



## **COSMO Analytics for Power BI**

**Your enterprise business intelligence solution for Microsoft Dynamics: adaptable, scalable & fit for the future**



# 01 Advantages

## With our standard solution COSMO Analytics for Power BI, you keep the overview

There are many hidden data treasures in your ERP system - with our standardized business intelligence solution, we can lift them together.

We create transparency and derive relevant key figures for the management of your company. This helps you to focus on the main developments and to set effective measures for sustainable business development. With our solution, you can handle your complete corporate management in one single tool.

## The right data for the respective ERP process

Each team has its own responsibility and steers according to certain criteria. This also requires the associated data and information. COSMO Analytics for Power BI is therefore modular and provides corresponding data, key figures and standard reports for a variety of ERP core processes such as Sales, Finance, Purchase, Inventory & Logistics and a few more.

With COSMO Analytics for Power BI, you can make the right decisions at all times.

### Discover:

- Page 03 - Module Sales
- Page 05 - Module Inventory & Logistics
- Page 07 - Module Purchase
- Page 09 - Module Finance
- Page 11 - Module Accounts Receivable & Payable
- Page 12 - Module Project
- Page 13 - Module Production
- Page 14 - Requirements

## Do you have special needs?

No problem! With Power BI, you can make adjustments to the reports on your own and add your own calculations and metrics as needed. Our standardized solution offers flexibility with the convenience of a professional business intelligence solution that provides simple data models that can also be understood by users.

## Poised for growth?

COSMO Analytics for Power BI is based on a future-proof platform solution with which you are well prepared for the coming years. We rely on innovative Microsoft technology, so you always benefit from further development, trends and innovations.

Company data from other systems can also be integrated, ensuring a uniform view of the data throughout the company. With this "single point of truth" you avoid contradictory statements across several teams or departments. You also maximize accessibility while optimizing query performance with intelligent workload management.

You can rest assured that your data is secured by automated security and privacy features such as threat detection and permanent encryption to protect sensitive data in real time.

### Benefit from our industry & ERP expertise

We have distilled the most common requirements from countless customer projects and transferred them to our standard solution. In this way, you also benefit from the most frequently used key figures and attributes.

With our Plug & Play solution, you can start tomorrow and gain previously hidden insights.

## Automate your reporting

Are you tired of your staff doing tedious, manual data preparation?

Filtering, downloading, importing, cleaning and deforming data into Excel is time-consuming. This often leads to employees no longer having enough time for their actual work.

Apart from the frustration of the employees, essential tasks are often left behind in order to advance the core business.

With our solution, you can automate your reporting and thus create more time for the essentials.

## Up-to-date anytime anywhere

With the Power BI app, you always have the most important key figures with you.

By using alerts and push notifications you do won't overlook any (incorrect) development of important key figures and can therefore react immediately and contribute to a positive business development much faster.

## We're revolutionizing the way companies digitally transform their business

Data is indispensable in today's world. Whether it is simply to create transparency in your company or to solve complex optimization tasks with the help of artificial intelligence. By analyzing log files, you can also optimize your business processes and thus save time and cash.

One example may be to reduce scrap in manufacturing by optimizing production processes.

The data foundation you create with COSMO Analytics for Power BI is your basis for easily controlling future challenges.



### Your added value

- Ready-to-use business intelligence for your ERP system
- No knowledge of ERP data structure or modeling required
- Full focus on analysis, derivation and implementation of decisions and measures

# 02 Module Sales

## Intelligent sales management

Keeping an eye on the development of sales and incoming orders is crucial for your future business success. Identifying weakening markets, sales channels and customers at an early stage is just as crucial as further strengthening flourishing business areas.

