



User Guide

Product Information

This document applies to IBM Cognos 8 Customer Performance Version 8.4.1 and may also apply to subsequent releases. To check for newer versions of this document, visit the IBM Cognos Information Centers (<http://publib.boulder.ibm.com/infocenter/cogic/v1r0m0/index.jsp>).

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Introduction

IBM® Cognos® 8 Analytic Applications is used to report on and analyze business processes. It contains prepackaged business content that can be used to analyze your current business activities and that can be shaped to meet your reporting requirements for business intelligence. Analytic Applications uses the metadata in your Enterprise Resource Planning (ERP) system to answer key business questions based on proven business practices.

This document introduces the business content that is delivered with Sales Analytics.

Audience

To use this guide, you should be familiar with

- Oracle concepts
- database and data warehouse concepts

Related Documentation

Our documentation includes user guides, getting started guides, new features guides, release notes, and other materials to meet the needs of our varied audience. The following documents contain related information.

Note: For online product help users of this document, a Web page such as **The page cannot be found** may appear when clicking individual links in the following table. Documents are made available for your particular installation and translation configuration. If a link is unavailable, you can access the document on one of the IBM Cognos Information Centers at <http://publib.boulder.ibm.com/infocenter/cogic/v1r0m0/index.jsp>.

Document	Description
IBM Cognos 8 Analytic Applications Installation and Configuration Guide	Installing, upgrading, configuring, and testing IBM Cognos 8 Analytic Applications
IBM Cognos Administration and Security Guide	Managing servers, security, reports, and portal services; and setting up the samples, customizing the user interface and troubleshooting
Framework Manager User Guide	Creating and publishing models using Framework Manager
IBM Cognos Connection User Guide	Using IBM Cognos Connection to publish, find, manage, organize, and view IBM Cognos content, such as scorecards, reports, analyses, and agents

Document	Description
Adaptive Warehouse User Guide	Designing and populating a data warehouse that is used by IBM Cognos 8 Analytic Applications
Adaptive Analytics User Guide	Exploring and customizing the content included with Adaptive Analytics, and deploying the reports to report consumers

Finding Information

Product documentation is available in online help from the **Help** menu or button in IBM Cognos products.

To find the most current product documentation, including all localized documentation, access one of the IBM Cognos Information Centers at <http://publib.boulder.ibm.com/infocenter/cogic/v1r0m0/index.jsp>.

You can also read PDF versions of the product release notes and installation guides directly from IBM Cognos product disks.

Using Quick Tours

Quick tours are short online tutorials that illustrate key features in IBM Cognos product components. To view a quick tour, start IBM Cognos Connection and click the **Quick Tour** link in the lower-right corner of the Welcome page. Quick Tours are also available in IBM Cognos Information Centers.

Getting Help

For more information about using this product, technical assistance, and education, visit the IBM Cognos support pages at <http://www.ibm.com>.

Chapter 1: Getting started with IBM Cognos 8 Analytic Applications

IBM® Cognos® 8 Analytic Applications reports on and analyzes business processes. Analytic Applications contains prepackaged business content that you can use to analyze your current business activities and customize to meet your reporting requirements for business intelligence. Analytic Applications uses the metadata in your Enterprise Resource Planning (ERP) system to answer key business questions based on proven business practices.

Components

IBM® Cognos® 8 Analytic Applications includes the following components:

- [Business content](#), which is designed for your application
- [Adaptive Warehouse](#), which allows you to create and manage a data warehouse
- [Adaptive Analytics](#), which allows you to generate reports
- [IBM Cognos 8 BI Reporting components](#), which allows IBM Cognos 8 Analytic Applications to run on the same foundation as other IBM Cognos 8 components

Business content

You can use the business content supplied with your application to analyze your business activities and meet your reporting requirements. It applies proven business practices that are then used with the metadata in your ERP system to answer key business questions.

For best results in deploying this application, you should review the business content to see how it is delivered and how you can implement it in your organization.

For more information, see the user guide for your application.

Adaptive Warehouse

Adaptive Warehouse is a data-modeling environment for designing and populating a target data warehouse. It provides an interface that facilitates the extraction, transformation, and loading of application-specific data from an ERP source into the target data warehouse. It is the core of the application installation, configuration, and maintenance process.

Adaptive Warehouse includes:

- Source mappings to supported ERP source systems
- Prepackaged metadata for configuring and creating a multidimensional data warehouse that supports business analysis of the application content areas

- Prepackaged metadata for automatically creating a Framework Manager model to support the Adaptive Analytics reports for standard installations

For more information, see the *Adaptive Warehouse User Guide*.

Adaptive Analytics

Adaptive Analytics is the report-generation component of Analytic Applications. Information modelers use this to make creating and administering reports and analyses for business users faster and simpler. Your application includes a set of reports for performance monitoring, analysis, and operational reporting. Role-based report layouts allow you to quickly start analyzing the data in your warehouse for each application.

Before you can generate reports, you must create and publish the warehouse model.

For more information, see the *Adaptive Analytics User Guide*.

IBM Cognos 8 BI Reporting components

IBM Cognos 8 Analytic Applications run on the same foundation components as other IBM Cognos products.

IBM Cognos 8 Analytic Applications use the following IBM Cognos 8 BI Reporting components:

- IBM Cognos Connection is the Web portal for IBM Cognos 8. It provides a single access point to corporate data. It also provides a single point of entry for querying and organizing data. Users can run all of their Web-based IBM Cognos 8 applications through IBM Cognos Connection. Other business intelligence applications, and URLs to other applications, can be integrated with IBM Cognos Connection.
- Cognos Viewer is a portlet in which you can view and interact with any type of published IBM Cognos content. It is accessible through IBM Cognos Connection and supported enterprise portals.
- IBM Cognos Configuration configures IBM Cognos 8, and starts and stops its services.
- A gateway, which is an extension of a Web server program that transfers information from the Web server to another server.
- Content Manager is the IBM Cognos 8 service that manages the storage of IBM Cognos data, including security, server configuration data, packages, and models.

Getting started

For best results, implement IBM® Cognos® 8 Analytic Applications in three stages.

Use the following process to ease your implementation:

- ❑ ["Installing and configuring for initial deployment" \(p. 17\)](#).
- ❑ ["Configuring your business content" \(p. 17\)](#).
- ❑ ["Enhancing your business content for ongoing deployments" \(p. 19\)](#).

Installing and configuring for initial deployment

Start by installing and configuring all of the components. This step allows you to get the applications working with the initial content provided.

Use the following checklist to guide you through the installation tasks:

- Create databases for your content store and data warehouse.
- Install IBM Cognos 8 BI Reporting.
- Install IBM Cognos 8 Analytic Applications, and install the business content files.

For more information about each task, see the IBM Cognos 8 Analytic Applications *Installation and Configuration Guide*.

Use the following checklist to guide you through the configuration tasks for Adaptive Warehouse:

- In IBM Cognos 8, create data source connections to your ERP and your target database.
- In Adaptive Warehouse, import business content from a content library.
- In Adaptive Warehouse, run load management to extract, transform, and load data from the ERP and other data sources into your data warehouse.

For more information about each task, see the Adaptive Warehouse *User Guide*.

Use the following checklist to guide you through the configuration tasks for Adaptive Analytics:

- Import business content from a content library.
- Deploy and publish your reports.
- Run your reports from IBM Cognos 8.

For more information about each task, see the Adaptive Analytics *User Guide*.

After the application is installed, you are ready to configure your business content for your organization's needs. See "[Configuring your business content](#)" (p. 17).

Configuring your business content

IBM Cognos 8 Analytic Applications comes prepackaged with many business metrics, business views (hierarchies), analytic reports, and operational reports. The adaptive nature of the application allows you to configure reports and deploy them to users within your organization.

For best results, after you have completed the installation, configure your business content by implementing an initial set of metric types and reports.

Use the following checklist to guide you through the business content configuration tasks:

- Determine the metric types to include in the first stage of implementation. See "[Determining the metric types to include](#)" (p. 18).
- Review and understand the business rules required to support the metrics selected. See "[Reviewing and understanding the prepackaged business rules](#)" (p. 18).

- ❑ In Adaptive Warehouse, configure the business rules. See "[Configuring business rules in Adaptive Warehouse](#)" (p. 18).
- ❑ In Adaptive Analytics, configure the initial set of analytic and operational reports. See "[Configuring the initial set of reports to deploy](#)" (p. 18).
- ❑ Using Adaptive Analytics, publish reports to a test environment. See "[Publishing reports to a test environment](#)" (p. 19).
- ❑ Using Adaptive Analytics, publish reports to a production environment. See "[Publishing reports to a test environment](#)" (p. 19).

Determining the metric types to include

Review the complete list of metric types that are delivered with the application and decide which ones to implement.

For more information, see the user guide for your application.

Reviewing and understanding the prepackaged business rules

For best results, after you determine which metric types you want to include, review and understand the predefined business rules for those metric types.

Business rules are a combination of calculations and other data transformations that occur in Adaptive Warehouse. Calculations use attributes in the model and multipliers, which in turn have calculations and associated data transformations that ultimately link to the source ERP system data. To understand the business rules for metric types, review their derivation (or calculation) in the target model and review the multipliers that they use.

After reviewing the predefined business rules, determine if these rules are correct for your organization or if configuration changes are required.

For more information about the business rules, explore the various objects in Adaptive Warehouse, or use the lineage feature in Adaptive Analytics.

Configuring business rules in Adaptive Warehouse

If you want to change the predefined business rules for the metric types that you want to use, do the following:

- Configure the metric types (measures) in Adaptive Warehouse
- Configure the dimension multipliers used by the measures so that calculations are correct
- Configure the user ranges that your organization uses
- Load the data warehouse

For more information about configuring metric types, see the Adaptive Warehouse *User Guide*.

Configuring the initial set of reports to deploy

In Adaptive Analytics, configure the initial set of analytic and operational reports to deploy with the metric types that you included.

Reports for many of the metric types are delivered with the application. For best results, review these reports as a starting point. To obtain the maximum value from your application, review all the dimensional hierarchies (business views) delivered with the application, and use those that provide the insight required.

For more information, see the Adaptive Analytics *User Guide*.

Publishing reports to a test environment

Using Adaptive Analytics, publish your reports to the IBM Cognos Connection portal in a test environment. Review the report results and ensure that the business rule configuration was applied as desired.

For more information, see the Adaptive Analytics *User Guide*.

Publishing reports to a production environment

After you test the reports and, if required, reconfigure the business rules, use Adaptive Analytics to publish your reports to a production environment for users.

For more information, see the Adaptive Analytics *User Guide*.

Enhancing your business content for ongoing deployments

After the application is configured and running, and after you publish your preliminary set of reports, you are ready to respond to the next set of business reporting requirements.

A new set of business requirements drives the selection of another set of metrics and the definition of another set of reports. Enhancements to your business content can include changing calculations or adding metric types. For best results, follow the steps identified in "[Configuring your business content](#)" (p. 17) for each ongoing deployment.

For more information about enhancing metric types, see the Adaptive Analytics *User Guide*.

Reviewing your changes using lineage

The reference material in this guide documents the prepackaged business content. However, as the application evolves and you customize business rules, you can use the lineage feature in Adaptive Analytics to track the changes.

For more information, see the Adaptive Analytics *User Guide*.

Chapter 2: Understanding Sales Analytics reports

IBM® Cognos® 8 Sales Analytics provides you with the information, intelligence, and insights that you need to manage your sales cycle more effectively. It includes a comprehensive Adaptive Warehouse model that contains the measures, dimensions, hierarchies and attributes that you need to analyze trends, avert bottlenecks and direct resources where they are required.

The sales organization plays a critical role in both generating revenue and providing information about future revenue through sales forecasting. Analysis of customers, products, channels, pricing, and marketing initiatives are essential to the success of the sales function.

The Sales Analytics adapts to the uniqueness of your business by

- Providing pre-configured analytic reports that provide out-of-the-box analysis of the sales for your business.

For a list of these reports, see "[Pre-configured reports](#)" (p. 22).

For information on how to access the pre-configured reports, see "[Publishing the reports](#)" (p. 45).

- Allowing you to modify pre-configured reports and add additional analytic reports, so that the reports can evolve with your business.

For information on how to configure reports, see the Adaptive Analytics *User Guide*.

Areas of analysis

In Sales Analytics, reports are grouped into several areas of analysis. These areas of analysis answer a set of questions that are relevant to your business. Each area of analysis contains analysis packages that group together a set of reports to provide insight into a specific area of your business.

The areas of analysis for Sales Analytics include

- [Sales Force Performance](#)
- [Sales Segmentation](#)
- [Customer Relations](#)
- [Pricing and Program Performance](#)
- [Pipeline Performance](#)

Sales Force Performance

Sales Force Performance provides information to help you analyze whether revenue, volumes, and margins are improving or meeting expectations both across sales regions and by individual sales representatives.

For more information on the packages in this area, see "[Sales Force Performance packages](#)" (p. 22).

Sales Segmentation

Sales Segmentation provides information to help you analyze sales by product type, customer type, and sales channel, including trends and comparison to plan.

For more information on the packages in this area, see "[Sales Segmentation packages](#)" (p. 27).

Customer Relations

Customer Relations provides information to help you analyze the effectiveness of the shipping process, product returns, and customer retention and growth.

For more information on the packages in this area, see "[Customer Relations packages](#)" (p. 32).

Pricing and Program Performance

Pricing and Program Performance provides information to help you analyze the effectiveness of sales campaigns, and the impact of selling at different price points.

For more information on the packages in this area, see "[Pricing and Program Performance packages](#)" (p. 35).

Pipeline Performance

Pipeline Performance provides information to help you analyze the health of the pipeline as well as conversion rates and durations.

For more information on the packages in this area, see "[Pipeline Performance packages](#)" (p. 39).

Pre-configured reports

The Sales Analytics application includes a set of pre-configured analytic and operational (list style) reports in each area of analysis. These reports include frequently used measures and hierarchies from the Adaptive Warehouse model.

The Sales Analytics reports are grouped into analysis packages within each area of analysis to provide cross-functional insight based on various business segments.

The following sections list the pre-configured analytic reports for each area of analysis.

Sales Force Performance packages

The sales force performance reports are grouped into the following analysis packages:

- "[Sales Organization Performance](#)" (p. 22)
- "[Sales Rep Performance](#)" (p. 25)

Sales Organization Performance

The reports in this package provide you with information about how the sales organization is meeting revenue, volume, and margin expectations. These reports can help you determine what parts of the organization are delivering on expectations, and how the various regions are performing against targets and quotas.

Use this package to provide insight into the following types of questions:

- What are the trends in sales performance across the company?
- How much has the company sold this period: revenue and volume?
- How do sales for this period compare to last period?
- How do sales for this period compare to planned?
- By what percent have the sales increased or decreased?
- What has been the trend over time?
- How is the sales organization performing?
- What are the sales margins?
- What profit contribution has each sales division made?
- Where are the top and the bottom revenue and margin performances coming from by sales organization?

The following sections list the reports in the Sales Organization Performance package.

Sales Activity

This report displays order count and volume by sales organization.

The following table lists the hierarchies and measures that are used by the Sales Activity report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Organization/Rep Hierarchy
Measures	Order Count
	Order Qty (Base)

Sales Organization Contribution to Sales

This report displays the contribution of each sales organization to total sales.

The following table lists the hierarchies and measures that are used by the Sales Organization Contribution to Sales report.

Object Type	Object Name
Hierarchies	Sales Organization/Rep Hierarchy

Object Type	Object Name
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)
	Order Net Amount (Base Currency).Percent Total

Sales by Organization vs. Plan

This report provides a comparison of sales organization results to plan.

The following table lists the hierarchies and measures that are used by Sales by Organization vs. Plan report.

Object Type	Object Name
Hierarchies	Sales Organization/Rep Hierarchy
Measures	Order Net Amount (Base Currency).Actual1
	Order Net Amount (Base Currency).Forecast
	Order Net Amount (Base Currency).Percent Variance (Actual vs. Forecast)
	Order Net Amount (Base Currency).Variance (Actual vs. Forecast)

Sales Trend by Organization

This report displays the trend in sales over time by organization.

The following table lists the hierarchies and measures that are used by the Sales Trend by Organization report.

Object Type	Object Name
Hierarchies	Fiscal Calendar YQPD
Measures	Order Margin Amount (Standard)
	Order Margin Percent (Standard)
	Order Net Amount (Base Currency)

Sales Period over Period

This report compares from one period to the next.

The following table lists the hierarchies and measures that are used by the Sales Period over Period report.

Object Type	Object Name
Hierarchies	Customer by Type
	Fiscal Calendar YQPD
	Sales Organization/Rep Hierarchy
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)

Sales Rep Performance

The reports in this package provide information that allows your sales managers to see performance by individual sales representative. By seeing individual performance, the sales manager can determine where any performance problems are and take corrective action. These reports can provide the sales manager with a business profile of the representative's performance by providing information on history, deal status, and pipeline.

Use this package to provide insight into the following types of questions:

- Which sales representatives are performing well and which ones are not?
- How do the sales representatives compare on key sales performance metrics such as revenue, deals, new business (products and customers), and margin?
- How has each representative's contribution to total sales changed over time?
- How is each representative performing based on their quota?

The following sections list the reports in the Sales Rep Performance package.

New Customers by Sales Rep

This report displays which representatives are selling to new customers.

The following table lists the hierarchies and measures that are used by the New Customers by Sales Rep report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Rep
Measures	New Customers Count

Sales by Item Category and Sales Rep

This report displays which representatives are selling which items.

The following table lists the hierarchies and measures that are used by the Sales by Item Category and Sales Rep report.

Object Type	Object Name
Hierarchies	Sales Item Category
	Sales Rep
Measures	Order Net Amount (Base Currency)

Sales and Margin by Sales Rep

This report displays sales amounts and margins compared across sales representatives.

The following table lists the hierarchies and measures that are used by the Sales and Margin by Sales Rep report.

Object Type	Object Name
Hierarchies	Sales Rep
Measures	Order Margin Amount (Standard)
	Order Margin Percent (Standard)
	Order Net Amount (Base Currency)

Sales by Sales Rep vs. Quota

This report compares sales representatives to their quotas.

The following table lists the hierarchies and measures that are used by the Sales by Sales Rep vs. Quota report.

Object Type	Object Name
Hierarchies	Sales Rep
Measures	Order Net Amount (Base Currency).Actual
	Order Net Amount (Base Currency).Percent Variance (Actual vs. Target)
	Order Net Amount (Base Currency).Target
	Order Net Amount (Base Currency).Variance (Actual vs. Target)

Sales Trend by Sales Rep

This report shows trends in sales representative performance.

The following table lists the hierarchies and measures that are used by the Sales Trend by Sales Rep report.

Object Type	Object Name
Hierarchies	Fiscal Calendar YQPD Sales Rep
Measures	Order Net Amount (Base Currency)

Sales Segmentation packages

The sales segmentation and contribution analysis reports are grouped into the following analysis packages:

- ["Channel Analysis" \(p. 27\)](#)
- ["Item Analysis" \(p. 29\)](#)
- ["Customer Analysis" \(p. 31\)](#)

Channel Analysis

The reports in this package provide information about how each channel is performing. The reports in this package can help you determine if sales through the channels are targeted, profitable, and growing.

Use this package to provide insight into the following types of questions:

- Which channel offers the highest total and average revenue contribution?
- Which channel is contributing most to volume?
- Which channel is contributing the most to margin?
- How do our channels rank in contribution to overall revenue?
- Are channel sales meeting expectations?
- What is the profile of the customer base per channel?
- What items have our channels been selling?
- What level of revenue or contributions have we generated from specific item lines or items?
- Are product sales planned within the channels being achieved?

The following table lists the reports in the Channel Analysis package.

Channel Contribution to Sales

This report displays the contribution of each sales channel to total sales.

The following table lists the hierarchies and measures that are used by the Channel Contribution to Sales report.

Object Type	Object Name
Hierarchies	Sales Channel
Measures	Order Margin Amount (Standard)
	Order Margin Percent (Standard)
	Order Net Amount (Base Currency)
	Order Net Amount (Base Currency).Percent Total

Sales and Margin by Channel

This report compares sales and margins across sales channels.

The following table lists the hierarchies and measures that are used by the Sales and Margin by Channel report.

Object Type	Object Name
Hierarchies	Sales Channel
	Sales Item Category
Measures	Order Margin Amount (Standard)
	Order Margin Percent (Standard)
	Order Net Amount (Base Currency)

Sales by Channel vs. Plan

This report compares sales by channel to expectations.

The following table lists the hierarchies and measures that are used by the Sales by Channel vs. Plan report.

Object Type	Object Name
Hierarchies	Sales Channel
Measures	Order Net Amount (Base Currency).Actual1
	Order Net Amount (Base Currency).Forecast
	Order Net Amount (Base Currency).Percent Variance (Actual vs. Forecast)
	Order Net Amount (Base Currency).Variance (Actual vs. Forecast)

Item Sales by Channel

This report shows what items are sold in what channels.

The following table lists the hierarchies and measures that are used by the Item Sales by Channel report.

Object Type	Object Name
Hierarchies	Sales Channel
	Sales Item Category
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)

Item Analysis

The reports in this package provide information about sales of specific items. These reports can provide you with information about changes in both the breadth and volume of products purchased and the changes in how sales of a product contribute to overall revenue and margin.

Use this package to provide insight into the following types of questions:

- What is the revenue per product?
- What product groups offer the highest total and average revenue contribution?
- What items are contributing most to volume?
- What categories are contributing most to margin?
- How do our product and segments rank in contribution to overall revenue?
- Are new products selling profitably?
- Are item sales meeting expectations?
- Who (customer groups) has been buying each product?
- What is the ranking of customers and customer segments for each item?
- Are the items meeting customer requirements?
- Are we penetrating the expected customer groups for each product?
- What is the revenue per channel for each product?
- What are the descriptive details and categories of the item, and what is the summary of key sales metrics for that item?

