How to create KPIs in Business One HANA
Pervasive Analytics
Webinar Agenda

• Introduction to Business One HANA Key Performance Indicators (KPI)
• Building New KPIs
• Changing a Delivered KPI
Introduction to Business One Key Performance Indicators (KPI)
What is a Key Performance Indicators (KPI)

- Key Performance Indicator widgets allow you to visually evaluate the status of a key metric. The single metric value can be:
  - Currency Amount
  - Percentage/Ratio %
  - Count
  - Days
- Business One provides prebuilt KPIs and you can also design your own.
- You can base your KPIs on:
  - HANA Analytic Views
  - HANA Calculation Views
  - User-Defined Queries
How KPIs are Displayed in Business One HANA

- Displayed in Business One cockpit or Advanced Dashboard.
- Here we see a KPI for Total Assets (GL Acct Summary) displayed in the widget.
- At the top left, you see the Name.
- The KPI value appears in the center. The color indicates that this KPI has reached its goal.
- This KPI shows an upward trend. The arrow’s color indicates a positive trend.
- In the bottom left, you see the data range.
Building New KPIs
Creating a New KPI

Process Steps for Creating a new KPI:

1. Choose Tools > Pervasive Analytics Designer
2. New KPI in the Pervasive Analytics Designer.
3. Choose a Query or HANA View as the data source for the KPI.
4. Set the Value Settings for the KPI.
5. Define the Display Settings.
6. Save the KPI.
Defining Your KPI

1) Icons for Save and Save As
2) Available Queries & HANA Views
3) Main KPI Definition with 3 tabs
4) Graphical view of KPI in widget
KPI Data Source

KPI Data Sources can be:

- Business One Queries
- HANA Views (Analytic & Calculation)
  - SAP Delivered
  - User & Partner Developed
Value Settings Tab

- **KPI Name**
- **Measure**
- **Data source** (Query or View)
- **Mark if KPI results are not for display**
- **Mark if smaller KPI result is better result**

**Set KPI Value**
- **Overdue (Local...**
- **Sum**

**Set Goal**
- **Target Value**
- **100000**

**Set KPI Trend**
- **Month-over-month Basis**
- **Interim**
- **Smaller Is Better**

**KPI Description**

**Date Dimension**
Setting Targets

- The Set KPI Goal section is where you adjust KPI targets.
- Target initially set to zero.
- Adjust the setting to corporate goal.
Setting Trends

Set KPI Trend section:
- Choose how to calculate performance improvement
- Compare months, quarters, years or days
- Month-on-Month compares this month to last month
- Month-over-Month compares this month to the same month last year
Building New KPI Demonstration
Changing Delivered KPIs
Predefined KPIs

You can view the full list of predefined KPIs in the Pervasive Analytics Designer.

Initially the predefined KPIs based on charts of accounts are available for four localizations:

- United States
- Germany
- Great Britain
- China

Predefined KPIs not based on charts of accounts are available for all localizations.

In this session we are going to focus on KPIs delivered for GL Account amounts.
Modifying KPIs Based on Delivered KPI Queries - 1

- KPI Balance Sheet Query
- KPI Profit & Loss Query
- are examples of a delivered Calculation View
- They General Ledger Account
- Measures
- Dimensions
- Dates
- Parameters
- Requires knowledge of Business One Financial Report Templates
- Filters & Parameters are Key to getting the GL account balances you want in your KPI

**Notice the Measure used**

\[ \text{LifeTo} \text{Date} \text{LC} \]

$265.16K
Modifying KPIs Based on Delivered KPI Queries - 2

Filters & Parameters

- Filters
  - KPIFactorInternalKey ties to numeric value assigned in Administration > Setup > Financials > Financial KPI Factors Setup menu

- Parameters
  - P_FromDate is the date “from” which the GL amount is calculated
  - P_ToDate is the date “to” which the GL amount is calculated
  - P_TemplateInternalKey is the internal key of the Financial Report template that is used
Modifying KPIs Based on Delivered KPI Queries - 3

