

BINS2 – PROIZVOD ZA PODRŠKU POSLOVNOM ODLUČIVANJU U SREDNJIM I VELIKIM PODUZEĆIMA

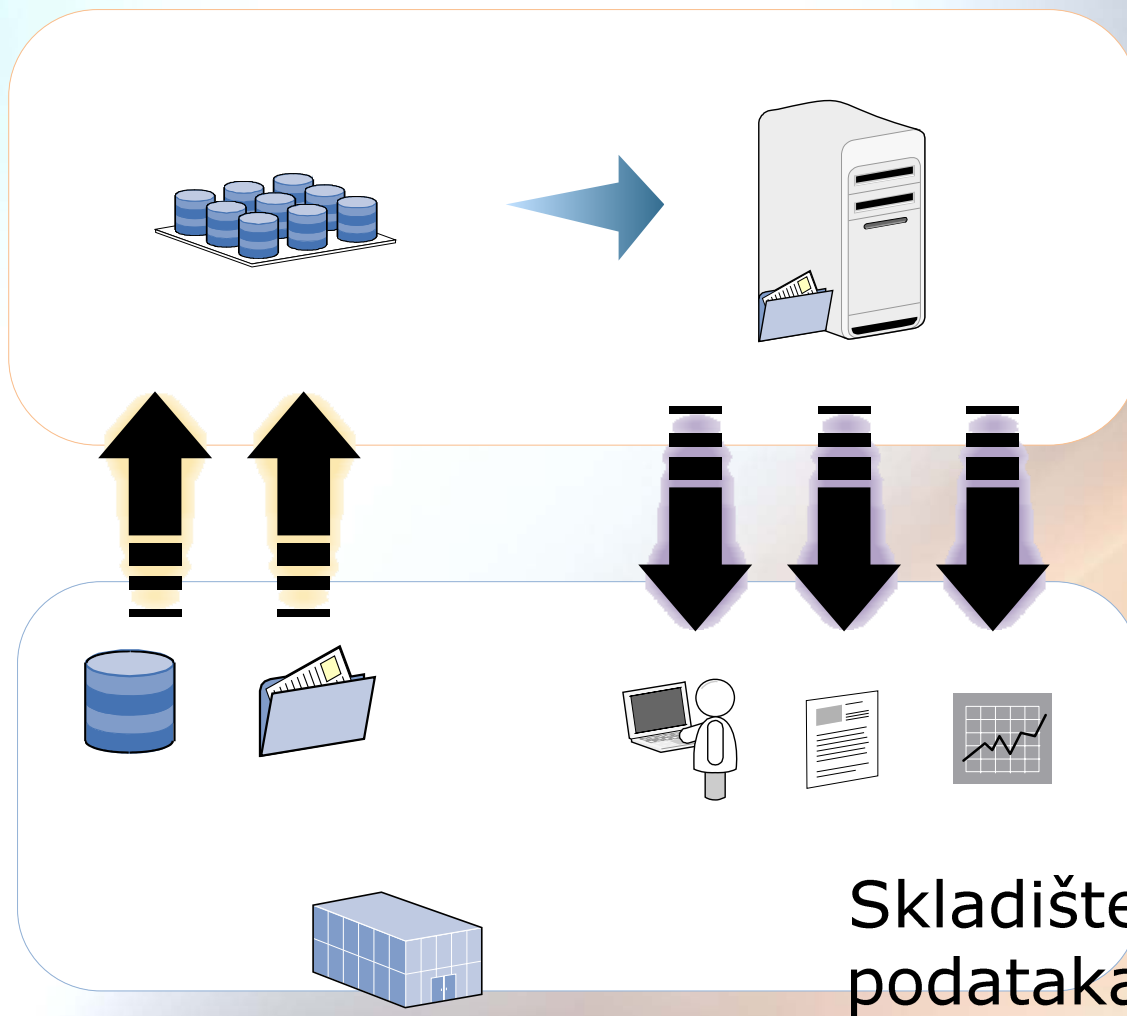
Krešo Matejčić

in2

- **Arhitektura**
- **Implementacija**
- **Stečena iskustva**

- **Podrška poslovnom odlučivanju (BI) - nužnost**
- **“Veliki igrači” (SAP, Siebel ...)**
- **Uobičajena praksa do sada – custom development**
- **Gotov izvještajni sustav - novost**

Shematski prikaz rješenja



bINs2 s

ETI

- **Oracle BI platforma**
- **Pristup putem web browsera**
- **Portal**
- **Reporti u PDF-u, Excelu...**

Paint Dashboard

- Regional Analysis
- Brand Analysis
- Year over Year Analysis

Page Options

You have achieved **\$1,154,530** in sales revenue YTD. This represents **83%** of the forecasted sales revenue target of **\$1,382,867**. The current actual to forecasted revenue variance is **-\$228,337**. **KEEP WORKING!**

