Whitepaper

Power BI

FROM DATA TO INSIGHTS

Multiple sources| Cost effective | Accessible adoption

How do you use Power BI to generate a clear picture
of the organization from different data sources

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Table of contents

hillstar business analytics

Power BI Brigade

Power BI

What is Power BI?

View production costs per country, location, period, YTD or the same period last year, among other things

Power BI is Microsoft's self-service analytics tool. It is sometimes referred to as the new Excel where all 'Power tools' are already integrated.

That link is made because, for example, the visual power of Power View returns in Power BI. Microsoft's idea is to give everyone involved access to a simple analysis tool that they can use to create reports, regardless of their level of knowledge. Every user learns where he can improve in his daily practice.

Microsoft is working hard to expand the functionalities of Power BI. For example, an update takes place monthly, where a lot of new features have been added.

The team behind Power BI listens carefully to the users. If there is a wish from users, they can vote on it and the best scoring request is later added. This makes it a user-driven tool that becomes slightly more complete every month.
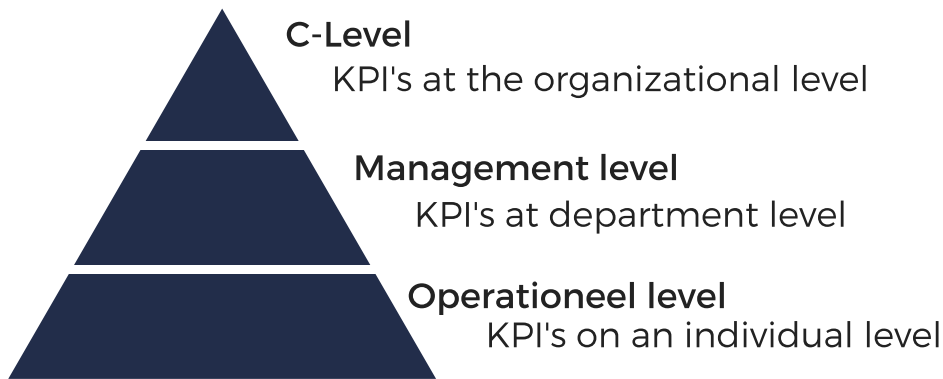
When do you use Power BI?

Power BI is the tool to use to initiate company-wide growth. Every role within the company gets its own dashboard. In this way people see daily what is needed to improve a result.

As an example we take a production manager at a company in the food industry. He can make a report within Power BI in which, among other things, he sees the production per employee or the result of a machine. When he sees that a machine has performed less than the average, it might be time to send a technician to that. In this way, exceptions become immediately clear and you can respond quickly to differences.

How to use Power BI successfully?

C-Level
KPI's at the organizational level

Management level
KPI's at department level

Operationeel level
KPI's on an individual level

A successful Power BI implementation covers the entire organization. From the man in the warehouse to the CEO. When you make strategic choices at the highest level, but do not translate them to the operational level, you do not the most out of it. Consider when you will run faster yourself. That is often when you see others running fast. This applies to all levels, including the CEO. With external data sources, we generate a 360-degree view of your organization and everything beyond.

In essence, a successful Power BI rollout starts with determining the KPIs per role. A filled KPI pyramid follows. Source systems are then included. Then the Data Architect comes in to ensure that all data comes together in the right way. Our BI consultant then establishes the relationships between the various data to create the right insights. Then a Power BI consultant ensures that the data is displayed correctly.

In this way, users at different levels receive the information they need. They want to see which invoices are overdue for a certain period and how that relates to the past. But also, for example, what the current financial positions are. Such as a daily up-to-date insight into working capital. Based on this, better choices are made every day.

Applications

Finance - industry-wide

Business Intelligence often starts in a finance department. In many companies in the (larger) SMEs, IT is partly assigned to finance. Creating and distributing reports is often not a simple push on a button, but a prolonged job. BI accelerates that and ensures that you have daily insight into the number of purchase and sales invoices, profitability, gross and net margins, exceeded payment terms and more.