The following table lists the reports in the Item Analysis package.

Item Contribution to Sales

This report displays the contribution of each item category to total sales.

The following table lists the hierarchies and measures that are used by the Item Contribution to Sales report.

Object Type	Object Name
Hierarchies	Sales Item Category
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)
	Order Net Amount (Base Currency).Percent Total

Sales and Margin by Item

This report displays sales amount and margin compared across items.

The following table lists the hierarchies and measures that are used by the Sales and Margin by Item report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Item Category
Measures	Order Margin Amount (Standard)
	Order Margin Percent (Standard)
	Order Net Amount (Base Currency)

Sales by Item vs. Plan

This report compares sales by item to expectations.

The following table lists the hierarchies and measures that are used by the Sales by Item vs. Plan report.

Object Type	Object Name
Hierarchies	Forecast Item Category
Measures	Order Net Amount (Base Currency).Actual1
	Order Net Amount (Base Currency).Forecast
	Order Net Amount (Base Currency).Percent Variance (Actual vs. Forecast)
	Order Net Amount (Base Currency).Variance (Actual vs. Forecast)

New Item Sales

This report shows sales of products that have not been sold before the specified date.

The following table lists the hierarchies and measures that are used by the New Item Sales report.

Object Type	Object Name
Hierarchies	Sales Item Category
Measures	New Sales Items Count
	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)

Customer Analysis

The reports in this package provide information about which customer groups are buying the most, and what products they are buying. The reports in this package allow you to analyze whether product offerings are meeting customer needs, and potential areas for gaining a greater share of the customer market.

Use this package to provide insight into the following types of questions:

- Which customer segment is contributing most to revenue?
- Which customer segment is contributing most to margin?
- Are we penetrating the expected customer groups?
- How do our customer groups rank in contribution to overall revenue?
- What groups are contributing most to volume?
- Which items are customers buying?
- What is the ranking of items by customer segment?
- Has the ranking of items by customer segment changed over time?
- Are the ranking of items by customer segment meeting expectations?

The following sections list the reports in the Customer Performance package.

Sales and Margin by Customer Period over Period

This report compares sales and margins both across customers and to the prior period.

The following table lists the hierarchies and measures that are used by the Sales and Margin by Customer Period over Period report.

Object Type	Object Name
Hierarchies	Customer by Type
	Fiscal Calendar YQPD
Measures	Order Margin Amount (Standard)
	Order Margin Percent (Standard)
	Order Net Amount (Base Currency)

Customer Contribution to Sales

This report displays the contribution of each customer type to total sales.

The following table lists the hierarchies and measures that are used by the Customer Contribution to Sales report.

Object Type	Object Name
Hierarchies	Customer by Type
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)
	Order Net Amount (Base Currency).Percent Total

Sales by Customer and Item Type

This report shows which items are being purchased by which customers.

The following table lists the hierarchies and measures that are used by the Sales by Customer and Item Type report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Item Category
Measures	Order Net Amount (Base Currency)

Customer Relations packages

The customer fulfillment reports are grouped into the following analysis packages:

- ["Customer Service" \(p. 33\)](#)
- ["Fulfillment Efficiency" \(p. 34\)](#)

Customer Service

The reports in this package provide information about your customer base and how their needs are being met. The reports in this package can help you to monitor the growth and decline of your customer base.

Use this package to provide insight into the following types of questions:

- Which part of our customer relationship requires attention?
- How do our customer groups and segments rank in contribution to overall revenue?
- Which customer groups offer the highest average revenue per customer contribution?
- Which groups are contributing most to volume?
- Which groups are contributing most to margin?
- How well are our sales organizations doing at maintaining customer satisfaction over time?
- Are we retaining old customer relationships?
- Are we generating new customers?
- Are customers remaining active?

The following sections list the reports in the Customer Retention package.

Customer Retention Counts

This report displays customer counts based on sales activity.

The following table lists the hierarchies and measures that are used by the Customer Retention Counts report.

Object Type	Object Name
Hierarchies	Customer by Type
	Organization
Measures	Customer Count
	Lost Customer Count
	New Customers Count

Item Quality

This report provides an analysis of returns by item.

The following table lists the hierarchies and measures that are used by the Item Quality report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Item Category
	Sales Organization/Rep Hierarchy
Measures	Shipped Item Count
	Return Amount (Base Currency)
	Return Item Count
	Return to Ship Ratio

Service Quality

This report provides an analysis of late deliveries to customers.

The following table lists the hierarchies and measures that are used by the Service Quality report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Item Category
	Sales Organization/Rep Hierarchy
Measures	Late Order Item Count
	Late Order Item Days

Fulfillment Efficiency

The reports in this package analyze the organization's ability to process sales transactions in a timely manner.

Use this package to provide insight into the following types of questions:

- How efficiently are we delivering to customers?
- What is the duration between stages in the sales cycle?
- What is the variation in durations between stages across sales organizations, channels, and items?

The following sections list the reports in the Fulfillment Efficiency package.

Order Cycle Time by Sales Organization

This report displays the duration of the sales cycle by sales organization.

The following table lists the hierarchies and measures used by the Order Cycle Time by Sales Organization report.

Object Type	Object Name
Hierarchies	Sales Channel
	Sales Item Category
	Sales Organization/Rep Hierarchy
Measures	Order to Invoice Duration Days
	Order to Ship Duration Days

Order Cycle Time by Channel

This report displays the duration of the sales cycle by sales channel.

The following table lists the hierarchies and measures that are used by the Order Cycle Time by Channel report.

Object Type	Object Name
Hierarchies	Sales Channel
	Sales Item Category
	Sales Organization/Rep Hierarchy
Measures	Order to Invoice Duration Days
	Order to Ship Duration Days

Order Cycle Time by Item Category

This report displays the duration of the sales cycle by item category.

The following table lists the hierarchies and measures that are used by the Order Cycle Time by Item Category report.

Object Type	Object Name
Hierarchies	Sales Channel
	Sales Item Category
	Sales Organization/Rep Hierarchy
Measures	Order to Invoice Duration Days
	Order to Ship Duration Days

Pricing and Program Performance packages

The pricing and program performance reports are grouped into the following analysis packages:

- ["Marketing Program Analysis"](#) (p. 36)
- ["Pricing Analysis"](#) (p. 37)

Marketing Program Analysis

The reports in this package provide information about the effectiveness of your marketing programs.

Use this package to provide insight into the following types of questions:

- What portion of total sales was impacted by sales campaigns?
- Are sales campaigns profitable?
- What is the impact of product promotions on product sales?
- What part of the customer base took advantage of each promotion?

The following table lists the reports in the Marketing Program Analysis package.

Sales and Margin by Program

This report compares sales and margin amounts across sales programs (campaigns).

The following table lists the hierarchies and measures that are used by the Sales Margin by Program report.

Object Type	Object Name
Hierarchies	Sales Program
	Sales Org
Measures	Sales Amount
	Total Margin

Average Margin by Program

This report compares average margins and margin percentages across sales programs.

The following table lists the hierarchies and measures that are used by the Average Margin by Program report.

Object Type	Object Name
Hierarchies	Sales Campaign
	Sales Organization/Rep Hierarchy
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)

Program Contribution to Sales

This report displays the contribution of each sales program (campaign) to total sales.

The following table lists the hierarchies and measures that are used by the Program Contribution to Sales report.

Object Type	Object Name
Hierarchies	Sales Campaign
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)
	Order Net Amount (Base Currency).Percent Total

Pricing Analysis

The reports in this package provide information about the impact of pricing and promotion strategies. The reports in this package provide information that can help you understand the impact that pricing changes and discounting strategies have on sales and sales profitability.

Use this package to provide insight into the following types of questions:

- How extensively are we using discounting as a sales promotion technique?
- Where are sales affected the most by discounting; by organizational unit, by product, or other?
- Has the impact of discounting (on sales) changed over time?
- Are discounting rates too high or not high enough?
- What are the discount rates across products?
- What are the discount rates across the sales organization?
- Is there a trend to the discounting rates that are used across the sales organization?
- What is the impact of pricing changes on product sales?

The following table lists the reports in the Pricing Analysis package.

Average Price and Margin by Product

This report compares average prices and margins by item.

The following table lists the hierarchies and measures that are used by the Average Price and Margin by Product report.

Object Type	Object Name
Hierarchies	Item

Object Type	Object Name
Measures	Average Order Margin Amount
	Order Net Price (Base Currency)

Sales Discounts by Customer

This report analyses sales discounts given by the customer.

The following table lists the hierarchies and measures that are used by the Sales Discounts by Customer report.

Object Type	Object Name
Hierarchies	Customer by Type
Measures	Order Cost Amount (Standard)
	Order Net Amount (Base Currency)
	Sales Discount Amount (Base Currency)

Sales Discounts by Organization

This report analyses sales discounts given by the organization.

The following table lists the hierarchies and measures that are used by the Sales Discounts by Organization report.

Object Type	Object Name
Hierarchies	Sales Organization/Rep Hierarchy
Measures	Order Margin Amount (Standard)
	Order Net Amount (Base Currency)
	Sales Discount Amount (Base Currency)

Total Margin by Price List

This report compares margins by price lists.

The following table lists the hierarchies and measures that are used by the Total Margin by Price List report.

Object Type	Object Name
Hierarchies	Item
	Price List

Object Type	Object Name
Measures	Order Margin Amount (Standard)

Pipeline Performance packages

The sales pipeline performance reports are grouped into the following analysis packages:

- ["Pipeline Conversion" \(p. 39\)](#)
- ["Pipeline Health" \(p. 42\)](#)

Pipeline Conversion

The reports in this package provide information about the efficiency of your sales cycle. The details provided in these reports show the duration of time from milestone to milestone and allow you to compare those times from one region to another.

Use this package to provide insight into the following types of questions:

- What is the average amount of time to move an opportunity from lead, to deal opportunity, to closed deal?
- What is the average time to complete each sales stage?
- How has pipeline velocity changed over time?
- What is the comparison of cycle time trends for items, sales organization, channels, and customers?
- What is the percentage of deals that close in each stage?
- Has the win rate changed over time?

The following table lists the reports in the Pipeline Conversion package.

Average Days in Stage

This report displays the average number of days that an opportunity spends in each stage of the sales pipeline.

The following table lists the hierarchies and measures that are used by the Average Days in Stage report.

Object Type	Object Name
Hierarchies	Sales Cycle Stage
	Sales Organization/Rep Hierarchy
Measures	Stage to Stage Duration

Days in Stage Trend

This report shows the trend in the average days in a stage.

The following table lists the hierarchies and measures that are used by the Days in Stage Trend report.

Object Type	Object Name
Hierarchies	Fiscal Calendar YQPD
	Sales Cycle Stage
Measures	Stage to Stage Duration

Average Days to Win by Stage

This report displays the average number of days from each pipeline stage until the opportunity is won.

The following table lists the hierarchies and measures that are used by the Average Days to Win by Stage report.

Object Type	Object Name
Hierarchies	Sales Cycle Stage
	Sales Organization/Rep Hierarchy
Measures	Average Stage to Win Duration by Opportunity

Days to Win Trend

This report shows trends in the days taken to win an opportunity from each sales cycle stage.

The following table lists the hierarchies and measures that are used by the Days to Win Trend report.

Object Type	Object Name
Hierarchies	Sales Cycle Stage
	Quarter
Measures	Stage to Win Days

Stage to Stage Trend

This report shows trends in the rate at which opportunities move from one stage to the next.

The following table lists the hierarchies and measures that are used by the Stage to Stage Trend report.

Object Type	Object Name
Hierarchies	Sales Cycle Stage
	Sales Organization/Rep Hierarchy
Measures	Stage to Stage Rate

Win Rate Trend

This report provides a comparison of the rates at which opportunities are converted to sales across sales organizations.

The following table lists the hierarchies and measures that are used by the Win Rate Trend report.

Object Type	Object Name
Hierarchies	Fiscal Calendar YQPD
	Sales Cycle Stage
Measures	Stage to Win Rate

Win Rate by Stage

This report compares the rates at which opportunities move from one stage to the next across sales organizations.

The following table lists the hierarchies and measures that are used by the Win Rate by Stage report.

Object Type	Object Name
Hierarchies	Sales Cycle Stage
	Sales Organization/Rep Hierarchy
Measures	Stage to Win Rate

Stage to Stage Rates

This report shows (by stage) the percentage of opportunities that move from one stage to the next stage.

The following table lists the hierarchies and measures that are used by the Stage to Stage Rates report.

Object Type	Object Name
Hierarchies	Sales Organization/Rep Hierarchy
	Sales Cycle Stage

Object Type	Object Name
Measures	Stage to Stage Rate

Pipeline Health

The reports in this package provide information about sales opportunities from the time of commencement to closed sale. The details provided in these reports can help you identify trends, prioritize issues, and correct problems in the pipeline.

Use this package to provide insight into the following types of questions:

- What is the shape of the sales funnel?
- What is the sales pipeline volume?
- How many opportunities are in each stage of the pipeline?
- What is the dollar value of each opportunity?
- How is the individual sales representative contributing to the pipeline development?

The following sections list the reports in the Pipeline Health package.

New Pipeline Opportunities

This report shows opportunities that have entered the sales pipe in a specified period.

The following table lists the hierarchies and measures that are used by the New Pipeline Opportunities report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Organization/Rep Hierarchy
Measures	Open Opportunity Amount
	Open Opportunity Count

Opportunities by Customer

This report displays customers who have opportunities in the pipeline.

The following table lists the hierarchies and measures that are used by the Opportunities by Customer report.

Object Type	Object Name
Hierarchies	Customer by Type
	Sales Cycle Stage

Object Type	Object Name
Measures	Open Opportunity Amount
	Open Opportunity Count

Opportunities by Organization

This report compares the pipeline amounts and counts across sales organizations.

The following table lists the hierarchies and measures that are used by the Opportunities by Organization report.

Object Type	Object Name
Hierarchies	Sales Cycle Stage
	Sales Organization/Rep Hierarchy
Measures	Open Opportunity Amount
	Open Opportunity Count

Sales Forecast Based on Current Pipeline

This report forecasts sales over time based on opportunities currently in the pipeline.

The following table lists the hierarchies and measures that are used by the Sales Forecast Based on Current Pipeline report.

Object Type	Object Name
Hierarchies	Expected Days to Close Ranges
	Sales Cycle Stage
	Sales Organization/Rep Hierarchy
Measures	Projected Sales Amount

Opportunities by Stage Trend

This report allows comparisons of pipeline health over time.

The following table lists the hierarchies and measures that are used by the Opportunities by Stage Trend report.

Object Type	Object Name
Hierarchies	Calendar YQMD
	Sales Cycle Stage

Object Type	Object Name
Measures	Open Opportunity Amount
	Open Opportunity Amount.Percent Total

Opportunities by Stage vs. Prior Quarter

This report provides an analysis with variances of the change in pipeline quarter over quarter.

The following table lists the hierarchies and measures that are used by the Opportunities by Stage vs. Prior Quarter report.

Object Type	Object Name
Hierarchies	Calendar YQMD
	Sales Cycle Stage
Measures	Open Opportunity Amount
	Open Opportunity Amount.Percent Total

Pipeline Change Over Time

This report displays the trend in total pipeline value with comparisons across sales organizations.

The following table lists the hierarchies and measures that are used by the Pipeline Change Over Time report.

Object Type	Object Name
Hierarchies	Calendar YQMD
	Organization
Measures	Open Opportunity Amount

Operational Reports

This section describes the stand-alone operational reports in Sales Analytics.

Dormant Customers by Sales Organization

This report helps you determine which customers may have stopped buying from the organization. It displays information for customers where a sale has been made prior to the period specified, but not within the period specified.

Sales Item Profile

This report displays information about a particular sales item (product), including when it was last sold and who is buying and selling it.

Sales Rep Profile

This report displays information about a particular sales representative, including what they are selling and who they are selling to.

Publishing the reports

The application content includes analytic and operational reports that provide out-of-the-box analysis capabilities. This section explains how to make the reports available to report consumers.

Before you perform these procedures, you must have installed all of the components included in IBM® Cognos® 8 Analytic Applications, and created data source connections to both your source ERP database and your data warehouse. For more information, see the IBM Cognos 8 Analytic Applications *Installation and Configuration Guide*.

Once you have completed the installation tasks, perform the following tasks in Adaptive Warehouse:

- ❑ ["Creating a project in Adaptive Warehouse" \(p. 45\).](#)
- ❑ ["Importing content into Adaptive Warehouse" \(p. 46\).](#)
- ❑ ["Loading data into the data warehouse" \(p. 47\).](#)
- ❑ ["Publishing a package" \(p. 47\).](#)

Once you have completed the tasks in Adaptive Warehouse, complete the following tasks in Adaptive Analytics:

- ❑ ["Creating a project in Adaptive Analytics" \(p. 47\).](#)
- ❑ ["Importing content into Adaptive Analytics" \(p. 48\).](#)
- ❑ ["Creating a deployment archive" \(p. 49\).](#)

Once you have completed the tasks in Adaptive Analytics, you can publish your reports.

- ❑ ["Publishing reports in IBM Cognos Connection" \(p. 50\).](#)

Creating a project in Adaptive Warehouse

This procedure creates a project in Adaptive Warehouse.

Before performing this procedure, you must create a data source connection to your data warehouse. For information on creating data source connections, see the Adaptive Warehouse *User Guide*.

Steps

1. Start Adaptive Warehouse.
2. Click **Create a new project**.
3. If prompted, type your user ID and password.
If you do not know your user ID or password, consult your system administrator.
4. In the **Select Connection** dialog box, select the data source connection for your data warehouse database.

5. Under **Select a target schema**, select the appropriate target schema.
6. Click **OK**.

A new project with the same name as the selected data source connection is created and opens in Adaptive Warehouse.

Importing content into Adaptive Warehouse

This procedure imports the application content into a new Adaptive Warehouse project.

If your model was created with a previous version of IBM Cognos 8 Analytic Applications and you want to upgrade it to use the reports in a newer version, see the upgrade documentation in the application *User Guide*.

Steps

1. Select the project in the Project Viewer.
2. From the **Actions** menu, click **Import from Content Library**.
3. Click **Browse**, select the library index file (.pwi) for the application, and click **Open**. The library index file for the application is located at *ibm_cognos_product_installation_location/cognos/ap/applicationcontent/erp/erp_version/application_name*.
4. Leave all objects selected, and then click **Next**.
5. Leave the conflict resolution strategy as **Full Upgrade**, and then click **Next**.
The name and type of each object that you are importing appears.
6. Click **Finish**.
7. In the **Data Source Mapping** dialog box:
 - Specify the data source connection for the **ERP Metadata Data Source**.
 - If your application uses additional data sources, specify data source connections for them.

Note: If you do not specify a data source connection for the ERP, you must later add it to the project in both the warehouse model and the target model.
8. Click **OK**.
Adaptive Warehouse verifies both the source and target models.
Note: For information about resolving problems when verifying models, see the Adaptive Warehouse *User Guide*.
9. Click **OK**.
10. From the **File** menu, click **Save**.

Loading data into the data warehouse

To see data in the reports, you must perform an extract, transform, and load (ETL) process to extract data from your ERP or other data source and load it into your data warehouse. You can use Load Management in Adaptive Warehouse to do the ETL or you can use your own ETL process. For information on using Load Management, see the Adaptive Warehouse *User Guide*.

Publishing a package

This procedure publishes the package to the IBM Cognos 8 server. Publishing a package to the server makes it available in IBM Cognos Connection.

Steps

1. In Adaptive Warehouse, click **Target** in the lower-right side of the window.
2. In the **Project Viewer** pane, expand the **Packages** folder and click the package.
3. From the **Actions** menu, click **Package>Publish Packages**.
Leave the default values in the **Publish Wizard - Select Location Type** window.
4. Click **Next**.
5. In the **Publish Wizard - Add Security** window, specify the access permissions for the package, or accept the defaults if you do not want to set security.
For information about setting security, see the IBM Cognos Connection *User Guide*.
6. Click **Next**.
7. To externalize query subjects, select the **Generate files for externalized query subjects** check box.
You can externalize query subjects and dimensions into formats that other IBM Cognos products can use. For more information, see the Framework Manager *User Guide*.
8. To verify the package, select the **Verify the package before publishing** check box.
When you verify the package, some types of problems are repaired automatically and others require a manual fix. For more information about fixing validation errors, see the Adaptive Warehouse *User Guide*.
9. Click **Publish**.
10. Click **Finish**.

Creating a project in Adaptive Analytics

The first procedure that you must perform in Adaptive Analytics is to create a project. The project will contain the table of contents showing the areas of analysis and the reports grouped in analysis packages (information packages).

When you create a project, you must specify a connection to a data source and target schema defined in IBM Cognos 8. Then you must connect to the target package (that you created in Adaptive Warehouse) in the warehouse model. A warehouse model can contain more than one package.

Steps

1. Start Adaptive Analytics.
2. Click **Create a new project**.
3. If prompted, type your user ID and password.
If you do not know your user ID or password, consult your system administrator.
4. In the **Connection** dialog box, in the **Data source** box, select the data source connection for your Adaptive Warehouse model.
The list includes all data source connections defined in your IBM Cognos 8 environment. You must select the same data source that you used to create your Adaptive Warehouse model.
5. In the **Target schema** box, click a target schema.
6. Click **New project**, and type a project name.
7. Click **OK**.
The target model is loaded from Adaptive Warehouse, and an empty Adaptive Analytics project is created.
8. In the **Report Explorer**, click the project.
9. In the **Properties** pane, click the **Target Package** entry, and click the ellipsis (...) button.
10. In the **Target Package** dialog box, click the Adaptive Warehouse model, and click **OK**.
The icon for the project now indicates that the project is broken. This is because you have not validated the project yet.
11. From the **Actions** menu, click **Validate Object**.
When you validate an object, some types of problems are repaired automatically and others require a manual fix. For more information about fixing validation errors, see the Adaptive Warehouse *User Guide*.
12. Click **Close**.

