



# Achieving Supplier Performance Management Excellence using Oracle BI

# Introduction

Biz-Metric Partners is a premier software solutions and consulting services provider. Our proposition is to deliver valuable insight so our customers can make faster and better business decisions.

We provide end-to-end software consulting, development, support and managed services. By providing collaborative, innovative, customer tailored and cost effective software solutions, we help customers harness the complete potential of their business.



# Biz-Metric Enterprise BI Capabilities

- Enterprise wide BI implementation
- Biz-Metric BI Methodology
  - Methodology helps reduce the initial footprint investment
  - Increase ROI
  - Quicker delivery to end users
- Data Governance
  - Master/ Reference Data Management
  - Granular Data Access Control
- Global Rollout
  - Multi-Currency Support
- Ad-hoc query & Excel Based BI Tools
  - Biz-Metric Cube Tool
- Health Check of existing BI Systems
- Migration/Upgrade Services



# Biz-Metric BI Tools Expertise

- Oracle Business Intelligence (OBIEE)
- Oracle Business Applications (BI Apps / OBIA)
  - Financials Analytics
  - Supply Chain Analytics
  - Procurement and Spend Analytics
  - Human Resources Analytics
  - Order Management Fulfillment Analytics
  - HCM Analytics
- ETL - ODI, Informatica, SSIS, Pentaho
- EPM - Hyperion Planning, Hyperion Financials (HFM)
- Big Data – Cloudera, MapR
- Other BI Tools –
  - Tableau
  - Qlikview
  - Microsoft BI Tools (SSRS, SSAS)
  - Discoverer
  - Business Objects
  - Lumira
  - Cognos

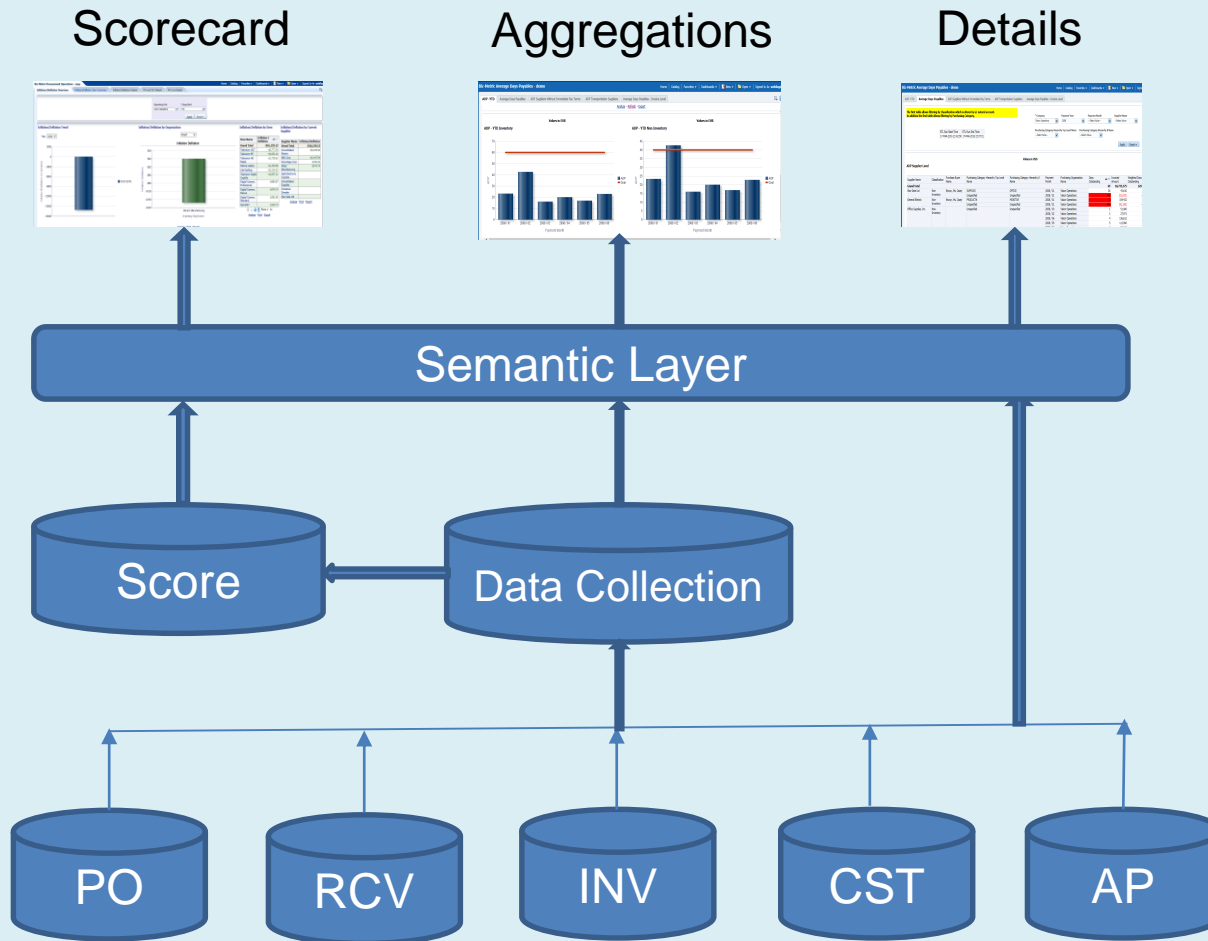
# Case Study – Supplier Performance Measurement (BI)

