# BCS3-2478 - Purchase Orders Analytics for Suppliers

Target GA:  February, 2024

# Feature Overview

# Introducing: **Purchase Orders Analytics for Suppliers BNA 2036**

## Feature Description

With this feature, SAP Business Network offers data analytics on your purchase orders to help you better understand your customers and business. The information is presented in the **Purchase Orders Overview** view of the new **Analytics** dashboard in the SAP Business Network user interface for suppliers.

## Key Benefits

Assess the customer/buyer relationships and visibility into the channel.

How many relationships are helping grow the sales/orders

How are my orders trending over time

How much each customer is contributing to the business

Analyze top customers and each customer's orders.

Audience:

Suppliers

Enablement Model:

Customer Configured

Applicable Solutions:

SAP Business Network

# Enablement Steps & Notes



**Customer Configured :**

To grant users access to the Analytics dashboard, supplier administrators should add the Analytics Dashboard Access permission to one or more roles, and assign the roles to users. For more information, see Managing Roles.

# Prerequisites, Restrictions, Cautions

**Prerequisites**
- You must have a SAP Business Network Enterprise account at **Platinum** subscription level for Suppliers.

- To access the **Analytics** dashboard, you must be assigned with the **Analytics Dashboard Access** role permission.

**Restrictions**

- You can only view the analytics in **Purchase Orders Overview**. You cannot edit the view or create new views.
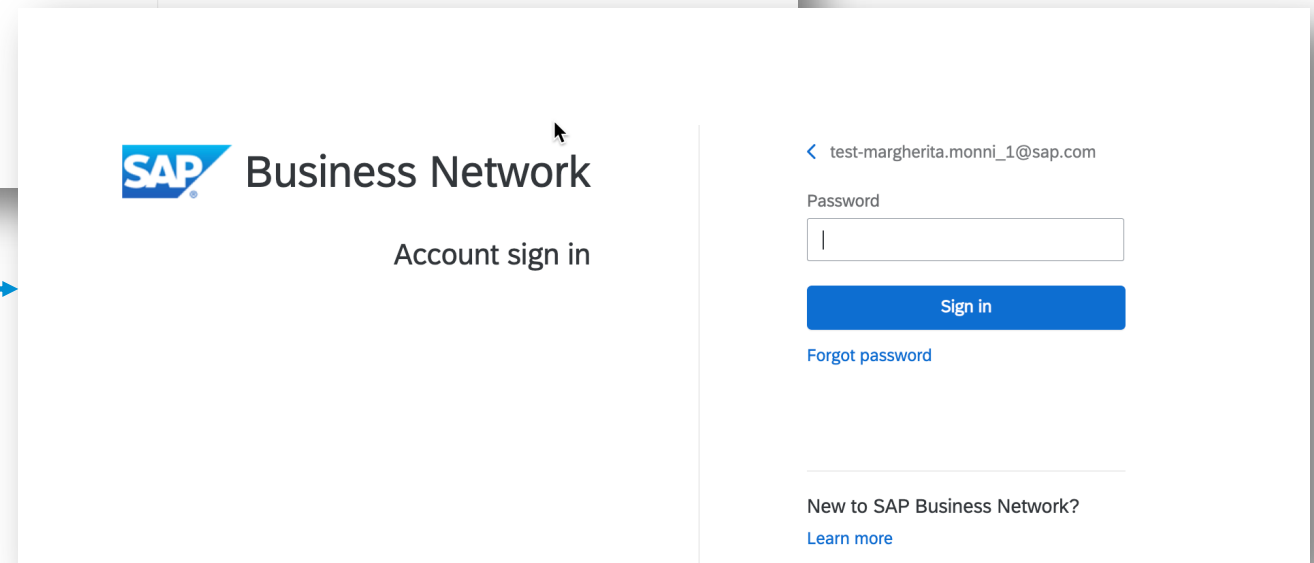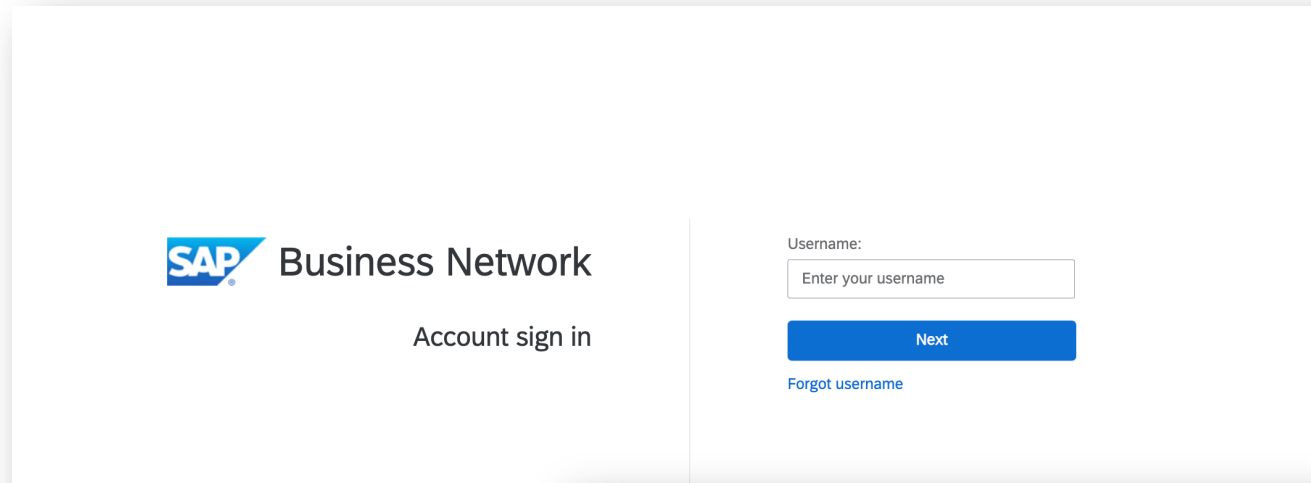
**Cautions**
- None

