



Sage 200 Business Intelligence for Commercial - What's New At a Glance

Introducing Sage 200 Business Intelligence (BI) for Commercial

Business Intelligence for Sage 200 Suite

As a leading supplier of software for businesses of all sizes, Sage is uniquely positioned to ensure customers receive the maximum benefit from their business systems and data. Part of the Sage 200 Platform, Sage 200 BI utilises powerful cubes, enabling customers to extract real intelligence about their business from data accumulated every day in the normal course of operations. A cube is a set of data which uses pre-calculated measures and dimensions, enabling every available view of the data, allowing your customers to decide how to analyse the data in the way they want.

The most recent additions to Sage 200 BI cubes are eight Sage 200 BI Commercial cubes. The table below is designed to show which data cubes are included in this latest version, and on which data your customers can report:

Data Cube:	Enables Analysis of:	By:	Out-of-box reports	Example scenario
SOP invoice credits	Sold quantity and value Returned quantity and value Estimated and realised profit on sales	Product Customer Stock Location Selling unit or Stock unit Invoice Date Accounting Period Trading Period	Most Profitable Customers Sales by Product Sales by Customer by Month Top 20 Selling Products 20 Least Profitable Products	Identifying trends in product lines, which are most popular, which are not selling, seasonal trends etc. Which items are being returned more than usual.
POP invoice credits	Purchased quantity and value Returned quantity and value	Product Supplier Location Buying unit or Stock unit Invoice Date Accounting Period Trading Period	Credits from Suppliers by Product Most Used Suppliers Purchasing Trends	Identify which products you purchase the most and associated suppliers to negotiate terms or find cheaper, alternative suppliers. Identify which product lines are being returned on a regular basis.
Stock Movement	Stock quantities and values moved in and out of stock Profit on issued stock	Product Stock Location Movement Type Movement Date Accounting Period Trading period	Stock Movements by Product Group Stock Consumption YTD Issued Stock Profitability Average Cost of Stock Added	Find which stock items are the most profitable. Identify stock that is used the most. See seasonal trends in stock movements

Sales Order Book	Un-invoiced orders Un-despatched orders Orders due or overdue for delivery	Product Customer Stock Location Selling unit or Stock unit Promised Delivery Date 'As at' dates in the past or today	Order Book Status Year to Date Trend in Overdue Orders Orders for Future Delivery	Identifying seasonal trends in outstanding orders. Finding locations where orders are regularly overdue for delivery.
Sales Despatches	Quantity and value despatched Number of days to despatch and overdue despatches	Product Customer Location Selling unit or Stock unit	Time to Despatch Longest Despatch Times by Product Group Value of Overdue Despatches	Monitor proficiency of warehouse despatch process to meet customer delivery requirements.
Purchases Supply	Quantity and value received Number of days to receive and overdue deliveries	Product Supplier Location Buying unit or Stock unit	Time to Receive Longest Delivery Time by Supplier Average Value of Deliveries	Delve into data to investigate late deliveries of stock and supplier performance against deadlines
Stock Levels <i>*This cube allows a true retrospective stock valuation</i>	Quantity and value of stock held Quantity allocated and on purchase order Quantity awaiting allocation to Sales Orders Age of stock held	Product Location 'As at' dates in the past or today	Stock Quantity at Last 4 Weeks Stock Valuation Last 3 Months Stock Shortages compared with Last Year Overstocked Products Average Age of Stock over time	Identify changes in stock valuation over time. Evaluate stock levels at different locations. Monitor the time stock has spent on the shelf.
Stock Discrepancies	Quantity of discrepancy Value of discrepancy Type of discrepancy (over/under)	Product Location Stock-take Date	Highest Value of Lost Stock Discrepancies by Month	Identify if discrepancies in stock are re-occurring. Which locations have the worst stock losses.