

The background features a solid red color with several overlapping semi-circular and circular shapes in various shades of red and dark red. These shapes are arranged in a way that creates a sense of depth and movement, with some appearing to be in front of others. The word "delaware" is centered in the middle of the image in a white, lowercase, sans-serif font.

delaware

SMART BI (Microsoft Edition)

Leveraging the Azure platform to offer out-of-the-box reporting and analytical capabilities on top of Dynamics 365 F&O



delaware

About SMART BI (Microsoft Edition)

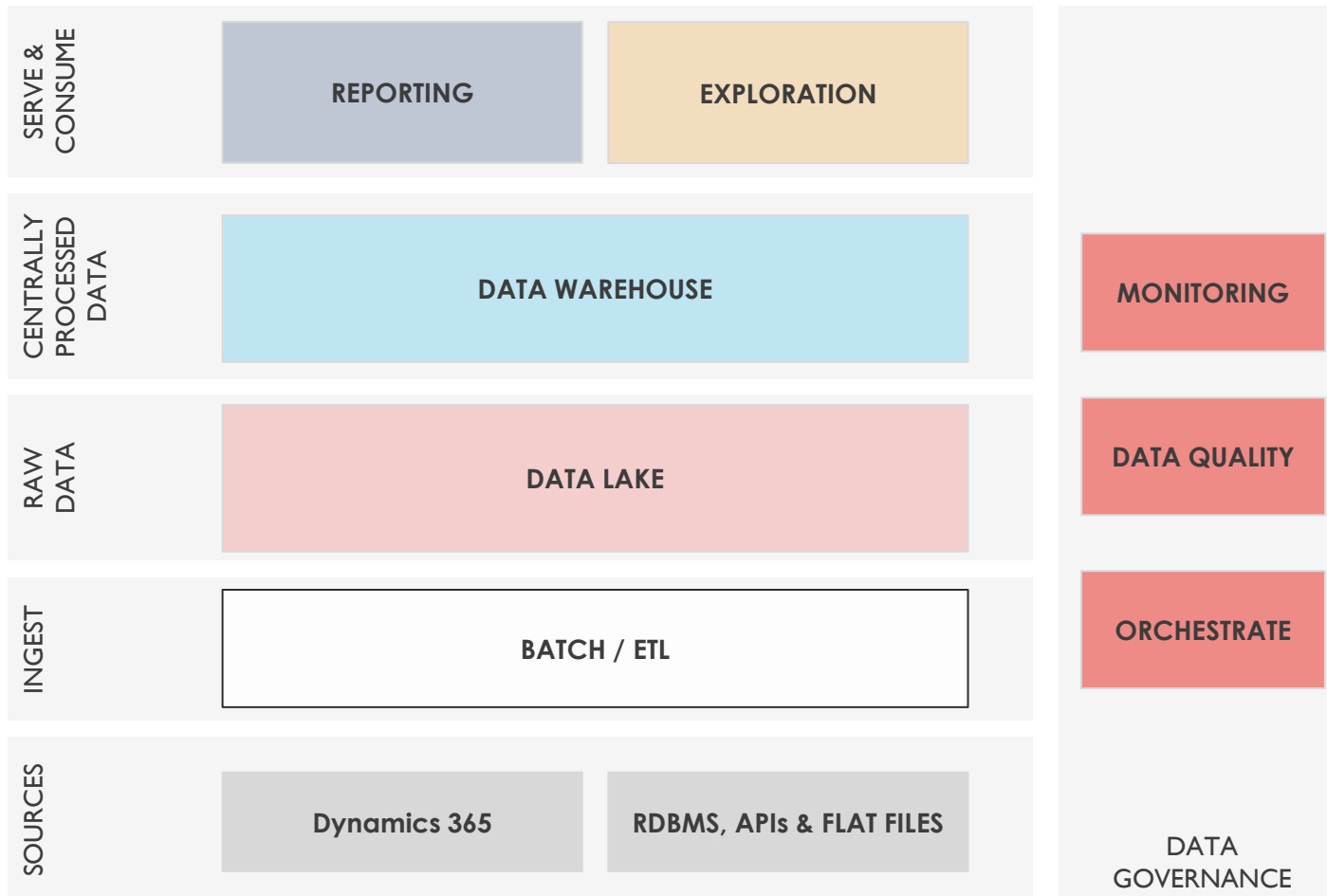
delaware's SMART BI template solution leverages the Azure platform to offer out-of-the-box reporting and analytical capabilities on top of Dynamics 365 F&O

