



# **SAS® VISUAL ANALYTICS OVERVIEW**

CONTEMPORARY TRENDS DAY - TIRANA 22 OCT 2015



# TWO MINDSETS



# TOP REASONS FOR NOT USING BUSINESS INTELLIGENCE

Don't have all the data you need

41%

44%

Don't have the right attribute, relationships, or hierarchies

35%

Are too restrictive in the data models

33%

Don't allow to clean and integrate the data

28%

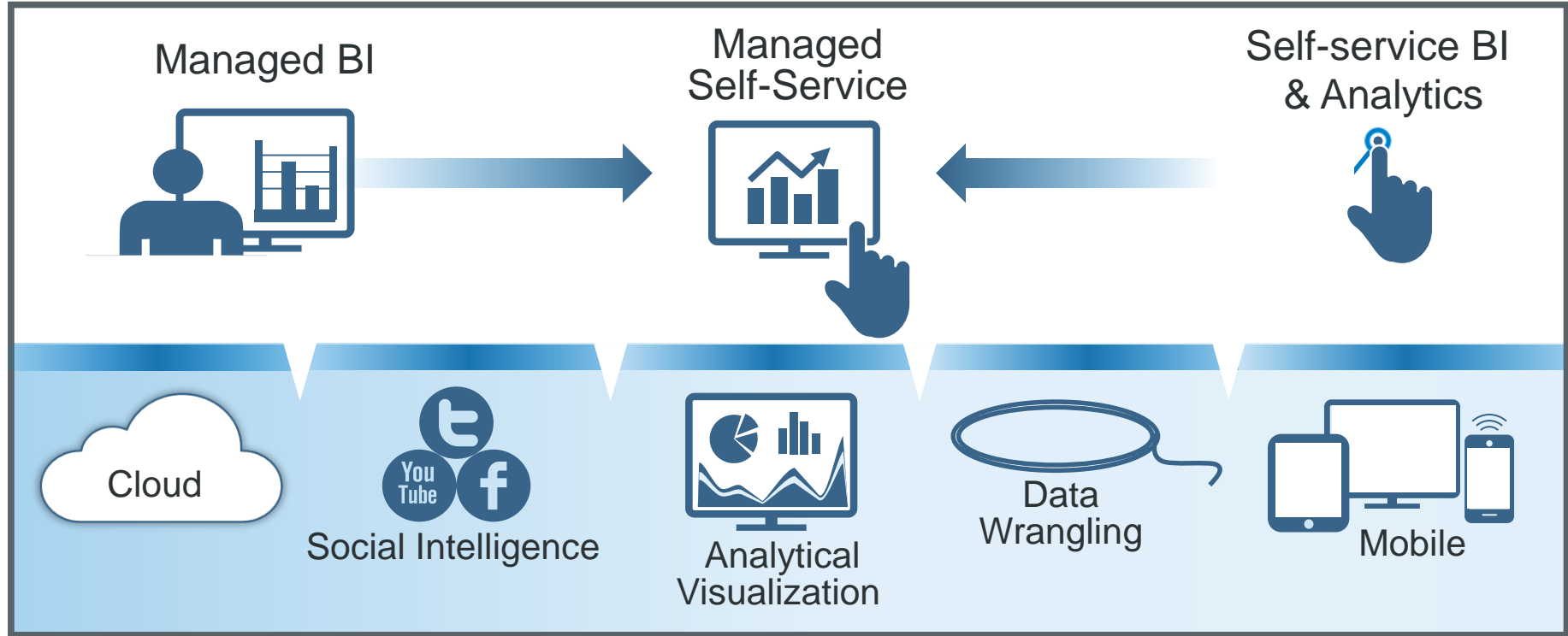
Takes too long to get results

28%

Are too complex, cumbersome and complicated to use

# BUSINESS INTELLIGENCE & ANALYTICS

## MARKET THEMES



# GARTNER: MAGIC QUADRANT FOR ADVANCED ANALYTIC PLATFORMS

Figure 1. Magic Quadrant for Advanced Analytics Platforms



Source: Gartner (February 2015)

Gartner defines advanced analytics as, "the analysis of all kinds of data using sophisticated quantitative methods (for example, statistics, descriptive and predictive data mining, simulation and optimization) to produce insights that traditional approaches to business intelligence (BI) — such as query and reporting — are unlikely to discover."

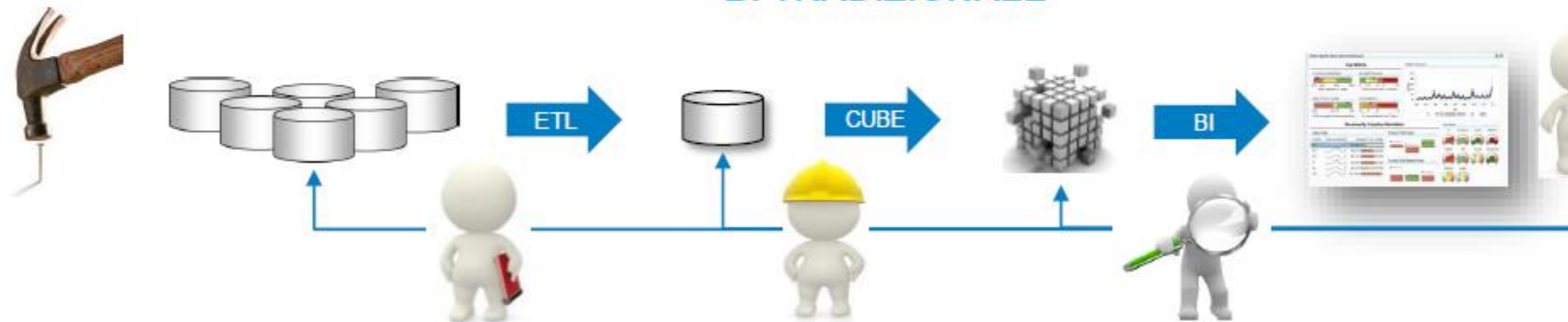
Gartner Magic Quadrant for Advanced Analytics Platforms by Gareth Herschel, Alexander Linden, Lisa Kart, 19 February 2015.

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from SAS. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

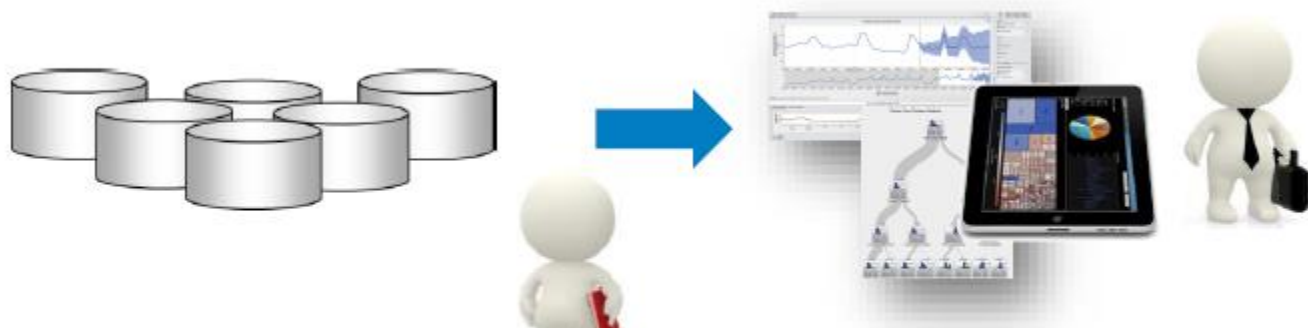
# VISUALIZATION AND BUSINESS INTELLIGENCE

