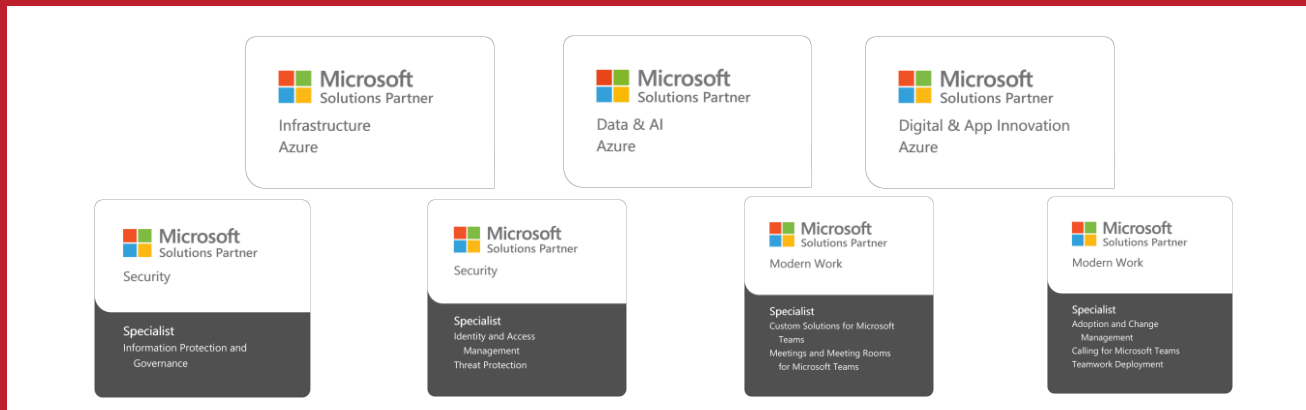




Power BI – Internal Projects





Project 1: **KRA Dashboard**

Situation:

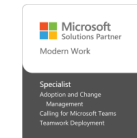
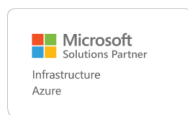
Data was available at disparate places. A single platform to view employee data and company-wide performance was the need of the hour.

Challenge:


The management faced difficulties in tracking the achievements and performance of over 80 employees. Since the tracking was done in excel the data became bulky and unmanageable.

Solution:

- a) A Power BI dashboard was built incorporating gauge charts, comparing targets vs achievements.
- b) Metrics like targets to be achieved, targets in pro-rata as on date, overall company performance etc were included.
- c) Row level security was built in to enable appropriate access across departments and the upper management.
- d) Link to access the base data was provided for certain users to get deeper insights.







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KRA

CPOR & Workshop- KRA

Company Sales
₹ 1,40,01,51,908.97

Company Contribution
₹ 93,02,87,711.10

Department

All

Employee Name

All

Annual Sales Target

₹ 95,56,00,000

Annual Contribution Target

₹ 9,55,00,000.00

Cross-sell target will be 25% of Sales number or Contribution number

Employee Achievement

₹ 93,02,87,711.10

₹ 1,40,01,51,908.97
Sales till date

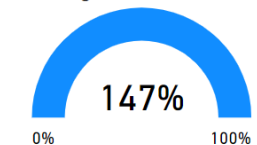
81,42,23,561.64
Target to be achieved as of date

₹ 93,02,87,711.10
Contribution Till Date

₹ 8,13,71,232.88
Est Contribution achievement till date

₹ 16,64,01,972.46
Cross sell achievement till date

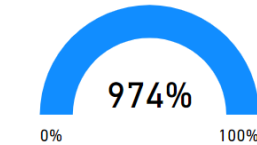
Sales Vs Target (Annual)



147%

0% 100%

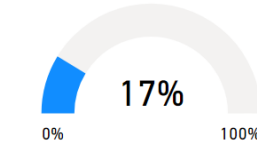
Contribution Vs Target (Annual)



974%

0% 100%

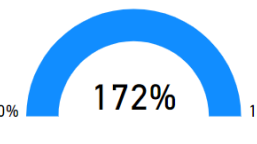
Cross sell percentage of Sale



17%

0% 100%

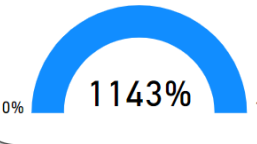
Sales Vs Target (as of date)



172%

0% 100%

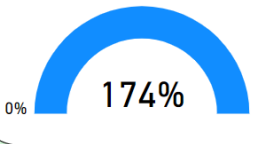
Contribution Vs Target(as of date)



1143%


0% 100%

Cross sell percentage of contribution

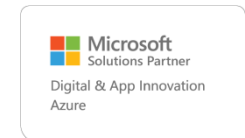
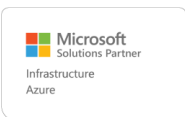


174%

0% 100%



Raw Data





Project 2: **Outstanding and Overdue**

Situation:

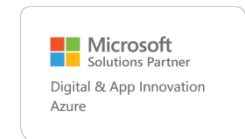
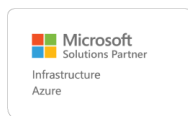
The biggest challenge faced by any organization is not sales but collection of payments at the right time.

