



Welkom

**Dynamics
Day by Alistar¹**

Sponsored by

Lenovo

 **Allied Telesis**
NETWORK SMARTER

Alistar¹

Data

**Krijg inzicht
in je data**

Sponsored by

Lenovo

Allied Telesis
NETWORK SMARTER



Sander Honig

Ensior

Beter inzicht in je data met Analytics4Dynamics

Onderwerpen

- + Introductie Ensior
- + Valkuilen
- + Analytics4Dynamics
- + Cases
- + Demo





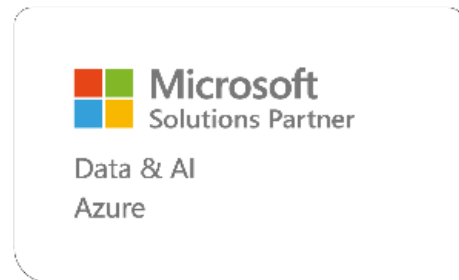
Introductie Ensior

About Ensior

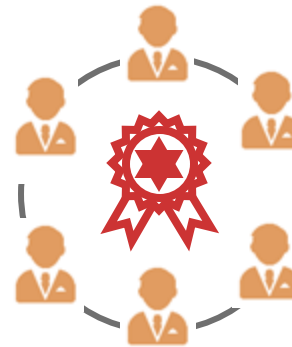
Opgericht in 2002



Microsoft
Solutions Partner