## THE NEXT GENERATION OF BI

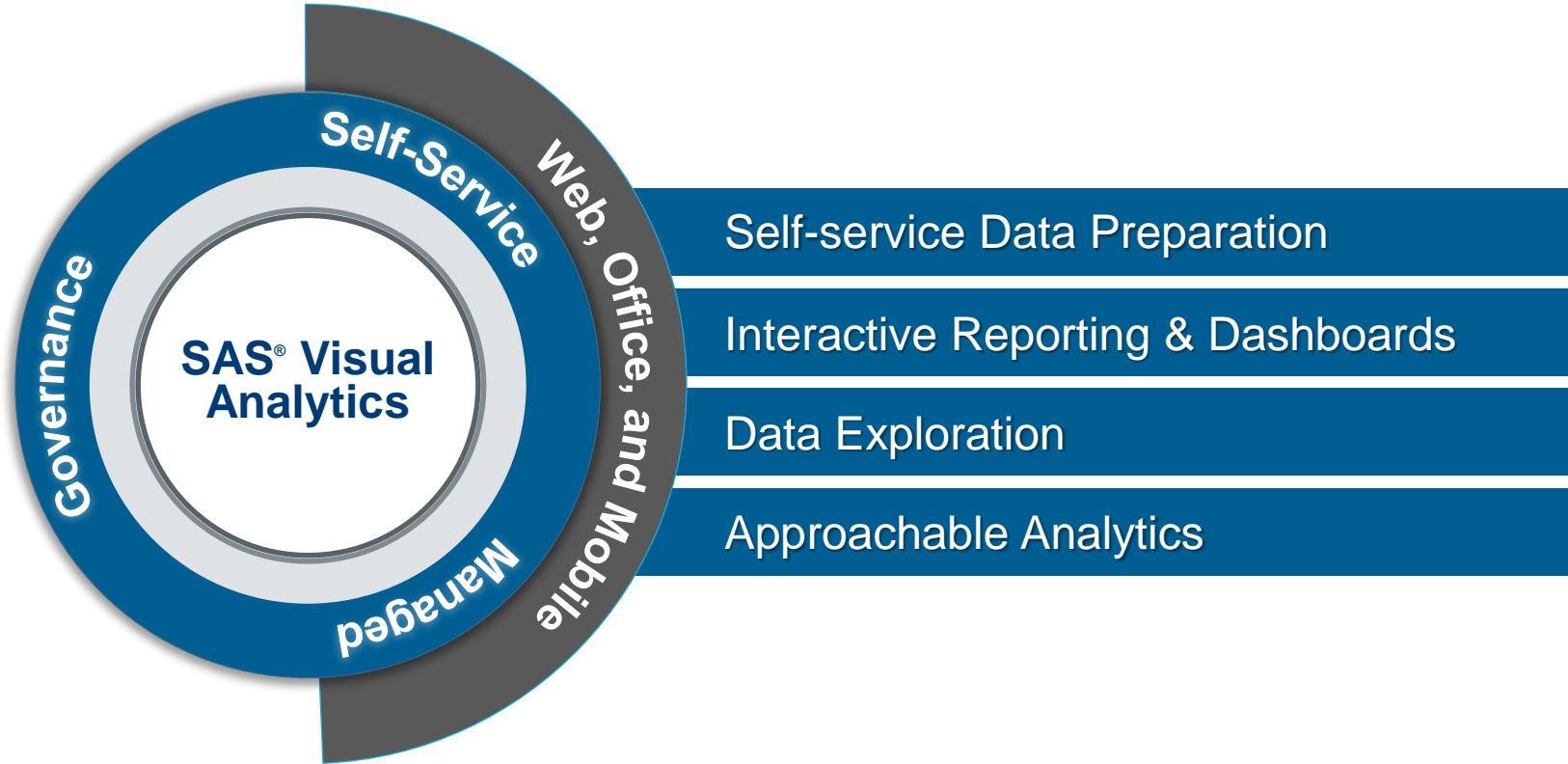
### BI TRADIZIONALE



### VISUAL ANALYTICS

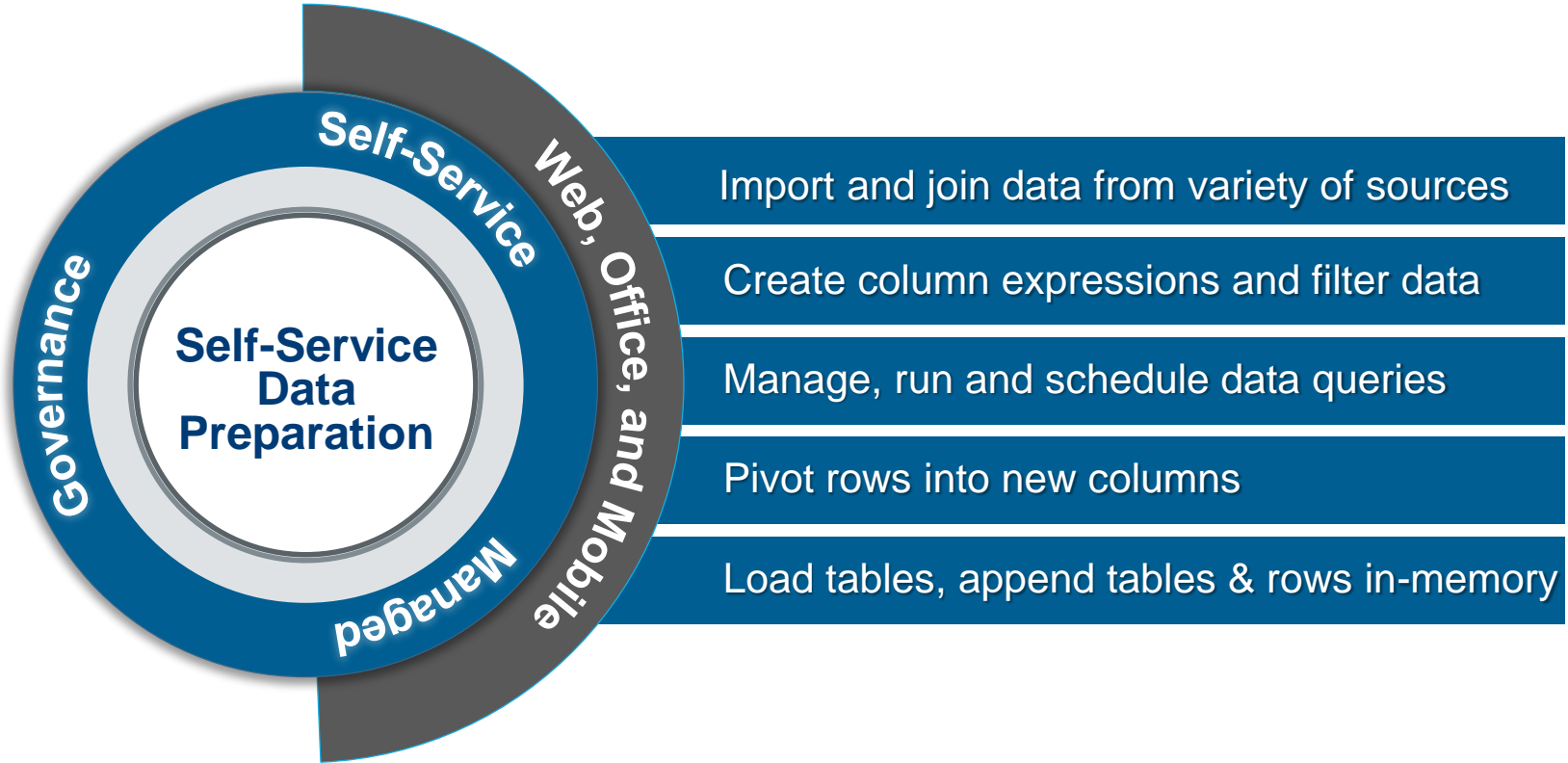


# SAS® VISUAL ANALYTICS



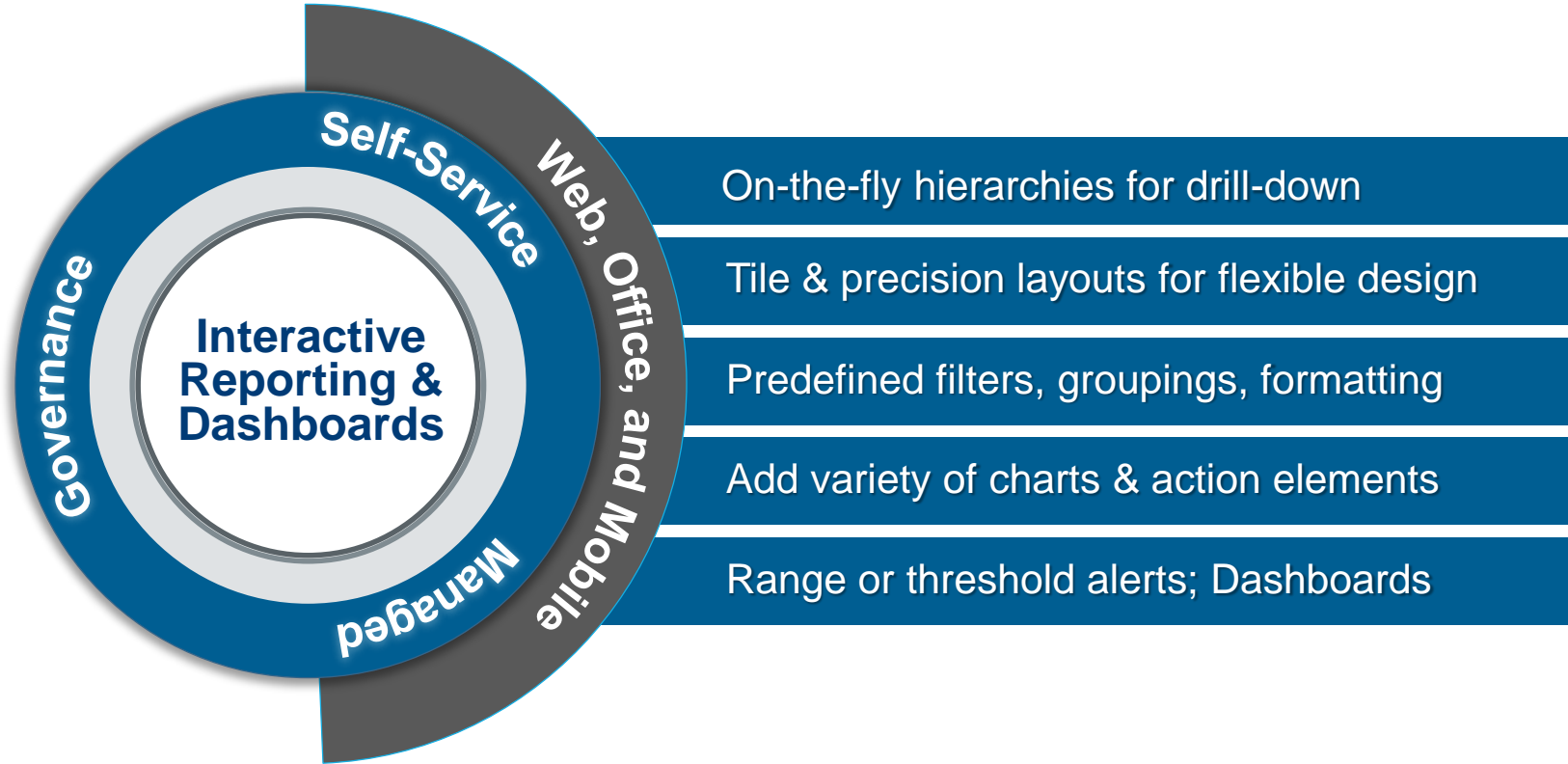


# SAS® VISUAL ANALYTICS

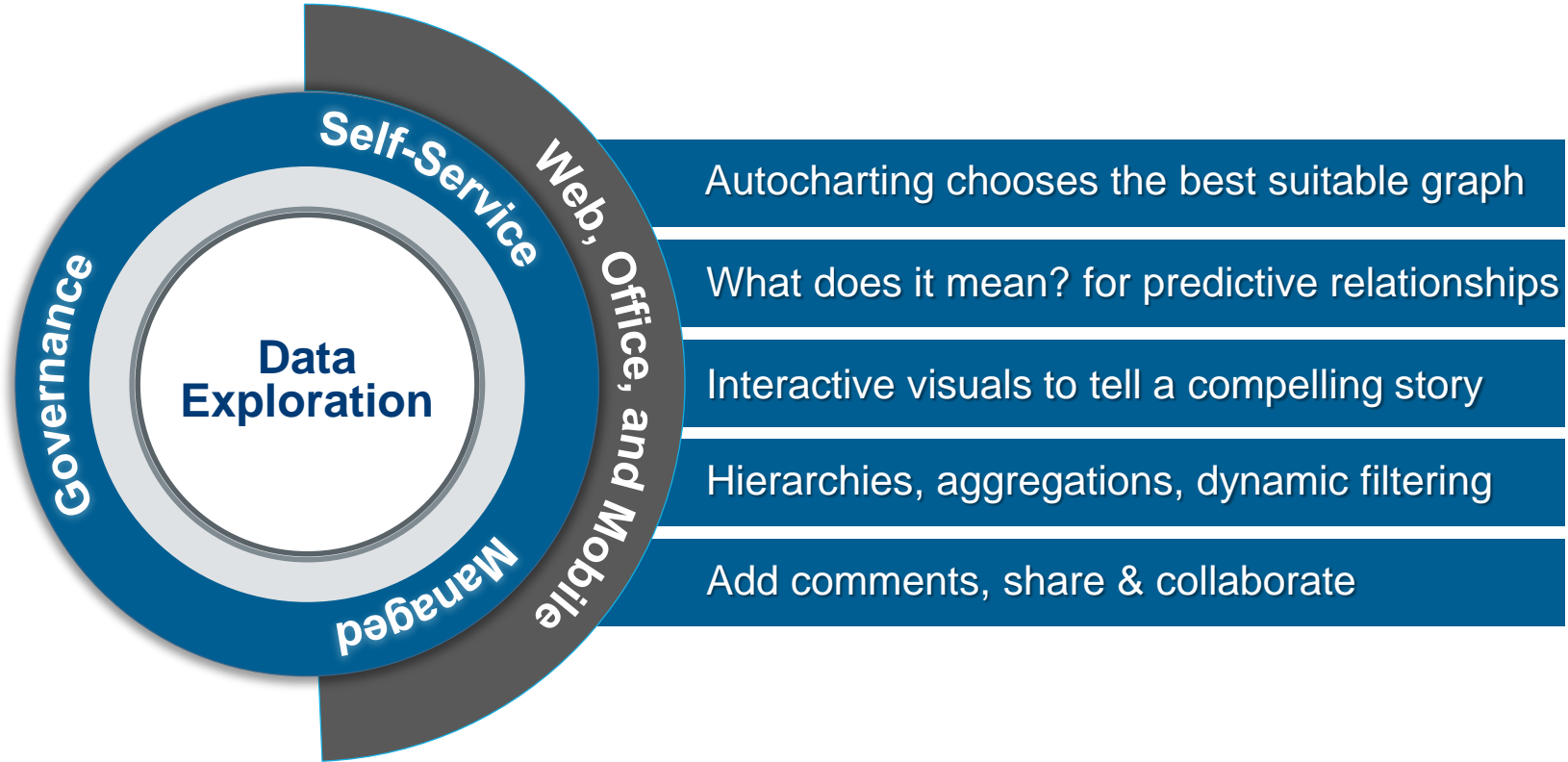




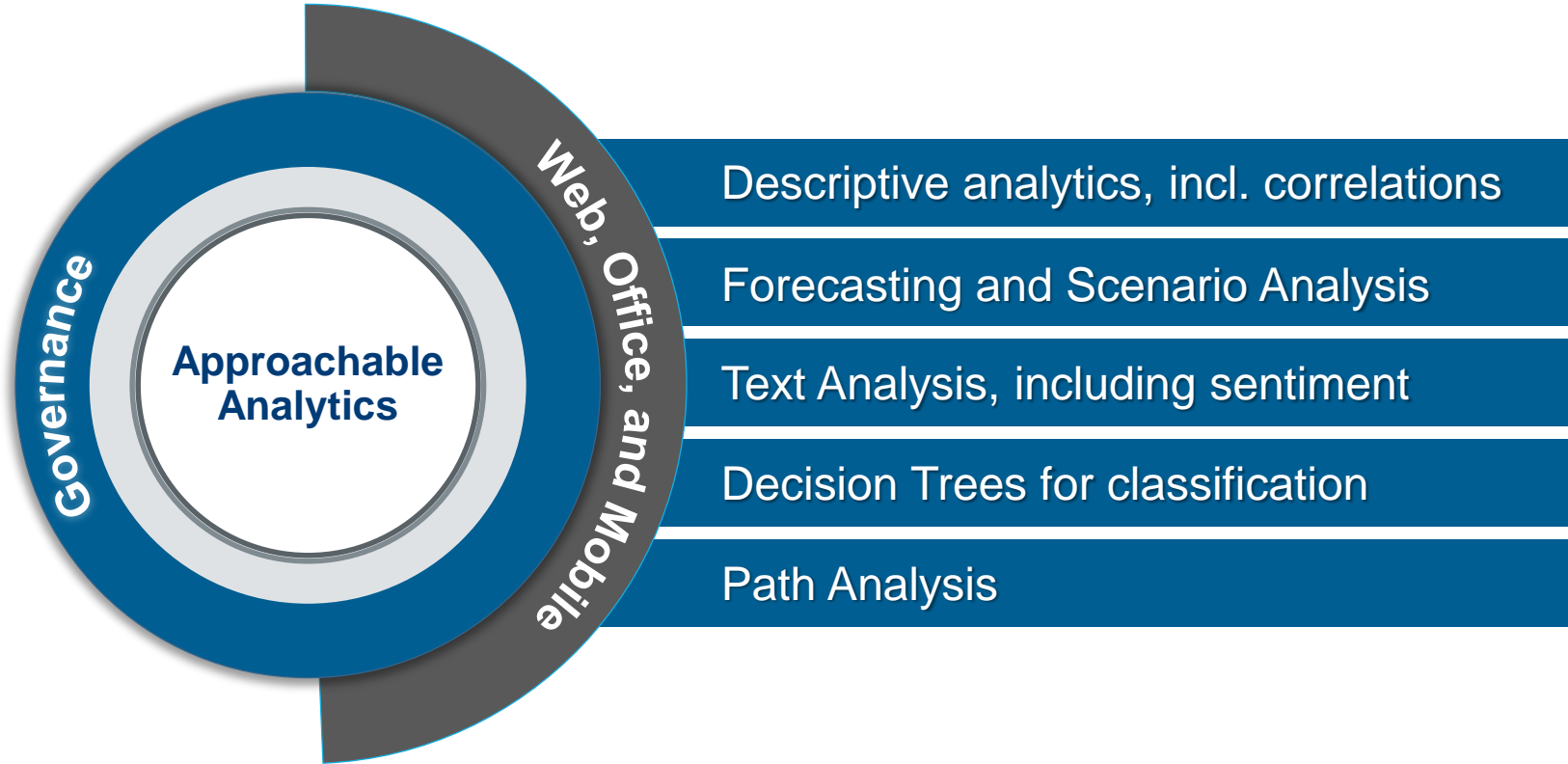
# SAS® VISUAL ANALYTICS



# SAS® VISUAL ANALYTICS



# SAS® VISUAL ANALYTICS



# COLLABORATION AND INFORMATION SHARING



MOBILE BI



COLLABORATION APPLICATIONS

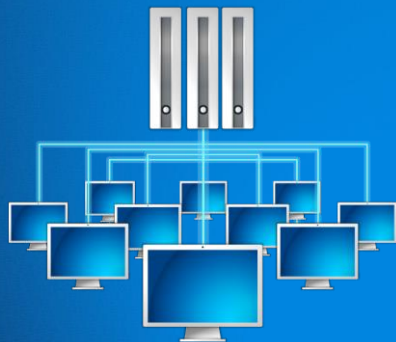


DESKTOP APPLICATIONS



WEB

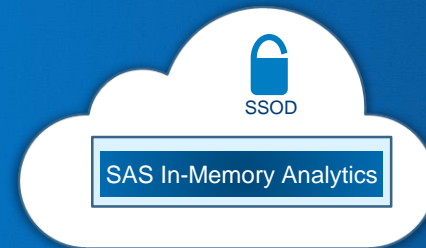
VISUALIZATIONS    REPORTS    DASHBOARDS    COMMENTS    INSIGHTS



**Traditional  
“on premise”  
Deployments**



**Public | Private**



**SAS Visual Analytics  
for SAS Cloud**

# CUSTOMER SUCCESS STORIES





## Stanhome

- Stanhome is a direct sales company that distributes household, health and beauty products
- Stanhome is a company from Yves Rocher group
- The Italian subsidiary was founded in 1962
- With a capillary sales structure divided into zones, Branches, Groups & Agents
- Input Data from AS400 in csv and xls formats
- Approximately 25GB of data
- 10 Power Users (from which 5 are concurrent)
- 200 Light Users (from which 40 are concurrent)

## DIRECT SALES



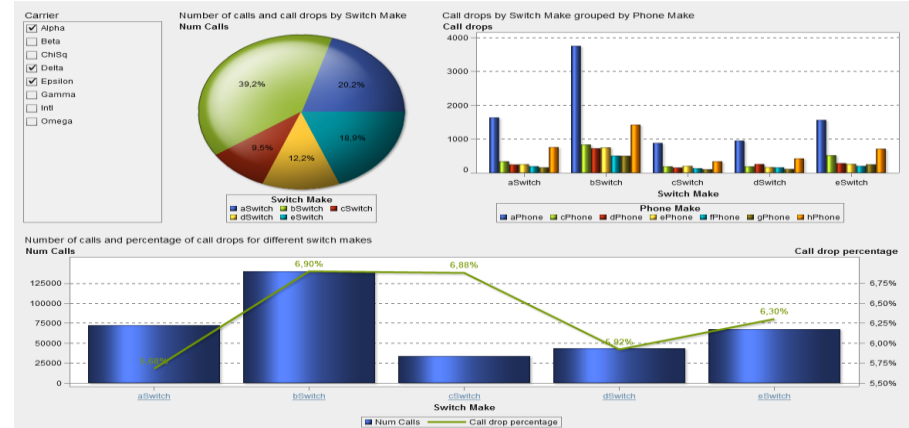