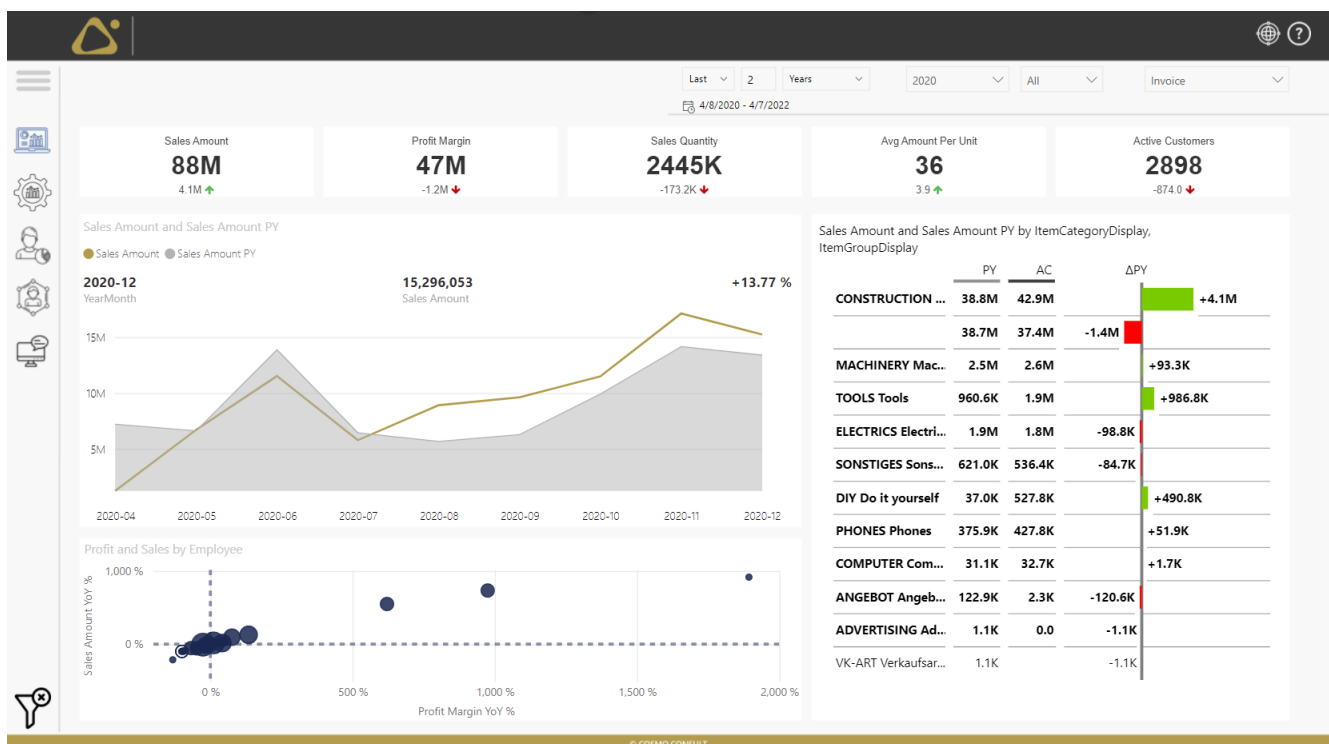
## The basis for your sales strategy

Are you in the process of rethinking your sales strategy? Which markets and customer segments will be relevant in the future? How will new sales channels be accepted? Which product or customer segment delivers the best margins? How many new customers did you win last year?

Optimize the use of your sales resources by identifying opportunities and risks more quickly. Motivate your team to excel by fostering a healthy competitive mindset and closely monitoring sales targets.

Skillfully optimize your margins by actively changing your product or channel mix.

With our ready-to-use sales reporting you can answer these questions ad hoc.





## Use predefined reports...

Use standard reports with individual filter options to provide the most important information such as:

- Order intake development
- Revenue and contribution margin development
- Price and quantity development
- 'Best' and 'worst' customers, articles and markets
- Sales development by employee

and many other key figures.

## ... or combine key figures & attributes individually

Combine any key figures such as quantities, sales, discounts, contribution margin, price with attributes such as business unit, customer, article, financial dimension or a variety of time information and create your individual view.

You decide whether you want to analyze an aggregated key figure or the individual transaction.



**5**  
Facts

- ✓ Sales orders
- ✓ Sales shipment
- ✓ Sales invoice
- ✓ Sales credit memos
- ✓ Exchange rates



**30**  
Dimensions

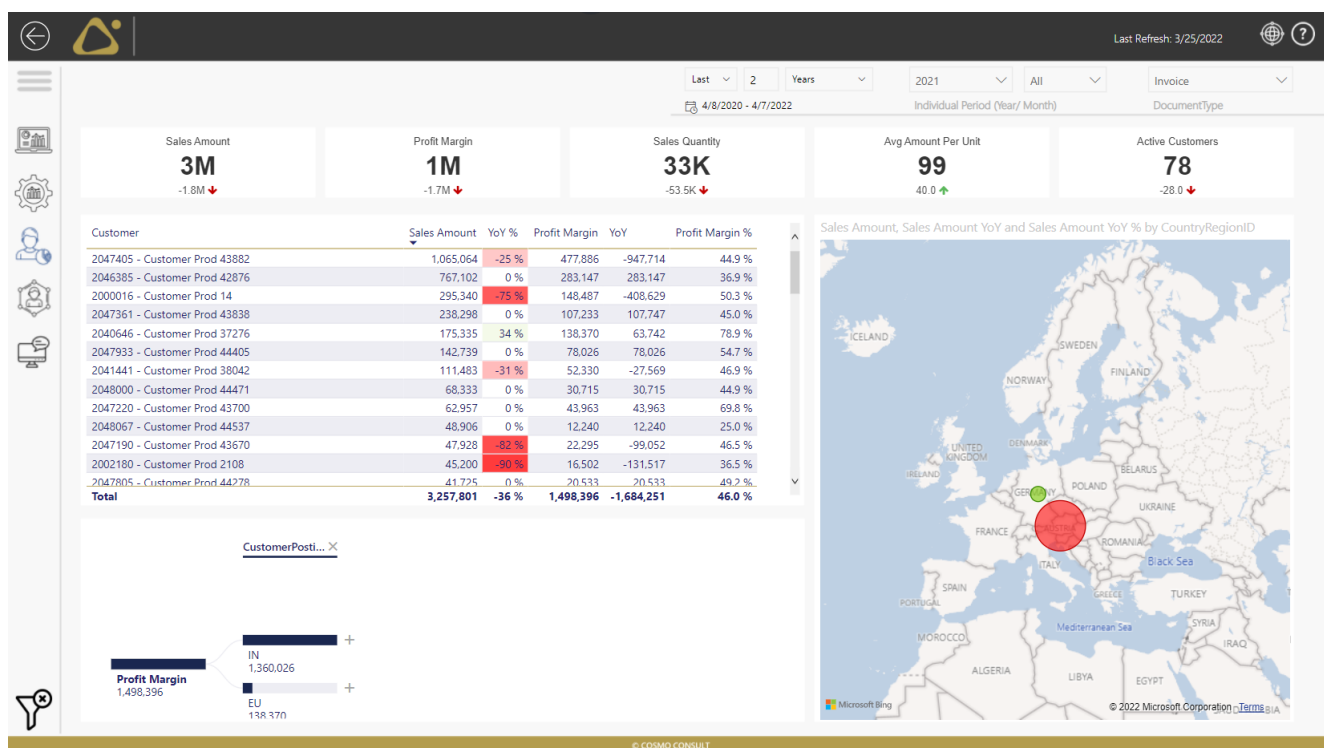
- ✓ Calendar (Time)
- ✓ Order customer
- ✓ Invoice customer
- ✓ Item/resource
- ✓ Financial dimensions
- ... and many more