Administration > Setup > Financials > Financial KPI Factors Setup

Financial KPI Factors - Setup

<table>
<thead>
<tr>
<th>Code</th>
<th>Name</th>
<th>Template Name</th>
<th>Template Text</th>
</tr>
</thead>
<tbody>
<tr>
<td>007</td>
<td>Accounts Payable</td>
<td>Predefined BS Template for KPI</td>
<td>Accounts Payable</td>
</tr>
<tr>
<td>008</td>
<td>Current Liabilities</td>
<td>Predefined BS Template for KPI</td>
<td>Current Liabilities</td>
</tr>
<tr>
<td>009</td>
<td>Long Term Liabilities</td>
<td>Predefined BS Template for KPI</td>
<td>Long Term Liabilities</td>
</tr>
<tr>
<td>010</td>
<td>Total Liabilities</td>
<td>Predefined BS Template for KPI</td>
<td>Total Liabilities</td>
</tr>
<tr>
<td>011</td>
<td>Total Equity</td>
<td>Predefined BS Template for KPI</td>
<td>Total Equity</td>
</tr>
<tr>
<td>012</td>
<td>Net Sales Revenue</td>
<td>Predefined PL Template for KPI</td>
<td>Revenues</td>
</tr>
<tr>
<td>013</td>
<td>Gross Sales Revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>014</td>
<td>Sales Discounts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>015</td>
<td>COGS</td>
<td>Predefined PL Template for KPI</td>
<td>Cost of Sales</td>
</tr>
<tr>
<td>016</td>
<td>Gross Profit</td>
<td>Predefined PL Template for KPI</td>
<td>Expenses</td>
</tr>
<tr>
<td>017</td>
<td>Operating Costs</td>
<td>Predefined PL Template for KPI</td>
<td>Expenses</td>
</tr>
<tr>
<td>018</td>
<td>Operating Income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>019</td>
<td>Non-Operating Income and Expenses</td>
<td>Predefined PL Template for KPI</td>
<td>Finance Income and Expenses</td>
</tr>
<tr>
<td>020</td>
<td>Net Profit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>021</td>
<td>Tax Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>022</td>
<td>Interest Expenses</td>
<td>Predefined PL Template for KPI</td>
<td>Discounts, Interest and Others</td>
</tr>
<tr>
<td>023</td>
<td>Expense 1</td>
<td>Predefined PL Template for KPI</td>
<td>Financing</td>
</tr>
<tr>
<td>024</td>
<td>Expense 2</td>
<td>Predefined PL Template for KPI</td>
<td>Other Revenues and Expenses</td>
</tr>
<tr>
<td>025</td>
<td>Net Cash Flow (Operating)</td>
<td>Predefined CF Template for KPI</td>
<td>Net Cash Flow from Operating Activities</td>
</tr>
<tr>
<td>026</td>
<td>Net Cash Flow (Investing)</td>
<td>Predefined CF Template for KPI</td>
<td>Net Cash Flow from Investing Activities</td>
</tr>
<tr>
<td>027</td>
<td>Net Cash Flow (Financing)</td>
<td>Predefined CF Template for KPI</td>
<td>Net Cash Flow from Financing Activities</td>
</tr>
<tr>
<td>028</td>
<td>Net Cash Flow</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Financials > Financial Report Templates

Financial Report Templates

<table>
<thead>
<tr>
<th>Template Details</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Report</td>
<td>Balance Sheet</td>
</tr>
<tr>
<td>Template</td>
<td>Predefined BS Template for KPI</td>
</tr>
</tbody>
</table>

Account Name: Accounts Payable

Account Location: Current Liabilities

Financial KPI Factors

Factor: 007

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Modifying KPIs Based on delivered KPI Queries - 4

OKPF Table
Changing a Delivered KPI Demonstration
Questions?