Business Information Warehouse

ADDON.IDESBW

Release 4.6C

SAP™

Copyright

Icons

Icon	Meaning
	Caution
	Example
	Note
	Recommendation
	Syntax

Typographic Conventions

Type Style	Description
Example text	Words or characters that appear on the screen. These include field names, screen titles, pushbuttons as well as menu names, paths and options. Cross-references to other documentation
Example text	Emphasized words or phrases in body text, titles of graphics and tables
EXAMPLE TEXT	Names of elements in the system. These include report names, program names, transaction codes, table names, and individual key words of a programming language, when surrounded by body text, for example, SELECT and INCLUDE.
Example text	Screen output. This includes file and directory names and their paths, messages, names of variables and parameters, source code as well as names of installation, upgrade and database tools.
Example text	Exact user entry. These are words or characters that you enter in the system exactly as they appear in the documentation.
<Example text>	Variable user entry. Pointed brackets indicate that you replace these words and characters with appropriate entries.
EXAMPLE TEXT	Keys on the keyboard, for example, function keys (such as F2) or the ENTER key

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Profitability Analysis – Product Management Queries

Purpose

As a Product Manager you are responsible for individual products or product groups. You require information with the focus on your products or product groups. The following problems may arise:

- Analyzing income contribution of the products/product groups

- Analyzing the development of former products/product groups

- Analyzing existing and new products, to decide upon placement/new additions in the product range

- Analyzing the competitive situation

- Analyzing the products within the market

The following queries have been created for you for decision support. For all queries a filter for the Sales Organization 1000 has been set. One of the following queries will be dealt with in detail as an example.

- Planned Actual Comparison of Divisions/Articles [Page 7]:
  Short term income data is displayed on the basis of the contribution margin scheme by division. For each division, planned and actual values, as well as absolute and percentage variances are shown. You can extend the display of the query by drilling down on the characteristic *Material*.

- Strategic Business Units:
  The query contains short-term income data for the period of a sales organization, on which you can base strategic decisions. The contribution margin scheme is drilled down according to divisions and their strategic business units. You can extend the display of the query by drilling down on the characteristics *Distribution Channel*, *Material* and/or *Customer*.

Planned/Actual Comparison of Divisions/Articles

Use

You want to analyze the short-term income of your divisions. The query *Planned/Actual Comparison of divisions/articles* displays short-term income data by divisions. Your focus is directed on a particular division and your query changes accordingly, so that the contribution margin scheme is drilled down by product.

Prerequisites

Your user must be assigned to the role Z_IDES_SCENARIOS.

If you want to call up the query as a web report for the Workplace, you must have

- an RFC connection between the Workplace server and the BW server

- transferred the roles from the BW system into the Workplace system.

In the Workplace it is not possible to use the right mouse button. Navigation in the table takes place using the 🔵 pushbuttons and navigation block. The following procedure describes how to use the SAP Business Explorer Browser.

Procedure

1. Start the application SAP Business Explorer Browser on your PC and log on to the system.

2. Under *Favorites and Roles* choose the role *(IDES) Controlling*.

3. Under *Profitability Analysis* click on the workbook *(IDES) Planned/Actual Comparison of Divisions/Articles* with the right mouse button and choose *Open.*

    You have to refresh the query before you can change its structure

4. Choose 🔲.

5. Carry out the following entries in the dialog box:

Field	Date
Period /Fiscal year	001.1999
Until	012.1999

⚠️

If the dialog box does not appear, click on a user-defined field within the table and choose *Properties*. In the tab page *Interaction* deselect *Save Variable Value and Reuse*. Choose *OK*. Choose 🔲 again.

6. Choose 🕐.

    The query which is built corresponds with your selection.

7. To restrict the query to the *High Tech* division, click with the right mouse button on the navigational field *Division* and choose *Select Filter Value*.

8. Select the *High Tech* division.

9. To transfer the value into the right-hand window, choose ➡ then choose *OK*.

10. You can display the appropriate materials for the chosen divisions, by clicking with the right mouse button on the *Division High Tech* and choosing *Add Drilldown According to → Material*.

     You can now see *Materials* in the display.

11. To display contribution margin accounting per material, click with the right mouse button on a field in the column *Contribution Margins* (for example, Revenue) and choose *Replace Contribution Margin Scheme with → Material*.

     You can hide the names of the materials.

12. Click with the right mouse button on a field in the table and choose *All Characteristics → Display as → Key.*

     Some fields in the query contain "0" . You can hide these zeros.

13. Click with the right mouse button on a field in the table and choose *All Characteristics → Suppress Zeros*.

     The query has an overall result in the bottom right of the display.

14. To suppress an overall result, click with the right mouse button on a field in the table and choose *All Characteristics → Suppress Totals Line → Conditional*.

     You can no longer see the overall result on the right-hand margin of the table.

15. To return to an outgoing query, click with the right mouse button on a field in the table and choose *Back to Start.*

     With *Back* you can reverse the last step.

Profitability Analysis – Region Controlling Queries

Purpose

As an employee in Controlling, which is responsible for a particular region, you are responsible for subordinate organizational units and their contribution to income or target attainment level.

The following problems arise within your work area:

- Analyzing incoming orders

- Analyzing income contribution of the assigned organizational units.

The following queries have been created for you for decision support. For all queries a filter for Sales Organization 1000 has been set. One of the following queries will be dealt with in detail as an example.

- Contribution Margin Scheme - Divisions [Page 11]
  Short term income is displayed on the basis of the contribution margin scheme per division. You can extend the query display by drilling down to the characteristics *Country*, *Region* and *Customer*.

- Planned/Actual Revenue Comparison:
  Planned/actual revenues and their variances are structured according to division and material group. You can extend the query display by drilling down to the characteristics *Plant* and *Material*.

- Sales Employee Quarterly Comparison:
  For each sales employee the key figures of sales quantity, revenue and contribution margin are listed per customer and quarter. You can extend the query display by drilling down to the characteristics *Industry Sector* and *Material Group*.

Contribution Margin Scheme - Divisions

Use

You require an evaluation of the contribution margin scheme subdivided by division, as decision support for your task. Since you are particularly responsible for the area of southern Germany, you are mainly interested in the areas Baden-Württemberg and Bavaria. The following section shows how you can change the query according to these criteria.

Prerequisites

You must install the SAP BW Frontend with the relevant SAP GUI on your computer. Your user must be assigned to the role Z_IDES_SCENARIOS.

If you want to call up the query as a web report for the Workplace, you must have

- an RFC connection between the Workplace server and the BW server

- transferred the roles from the BW system into the Workplace system.

> In the Workplace it is not possible to use the right mouse button. Navigation in the table takes place using the pushbuttons and navigation block. The following procedure describes how to use the SAP Business Explorer Browser.

