



E³ IS ENRICHED BY QLIK

The E³ Platform is completed using the
Data Visualization from Qlik Sense

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E³ Business Performance Management Solutions

Dialog's E³ Solutions for 360 ° Management Control represent an essential tool for the Monitoring and Governance of the business, ensuring support during operational management and management decisions.

The E³ Platform is the framework on which the E³ Solutions are developed: they are quantifiable, with user guide and ready for use.

They are applicable to both industrial and retail realities and able to cover all the main areas of business functions.

Here is a list of Solutions applicable to the Industrial Sector:

- **Sales Profitability**: it ensures control of the profitability of the product / customer lines and guarantees the analysis of margins and impact of discount components, distribution, sales and marketing costs
- **Industrial Cost of the Product**: it allows for the segmentation of the industrial costs of the product in order to improve profitability through the creation of the Industrial Cost Sheet (both Direct and Full Costing) down to the single reference.
- **Productivity and Human Resources**: it allows control over costs, human resource productivity and their impact on production costs, achieving a better organic balance and a better management of resource needs
- **Economic Management Control**: allows users to obtain a final overview and future projections, integrating accounting and non-accounting data, as well as the implementation and execution of cost reallocation rules on the organization and the forecast.

The Solutions applicable to the Retail Sector are the following:

- **Sales Profitability**: guarantees the governance of the sales profitability for the retail channel, store, department and product, through the analysis of sales and of commercial margins, of product categories, inventory differences and deviations.
- **Productivity and Human Resources**: ensures the control of costs, productivity and efficiency of human resources, achieving better management of them – through the analysis of critical factors on which to intervene - and favoring personal productivity by incentivizing sales
- **Logistic Control**: allows for the monitoring and governing of logistics operations with the aim of ensuring greater effectiveness and efficiency of operational supply of warehouse, transport, distribution and service operations.

- Economic Management Control: as described above.

Integration of the E³ Platform with Qlik Sense

Dialog, to complete and enrich the Solutions, has integrated Qlik Sense's Data Visualization and Discovery feature in the E³ Platform.

In this regard, Dialog has concluded an “Embedded” commercial agreement which allows the distribution of Qlik Sense services on very favorable terms.

On a technical level, integration of these services involves the distribution of the Qlik App through the E³ Portal.

Dialog has chosen Qlik because it's a BI market leader, with over 50,000 installations, technologically advanced (html 5) with **in-memory** engine and with "responsive" data visualization technology, that is to say that it's adaptable to any device (PC, Tablet, Smart Phone).

Integration with Qlik is achieved this way: through a platform function E³, the relational data models of the E³ solutions (“star schema”) are processed by the E³ Database and, via an App dynamically created for this purpose, they are transformed into QVD files, generating Qlik's “associative” clouds, which will be used for presentation and data navigation.

Qlik Sense's power architecture is multi-layered and this ensures a more effective and more efficient data transfer, as well as reducing waiting times for users when updating data.

There are three ways to update data tables managed by the E³ platform to the Qlik database:

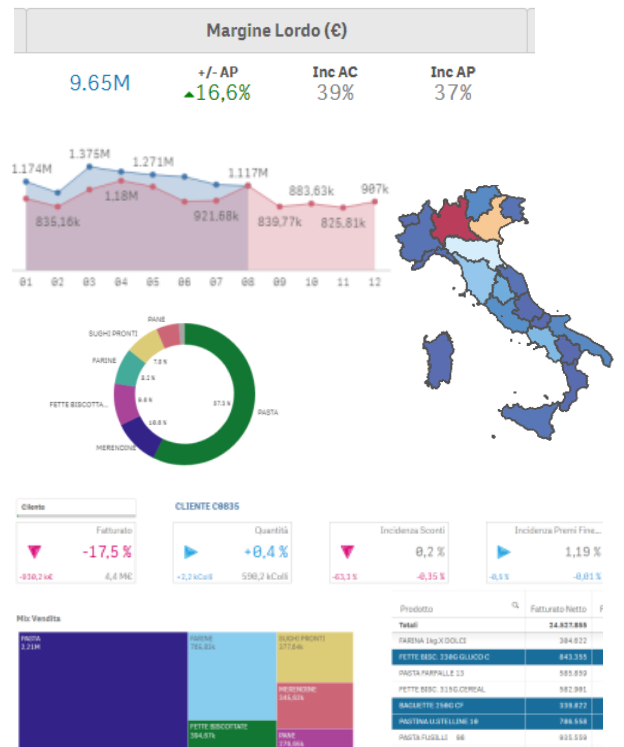
- Full: the tables are transferred completely (e.g.: personal data and data tables with contained volumes)
- Partitioned: the tables are divided into partitions according to fields such as, for example, year-month, and are transferred to multiple Qvd files
- Incremental: within each partition incremental dimensions are defined, according to which only a part of the partition data is transferred, to make the transfer faster.