**75+**  
Key figures

- ✓ Quantities (order, shipment, invoice)
- ✓ Sales amounts (order, shipment, invoice)
- ✓ Profit margins (%)
- ✓ Cost amounts
- ✓ Discounts
- ... and many more

Exemplary - based on the source system Business Central



# 03 Module Inventory & Logistics

## Full warehouses - but are you stocking the right items?

With COSMO Analytics for Power BI, you keep track of your inventories and optimize the efficiency of your warehousing based on key warehouse metrics.

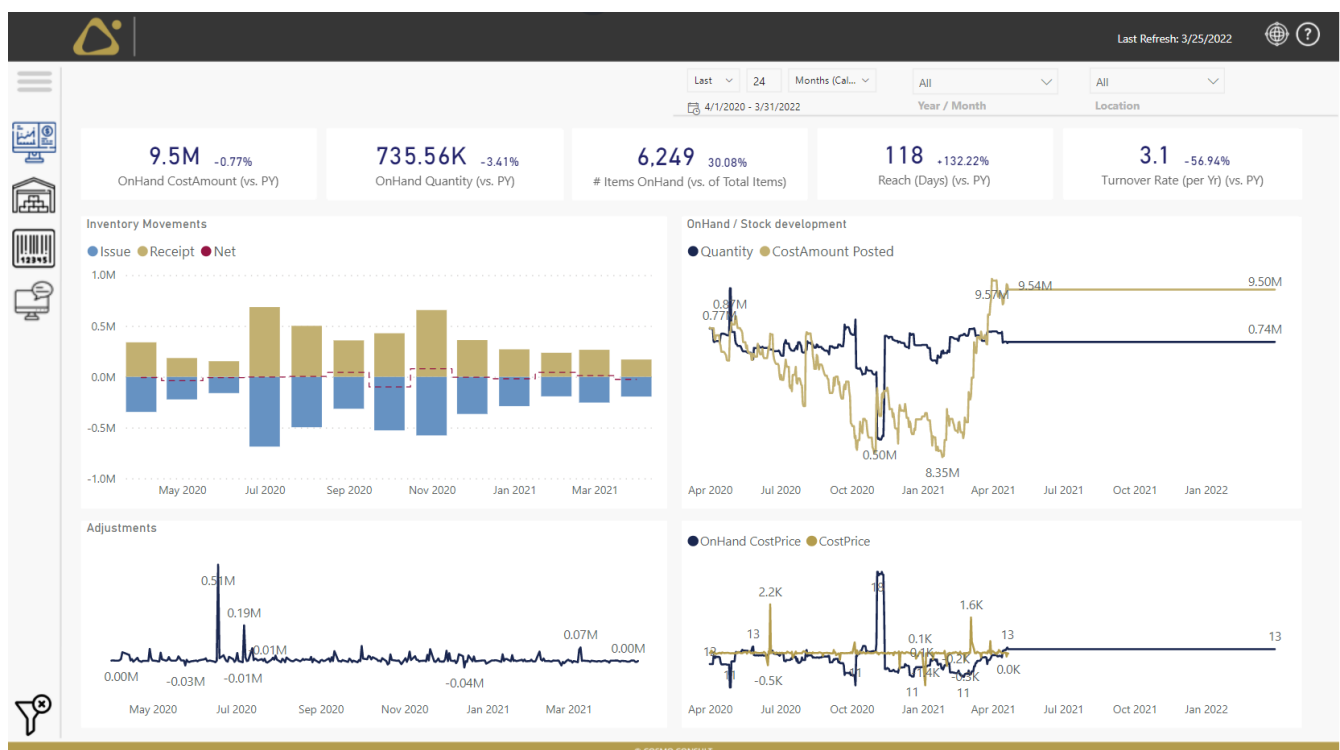
Are you affected by raw material shortages or an unstable supply chain? How long will you be able to deliver? Take future bottlenecks into account at an early stage in your procurement or production planning and thus secure your delivery reliability to customers.

## Keep an overview over your tied capital

Identify slow-moving items and optimize your inventories - these tie up valuable capital. If you take countermeasures at an early stage, you can avoid necessary devaluations.

If urgently needed products are not available, there may still be remaining stocks in external warehouses that can be transferred at short notice.

With the COSMO Analytics for Power BI Inventory module, you support your operational planning and have an ideal basis for designing your logistics strategy.



## Use predefined reports...

Use standard reports with custom filtering options to get the most important information such as:

- Additions, disposals and stock transfers
- Stock valuation
- Revaluations and devaluations
- Range
- Inventory turnover

and many other key figures

## ... or combine key figures & attributes individually

Combine metrics such as inventory, value, storage duration, price, ... with attributes like storage location, item, unit or time information and create your individual view.