Procedure

1. Start the application SAP Business Explorer Browser on your PC and log on to the system.

2. Under *Favorites and Roles* choose the role *(IDES) Controlling*.

3. Under *Profitability Analysis* click on the workbook *(IDES) Contribution Margin Scheme - Divisions* with the right mouse button and choose *Open.*

    You have to refresh the query before you can change its structure

4. Choose 🔄.

5. Carry out the following entries in the dialog box:

Field	Date
Period /Fiscal year	001.1999
Until	012.1999

> ⚠
>
> If the dialog box does not appear, click on a user-defined field within the table and choose *Properties*. In the tab page *Interaction* deselect *Save Variable Value and Reuse*. Choose *OK*. Choose 🔄 again.

6. Choose ⬇.

Contribution Margin Scheme - Divisions

The query that is built corresponds to your selection. You can see in the initial view that the contribution margin scheme subdivides according to divisions.

The contribution margin scheme should be drilled down according to regions.

7. Click on a field in the line *Division* with the right mouse button (for example, Pumps) and choose *Replace Division with → Region*.

8. Click on the field *Region* with the right mouse button in the navigation block and choose *Select Filter Value.*

9. Select the two Federal States *Baden-Württemberg* and *Bavaria,* keeping the *Ctrl* key pressed.

10. To transfer the values into the right-hand window, choose ➡ then *OK*.

11. To display the divisions for the regions, click with the right mouse button on a field in the row *Region* (for example, Bavaria) and choose *Add Drilldown According to →Division*.

You can also display customers.

12. Click with the right mouse button on a field in the row *Division* and choose *Add Drilldown According to → Customer*.

You can hide the key indicator for the characteristics.

13. Click with the right mouse button on a field in the table and choose *All Characteristics → Display As → Description.*

14. To change the currency display, click with the right mouse button on a field in the table and choose *Currency Translation → by Target Currency*.

15. Carry out the following entries:

Field	Date
Target currency	USD
Currency Translation Key	DEMO001

16. Choose 🕐.

17. To return to an outgoing query, click with the right mouse button on a field in the table and choose *Back to Start*

With *Back* you can reverse the last step.

Profitability Analysis - Key-Account-Management Queries

Purpose

As a Key Account Manager you require information about your key customers. A single discount budget is available to you and you can assign discounts. Therefore, you require a detailed display of sales discounts and returns. Furthermore there are the following different decision making situations or problems:

- Analyzing incoming orders

- Determining and analyzing customer potential

- Analyzing income contribution of individual key customers

- Analyzing the target attainment level

- Analyzing individual customer sales, to enable you to decide upon an increase in sales pressure (possibly through the allocation of additional discounts)

- Studying former customers or customer groups

The following queries have been created for you for decision support. For all queries a filter for Sales Organization 1000 has been set. One of the following queries will be dealt with in detail as an example.

- Orde [Page 14]r analysis:
  Incoming orders, invoices and open orders are displayed for each sales employee. You can further expand the display of the query by drilling down on the characteristics *Customer* and *Region*.

- Strategic Business Units:
  The query contains a sales organization's short-term profit for the period. The contribution margin scheme is drilled down according to strategic business units and divisions, which belong to it. You can expand the display of the query by drilling down on the characteristics *Distribution Channel, Material* and *Customer*.

Order Analysis

Use

In the analysis you can see what the incoming order volumes are for each sales employee in Sales Organization 1000 and the amounts that have already been invoiced. You want to navigate in the query, to obtain detailed information. The following section shows how you can change the query according to different criteria.

Prerequisites

You must install the SAP BW Frontend with the relevant SAP GUI on your computer. Your user must be assigned to the role Z_IDES_SCENARIOS.

If you want to call up the query as a web report for the Workplace, you must have

- an RFC connection between the Workplace server and the BW server

- transferred the roles from the BW system into the Workplace system..

> In the Workplace it is not possible use the right mouse button. Navigation in the table takes place using the pushbuttons and navigation block. The following procedure describes how to use the SAP Business Explorer Browser.

Procedure

1. Start the SAP Business Explorer Browser application on your PC and log on to the system.

2. Under *Favorites and Roles* choose the role *(IDES) Controlling*.

3. Under *Profitability Analysis* click on the workbook *(IDES) Order Analysis* with the right mouse button and choose *Open.*

   You have to refresh the query before you can change its structure

4. Choose 🔄.

5. Carry out the following entries in the dialog box:

Field	Date
Period /Fiscal year	001.2000
Until	012.2000

> If the dialog box does not appear, click on a user-defined field within the table and choose *Properties*. In the tab page *Interaction* deselect *Save Variable Value and Reuse*. Choose *OK*. Choose 🔄 again.

6. Choose 🕗.

The query which is built corresponds with your selection. In the initial view you can see an overview of sales employees, their assigned incoming orders and invoices as well as the open orders.

For this purpose you want to change the query display, so that instead of the characteristic sales employee, an overview according to regions is given.

7. Click with the right mouse button on a field in the column *Sales Employee* (for example, Paul Smith) and choose *Replace Sales Employee with → Region.*

    The display by regions can be made more meaningful to you as Key Account Manager if you drilldown by customer.

8. Click with the right mouse button on a field in the column *Region* and choose *Add Drilldown by → Customer.*

    You can hide the key indicators of the regions and customers.

9. Click with the right mouse button on a field in the table and choose *All Characteristics → Display as → Name.*

    The results rows of some regions are now only based on a single value and are therefore redundant.

10. To hide these results rows, click with the right mouse button on a field in the column *Customer* and choose *Customer → Hide Totals Line →Conditional.*

    ⚠️

    Make sure that the single values are no longer colored.

    You can also sort the regions according to the amount of incoming orders.

11. Click with the right mouse button on a field in the column *Incoming Order* and choose *Descending order → Incoming Order.*

12. To return to an outgoing query, click with the right mouse button on a field in the table and choose *Back to Start.*

    With *Back* you can reverse the last step.

Profitability Analysis – Sales Management Queries

Purpose

As a Sales Manager you hold full responsibility within an organization for the sales and distribution area. For the decisions you have to make, you require information about the entire sales and distribution structure that you manage. The information should be aggregated from a higher level.

Typical decision making situations or problems, which can be answered with the help of data from the profitability analysis, are:

- Analyzing existing and new products, to decide upon placements/new additions in the product range

- Analyzing the competitive situation

- Analyzing income contributions of individual market segments

- Analyzing the target attainment level of single market segments

- Analyzing profit for the period of individual market segments

- Analyzing incoming orders

The following queries have been created for you as decision support. For all queries a filter for Sales Organization 1000 has been set. One of the following queries will be dealt with in detail as an example.

