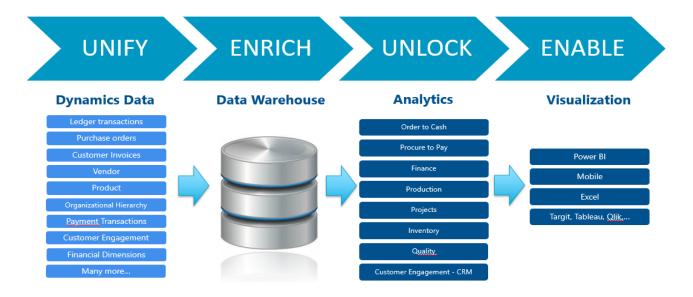


Cegeka Business Insight

Cegeka Business Insight (CBI) is a kick-start BI solution containing a data warehouse and analytical cubes, with figures and dimensions of all Dynamics 365 processes, allowing you to make in depth analyses and reports.



CBI unifies and extracts Dynamics 365 data into a Data warehouse, allowing to enrich and transform the data with more complex calculations and combinations.

CBI comes with analytical databases – cubes or Tabular models – allowing faster and more insightful data retrieval that can be visualized in the tool of your choice.



Our BI-solution offers models for the following domains





• Order to cash (sales and Accounts Receivable)

This model offers you a complete insight into the sales- and accounts receivable-process.

You can get insights from quotations all the way to payments. Focus on your most important sales, improve the service for your biggest customers, analyze your best-selling products, reduce your cost of sold items and get a higher revenue and margin, improve the quality of your deliveries by following delivery terms and service level, follow-up the payments and balance of your customer and many other applications to facilitate and improve your sales and AR-process.



Procure to Pay (Procurement and Accounts Payable)

This model contains the most important KPI's to improve your Procure-to-Pay process. It contains analysis like volume-analysis, vendor-analysis regarding delivery terms and service level, accounts payables analysis with KPI's like average days open, average amount due and many more.







| | | | | | | | Year, Quarter, | Month, Date | | |
|---------------------|---------------------|----------------------------------|----------------|----------------|----------------------|------------------|--------------------|---------------|---------------|------|
| | | | | | | | 2016 | | | × |
| Ledger Account Type | Ledger Account Code | Ledger Account | Current Y-1 | Current | Current Variance Y-2 | Current Variance | Current Variance % | UM Y-1 | LM | UM a |
| Asset | E 1.1.1.2.01 | Banco A | 108,607.50 | 346,923.25 | 108,607.50 | 238,315.75 | 219.43.% | | | |
| | ⊟ 1.1.3.1.01 | MERCADORIAS PARA REVENDA | | 5,850.00 | | 5,850.00 | | | | |
| | E 1.1.3.2.01 | PRODUTOS ACABADOS | -50,812.33 | -91,633.05 | -50,812.33 | -40,820.72 | 80.34 % | -8,859.77 | | - 1 |
| | 1.1.3.3.01 | MATÉRIAS-PRIMAS | 10 | 29.37 | | 39.37 | | | | - 1 |
| | E 1.1.3.8.01 | Estoques diversos | | 500.00 | | 500.00 | | | | |
| | 1.1.3.9.01 | | -134,209.14 | -244,796.50 | -134,209.14 | -110,587.36 | 82.40 % | -46,116.75 | | - 1 |
| | ■ 1.1.4.1.01 | | 13,197.50 | 28,063.00 | 13,197.50 | 14,865.50 | 112.64 % | 5,357.50 | | |
| | □ 1.1.4.1.02 | ICMS a recuperar | 23,228.45 | -3,668.76 | 23,228.45 | -26,897.21 | -115.79 % | 9,270.48 | | |
| | E 1.1.4.1.04 | COFINS a recuperar | 7,867.34 | 16,843,83 | 7,867.34 | 8,976.49 | 114.10 % | 3,239.87 | | - 1 |
| | 1.1.4.1.05 | PIS a recuperar | 1,708.04 | 3,656.92 | 1,708.04 | 1,948.88 | 114.10 % | 703.39 | | |
| | 1.1.4.2.01 | PIS retido | | 780.00 | | 780.00 | | | | |
| | □ 1.1.4.2.02 | COFINS retido | | 3,600.00 | | 3,600.00 | | | | |
| | FR 1.1.4.2.03 | CSLL retido | | 1,200.00 | | 1,200.00 | | | | |
| | 1.2.2.1.01 | CLIENTES | 97,821-25 | 80,740.00 | 97,821.25 | -17,081.25 | -17.46 % | 49,200.00 | | |
| | E 100201 | 工商银行北京分行高开区支 行人民币300-12345678 | 45,549,004.49 | 38,214,502.37 | 45,549,004.49 | -7,334,502.12 | -16.10 % | | 3,437,584.22 | |
| | E 110110 | Bank Account - USD | 130,965,942.26 | -8,434,905.11 | 130,965,942.26 | -139,400,847.37 | -105.44 % | 12,858,012.05 | 9,516,051.70 | E |
| | □ 110125 | Bank Account - INR | 160,217,387.62 | 122,754,828.90 | 160,217,387.62 | -37,462,558.72 | -23.38 % | 22,148,514.35 | -1,605,875.68 | 2 |
| | □ 110130 | Bank Account - EUR | 23,233,550.38 | -25,944,840.15 | 23,233,550.38 | -49,178,390.53 | -211.67 % | 1,773,172.26 | 1,224,128.56 | |
| | E 110150 | Bank Account - GBP | | 1,001,372.50 | | 1,001,372.50 | | | 783,749.50 | |
| | E 110160 | Bank Account - Payroll | | 42,181,314.60 | | 42,181,314.60 | | | -604,948.94 | |
| | 110200 | Bank Account - SAR | | -54,250.00 | | -54,250.00 | | | | |
| | 125.0000055 | Bank Account - THB | | -740,715.00 | | -740,715.00 | | | | |
| | | | 1 | 101.000.00 | | | | | | 1 |