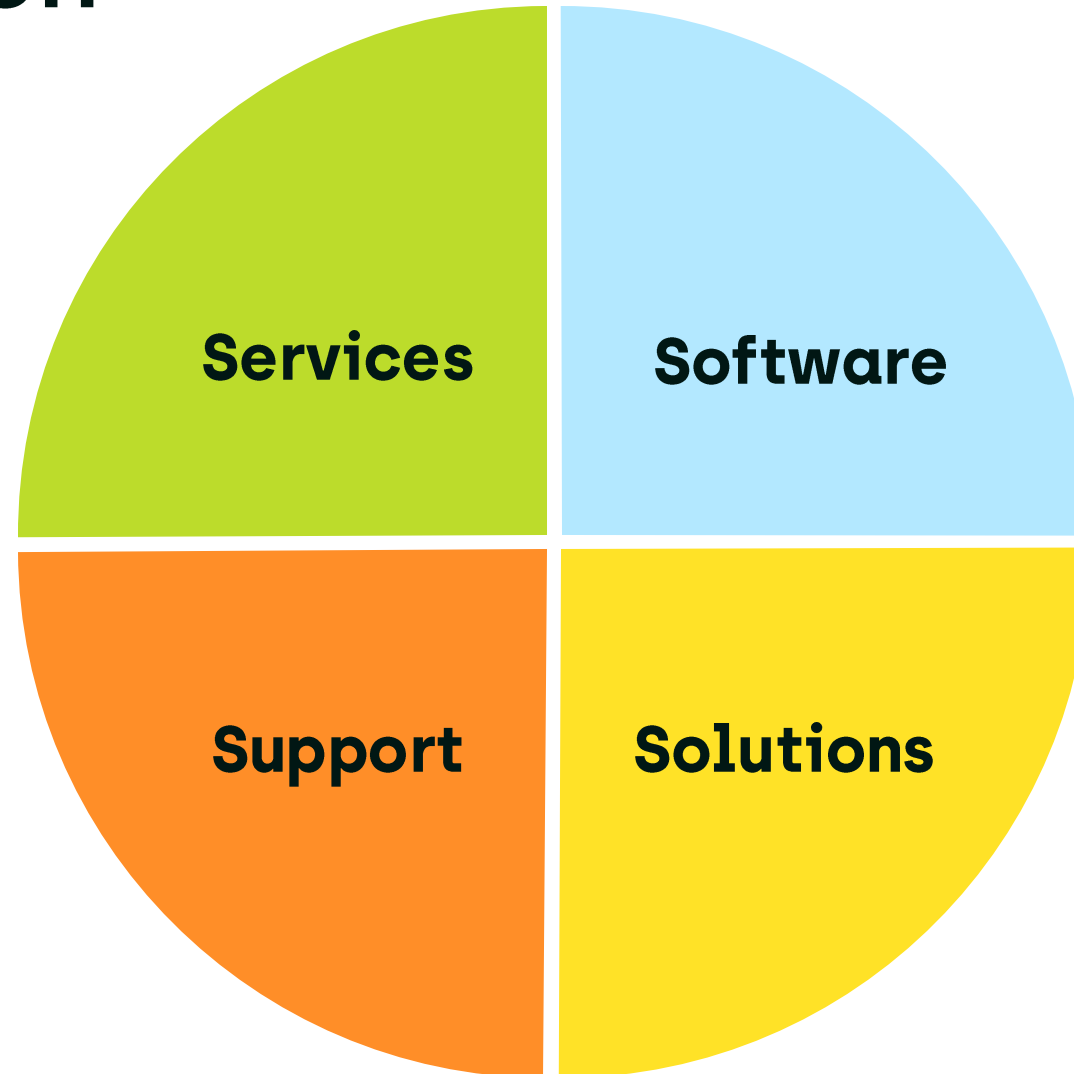
25 specialisten



Partner in progress

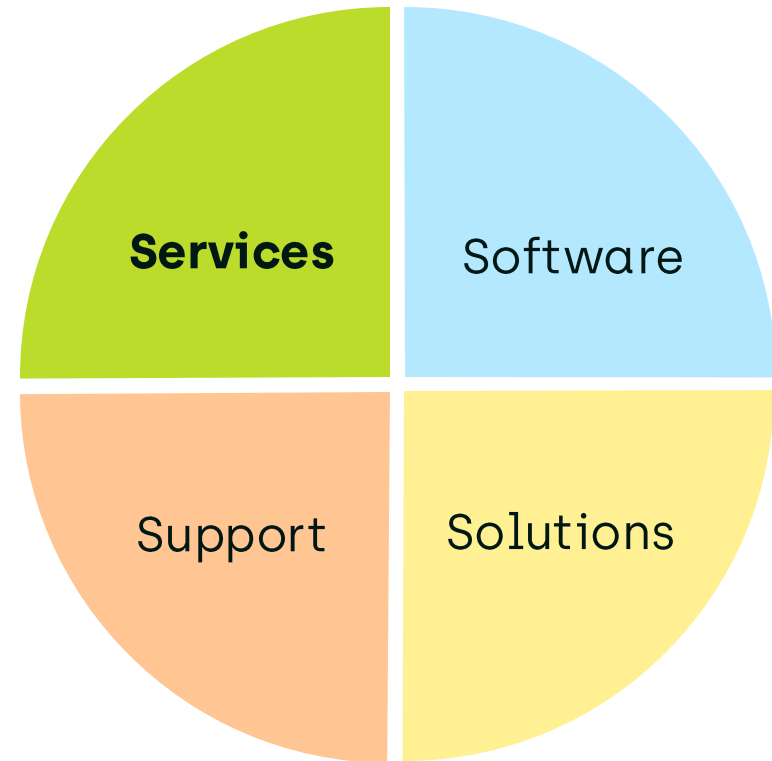


Activiteiten



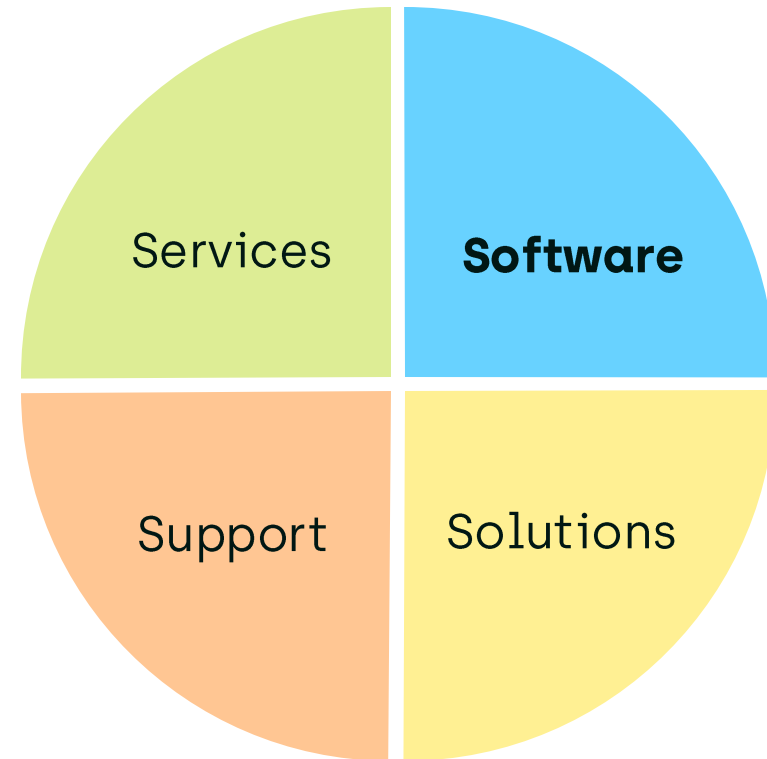
Services

- Data management
- Data analytics
- Trainingen



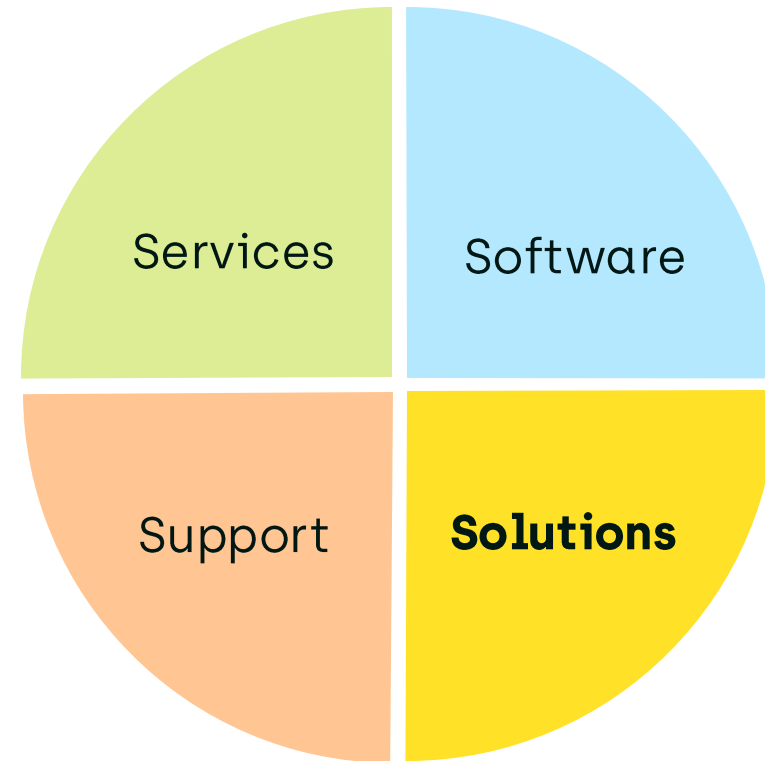
Software

- Microsoft Power BI
- Microsoft Azure
- Microsoft Fabric



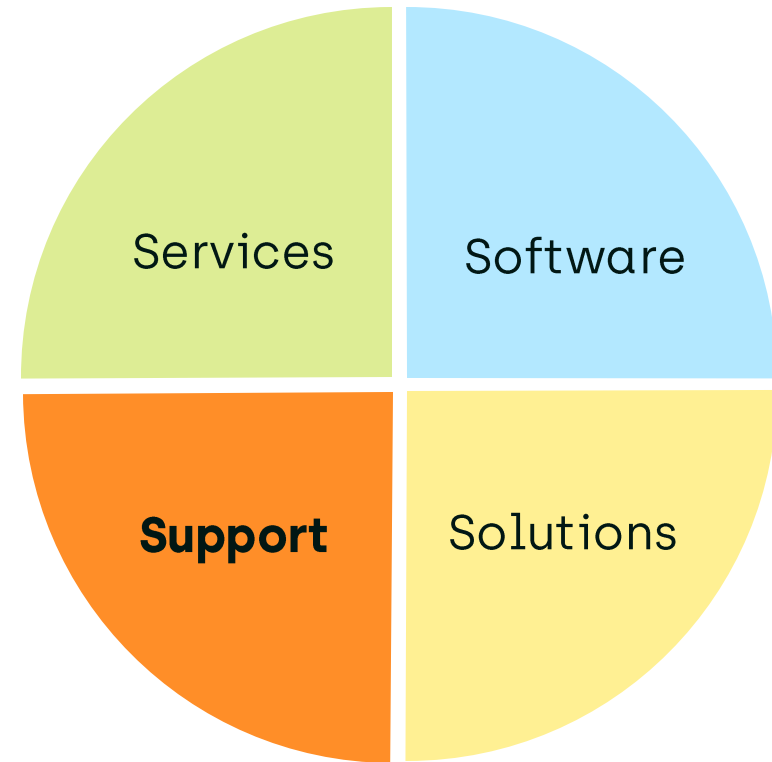
Software

- Analytics4Dynamics
- Analytics4Exact
- Analytics4AFAS
- Analytics4BusinessOne
- BI4SAP Live



Support

- Servicedesk
- Incidenten en changes
- Uitvoeren wijzigingen
- Vaste SLA



Referenties per branche

Productie



Overheid



Financieel



Services



Groothandel



Retail



A modern office interior with glass partitions. In the background, a man is sitting at a desk, working on a laptop. In the foreground, two men are standing and looking at a laptop together. The office has a clean, minimalist design with a grey carpet and a white ceiling with recessed lights. A metal railing is visible in the foreground.

Valkuilen

De waarde van inzicht

Waarom datagedrevenheid?

- + Snellere en onderbouwde besluitvorming
- + Efficiëntie en kostenbesparing
- + Zelfsturend maken van teams
- + Procesverbetering
- + Voorspellen van uw business



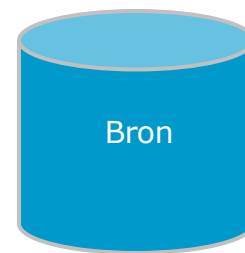


Problemen bij business intelligence

Herkent u dit?

- + Geen duidelijk plan/strategie
- + Versnippering van informatie
- + Verschillende en incorrecte informatie
- + Onvoldoende kennis van datamodellering
- + Afhankelijkheid van de IT afdeling
- + Onduidelijke business-requirements