Industry: Oil & Gas

Company Size by Revenue: \$1.3B

Business Challenge: To streamline and automate supplier performance measurement through Oracle BI

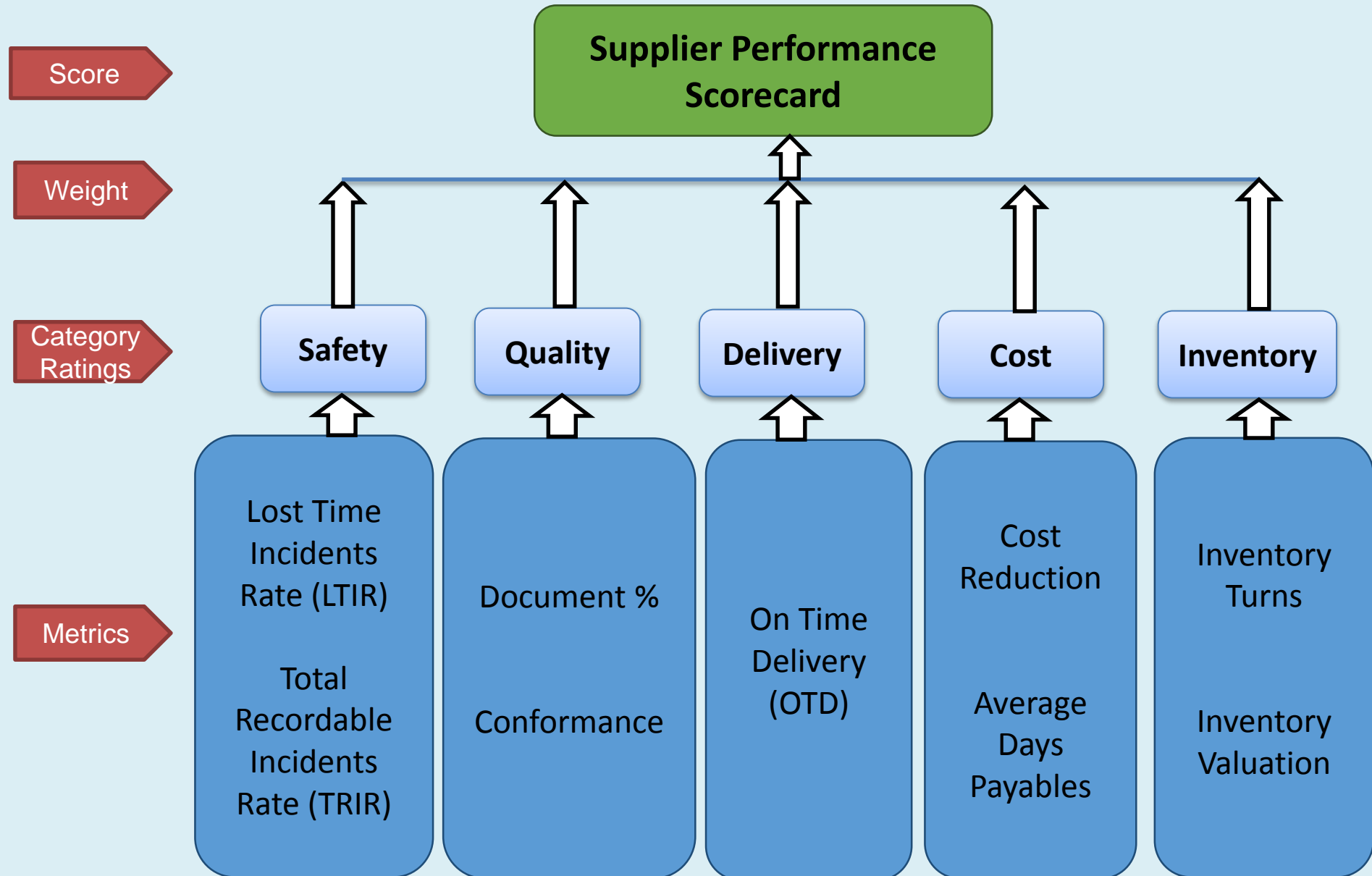
# Supplier Performance Measurement - Solution