Challenge:

Since every customer had different payment terms it became difficult to plan and manage cash inflows.

Solution:

- a) A Power BI dashboard was built to track payments overdue, upcoming payments.
- b) This dashboard helped the finance team to get a better understanding of the cash inflows.
- c) It also enabled individual employees to track their customer payments.





Summary

Overdues

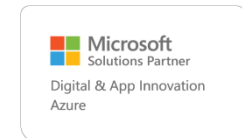
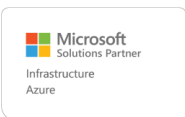
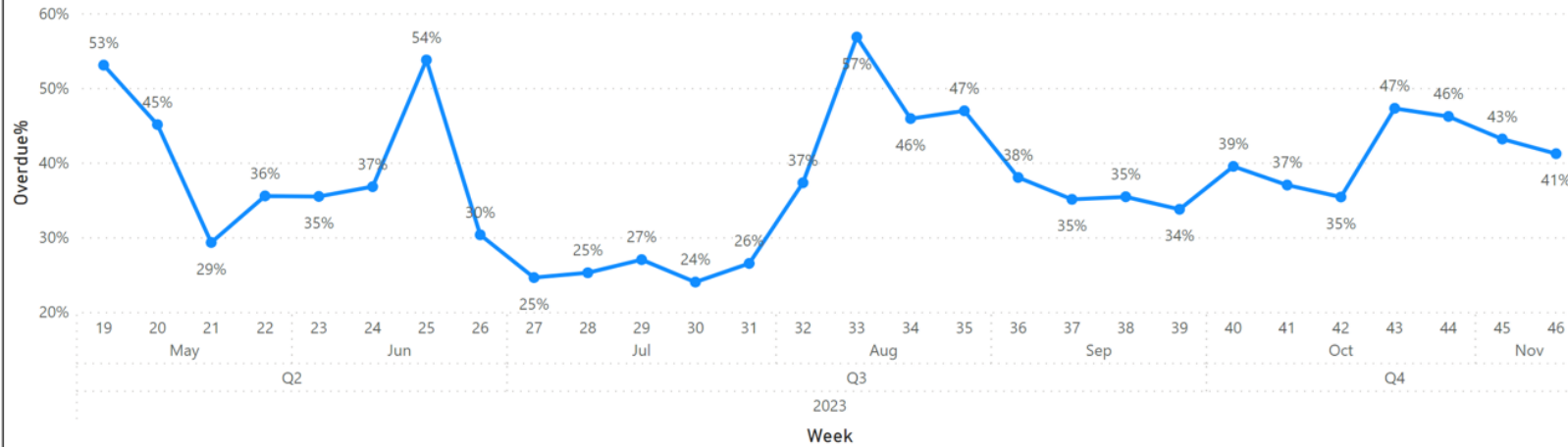
Total Outstanding

4,91,01,582.06

Overdue

2,02,27,821.83

Overdue% by Week





Summary

Overdues

Employee Name

All ▼

Duration

1 to 2 years

Equal/Less than a year

Amount

<= 1 lakh

1 to 3 lakhs

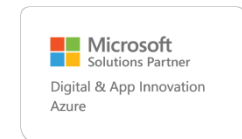
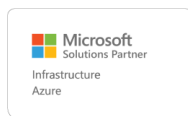
3 to 5 lakhs

5 to 10 lakhs

Customer

All ▼

Invoice Date	Due Date	No.	Name	Sales person	Original Amount	Remaining Amount
12-Jan-22	11-Feb-22	CUS005197	Caplin Steriles Limited		74,342.36	11,340.36
25-Apr-22	10-May-22	CUS004537	Karaikal Port Pvt Ltd	SUMA ANAND	4,672.80	4,672.80
13-May-22	28-May-22	CUS004537	Karaikal Port Pvt Ltd	SUMA ANAND	4,672.80	4,672.80
26-Aug-22	25-Sep-22	CUS005629	Golden Staffing Solutions	S JAYANTHI	10,578.95	10,578.95
21-Sep-22	21-Oct-22	CUS005629	Golden Staffing Solutions	S JAYANTHI	10,951.47	10,951.47
06-Oct-22	06-Oct-22	CUS004921	SRM Technologies Private Limited		1,642.00	1,642.00
27-Oct-22	26-Nov-22	CUS005629	Golden Staffing Solutions	S JAYANTHI	12,931.84	12,931.84
13-Jan-23	16-Jan-23	CUS005913	Skylink Tech Solutions	ZAKIR HUSSAIN A	2,07,370.84	57,370.84
03-Feb-23	03-Oct-23	CUS004839	Tecton Engineering and Construction India Pvt Ltd	G ANU MOHANKUMAR	7,83,974.45	9,967.45
21-Mar-23	24-Mar-23	CUS004839	Tecton Engineering and Construction India Pvt Ltd	G ANU MOHANKUMAR	5,815.04	96.75
18-Apr-23	18-May-23	CUS003137	CETAS Information Technology Pvt Ltd	V LOGESH KUMAR	39,181.62	54.00
26-Apr-23	26-May-23	CUS006677	Microsoft Corporation India Pvt Ltd	SUGANYA V	12,66,729.72	1,07,350.00
28-Apr-23	28-May-23	CUS000677	Microsoft Corporation India Pvt Ltd	M ASHOK KUMAR	21,20,136.75	1,79,672.00
28-Apr-23	28-May-23	CUS000677	Microsoft Corporation India Pvt Ltd	SUGANYA V	3,52,746.89	29,893.00
Total					7,20,45,232.67	2,06,48,491.83





