

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

Create Role

Save Cancel

* Indicates a required field

New Role Information

Name:

Description:

Permissions

Each role must have at least one permission.

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Permission	Description
<input type="checkbox"/>	API Development Access Access to API development using the SAP Ariba developer portal.
<input type="checkbox"/>	Access Proposals and Contracts View your organization's Ariba Sourcing events and Ariba Contract Management contracts, documents, and tasks. This permission grants access to the Proposals and Contracts properties. Individual users must be approved by Ariba Sourcing buyers before they can view or participate in events or contract tasks
<input type="checkbox"/>	Account Hierarchy Administration Manage your accounts to link and sign on to a child account
<input checked="" type="checkbox"/>	Analytics Dashboard Access Access the Analytics Dashboard
<input type="checkbox"/>	Archive Access View and search archived items
<input type="checkbox"/>	Catalog Account Executive Access to manage price file upload and customer specific catalog upload
<input type="checkbox"/>	Catalog Content Manager Access to manage master content upload, price file upload and customer specific catalog upload
<input type="checkbox"/>	Catalog Management Set up and manage catalog-related activities
<input type="checkbox"/>	Child Account Access Sign on to access a child account
<input type="checkbox"/>	Company Data Deletion Configuration Access to company data config
<input type="checkbox"/>	Company Information Review and update company profile information
<input type="checkbox"/>	Component planning collaboration Permission to view Component planning collaboration Tile in Workbench
<input type="checkbox"/>	Contact Administration Maintain information for account contact personnel
<input type="checkbox"/>	Contract Access View contracts and generate invoices, as supported by customers (requires Inbox Access)

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

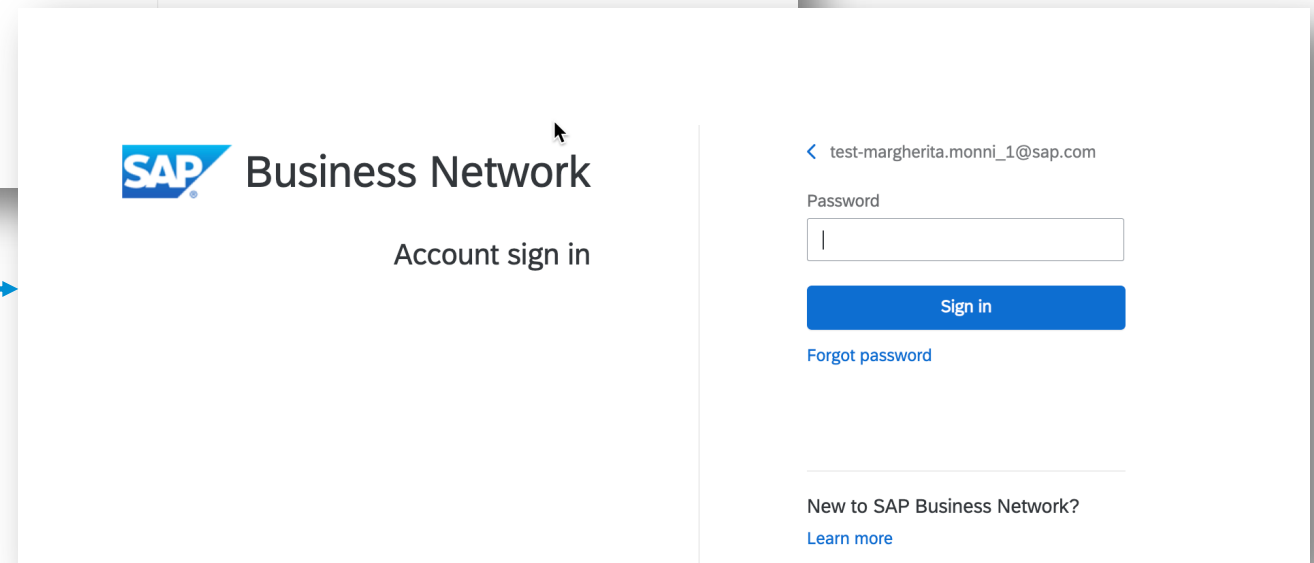
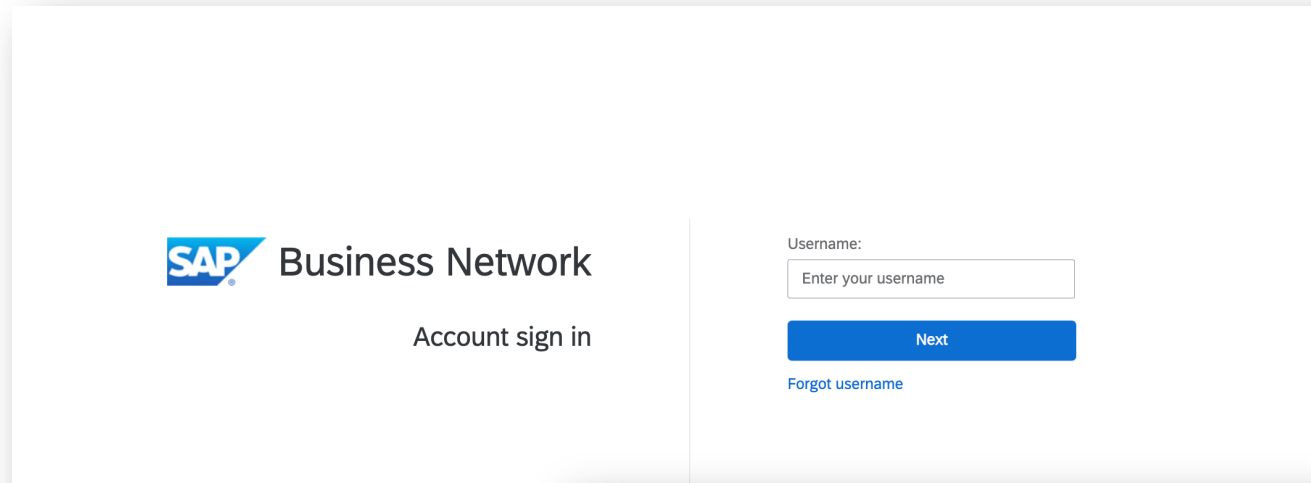
User Story