| cegeka LEDGER TREE BY FINANCIAL DIM | ENSIONS | | | | | | | |
|--|------------------|----------------|----------------|----------------|-----------------|------------------------|--------------------------------|---------|
| | | | | | | Year, Q | Jarter, Month, Date | |
| | | | | | | All | | \sim |
| rpartment | | | | | | | | , |
| wel D1 | | Auto | Chemical | Electronics | Home | IT Consulting Practice | Management Consulting Practice | Osaka |
| IA | -99,951,933.66 | 21,592,950.37 | .00 | 112,739,439.28 | -136,329,513.71 | 16,399,692.29 | -163,903.95 | 864,000 |
| Assets | 1,467,729,481.98 | 102,391,541.92 | 254,138,654.34 | 109,506,915.41 | 432,306,398.79 | -174,004,106.87 | -114,667.13 | |
| Current Assets | 1,425,013,730.72 | 64,339,892.48 | 254,138,654.34 | 109,231,962.23 | 316,330,961.62 | -174,004,106.87 | -114,667.13 | |
| Accounts Receivable | -199,432,710.36 | -20,294,616.12 | 6,998,014.51 | | 60,401,198.46 | | | |
| Cash and Cash Equivalents | 121,272,714.21 | 59,736,184.80 | 241,923,049.70 | 24,195,662.13 | 251,572,244.76 | -174,004,106.87 | -114,667.13 | |
| Physical Inventory | 1,501,091,776.94 | 24,898,323.80 | 4,952,445.96 | 85,036,300.10 | 1,744,619.05 | | | |
| Raw Materials and Finished Goods Inventory | 1,501,091,776.94 | 24,898,323.80 | 4,952,445.96 | 85,036,300.10 | 1,744,619.05 | | | |
| Project | 855,280.57 | .00 | 265,144.17 | | 2,138,926.75 | | | |
| WIP - All | 855,280.57 | .00 | 265,144.17 | | 2,138,926.75 | | | |
| Securities | 1,226,669.36 | | | | 473,972.60 | | | |
| Bill of Exchange (All) | 1,226,669.36 | | | | | | | |
| Bonds & Other Marketable Securities | | | | | 473,972.60 | | | |
| Fixed Assets | 42,715,751.26 | 38,051,649.44 | | 274,953.18 | 115,975,437.17 | | | |
| Intangible Assets | 4,316,000.16 | 66,000.56 | | | 12,900,000.00 | | | |
| Amortization - Intangible Fixed Assets | -3,999.84 | -13,999.44 | | | | | | |
| Intangible Assets | 4,320,000.00 | 80,000.00 | | | 12,900,000.00 | | | |
| Tangible Assets | 38,399,751.10 | 37,985,648.88 | | 274,953.18 | | | | |
| Accumulated Depreciation - Tangible Fixed Assets | -3,066,558.90 | -3,810,751.12 | | | -6,844,366.83 | | | |
| Other Assets | | | | 274,953.18 | | | | |
| Tangible Fixed Assets | 41,466,310.00 | 41,795,400.00 | | | 109.919.804.00 | | | |