[Modify](#)

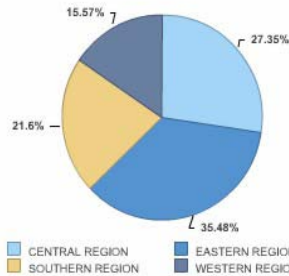
Standard Reports

- Calendar Sales Summaries
- Geographic Sales Summaries
- Product Sales Summaries
- Revenue Analysis Summaries

Market Share Summary

In-place Drilling

Dollars



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Current Period Sales Analysis

Multi-Target Drill

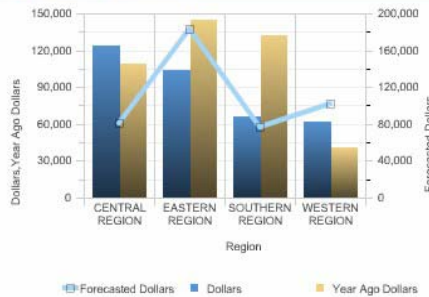
Region	Sales	Forecasted Sales	% of Forecast
CENTRAL REGION	\$365,343	262,295	139%
EASTERN REGION	\$436,913	543,169	80%
SOUTHERN REGION	\$209,506	245,571	85%
WESTERN REGION	\$142,768	331,832	43%
Grand Total	\$1,154,530	1,382,867	83%

You are currently below forecast for the year. Research brand penetration within customer base

[Brand Analysis](#)

Regional Revenue

Current vs Prior Period



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YTD Market Share Analysis: BOSTON, in the EASTERN REGION has **\$260,502** in sales YTD, which accounts for **22.6%** of total YTD Revenue.

YTD Market Share Analysis: CHICAGO, in the CENTRAL REGION has **\$197,123** in sales YTD, which accounts for **17.1%** of total YTD Revenue.

YTD Market Share Analysis: CLEVELAND in the [Modify](#)

Colors by Region

Color Antique Doll

District	Units	Price Per Unit
ATLANTA DISTRICT	7,037	\$3.55
BOSTON DISTRICT	27,433	\$3.39
CHARLOTTE DISTRICT	327	\$4.00
CHICAGO DISTRICT	93,560	\$2.84
CINCINNATI DISTRICT	4,995	\$3.49
DALLAS DISTRICT	5,112	\$4.27
DENVER DISTRICT	2,746	\$4.39
DETROIT DISTRICT	3,492	\$4.12
JACKSONVILLE DISTRICT	1,435	\$3.92
KANSAS CITY DISTRICT	1,970	\$3.65
LOS ANGELES DISTRICT	8,839	\$3.12
MEMPHIS DISTRICT	920	\$3.75
MINNEAPOLIS DISTRICT	117	\$3.73
PHILADELPHIA DISTRICT	6,153	\$3.51
PORTLAND DISTRICT	5	\$5.40
YOUNGSTOWN DISTRICT	18,905	\$3.28

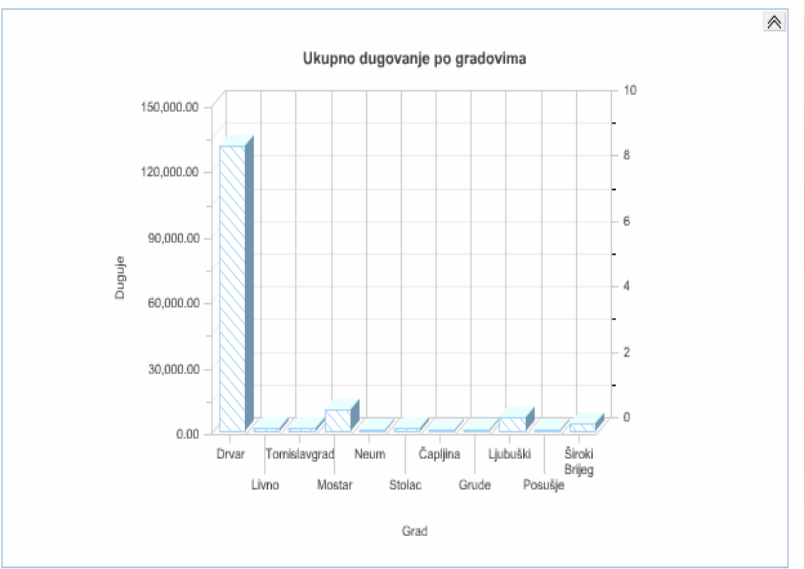
Starost duga po poslovnicama na dan: 12.10.2007