You decide whether you want to analyze an aggregated metric or the individual transaction.



**2**  
Facts

- ✓ Item ledger entries
- ✓ Exchange rates



**24**  
Dimensions

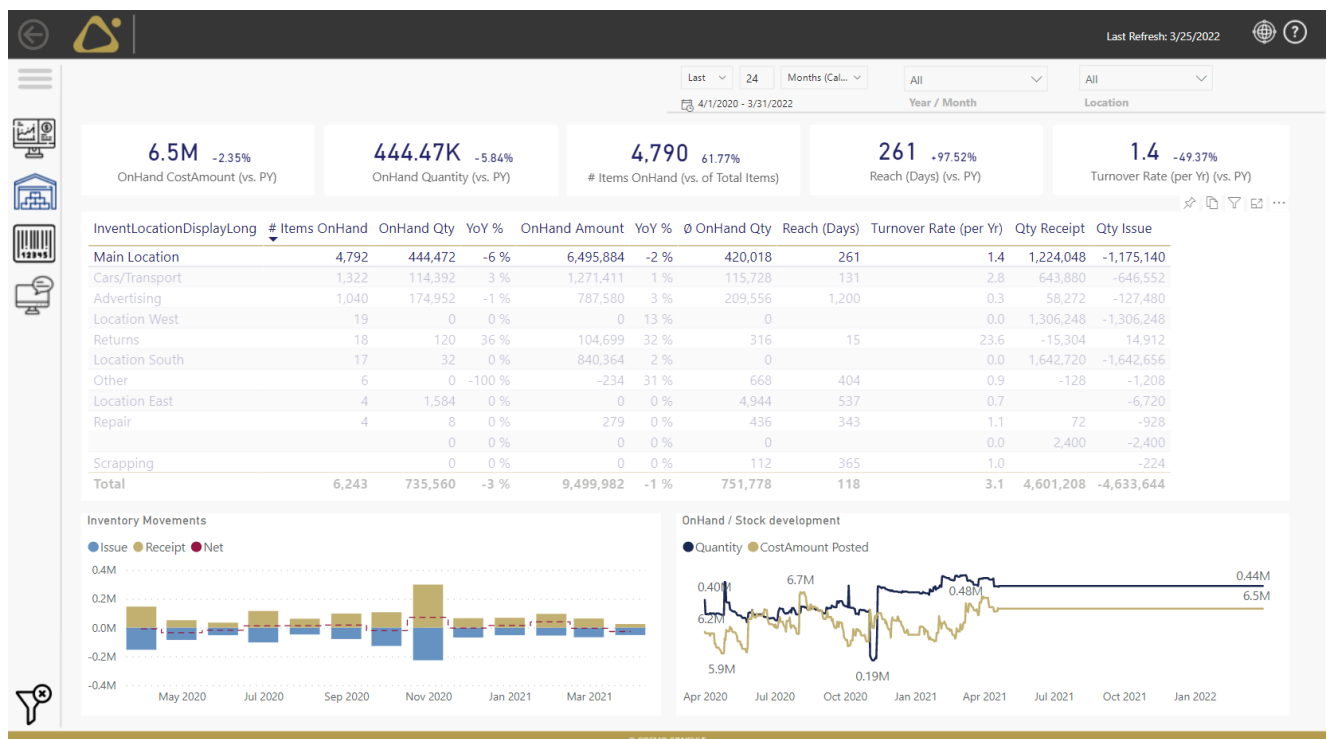
- ✓ Calendar (time)
- ✓ Invent location
- ✓ Item / Category / Group
- ✓ Financial dimensions
- ✓ Customer
- ✓ Vendor
- ... and many more



**60+**  
Key figures

- ✓ Transaction quantity (issue, receipt, transfer)
- ✓ Transaction amounts
- ✓ On-hand quantity, -cost price, -cost amount
- ✓ Ø On-hand quantity
- ✓ Reach (%)
- ✓ Inventory turnover
- ... and many more

Exemplary - based on the source system Business Central



# 04 Module

## Purchase

### More success through transparency in procurement

In purchasing and procurement, particularly effective savings and optimizations are often possible through the use of business intelligence.

COSMO Analytics for Power BI creates transparency, among other things about purchasing quantities and conditions, prices, supplier relationships and supports you in your procurement planning.