# Stanhomes Italia & SAS Visual Analytics



## Requirements:

- For all the reports a temporal filter must be taken into consideration (from year/wk - to year/wk) selectable by the end user
- All reports must be published with a cascade of permissions. In terms of consultation by the management, it should be able to "navigate" between different levels (Zones, Branches, Groups)
- At each closing week /cycle indicators must be available (total sales, gross sales for Brand, Recruitment, Order, Average amount of the Order, Lists, Actives) at the Branch and Area levels. The reports must be interactive (not only with a table view but also through graphs and dashboards).

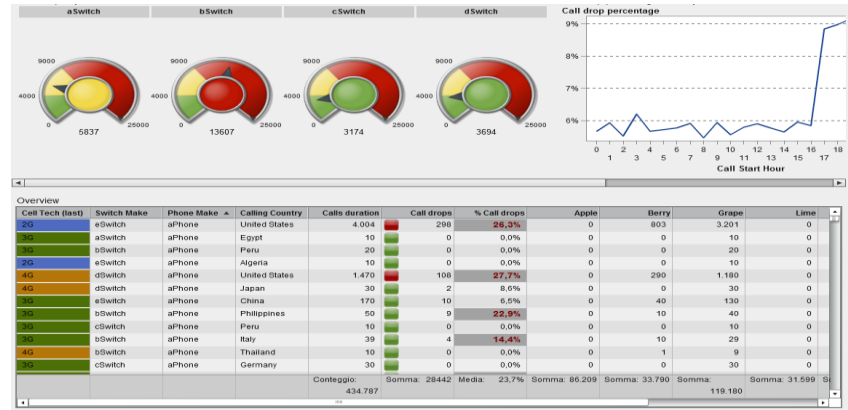


## Stanhome Italia & SAS Visual Analytics

### Requirements:

•**Cycle Initiatives Analysis:** At each closing cycle, there have to be provided reports containing sold net / quantity / NSP / Cos% / % Disc. per Brand and Type of Offer (both cycle and YTD).

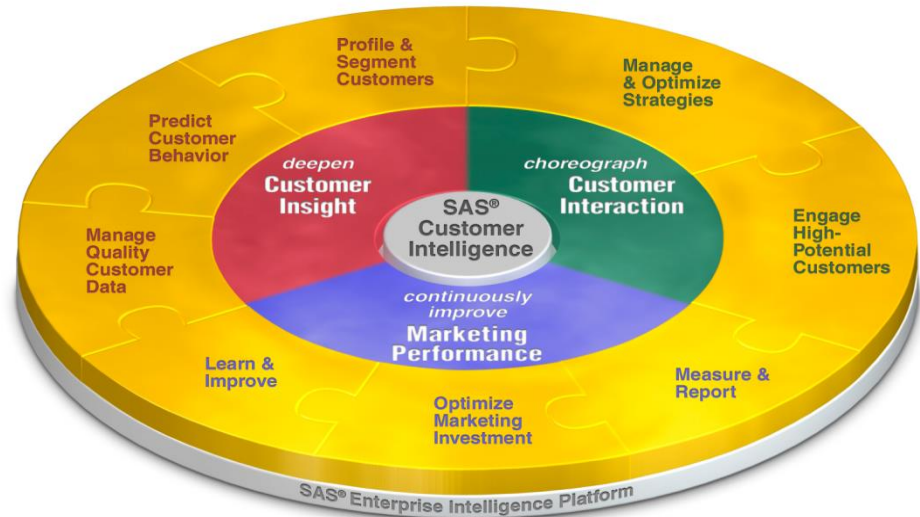
•**Sale Analysis:** These are reports that allow the visualization of the on goingr evenue (by type goods / line of product / sale type ...) and let visualize the% variance comparing to the same period of the previous year.

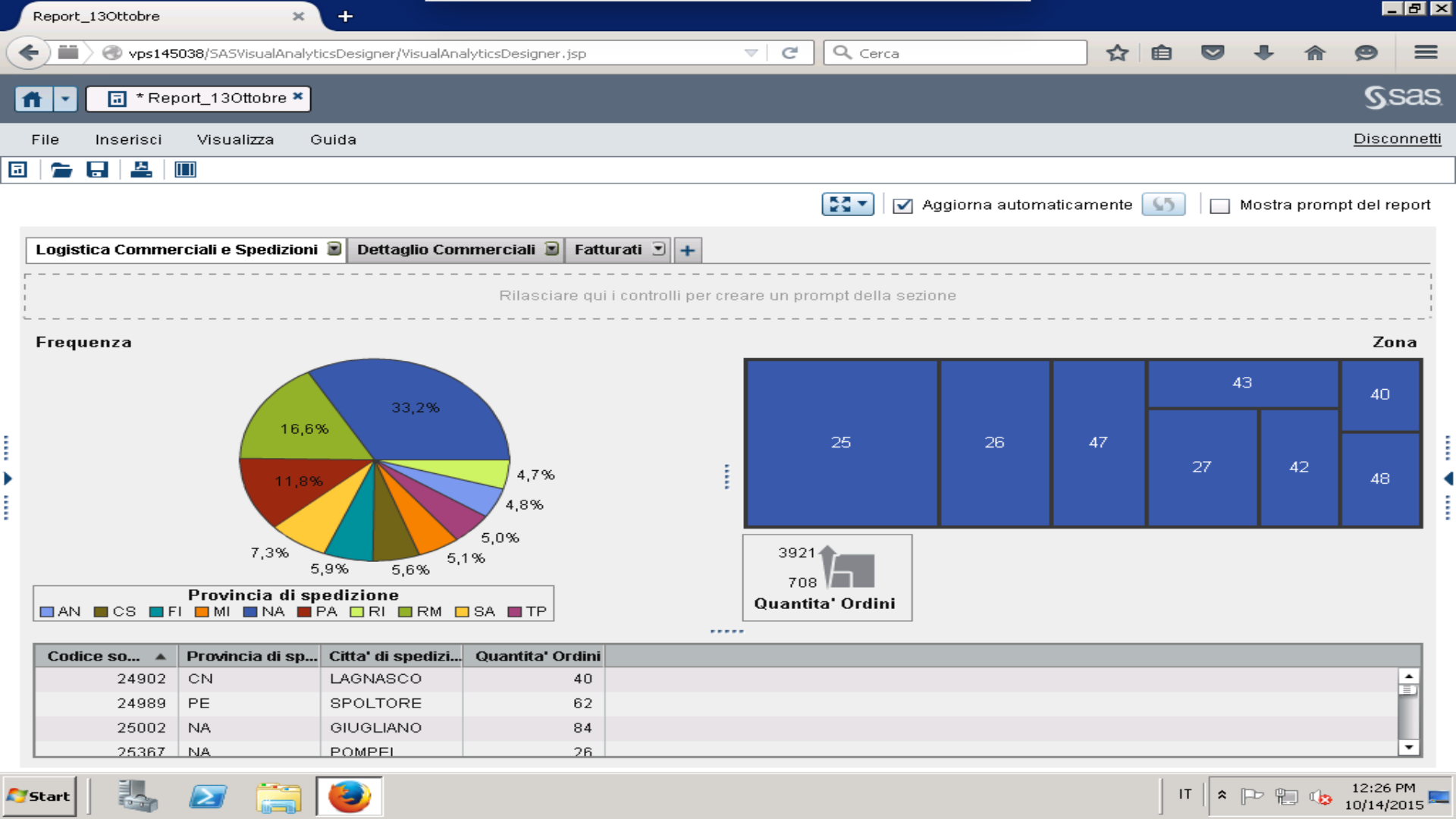


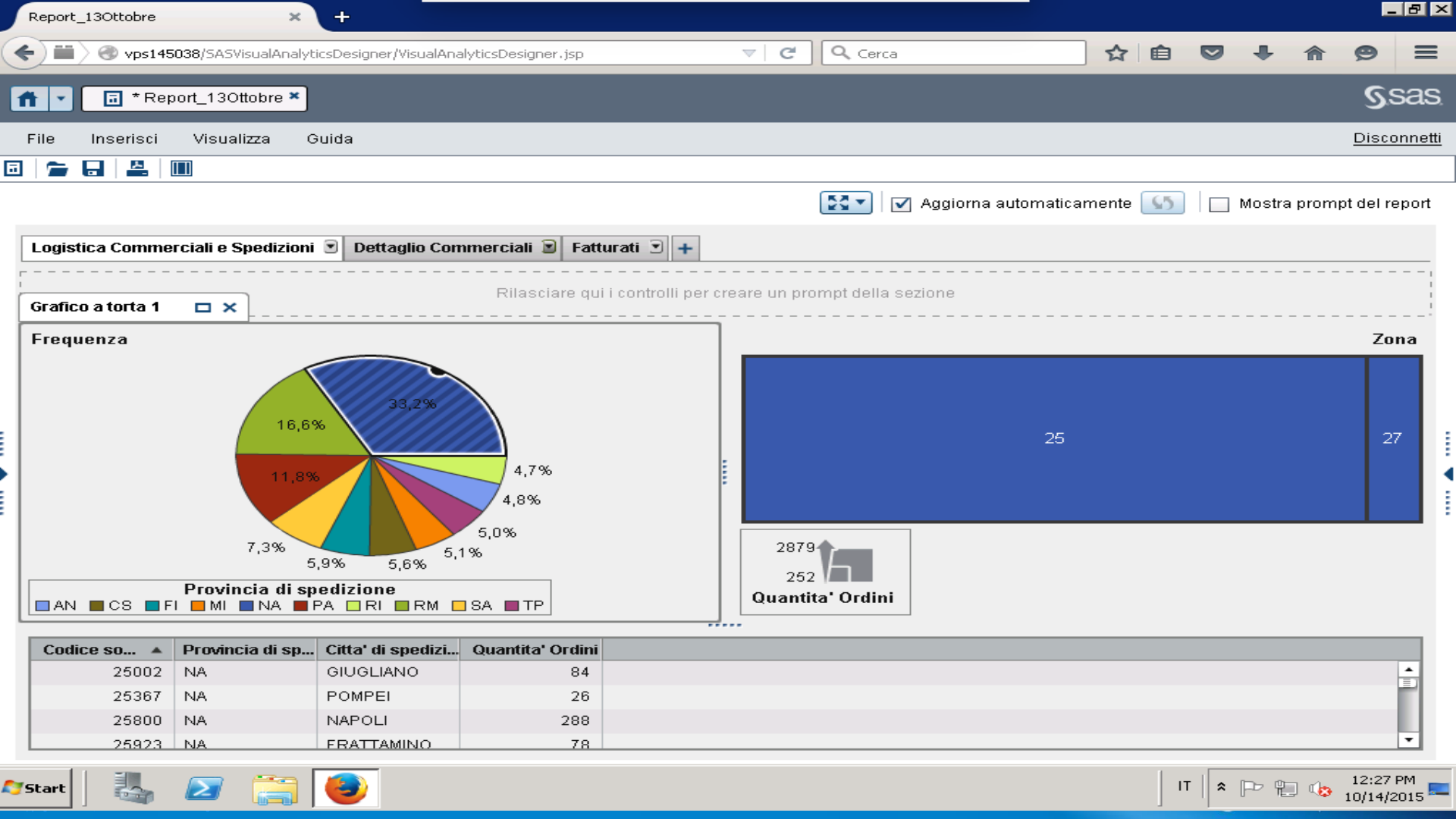
## Stanhomes Italia & SAS Visual Analytics