- Planned/Actual Comparison of Distribution Channels [Page 17]:
  Short-term income data is displayed on the basis of contribution margin scheme per distribution channel. For each distribution channel planned and actual values, as well as the absolute and percentage variances, are shown. You can extend the query display by drilling down on the characteristics *Material* and *Division*.

- Planned/Actual Revenue Comparison:
  Planned revenue, actual revenue and variances are displayed according to division and material group. You can extend the query display by drilling down on the characteristics *Plant* and *Material*.

- Strategic Business Units
  The query contains short-term income data for the period of a sales organization, on which you can base strategic decisions. The contribution margin scheme is displayed according to strategic business units and their divisions. You can expand the view of the query by drilling down on the characteristics *Distribution Channel*, *Material* and *Customer*.

- Contribution Margin Scheme - Divisions:
  Short-term income data is displayed on the basis of the contribution margin scheme per division. You can extend the query display be drilling down on the characteristics *Country*, *Region* and *Customer*.

Planned/Actual Comparison of Distribution Channels

Use

In order to reach a strategic decision, you require short-term income data on the basis of the contribution margin scheme per distribution channel for Sales Organization 1000. You want to navigate in the query, to obtain detailed information. The following section shows, how you can change the query according to different criteria.

Prerequisites

You must install the SAP BW Frontend with the relevant SAP GUI on your computer. Your user must be assigned to the role Z_IDES_SCENARIOS.

If you want to call up the query as a web report for the Workplace, you must have

- an RFC connection between the Workplace server and the BW server

- transferred the roles from the BW system into the Workplace system.

> In the Workplace it is not possible to use the right mouse button. Navigation in the table takes place using the ⊕ pushbuttons and navigation block. The following procedure describes how to use the SAP Business Explorer Browser.

Procedure

1. Start the application SAP Business Explorer Browser on your PC and log on to the system.

2. Under *Favorites and Roles* choose the role *(IDES) Controlling*.

3. Under *Profitability Analysis* click on the workbook *(IDES) Planned/Actual Comparison of Distribution Channels* with the right mouse button and choose *Open.*

   You have to refresh the query before you can change its structure

4. Choose 🔄.

5. Carry out the following entries in the dialog box:

Field	Date
Fiscal Year	1999

> ⚠️
>
> If the dialog box does not appear, click on a user-defined field within the table and choose *Properties*. In the tab page *Interaction* deselect *Save Variable Value and Reuse*. Choose *OK*. Choose 🔄 again.

6. Choose 🕐.

   The query which is built corresponds with your selection. In the initial view you can see the contribution margin scheme drilled down vertically and the value of the distribution channel characteristic subdivided into *Planned*, *Actual* and *Variation* horizontally.

Planned/Actual Comparison of Distribution Channels

You do not want the contribution margin scheme to be drilled down vertically, but horizontally.

7. Click with the right mouse button on a field in the column *Contribution Margin Scheme* (for example, *Contribution Margin*) and choose *Replace Contribution Margin Scheme II with → Key Figures.*

You now want to drilldown in each column of the contribution margin scheme according to distribution channel in each column.

8. Click with the right mouse button on a field in the line *Distribution Channel* (for example, *End Customer Sales*) and choose *Replace Distribution Channel with → Contribution Margin Scheme II*.

9. To leave all the values of the characteristic *Division* showing, click with the right mouse button on the field *Column* in the navigation block and choose *Drilldown → Vertically.*

You now want to see the columns *Key Figure* and *Division* in reversed column sequence

10. To exchange the two columns, click with the right mouse button on a field in the column *Key Figures* (for example, *Plan*) and choose *Replace Key Figure with → Division.*

You want to add the characteristic *Material* to the query display.

11. To add the column with the materials in the correct place, click with the right mouse button on a field in the column *Division* (for example, *01*) and choose *Add Drilldown According to → Material.*

You now have the following column sequence: *Division*, *Material*, *Key Figure*.

You are only interested in the materials M-05 to M-14 and want to restrict the view accordingly.

12. Click with the right mouse button on the field *Material* in the navigation block and choose *Select Filter Value.*

13. In the *Material Selection* screen enter the following data:

Field	Data
Selection	Value Range
(Second field after Selection)	Between

14. To display the technical names of the materials, click with the right mouse button on a value in the left window and choose *Technical Names*

15. To sort according to technical names choose the column title *Technical Name*.

16. Select the material *M-05*, navigate to the material *M-14*, keep the shift key held down and select the material *M-14.*

The whole area between M-05 and M-14 is now selected.

17. Choose ⇨, to transfer the values into the right-hand window and then choose *OK*.

The contribution margin scheme II is now shown for the *High Tech* division, materials M-05 to M-14.

18. To hide the technical names, click with the right mouse button on a user-defined field within the table and choose *All Characteristics → Display as → Name.*

19. To suppress the duplicate totals row at the bottom, click with the right mouse button on a field in the table and choose *All Characteristics* → *Suppress totals row* → *Conditional.*

   Due to the length of the table, it is advisable to have the totals row displayed at the beginning of the query.

20. Click with the right mouse button on a user-defined field within the table and choose *All Characteristics* → *Position Totals Row* → *Totals row top/left.*

21. To return to an outgoing query, click with the right mouse button on a field in the table and choose *Back to Start.*

CO-PA – Extracting Data into BW Systems

Purpose

This process demonstrates the steps and settings you need to make in the Financials (FI) and Business Information Warehouse (BW) components, before you are able to extract data from the profitability analysis (CO-PA) into BW, and analyze it using the BW frontend.

Prerequisites

This process is available as from Release BW 2.1C only.

The operating concern template S_GO is included in your R/3 system (as from Release 4.6C).

If you want to carry out the process in an IDES BW system, you have to delete any contents in the InfoCubes and the initialization selection for the source system.

For additional information on this process, see 🅸 [Page 22].

Process Flow

To see the data used during this process, choose ❓ [Page 21].

Data Used During This Process

Field	Data	Description
Operating Concern	S_GO	
Type of Profitability Analysis	costing-based	
DataSource	1_CO_PA800S_GO_1	Sales Data
InfoCube	0COPA_C03	CO-PA: Quickstart (S_GO)
InfoSource	0CO_PA_3	CO-PA: Quickstart (S_GO)

Additional Process Information

This process has been designed in such a way, that all the objects in the IDES system have been created already.

You therefore have the option of either working through the scenario step by step, or setting it up in your own system yourself.

Deleting the Contents of InfoCubes

Use

You delete the data contained in InfoCube 0COPA_C03. This guarantees that only your data is contained in the InfoCube.

Prerequisites

You are in your Business Information Warehouse system.

