

# Introduction to MS Dynamics

**NAV XXV.** (Analysis)

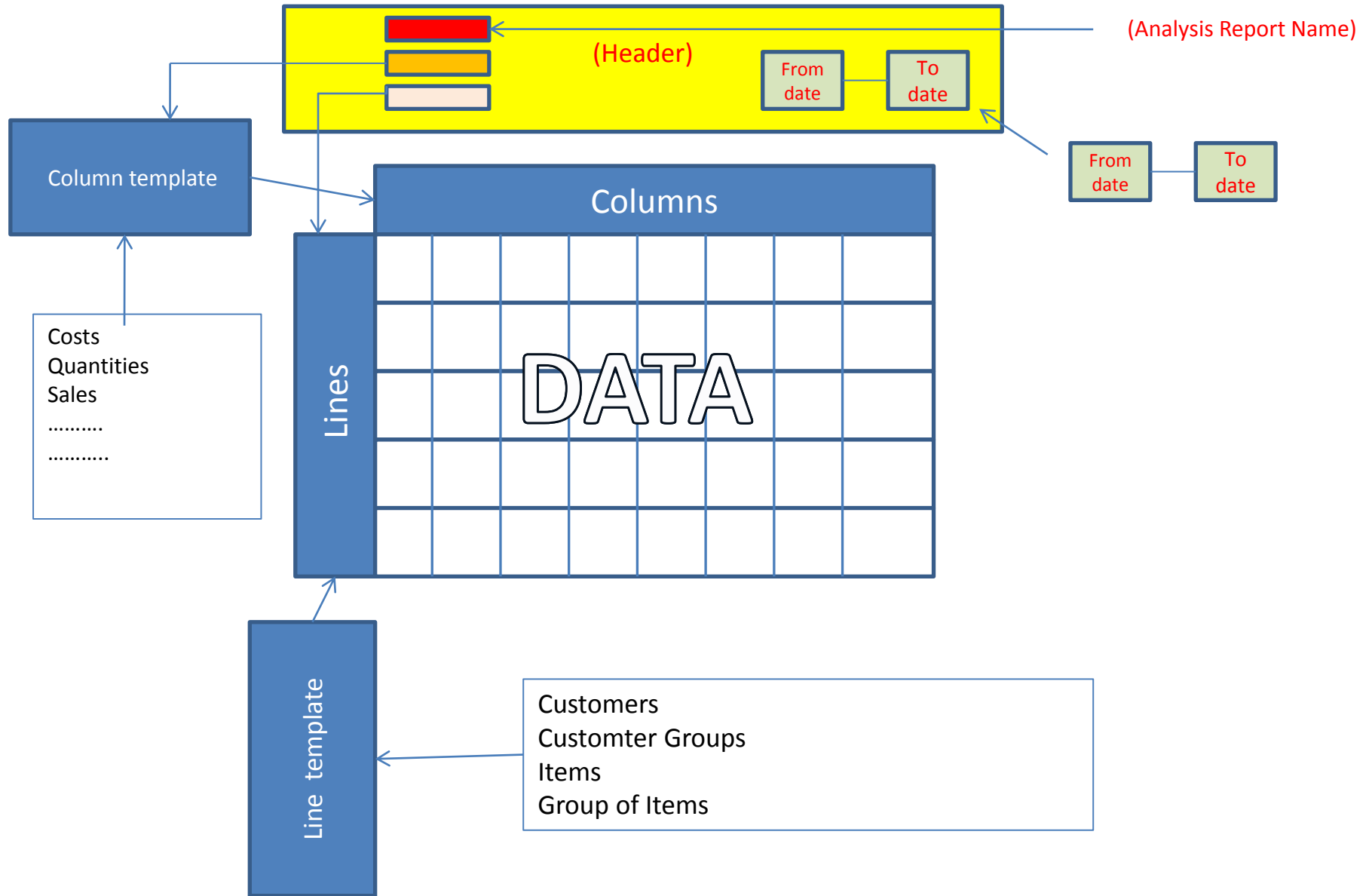
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# Analysis-basics

- **Clear and easy creation reports**
  - Created by users without any programming knowledge
  - Easy modification
  - Matrix windows
  - Export to Excel
  - High level of flexibility





# Basic principles of getting data for analysis

Customer card

Posting Date	Document Type	Document No.	Customer No.	Description	Due Date	Open
31.12.11	Invoice	00-1	10000	Opening Entries, Customers	01.01.12	
31.12.11	Invoice	00-11	10000	Opening Entries, Customers	31.01.12	✓
31.12.11	Invoice	00-16	10000	Opening Entries, Customers	31.01.12	✓
31.12.11	Invoice	00-3	10000	Opening Entries, Customers	05.01.12	
31.12.11	Invoice	00-6	10000	Opening Entries, Customers	09.01.12	
31.12.11	Invoice	00-9	10000	Opening Entries, Customers	31.01.12	✓

