecard User Guide:

This guide describes how to use Oracle Balanced Scorecard to manage performance. It contains information on how to use scorecard views and objective reports.

Oracle Balanced Scorecard Administrator Guide:

This guide describes how to set up and administer Oracle Balanced Scorecard and scorecard systems. For scorecard designers, this guide explains how to design and prototype scorecards and measures. It also explains how to move scorecards into production. For administrators, this guide explains how to generate the database schema; load data; manage user and scorecard security; and migrate scorecards to other instances.

Oracle Balanced Scorecard Install Guide:

This guide describes how to how to install the Balanced Scorecard Architect components.

Oracle Daily Business Intelligence Implementation Guide:

This guide describes how to implement Oracle Daily Business Intelligence, including information on how to create custom dashboards, reports, and key performance indicators.

Oracle Daily Business Intelligence User Guide:

This guide describes how to use the preseeded Daily Business Intelligence dashboards, reports, and key performance indicators.

Oracle Embedded Data Warehouse User Guide:

This guide describes how to use Embedded Data Warehouse reports and workbooks to analyze performance.

Oracle Embedded Data Warehouse Implementation Guide:

This guide describes how to implement Embedded Data Warehouse, including how to set up the intelligence areas.

Oracle Embedded Data Warehouse Install Guide:

This guide describes how to install Embedded Data Warehouse, including how to create database links and create the end user layer (EUL).

Integration Repository

The Oracle Integration Repository is a compilation of information about the service endpoints exposed by the Oracle E-Business Suite of applications. It provides a complete catalog of Oracle E-Business Suite's business service interfaces. The tool lets users easily discover and deploy the appropriate business service interface for integration with any system, application, or business partner.

The Oracle Integration Repository is shipped as part of the E-Business Suite. As your instance is patched, the repository is automatically updated with content appropriate for the precise revisions of interfaces in your environment.

Do Not Use Database Tools to Modify Oracle Applications Data

Oracle STRONGLY RECOMMENDS that you never use SQL*Plus, Oracle Data Browser, database triggers, or any other tool to modify Oracle Applications data unless otherwise instructed.

Oracle provides powerful tools you can use to create, store, change, retrieve, and maintain information in an Oracle database. But if you use Oracle tools such as SQL*Plus to modify Oracle Applications data, you risk destroying the integrity of your data and you lose the ability to audit changes to your data.

Because Oracle Applications tables are interrelated, any change you make using an Oracle Applications form can update many tables at once. But when you modify Oracle Applications data using anything other than Oracle Applications, you may change a row in one table without making corresponding changes in related tables. If your tables get out of synchronization with each other, you risk retrieving erroneous information and you risk unpredictable results throughout Oracle Applications.

When you use Oracle Applications to modify your data, Oracle Applications automatically checks that your changes are valid. Oracle Applications also keeps track of who changes information. If you enter information into database tables using database tools, you may store invalid information. You also lose the ability to track who has changed your information because SQL*Plus and other database tools do not keep a record of changes.

1

Introduction

This chapter covers the following topics:

- Overview of E-Business Intelligence
- Overview of Embedded Data Warehouse
- E-Business Intelligence Architecture
- Embedded Data Warehouse Architecture

Overview of E-Business Intelligence

In becoming e-businesses, organizations have streamlined their internal processes to win new customers and to gain a larger share of their existing customers' business. New, internet-enabled, enterprise application suites and electronic market places are reducing inefficiencies across supply chains while providing new opportunities to improve customer relationships. As organizations adopt these new solutions, the need to make decisions faster has also increased. To remain competitive, every organization must empower more people to make informed decisions, without the need for long approval or review cycles.

To meet this challenge, organizations must provide the relevant business information and analysis tools that every manager or project team needs to quickly understand what is happening, to be able to analyze alternatives, and to take action. Business intelligence applications are available to provide the data and analysis required to make these decisions, but most business intelligence products are not integrated with operational systems. Because the business processes underlying source applications are always changing, traditional business intelligence applications cannot easily gather the necessary data or transform it into useful management information.

The Oracle Embedded Data Warehouse (EDW) provides a simple and powerful framework for delivering information, from internal applications and external sources, to end-users across the enterprise. EDW unlocks the value of information, held in operational systems, by automatically collecting, aggregating and transforming source data, to provide secure access and a unified view of the entire organization. With the

Business Intelligence System applications, everyone has immediate access to accurate and timely data to make faster and more informed decisions, which leads to a positive impact on bottom line results.

Overview of Embedded Data Warehouse

EDW is a foundation technology for Oracle E-Business Intelligence. This ready-to-run, end-to-end solution provides an open schema and extensible data warehousing architecture, powered by robust data warehousing tools. EDW:

- Gives users a unified view of the enterprise with its cross-functional analysis capabilities
- Leverages a common dimension model which enables seamless cross-functional analysis across the entire enterprise
- Includes fact tables from 7 intelligence areas: Financials, Projects, Purchasing, Manufacturing, Marketing, Human Resources, and Supply Chain
- Includes pre-built collections for Oracle E-Business Suite and by using Oracle Warehouse Builder, customers can map non-Oracle sources
- Provides shorter time-to-benefit with its pre-defined enterprise schemas and hierarchies, and pre-built data collection and integration programs

EDW, the enabling technology of Oracle E-Business Intelligence, unleashes the power of e-business insight, not just information.

E-Business Intelligence Architecture

E-Business Intelligence is a multi-tiered architecture.

The first tier, the database tier, provides the foundation technology. The database tier can be implemented as a transactional (OLTP) or a warehouse (OLAP) schema. The transactional schema provides users with real-time report data. The warehouse schema provides users with summarized data that supports more complex reporting and decision making. The type of schema you choose determines the type of content that is available to your users.

The second tier, the applications tier, provides the load balancing and business logic. It processes requests from the third tier (client tier) and sends results from the database tier to the client tier.

The third tier, the client tier, supports user activities such as reporting from the web, and administration.

This guide assumes that you are implementing the warehouse schema.

Note: For more information on Oracle Applications and multi-tier architecture, see *Oracle Applications Concepts*.

Embedded Data Warehouse Architecture

EDW divides your data between two types of systems: one or more source systems and one target system.

A source system can be any Oracle Applications system, non-Oracle system running on an Oracle database, or legacy database application that provides data to the warehouse. You can use one or more source systems to provide data to the target system.

The target system is the runtime warehouse. There is only one target system. It integrates data from multiple source systems, transforms the data, and makes it available in a star schema design. The star schema design supports complex user reporting and decision making.

Embedded Data Warehouse Components

The following section describes the various components that reside on the source systems and the target (warehouse) system.

Source System Components

Source systems can be any Oracle E-Business Suite system; non-Oracle system running on an Oracle database; or legacy database application that provides data to the warehouse. Each source system must contain the following components.

- **Database links:** Database links are used to connect the source system to the warehouse and from the warehouse to the source system.
- **Interface tables:** For EDW, source system data is put into interface tables before it is pushed to the warehouse.
- **Collect programs:** Collect programs determine how to extract and transform source data for the warehouse. Collect programs use the database links to transfer data from the interface tables to the warehouse and from the warehouse to the source system.
- **Concurrent Manager:** The concurrent manager coordinates the processes generated by users' requests to run various data-intensive programs.
- **Web Browser:** A web browser is used with Oracle E-Business Suite source systems. This is only necessary for Oracle E-Business Suite.

These components must be installed and set up on each source system.

Target System Components

The target system is an Oracle E-Business Suite with an Oracle 8i database or higher. The target system summarizes data from the various source systems into a data warehouse (from this point forward, this document will refer to the target system as the warehouse). The warehouse contains fact tables, dimension tables, APIs, and other supporting utilities and objects. It must also contain the following components:

- **Load Programs:** Load programs use the EDW metadata to determine how to move data into the warehouse. Load programs transfer data from interface tables to warehouse schema.

- **Database Links:** Database links are used to connect the source system to the warehouse and from the warehouse to the source system.

- **EDW Metadata:** The EDW metadata defines the contents of the runtime warehouse: the facts, dimensions, and other objects. The loader engine uses the metadata define how to move data into the warehouse schema. The reporting and analytical tools also use the metadata.

- **Oracle Discoverer End User Layer:** The Oracle Discoverer End User Layer (EUL) is a schema that sits on the warehouse database. This schema is used to access the workbooks. Workbooks and the EUL must reside on the database tier of the warehouse.

- **Oracle Discoverer Workbooks:** Workbooks enable users to analyze the summarized data in the warehouse. Workbooks access data through the Oracle Discoverer EUL. Workbooks and the EUL must reside on the database tier of the warehouse.

- **Oracle Warehouse Builder Repository:** The Oracle Warehouse Builder (OWB) repository resides on the database tier of the warehouse. This repository stores the EDW metadata.

- **Interface Tables:** For EDW, source system data is loaded into interface tables before it is transformed into the star schema on the warehouse.

- **Concurrent Manager:** The concurrent manager coordinates the processes generated by users' requests to run various data-intensive programs.

- **Forms Server:** The Forms Server is automatically installed as part of the Oracle E-Business Suite.

- **Oracle Discoverer 10g R1 Web Client:** The Oracle Discoverer 10g Web Client is installed as a separate application. The client contains a web browser with the Oracle Discoverer Web Client plug-in that executes the workbooks.

- **Self Service Web Applications:** Self Service Web Applications is automatically installed as part of the Oracle E-Business Suite.

- **Zip utility:** This utility is used to extract compressed files.

- **Oracle Warehouse Builder Client:** The OWB client provides front-end access to the OWB repository.

- **Oracle Discoverer Bridge Client:** The Oracle Discoverer Bridge client is used to create the EUL from the EDW metadata. The bridge is installed as part of the typical Oracle Warehouse Builder install. The bridge can reside on the same physical machine as the OWB client.

- **Oracle Discoverer Administration Client:** The Oracle Discoverer Administration client is installed as a separate application. The client is used for administration of the Oracle Discoverer EUL. You use this client to import the EUL and configure security for Oracle Discoverer.

- **Web Browser:** A web browser is used to view warehouse data.

- **Performance Management Framework Components:** The following is a list of the components that comprise the Performance Management Framework.

    - **Presentation components:** The Performance Management Viewer allows end users to display graphs from the Performance Management Viewer reports. End users can choose a report and parameters for display.

      End users can choose measures and parameters. The actual values will display, with red color coding if the actual value falls outside of the tolerance range. The values of the measure are calculated through the processing of Alerts.

      Through the Performance Management Viewer, end users have access to a set of pre-built reports that are specifically tailored to intelligence users. These reports provide an intuitive user interface and features aimed at the novice end user. Note that previous versions of Oracle E-Business Intelligence used Oracle Reports to define and render reports. In this release, Performance Management Viewer technology is used to define and render reports.

      Through Oracle Workflow, users receive notifications. Notifications alert users to out of tolerance situations for measures with targets.

    - **Definition components:** The AK Repository is a metadata repository used for the definition of application common data. The AK Repository is used to define Performance Management Viewer reports and performance measures. This definition contains layout information for the reports and establishes the source of actual values for both the reports and performance measures.

      The Performance Management Framework contains a set of forms to define performance measures and the dimension levels. These forms allow administration users to assign the dimensions, security, corrective actions and automated target retrieval. Note that a measure also needs setup in the AK repository to enable the retrieval of actual values.

- **Responsibilities:** The following responsibilities are used for setting up the Performance Management Framework: Performance Management Framework (Full Access), Performance Management Framework (Targets Access), BIS Super User.

  The following responsibilities contain Performance Management Viewer Reports: Purchasing Intelligence - Embedded Data Warehouse, Supply Chain Intelligence - Embedded Data Warehouse, Manufacturing Intelligence - Embedded Data Warehouse.

- **Data components:** To construct reports and performance measures , intelligence teams have built a set of views on top of the EDW fact tables. These views are optimized for use by the Viewer Reports and Performance Measures.

  The Performance Management Framework contains a set of forms for use in entering and maintaining target information on performance measures. This includes target values, tolerance ranges and target owners.

- **Processing components:** Through the Performance Management Framework, administration users can schedule alerts and target users can subscribe to the notifications. Schedule Alerts will send notifications to target owners and update data for presentation on the performance measure portlet. Note that previous versions of E-Business Intelligence applications used Oracle Alerts to achieve the alerting functionality. This release uses E-Business Intelligence alerting.

2

Reports

This chapter covers the following topics:

- Manufacturing Intelligence Reports
- Purchasing Intelligence Reports
- Supply Chain Intelligence Reports

Manufacturing Intelligence Reports

The following is a list of the reports available for the Manufacturing Intelligence on the E-Business Intelligence Suite.

- Expired Inventory Value , page 2-2
- Inventory Turns (Period Level), page 2-3
- Inventory Turns (Quarter Level), page 2-4
- Inventory Turns (Year Level), page 2-5
- Late Production Completion, page 2-6
- Linearity Index , page 2-7
- Material Efficiency, page 2-7
- On Hand Inventory Quantity, page 2-8
- On Hand Inventory Value, page 2-9
- Percentage Scrap, page 2-9
- Percentage Total Inventory Value by Type, page 2-10

Expired Inventory Value Report

The Expired Inventory Value report is designed to show the currently expired inventory value for lot-controlled items across organizations as of the specified period-end dates. The value of your expired inventory is compared to the total on-hand inventory value, so you can assess the problems associated with having on-hand inventory that has expired before use.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

On Hand: The value of the on hand inventory.

Expired: Sum (On Hand where the lot-controlled and the lot expiration date is before the period end date)

Graph

This line graph shows the value of the expired inventory by day and by period.

Additional Information

The value of the actual expired inventory reflects the inventory which has expired as of the period end dates entered into this report.

Inventory Turns (Period Level) Report

The Inventory Turns (Period Level) report displays historical inventory turns over a period compared to target turns for an inventory organization or location or both. The inventory turns ratio measures the number of times that inventory cycles, or is replaced, during the period. The cost of goods sold is also shown relative to the cost of inventory investment (average on-hand inventory value).

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Report Headings

Period: The period you ran the report for.

Cost of Goods Sold: The cost of goods sold.

Average On Hand Inventory Value: The average value of the on hand inventory.

Inventory Turns: COGS/(Average On Hand Inventory Value)

Graphs

Cost of Goods Sold: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Average On Hand Inventory: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Inventory Turns: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Additional Information

Inventory turns (period level) are represented by inventory location for all items and are calculated using only historical data. The calculation for inventory turns on an annualized basis is as follows.

$$\text{Inventory Turns for the period} = \frac{\text{Cost of Goods Sold for the past n periods}}{\text{Average Inventory for the past n periods}} * \frac{365}{\text{Number of days in last n periods}}$$

$$\text{Average Inventory} = \frac{\text{Sum of ending onhand inventory for the last n period}}{n}$$

Inventory Turns (Quarter Level) Report

The Inventory Turns (Quarter Level) report displays historical inventory turns over a quarter compared to target turns for an inventory organization or location or both. The inventory turns ratio measures the number of times inventory cycles, or is replaced, during the quarter. The cost of goods sold is also shown relative to the cost of inventory investment (average on-hand inventory value).

This report is for warehouse systems only.

Report Parameters

Time: The time period that you want to use to run the report. You can run the report by quarter.

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Report Headings

Quarter: The quarter you ran the report for.

Cost of Goods Sold: The cost of goods sold.

Average On Hand Inventory Value: The average value of the on hand inventory.

Inventory Turns: COGS/(Average On Hand Inventory Value)

Graphs

Cost of Goods Sold: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Average On Hand Inventory: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Inventory Turns: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Inventory Turns (Year Level) Report

The Inventory Turns (Year Level) report displays historical inventory turns over a year compared to target turns for an inventory organization or location or both. The inventory turns ratio measures the number of times inventory cycles, or is replaced, during the year. The cost of goods sold is also shown relative to the cost of inventory investment (average on-hand inventory value).

This report is for warehouse systems only.

Report Parameters

Time: The time period that you want to use to run the report. You can run the report by year.

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Report Headings

Cost of Goods Sold: The cost of goods sold (COGS).

Average On Hand Inventory Value: The average value of the on-hand inventory.

Inventory Turns: COGS/(Average On Hand Inventory Value)

Graphs

Cost of Goods Sold: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Average On Hand Inventory: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Inventory Turns: This line graph shows the inventory turns for the COGS for the inventory status by day and by period.

Additional Information

Inventory turns (year level) are represented by inventory location for all items and are calculated using only historical data. The calculation for inventory turns on an annualized basis is as follows.

$$\text{Inventory Turns} = \frac{\text{Cost of Goods Sold for the past 12 periods}}{\text{Average Inventory for the past 12 periods}}$$

$$\text{Average Inventory} = \frac{\text{Sum of ending onhand inventory for each period}}{12}$$

$$\text{Average Inventory} = \frac{\sum_{i=\text{begperiod}}^{\text{endingperiod}} eoh_i}{12}$$

Late Production Completion Report

The Late Production Completion report is designed to show the jobs completed late for a given time period, for various production lines. This report would be used periodically, by managers responsible for ensuring timely completion of production jobs.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Production Line: You can choose to run the report for all production lines or by production line.

Report Headings

Jobs Completed Late: The total number of jobs that were completed late during the period.

Total Number of Jobs: The total number of jobs that were completed during that period.

Jobs Completed Late Percentage: (Jobs Completed Late/Total Number of Jobs)*100

Graph

This line graph shows the total number of jobs completed late over the period.

Linearity Index Report

The Linearity Index report is designed to show the linearity index for production lines and products for a given time period. This report would be used periodically, by managers responsible for managing the deviations from production plans.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Production Line: You can choose to run the report for all production lines or by production line.

Report Headings

Total Deviations: Planned Output Quantity - Actual Output Quantity

Total Planned Rate: The total planned output quantity.

Linearity Index: (1-(Total Deviations/Total Planned Rate))*100

Graph

This line graph shows the linearity index over the time period.

Material Efficiency Report

The Material Efficiency report is designed to show the trend of material usage efficiency for an item for a given time period. This report would be used periodically, by managers responsible for managing the usage of production material and productivity of various production lines.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Production Line: You can choose to run the report for all production lines or by production line.

Report Headings

Actual Usage Value: The value of the material that was actually used.

Planned Usage Value: The value of the material that was planned for use.

Efficiency Percentage: (Actual Output Value/Actual Input Value)/(Plan Output Value/Plan Input Value)*100.

Graph

This line graph shows the efficiency that the material was used with over time.

On Hand Inventory Quantity Report

The On Hand Inventory Quantity report gives you a snapshot of on-hand inventory quantities by item or category or both and by organization or location or both. Quick access to on-hand inventory balances enables you to effectively manage inventory against target and safety stock levels.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Unit of Measure: The unit of measure used to measure the quantity of inventory on hand.

Report Headings

On Hand Inventory Quantity: The quantity of the on hand inventory.

Graph

This line graph shows the on hand inventory quantity by day or by period.

On Hand Inventory Value Report

The On Hand Inventory Value report presents a snapshot of the on-hand inventory value for an item or category or both and for a specific organization or location or both. This report enables you to monitor the cost of inventory carried. You can also view the trend of on-hand inventory value against targets.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

On Hand Inventory Value: The value of the on hand inventory.

Graph

This line graph shows the on hand inventory value by day or by period.

Percentage Scrap Report

The Percentage Scrap report is designed to show the amount of scrap produced for a given time period. This report would be used periodically, by managers responsible for controlling the amount of material scrapped during the course of production.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

Actual Scrap Value: The actual value of the scrap.

Planned Scrap Value: The value of the planned amount of scrap.

Actual Output Value: The actual value of output.

Scrap Percentage: Actual Scrap Value/(Actual Scrap Value + Actual Output Value)*100

Graph

This line graph shows the actual amount of scrap expressed as a percentage.