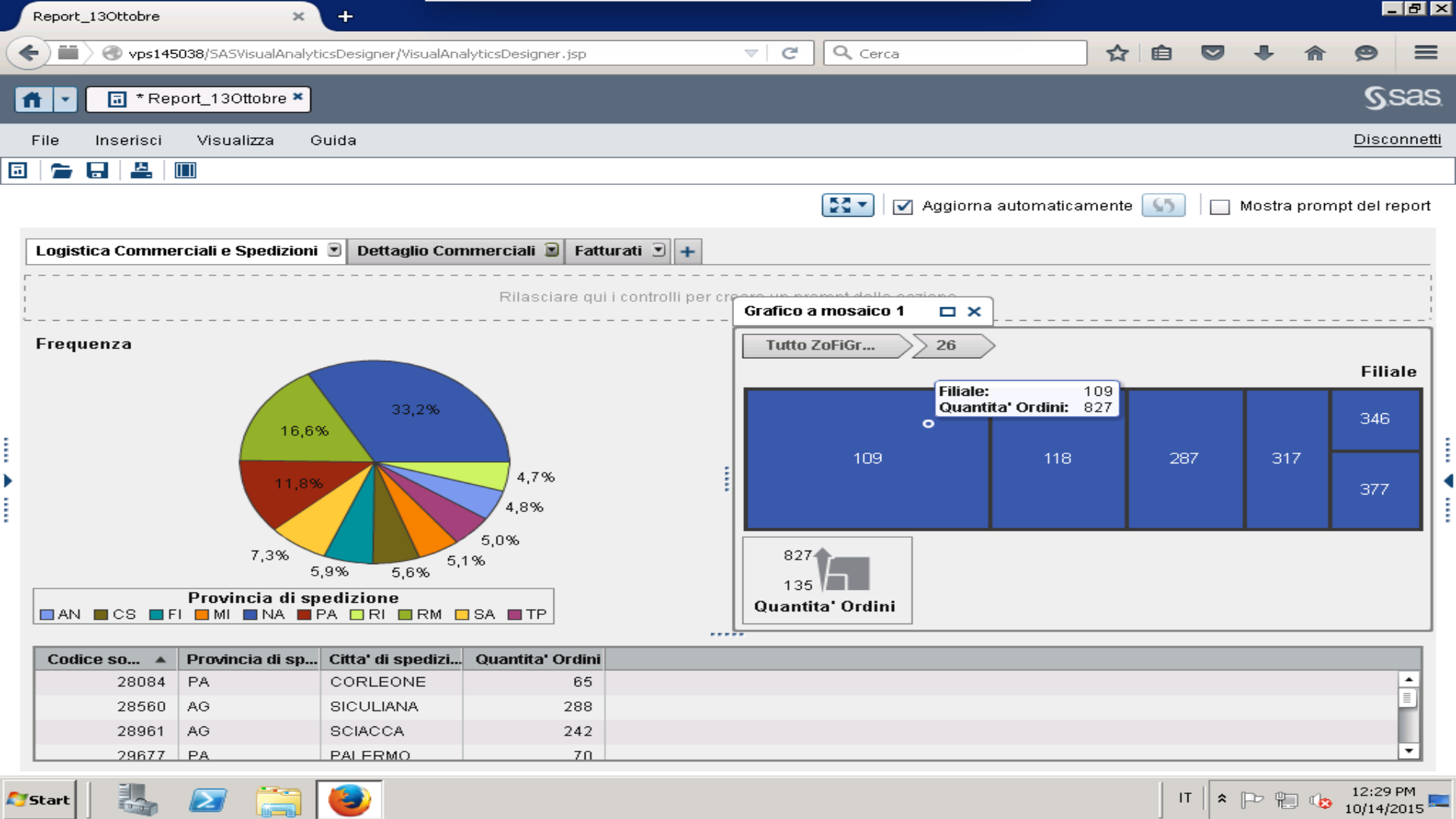
### Next Steps:

- The ETL from AS400 is not under management in Stanhome Italy. Any change request takes time and money for its implementation. For this reason Stanhome has required to analyze the possibility of implementing an additional module of SAS (SAS Data Integration) that would make them independent
- Stanhome has asked to deepen the SAS solution for the Customer Intelligence









Logistica Commerciali e Spedizioni

Dettaglio Commerciali

Fatturati



Stato Operativo

Status Gerarchico

Codice soggetto	Nome	Citta' di reside...	Citta' di spedizi...	Status Gerarchico	Data inizio rap...	Flag lavora...	
28561	ANNA MARIA L...	VICENZA	VICENZA	Subordinato	19831003	S	
43822	ROSALIA	PALERMO	PALERMO	Subordinato	19850129	S	
34429	ANNAMARIA	MILANO	MILANO	Subordinato	19960117	S	
25367	ANGELA MARIA	POMPEI	POMPEI	Subordinato	19841106	S	
33499	MARINA	MILANO	MILANO	Subordinato	19951108	S	
37083	KATHY	CARMIGNANO...	CARMIGNANO...	Subordinato	19971106	S	
31822	FERNANDA	SANTA MARIA ...	S.MARIA DI SA...	Subordinato	19941012	S	
33814	IDA	PALMA CAMPA...	PALMA CAMPA...	Capogruppo	19851202	S	
39498	LILIANA	GROSSETO	GROSSETO	Subordinato	19990708	S	
29591	CARMELINA	BATTIPAGLIA	BATTIPAGLIA	Capogruppo	20001109	S	
34645	LIDIA	SAN GIOVANN...	SAN GIOVANN...	Subordinato	19831005	S	
39716	ROSALBA	FIRENZE	FIRENZE	Subordinato	19991001	S	
32218	VALENTINA	SANT'AGNELLO	SANT'AGNELLO	Capogruppo	20061011	S	
32708	IORELLA	POGGIO BUS...	BORGO PROV...	Capogruppo	19851025	S	
34481	MARIA	BAGNACAVAL...	BAGNACAVAL...	Subordinato	19830916	S	
31853	ROSANNA	VILLAGGIO D...	DUINO AURISI...	Subordinato	19941019	S	
28997	COSIMO	MASSAFRA	MASSAFRA	Capogruppo	20000922	S	





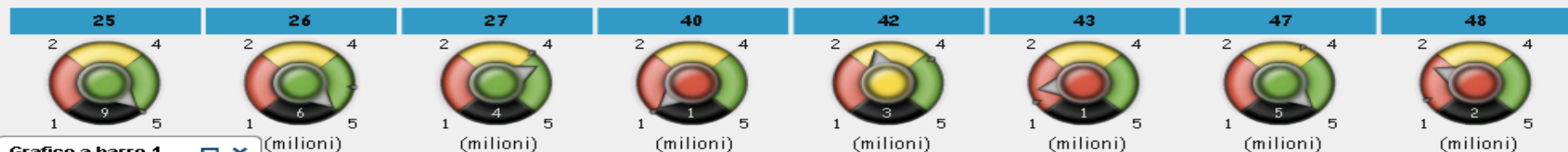
Logistica Commerciali e Spedizioni

Dettaglio Commerciali

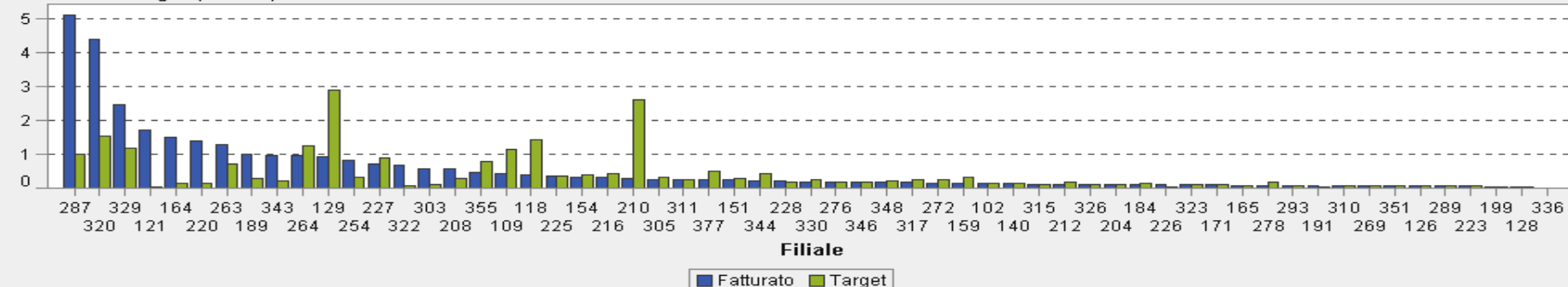
Fatturati

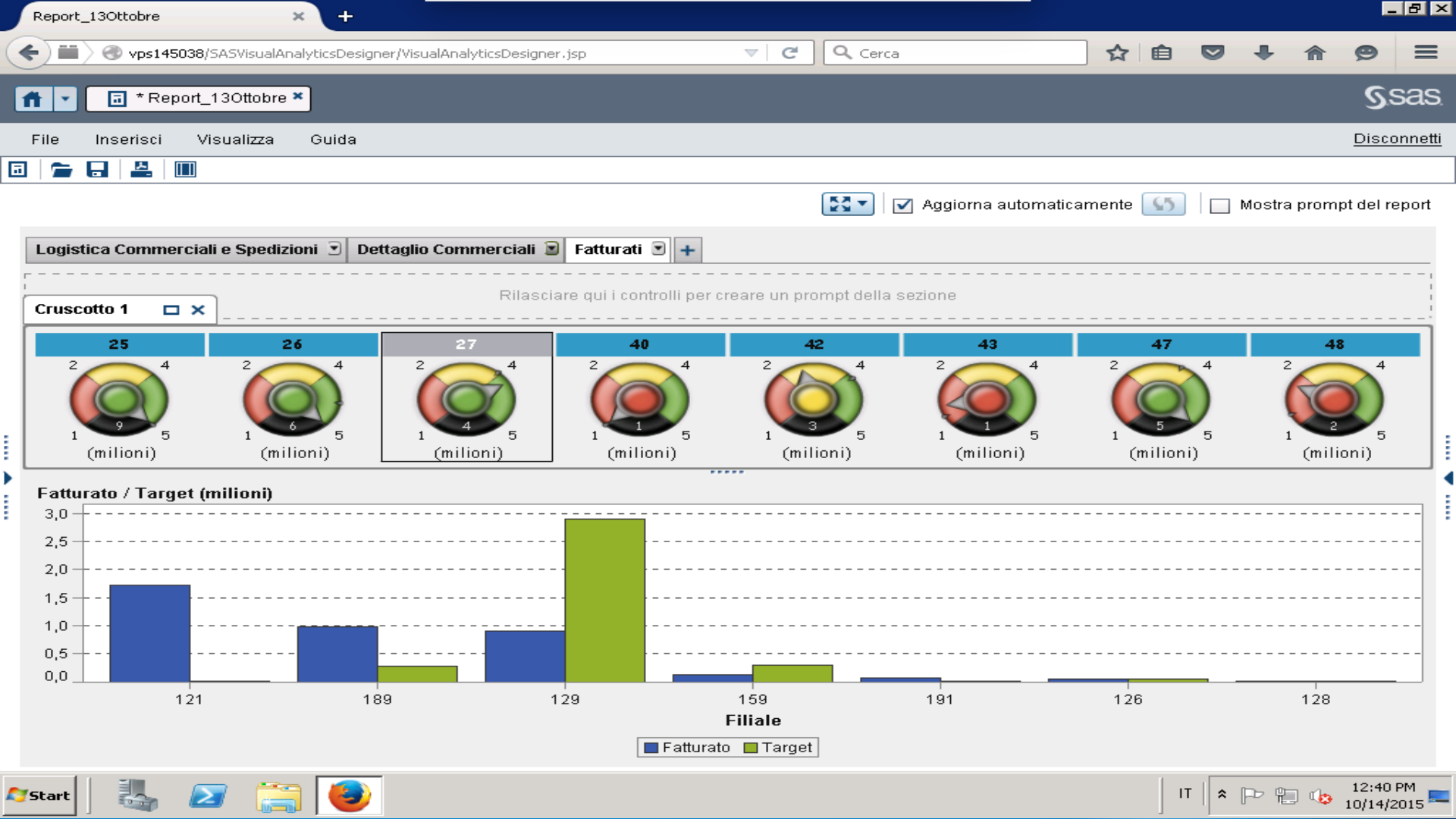


Rilasciare qui i controlli per creare un prompt della sezione



Fatturato / Target (milioni)





The corporate dashboard stands for a management synthesis tool aimed to support strategic and operative choices of ADP, inside the following domains :

- Control of profit performance, finance, efficiency/productivity, quality, timely verification of company growth and mission;
- Early detection of possibly critical events through alerts;
- The definition of a person in charge for each aim chosen and of each indicator linked to it inside ADP company.