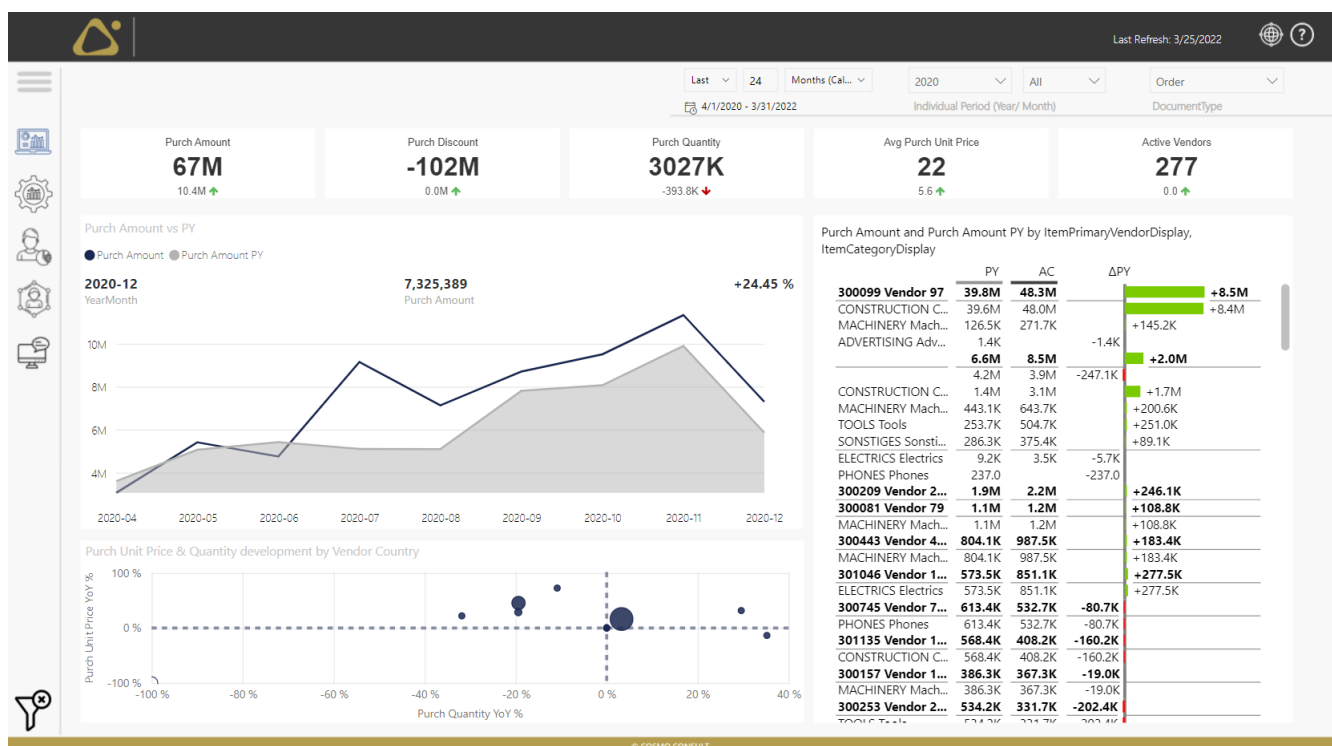
If this transparency is not sufficiently given, important purchasing decisions are often made on the basis of subjective assessments. This often means not buying at the best conditions.

### The importance of strategic purchasing is increasing

In order to realize cost savings in the procurement of raw materials and supplies in highly competitive markets, companies are increasingly relying on strategic purchasing management.

Complex supply chains and procurement processes such as just-in-time present purchasing departments with various challenges.

A holistic evaluation of suppliers, from reliability to quality criteria, is just as essential as appropriate risk management.





## Use predefined reports...

Use standard reports with individual filter options to get the most important information, such as:

- Procurement volume
  - Price and expenditure development
  - Discounts achieved
  - Delivery times
  - Open orders and commitments
  - Suppliers, articles, markets
- and others

**... or combine key figures & attributes individually**

Combine any metrics such as quantities, prices, discounts and more with attributes such as business unit, suppliers, items, warehouse location or a variety of time information and create your individual view.

You decide whether you want to analyze an aggregated key figure or the individual transaction.

