

Introducing SAP Business Intelligence

1. Today's Financial Challenges
2. The Key to Success with BI Solution
3. BI Tailored for Your Organization
4. SAP BI Ready for Macedonia
5. Best-run Companies run SAP



Today Companies Are Facing Significant Financial Challenges



Current Challenges

- Slowing demand and growth
- Increasing price competition
- Product quality & innovation demands
- Supply chain complexity
- Growing regulatory requirements
- Declining credit lines
- Tighter lending guidelines



Which Impacts Your

Revenue

Margins

Liquidity



“

Right now my big challenge is managing working capital. I constantly have to monitor revenues and costs, while trying to balance the need to reduce expenditures against the need to make investments that improve my business.”

CEO,
Wholesale Distributor



BI In SAP Business All-in-One

Fast Deployment and Low Cost Of Ownership



Preconfigured



- A preconfigured solution that reduces ERP and BI integration costs and speeds deployment.
- Data access
- Metadata
- Security

Best Practices



- Proven best practices and business standards that reduces report and dashboard development costs and speeds deployment
- Sales Analysis
- Financial Analysis
- Service Analysis
- Manufacturing Analysis
- Procurement Analysis

Rich Functionality



- Intuitive and interactive user interfaces that reduce training and support costs and speed business user adoption
- Graphs, charts, & conditional highlighting
- Interactive sorting, filtering & formatting
- Visual scenario modeling
- Microsoft Office interface



SAP Best Practices For Business Intelligence Package Content



Sales



Customer Fact Sheet

List of Sales Orders

Billing Documents

Customer Analysis

Sales Organization Analysis

Sales Volume Analysis

Credit Memo Analysis

Sales Dashboard

Order Pipeline Status Dashboard

Services



Personnel Location Analysis

Personnel Travel Expense Analysis

Travel Behavior

Purchasing



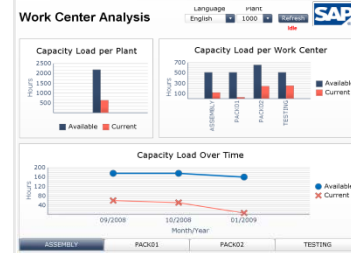
Purchasing Group Analysis

Vendor Analysis

Vendor Fact Sheet

Vendor Comparison

Manufacturing



Material Analysis

Stock Overview

Work Center Analysis Dashboard

Financials



General Ledger Statement

Financial Statements

Accounts Payables Open Items

Cost Center Analysis

Orders Cost Analysis

Controlling Dashboard



SAP BI Ready for the Macedonian Market



Креирај, Фаворити, Систем, Помош

Налози за продажба

Креирај налог за продажба

All Sales Orders (70) Sales Orders Last 10 Processed (70) All Incomplete Sales Orders (0) All Sales Orders Blocked (0)

Search Criteria [Промени барање](#) [Дефинирај ново барање](#) [Персонализација](#)

View: Налози за продажба | Export

Продажен докум.	Купувач	
81	100001	▲ 10000
15	100003	
7		
1		▲ 10000
6	100004	
		▲ 10000
27	100009	
25		
23		
		▲ 10000
82	100100	
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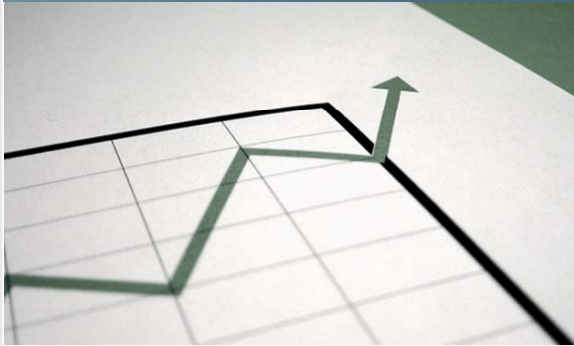


BI In SAP Business All-in-One

Broad Business Benefits



Sales Processes



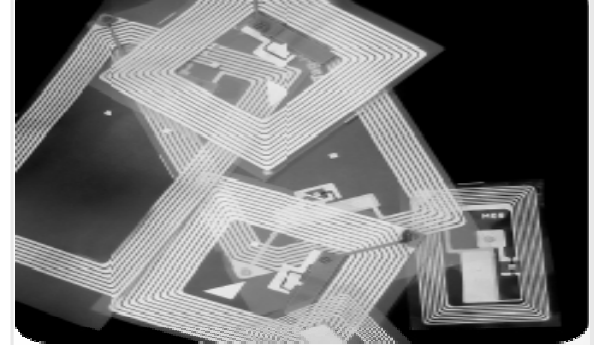
- Increase forecast accuracy
- Reduce opportunity aging
- Reduce discounting
- Increase quota attainment

Finance Processes



- Reduce billing disputes
- Reduce credit memos
- Reduce SG&A costs
- Increase profitability
- Increase cash flow and working capital

Operational Processes



- Increase utilization rates
- Reduce inventory and procurement costs
- Increase quality and on time delivery
- Reduce returns and canceled orders



Business Needs

1

- Increased visibility and insight
- Increased alignment and accountability
- Lower cost of ownership

**Greater
Efficiency &
Transparency**

Technical Features

2

- Preconfigured ERP and BI integration
- Best practices and processes
- Rich BI functionality

**Quick return on
investment**

Business Benefits

3

- Increase sales effectiveness
- Gain greater financial control
- Better manage operational processes



CONTACT:

SAPFARM dooel
 Ivo Ribar Lola 39 1/3
 1000 Skopje, Macedonia

T: +389 2 3127 136
 W: www.sapfarm.com
 E: contact@sapfarm.com