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



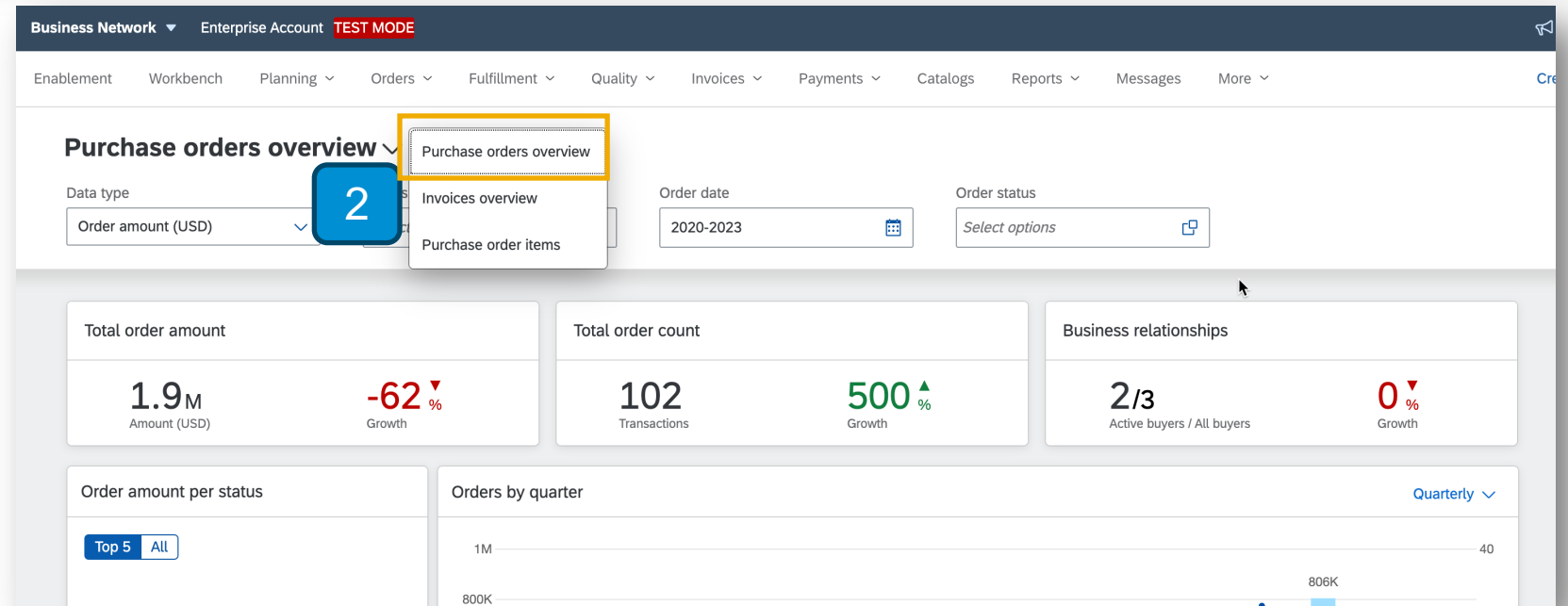
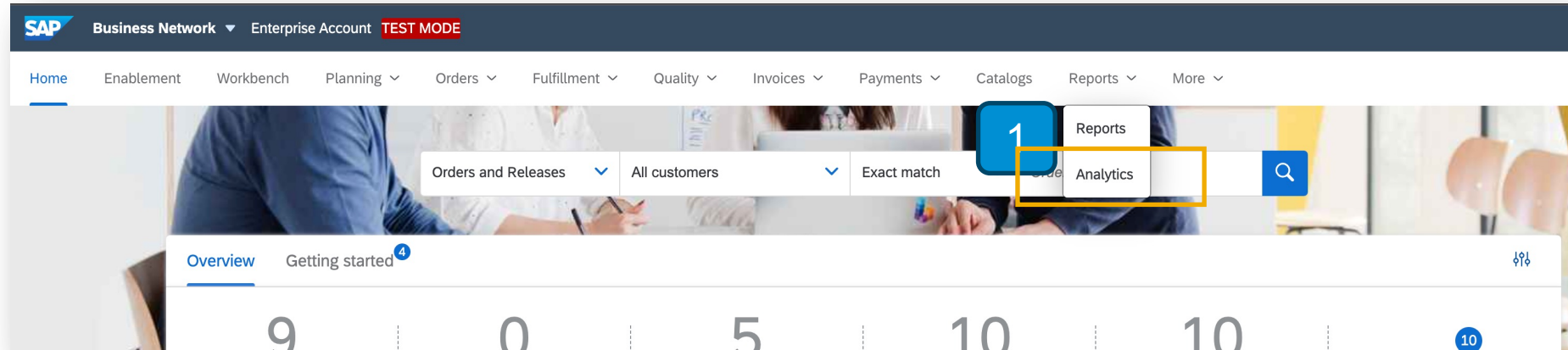
Feature details