- **Prepackaged data models & dashboards** – based on our experience with multiple customers and designed in close collaboration with our Microsoft colleagues.
- Incorporating **BI best practices** in terms of logging, monitoring, data quality and data lineage.
- **Open platform** that can be easily extended with additional models & data sources, to fully support your requirements

Scalable and future-proof solution, which can grow over time to support organizations throughout their entire data & analytics journey.



How SMART BI works



1. Ingest data from several Dynamics 365 domains into the landing zone through batch process
2. Data is transformed into a format which is optimized for reporting purposes and made available in a predefined data warehouse.
3. Predefined data models are available in the serving layer, including best practice domain KPI's.
4. Consume data through Power BI, Excel or your tool of choice
5. The solution can easily be extended with other source systems (e.g. legacy ERP systems, CRM, cloud-born data, etc.)



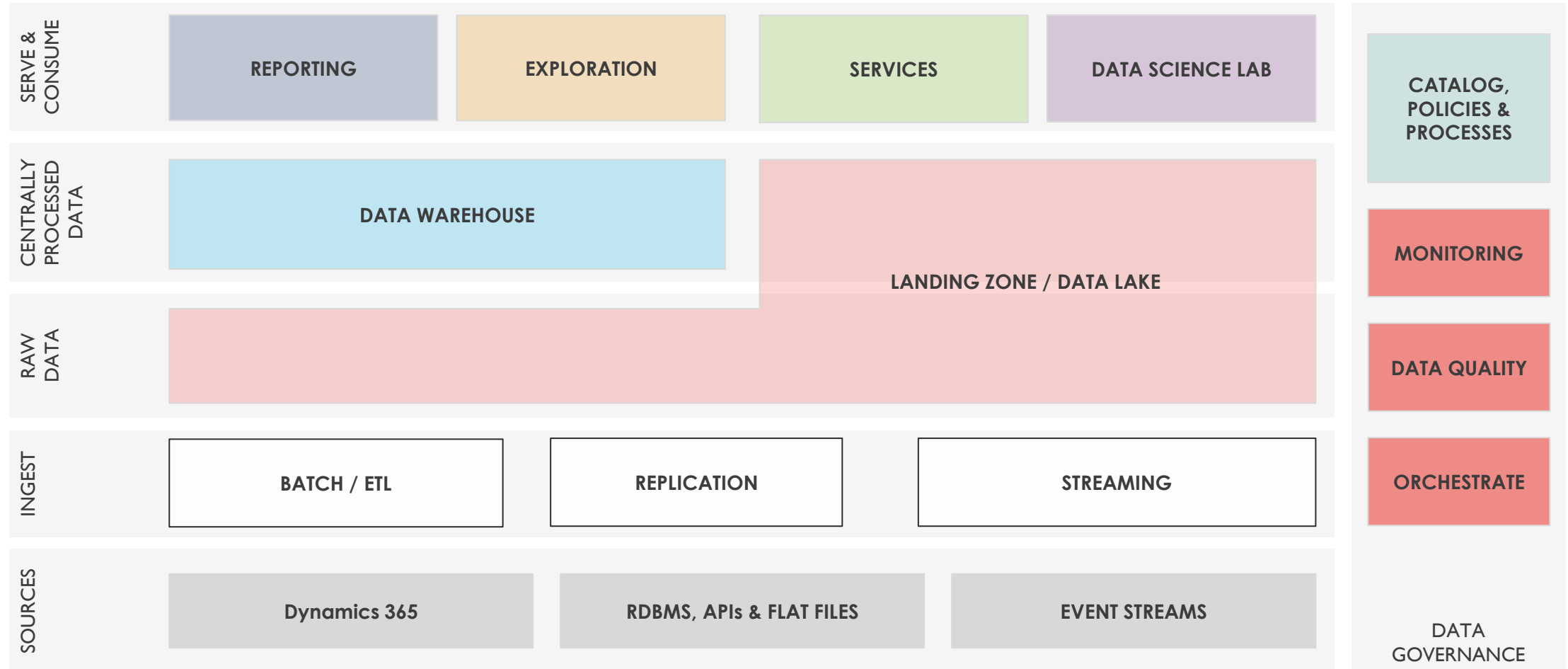
Technology behind SMART BI

SMART BI is a full-blown cloud solution based on the Azure Analytics platform

- Azure Data Factory/ Azure Synapse Workspace as an enterprise data integration tool for data ingestion and orchestration
- Azure SQL Database/ Synapse (Dedicated/ Serverless) to access your data
- Azure Analysis Services or Power BI Premium (Per User) as a serving layer to make data available to the consumer
- Power BI, Excel or your tool of choice for reporting & dashboarding



Building the foundation for the future



Scalable and future-proof solution, which can grow over time to support organizations throughout their entire data & analytics journey, by leveraging on the broader Azure data platform.



What's in the box?

Overview of prepackaged data models

Customer Collaboration and Order-to-Cash

Sales Order

Sales Invoice

Sales Shipment

Sales Budget

Vendor Collaboration and Procure-to-Pay

Purchase Order

Purchase Invoice

Purchase Deliveries

Purchase Budget

Planned Purchase Order

Request for Quotation

Finance and Controlling

General Ledger

General Ledger Budget

Accounts Receivable

Accounts Payable

CCC (DSO + DIO - DPO)

Theoretical Product Cost Breakdown

Manufacturing Planning and Execution

Production Order

Planned Production Order

Production Time Registration

Production Capacity

Inventory

Inventory Movements

Net Requirements

Warehouse Management

Transport Load

Customer Shipment

Work Order (Picking, Packing, etc.)

