ADVANCED EDITION

SD&A

Sage Data & Analytics

Level up your Business Intelligence with this powerful toolkit for Sage 100 and Sage 300 users

Sage Data & Analytics Advanced Edition

SD&A is a powerful BI toolkit for Sage 100 and Sage 300 users that delivers actionable business intelligence to drive increased revenues, cost savings, and competitive advantage.

Business Intelligence, tailored for you…

SD&A gives you a full suite of pre-packaged, customizable and easy-to-use reports and data visualizations, right out of the box. No programming or coding required!

...based on the best technology

SD&A is hosted and managed on Microsoft Azure, supported with in-product maintenance and automated upgrades, and backed by our service provider's data security program. Cloud-hosted and browser-based, SD&A is accessible on mobile, tablet or desktop.

...now and for the future

Straight away, SD&A will save the average Sage 100 and Sage 300 user more time on report preparation. You'll get a 360-degree view of your business today, and a decision-making infrastructure that will scale with your business as it evolves.

SD&A Advanced features

BI in-a-box

Visualize, interpret and action data from your Sage ERP with SD&A's extensive range of BI resources: reports, dashboards, statements, analytics, and more. They're all available to browse in this eBook.

Automated data management

Quickly gather data from your Sage ERP – including all your customizations – as well as all your other data sources: from your CRM to legacy databases, from Excel spreadsheets to your online analytics...

SaaS flexibility

With more modules comes more data, but pay only for the data warehousing you need with up to 55GB of online storage for the portions of your sales, financial, purchasing and inventory ERP data to support your reporting and broader insights. Enjoy full functionality without the headaches of hardware, resourcing, or complex configurations.

SD&A Advanced benefits

Instant insight

Interactive sales dashboards, graphical cashflow analysis, detailed and trusted P&L reports…
all of this and more is available right out of the box.

Access on-the-go

Enjoy mobile access through a responsive web application, optimized for desktop and mobile devices.

Time savings

With SD&A hosted and managed in the cloud (via the Microsoft Azure platform), maintenance and upgrades are fully automated, allowing you to focus on day-to-day business rather than infrastructure management or version upgrades.

Level up your Business Intelligence with SD&A Advanced Edition

With SD&A Advanced, you'll view your entire organization's reports and data from a single platform. Right out of the box you'll get a baseline of your key reports – finance, sales, and operations – as well as the ability to enhance your insight by adding data sources and customizations. All with the click of a mouse, and with a robust layer of data governance that makes sure all information you are handling is secure and accurate – across all sources, systems, and staff.

If you've experienced some of what business intelligence can bring to your organization but have additional technical and operational needs that aren't being met, or if you're simply excited at the possibilities of going further – and the time and cost savings a robust platform can bring – SD&A Advanced Edition is for you.

Skip to Page 8 to browse some of the many BI resources that are included in SD&A. These standardized, best-practice reports, dashboards, analytics will level up your BI journey, and can also be customized with help from your local Sage partner.

Here's what's included in SD&A's Advanced Edition

Auto-refreshed, cloud-based reporting with all pre-built modules

- General Ledger
- Accounts Receivable
- Accounts Payable
- Inventory
- Procurement
- Sales

Ready-made, out-of-the-box analytics

- 13 dashboards
- 35 reports
- 105 charts
- 110 KPIs

Access for your whole team

- 15 BI consumer (report reader) seats
- Two BI designer (report author) seats

Data from across your organization

- Cloud storage of up to 55GB
- Covering data from up to five companies
- Refresh as many times per day within our Fair Use policy

Help when you need it

- Maintenance and support
- Tailored courses on Sage University

Easy, predictable billing

- A single annual fee
- Including hosting

Technical checklist

All editions of Sage Data & Analytics also include the following as standard:

- Automated company consolidation
- Friendly data model
- Incremental load support
- Embedded AOM dictionary for metadata extraction (names, keys, relationships) *
- Automated Optional Fields support*

Data model

- Multi-Segment extraction
- Customizable General Ledger account mapping
- Support for Source account groups, types, and a Common Chart of accounts
- Customizable data security and governance

Analytics

- Multi-company consolidation
- Collaborative platform
- Report distribution by email

    * Available for Sage 300 only.

Looking for more?

Talk to your local Sage sales partner about the Advanced edition of SD&A, as well as add-ons and consultancy to assist with customization and configuration.