Vendor card

Posting Date	Document Type	Document No.	External Document No.	Vendor No.	Description	Original Date	Pmt. Discount Date	Open
31.12.11	Invoice	5437	5437	10000	Opening Entries, Vendors	5.01.12	31.12.11	
31.12.11	Invoice	5578	5578	10000	Opening Entries, Vendors	0.01.12	31.12.11	✓
31.12.11	Invoice	5672	5672	10000	Opening Entries, Vendors	1.01.12	31.12.11	✓
04.01.12	Invoice	108018	23047	10000	Order 106002	1.01.12	04.01.12	✓
07.01.12	Invoice	108019	23587	10000	Order 106003	1.01.12	07.01.12	✓

Item card

Posting Date	Entry Type	Document Type	Document No.	Item No.	Description	Lot Code	Quantity (Invtbl.)	Open
31.12.11	Positive A...		START	1972-S		BLUE	0,00	✓
31.12.11	Positive A...		START	1972-S		RED	0,00	✓
31.12.11	Positive A...		START	1972-S		YELLOW	0,00	✓
13.01.12	Sale	Sales Shipment	102008	1972-S		RED	552,58	0,00
21.01.12	Sale	Sales Shipment	102019	1972-S		GREEN	-96,10	0,00
22.01.12	Sale	Sales Shipment	102021	1972-S		RED	0,00	0,00
10.12.13	Sale	Sales Shipment	102048	1972-S		BLUE	-182,59	0,00

Data extraction algorithm

# Setup of lines (Sales)

The screenshot displays the SAP Sales & Marketing setup environment. On the left, a navigation tree shows the 'Sales & Marketing' menu with 'Analysis Line Templates' highlighted. Two dialog boxes are open: 'Sales - Analysis Line Templates' and 'Sales - Analysis View List'. A red box highlights the 'Item Analysis View Code' field in the first dialog, with a red arrow pointing to the 'CUSTOM' value. Another red arrow points from this field to the 'CUSTOM...' entry in the 'Sales - Analysis View List' dialog.

**Sales - Analysis Line Templates**

Name	Description
▶ CUSTGROUPS	Customers Groups, All
CUST-ALL	Customers All
FURNIT-ALL	Furniture Total
MY-CUST	My Customers
MY-ITEMS	My Items, Total

**Sales - Analysis View List**

Code	Name	Include Budgets	Last Date Updated	Dimension 1 Code	Dimension 2 Code	Dimension 3 Code
▶ CUSTOM...	Customers	✓	11.12.10	CUSTOM...	SALESPE...	
DEFAULT	Default analysis view		07.11.14	AREA	CUSTOM...	SALESPE...

# Setup of columns (Sales)

The screenshot illustrates the configuration of analysis columns for sales. It shows the navigation path in the SAP menu, the selection of a template, and the detailed setup of columns with formulas and data types.

**Sales & Marketing Analysis & Reporting Structure:**

- Sales & Marketing
  - Sales
  - Order Processing
  - Marketing
  - Inventory & Pricing
  - Analysis & Reporting
    - Budgets
    - Analysis Reports
    - Analysis by Dimensions
    - Forecast
    - Item Dimensions - Detail
    - Item Dimensions - Total
    - Setup
      - Analysis Types
      - Analysis Line Templates
      - Analysis Column Templates
      - Analysis View Card
    - History
    - Setup

**Sales - Analysis Column Templates:**

Name	Description
BUDGET	Turnover, actual vs. budget
PRICES	Prices Analysis
PROFIT	Profitability
SALES	Turnover, actual vs last

**Sales - Analysis Columns:**

Column No.	Column Header	Invoiced	Column Type	Ledger E...	Formula	Show Op...	Comparis...	Analysis ...	Value Type	Con
A1	Sales, Shipped not Invoiced		Net Change	Item Ent...				SALES-AMT	Sales Amount	
A2	Sales, Invoiced	✓	Net Change	Item Ent...				SALES-AMT	Sales Amount	
A3	Sales, Total		Formula	Item Ent...	A1+A2					
A4	Sales Quantity		Net Change	Item Ent...		✓		SALES-QTY	Quantity	
A5	Average Price		Formula	Item Ent...	A3/A4	✓				
A6	Unit Price		Net Change	Item Ent...				UNIT-PR...	Unit Price	
A7	Deviation %		Formula	Item Ent...	(A6/A5+...					