Percentage Total Inventory Value by Type Report

The Percentage Total Inventory Value by Type report shows the composition of your total inventory value by inventory type: percentage on-hand, percentage in-transit, and percentage work-in-process (WIP). This report enables you to understand your total inventory investment by comparing the trends of on-hand inventory costs to the values of inventories that are either in production or in transit.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator heirarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

On Hand: The total value of on hand inventory.

% On Hand: (On Hand/Total Inventory Value)

In Transit: The total value of inventory in transit.

% In Transit: (In Transit/Total Inventory Value)

WIP: The total value of work in process.

% of WIP: (WIP/Total Inventory Value)

Total Inventory Value: Sum (On Hand + In Transit + WIP)

Graph

This bar graph shows the inventory status by period or day for % On Hand, % In Transit, and % of WIP.

Production Efficiency Report

The Production Efficiency report is designed to show the trend of production efficiency of an organization or plant, for an item for a given time period. This report would be used periodically, by managers responsible for managing production efficiency of a plant or organization, for an item.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

Standard Time: The planned time it takes to produce a Standard Quantity of items.

Actual Time Taken: The time it took to produce the Actual Quantity of items.

Production Efficiency Percentage: (Actual Quantity Produced/Actual Time Taken)/(Standard Quantity/Standard Time) * 100

Graphs

This line graph shows the production efficiency percentage as a line graph.

Product Gross Margin Report

The Product Gross Margin report is designed to show the trend of gross margin by product, also expressed as a percentage of sales revenue, from a mixed-mode manufacturing perspective. You can relate the product gross margin to the sales revenue and cost of goods sold. This report would be used periodically, by managers responsible for product profitability and percentage gross margin.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization that you want to run the report for. You can choose to run this report for all organizations, a business group, a legal entity, or operating unit.

Time: The time period that you want to use to run the report. You can choose to run the report by all years, year, quarter, or period.

Sales Channel: You can choose to run the report by all sales channels or by a specific sales channel.

Geography: You can choose to run the report by the city/postal code hierarchy. You can run the report by all locations, area, country, region, state, city, location.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. If you choose the sales item hierarchy, you can choose all items, item category, or item.

Business Plan: The business plan that you want to run the report for.

Report Headings

Cost of Goods Sold: The cost of goods sold (COGS).

Sales Revenue: The total sales revenue for the time period.

Margin: Sales Revenue - COGS

Margin %: (Margin / Sales Revenue)*100

Graph

Revenue, COGS, and Margin Graph: This line graph summarizes the sales revenue, COGS, and margin for the specified time period.

Product Gross Margin Percentage: This line graph summarizes sales revenue, COGS, and margin for the specified time period.

Product Sales Revenue Report

The Product Sales Revenue report is designed to show the trend of sales revenue by product, from a mixed-mode manufacturing perspective. This report would be used periodically, by managers responsible for product profitability.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization that you want to run the report for. You can choose to run this report for all organizations, a business group, legal entity, or operating

Time: The time period that you want to use to run the report. You can choose to run the report by all years, year, quarter, or period.

Sales Channel: You can choose to run the report by all sales channels or by a specific sales channel.

Geography: You can choose to run the report by the city/postal code hierarchy. You can run the report by all locations, area, country, region, state, city, location.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Business Plan: The business plan that you want to run the report for.

Report Headings

Year: The year that you generated the report for.

Sales Revenue: The total sales revenue for the year.

Previous Year's Sales Revenue: The total sales revenue for the previous year.

Sales Growth %: (Current year's Sales Revenue - Previous Year's Sales Revenue) / (Previous Year's Sales Revenue)

Graph

Current Year vs. Last Year's Sales Revenue: This line graph shows this year's sales revenue and the previous year's sales revenue.

Product Sales Growth Percentage: This line graph shows this year's sales growth as a percentage.

Resource Efficiency Report

The Resource Efficiency report is designed to show the trend of resource efficiency of various resources for a given time period. This report would be used periodically, by managers responsible for managing the productivity of resources and departments.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Resource: The resources that you want to report on. You can choose to view your resources by the group hierarchy for process manufacturing, or by the department hierarchy for discrete manufacturing. You can also choose to run this report for all resources, by department, or by resource.

Report Headings

Actual Usage: The amount of the resource that was actually used.

Available Resource: The amount of the resource that is available.

Efficiency Percentage: (Available Resource/Actual Resource Used) * 100

Graph

This line graph shows the resource efficiency as a percentage over the time period.

Resource Utilization Report

The Resource Utilization report is designed to show the trend of resource utilization of various resources for a given time period. This report would be used periodically, by managers responsible for managing the productivity of resources and departments.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization

Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Resource: The resources that you want to report on. You can choose to view your resources by the group hierarchy for process manufacturing, or by the department hierarchy for discrete manufacturing. You can also choose to run this report for all resources, by department, or by resource.

Report Headings

Actual Usage: The amount of the resource that was actually used.

Available Resource: The amount of the resource that is available.

Resource Utilization Percentage: (Actual Usage/Available Resource)*100

Graph

This line graph shows the resource utilization as a percentage over time.

Total Inventory Value by Type Report

The Total Inventory Value by Type report calculates your total inventory value comprised of the following inventory types: on-hand, in-transit, and work-in-process (WIP). This report enables you to understand the trend of your total inventory investment by comparing the cost of on-hand inventory to the values of inventories that are not readily available due to production or transportation issues.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

Period: The period that you ran the report for.

On Hand: The amount of inventory you have on hand during the period.

In Transit: The amount of inventory you have in transit during the period.

WIP: The amount of work you have in process during the period.

Total: Sum (On Hand Inventory Value + In Transit Inventory Value + WIP Inventory Value)

Graph

This line graph shows the total inventory over the specified time period.

Additional Information

Inventory values are shown in warehouse currencies.

Work in Process Inventory Value Report

The Work In Process Inventory Value report shows the value of work-in-process (WIP) inventory by item or category or both in your organization. This report also provides the trend of WIP value over time to help you understand the value of your inventory that is tied up in production.

This report is for warehouse systems only.

Report Parameters

Inventory Locator: The organization that located the inventory. You can run this report for the Locator hierarchy for discrete manufacturing or for the Inventory Organization Group hierarchy for process manufacturing. You can choose to run this report for all locators, an operating unit, inventory organization parent group, inventory organization group, or inventory organization.

Time: The time period that you want to use to run the report. You can run the report by period.

Item: The item that you want to run the report for. You can run the report by the item/org category set hierarchy. You can run the report for all items, item category, or item.

Report Headings

WIP: The value of the inventory used in the work in process.

Graph

This line graph shows the inventory value for the work in process by day and by period.

Purchasing Intelligence Reports

The following is a list of the reports that are available for Purchasing Intelligence on the warehouse.

AP Leakage Report

The AP Leakage Report can help you to reduce the amount of purchases that are bypassing your purchasing organization. AP Leakage occurs when invoices are paid without being matched to a purchase order. You can view AP Leakage over time, or you can view it using the Trading Partner, Person, Geography or Internal Organization dimensions.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.

Person: The AP Clerk you ran the report for. You can run the report for a single AP Clerk.

Geography: The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.

Time: The time period you ran the report for. You can run the report by Year, Quarter or Month.

Trading Partner: The trading partner you ran the report for. You can run the report for

Ultimate Parent Supplier, Supplier, or Supplier Site.

Report Headings

AP Spend: The approved invoice amount.

PO Purchases: The approved purchase order amount.

AP Leakage: Purchases made off-contract, when an effective contract existed.

AP Leakage Percent: The percent of AP Leakage.

Graphs

This graph shows the Contract Leakage as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Additional Information

This report shows only approved invoice amounts.

AP Spend Report

The AP Spend Report provides a high level view of your organization's spend over time. You can view approved invoice amounts using the Trading Partner, Person, Geography and Internal Organization dimensions.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.

Person: The AP Clerk you ran the report for. You can run the report for a single AP Clerk.

Geography: The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.

Time: The time period you ran the report for. You can run the report by Year, Quarter or Month.

Trading Partner: The trading partner you ran the report for. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.

Report Headings

AP Spend: Approved invoice amount.

Graphs

This graph shows the AP Spend as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Additional Information

This report displays amounts for approved invoices only. All amounts in this report are displayed in the common currency defined for the warehouse.

Contract Leakage Report

The Contact Leakage report provides a view of your organization's contract and non-contract purchases. This report identifies contract leakage and the potential savings that could occur if contract purchasing was enforced. You can view your purchases over time, or by using the Item, Trading Partner, Person, Geography and Internal Organization.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.

Time: The time period you ran the report for. You can run the report by Year, Quarter or Month.

Person: The buyer you ran the report for. You can run the report for a single buyer.

Geography: The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.

Item: The commodity you ran the report for. You can run the report for Commodity or Item.

Report Headings

PO Purchases: The total purchase order amount.

Contract Purchases: The total purchases made using a contract.

Non Contract Purchases: The total purchases made without using a contract, because no contract existed.

Leakage: Purchases made off- contract, when an effective contract existed.

Potential Savings: The amount of savings that would have been realized, had a contract been used. The contract price was lower than the price on the purchase order.

Graphs

Contract Leakage: This stacked bar graph shows the following information about the contract savings: Contract Purchases, Non Contract Purchases, and Leakage.

Additional Information

This report will only show approved purchase order amounts. All amounts in this report are displayed in the common currency defined for the warehouse.

Contract Savings Summary Report

The Contract Savings Summary Report provides a view of your organization's use of contracts, and how much potential savings could be realized if contracts were enforced. You can view your purchases using the Item, Trading Partner, Person, Geography and Internal Organization dimension.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.

Time: The time period you ran the report for. You can run the report by Year, Quarter or Month.

Person: The buyer you ran the report for. You can run the report for a single buyer.

Geography: The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.

Supplier: The supplier you ran the report for. You can run the report for a Ultimate Parent Supplier, Supplier, or Supplier Site.

Item: The commodity you ran the report for. You can run the report for Commodity or Item.

Report Headings

PO Purchases: The total purchase order amount.

Contract Purchases: The total purchases made using a contract.

Non Contract Purchases: The total purchases made without using a contract, because no contract existed.

Leakage: Purchases made off- contract, when an effective contract existed.

Positive Potential Savings: The amount of savings that would have been realized, had a contract been used. The contract price was lower than the price on the purchase order.

Negative Potential Savings: The amount of money that would have been lost, had a contract been used. The contract price was higher than the price on the purchase order.

Graphs

This stacked bar graph shows the following information about the contract savings: Contract Purchases, Non Contract Purchases, and Leakage.

Additional Information

This report will only show approved purchase order amounts. All amounts in this report are displayed in the common currency defined for the warehouse.

PO Purchases Report

The PO Purchases report provides a high level view of your organization's purchases over time. You can view your purchases using the Item, Trading Partner, Person, Geography and Internal Organization dimension.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.

Item: The item you ran the report for. You can run the report for Commodity or Item.

Trading Partner: The trading partner you ran the report for. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.

Time: The time period you ran the report for. You can run the report by Year, Quarter or Month.

Person: The buyer you ran the report for. You can run the report for a single buyer.

Geography: The geography you ran the report for. You can run the report for the City/Postal Code or the Postal Code/City hierarchy. For either hierarchy you can choose to run the report by World Area 1, World Area 2, Country, Country Region, or State/Province.

Report Headings

PO Purchases: The total purchase order amount.

Graphs

PO Purchases: This line graph shows the total PO Purchases over the time period specified.

PO Purchases (Graph): This bar graph shows the PO Purchases.

Additional Information

This report will only show approved purchase order amounts. All amounts in this report are displayed in the common currency defined for the warehouse.

Supplier Scorecard Report

The Supplier Scorecard Report allows you to analyze the total supplier score, and each component of the score, for your organization's suppliers. This report allows you to compare one supplier against another based on each supplier's past performance.

This report is for warehouse systems only.

Report Parameters

Internal Organization: The organization you ran the report for. You can run the report for an Operating Unit or an Internal Organization.

Item: The item you ran the report for. You can run the report for Commodity or Item.

Trading Partner: The trading partner you ran the report for. You can run the report for Ultimate Parent Supplier, Supplier, or Supplier Site.

Time: The time period you ran the report for. You can run the report by Year, Quarter or Month.

Report Headings

Quality Score: The percentage of goods and services accepted on inspection. (Goods Accepted/Goods Received)*100

Delivery Score: The percentage of goods and services received on time. (Received On Time/Total Received)*100

Price Score: This score is determined by comparing the price that a supplier sells to you, with the target price for that item. The target price is determined by finding the best price offered during the time period you are analyzing. (Transaction Quantity Ordered *(Target Price/Price))/Total Quantity Ordered

Survey Score: This score is calculated by taking the average survey scores for a supplier during a given time period. ((Score-Minimum Score)/(Maximum Score - Minimum Score))*100

Total Score: The average of the individual scores. (Price Score + Quality Score + Delivery Score + Survey Score)/4

Graphs

Total Score: This graph shows the total score over the time period specified as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not

Time.

Supplier Scorecard (Line): This graph shows the supplier scorecard over the time period as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Supplier Scorecard (Stacked Bar): This bar graph shows the following information about the supplier scorecard: Quality Score Weight, Delivery Score Weight, Price Score Weight, and Survey Score Weight.

Supply Chain Intelligence Reports

The following is a list of the reports available for the Supply Chain Intelligence on the E-Business Intelligence Suite warehouse.

- Billing Backlog, page 2-24
- Bookings, Billings, and Closing Backlogs , page 2-25
- Bookings, page 2-26
- Book To Ship Cycle Time, page 2-27
- Cancellations and Returns, page 2-28
- Delinquent Backlog, page 2-29
- Order Entry Cycle Time, page 2-30
- Order Fulfill Volume, page 2-35
- Order Ship Volume, page 2-36
- Order To Pay Cycle Time, page 2-37
- Order To Receive Cycle Time, page 2-38
- One Day Book To Ship, page 2-32
- One Day Book To Ship (No Weekend), page 2-34
- One Day Pick To Ship, page 2-31
- One Day Pick To Ship (No Weekend), page 2-33
- Receive To Pay Cycle Time, page 2-39
- Shipping Backlog, page 2-40

- Unbilled Shipment Backlog, page 2-41

Billing Backlog Report

The Billing Backlog report allows you to track the level of the Billing Backlog. By monitoring this measure, you can assess the monetary amount of the booked orders not yet billed and evaluate the degree of integration between your order management, shipping and billing processes.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. When viewing your backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog data at a given date. If you then pivot to the Time dimension, a single data point corresponding to the backlog level on the date entered will appear.

After viewing your backlog across the Time dimension (backlog trend within a date range), pivoting to any other dimension will return accumulated backlog levels. You must enter a date in the date range parameters to obtain the backlog levels for that date across the dimension.

This report is for warehouse systems only.

Report Parameters

Time: The time period the report is generated for. You can choose to generate the report by Year, Quarter, or Period.

Internal Organization: The internal organization the report is generated for. You can choose to generate the report for Business Group, Legal Entity, Operating Unit, or Organization.

Geography: The geographic region the report is generated for. You can choose to generate the report for Area, Country, region

Item: The category for the report.

Order Source: The order source for the report.

Order Type: The order type for the report.

Business Plan: The business plan for the report.

View By: The parameter by which you want to view the report.

Report Headings

Backlog Revenue: Unit Selling Price * Delinquent Backlog Quantity

Backlog COGS: Unit Standard Cost * Delinquent Backlog Quantity

Gross Margin: Backlog Revenue - Backlog COGS

Margin %: (Gross Margin / Backlog Revenue) * 100

% of Backlog: (Backlog Revenue / (Sum of Backlog Revenue)) * 100

Graphs

Delinquent Backlog Revenue Breakdown: This graph shows the delinquent backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Delinquent Backlog Margin Breakdown: This graph shows the delinquent backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Bookings, Billings, and Closing Backlogs Report

The Bookings, Billings and Closing Backlogs report provides you with information on the bookings and billings levels, over a given period. The inflows for this report are from new orders being placed, and the outflows are from orders being invoiced. The Net Bookings and Billings measures can be tracked and compared with target values.

This report is for warehouse systems only.

Report Parameters

Time The time period the report is generated for. You can choose to generate the report by Year, Quarter, or Period.

Internal Organization The internal organization the report is generated for. You can choose to generate the report for Business Group, Legal Entity, Operating Unit, or Organization.

Geography The geographic region the report is generated for. You can choose to generate the report for Area, Country, region

Item The category for the report.

Order Source The order source for the report.

Order Type The order type for the report.

Business Plan The business plan for the report.

View By The parameter by which you want to view the report.

Report Headings

Net Bookings: (Unit Selling Price * Ordered Quantity) - (Unit Selling Price * Returned Quantity)Note: Cancelled Quantity is already subtracted out of the Order Quantity.

Billings: (Unit Selling Price * Invoiced Quantity) - (Unit Selling Price * Returned Quantity)

Graphs

Bookings: This graph shows the total bookings as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Billings: This graph shows the total billings as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Bookings Report

The Bookings report displays information on orders booked over a given period. The values for Net Bookings at List, Discounts, Net Bookings, COGS, Gross Margin, Margin % Actual, Target, and Variance are displayed in a tabular format, across the dimension that was chosen in the View By parameter.

This report is for warehouse systems only.

Report Parameters

Time: The time period the report is generated for. You can choose to generate the report by Year, Quarter, or Period.

Internal Organization: The internal organization the report is generated for. You can choose to generate the report for Business Group, Legal Entity, Operating Unit, or Organization.

Geography: The geographic region the report is generated for. You can choose to generate the report for Area, Country, region

Item: The category for the report.

Order Source: The order source for the report.

Order Type: The order type for the report.

Business Plan: The business plan for the report.

View By: The parameter by which you want to view the report.

Report Headings

Net Bookings at List: (Unit List Price * Order Quantity) - (Unit List Price * Returned Quantity) **Note:** Canceled Quantity is already subtracted out of the Order Quantity.

Discounts: Net Bookings at List Price- Net Bookings

Net Bookings: (Unit Selling Price * Order Quantity) - (Unit Selling Price * Returned Quantity) Note: Canceled Quantity is already subtracted out of the Order Quantity.

COGS: (Unit Cost * Order Quantity) - (Unit Cost * Returned Quantity) **Note:** Canceled Quantity already subtracted out of the Order Quantity.

Gross Margin: Net Bookings - COGS

Margin %: (Gross Margin / Net Bookings) * 100

Graphs

Booking Margin Breakdown: This graph shows the booking margin breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Bookings Margin Percent: This graph shows the booking margin percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Book To Ship Cycle Time Report

The Book to Ship Cycle Time report displays the average time it takes from booking the order to shipping the items. Monitoring the Book to Ship Cycle Time report enables you to evaluate the integration and velocity of your order management, manufacturing, picking, and shipping processes. By tracking this measure, you can detect issues such as out of stock items, slow transfer of information between processes, or other manufacturing problems.

An order may have more than one shipment for an order line; therefore, only the latest ship date is used to calculate the Book to Ship measure for each order line. The Booked Date is used to group Order Lines along the Time dimension. Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

Book to Ship Cycle Time: Latest Ship Date - Booked Date

Graphs

Book to First Ship Cycle Time: This graph shows the book to ship cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Cancellations and Returns Report

The Cancellations and Returns report provides you with information on your return and cancellation levels. By tracking those measures, you can detect potential issues with the quality or timeliness of your shipments, or identify the main causes for order cancellations. By comparing return and cancellation amounts with booked order value, you can assess if your cancellations and returns are under control.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

Gross Bookings: (Unit Selling Price * Ordered Quantity) + (Unit Selling Price * Cancelled Quantity)

Cancellations: Unit Selling Price * Invoiced Quantity

Cancellations %: Cancellations / Gross Bookings

Returns: Unit Selling Price * Returned Quantity

Returns %: Returns / (Unit Selling Price * Ordered Quantity) (equivalent to Returns/ (Gross Bookings -Cancellations))

Graphs

Cancellations %: This graph shows the percent of cancellations as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Returns %: This graph shows the percent of returns as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Delinquent Backlog Report

The Delinquent Backlog report allows you to track the level of the Delinquent Backlog. By monitoring this measure, you can assess the monetary amount of the scheduled shipments that are not yet shipped and for which the schedule ship date is past, and evaluate the performance of your shipping process.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. When you view your backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog to a given date. Then, when you pivot to the Time dimension, the report will show a single data point for the backlog on the date entered.