Project 3: **Timesheet dashboard**

Situation:

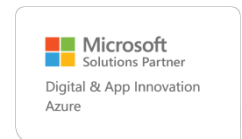
Timesheets help organizations understand how employees allocate their time across different tasks and projects. This information is crucial for resource planning, allowing managers to distribute workloads more effectively and optimize project timelines.

Challenge:

Tracking pages of excel data manually for each employee proved to be very tedious and difficult.

Solution:

- a) A Power BI dashboard was developed to help the HR management track timesheet entries.
- b) Common groups were created based on the individual's timesheet entries like time spent on customer calls, learning hours, meetings etc.
- c) Customised metrics were developed to analyse work hours per week, total hours spent by the team, individual work hours based on created groups etc.
- d) Data was captured and showcased as visuals for easy understanding and immediate clarity.
- e) RLS was also implemented to assign access to employees, team lead and management accordingly.





Services Timesheet - Weekly Summary

Pillar

AWS

Azure

Microsoft 365

Power BI

Security

Week Number

33

Activity (groups)

All

People

- Select all
- Anitha Hemanth V
- Bharthy M
- Dennis Pricilla
- Mr V. Logesh Kumar
- Mr. M. Rithishsam

Please note ,

- The dashboard always displays the current week data.
- Please use the filters (Week, Activity and People) to filter the contents of the dashboard as required.
- R. Click on a name under "Employee

Total hours spent by the team

Activity (groups)	Hours	Percentage
Other	112.50	72.82%
Customer activities	33.50	21.68%
Leave	8.50	5.5%

Employee wise - Hours spent

People	33	Total
Anitha Hemanth V	42.00	42.00
Dennis Pricilla	40.00	40.00
Rajadurai	40.00	40.00
Bharthy M	32.50	32.50
Total	154.50	154.50

Activity wise - Hours spent

Activity (groups)	Hours	Percentage
Other	40.00	25.89%
Customer activities	40.00	25.89%
Leave	8.50	5.5%
Other	24.00	15.53%
Other	33.50	21.68%

Trend line - Hours spent by week (Displays all weeks)

Fiscal Week Num	Time in hours
1	2755.00
2	89.25
3	91.75
4	117.00
5	114.75
6	131.75
7	152.25
8	145.75
9	113.50
10	106.00
11	185.50
12	222.50
13	235.00

Infrastructure
 Azure

Data & AI
 Azure

Security
 Specialist
 Information Protection and Governance

Security
 Specialist
 Identity and Access Management
 Threat Protection

Microsoft Surface
 Authorized Reseller

Modern Work
 Specialist
 Custom Solutions for Microsoft Teams
 Meetings and Meeting Rooms for Microsoft Teams

Modern Work
 Specialist
 Adoption and Change Management
 Calling for Microsoft Teams
 Network Deployment

Digital & App Innovation
 Azure



Timesheet - Summary

Fiscal WeekNum

All

10-10-2022

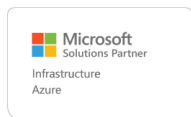
10-07-2023



Date	People	Activity	If Customer related, mention Customer name and who you met	If Internal/Partner/Distributor
10-10-2022	Ms. V. Suganya	Customer Call	ithought - 9489775471 - follow up call	
10-10-2022	Ms. V. Suganya	Customer Support	Agilisium - AD replication issue MS ticket raised	
10-10-2022	Ms. V. Suganya	Customer Support	aosta - new app service estimate shared to customer	
10-10-2022	Ms. V. Suganya	Customer Support	EBMS - reservation discussion with Redington with teams call with customer	
10-10-2022	Ms. V. Suganya	Customer Support	Magal - reservation done for 2 VM	
10-10-2022	Ms. V. Suganya	Customer Support	Magal - reservation done for 2 VM(Ingram portal and customer portal)	

Total

Time in hours by Date





POWER CENTRE
PRIVATE LIMITED

Bringing our Expertise to Your Business

Chennai:

G R Complex Annex 408 Anna Salai
Nandanam Chennai 600035

T: +91 (44) 40091500 | **F:** +91 (44) 24354238

E: info@powercen.com

W: www.powercen.com

Hyderabad:

98 Tower Street Kiranmala Complex
2nd Floor S.D.Road Secunderabad 500003

T: +91 (40) 66484363 | **M:** +91 9849025965/9849405837