# User Story

As a Supplier e-commerce, sales, order management user you can access

- What's the health of my SAP Business Network account as a sales channel?

- Has there been increases / decreases in commerce over time ?

- Which customers drive the most revenue?

- What's the overall status of my orders?

- How many of my network relationships have materialized as Order transactions?

# Feature details – step-by-step

Login as Supplier with your credentials

**Business Network**

Account sign in

Username:

Enter your username

Next

Forgot username

**Business Network**

Account sign in

< test-margherita.monni_1@sap.com

Password

Sign in

Forgot password

New to SAP Business Network?

Learn more

# Feature details

## Analytics page access

1.  Access the new Analytics content under Reports> Analytics

    If you don't see the option ask your administrator to give your user the permission Analytics dashboard access.
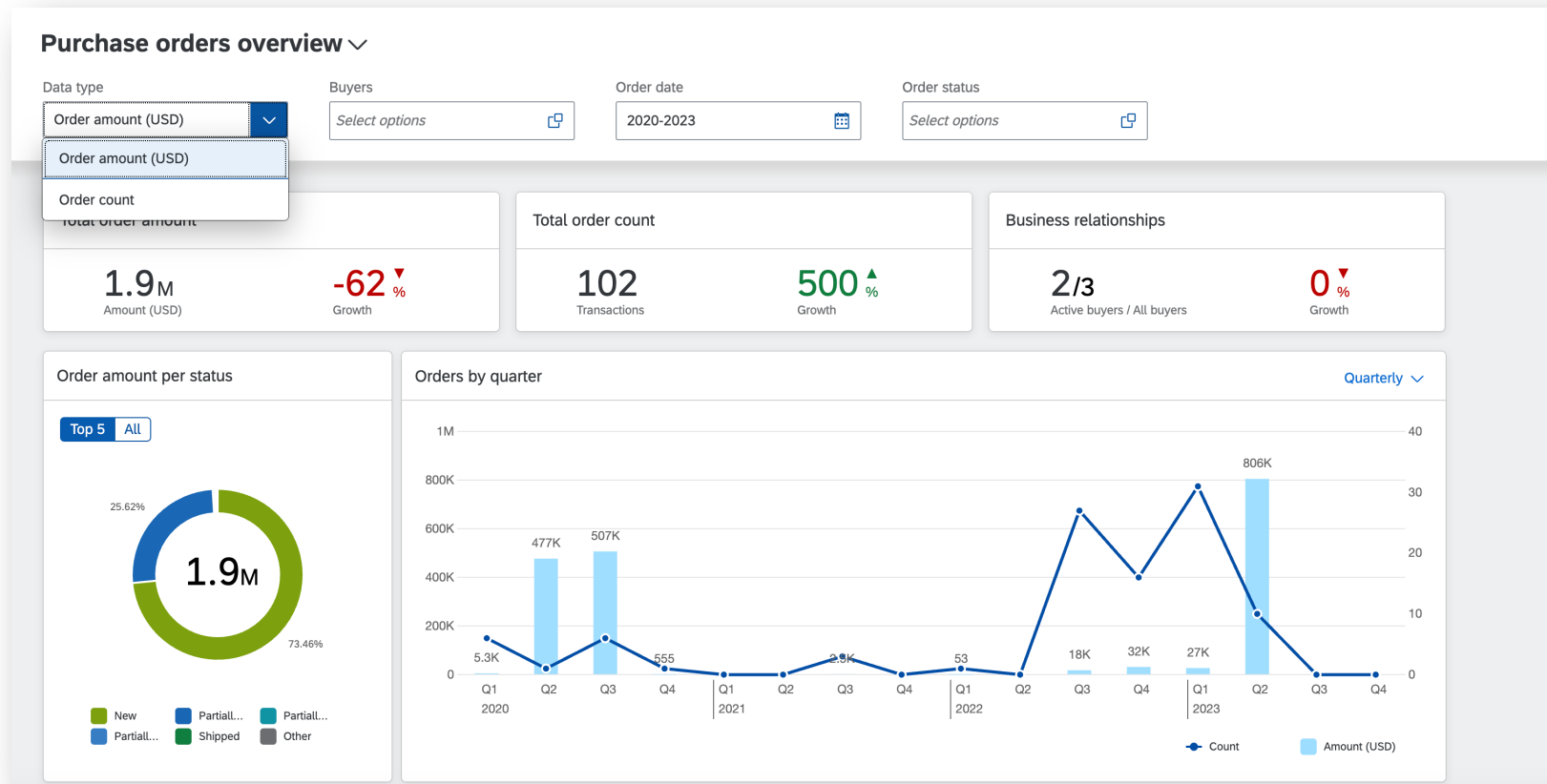
2.  Once in the Analytics tab, navigate through the content sections by clicking on the title name.
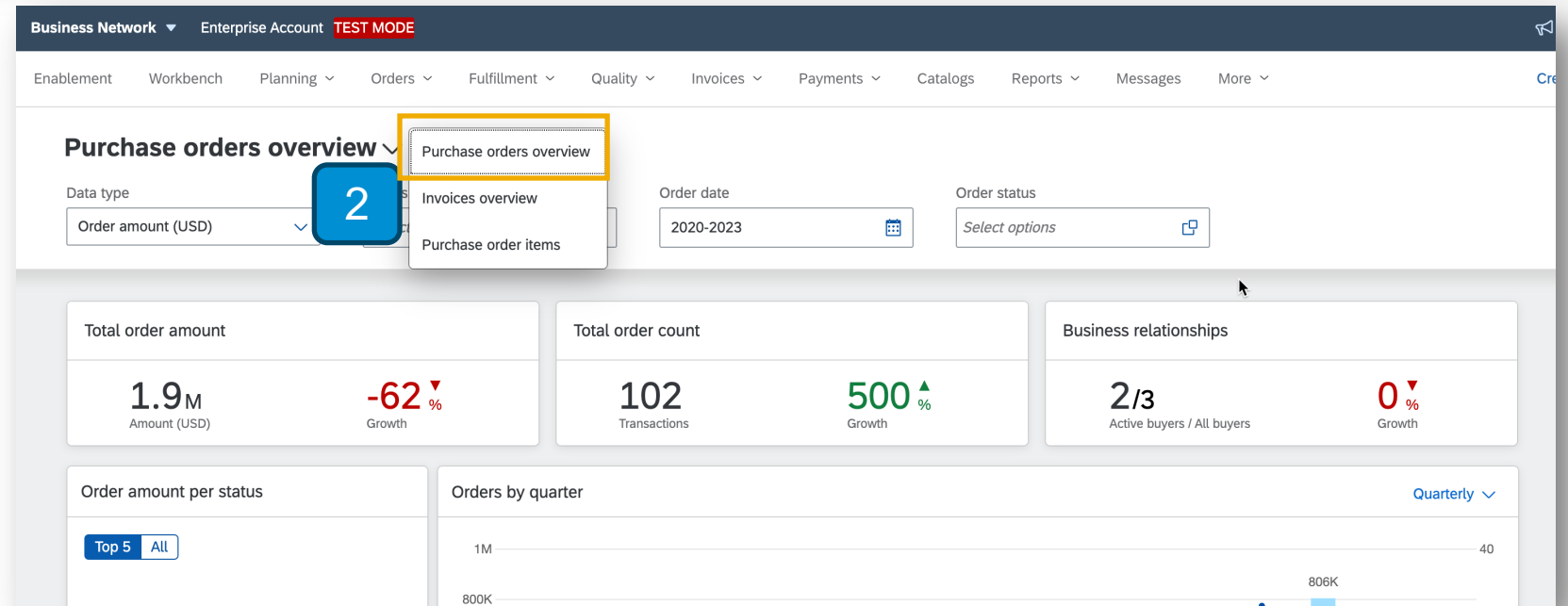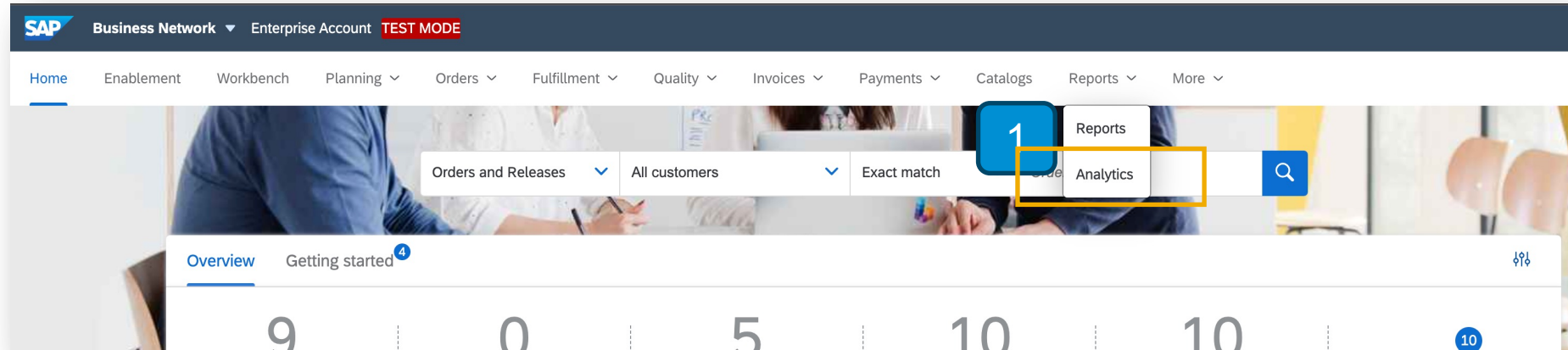
# Feature Details