After viewing your backlog across the Time dimension (backlog trend within a date range), you can pivot to any other dimension to return your accumulated backlog levels. To obtain the backlog levels across the dimension, you must enter a date in the data range parameters.

This report is for warehouse systems only.

Report Parameters

Time The time period the report is generated for. You can choose to generate the report by Year, Quarter, or Period.

Internal Organization The internal organization the report is generated for. You can choose to generate the report for Business Group, Legal Entity, Operating Unit, or Organization.

Geography The geographic region the report is generated for. You can choose to generate the report for Area, Country, region

Item The category for the report.

Order Source The order source for the report.

Order Type The order type for the report.

Business Plan The business plan for the report.

View By The parameter by which you want to view the report.

Report Headings

Backlog Revenue: Unit Selling Price * Delinquent Backlog Quantity

Backlog COGS: Unit Standard Cost * Delinquent Backlog Quantity

Gross Margin: Backlog Revenue - Backlog COGS

Margin %: (Gross Margin / Backlog Revenue) * 100

% of Backlog: (Backlog Revenue / (Sum of Backlog Revenue)) * 100

Graphs

Delinquent Backlog Revenue Breakdown: This graph shows the delinquent backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Delinquent Backlog Margin Breakdown: This graph shows the delinquent backlog revenue breakdown as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Order Entry Cycle Time Report

The Order Entry Cycle Time report displays the time it takes for receiving the order from the customer until the order is booked. This report allows you to track the order entry cycle time. By monitoring this measure, you can assess the velocity and performance of your order management process.

Only actual orders (excluding returns) are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Set of Books: The set of books you want to run the report for.

Trading Partner: The trading partner you want to run the report for.

Business Plan: The business plan that you want to run the report for.

Report Headings

Order Entry Cycle Time: Booked Date - Order Date

Graphs

Order Entry Cycle Time: This graph shows the order entry cycle time as a line graph if the View By parameter is Time; as a bar graph if the View By parameter is not Time.

One Day Pick To Ship Report

This report provides you with information on the number of sales orders that were shipped within 24 hours after they were picked. By monitoring this measure, you can assess the effectiveness of your picking and shipping processes.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

of Orders Fully Shipped: Count of orders having at least one order line shippable.

One Day Pick to Ship: Count of orders having pick to ship cycle time less than or equal to 24 hours.

% One Day Pick to Ship: # One Day Pick to Ship / # of Orders Fully Shipped * 100

Graphs

Orders Fully Shipped: This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

% One Day Pick to Ship: This graph shows the actual percent of orders with a pick to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

One Day Book To Ship

The One Day Book to Ship report provides you with information on the number of sales orders that were shipped within 24 hours after they were booked. By monitoring this measure, you can assess the effectiveness of your shipping process and evaluate the degree of integration between your order management, inventory, manufacturing, picking, and shipping processes.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

of Orders Fully Shipped: Count of orders having at least one order line shippable.

One Day Book to Ship: Count of orders having book to ship cycle time less than or equal to 24 hours.

% One Day Book to Ship: # One Day Book to Ship / # of Orders Fully Shipped * 100

Graphs

Orders Fully Shipped: This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

% One Day Book to Ship: This graph shows the actual percent of orders with a book to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

One Day Pick To Ship (No Weekend) Report

The One Day Pick to Ship (No Weekend) report provides you with information on the number of sales orders that were shipped within 24 hours (excluding weekends) after they were picked. By monitoring this measure, you can assess the effectiveness of your picking and shipping processes.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

\# **of Orders Fully Shipped:** Count of orders having at least one order line shippable.

\# **One Day Pick to Ship:** Count of orders having pick to ship cycle time less than or equal to 24 hours.

% One Day Pick to Ship: # One Day Pick to Ship / # of Orders Fully Shipped * 100

Graphs

\# **Orders Fully Shipped:** This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

% One Day Pick to Ship: This graph shows the actual percent of orders with a pick to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Shipping Volume and Cycle Time Analysis

Order Fulfillment Analysis

One Day Book To Ship (No Weekend) Report

The One Day Book To Ship (No Weekend) report provides you with information on the number of sales orders that were shipped within 24 hours (excluding weekends) after they were booked. By monitoring this measure, you can assess the effectiveness of your shipping process and evaluate the degree of integration between your order management, inventory, manufacturing, picking, and shipping processes.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

of Orders Fully Shipped: Count of orders having at least one order line shippable.

One Day Book to Ship: Count of orders having book to ship cycle time less than or equal to 24 hours.

% One Day Book to Ship: # One Day Book to Ship / # of Orders Fully Shipped * 100

Graphs

Orders Fully Shipped: This graph shows the actual count of orders fully shipped against the target count as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

% One Day Book to Ship: This graph shows the actual percent of orders with a book to ship cycle time of less than or equal to 24 hours against the target percent as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Order Fulfill Volume Report

The Order Fulfill Volume report provides you with information on the number of Sales Orders completely fulfilled for a specified time period. By monitoring this measure, you can assess the effectiveness of your order fulfillment process.

Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report. Note that the Fulfilled Date is used for grouping Sales Orders along the Time dimension.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

Number of Orders Fulfilled: Count of the distinct order numbers where all order lines of an order are fulfilled.

Graph

This graph shows the number of orders fulfilled as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Order Ship Volume Report

The Order Ship Volume report provides you with information on the number of Sales Orders that have been shipped. By monitoring this measure, you can assess the effectiveness of your shipping process.

The Shipment Date is used for grouping Sales Orders along the Time dimension. Only actual orders (excluding returns) are considered and only order lines with shippable items are considered for this report.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Business Plan: The business plan that you want to run the report for.

Order Source: The source of the orders that you want to run the report for.

Order Type: The type of orders that you want to run the report for.

Sales Channel: The sales channel that you want to run the report for.

Report Headings

Number or Orders Shipped: Count distinct order numbers where there is at least one Shipped Date for that order.

Graph

This graph shows the number of orders shipped as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Order To Pay Cycle Time Report

The Order to Pay Cycle Time report displays the number of days from purchase order approval until the payment is sent to the supplier. By monitoring this measure, you can assess the effectiveness of your procurement process and its integration with your Payables department.

Internal purchase orders are excluded from this report. Note that the Order Approval Date is used to group Purchase Orders along the Time dimension.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Set of Books: The set of books you want to run the report for.

Trading Partner: The trading partner you want to run the report for.

Business Plan: The business plan that you want to run the report for.

Report Headings

Order to Pay Cycle Time: Check Cut Date - Purchase Order Approval Date

Graph

This graph shows the order to pay cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Order To Receive Cycle Time Report

The Order to Receive Cycle Time report displays the number of days it takes from ordering the material from the supplier to the time it was received from the supplier. By monitoring this measure, you can assess the effectiveness of your suppliers.

Internal purchase orders are excluded from this report. Note that the Order Approval Date is used to group Purchase Orders along the Time dimension.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Set of Books: The set of books you want to run the report for.

Trading Partner: The trading partner you want to run the report for.

Business Plan: The business plan that you want to run the report for.

Report Headings

Order to Receive Cycle Time: Goods Received Date - Purchase Order Approval Date

Graph

This graph shows the order to receive cycle time as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Receive To Pay Cycle Time Report

The Receive to Pay Cycle Time report displays the number of days it takes from the time the goods were received until the time the payment is sent to the supplier. By monitoring this measure, you can assess the effectiveness of your Payables department and its integration with the receiving process.

Internal purchase orders are excluded from this report. Note that the Goods Received Date is used to group Receipts along the Time dimension.

This report is for warehouse systems only.

Report Parameters

Time From: The earliest date for which you want to run the report. You can choose to run the report by year, quarter, or period.

Time To: The latest data for which you want to run the report. You can choose to run the report by year, quarter, or period.

Item: The item that you want to run the report for. You can choose to run this report for all items, item category, or a specific item.

Internal Organization: The organization that you want to run the report for. You can choose to run this report for a business group, legal entity, operating unit, or organization.

Geography: The geography that you want to run the report for. You can choose to run this report for an area, country, or region.

Set of Books: The set of books you want to run the report for.

Trading Partner: The trading partner you want to run the report for.

Business Plan: The business plan that you want to run the report for.

Report Headings

Receive to Pay Cycle Time: Check Cut Date - Goods Received Date

Graph

This graph shows the receive to pay cycle time as a line graph if the View By parameter is Time; as a bar graph if the View By parameter is not Time.

Shipping Backlog Report

The Shipping Backlog report allows you to track the level of the Shipping Backlog. By monitoring this measure, you can assess the monetary value of the Booked Orders not yet Shipped and evaluate the degree of integration between your order management and shipping processes.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. To view backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog at a given date. If you then pivot to the Time dimension, you will see a single data point corresponding to the backlog level at the date entered.

After you view your backlog across the Time dimension (backlog trend within a date range), when you pivot to any other dimension, your accumulated backlog levels will appear. You must enter a date in the date range parameters to obtain the right backlog levels across the selected dimension.

This report is for warehouse systems only.

Report Parameters

Time: The time period the report is generated for. You can choose to generate the report by Year, Quarter, or Period.

Internal Organization: The internal organization the report is generated for. You can choose to generate the report for Business Group, Legal Entity, Operating Unit, or Organization.

Geography: The geographic region the report is generated for. You can choose to generate the report for Area, Country, region

Item: The category for the report.

Order Source: The order source for the report.

Order Type: The order type for the report.

Business Plan: The business plan for the report.

View By: The parameter by which you want to view the report.

Report Headings

Backlog Revenue: Unit Selling Price * Unbilled Shipments Backlog Quantity

Backlog COGS: Unit Standard Cost * Unbilled Shipments Backlog Quantity

Gross Margin: Backlog Revenue - Backlog COGS

Margin %: (Gross Margin / Backlog Revenue) * 100

% of Backlog: (Backlog Revenue / (Sum of Backlog Revenue)) * 100

Graphs

Shipping Backlog Revenue Breakdown: This graph shows the backlog of shipping backlog broken down by revenue as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Shipping Backlog Margin Breakdown: This graph shows the backlog of shipping backlog broken down by margins as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Unbilled Shipment Backlog Report

The Unbilled Shipment Backlog report allows you to track the level of the Unbilled Shipments Backlog. By monitoring this measure, you can assess the monetary value of the executed shipments not yet billed and evaluate the degree of integration between your shipping and billing processes.

Backlog levels are captured as snapshots across time. As such, they are not cumulative over a date range. To view your backlog across any dimension other than Time, you must enter a date in the date range parameters to limit the backlog at a given date. Then, when you pivot to the Time dimension, a single data point corresponding to the backlog level at the date entered will appear.

Once you view your backlog across the Time dimension (backlog trend within a date range), and you pivot to any other dimension, your accumulated backlog levels will appear. You must enter a date in the date range parameters to obtain the right backlog levels for the selected dimension.

This report is for warehouse systems only.

Report Parameters

Time: The time period the report is generated for. You can choose to generate the report by Year, Quarter, or Period.

Internal Organization: The internal organization the report is generated for. You can choose to generate the report for Business Group, Legal Entity, Operating Unit, or Organization.

Geography: The geographic region the report is generated for. You can choose to generate the report for Area, Country, region

Item: The category for the report.

Order Source: The order source for the report.

Order Type: The order type for the report.

Business Plan: The business plan for the report.

View By: The parameter by which you want to view the report.

Report Headings

Backlog Revenue: Unit Selling Price * Unbilled Shipments Backlog Quantity

Backlog COGS: Unit Standard Cost * Unbilled Shipments Backlog Quantity

Gross Margin: Backlog Revenue - Backlog COGS

Margin %: (Gross Margin / Backlog Revenue) * 100

% of Backlog: (Backlog Revenue / (Sum of Backlog Revenue)) * 100

Graphs

Unbilled Shipments Backlog Revenue Breakdown: This graph shows the backlog of unbilled shipments broken down by revenue as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

Unbilled Shipments Backlog Margin Breakdown: This graph shows the backlog of unbilled shipments broken down by margins as a line graph if the View By dimension is Time; as a bar graph if the View By dimension is not Time.

3

Workbooks

This chapter covers the following topics:

- Scheduling Workbooks
- Revenue Detail Analysis Workbook
- Cost Detail Analysis Workbook
- Budget Analysis Workbook
- Spend Analysis Workbook
- Contract Analysis Workbook
- Discount Analysis Workbook
- Supplier Performance Workbook
- Supply Base Optimization Workbook
- Productivity Analysis Workbook
- Buyer Analysis Workbook
- MBI Inventory Analysis Workbook
- MBI Margin Analysis Workbook
- MBI Production Analysis Workbook

Scheduling Workbooks

In Oracle E-Business Intelligence Embedded Data Warehouse, workbooks may be scheduled to run during off-peak hours. We suggest you use this feature when running workbooks that collect large amounts of data.

Revenue Detail Analysis Workbook

The Revenue Detail Analysis workbook provides detailed information on revenue by

Project and Project Period. To provide different perspectives on the data, users can modify the worksheet by adding dimensions such as Trading Partner, Organization, Set of Books, and Time.

This workbook contains the following worksheet:

Revenue By Project Worksheet, page 3-2

Revenue by Project Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my projects generated the highest/lowest revenue for a given period, quarter or year?
- Which tasks generated the highest/lowest revenue for a given period, quarter or year?
- What is my project's revenue trend for the past eighteen months? How does this trend compare to another project's trend?

The Revenue by Project worksheet allows users to evaluate revenue at Project Type, Project, Top Task, and Lowest Task levels. This worksheet stratifies data by Project Period.

Page Items

Project Period - Name

Column Items

Revenue SUM

Row Items

Hierarchy:

Project Type - Name

Project - Name

Project Top Task - Name

Project Lowest Task - Name

Security

The **Revenue Detail Analysis workbook** uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that a user selects at log in time. A user can only view data and run reports as designated by the profile options, reports, menus and organizations that the responsibility has assigned to it.

Additional Information

The following table provides Addition items for the **Revenue Detail Analysis Workbook**

Business Area	Folder	Item	Revenue By Project Worksheet
Project Intelligence	Accounting Flexfields	User Defined	
	Currency Dimension: Functional Currency	Currency - Description Currency - Name Currency - Currency Symbol	
	Instance Dimension: Instance	Instance - Name	
	Internal Organization Dimension: Task Owning Organization	Business Group - Name Business Group - Start/End Date Legal Entity - Name Legal Entity - Start/End Date Operating Unit - Name Operating Unit - Start/End Date Internal Organization - Name Internal Org. - Start/End Date	
	Project Dimension: Task	Project - Name Project - Top Task Name Project - Lowest Task Name Project Type - Name	
	Set of Books Dimension: GL Set of Books	General Ledger Book - Name	

Business Area	Folder	Item	Revenue By Project Worksheet
	Time Dimension: GL Date	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Time Dimension: PA Date	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Time Dimension: Transaction Date	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Trading Partner Dimension: Customer	Trading Partner - Name Trading Partner-Customer Number Site/Account Level - Address Line 1 - 4 Site/Account Level - City Site/Account Level - State Site/Account Level - Postal Code Site/Account Level - Country	

Cost Detail Analysis Workbook

The **Cost Detail Analysis** workbook provides detailed information on costs by Project and Project Period. To provide different perspectives on the data, users can modify the worksheet by adding dimensions such as Currency, Organization, Set of Books, and Unit of Measure.

This workbook contains the following worksheet:

Cost By Project Worksheet, page 3-5

Cost By Project Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my projects generated the highest/lowest cost for a given period, quarter or year?
- Which tasks generated the highest/lowest cost for a given period, quarter or year?
- What is my project's cost trend for the past eighteen months? How does this trend compare to another project's trend?

The Cost by Project worksheet allows users to evaluate costs at Project Type, Project, Top Task, and Lowest Task levels. This worksheet stratifies data by Project Period and Expenditure Type.

Page Items

Project Expenditure Type - Name

Project Period - Name

Column Items

Burdened Cost SUM

Row Items

Hierarchy:

Project Type - Name

Project - Name

Project Top Task - Name

Project Lowest Task - Task

Security

The **Cost Detail Analysis workbook** uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that a user selects at log in time. A user can only view data and run reports as designated by the profile options, reports, menus and organizations that the responsibility has assigned to it.

Additional Information

The following table provides Addition items for the **Cost Detail Analysis Workbook**.

Business Area	Folder	Item	Cost By Project
Project Intelligence	Accounting Flexfields	User Defined	
	Currency Dimension: Functional Currency	Currency - Description Currency - Name Currency - Currency Symbol	
	Currency Dimension: Transaction Currency	Currency - Description Currency - Name Currency - Currency Symbol	
	Instance Dimension: Instance	Instance - Name	
	Internal Organization Dimension: Expenditure Organization	Business Group - Name Business Group - Start/End Date Legal Entity - Name Legal Entity - Start/End Date Operating Unit - Name Operating Unit - Start/End Date Internal Organization - Name Internal Org. - Start/End Date	
	Internal Organization Dimension: Task Owning Organization	Business Group - Name Business Group - Start/End Date Legal Entity - Name Legal Entity - Start/End Date Operating Unit - Name Operating Unit - Start/End Date Internal Organization - Name Internal Org. - Start/End Date	

Business Area	Folder	Item	Cost By Project
	Person Dimension: Employee	Assignment - Start/End Date Assignment - Grade Assignment - Location Assignment - Name Person - Name Person - Employee Number	
	Project Expenditure Type Dimension: Expenditure Type	Project Expenditure Type - Name	
	Project Dimension: Task	Project - Name Project - Top Task Name Project - Lowest Task Name Project Type - Name	
	Set of Books Dimension: GL Set of Bks.	General Ledger Book - Name	
	Time Dimension: GL Date	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Time Dimension: PA Date	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Time Dimension: Transaction Date	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Unit of Measure Dimension: Unit of Measure	Unit of Measure - Name	

Budget Analysis Workbook

The Budget Analysis workbook provides detailed information on Budgets by Project and Project Period. To provide different perspectives on the data, users can modify the worksheet by adding dimensions such as Budget, Expenditure Type, Organization, Set of Books, and Currency.

This workbook contains the following worksheet:

Budget By Project Worksheet, page 3-8

Budget By Project Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my projects generated the highest/lowest budget for a given period, quarter or year?
- Which tasks generated the highest/lowest budget for a given period, quarter or year?
- What is my project's budget trend for the past eighteen months? How does this trend compare to another project's trend?

The Budget by Project worksheet allows users to analyze their budgeted costs and budgeted revenues by Project. The budgets are evaluated at Project Type, Project, Top Task, and Lowest Task levels. This worksheet stratifies data by Budget Name and Project Period.

Page Items

Project Budget - Name

Project Period - Name

Column Items

Burdened Cost SUM

Revenue SUM

Row Items

Hierarchy:

Project Type- Name

Project - Name

Project Top Task - Name

Project Lowest Task - Name

Security

The **Budget Analysis workbook** uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that a user selects at log in time. A user can only view data and run reports as designated by the profile options, reports, menus and organizations that the responsibility has assigned to it.

Additional Information

The following table provides Addition items for the **Budget Analysis Workbook**.