# Supplier Performance Measurement – Delivery

- Identify the supplier performance management categories - SQDCI
- Establish Metrics and KPIs to track Supplier Performance Management in BI for each category
- Create Data collection routines and the Semantic Model
- Build Executive Dashboard Reports for supply chain performance
- Business Unit rollout
- Global rollout (US, Canada, APAC, Europe)

# Case Study – Supplier Performance Scorecard





# Supplier Performance Measurement Solution - Features

- ❖ Pre-Built for Oracle E-Business Suite (EBS) source
- ❖ Aggregates data across Operating Units for Global Supplier Tracking
- ❖ Pre-built YTD, QTD, MTD snapshots and Trends
- ❖ Drills available to transaction level details
- ❖ Secondary UOM handling
- ❖ Consignments/Consumptions Inventory handling
- ❖ Scheduled content Delivery to Suppliers

# Case Study – Key Results

Procurement team uses Cost Comparison Analysis for Negotiations

**Overall 30% savings in cost procurement of top 5 items**

Business Units/Buyers use Inventory Analysis to reduce Excess Inventory

**5% Inventory Reduction Year over Year**

Procurement team uses On Time Delivery Analysis to track Order cycle times

**95% conformance achieved on Delivery documentation**

**20% increase in receiving goods On-Time.**

Dashboard and ad-hoc analysis

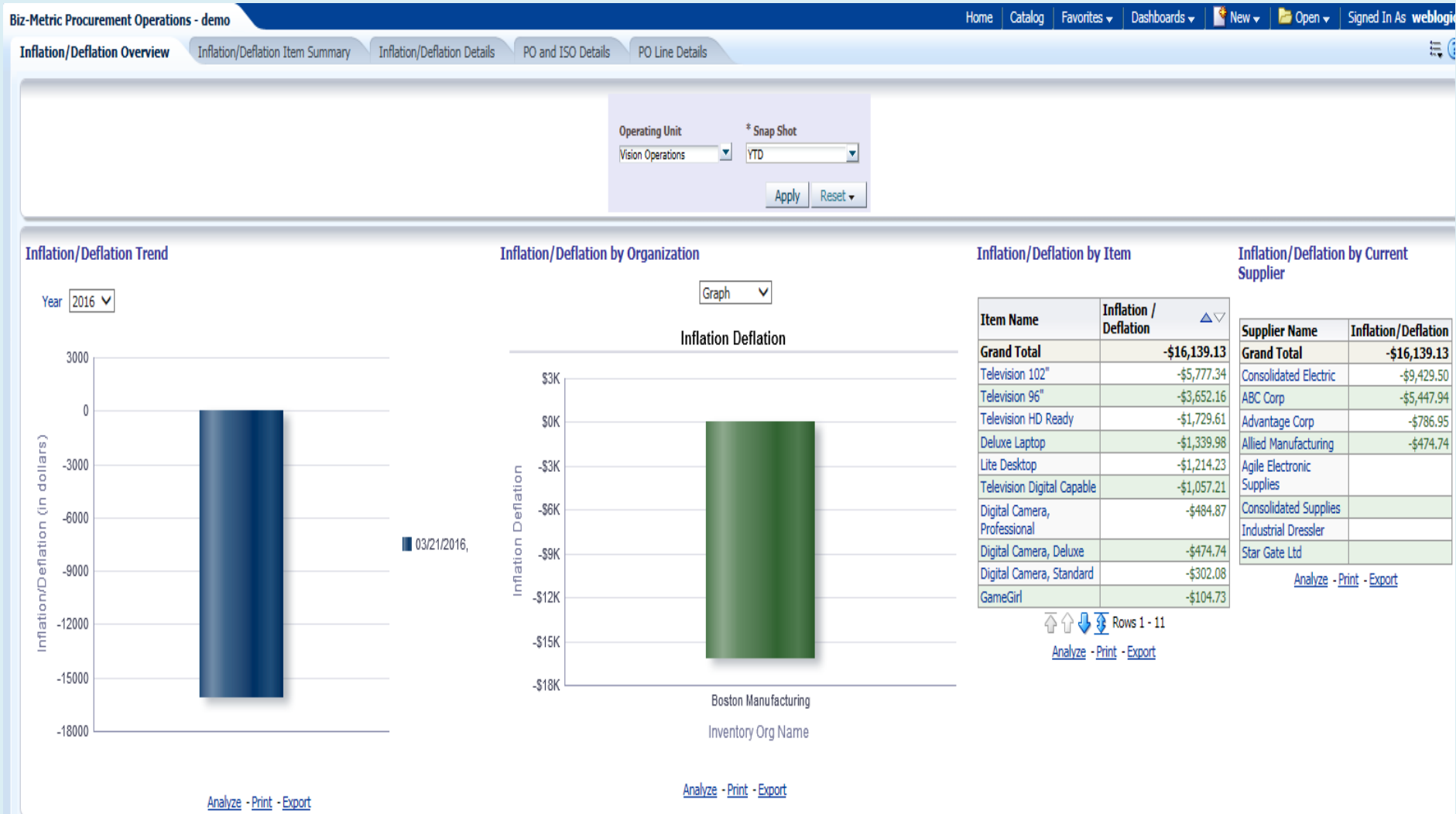
**Users moved from spreadsheet reporting to Dashboard reporting**