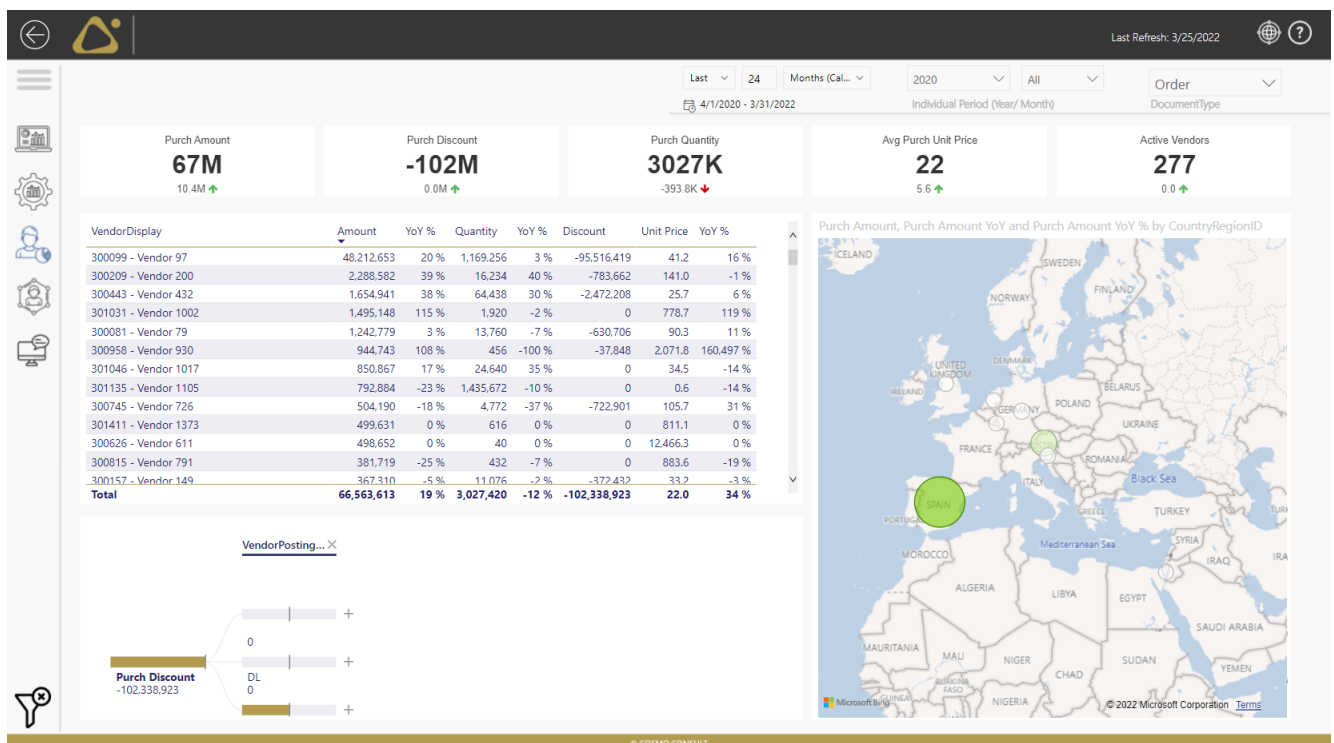


- ✓ Purchase orders (incl. archived)
- ✓ Purchase receipts
- ✓ Purchase invoices
- ✓ Purchase memos
- ✓ Exchange rates

- ✓ Calendar (time)
- ✓ Vendor
- ✓ Item / resource
- ✓ Financial dimensions
- ✓ Order / invoice / receipt
- ✓ Payment method / terms
- ... and many more

- ✓ Quantities (order, receipt, invoice)
- ✓ Purchase amounts (order, receipt, invoice)
- ✓ Discounts
- ✓ Ø Price per unit
- ✓ Cost amounts
- ✓ Weight
- ... and many more

Exemplary - based on the source system Business Central



# 05 Module Finance

Minimize risks, increase profitability. More success through standardized financial reporting.

## The manual preparation of financial reports is time-consuming


Controllers often spend more time preparing data and reports than actually analyzing reports and metrics. However, this is crucial for the management of the company.

COSMO Analytics for Power BI delivers reliable financial reports in a fully automated way and thus creates more time to deal with target/actual comparisons as well as the derivation of decision-making bases and measures.

Comprehensive financial reporting is one of the foundations of any corporate management. After all, this is where the entries from all areas come together in an integrated corporate view.

Financial reporting also shows when profits are being generated but liquid assets are slowly running out. Countermeasures must be taken at an early stage, otherwise there is a risk of insolvency.

Balance sheet, income statement or cash flow statement: rely on standardized calculations and meaningful dashboards for financial reporting in order to reduce effort and, on the other hand, to have your corporate goals and key figures in view at all times.

<div>  <div> <div>April 2020</div> <div>Current YTD QTD</div> <div>HGB_GKV</div> <div>All</div> </div> <div>Last Refresh: 3/25/2022</div> </div>						
<b>720.3K</b> <small>+365.39%</small> Net income (vs. PY)		<b>15.7 %</b> EBIT Margin		<b>33.6 %</b> EBITDA Margin		<b>53.1 %</b> Gross Profit
Level1	Actual	YoY	YoY %	Budget	vs Budget	vs Budget %
Umsatzerlöse	4,845,950	-5,346,482	-52.5 %	4,845,950	0.0 %	0.0 %
sonstige betriebliche Erträge	24,411	-2,800	-10.3 %	24,411	0.0 %	0.0 %
Operative Erlöse	4,870,360	-5,349,282	-52.3 %	4,870,360	0.0 %	0.0 %
Materialaufwand	-2,298,182	2,723,909	-54.2 %	-2,298,182	0.0 %	0.0 %
Aufwendungen für Roh-, Hilfs- und Betriebsstoffe und für bezogene Waren	-2,114,600	2,626,880	-55.4 %	-2,114,600	0.0 %	0.0 %
Aufwendungen für bezogene Leistungen	-183,582	97,029	-34.6 %	-183,582	0.0 %	0.0 %
Personalaufwand	-943,550	2,678,741	-74.0 %	-943,550	0.0 %	0.0 %
Löhne und Gehälter	-673,639	2,090,733	-75.6 %	-673,639	0.0 %	0.0 %
soziale Abgaben und Aufwendungen für Altersversorgung und für Unterstützung	-269,911	588,008	-68.5 %	-269,911	0.0 %	0.0 %
EBITDA	1,628,629	53,368	3.4 %	1,628,629	0.0 %	0.0 %
sonstige betriebliche Aufwendungen	-867,955	514,205	-37.2 %	-867,955	0.0 %	0.0 %
Operative Aufwendungen	-4,109,687	5,916,855	-59.0 %	-4,109,687	0.0 %	0.0 %
EBIT	760,674	567,573	293.9 %	760,674	0.0 %	0.0 %
sonstige Zinsen und ähnliche Erträge	22	-182	-89.1 %	22	0.0 %	0.0 %
Zinsen und ähnliche Aufwendungen	-1,992	-640	47.4 %	-1,992	0.0 %	0.0 %
Finanzergebnis	758,704	566,751	295.3 %	758,704	0.0 %	0.0 %
Steuern vom Einkommen und vom Ertrag	-38,406	-1,225	3.3 %	-38,406	0.0 %	0.0 %
Ergebnis nach Steuern	720,298	565,526	365.4 %	720,298	0.0 %	0.0 %
Jahresüberschuß / Jahresfehlbetrag	720,298	565,526	365.4 %	720,298	0.0 %	0.0 %

## Use predefined reports...

Use standard reports with individual filter options to get the most important information such as:

- Profit and loss account
- Cash flow
- Balance sheet
- Target/actual comparisons
- Fixed costs
- Minimum sales
- and others

## ... or combine key figures & attributes individually

Key figures such as net income, Rol, gearing and cash flow can be broken down to business unit (client) or time axis.