## Purchase order overview

The Purchase order overview section provides charts and data points from Purchase order transactions – header level fields.

# Feature Details

## Purchase order overview – filters

Top section filters can be used to configure the Purchase order overview section content.

3. Data type option lets you select whether charts will be displayed based on count of Order transactions or Order amount.

4. Use filter to refine the data displayed in the charts. Note Order date refers to Purchase order header date.
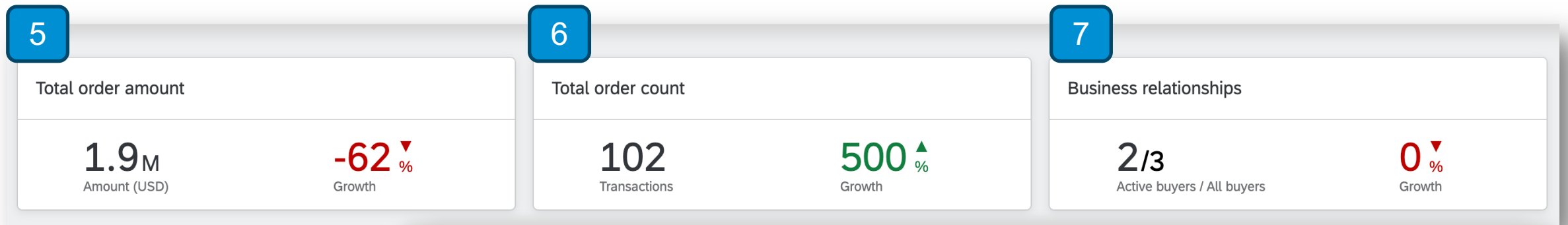
# Feature details

## Purchase order overview – data highlights

The data highlights provide data points based on  purchase order transactions.

