



APN Enterprise Reporting

APN Enterprise Reporting is a solution for creating and distributing reports on a variety of business indicators to end users regardless of the data source and location of the recipient.

In most organizations, operational strategy and tactics are based on four main fields: customers, employees, products and processes. To drive change and innovation, to create new products and services, organisations must adopt a strategy that connects these fields as effectively as possible. This will ensure that customers have the ideal experience, employees perform to the best of their ability, operations ensure efficiency and effectiveness across the company. This concept is ultimately what enables transformation, allowing you to change your business, your processes, gain competitive advantage and ultimately transform your organisation into a leader in its industry. On the other hand, this approach can generate huge amounts of diverse data. The analysis of this data is supported by the **APN Enterprise Reporting**.

APN Enterprise Reporting makes it easy to collect data, create reports, share it to the end users, and monitor of key metrics. Everything is possible thanks to the use of modern technology - **Microsoft Power BI**. Users can make sense of their data through real-time, interactive dashboards and thus unlock the insights needed to drive business.

By improving the reporting process, users of the reporting platform gain tangible benefits such as:

- increased revenue,
- reduced costs and risk,
- supply chain optimisation,
- quicker time to market with new products and services,
- better management of receivables.

A modern reporting platform helps democratise data and create a data-driven organisational culture. Users highlight an increase in satisfaction when working with data. Security and compliance of working with data is increased.

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Gold Data Platform

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Gold Enterprise Mobility Management

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Gold Security

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What do we do while implementing the product?

1. Analysis of the environment and reporting needs.

At this stage, we conduct a series of meetings with key users of reports and with the technical team. The meetings are aimed at detailing the architecture of the reporting environment, together with a list of business and technological requirements.

The result of the analytical work will be a document containing the specification of used reports along with recommendations for their further development. The document will present the reporting needs of individual users in the context of business processes in which they participate. The most important and significant reports for the company will be identified and described. Reports will be prioritised during the implementation phase. New reports that can bring positive value to the organization are identified. A list of users with business responsibility for the reports will be created, as well as a list of people entitled to specific reports. The document will contain concepts of corporate models according to the approach one model for a business area - many reports. The feasibility of the reports will be determined by a feasibility study. An additional element of the document will be a description of governance in the reporting environment, in particular a description of the concept of working in the Microsoft Power BI environment.

2. Installation and configuration of the reporting platform.

Based on the collected requirements we prepare an appropriate architecture of the solution. We train administrators. We start up and configure the system. We connect data sources. We design and provide a data model. We configure the security policy and privileges. We implement a concept to ensure order in the reporting environment. We test the environment. We provide documentation including instructions for self-starting the platform, its model configuration and a list of procedures and sample report templates.

3. Preparation and launch of reports, cockpits and dashboards.

We propose an agile approach to preparing and running reports. We will work within the Ordering Party's defined business areas. Within each area we will create test reports, in accordance with the description and priorities presented in the audit document, to assess their usefulness.

Preparing a single report for the Power BI tool involves prior preparation of the data model, which may be located in the data warehouse or in the report itself. The next step is to create a visual layer that meets the requirements specified within the pre-implementation analysis. The diagram below shows our comprehensive approach to launching the report in an organisation.

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At this stage, we supplement the pre-implementation analysis documentation with information that may appear after the report implementation, in particular, for example, description of report creation standards - layout, start page, end page, method of presenting trends and KPIs. The documentation is done by the project team from APN Promise with the active participation of an architect supervising all implementation works.

Production handover of the report ends with a short training on its use, further maintenance and development.

4. Building of Power BI Developer competences.

We assume the training of key Power BI Developers, on a Train the Trainers basis. Knowledge transferred during dedicated workshops will be able to be propagated to further users of the reporting platform.

The development of competences should take place in a gradual planned way to guarantee the consolidation of knowledge in new tools and technologies. Due to different levels of knowledge and different experiences of participants, we start from basic training, not only gradually increasing the level of issues discussed, but also, in parallel, doing reconnaissance and preparing new standards of work with increasing knowledge of the structure of the organisation. On the basis of our experience we recommend the following competence building strategy:

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Basic training - the whole process starts with basic training equalizing the level of knowledge in all participants. Based on our experience, we realize that in an organization some people even within the same organizational unit may have different experiences with the discussed technologies. It often happens that someone has already worked with a chosen tool and has their own habits regarding the work model and the expected results. Therefore, the first batch of training is aimed at levelling the participants and interviewing them about their previous experience in working with these tools within the Employer's organisation.