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](#).

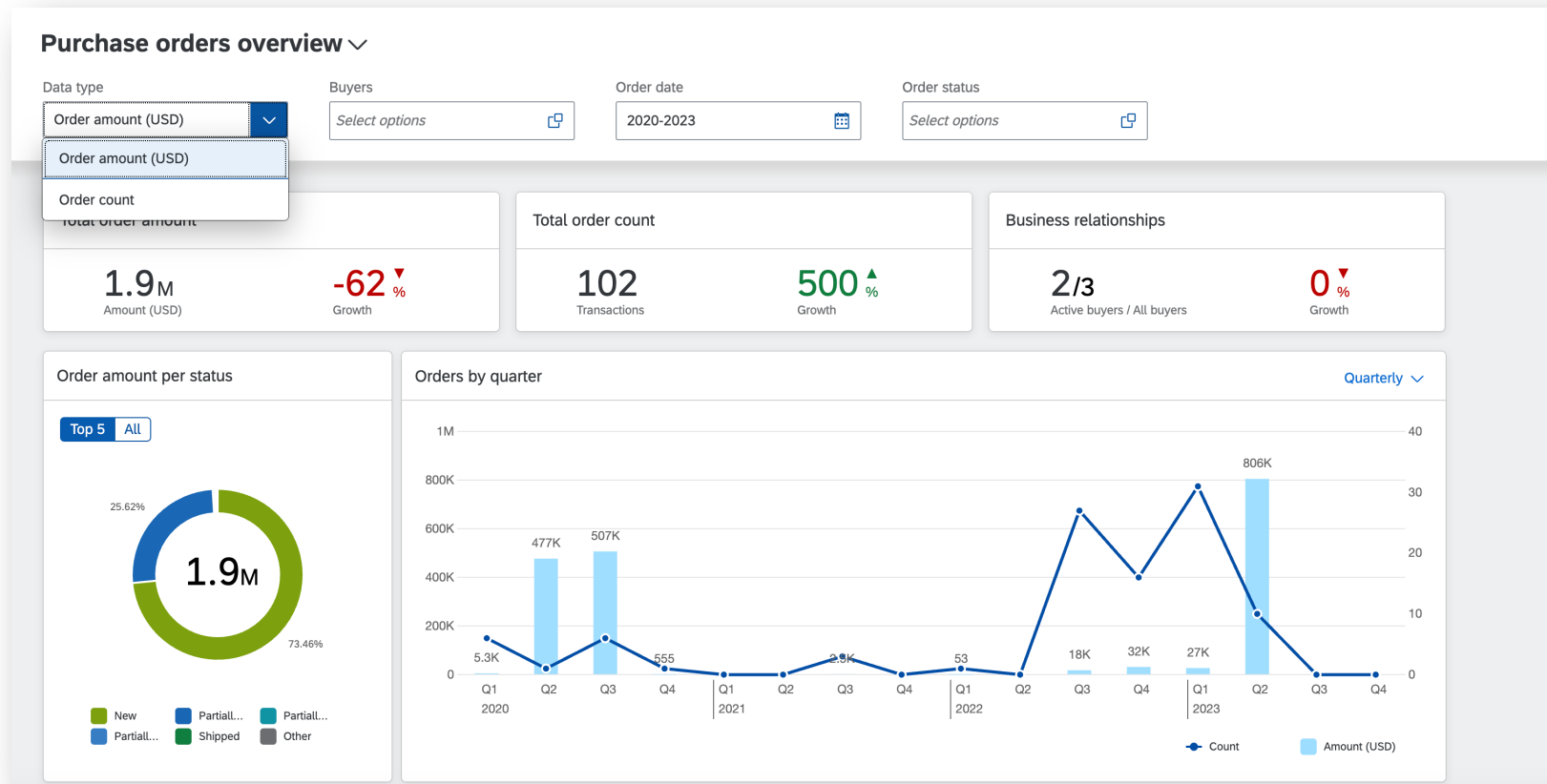
2. Once in the Analytics tab, navigate through the content sections by clicking on the title name.