Container

Project Accounting

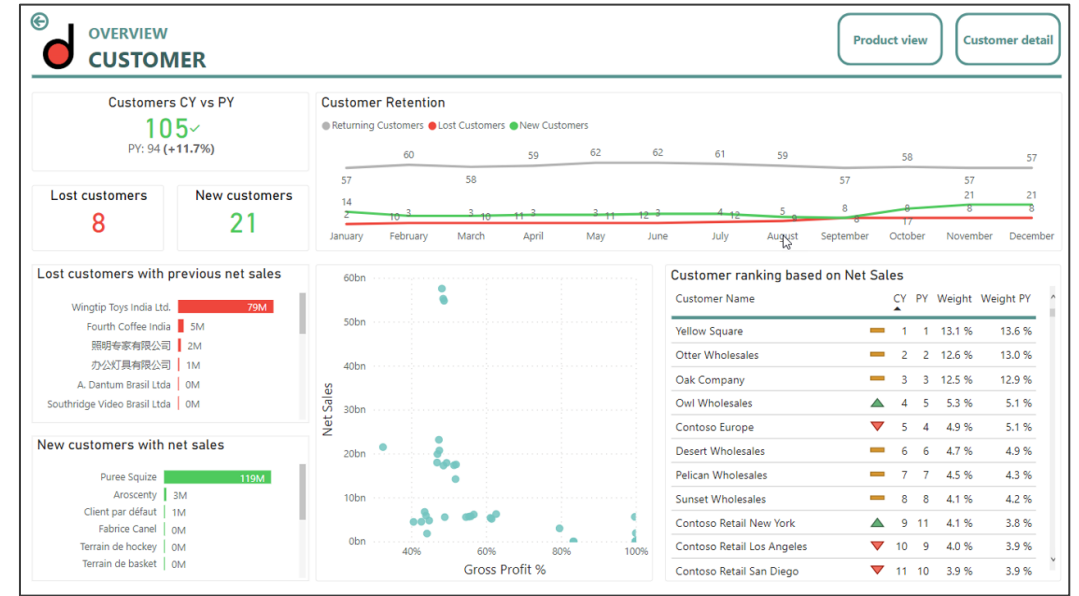
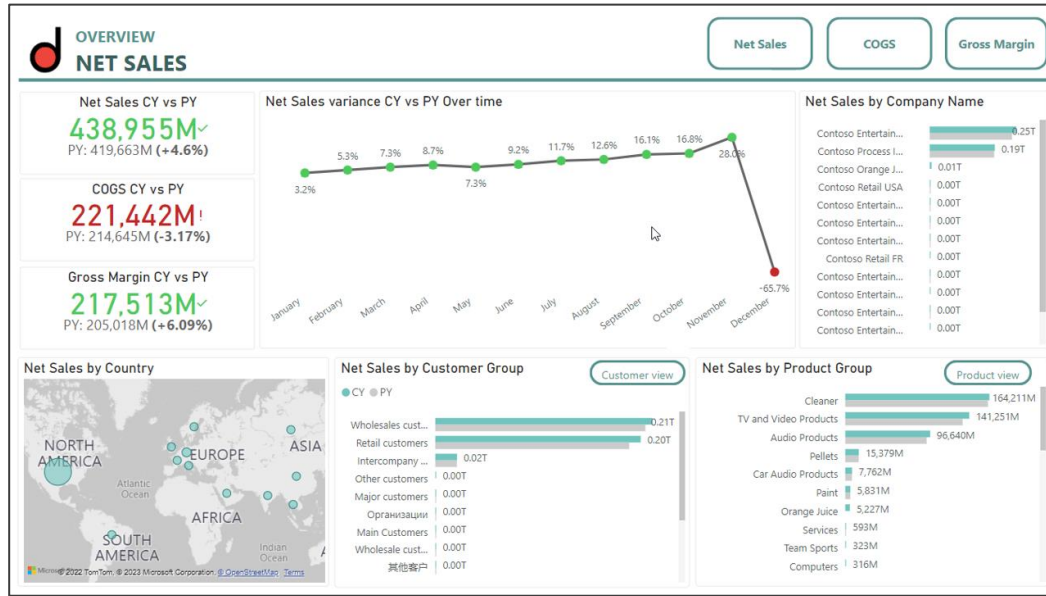
Project Actuals (Time, Expenses, etc.)

Project Budget/Forecast

Project P&L



Example dashboards which can be created with SMART BI



CUSTOMER DETAIL

Customer Group: Clientes região NE (Nordes...), Clientes região SE (Sudeste), Intercompany customers, Main Customers, Major customers, Other customers, Retail customers, Standard customers, Wholesale customers

Customer Name: A. Dantum Brasil Ltda, A.Datum Corporation, Adventure Works, Aroscenty, Basketball Stadium, Birch Company, Cave Wholesales, Contoso Europe, Contoso Retail Chicago, Contoso Retail Dallas, Contoso Retail Detroit