Advanced training - after the basic training, we start the advanced training which extends the level of participants' knowledge to more complex examples concerning specific topics. Participants will do more exercises on their own with emphasis on understanding the issue from the practical side. Unlike the previous basic training, most of the exercises will be performed on the customer's data prepared in accordance with the recommendations of the trainer from APN Promise.

Post-training support (work on a Business Case) - after the advanced training the next step is to support participants in their daily work, and thus to consolidate the acquired knowledge. Together with training participants we relate the knowledge we provided during the basic and advanced training to the business process occurring in the everyday work of a given team or department. Additionally, at this stage of training we consolidate the standards of working with the newly learned reporting tool and we pass on best practices.

5. System maintenance and development.

Depending on your business needs, we can provide access to service center that provides proactive and reactive services 24/7. Experts can help you at every stage of the product life cycle. We constantly improve our competences and follow news from big data world. After the implementation is completed, we support you in problem solving and further development of the reporting platform.

What do you need?

- Access to data sources and people with technical knowledge about them.
- Ensuring appropriate licenses for the Microsoft Power BI reporting platform.
- Ability to contact stakeholders of the reporting platform to gather business requirements and train them.

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APN Promise team

On the APN Promise side, a team consisting of a data platform solution architect, engineers and data analysts will be involved. The entire implementation will be supervised by a project manager.

The customer's team

The customer's team will include business people responsible for a given reporting area, analysts responsible for data analysis processes in a given area, database administrators, IT professionals responsible for data processing security and compliance.

How long does implementation take?

The duration of implementation depends on the scope of data and reporting needs. For example, the cost of implementing a reporting platform, developing rules for working with data, launching 9 reports (sales, marketing, operations, HR, administration, finance, compliance, controlling and management) with up to 5 tabs each and training key users may take from 4 to 6 weeks.

How much does implementation cost?

For the scope assumed above, the cost of services can range from €25,935 to €41,230 net.

How much do Power BI licences cost?

The Microsoft Power BI reporting platform is licensed in various ways. Flexibility of licensing allows to create reports without cost using Power BI Desktop licences. Publishing reports to the reporting platform available in the Microsoft cloud is done using a paid Power BI Pro licence, which costs EUR 8.40 per user per month. For larger deployments, consider Power BI Premium licenses, which can be licensed per user or per dedicated capacity. A detailed price list and comparison of types is available here: <https://powerbi.microsoft.com/pl-en/pricing/>

Cases of use

The reporting platform has versatile use cases in any organisation. It supports different business lines and different users. It is most often used to analyse and report on historical data. It helps users answer the question "What happened?". The platform can also support in visualising the work of advanced analysts by presenting answers to the questions "Why did this happen?" and "What else could happen?". With the ability to embed analyses, automate them and connect them to various applications, Power BI supports optimised decision-making and answers the questions "What should we do?". The reporting platform can also support the creation of plans, budgets and forecasts, supporting users in answering the question "What is our plan and is it being implemented?" Below are examples of reports useful in any firm:

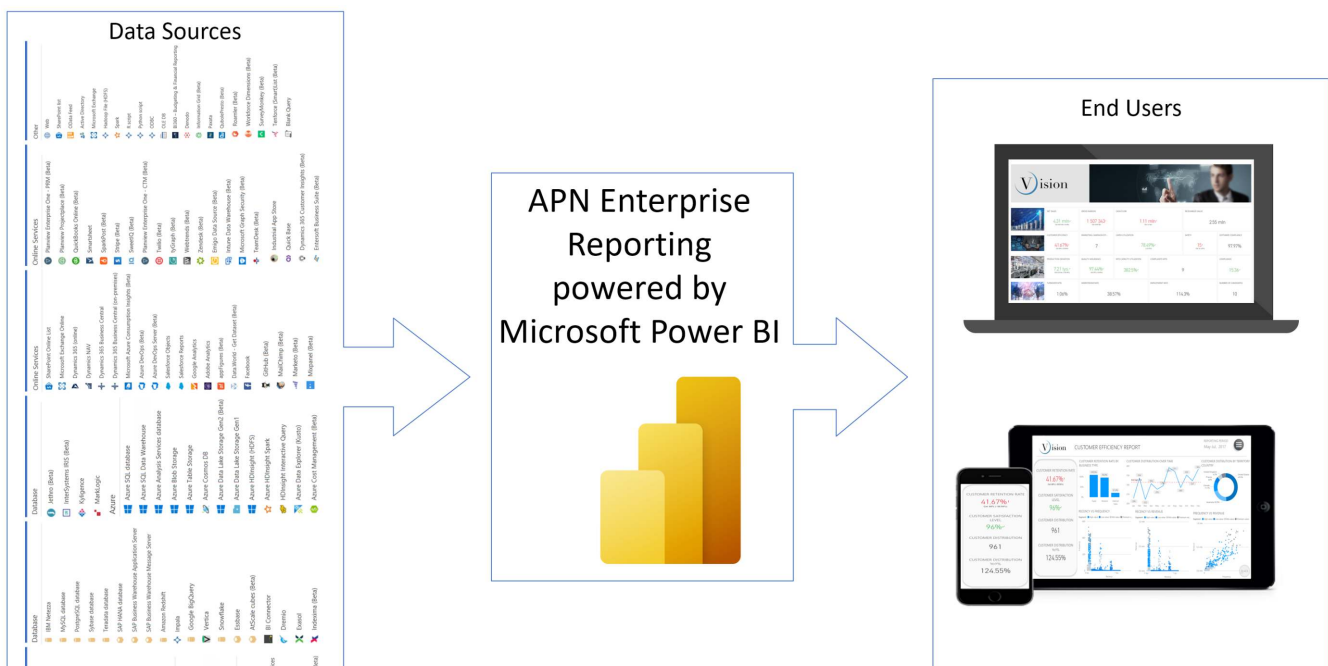
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1. Management analysis of key performance indicators
2. Sales and margin analysis.
3. Analysis of cash flow and receivables.
4. Analysis of customer efficiency.
5. Analysis of marketing campaigns.
6. Analysis of investments.
7. Analysis of job security.
8. Analysis of software compliance.
9. Analysis of production deviations.
10. Analysis of production quality.
11. Analysis of production capacity.
12. Analysis of complaints.
13. Analysis of compliance with regulations.
14. Analysis of employee turnover and absenteeism.
15. Employment level analysis.

Technologies

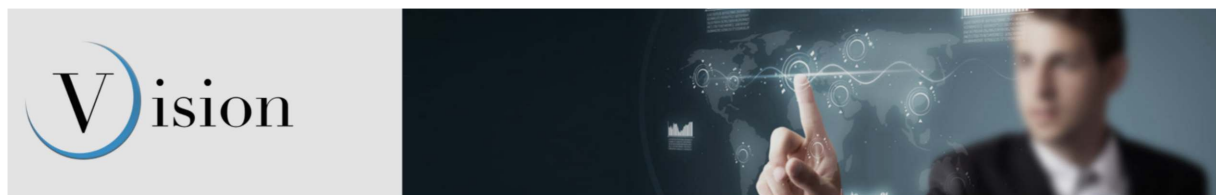
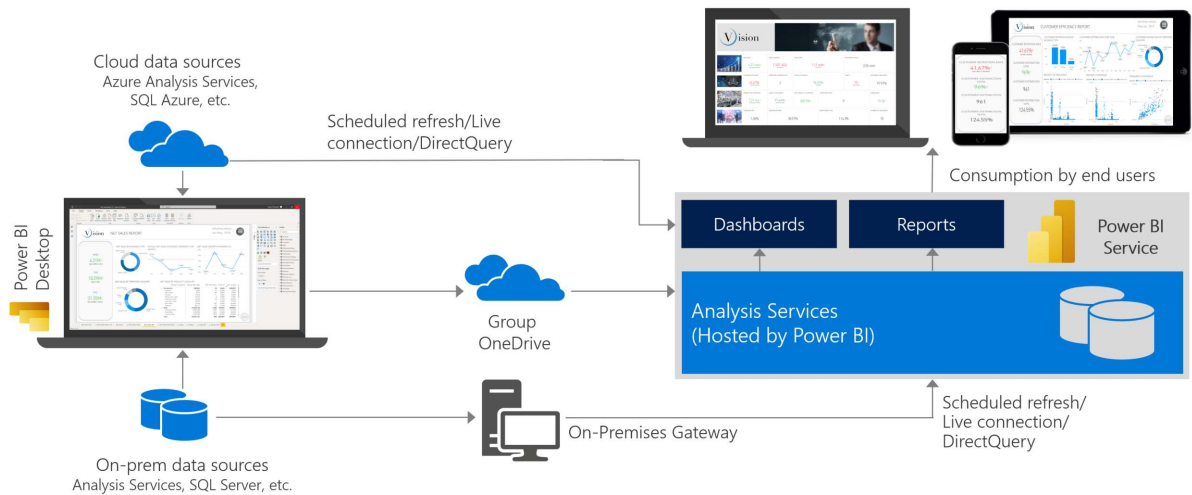
The project will use Microsoft Power BI reporting platform. Depending on the needs, various components included in it may be used, e.g. Power BI Mobile for displaying reports on mobile devices and Power BI Gateway for connecting to local sources. More information about Power BI technology is here: <https://powerbi.microsoft.com/pl-pl/>