Procedure

1. Call up the transaction as follows:

Menu Path	*BW Administration → Administrator Workbench*
Transaction Code	RSA1

The *Administrator Workbench: Modeling* screen appears.

The screen is split into two parts. On the left side, you see the navigation structure, which we will refer to as the tree structure.

2. In the *Modeling* structure tree, choose *Data Targets*.

3. Choose ◆ *Accounting* → ◆ *Controlling* → ◆*Profitability Analysis*.

4. In the context menu (right mouse click) for InfoCube 🟪*CO-PA: Quickstart (S_GO)*, choose *Delete data*.

5. If the dialog box *Delete InfoCube content completely* appears, choose *Fact table only*.

6. In the dialog box, *Delete Contents*, choose *Yes*.

7. In the dialog box *Delete InfoCube/ODS Contents*, choose *Delete entries*.

The InfoCube tables are deleted, and created again. The InfoCube *CO-PA: Quickstart (S_GO)* no longer contains any data records.

8. Do not leave the screen.

Deleting Initialization Selections in Source Systems

Use

Before you are able to restart an initialization run, you have to delete from the source system, the initialization selection for the DataSource.

Prerequisites

You are in the Administration Workbench of your BW system.

Procedure

1. In the main tree, choose 🟡 *InfoSources*.

2. In the right side of the screen, choose 🟡 *InfoSources* → 🟤 SAP *Application Components* → 🟤 SAP R/3 *Application Components* → 🟤 *Controlling* → 🟤 *Profitability Analysis* → 🟡 *CO-PA: Quickstart (S_GO)* → 🔲 *R/3/IDES*.

3. Click with the right mouse button on 🔲 *Sales Data – Initialize Delta Process,* and choose *Change*.

4. In the screen *Scheduler (Maintain InfoPackage)*, choose *Scheduler → Initialization Options for Source System*.

5. In the *Information* dialog box, choose ✔ .

6. In the dialog box, *Initializations for this Source,* select all the entries, and choose 🗑 *.*

7. In the dialog box, *Deletion of Init Selections*, choose *Yes*.

8. In the dialog box, *Handling older init selections*, choose *Yes*.

9. Choose 🔲 .

10. To get back to the Administrator Workbench, choose 🟢 .

Activating the Operating Concern Template

Use

In the profitability analysis, only one operating concern is ever active. In this example, the operating concern S_GO is activated and used.

Procedure

1. Log on to your R/3 system.

2. Call up the transaction as follows:

Menu Path	Tools → Accelerated SAP → Customizing → Project Processing
Transaction Code	SPRO

3. Choose ⚙ *SAP Reference IMG*.

4. Choose *R/3 Customizing Implementation Guide → Controlling → Profitability Analysis → Structures → Define Operating Concern → Sample Operating Concerns →* 🕐 *SAP Operating Concern Template.*

   💡

   You get an overview of the operating concern templates. To get information on the template contents (characteristics, value fields, derivation rules, reports) choose 🛈.

   An operating concern template is activated the first time you call it. Once the template is active, you are able to display the template structure.

5. Double-click on *Quickstart Template S_GO*.

   You branch to the detail view of the template.

6. In the dialog box *Adjust Operating Concern S_GO*, choose ✔.

7. Choose ▭ *Customizing → Connection to SAP BW*, and choose 🛈.

   Information is displayed in the right half of the screen, detailing the steps that you have to carry out before you are able to extract data from the CO-PA into the BW system.

8. Do not leave the screen.

Generating Example Data

Use

For 2001, we are generating plan and actual data, and for 2002, we are generating 2002 plan data.

Of course, you can generate data for other years as well.

Prerequisites

You are in your R/3 system, in the *Template Quickstart S_GO: Detail* screen.

Procedure

1. In the *Template Quickstart S_GO: Detail* screen, choose ▦*Template Quickstart S_GO* → 🎛 *Application Examples* → 📝 *Prepare Application Examples.*

2. Double-click on *Create Example Data*.

3. In the dialog box, *Generate Example Data*, make the following entries:

Field	Data
Fiscal Year	2001
Create actual data	select

4. Choose ✅.

5. In the dialog box, choose ✅.

6. Double-click on *Create Example Data* once more.

7. Make the following entries:

Field	Data
Fiscal Year	2001
Create planning data	select

8. Choose ✅.

9. In the dialog box, choose ✅.

10. Double-click on *Create Example Data* once more.

11. Make the following entries:

Field	Data
Fiscal Year	2002
Create planning data	select

12. In the dialog box, choose ✅.

13. Do not leave the screen.

Displaying Profitability Reports

Use

In a report, you display the data basis in the profitability analysis.

Prerequisites

You are in your R/3 system, in the *Template Quickstart S_GO: Detail* screen*.*

Procedure

1. In the *Template Quickstart S_GO: Detail* screen, choose 📖 *Template Quickstart S_GO →* 🏵 *Application Examples →* 🖥 *Perform Application Examples.*

2. Double-click on *Execute Profitability Analysis*.

3. Select the report *SGOB04 Development of Customer Sales,* and choose ⊕.

4. Make the following entries:

Field	Data	Description
Fiscal Year	2001	2001
Plan/Actual ID	0	Actual Data

5. Choose ⊕.

   An overview of customer groups with the corresponding sales figures is displayed.

6. Click on ⊖, until the overview tree appears.

7. In the dialog box, choose *Yes*.

Creating DataSources

Use

In this step, a DataSource for transaction data is created or displayed. The DataSource contains the data fields that are extracted into BW later.

Prerequisites

You are in your R/3 system.

Procedure

1. In the R/3 system, call BW Customizing as follows:

Transaction Code	SBIW

2. In the *Display Implementation Guide* screen, choose *Settings for Application-specific DataSources → Profitability Analysis*.

3. Choose the 🕒 *Create DataSource*.

4. To display a DataSource, make the following entries:

Field	Data
DataSource	1_CO_PA800S_GO_1
Display	Select

5. Choose 🕒.

6. Choose ◀.

7. To create a DataSource, make the following entries:

Field	Data
DataSource	1_CO_PA%CL%ERK (+ opt. ending; total max. 19 places)
Create	Select
Operating Concern	S_GO
costing-based	select

> 💡
>
> Pay attention to the naming convention that applies to creating DataSources:
>
> The technical name of a CO-PA DataSource is generated, for the most part, automatically: *1_CO_PA%CL%ERK,* where *%CL* is a placeholder for the client name, and *%ERK* stands for the operating concern. At the end of the generated name, you can add a descriptive suffix (maximum 5 characters).

8. Choose 🕒.

> You get to an overview of the characteristics and value fields that you can transfer into BW.

9.   Specify any text of your choice (short, medium, long) to describe your DataSource.

10. Transfer the default settings for the selected characteristics and value fields, and choose ▦.

11. If the system asks you to specify a development class, choose *ZIDES_BW* (IDES R/3) or any other development class you want to use, and choose 💾.