Upišite datum: 12.10.2007 Regija: Opkrbno područje JUG Partner Vrsta: ŽUPANJSKI ORGANI Partner Tip: Gospodarstvo Go

Starost duga po poslovnicama na dan: 12.10.2007

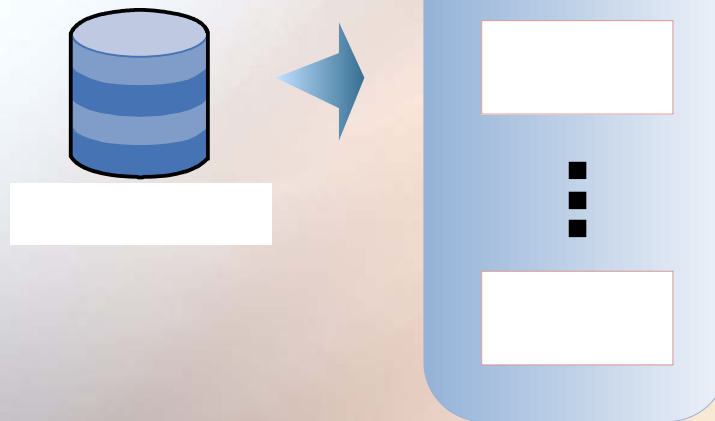
Područje	Grad	Duguje	0-31 dana	32-364 dana	365-729 dana	730-1095 dana	> 1095 dana
HBŽ	Drvar	130,845.07	1,250.53	28,143.34	37,515.06	30,265.14	33,671.00
	Livno	1,716.66	1,014.10	702.56	0.00	0.00	0.00
	Tomislavgrad	1,351.81	479.85	871.96	0.00	0.00	0.00
HBŽ Total		133,913.54	2,744.48	29,717.86	37,515.06	30,265.14	33,671.00
HNŽ	Mostar	9,579.66	7,549.29	0.00	0.00	0.00	2,030.37
	Neum	469.54	52.83	416.71	0.00	0.00	0.00
	Stolac	1,135.32	249.57	107.72	289.82	193.07	295.14
	Čapljina	265.06	106.84	0.00	0.00	22.28	135.94
HNŽ Total		11,449.58	7,958.53	524.43	289.82	215.35	2,461.45
ZHŽ	Grude	380.74	380.74	0.00	0.00	0.00	0.00
	Ljubuški	6,634.09	3,684.10	0.00	0.00	2,655.72	294.27
	Posušje	423.07	423.07	0.00	0.00	0.00	0.00
	Široki Brijeg	3,285.78	3,285.61	0.17	0.00	0.00	0.00
ZHŽ Total		10,723.68	7,773.52	0.17	0.00	2,655.72	294.27
Grand Total		156,086.80	18,476.53	30,242.46	37,804.88	33,136.21	36,426.72

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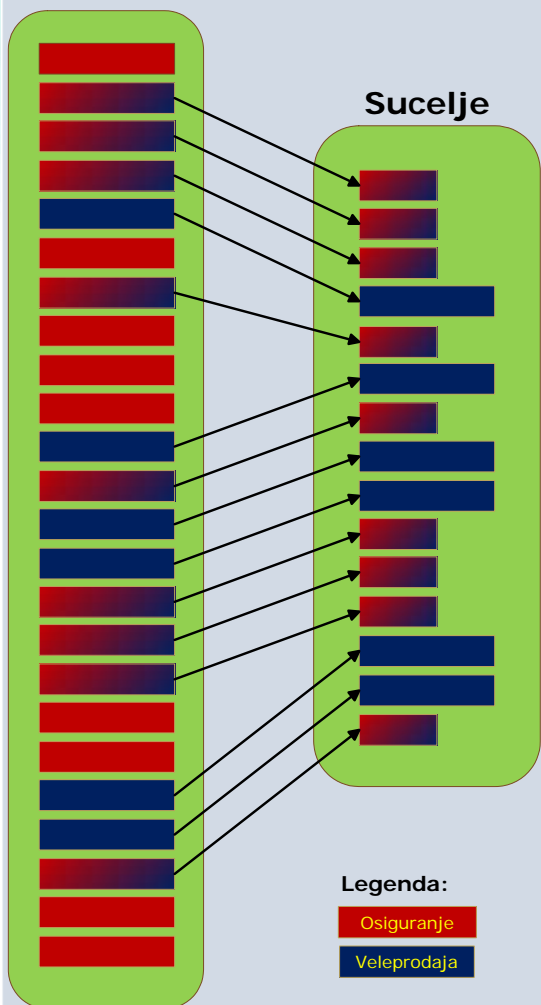


- **Statični izvještaji - BI publisher**
- **„lijepi“ izvještaji u excelu i pdf-u**
- **Predlošci se izrađuju u wordu**
- **Izvještaji koji moraju poštovati zadani format (HANFA, HNB)**