5. Total order amount shows the header amount of the purchase orders and the relative change compared to the previous time period. Note: monetary values in  different currencies are converted in your preferred currency from account locale settings.

6. Total order amount shows the count of Purchase orders transactions and the relative change compared to the previous time period. Note: Obsoleted purchase orders are removed from both Total order amount and Total order count.

7. Business relationships shows the count of  total Customer relationships and the count of Active buyers (buyers that have shared at least one Purchase order)

**5**

| Total order amount | |
|---|---|
| **1.9**M <br> Amount (USD) | **-62**▾% <br> Growth |

**6**

| Total order count | |
|---|---|
| **102** <br> Transactions | **500**▴% <br> Growth |

**7**

| Business relationships | |
|---|---|
| **2**/3 <br> Active buyers / All buyers | **0**▾% <br> Growth |

# Feature details

## Purchase order overview – charts (1)

The charts provide data visualization  based on purchase order transactions.

8. Status chart displays the distribution of Order amount or Order count based on  the  purchase order  header level status. Note: click on All to see a table with all statuses.

9. Time chart displays the Order amount and count over time. Note: you  can choose the time granularity on the top right corner of the chart.
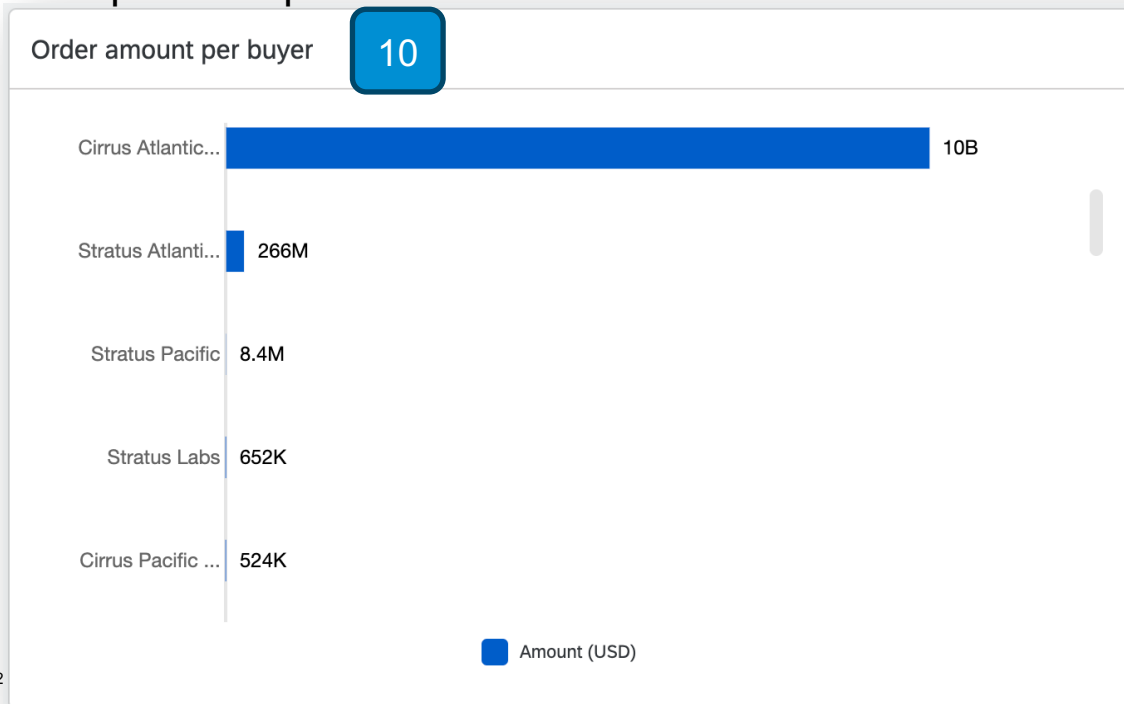