You are ready to import the business content for your application into the project.

Importing content into Adaptive Analytics

To view the content and the reports that are included with your application, you must first import the content into your Adaptive Analytics project by importing the associated library index file.

Steps

1. From the **Actions** menu, click **Import from Content Library**.

2. Click **Browse**, select the library index file (.aai) for the application, and click **Open**. The library index file for the application is located at *ibm_cognos_product_installation_location/cognos/ap/analyticcontent/erp/erp_version/application_name*.

3. Click **OK**.

If objects are not mapped properly to your Adaptive Warehouse model, the **Validate Object** dialog box appears either with an error, a warning, or an information message about each object. Correct the errors before distributing the reports to report consumers. All invalid objects are automatically removed.

4. Click **Proceed**.

A warning message may appear if an operational report does not have a time reference. You can ignore this warning if the report does not contain measures, such as a report that is a list of all employees. You can also ignore the warning message if the report is intended for drill-through use only; however, it is important to note that reports that are intended only for drill-through use must still contain a measure to successfully connect to the calling report.

The selected objects are imported into the project and appear in the Report Explorer.

5. Right-click the information package and click **Validate object** to validate the report package again after the removal of the invalid objects.

Note: If you do not perform this step, the project may still appear to be invalid.

6. Click **Close**.

7. From the **File** menu, click **Save**.

Creating a deployment archive

Before you can publish reports in IBM Cognos Connection, you must create a deployment archive in Adaptive Analytics. A deployment archive is a compressed file that contains specifications for the reports. You must also assign the analysis packages (information packages) to users and groups to control who can access which reports.

When you create a deployment archive, you can include the lineage of objects. Lineage describes how the information in each object is derived from the source system. For example, if a report attribute is derived from a calculation, the lineage includes the calculation name, expression, and the date when the calculation was last published. You must first set up lineage in Adaptive Warehouse for the warehouse model that you are using.

Steps

1. From the **Actions** menu, click **Assignment Editor**.
2. Click **Browse** to select a user, group, or role to assign access permissions to the reports.
3. In the **Information Packs** pane, click each information pack and drag it into the **Current assignments** pane.
4. Click **Apply** and then **OK**.

5. Choose whether to include the lineage of objects in the deployment archive:
 - To include lineage, from the **Actions** menu, click **Generate Deployment Archive and Publish Lineage**.
 - To exclude lineage, from the **Actions** menu, click **Generate Deployment Archive**.
6. Browse to the IBM Cognos 8 deployment folder.

Tip: The default location is *installation location/cognos/c8/deployment*.
7. In the **File name** box, type a name for the archive.
8. Click **Save**.
9. Click **Close**.

The deployment archive is created, and you have completed all the necessary steps in Adaptive Analytics. You are ready to publish your reports in IBM Cognos Connection.

Publishing reports in IBM Cognos Connection

After you create the deployment archive in Adaptive Analytics, use IBM Cognos Connection to publish reports from the archive.

For more information about creating deployment specifications and importing, see the IBM Cognos Connection *User Guide*.

Steps

1. In IBM Cognos Connection, on the **IBM Cognos 8** page, click **IBM Cognos content**.
2. From the **Launch** menu, click **IBM Cognos Administration**.
3. Click the **Configuration** tab.
4. In the left pane, click **Content Administration**.
5. Click the **New Import** button.
6. Click the button next to the name of the deployment archive that you created in Adaptive Analytics, and click **Next**.
7. Specify a name and, optionally, change the location for the deployment specification, and click **Next**.
8. Select the **Analytic Applications** check box, and clear the **Disable after import** check box.
9. Select the options for maintaining report versions, run history, and report scheduling, and click **Next**.
10. In the **Specify the general options** page, select whether to include access permissions and references to namespaces other than IBM Cognos, and who should own the entries after they are imported in the target environment.
11. Select the **Recording level** for the deployment history, and click **Next**.

12. Review the summary, and click **Next**.
13. Click the **Save and run once** button, and click **Finish**.
14. Select whether to run the import now or schedule it to run later, and click **Run**.
15. Click **OK**.

The reports are now available in IBM Cognos Connection.

Chapter 3: Working with Sales Analytics content

The following sections provide you with the tasks that you should be aware of when working with Sales Analytics content.

Loading your data warehouse

The following facts have dependencies on other facts or dataflows. The order in which you load these facts into your data warehouse is critical to ensuring that the data is valid:

Item

The Item fact is shared between Sales Analytics and Procurement Analytics. ORA Item Dataflow applies to both Sales Analytics and Procurement Analytics. ORA Purchase Category Dataflow loads data for Procurement Analytics. ORA Sales Category Dataflow loads data for Sales Analytics. When loading the data for Item, it is not necessary to run ORA Purchase Category Dataflow unless you have Procurement Analytics.

Order History

The Order History dataflow extracts data from the Order Activity fact.

Order Line Snapshot

The Order Line Snapshot Initial Load Dataflow extracts data from the Order Activity fact, Shipment Activity fact and Billing Activity fact.

The Order Line Snapshot Incremental Load Dataflow extracts data from the Order Activity fact, Shipment Activity fact, Order Line Snapshot fact and Billing Activity fact.

To ensure that your data is loaded correctly, follow these steps when you perform load management:

- Load the data for Order Activity, Shipment Activity and Billing Activity fact in any order.
- Load the data for Order History and Order Line Snapshot in any order.
- Load the other Sales Analytics facts.

Note: Order Line Snapshot Initial Load Dataflow needs to be run once for the initial load. Once the initial load for Order Line Snapshot is completed, Configuration Parameter SA Initial Load Flag needs to be set to N before running incremental loads for Order Line Snapshot. Run only Order Line Snapshot Incremental Load Dataflow for Order Line Snapshot incremental loads.

Note: Every time you load Order History, you have to do a complete reload to get accurate data. To perform a complete reload, click **Properties** in the **Load Management** dialog box and then click the **Complete Reload** check box in the **runtimeAttributes** dialog box.

Creating the data source for `SAMPLE_DATA_TEMPLATE`

Before you import the Sales Analytics application content, you need to create the data source for `SAMPLE_DATA_TEMPLATE`.

Steps

1. From the **Start** menu, select **Control Panel**.
2. Double-click **Administrative Tools**.
3. Double-click **Data Sources (ODBC)**.
The **ODBCData Source Administration** dialog box opens.
4. Select the **System DSN** tab.
5. Click **Add**.
The **Create New Data Source** dialog box opens.
6. Type `SAMPLE_DATA_TEMPLATE` in the **Data Source Name** field.
7. Make sure that the **Use Current Directory** check box is cleared.
8. Click **Select Directory**.
9. Navigate to the application content folder and select all the files with the `.csv` extension.
10. Click **OK**.

Now when you import the Sales Analytics content into the Adaptive Warehouse project, you can create a data source connection to the the ODBC data source (`SAMPLE_DATA_TEMPLATE`) which can then be mapped to `SAMPLE_DATA_TEMPLATE` in the **Data Source Mapping** dialog box.

Chapter 4: Warehouse model stars

A warehouse model star is a logical group of warehouse objects that consists of a fact, its related dimensions, and the relationships between the fact and its dimensions.

Billing Activity

The Billing Activity star consists of the Billing Activity dimension and references to the following dimensions.

Dimension	Roles
Customer	(Default)
Fiscal Calendar	(Default)
Item	(Default)
Organization	(Default)
Sales Channel	(Default)
Sales Rep	(Default)
Unit of Measure	(Default)

Forecast Activity

The Forecast Activity star consists of the Forecast Activity dimension and references to the following dimensions.

Dimension	Roles
Fiscal Calendar	(Default)
Forecast Version	(Default)
Organization	(Default)
Sales Channel	(Default)
Sales Rep	(Default)

Opportunity Activity

The Opportunity Activity star consists of the Opportunity Activity dimension and references to the following dimensions.

Dimension	Roles
Customer	(Default)
Fiscal Calendar	(Default) Closed Date
Item	(Default)
Opportunity Status	(Default)
Organization	(Default)
Sales Channel	(Default)
Sales Cycle Stage	(Default)
Sales Rep	(Default)
Unit of Measure	(Default)

Order Activity

The Order Activity star consists of the Order Activity dimension and references to the following dimensions.

Dimension	Roles
Customer	(Default)
Fiscal Calendar	(Default) Due Date
Item	(Default)
Order Status	(Default)
Order Type	(Default)
Organization	(Default)

Dimension	Roles
Price List	(Default)
Sales Campaign	(Default)
Sales Channel	(Default)
Sales Rep	(Default)
Unit of Measure	(Default)

Order History

The Order History star consists of the Order History dimension and references to the following dimensions.

Dimension	Roles
Fiscal Calendar	(Default)

Order Line Snapshot

The Order Line Snapshot star consists of the Order Line Snapshot dimension and references to the following dimensions.

Dimension	Roles
Customer	(Default)
Fiscal Calendar	(Default)
	Invoice Date
	Requested Shipment Date
	Scheduled Shipment Date
	Shipped Date
Item	(Default)
Organization	(Default)
Sales Channel	(Default)
Sales Rep	(Default)

Dimension	Roles
Unit of Measure	(Default)

Return Activity

The Return Activity star consists of the Return Activity dimension and references to the following dimensions.

Dimension	Roles
Customer	(Default)
Fiscal Calendar	(Default)
Item	(Default)
Organization	(Default)
Return Reason	(Default)
Sales Channel	(Default)
Sales Rep	(Default)
Unit of Measure	(Default)

Sales Quota

The Sales Quota star consists of the Sales Quota dimension and references to the following dimensions.

Dimension	Roles
Fiscal Calendar	(Default)
Organization	(Default)
Quota Version	(Default)
Sales Rep	(Default)

Shipment Activity

The Shipment Activity star consists of the Shipment Activity dimension and references to the following dimensions.

Dimension	Roles
Customer	(Default)
Fiscal Calendar	(Default)
Item	(Default)
Organization	(Default)
Sales Channel	(Default)
Sales Rep	(Default)
Unit of Measure	(Default)
Warehouse	(Default)

Chapter 5: Target model star schema groupings

A target model star schema grouping shows the physical relationships within a star. In a target model star schema, you see the fact and its related dimensions. In addition, you see the dimensions that a fact inherits through its related dimensions.

This application delivers the target model in the following star schema groupings.

Billing Activity

The Billing Activity star schema grouping consists of the Billing Activity fact and the following dimensions.

- [Customer](#)
- [Customer Hierarchy](#)
- [Fiscal Calendar](#)
- [Item](#)
- [Organization](#)
- [Sales Channel](#)
- [Sales Organization Hierarchy](#)
- [Sales Rep](#)
- [Unit of Measure](#)

Measures

The following is a list of the measures in Billing Activity. For descriptions of the measures, see "Measures" (p. 175).

- [Billing Actual Cost](#)
- [Billing Amount](#)
- [Billing Amount Variance](#)
- [Billing Cost Amount](#)
- [Billing Count](#)
- [Billing Item Count](#)
- [Billing Margin Amount](#)
- [Billing Order Net Price](#)
- [Billing Price](#)

- [Billing Price Variance](#)
- [Billing Price Variance Count](#)
- [Billing Qty](#)
- [Billing Qty \(Base\)](#)

Forecast Activity

The Forecast Activity star schema grouping consists of the Forecast Activity fact and the following dimensions.

- [Fiscal Calendar](#)
- [Forecast Version](#)
- [Organization](#)
- [Sales Channel](#)
- [Sales Organization Hierarchy](#)
- [Sales Rep](#)

Measures

The following is a list of the measures in Forecast Activity. For descriptions of the measures, see "[Measures](#)" (p. 175).

- [Current Forecast Amount](#)
- [Downside Forecast Amount](#)
- [Original Forecast Amount](#)
- [Upside Forecast Amount](#)

Opportunity Activity

The Opportunity Activity star schema grouping consists of the Opportunity Activity fact and the following dimensions.

- [Customer](#)
- [Customer Hierarchy](#)
- [Fiscal Calendar](#)
- [Fiscal Calendar \(Closed Date\)](#)
- [Item](#)
- [Opportunity Status](#)

- Organization
- Sales Channel
- Sales Cycle Stage
- Sales Organization Hierarchy
- Sales Rep
- Unit of Measure

Measures

The following is a list of the measures in Opportunity Activity. For descriptions of the measures, see "Measures" (p. 175).

- Closed Opportunity Amount
- Closed Opportunity Count
- Current Open Opportunity Amount
- Current Open Opportunity Count
- Current Open Opportunity Qty (Base)
- Historical Opportunity Win Rate
- Lost Opportunity Count
- Move to Next Stage Opportunity Count
- Open Opportunity Amount
- Open Opportunity Count
- Open Opportunity Qty (Base)
- Opportunity Amount
- Opportunity Count
- Opportunity Item Count
- Opportunity Line Count
- Opportunity Qty
- Opportunity Qty (Base)
- Stage to Stage Duration
- Stage to Win Duration
- Win Opportunity Count

Order Activity

The Order Activity star schema grouping consists of the Order Activity fact and the following dimensions.

- Customer
- Customer Hierarchy
- Fiscal Calendar
- Fiscal Calendar (Due Date)
- Item
- Order Status
- Order Type
- Organization
- Price List
- Sales Campaign
- Sales Channel
- Sales Organization Hierarchy
- Sales Rep
- Unit of Measure

Measures

The following is a list of the measures in Order Activity. For descriptions of the measures, see "Measures" (p. 175).

- Average Order Margin Amount
- Customer Count
- Last Order Date
- Last Sales Amount
- Last Sales Qty
- Lost Customer Count
- Order Cost Amount (Standard)
- Order Count
- Order Gross Amount
- Order Item Count

- [Order Margin Amount \(Standard\)](#)
- [Order Net Amount](#)
- [Order Net Price](#)
- [Ordered Qty \(Base\)](#)

Order History

The Order History star schema grouping consists of the Order History fact and the following dimensions.

- [Fiscal Calendar](#)

Measures

The following is a list of the measures in Order History. For descriptions of the measures, see "Measures" (p. 175).

- [New Customers Count](#)
- [New Sales Items Count](#)

Order Line Snapshot

The Order Line Snapshot star schema grouping consists of the Order Line Snapshot fact and the following dimensions.

- [Customer](#)
- [Customer Hierarchy](#)
- [Fiscal Calendar](#)
- [Fiscal Calendar \(Invoice Date\)](#)
- [Fiscal Calendar \(Requested Shipment Date\)](#)
- [Fiscal Calendar \(Scheduled Shipment Date\)](#)
- [Fiscal Calendar \(Shipped Date\)](#)
- [Item](#)
- [Organization](#)
- [Sales Channel](#)
- [Sales Organization Hierarchy](#)
- [Sales Rep](#)
- [Unit of Measure](#)

Measures

The following is a list of the measures in Order Line Snapshot. For descriptions of the measures, see "Measures" (p. 175).

- [Late Order Item Count](#)
- [Late Order Item Days](#)
- [Open Order Days Old](#)
- [Open Quantity \(Base\)](#)
- [Order Line Billing Qty \(Base\)](#)
- [Order Line Net Amount](#)
- [Order Line Ordered Qty \(Base\)](#)
- [Order Line Shipment Qty \(Base\)](#)
- [Order Margin Amount \(Actual\)](#)
- [Order to Invoice Duration Days](#)
- [Order to Ship Duration Days](#)

Return Activity

The Return Activity star schema grouping consists of the Return Activity fact and the following dimensions.

- [Customer](#)
- [Customer Hierarchy](#)
- [Fiscal Calendar](#)
- [Item](#)
- [Organization](#)
- [Return Reason](#)
- [Sales Channel](#)
- [Sales Organization Hierarchy](#)
- [Sales Rep](#)
- [Unit of Measure](#)

Measures

The following is a list of the measures in Return Activity. For descriptions of the measures, see "Measures" (p. 175).

- [Return Amount](#)

- [Return Item Count](#)
- [Returned Qty](#)
- [Returned Qty \(Base\)](#)

Sales Quota

The Sales Quota star schema grouping consists of the Sales Quota fact and the following dimensions.

- [Fiscal Calendar](#)
- [Organization](#)
- [Quota Version](#)
- [Sales Organization Hierarchy](#)
- [Sales Rep](#)

Measures

The following is a list of the measures in Sales Quota. For descriptions of the measures, see "[Measures](#)" (p. 175).

- [Quota Amount](#)

Shipment Activity

The Shipment Activity star schema grouping consists of the Shipment Activity fact and the following dimensions.

- [Customer](#)
- [Customer Hierarchy](#)
- [Fiscal Calendar](#)
- [Item](#)
- [Organization](#)
- [Sales Channel](#)
- [Sales Organization Hierarchy](#)
- [Sales Rep](#)
- [Unit of Measure](#)
- [Warehouse](#)

Measures

The following is a list of the measures in Shipment Activity. For descriptions of the measures, see "Measures" (p. 175).

- [Late Shipment Count](#)
- [Late Shipment Days](#)
- [Shipment Amount](#)
- [Shipment Cost Amount](#)
- [Shipment Count](#)
- [Shipment Item Count](#)
- [Shipment Margin](#)
- [Shipment Qty \(Base\)](#)

Chapter 6: Target model dimensions

A dimension reflects the attributes of a business, such as employees, locations, departments and time periods. A dimension consists of one or more hierarchies that typically contain several levels.

Note: The dimensions listed in this section vary among ERP versions.

The following is a list of dimensions in the target model.

Billing Activity

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This transaction fact contains the billing information for the order. Typically an order is invoiced after it has shipped to the customer.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Billing Activity dimension.

Billing Activity

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Billing Activity dimension hierarchy.

- Billing Activity (All)
- Billing Activity

Location in the target model: Billing Activity

Dimension multipliers

There are no dimension multipliers associated with the Billing Activity dimension.

Filters

There are no filters associated with the Billing Activity dimension.

Calendar

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains the default year, quarter, month, and day for the Gregorian calendar.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Calendar dimension.

Calendar YMD

The Calendar YMD dimension hierarchy contains the default year, month, and day hierarchy for the Gregorian calendar.

The following is a list of levels associated with the Calendar YMD dimension hierarchy.

- Calendar YMD (All)
- Year
- Month
- Day

Location in the target model: Calendar

Calendar YQMD

The Calendar YQMD dimension hierarchy contains the default year, quarter, month, and day hierarchy for the Gregorian calendar.

The following is a list of levels associated with the Calendar YQMD dimension hierarchy.

- Calendar YQMD (All)
- Year
- Quarter
- Month
- Day

Location in the target model: Calendar

Dimension multipliers

There are no dimension multipliers associated with the Calendar dimension.

Filters

There are no filters associated with the Calendar dimension.

Customer

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains information about a person or company that buys goods or services. A customer may have multiple locations and addresses for billing and shipping purposes.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Customer dimension.

Customer

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Customer dimension hierarchy.

- Customer (All)
- CUSTOMER_ID
- ADDRESS_ID

Location in the target model: Customer

Customer Credit Ratings

The Customer Credit Ratings dimension hierarchy contains the credit ratings, risk categories related to each customer, and customer location.

The following is a list of levels associated with the Customer Credit Ratings dimension hierarchy.

- Customer Credit Ratings(All)
- Risk Category
- Customer
- Address

Location in the target model: Customer

Customer Locations

The Customer Locations dimension hierarchy contains the information about customer addresses. Each customer may have more than one address or location.

The following is a list of levels associated with the Customer Locations dimension hierarchy.

- Customer Locations(All)
- Country
- Customer
- Address

Location in the target model: Customer

Customer Type Code

The Customer Type Code dimension hierarchy contains information about the customer code.

The following is a list of levels associated with the Customer Type Code dimension hierarchy.

- Customer Type Code(All)

- Customer Type Code
- CUSTOMER_ID

Location in the target model: Customer

Primary Sales Rep

The Primary Sales Rep dimension hierarchy contains information about the primary sales representative for the customer.

The following is a list of levels associated with the Primary Sales Rep dimension hierarchy.

- Primary Sales Rep(All)
- Primary Sales Rep

Location in the target model: Customer

Receivables Analyst

The Receivables Analyst dimension hierarchy contains information about customer receivables.

The following is a list of levels associated with the Receivables Analyst dimension hierarchy.

- Collection Managers(All)
- Receivables Analyst Name
- Customer
- Address

Location in the target model: Customer

Dimension multipliers

There are no dimension multipliers associated with the Customer dimension.

Filters

The following is a list of filters associated with the Customer dimension.

Deletion Indicator Filter

The Deletion Indicator filter filters customer data based on deleted customers.

Customer Hierarchy

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains the dimension hierarchies, dimension multipliers, and filters contained in the following sections.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Customer Hierarchy dimension.

Customer Hierarchy

The Customer Hierarchy dimension hierarchy contains information about the customer hierarchy.

The following is a list of levels associated with the Customer Hierarchy dimension hierarchy.

- Customer Hierarchy (All)
- CUSTOMER_ID

Location in the target model: Customer Hierarchy

Customer Levels

The Customer Levels dimension hierarchy contains information about customer levels.

The following is a list of levels associated with the Customer Levels dimension hierarchy.

- Customer Levels(All)
- Customer Level 1
- Customer Level 2
- Customer Level 3
- Customer Level 4
- Customer Level 5
- Customer Level 6
- Customer Level 7
- Customer Level 8
- Customer Level 9
- Customer Level 10
- Customer Level 11
- Customer Level 12
- Customer Level 13
- Customer Level 14
- Customer Level 15
- Customer

Location in the target model: Customer Hierarchy

Dimension multipliers

There are no dimension multipliers associated with the Customer Hierarchy dimension.