# FIELD OF APPLICATION

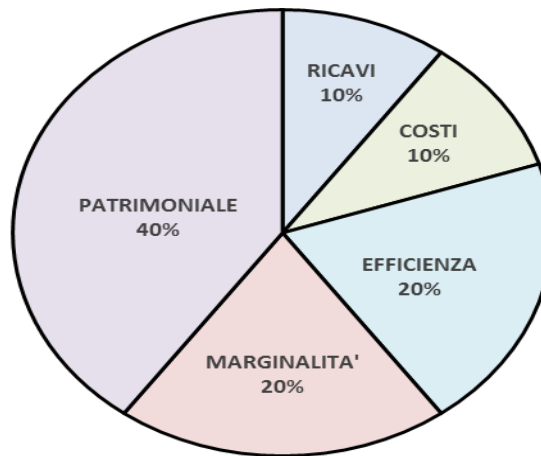
**ADP Corporate dashboard is used for two types of performance:**

- 1. The first one is linked to Finance; in order to analyse all economic-financial information of ADP for the all Company;**
- 2. The second one is Operative; regarding the specific activities performed by each airport handled by ADP.**

# FIELD OF APPLICATION

The Finance performance is controlled through economic-patrimonial indicators defined by ADP Managenet.

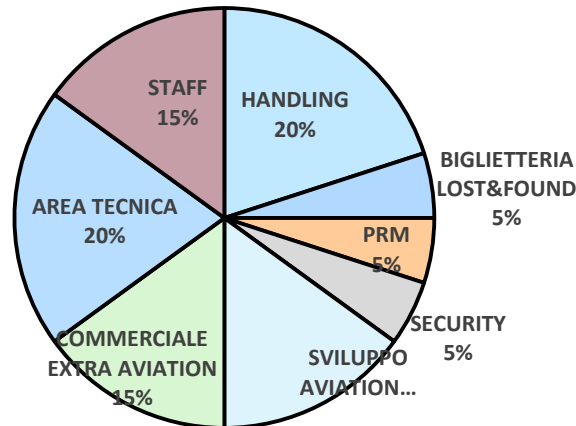
## PERFORMANCE FINANZIARIA



# FIELD OF APPLICATION

In order to evaluate the Operative Performance , AdP has defined different Business Units, each one with its own dashboard to control, for each specific area created, for instance: staff, handling , ticketing and lost and found.etc etc

## PERFORMANCE OPERATIVA

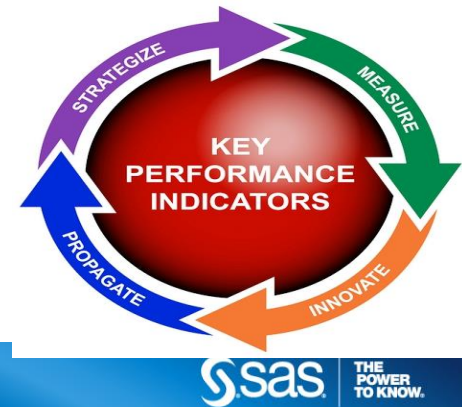


# KPI

ADP has defined a percentage of importance for each indicator inside the business Unit.

At the same time , each indicator is considered as:

- present value, that is the final value of the indicator for the period examined;
- target value: that is the value chosen as goal. This value can be also an airport benchmark or a budget Company value expressly chosen by management





If the present value is higher or lower than the target value according to the specific trend of the indicator, the performance can assume three range of evaluation:

- red: negative performance, values between 0% and 80%
- yellow: acceptable performance, values between 80% and 100%
- Green : positive performance, values between 100% and 150%.

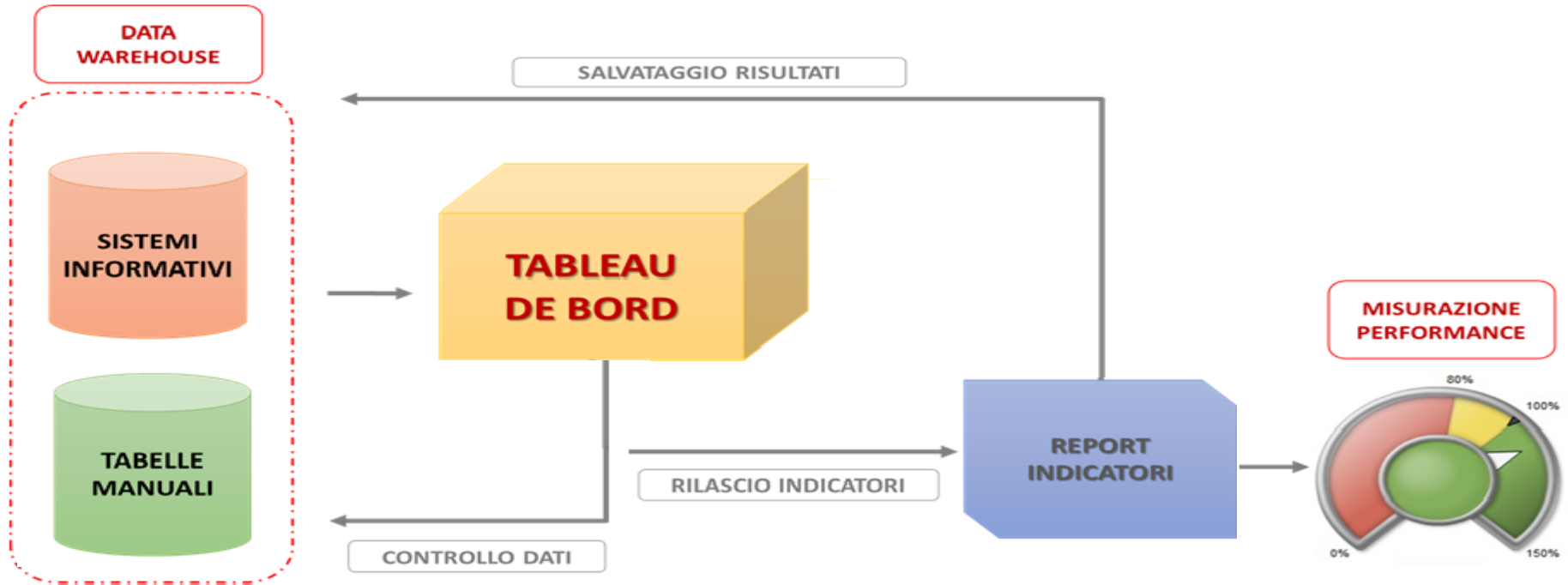


# KPI

**Each indicator has three sublevels:**

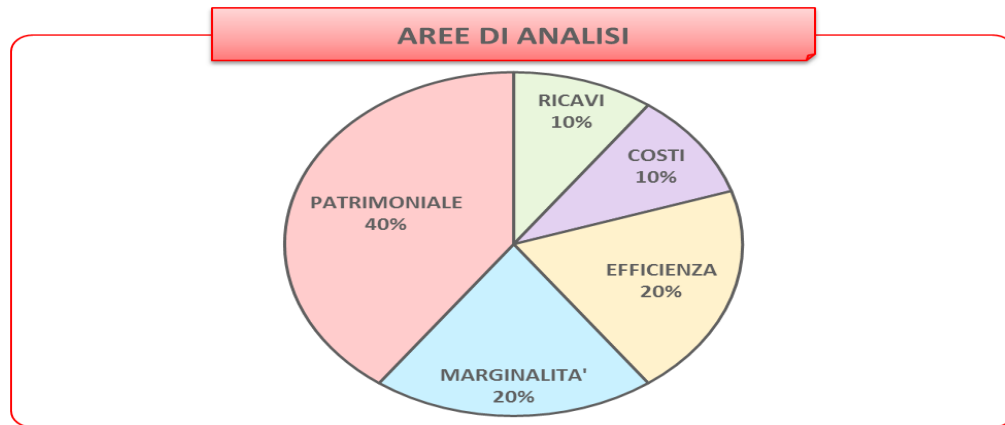
- **1° Level:** general key indicator
- **2° level:** general Key indicator devided for each airport (Bari e Brindisi)
- **3° Level:** deeper level of the general Key indicator, according to the economic-operative characterstics of the area.

# System Information flow Chart

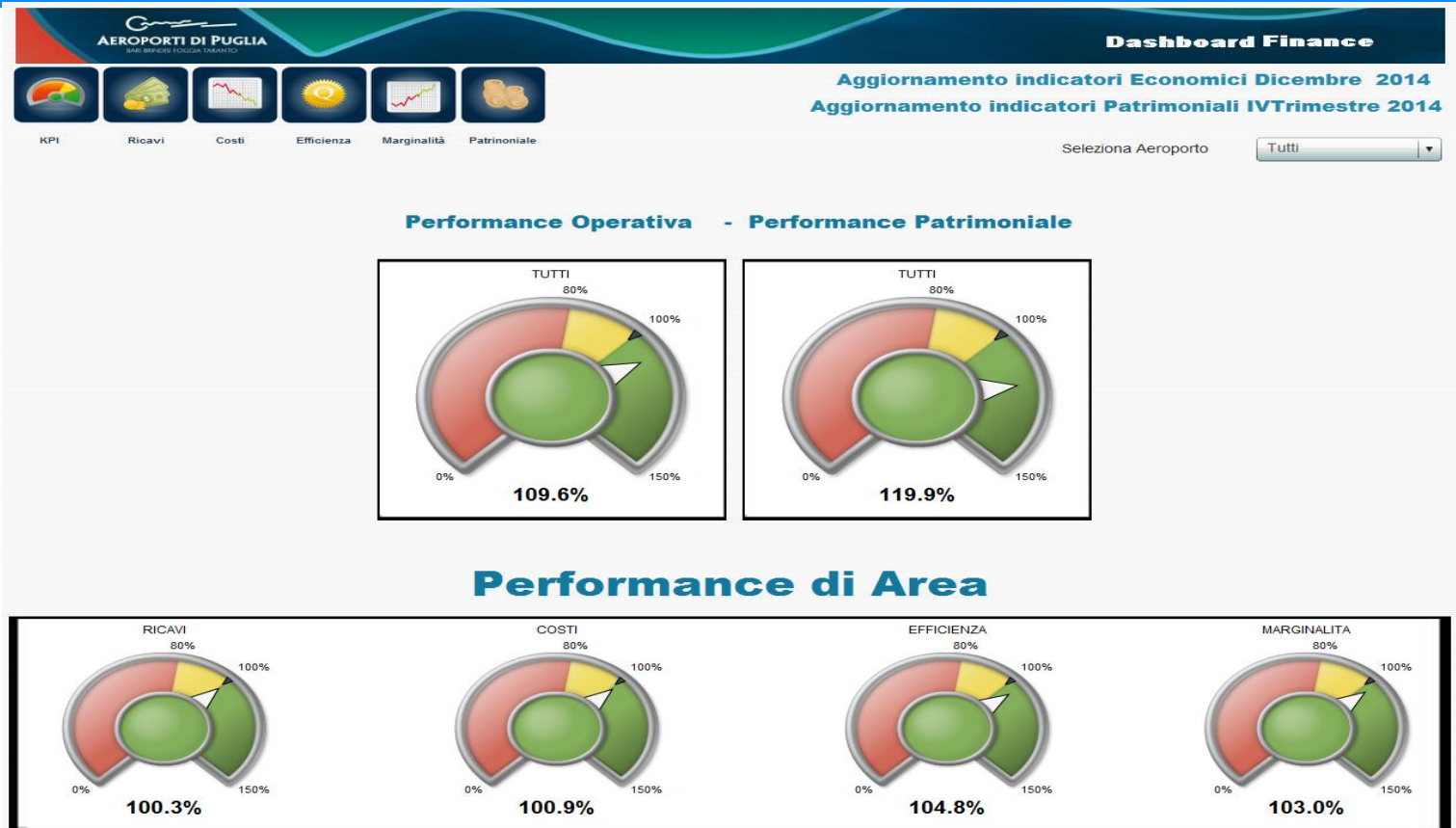


# FINANCE

RICAVI	
INCIDENZA RICAVI AVIATION	35%
INCIDENZA RICAVI EXTRA AVIATION	35%
RICAVI PER ADDETTO	30%
COSTI	
INCIDENZA COSTO PERSONALE	20%
INCIDENZA COSTO STAFF	20%
COSTO PERSONALE PER ADDETTO	10%
COSTI OPERATIVI A PASSEGGERO IN PARTENZA	20%
INCIDENZA COSTO AMMORTAMENTI	30%
EFFICIENZA	
COSTO PERSONALE A PASSEGGERO IN PARTENZA	60%
RAPPORTO TRA RISORSE DI STAFF E RISORSE OPERATIVE	40%
MARGINALITA'	
EBITDA PER PASSEGGERO IN PARTENZA	30%
EBITDA PER ADDETTO	20%
INCIDENZA EBITDA SU FATTURATO	50%
PATRIMONIALE	
CAPITALE IMPIEGATO PER PASSEGGERO	5%
POSIZIONE FINANZIARIA	5%
INCIDENZA DEBITI FINANZIARI	5%
COSTO DEL DEBITO	10%
UTILIZZO DEL CREDITO	10%
INDICE ROTAZIONE DEL CREDITO	5%
INDICE ROTAZIONE CREDITO AL NETTO CREDITI VERSO REGIONE	5%
INDICE ROTAZIONE DEL DEBITO	5%
ONERI PER FINANZIAMENTI PUBBLICI SU EBIT	10%
EBITDA SU CAPEX AUTOFINANZIATI	10%
CAPEX PER PASSEGGERO IN PARTENZA	5%
CAPEX AUTOFINANZIATI PER PASSEGGERO IN PARTENZA	5%
INDICE ROCE	20%