Add-ons

1. Data Model Design
2. Data source connections
3. Data storage
4. Additional BI designer seats
5. Additional BI consumer seats

Consultancy

1. Implementation and gateway deployment – provisioning all elements such as gateway installation, data mapping, model creation, company selection, data source configuration, as well as deploying your analytics

2. Analytics customizations – support with customizing your prebuilt analytics, alongside adding new modules to your model

3. New analytics deployment – with your prebuilt analytics in place, support to create your own additional analytics from scratch to tackle specific pain points or particular areas of analysis for your business

4. Additional data – support in building new modules and/or pulling additional data from your Sage 100 & Sage 300 systems is required to be able to further expand your reporting

5. Additional data sources – everything you need to access, integrate and unify additional data sources be it legacy, cloud or on-premises

📊 **Your Advanced Edition BI resources**

Across the following pages, we'll explore the many dashboards, analytics, and visualisations included in the Advanced Edition of Sage Data & Analytics.

Financial	**Purchasing, inventory, and sales**
• Accounts payable manager dashboard • Accounts receivable manager dashboard • Chief Financial Officer dashboard • Income Statement dashboard • Cash Flow dashboard • Expenses analysis dashboard • Statement of Profit or Loss (Income Statement) • Balance Sheet (Statement of Financial Position) • Trial Balance	• Inventory Manager Dashboard • Inventory Days of Supply • Purchasing Manager Dashboard • VP Sales dashboard • Sales manager dashboard • Customer Delivery Performance dashboard **Also included** • Production manager dashboard • Inventory Aging Analysis • Slow Moving Inventory Analysis • Supplier Delivery Performance dashboard

Accounts Payable Manager Dashboard

This dashboard includes the following resources

- Open transactions card
- Overdue payables by age
- Top 10 overdue AP
- Top 10 suppliers with largest overdue AP
- Current payables by age
- Top 10 current AP
- Top 10 suppliers with largest AP balance not past due
- Average days to pay
- Top open accounts payable
- Top 15 overdue suppliers

Key metrics to get you started include:

- Avg Days overdue
- Avg days to pay
- Avg amount / invoice
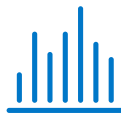
Accounts Receivable Manager Dashboard
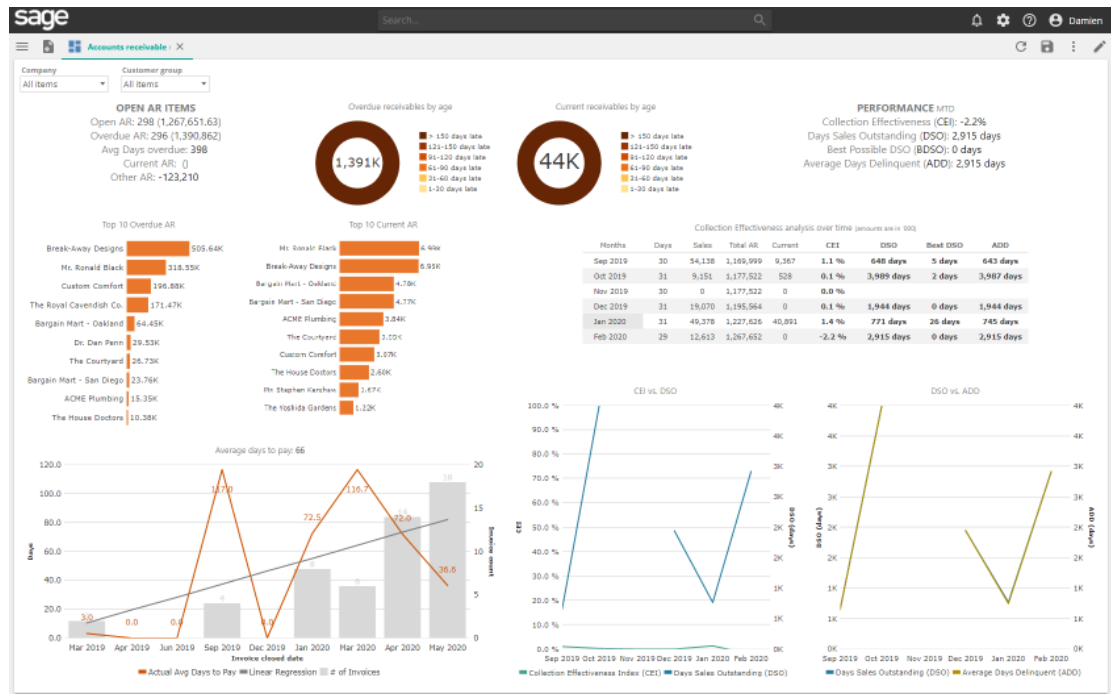
Dashboard resources

- Open AR items card
- Overdue receivables by age
- Current receivables by age
- Performance MTD card
- Top 10 overdue AR
- Top 10 customers by overdue AR
- Top 10 current AR
- Top 10 customers by AR not past due
- Collection Effectiveness analysis over time
- Average days to pay
- Collection Effectiveness Index (CEI) vs. Days Sales Outstanding (DSO)
- DSO vs Average Days Delinquent (ADD)

Key metrics to get you started include:

- Avg Days overdue
- Avg days to pay
- Collection Effectiveness (CEI)
- Days Sales Outstanding (DSO)
- Best Possible DSO (BDSO)
- Average Days Delinquent
- Average Days Delinquent (ADD)

📊 Chief Financial Officer Dashboard

This dashboard includes the following resources:

- Performance card; Activity card
- Profitability card
- Liquidity card; Leverage card
- Gross Margin over time
- AR gauge, AP gauge
- Liquidity ratios over time
- Operating Profit over time
- Cash to Cash Cycle over time
- Profitability ratios over time
- Leverage ratios over time

Key metrics to get you started include:

- Gross margin
- Operating Profit; OP%
- Cash to Cash Cycle
- Return on Assets
- Return on Equity
- Working Capital
- Working Capital Ratio
- Quick Ratio; Debt Ratio
- Debt to Equity Ratio
- Long term Debt to Equity Ratio
- DSO, DIO, DPO)

📊 Income Statement Dashboard
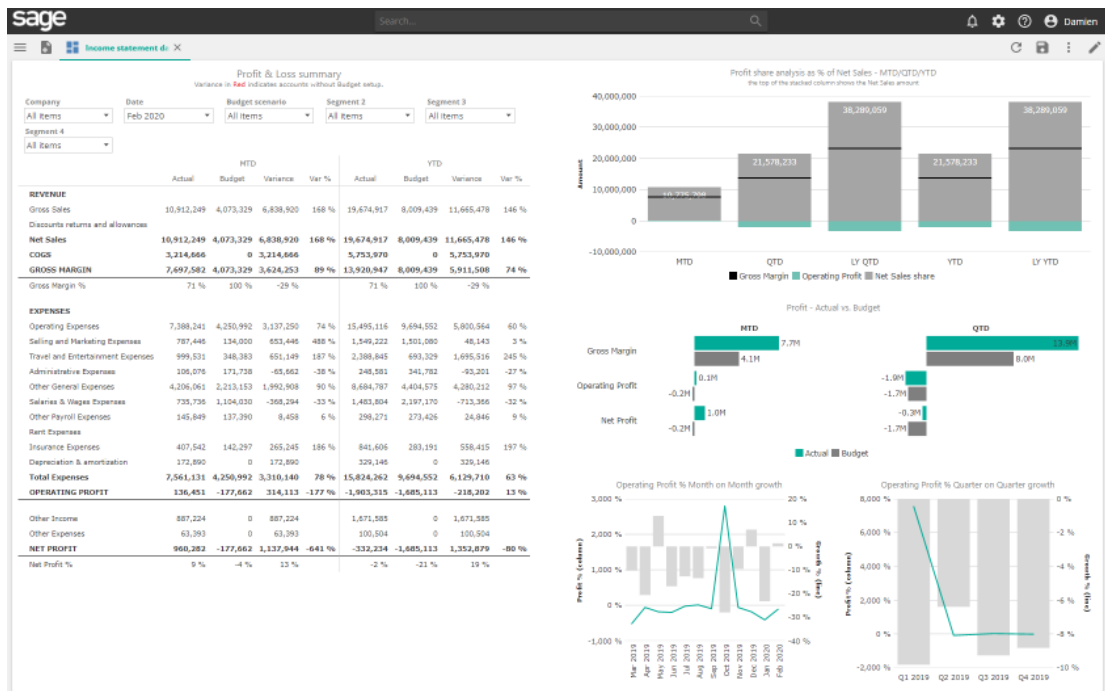
This dashboard includes the following resources:

- Income Statement
- Profit share analysis as % of Net Sales
- Profit – Actual vs. Budget
- Operating Profit % Month on Month growth
- Operating Profit % Quarter on Quarter growth

Key metrics to get you started include:

- Gross margin
- Operating Profit
- Operating Profit %
- EBITDA; EBITDA %
- EBIT; Net Profit
- Net Profit %
- Net Sales share
- Operating Profit MoM Growth
- Operating Profit QoQ growth