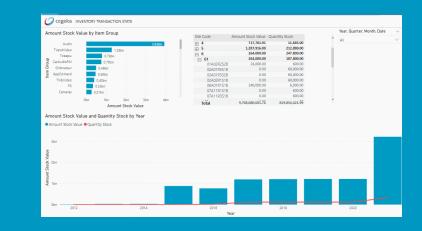
• Finance

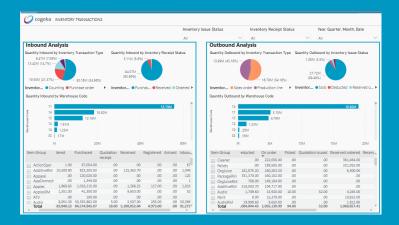
The General Ledger model contains everything required to setup financial reporting and KPI's, such as Profit & Loss, Balance sheet and other income statement reports. It also contains a Ledger tool app to construct your own tree structures based on ledger accounts, financial dimensions and account categories. Detailed reports on fixed asset transactions and Bank transactions are also available.



Inventory

The inventory module allows you to evaluate the performance of your inventory management. It provides insight in the stock quantity through time, as well as the value of your goods, both inbound and outbound. Follow the activity within your warehouse and check stock movements. Check up on picking work by employee and location in your warehouse. Visualize the on hand stock and stock rotation.







| C cegeka PRODUCTION PERFORMANC | E | | | | | 5 6 | |
|---|-----------------------|-----------------------|----------------------|---------------------------|-------------------|-------------------|-----|
| Cost Group | | | | | | Year, Week, Date | |
| Use the filter panel to select a cost group | Amount Realized Cos | t by Category | Amount R | ealized Cost by Item Grou | up Name | All | |
| | 1.4054 (11.0.) | Cateo | IBM (| 1.39%) | Item Group Name | 244 | |
| | | • NA | 1,205 | | Cleaner | | |
| | | • Spe | (9,45%) | | Orange Juice | | |
| | | | | | | | |
| | | Part | 2.6 | | Audio Producta | | |
| | | - 10.79M (85.1) • Aut | to audio sy (20.59 | N) 7.02M (55.44) | · · | | |
| Category | Amount Estimated Cost | Amount Realized Cost | Amount Variance Cost | | Quantity Realized | Quantity Variance | |
| | | | | Consumption | Consumption | Consumption | |
| Auto audio systems | 63,964.81 | 60,552.46 | 3,412.85 | 64,013.76 | 60,598.80 | 8,414 | 96 |
| Car Audio Products | 63,964.81 | 60,552.46 | 3,412.31 | 64,013.76 | 60,598.80 | 3,414 | 96 |
| Car Audio System | 63,964.81 | 60,552.46 | 3,412,35 | 64.013.76 | 60,598.80 | 3,434 | 36 |
| 🗇 NA | 8,736,378.79 | 10,789,723.73 | -2,053,344.93 | 28,641,017.69 | 52,456,756.82 | -23,815,788 | 65 |
| Apples | 24,715.10 | 131,913.79 | -107,198.65 | 33,566.50 | 31,511.45 | 2,055 | 05 |
| Apple Pie Version F Box | 1,040.50 | 33,571.66 | -32,531.16 | 900.00 | 700.00 | 200 | 00 |
| AppleCheesecake | 7,306.11 | 41,644.01 | -34,537.96 | | 2,871.30 | | 90 |
| AppleiceCream | 2,150.97 | 2,150.95 | -0.03 | | 158.00 | | 00 |
| ApplePie | 146.58 | 146.61 | -0.01 | | 271.00 | | 00 |
| Applepie box | 3,181.21 | 7,659.75 | -4,478.54 | 2,262.17 | 2,564.65 | -302 | .48 |
| AppleSauce | 664.30 | 664.30 | 0.00 | | 2,874.66 | | 83. |
| Cherry Pie | 644.70 | 695.90 | -51.20 | | 630.00 | | |
| CherryPie Box | 674.70 | 684.70 | -10.00 | | 700.00 | | |
| Filling apple cake | 5,207.34 | 6,446.37 | -1,239.21 | | 12,391.84 | | |
| Filling Apple Cake Version F | 552.68 | 33,919.54 | -33,566.86 | | 3,550.00 | | |
| Filling Cherry Ple | 556.25 | 690.00 | -133.75 | | | | |
| Milkshake Chocolate | 2,590.00 | 3,640.00 | -1,050.00 | | | | |
| Audio Products | 82,480.20 | 83,399.44 | -919.23 | | 100,104.83 | | |
| AcousticFoamPanel | 80,595.49 | 81,511.34 | -915.85 | | 99,019.31 | | |
| Composite Case | 222.09 | 222.09 | 0.00 | | 171.66 | | .00 |
| LE002PROD | 625.00 | 625.00 | 0.00 | | 100.00 | | 00 |
| Ruggedized Laser Projector | 1,037.61 | 1,041.01 | -3.4 | | 813.36 | -143 | |
| Total | 11,198,964.48 | 12,667,774.35 | -1,468,809.91 | 30,453,877.63 | 53,998,412.87 | -23,544,535 | 25 |