**Conformed KPI definition and Measurement**

**Data Quality opportunities identified**

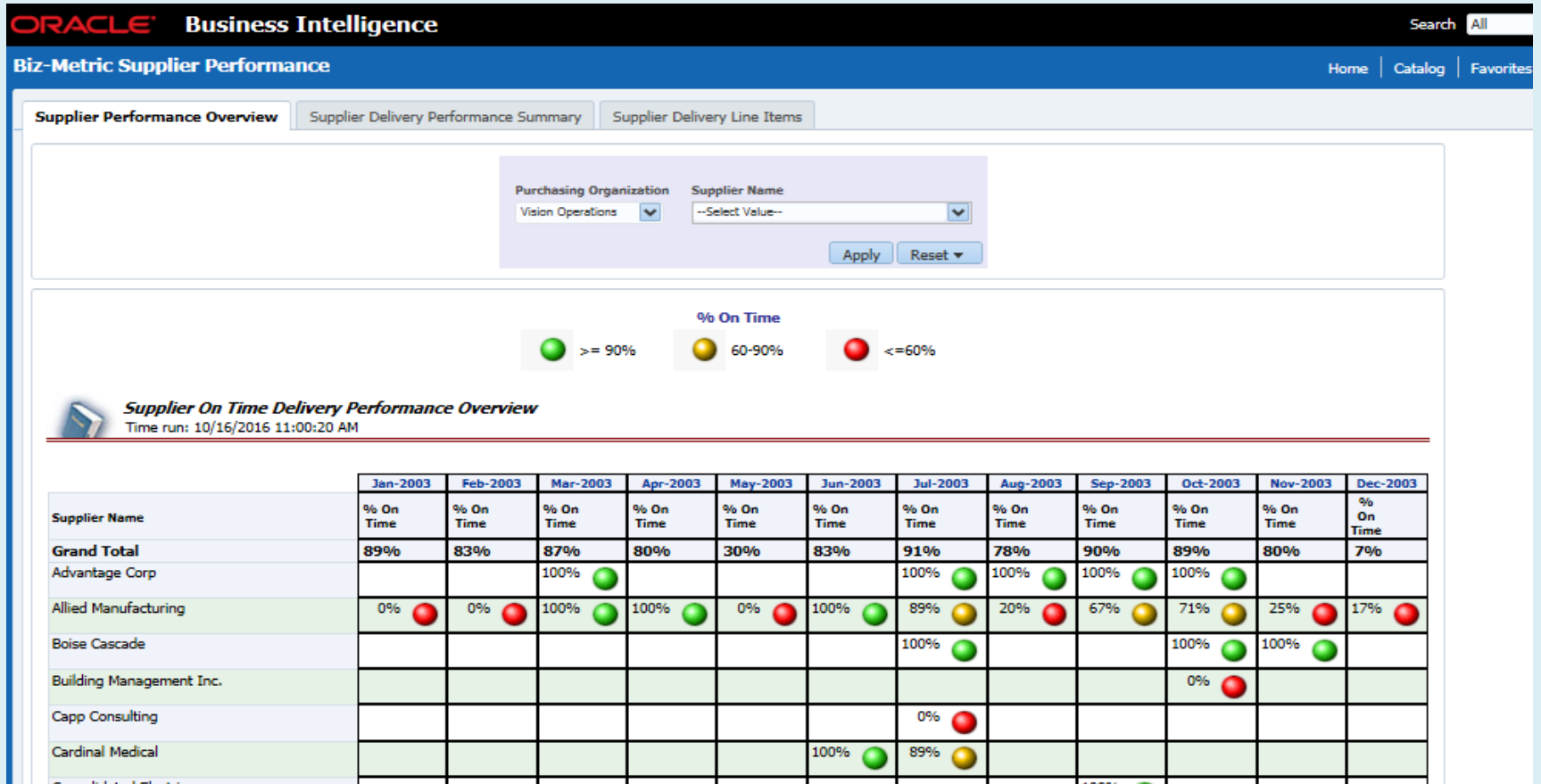
**Enhanced Quarterly Business Reviews and Audit reporting capabilities**