Het begint simpel



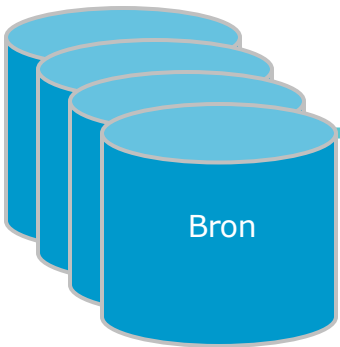
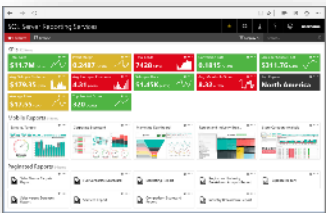
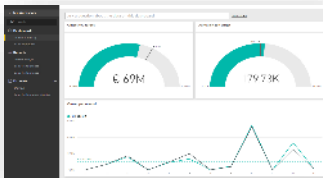
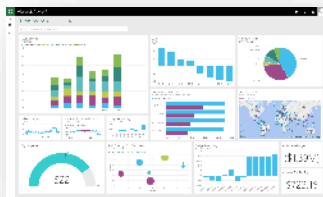
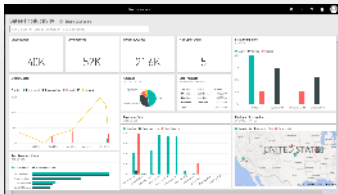
Data import
in Power BI



Bouw dashboard



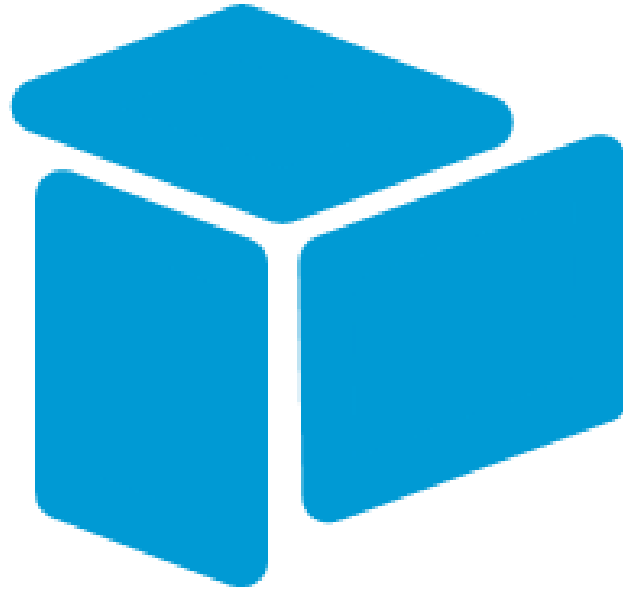
Valkuil



Eén versie van de waarheid



Alistar¹







Power BI

Waarom?

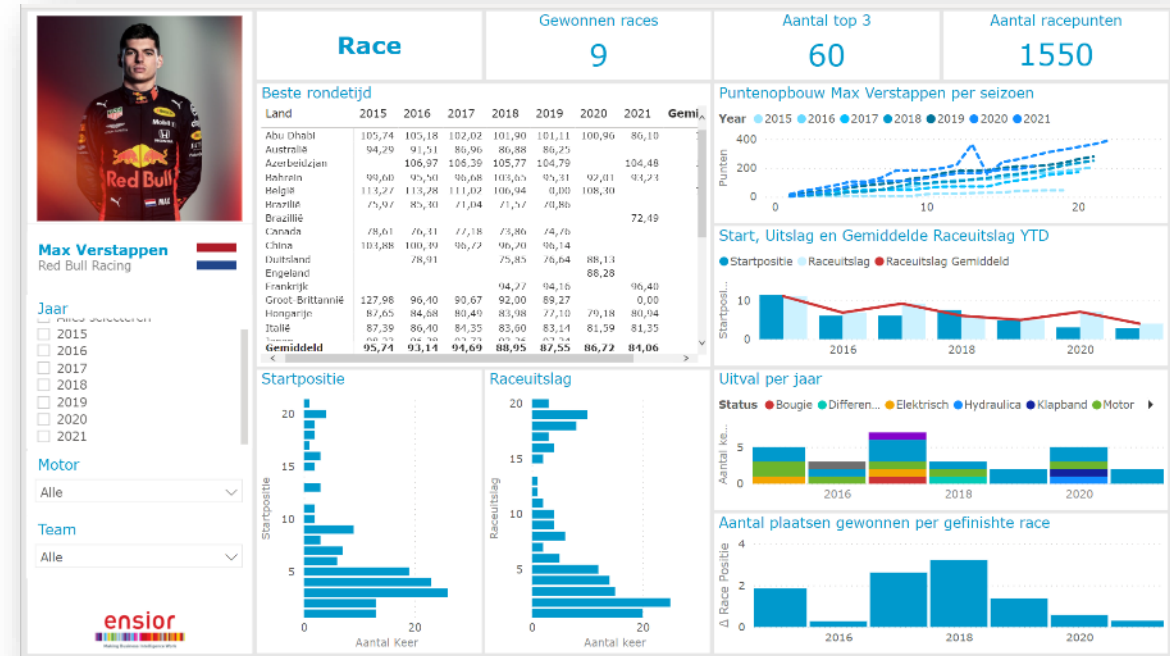
- + Self service BI
- + Interactieve rapportages
- + Cloud