# Start Analysis I.

The screenshot displays the SAP Sales & Marketing interface. On the left, a navigation tree under 'Sales & Marketing' shows 'Analysis Reports' selected, with a red arrow pointing to the main report window. The main window is titled 'CUST-SALES Analyzing customers - Sales Analysis Report'. It features a 'General' tab with the following settings:

- Analysis Report Name: CUST-SALES
- Analysis Line Template: CUSTGROUPS
- Analysis Column Template: PRICES
- Date Filter: 01.01.01..19.11.14
- Item Budget Filter: (empty)

Below the settings is a data table with the following columns: Row Ref. No., Description, Sales, Shipped not Invoiced, Sales, Invoiced, Sales, Total, Sales Quantity, Average Price, and Unit Price. The table contains data for customer groups A1, A2, A3, and A4, along with a total row.

Row Ref. No.	Description	Sales, Shipped not Invoiced	Sales, Invoiced	Sales, Total	Sales Quantity	Average Price	Unit Price
A1	Large Business		1 671,68	1 671,68	21,00	79,60	
A2	Medium Business	2 017,92	13 963,28	15 981,20	50,00	319,62	
A3	Private						
A4	Small Business	2 476,66	17 730,43	20 207,09	42,00	481,12	
	<b>Total for Customer Groups</b>	<b>4 494,58</b>	<b>33 365,39</b>	<b>37 859,97</b>	<b>113,00</b>	<b>335,04</b>	

At the bottom of the window, there are navigation buttons (1, 7, 31, 3, 12) and a status bar with 'Functions', 'Print', and 'Help' buttons.

# Start Analysis II.

**Sales & Marketing**

- Sales
- Order Processing
- Marketing
- Inventory & Pricing
- Analysis & Reporting
  - Budgets
  - Analysis Reports**
  - Analysis by Dimensions
  - Forecast
  - Item Dimensions - Detail
  - Item Dimensions - Total
- Setup
- History
- Setup

CUST-SALES Analyzing customers - Sales Analysis Report

General Filters Options

Analysis Report Name . . . CUST-SALES

Date Filter . . . . . 01.01.01..19.11.14

Analysis Line Template. . . MY-CUST

Item Budget Filter . . . . .