Business Area	Folder	Item	Budget By Project
Project Intelligence	Accounting Flexfields	User Defined	
	Currency Dimension: Functional Currency	Currency - Description Currency - Name Currency - Currency Symbol	
	Instance Dimension: Instance	Instance - Name	
	Internal Organization Dimension: Task (Project) Owning Organization	Business Group - Name Business Group - Start/End Date Legal Entity - Name Legal Entity - Start/End Date Operating Unit - Name Operating Unit - Start/End Date Internal Organization - Name Internal Org. - Start/End Date	
	Project Expenditure Type Dimension: Expenditure Type	Project Expenditure Type - Name	
	Project Budget Dimension: Budget	Project Budget - Name	

Business Area	Folder	Item	Budget By Project
	Project Dimension: Task (Project)	Project - Name Project - Top Task Name Project - Lowest Task Name Project Type - Name	
	Set of Books Dimension: GL Set of Books	General Ledger Book - Name	
	Time Dimension: Budget GL Period	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Time Dimension: Budget PA Period	Project Period - Name GL Period - Name Enterprise Calendar - Name 445 Period - Name	
	Unit of Measure Dimension: Unit of Measure	Unit of Measure - Name	

Spend Analysis Workbook

The Spend Analysis workbook provides an analysis of both purchasing and Accounts Payable data. It allows you to assess the total spend across your enterprise, uncover purchasing trends, identify key suppliers, and maximize buying power. It will help you to realize additional savings by tracking, and eliminating AP Spend that is not being processed by your purchasing department.

This workbook contains the following worksheets:

PO Purchases Trend Worksheet, page 3-11

AP Spend Trend Worksheet, page 3-12

PO Purchase Detail Worksheet, page 3-13

AP Spend Detail Worksheet, page 3-14

AP Leakage Analysis Worksheet, page 3-15

Social/Economic Indicators Worksheet, page 3-16

Industry Spend Worksheet, page 3-18 (Requires Dun and Bradstreet Data)

PO Purchases Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- What commodities and items are increasing or decreasing in purchase volume?
- Which of my suppliers has had the largest increase or decrease in purchases?
- Which operating units have contributed the most to an increase in spend?

This worksheet provides a comparison from month to month of purchase order purchases. It will help you identify purchasing trends that may require additional analysis, or corrective action.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Purchases: Displays the purchase order amount for approved purchase orders.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

AP Spend Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- Which operating units have contributed the most to an increase in spend?
- How does AP spend relate to PO purchases?

This worksheet provides a comparison from month to month of approved invoice amount. This worksheet provides a complete picture of what your organization is buying. It will assist you in identifying unexpected increases that could potentially have been processed through your purchasing department.

The amounts shown on this worksheet reflect only approved invoices. Also, for this worksheet, the Item dimension can only analyze invoices that have been matched to a purchase order or receipt.

Conditions

Approved Invoices Only: The 'Approved Invoices Only' condition filters out all invoices that do not have a status of 'Approved.'

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

AP Spend: Displays the invoice amount for approved invoices.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the accounting date associated with the invoice.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Purchase Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- What commodities and items are being purchased?
- Who are my top suppliers and how much was spent with each?

This worksheet provides a starting point for a detailed analysis of purchase order purchases. Using this worksheet, you can answer difficult procurement questions that will focus your organizations efforts, and help to create and execute your procurement strategy.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Geography: This reference to the Geography dimension is set to the 'All' level. This dimension allows you to group your purchases according to the geographical region associated with the supplier site that the goods or services were purchased from. You can drill to various levels within this dimension, including World Area, Country, Region, State/Province, State/Province Region, Postal Code, and City.

Commodity: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the 'All' level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

SIC Code: This column is an attribute of the Trading Partner dimension, and lists the Standard Industrial Classification code for each supplier listed in the worksheet.

PO Purchases: Displays the total purchase order amount for approved purchase orders.

Percent of Total PO Purchases: Displays the percentage of the total PO purchases displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier: This reference to the Trading Partner dimension is set to the 'Parent Trading Partner -4' level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site: This reference to the Trading Partner dimension is set to the 'Supplier Site' level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security.

AP Spend Detail Worksheet

Business Question

The business question answered by this worksheet is:

Who are my top suppliers and what was my total spend with each?

This worksheet provides a starting point for a detailed analysis of invoice amounts. It will help you identify your total spend with suppliers, so that you can gain additional leverage when negotiating contracts.

The amounts shown on this worksheet reflect only approved invoices. Also, for this worksheet, the Item dimension can only analyze invoices that have been matched to a purchase order or receipt.

Conditions

Approved Invoices Only: The 'Approved Invoices Only' condition filters out all invoices that do not have a status of 'Approved.'

Page Items

Year: This reference to the Time dimension filters data in the report for a specific

Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

AP Spend: Displays the total invoice amount for approved invoices.

Percent of AP Spend: Displays the percentage of the total AP Spend displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier: This reference to the Trading Partner dimension is set to the 'Parent Trading Partner -4' level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site: This reference to the Trading Partner dimension is set to the 'Supplier Site' level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security.

AP Leakage Analysis Worksheet

Business Question

The business questions answered by this worksheet are:

- How much of my AP Spend did not have a purchase order?
- Which suppliers am I consistently paying without having created a purchase order?
- Which AP clerks are responsible for not matching invoices to a purchase order before paying suppliers?

This worksheet can help you to reduce the amount of AP Spend that bypasses your purchasing department. Spend that is processed through the procurement organization can leverage negotiated contracts, to get the lowest prices.

The amounts shown on this worksheet reflect only approved invoices. Also, for this worksheet, the Item dimension can only analyze invoices that have been matched to a purchase order or receipt.

Conditions

Approved Invoices Only: The 'Approved Invoices Only' condition filters out all invoices that do not have a status of 'Approved.'

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

AP Spend: Displays the total invoice amount for approved invoices.

AP Leakage: Displays the total invoice amount for approved invoices that are not matched to a purchase order or receipt.

AP Leakage Percent: Displays the percentage, for each row, of the AP Spend that has not been matched to a purchase order or receipt.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Social/Economic Indicators Worksheet

Business Question

The business questions answered by this worksheet are:

- How much have I spent with minority owned, woman owned, and small businesses?

- Who are my largest minority suppliers?

This worksheet will assist you in tracking minority spend for government reporting. For example, you can view invoice amount spent with each minority supplier, or the amount spent with minority suppliers by each internal organization.

The amounts shown on this worksheet reflect only approved invoices.

Conditions

Minority Spend Only: The 'Minority Spend Only' condition checks to see if a supplier in the source system supplier master, is indicated as a minority owned supplier. If so, the Spend with that supplier is displayed on the report.

Approved Invoices Only: The 'Approved Invoices Only' condition filters out all invoices that do not have a status of 'Approved.'

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

AP Spend: Displays the total invoice amount for approved invoices.

Minority Group: Displays the invoice amount for suppliers that are the top-most suppliers in their corporate hierarchy, and whose owner is classified as belonging to a minority group.

Woman Owned: Displays the invoice amount for suppliers that are the top-most suppliers in their corporate hierarchy, and whose owner is a woman.

Small Business: Displays the invoice amount for suppliers that are the top-most suppliers in their corporate hierarchy, and who can still be classified as a small business.

Row Items

Ultimate Parent Supplier: This reference to the Trading Partner dimension is set to the 'Parent Trading Partner -4' level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Security

Standard Purchasing Intelligence Security.

Industry Spend Worksheet

Business Question

The business questions answered by this worksheet are:

- How much does my organization spend by industry?
- Who are the major suppliers within each industry?
- What consolidation opportunities exist for suppliers within an industry?

This worksheet can help you identify to which industries your suppliers belong, and how much you are spending within each industry. It can also help you to know which suppliers are likely to sell the goods or services that you need to source.

The amounts shown on this worksheet reflect only approved invoices. This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Conditions

Approved Invoices Only: The 'Approved Invoices Only' condition filters out all invoices that do not have a status of 'Approved.'

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

UN/SPSC: This reference to the Item dimension is set to the 'All'' level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

DUNS: This reference to the Trading Partner dimension is set to the 'All'' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

SIC Code: Displays the Standard Industrial Code assigned to each supplier.

AP Spend: Displays the total invoice amount for approved invoices.

Percent of Total AP Spend: Displays the percentage of the total AP Spend displayed on the worksheet, for which each row in the worksheet represents.

Row Items

SIC Description: The SIC Description comes from the DUNS dimension. It is a description of the Standard Industrial Code.

Security

Standard Purchasing Intelligence Security.

Contract Analysis Workbook

The Contract Analysis workbook has been designed to help you track and enforce contract usage, identify new items and commodities where contracts are needed, and to validate that your suppliers are billing you correctly. This workbook will help you to capture the savings that should be realized as a result of the negotiated contracts that you have established.

Leakage Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- Has contract leakage been reduced over the past year and quarter?
- How much contract leakage do I have?

This worksheet provides a comparison from month to month of off contract purchases. Off contract purchases occur when a one-time order is placed with a supplier, instead of using a negotiated contract..

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Column Items

Contract Leakage: Displays the purchase order amount for approved purchase orders that represent off contract purchases.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Potential Savings Worksheet

Business Question

The business questions answered by this worksheet are:

- Which items and commodities have created the most contract leakage?
- What are the potential savings opportunities if the contract leakage is eliminated?
- Which areas should be focused on to eliminate the leakage: internal organizations, buyers, suppliers or items?

This worksheet highlights the amount of purchases that are off-contract, and how much savings could have been realized if contract leakage were eliminated. It helps you to identify where the problems are occurring so that you can quickly take action to prevent further contract leakage. This worksheet allows you to focus on the areas that will give you the greatest savings benefit.

The amounts shown on this worksheet only reflect approved purchase orders.

Exceptions

Positive Potential Savings Greater Than 1000: This exception will highlight in green any values in the Positive Potential Savings column that are greater than or equal to 1000.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All" level. Data for all buyers is displayed. You can drill down to individual buyers by drilling to the Person level.

Column Items

PO Purchases: Displays the purchase order amount for approved purchase orders.

Contract Purchases: Displays the purchase order amount for approved purchase orders that are contracts. This include all Oracle Application purchase order types, except Standard Purchase Orders.

Non-Contract Purchases: Displays the purchase order amount for approved, standard purchase orders, where a contract was not available at the time the items on the standard PO were purchased.

Contract Leakage: Displays the purchase order amount for approved, standard purchase orders, where a contract was available at the time the items on the standard PO were purchased

Positive Potential Savings: Displays the amount of money that would have been saved had the existing contract been used. The price on the contract was better than the price on the standard purchase order, resulting in positive savings.

Negative Potential Savings: Displays the amount of money that would have been lost had the existing contract been used. The price on the standard purchase order was better than the price on the contract, which indicates that the contract may need to be renegotiated.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Non-Contract Purchase Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- Have non-contract purchases decreased over time?
- Which commodities should I focus my efforts on, to establish contracts?
- Which organizations are not using contracts?

This worksheet provides a comparison from month to month of non-contract purchases. Non-contract purchases occur when purchases are made without using a negotiated contract, and a contract did not exist at the time of the purchase.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Non-Contract Purchases: Displays the purchase order amount for approved, standard purchase orders, where no contract existed for the item at the time of purchase.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the

purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

New Contract Opportunity Worksheet

Business Question

The business questions answered by this worksheet are:

- Which commodities should I focus my efforts on, to establish contracts?
- With which suppliers is the greatest amount of non-contract purchases being made?
- Which buyers are not using contracts?

This worksheet provides a detailed analysis of new contract opportunities. Non-contract purchases occur when purchases are made without using a negotiated contract, and a contract did not exist at the time of the purchase. Creating new contracts for these goods and services can produce additional savings for your organization.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All'' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Buyer: This reference to the Person dimension is set to the 'All'' level. Data for all buyers is displayed. You can drill down to individual buyers by drilling to the Person level.

Column Items

PO Purchases: Displays the total purchase order amount for approved purchase orders.

Non-Contract Purchases: Displays the purchase order amount for approved, standard purchase orders, where no contract existed for the item at the time of purchase.

Non-contract Purchases Percent: Displays the percentage of the total non-contract purchases listed on the worksheet, for which each row in the worksheet represents.

Row Items

Commodity: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level.

Security

Standard Purchasing Intelligence Security.

Contract Utilization Worksheet

Business Question

The business questions answered by this worksheet are:

- How well is my organization utilizing contracts?
- What contracts have been over-utilized or under-utilized, and how will this impact any future negotiations with those suppliers?

The objective of this worksheet is to help you monitor how your organization is utilizing its negotiated contracts. Over-utilized contracts indicate that you are not fully leveraging your organization's buying power. Under-utilized contracts could create problems during contract renegotiation.

The amounts shown on this worksheet only reflect approved blanket agreement releases.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Buyer: This reference to the Person dimension is set to the 'All" level. Data for all buyers is displayed. You can drill down to individual buyers by drilling to the Person level.

Column Items

Amount Released: Displays the total amount of approved releases against a given contract.

Amount Agreed: Displays the amount agreed to be spent with the supplier as defined on the contract.

Start Date: Displays the beginning effective date of the contract.

End Date: Displays the closing effective date of the contract.

Percent Released: Displays the current percentage of the amount agreed that has been spent with a supplier.

Row Items

Contract Number: This attribute displays the contract numbers for all open contracts with your suppliers. This is not a dimension, so there is no drill down capability.

Security

Standard Purchasing Intelligence Security.

Invoice Holds Worksheet

Business Question

The business questions answered by this worksheet are:

- Are my suppliers invoicing me correctly?
- Are all the terms of my purchase orders and contracts being complied with?

The objective of this worksheet is to help you monitor how well your negotiated terms are being complied with by your suppliers. Incorrect prices, exchange rates, tax rates, discounts, and other contract terms, deny your organization the savings that you have worked hard to achieve.

The amounts shown on this worksheet only reflect approved invoices.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month,

Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Number of Invoice Holds: Displays the number of holds that have been placed when an invoice was submitted for approval. Invoice holds prevent an invoice from being approved, and are placed when something is wrong with the invoice, or when there is a discrepancy between the invoice and the purchase order it corresponds to.

Hold Reason: This is a reference to the AP Hold Dimension. A column is displayed for each reason that an invoice has been placed on hold. Each column contains the total number of invoice holds placed for that invoice hold reason.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Invoice Price Variance Worksheet

Business Question

The business question answered by this worksheet is:

Are my suppliers billing me for the correct price?

This worksheet focuses specifically on the price accuracy with which your suppliers are charging you for their goods and services. This worksheet will help you to focus on the suppliers that consistently have billing problems, so that you can take corrective action.

The amounts shown on this worksheet only reflect approved invoices.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

PO Purchases: Displays the total purchase order amount for approved purchase orders, that have been matched to an invoice during a given time period.

Invoice Amount: Displays the total invoice amount for approved invoices, that have been matched to a purchase order during a given time period.

Price Variance Amount: Displays the variance between the invoice amount and the purchase order amount that is caused by variation in price.

Price Variance as Percent of PO Purchases: Displays the percentage of the total PO Purchases that the price variance represents.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Discount Analysis Workbook

The Discount Analysis workbook has been designed to help you monitor your organization's effectiveness at negotiating and taking discounts. This workbook will help you capture all of your negotiated savings through its analysis of discounts that have been lost or taken, late or early payments, and unpaid invoices that are at risk of losing early payment discounts.

Discounts Lost/Taken Worksheet, page 3-27

Late Payment Worksheet, page 3-29

Early Payment Worksheet, page 3-30

Invoices Without Discounts Worksheet, page 3-31

Discounts at Risk Worksheet, page 3-32

Discounts Lost/Taken Worksheet

Business Question

The business questions answered by this worksheet are:

- What potential discount could have been realized in the last year, and how much of that was lost?

- Which AP clerk is responsible for the payments that generated lost discounts?
- With which suppliers have I lost the most discounts?

This worksheet has been designed to measure the effectiveness of your organization at taking discounts. The potential discount, discount lost, and discount taken columns help you to gauge the amount of savings that could have been realized. Using this worksheet, you will be able to identify the underlying causes for the lost discounts.

The amounts shown on this worksheet only reflect approved invoice amounts.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Potential Discount Amount: Displays the portion of the invoice amount, which at the time the invoice was received, could have been deducted from the payment, based on the discount terms.

Discount Taken: Displays the portion of the invoice amount that was deducted from the payment amount, based on the discount terms.

Discount Lost: Displays the portion of the invoice amount that was eligible to be deducted from the payment amount, based on the payment discount terms, but was not deducted when payment was made.

Discount Lost as Percent of Potential Discount: Displays the percent of potential discount that was lost.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Late Payment Worksheet

Business Question

The business questions answered by this worksheet are:

- What invoices, and with which suppliers have I had the greatest amount of lost discounts due to late payments?
- How many days late have the late payments averaged?

This worksheet highlights late payment amounts, the amount of lost discount associated with each late payment, and the number of days the payment was late. This worksheet will help you to determine the biggest contributors to your lost discounts, and to take the appropriate corrective action.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Month: This reference to the Time dimension filters data in the report for a specific Gregorian calendar month. You can drill to the Year, Half-Year, Quarter, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Supplier: This reference to the Trading Partner dimension is set to the 'All'' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Late Payment Amount: Displays the invoice amount that was paid after the deadline to be eligible for a payment discount. If there are multiple deadlines, with the discount amount varying based on how early the payment is made, then this column will display the total invoice amount not paid by the first deadline.

Lost Discount Amount: Displays the portion of the invoice amount that was eligible to be deducted from the payment amount, based on the payment discount terms, but was not deducted when payment was made.

Late Payment Days: Displays the number of days the payment was late based on the first payment discount deadline.

Row Items

Invoice Number: This attribute displays the invoice numbers for all approved invoices. This is not a dimension, so there is no drill down capability.

Security

Standard Purchasing Intelligence Security.

Early Payment Worksheet

Business Question

The business question answered by this worksheet is:

Am I paying suppliers too soon, and what is the cost to my organization for making those payments too soon?

This worksheet summarizes the payments that were made sooner than required. Early payments may cost your organization based on its cost of capital and cash flow strategies. This worksheet will help you to time your payments just right, maximizing your organizations utilization of cash resources.

Parameter Page

A parameter page is displayed when this worksheet is first opened. You will be asked to input values for the following parameters:

Cost of Capital: Enter the whole number (e.g., 25 instead of .25) that reflects the percentage for your organization's cost of capital. The cost of capital is the rate of return that your organization can gain using its cash resources.

Page Items

Supplier: This reference to the Trading Partner dimension is set to the 'All' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Month: This reference to the Time dimension filters data in the report for a specific Gregorian calendar month. You can drill to the Year, Half-Year, Quarter, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Column Items

Early Payment Amount: Displays the invoice amount that was paid either before a payment discount deadline or before the net payment deadline.

Early Payment Days: Displays the number of days the payment was early based on the deadline for either the net payment or the payment discount taken.

Opportunity Cost of Early Payments: Displays the amount that could have been saved if the payment were made on the deadline date. The cost of capital is applied to the Early Payment Amount to determine this value.

Row Items

Invoice Number: This attribute displays the invoice numbers for all approved invoices. This is not a dimension, so there is no drill down capability.

Security

Standard Purchasing Intelligence Security.

Invoices Without Discounts Worksheet

Business Question

The business questions answered by this worksheet are:

- Which purchasing and payables organizations within my enterprise are the most effective at negotiating discounts with my suppliers?
- Where are the greatest opportunities for saving money through the negotiation of payment discounts?
- Which suppliers are not giving me payment discounts?

This worksheet has been designed to reveal the AP Spend that has not been receiving payment discounts. Payment discounts can be a significant source of savings for an organization, and must be considered when negotiating contracts with suppliers.

Page Items

Supplier: This reference to the Trading Partner dimension is set to the 'All' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

AP Clerk: This reference to the Person dimension is set to the 'All' level. You can drill to the Person level to view your AP Spend processed by a particular clerk.

Column Items

Invoice Amount: Displays the total invoice amount for approved invoices.

Invoice Amount without Discounts: Displays the total invoice amount for approved invoices that did not have payment discounts available.

Percent of Invoice Amount without Discounts: Displays the portion of the invoice amount that did not have payment discounts, as a percentage of the total invoice amount.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Discounts at Risk Worksheet

Business Question

The business questions answered by this worksheet are:

- Which organizations have the greatest backlog of payments that are at risk of losing the ability to take payment discounts?
- With which suppliers do I have the most payment discount at risk?