Filters

There are no filters associated with the Customer Hierarchy dimension.

Customer Type

This dimension contains the dimension hierarchies, dimension multipliers, and filters described in the following sections.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Customer Type dimension.

Customer Type

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Customer Type dimension hierarchy.

- Customer Type(All)
- Customer Type

Location in the target model: Customer

Dimension multipliers

There are no dimension multipliers associated with the Customer Type dimension.

Filters

The following is a list of filters associated with the Customer Type dimension.

Deletion Indicator Filter

The Deletion Indicator filter filters customer data based on deleted customers.

Expected Close Days Ranges

This dimension is a range of values that are used to analyze when opportunities are expected to close by.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Expected Close Days Ranges dimension.

Expected Close Days Ranges

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Expected Close Days Ranges dimension hierarchy.

- Expected Close Days Ranges(All)
- Expected Close Days Ranges

Location in the target model: Sales User Ranges

Dimension multipliers

There are no dimension multipliers associated with the Expected Close Days Ranges dimension.

Filters

There are no filters associated with the Expected Close Days Ranges dimension.

Fiscal Calendar

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension defines the accounting year of the company. The accounting year of a company consists of a twelve month period. At the end of the fiscal year, the company must settle its accounting books with the government.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar dimension.

Fiscal Calendar YMD

The Fiscal Calendar YMD dimension hierarchy defines the fiscal calendar within an organization. A YMD fiscal calendar hierarchy contains 3 levels: Year, Month, and Day. The date role, identified in brackets, rolls up the YMD Gregorian calendar hierarchy.

The following is a list of levels associated with the Fiscal Calendar YMD dimension hierarchy.

- Fiscal Calendar YMD (All)
- Year
- Month
- Day

Location in the target model: Fiscal Calendar

Fiscal Calendar YPD

The Fiscal Calendar YPD dimension hierarchy defines the fiscal calendar within an organization. A YPD fiscal calendar hierarchy means that it contains 3 levels: Year, Period, and Day: The date role, identified in brackets, rolls up the YPD fiscal calendar hierarchy.

The following is a list of levels associated with the Fiscal Calendar YPD dimension hierarchy.

- Fiscal Calendar YPD (All)
- Fiscal Calendar Year
- Fiscal Calendar Period
- Fiscal Calendar Day

Location in the target model: Fiscal Calendar

Fiscal Calendar YQMD

The Fiscal Calendar YQMD dimension hierarchy defines the fiscal calendar within an organization. A YQMD fiscal calendar hierarchy contains 4 levels: Year, Quarter, Month, and Day: The date role, identified in brackets, rolls up the YQMD Gregorian calendar hierarchy.

The following is a list of levels associated with the Fiscal Calendar YQMD dimension hierarchy.

- Fiscal Calendar YQMD (All)
- Year
- Quarter
- Month
- Day

Location in the target model: Fiscal Calendar

Fiscal Calendar YQPD

The Fiscal Calendar YQPD dimension hierarchy defines the fiscal calendar within an organization. A YQPD fiscal calendar hierarchy contains 4 levels: Year, Quarter, Period, and Day: The date role, identified in brackets, rolls up the YQPD fiscal calendar hierarchy.

The following is a list of levels associated with the Fiscal Calendar YQPD dimension hierarchy.

- Fiscal Calendar YQPD (All)
- Fiscal Calendar Year
- Fiscal Calendar Quarter
- Fiscal Calendar Period
- Fiscal Calendar Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar dimension.

Filters

There are no filters associated with the Fiscal Calendar dimension.

Fiscal Calendar (Closed Date)

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension defines the the closed date fiscal calendar of the company.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar (Closed Date) dimension.

Fiscal Calendar (Closed Date) YMD

The Fiscal Calendar (Closed Date) YMD dimension hierarchy contains three levels: Year, Month and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Closed Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Closed Date) YMD dimension hierarchy.

- Fiscal Calendar (Closed Date) YMD (All)
- Fiscal Calendar (Closed Date) Year
- Fiscal Calendar (Closed Date) Month
- Fiscal Calendar (Closed Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Closed Date) YPD

The Fiscal Calendar (Closed Date) YPD dimension hierarchy contains three levels: Year, Period and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Closed Date) YPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar YPD dimension hierarchy.

- Fiscal Calendar (Closed Date) YPD (All)
- Fiscal Calendar (Closed Date) Year
- Fiscal Calendar (Closed Date) Period
- Fiscal Calendar (Closed Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Closed Date) YQMD

The Fiscal Calendar (Closed Date) YQMD dimension hierarchy contains four levels: Year, Quarter, Month and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Closed Date) YQMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar YQMD dimension hierarchy.

- Fiscal Calendar(Closed Date) YQMD (All)
- Fiscal Calendar (Closed Date) Year
- Fiscal Calendar (Closed Date) Quarter
- Fiscal Calendar (Closed Date) Month
- Fiscal Calendar (Closed Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Closed Date) YQPD

The Fiscal Calendar (Closed Date) YQPD dimension hierarchy contains four levels: Year, Quarter, Period and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Closed Date) YQPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Closed Date) YQPD dimension hierarchy.

- Fiscal Calendar (Closed Date) YQPD (All)
- Fiscal Calendar (Closed Date) Year
- Fiscal Calendar (Closed Date) Quarter
- Fiscal Calendar (Closed Date) Period
- Fiscal Calendar (Closed Date) Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar (Closed Date) dimension.

Filters

There are no filters associated with the Fiscal Calendar (Closed Date) dimension.

Fiscal Calendar (Due Date)

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension defines the due date fiscal calendar.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar (Due Date) dimension.

Fiscal Calendar (Due Date) YMD

The Fiscal Calendar (Due Date) YMD dimension hierarchy contains three levels: Year, Month and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Due Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Due Date) YMD dimension hierarchy.

- Fiscal Calendar (Due Date) YMD (All)
- Fiscal Calendar (Due Date) Year
- Fiscal Calendar (Due Date) Month
- Fiscal Calendar (Due Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Due Date) YPD

The Fiscal Calendar (Due Date) YPD dimension hierarchy contains three levels: Year, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Due Date) YPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Due Date) YPD dimension hierarchy.

- Fiscal Calendar (Due Date) YPD (All)
- Fiscal Calendar (Due Date) Year
- Fiscal Calendar (Due Date) Period
- Fiscal Calendar (Due Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Due Date) YQMD

The Fiscal Calendar (Due Date) YQMD dimension hierarchy contains four levels: Year, Quarter, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Due Date) YQMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Due Date) YQMD dimension hierarchy.

- Fiscal Calendar (Due Date) YQMD (All)
- Fiscal Calendar (Due Date) Year
- Fiscal Calendar (Due Date) Quarter
- Fiscal Calendar (Due Date) Month

- Fiscal Calendar (Due Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Due Date) YQPD

The Fiscal Calendar (Due Date) YQPD dimension hierarchy contains four levels: Year, Quarter, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Due Date) YQPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Due Date) YQPD dimension hierarchy.

- Fiscal Calendar (Due Date) YQPD (All)
- Fiscal Calendar (Due Date) Year
- Fiscal Calendar (Due Date) Quarter
- Fiscal Calendar (Due Date) Period
- Fiscal Calendar (Due Date) Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar (Due Date) dimension.

Filters

There are no filters associated with the Fiscal Calendar (Due Date) dimension.

Fiscal Calendar (Invoice Date)

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension is an accumulated fact that provides the current status of an order line and summarizes each of its stages of shipping and billing. It contains the shipped or billed status, the timing of the last shipment or invoice, and the time required to ship or invoice.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar (Invoice Date) dimension.

Fiscal Calendar (Invoice Date) YMD

The Fiscal Calendar (Invoice Date) YMD dimension hierarchy contains three levels: Year, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Invoice Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Invoice Date) YMD dimension hierarchy.

- Fiscal Calendar (Invoice Date) YMD (All)
- Fiscal Calendar (Invoice Date) Year
- Fiscal Calendar (Invoice Date) Month
- Fiscal Calendar (Invoice Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Invoice Date) YPD

The Fiscal Calendar (Invoice Date) YPD dimension hierarchy contains three levels: Year, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Invoice Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Invoice Date) YPD dimension hierarchy.

- Fiscal Calendar (Invoice Date) YPD (All)
- Fiscal Calendar (Invoice Date) Year
- Fiscal Calendar (Invoice Date) Period
- Fiscal Calendar (Invoice Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Invoice Date) YQMD

The Fiscal Calendar (Invoice Date) YQMD dimension hierarchy contains four levels: Year, Quarter, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Invoice Date) YQMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Invoice Date) YQMD dimension hierarchy.

- Fiscal Calendar (Invoice Date) YQMD (All)
- Fiscal Calendar (Invoice Date) Year
- Fiscal Calendar (Invoice Date) Quarter
- Fiscal Calendar (Invoice Date) Month
- Fiscal Calendar (Invoice Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Invoice Date) YQPD

The Fiscal Calendar (Invoice Date) YQPD dimension hierarchy contains four levels: Year, Quarter, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Invoice Date) YQPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Invoice Date) YQPD dimension hierarchy.

- Fiscal Calendar (Invoice Date) YQPD (All)
- Fiscal Calendar (Invoice Date) Year
- Fiscal Calendar (Invoice Date) Quarter
- Fiscal Calendar (Invoice Date) Period
- Fiscal Calendar (Invoice Date) Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar (Invoice Date) dimension.

Filters

There are no filters associated with the Fiscal Calendar (Invoice Date) dimension.

Fiscal Calendar (Requested Shipment Date)

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension defines the requested shipment date fiscal calendar.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar (Requested Shipment Date) dimension.

Fiscal Calendar (Requested Shipment Date) YMD

The Fiscal Calendar (Requested Shipment Date) YMD dimension hierarchy contains three levels: Year, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Requested Shipment Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Requested Shipment Date) YMD dimension hierarchy.

- Fiscal Calendar (Requested Shipment Date) YMD (All)
- Fiscal Calendar (Requested Shipment Date) Year
- Fiscal Calendar (Requested Shipment Date) Month
- Fiscal Calendar (Requested Shipment Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Requested Shipment Date) YPD

The Fiscal Calendar (Requested Shipment Date) YPD dimension hierarchy contains three levels: Year, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Requested Shipment Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Requested Shipment) YPD dimension hierarchy.

- Fiscal Calendar (Requested Shipment Date) YPD (All)
- Fiscal Calendar (Requested Shipment Date) Year
- Fiscal Calendar (Requested Shipment Date) Period
- Fiscal Calendar (Requested Shipment Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Requested Shipment) YQMD

The Fiscal Calendar (Requested Shipment Date) YQMD dimension hierarchy contains four levels: Year, Quarter, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Requested Shipment Date) YQMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Requested Shipment Date) YQMD dimension hierarchy.

- Fiscal Calendar (Requested Shipment Date) YQMD (All)
- Fiscal Calendar (Requested Shipment Date) Year
- Fiscal Calendar (Requested Shipment Date) Quarter
- Fiscal Calendar (Requested Shipment Date) Month
- Fiscal Calendar (Requested Shipment Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Requested Shipment Date) YQPD

The Fiscal Calendar (Requested Shipment Date) YQPD dimension hierarchy contains four levels: Year, Quarter, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Requested Shipment Date) YQPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Requested Shipment Date) YQPD dimension hierarchy.

- Fiscal Calendar (Requested Shipment Date) YQPD (All)
- Fiscal Calendar (Requested Shipment Date) Year
- Fiscal Calendar (Requested Shipment Date) Quarter
- Fiscal Calendar (Requested Shipment Date) Period
- Fiscal Calendar (Requested Shipment Date) Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar (Requested Shipment Date) dimension.

Filters

There are no filters associated with the Fiscal Calendar (Requested Shipment Date) dimension.

Fiscal Calendar (Scheduled Shipment Date)

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension defines the scheduled shipment date fiscal calendar.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar (Scheduled Shipment Date) dimension.

Fiscal Calendar (Scheduled Shipment Date) YMD

The Fiscal Calendar (Scheduled Shipment Date) YMD dimension hierarchy contains three levels: Year, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Scheduled Shipment Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Scheduled Shipment Date) YMD dimension hierarchy.

- Fiscal Calendar (Scheduled Shipment Date) YMD (All)
- Fiscal Calendar (Scheduled Shipment Date) Year
- Fiscal Calendar (Scheduled Shipment Date) Month
- Fiscal Calendar (Scheduled Shipment Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Scheduled Shipment Date) YPD

The Fiscal Calendar (Scheduled Shipment Date) YPD dimension hierarchy contains three levels: Year, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Scheduled Shipment Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Scheduled Shipment Date) YPD dimension hierarchy.

- Fiscal Calendar (Scheduled Shipment Date) YPD (All)
- Fiscal Calendar (Scheduled Shipment Date) Year

- Fiscal Calendar (Scheduled Shipment Date) Period
- Fiscal Calendar (Scheduled Shipment Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Scheduled Shipment Date) YQMD

The Fiscal Calendar (Scheduled Shipment Date) YQMD dimension hierarchy contains four levels: Year, Quarter, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Scheduled Shipment Date) YQMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Scheduled Shipment Date) YQMD dimension hierarchy.

- Fiscal Calendar (Scheduled Shipment Date) YQMD (All)
- Fiscal Calendar (Scheduled Shipment Date) Year
- Fiscal Calendar (Scheduled Shipment Date) Quarter
- Fiscal Calendar (Scheduled Shipment Date) Month
- Fiscal Calendar (Scheduled Shipment Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Scheduled Shipment) YQPD

The Fiscal Calendar (Scheduled Shipment Date) YQPD dimension hierarchy contains four levels: Year, Quarter, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Scheduled Shipment Date) YQPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Scheduled Shipment Date) YQPD dimension hierarchy.

- Fiscal Calendar (Scheduled Shipment Date) YQPD (All)
- Fiscal Calendar (Scheduled Shipment Date) Year
- Fiscal Calendar (Scheduled Shipment Date) Quarter
- Fiscal Calendar (Scheduled Shipment Date) Period
- Fiscal Calendar (Scheduled Shipment Date) Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar (Scheduled Shipment Date) dimension.

Filters

There are no filters associated with the Fiscal Calendar (Scheduled Shipment Date) dimension.

Fiscal Calendar (Shipped Date)

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension defines the shipped date fiscal calendar.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Fiscal Calendar (Shipped Date) dimension.

Fiscal Calendar (Shipped Date) YMD

The Fiscal Calendar (Shipped Date) YMD dimension hierarchy contains three levels: Year, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Shipped Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Shipped Date) YMD dimension hierarchy.

- Fiscal Calendar (Shipped Date) YMD (All)
- Fiscal Calendar (Shipped Date) Year
- Fiscal Calendar (Shipped Date)Month
- Fiscal Calendar (Shipped Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Shipped Date) YPD

The Fiscal Calendar (Shipped Date) YPD dimension hierarchy contains three levels: Year, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Shipped Date) YMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Shipped Date) YPD dimension hierarchy.

- Fiscal Calendar (Shipped Date) YPD (All)
- Fiscal Calendar (Shipped Date) Year
- Fiscal Calendar (Shipped Date) Period
- Fiscal Calendar (Shipped Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Shipped Date) YQMD

The Fiscal Calendar (Shipped Date) YQMD dimension hierarchy contains four levels: Year, Quarter, Month, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Shipped Date) YQMD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Shipped Date) YQMD dimension hierarchy.

- Fiscal Calendar (Shipped Date) YQMD (All)
- Fiscal Calendar (Shipped Date) Year
- Fiscal Calendar (Shipped Date) Quarter
- Fiscal Calendar (Shipped Date) Month
- Fiscal Calendar (Shipped Date) Day

Location in the target model: Fiscal Calendar

Fiscal Calendar (Shipped Date) YQPD

The Fiscal Calendar (Shipped Date) YQPD dimension hierarchy contains four levels: Year, Quarter, Period, and Day. The date role, identified in brackets, rolls up the Fiscal Calendar (Shipped Date) YQPD dimension hierarchy.

The following is a list of levels associated with the Fiscal Calendar (Shipped Date) YQPD dimension hierarchy.

- Fiscal Calendar (Shipped Date) YQPD (All)
- Fiscal Calendar (Shipped Date) Year
- Fiscal Calendar (Shipped Date) Quarter
- Fiscal Calendar (Shipped Date) Period
- Fiscal Calendar (Shipped Date) Day

Location in the target model: Fiscal Calendar

Dimension multipliers

There are no dimension multipliers associated with the Fiscal Calendar (Shipped Date) dimension.

Filters

There are no filters associated with the Fiscal Calendar (Shipped Date) dimension.

Forecast Activity

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This open source fact contains the information about the sales forecast. It's not mapped to any ERP source because forecast data is not typically stored in the ERP. It can be sourced from any open connection, such as CSV files.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Forecast Activity dimension.

Forecast Activity

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Forecast Activity dimension hierarchy.

- Forecast Activity (All)
- Forecast Activity

Location in the target model: Forecast Activity

Dimension multipliers

There are no dimension multipliers associated with the Forecast Activity dimension.

Filters

There are no filters associated with the Forecast Activity dimension.

Forecast Item Category

This dimension provides higher-level grouping of the item. The main purpose of this dimension is to allow forecasting for a group of items.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Forecast Item Category dimension.

Forecast Item Category

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Forecast Item Category dimension hierarchy.

- Forecast Item Category (All)
- Forecast Item Category

Location in the target model: Item

Dimension multipliers

There are no dimension multipliers associated with the Forecast Item Category dimension.

Filters

There are no filters associated with the Forecast Item Category dimension.

Forecast Version

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This open source dimension provides a list of forecast versions. Each version has a description that allows you to compare the original version of the forecast to various iterations.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Forecast Version dimension.

Forecast Version

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Forecast Version dimension hierarchy.

- Forecast Version (All)
- Forecast Version ID

Location in the target model: Forecast Version

Dimension multipliers

There are no dimension multipliers associated with the Forecast Version dimension.

Filters

There are no filters associated with the Forecast Version dimension.

Item

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This shared dimension contains the list of items that an organization can buy or sell. The Business key is Organization and Item.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Item dimension.

Item

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Item dimension hierarchy.

- Item (All)
- Item ID

- Organization ID

Location in the target model: Item

Item Status

The Item Status dimension hierarchy contains a list of all items categorized by item status.

The following is a list of levels associated with the Item Status dimension hierarchy.

- Item Status (All)
- Item Status
- Item
- Organization

Location in the target model: Item

Item Type

The Item Type dimension hierarchy contains a list of all items categorized by item type.

The following is a list of levels associated with the Item Type dimension hierarchy.

- Item Type(All)
- Item Type
- Item
- Organization

Location in the target model: Item

Dimension multipliers

There are no dimension multipliers associated with the Item dimension.

Filters

There are no filters associated with the Item dimension.

Opportunity Activity

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This transaction fact contains all the information about pre-sales activities. Every opportunity is tracked in an organization through various stages of the sales pipeline.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Opportunity Activity dimension.

Opportunity Activity

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Opportunity Activity dimension hierarchy.

- Opportunity Activity (All)
- Opportunity Activity

Location in the target model: Opportunity Activity

Dimension multipliers

There are no dimension multipliers associated with the Opportunity Activity dimension.

Filters

There are no filters associated with the Opportunity Activity dimension.

Opportunity Status

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension describes every status of an opportunity.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Opportunity Status dimension.

Opportunity Status

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Opportunity Status dimension hierarchy.

- Opportunity Status (All)
- Opportunity Status ID

Location in the target model: Opportunity Status

Dimension multipliers

The following is a list of the dimension multipliers associated with the Opportunity Status dimension.

Close Multiplier

A multiplier used to identify the closed opportunity status

Location in the warehouse model: Opportunity Status

Lost Multiplier

A multiplier used to identify the lost opportunity status

Location in the warehouse model: Opportunity Status

Open Multiplier

A multiplier used to identify open opportunity status

Location in the warehouse model: Opportunity Status

Win Multiplier

A multiplier used to identify the won opportunity status

Location in the warehouse model: Opportunity Status

Filters

There are no filters associated with the Opportunity Status dimension.

Order Activity

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This transaction fact contains all the sales orders. The grain for this fact is order identifier and order line identifier.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Order Activity dimension.

Order Activity

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Order Activity dimension hierarchy.

- Order Activity (All)
- Order Activity

Location in the target model: Order Activity

Dimension multipliers

There are no dimension multipliers associated with the Order Activity dimension.

Filters

There are no filters associated with the Order Activity dimension.

Order History

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This fact contains customer and item history which is used to analyze new and lost business.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Order History dimension.

Order History

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Order History dimension hierarchy.

- Order History (All)
- Order History

Location in the target model: Order History

Dimension multipliers

The following is a list of the dimension multipliers associated with the Order History dimension.

New Customers Multiplier

This is the new customer multiplier.

Location in the warehouse model: Order History

New Sales Items Multiplier

This is the new item multiplier.

Location in the warehouse model: Order History

Filters

The following is a list of filters associated with the Order History dimension.

New Customers Filter

The New Customers filter filters customer data based on new customers.

New Sales Items Filter

The New Sales Items filter filters sales data based on new sales.

Order Line Snapshot

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This accumulated fact provides a current status of an order line and summarizes each of its stages of shipping and billing. It contains shipping and billing information, including shipping and billing status, and how long it took to ship and bill.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Order Line Snapshot dimension.

Order Line Snapshot

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Order Line Snapshot dimension hierarchy.

- Order Line Snapshot (All)
- Order Line Snapshot

Location in the target model: Order Line Snapshot

Dimension multipliers

There are no dimension multipliers associated with the Order Line Snapshot dimension.

Filters

There are no filters associated with the Order Line Snapshot dimension.