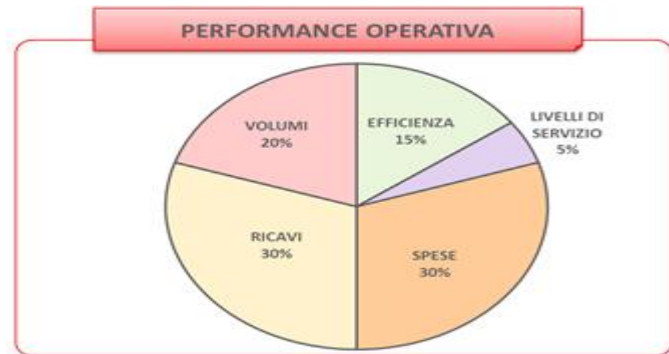


# FINANCE

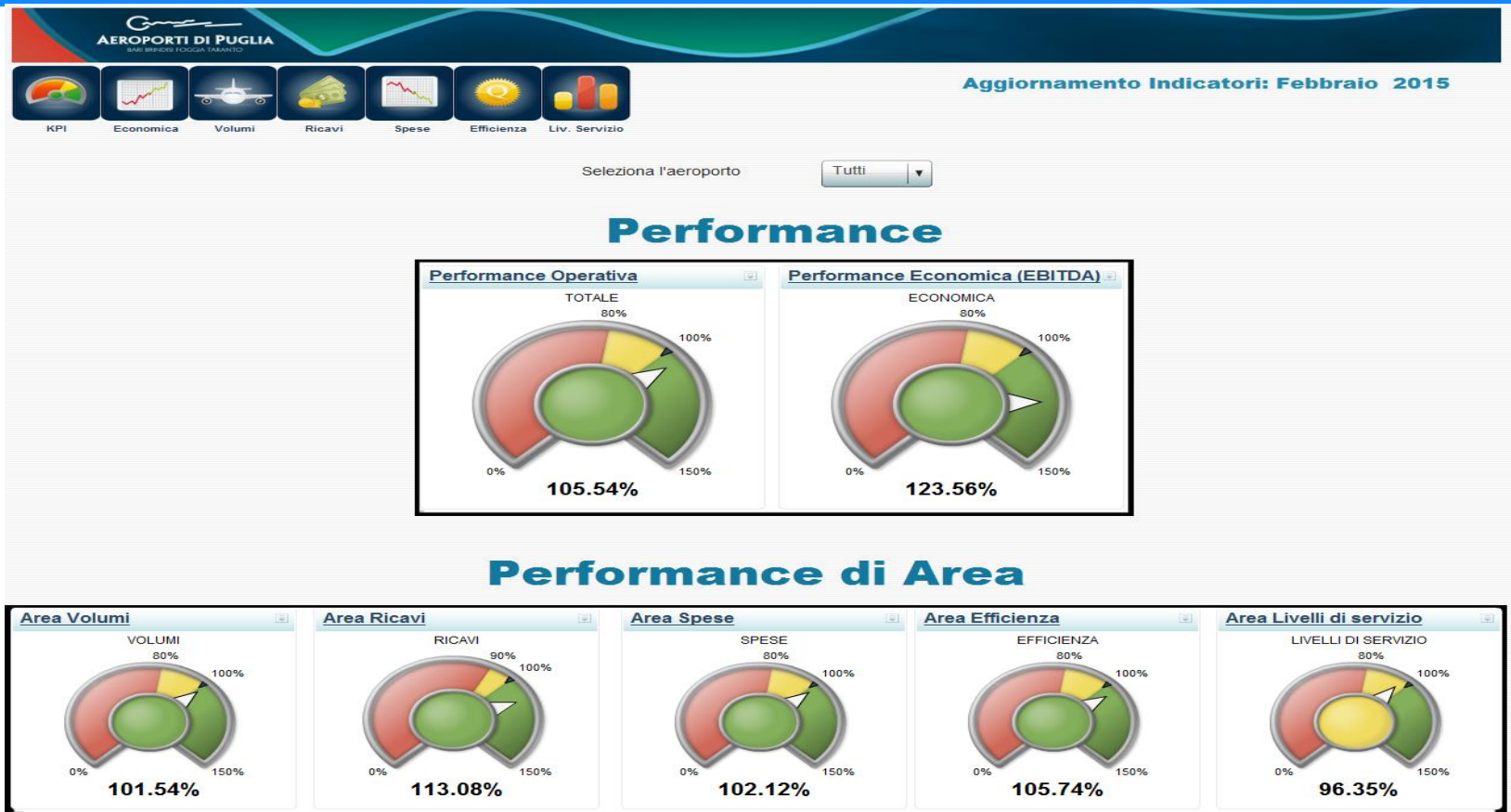


# HANDLING

MARGINE OPERATIVO		
MARGINE OPERATIVO LORDO		70%
MARGINE OPERATIVO SU FATTURATO		30%
VOLUMI		
NUMERO TOCCATE		70%
NUMERO TOCCATE TOTALI		5%
NUMERO PASSEGGERI		15%
NUMERO MERCE E POSTA		5%
NUMERO BAGAGLI IMBARCATI		5%
RICAVI		
RICAVI HANDLING A TOCCATA		70%
RICAVI EXTRAHANDLING A TOCCATA		20%
RICAVI TOTALI		10%
SPESE		
COSTI TOTALI A TOCCATA		30%
COSTI TOTALI A PASSEGGERO		10%
COSTI DEL PERSONALE		20%
COSTO MEDIO UNITARIO RISORSE		20%
COSTO MEDIO ORARIO RISORSE		20%
EFFICIENZA		
IUP		50%
STRAORDINARIO		25%
ASSENTEISMO BREVE		10%
ASSENTEISMO LUNGO		5%
PASSEGGERI PER FTE		5%
TOCCATE PER IMPIEGATO		2%
TOCCATE PER OPERAIO		3%
LIVELLI DI SERVIZIO		
PERCENTUALE RITARDI		25%
TEMPO DI TRANSITO NON RISPETTATI		5%
TEMPO DI TRANSITO VOLI PUNTUALI		5%
TEMPO RICONSEGNA PRIMO BAGAGLIO		10%
TEMPO RICONSEGNA ULTIMO BAGAGLIO		10%
PREVISIONE COPERTURA OPERATIVO		10%
LIVELLO COPERTURA OPERATIVO		35%



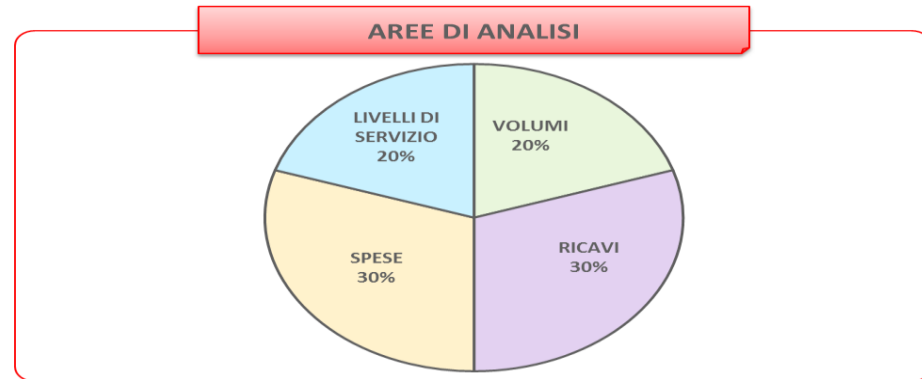
# HANDLING

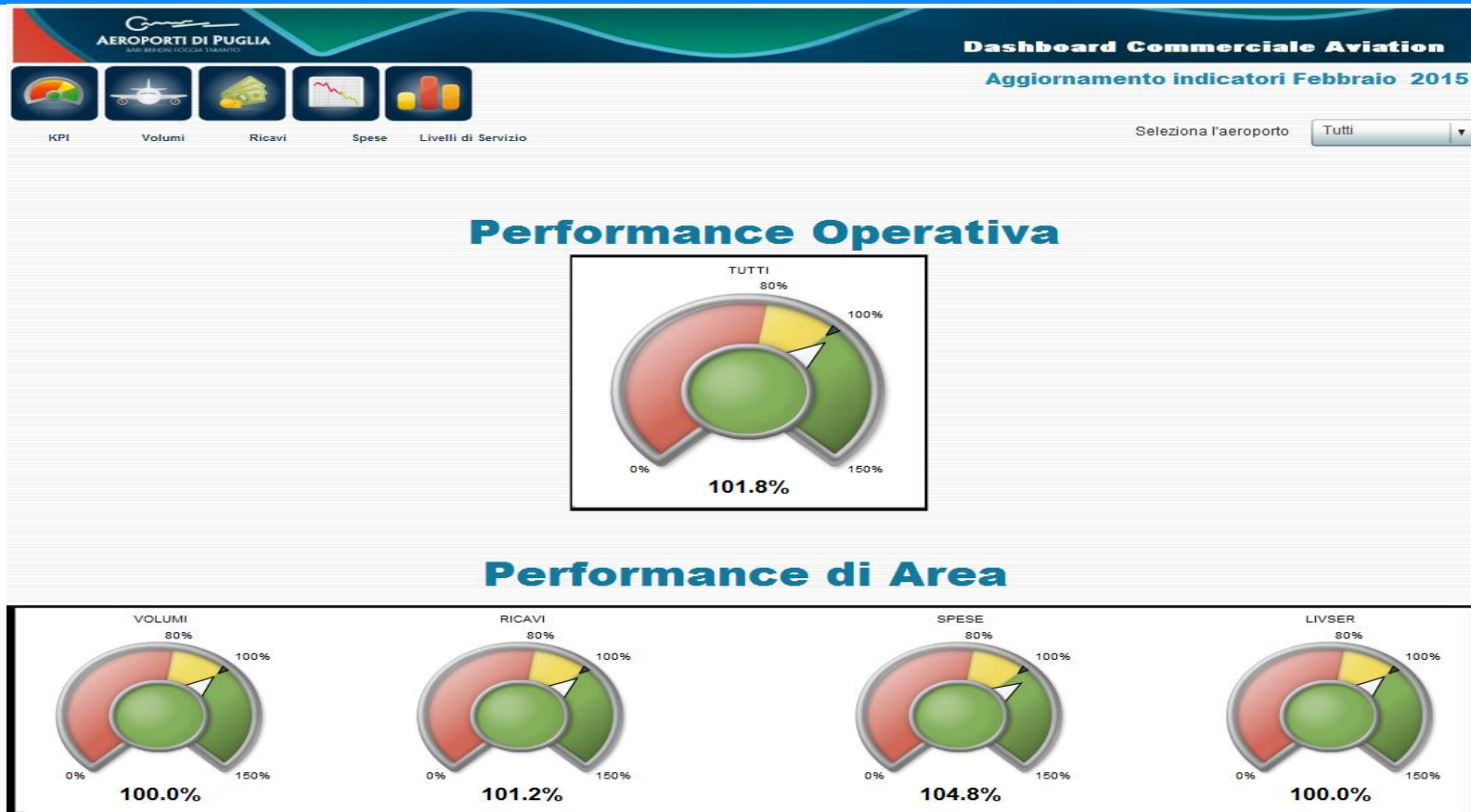




# AVIATION

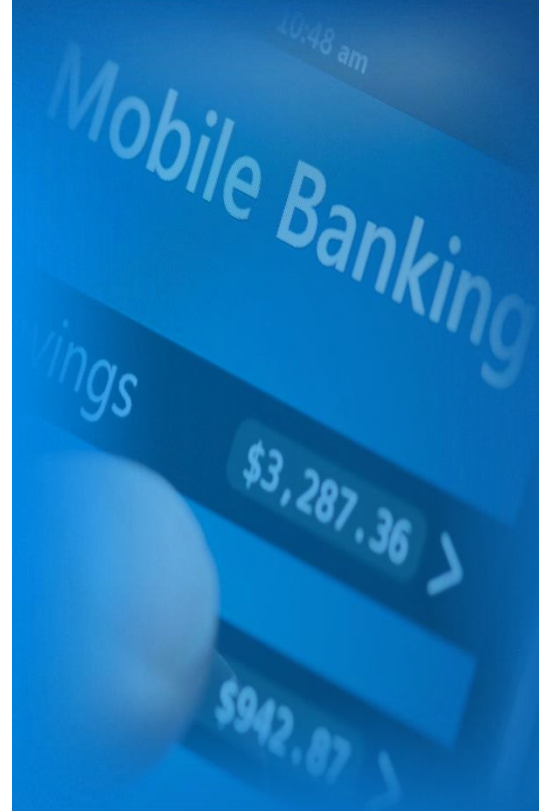
VOLUMI	
ROTTES CANCELLATE	30%
ROTTES NUOVE	40%
ROTTES CONTINUE	30%
RICAVI	
RICAVI TOTALI AVIATION	20%
RICAVI DIRITTI A PASSEGGERO	40%
RICAVI DIRITTI A TOCCATA	40%
SPESE	
COSTI MARKETING A PASSEGGERO	95%
ALTRI COSTI DI MARKETING	5%
LIVELLI DI SERVIZIO	
INCIDENZA ROTTES CANCELLATE	30%
INCIDENZA ROTTES NUOVE	40%
INCIDENZA ROTTES CONTINUE	30%