This worksheet will help you to identify unpaid invoices that are at risk of losing their payment discounts. This worksheet will help you to identify the organizations with the most discounts at risks, the suppliers that must be paid, and other detailed information about unpaid invoices with payment discounts at risk.

Page Items

Supplier: This reference to the Trading Partner dimension is set to the 'All' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month,

Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Month: This reference to the Time dimension filters data in the report for a specific Gregorian calendar month. You can drill to the Year, Half-Year, Quarter, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Column Items

Discount Amount At Risk: Displays potential discount amount at risk of being lost, if payment is not made before the payment deadline.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Supplier Performance Workbook

The Supplier Performance workbook analyzes the quality, delivery, service and price performance of your suppliers. It will help you to evaluate your suppliers on historical data, so that you can make strategic decisions on which suppliers to keep, discontinue, or to focus your attention on in order to improve their performance. This workbook contains a scorecard that gives you a high level view of supplier performance. You can then analyze individual transactions that contributed to a supplier's score.

Aggregate Score Worksheet, page 3-34

Supplier Scorecard Worksheet, page 3-35

Scorecard Detail Worksheet, page 3-37

Quality Detail Worksheet, page 3-39

Inspections Worksheet, page 3-40

Delivery Detail Worksheet, page 3-41

Deliveries Worksheet, page 3-42

Price Detail Worksheet, page 3-43

Supplier Survey Worksheet, page 3-44

Aggregate Score Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my suppliers has improved their performance over the last six months?
- With which suppliers should I consolidate my purchases?

This worksheet provides an analysis of overall supplier performance from month to month. Using this worksheet, you will be able to identify performance trends that require corrective action. You can view a supplier's performance for a particular organization, or analyze their performance for the entire enterprise.

Parameter Page

A parameter page appears when you first open this workbook, asking you to input Supplier Scorecard weights. For each field, enter the whole number between 0 and 100 that you would like to use to weight each component of the total supplier score. The sum of the values on this parameter page must equal 100.

The parameter page opens with the following value in each field:

" * "

If you leave this value, the default that is stored in the runtime Enterprise Data Warehouse will be used.

Survey Score Weight: Enter the value to weight the Survey Score component of the total supplier score.

Quality Score Weight: Enter the value to weight the Quality Score component of the total supplier score.

Price Score Weight: Enter the value to weight the Price Score component of the total supplier score.

Delivery Score Weight: Enter the value to weight the Delivery Score component of the total supplier score.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier : This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Column Items

Aggregate Score: Displays the aggregate, or total score for a supplier. Each component score, including Price, Quality, Delivery and Service, is weighted using the corresponding weight factor entered in the parameter form. The weighted scores are then added together to determine the Total Supplier Score.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Supplier Scorecard Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my suppliers has had the best quality ratings across all items?
- Why has a supplier's overall performance increased or decreased?
- Have my suppliers met or exceeded my expectations for improvement in quality, delivery and price?

This worksheet provides an analysis of the individual component scores for the supplier scorecard, as well as an aggregate score. This worksheet allows you to identify the areas that suppliers are performing well in, or the areas in which they have scored poorly. From this worksheet, you will be able to drill into further detail to uncover specific performance problems.

Parameter Page

A parameter page appears when you first open this workbook, asking you to input Supplier Scorecard weights. For each field, enter the whole number between 0 and 100 that you would like to use to weight each component of the total supplier score. The sum of the values on this parameter page must equal 100.

The parameter page opens with the following value in each field:

" * "

If you leave this value, the default that is stored in the runtime Enterprise Data Warehouse will be used.

Survey Score Weight: Enter the value to weight the Survey Score component of the total supplier score.

Quality Score Weight: Enter the value to weight the Quality Score component of the total supplier score.

Price Score Weight: Enter the value to weight the Price Score component of the total supplier score.

Delivery Score Weight: Enter the value to weight the Delivery Score component of the total supplier score.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier: This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Column Items

Weighted Price Score: Displays the price score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is determined by comparing the average price that a supplier gives for goods or services, to the target price, which is the best price given for those goods or services during the same time period. The closer a supplier is to the target price, the higher the supplier's price score will be. The price score is calculated in the following way:

Price Score = (Transaction Quantity Ordered * (Target Price/ Price))/Total Quantity Ordered

Weighted Quality Score: Displays the quality score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is a reflection of the percentage of goods accepted after inspection, for a given supplier. The quality score is calculated in the following way:

Quality Score = (1 - Quantity Rejected/Quantity Received) * 100

Weighted Delivery Score: Displays the delivery score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is a reflection of the percentage of on-time deliveries for that supplier. The delivery score is calculated as follows:

Delivery Score = (Quantity Received- Quantity Received Early - Quantity Received Late)/(Quantity Received + Quantity Past Due) * 100

Weighted Survey Score: Displays the survey score multiplied by the corresponding weight factor entered in the parameter page for this worksheet. This score is a reflection of the average score received by that supplier during a given time period. Scores at the lowest time period are averaged together. For each level in the Time dimension, scores continue to be averaged as they are rolled up to the level that you want to analyze. Each individual Survey Score is calculated as follows:

Survey Score = ((Score -Minimum Score)/(Maximum Score -Minimum Score)) * 100

Survey scores are entered through special survey forms available in the Oracle Applications source environment. The surveys themselves are created in the same environment, which is where the maximum and minimum scores are defined.

Aggregate Score: Displays the aggregate, or total score for a supplier. Each component score, including Price, Quality, Delivery and Service, is weighted using the corresponding weight factor entered in the parameter form. The weighted scores are then added together to determine the Total Supplier Score.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Scorecard Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my suppliers has had the best quality ratings across all items?
- Why has a supplier's overall performance increased or decreased?
- Have my suppliers met or exceeded my expectations for improvement in quality, delivery and price?
- With which items or commodities are my suppliers performing the worst?
- For a given supplier, which supplier sites are performing better than the others?

This worksheet provides a more detailed analysis of the individual component scores for the supplier scorecard. This worksheet does not include the Survey Score, because due to the nature of the survey score data, it limits the number of dimensions that can be used to analyze supplier performance.

Using this worksheet, you can analyze the unweighted supplier scores for Price, Delivery and Quality, using more dimensions than are available in the Supplier Scorecard worksheet. From this worksheet, you will be able to drill into further detail to uncover specific performance problems.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Supplier: This reference to the Trading Partner dimension is set to the 'All' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

Quality Score: This score is a reflection of the percentage of goods accepted after inspection, for a given supplier. The quality score is calculated in the following way:

Quality Score = (1 - Quantity Rejected/Quantity Received) * 100

Delivery Score: This score is a reflection of the percentage of on-time deliveries for that supplier. The delivery score is calculated as follows:

Delivery Score = (Quantity Received- Quantity Received Early - Quantity Received Late)/(Quantity Received + Quantity Past Due) * 100

Price Score: This score is determined by comparing the average price that a supplier gives for goods or services, with the best price for those goods or services during the same time period. The closer a supplier is to the target price, the higher the supplier's price score will be. The price score is calculated in the following way:

Price Score = (Transaction Quantity Ordered * (Target Price/ Price))/Total Quantity Ordered

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Quality Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's score?
- Are my suppliers performing better for some business units than for others?

This worksheet provides a more detailed analysis of the quality component score for the supplier scorecard. Using this worksheet, you can determine the operating units, commodities, items, and locations where quality is an issue, and then take corrective action.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Supplier: This reference to the Trading Partner dimension is set to the 'All' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

Quantity Received: This column displays the total number of units received.

Quantity Rejected: This column displays the total number of units rejected when inspected.

Percent Rejected: This column indicates the percent of goods or services rejected upon inspection.

Unit: This is the unit of measure used for comparing the quantity received to the quantity rejected.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Inspections Worksheet

Business Question

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's score?
- Are my suppliers performing better for some business units than for others?

This worksheet provides the most detailed analysis of individual transactions that contributed to poor quality performance. Using this worksheet, you can pinpoint the receipt numbers for the problem shipments, determine the supplier, and take corrective action.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier: This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

Receipt Number: The receipt number can be used to analyze data for a specific sheet.

Quantity Rejected: This column displays the total number of units rejected when inspected.

Quantity Accepted: This column displays the total number of units accepted when inspected.

Unit: This is the unit of measure used for comparing the quantity received to the quantity rejected.

Row Items: No row items associated with this spreadsheet.

Security

Standard Purchasing Intelligence Security.

Delivery Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's delivery score?
- Are my suppliers performing better for some business units than for others?

Using this worksheet, you can determine the operating units, commodities, items, and locations where a supplier's delivery performance is an issue.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Supplier:

This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

Quantity Received or Past Due: This column reflects the total quantity that should have been received.

Quantity On Time: This column displays the total number of units received on time. Deliveries are considered on time when they are made within the delivery window specified on the purchase order.

Percent On Time: This column reflects the percent of on time deliveries. It is calculated by dividing the quantity that was received on time, by the quantity that should have been received.

Unit: This column indicates the unit of measure used to compare the receipt data on this worksheet.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Deliveries Worksheet

Business Question

The business questions answered by this worksheet are:

- What specific transactions caused a decrease in my supplier's delivery score?
- Are my suppliers performing better for some business units than for others?

Using this worksheet, you can analyze specific receipt transactions to determine the volume of units received from a supplier, where the shipments are being sent, and other receiving information. This worksheet allows you to drill to transaction level details.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier: This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

Receipt Number: This column lists the receipt number for each receipt transaction.

Quantity Received: This column reflects the total quantity received.

Unit: This column indicates the unit of measure used to compare the receipt data on this worksheet.

Row Items

No row items associated with this spreadsheet.

Security

Standard Purchasing Intelligence Security.

Price Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- What purchases caused a decrease in my supplier's price score?
- With which items is my supplier most competitive based on price?

This worksheet has been designed to help you determine why a supplier is not performing in price. This worksheet will help you to see the average price that a supplier is giving you for the items you purchase, and how the average price compares to the best prices you are getting from other suppliers for the same items.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific

Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Supplier: This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Column Items

Average Price: This column contains the average price received for all items purchased. A common unit of measure and a common currency are used to calculate the average.

Average Target Price: This column contains the average target price for all items purchased. A common unit of measure and a common currency are used to calculate the average. Target price is determined by finding the best price available at the time a purchase was made.

Price Difference: This column reflects the total quantity received.

Unit: This column indicates the unit of measure used to compare the receipt data on this worksheet.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Supplier Survey Worksheet

Business Question

The business questions answered by this worksheet are:

- How have my suppliers improved their service to me?
- Are there certain areas in which a supplier needs to improve their service?

This worksheet highlights the performance of each supplier using criteria that you define. You have the ability to create surveys with questions that you define, and then use them to enter service-oriented data about the suppliers you work with. This worksheet lists the survey scores for each criterion that you have defined.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can drill down the dimension to the Business Group, Legal Entity, Operating Unit or Internal Organization levels.

Column Items

Survey Score: Displays the survey score for a supplier. This score is a reflection of the average score received by that supplier during a given time period. Scores at the lowest time period are averaged together. For each level in the Time dimension, scores continue to be averaged as they are rolled up to the level that you want to analyze. Each individual Survey Score is calculated as follows:

Survey Score = ((Score -Minimum Score)/(Maximum Score -Minimum Score)) * 100

Survey scores are entered through special survey forms available in the Oracle Applications source environment. The surveys themselves are created in the same environment, which is where the maximum and minimum scores are defined.

Criteria: This is a reference to the Lookup dimension. Each survey question that you create is entered as a lookup code in Oracle Applications. This dimension will list each question that has been defined, so that you can analyze a supplier's performance for a specific area that you are measuring.

Row Items

Supplier: This reference to the Trading Partner dimension is set to the 'Supplier' level. This level filters the supplier scores for a specific supplier. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Security

Standard Purchasing Intelligence Security.

Supply Base Optimization Workbook

The Supply Base Optimization workbook has been designed to walk you through the decision making process for consolidating suppliers. It begins with an analysis of spend, so that you can determine which suppliers are key to your procurement strategy, and how many suppliers you have for a given commodity or item. The workbook analysis then provides a way for you to compare each supplier's performance. For

Dunn and Bradstreet users, additional analysis of each supplier's credit and financial risks is available, as well as an analysis to determine the level of dependency that a supplier has on your purchases. Finally, there is a "what if" scenario worksheet provided to determine the potential savings, based on historical information, if suppliers were consolidated.

PO Purchases Trend Worksheet, page 3-46

PO Purchase Detail Worksheet, page 3-47

Supplier Performance Worksheet, page 3-48

Supplier Consolidation Savings Worksheet, page 3-50

Risk Assessment Worksheet, page 3-50 (Requires Dun and Bradstreet Data)

Risk Assessment Detail Worksheet, page 3-52 (Requires Dun and Bradstreet Data)

Financial Assessment Worksheet, page 3-54 (Requires Dun and Bradstreet Data)

Supplier Dependency Worksheet, page 3-55 (Requires Dun and Bradstreet Data)

PO Purchases Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- What commodities and items are increasing or decreasing in purchase volume?
- Is there a need to increase or decrease the number of suppliers for a given item or commodity because of a change in the amount being purchased?

This worksheet provides a comparison from month to month of purchase order purchases. It will help you identify purchasing trends that may require additional analysis, or corrective action. This worksheet will help you to identify commodities or items that have need for supplier consolidation.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Purchases: Displays the purchase order amount for approved purchase orders.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Purchase Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- How many suppliers do I have for each item or commodity?
- What is the spend distribution with each supplier, for a given item or commodity?

This worksheet provides a starting point for a detailed analysis of purchase order purchases. Using this worksheet, you can determine the number of suppliers for each commodity or item, and how much is being spent with each supplier. This information will help you to consolidate your suppliers appropriately.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Commodity: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the 'All' level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Geography: This reference to the Geography dimension is set to the 'All' level. This dimension allows you to group your purchases according to the geographical region associated with the supplier site that the goods or services were purchased from. You can drill to various levels within this dimension, including World Area, Country, Region, State/Province, State/Province Region, Postal Code, and City.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

SIC Code: This column is an attribute of the Trading Partner dimension, and lists the Standard Industrial Classification code for each supplier listed in the worksheet.

PO Purchases: Displays the total purchase order amount for approved purchase orders.

Percent of Total PO Purchases: Displays the percentage of the total PO purchases displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier: This reference to the Trading Partner dimension is set to the 'Parent Trading Partner -4' level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site: This reference to the Trading Partner dimension is set to the 'Supplier Site' level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security.

Supplier Performance Worksheet

Business Question

The business questions answered by this worksheet are:

- Which of my suppliers has had the best quality ratings across all items?
- Why has a supplier's overall performance increased or decreased?
- Have my suppliers met or exceeded my expectations for improvement in quality, delivery and price?
- With which items or commodities are my suppliers performing the worst?

- For a given supplier, which supplier sites are performing better than the others?

This worksheet provides a more detailed analysis of the individual component scores for the supplier scorecard. This worksheet does not include the Survey Score, because due to the nature of the survey score data, it limits the number of dimensions that can be used to analyze supplier performance.

Using this worksheet, you can analyze the unweighted supplier scores for Price, Delivery and Quality, using more dimensions than are available in the Supplier Scorecard worksheet. From this worksheet, you will be able to drill into further detail to uncover specific performance problems.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Quality Score: This score is a reflection of the percentage of goods accepted after inspection, for a given supplier. The quality score is calculated in the following way:

Quality Score = (1 - Quantity Rejected/Quantity Received) * 100

Delivery Score: This score is a reflection of the percentage of on-time deliveries for that supplier. The delivery score is calculated as follows:

Delivery Score = (Quantity Received- Quantity Received Early - Quantity Received Late)/(Quantity Received + Quantity Past Due) * 100

Price Score: This score is determined by comparing the average price that a supplier gives for goods or services, with the best price for those goods or services during the same time period. The closer a supplier is to the target price, the higher the supplier's price score will be. The price score is calculated in the following way:

Price Score = (Sum of (Quantity Ordered * (Target Price/ Price)) for each transaction)/Quantity Ordered

Row Items

Supplier: This reference to the Trading Partner dimension is set to the 'Supplier' level. This dimension lists the suppliers that meet the query criteria. You can also drill to one of four Parent Trading Partner levels or the Supplier Site level.

Security

Standard Purchasing Intelligence Security.

Supplier Consolidation Savings Worksheet

Business Question

The business questions answered by this worksheet are:

- How much could I save consolidating my purchases with one supplier to another?
- How much would I save if I consolidate all my purchases to a single supplier?

This worksheet provides a 'what-if' analysis of potential savings that could be realized by consolidating your suppliers. Potential savings based on historical data is calculated for Price, Quality, and Delivery performance. All potential savings is calculated based on consolidation for a particular item.

Parameter Page

A parameter page appears when you first open this workbook, asking you to input information used in calculating potential savings resulting from supplier consolidation. There are no default settings for these parameters.

Consolidate Supplier: Enter the supplier that you do not want to buy from anymore, or leave this field with the 'All' value to indicate that you want to consolidate all suppliers into a single supplier.

Item: Enter the item number for which you want to consider reducing the number of suppliers.

Preferred Supplier: Enter the supplier for which you want to increase purchases. Purchases with other suppliers will be consolidated to this supplier.

Cost per Quality Defect Exception: Enter the true per unit cost to your organization when there is a quality defect.

Cost per Delivery Exception: Enter the true per unit cost to your organization when there is a late or early delivery.

Start Date: Enter the beginning date for the time period that you want to consider for the 'what-if' analysis of potential savings when suppliers are consolidated.

End Date: Enter the ending date for the time period that you want to consider for the 'what-if' analysis of potential savings when suppliers are consolidated.

Column Items

Price: This column calculates the price savings that would have been realized during the specified time period had the purchases been made using the supplier indicated in the 'Preferred' parameter field. The potential price savings is determined by taking the difference between the best, preferred supplier price, and the price from the consolidated suppliers; then, multiplying by the quantities ordered.

Quality: This column calculates the quality savings that would have been realized during the specified time period had the purchases been made using the supplier indicated in the 'Preferred' parameter field. The potential quality savings is determined by taking the difference between the number of rejected units from the preferred supplier, and the number of rejected units from the consolidated suppliers. This quantity is then multiplied by value entered in the parameter form for the cost per quality defect.

Delivery: This column calculates the delivery savings that would have been realized during the specified time period had the purchases been made using the supplier indicated in the 'Preferred' parameter field. The potential delivery savings is determined by taking the difference between the number of late units from the preferred supplier, and the number of late units from the consolidated suppliers. This quantity is then multiplied by value entered in the parameter form for the cost per delivery exception.

Total: This column reflects the sum of the potential savings for price, quality, and delivery.

Security

Standard Purchasing Intelligence Security.

Risk Assessment Worksheet

Business Question

The business questions answered by this worksheet are:

- For the suppliers I am considering consolidating, how strong of a credit rating do the suppliers have?
- What is the risk that my suppliers will go out of business?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their financial stability. The D&B rating is displayed, which indicates credit rating information. You can also use this worksheet to determine the likelihood a company will fail, and how that supplier's failure rate compares to others in the industry.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month,

Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Commodity: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the 'All' level.

Column Items

PO Purchases: Displays the purchase order amount for approved purchase orders.

D&B Rating: This column is populated from information in the DUNS dimension. It is a general classification based on the estimated strength and composite credit appraisal of the supplier. The first two positions represent the net worth of the company. The last position is the composite credit appraisal assigned the company by a Dun and Bradstreet business analyst.

Failure Score: This column displays a statistically valid score predicting the business establishment's potential for failure and the likelihood that a company will obtain legal relief from creditors in full over the next 18 months. If the supplier is not headquarters, then the score for headquarters is used.

Failure Industry Percentile Rank: This column is populated from information stored in the DUNS dimension, and reflects the relative ranking of a company among all the companies that can be scored, in its own industry group.