Order Status

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains the current status of an order. An order goes through a lifecycle before it is completed. For example, open, shipped, invoiced, and closed.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Order Status dimension.

Order Status

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Order Status dimension hierarchy.

- Order Status (All)
- Order Status Code

Location in the target model: Order Status

Dimension multipliers

There are no dimension multipliers associated with the Order Status dimension.

Filters

There are no filters associated with the Order Status dimension.

Order Type

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension provides a classification of an order. The classification enables sales analysis for each type of sales. For example, direct, dropped, or shipped. Order types are usually very industry specific.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Order Type dimension.

Order Type

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Order Type dimension hierarchy.

- Order Type (All)
- Order Type Id

Location in the target model: Order Type

Dimension multipliers

There are no dimension multipliers associated with the Order Type dimension.

Filters

There are no filters associated with the Order Type dimension.

Organization

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains information about the hierarchical structure of personnel and resources used by a company to conduct business. The structure may be grouped by location, function, or another common characteristic.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Organization dimension.

Business Group

The Business Group dimension hierarchy is a classification system for business groups.

The following is a list of levels associated with the Business Group dimension hierarchy.

- Business Group (All)
- Business Group Id
- Organization Code

Location in the target model: Organization

Organization

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Organization dimension hierarchy.

- Organization (All)
- Organization Code

Location in the target model: Organization

Organization Type

The Organization Type dimension hierarchy is a classification system for grouping organizations into logical groups or types, such as division and department.

The following is a list of levels associated with the Organization Type dimension hierarchy.

- Organization Type(All)
- Organization Type
- Organization

Location in the target model: Organization

Dimension multipliers

There are no dimension multipliers associated with the Organization dimension.

Filters

There are no filters associated with the Organization dimension.

Price List

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension provides a list of various price structures used in the business.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Price List dimension.

Price List

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Price List dimension hierarchy.

- Price List (All)
- Price List ID

Location in the target model: Price List

Dimension multipliers

There are no dimension multipliers associated with the Price List dimension.

Filters

There are no filters associated with the Price List dimension.

Purchase Item Category

This dimension is created in the target model.

This dimension contains the list of items by categorized by purchase category. This dimension is used in Procurement Analytics.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Purchase Item Category dimension.

Purchase Item Category

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Purchase Item Category dimension hierarchy.

- Purchase Item Category(All)
- Category
- Item

- Organization

Location in the target model: Item

Dimension multipliers

There are no dimension multipliers associated with the Purchase Item Category dimension.

Filters

There are no filters associated with the Purchase Item Category dimension.

Quota Version

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension describes the purpose of the sales quota. It provides the ability to create the multiple quotas that are required to perform analysis.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Quota Version dimension.

Quota Version

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Quota Version dimension hierarchy.

- Quota Version (All)
- Quota Version ID

Location in the target model: Quota Version

Dimension multipliers

There are no dimension multipliers associated with the Quota Version dimension.

Filters

There are no filters associated with the Quota Version dimension.

Return Activity

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This transaction fact contains information about sales returns. The grain for this fact is return header identifier and return line identifier.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Return Activity dimension.

Return Activity

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Return Activity dimension hierarchy.

- Return Activity (All)
- Return Activity

Location in the target model: Return Activity

Dimension multipliers

There are no dimension multipliers associated with the Return Activity dimension.

Filters

There are no filters associated with the Return Activity dimension.

Return Reason

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension is a list of reasons that have been defined to record sales returns.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Return Reason dimension.

Return Reason

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Return Reason dimension hierarchy.

- Return Reason (All)
- Return Reason Code

Location in the target model: Return Reason

Dimension multipliers

There are no dimension multipliers associated with the Return Reason dimension.

Filters

There are no filters associated with the Return Reason dimension.

Sales Campaign

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains the information about marketing campaigns.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Campaign dimension.

Sales Campaign

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Campaign dimension hierarchy.

- Sales Campaign (All)
- Campaign ID

Location in the target model: Sales Campaign

Dimension multipliers

There are no dimension multipliers associated with the Sales Campaign dimension.

Filters

There are no filters associated with the Sales Campaign dimension.

Sales Channel

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension describes the medium that is used to make a sale, for example, online sale, partners, and OEM.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Channel dimension.

Sales Channel

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Channel dimension hierarchy.

- Sales Channel (All)
- Channel Code

Location in the target model: Sales Channel

Dimension multipliers

There are no dimension multipliers associated with the Sales Channel dimension.

Filters

There are no filters associated with the Sales Channel dimension.

Sales Cycle Stage

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains a list of all the stages that occur through a sales pipeline.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Cycle Stage dimension.

Sales Cycle Stage

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Cycle Stage dimension hierarchy.

- Sales Cycle Stage (All)
- Stage ID

Location in the target model: Sales Cycle Stage

Dimension multipliers

There are no dimension multipliers associated with the Sales Cycle Stage dimension.

Filters

There are no filters associated with the Sales Cycle Stage dimension.

Sales Item Category

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains the list of items categorized by sales category.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Item Category dimension.

Sales Item Category

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Item Category dimension hierarchy.

- Sales Item Category(All)
- Category
- Item
- Organization

Location in the target model: Item

Dimension multipliers

There are no dimension multipliers associated with the Sales Item Category dimension.

Filters

There are no filters associated with the Sales Item Category dimension.

Sales Organization Hierarchy

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension contains various organization hierarchies that can be used for sales analysis. The last leaf of the hierarchy is sales representative.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Organization Hierarchy dimension.

Sales Organization Hierarchy

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Organization Hierarchy dimension hierarchy.

- Sales Organization Hierarchy (All)
- Hierarchy Name
- Organization ID
- Sales Rep ID

Location in the target model: Sales Organization Hierarchy

Sales Organization/Rep Hierarchy

The Sales Organization/Rep Hierarchy dimension hierarchy contains various organization hierarchies that can be used for sales analysis.

The following is a list of levels associated with the Sales Organization/Rep Hierarchy dimension hierarchy.

- Sales Organization/Rep Hierarchy (All)
- Organization Level 1
- Organization Level 2
- Organization Level 3
- Organization Level 4
- Organization Level 5
- Organization Level 6
- Organization Level 7
- Organization Level 8
- Organization Level 9
- Organization Level 10
- Organization Level 11
- Organization Level 12
- Organization Level 13
- Organization Level 14
- Organization Level 15

Location in the target model: Sales Organization Hierarchy

Dimension multipliers

There are no dimension multipliers associated with the Sales Organization Hierarchy dimension.

Filters

There are no filters associated with the Sales Organization Hierarchy dimension.

Sales Quota

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This open connection fact contains the sales quota amount assigned to every sales representative. It is used to analyze sales representative performance. The grain for this fact is quota identifier (a unique identifier for every quota assignment).

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Quota dimension.

Sales Quota

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Quota dimension hierarchy.

- Sales Quota (All)
- Sales Quota

Location in the target model: Sales Quota

Dimension multipliers

There are no dimension multipliers associated with the Sales Quota dimension.

Filters

There are no filters associated with the Sales Quota dimension.

Sales Rep

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension provides a list of sales representatives and their names. It is referenced by all the sales facts. The business key is composed of Organization ID and Sales Rep ID.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales Rep dimension.

Sales Rep

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales Rep dimension hierarchy.

- Sales Rep (All)
- Sales Rep ID
- Organization ID

Location in the target model: Sales Rep

Dimension multipliers

There are no dimension multipliers associated with the Sales Rep dimension.

Filters

There are no filters associated with the Sales Rep dimension.

Sales User Ranges

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This open source dimension contains a list of configurable range values.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Sales User Ranges dimension.

Sales User Ranges

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Sales User Ranges dimension hierarchy.

- Sales User Ranges (All)
- Range Type
- Range Key

Location in the target model: Sales User Ranges

Dimension multipliers

There are no dimension multipliers associated with the Sales User Ranges dimension.

Filters

There are no filters associated with the Sales User Ranges dimension.

Shipment Activity

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This transaction fact contains all the shipping information for an order. The grain for this fact is shipment detail identifier.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Shipment Activity dimension.

Shipment Activity

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Shipment Activity dimension hierarchy.

- Shipment Activity (All)
- Shipment Activity

Location in the target model: Shipment Activity

Dimension multipliers

There are no dimension multipliers associated with the Shipment Activity dimension.

Filters

There are no filters associated with the Shipment Activity dimension.

Shipment Days Late Range

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension is a range of values to that are used to analyze how many days shipments are late by.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Shipment Days Late Range dimension.

Shipment Days Late Range

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Shipment Days Late Range dimension hierarchy.

- Shipment Days Late Range(All)
- Shipment Days Late Range

Location in the target model: Sales User Ranges

Dimension multipliers

There are no dimension multipliers associated with the Shipment Days Late Range dimension.

Filters

There are no filters associated with the Shipment Days Late Range dimension.

Unit of Measure

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This dimension is the unit of measure. Every unit of an item that is sold or purchased is measured by its unit of measure. For example, a unit of measure could be liters, gallons, or pounds. Every unit of measure (UOM) belongs to a class, for example, weight, volume, or time.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Unit of Measure dimension.

Base UOM

The Base UOM dimension hierarchy contains a list of all base units of measure used for volume aggregation for items sold or purchased in different units of measure.

The following is a list of levels associated with the Base UOM dimension hierarchy.

- Base UOM (All)
- Base UOM

Location in the target model: Unit of Measure

Unit of Measure

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Unit of Measure dimension hierarchy.

- Unit of Measure (All)
- Unit of Measure
- Item ID

Location in the target model: Unit of Measure

Dimension multipliers

There are no dimension multipliers associated with the Unit of Measure dimension.

Filters

There are no filters associated with the Unit of Measure dimension.

Warehouse

This dimension is created when Adaptive Warehouse generates the target model. By default, this dimension inherits the name of the warehouse model dimension on which it is based.

This shared dimension contains a list of warehouses from where items are shipped or received.

Dimension hierarchies

The following is a list of dimension hierarchies related to the Warehouse dimension.

Organization Warehouse

The Organization Warehouse dimension hierarchy contains a list of warehouses concatenated by the key of Organization and Warehouse. This dimension hierarchy is used primarily for warehouse prompts when the user can select a warehouse of a specific organization.

The following is a list of levels associated with the Organization Warehouse dimension hierarchy.

- Organization Warehouse(All)
- Organization Warehouse

Location in the target model: Warehouse

Warehouse

This is the default hierarchy for the dimension. The levels in the default hierarchy correspond to the business keys in the dimension.

The following is a list of levels associated with the Warehouse dimension hierarchy.

- Warehouse (All)
- Organization ID
- Warehouse ID

Location in the target model: Warehouse

Dimension multipliers

There are no dimension multipliers associated with the Warehouse dimension.

Filters

There are no filters associated with the Warehouse dimension.

Chapter 7: Parameter maps

Parameter maps store parameters in a series of key-value pairs, similar to data source look-up tables. Each parameter map has two columns, one for the key and one for the value that the key represents. Parameter values can either be system-generated or user-defined. You can use user-defined parameters to create conditional query subjects that substitute values when an associated report is run. Adaptive Warehouse uses system-generated parameters in filters and calculations when mapping model objects to the warehouse model. Most system-generated parameters are not available for reporting purposes, and should not be modified by the user.

AA_Prompts_Map

The AA_Prompts_Map parameter map contains prompt parameters. You can use Adaptive Warehouse to change the default value of a prompt parameter by modifying it in the warehouse model. Adaptive Analytics uses these values when it generates reports that contain prompts.

Each prompt parameter should have at least one of the following entries:

- *entry name* - you can either use this to define the function of the prompt, or you can leave it blank.
- *entry name_QueryItem* - this optional value identifies a query item that can provide a distinct list of values for the above prompt.
- *entry name_DfltValue* - Adaptive Analytics uses this as the default value, if no override is provided.

Do not modify prompt parameters in the Parameter Maps folder in the target model. Some of the parameters in the target model are overwritten by the warehouse model value when you synchronize the models.

Parameter	Value	System/User Setting
As At Date	#prompt('As At Date', 'date')#	System
As At Date_DfltValue		System
As At Date_QueryItem	_DATE	System
Database Layer.Sales Organization Hierarchy.Hierarchy Name_DfltValue	Note: When you enter an hierarchy name for this parameter, you must include the business group identifier and the version identifier with the name. If you do not have a business group identifier, then include only the version identifier.	User

Parameter	Value	System/User Setting
Database Layer.Sales Organization Hierarchy.Hierarchy Name	#prompt('Database Layer.Sales Organization Hierarchy.Hierarchy Name','string', '', '[Database Layer].[Sales Organization Hierarchy].[Hierarchy Name]')#	System
Database Layer.Sales Organization Hierarchy.Hierarchy Name_QueryItem	[Database Layer].[Sales Organization Hierarchy].[Hierarchy Name]	System
Dimension Perspective		System
Dimension Perspective_DfltValue	1	System
Dimension Perspective_QueryItem	[Dimension Perspective].[Dimension Perspective]	System
Dormant From Date	#prompt('Dormant From Date', 'date')#	System
Dormant From Date_DfltValue		User
Dormant From Date_QueryItem	_DATE	System
Dormant To Date	#prompt('Dormant To Date', 'date')#	System
Dormant To Date_DfltValue		User
Dormant To Date_QueryItem	_DATE	System
Fiscal Calendar Variant	#prompt('Fiscal Calendar Variant','string',sq ('Accounting*Month'),'',[All Time].[Fiscal Calendar Variants].[Fiscal Calendar Variant Code]')#	System
Fiscal Calendar Variant_DfltValue	'Accounting*Month'	User
Fiscal Calendar Variant_QueryItem	[All Time].[Fiscal Calendar Variants].[Fiscal Calendar Variant Code]	System

Parameter	Value	System/User Setting
Historical Opportunity Win Rate From Date	#prompt('Historical Opportunity Win Rate From Date', 'date')#	System
Historical Opportunity Win Rate From Date_DfltValue		User
Historical Opportunity Win Rate From Date_QueryItem	_DATE	System
Historical Opportunity Win Rate To Date	#prompt('Historical Opportunity Win Rate To Date', 'date')#	System
Historical Opportunity Win Rate To Date_DfltValue		User
Historical Opportunity Win Rate To Date_QueryItem	_DATE	System
Rate Type_DfltValue	'1*PERIOD_END_RATE'	User
Rate Type_QueryItem	[Database Layer].[Financial Currency Conversion Rate Type].[Rate Type Code]	System
Rate Type	#prompt('Rate Type', 'string',sq('1*PERIOD_END_RATE'),'','[Database Layer].[Financial Currency Conversion Rate Type].[Rate Type Code]')#	System

Config_Parameters

Configuration parameters ensure that the correct information is delivered to the report consumers. These parameters simplify the process of implementing analytic applications by letting you define business variables in one location.

In Adaptive Warehouse, you can modify configuration parameters by editing the configuration parameters map in either the target or source model.

Parameter	Value	System/User Setting
ACCNTNG_INFO_ORG_INFO_CNTXT	Accounting Information	System
ACTIVE_STATUS	A	System

Parameter	Value	System/User Setting
AR_CREDIT_MEMO	'CM'	System
AR_FREIGHT_LINE_TYPE_CD	'FREIGHT'	System
AR_TAX_LINE_TYPE_CD	'TAX'	System
Base UOM Flag	'Y'	System
BOM ITEM TYPE View Application ID	'700'	System
Days_in_Year	365.2425	User
Default Closed Opportunity Date	2999-12-31	User
Default_Date	1900-01-01	System
DEFAULT_GROUP_CURRENCY_CD	USD	System
DEFAULT_LONG_CHAR	Unknown	System
DEFAULT_MULT	0	System
DEFAULT_NUMBER	0	System
DEFAULT_SEPARATOR	*	System
DEFAULT_SHORT_CHAR	-	System
en-us	'US'	User
FAX_PHN_LN_TYP	FAX	User
GNRL_PHN_LN_TYP	GEN	System
Inventory Item ID	'0'	User
ITEM TYPE View Application ID	'3'	System

Parameter	Value	System/User Setting
ITEM_FLEX_NUM	101	User
Language	'US'	User
LGL_ENTTY_ORG_INFO_CNTXT	Legal Entity Accounting	System
LINE CATEGORY CODE	'ORDER'	System
NO_FLAG	N	System
OPERATING_UNIT_INFO	Operating Unit Information	System
Order Status Lookup Type	'LINE_FLOW_STATUS'	System
Order Status View Application Id	660	System
Order Type Lookup Type	'ORDER_CATEGORY'	System
Order Type View Application Id	660	System
PRC_ID_FLEX_CODE_ITEM	'MSTK'	System
PRC_ID_FLEX_CODE_PU	'MCAT'	System
PRC_LOOKUP_TYPE_BOM_ITEM	'BOM_ITEM_TYPE'	System
PRC_LOOKUP_TYPE_ITEM	'ITEM_TYPE'	System
PRC_SEGMENT_ENABLED_FLAG	'Y'	System
PRC_VIEW_APP_ID_ITEM	'401'	System
Purchase Functional Area Code	'2'	User

Parameter	Value	System/User Setting
Return LINE CATEGORY CODE	'RETURN'	System
Return Reason Lookup Type	'CREDIT_MEMO_REASON'	System
Return Reason View Application Id	222	System
SA Initial Load Flag	'Y'	User
Sales Channel Lookup Type	'SALES_CHANNEL'	System
Sales Channel View Application Id	660	System
Sales Functional Area Code	'7'	User
Sales Organization Hierarchy Names	'US Commercial Sales (DBI)', 'US Federal Government Global', 'Assets Hierarchy'	User
	Note: A business group identifier or version identifier is not required when you enter an organization name for this parameter.	
SA_INVOICE_LOOKUP_CODE	'INV', 'DM', 'CB', 'CM'	System
SA_INVOICE_TRANSACTION_TYPE	'INV/CM'	System
SA_INVOICE_VIEW_APPLICATION_ID	222	System
SA_LOST_CUSTOMER_PERIOD_NUMBER	12	User
SA_SALES_ORDER_SOURCE	'ORDER ENTRY'	System
Ship to Contact Lookup ROLE TYPE	'CONTACT'	System
Shipment SOURCE CODE	'OE'	System

Parameter	Value	System/User Setting
Sold to Contact Lookup ROLE TYPE	'CONTACT'	System
STAND- ARD_COST_TYPES	'Frozen'	System
STATE_PROVINCE_LKP	'US_STATE','CA_PROVINCE'	User
YES_FLAG	Y	System

System parameter maps

The following parameter maps contain system parameters and should not be modified.

- CurrentDateMap
- Dimension Perspective
- Relative Time Prompt Map

Chapter 8: User ranges

User ranges classify data into intervals that share a characteristic. Each user range interval is defined with an upper and a lower value. For example, a user range interval for age can include all people between 40 and 50 years old.

User ranges are used in reports, like any other hierarchy, as a grouping technique for specific measures.

Expected Close Days

The following table shows the user ranges for Expected Close Days.

Range Name	Range Key	Low Range	High Range
0 to 30 Days	1	0	31
31 to 60 Days	2	31	61
61 to 90 Days	3	61	91
Over 90 Days	4	91	999999999

Shipment Days Late Range

The following table shows the user ranges for Shipment Days Late.

Range Name	Range Key	Low Range	High Range
1 to 5 Days	1	1	5
6 to 10 Days	2	6	10
11 to 20 Days	3	11	20
Over 20 Days	4	21	999999999

Chapter 9: Warehouse model objects

The warehouse model provides the data structure for reporting purposes. It contains information about warehouse objects and their properties.

Objects in the warehouse model are referenced by objects in the source and target models. For example, every input source of a data flow in a warehouse object is associated with a model query subject and a namespace in the source and target models.

The reference material in this guide documents the object properties that are prepackaged with the application.

If you customize an object by changing its business rule or renaming it, this reference information is out-of-date. To find information about objects, you can explore them in Adaptive Warehouse or use lineage information in Adaptive Analytics.

The following section describes each warehouse object and its related warehouse items.

Note: The objects listed in this section vary between ERP versions.

Billing Activity

This transaction fact contains the billing information for the order. Typically an order is invoiced after it has shipped to the customer.

Warehouse object items

The warehouse object items associated with Billing Activity are shown in this table.

Warehouse Object Item	Type	Description
BILL TO CUSTOMER ADDRESS ID	Attribute	The bill to customer address identifier
BILL TO CUSTOMER ID	Attribute	The bill to customer identifier
BILL TO SITE USE ID	Attribute	The bill to customer site identifier
Billing Actual Cost	Attribute	The actual cost of the item when fully shipped
Billing Amount	Calculated Fact	The dollar amount for the invoiced goods
Billing Cost Amount	Calculated Attribute	The dollar cost amount for the invoiced item
Billing Currency Code	Attribute	The currency used for billing

Warehouse Object Item	Type	Description
Billing Date	Attribute	The billing date
Billing ID	Attribute	The billing identifier
Billing Line ID	Business Key	The billing line identifier
Billing Order Net Price	Fact	The actual price charged to customer
Billing Price	Fact	The selling price at the time of billing
Billing Qty	Fact	The billed quantity for an invoice line
CHANNEL CODE	Attribute	The sales channel through which the order was placed
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Item ID	Attribute	The item identifier
Local Currency Code	Attribute	The code representing the currency in which the balances are kept in the source company's database
Order Line ID	Business Key	The order line identifier
ORGANIZATION ID	Attribute	The operating unit which performed this transaction
PRIMARY QUANTITY	Attribute	The quantity (number of items) of the transaction provided in the primary unit of measure for the item
SALES REP ID	Attribute	The sales representative identifier
SET OF BOOKS ID	Attribute	The set of books identifier
SHIP FROM ORGANIZATION ID	Attribute	The identifier of the organization that the item was shipped from
Unit of Measure	Attribute	The unit of measure for the requested quantity

Warehouse Object Item	Type	Description
UOM Code	Attribute	The unit of measure for the requested quantity
UOM Item Dependent Flag	Attribute	An internal flag used to derive the item-specific conversion rate for the unit of measure
UOM Item ID	Calculated Attribute	The unit of measure item identifier

Dataflows

The following dataflows are associated with the Billing Activity warehouse object.