Qlik's Data Visualization function makes the most of E³ Solutions, adding Qlik mode to data use modes via Dashboard through tabular analysis and reporting, in order to allow a contextual and immediate display of multiple data.

DATA VISUALIZATION BY E³

DATA VISUALIZATION BY QLIK

Famiglia Merc.	Des	Fatturato Netto				Quantità		
		AC	AP	Delta	Delta %	AC	AP	Delta
AR	MERENDINE	4.260.569	4.551.456	-290.887	-6,39	250.431	271.149	-20,7
BF	FARINE	3.016.785	3.268.139	-251.355	-7,69	445.086	479.225	-34,1
CO	PANE	1.895.464	1.867.595	27.869	1,49	397.547	385.707	11,8
CR	FETTE BISCOTTATE	3.385.995	3.447.016	-61.021	-1,77	450.313	444.445	5,8
MO	PIZZE E FOCACCHE	515.873	174.750	341.123	195,21	75.550	20.149	55,4
PA	PASTA	19.669.727	20.448.520	-778.793	-3,81	2.107.458	2.201.608	-94,1
SS	SUGHI PRONTI	2.788.533	2.900.879	-112.346	-3,87	460.818	475.361	-14,1
To...		35.532.945	36.658.355	-1.125.410	-3,07	4.187.203	4.277.644	-90,4

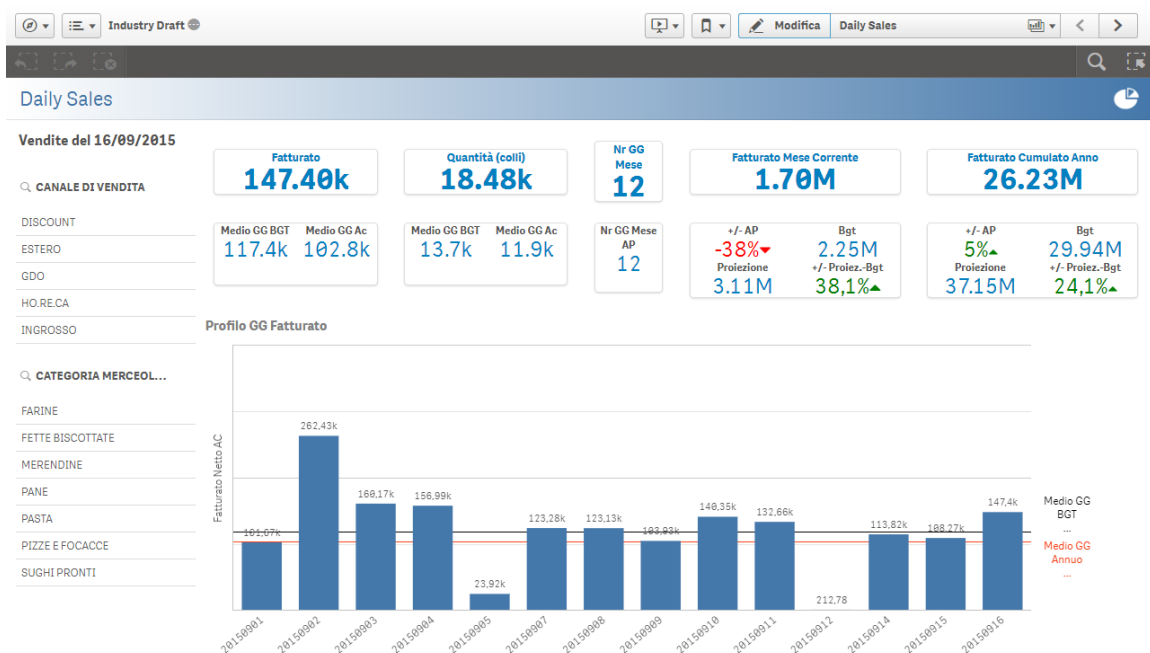


File	Home	Inserisci	Layout di pagina	Formule	Dati	Revisione	Visualizza			
Creato Il: 12/06/2016 20:36:33										
Incidenze Percentuali e Delta AP										
Year 2015 - Fino A Dicembre										
Torna all'indice										
Anno	Mese	Fatturato Netto			C. Prodotto		Marg. Lordo			
Cod	Cod	Des	Ac	Ap	D%	Ac	Ap	%Ac	%Ap	D%
2015	01	January	2.520.326	2.542.403	-0,9	-1.917.255	-2.016.102	23,9	20,7	14,6
	02	February	2.332.570	2.347.273	-0,6	-1.638.335	-1.854.928	29,8	21,0	41,0
	03	March	2.898.858	2.867.924	1,1	-2.039.258	-2.212.570	29,7	22,9	31,2
Totale 2015			7.751.753	7.757.599	-0,1	-5.594.847	-6.083.600	27,8	21,6	28,8
Totale complessivo			7.751.753	7.757.599	-0,1	-5.594.847	-6.083.600	27,8	21,6	28,8

Here are some examples of the Dashboard prototype related to the application of "Sales Profitability", active in the Industry sector.