| C cegeka PRODUCTION COST BY COS | T GROUP | | | | | | | | | | | | V B - |
|---|--|------------|----------|------------|---------------------|------------|-----------|------------|--------------------|---------|------------------|----------------|-----------------|
| Quantity Realized Consumption and | Amount | Realized I | Cost by | Cost Grou | p | | | | | | | Year, Week, Da | te |
| Ouantity Realized Consumption Amount Reali | Ouantity Revized Consumption Provent Revized Cost | | | | | | | | | | | All | ~ |
| Bound P | Start Carlle | ed will de | All d | and the co | willow with said of | FRET FERRE | all can | St. 1875 1 | Star of the second | nt A | con are | | |
| Amount Realized Cost By Cost Group | | | | | | | | | | | | | |
| Category | | Additives | Apples | Assembly | Cabinets comp. | Chemicals | Corrisive | Cutting | Deafult | Default | Electronic comp. | Labor overhead | Material overhy |
| Auto audio systems | | | | | | | | | | | 45,231.90 | | 1,76 |
| Car Audio Products | | | | | | | | | | | 45,231.90 | | 1,76 |
| Car Audio System | | | | | | | | | | | 45,231.90 | | 1,76 |
| ⊡ NA | 6.59 | 662,452.98 | 4,180.45 | 2.34 | | 67,577.99 | 81,704.48 | 3,006.33 | 15.95 | .00 | | 1,161,608.44 | 37,675 |
| Apples | 2.00 | 45,638.46 | 2,680.45 | | | | | | | | | | |
| Apple Pie Version F Box | | | | | | | | | | | | | |
| AppleCheesecake | 4.00 | 3,728.55 | | | | | | | | | | | |
| AppleIceCream | | 2,052.50 | | | | | | | | | | | |
| ApplePie | | 85.00 | 11.05 | | | | | | | | | | |
| Applepie box | 8.00 | | | | | | | | | | | | |
| AppleSauce | | 309.17 | 178.53 | | | | | | | | | | |
| Cherry Pie | | 152.00 | | | | | | | | | | | |
| CherryPie Box | | | | | | | | | | | | | |
| Filling apple cake | 0.00 | 2,266.68 | 1,855.89 | | | | | | | | | | |
| Filling Apple Cake Version F | | 33,354.56 | 394.98 | | | | | | | | | | |
| Filling Cherry Pie | | 50.00 | 240.00 | | | | | | | | | | |
| Milkshake Chocolate | | 3,640.00 | | | | | | | | | | | |
| Audio Products | 3.00 | | | 2.34 | | 67,577.99 | | 3,006.33 | | | | 743.64 | 2,05: |
| AcousticFoamPanel | | | | | | 67,577.99 | | 2,946.03 | | | | 729.48 | 2,02 |
| Total | 6.59 | 662,452.98 | 4,180.45 | 12,140.05 | 758,814.08 | 67,577.99 | 81,704.48 | 3,006.33 | 15.95 | .00 | 340,317.95 | 1,175,449.62 | 85,382 |

Production

Follow the entire production process in terms of (estimated and actual) costs and consumption regarding production hours, employee cost, materials used,

Analyze the bill of materials and formulas concerning theoretical consumptions and cost prices with our costing details add on for Production.