Solution architecture and screenshots



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APN Enterprise Reporting - Architecture



	NET SALES 4.31 mln ¹ Ciel: 4,05 mln (+6.4%)	GROSS MARGIN 1 507 343 ¹ Ciel: 4 047 821	CASH FLOW 1.11 mln ¹ Ciel: 1.3 mln	RECEIVABLES VALUE 2.55 mln	
	CUSTOMER EFFICIENCY 41.67% ¹ Ciel: 60% (-30.56%)	MARKETING CAMPAIGN EFF... 7	CAPEX UTILIZATION 78.49% ¹ (+21.51%)	SAFETY 15 ¹ Ciel: 12 (-25%)	SOFTWARE COMPLIANCE 97.97%
	PRODUCTION DEVIATION 7.21 tys. ¹ Ciel: 5.53 tys. (-30.39%)	QUALITY ASSURANCE 97.44% ¹ Ciel: 97% (+0.45%)	MTD CAPACITY UTILIZATION 382.5% ¹	COMPLAINTS MTD 9	COMPLIANCE 15.36 ¹
	TURNOVER MTD 1.06%	ABSENTEEISM RATE 38.57%	EMPLOYMENT RATE 114.3%	NUMBER OF CANDIDATES 10	

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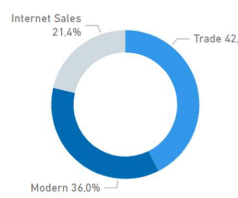


MTD
4.31 mln
Cel: 4,05 mln (+6.4%)

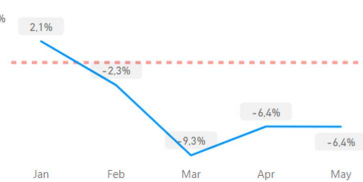
YTD
18.29 mln
Cel: 17,53 mln

YTG
31.35 mln
Cel: 18,29 mln (+71.43%)

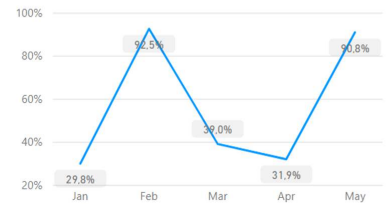
NET SALES BY BUSINESS TYPE



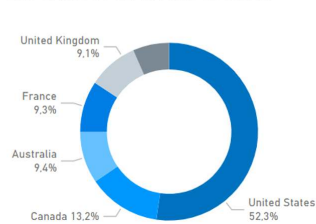
ACTUAL NET SALES VS BUDGET VARIANCE % BY MONTH