📊 Cash Flow Dashboard
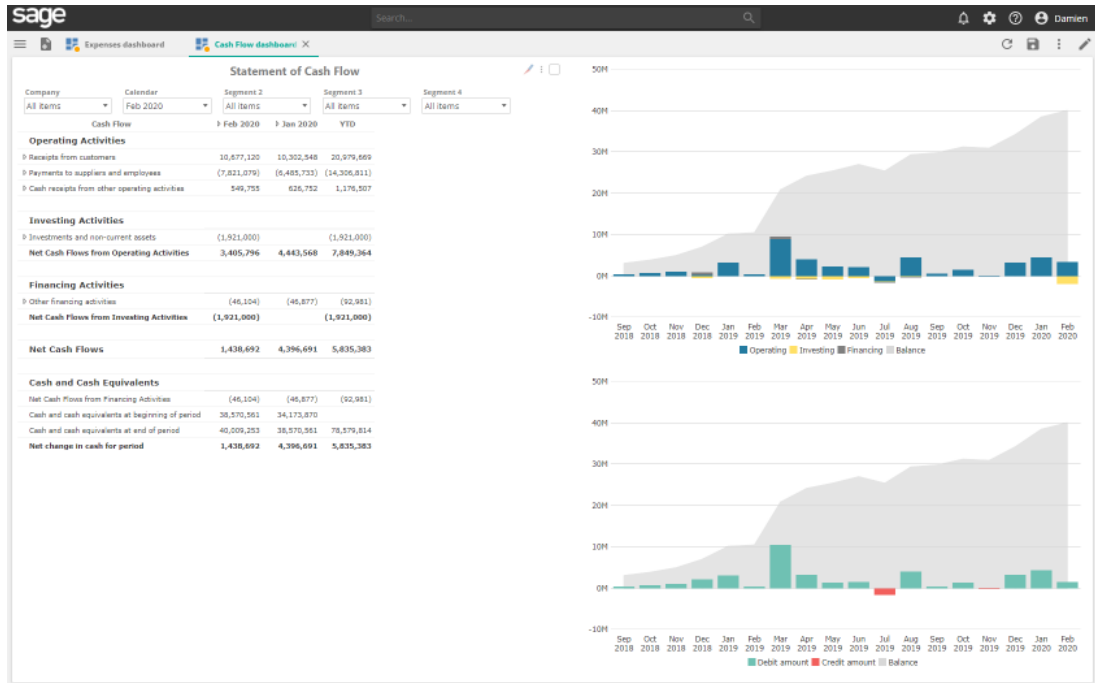
The Cash Flow dashboard is the main dashboard for monitoring all your operational, investing and financing cash flows. SD&A automatically classifies your chart of accounts into account types and cash flow categories, so you don't have to build custom reports. Cash flows can be analyzed by increase/decrease, categories, and dimensions over time.
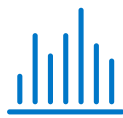
📊 Expenses Analysis Dashboard
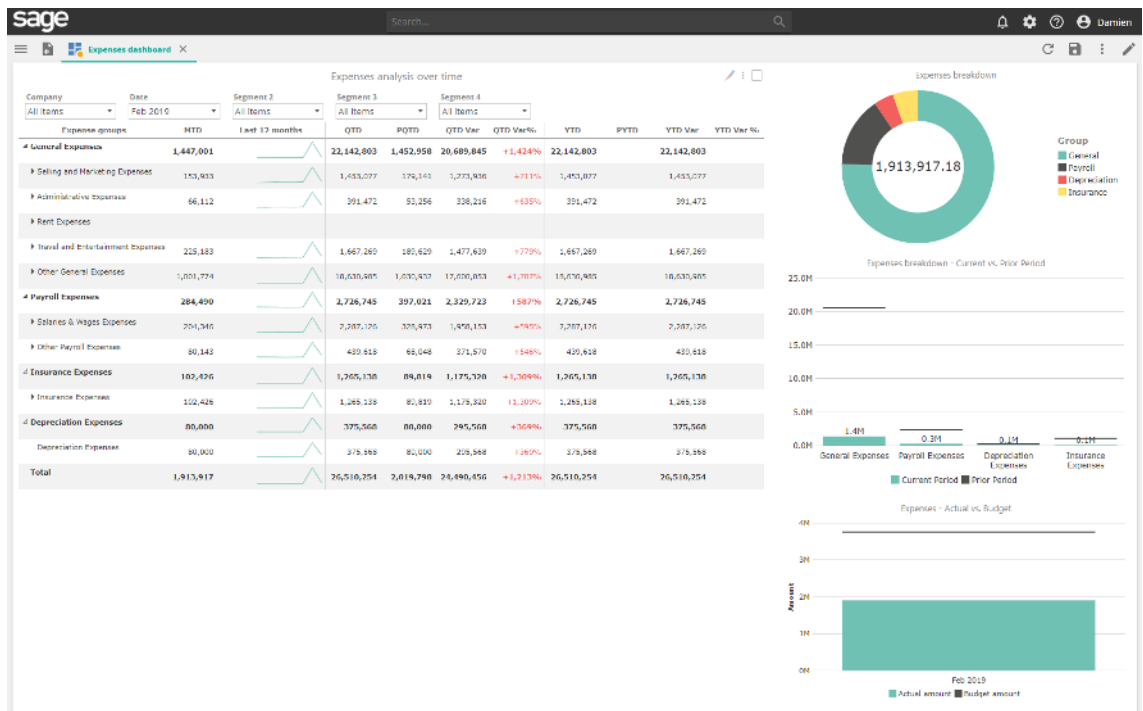
Analyze your businesses' expenses by category over time and at a glance. Determine the biggest expenses and find outliers that represent opportunities to optimize your costs.