COSMO Analytics for Power BI ensures that you can make targeted and informed decisions at any time.



**3**  
Facts

- ✓ Ledger entries
- ✓ Budget entries
- ✓ Exchange rates



**27**  
Dimensions

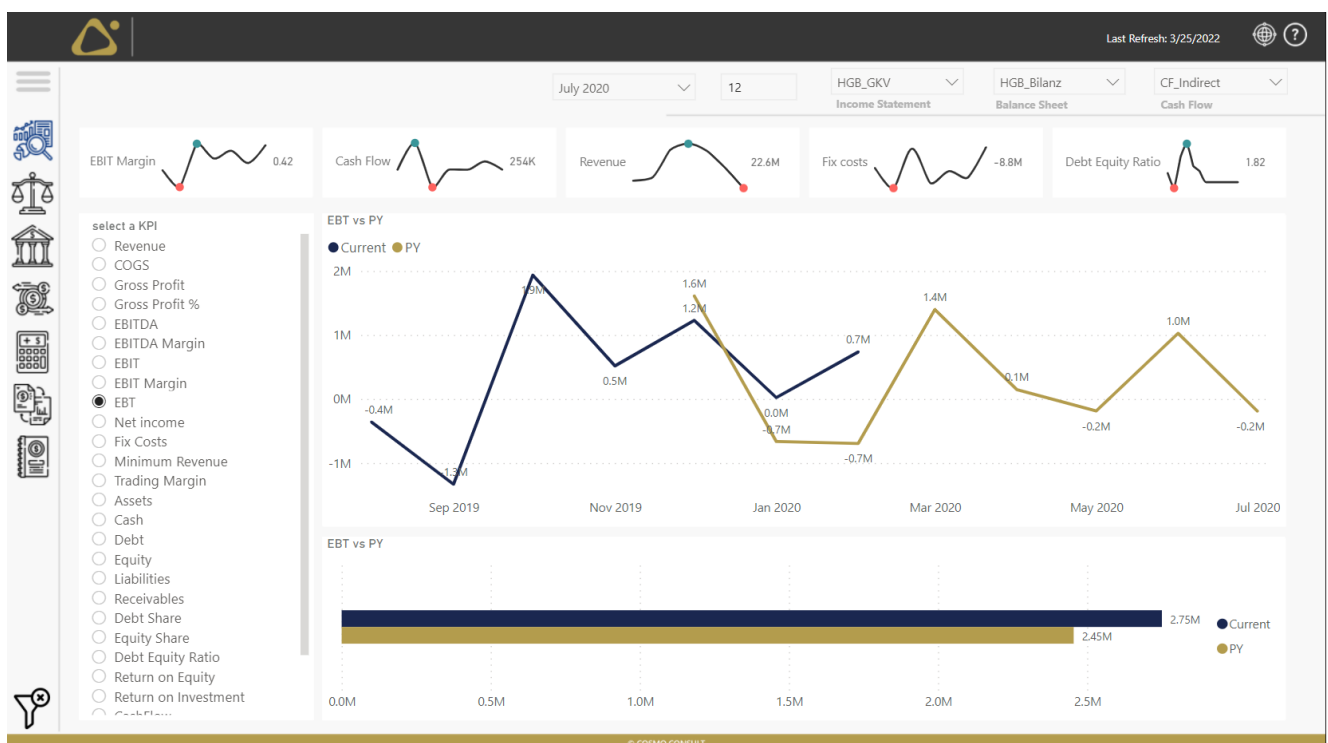
- ✓ Calendar (time)
- ✓ Ledger account
- ✓ Financial dimension
- ✓ Balance sheet
- ✓ Income statement
- ✓ Cash flow
- ✓ Currencies
- ... and many more



**75+**  
Key figures

- ✓ Finance amount (credit, debit)
- ✓ Income statement KPI (revenue, COGS, gross profit, EBITDA, EBIT..)
- ✓ Balance sheet KPI (assets, liabilities, receivables, cash, ...) ... and many more

Exemplary - based on the source system Business Central



# 06 Accounts Receivable & Accounts Payable

## Optimize liquidity through clever receivables management

Outstanding receivables from customers play a significant role in optimizing cash flow. Delayed incoming payments can have a significant impact on cash flow, especially if advance payments have to be made for materials or subcontractors.

This is reason enough to keep an eye on them at all times and to be able to react at short notice if necessary. For example, you can react to regularly delayed incoming payments with modified conditions and only deliver against advance payment or down payment.

Skillful management of DSO (days sales outstanding) in conjunction with DPO (days payable outstanding) can improve a company's liquidity cost-effectively.

## Indirect customer feedback

If you only detect poor payment behavior at certain points and if this perhaps only relates to a specific product group or a single product, this may indicate quality deficiencies.

In consultation with the customer, it is possible to react actively before the potential damage takes on larger proportions.

## Use predefined reports...

Use standard reports with individual filter options to get the most important information such as:

- Receivable amount per customer
  - Amounts owed to suppliers
  - Dunning level
  - Average days sales outstanding
  - Average days payable outstanding
- and many other key figures

## ... or combine key figures & attributes individually

Combine any metrics such as receivable amount and payables with attributes such as business unit, customer, vendor, item, dunning level or a variety of time information and create your customized view.