| Customer Name | Net Sales | Net Sales PY | Δ Net Sales% | Growth Status | COGS | Discount | Gross Profit % | Quantity YoY | Orders |
|-------------------------------------|-----------------|------------------------|---------------|---------------|-----------------|------------------|----------------|------------------|--------------|
| Yellow Square | 57,547M | 57,015,541,428 | 0.9 % | ● | 29,820M | 0 | 48.2 % | 19,296 | 25 |
| Cleaner | 53,106M | 52,580,061,428 | 1.0 % | ● | 27,187M | 0 | 48.8 % | 19,232 | 12 |
| Parts Wash Solvent - 55 Gallon drum | 27,573M | 27,297,230,449 | 1.0% | ● | 14,116M | 0 | 48.8% | 5,248 | 12 |
| Parts Wash Solvent - 35 Gallon drum | 12,534M | 12,410,781,532 | 1.0% | ● | 6,417M | 0 | 48.8% | 3,680 | 12 |
| Parts Wash Solvent - 20 Gallon drum | 9,238M | 9,149,183,954 | 1.0% | ● | 4,730M | 0 | 48.8% | 4,672 | 12 |
| Parts Wash Solvent - 7 Gallon drum | 3,761M | 3,722,865,493 | 1.0% | ● | 1,925M | 0 | 48.8% | 5,632 | 12 |
| TV and Video Products | 3,214M | 3,183,734,400 | 0.9 % | ● | 1,871M | 0 | 41.8 % | -64 | 13 |
| Projector/Television | 3,101M | 3,066,000,000 | 1.1% | ● | 1,819M | 0 | 41.3% | 128 | 12 |
| TelevisionM12037* | 113M | 117,734,400 | -4.2% | ● | 52M | 0 | 54.3% | -192 | 13 |
| Audio Products | 1,227M | 1,251,745,600 | -2.0 % | ● | 762M | 0 | 37.9 % | 128 | 13 |
| SpeakerCable | 329M | 322,368,000 | 2.2% | ● | 198M | 0 | 40.0% | 192 | 12 |
| MidRangeSpeaker2 | 269M | 280,320,000 | -4.2% | ● | 145M | 0 | 46.1% | -320 | 12 |
| MidRangeSpeaker | 258M | 269,107,200 | -4.2% | ● | 163M | 0 | 36.9% | -320 | 12 |
| SurroundSoundReceive | 191M | 195,523,200 | -2.2% | ● | 136M | 0 | 28.9% | -128 | 13 |
| StandardSpeaker | 146M | 154,176,000 | -5.0% | ● | 112M | 0 | 23.3% | -480 | 12 |
| AcousticFoamPanel | 33M | 30,251,200 | 10.6% | ● | 8M | 0 | 74.7% | 1,184 | 13 |
| Otter Wholesales | 55,241M | 54,491,402,604 | 1.4 % | ● | 28,436M | 0 | 48.5 % | 26,016 | 25 |
| Cleaner | 51,388M | 50,880,343,724 | 1.0 % | ● | 26,308M | 0 | 48.8 % | 22,144 | 12 |
| Parts Wash Solvent - 55 Gallon drum | 23,634M | 23,401,470,915 | 1.0% | ● | 12,099M | 0 | 48.8% | 4,416 | 12 |
| Parts Wash Solvent - 35 Gallon drum | 12,534M | 12,410,781,532 | 1.0% | ● | 6,417M | 0 | 48.8% | 3,680 | 12 |
| Parts Wash Solvent - 20 Gallon drum | 8,953M | 8,862,316,239 | 1.0% | ● | 4,583M | 0 | 48.8% | 4,736 | 12 |
| Parts Wash Solvent - 7 Gallon drum | 6,268M | 6,205,775,038 | 1.0% | ● | 3,208M | 0 | 48.8% | 9,312 | 12 |
| TV and Video Products | 2,208M | 2,049,840,000 | 7.7 % | ● | 1,295M | 0 | 41.3 % | 576 | 13 |
| Projector/Television | 2,208M | 2,049,840,000 | 7.7% | ● | 1,295M | 0 | 41.3% | 576 | 13 |
| Audio Products | 1,645M | 1,561,218,800 | 5.4 % | ● | 834M | 0 | 49.3 % | 3,296 | 13 |
| MidRangeSpeaker | 426M | 403,660,800 | 5.6% | ● | 269M | 0 | 36.9% | 640 | 13 |
| Total | 438,955M | 419,662,721,326 | 4.6 % | ● | 221,442M | 7,135,839 | 49.6 % | 6,860,726 | 13359 |