# Metrics Examples – Item Cost Reductions



\* Representative data from Oracle EBS Vision

# Metrics Examples - Delivery



\* Representative data from Oracle EBS Vision

# Metrics Examples – Delivery Details

**Biz-Metric Supplier Performance** Home | Catalog | Favorites ▾ | Dashboards ▾ | New ▾ | Open ▾ | Signed In As D

Supplier Performance Overview | Supplier Delivery Performance Summary | **Supplier Delivery Line Items**

Need by Date (Period): Aug-2003 ▾ | Purchasing Organization: Vision Operations ▾ | Supplier Name: Allied Manufacturing ▾

Buyer Name: --Select Value-- ▾ | Destination Organization: --Select Value-- ▾ | Supplier Site: --Select Value-- ▾

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**Supplier Delivery Line Item Details**  
Time run: 10/16/2016 11:27:35 AM

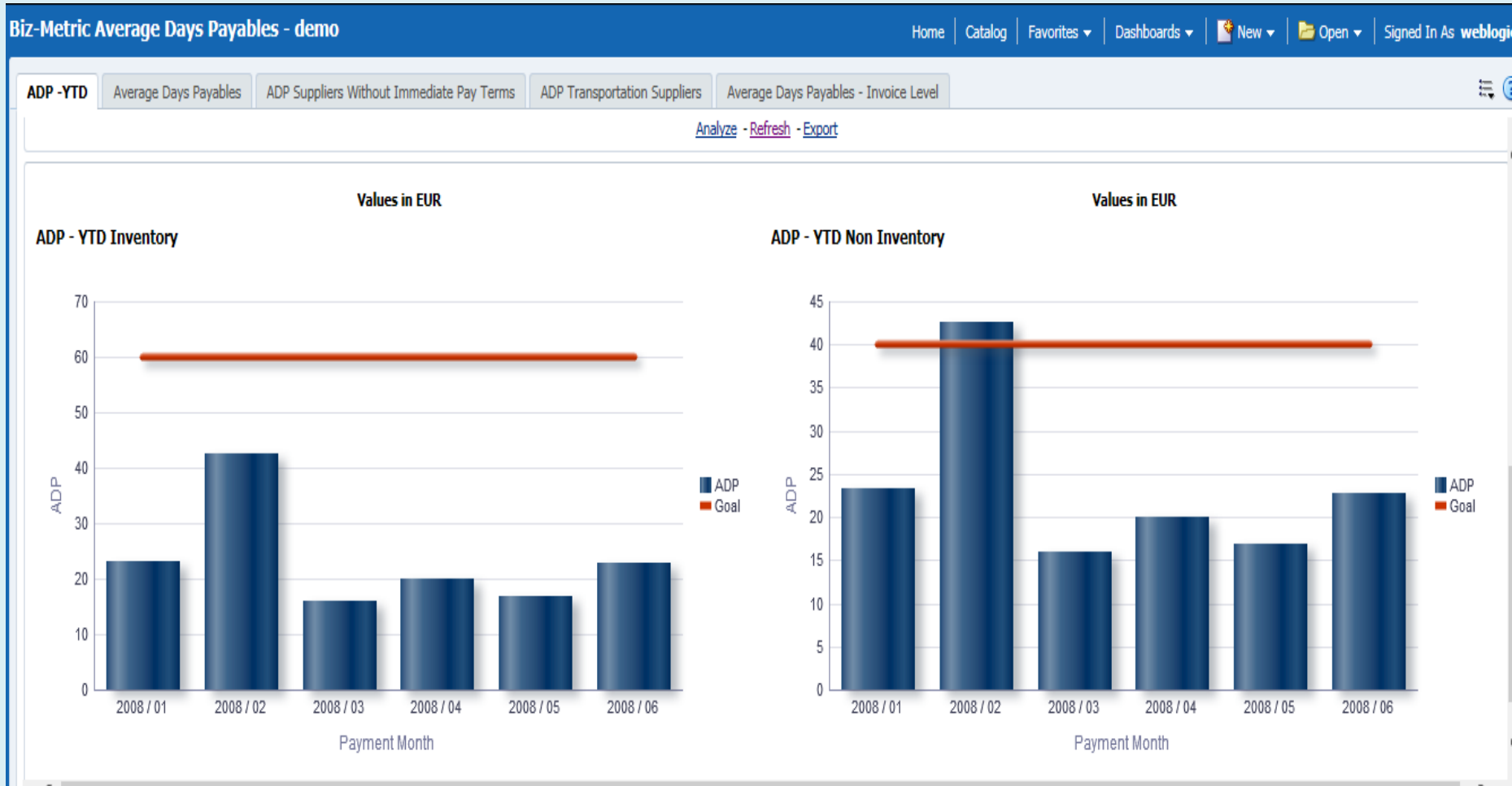
Total PO Lines this period	Total PO Lines Received	PO Lines Received On Time	PO Lines Received Late	PO Lines Pending Receipt
5	5	1	4	0

Supplier Name	Purchase Buyer Name	Purchase Order Number	Destination Organization	Purchase Order Date	Purchase Order Line Number	Item Description	Quantity Due	Purchase Order Quantity	Promised Date	Full/Partial Receive	Need by Date	Intransit Time	Receipt Date	On Time/Late	Supplier Site	Supplier State