12. If the system asks you to specify a request, choose ▯, assign a short description, and choose 💾.

13. Choose ✔.

14. In the screen *Choose Selection Fields*, make the following entries:

Field	**Column *Selection***
Fiscal Year	Select
Period/year	Select
Company Code	Select
Division	Select
Sales Organization	Select
Distribution channel	Select

> In this way, you define the fields, displayed in the Scheduler, for selecting the quantity of data that you want to load.

15. To save the DataSource choose 💾.

16. In the dialog box *1.2B Metadata Generation*, choose *No*.

17. In the dialog box, choose ✔.

18. Choose 🔴.

19. Choose ⮌, until the overview tree appears.

Replicating DataSources

Use

In this step, you replicate a DataSource for transaction data in a BW system, meaning that a copy of the DataSource from the OLTP system is created in the BW system. It displays the structure of the fields that it is possible to load into the BW system.

The DataSource replica in the BW system is assigned to an InfoSource. This guarantees the integration of similar DataSources from different source systems.

Prerequisites

You are in the Administrator Workbench in your BW system.

Procedure

1. In the structure tree of the *Administrator Workbench: Modeling* screen, choose *Source Systems* 🖼.

2. In the right half of the screen, click with the right mouse button on the name of the R/3 system where you created the DataSource.

3. Choose *DataSource-Overview*.

    In the right half of the screen, a list of all the DataSources that have been replicated from this particular source system, is displayed according to application component.

4. Open the structure 🌐 *Application Components* → 🌐 *Application Components* → 🌐 *Controlling*→ 🌐 *Profitability Analysis.*

5. Click with the right mouse button on the entry 🌐 *CO-PA*, and choose *Replicate DataSources*.

    The DataSources in the source system for the application component CO-PA are replicated. The DataSource that you created is also included in the overview.

    💡

    The icons in the first column, after the text for the DataSource, describe the InfoSource assignment.

    ⊕ = DataSource to InfoSource assignment exists already.

    ⊖ = DataSource to InfoSource assignment does not yet exist.

    The icons in the second column, after the text, describe the delta compatibility of the DataSource.

    ✔ = delta is possible, active in the source system

    ✖ = delta is possible, not active in the source system

6. To close the DataSource overview, choose 🖼 from the right-hand side of the screen.

7. Do not leave the screen.

Assigning DataSources to InfoSources

Use

The DataSource that you have recently created, must be assigned to an InfoSource before the contents of the fields in the DataSource can be transferred to the fields in the InfoSource. You might want to look at an existing assignment.

Prerequisites

You are in the Administrator Workbench in your BW system.

Procedure

1. In the structure tree of the *Administrator Workbench: Modeling* screen, choose *InfoSources* .

2. In the *InfoSources* structure, choose *SAP R/3 Application Components* → Controlling → Profitability Analysis.

3. Click with the right mouse button on the entry *CO-PA: Quickstart (S_GO)*, and choose *Assign DataSource*.

4. In the dialog box*,* select your R/3 system, and choose .

5. In the dialog box *Available DataSources – [your source system]* select your DataSource, and choose .

6. In the dialog box, choose *Yes*.

7. In the *Change InfoSource 0CO_PA_3 (transaction data)* screen, choose .

8. Choose .

9. Do not leave the screen.

Displaying Assignments

1. To display any assignments that exist already, click with the right mouse button on your source system, and choose *Change Transfer Rules* from the context menu.

   You get to the screen *InfoSource 0CO_PA_3 (Change transaction data)*.

   The InfoSource contains the tabstrips *Communication Structure* and *Transfer Structure/Transfer Rules*. The transfer structure contains the fields that are transferred from the source system to the BW system. In the transfer rule, the fields in the transfer structure are assigned to the InfoObjects in the InfoSource. During a data load, the InfoObjects can be filled using not only the fields in the transfer structure, but also by using routines or constants.

   If you have made changes, reactivate the transfer rules.

2. Choose .

Creating InfoPackages: Initializing the Delta Process

Use

An InfoPackage has to be created for the InfoSource that you are using, before you are able to load the generated data into the BW system.

The delta process means that the first time data is loaded, an initialization is created for the DataSource in the source system. In subsequent loads, only those data that have come into the source system since the previous load was carried out, are actually uploaded. This data is called the delta.

If you are using an existing DataSource, the system generates two InfoPackages, to help make things clearer. If you are using a new DataSource, create these two separate InfoPackages yourself.

Prerequisites

You are in the Administrator Workbench.

Procedure

1. In the *InfoSources* structure on the right half of the screen, choose 🌐 *SAP Application Components* → 🌐 *SAP R/3 Application Components* → 🌐 *Controlling* → 🌐 *Profitability Analysis* → 📙 *CO-PA: Quickstart (S_GO).*

2. Click with the right mouse button on 🖥️ *[your source system]*, and choose *Create InfoPackage.*

3. In the *Create InfoPackage* dialog box, select your DataSource (this enables you to assign it to an InfoPackage) and specify a name of your choice.

4. Choose ✔.

5. Choose the *Data Targets* tabstrip.

    Here, you determine in which data targets you want to update the data.

6. Select *Choose Data Targets*.

7. Select *Update Data Target* for the InfoCube *CO-PA: Quickstart (S_GO)*.

8. Choose the tabstrip *Update Parameters*.

    Here, you define, amongst other things, the update method you want to use: Full update, delta update, or initialization run for the delta process.

9. Select *Initialization of the Delta Process* and *Always update data, even if no master data exists for the data.*

10. Choose the *Schedule* tabstrip.

11. Select *Start data load immediately*, and choose 🕐 *Start.*

12. To check the data loading process, choose ▱.

    There are various ways in which you are able to analyze the data extraction.

13. Choose 🔄, until you get back to the Administrator Workbench.

Creating InfoPackages: Initializing the Delta Process

Generating Example Data for the Delta Extraction

Use

You generate actual data for the year 2002 in the operating concern S_GO.

Prerequisites

You are in your R/3 system.

Procedure

1. Call up the transaction as follows:

Menu Path	Tools → Accelerated SAP → Customizing → Edit Project
Transaction Code	SPRO

2. Choose 🐾 *SAP Reference IMG*.

3. In the *Display Implementation Guide* screen, choose *R/3 Customizing Implementation Guide → Controlling → Profitability Analysis → Structures → Define Operating Concern → Sample Operating Concerns →* 🕐 *Use SAP Operating Concern Template*.

4. Double-click on *Template Quickstart S_GO*.

   The system loads the operating concern template.