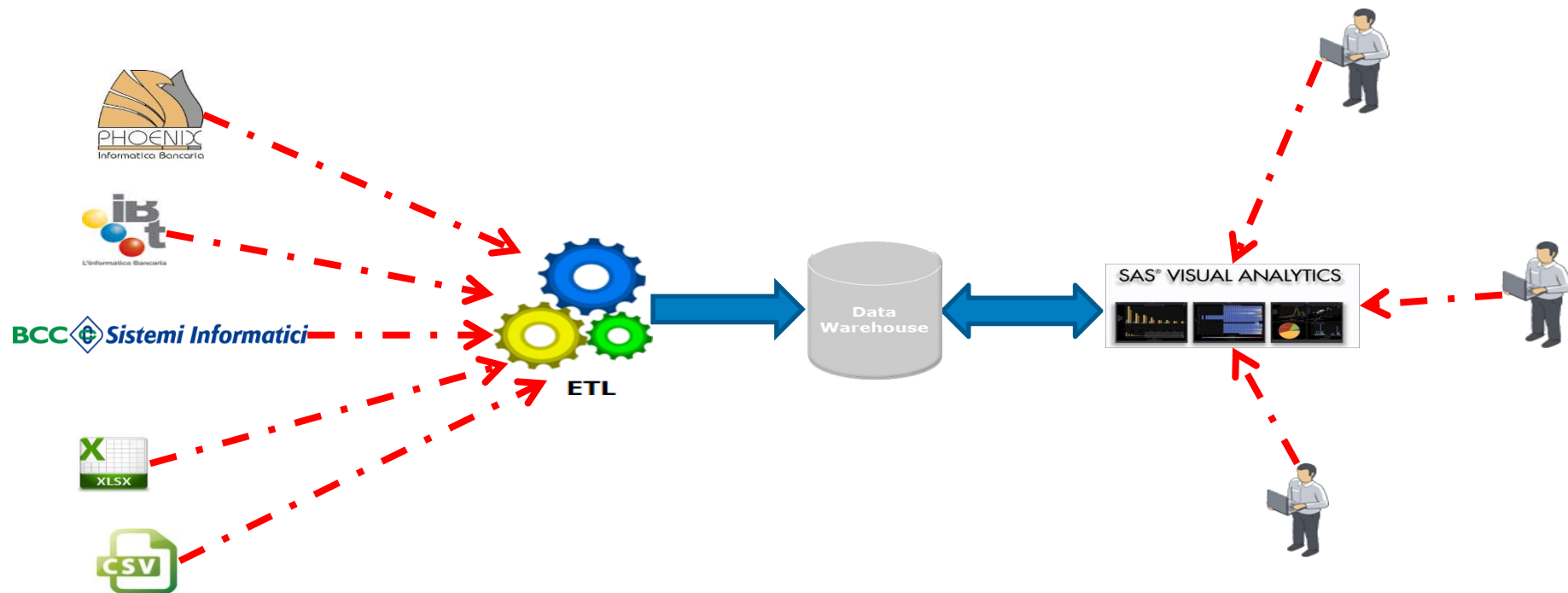


## MANAGEMENT CONTROL MODEL ANALYSIS

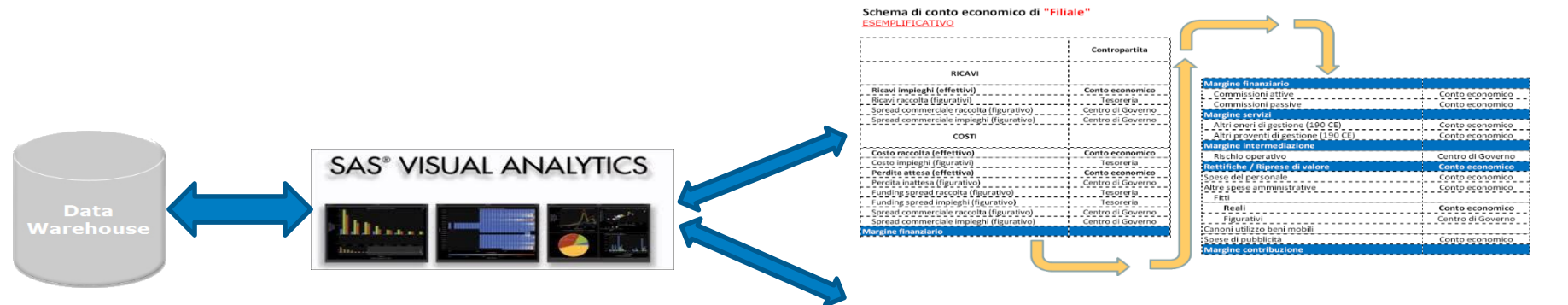
- The Management Control model, is the solution for the processing, exploratory and visual analysis of the data provide by various banks participating in the model.
- Among the major benefits that are highlighted
  - Greater autonomy of the business user in data analysis
  - Ability to obtain accurate information and to discover hidden opportunities in the data analysis through fast, affordable to everyone analysis
  - Simplifying and speeding up the sharing information process among different users
- Using the techniques of data discovery, it helps to overcome many critical issues, such as:
  - The high number of data to verify and investigate
  - The multiplicity of the dimensions of present analysis
  - The risk of focusing on unimportant situations



# INFORMATION FLOW



# FROM REAL COSTS TO PRICE



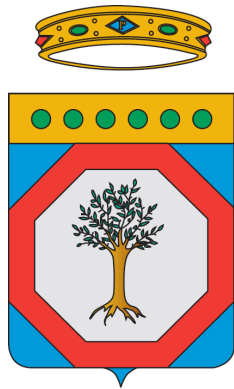
Schema di "Filiale" / Cliente  
ESEMPLIFICATIVO "VIEW PRICING"

	SMIL	THL	TIT risk free		Spread commerciale	Funding spread	Perdita attesa (Acreditamento forfettario annuo su crediti in banca)	Perdita attesa (Costo del capitale azionario)	Perdita attesa (Costo del capitale azionario) (escluso il TIT complessivo)	TIT complessivo	Margine finanziario
Impieghi	- val. ass. -	- val. % -	Tip. TIT	TIT	(a scelta della banca) - val. % -	(a scelta della banca) - val. % -	- val. % -	Valore % Perdita attesa (componente del TIT complessivo)	Valore % Perdita attesa (componente del TIT complessivo)	Somma algebrica di: + TIT risk free + spread commerciale + funding spread + perdita attesa %	- val. ass. - % (mark up)
Cic. attivi ordinari	20.000	6,00%	BCE	0,95%	-0,60%	0,50%	3,00%	0,38%	4,53%	255	1,48%
SEP	5.000	4,00%	BOF 1V	0,30%			0,38%	0,38%	1,03%	148	2,98%
Anticipi fatture	2.500	3,50%	BOF 1V	0,30%			0,20%	0,20%	0,88%	66	2,63%
Portafoglio	3.000	3,00%	BOF 1V	0,30%	-0,30%	0,50%	0,20%	0,20%	0,98%	41	2,92%
Mutui chirografari	30.000	6,50%	BTI 5V	1,00%	-2,00%	0,10%	0,70%	0,26%	4,08%	1.209	2,42%
Spese generali	6.000	0,00%	BTI 5V	1,75%			0,00%	0,56%	2,31%	339	2,33%
TOTALE	96.500	5,98%	TIT medio	0,78%	-1,28%	0,19%	1,33%	0,33%	3,68%	1.641	1,96%

# MANAGEMENT CONTROL MODEL ANALYSIS

- Reference period;
- Business Unit:
  - All
  - Single Business Unit
- Product:
  - All
  - Single Business Unit
- Clients:
  - All
  - Single Business Unit
- Type of Balance:
  - Actual
  - Month Average
  - Average in the reference period

***EACH USER WILL BE ABLE  
TO SEE ONLY DATA RELATED  
TO ITS OWN BRANCH***



## Regione Puglia: Corolla Project - Consolidated financial statements/balance

The Corolla Project comes essentially from two needs:

- Initiating the **process of accounting harmonization and consolidation** as established by Legislative Decree no. 118/11, whose trial is now completed and the provisions of which is fully implemented since 1 January 2015.
- Establishing a **dedicated and structured communication path** to enable the exchange of data and information between the Puglia Region and the regional Agencies, participating Companies and Organizations, Entities subject to control and supervision.

LOCAL AUTHORITIES



# PROJECT DEVELOPMENT MACRO AREAS

- Analysis of the accounting data of the participating Societies, agencies and other bodies of the region of Puglia and definition of the metamodel (metamodello) for the implementation of the platform for business intelligence, management of information flows, harmonization of accounting systems and data analysis
- Development of a platform of communication to and from the controlled entities for the acquisition and control of defined flows relevant for the control, harmonization and consolidation of budgets and implementation and customization of the "Consolidated WEB" solution based on SAS technology:



# FROM THE ANALYSIS TO THE DEFINITION OF THE METAMODEL: THE PROJECT AREAS

## 1. Upload data from the Authorities

*Local Entities must:*

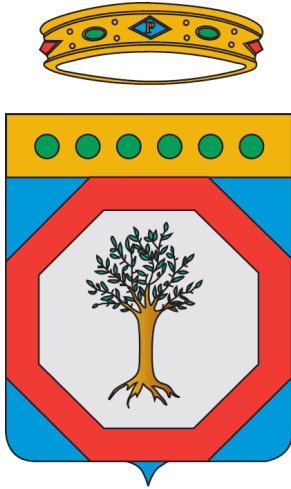
- **keep up to date their data in the platform** (ei. Personal details);
- insert in the platform the **accounting information** (Financial Statement; Intercompany Parties; Variations and events relevant to the consolidation);
- **insert in the platform documents useful to the purposes of their informative obligations** (Statutes, Minute of meetings, data on personnel, appointments and remuneration).

## 2. Information Control

Information will be controlled according to the criteria defined by the Region of Puglia.

## 3. Harmonization

Modify the form of the balance to adapt it to the **balance target schema**



One of the strengths of the project Corolla is the web portal through which the Region of Puglia and the various entities exchange information.

Through the portal itself several features are made available to the companies:

- Entity Registry (with update possibilities)
- Synthesis of economic data
- Registry of entity offices
- Registry of the current and previous mandate Entities' organs
- Acquisition relevant acts
- Financial Monitoring

In addition, the portal makes available a document area through which both the regional entity and individual companies can use to archive documents not necessarily structured: a real feature of **document management**.

# COROLLA WEB PORTAL – ENTITY REGISTRY

**Anagrafica enti** ACQ - Acquedotto Pugliese

**ANAGRAFICA** **SEDI** **VALORI CONTABILI** **ORGANI** **ORGANI MA** **ATTI RILEVANTI** **MONITORAGGIO FINANZIARIO**

**Acquedotto Pugliese Spa**

Codice Ente:  Ragione sociale:  Società di cartolarizzazione  
Società controllata  
Società in house  
Partecipata  
Agenzia Regionale

Tipologia ente:  Area di controllo:  Agrocoltura, silvicoltura e pesca  
Estrazione di minerali da cave e miniere  
Attività manifatturiere  
Fornitura Energia Elettrica, GAS  
Fornitura di Acqua, reti fognarie,...  
Costruzioni  
Commercio all'ingrosso e al dettaglio  
..  
Imprese non classificate

Codice Fiscale:  Data Costituzione:

Forma giuridica:  Stato attività:  Consolidamento  
Armonizzazione  
Controllo

Capitale sociale 2013:  Capitale sociale 2012:

Quota di partecipazione 2013:  Quota di partecipazione 2012:  Quota di partecipazione 2011:


**SALVA MODIFICHE** [Vai al sito dell'ente](#) [Area di amministrazione trasparente](#)

**Gestione documenti**

Tipo file  Anno

**CARICA DOCUMENTI** **STO**

Pubblica tot pubblica Unico socio  
Pubblica tot pubblica con più soci  
Mista con prevalenza pubblica  
Mista con prevalenza privata  
Partecipazione paritaria  
Privata – società di capitali In Attività  
In Liquidazione  
Commissariata  
Non attiva  
Cessata

 **Modelli**

# “HARMONIZATION” AREA

From the charts of accounts and financial statements analysis of the individual entities, initiates the harmonization process of their budgets towards a scheme of budgets or targets towards which will take place the consolidation operations.