• Projects

Report on all project transactions concerning hours, item requirements, fees, costs, and on account transactions. Compare the actuals of a project with the forecasts and analyze the different project categories and work breakdown structures over projects or companies.



| Company Code | 1.5 | Vear | | Task | | Project Code | ×. | | | | - |
|--|---------|---------------------|--------|---------------------------------------|--------------------|-----------------------------------|---|--------------------------------------|----------------------------------|--|------------------------------|
| USSI | \sim | All | \sim | All | ~ | All | ~ | | | | |
| Customer Country | . * | Project Category | | × | Project | | ~ | | | | |
| All | × | All | | \sim | All | | \sim | | | | |
| evel 03 | | | | | | | | | | $\uparrow \downarrow \downarrow$ | A 🖬 |
| D NA | | | × | Project Transaction Typ | * | Amount Actual Company Currency | Amount Budget Updates Company Currency | Amount Deviation Company Currency | Ratio Amount Company Currency | Amount Actual Gross Margin Company Currency | Actual Gross Margin Ratio |
| | | | | Expense | | 4.505.307.44 | 4.549.350.58 | 44,043,14 | 99.03 | 4.500.321.81 | 29.563 |
| Glank) Gity Manufacturing Contoso Consulting | | | | Project - accrued raw | ence - sales value | -4,995.60 | | -4585.63 | | 4.665.63 | 100.00 |
| | | | | Project - cost | | 19.727.092.43 | 19.947.384.56 | -220.292,13 | 90.90 | 6 -19.727.092.43 | |
| | | | | Project - involced rev | renue | 15,221,784,99 | -15.298.033.98 | 176.248.99 | 90.04 | 15.321.784,98 | 100.00 |
| Recreation Sys | Learne | | | Project - WIP - sales | value | 4.985,60 | | 4,903,63 | | 0,00 | |
| Cycles Sales an | | | | Fee | | 0,00 | -\$4,700,000,00 | \$4,700,000,00 | 0,00% | | 100,007 |
| | | 1C | | Project - accrued rev | | -53.998.129,20 | -54.708.000.00 | 703.870,80 | 98,719 | | 100,001 |
| Fun Times Clui | | | | Project - WIP - sales | value | 53.996.129,20 | | 53.996.129,20 | | 0,00 | |
| Professional C | ontaine | irs and Packaging (| 0. | Haur | | -35.998.776,76 | -40.824.452,80 | 0.00 -3.505.00 | 88,101 | | -25,401 |
| Eastside Depart | tment | Store | | Never ledger Project - accrued rev | | 0.00 | | | | 0.00 | 100.00% |
| District Mail | | | | Project - cost | ALTE - PERS CARDS | 45.147.043.14 | 48,420,068,82 | | 11.24 | | 100.007 |
| Worthwhile Ac | 4.2.0 | | | Project - involced rev | | -35.998.776.76 -40.824.452.80 | | 80.18% | | 100.009 | |
| | | | | Project - payroll alloc | | -45.147.063.14 | -48-420.068.80 | 1,272,205,65 | 93.24 | | |
| Global Sportin | | | | Project - WIP - sales | | 3.500.00 | | 3.500.00 | | 0.00 | |
| Global Sporting Goods - Phase 2 Alpine Electronics | | | | item | | 1.028.754.14 | 1.545.063,86 | -\$16.309,72 | 46,52 | -1.028.754.14 | -13,525 |
| | | | | Never ledger | | | 1.937.440,40 | -1.917,440,40 | | | |
| Budget stereo | install | | | Project - cost | | 4.098.055.95 | 1.023.564.52 | 2.174,401,43 | 212,04 | | |
| Image: Midrange stereo install | | | | Project - involced rev | venue | -3.069.301,81 | -2.315.941,05 | -753.360,75 | 132,53% | | 100,009 |
| | | | | On-account | | -\$4,141,213,32 | | -54.141.213,32 | -15 | 0,00 | |
| High-end stere | | | | Project - WIP invoice | d - on account | -54.141.213,32 | 1000000000 | -54.141.213.32 | 1000 | 0,00 | |
| | | (inidam) li | | Total | | -84.605.928.50 | -89,430,038,36 | 4,824,109,86 | 94 611 | 5 39.321.466.87 | 36.319 |