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.

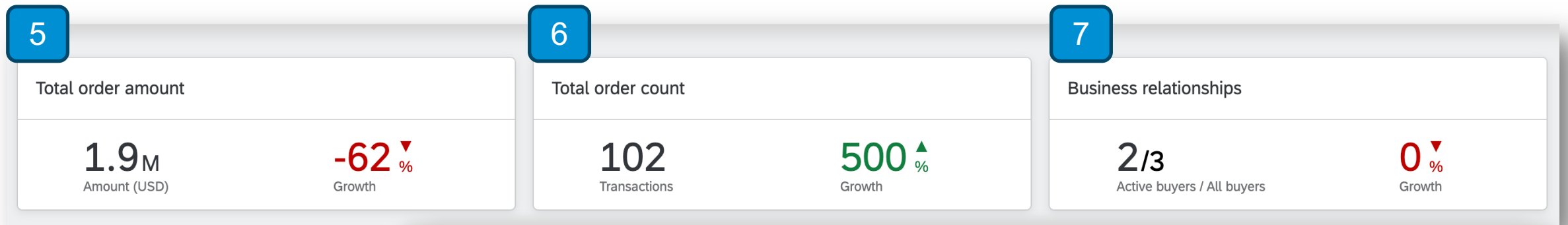
The screenshot shows the 'Purchase orders overview' filter interface. At the top left, the title 'Purchase orders overview' is followed by a dropdown arrow. Below this, there are four filter sections: 'Data type', 'Buyers', 'Order date', and 'Order status'. The 'Data type' filter is highlighted with a blue box containing the number '3'. Its dropdown menu is open, showing two options: 'Order amount (USD)' (selected) and 'Order count'. The 'Buyers' filter has a text input field with 'Select options' and a copy icon. The 'Order date' filter has a text input field with '2020-2023' and a calendar icon, highlighted with a blue box containing the number '4'. The 'Order status' filter has a text input field with 'Select options' and a copy icon. Below the filters, there are three summary cards: 'Total order amount' (value: 1.0), 'Total order count' (value: 102), and 'Business relationships' (value: 2). The 'Total order amount' card shows a red downward arrow, and the 'Total order count' card shows a green upward arrow.

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)