Power BI

Waarom zo populair?

- + Zeer gebruiksvriendelijk
- + Prijs-kwaliteit
- + Mobiel beschikbaar



A photograph of three people in a call center or office environment. They are seated at desks with computer monitors, wearing large over-ear headphones. The man in the center is looking at his computer screen with a thoughtful expression, his hand resting on his chin. The woman on the right is also looking at her screen. The woman on the left is partially visible, also working. A green banner with the text 'Analytics4Dynamics' is overlaid at the bottom.

Analytics4Dynamics

Analytics4Dynamics

Wat is Analytics4Dynamics?

- + Quickstart rapportage oplossingen voor MS Dynamics [Business Central/NAV/FO]
- + Één centrale dataset in Power BI
- + Automatische data verversing [via Fabric/Azure/on-prem]
- + Data uit andere bronnen toe te voegen [CRM, HR, etc]
- + Eenvoudig zelf samenstellen dashboards
- + Snelle implementatie

Informatiegebieden

Centraal dataplatform over alle informatiegebieden

- + Sales
- + Finance
- + Operations
- + Inventory
- + Purchasing
- + Projecten
- + Maatwerk





Sales Dashboard

Company

☒ Clover
☐ Ironside

Year

2020

Country

Alle

Material Group Name

Alle

Order Total

12,04M✓

Doel: 11,31M (+6.49%)

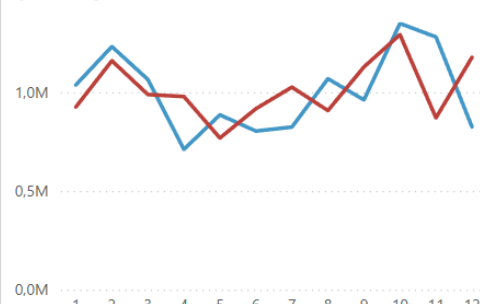
Invoice Total

12,14M✓

Doel: 11,32M (+7.27%)

