

CD Group

# Accelerate

For Oracle Business Intelligence

## Oracle BI for JD Edwards CD Group Accelerate for *Sales Analysis*

Your business has questions,  
**CD Group Accelerate offerings deliver answers.**

- Are you fully leveraging your investment in your JD Edwards environment?
- Do your decision makers have the right information at the right time?
- Does your sales team have the complete picture of selling trends and potential opportunities for increased profitability?

The CD Group Accelerate for Sales Analysis is the quickest and easiest way to add the power and efficiency of Oracle® Business Intelligence (BI) analysis and reporting to your JD Edwards application.

*See the reverse side to learn more.*

### Why CD Group

CD Group delivers Business Intelligence (BI) solutions using our Accelerate project approach to help you gain insight into your business while helping you gain self-sufficiency and keeping budget and scope control highly predictable. CD Group has been a partner of JD Edwards since 1993, and became a Titan Award winner in 2009.

We have been delivering BI solutions since 1999 and also offer a full range of Oracle software and services. CD Group seeks to understand your company's needs and will provide fast, cost effective and high quality solutions in order to achieve a fast return on your investment.

To request additional information please call (678) 225-2600, or email [bi@cdgroup.com](mailto:bi@cdgroup.com).

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[www.cdgroup.com](http://www.cdgroup.com)

ORACLE Platinum Partner

Oracle Accelerate

# CD Group Accelerate For Oracle Business Intelligence

## Accelerate Sales Analysis Data Sheet

CD Group's Sales Analysis Accelerate offerings for Oracle® BI are solutions that leverage predefined data relationships and templates specifically for JD Edwards customers. These frameworks connect to your JD Edwards environment using the OBIEE platform, providing a quick implementation and deployment approach, while keeping the necessary flexibility to fit your business requirements. Accelerate takes all of the complexities of the underlying JDE data relationships, and enable self sufficient users to create their own sales content simply by dragging and dropping fields in terms they are familiar with. Sales Analysis Accelerate offerings create an 'analyze, and then query' mentality which differs from the typical JD Edwards static reporting.

### Sales Key Performance Indicators

Sales Analysis Accelerate offerings provide valuable incite to actionable metrics such as:

- **Order Fill Rate** → Which branch plants have my best Order Fill Rates? Which items have my poorest, requiring me to increase my inventory levels?
- **Profit Margin** → Who are my top 10 most profitable customers this year, and who are the sales reps that work with them? Which product lines contribute to this margin?
- **Order to Ship Days** → What branch plants are taking the longest to ship and invoice product?
- **Customer Count** → How many new customers do we have this year compared to last?
- **Revenue** → Which product lines drove the most revenue? Which SKU's lost the most revenue due to credit orders? What are my sales trends?

### Dimensional Analysis

Regardless if you are exploring a metric above or any of the additional metrics contained in standard Sales Accelerate, you have the ability to break them down by any combination you want of the descriptive attributes contained within the templates. As part of the implementation, CD Group consultants work with you to understand the appropriate naming conventions of your data, and tailor your category codes and other important fields to use your business jargon. Once configured, you can create reports and dashboards breaking down your metrics by the following and their attributes:

- Bill To Customers
- Ship To Customers
- Branch Plants
- Items
- Sales Reps
- Order Status
- Document Types
- Multiple Time Calendars

Our consultants will work with you to create customizable dimensional hierarchies where appropriate, enabling "drill-down" types of analysis in OBIEE Answers, and allowing for better interaction of any Sales Dashboards that are created.

### Extensibility

CD Group has three fundamental Sales Accelerate offerings; Sales Accelerate, Sales Accelerate Plus, and Sales Accelerate DW. The base Accelerate offering connects directly to JD Edwards, allowing for a very quick implementation and resulting in real time data for the end users.

Accelerate Plus includes everything the base Accelerate offering has, and adds the power of Essbase Cubes. These cubes enhance the end user experience with faster response times, and allow write back capabilities to analyze various "what if" scenarios for planning, budgeting and forecasting. This OLAP tool also provides Excel add-in capabilities for slicing and dicing of the cubes within the comfort of Excel.

Accelerate DW offerings leverage Oracle Data Integrator (ODI) to extract data from JD Edwards and load it into a fully conformed data warehouse. The structure of the data warehouse is optimized into a star schema for better handling of large data sets. The OBIEE end user platform then sits on top of the data warehouse, giving end users the same capabilities that exist in the base Accelerate offering, only with better performance.

### Summary

Regardless of which option you choose, end users will enjoy all of the end user functionality that comes standard with the OBIEE platform. Implementations are rapid with a focus on driving you to self sufficiency. CD Group will work with you to determine your best entry point to fit your needs. You can then grow at your own pace by adding additional functionality, or by adding additional subject areas. Sales Accelerate offerings will help you make the most of your JD Edwards investment providing visibility to key sales metrics, helping to create happier customers and higher profit margins, all while lessening the burden on your IT Department.

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