D	E	F	G	H	I	J	K	L	M	N	O
STATO PATRIMONIALE CONSOLIDATO (ATTIVO)	riferimento art.2424 CC	riferimento DM 26/4/95	-	LR	LIV	LIV3	LIV4	LIV5	LIV6	-	CODICE
<b>A) crediti Vs. partecipanti</b>	A	A	1	010	000	000	000	000			1.010.000.000.000.000
per capitale di dotazione da versare			1	010	010	000	000	000			1.010.010.000.000.000
<b>Totale</b>											
<b>B) Immobilizzazioni</b>			1	020	000	000	000	000			1.020.000.000.000.000
<b>I. Immobilizzazioni immateriali</b>	BI1	BI1	1	020	010	000	000	000			1.020.010.000.000.000
1) costi di impianto e di ampliamento	BI1	BI1	1	020	010	010	000	000			1.020.010.010.000.000
2) costi di ricerca sviluppo e pubblicità	BI2	BI2	1	020	010	020	000	000			1.020.010.020.000.000
3) diritti di brevetto ed utilizzazione opere dell'ingegno	BI3	BI3	1	020	010	030	000	000			1.020.010.030.000.000
4) concessioni, licenze, marchi e diritti simile	BI4	BI4	1	020	010	040	000	000			1.020.010.040.000.000
5) avviamento	BI5	BI5	1	020	010	050	000	000			1.020.010.050.000.000
6) immobilizzazioni in corso ed acconti	BI6	BI6	1	020	010	060	000	000			1.020.010.060.000.000
7) contributi agli investimenti a amministrazioni pubbliche			1	020	010	070	000	000			1.020.010.070.000.000
8) altre	BI7	BI7	1	020	010	080	000	000			1.020.010.080.000.000
<b>II. Immobilizzazioni materiali</b>			1	020	020	000	000	000			1.020.020.000.000.000
<b>1) Beni demaniali</b>			1	020	020	010	000	000			1.020.020.010.000.000
1.1) Terreni			1	020	020	010	010	000			1.020.020.010.010.000
1.2) Fabbricati			1	020	020	010	020	000			1.020.020.010.020.000
1.3) Altri beni demaniali			1	020	020	010	030	000			1.020.020.010.030.000
2) Altre immobilizzazioni materiali			1	020	020	020	000	000			1.020.020.020.000.000
2.1) Terreni	BI11	BI11	1	020	020	020	010	000			1.020.020.020.010.000
di cui in leasing finanziario			1	020	020	020	010	010			1.020.020.020.010.010
2.2) Fabbricati			1	020	020	020	020	000			1.020.020.020.020.000
di cui in leasing finanziario			1	020	020	020	020	010			1.020.020.020.020.010
2.3) Impianti e macchinari	BI12	BI12	1	020	020	020	030	000			1.020.020.020.030.000
di cui in leasing finanziario			1	020	020	020	030	010			1.020.020.020.030.010
2.4) Attrezzature industriali e commerciali	BI13	BI13	1	020	020	020	040	000			1.020.020.020.040.000
2.5) Mezzi di trasporto			1	020	020	020	050	000			1.020.020.020.050.000
2.6) Macchine per ufficio e hardware			1	020	020	020	060	000			1.020.020.020.060.000
2.7) Mobili e arredi			1	020	020	020	070	000			1.020.020.020.070.000

The budget target schema has been defined on the basis of the provisions of Legislative Decree no. 118/11 (Annex 11) and based on the information requirements finalized at the consolidation process.

The harmonization procedures were defined transcoding the budget items of individual entities in the financial statements of the target schema.

The harmonization procedures are carried out by the solution.

1	COD. CONTO_ORIGINE	CONTO_ORIGINE	CONTO_TARGET	COD. CONTO_TARGET	NOTE
2	A) Immobilizzazioni	A) Immobilizzazioni	B) Immobilizzazioni	I. Rimanenze	1.020.000.000.000.000
3	I. Immobilizzazioni immateriali	I. Immobilizzazioni immateriali	I. Immobilizzazioni immateriali	I. Rimanenze	1.020.010.000.000.000
4	1) Costi di impianto e di ampliamento	1) Costi di impianto e di ampliamento	1) Costi di impianto e di ampliamento	I. Rimanenze	1.020.010.010.000.000
5	2) Costi di ricerca, di sviluppo	2) Costi di ricerca, di sviluppo	2) Costi di ricerca sviluppo e pubblicità	I. Rimanenze	1.020.010.020.000.000
6	3) Diritti di brevetto industriale e diritti di utilizzazione opere dell'ingegno	3) Diritti di brevetto ed utilizzazione opere dell'ingegno	3) Diritti di brevetto ed utilizzazione opere dell'ingegno	I. Rimanenze	1.020.010.030.000.000
7	4) Altre	4) Altre	4) Altre	I. Rimanenze	1.020.010.040.000.000
8	II. Immobilizzazioni materiali	II. Immobilizzazioni materiali	II. Immobilizzazioni materiali	I. Rimanenze	1.020.020.000.000.000
9	1) Impianti e macchinari	1) Impianti e macchinari	2.3) Impianti e macchinari	I. Rimanenze	1.020.020.020.030.000
10	2) Attrezzature	2) Attrezzature	2.4) Attrezzature industriali e commerciali	I. Rimanenze	1.020.020.020.040.000
11	3) Mobili e arredi	3) Mobili e arredi	2.7) Mobili e arredi	I. Rimanenze	1.020.020.020.070.000
12	4) Altri beni	4) Altri beni	2.8) Altri beni materiali	I. Rimanenze	1.020.020.020.080.000
13	III. Immobilizzazioni finanziarie	III. Immobilizzazioni finanziarie	III. Immobilizzazioni Finanziarie	I. Rimanenze	1.020.030.000.000.000
14	1) Crediti	1) Crediti	1) Crediti verso	I. Rimanenze	1.020.030.020.000.000
15	Totale Immobilizzazioni (A)	Totale Immobilizzazioni (A)			
16	B) Attivo circolante	B) Attivo circolante	C) Attivo circolante	I. Rimanenze	1.030.000.000.000.000
17	I. Rimanenze	I. Rimanenze	I. Rimanenze	I. Rimanenze	1.030.010.000.000.000
18	1) Materie prime, sussidiarie e di consumo	1) Materie prime, sussidiarie e di consumo	1) Materie prime, sussidiarie e di consumo	I. Rimanenze	1.030.020.000.000.000
19	II. Crediti	II. Crediti	II. Crediti	I. Rimanenze	1.030.020.020.000.000
20	1) Crediti per contributi	1) Crediti per trasferimenti e contributi	1) Crediti per trasferimenti e contributi	I. Rimanenze	1.030.020.020.000.000
21	2) Crediti tributari	1) Crediti di natura tributaria	1) Crediti di natura tributaria	I. Rimanenze	1.030.020.010.000.000
22	3) Altri	3) Altri	3) Altri	I. Rimanenze	1.030.020.040.000.000
23	III. Attività finanziarie	III. Attività finanziarie che non costituiscono immobilizzazione	III. Attività finanziarie che non costituiscono immobilizzazione	I. Rimanenze	1.030.030.000.000.000
24	1) Titoli a breve	1) Titoli a breve	1) Titoli a breve	I. Rimanenze	1.030.030.000.000.000
25	IV. Disponibilità liquide	IV. Disponibilità liquide	IV. Disponibilità liquide	I. Rimanenze	1.030.040.000.000.000
26	1) Cassa	1) Cassa	1) Cassa	I. Rimanenze	1.030.040.030.000.000
27	2) Istituto tesoriere	1) Conto di tesoreria	1) Conto di tesoreria	I. Rimanenze	1.030.040.010.000.000
28	3) c/c postale	2) Altri depositi bancari e postali	2) Altri depositi bancari e postali	I. Rimanenze	1.030.040.020.000.000
29	Totale Attivo Circolante (B)				
30	C) Ratei e risconti	D) RATEI E RISCONTI			
31	a) Ratei	1) Ratei attivi			1.040.000.000.000.000
32	b) Risconti	2) Ratei passivi			1.040.010.000.000.000
33	Totale Attivo Circolante (B) + C)				1.040.020.000.000.000
34	HOME	ARTI - INNOVA - AEROPORTI			CODICI ALBERO - AGENDA

# "CONTROL: BUDGET ANALYSIS" AREA

Following the harmonization process, the solution allows us to elaborate a budget analysis.

This analysis gets developed in two ways:

## 1. Budget Reclassification

The solution carries out a procedure for budget reclassification, which would develop standard aggregates budget for individual institutions so as to allow the Puglia Region an economic monitoring of entities and the possibility of comparison among them..

## 2. Budget Indicator

From the harmonized data and the model of reclassification, the solution will enhance a number of financial indicators (ratios of profitability, patrimonial analysis, financial analysis, etc.).

RICLASSIFICAZIONE DI CONTO ECONOMICO	ESERC. n	ESERC. N-1
<b>A) VALORE DELLA PRODUZIONE</b>		
1 - Proventi da tributi		
2 - Proventi da fondi perequativi		
3 - Proventi da trasferimenti e contributi		
4 - Ricavi delle vendite e prestazioni e proventi da servizi pubblici		
5 - Variazioni nelle rimanenze di prodotti in corso di lavorazione, etc. (+/- -		
6 - Variazione dei lavori in corso su ordinazione		
7 - Incrementi di immobilizzazioni per lavori interni		
8 - Altri ricavi e proventi diversi		
<b>TOTALE VALORE DELLA PRODUZIONE (A)</b>	-	-
<b>B) CONSUMI</b>		
1 - Acquisto di materie prime e/o beni di consumo		
2 - Variazioni nelle rimanenze di materie prime e/o beni di consumo (+/- -		
3 - Prestazioni di servizi		
4 - Utilizzo beni di terzi		
5 - Trasferimenti e contributi		
<b>TOTALE CONSUMI (B)</b>	-	-
<b>VALORE AGGIUNTO (A-B)</b>	-	-
<b>C) COSTO DEL LAVORO</b>		
1 - Personale		
<b>MARGINE OPERATIVO LORDO (MOL) (A-B-C)</b>	-	-
<b>EBITDA</b>	0%	0%
<b>D) AMMORTAMENTI, ACCANTONAMENTI E ONERI DI GESTIONE</b>		
1 - Ammortamenti e svalutazioni		
2 - Ammortamenti di immobilizzazioni Immateriali		
3 - Ammortamenti di immobilizzazioni materiali		

SINTESI DEGLI INDICI DI BILANCIO					
ANALISI REDDITIVITA' AZIENDALE (prima delibera distribuzione dividendi)					
INDICE	RAZIONALE	FORMULA	Anno n	Anno n-1	Anno n-2
ROE (Return On Equity) (con capitale proprio inizio anno)	Redditività del capitale proprio	$(Re/Cp) \cdot 100$			
Incidenza gestione non caratteristica	Incidenza della gestione non caratteristica sulla redditività complessiva	$(Re/Ro) \cdot 100$			
LEVERAGE (Leva Finanziaria)	Indice di indebitamento	$(Ti/Cp)$			
ROI (Return On Investment)	Redditività del capitale investito	$(Ro/Ti) \cdot 100$			
ROS (Return On Sales)	Risultato operativo medio per unità di ricavo	$(Ro/Rv) \cdot 100$			
ROD (Return On Debt)	Indice di onerosità del capitale preso a prestito da terzi	$(Of/Cd) \cdot 100$			
Tasso di dipendenza da Regione Puglia	Incidenza dei trasferimenti da Regione sul totale dei ricavi	$(Trasf/Ricavi\ totali) \cdot 100$			

Anno n	Anno n-1	Anno n-2

>Rendimento Cct/Bot  
< 100% se industriale  
se >3 rischio  
bene se > Rod  
dipende da settore  
Rod<Roi

# “CONSOLIDATED: ADMINISTRATION OF THE CONSOLIDATION PROCESS” AREA

The model implemented allows to analyze the data according to different viewpoints and dimensions:

1. Budgets database of individual entities according to their accounting plan.
2. Data harmonized to budget typology for individual entities according to configurable harmonizing rules
3. Consolidated data according to different consolidation levels.
4. Reclassification of consolidated budget and financial statements
5. Analysis of the contribution / results of each phase of the consolidation process (proportional method, aggregate, intercompany elimination, etc ...)

**The solution provides the operational instrument through which the Region Consolidator will build the consolidated financial statements of the Puglia Region.**





# CASE STUDY SUMMARY

- Direct Sales
- Transportation
- Financial Institutes
- Local Authorities



**THANK YOU**



**THE  
POWER  
TO KNOW®**