Failure Industry Incidence of Default: This column is populated from the information in the DUNS dimension, and reflects the proportion of firms with scores in this range that discontinued operations with loss to creditors.

Last Update Date: This column reflects the last date for which the Dun and Bradstreet data was refreshed.

Security

Standard Purchasing Intelligence Security.

Risk Assessment Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- For the suppliers I am considering consolidating, how strong of a credit rating do the suppliers have?
- What is the risk that my suppliers will go out of business?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their financial stability. The D&B rating is displayed, which indicates credit rating information. You can also use this worksheet to determine the likelihood a company will fail, and how that supplier's failure rate compares to others in the industry.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Page Items

UN/SPSC Commodity: This reference to the UN/SPSC dimension filters the data on the worksheet to the UN/SPSC commodity code selected. You can also drill to various levels within the UN/SPSC commodity code hierarchy, including Segment, Family, Class, and Business Function.

Item: This reference to the Item dimension is at the 'All' level. You can drill down to the Commodity, Item or the Item Revision level.

Column Items

Delinquency Score: This column is populated from the information in the DUNS dimension. It is a statistically modeled score predicting the business establishment's probability of delinquent payment within the next 12 months. The score is derived from various D&B data including payment history, credit rating, year started, SIC code, and other data. The score goes from 0 to 100. The higher the score, the lower the probability of delinquency.

Paydex: This column is populated from information in the DUNS dimension. It is a 2-digit score, exclusive to Dun and Bradstreet, which appraises a company's payment history, as shown in the following table. This index is derived from the dollar-weighted average of the combined individual payment experiences of a company.

100	Anticipated
90	Discount
80	Prompt
70	Slow to 15
50	Slow to 30
40	Slow to 60
30	Slow to 90
20	Slow to 120
999	Unavailable

Number of Employees: This column is populated from information in the DUNS dimension. It represents the total number of employees that work for the business establishment.

Bankruptcy: This column is populated from information in the DUNS dimension. It indicates that the business establishment has filed for bankruptcy. Branch offices for a supplier are reported identically to the headquarters office.

Number of Suits: This column is populated from information in the DUNS dimension. It indicates the number of open suits filed by a plaintiff against the business establishment in a court of law in which the plaintiff seeks monetary or non-monetary relief. Proceedings are commenced by issuance of the statement of claim.

Number of Judgments: This column is populated from information in the DUNS dimension. It represents the number of open judgments against the business establishment. The decision of a judge which finally disposes of an action in court.

Row Items

Global Headquarters: This reference to the DUNS dimension lists the highest level of a corporate structure. It is the organization to which all subsidiaries report. You can drill to the Headquarters (Domestic) level, Parent (Domestic), Ultimate (Domestic), or the DUNS number level using this dimension.

Supplier Site: This reference to the DUNS dimension lists the lowest level suppliers within a corporate structure. The DUNS numbers are assigned to a specific site or location of a supplier. You can drill to the Ultimate (Domestic), Parent (Domestic), Headquarters (Domestic), or Global Ultimate levels.

Security

Standard Purchasing Intelligence Security.

Financial Assessment Worksheet

Business Question

The business questions answered by this worksheet are:

- For the suppliers I am considering consolidating, how strong are they financially?
- What is the risk that my suppliers will go out of business?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their financial stability. Basic financial measurements can be analyzed, including their annual revenues, current assets and liabilities, and their cash position. With this information, you can make more informed decisions about your supply base, and get better results during negotiations.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Page Items

UN/SPSC Commodity: This reference to the UN/SPSC dimension filters the data on the worksheet to the UN/SPSC commodity code selected. You can also drill to various levels within the UN/SPSC commodity code hierarchy, including Segment, Family, Class, and Business Function.

Item: This reference to the Item dimension is at the 'All' level. You can drill down to the Commodity, Item or the Item Revision level.

Column Items

Annual Sales Revenue: This column is populated from the DUNS dimension, and represents the value of a company's sales for a 12 month period.

Current Assets: This column is populated from the DUNS dimension, and represents the current value of a business including property, cash, etc.

Current Liabilities: This column is populated from the DUNS dimension, and represents the current debts outstanding of a business.

Cash: This column is populated from the DUNS dimension, and represents the cash value for cash dealings of a business.

D&B Last Updated Date: This column reflects the last date for which the D&B data was refreshed or updated.

Row Items

Global Headquarters: This reference to the DUNS dimension lists the highest level of a corporate structure. It is the organization to which all subsidiaries report. You can drill to the Headquarters (Domestic) level, Parent (Domestic), Ultimate (Domestic), or the DUNS number level using this dimension.

Supplier Site: This reference to the DUNS dimension lists the lowest level suppliers within a corporate structure. The DUNS numbers are assigned to a specific site or location of a supplier. You can drill to the Ultimate (Domestic), Parent (Domestic), Headquarters (Domestic), or Global Ultimate levels.

Security

Standard Purchasing Intelligence Security.

Supplier Dependency Worksheet

Business Question

The business question answered by this worksheet is:

For the suppliers I am considering consolidating, how dependent are the suppliers on my organization's purchases?

This worksheet uses Dun and Bradstreet information about your suppliers to determine their annual sales, and also presents your annual spend with that supplier. Understanding how your purchases impact each given supplier will help you to make better decisions when consolidating, and will better prepare you for contract renegotiations.

This worksheet requires that the DUNS and UN/SPSC dimensions be populated with data.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the accounting date associated with the invoice.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

UN/SPSC Commodity: This reference to the UN/SPSC dimension filters the data on the worksheet to the UN/SPSC commodity code selected. You can also drill to various levels within the UN/SPSC commodity code hierarchy, including Segment, Family, Class, and Business Function.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

DUNS Number: This column is populated from the DUNS dimension, and contains the Dun and Bradstreet DUNS number that corresponds to each supplier.

AP Spend: Displays the invoice amount for approved invoices.

Supplier Sales: This column is populated from the DUNS dimension, and represents the annual sales revenue for each supplier. The number represented is always displayed in US Dollars.

Row Items

Global Headquarters: This reference to the DUNS dimension lists the highest level of a corporate structure. It is the organization to which all subsidiaries report. You can drill to the Headquarters (Domestic) level, Parent (Domestic), Ultimate (Domestic), or the DUNS number level using this dimension.

Supplier Site: This reference to the DUNS dimension lists the lowest level suppliers within a corporate structure. The DUNS numbers are assigned to a specific site or location of a supplier. You can drill to the Ultimate (Domestic), Parent (Domestic), Headquarters (Domestic), or Global Ultimate levels.

Security

Standard Purchasing Intelligence Security.

Productivity Analysis Workbook

The Productivity Analysis workbook allows you to measure the efficiency of your purchasing organization. Transaction volumes for purchase orders and receipts can be analyzed, so that you can relate your purchasing organization's performance with any variability in workload. Several cycle time analyses, such as purchase order creation, will give you visibility into your organization's performance.

PO Transaction Volume Trend Worksheet, page 3-57

PO Transaction Volume Detail Worksheet, page 3-58

PO Line Item Summary Worksheet, page 3-60

Receipt Volume Trend Worksheet, page 3-61

Receipt Detail Worksheet, page 3-62

Order to Pay Worksheet, page 3-63

Receive to Pay Worksheet, page 3-64

PO Approval Worksheet, page 3-65

Receive to Deliver Worksheet, page 3-66

PO Transaction Volume Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- Is my purchasing organization seeing an increase in workload?
- How many employees are processing transactions, and should I consider hiring more?

This worksheet provides a comparison from month to month of purchase order header volumes. Although the size and complexity of each purchase order may vary, this worksheet will help you to get a feeling for the workload being processed.

Only approved purchase orders are counted in this worksheet.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Distinct Purchase Orders: Displays the number of distinct purchase order numbers. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order headers.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Transaction Volume Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- How much purchase order volume is each business unit processing?
- For which suppliers, commodities, or geographical areas are the majority of purchase orders being created?
- How can the volume of purchase orders be reduced?

This worksheet provides a detailed analysis of purchase order volumes. Although the size and complexity of each purchase order may vary, this worksheet will help you to get a feeling for the workload being processed for individual operating units. It can also help you to understand the volume of purchase orders associated with specific items, commodities, or suppliers.

Only approved purchase orders are counted in this worksheet.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Purchase Orders: Displays the number of distinct purchase order numbers. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order headers.

Average Purchase Amount: Displays the average total amount for each purchase order.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Line Item Summary Worksheet

Business Question

The business questions answered by this worksheet are:

- How many purchase order line entries is each business unit processing?
- Which items or commodities are responsible for the greatest number of purchase order lines?
- How can the volume of purchase order lines be reduced?

This worksheet provides a detailed analysis of purchase order line volumes. This worksheet will help you to understand the complexity of the purchase orders being processed, and a more accurate detailed account of the workload your purchasing organization is processing. Using this worksheet you can determine areas where purchase orders can be consolidated, resulting in fewer lines processed.

Only approved purchase orders are counted in this worksheet.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Operating Unit: This reference to the Internal Organization dimension filters the data on the worksheet based on the operating unit selected. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Number of Lines: Displays the number of purchase order lines processed. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order lines.

Average Purchase Amount: Displays the average purchase amount for each purchase order line.

Row Items

Commodity: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level.

Security

Standard Purchasing Intelligence Security.

Receipt Volume Trend Worksheet

Business Question

The business question answered by this worksheet is:

What are the trends or patterns that my receiving clerks need to plan for, and are these trends changing?

This worksheet provides a month-to-month comparison of receipt transactions. Important trends and patterns can be identified, so that your receiving clerks can plan for peak receiving activity.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Receipts: Displays the number of receipt transactions processed. In Oracle Applications, each receipt transaction can have multiple lines. This column displays the number of receipt transactions.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Organization: This reference to the Internal Organization dimension lists each inventory organization. You can drill up or down the dimension to the Operating Unit, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Receipt Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- How many receipts are being processed by each inventory organization?
- How many other receiving transactions, such as corrections and returns, are being processed?

This worksheet provides a detailed analysis of receiving activity. Using this worksheet you will be able to determine which organizations are processing the most receipts, and which commodities and suppliers are responsible for the shipments received. You will also be able to measure the additional workload placed on receiving clerks when there are returns, or when the clerks have to enter corrections because the shipment was incorrectly received.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Column Items

Number of Receipts: Displays the number of receipt transactions processed. In Oracle Applications, each receipt transaction can have multiple lines. This column displays the number of receipt transactions.

Number of Corrections: Displays the number of corrections made to receipts. In Oracle Applications, entering an additional transaction, called a correction, is the only way to modify a receipt.

Number of Return to Vendor Transactions: Displays the number of Return to Vendor transactions.

Return to Vendor as a Percent of Receipts: This column compares the number of

Return to Vendor transactions to the number of receipts, and reports the comparison as a percentage.

Row Items

Category: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the 'All' level.

Security

Standard Purchasing Intelligence Security.

Order to Pay Worksheet

Business Question

The business questions answered by this worksheet are:

- How long does it take from the time that an order is sent to a supplier, until the time that I have paid the supplier?

- Are the cycle times increasing?

This worksheet provides a month-to month comparison of the cycle times for sending an order to a supplier and then paying that supplier. Important trends can be identified using this worksheet, so that you can take action as necessary.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All'' level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All'' level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items

Order to Pay Average Cycle Time (Days): Displays the average number of days from the time a purchase order is sent to the supplier, until the time that payment is sent.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Receive to Pay Worksheet

Business Question

The business questions answered by this worksheet are:

- How long does it take from the time that I receive goods until the time that I pay for them?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes from receipt of goods until the time that the supplier is paid. Important trends can be identified using this worksheet, so that you can take action as necessary.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the

Assignment level to view your purchases for a particular Buyer.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items

Receive to Pay Average Cycle Time (Days): Displays the average number of days from the time goods have been received, until the time that payment is sent.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Approval Worksheet

Business Question

The business questions answered by this worksheet are:

- How long does it take from the time that I create a purchase order until the time that it is approved?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes to create and approve purchase orders. Important trends can be identified using this worksheet, so that you can take action as necessary.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four

Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items

PO Approval Average Cycle Time (Days): Displays the average number of days from the time a purchase order is created until the time that it is approved.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Receive to Deliver Worksheet

Business Question

The business questions answered by this worksheet are:

- How long does it take from the time that I receive the goods, until the time that they are delivered into inventory?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes to receive and then deliver goods. Important trends can be identified using this worksheet, so that you can take action as necessary.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Receiving Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items

Receive to Deliver Average Cycle Time (Days): Displays the average number of days from the time goods are received until the time that they are delivered.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Buyer Analysis Workbook

The Buyer analysis workbook has been designed to help you monitor the performance of the individual buyers in your purchasing organizations. Using this worksheet, you will be able to measure if a buyer is improving in his/her use of contracts, how productive they are, and how long it is taking them to get purchase orders approved.

Leakage Trend Worksheet, page 3-68

Leakage Trend Worksheet

Business Question

The business question answered by this worksheet is:

Is contract leakage for a particular buyer being reduced?

This worksheet provides a comparison from month to month of off contract purchases. Off contract purchases occur when a one-time order is placed with a supplier, instead of using a negotiated contract.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Column Items

Contract Leakage: Displays the purchase order amount for approved purchase orders that represent off contract purchases.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

Potential Savings Worksheet

Business Question

The business questions answered by this worksheet are:

- Which buyer has caused the most contract leakage?
- What are the potential savings opportunities if the contract leakage is eliminated?

This worksheet highlights the amount of purchases that are off-contract, and how much savings could have been realized if contract leakage were eliminated. It helps you to identify where the problems are occurring so that you can quickly take action to prevent further contract leakage. This worksheet allows you to focus on the buyers that are causing the most leakage.

The amounts shown on this worksheet only reflect approved purchase orders.

Exceptions

Positive Potential Savings Greater Than 1000: This exception will highlight in green any values in the Positive Potential Savings column that are greater than or equal to 1000.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All" level. Data for all buyers is displayed. You can drill down to individual buyers by drilling to the Person level.

Column Items

PO Purchases: Displays the purchase order amount for approved purchase orders.

Contract Purchases: Displays the purchase order amount for approved purchase orders that are contracts. This include all Oracle Application purchase order types, except Standard Purchase Orders.

Non-Contract Purchases: Displays the purchase order amount for approved, standard purchase orders, where a contract was not available at the time the items on the standard PO were purchased.

Contract Leakage: Displays the purchase order amount for approved, standard purchase orders, where a contract was available at the time the items on the standard PO were purchased

Positive Potential Savings: Displays the amount of money that would have been saved had the existing contract been used. The price on the contract was better than the price on the standard purchase order, resulting in positive savings.

Negative Potential Savings: Displays the amount of money that would have been lost had the existing contract been used. The price on the standard purchase order was better than the price on the contract, which indicates that the contract may need to be renegotiated.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Purchases Trend Worksheet

Business Question

The business questions answered by this worksheet are:

- What commodities and items are increasing or decreasing in purchase volume?
- Which of my suppliers has had the largest increase or decrease in purchases?
- Which operating units have contributed the most to an increase in spend?

This worksheet provides a comparison from month to month of purchase order purchases. It will help you identify purchasing trends that may require additional analysis, or corrective action.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the

purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

PO Purchases: Displays the purchase order amount for approved purchase orders.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Purchase Detail Worksheet

Business Question

The business questions answered by this worksheet are:

- What buyers are responsible for purchasing certain commodities and items?
- Who are my top suppliers and how much was spent with each?

This worksheet provides a starting point for a detailed analysis of purchase order purchases. Using this worksheet, you can answer difficult procurement questions that will focus your organizations efforts, and help to create and execute your procurement strategy.

The amounts shown on this worksheet only reflect approved purchase orders.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the

purchase order was first approved.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Geography: This reference to the Geography dimension is set to the 'All' level. This dimension allows you to group your purchases according to the geographical region associated with the supplier site that the goods or services were purchased from. You can drill to various levels within this dimension, including World Area, Country, Region, State/Province, State/Province Region, Postal Code, and City.

Commodity: This reference to the Item dimension aggregates data by commodities. You can drill down to the Item or the Item Revision level. You can also drill to the 'All' level.

Organization: This reference to the Internal Organization dimension is set to the 'All' level. You can also drill down to the Business Group, Legal Entity, Operating Unit, or Internal Organization levels.

Column Items

SIC Code: This column is an attribute of the Trading Partner dimension, and lists the Standard Industrial Classification code for each supplier listed in the worksheet.

PO Purchases: Displays the total purchase order amount for approved purchase orders.

Percent of Total PO Purchases: Displays the percentage of the total PO purchases displayed on the worksheet, for which each row in the worksheet represents.

Row Items

Ultimate Parent Supplier: This reference to the Trading Partner dimension is set to the 'Parent Trading Partner -4' level. This level lists the suppliers that are the highest in their respective corporate structures. You can drill down to one of three lower Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Supplier Site: This reference to the Trading Partner dimension is set to the 'Supplier Site' level. This level lists the sites corresponding to each supplier listed in the worksheet. You can also drill to one of four Parent Trading Partner levels or the Supplier level.

Security

Standard Purchasing Intelligence Security.

PO Transaction Volume Trend Worksheet

Business Question

The business question answered by this worksheet is:

Is a given buyer seeing an increase in workload?

This worksheet provides a comparison from month to month of purchase order header volumes. Although the size and complexity of each purchase order may vary, this worksheet will help you to get a feeling for the workload being processed.

Only approved purchase orders are counted in this worksheet.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Column Items

Number of Distinct Purchase Orders: Displays the number of distinct purchase order numbers. In Oracle Applications, a purchase order has four distinct parts: header, line, shipment and distribution. Purchase order headers can have multiple lines, which can in turn have multiple shipments and distributions. The value in this column reflects the number of purchase order headers.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

PO Approval Worksheet

Business Question

The business questions answered by this worksheet are:

- How long does it take for a given buyer to create and approve a purchase order?
- Is this cycle time increasing?

This worksheet provides a month-to month comparison of the time it takes to create and approve purchase orders. Important trends can be identified using this worksheet, so that you can take action as necessary.

Page Items

Year: This reference to the Time dimension filters data in the report for a specific Gregorian calendar year. You can drill down to Half-Year, Quarter, Month, Half-Month, Day, or the general ledger date. The date used for grouping transactions is the date the purchase order was first approved.

Supplier: This reference to the Trading Partner dimension is set to the 'All" level, meaning that data for all suppliers will be displayed. You can drill down to one of four Parent Trading Partner levels, the Supplier level, or the Supplier Site level.

Item: This reference to the Item dimension is set to the 'All" level, meaning that data for all items and commodities will be displayed. You can drill down to one of several category levels, the Item level, or the Item Revision level.

Buyer: This reference to the Person dimension is set to the 'All' level. You can drill to the Assignment level to view your purchases for a particular Buyer.

Ship-To Location: This reference to the Geography dimension is set to the 'All' level. You can drill down the dimension to the World Area, Country, Country Region, State, Postal Code, City, or Address levels. This dimension is based on the deliver-to location for the goods shipped.

Column Items

PO Approval Average Cycle Time (Days): Displays the average number of days from the time a purchase order is created until the time that it is approved.

Month: This reference to the Time dimension displays a column for each month in the given Gregorian calendar year. The date used for grouping transactions is the date the purchase order was first approved.

Row Items

Operating Unit: This reference to the Internal Organization dimension lists each operating unit. You can drill up or down the dimension to the Internal Organization, Legal Entity, or Business Group levels.

Security

Standard Purchasing Intelligence Security.

MBI Inventory Analysis Workbook

This topic explains MBI Inventory Analysis workbook that helps you measure inventory performance both onhand and intransit. It provides you the ability to track the inventory value trend over time for an operating unit and inventory quantity trend over time for individual items within an inventory organization. It allows you to also track the expired inventory using the expiration dates on the lots.