Allied Manufacturing	Smith, Mr. Jonathan	4249	Seattle Mfg Plant 1 used in Operations SoB	08/19/2003	1.0	Screws.Steel.32.Phillips	0.0	1000000.0		Full Receive	08/19/2003	08/21/2003	08/19/2003	ONTIME	SAN JOSE-ERS	CA
Allied Manufacturing	Brown, Ms. Casey	4204	NYC, Vision Operations HQ	07/11/2003	1.0	Desk - Capitalizable, taxable item		35.0		QTY Due	08/04/2003	08/06/2003		LATE	DANVILLE-CTR	NJ
Allied Manufacturing	Brown, Ms. Casey	4215	NYC, Vision Operations HQ	07/11/2003	1.0	File Cabinets - 5 Drawer Lateral (Capitalizable)		25.0		QTY Due	08/05/2003	08/07/2003		LATE	DANVILLE-CTR	NJ
Allied Manufacturing	Brown, Ms. Casey	4235	NYC, Vision Operations HQ	08/08/2003	1.0	Desk - Capitalizable, taxable item	0.0	35.0		Full Receive	08/04/2003	08/06/2003	08/08/2003	LATE	DANVILLE-CTR	NJ
Allied Manufacturing	Brown, Ms. Casey	4237	NYC, Vision Operations HQ	08/08/2003	1.0	File Cabinets - 5 Drawer Lateral (Capitalizable)	0.0	25.0		Full Receive	08/05/2003	08/07/2003	08/08/2003	LATE	DANVILLE-CTR	NJ

[Analyze](#) - [Refresh](#) - [Export](#)

\* Representative data from Oracle EBS Vision

# Metrics Examples – Average Days Payables Summary



\* Representative data from Oracle EBS Vision

# Metrics Examples – Average Days Payables Details

ADP -YTD **Average Days Payables** ADP Suppliers Without Immediate Pay Terms ADP Transportation Suppliers Average Days Payables - Invoice Level