ORA Billing Activity Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Billing Activity Input Source	CUST_TRX_TYPE_LOOKUP_VALUES CUSTOMER_TRX FND_LOOKUP_VALUES - FND INV_RA_CUSTOMER_TRX_ALL - AR INV_RA_CUSTOMER_TRX_LINES_ALL - AR INVENTORY_ACTUAL_COST MTL_MATERIAL_TRANSACTIONS - INV MTL_UNITS_OF_MEASURE - INV OE_ORDER_HEADERS_ALL - ONT OE_ORDER_LINES_ALL - ONT RA_CUST_TRX_TYPES_ALL - AR RA_CUSTOMER_TRX_ALL - AR RA_CUSTOMER_TRX_LINES_ALL - AR	None

Calendar

This dimension contains the default year, quarter, month, and day for the Gregorian calendar.

Warehouse object items

There are no warehouse object items associated with the Calendar warehouse object.

Dataflows

The following dataflows are associated with the Calendar warehouse object.

Dataflow (Calendar)

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
No input source		

Customer

This dimension contains information about a person or company that buys goods or services. A customer may have multiple locations and addresses for billing and shipping purposes.

Warehouse object items

The warehouse object items associated with Customer are shown in this table.

Warehouse Object Item	Type	Description
Active Customer Indicator	Attribute	The customer status flag and lookup code for CODE_STATUS
ADDRESS_ID	Business Key	The customer site address identifier
City Name	Attribute	The name of the city where the customer resides
CMPY_CR_FS_RVN_AMT	Attribute	The party type of the customer. It can be person, organization, group, or relationship.
CMPY_NX_FS_RVN_AMT	Attribute	The party type of the customer. It can be person, organization, group, or relationship

Warehouse Object Item	Type	Description
Collection Analyst Name	Calculated Attribute	The name of the collection analyst for the customer. It is based on the name that is available in the header or address level.
Collection Analyst Userid	Attribute	The user identifier for the customer collection analyst
Collector_ID	Attribute	The collector identifier
Collector_NAME	Attribute	The name of the collector
Collector_NAME (Header)	Attribute	The primary collector name for the customer
Company Primary Warehouse Name	Attribute	The name of the organization
Country Code	Attribute	The code for the territory
Country Name	Attribute	The short name that stands for the territory
County Code	Attribute	The code for the territory
County Name	Attribute	The short name that stands for the territory
Credit Limit Amount	Attribute	The overall credit limit
Currency Code	Attribute	The currency code
Customer Name	Attribute	The commonly used name of the customer. For example, it could be the first and last names without the middle name of a person, or the trading name of a company.
Customer Number	Attribute	The source-system generated unique identifier of the customer
Customer Type Code	Attribute	A code that represents the type of customer
Customer Type Description	Attribute	The description for the type of customer

Warehouse Object Item	Type	Description
CUSTOMER_ALIAS_NM	Attribute	The customer party type. It can be person, organization, group or relationship.
CUSTOMER_ID	Business Key	Identifies the customer associated with the item
Deletion Indicator	Calculated Attribute	An internal flag that detects deletions from the source system
Distribution Channel Code	Attribute	The order management lookup code for the SALES_CHANNEL attribute
Distribution Channel Description	Attribute	The description of the code representing the mechanism by which products or services reach the customer. Typical examples are wholesale, retail, internet, or direct sales.
Dunning Block Indicator	Attribute	Indicates if a credit hold exists on this account. Y for a credit hold is in place, N for no credit hold.
DUNNING_LETTER_SET_ID	Attribute	The identifier of the dunning letter set associated with this customer profile
DUNNING_LEVEL_ID	Attribute	The dunning letter set name
Fax Number	Calculated Attribute	The fax number of the customer
FAX_NO	Attribute	The fax number of the customer
FAX_NO1	Attribute	The fax number of the customer
Industry Code	Attribute	The standard industry classification number
Industry Name	Attribute	The description of the industry of a distinct group of companies with the same basic business activity. It is used to select companies for evaluation.

Warehouse Object Item	Type	Description
Multiple Org Sales Rep NAME	Attribute	The name of the sales representative for customers used by multiple organizations
ORG_ID	Attribute	The organization identifier
ORG_NM	Attribute	The name of the organization
Payment Terms Code	Attribute	The code representing the payment terms applicable for the transaction. For example, "Net 30", or "10% 20 Days".
Payment Terms Description	Attribute	The description of the payment terms applicable for the transaction. For example, "Net 30", or "10% 20 Days".
Per Order Credit Limit Amount	Attribute	The credit limit for an order
PHONE_NO	Attribute	The complete telephone number of the customer including country code, area code, and number
PHONE_NO1	Attribute	The complete telephone number of the customer including country code, area code, and number
Postal Code	Attribute	The postal code of the customer
Primary Sales Rep Name	Calculated Attribute	The name of the sales representative (used for OTHER type of sales rep)
Primary Sales Rep Userid	Attribute	The user identifier for the primary sales representative for the customer
PRIMARY_SALESREP_ID(Single Org Lookup Key)	Attribute	The user identifier for the primary sales representative for the customer. It is used for the name look up.
Region Code	Attribute	The code representing the region where the customer resides. The relevant meaning depends on the country.

Warehouse Object Item	Type	Description
Region Name	Attribute	The name of the region where the customer resides. The relevant meaning depends on the country.
Risk Category Code	Attribute	The list of values choices
Single Org Sales Rep NAME	Attribute	The name of the sales representative for customers that are used by a single organization
STANDARD_TERMS	Attribute	The user-defined payment terms
Street Address	Attribute	The first line of the customer address
TAXPAYER_ID	Attribute	The taxpayer identification number, often unique identifier of person or organization. It can be SSN or income taxpayer ID in US, fiscal code or NIF in Europe.
Telephone Number	Calculated Attribute	The complete telephone number of the customer including country code, area code, and number
WAREHOUSE_ID	Attribute	The default identifier of the warehouse from where goods are shipped

Dataflows

The following dataflows are associated with the Customer warehouse object.

Customer Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Input Source	AR_COLLECTORS - AR GL_SETS_OF_BOOKS - SQLGL HR_ORGANIZATION_INFORMATION - PER HZ_CUST_ACCOUNTS - AR HZ_CUST_ACCT_SITES_ALL - AR HZ_CUST_PROFILE_AMTS - AR HZ_CUST_SITE_USES_ALL - AR HZ_CUSTOMER_PROFILES - AR HZ_LOCATIONS - AR HZ_PARTIES - AR HZ_PARTY_SITES - AR JTF_RS_SALESREPS - JTF	Operating Unit Information Site User Code
Input Source1	AR_COLLECTORS - AR HZ_CUST_ACCOUNTS HZ_CUSTOMER_PROFILES - AR HZ_PARTIES JTF_RS_SALESREPS	None

Customer Deletion Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Input Source2	RA_CUSTOMER_MERGES - AR	CUSTOMER_SITE_CODE

Customer Hierarchy

This dimension contains the dimension hierarchies, dimension multipliers, and filters contained in the following sections.

Warehouse object items

The warehouse object items associated with Customer Hierarchy are shown in this table.

Warehouse Object Item	Type	Description
Customer Level 1 CODE	Attribute	The code of the highest level (level 1) parent of a customer
Customer Level 1 NAME	Attribute	The name of the highest level (level 1) parent of a customer
CUSTOMER Level 10 CODE	Attribute	This is the code of the highest level (level 10) parent of a customer
CUSTOMER Level 10 NAME	Attribute	This is the name of the highest level (level 10) parent of a customer
CUSTOMER Level 11 CODE	Attribute	This is the code of the highest level (level 11) parent of a customer
CUSTOMER Level 11 NAME	Attribute	The name of the highest level (level 11) parent of a customer
CUSTOMER Level 12 CODE	Attribute	The code of the highest level (level 12) parent of a customer
CUSTOMER Level 12 NAME	Attribute	The name of the highest level (level 12) parent of a customer
CUSTOMER Level 13 CODE	Attribute	The code of the highest level (level 13) parent of a customer
CUSTOMER Level 13 NAME	Attribute	The name of the highest level (level 13) parent of a customer
CUSTOMER Level 14 CODE	Attribute	The code of the highest level (level 14) parent of a customer
CUSTOMER Level 14 NAME	Attribute	The name of the highest level (level 14) parent of a customer
CUSTOMER Level 15 CODE	Attribute	The code of the highest level (level 15) parent of a customer
CUSTOMER Level 15 NAME	Attribute	The name of the highest level (level 15) parent of a customer
CUSTOMER Level 2 CODE	Attribute	The code of the highest level (level 2) parent of a customer

Warehouse Object Item	Type	Description
CUSTOMER Level 2 NAME	Attribute	The name of the highest level (level 2) parent of a customer
CUSTOMER Level 3 CODE	Attribute	The code of the highest level (level 3) parent of a customer
CUSTOMER Level 3 NAME	Attribute	The name of the highest level (level 3) parent of a customer
CUSTOMER Level 4 CODE	Attribute	The code of the highest level (level 4) parent of a customer
CUSTOMER Level 4 NAME	Attribute	The name of the highest level (level 4) parent of a customer
CUSTOMER Level 5 CODE	Attribute	The code of the highest level (level 5) parent of a customer
CUSTOMER Level 5 NAME	Attribute	The name of the highest level (level 5) parent of a customer
CUSTOMER Level 6 CODE	Attribute	The code of the highest level (level 6) parent of a customer
CUSTOMER Level 6 NAME	Attribute	The name of the highest level (level 6) parent of a customer
CUSTOMER Level 7 CODE	Attribute	The code of the highest level (level 7) parent of a customer
CUSTOMER Level 7 NAME	Attribute	The name of the highest level (level 7) parent of a customer
CUSTOMER Level 8 CODE	Attribute	The code of the highest level (level 8) parent of a customer
CUSTOMER Level 8 NAME	Attribute	The name of the highest level (level 8) parent of a customer
CUSTOMER Level 9 CODE	Attribute	The code of the highest level (level 9) parent of a customer
CUSTOMER Level 9 NAME	Attribute	The name of the highest level (level 9) parent of a customer

Warehouse Object Item	Type	Description
Customer Name	Attribute	The commonly used name of the customer, for example, the first and last names without the middle name of a person, or the trading name of a company
Customer Number	Attribute	The source system generated unique identifier of the customer
CUSTOMER_ID	Business Key	Identifies the customer associated with the item
Level Number	Attribute	The level number
PARENT_CUSTOMER_ID	Attribute	The identifier of the second customer account in a relationship. It is a foreign key to the HZ_CUST_ACCOUNTS_ALL table.

Dataflows

The following dataflows are associated with the Customer Hierarchy warehouse object.

Customer Hierarchy Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Input Source	HZ_CUST_ACCOUNTS - AR HZ_CUST_ACCT_RELATE_ALL - AR HZ_PARTIES - AR	None
Top Nodes	HZ_CUST_ACCOUNTS - AR HZ_CUST_ACCT_RELATE_ALL - AR HZ_CUST_ACCT_RELATE_ALL - AR (Self) HZ_PARTIES - AR	RELATED_CUST_ACCOUNT_ID

Financial Currency

This dimension converts monetary values in the data warehouse from one currency to another for reporting purposes.

Warehouse object items

The warehouse object items associated with Financial Currency are shown in this table.

Warehouse Object Item	Type	Description
Exchange Rate	Attribute	The rate of conversion from the currency converted from to the currency converted to
From Currency Code	Business Key	The currency code to be converted from
From Currency Name	Attribute	The full name of the currency converted from
Rate Published Date	Business Key	The date on which the rate of currency conversion was published
Rate Type Code	Business Key	The accounting books defining column
To Currency Code	Business Key	The currency code to be converted to
To Currency Name	Attribute	The full name of the currency converted to

Dataflows

The following dataflows are associated with the Financial Currency warehouse object.

Financial Currency Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Financial Currency Input Source	Currency Rates Without Effective Date FND_CURRENCIES_TL FND_CURRENCIES_TL - FND GL_PERIODS - SQLGL GL_SETS_OF_BOOKS GL_TRANSLATION_RATES - SQLGL	None
Financial Currency Input Source1	Currency Rates Without Effective Date FND_CURRENCIES_TL (From) FND_CURRENCIES_TL (To) GL_PERIODS - SQLGL GL_SETS_OF_BOOKS GL_TRANSLATION_RATES	None

Fiscal Calendar

This dimension defines the accounting year of the company. The accounting year of a company consists of a twelve month period. At the end of the fiscal year, the company must settle its accounting books with the government.

Warehouse object items

The warehouse object items associated with Fiscal Calendar are shown in this table.

Warehouse Object Item	Type	Description
Calendar End Date	Attribute	The ending calendar date of the posting period. This date is in YYYYMMDD format, for example, 20000131
Calendar Period Number	Business Key	The number of the posting period of the fiscal calendar, for example, 01, 02, ... 12
Calendar Quarter Value	Attribute	The quarter of the fiscal calendar
Calendar Start Date	Business Key	The starting calendar date of the posting period. This date is in YYYYM-MDD format, for example, 20000101

Warehouse Object Item	Type	Description
Calendar Variant Code	Business Key	Defines the fiscal calendars within an organization. An organization may be composed of multiple companies (for example, if mergers took place), and may have to deal with multiple fiscal calendars.
Calendar Week Value	Attribute	The week of the fiscal calendar
Calendar Year Value	Attribute	The year of the fiscal calendar in YYYY format

Dataflows

The following dataflows are associated with the Fiscal Calendar warehouse object.

Fiscal Calendar Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Fiscal Calendar Input Source	GL_PERIOD_SETS - SQLGL GL_PERIOD_TYPES - SQLGL GL_PERIODS - SQLGL	ADJUSTMENT_PERIOD_FLAG

Forecast Activity

This open source fact contains the information about the sales forecast. It's not mapped to any ERP source because forecast data is not typically stored in the ERP. It can be sourced from any open connection, such as CSV files.

Warehouse object items

The warehouse object items associated with Forecast Activity are shown in this table.

Warehouse Object Item	Type	Description
Channel Code	Attribute	The channel code
Current Forecast Amount	Fact	The current forecast amount

Warehouse Object Item	Type	Description
Customer Type	Attribute	The customer type
Downside Forecast Amount	Fact	The downside forecast amount
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Forecast ID	Business Key	The forecast identifier
Forecast Item Category	Attribute	The forecast item category
Forecast Period	Attribute	The forecast period
Forecast Version ID	Attribute	The forecast version
Forecast Year	Attribute	The forecast year
Local Currency Code	Attribute	The code representing the currency in which the balances are kept in the source company's database
Organization ID	Attribute	The organization identifier
Original Forecast Amount	Fact	The original forecast amount
SALES REP ID	Attribute	The sales representative identifier
Upside Forecast Amount	Fact	The upside forecast amount

Dataflows

The following dataflows are associated with the Forecast Activity warehouse object.

Forecast Activity Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Forecast Activity Input Source	Forecast Source	None

Forecast Version

This open source dimension provides a list of forecast versions. Each version has a description that allows you to compare the original version of the forecast to various iterations.

Warehouse object items

The warehouse object items associated with Forecast Version are shown in this table.

Warehouse Object Item	Type	Description
Forecast Version Description	Attribute	The forecast version description
Forecast Version ID	Business Key	The forecast identifier

Dataflows

The following dataflows are associated with the Forecast Version warehouse object.

Forecast Version Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Forecast Version Input Source	Forecast Version Source	None

Item

This shared dimension contains the list of items that an organization can buy or sell. The Business key is Organization and Item.

Warehouse object items

The warehouse object items associated with Item are shown in this table.

Warehouse Object Item	Type	Description
BOM Item Type	Attribute	The bill of material item type
BOM Item Type Code	Attribute	The bill of material item type code
Item Description	Attribute	The long description of the item
Item ID	Business Key	The item identifier

Warehouse Object Item	Type	Description
Item Market Price	Attribute	The purchasing market price
Item Number	Attribute	The item number
Item Status	Attribute	The item status description
Item Status Code	Attribute	The item status code
Item Status ID	Attribute	The item status identifier
Item Type	Attribute	The user-defined item type description
Item Type Code	Attribute	The user defined item type code
Item Type ID	Attribute	The user-defined item type identifier
Last Update Date	Attribute	The last update date
Order Cost	Attribute	The order cost
Organization ID	Business Key	The item organization identifier
Organization Name	Attribute	The item organization name
Primary UOM	Attribute	The primary unit of measure
Primary UOM Code	Attribute	The primary unit of measure code
Purchasing Category	Attribute	The purchasing category description
Purchasing Category Code	Attribute	The purchasing category code
Purchasing Category ID	Attribute	The purchasing category identifier
Sales Category	Attribute	The sales category description
Sales Category Code	Attribute	The sales category code
Sales Category ID	Attribute	The sales category identifier
Shelf Life Days	Attribute	The length of shelf life, in days
Standard Lot Size	Attribute	The standard lot size

Warehouse Object Item	Type	Description
Unit List Price	Attribute	The purchasing unit list price
Unit of Issue	Attribute	The unit of issue
Unit of Issue Code	Attribute	The unit of issue code

Dataflows

The following dataflows are associated with the Item warehouse object.

ORA Item Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Item Input Source	Base FND_ID_FLEX_SEGMENTS - FND FND_ID_FLEX_STRUCTURES - FND MTL_SYSTEM_ITEMS_B - INV MTL_SYSTEM_ITEMS_TL - INV Running Summed	Language

ORA Purchase Category Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Purchase Category Input Source	Base	LANGUAGE
	FND_ID_FLEX_SEGMENTS - FND	Purchase Functional Area Code
	FND_ID_FLEX_STRUCTURES - FND	
	MTL_CATEGORIES_B - INV	
	MTL_CATEGORIES_TL - INV	
	MTL_DEFAULT_CATEGORY_SETS - INV	
	MTL_ITEM_CATEGORIES - INV	
	MTL_SYSTEM_ITEMS_B - INV	
	Running	
	Summed	

ORA Sales Category Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Sales Category Input Source	Base	Language
	FND_ID_FLEX_SEGMENTS - FND	Sales Functional Area Code
	FND_ID_FLEX_STRUCTURES - FND	
	MTL_CATEGORIES_B - INV	
	MTL_CATEGORIES_TL - INV	
	MTL_DEFAULT_CATEGORY_SETS - INV	
	MTL_ITEM_CATEGORIES - INV	
	MTL_SYSTEM_ITEMS_B - INV	
	Running	
	Summed	

Opportunity Activity

This transaction fact contains all the information about pre-sales activities. Every opportunity is tracked in an organization through various stages of the sales pipeline.

Warehouse object items

The warehouse object items associated with Opportunity Activity are shown in this table.

Warehouse Object Item	Type	Description
Assigned Date	Attribute	The date when an opportunity is identified and assigned to a sales representative
CHANNEL CODE	Attribute	The sales channel reference
Closed Date	Calculated Attribute	The date when an opportunity is closed
CUSTOMER ADDRESS	Attribute	The customer address reference
CUSTOMER ID	Attribute	The customer identifier reference
DEFAULT CLOSED OPPORTUNITY DATE	Attribute	A transaction fact that contains all the information about pre-sales activities. Every opportunity is tracked in an organization through various stages of the sales pipeline.
Expected Closed Date	Attribute	The date when an opportunity is expected to close
Fiscal Variant Code	Attribute	The fiscal variant code for the fiscal calendar reference
Item ID	Attribute	The item reference
ITEM ORGANIZATION ID	Attribute	The item reference
Opportunity Amount	Calculated Fact	The dollar amount for the opportunity
Opportunity ID	Business Key	The opportunity identifier
Opportunity Identifier	Attribute	The opportunity identifier
Opportunity Line ID	Business Key	The opportunity line identifier
Opportunity Number	Attribute	A user entered number for an opportunity

Warehouse Object Item	Type	Description
Opportunity Qty	Fact	The opportunity quantity
OPPORTUNITY STATUS ID	Attribute	The opportunity status reference
ORGANIZATION ID	Attribute	The organization reference
SALES REP ID	Attribute	The sales representative reference
SOURCED CLOSED DATE	Attribute	The date when an opportunity is closed
Stage ID	Attribute	The sales cycle stage reference
Transaction Currency Code	Attribute	The currency code associated with the amount
Unit of Measure	Attribute	The unit of measure reference
Unit Price	Attribute	The sales price for the associated item
UOM Code	Attribute	The unit of measure for the quantity
UOM Item Dependent Flag	Attribute	The internal flag used in unit of measure item exiting check
UOM Item ID	Calculated Attribute	The unit of measure item identifier

Dataflows

The following dataflows are associated with the Opportunity Activity warehouse object.

Opportunity Activity Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Opportunity Activity Input Source	Opportunity Activity Source	None

Opportunity Status

This dimension describes every status of an opportunity.

Warehouse object items

The warehouse object items associated with Opportunity Status are shown in this table.

Warehouse Object Item	Type	Description
Close Multiplier	Attribute	A multiplier used to identify the closed opportunity status
Lost Multiplier	Attribute	A multiplier used to identify the lost opportunity status
Open Multiplier	Attribute	A multiplier used to identify open opportunity status
Opportunity Status Description	Attribute	The opportunity status description
Opportunity Status ID	Business Key	A unique identifier for the opportunity status
Win Multiplier	Attribute	A multiplier used to identify the won opportunity status

Dataflows

The following dataflows are associated with the Opportunity Status warehouse object.

Opportunity Status Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Opportunity Status Input Source	Opportunity Status Source	None

Order Activity

This transaction fact contains all the sales orders. The grain for this fact is order identifier and order line identifier.