You decide whether you want to analyze an aggregated metric or the individual transaction.



**3**  
Facts

- ✓ Cust ledger entries
- ✓ Vend ledger entries
- ✓ Exchange rates



**23**  
Dimensions

- ✓ Calendar (time)
  - ✓ Aging
  - ✓ Customer
  - ✓ Vendor
  - ✓ Financial dimensions (6)
  - ✓ Time intelligence
  - ✓ Currencies
  - ✓ Voucher
- ... and many more



**20+**  
Key figures

- ✓ Amount receivable (historical, outstanding)
  - ✓ Amount payable (historical, outstanding)
  - ✓ Average days sales outstanding
  - ✓ Average days payable outstanding
- ... and many more

Exemplary - based on the source system Business Central

# 07 Project

## Project controlling made easy

Effective project controlling is essential in many companies. Early recognition of whether a project can be implemented "on time" and "in budget" is essential in order to be able to take countermeasures in good time.

However, this monitoring is often done manually and the time required is not insignificant - after all, data from a wide variety of sources has to be compiled.

Which services have already been billed? What portion of the budget has already been used or what residual budget is still available? Have unexpected additional costs been incurred due to the procurement of project-related materials? How high is the resource utilization in the project? What is the forecast?

This and other information is required to holistically evaluate a project (portfolio) to improve your learning curve. The success of your projects will prove you right.

Information from project controlling is also relevant in the sales process, e.g.: From when can new projects be scheduled because all available resources are fully utilized? When are there any idle times?

COSMO Analytics for Power BI supports you in this process by already merging relevant project bookings into a holistic data model and standardized key figures.

## Use predefined reports...

Use standard reports with individual filter options to provide the most important information such as

- Project budgets
  - Recorded times and costs
  - Billed services and sales
  - Contribution margins
- and many more

## ... or combine key figures & attributes individually

Combine any key figures such as project turnover or project costs with attributes such as project, customer, article, resource or a variety of time information and create your individual view.

You decide whether you want to analyze an aggregated key figure or the individual transaction.





# 08 Production

## Identify and exploit optimization potential in your production

Manufacturing processes are a complex undertaking. There are many dependencies and adjustment screws that can influence a production process and thus the production costs of goods.

Is the utilization of plants and machines sufficiently high? Even if this can be affirmed, it does not yet say that the plant efficiency is sufficiently high. Set-up times and costs have an impact on production prices as well as excessive scrap quantities.

If production does not run smoothly, this leads either to decreasing margins or to necessary price increases. These are difficult to sell, especially in highly competitive markets.

The overall effectiveness of your system is influenced by factors such as availability, performance and quality and can be measured transparently and comprehensibly by means of corresponding production key figures.

If you know the drivers in your overall system, you can react accordingly and implement targeted optimization measures.

A well-functioning manufacturing process leads to decisive competitive advantages and thus often determines long-term success on the market.

## Use predefined reports...

Use standard reports with individual filter options to get the most important information such as

- Production output (quantities and values generated)
- Throughput and set-up times
- Material consumption
- Waste
- Capacities and costs

## ... or combine key figures & attributes individually

Combine any key figures such as production amount and quantities or working hours with attributes such as business unit, resources or time information and create your individual view.

You decide whether you want to analyze an aggregated key figure or the individual transaction.



## Which ERP systems are supported?

Our solution supports a variety of Microsoft Dynamics ERP versions. These include, but are not limited to:

- Microsoft Navision
- Microsoft Business Central SaaS
- Microsoft Business Central on-premises
- Microsoft Dynamics 365 Finance & Supply Chain Management / Finance and Operations
- Axapta 2009 / 2012

To cover all needs, connectors partly developed by us are used.

We have already integrated other systems such as Microsoft Dynamics CRM or SAP in individual customer projects.

## The Power of Platform

The original data from the ERP system is transformed and prepared for reporting purposes, so that end users don't have to worry about complex data links. For example, we integrate any business units (clients) into the reporting system.

In order to process even large amounts of data easily and to ensure expandability, we use state-of-the-art Microsoft technology, which we offer as BI-as-a-service (Cloud Service). Depending on the number and selected source systems, Azure Synapse or an enterprise data warehouse is used for this purpose. This means that you are also optimally equipped for future requirements.

### agile

- ✓ Pre-calculated key figures & parameters - all of which can be combined
- ✓ Drill-down function: from the management-compatible big picture to the deepest document level in just a few clicks

### ready to use

- ✓ Fully automated data transfer from the ERP system
- ✓ Valuable business insights from day one
- ✓ Single Point of Truth: uniform calculation of KPI's for all report recipients

### tailored to your company

- ✓ Available for Microsoft Dynamics as well as SAP
- ✓ Multi-language and multi-client capable, dynamic currency conversion

### flexible

- ✓ Up-to-date data
- ✓ Can be used via desktop, tablet & mobile phone
- ✓ From the office, remotely or before the customer appointment
- ✓ Different level of detail per user
- ✓ Flexible authorization concept



**Have we aroused your interest?**

Contact us for more information and a presentation of the solution.

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Cologne • Leipzig • Magdeburg • Mannheim • Munich • Münster  
Neumarkt in der Oberpfalz • Nuremberg • Stuttgart • Würzburg

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