The Inventory Analysis workbook includes the following worksheets:

Period End Inventory Value by Organization Worksheet, page 3-75

Period End Inventory Value by Item Category Worksheet, page 3-77

Period End Inventory Value by Organization Item Worksheet, page 3-78

Expired Inventory Worksheet, page 3-80

Current Ending Inventory Levels Worksheet, page 3-82

Period Inventory Turns Worksheet, page 3-83

Period Average Inventory Value Trend Worksheet, page 3-85

Period End Inventory Quantity Trend Worksheet, page 3-86

Expired Inventory Value by Period Worksheet, page 3-88

Period End Inventory Value by Organization Worksheet

Business Question

The business questions answered by this worksheet are:

- What is the value of my onhand inventory?
- What is the value of in-transit inventory?

This worksheet displays the historical inventory value by organization summed across all inventory items. It also displays the inventory value subtotals for onhand and in-transit inventory and the total inventory value.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following condition:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Quarter: Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period: Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Row Dimensions

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Column Dimensions

- The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

- The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

Onhand: Displays the value of inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Intransit: Displays the value of inventory intransit. The intransit value is calculated as:

Intransit Value = SUM (Item Intransit Quantity * Item GL Unit Cost)

Total: Indicates the total inventory which calculated as the inventory onhand and the inventory in transit.

Total = Onhand Inventory value + Intransit value

Note: These columns may appear on a report or on a graph.

Period End Inventory Value by Item Category Worksheet

Business Question

The business questions answered by this worksheet are:

- What is the value of my onhand inventory?
- What is the value of in-transit inventory?

This worksheet displays the historical inventory value by inventory item category within each inventory organization. It also displays the inventory value subtotals for onhand and in-transit inventory and the total inventory value.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following condition:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Quarter: Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period: Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Item Category: Displays an item category. A category is a logical classification of items that have similar characteristics.

Inventory Item: Displays an item that is classified as an inventory item. For example, raw material.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Onhand: Displays the value of inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Intransit: Displays the value of inventory intransit. The intransit value is calculated as:

Intransit Value = SUM (Item Intransit Quantity * Item GL Unit Cost)

Total: Indicates the total inventory which calculated as the inventory onhand and the inventory in transit.

Total = Onhand Inventory value + Intransit value

Period End Inventory Value by Organization Item Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the value of my onhand inventory?
- What is the value of in-transit inventory?

This worksheet displays the historical inventory quantities and value by items within an inventory organization. It also displays the inventory quantity and value for onhand and in-transit inventory and the total inventory value.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following conditions:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Quarter: Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period: Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item: Displays an item that is classified as an inventory item. For example, raw material.

Unit of Measure: Displays the item unit of measure.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Onhand Value: Displays the value of inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Onhand Quantity: Displays the total number of inventory onhand.

Intransit Value: Displays the value of inventory intransit. The intransit value is calculated as:

Intransit Value = SUM (Item Intransit Quantity * Item GL Unit Cost)

Intransit Quantity: Displays the total number of inventory intransit.

Total Value: Indicates the total inventory which calculated as the inventory onhand and the inventory in transit.

Total = Onhand Inventory value + Intransit value

Total Quantity: Indicates the total number of inventory which is calculated as the inventory onhand and the inventory intransit.

TotalValue = Onhand Value + Intransit Value

Expired Inventory Worksheet

Business Question

The business question answered by this worksheet is:

What is the value of my expired inventory?

This worksheet displays the expired inventory from the current period's most recently collected inventory.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Projected Date: Enter the projected date of inventory expiry. The worksheet displays all the expired items projected to expire prior to the specified date.

Conditions

This worksheet uses the following condition:

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Current Inventory Status Filter: Represents the data filter for the current inventory status.

Page Items

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item: Displays an item that is classified as an inventory item. For example, raw material.

Unit of Measure: Displays the item unit of measure.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Onhand Quantity: Displays the number of inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Onhand Value: Displays the value of inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Expired Inventory Quantity: Displays the inventory quantity that have expired. The expired inventory quantity is calculated as:

Expired Inventory Quantity = SUM (Item In Transit Quantity) for all lots whose expire_date is prior to the system date when the query is run

Expired Inventory Value: Displays the value of inventory expired. The expired inventory value is calculated as:

Expired Inventory Value = SUM (Item In Transit Quantity * Item GL Unit Cost) for all lots whose expire_date is prior to the system date when the query is run

Expired Value Percent: Displays the value of expired inventory in percent. The expired value percent is calculated as:

Expired Value % = Expired Inventory Value / On-Hand Value * 100

Projected Expired Inventory Quantity: Displays the total inventory quantity that was projected to expire. The projected expired inventory quantity is calculated as:

Projected Expired Inventory Quantity =SUM (Item In Transit Quantity) for all lots whose expire_date is between the system date and the Projected Date

This is the additional expiration expected. This is not the projected cumulative expired quantity

Projected Expired Inventory Value: Displays the total inventory value that was projected to expire. The projected expired inventory quantity is calculated as:

Projected Expired Inventory Value = Projected Expired Inventory Quantity* Item GL Unit Cost

Projected Expired Value Percent: Displays the total value of projected expired inventory in percent. The projected expired value percent is calculated as:

Projected Expired Value % = Projected Expired Inventory Value / On-Hand Value * 100)

Current Ending Inventory Levels Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the current inventory value for my organization?

This worksheet displays the inventory quantity and value from the most recently collected inventory for the current period.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Conditions

This worksheet uses the following condition:

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Current Inventory Status Filter: Represents the data filter for the current inventory status.

Page Items

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item: Displays an item that is classified as an inventory item. For example, raw material.

Unit of Measure: Displays the item unit of measure.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Onhand Value: Displays the value of inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Onhand Quantity: Displays the number of inventory onhand.

Intransit Value: Displays the value of number of inventory intransit. The intransit value is calculated as:

Intransit Value = SUM (Item Intransit Quantity * Item GL Unit Cost)

Intransit Quantity: Displays the total number of inventory intransit.

Total Quantity: Indicates the total inventory available which is calculated as the onhand plus the inventory in transit.

Total = Onhand Inventory value + Intransit value

Total Value: Indicates the total value of the inventory which is calculated as the inventory onhand value plus the inventory in transit value.

TotalValue = Onhand Value + Intransit Value

Period Inventory Turns Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is my inventory turnover?

This worksheet displays the inventory turns and days onhand for an inventory organization over time for the specified period.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following conditions:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Quarter: Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Operating Unit: Displays the selected operating unit. If you had selected to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

GL Period (Time dimension): Indicates the period within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Cost of Goods Sold: Indicates the total cost of goods sold represented in the warehouse currency. The cost of goods sold is calculated as:

Cost of Goods Sold = SUM (Item Sales Quantity * Item unit Cost)

Average Onhand Value: Displays the average value of inventory onhand. The onhand value is calculated as:

Average Onhand Value = SUM (AVG(Opening and Closing Inventory Quantity) * Item GL Unit Cost)

Period Inventory Turns: Displays period inventory turn which is calculated as:

Period Inventory Turns = (Cost of Goods Sold * Periods per Year) / Average Onhand Value

Days Onhand: Indicates the days onhand which is calculated as:

Days Onhand = Average Onhand Value / (Cost of Goods Sold / Days per Period)

Period Average Inventory Value Trend Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the inventory value for an operating unit?

This worksheet displays the trend of the total inventory value for an operating unit at a period level. It shows the average of the periods opening and closing values.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following condition:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Quarter: Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Operating Unit: A company is a operating unit that maintains a balanced set of books. Select an operating unit from the list of values.

Row Dimensions

Inventory Item: Displays an item that is classified as an inventory item. For example, raw material.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Average Onhand: Displays the average value of inventory onhand. The onhand value is calculated as:

Average Onhand Value = SUM (AVG(Opening and Closing Inventory Quantity) * Item GL Unit Cost)

Period End Date (Time dimension): Indicates the date within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period (Time dimension): Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Period End Inventory Quantity Trend Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the trend of inventory quantity for an individual item within an inventory organization?

This worksheet displays the trend of the inventory quantity by inventory organization item.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following conditions:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Quarter: Indicates the general ledger quarter in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Inventory Item: Displays an item that is classified as an inventory item. For example, raw material. You can either select to view data for a specific year or drill up or down to different levels in item dimension.

Unit of Measure: Displays the item unit of measure. You can either select to view data for a specific year or drill up or down to different levels in item dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Onhand Quantity: Displays the total inventory onhand. Quantities are displayed in the primary unit of measure of each item.

Period End Date (Time dimension): Indicates the date within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period (Time dimension): Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Expired Inventory Value by Period Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the value of my expired inventory?

This worksheet displays the historical total value of expired inventory across all items within an inventory organization. The historical expiration is calculated by comparing the lot expiration dates with the period dates of historical lot inventory balances.

Parameter Page

Operating Unit: Select one or more operating units from the list of values. An operating unit is an organizational entity that encompasses multiple inventory organizations.

Start Date: Enter the date that defines the earliest period in the date range included.

End Date: Enter the date that defines the latest period in the date range included.

Conditions

This worksheet uses the following condition:

Time filter: Represents the data filter for the specified time period. Limits specified inventory balances returned to only those collected within the date range.

"**Operating Unit-Name**" **IN :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

GL Year: Indicates the general ledger fiscal year in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked. For example, manufacturing plant warehouses, raw material warehouses, and distribution centers.

Row Dimensions

Period End Date (Time dimension): Indicates the date within which the period end falls. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period (Time dimension): Indicates the general ledger period in which the inventory balance was collected. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

These columns may appear on a report or on a graph.

Onhand: Displays the value of total inventory onhand. The onhand value is calculated as:

Onhand Value = SUM (Item Onhand Quantity * Item GL Unit Cost)

Expired Inventory Value for Period: Displays the value of all expired inventory for a specific period. The expired inventory value for period is calculated as:

Expired Value for Period = Onhand Value SUM (Item Intransit Quantity * Item GL Unit Cost)

Expired Inventory Value: Displays the total expired inventory value. The total expired inventory value is calculated as:

Expired Value = On-hand value of lots that expired during or before the period

MBI Margin Analysis Workbook

The MBI Margin Analysis workbook helps you analyze margin by product, by customer, by sales channel, by project and by geography. It analyzes margin trend by customers, by product classes, and by geographical locations.

The MBI Margin Analysis workbook includes the following worksheets:

Margin by Product, page 3-90

Margin by Product - Order Detail, page 3-91

Margin Trend by Product , page 3-93

Margin by Customer, page 3-95

Margin by Customer - Order Detail, page 3-96

Margin Trend by Customer - Graph, page 3-98

Margin by Bill-to Location, page 3-99

Margin by Ship-to Location, page 3-101

Margin by Sales Channel, page 3-103

Margin by Ship From Organization, page 3-104

Margin By Product Worksheet

Business Question

One of the business questions answered by this worksheet is:

- How much margin am I making from a product or a product category by time and organization? What is the trend?

This worksheet displays revenues, cost of goods sold, margin and margin % for a product in a specified period. It allows you to drill up or down in the Product and Time dimensions.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or all operating units by entering a % in the field. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Represents the date from which the periods will be included.

Period End Date: Represents the date until which the periods will be included.

Exceptions

The exception defined for this worksheet is, if the Margin value is negative, then display the row in Red color.

Conditions

This worksheet uses the following conditions:

Time filter for margin details

Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner

Represents the data filter based on the specified parameter value.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations.

GL Year: Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

- The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.
- The subsequent fields are data points that are repeated for every given operating unit, period start date, and period end date selected as the parameters.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold

Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

> **Note:** These columns may appear on a report or on a graph.

Margin by Product - Order Detail Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- How much margin am I making from individual orders?

This worksheet displays a detail analysis showing the margin made from each sales order of a product in a specific time period. You can drill to detail to this worksheet from the Margin by Product worksheet.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Conditions

This worksheet uses the following conditions:

Time filter for margin details: Represents the data filter for the specified time period.

Revenue date is not NULL and Ship date is not NULL: The revenue and ship date must not contain a Null value. This condition indicates that both the revenue and cost of goods sold have been posted to GL.

"Trading Partner-Name" LIKE :Trading Partner: Represents the data filter based on the specified parameter value.

"Item Name" LIKE :Product: Verifies the specified parameter value.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Fiscal Year: Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Order No: Indicates the unique order number assigned to the sales order when it is created. This is a display only field.

Order Date: Indicates the date the sales order was created.

Ship Date: Indicates the date on which the orders were shipped.

Person: Indicates the primary sales person who handles the order.

Quantity Invoice: Represents the quantity for which the invoices have been created.

Quantity Shipped: Represents the actual quantity that have been shipped.

UOM: Displays the base unit of measure for the item.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as: Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as: Margin% = Margin / Revenue * 100

Margin Trend by Product Worksheet

Business Question

One of the business questions answered by this worksheet is:

- How are my margin compared to previous year, quarter, or period?

This worksheet shows the margin trend of a product or a product category. This worksheet also provides a graph. You can compare the margin trend of two or more products. This worksheet allows you to compare the margin with previous year's or previous quarter's margin.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Conditions

This worksheet uses the following condition:

Time filter for margin details: Represents the data filter for the specified time period.

"**Operating Unit-Name**" **LIKE :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Sales Channel: Indicates the sales method used for selling goods. For example, internet selling, telemarketing, direct or indirect sales.

Row Dimensions

Item Category: Indicates the item category to which the item has been assigned. You can either select to view data for a specific item category or drill up or down to different levels in item dimension.

Column Dimensions

> **Note:** The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

Margin%: Margin is calculated based on the last update of the revenue or the cost of goods sold date. The margin percent is calculated as follows:

Margin% = Margin / Revenue * 100

GL Period (Time dimension): Indicates the period within which the Ship date falls.

> **Note:** These columns may appear on a report or on a graph.

Margin by Customer Worksheet

Business Question

How much margin am I making form a customer by time and organization? What is the trend?

This worksheet displays the revenue, cost of goods sold, margin and margin percent for a customer in a given time period. You can drill up or down to any levels of customer dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Trading Partner: Enter a specific customer name or specify percent (%) to indicate all customers with whom you are involved in trading.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following condition:

Time filter for margin details: Represents the data filter for the specified time period.

"**Trading Partner-Name**" **LIKE :Trading Partner:** Represents the data filter based on the specified parameter value.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Period: Indicates the period within which the Ship date falls.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Sales Channel: Indicates the sales method used for selling goods. For example, internet selling, telemarketing, direct or indirect sales.

Row Dimensions

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

Margin by Customer - Order Detail Worksheet

Business Question

What are my top orders based on margin, margin percentage, or revenue?

This worksheet displays in detail the margin made from each sales order for a customer in a given period. It allows you to drill up or down in the Customer and Period dimensions.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Trading Partner: Enter a specific customer name or specify percent (%) to indicate all customers with whom you are involved in trading.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Conditions

This worksheet uses the following condition:

Time filter for margin details: Represents the data filter for the specified time period.

Revenue date is not NULL and Ship date is not NULL: The revenue and ship date must not contain a Null value. This condition indicates that both the revenue and cost of goods sold have been posted to GL.

"Trading Partner-Name" LIKE :Trading Partner: Represents the data filter based on the specified parameter value.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Period : Indicates the period within which the Ship date falls.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Order No: Indicates the unique order number assigned to the sales order when it is created. This is a display only field.

Order Date: Indicates the date the sales order was created.

Ship Date: Indicates the date on which the orders were shipped.

Person: Indicates the primary sales person who handles the order.

Quantity Invoice: Represents the quantity for which the invoices have been created.

Quantity Shipped: Represents the actual quantity that have been shipped.

UOM: Displays the base unit of measure for the item.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

Margin Trend by Customer - Graph Worksheet

Business Question

One of the business questions answered by this worksheet is:

- How much margin am I making form a customer by time and organization? What is the trend?

This worksheet displays the trend of margin for a customer. You can compare the trend between two or more customers. You can also compare current year's or quarter's margin with the previous year's or quarter's margin.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

Trading Partner: Enter a specific customer name or specify percent (%) to indicate all customers with whom you are involved in trading.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Conditions

This worksheet uses the following conditions:

Time filter for margin details: Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner: Represents the data filter based on the specified parameter value.

Page Items

Operating Unit: Displays data for the specified operating unit. In the case, where you had specified to retrieve all the operating units, the system retrieves and displays for all operating units. You can either select to view data for a specific operating unit or can drill up to the business group level.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Row Dimensions

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Margin%: Margin is calculated based on the last of the revenue or the cost of goods sold date. The margin percent is calculated as follows:

Margin% = Margin / Revenue * 100

> **Note:** The subsequent field is a data point that is repeated for each given period for every reporting year selected as the parameters.

GL Period (Time dimension): Indicates the period within which the Ship date falls.

Margin by Bill-to Location Worksheet

Business Question

How are my margin based on customer's Bill to Location by time and organization?

This worksheet displays revenue, cost of goods sold, margin, and margin percent in a specific time frame for a product in different Geographic locations based on customer's ship-to address. This worksheet allows to drill up or down in Product, Period, and Geography dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than or equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following conditions:

Time filter for margin details: Represents the data filter for the specified time period.

"**Operating Unit-Name**" **LIKE :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Year: Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

All Geography: Indicates how much of goods was sold at the global geographical level based on the billing location. You can drill down to country, state, city or any level of geography dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: ;Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

Margin by Ship-to Location Worksheet

Business Question

How are my margin based on customer's Ship to Location by time and organization?

This worksheet displays revenue, cost of goods sold, margin, and margin percent in a specific time frame for a product in different Geographic locations based on customer's ship-to address. This worksheet allows to frill down in Product, Period, and Geography dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than or equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following conditions:

Time filter: Represents the data filter for the specified time period.

"**Operating Unit-Name**" **LIKE :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Year: Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

All Geography: Indicates how much of goods was sold at the global geographical level based on the shipping location. You can drill down to country, state, city or any level of geography dimension.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

These columns may appear on a report or on a graph.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

Margin by Sales Channel Worksheet

Business Question

Which sales channels generate the highest margin?

This worksheet displays customer number, name, revenue, cost of goods sold, and margin for top n customers in a fiscal year. The top n customer list is based on margin.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Exceptions

The exception defined for this worksheet is, if the Margin value is less than or equal to zero, then display the row in Red color.

Conditions

This worksheet uses the following condition:

Time filter: Represents the data filter for the specified time period.

"**Operating Unit-Name**" **LIKE :Operating Unit:** Represents the data filter for the specified operating unit.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Year: Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Trading Partner: Displays the list of customers with whom you are involved in trading. You can either select to view data for a specific customer or drill up or down to different levels in trading partner dimension.

Row Dimensions

Sales Channel: Indicates the sales method used for selling goods. For example, internet selling, telemarketing, direct or indirect sales.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

Margin by Ship From Organization Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What are my margin distribution by ship from warehouse, operating units, and legal entity?
- How are my inventory organizations contributing towards margin?

This worksheet displays the revenue, cost of goods sold, margin, and margin percent by ship from warehouse. You can drill up or down any levels of the inventory locator and time dimension.

In the case of process manufacturing, ensure that you have run the cost rollup process before using this worksheet. When cost is not available for a period, the system assumes a zero cost.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period Start Date: Enter a start date for the GL Period. It represents the date from which the GL periods of time dimension will be included.

Period End Date: Enter an end date for the GL Period. Represents the date until which the GL periods of time dimension will be included.

> **Note:** Cost is retrieved for all periods that fall between the specified start and end date periods.

Conditions

This worksheet uses the following conditions:

Time filter for margin details: Represents the data filter for the specified time period.

"Trading Partner-Name" LIKE :Trading Partner: Represents the data filter based on the specified parameter value.

Page Items

Operating Unit: Displays the selected operating unit. If you had specified percent to view all the operating units, then you can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

GL Period: Indicates the period within which the Ship date falls. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Row Dimensions

Inventory Organization: Displays the inventory organization code corresponding to a warehouse. An inventory organization is an organization for which inventory transactions and balances are tracked, and/or an organization that manufactures or distributes products. For example, manufacturing plants, warehouses, and distribution centers.