In the Dashboard below ("Daily Sales") the daily sales are displayed in terms of value, quantity and budget with comparison of the previous year.

The progressive turnover of the current month and year is displayed with closing forecast based on the number of days and average daily turnover.



Data Visualization within Qlik allows for the update of the "Title" dynamically according to the selections; moreover, it allows for the selection and de-selection of the Channels and Merchandise filters either separately or together.

You can select a Filter on one or more bar chart dates.

KPI of turnover and margins are represented in the Dashboard below ("Turnover Trend and Margins"), as well as the incidences and monthly trends with comparison to the budget.

The data can be viewed by open or closed month and by product category or sales channel.

The three quantities and their compared monthly trend are graphically represented with the budget.

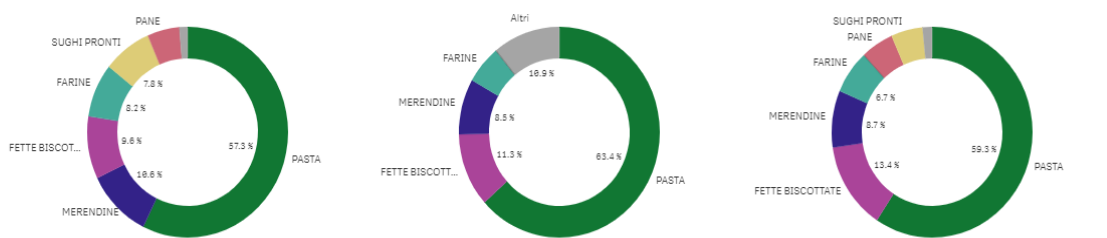
Trend Fatturato e Margini

Dati YTD al
Mese Chiuso: 08

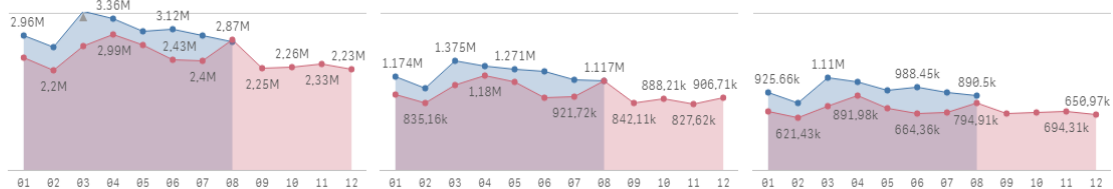
Fatturato Netto (€)	Margine Lordo (€)	Margine Netto (€)
24.53M +/- AP ▲10,7%	9.65M +/- AP ▲16,6%	7.63M +/- AP ▲17,1%
	Inc AC 39%	Inc AC 31%
	Inc AP 37%	Inc AP 29%

Fino a Mese Chiuso ▼

Categoria Merceolo ▼



Legenda: In Blu viene rappresentato il dato actual, in Rosso il budget. Sull'asse delle X viene rappresentato il mese