SD&A automatically categorizes your expense accounts into its own account categories, and lets you expand and drill through to see the underlying expense transactions.

📊 Statements and Reports
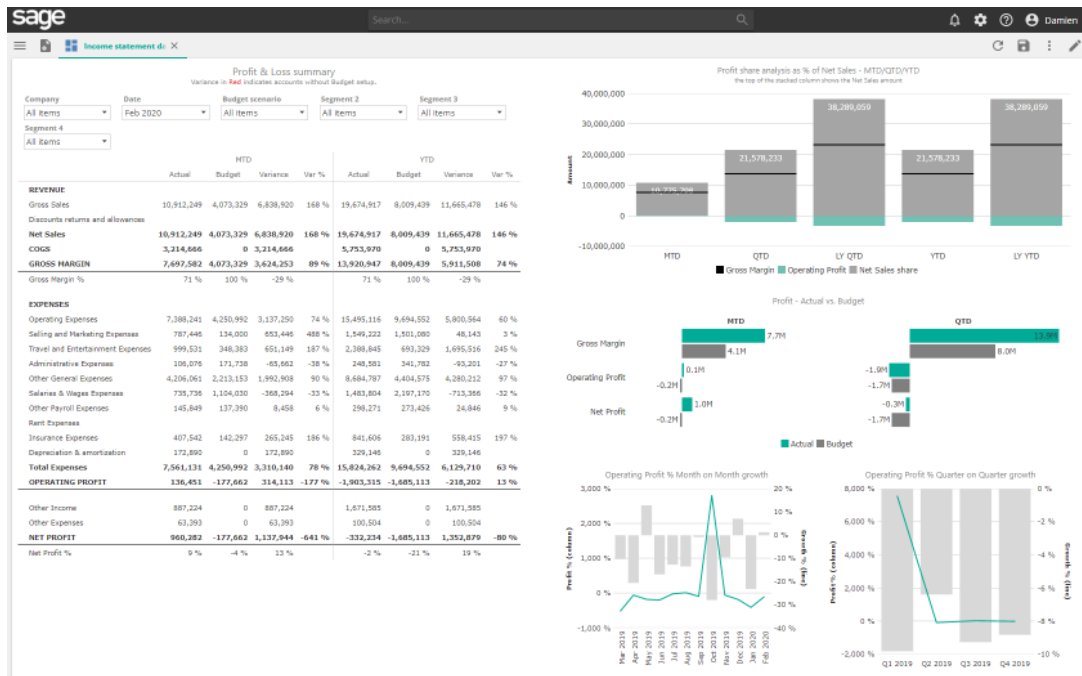
Statement of Profit or Loss (Income Statement)

As pictured here.

Statement of Financial Position (Balance Sheet)

Also include, this report returns opening balance, net movement, and closing balance the selected period.

Trial Balance

Also included, the Trial Balance report returns opening and closing balances for a selected period by account.

📊 Inventory Manager Dashboard
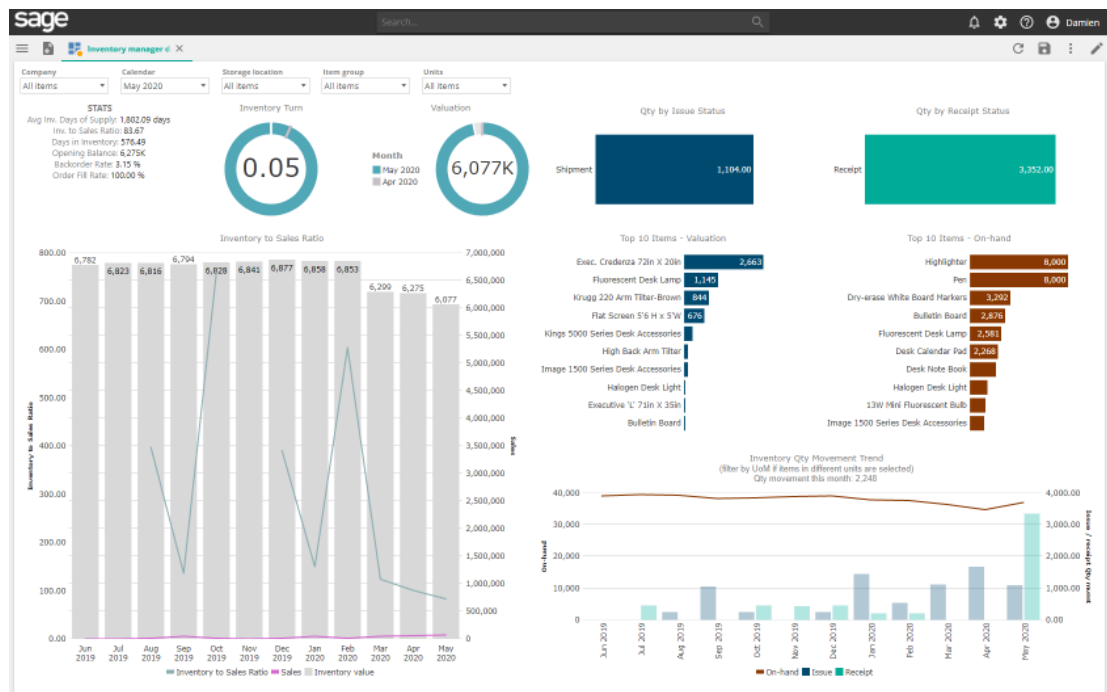
This dashboard includes the following resources:

- STATS card
- Inventory Turn
- Valuation
- Qty by Issue Status
- Qty by Receipt Status
- Inventory to Sales Ratio
- Top 10 Items - Valuation
- Top 10 Items – On-hand
- Inventory Qty Movement Trend

Key metrics to get you started include:

- Avg Inv. Days of Supply
- Inv. To Sales Ratio
- Days in inventory
- Opening Balance
- Backorder Rate
- Order Fill Rate
- Inventory Turn
- Avg Daily Sales Cost
- Avg Inventory Valuation

📊 Inventory Days of Supply

The Inventory Days of Supply report lists every item that is slow moving in the inventory.

Key metrics

- On-hand
- Current stock valuation
- Avg Daily Sales Cost
- Avg Late Delivery Days
- Avg Inventory Days of Supply
- Days of Supply (inc. Delivery Days)

𝗂𝗅𝗅𝗂 Purchasing Manager Dashboard
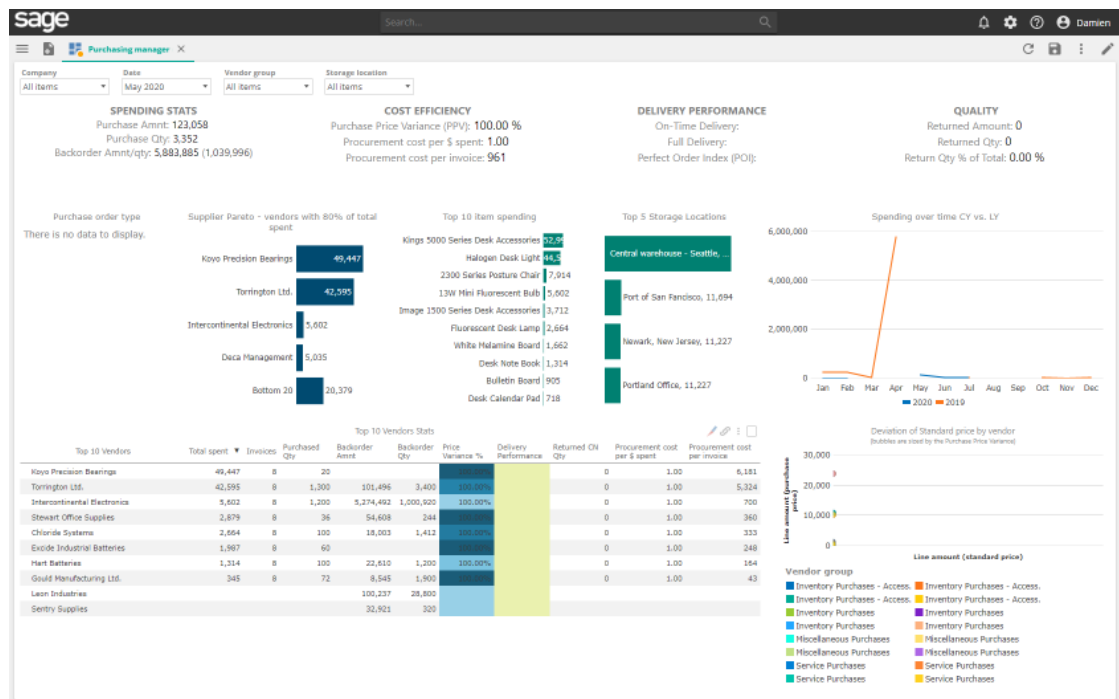
This dashboard includes the following resources:

- Spending stats card
- Cost efficiency card
- Delivery performance card
- Quality card; Purchase order status
- Supplier Pareto – vendors with 80% of total spent
- Top 10 Items spending
- Top 10 purchase invoice line amount by items.
- Top 5 Warehouses
- Top 5 purchase invoice line amount by warehous
- Spending over time CY vs LY
- Top 10 Vendors Stats
- Deviation of Standard price by vendor

Key metrics to get you started include:

- PPV amount
- Purchase price variance (PPV)
- Procurement cost per $ spent
- Procurement cost per invoice
- On-Time Delivery
- Full Delivery %
- Perfect Order Index Inventory Turn
- Avg Daily Sales Cost
- Avg Inventory Valuation