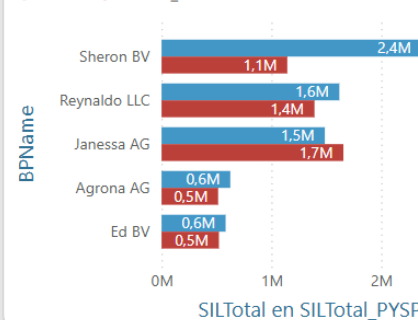
Monthly Sales

● Orders ● Invoices

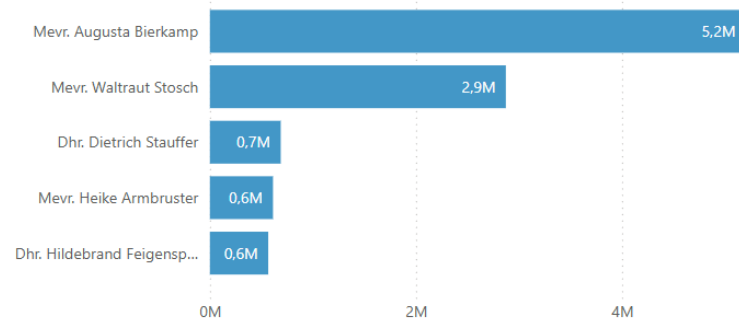


Top 5 Customers

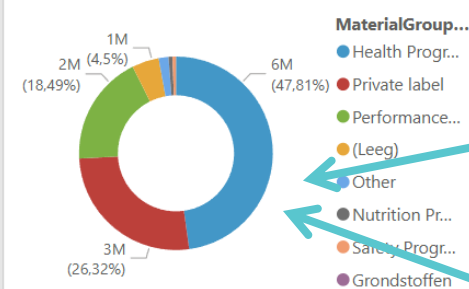
● SILTotal ● SILTotal PYSP



Revenue per Sales Rep (top 5)

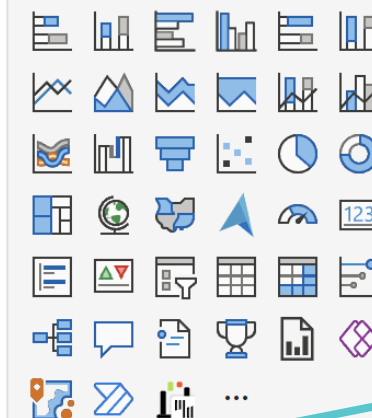


Revenue per Material Group



Visualisaties

Visual bouwen



vwaarden

Gegevensvelden hier toevo...

Onderzoeken

Kruisrapport

~~Alle filters behouden~~

AnalysevelDEN hier toevoe...

Gegevens

 Zoeken

- >  GoodsIssue
- >  GoodsPO
- >  GoodsPOLines
- >  GoodsReceipt
- >  InventoryRevaluation
- >  InventoryTransfer
- >  Journal
- >  JournalLines
-   Material
- >  ObjectType
- >  Opportunity
- >  PurchaseInvoice
- >  PurchaseInvoiceLines
- >  PurchaseOrder
- >  PurchaseOrderLines
- >  SalesInvoice
-   SalesInvoiceLines
- >  SalesOrder
- >  SalesOrderLines

Veel voorgerecalculeerde meetwaarden staan klaar

ABAmount
 ABAmountSC
 ABBalanceAmount
 ABBalanceAmountSC
 ACTActivityCount
 ACTDuration
 Brutomarge
 Brutomarge%
 Current Ratio
 Current Ratio RS
 EBIT
 EBIT%
 GPOGoodsPOCount
 GPOQuantity
 GPOTotal
 GPOTotalNetto
 GPOTotalNettoInclBTW
 GPOVolume
 GPOWeight
 JLAmount
 JLAmount_FLY
 JLAmount_LYSP
 JLAmount_LYSP_diff
 JLAmount_LYSP_diff%
 JLAmount_LYTD
 JLAmount_LYTD_FP
 JLAmount_MAT
 JLAmount_POS
 JLAmount_POS_RS
 JLAmount_RS
 JLAmount_RS_FP
 JLAmount_YTD

JLAmount_YTD_FP
 JLAmountFC
 JLAmountSC
 JLCounter
 Liquiditeit
 Liquiditeit RS
 MDLDocumentCount
 MDLLineTotal
 MDLQuantity
 PILInvoiceCount
 PILQuantity
 PILTotal
 PILTotalNetto
 PILTotalNettoInclBTW
 POOrderCount
 POLQuantity
 POLTotal
 POLTotalNetto
 POLTotalNettoInclBTW
 Quick Ratio
 Quick Ratio RS
 SHLQuantity
 SHLScheduledActualDifference
 SHLShipmentCount
 SHLTotal
 SHLTotalNetto
 SHLTotalNettoInclBTW
 SHLVolume
 SHLWeight
 SILBrutomarge
 SILBrutomarge%
 SILGrossBuyPrice
 SILGrossBuyTotal