NET SALES GROWTH DYNAMICS %



NET SALES BY TERRITORY COUNTRY



NET SALES BY PRODUCT CATEGORY

Product Category	Actual Net Sales	AVG Net Sales	Share %	%ST Actual
Accessories	299 921	18	1,64%	100,00%
Cleaners	5 443	10	0,03%	1,81%
Bike Stands	8 507	80	0,05%	2,84%
Fenders	10 254	11	0,06%	3,42%
Bottles and Cages	15 610	4	0,09%	5,20%
Hydration Packs	30 740	70	0,17%	10,25%
Tires and Tubes	53 897	7	0,29%	17,97%
Bike Racks	79 296	245	0,43%	26,44%
Helmets	96 177	29	0,53%	32,07%
Bikes	15 628 102	1 629	85,46%	100,00%
Mountain Bikes	4 995 848	1 646	27,32%	31,97%
Road Bikes	5 095 460	1 452	27,86%	32,60%
Touring Bikes	5 536 794	1 818	30,28%	35,43%
Suma	18 287 741	500	100,00%	100,00%



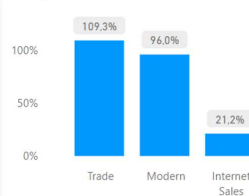
CUSTOMER RETENTION RATE
41.67%!
Cel: 60% (-30.56%)

CUSTOMER SATISFACTION LEVEL
96%

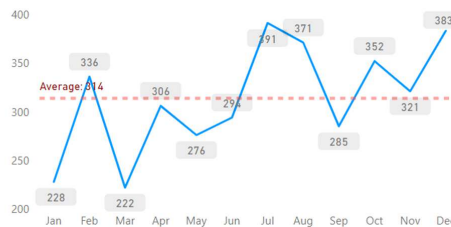
CUSTOMER DISTRIBUTION
961

CUSTOMER DISTRIBUTION YoY%
124,55%

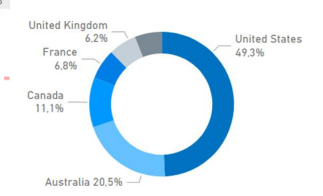
CUSTOMER RETENTION RATE BY BUSINESS TYPE