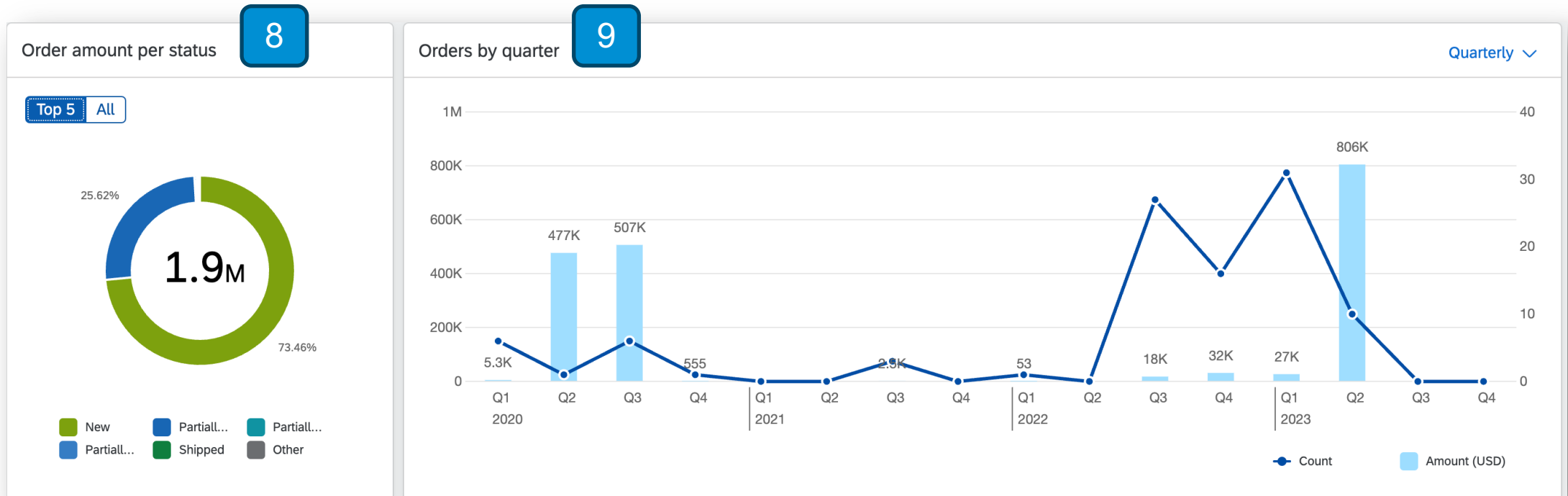


Feature details

Purchase order overview – charts (1)

The charts provide data visualization based on purchase order transactions.

- 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.
- 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.

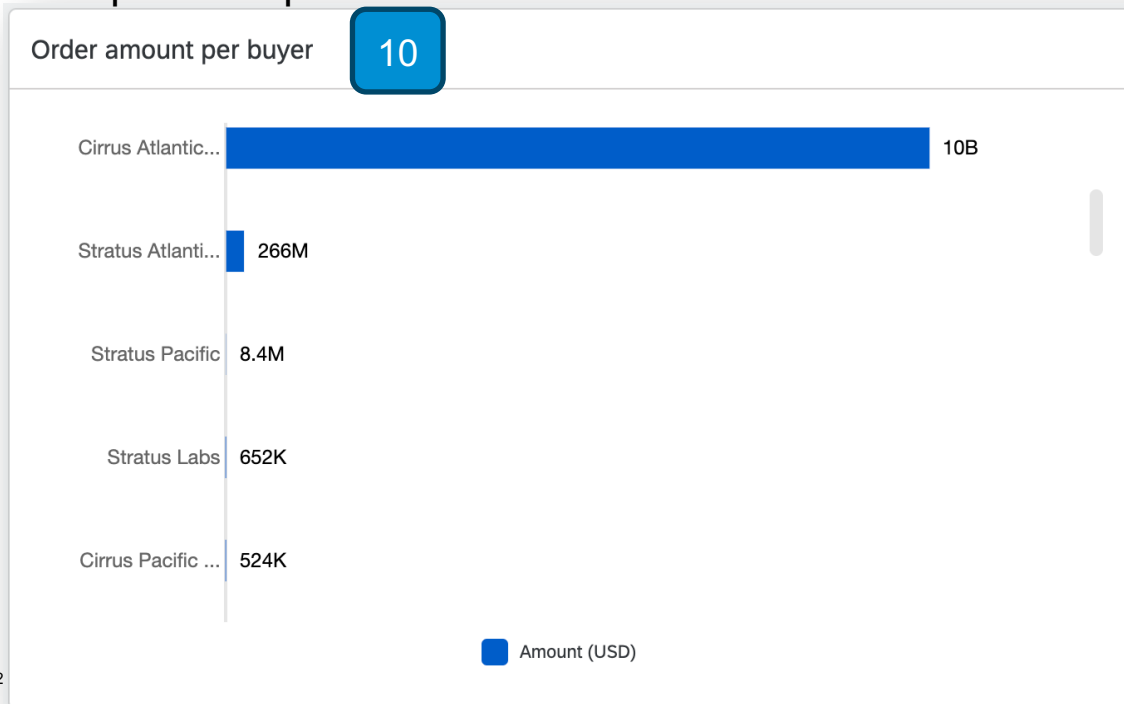


Feature details

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 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	--	--

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