Warehouse object items

The warehouse object items associated with Order Activity are shown in this table.

Warehouse Object Item	Type	Description
Actual Arrival Date	Attribute	The date the item actually arrived at customer's site
BILL TO CUSTOMER	Attribute	The bill to the customer
Bill To Customer Address ID	Attribute	The bill to the customer address identifier
Bill To Customer ID	Attribute	The bill to the customer identifier
Booked Date	Attribute	Indicates the date when the order was booked
Booked Indicator	Attribute	Indicates if the order is booked (Y/N)
Campaign ID	Attribute	The unique campaign identifier
Cancelled Indicator	Attribute	Indicates if the order has been cancelled (Y/N)
Channel Code	Attribute	The code for the sales channel through which order was placed
CREATED BY	Attribute	The identifier of the user who created this order line
Customer Address	Attribute	The address of the customer who was sold to
Customer Contact	Attribute	The customer contact person
Customer ID	Attribute	The identifier of the customer who was sold to
Customer Phone Number	Attribute	The customer phone number
Customer PO Number	Attribute	The customer purchase order number
Date Created	Attribute	The date when the order line was created
DUE DATE	Attribute	The date that the item is scheduled to ship

Warehouse Object Item	Type	Description
Earliest Acceptable Date	Attribute	The earliest acceptable date for the item
Exchange Rate	Attribute	The rate of the currency conversion, from local currency to document currency
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Header ID	Attribute	The order header identifier
Item ID	Attribute	The item identifier
LAST UPDATED BY	Attribute	The identifier of the user who last updated the order line
Latest Acceptable Date	Attribute	The latest date that the item is acceptable
Line Description	Attribute	The order line description
Local Currency Code	Attribute	The code representing the currency in which the balances are kept in the source company's database
MARKETING_SOURCE_CODE_ID	Attribute	The marketing source code identifier
Open Indicator	Attribute	Indicates if the order is open (Y/N)
Order Cost Amount (Standard)	Calculated Attribute	The dollar amount for the cost of the item on order
Order Gross Amount	Calculated Fact	The gross dollar amount on the sales order
Order Gross Price	Attribute	The price list price for the item
Order Last Updated	Attribute	The last updated date
Order Line ID	Business Key	The order line identifier
Order Line Last Updated	Attribute	The date when the order line was updated

Warehouse Object Item	Type	Description
Order Line Last Updated By	Attribute	The user identifier that updated the order line last. This is the application user name (what a user types in at the Oracle Applications sign-on screen).
Order Net Amount	Calculated Fact	The net dollar amount on the sales order
Order Net Price	Fact	The actual price charged to customer
Order Number	Attribute	The user-visible number of the order
ORDER STATUS CODE	Attribute	The order line status
Order Type ID	Attribute	The order transaction type identifier
Ordered Date	Attribute	The order date
Ordered Qty	Attribute	The quantity ordered
Organization ID	Attribute	The operating unit that performed this transaction
Original Order Item ID	Attribute	The original item identifier when there is a substitution
PAYMENT TERM ID	Attribute	The payment terms identifier
Payment Terms	Attribute	The payment terms description
Price List ID	Attribute	The price list identification for the order
Sales Rep ID	Attribute	The sales representative identifier
Ship From Organization	Attribute	The ship from organization identifier - warehouse
SHIP TO CONTACT ID	Attribute	The ship to customer contact identifier
Ship To Customer Contact	Attribute	The ship to customer contact person
SOLD TO CONTACT ID	Attribute	The customer contact identifier

Warehouse Object Item	Type	Description
SOLD TO PHONE ID	Attribute	The phone number of the sold to customer
SOLD TO SITE USE ID	Attribute	The sold to customer
Standard Unit Cost	Attribute	The standard unit cost price of the item
Transaction Currency Code	Attribute	The currency for the order
Unit of Measure	Attribute	The unit of measure name
UOM Code	Attribute	The ordered quantity unit of measure
UOM Item Dependent Flag	Attribute	The internal flag used in the unit of measure item exiting check
UOM Item ID	Calculated Attribute	The unit of measure item identifier
User Created	Attribute	The user who created this order line. It is the application user name (what a user types in at the Oracle Applications sign-on screen).

Dataflows

The following dataflows are associated with the Order Activity warehouse object.

ORA Order Activity Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Order Activity Input Source	MTL_UNITS_OF_MEASURE - INV OE_ORDER_HEADERS_ALL - ONT OE_ORDER_LINES_ALL - ONT	None

Order History

This fact contains customer and item history which is used to analyze new and lost business.

Warehouse object items

The warehouse object items associated with Order History are shown in this table.

Warehouse Object Item	Type	Description
Customer ID	Attribute	The sold to customer
Customer SID	Attribute	The surrogate key that uniquely identifies the customer history table
FISCAL VARIANT CODE	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Item ID	Attribute	The item identifier
Item SID	Attribute	The surrogate key that uniquely identifies the item history table
New Customers Multiplier	Attribute	This is the new customer multiplier.
New Sales Items Multiplier	Attribute	This is the new item multiplier.
Order Line ID	Business Key	The order line identifier
Ordered Date	Attribute	The order date
Organization SID	Attribute	The surrogate key that uniquely identifies the organization history table
Sales Rep SID	Attribute	The surrogate key that uniquely identifies the sales rep history table

Dataflows

The following dataflows are associated with the Order History warehouse object.

Order History Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Order History Input Source	New Customer New Item Order Activity	Multiplier Filter

Order Line Snapshot

This accumulated fact provides a current status of an order line and summarizes each of its stages of shipping and billing. It contains shipping and billing information, including shipping and billing status, and how long it took to ship and bill.

Warehouse object items

The warehouse object items associated with Order Line Snapshot are shown in this table.

Warehouse Object Item	Type	Description
Actual Cost	Attribute	The actual item cost at the time of shipment. It's used to calculate actual gross margin.
Bill To Customer Address ID	Attribute	The invoice to customer address identifier
Bill To Customer ID	Attribute	The invoice to customer identifier
Billing Date	Attribute	The invoiced date
Channel Code	Attribute	The sales channel through which the order was placed
Customer Address	Attribute	The sold to customer address
Customer Contact	Attribute	The customer contact person
Customer ID	Attribute	The sold to customer
Customer Phone Number	Attribute	The phone number of the customer
Customer PO Number	Attribute	The customer purchase order number
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.

Warehouse Object Item	Type	Description
Item ID	Attribute	The item identifier
Local Currency Code	Attribute	The code representing the currency in which the balances are kept in the source company's database
Order Line Billing Qty	Attribute	The billed quantity for an invoice line
Order Line ID	Business Key	The order line identifier
Order Line Net Amount	Fact	The net dollar amount on the sales order
Order Line Ordered Qty	Attribute	The quantity ordered
Order Line Shipment Qty	Attribute	The shipped quantity for a shipment line
Order Number	Attribute	The user-visible number of the order
Ordered Date	Attribute	The order date
Organization ID	Attribute	The operating unit which performed this transaction
Payment Terms	Attribute	The payment terms description
Requested Shipment Date	Attribute	The date on which the line is requested
Sales Rep ID	Attribute	The sales representative identifier
Scheduled Shipment Date	Attribute	The scheduled shipment date
Ship From Organization	Attribute	The ship from organization identifier - Warehouse
Ship To Customer Contact	Attribute	The ship to customer contact person
Shipment Cost Amount	Attribute	The actual cost amount of the shipment item
Shipped Date	Attribute	The shipped date
Transaction Currency Code	Attribute	The currency for the order

Warehouse Object Item	Type	Description
Unit of Measure	Attribute	The unit of measure name
UOM Code	Attribute	The ordered quantity unit of measure
UOM Item Dependent Flag	Attribute	The internal flag used in the unit of measure item exiting check
UOM Item ID	Calculated Attribute	The unit of measure item identifier

Dataflows

The following dataflows are associated with the Order Line Snapshot warehouse object.

Order Line Snapshot Incremental Load Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Order Line Snapshot Incremental Load Input Source	Billing Activity Current Billing Activity Current Order Activity Current Shipment Activity Max Snapshot Changed Date Order Activity Order Line Snapshot Shipment Activity	CDC Changes SA Initial Load Flag

Order Line Snapshot Initial Load Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Order Line Snapshot Initial Load Input Source	Billing Activity Order Activity Shipment Activity	SA Initial Load Flag

Order Status

This dimension contains the current status of an order. An order goes through a lifecycle before it is completed. For example, open, shipped, invoiced, and closed.

Warehouse object items

The warehouse object items associated with Order Status are shown in this table.

Warehouse Object Item	Type	Description
Order Status Code	Business Key	A unique identifier for order status
Order Status Description	Attribute	The order status description

Dataflows

The following dataflows are associated with the Order Status warehouse object.

ORA Order Status Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Order Status Input Source	FND_LOOKUP_VALUES - FND	Language Lookup Type View Application Id

Order Type

This dimension provides a classification of an order. The classification enables sales analysis for each type of sales. For example, direct, dropped, or shipped. Order types are usually very industry specific.

Warehouse object items

The warehouse object items associated with Order Type are shown in this table.

Warehouse Object Item	Type	Description
Order Category Code	Attribute	The order category code for an order type

Warehouse Object Item	Type	Description
Order Category Description	Attribute	The order category description for an order type
Order Type Code	Attribute	A unique user-defined order type code for an order type
Order Type Description	Attribute	A description for order type
Order Type Id	Business Key	A unique identifier for an order type

Dataflows

The following dataflows are associated with the Order Type warehouse object.

ORA Order Type Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Order Type Input Source	FND_LOOKUP_VALUES - FND	Category Language
	OE_TRANSACTION_TYPES_ALL - ONT	Lookup Type Type Language
	OE_TRANSACTION_TYPES_TL - ONT	View Application Id

Organization

This dimension contains information about the hierarchical structure of personnel and resources used by a company to conduct business. The structure may be grouped by location, function, or another common characteristic.

Warehouse object items

The warehouse object items associated with Organization are shown in this table.

Warehouse Object Item	Type	Description
Business Group Id	Attribute	The warehouse surrogate key for the business unit to which the assignment belongs

Warehouse Object Item	Type	Description
Business Group Name	Attribute	The descriptive name for the business unit to which the assignment belongs
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Group Currency Code	Attribute	The identifier of the standard currency in which all monetary amounts in the datamart are stored
Local Currency Code	Attribute	The code representing the currency in which the company that created the document prefers to work
Organization Class Code	Attribute	The code representing the type of organization
Organization Class Description	Attribute	The textual description of the type of organization
Organization Code	Business Key	The system-generated primary key column
Organization Name	Attribute	The name of the organization.
Organization Type Code	Attribute	The code for a user-defined organization type. For example, region, division, and department.
Organization Type Description	Attribute	The user-defined organization types. For example region, division, and department.
ORG_CD_ACCNTING_INFO	Attribute	The system-generated primary key column
ORG_CD_ENTTY_ORG_INFO	Attribute	The system-generated primary key column
ORG_CD_OPERATING_UNIT	Attribute	The system-generated primary key column

Warehouse Object Item	Type	Description
ORG_INFO_ACCNTING_INFO	Attribute	The code representing the type of organization
ORG_INFO_ENTTY_ORG_INFO	Attribute	The description of the type of organization
ORG_INFO_OPERATING_UNIT	Attribute	The developer descriptive flexfield column
ORG_STRUCTURE_VERSION_ID	Attribute	The primary key from PER_ORG_STRUCTURE_VERSIONS_S
PRIMARY_STRUCTURE_FLAG	Attribute	Contains information about the hierarchical structure of personnel and resources used by a company to conduct business. The structure may be grouped by location, function, or another common characteristic.
Set of Books ID	Calculated Attribute	Identifies a set of books
Set of Books Name	Attribute	The name of the set of books in which the account is included

Dataflows

The following dataflows are associated with the Organization warehouse object.

Organization Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Organization Input Source	None	None

Price List

This dimension provides a list of various price structures used in the business.

Warehouse object items

The warehouse object items associated with Price List are shown in this table.

Warehouse Object Item	Type	Description
Price List Description	Attribute	A long description for the price list
Price List ID	Business Key	The unique identifier for the price list
Price List Name	Attribute	A short name or code for the price list

Dataflows

The following dataflows are associated with the Price List warehouse object.

ORA Price List Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Price List Input Source	QP_LIST_HEADERS_B - QP QP_LIST_HEADERS_TL - QP	None

Quota Version

This dimension describes the purpose of the sales quota. It provides the ability to create the multiple quotas that are required to perform analysis.

Warehouse object items

The warehouse object items associated with Quota Version are shown in this table.

Warehouse Object Item	Type	Description
Quota Version Description	Attribute	The quota version description
Quota Version ID	Business Key	The quota version identifier

Dataflows

The following dataflows are associated with the Quota Version warehouse object.

Quota Version Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Quota Version Input Source	Quota Version source	None

Return Activity

This transaction fact contains information about sales returns. The grain for this fact is return header identifier and return line identifier.

Warehouse object items

The warehouse object items associated with Return Activity are shown in this table.

Warehouse Object Item	Type	Description
BILL TO CUSTOMER	Attribute	The bill to customer
BILL TO CUSTOMER ADDRESS ID	Attribute	The bill to customer address identifier
BILL TO CUSTOMER ID	Attribute	The bill to customer identifier
CHANNEL CODE	Attribute	The sales channel through which the order was placed
CREATED BY	Attribute	The identifier of the user who created this return line
Customer Contact	Attribute	The customer contact person
Customer Phone Number	Attribute	The phone number of the customer
Customer PO Number	Attribute	The customer purchase order number
Date Created	Attribute	The date when the return line was created
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Item ID	Attribute	The item identifier

Warehouse Object Item	Type	Description
Line Description	Attribute	The order line description
Order Price	Attribute	The actual price charged to customer
ORGANIZATION ID	Attribute	The operating unit which performed the sales return
Original Order Item ID	Attribute	The original item identifier when there is a substitution
PAYMENT TERM ID	Attribute	The payment terms identifier
Payment Terms	Attribute	The payment terms description
Reference Order Line ID	Attribute	The identifier for the order reference line that has been returned
Return Amount	Calculated Fact	The gross dollar amount on the return
RETURN DATE	Attribute	The order return date
Return Line ID	Business Key	The unique identifier for order return
Return Number	Attribute	The user-visible number of the order
RETURN REASON CODE	Attribute	The return reason code for a return line. It is required.
Returned Qty	Fact	The quantity returned
SALES REP ID	Attribute	The sales representative identifier
SHIP FROM ORGANIZATION	Attribute	The ship from organization identifier
SHIP TO CONTACT ID	Attribute	The ship to customer contact identifier
Ship To Customer Contact	Attribute	The ship to customer contact person
SOLD TO CONTACT ID	Attribute	The customer contact identifier
SOLD TO PHONE ID	Attribute	The phone number of sold to customer
Transaction Currency Code	Attribute	The currency for the order

Warehouse Object Item	Type	Description
Unit of Measure	Attribute	The name of the unit of measure
UOM Code	Attribute	The return quantity unit of measure
UOM Item Dependent Flag	Attribute	The internal flag used to derive the item-specific conversion rate for the unit of measure
UOM Item ID	Calculated Attribute	The unit of measure item identifier
User Created	Attribute	The user who created this return line. This is the application user name that the user types in at the Oracle application sign-on screen.)

Dataflows

The following dataflows are associated with the Return Activity warehouse object.

ORA Return Activity Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Return Activity Input Source	MTL_UNITS_OF_MEASURE - INV OE_ORDER_HEADERS_ALL - ONT OE_ORDER_LINES_ALL - ONT	None

Return Reason

This dimension is a list of reasons that have been defined to record sales returns.

Warehouse object items

The warehouse object items associated with Return Reason are shown in this table.

Warehouse Object Item	Type	Description
Return Reason Code	Business Key	A unique identifier for the reason for a return

Warehouse Object Item	Type	Description
Return Reason Description	Attribute	A description for the sales return reason code

Dataflows

The following dataflows are associated with the Return Reason warehouse object.

ORA Return Reason Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Return Reason Input Source	FND_LOOKUP_VALUES - FND	Language Lookup Type View Application Id

Sales Campaign

This dimension contains the information about marketing campaigns.

Warehouse object items

The warehouse object items associated with Sales Campaign are shown in this table.

Warehouse Object Item	Type	Description
Campaign Description	Attribute	A long description for a sales campaign
Campaign ID	Business Key	A unique identifier for the sales campaign
Campaign Name	Attribute	A short description for a sales campaign that is used in prompts and captions

Dataflows

The following dataflows are associated with the Sales Campaign warehouse object.

ORA Sales Campaign Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Sales Campaign Input Source	AMS_CAMPAIGNS_ALL_B - AMS AMS_CAMPAIGNS_ALL_TL - AMS	None

Sales Channel

This dimension describes the medium that is used to make a sale, for example, online sale, partners, and OEM.

Warehouse object items

The warehouse object items associated with Sales Channel are shown in this table.

Warehouse Object Item	Type	Description
Channel Code	Business Key	A unique code for the sales channel
Channel Description	Attribute	The sales channel description

Dataflows

The following dataflows are associated with the Sales Channel warehouse object.

ORA Sales Channel Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Sales Channel Input Source	FND_LOOKUP_VALUES - FND	Language Lookup Type View Application Id

Sales Cycle Stage

This dimension contains a list of all the stages that occur through a sales pipeline.

Warehouse object items

The warehouse object items associated with Sales Cycle Stage are shown in this table.

Warehouse Object Item	Type	Description
Stage Description	Attribute	The opportunity stage description
Stage ID	Business Key	A unique identifier for opportunity stage

Dataflows

The following dataflows are associated with the Sales Cycle Stage warehouse object.

Sales Cycle Stage Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Sales Cycle Stage Input Source	Sales Cycle Stage Source	None

Sales Organization Hierarchy

This dimension contains various organization hierarchies that can be used for sales analysis. The last leaf of the hierarchy is sales representative.

Warehouse object items

The warehouse object items associated with Sales Organization Hierarchy are shown in this table.

Warehouse Object Item	Type	Description
Hierarchy Name	Business Key	A unique identifier for the name of an organization hierarchy or structure
Level Number	Attribute	The total number of levels in the hierarchy
Organization ID	Business Key	A unique identifier for an organization
ORGANIZATION ID CHILD	Attribute	Identifies the child organization or sales representative
ORGANIZATION ID CHILD Level 01	Attribute	The organization or sales representative identifier for the level

Warehouse Object Item	Type	Description
ORGANIZATION ID CHILD Level 02	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 03	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 04	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 05	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 06	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 07	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 08	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 09	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 10	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 11	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 12	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 13	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 14	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID CHILD Level 15	Attribute	The organization or sales representative identifier for the level
Organization ID Level 01	Attribute	The organization or sales representative identifier for the level

Warehouse Object Item	Type	Description
Organization ID Level 02	Attribute	The organization/sales representative identifier for the level
Organization ID Level 03	Attribute	The organization or sales representative identifier for the level
Organization ID Level 04	Attribute	The organization or sales representative identifier for the level
Organization ID Level 05	Attribute	The organization or sales representative identifier for the level
Organization ID Level 06	Attribute	The organization or sales representative identifier for the level
Organization ID Level 07	Attribute	The organization or sales representative identifier for the level
Organization ID Level 08	Attribute	The organization or sales representative identifier for the level
Organization ID Level 09	Attribute	The organization or sales representative identifier for the level
Organization ID Level 10	Attribute	The organization or sales representative identifier for the level
Organization ID Level 11	Attribute	The organization or sales representative identifier for the level
Organization ID Level 12	Attribute	The organization or sales representative identifier for the level
Organization ID Level 13	Attribute	The organization or sales representative identifier for the level
Organization ID Level 14	Attribute	The organization or sales representative identifier for the level
Organization ID Level 15	Attribute	The organization or sales representative identifier for the level
ORGANIZATION ID PARENT	Attribute	Identifies the parent organization

Warehouse Object Item	Type	Description
Organization Name	Attribute	The name of the organization or sales representative
Organization Name Level 01	Attribute	The organization or sales representative name for the level
Organization Name Level 02	Attribute	The organization or sales representative name for the level
Organization Name Level 03	Attribute	The organization or sales representative name for the level
Organization Name Level 04	Attribute	The organization or sales representative name for the level
Organization Name Level 05	Attribute	The organization or sales representative name for the level
Organization Name Level 06	Attribute	The organization or sales representative name for the level
Organization Name Level 07	Attribute	The organization or sales representative name for the level
Organization Name Level 08	Attribute	The organization or sales representative name for the level
Organization Name Level 09	Attribute	The organization or sales representative name for the level
Organization Name Level 10	Attribute	The organization or sales representative name for the level
Organization Name Level 11	Attribute	The organization or sales representative name for the level
Organization Name Level 12	Attribute	The organization or sales representative name for the level
Organization Name Level 13	Attribute	The organization or sales representative name for the level
Organization Name Level 14	Attribute	The organization or sales representative name for the level

Warehouse Object Item	Type	Description
Organization Name Level 15	Attribute	The organization or sales representative name for the level
Sales Rep ID	Business Key	The unique system generated identifier for the sales representative

Dataflows

The following dataflows are associated with the Sales Organization Hierarchy warehouse object.