SILGrossProfit
 SILInvoiceCount
 SILQuantity
 SILTotal
 SILTotal_FY
 SILTotal_LYSP
 SILTotal_LYSP_Diff
 SILTotal_LYTD
 SILTotal_MAT
 SILTotal_YTD
 SILTotal_YTD org
 SILTotalNetto
 SILTotalNettoInclBTW
 SLCounter
 SLQuantity
 SLQuantityIn
 SLQuantityOut
 SOLQuantity
 SOLTotal
 SOLTotal_LYSP
 SOLTotalNetto
 SOLTotalNettoInclBTW
 Solvabiliteit
 Solvabiliteit RS
 SQLQuantity
 SQLQuoteCount
 SQLTotal
 SQLTotalNetto
 SQLTotalNettoInclBTW
 WOCompletedQuantity
 WOCOUNTER
 WOPlannedQuantity
 WORejectedQuantity

Wat lost Analytics4Dynamics voor u op?

- + Eenvoudig rapporteren met uw Dynamics data
- + Geen handmatige en foutgevoelige Excel
- + Meer tijd voor analyse
- + Één centrale plek voor alle definities
- + Consolidatie van administraties
- + Beter analyses en resultaten



A modern office interior with glass partitions. In the background, a man is sitting at a desk, working on a laptop. In the foreground, two men are standing and looking at a laptop together. The office has a clean, professional look with a metal railing in the foreground and recessed ceiling lights.

Case



Problemen

- ▶ Tijdrovende inzichten in Excel, foutgevoelig
- ▶ Data extractie handmatig
- ▶ Incorrecte of onvoldoende informatie

Resultaat

- ▶ Gebruik van MS Fabric
- ▶ Zelfredzaamheid rapporten bouwen
- ▶ Betere inzichten
 - ▶ Verlagen debiteurenstand
 - ▶ Kostenbesparing door voorraad analyses
 - ▶ Verhoging marges per product[groep]
 - ▶ Verbetering liquiditeitspositie



Analytics4Dynamics

- ▶ Producent violet glass producten
- ▶ Business Central datamodel in Power BI premium per user
- ▶ Ook bij Miron USA in gebruik



Analytics4Dynamics

- ▶ Ensior Data Connector voor cloud versie Business Central
- ▶ Business Central datamodel in Power BI premium per user
- ▶ Training en begeleiding



Analytics4Dynamics NAV

- ▶ SQL Server op een Azure VM
- ▶ Tabular Model in SQL Server Analysis Services
- ▶ Combinatie met AFAS HR
- ▶ Power BI front end



Demo

Power BI Training

Power BI Basis – 1 dag
€ 595,-

- ▶ Algemene uitleg
- ▶ Gebruik van datamodel
- ▶ Rapporten en dashboards maken
- ▶ Opmaken en analyseren van visuals
- ▶ Maken en delen van een dashboard

Ook inhouse
training
vanaf 5
deelnemers

Dynamics Day

- + Bespreking van uw situatie en wensen
- + Advies doelarchitectuur
- + Informatiedocument met aanpak en kostenindicatie



11u00 – 11u30

Floorplan & info: www.alistar.net/dday

- M. Farady Customer on Stage: Business Central voor productie bij Gluecom
- L. Pasteur Service is de nieuwe sales in een 360° customer-service aanpak
- Auditorium Altijd en overal inzicht in je data met Analytics4Dynamics
- A. Nobel Energiek met FuelVision365

11u30 – 12u00

- A. Nobel Blijf uw concurrent een stap voor met Business Central voor productie
- M. Farady Optimaliseer je voorraadbeheer met Business Central
- L. Pasteur Dynamics 365 CE voor Sales en Marketing [Case DSM Keukens]
- Auditorium Microsoft 365 Copilot AI

11u30 – 12u00

- Network lunch