5. Choose 🖼 *Template Quickstart S_GO →* 🐞 *Application Examples →* 📝 *Prepare Application Examples.*

6. Double-click on *Create Example Data*.

7. In the dialog box, *Generate Example Data*, make the following entries:

Field	Data
Fiscal Year	2002
Create actual data	Select

8. Choose ✔.

9. In the *Information* dialog box, choose ✔.

10. Click on 🔙, until you get to the overview tree.

Creating InfoPackages: Delta Extraction

Use

In this step, you extract the generated delta, meaning the actual data for the year 2002, into the BW system.

Prerequisites

You are in the Administrator Workbench.

Procedure

1. In the *InfoSources* structure, choose 🪙 *SAP Application Components* 🪙 *SAP R/3 Application Components* → 🪙 *Controlling* → 🪙 *Profitability Analysis* → 🟡 *CO-PA: Quickstart (S_GO).*

2. Click with the right mouse button on 🖥 *[your source system]*, and choose *Create InfoPackage.*

3. To assign an InfoPackage to a DataSource, select your DataSource in the dialog box *Create InfoPackage*, and specify a name.

4. Choose ✔.

5. Choose the *Data Targets* tabstrip.

    Here, you determine in which data targets you want to update the data.

6. Select *Choose Data Targets*.

7. Select *Update Data Target* for the InfoCube *CO-PA: Quickstart (S_GO)*.

8. Choose the tabstrip *Update Parameters*.

    Here, you define, amongst other things, the update method you want to use: Full update, delta update, or initialization run for the delta process.

9. Select *Initialization of the delta process*, and *Always update data, even if no master data exists for the data*.

10. Choose the *Schedule* tabstrip.

    ⚠

    At the earliest, the delta update takes place 30 minutes after the actual data has been generated. This is a temporal safety buffer in the delta process for CO-PA.

11. Select *Start data load immediately*, and choose 🕐 *Start*.

    Of course, it is possible to schedule a job that extracts the data with the required time difference.

12. In the *Information* dialog box, choose ✔.

13. To check the data loading process, choose ▦.

    There are various ways in which you are able to analyze the data extraction.

Creating InfoPackages: Delta Extraction

14. Choose , until you get back to the Administrator Workbench.

Displaying the Contents of InfoCubes

Use

You can display the contents of InfoCubes on a data record level, and check the data basis of your queries.

Prerequisites

You are in the Administrator Workbench.

Procedure

1. In the *Administrator Workbench: Modeling* screen, choose *Data Targets*.

2. In the right half of the screen, choose *Accounting* → *Controlling* → *Profitability Analysis* → *CO-PA: Quickstart (S_GO).*

3. Click with the right mouse button on the InfoCube, and choose *Manage*.

4. Select the InfoCube *CO-PA: Quickstart (S_GO),* and choose *Contents*.

5. In the *Information* dialog box, choose .

6. To remove all your selections, in the dialog box *Preselection of the cube characteristics to be displayed*, choose .

7. Select the characteristics and indicators that you are interested in.

8. Choose .

9. Choose *Field Selection for Output*.

10. Select the fields that you want to display in the contents display.

11. Choose .

12. To display the contents of the InfoCube, restrict your data accordingly, and choose .

13. Click on , until you get to the overview tree.

Analyzing Extracted Data

Use

You use the Business Explorer Analyzer, a component of the BW frontend, to execute a query (report), and thereby display the data that has been updated in the InfoCube.

Prerequisites

You are in your Business Information Warehouse system.

Procedure

1. Call up the transaction as follows:

Menu Path	*Business Explorer → Analyzer*
Transaction Code	RRMX

The Business Explorer Analyzer is opened together with the SAP Add-Ins toolbar.

2. In the toolbar of the *SAP Business Explorer,* choose 📂.

3. To get to the query selection, choose ▦ *Queries* in the dialog box.

4. Choose *Accounting → Controlling → Profitability Analysis → CO-PA: Quickstart (S_GO) → Customer Sales Trend*

5. Choose *OK*.

6. In the dialog box, enter the following data:

Field	Data	Description
Fiscal Year	2001	2001

7. Choose 🕒.

The system opens the query *Customer Sales Trend*. You are now able to navigate within the query, and analyze the data.

Evaluating the Project Data in the Business Information Warehouse

Purpose

You are the project leader / project controller and you require for project data a meeting. To do this, you transfer data from your R/3 System into the Business Information Warehouse System (BW) using predefined InfoCubes.

You analyze the date of the SAP Business Information Warehouse using the Business Explorer Browser, from which you can call up various reports (queries). The information displayed in Excel is summarized in the background from the datasets.

To find out more about this process, see the SAP Library for the Business Information Warehouse.

For information about the Project System , see *Business Content → Project Management.*

Prerequisites

You can only run this process since release BW2.1C.

You need a project. You load the data into your BW System. If you do not create your own project, you should use the data contained in the standard project T-20301.

In addition to your user ID in the IDES R/3 System, you will require a user ID for your BW System.

The following roles must be assigned to your user in the BW System:

Role	Description
SAP_BWC_0ROLE_0051	Project controller
SAP_BWC_0ROLE_0052	Project leader

You must install the Business Explorer Browser on your PC.

You must also include your BW System in the SAP Logon using group selection.

To call up the line item reports, we have installed note 356166 in the IDES R/3 System.

Process Flow

To see the data used during this process, choose ❓ [Page 43].

1. Loading Data into the BW System [Page 44]

    You transfer the data for your project into the Business Information Warehouse System.

    This procedure is required if you are using the existing data of IDES project T-20301.

2. Monitoring the Data Transfer in the Monitor [Page 46]

    When you have started a request to load data, you monitor the status of the transfer.

3. Assigning Reports in the Business Warehouse [Page 49]

    To navigate between the various reports, you link them in the Business Information Warehouse.

Evaluating the Project Data in the Business Information Warehouse

4.   Evaluating Data in the Business Warehouse [Page 50]

      You evaluate your project data in the Business Explorer Browser. You then call the
      report *Business Project Overview*.

5.   Displaying the Original Documents for the Actual Costs [Page 52]

      From the report *Business Project Overview* you go to your R/3 System, where you
      display the original documents for the line items.

Data Used During This Process

Field	Data	Description
Project	T-20301	Project turbine 301
Report	zrkpep000	Report: Project Line Items - Business Project Overview
Controlling area	1000	
Profile	1300	

Loading Data Into the BW System

1. Call up the transaction as follows:

Menu Path	BW Administration → Administrator Workbench.
Transaction Code	RSA1

The *Administrator Workbench: Modeling* screen appears.

The screen is split into two parts. On the left side, you see the navigation structure, which we will refer to as the tree structure.

2. On the left side of the screen, choose 🔶 *InfoSources*.

3. On the right side of the screen, choose 🔳.

You see an overview of the info package groups and their technical names.