The first table allows filtering by Classification which is driven by GL natural account.  
In addition the first table allows filtering by Purchasing Category,

ETL Run Start Time ETL Run End Time  
17-MAR-2016 21:42:58 17-MAR-2016 23:37:31

\* Company Payment Year Payment Month Supplier Name  
Vision Operations 2008 --Select Value-- --Select Value--

Purchasing Category Hierarchy Top Level Name Purchasing Category Hierarchy 8 Name  
--Select Value-- --Select Value--

Apply Reset

Values in USD

ADP Supplier Level

Supplier Name	Classification	Purchase Buyer Name	Purchasing Category Hierarchy Top Level Name	Purchasing Category Hierarchy 8 Name	Payment Month	Purchasing Organization Name	Days Outstanding ▲▼	Invoiced Amount	Weighted Days Outstanding	
<b>Grand Total</b>								<b>69</b>	<b>18,735,375</b>	<b>129</b>
Star Gate Ltd	Non-Inventory	Brown, Ms. Casey	SUPPLIES	OFFICE	2008 / 01	Vision Operations	36	43,610		
			Unspecified	Unspecified	2008 / 01	Vision Operations	495	(23,030)		
General Electric	Non-Inventory	Brown, Ms. Casey	PRODUCTN	MONITOR	2008 / 01	Vision Operations	73	159,432		
			Unspecified	Unspecified	2008 / 01	Vision Operations	495	(52,195)		
Office Supplies, Inc.	Non-Inventory		Unspecified	Unspecified	2008 / 03	Vision Operations	1	51,906		
					2008 / 02	Vision Operations	3	27,971		
					2008 / 06	Vision Operations	4	136,612		
					2008 / 05	Vision Operations	5	113,990		

\* Representative data from Oracle EBS Vision

# Q & A



# Biz-Metric BI Solutions

## Biz-Metric Financials Statements Analysis

- ❖ Analyze Balance Sheet and P&L Statements
- ❖ Achieve quicker month end close
- ❖ Right-click to sub-ledger and document level details

## Biz-Metric Margins Analysis

- ❖ Analyze Profitability by Customers, Projects and Products
- ❖ Facilitates quicker executive decisions to achieve maximum Profits
- ❖ Get trends of the Margins by Customers, Projects and Products

## Biz-Metric Financials Cube

- ❖ Analyze Account Groups and Accounts quickly
- ❖ Achieve quicker month end close with enhanced accuracy
- ❖ Quick Ad-hoc analysis capability with excel plug-in

## Biz-Metric Projects BI solutions

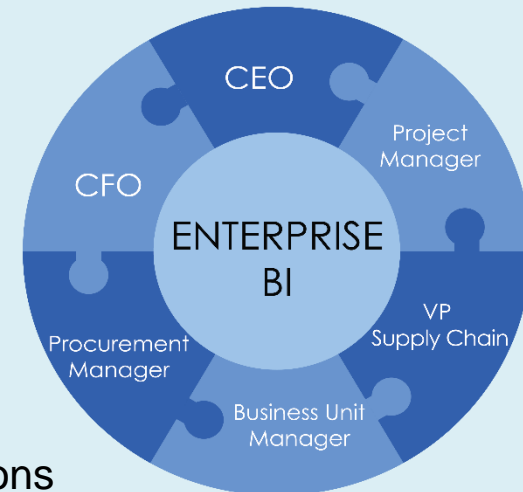
- ❖ Track Unbilled Revenue Aging for quicker Billing
- ❖ Achieve better Resource Utilizations

## Biz-Metric Supply Chain and Procurement BI solutions

- ❖ Supplier Performance scorecard based on SQDCI principle
- ❖ Achieve reduction in Procurement cost
- ❖ Achieve reduction in total Spend

### Key Features:

- ❖ Pre-packaged OBIA based solutions built with Oracle Technology, Methodology and Coding Standards
- ❖ Includes Yearly, Quarterly, Monthly Snapshots/Trends solutions
- ❖ Helps tie data between Hyperion, BI and E-Business Suite
- ❖ Drill into transaction details for any GL document source
- ❖ Excel based ad-hoc analysis for Financials users



# Contact Us

- **USA**

Biz-Metric Partners, Inc.  
9494 Southwest Freeway, Suite #450B  
Houston TX 77074  
**Contact:** +1-281-660-4235