Analysis Column Templ... PROFIT

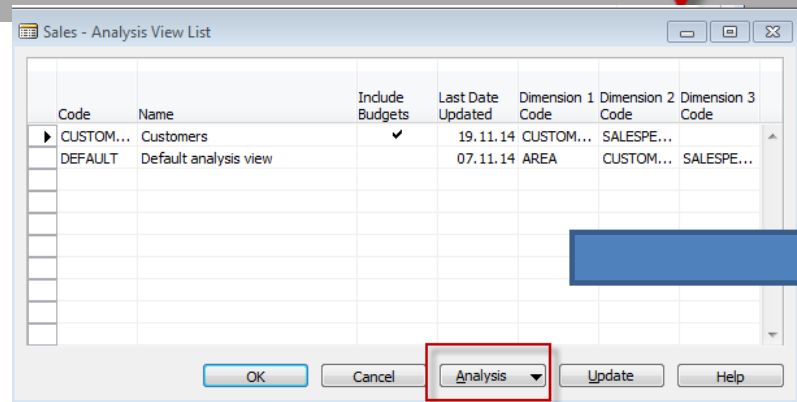
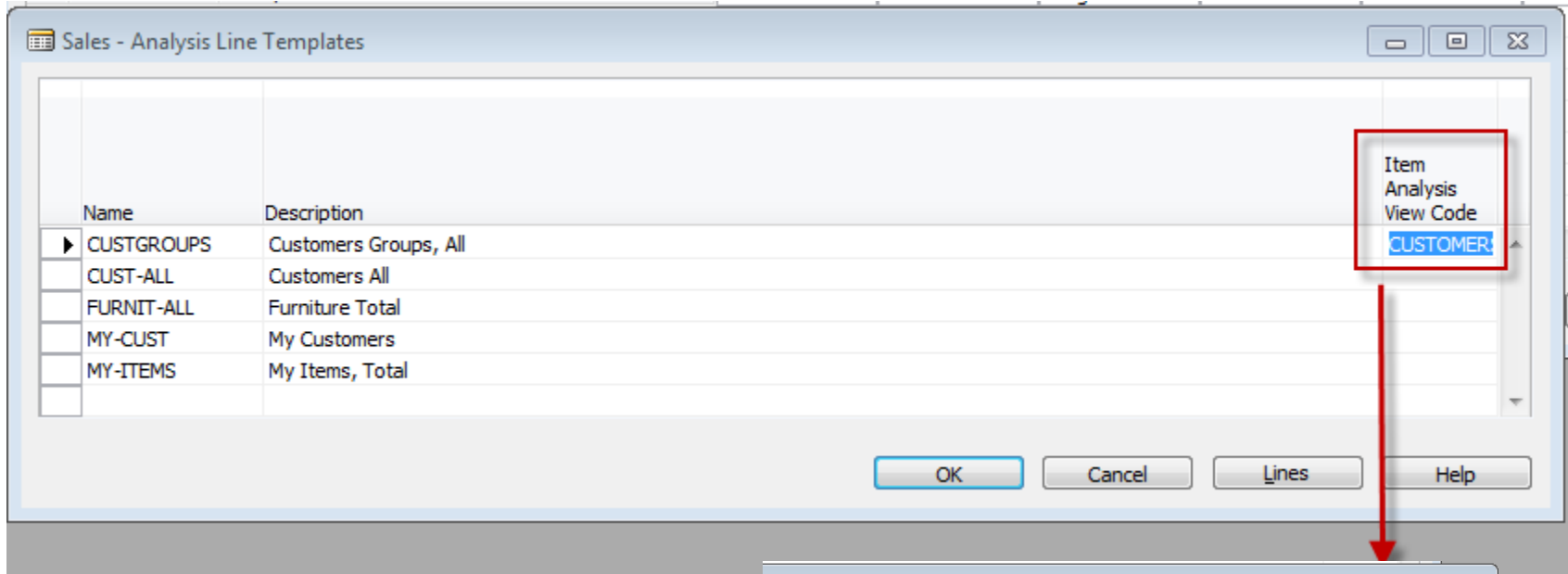
Row Ref. No.	Description	Sales Turnover	COGS	Gross Profit Margin	Gross Profit %		
A1	The Cannon Group PLC	20 204,84	14 664,65	5 540,19	27,42		
A2	Selangorian Ltd.	558,76	376,17	182,59	32,68		
A3	John Haddock Insurance Co.	9 688,90	6 000,00	3 688,90	38,07		
A4	Deerfield Graphics Company	1 063,10		1 063,10	100,00		
▶ A5	Guildford Water Department	533,40	16 494,00	-15 960,60	-2 992,24		
	<b>Key Accounts Total</b>	<b>32 049,00</b>	<b>37 534,82</b>	<b>-5 485,82</b>	<b>-17,12</b>		

1 7 31 3 12

Functions Print Help



# View card and update



# View card and update

CUSTOMERS Customers - Sales Analysis View Card

General Dimensions

Code . . . . . CUSTOMERS

Name . . . . . Customers

Item Filter . . . . . [ ] [↑]

Location Filter . . . . . [ ] [↑]

Date Compression . . . . . Day [v]

Starting Date . . . . . [ ]

Last Date Updated . . . . . 19.11.14

Last Entry No. . . . . 585

Last Budget Entry No. . . . . 13

Update on Posting . . . . .

Include Budgets . . . . .

Blocked . . . . .

Analysis [v] Update Help

# Analysis by dimensions

CUSTOMERS - Sales Analysis by Dimensions

General **Filters** Options

Analysis View Code . . . CUSTOMERS      Show Value As . . . Sales Amount

Show as Lines . . . SALESPERSON

Show as Columns . . . Period

Code	Name	Total Qua...	Total Sales A...	01.01.12	01.04.12	01.07.12	01.10.12	01.01.13
JR	John Roberts	-96	32 489,63	32 489,63				
LM	Linda Martin							
MD	Mary A. Dempsey							
▶ PS	Peter Sadow	-188	39 262,12	19 774,64		16 283,48		

1 7 31 3 12

Functions Help



CUSTOMERS - Sales Analysis by Dimensions

General Filters **Options**

Date Filter . . . . .

Item Filter . . . . .

Location Filter . . . . .

Budget Filter . . . . .

Customergroup Filter . . MEDIUM

Salesperson Filter . . . . .

Dimension 3 Filter . . . . .

Code	Name	Total Qua...	Total Sales A...	01.01.12	01.04.12	01.07.12	01.10.12	01.01.13
JR	John Roberts	-20	4 300,82	4 300,82				
LM	Linda Martin							
MD	Mary A. Dempsey							
▶ PS	Peter Sadow	-167	32 445,06	19 601,98		11 088,28		

1 7 31 3 12

Functions Help

CUSTOMERGROUP - ...

Code	Name
INSTITU...	Institution
INTERC...	Intercompany Customers
LARGE	Large Business
▶ MEDIUM	Medium Business
PRIVATE	Private
SMALL	Small Business

# End of the section XXV.