VP Sales Dashboard
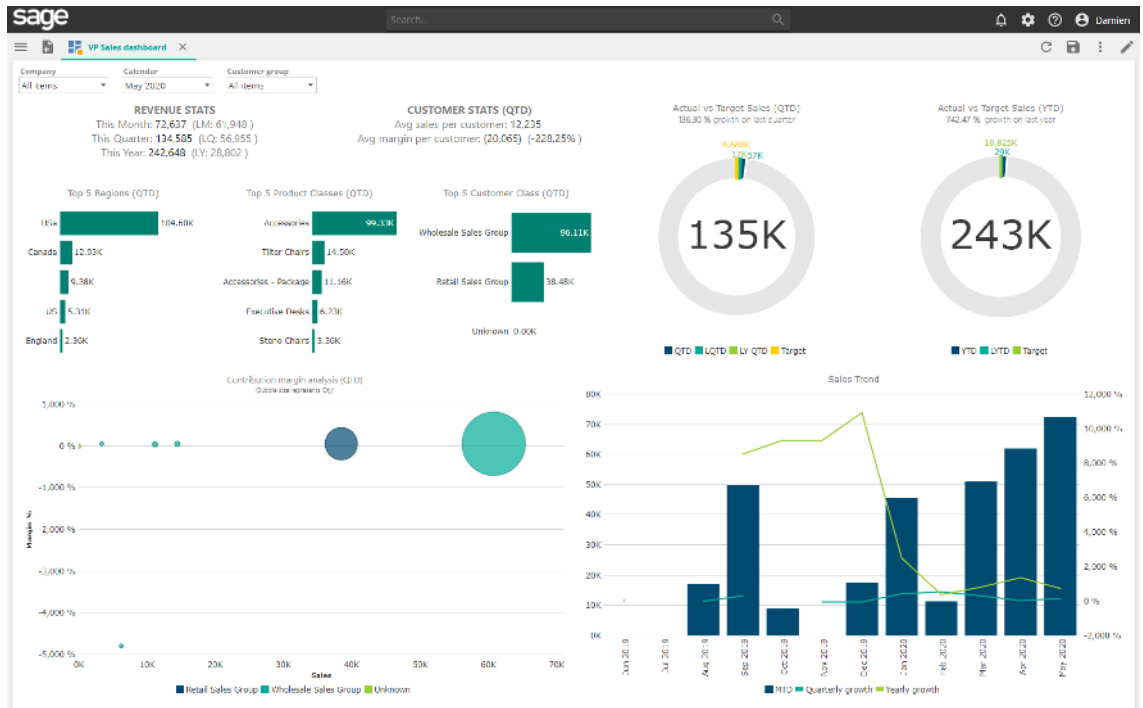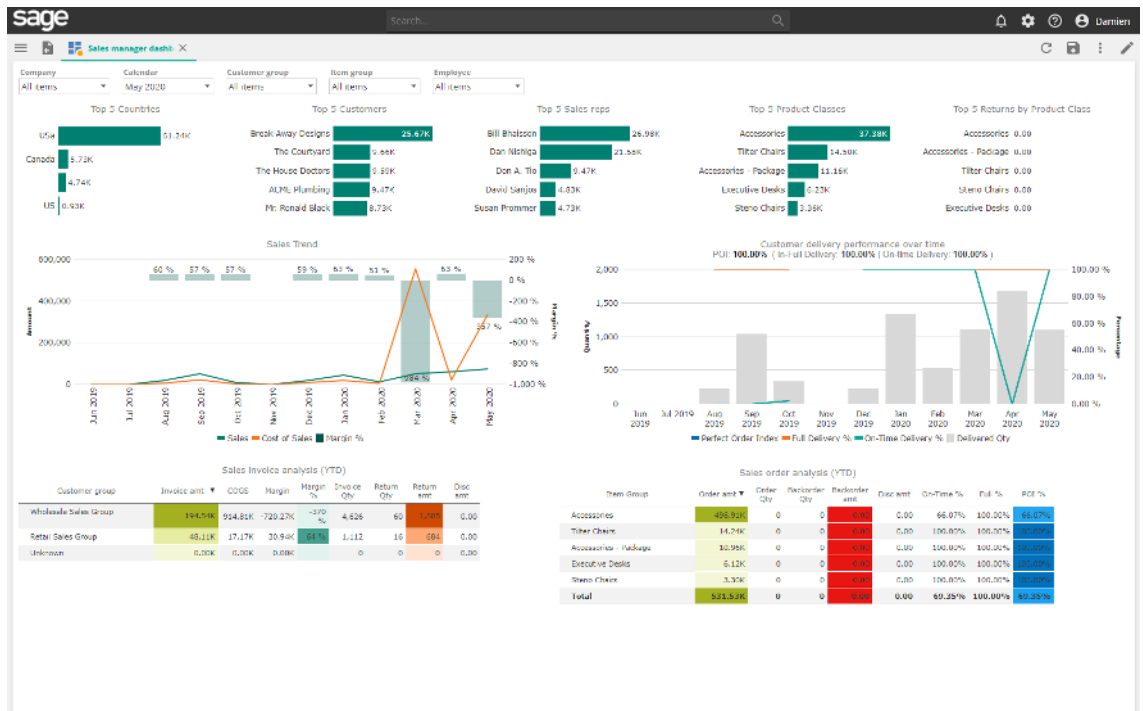