Column Dimensions

The currency values displayed in this worksheet is represented in the global warehouse currency based on installation.

These columns may appear on a report or on a graph.

Revenue: Displays the revenue earned for the order line for the specific item. It is the revenue for the order line posted to GL.

Cost of Goods Sold: Indicates the total cost of goods sold converted into the warehouse currency.

Margin: Indicates the margin calculated as:

Margin = Revenue - Costs of Goods Sold

Margin%: Indicates Margin percent calculated as:

Margin% = Margin / Revenue * 100

MBI Production Analysis Workbook

The MBI Production Analysis which includes the following four workbooks that facilitates measuring Production Efficiency of a plant or an organization for a given time period. It also helps you analyze yield and consumption pattern of a plant and to see the trend and reason for any late completed batches and performance analysis of resources. Besides you can also monitor continuous improvement goals such as optimizing job size, maximizing resource usage, and reducing lead times.

The MBI Production Analysis includes the following workbooks:

Production Effectiveness Analysis Workbook, page 3-106

Work-in-process Analysis Workbook, page 3-121

Resource Analysis Workbook, page 3-126

Continuous Improvement Analysis Workbook, page 3-130

Production Effectiveness Analysis Workbook

This workbook enables you to measure and analyze the production efficiency of your plant. It includes worksheets that enable you to see the production and material efficiencies and their trends for your plant by product or organization. It displays the production output variances across time and item dimensions. You can also view the resource efficiency of resources used in a job.

The Production Effectiveness Analysis consists of the following worksheets:

Production Efficiency Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is the production efficiency of my plant by product? What is the trend?
- What are my top products based on production efficiency?

This worksheet displays the production efficiency of a plant in completing a job for a given time period. The efficiency is derived from the standard time earned over the actual time taken to complete a job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter: Filters all uncompleted jobs.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

GL Year: Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

GL Period: Indicates the period within which the transaction date falls. You can either select to view data for a specific period or drill up or down to different levels in time dimension.

Column Dimensions

These columns may appear on a report or on a graph,

Production

Standard Time Earned: Displays the standard time taken to complete a job. The standard time is calculated as the fixed lead time plus the variable lead time.

Actual Time Taken: Displays the actual time taken to complete a job. The Actual Time Taken is calculated as the effective hours between the actual start date and the actual completion date of a job.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Efficiency: Represents the actual units produced to the standard rate of production expected in a time period. Production efficiency is calculated as:

Production Efficiency = (Actual Qty Produced / Actual Time Taken) / (Standard Qty / Standard Time)

Where: Actual Qty Produced represents the actual quantity the plant has produced.

Actual Time Taken indicates the effective hours between the actual start date and the actual completion date of the job.

Standard Qty indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

Standard Time Defined is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each job and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

Production Efficiency - Trend Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the production efficiency of my plant by product? What is the trend?
- What are my top products based on production efficiency?

This worksheet displays the production efficiency trend of a plant in completing a job for a given time period. The efficiency is derived from the standard time earned over the actual time taken to complete a job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Year Filter: Year should be equal to the GL fiscal year specified in the parameter.

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter: Filters all uncompleted jobs.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

GL Year (Top axis): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Column Dimensions

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Production Efficiency: Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

Production Efficiency = (Actual Qty Produced / Actual Time Taken) / (Standard Qty / Standard Time)

Where:

Actual Qty Produced represents the actual quantity the plant has produced.

Actual Time Taken indicates the effective hours between the actual start date and the actual completion date of the job.

Standard Qty indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

Standard Time is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each job and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

Material Efficiency by Value Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is the material efficiency of my plant by product? What is the trend?
- What is my production usage (input) variance by product and product line? What is the trend?

This worksheet displays the material efficiency of a plant fin terms of planned and actual material input and planned and actual material output from a job. The efficiency is derived as a ratio between the planned and actual inputs and product output from a job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following conditions:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

GL Year (Top axis): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

Actual Input Value: Indicates the total value of the actual material quantity. The actual material value is calculated as the actual quantity multiplied by the unit cost.

Actual Output Value: Indicates the total value of the actual output quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Planned Input Value: Indicates the total value of the planned material quantity. The planned material value is calculated as the planned quantity multiplied by the unit cost.

Planned Output Value: Indicates the total value of the planned output quantity. The planned yield value is calculated as the planned quantity multiplied by the unit cost.

Note: The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

Material Efficiency % = ((Actual Output Value / Actual Input value) / (Planned Output Value / Planned Input value))*100

Where:

Actual Output Value is calculated as Actual job Quantity multiplied by the Unit Cost.

Actual Input Value represents the total value of the raw material used by the job.

Plan Output Value is calculated as the Plan job Quantity multiplied by the Unit Cost.

Plan Input Value represents the total value of the raw material used by the job.

Material Efficiency - Trend Worksheet

Business Question

The business questions answered by this worksheet is:

- What is the material efficiency of my plant by product? What is the trend?
- What is my production usage (input) variance by product and product line? What is the trend?

This worksheet displays the material efficiency trend of a plant in terms of planned and actual material input and planned and actual material output from a job. The efficiency is derived as a ratio between the planned and actual inputs and product output from a job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the

Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

GL Year (Top axis): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Material Efficiency: Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

Material Efficiency % = ((Actual Output Value / Actual Input value) / (Planned Output Value / Planned Input value))*100

Where:

Actual Output Value is calculated as Actual job Quantity multiplied by the Unit Cost.

Actual Input Value represents the total value of the raw material used by the job.

Plan Output Value is calculated as the Plan job Quantity multiplied by the Unit Cost.

Plan Input Value represents the total value of the raw material used by the job.

Material Efficiency - Job Details Worksheet

Business Question

The business questions answered by this worksheet is:

- What is the material efficiency of my plant by product? What is the trend?
- What is my production usage (input) variance by product and product line? What is the trend?

This worksheet displays the material efficiency of a plant in terms of planned and actual material input and planned and actual material output from a job. The efficiency is derived as a ratio between the planned and actual inputs and product output from a job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Column Dimensions

These columns may appear on a report or on a graph.

Job number: Represents the unique job number.

Routing: Represents the unique routing number used for the job.

Routing Version: Displays the version number of the routing.

Actual Input Value: Indicates the total value of the actual material quantity. The actual material value is calculated as the actual quantity multiplied by the unit cost.

Actual Output Value: Indicates the total value of the actual output quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Planned Input Value: Indicates the total value of the planned material quantity. The planned material value is calculated as the planned quantity multiplied by the unit cost.

Planned Output Value: Indicates the total value of the planned output quantity. The planned yield value is calculated as the planned quantity multiplied by the unit cost.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Material Efficiency: Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

Material Efficiency% = ((Actual Output Value / Actual Input value) / (Planned Output Value / Planned Input value))*100

Where:

Actual Output Value is calculated as Actual job Quantity multiplied by the Unit Cost.

Actual Input Value represents the total value of the raw material used by the job.

Plan Output Value is calculated as the Plan job Quantity multiplied by the Unit Cost.

Plan Input Value represents the total value of the raw material used by the job.

Product Efficiency is calculated for each job and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

Material Variance: Displays the material variance calculated as the planned yield value minus the actual yield value. Material variance is calculated as:

Material Variance % = ((Actual Input Value-Planned Input Value)/Planned Input Value)*100

Production Output Variance Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What is the production yield (output) variance by product and by product line? What is the trend?

This worksheet displays the production output variances across time and item dimensions. The output variance is calculated as a difference between the actual output value and the planned output value.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item (Item dimension): Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

These columns may appear on a report or on a graph.

GL Year (Time dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Output Value: Indicates the total value of the actual material quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Plan Output Value: Indicates the total value of the planned material quantity. The plan yield value is calculated as planned quantity multiplied by the unit cost.

% Variance: Displays the material variance in percent value. This is calculated as:

Variance % = ((Actual Output Value-Planned Output Value) / Planned Output Value) * 100

Production Output Variance - Job Details Worksheet

Business Question

One of the business questions answered by this worksheet is:

- What are the production yield (output variance at the job level?

This worksheet displays the production output variances for each of the jobs. The output variance is calculated as a dollar amount is the difference between the actual output value and the planned output value. It also displays the routing information used by the job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Column Dimensions

These columns may appear on a report or on a graph.

Job number: Represents the unique job number.

Routing: Represents the unique routing number used for the job.

Routing Version: Displays the version number of the routing.

Actual Input Value: Indicates the total value of the actual material quantity. The actual material value is calculated as the actual quantity multiplied by the unit cost.

Actual Output Value: Indicates the total value of the actual output quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

Planned Input Value: Indicates the total value of the planned material quantity. The planned material value is calculated as the planned quantity multiplied by the unit cost.

Planned Output Value: Indicates the total value of the planned output quantity. The planned yield value is calculated as the planned quantity multiplied by the unit cost.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

% Variance: Displays the material variance in percent value. This is calculated as:

Variance % = ((Actual Output Value-Planned Output Value) / Planned Output Value) * 100

Resource Efficiency Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is my resource efficiency by resource class, department, or organization? What is the trend?
- What are the resources responsible for jobs and batches to be late?

This worksheet displays the efficiency of resources used in the job. The efficiency is calculated as the difference between the actual resource usage and the standard resource available.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level: Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name: Displays all levels of resource dimension.

Unit of Measure: Displays the resource usage unit of measure.

Column Dimensions

These columns may appear on a report or on a graph.

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Standard Resource Usage: Displays the standard resource used in the manufacturing operations. The standard usage is calculated as:

Standard Resource Usage = (Planned Resource Usage/Planned Qty Produced) * Actual Qty Produced

Actual Resource Usage: Displays the actual resource used in the manufacturing operations.

Resource Utilization: Displays the resources utilized in the manufacturing operations in percent. It is calculated as:

Time: (Time used / Time Available) * 100

Resource Efficiency %: Displays how efficiently resources are performing in percent. Resource efficiency is calculated as:

Resource Efficiency %= Standard Resource usage/Actual resource Usage

Flow Schedule Linearity Index by Item Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is my production linearity?

This worksheet displays the linearity index which tracks the absolute value of variance between planned quantity and actual quantity as deviation.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Plan Output Qty: Displays the quantity the plant had planned to produce.

Actual Output Qty: Displays the actual quantity the plant has produced.

Variance: Displays the material variance. This is calculated as the difference between the actual output qty minus the planned output quantity.

Linearity %: The linearity index tracks the absolute value of variance between planned quantity and actual quantity as deviation. The linearity index is calculated as:

linearity index = {1 - [total deviations/total planned rate]} * 100

Where, total planned rate equals planned output quantity.

> **Note:** These columns may appear on a report or on a graph.

Work-in-Process Analysis Workbook

This workbook enables you analyze the jobs that being processed. It provides several worksheet that allow you to find out the percentage of jobs/batches that started on time, completed on time, started late, and completed late. It also displays the scrap value for items and the byproduct value with respect to the master product.

The Work-in-process Analysis workbook contains the following worksheets:

Late Jobs Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What percentage of jobs/batches started on time, completed on time, started late, and completed late?
- How many jobs were canceled and what was the size of the canceled jobs? What is the trend?

This worksheet displays the statistics of late completed jobs. The late completion is calculated as the difference between the actual completion date and expected completion date of the job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter: Filters all uncompleted jobs.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Total No of Jobs: Displays all the certified or completed jobs for the selected time dimension for the specified item.

% Started Late: Displays the number of jobs in percent that started late.

% Completed Late: Displays the number of jobs in percent that completed late.

Note: These columns may appear on a report or on a graph.

Late Job Details Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What percentage of jobs/batches started on time, completed on time, started late, and completed late?

This worksheet displays the late job details. The late completion is calculated as the difference between the actual completion date and expected completion date of the job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Late Job filter: Filters all the uncompleted jobs.

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Job Status Filter: Filters all uncompleted jobs.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

Job number: Represents the unique job number.

Plan Start Date: Displays the date you plan the job to start.

Actual Start Date: Displays the actual start date of the job.

Plan Completion Date: Displays the date you plan the job to complete.

Actual Completion Date: Displays the actual completion date of the job.

Actual Output Qty: Displays the actual quantity the job has produced.

Plan Output Qty: Displays the quantity the job had planned to produce.

Total Days Late: Displays the total number of days the job was late.

Scrap Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What percentage of scrap was produced by product and organization? What is the trend?

This worksheet displays the scrap value and scrap value percent for items.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following conditions:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Output Value: Displays the actual output value of the produced item.

Scrap Value: Displays the actual value of the scrap for that item.

Scrap %: Displays the scrap value in percent for that item.

By-Product Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What percentage of by products is produced by product and by organization? What is the trend?

This worksheet displays the by product value and the percent of by product value with respect to the main product produced.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Output Value: Displays the actual output value of the by product produced for that item.

By-Product Value: Displays the actual value of the by product. An item produced by a formula or batch in addition to the desired product.

By-Product %: Displays the by product value in percent.

Resource Analysis Workbook

This workbook allows you to analyze the resource efficiency. It provides several worksheet that allow you to analyze the resource efficiency of a job, resource utilization of available resources, and find out which resources are over or under utilized in a job.

The Resource Analysis workbook consists of the following worksheets:

Resource Utilization, page 3-126

Resource Efficiency, page 3-128

Over and Under Utilized Resources, page 3-129

Resource Utilization Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is my capacity utilization by resource, department, or organization? What is the trend?

This worksheet displays the efficiency of resources utilized from the available resources for each day. It displays all the used as well unused resource details.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level: Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name: Displays all levels of resource dimension.

Unit of Measure: Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Resource Available: Displays the total resource available.

Actual Resource Usage: Displays the actual amount resource utilized.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Resource Utilization: Displays the resource utilization to help determine if the resources were utilized optimally or not. The resource utilization is calculated as:

Resource utilization = (Time used / Time Available) * 100

Resource Efficiency Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is my resource efficiency by resource class, department, or organization? What is the trend?

This worksheet displays the efficiency of resources used in the job. The efficiency is calculated as the difference between the actual resource usage and the standard resource available.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level: Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name: Displays all levels of resource dimension.

Unit of Measure: Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

Actual Resource Usage: Displays the periods that have been selected in the Reporting Period parameter.

Standard Resource Usage: Displays the periods that have been selected in the Reporting Period parameter.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Resource Efficiency: Displays how efficiently resources are performing in percent. Resource efficiency is calculated as:

Resource Efficiency %= Standard Resource usage/Actual resource Usage

Over and Under Utilized Resources Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What are my top over and under utilized resources?

This worksheet displays whether a resource was over or under utilized in a job.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level: Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name: Displays all levels of resource dimension.

Unit of Measure: Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Resource Usage: Displays the actual amount of resource used to perform the activity on the operation line.

Resource Available: Displays the total resource available for usage.

Utilization %: Displays the resource utilized in percent. Utilization % is calculated as:

% of Utilization = Actual Resource Usage/Resource Available

Actual Output Qty: Displays the actual quantity the plant has produced.

Planned Output Qty: Displays the quantity the plant had planned to produce.

Continuous Improvement Analysis Workbook

This workbook enables you to analyze the job size variance and its trend. It provides worksheets using which you can perform lead time analysis and measure your resource utilization.

The Continuous Improvement Analysis workbook consists of the following worksheets:

Job Size Variance, page 3-131

Job Size Variance - Trend, page 3-132

Resource Usage by Activity, page 3-133

Lead Time Analysis, page 3-134

Resource Utilization, page 3-136

Job Size Variance Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- Has the production lot size decreased? What is the trend?

This worksheet compares the average of actual job size with the standard job size defined for an item.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitihve assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Standard Size Job: Displays the standard size of a job defined.

Actual Size Job: Displays the average actual size of a job.

% Job Size Variance: Displays the variance between the standard job size and the actual job size. It is calculated as:

Variance % = ((Actual Job Size-Standard Job Size)/Standard Job Size)*100

> **Note:** These columns may appear on a report or on a graph.

Job Size Variance - Trend Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- Has the production lot size decreased? What is the trend?

This worksheet compares the average trend of actual job size with the standard job size defined for an item.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following conditions:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Production Line: Displays the production line detail. Production line is the physical location where you manufacture a repetitive assembly, usually associated with a routing. You can build many different assemblies on the same line.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

% Job Size Variance: Displays the variance between the standard job size and the actual job size. It is calculated as:

Variance % = ((Actual Job Size-Standard Job Size)/Standard Job Size)*100

Resource Usage by Activity Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- Are nonvalue added activities (setup, move, queue) being eliminated?
- What is the material efficiency of a plant for a given period?

This worksheet compares the actual resource usage with planned resource usage across jobs with respect to activities.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Conditions

This worksheet uses the following condition:

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Resource: Displays the code that identifies the resource. Resources are the assets you use to produce a product such as production equipment and labor.

Unit of Measure: Displays the unit of measure by which you measure the output of this resource.

Row Dimensions

Activity Level: Displays the activity code which the resource performs.

Column Dimensions

GL Year (Time Dimension): Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Resource Usage: Displays the actual amount of resource used to perform the activity on the operation line.

Planned Resource Usage: Displays the planned amount of resource usage to be used to perform the activity on the operation line.

% Variance: Displays the material variance in percent value. This is calculated as:

Variance % = ((Actual Output Value-Planned Output Value) / Planned Output Value) * 100

Lead Time Analysis Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- Has the internal setup time decreased?
- Has the external (parallel work) setup time increased?

- How is my routing cycle time compared to the total manufacturing lead time?
- What is the trend of production cycle time?

This worksheet compares the scaled actual time taken with standard time defined for a product to be produced.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Detail Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Operating Unit Filter: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Row Dimensions

Item: Displays the item name (organization code) of the item. You can either select to view data for a specific item or drill up or down to different levels in item dimension.

Column Dimensions

GL Year (Time Dimension): Indicates the fiscal year of the general ledger. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Actual Lead Time (days): Displays the actual time taken to complete a job.

Scaled Actual Lead Time (days): Displays the time scaled up to the standard lead time.

The scaled actual lead time is calculated as:

Scaled Actual Lead Time = (Planned Output Qty/Actual Output Qty) * Actual Lead Time

Planned Lead Time (days): Displays the time planned to be taken to complete a job.

% Lead Time Variance (days): Displays the variance in the lead time. Lead time percent is calculated as:

Variance = (Scaled Actual Lead Time-Plan Job Time)/Plan Job Time

Resource Utilization Worksheet

Business Question

Some of the business questions answered by this worksheet are:

- What is my capacity utilization by resource, department, or organization? What is the trend?

This worksheet displays the efficiency of resources utilized from the available resources for each day. It displays all the used as well unused resource details.

Parameter Page

Operating Unit: Select an operating unit or specify the percent (%) to indicate all operating units. An organizational entity that could encompass multiple inventory organizations.

Period From Date: Represents the date from which the periods will be included.

Period To Date: Represents the date until which the periods will be included.

Conditions

This worksheet uses the following condition:

Job Resource Time Filter: Periods should be equal to the period specified in the Transaction Period parameter.

Job Resource Operating Unit: Operating unit should be equal to the operating unit specified in the parameter.

Page Items

Operating Unit: Displays the selected operating unit. You can drill down to view any operating unit from the list. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

Operating Class Level: Displays the operations defined under the routing. An operation is a combination of one or more activities performed in production batch and the resources used perform those activities.

Row Dimensions

All Name: Displays all levels of resource dimension.

Unit of Measure: Displays the resource usage unit of measure.

Column Dimensions

GL Year (Time Dimension): Displays the fiscal years that have been selected in the Reporting Year parameter. You can either select to view data for a specific year or drill up or down to different levels in time dimension.

> **Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

Standard Resource Usage: Displays the periods that have been selected in the Reporting Period parameter.

Actual Resource Usage: Displays the periods that have been selected in the Reporting Period parameter.

Resource Efficiency: Displays how efficiently resources are performing in percent. Resource efficiency is calculated as:

Resource Efficiency %= Standard Resource usage/Actual resource Usage.