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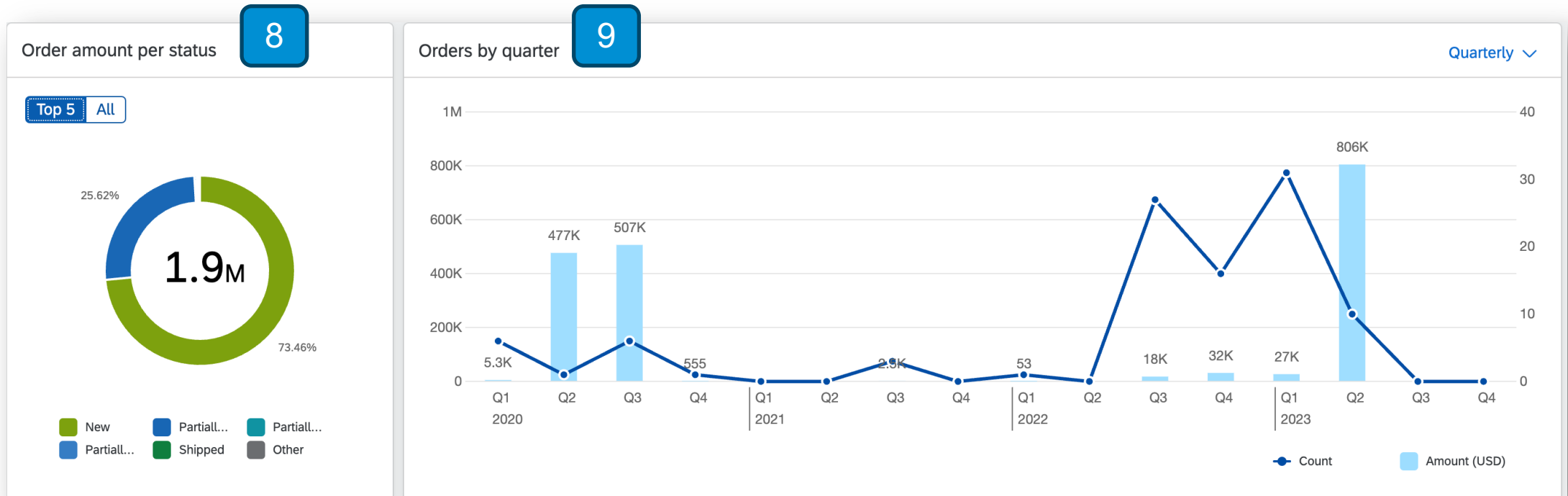
# Feature details

## Purchase order overview – charts (2)

The charts provide data visualization based on purchase order transactions.

10. Buyer chart displays the distribution of Order amount or Order count based on the Buyer who created the Purchase order. Scroll down to see the full list.

11. Buyer summary table provides the most important facts about the specific Buyer account: count of order transactions and total amount, the % of this buyer's order amount over the grand total received across all buyers and % growth compared to previous period.

**Order amount per buyer** `10`

| | |
|---|---|
| Cirrus Atlantic... | 10B |
| Stratus Atlanti... | 266M |
| Stratus Pacific | 8.4M |
| Stratus Labs | 652K |
| Cirrus Pacific ... | 524K |

■ Amount (USD)

**Order summary per buyer** `11`

| Buyer | Order count | Order amount | % of total amount | Amount growth |
|---|---|---|---|---|
| Cirrus Atlantic Integ... | 93 | $10,008,533,909.41 | 97.32% | -- |
| Stratus Atlantic | 2349 | $265,530,883.30 | 2.58% | -- |
| Stratus Pacific | 405 | $8,407,454.83 | 0.08% | -- |
| Stratus Labs | 77 | $651,973.06 | 0.01% | -- |
| Cirrus Pacific Suite ... | 128 | $524,244.77 | 0.01% | -- |
| Nimbus4 - TEST | 16 | $209,368.27 | -- | -- |
| LOB APJ Buyer 1 | 18 | $88,375.00 | -- | -- |

# Thank you.

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