This dashboard includes the following resources:

- Revenue stats card
- Customer stats (QTD) card
- Actual vs Target Sales (QTD)
- Actual vs Target Sales (YTD)
- Top 5 Regions (QTD)
- Top 5 Product Classes (QTD)
- Top 5 Customer Class (QTD)
- Contribution margin analysis (QTD)
- Sales Trend

Key metrics to get you started include:

- No. customers with sales
- Avg sales per customer
- Avg margin per customer
- Avg margin % per customer
- Quarterly Revenue Growth %
- Yearly Revenue Growth %
- Contribution Margin %

ᴵᴵᴵᴵ **Sales Manager Dashboard**

This dashboard includes the following resources:

- Top 5 Countries
- Top 5 Customers
- Top 5 Sales reps
- Top 5 Product Classes
- Top 5 Returns by Product Class
- Sales Trend
- Customer delivery performance over time
- Sales invoice analysis (YTD)
- Sales order analysis (YTD)

Key metrics to get you started include:

- Contribution margin
- Contribution margin %
- In Full Delivery %
- On-Time Delivery %
- Perfect Order Index (POI) %

ⅈ Customer Delivery Performance Dashboard
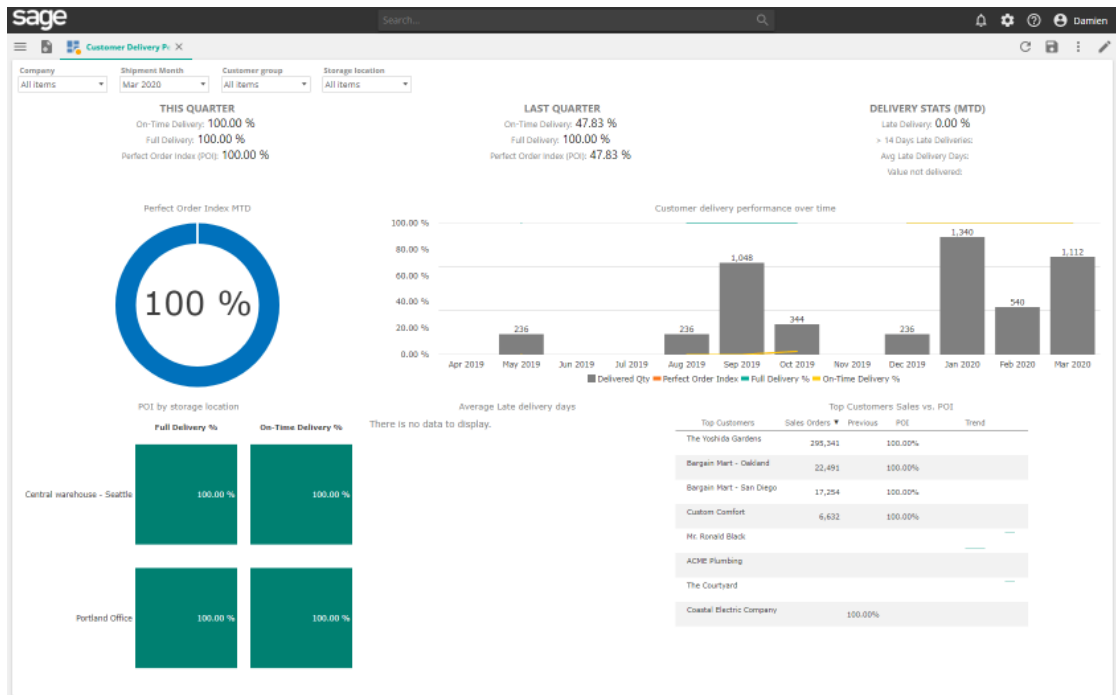
This dashboard includes the following resources:

- This Quarter card
- Last Quarter card
- Delivery Stats card
- Perfect Order Index MTD
- Delivery Performance over time
- Perfect Order Index by warehouse
- Average Late delivery days
- Top Vendors vs. POI

Key metrics to get you started include:

- On-Time Delivery
- Full Delivery
- Perfect Order Index
- More than 14 Days Late %
- Avg Late Delivery Days
- Value not delivered