ORA Sales Organization Hierarchy Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Sales Organization Hierarchy Input Source	HR_ALL_ORGANIZATION_UNITS - PER PER_ORG_STRUCTURE_ELEMENTS - PER PER_ORG_STRUCTURE_VERSIONS - PER PER_ORGANIZATION_STRUCTURES - PER	Sales Hierarchy Names
ORA Sales Organization Hierarchy Root Organization Input Source	HR_ALL_ORGANIZATION_UNITS - PER PER_ORG_STRUCTURE_ELEMENTS - PER PER_ORG_STRUCTURE_ELEMENTS - PER Top Organization PER_ORG_STRUCTURE_VERSIONS - PER PER_ORGANIZATION_STRUCTURES - PER	Sales Hierarchy Names Top Organization Filter

Input source	Associated tables	Filters
ORA Sales Organization Hierarchy Sales Rep Input Source	HR_ALL_ORGANIZATION_UNITS - PER JTF_RS_RESOURCE_EXTNS - JTF JTF_RS_SALESREPS - JTF PER_ORG_STRUCTURE_ELEMENTS - PER PER_ORG_STRUCTURE_VERSIONS - PER PER_ORGANIZATION_STRUCTURES - PER	Sales Hierarchy Names

Sales Quota

This open connection fact contains the sales quota amount assigned to every sales representative. It is used to analyze sales representative performance. The grain for this fact is quota identifier (a unique identifier for every quota assignment).

Warehouse object items

The warehouse object items associated with Sales Quota are shown in this table.

Warehouse Object Item	Type	Description
Fiscal Variant Code	Attribute	The fiscal variant code
Local Currency Code	Attribute	The code representing the currency in which the balances are kept in the source company's database
Organization ID	Attribute	The organization identifier
Quota Amount	Fact	The dollar amount for the sales quota assigned to sales representative
Quota ID	Business Key	The quota identifier
Quota Period	Attribute	The quota period
Quota Version ID	Attribute	The quota version identifier
Quota Year	Attribute	The quota year

Warehouse Object Item	Type	Description
SALES REP ID	Attribute	The sales representative identifier

Dataflows

The following dataflows are associated with the Sales Quota warehouse object.

Sales Quota Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Sales Quota Input Source	Sales Quota Source	None

Sales Rep

This dimension provides a list of sales representatives and their names. It is referenced by all the sales facts. The business key is composed of Organization ID and Sales Rep ID.

Warehouse object items

The warehouse object items associated with Sales Rep are shown in this table.

Warehouse Object Item	Type	Description
NAME	Attribute	The sales representative name (used for OTHER type of sales rep)
Organization ID	Business Key	The organization identifier
Organization Name	Attribute	The name of the organization
RESOURCE NUMBER	Attribute	The resource number
Sales Rep ID	Business Key	The unique system generated identifier for the sales representative
Sales Rep Name	Calculated Attribute	The name of the sales representative
Sales Rep Number	Calculated Attribute	The unique number given to a sales representative

Warehouse Object Item	Type	Description
SALESREP NUMBER	Attribute	The unique number given to a sales representative (used for OTHER type of sales reps)
SOURCE NAME	Attribute	The name of the source of the resource. If the type of resource is EMPLOYEE, it would be the employee name. If the type of resource is PARTY, it would be the party name.
Status	Attribute	The active status of the sales representative

Dataflows

The following dataflows are associated with the Sales Rep warehouse object.

ORA Sales Rep Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Sales Rep Input Source	JTF_RS_RESOURCE_EXTNS - JTF JTF_RS_SALESREPS - JTF	None

Sales User Ranges

This open source dimension contains a list of configurable range values.

Warehouse object items

The warehouse object items associated with Sales User Ranges are shown in this table.

Warehouse Object Item	Type	Description
High Range	Attribute	The ending value for the range describing this item. It is mandatory. It will be equal to the lower range in the special case of a "code table". It can be edited.

Warehouse Object Item	Type	Description
Low Range	Attribute	The starting value for the range describing this item. It is mandatory, is displayed on the main tab, and can be edited.
Range Key	Business Key	The sort order of the item within the category. It is mandatory, is displayed on the main tab, and must not be edited. The number is implied by sort order.
Range Name	Attribute	The name representing the user category. It is mandatory, is displayed on the main tab, and can be edited.
Range Type	Business Key	The name representing the user category. It is mandatory, is displayed on the main tab, and can be edited.
Ranges	Attribute	The descriptive details for the range values

Dataflows

The following dataflows are associated with the Sales User Ranges warehouse object.

Sales User Ranges Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
Sales User Ranges Input Source	User_Ranges	None

Shipment Activity

This transaction fact contains all the shipping information for an order. The grain for this fact is shipment detail identifier.

Warehouse object items

The warehouse object items associated with Shipment Activity are shown in this table.

Warehouse Object Item	Type	Description
Actual Cost	Attribute	The actual cost
BILL TO CUSTOMER	Attribute	The bill to customer
BILL TO CUSTOMER ADDRESS ID	Attribute	The bill to customer address identifier
BILL TO CUSTOMER ID	Attribute	The bill to customer identifier
CHANNEL CODE	Attribute	The sales channel through which the order was placed
Exchange Rate	Attribute	The rate of the currency conversion, from local currency to document currency
Fiscal Variant Code	Attribute	The code representing the fiscal variant. The fiscal variant is used to define the fiscal calendars within an organization.
Freight Terms	Attribute	The freight terms
Item ID	Attribute	The item identifier
Late Shipment Days	Calculated Fact	The number of days by which the shipment was late
Local Currency Code	Attribute	The code representing the currency in which the balances are kept in the source company's database
Order Line ID	Attribute	The order line identifier
ORGANIZATION	Attribute	The operating unit which performed this transaction
Primary Quantity	Attribute	The transaction quantity in terms of primary unit of measure of the item
Requested Shipment Date	Attribute	The date on which the line is requested
SALES REP ID	Attribute	The sales representative identifier
Scheduled Shipment Date	Attribute	The scheduled shipment date

Warehouse Object Item	Type	Description
SHIP FROM ORGANIZATION ID	Attribute	The ship from organization identifier
Shipment Amount	Calculated Fact	The dollar amount for the shipped goods
Shipment Cost Amount	Calculated Attribute	The actual cost amount of the shipment item
Shipment Detail ID	Business Key	The primary key to identify the delivery line
Shipment Method	Attribute	The shipment method
Shipment Price	Attribute	The net order price for an order after discounts
Shipment Qty	Attribute	The shipped quantity for a shipment line
Shipped Date	Attribute	The shipped date
Shipping Instructions	Attribute	The shipping instructions
SUBINVENTORY	Attribute	The subinventory item
Tracking Number	Attribute	The tracking number
Transaction Currency Code	Attribute	The currency for the order
Unit of Measure	Attribute	The unit of measure name
UOM Code	Attribute	The unit of measure for requested quantity
UOM Item Dependent Flag	Attribute	The internal flag used in Unit of Measure Item exiting check
UOM Item ID	Calculated Attribute	The unit of measure item identifier
WAREHOUSE ID	Attribute	The organization identifier

Dataflows

The following dataflows are associated with the Shipment Activity warehouse object.

ORA Shipment Activity Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Shipment Activity Input Source	Deliver Details Min Shipped Date Delivery Min Shipped Date MTL_UNITS_OF_MEASURE - INV New Delivery Min Shipped Date OE_ORDER_HEADERS_ALL - ONT OE_ORDER_LINES_ALL - ONT WSH_DELIVERY_ASSIGNMENTS - WSH WSH_DELIVERY_DETAILS - WSH WSH_DELIVERY_LEGS - WSH WSH_NEW_DELIVERIES - WSH WSH_TRIP_STOPS - WSH	SOURCE CODE

Unit of Measure

This dimension is the unit of measure. Every unit of an item that is sold or purchased is measured by its unit of measure. For example, a unit of measure could be liters, gallons, or pounds. Every unit of measure (UOM) belongs to a class, for example, weight, volume, or time.

Warehouse object items

The warehouse object items associated with Unit of Measure are shown in this table.

Warehouse Object Item	Type	Description
Base Conversion Rate	Attribute	The conversion rate from unit of measure to base unit of measure
Base Unit of Measure	Attribute	The base unit of measure name
Base Unit of Measure Description	Attribute	The base unit of measure description
Base UOM Code	Attribute	The abbreviated unit of measure code

Warehouse Object Item	Type	Description
Item ID	Business Key	The item identifier
Unit of Measure	Business Key	The unit of measure name
Unit of Measure Class	Attribute	The class description
Unit of Measure Class Code	Attribute	The unit of measure class name (for example, volume or weight)
Unit of Measure Description	Attribute	The unit of measure description
UOM Code	Attribute	The abbreviated unit of measure code

Dataflows

The following dataflows are associated with the Unit of Measure warehouse object.

ORA Unit of Measure Dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Unit of Measure Input Source	MTL_UNITS_OF_MEASURE - INV	Unit of Measure Class Language
	MTL_UNITS_OF_MEASURE - INV (Base)	Unit of Measure Language Unit of Measure Language (Base)
	MTL_UOM_CLASSES - INV	
	MTL_UOM_CONVERSIONS - INV	

Warehouse

This shared dimension contains a list of warehouses from where items are shipped or received.

Warehouse object items

The warehouse object items associated with Warehouse are shown in this table.

Warehouse Object Item	Type	Description
Organization ID	Business Key	The organization identifier for the inventory organization to whom this warehouse belongs

Warehouse Object Item	Type	Description
Organization Name	Attribute	The name of the inventory organization
Warehouse ID	Business Key	The warehouse identifier
Warehouse Name	Attribute	The warehouse description

Dataflows

The following dataflows are associated with the Warehouse warehouse object.

ORA Warehouse dataflow

The table below lists the input sources associated with this dataflow, along with their associated tables and filters.

Input source	Associated tables	Filters
ORA Warehouse Input Source	HR_ORGANIZATION_UNITS_V MTL_SECONDARY_INVENTORIES - INV	None

Chapter 10: Measures

Measures are facts from the Adaptive Warehouse model that are organized into groups. These groups isolate what is important for monitoring and analysis. Usually, a measure identifies one aspect of performance, such as headcount budget. For example, the Headcount Budget measure may include measures such as Budgeted Headcount, Budgeted Compensation Amount, and Budgeted Full Time Equivalents.

All currency measures are available in both the local currency of the organization and the base currency of the warehouse. Base currency measures are created by the engine based on the effective exchange rate between the local and base currency for the reporting date, derived from the financial currency dimension. The packaged reports use base currency measures to ensure proper aggregation across organizations. For best results, use base currency measures for analysis. If you report data in local currency measures across organizations with different local currencies, this will cause incorrect aggregation. The base currency measure names include *base currency* in parentheses. For example, Order Amount(Base Currency).

The following section provides the inventory of pre-packaged measures. You can add additional measures into the application. For information on how to configure additional measures, see the Adaptive Warehouse *User Guide*.

Note: The measures listed in this section may vary depending on which ERP version you are using.

Average Customer Margin Amount (Standard)

This is the average standard margin for each customer, in base currency.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Customer Order Amount

This is the average order amount for each customer.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Item Count

This is the average number of items in each order.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Item Margin Amount (Standard)

This is the average order margin amount for each item, in base currency.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Item Order Amount

This is the average order amount for each item, in base currency.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Opportunity Amount

This is the average dollar value of an opportunity.

Fact Type: Grouped

Location in the target model: Opportunity Activity.Opportunity Activity Grouped Measures

Average Order Amount

This is the average amount for each order, in base currency.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Order Margin Amount

This is the average dollar margin for the items on order in base currency.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Average Order Margin Amount (Standard)

This is the average standard margin for each order in base currency.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Average Shipment Days Late

This is the average number of days that the shipment is late by the late Shipment Count.

Fact Type: Grouped

Location in the target model: Shipment Activity.Shipment Activity Grouped Measures

Average Stage to Win Duration by Opportunity

This is the average stage to win duration by opportunity.

Fact Type: Grouped

Location in the target model: Opportunity Activity.Opportunity Activity Grouped Measures

Billing Actual Cost

This is the actual cost of an item when it is fully shipped.

Fact Type: Atomic

Location in the target model: Billing Activity.Billing Activity

Billing Amount

This is the dollar amount for the invoiced goods.

Fact Type: Atomic

Location in the target model: Billing Activity.Billing Activity

Billing Amount Variance

This is the dollar amount for the pricing variance.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Billing Cost Amount

This is the dollar amount for the invoiced goods in base currency.

Fact Type: Atomic

Location in the target model: Billing Activity.Billing Activity

Billing Count

This is the number of lines invoiced.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Billing Item Count

This is the number of items invoiced.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Billing Margin Amount

This is the profit margin on an invoice line.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Billing Margin Percentage

This is the invoice profit margin percentage.

Fact Type: Grouped

Location in the target model: Billing Activity.Billing Activity Grouped Measures

Billing Order Net Price

This is the actual price charged to customer.

Fact Type: Atomic

Location in the target model: Billing Activity.Billing Activity

Billing Price

This is the selling price at the time of billing.

Fact Type: Atomic

Location in the target model: Billing Activity.Billing Activity

Billing Price Variance

This is the difference between order price and invoice price.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Billing Price Variance Count

This is the number of items where the invoice price is different from the order price.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Billing Price Variance to Invoice Count Ratio

This is the invoice price variance to invoice count ratio.

Fact Type: Grouped

Location in the target model: Billing Activity.Billing Activity Grouped Measures

Billing Qty

This is the billed quantity for an invoice line.

Fact Type: Atomic

Location in the target model: Billing Activity.Billing Activity

Billing Qty (Base)

This is the quantity in the base unit of measure.

Fact Type: Calculated

Location in the target model: Billing Activity.Billing Activity

Closed Opportunity Amount

This is the total dollar amount for the closed opportunity.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Related dimension multiplier:

- Close Multiplier

Closed Opportunity Count

This is the total count for the closed opportunity.

Fact Type: Calculated

Location in the target model: Win Opportunity Activity.Win Opportunity Activity

Current Forecast Amount

This is the current forecast amount.

Fact Type: Atomic

Location in the target model: Forecast Activity.Forecast Activity

Current Open Opportunity Amount

This is the total count of current open opportunities.

Fact Type: Atomic

Location in the target model: Opportunity Activity.Current Open Opportunity Activity

Current Open Opportunity Count

This is the number of current open opportunities.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Current Open Opportunity Activity

Current Open Opportunity Qty (Base)

This is the total volume for current open opportunities.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Current Open Opportunity Activity

Customer Count

This is the number of customers based on order activity.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Downside Forecast Amount

This is the downside forecast amount.

Fact Type: Atomic

Location in the target model: Forecast Activity.Forecast Activity

Historical Opportunity Win Rate

This calculated measure is only used to derive the projected sales amount based on a specified period. It is not to be used for trend analysis.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Last Order Date

This is the last order date.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Last Sales Amount

This is the last sales amount.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Last Sales Qty

This is the last quantity sold.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Late Order Item Count

This is the number of ordered items that have not been shipped and passed by the scheduled date.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Late Order Item Days

This is the number of days by which an order item is late, according to the schedule.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Late Shipment Count

This is the count of the number of items where the late shipment days are > 0 .

Fact Type: Calculated

Location in the target model: Shipment Activity.Shipment Activity

Late Shipment Days

This is the number of days by which the shipment is late.

Fact Type: Atomic

Location in the target model: Shipment Activity.Shipment Activity

Late Shipment to Shipment Ratio

This is the late shipment to shipment ratio.

Fact Type: Grouped

Location in the target model: Shipment Activity.Shipment Activity Grouped Measures

Lost Customer Count

This is the number of customers who have not ordered anything for the last, configurable number of months (for example, 12 months). The reporting period must be the last order date plus the specified number of months.

Fact Type: Calculated

Location in the target model: Lost Customer.Lost Customer Count

Lost Opportunity Count

This is the number of opportunities that are not converted.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Related dimension multiplier:

- Lost Multiplier

Move to Next Stage Opportunity Count

This is the number of opportunities in one stage that moved to next stage.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Related dimension multiplier:

- Close Multiplier

New Customers Count

This is the number of customers who placed their first order.

Fact Type: Calculated

Location in the target model: Order History.Order History

Related dimension multiplier:

- New Customers Multiplier

New Sales Items Count

This is the count of new items sold.

Fact Type: Calculated

Location in the target model: Order History.Order History

Related dimension multiplier:

- New Sales Items Multiplier

Open Opportunity Amount

This is the total dollar amount for the open opportunity.

Fact Type: Atomic

Location in the target model: Opportunity Activity.Open Opportunity Activity

Open Opportunity Count

This is the total count for the open opportunity.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Open Opportunity Activity

Open Opportunity Qty (Base)

This is the total volume for open opportunities.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Open Opportunity Activity

Open Order Days Old

This is the number of days that the order has existed

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Open Quantity (Base)

This is the open quantity orders in the base unit of measure.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Opportunity Amount

This is the dollar amount for the opportunity.

Fact Type: Atomic

Location in the target model: Opportunity Activity.Opportunity Activity

Opportunity Count

This is the number of opportunities.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Opportunity Item Count

This is the number of items in the opportunity.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Opportunity Line Count

This is the number of opportunity lines.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Opportunity Qty

This is the quantity of opportunities.

Fact Type: Atomic

Location in the target model: Opportunity Activity.Opportunity Activity

Opportunity Qty (Base)

This is the quantity of opportunities, in the base unit of measure.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Order Actual Margin Percentage

This is the actual margin percentage.

Fact Type: Grouped

Location in the target model: Order Line Snapshot.Order Line Snapshot Grouped Measures

Order Cost Amount (Standard)

This is the dollar amount for the cost of the item on order.

Fact Type: Atomic

Location in the target model: Order Activity.Order Activity

Order Count

This is the count of orders.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Order Gross Amount

This is the gross dollar amount on the sales order.

Fact Type: Atomic

Location in the target model: Order Activity.Order Activity

Order Item Count

This is the count of order items.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Order Line Billing Qty (Base)

This is the total invoiced quantity for the order line.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Order Line Net Amount

This is the net dollar amount on the sales order.

Fact Type: Atomic

Location in the target model: Order Line Snapshot.Order Line Snapshot

Order Line Ordered Qty (Base)

This is the total ordered quantity for the order line.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Order Line Shipment Qty (Base)

This is the total shipped quantity for the order line.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Order Margin Amount (Actual)

This is the actual margin amount for an order.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Order Margin Amount (Standard)

This is the dollar margin for the items on order, in base currency.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Order Margin Percent (Standard)

This is the margin percentage.

Fact Type: Grouped

Location in the target model: Order Activity.Order Activity Grouped Measures

Order Net Amount

This is the net value amount on the sales order.

Fact Type: Atomic

Location in the target model: Order Activity.Order Activity

Order Net Price

This is the actual price charged to the customer.

Fact Type: Atomic

Location in the target model: Order Activity.Order Activity

Order to Invoice Duration Days

This is the time it takes to invoice an order.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Order to Ship Duration Days

This is the time it takes to deliver an order.

Fact Type: Calculated

Location in the target model: Order Line Snapshot.Order Line Snapshot

Ordered Qty (Base)

This is the quantity in the base unit of measure.

Fact Type: Calculated

Location in the target model: Order Activity.Order Activity

Original Forecast Amount

This is the original forecast amount.

Fact Type: Atomic

Location in the target model: Forecast Activity.Forecast Activity

Projected Sales Amount

This is the amount of projected sales based on current opportunities and the historical win rate.

Fact Type: Grouped

Location in the target model: Opportunity Activity.Opportunity Activity Grouped Measures

Quota Amount

This is the value of the sales quota assigned to the sales representative.

Fact Type: Atomic

Location in the target model: Sales Quota.Sales Quota

Return Amount

This is the gross dollar amount on the return.

Fact Type: Atomic

Location in the target model: Return Activity.Return Activity

Return Item Count

This is the number of items returned.

Fact Type: Calculated

Location in the target model: Return Activity.Return Activity

Return to Order Ratio

This is the return to order item count ratio.

Fact Type: Grouped

Location in the target model: Return Activity.Return Activity Grouped Measures

Returned Qty

This is the quantity returned.

Fact Type: Atomic

Location in the target model: Return Activity.Return Activity

Returned Qty (Base)

This is the quantity returned in the base unit of measure.

Fact Type: Calculated

Location in the target model: Return Activity.Return Activity

Shipment Amount

This is the value of the shipped goods.

Fact Type: Atomic

Location in the target model: Shipment Activity.Shipment Activity

Shipment Cost Amount

This is the actual cost amount of the shipment item.

Fact Type: Atomic

Location in the target model: Shipment Activity.Shipment Activity

Shipment Count

This is the count of shipment lines.

Fact Type: Calculated

Location in the target model: Shipment Activity.Shipment Activity

Shipment Item Count

This is the count of the ordered items.

Fact Type: Calculated

Location in the target model: Shipment Activity.Shipment Activity

Shipment Margin

This is the margin amount on a shipment.

Fact Type: Calculated

Location in the target model: Shipment Activity.Shipment Activity

Shipment Qty (Base)

This is the shipment quantity in the base unit of measure.

Fact Type: Calculated

Location in the target model: Shipment Activity.Shipment Activity

Stage to Stage Duration

This is the number of days it takes for a stage to close.

Fact Type: Calculated

Location in the target model: Opportunity Activity.Opportunity Activity

Related dimension multipliers:

- Lost Multiplier
- Open Multiplier

Stage to Stage Rate

This is the number of opportunities that are converted to the next stage over the total number of opportunities that are closed.

Fact Type: Grouped

Location in the target model: Opportunity Activity.Opportunity Activity Grouped Measures

Stage to Win Duration

The number of days in a stage that it takes to win an opportunity.

Fact Type: Calculated

Location in the target model: Win Opportunity Activity.Win Opportunity Activity

Stage to Win Rate

This is the number of opportunities that are won over the total number of opportunities that are closed.

Fact Type: Grouped

Location in the target model: Opportunity Activity.Opportunity Activity Grouped Measures

Upside Forecast Amount

This is the upside forecast amount.

Fact Type: Atomic

Location in the target model: Forecast Activity.Forecast Activity

Win Opportunity Count

This is the number of opportunities that are converted into sales.

Fact Type: Calculated

Location in the target model: Win Opportunity Activity.Win Opportunity Activity

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