Construction

Hillstar has a partnership with 4PS. For their construction ERP system, 4PS Construct, a standard environment has been developed. That enables mainly financial professionals make a big leap in their reporting possibilities. They now follow their work-in-progress, materiel and have a daily understanding of acquisitions.

Manufacturing

Always up-to-date insights in productivity, utilization of machines and, for example, waste in the process. By looking at business data with BI, you are able to make production processes more efficient. A better understanding of the use of machinery means that you can plan for smarter deployment.

Retail

Do you know the number of unsaleable items? Follow it daily with Power BI for Retail. With retail partners TCOG and ACA Retail, Hillstar has developed a set of KPIs for retail in a standard environment. This way you keep a grip on returns, a downtime webshop, conversion rates and, for example, ROI on marketing. Adjusting for exceptions and improving margins and sales performance is therefore simplified.

Customer Stories

IBH-Export

IBH-Export buys flowers and plants daily at the Aalsmeer, Royal Flora Holland auction. The flowers are directly unpacked and tied into bouquets. They were looking for better insights in purchase and sales prices, hours worked, costs, spoilage, but also, for example, sales per country. Before they had adhoc Excel reports, but were not able to see what the status of a fact was on an instant. With Power BI they now know exactly what to do and when.

Pet's Place/IJsvogel Retail

Which items sell well in which store and how can we keep out-of-stock notifications as low as possible? These are questions that IJsvogel Retail now focuses on daily. They use Microsoft Dynamics AX and were looking for a solution both financially and operationally. The Data Warehouse solution in combination with Power BI is a perfect fit for their need.

VDR Construction group

VDR Bouwgroep works with 4PS Construct. That is where they record all their processes. However, it turned out to be difficult to create reports in Power BI with this. Hillstar has a standard solution for 4PS Construct with which they can now easily and flexibly retrieve data from a central source. Among other things, they now follow acquisitions, financial data and projects in Power BI.
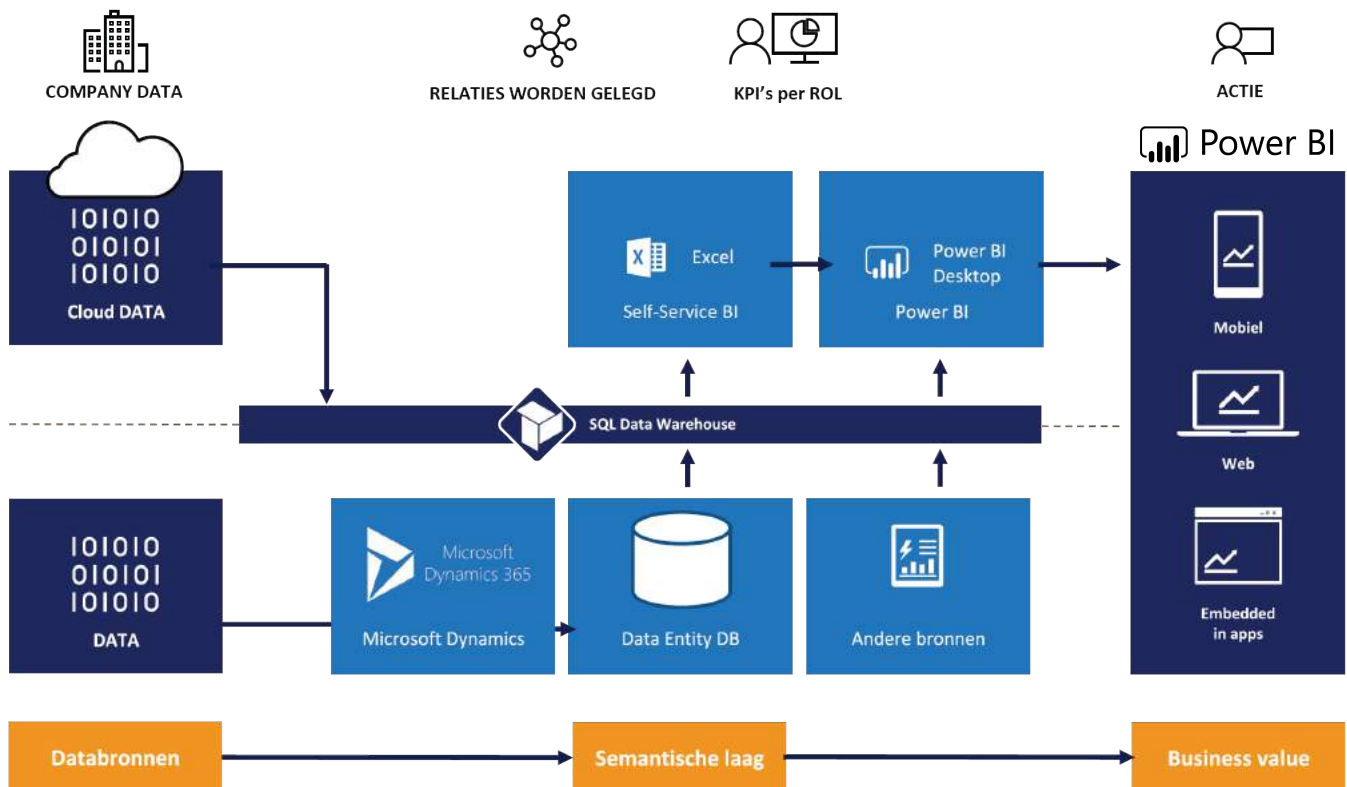
Tony's Chocolonely