- **Skladište podataka – Oracle**
- **Malo drugačije u odnosu na “klasični pristup”**
- **Puni iz tablica sučelja koje su sastavni dio sustava.**



Deployment



•Prilikom implementacije sustava za određenog klijenta (tj. industriju) uzimaju se samo oni dijelovi koje se koriste za tu industriju

IMPLEMENTACIJA

- **Analiza korisničkih zahtjeva**
- **Odluka koje module implementirati**
- **Potreba za doradom BI rješenja ?**

- **Nakon faze analize - implementacija ulaznog sučelja prema klijentovom ERP-u**
- **Isporučuje se tehnička dokumentacija sučelja**
- **Klijentov IT može puniti tražene podatke u sučelje**

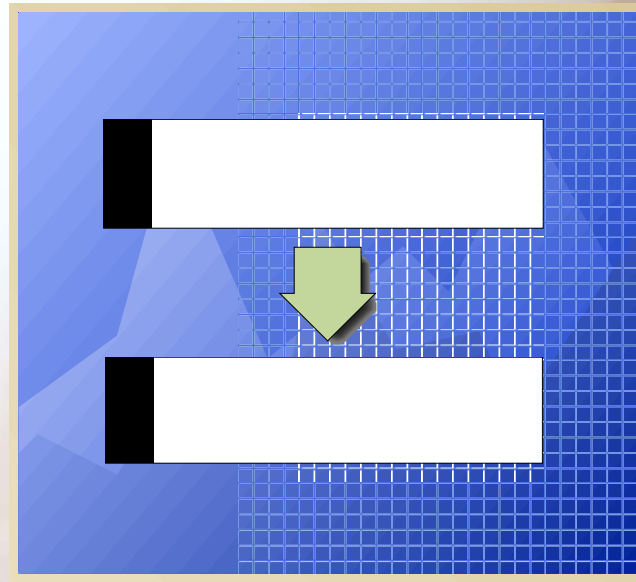
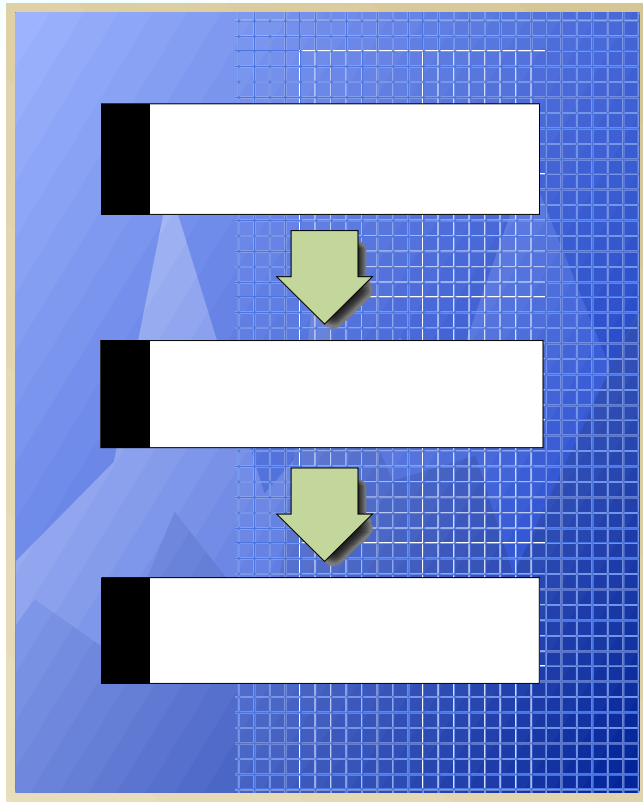
- **Punjenje podataka u sustav:**
- **Nije potrebno razumijevanje načina rada BI sustava**
- **Potrebno znanje poslovnog procesa i tehničko poznavanje produkcijskog sustava klijenta**

- **Praksa:**
- **Znatno kraća izrada dokumentacije**
- **Pokušali smo primjeniti iskustva kako bi olakšali klijentu razumijevanje kako treba pripremiti podatke za unos u BI sustav.**
- **omjer predefiniranih/customiziranih izvještaja ne prelazi 80/20.**

- **Korištenje predefiniranih izvještaja**
- **Postoji dokumentacija**
- **Lakša edukacija korisnika**

Custom development ili gotov proizvod?

- Faze uvođenja BI rješenja:



**ANALIZA
ZAHTJEVA**

Custom development ili gotov proizvod?

- **Odgovor nije jedinstven**
- **Industrija koristi slične pokazatelje**
- **Akumulacija znanja**
- **Prednosti: brža izvedbe projekta, cijena**

Pitanja