- ► Mechanical Products Ltd.
 - Disseride C





| Quality Order | item Number | Test Group | Site | Warehouse | Quantity | Status | Reference Type | Validated By | Validated Time | ^ | Year, Guarter, Month, Date |
|------------------|----------------|------------|------|-----------|-----------|--------|-------------------|----------------------|------------------------|--------------------------------|-------------------------------|
| 000001 | P7000 | BuikOrange | 1 | 12 | 1.00 | Pass | Production | Glen John | 31/10/2016 09:14:29 | 114 | Validated By |
| 000001 | M0061 | Concentrat | 3 | 31 | 1.00 | Pass | Purchase | Phyllis Harris | 3/9/2021 08:28:54 | Quality Tests Count | All |
| 000001 | M2005 | OliecAcid | 1 | 13 | 1,100.00 | Pass | Purchase | Jodi Christiansen | 2/11/2016 05:55:02 | Quality Tests Count by Test | Quality Tests Count by Test |
| 000002 | M2005 | OliecAcid | 1 | u | 551.00 | Pass | Purchase | Jodi Christiansen | 2/11/2016 05:55:35 | Group Code | Formes_ 26 |
| 000006 | P8000 | Frozen OJ | 1 | 12 | 1.00 | Pass | Production | Glen John | 6/11/2016 11:15:19 | PetersT 17 BulkOr 22 | Check5 64 |
| 000006 | P5000 | Solvent | 1 | 14 | 19.581.00 | Pass | Production | Jodi Christiansen | 2/11/2016 06:13:10 | Appliest 14 | J Vital Im 0 CheckBirt 7 |
| 000007 | P9000 | Consumer | 1 | 12 | 1.00 | Pass | Production | Glen John | 6/11/2016 11:17:51 | Gorsu 12 | CheskRi 🔽 7 |
| 000007 | P5000 | Solvent | 1 | 14 | 20,817.00 | Pass | Production | Jodi Christiansen | 2/11/2016 06:14:35 | Featen 7 FieaTest 3 | For mea |
| 000011 | P7000 | BulkOrange | 1 | 12 | 1.00 | Pass | Production | Glen John | 7/11/2016 11:19:58 | 0 20 40 Guality Tests Count | 0 20 Quality Tests Count |
| 000016 | P8000 | Frozen CJ | 1 | 12 | 1.00 | Pass | Production | Glen John | 13/11/2016 11:23:16 | Quality Tests Count by | Quality Tests Count by Status |
| 000017 | P9000 | Consumer | 1 | 12 | 1.00 | Pass | Production | Gien John | 13/11/2016 11:25:05 | Reference Type | |
| 000021 | P7000 | BulkOrange | 1 | 12 | 1.00 | Pass | Production | Glen John | 14/11/2016 11:27:16 | Purchase | Fail 16 |
| 000026 | P8000 | Frozen OJ | 1 | 12 | 1.00 | Pass | Production | Glen John | 20/11/2016 11:30:07 | | |
| 000027 | P9000 | Consumer | 1 | 12 | 1.00 | Pass | Production | Glen John | 20/11/2016 11:31:30 | | |
| 000031 | P7000 | BulkOrange | 1 | 12 | 1.00 | Pass | Production | Glen John | 21/11/2016 11:33:22 | | Open28 |
| 000036 | P9000 | Consumer | 1 | 12 | 1.00 | Pass | Production | Glen John | 27/11/2016 | Production | - Pass 70 |

Quality

Compare the quality test results with the norm or tolerance values, get quick overview of failed tests, and get insight in the quality result evolution through time.

Customer Engagement

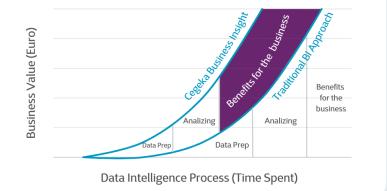
Report on Customer life cycle, activities and opportunities, and compare your estimated opportunity values with actuals from D365F&O. The customer engagement data is fully integrated with F&O in this component.



A **full documentation** on the content of CBI can be obtained, to see all dimensions, attributes, hierarchies, measures and calculations contained in the CBI solution. Full documentation is also available on CBI's 100+ standard Power BI reports.

CBI serves as a **kick-start** and **accelerator** when it comes to setting up a BI solution for your ERP environment.

An ETL-process within your average data warehouse/BI project can easily take up to 70 or 80 percent of the project. **CBI reduces this**, **so the remaining time can be used to create useful reports for your organization.**







Thank you

