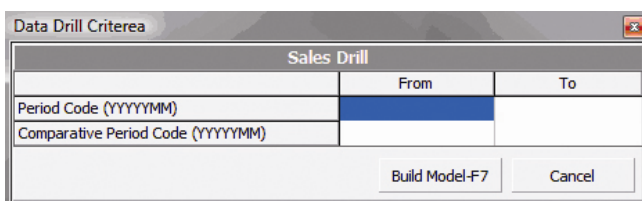


The Intact 'Data Drill' is a standard feature of the Intact accounts system and provides state-of-the-art interactive data mining and analysis. This tool complements Intact's reporting engine by providing real time inquiry of your sales, purchasing, nominal and stock information. You can now have instant answers to questions like:

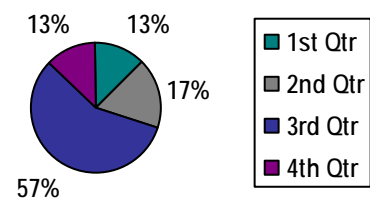
- Which area makes up the bulk of our sales last month?
- Who was our top sales rep in that area?
- What was the most popular line sold?
- What percentage of sales did this line make up?
- Which customers bought this line from your sales rep?

Using **OLAP**, an acronym for "On Line Analytical Processing", the Intact 'Data Drill' effectively replaces the report writing as we know it. The drill comes with three default drill maps – Sales, Purchases and Nominal. Each of these maps establishes a set of dimensions and measures underneath which one can analyse. Once we set the parameters, the data drill builds a model of all the unique instances of the dimensions into a summary file. We can then interrogate this file however we please. The speed at which the data is then recovered and displayed is so much quicker than the conventional method as the data is already present in the model file.



The dialog box is titled 'Data Drill Criteria' and contains a 'Sales Drill' section. It has two input fields: 'Period Code (YYYYMM)' and 'Comparative Period Code (YYYYMM)'. Below these fields are two buttons: 'Build Model-F7' and 'Cancel'.

Sales Analysis



Some key terms

In the 'Data Drill' editor under the utilities menu, the mapping can be customised to give maximum effect.

F – Files – The files required can be specified for individual maps.

R – Relationships – Sets the relationship master in this "master / slave" process.


S – Slave Tables – Indicates the relational slave tables.

D – Dimensions – sets the possible dimensions that may want to be analysed under.

M – Measures – sets the measures which will be displayed in the analysis.

P – Parameters – sets the limits within which the model will be built.

The **OLAP** is becoming the fundamental foundation for intelligent solutions including, business performance management, planning, budgeting, forecasting, financial reporting, analysis, simulation models, knowledge discovery and data warehouse reporting'. OLAP performs multi-dimensional analysis of enterprise data including complex calculations, trend analysis and modeling. OLAP enables end-users to perform ad hoc analysis of data in multiple dimensions, thereby providing the insight and understanding they need for better decision making.



The screenshot shows a window titled 'Summary by Group' with a table of data. The table has columns for Group, Sales, Cost, Profit, Margins, and Quantity. The data is grouped by various categories like TIMBER, CONCRETE, etc.

Group	Sales	Cost	Profit	Margins	Quantity
TIMBER	171,888.69	117,478.76	54,409.93	31.68	45,627.96
CONCRETE	15,585.46	42,532.76	12,011.76	21.48	15,121.27
PLUMBING	95,235.09	52,466.35	3,828.54	23.58	2,823.25
DOORS	11,212.18	11,912.65	3,285.53	21.47	287.08
IRONWORKING	24,328.71	9,896.60	5,462.11	22.85	2,462.74
FLOORING	12,690.71	9,230.04	3,440.62	27.20	480.00
WELLS	10,422.62	9,048.14	1,384.48	13.27	213.00
GARDENS	9,388.48	5,813.14	3,475.34	37.42	1,371.00
PAINT	5,458.25	3,808.38	1,521.67	28.02	382.00
TOOLS	5,099.63	3,099.26	1,946.40	38.21	758.00
MISCELLANEOUS	3,958.18	1,854.90	2,054.28	72.09	151.25
ROOFING	3,366.24	2,242.20	924.04	28.29	175.00
WATEROOD	344.44	157.44	187.00	54.30	36.00
IS	223,817.46	238,422.62	95,194.87	26.42	73,485.47