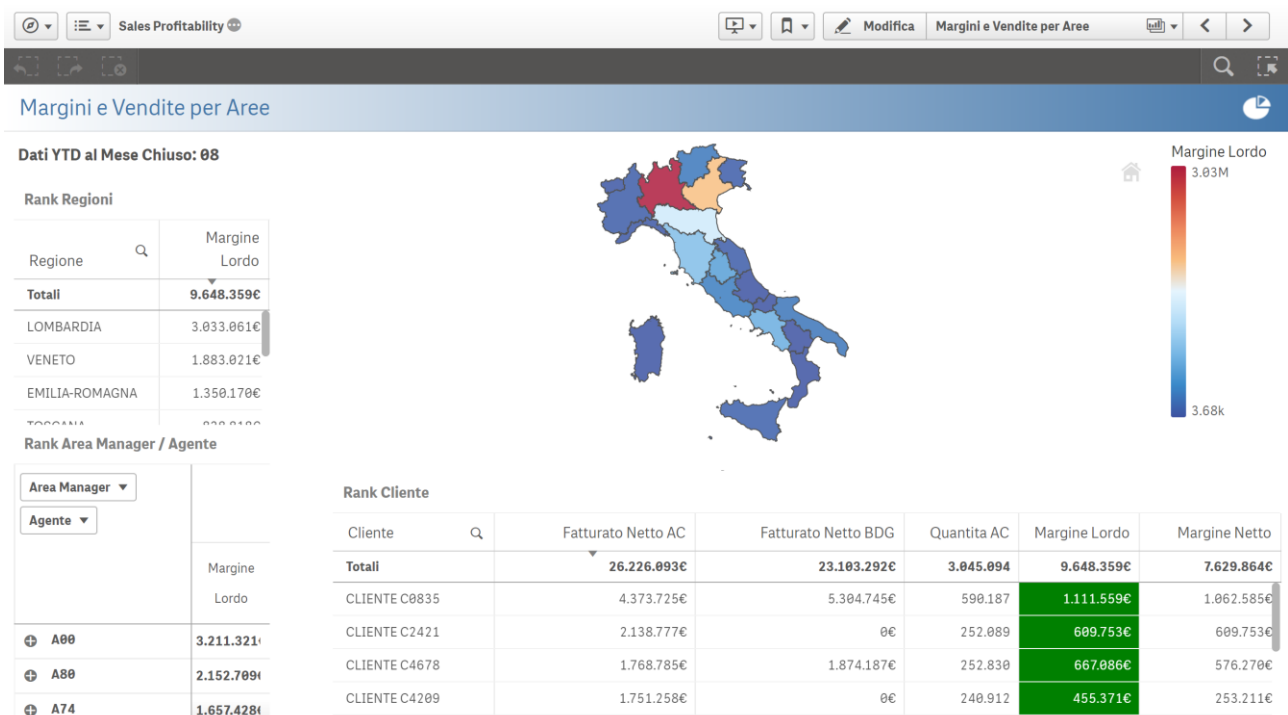
You can make a selection and de-selection from a pie chart by rotating the pie with the mouse wheel.

The selection remains with the change of variable; it is possible to filter the views over one or more months trend and the filter remains selected when the page is changed.

In the Dashboard below (“Margins and Sales by Area”) the KPIs of turnover and margins are represented by geographical area and sales network, down to the customer, with a focus on margins.

It is possible to have, with a different color gradient, the results of margin on a map to focus on the different contributions from various parts of the territory and their contributions towards the overall margin.

Turnover and margins are displayed in tabular form by geographical area, area sales and agent, navigable up to the customer.

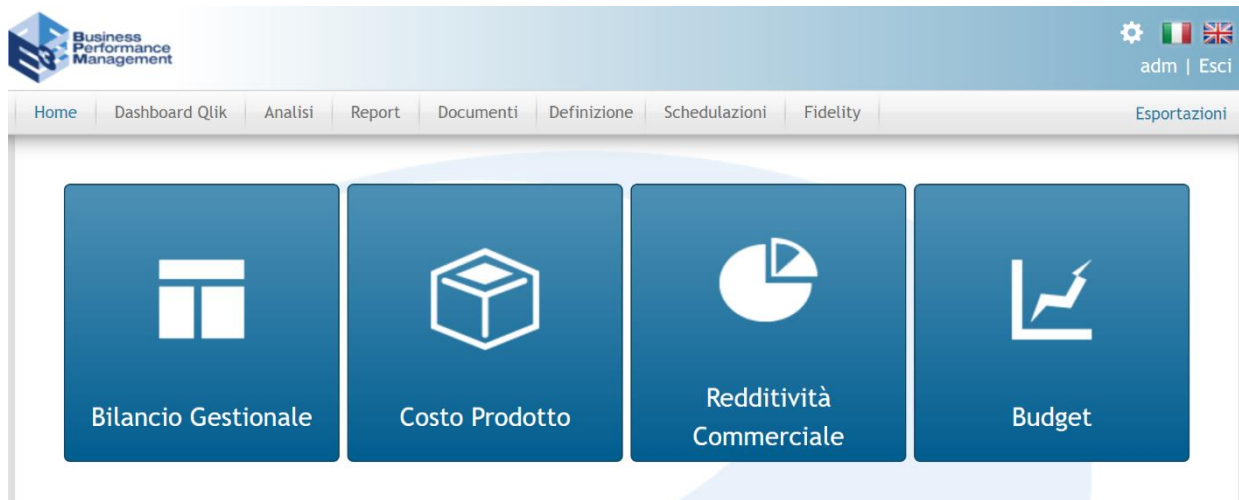


The results are represented on a "drillable" geographic map that can be viewed with the mouse, allowing for the possibility of making selections regarding region, area manager, agent and customer, as well as filtering by year and month.

In addition to those mentioned above, other angles of analysis are available:

- analysis of variances (price, mix, cost, volume) that affect turnover and margins;
- balance sheet and customer dynamics;
- performance of the commercial network.

Dialog has long specialized in analytical applications of business performance management, which are configurable and highly flexible and respond effectively to the needs of the government and business control of medium-sized enterprises, promoting their competitive position on the market and ensuring maximum autonomy for user officers in each business area concerned.



Qlik Sense fits into this context by giving **added value** to Dialog Solutions

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