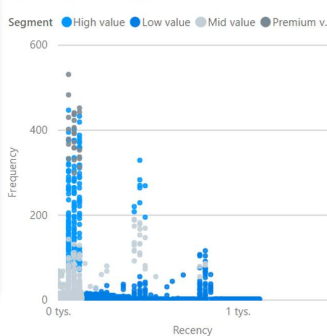
CUSTOMER DISTRIBUTION OVER TIME



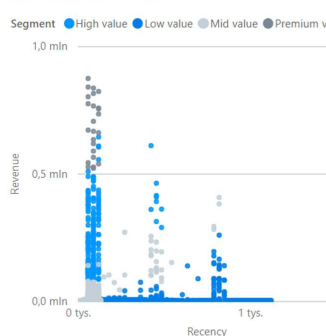
CUSTOMER DISTRIBUTION BY TERRITORY COUNTRY



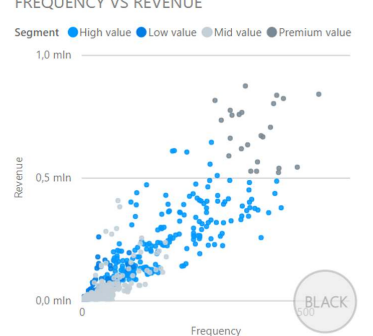
REGENCY VS FREQUENCY



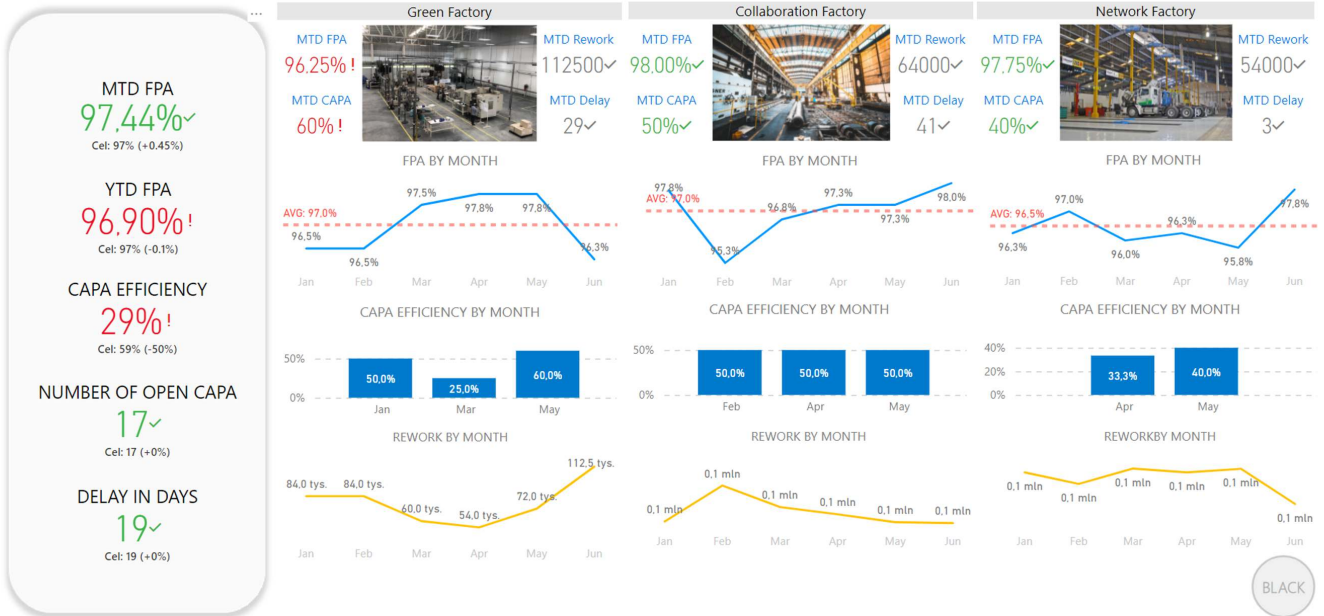
REGENCY VS REVENUE



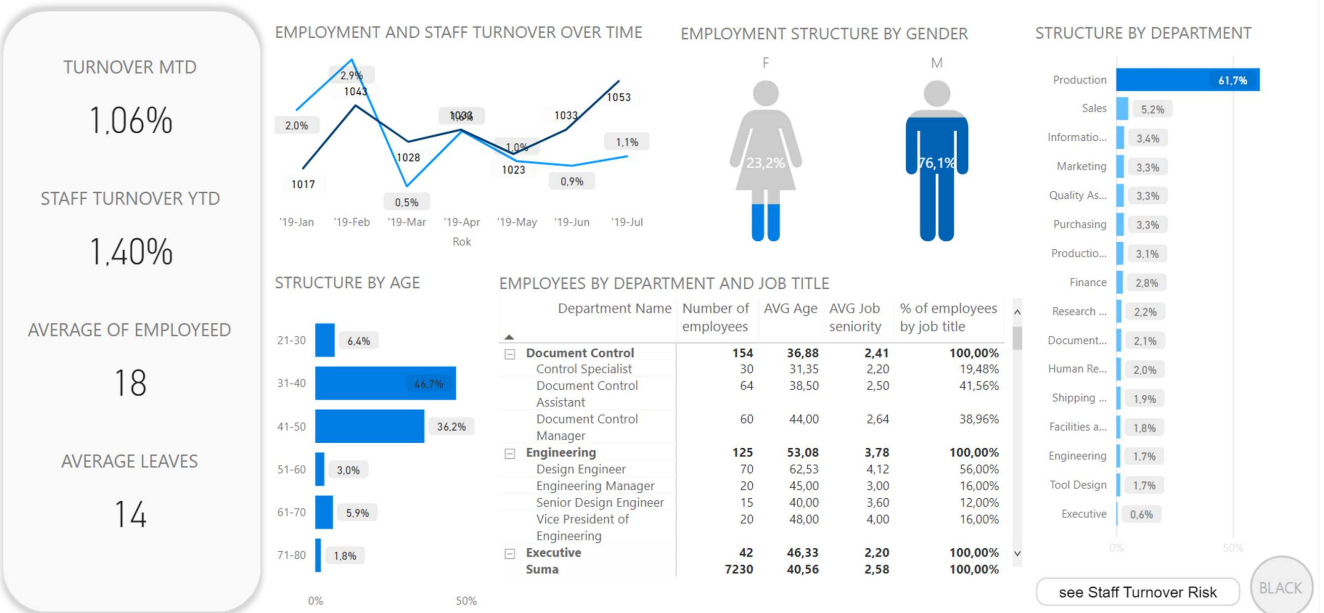
FREQUENCY VS REVENUE



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