4. Expand the node 🔳 *SAP Project System* → 🔳 *PS master data*.

5. Right-click on 🔳 *Project & wbs* then choose *Schedule.*

6. On the *Schedule* tab page, choose 🕒 *Start.*

💡

When you define InfoPackages, you can determine whether older data records are to be overwritten automatically or whether this needs to be confirmed manually.

The system may report that the same data have already been loaded into the BW System. In the dialog box, choose *Yes*.

When you have successfully loaded the data, execute the process step Deleting Old Requests Manually [Page 45].

7. In the dialog box, choose *Immediately,* if required, then choose 💾.

You return to the Scheduler.

8. To start the request, choose 🕒 *Start.*

💡

You can monitor the status of the data transfer in the Monitor [Page 46].

9. Choose 🔄.

10. If you receive an express message, choose ✔.

11. Repeat steps 5 to 10 for 🔳 *Network & activities* and the InfoPackage groups of the subnode 🔳 *PS transactional data, costs*, *dates*, *earned values* and *line items.*

Manually Deleting Old Requests

Use

If it is not defined in the InfoCubes that old data requests are to be deleted automatically, you may need to delete these manually.

Prerequisites

You are on the *Administrator Workbench* screen. The system has informed you that packets of this InfoPackage group have already been loaded once using the same selection conditions.

Procedure

1. In the *Modeling* structure tree, choose *Data Targets*.

2. On the right side of the screen, expand the info area *Project System.*

3. Right-click on the row for your InfoCube (for example, *Project System Controlling*, *Project System - Dates*, *Project System - Earned Values*) then choose *Manage.*

4. Choose the *Requests* tab page.

5. Select all requests earlier than today's date, then choose *Delete*.

6. To check whether the deletion was successful, choose .

   The list is now empty.

7. Choose .

Monitoring the Data Transfer in the Monitor

Use

In the Monitor, you can observe the current status of your request at any time and analyze errors, if required.

Note the icon types listed in front of your request:

- InfoSource (Transaction data)

- InfoObject (Master data)

- InfoObject (Text)

- InfoObject (Hierarchies)

Procedure

1. To monitor all of the InfoPackage groups in the overview, choose from the right-hand side of the screen.

    The Monitor appears. The traffic light symbol shows whether your request has loaded successfully. If a request has not yet been completed, a yellow traffic light is displayed. If the request contains errors, you see a red traffic light symbol.

2. To display a legend containing the meaning of the other icons, choose .

3. If the loading requests have not yet all been completed, choose *All,* until the yellow traffic light is no longer displayed.

4. If the transfer does not work, you can identify the cause, and correct any errors that may have occurred. Choose <u>Analyzing Errors [Page 47]</u>.

5. Choose twice.

Analyzing Errors

Prerequisites

You are in the monitor of the *Administrator Workbench*.

Procedure

1. Expand the node ⬤◯◯ *Incorrect*.

    The requests listed here contain errors or were left open too long.

2. Note the technical name of the InfoSource.

3. Expand the structure beneath your incorrect request, then double-click on 🔴 *Time.*

    On the right side of the screen, you see a tab containing information for your request.

4. Choose the *Status* tab page.

5. Choose 📁 *Error Message*.

    You see the error message.

6. Choose 💡.

    You see the long text of the message, describing how you can correct the error.

    One possible cause of the error could be that the transfer structure is inactive. You then need to <u>Activate the Transfer Rules [Page </u>48].

Activating the Transfer Rules

Use

If the request contains errors, one possible cause of the error could be that the transfer rules are inactive. Because your IDES System is a demo system, the InfoSources are used in many areas. It may therefore be necessary for you to regenerate the transfer rules.

Prerequisites

A red traffic light in the monitor highlights a request containing errors. The error analysis in the monitor tells you that the transfer rules for your InfoSource are the cause of the problem.

You are on the *Administrator Workbench: Modeling* screen.

Procedure

1. Choose ◆ *InfoSources* → ◆ *Application Component* → ◆ *Project System.*

2. Expand the node for the incorrect InfoSource, for example, ◆ *Master Data Project System General* → ◆ *Project Definition* → ◆ *R/3 IDES.*

    You can identify the incorrect InfoSource by its technical name.

    You can find the InfoSources used in this process, under ◆ *Project System* → ◆ *Master Data Project System General* or under ◆ *Controlling* → ◆ *Overhead Cost Controlling* → ◆ *Overhead Cost Projects*.

3. Choose ▤, ▤ or ▲, depending on whether the transfer rules are to be activated to load master data, texts, or hierarchies.

4. If required, log on to your source system.

5. To activate the transfer rules choose ⚡.

6. Choose ◐.

Assigning Reports in the Business Warehouse

1. Call up the transaction as follows:

Menu Path	Business Explorer → Query Jump Target
Transaction Code	RSBBS

2. On the *Query* tab page, in the *Sender* field, choose the F4 input help.

3. In the dialog box, choose ◆ *Project System* → ● *Project System - Controlling* → ▦ *Commercial Project Overview.*

4. Choose *Open*.

  The technical name is transferred into the field.

5. Choose ▯.

6. In the dialog box in the *Target System* area, enter the following data:

Field	Data
Source system	Select
Source system (right field)	R/3 IDES (F4 input help)

7. Choose ✔.

8. In the dialog box, to add a new receiver report, choose ▦.

9. Double-click on *RT ABAP Report.*

10. Enter the following data:

Field	Data	Description
Report	zrkpep000	Report - Project Line Items

  💡

  To add the report, you must have maintained note 356166 in your system.

11. In the dialog box, choose ✔.

12. Choose 🖫.

13. In the row *Reports - Project Line Items*, in the *InfoSource* column, choose the F4 input help.

14. In the dialog box, select *WBS - Elem.: Costs (0CO_OM_WBS_1)*, then choose ✔.

15. Choose 🕒.

16. Choose 🖫.

Evaluating Data in the Business Warehouse

Use

You are the project controller and you evaluate your project data in the Business Explorer Browser. You call up the report *Business Project Overview*.

In your role as the project controller, you can also call up the following reports:

Report	Values
Costs	Business project overview
	Project: Actual Costs/Revenues (Line Items)
Result	Project Overview
Progress	Progress/Costs

Prerequisites

You have installed the BW AddOn on your front end and you have included the BW System DPB in your SAP LogOn via group selection.

Procedure

1. Start the Business Explorer Browser application on your PC.

2. In the SAP LogOn, select your BW System and log on to the system.

3. Choose the role *Project Controller.*

4. Double-click on *Business Project Overview.*

5. To refresh the report data, choose 🔃.

6. To include all projects in the overview, enter the following data:

Field	Data
Project definition from	A
Project definition to	Z

> If a great number of project definitions exist in your system, we recommend you to further restrict the selection conditions.

