

# SAW

Are you getting all of the key management information that you **should be** getting from your SYSPRO business system?



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- Sales Forecasts and Sales Budgets



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All in a multi-company, multi-currency analysis framework.



# How does SAW work?

In simple terms:

- SAW extracts key information from your Syspro database.
- Structures it for analysis.
- Provides you with a simple tool for getting at the information.



# SAW Components (Sales)

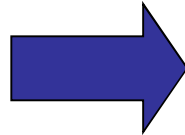
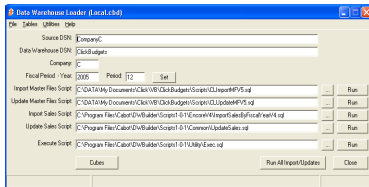
## Database



- Sales
- Customers
- Branches
- Salespeople
- Products
- Warehouses
- Suppliers

# SAW Components (Sales)

## DWLoader



## Database

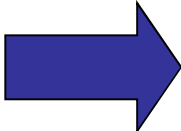
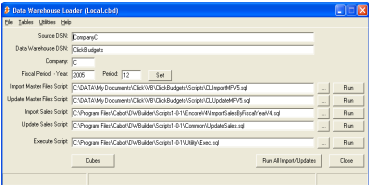


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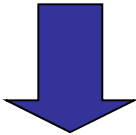
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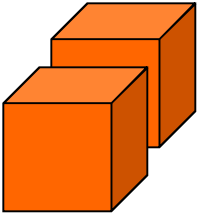
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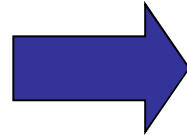
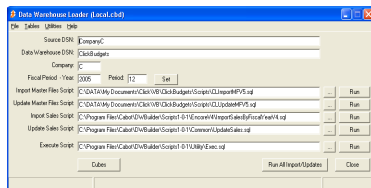
## Cubes



# SAW Components (Sales)

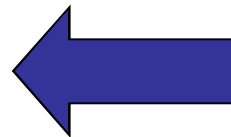
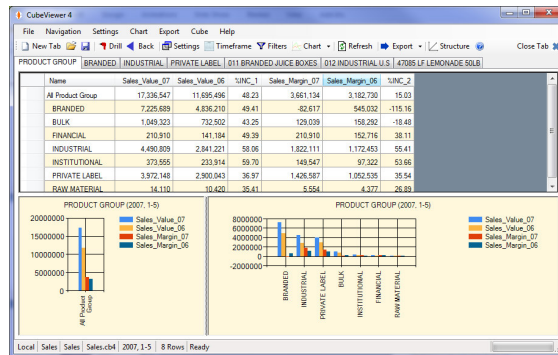
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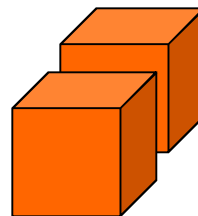


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## Cube Viewer

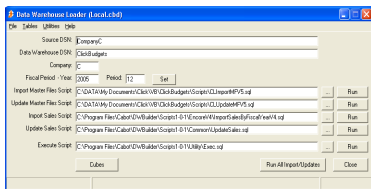


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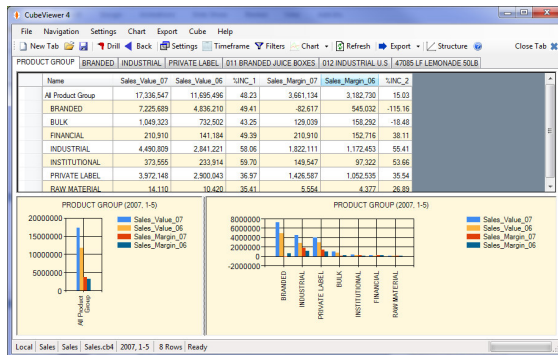


# SAW Components (Sales)

## DWLoader



## Cube Viewer

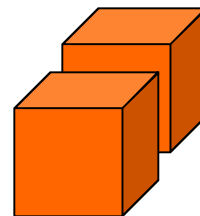


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## Cubes



## Other Tools

- Excel
- Access
- Crystal Reports
- Etc.



# What information is stored in SAW?

- Measures (Sales)
  - Sales Quantity, Sales Value, Sales Discount, Sales Cost, Sales Mass, Sales Volume
- Calculated Measures (Sales)
  - Sales Margin, GM %, Average Price, etc.



# What information is stored in SAW?

- Dimensions (Sales)
  - Products, Customers, Salespeople, Branches, Warehouses, Suppliers
  - Product Classes, Customer Classes, Customer Types, States, Areas, Supplier Types, ABC Classes, Sales Territories, Regions, Product Groups, ...
  - Fiscal Year, Fiscal Quarter, Calendar Year, Rolling Year, Calendar Week



# What types of Analyzes?

- Sales Analyzes
  - Value, cost
  - Qty, mass, volume
- Profitability Analyzes
  - \$ Margin or GM%
- Performance Analyzes
  - Year over year
  - Against budget or forecast
- Period by Period



# How can you Display the Information?

- **Annual Growth**
  - Year over year
- **Comparative**
  - Current year to date vs. prior year to date
- **Cross Join**
  - For example product class sales by geographic area
- **List Values**
  - Values over multiple years
- **Period Comparative**
  - Comparisons period by period
- **Period Profile**
  - Sales by period over multiple years
- **Period Year To Date**
  - Current period and year to date comparisons on a single screen



# Who Would Use SAW?

- **Executives**
  - Product/ Customer Profitability
- **Marketing**
  - Customer/ Product Sales Analysis
- **Sales Managers**
  - Salesperson/ Customer Performance/ Sales Budgets
- **Finance**
  - Gross Margin Analysis
  - G/L Analysis
- **Salespeople**
  - Customer Purchasing History and Performance to Budget
- **Inventory Managers**
  - Inventory Turns, GMROI, Forecasting
- **IT Department**
  - Answers to Ad-hoc Queries



# What's the Benefit to your Company?

- Reduces Costs
  - Replaces hundreds of reports
  - Reduces time to prepare analyses
  - Improves effectiveness of IT resources
- Decisions based on better information
  - Better access to management information
  - Better analysis of that information
  - Improves effectiveness of managers



# SAW Customers – “Bringing out the best in their SYSPRO Data”

- **Food Services Manufacturing and Distribution**
  - Click Wine Imports
  - International Pacific Sales
  - Natures Path Foods
  - Natural Factors
  - Northern Gold Foods
  - Pacific Western Brewing
  - Ramar Foods
  - SISU
  - Western Waffles
- **Retail/Wholesale Manufacturing and Distribution**
  - Alliance Mercantile
  - Colin Campbell
  - Electrical Cable Supply
  - Euro Ceramic Tiles
  - Listo Products
  - Magnacharge Battery
  - Napier Environmental
  - Trail Appliance
- **Industrial Manufacturing and Distribution**
  - Cam Chain
  - Columbia Packaging
  - Data Distributing
  - Hardwoods Inc.
  - Layfield Group
  - Langley Concrete
  - Murray Latta Progressive Machine Inc.
  - Redco Group
  - Steeler
  - VPL Enterprises
  - Westside Equipment Company
- **Other**
  - Beachcomber Hot Tubs
  - Drexan
  - Nanometrics



# SAW

Are you getting all of the key management information that you **could** be getting from your SYSPRO business system?

The End