Tony's Chocolonely works with Microsoft Dynamics NAV in the Cloud. Reporting was still done by dragging together various Excel fields. With the Data Warehouse from Hillstar they now view their P&L at the touch of a button. They also use BI to track their ROI on marketing.

Where does Power BI stand in the technical structure?

Power BI can extract data with a direct link from a data source. However, the disadvantage is that you do not work with one source of truth and Power BI limits the performance of source systems. That is why Hillstar works with a Data Warehouse. All relationships between data sources have already been established within that semantic layer. That means that within Power BI you only have to indicate what you want to see.

Power BI in three words

Manageable

By using a semantic layer, you can be sure that everyone works with one version of the truth. Depending on the size of the company, it is important that one person (per department) is appointed to manage the Power BI dashboards and to collect questions from the organization.

Flexible

Another advantage of a Data Warehouse is that you can easily and quickly load data into Excel. Experience shows that Excel is always easy to use in addition to Power BI. Many users make a calculation very quickly, pull a few fields together and in this way still make some ad hoc reports. This flexibility must also be there to provide every user with the insights that are needed to take better decisions.

Scalable

Business Intelligence is intended to help companies grow. Often, insight into the various processes within a company provides so many new impulses that major changes actually take place. Then it is important that you choose an IT landscape that grows with you. Both our Data Warehouse solution and Power BI are ready to scale up.

When you implement new source systems or take over companies, your Analytics environment is growing too. We are ready!

Power BI

What does it cost?

Power BI comes in multiple plans. The free plan in which you can create your own reports, view them on all devices and, for example, connect data from predefined sources.

The free plan is fairly complete, but sharing reports between colleagues is not possible. The Free version is therefore not suitable if you want to implement company-wide changes. The Power BI Pro version is suitable.

The Pro plan costs € 8.40 per user per month. That is not much, but with one user within the company you do not fully use your Power BI opportunities. You therefore need a number of Pro licenses depending on the size of the company.

Then there is Power BI Premium. This is especially suitable for companies where you work with more than 500 Power BI users. You then have reserved server space that ensures speed and reliability. The pricing of Power BI Premium is highly dependent on the number of users. We recommend that you request a free estimate from Hillstar for this.

What services do we offer?

Hillstar specializes in Business Intelligence. Within the company, a separate team is specifically focused on Power BI. They have the latest knowledge and can not only help you with the so-called 'mirrors and beads', but also why they are there and where they should be. In short, technical knowledge combined with business insight.

We offer their services in two forms:
(Technical) Consultancy: Your data, our knowledge of dashboarding and reporting. In a short time, our Power BI Specialist ensures that your business data is converted into valuable insight into business developments.

Secondment: Your team, our reinforcement. If you already have a BI team where reports are made, but you need someone for a longer period to raise the level or to have Power BI land within the team, then posting is perfect.

Contact us for **questions and more information**

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