7. Choose 🕒.

8. To drill down in the list by the characteristic *Project definition*, right. click on the header row *Fiscal Year/ Period Item*, then choose *Replace Fiscal Year/ Period With → Project Definition*.

9. To break down your project definition by cost element, right-click on *Project Definition*, then choose *Filter and Drill Down By → Cost Element.*

Displaying the Original Documents for the Actual Costs

Prerequisites

You are in the Business Explorer Browser and you have drilled down in the business project overview by project definition and cost element.

Procedure

1. To call up the line item report for the actual costs, right-click on the header row *Costs: Actual*, then choose *Goto → Project Line Items.*

   A dialog box appears, in which you can go to an SAP System.

2. Choose *Cancel.*

   The initial screen of your IDES R/3 System appears.

3. Log on to your system.

4. In the dialog box, enter the following data:

Field	Data	Description
Controlling area	1000	CO Europe

5. Choose ✔ .

6. In the dialog box, enter the following data:

Field	Data
DB Profile	130000000000

7. Choose ✔ .

8. In the dialog box, position your cursor on *line Items: Actual Costs*, then choose ✔ .

   You see an overview of all single documents.

9. To call up the original document for a line item, position your cursor on a line item, then choose ▣ *Document*.

   The system displays the original document.

10. To log off from the system, choose *System → Log Off*.

SAP Banking – Queries for Management Reporting

Purpose

As a manager in controlling, a product manager or key account manager, you have the responsibility, amongst other things, for the results of individual customers, customer groups or for individual products. For the decisions that you have to make, you require information on the profitability of customers and products.

Typical decision-making situations or problems, which you can answer with the help of data from the profitability analysis, are:

- Analyses of new and existing products, to decide upon withdrawal/introduction of products in the range.

- Profitability analysis of individual sales areas

- Quota performance analysis for individual product groups

- Analysis of profit for the period for individual customer groups.

To start with, you have two different management reporting folders available in the system. On the one hand there is "Profitability Analysis (Banking 4.03)", which refers to the existing IDES Banking solution and on the other hand, a second area has been opened, the "Profitability Analysis (Banking 4.61)", which is still under construction and only contains a few queries that are already being based on the new IDES Banking solution.

Within the profitability analysis (Banking 4.03) there are different queries, which look at average volumes for customers and products, and reports, which deal mainly with contribution margin accounting. In another folder there is an evaluation according to net interest margin contributions.

The following queries have been created for you as decision support. You can choose a time frame of several periods for a call for all queries. The most useful is a time period between 001.1999 and 012.1999

One of the following queries is dealt with in detail as an example.

- Contribution Margins By Customer Group [Page 55]:
  The contribution margins I – III are displayed according to different customer groups. Here, threshold values are set up so that the individual results are displayed in different colors (red, yellow, green). In addition, individual customers can extend the drilldown, so that the customers belonging to a customer group can be displayed. Moreover, a drilldown according to credit worthiness of customers is useful.

- Average volume by product:
  The average volume of the individual products is displayed. Here, the actual and planned values are compared and the deviation is calculated. In addition you can make selections according to various criteria, for example, according to individual bank product, or drill down according to these characteristics.

- According to net interest margin contributions:
  The query contains, as a basis, the results of strategic decisions about the net interest contribution margins of individual customers. The report contains results about interest received, interest paid and the net interest margin contribution. You can set various filters within the report, so that only customers are displayed, who have a NIM > 10 Mio Euro, NIM < 10 Mio Euro, or, for example, only customers with a negative NIM or the 10 best customers in this area.

SAP Banking – Queries for Management Reporting

- Contribution margin accounting for whole bank:
  The short-term profit is displayed on the basis of the contribution margin scheme. Here, the actual and planned values are compared and deviations are calculated. The query display can be extended by drilling down on very different characteristics (such as credit worthiness, customer group, product group,...). You can also select these characteristics according to single characteristic values.

Contribution Margins by Customer Group

Use

To be able to meet strategic decisions, you need to know the allocation of contribution margins in 1999 for each customer group. To get detailed information, you want to navigate in the query. The following section demonstrates how you can change the query according to different criteria.

Prerequisites

SAP BW Frontend and the SAP GUI belonging to it must be installed on your computer. Your user must be assigned to the role Z_IDES_SCENARIOS.

If you want to call up the query as a Web report for the Workplace you have to:

- have an RFC connection between the Workplace and the BW server and

- have transferred the role ZZ_BANK_BW into the Workplace system.

> It is not possible to carry out functions using the right mouse button in the Workplace. Navigation in the table takes place using the ⊕ buttons and using the navigation block. The following procedure describes how to work with the SAP Business Explorer Browser.

Procedure

22. Start the SAP Business Explorer Browser application on your PC and log on to the system.

23. Under *Favorites and Roles,* select the role *IDES Controller IS Banking.*

24. Choose *Profitability Analysis (Banking 4.03).*

25. Click with the right mouse button, in the *Profitability Analysis (Banking 4.03)* screen area, on *Contribution Margins by Customer Group* and choose *Open.*

    When you call the query, this is automatically refreshed.

    The query is built according to your selection. In the initial view, you see all customer groups drilled down vertically and contribution margins I – III drilled down horizontally. You also want to drill down vertically according to customer creditworthiness.

26. In the navigation block, click with the right mouse button on the field *Creditworthiness* and choose *Drilldown → Down*

    You now get creditworthiness in the second column behind customer group. However, you want to display creditworthiness first in the report, and then individual customer groups.

27. Click with the right mouse button on a field in the column *Creditworthiness* and choose *Swap Creditworthiness with → Customer Group.*

28. To list all the customers for each customer group, whose creditworthiness is *Very Good*, click with the right mouse button on the field *Very Good* in the column *Creditworthiness* and choose *Keep as Filter Value.*

Contribution Margins by Customer Group

29. In the navigation block, click with the right mouse button on the field *Business Partner* and choose *Drilldown → Down*

> You now get a list of all business partners in their customer group, whose creditworthiness is *Very Good.* The display of the contribution margins is shown in color, according to the settings given in the exceptions.
>
> However, you want to hide the color display.

30. Click with the right mouse button on a field in the table and choose *Exceptions → CM / Business Partner.*

> You still want to see all customers.

31. In the navigation block, click with the right mouse button on the field *Creditworthiness* and choose *Remove Filter Value.*

> In view of table length, we advise you to display the totals row at the start of the query.

32. Click with the right mouse button on any field in the table and choose *All Characteristics → Position Totals Row → Totals Row Top Left.*

33. To return to the initial query, click with the right mouse button on a field in the table and choose *Back to Start*.