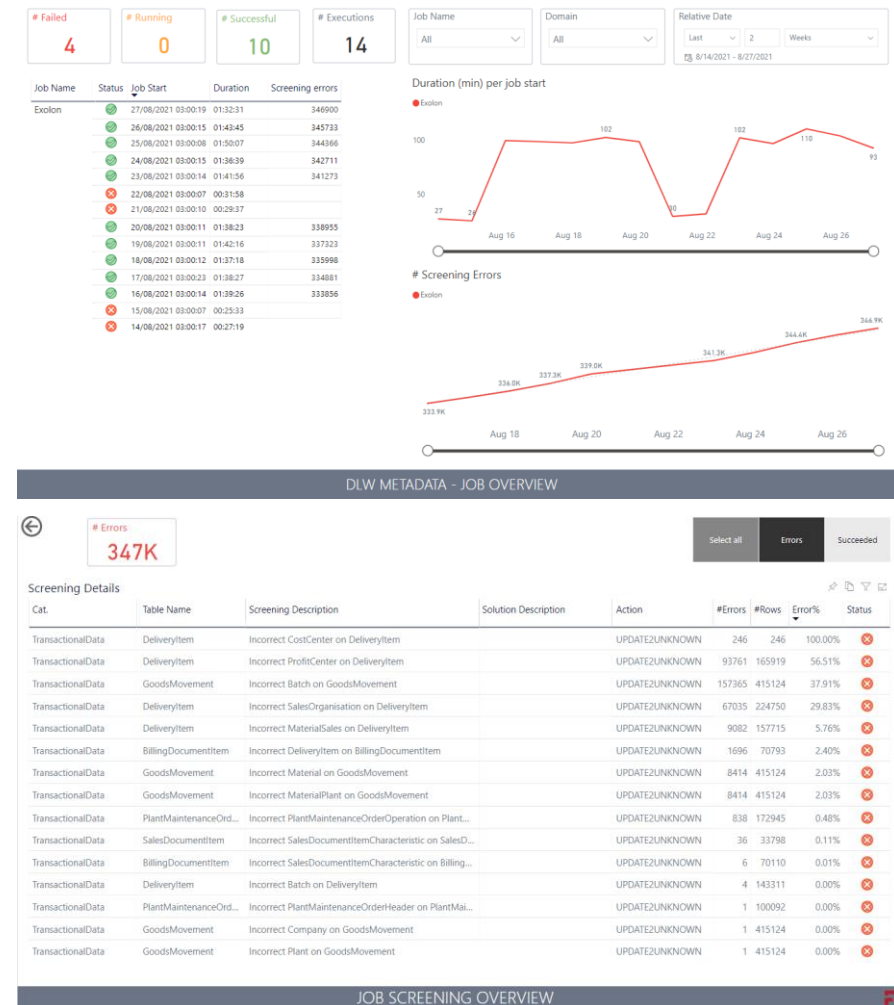


About our BI best practices

Introducing ETLBase

- Consolidation of our best practices and accelerators which speed up the development process and contribute to a consistent solution.
 - Code automation (metadata driven) & templates
 - Extensive logging and monitoring, including out of the box dashboards
 - Provides automation for DevOps
 - Data Quality framework, to measure and monitor your data quality by means of data meta data (no coding required)

What our customers say about this? *“The ETL framework presented is impressive, lots of automated things, what helps developers to do their work smoothly and fast”*



SMART BI implementation approach



Technical assessment

- Assess technical landscape, prerequisites, source systems, users, data volumes etc.
- Fine-tune infra specs
- Avg lead time: 1-2 days

Infrastructure & connectivity setup

- Set-up technical infrastructure
- Activate connectivity to source & target systems
- Avg lead time: 1-2 weeks

Template installation, activation & training

- Install & configure template foundation + selected modules
- Set up job scheduling
- Train business key users
- Avg lead time: 2-3 weeks

Optional: Fit/gap analysis & changes

- Identify & prioritize customer-specific enhancements
- Implement & validate changes
- Avg lead time: TBD case-by-case



**thank you
for your time**



we commit. we deliver.