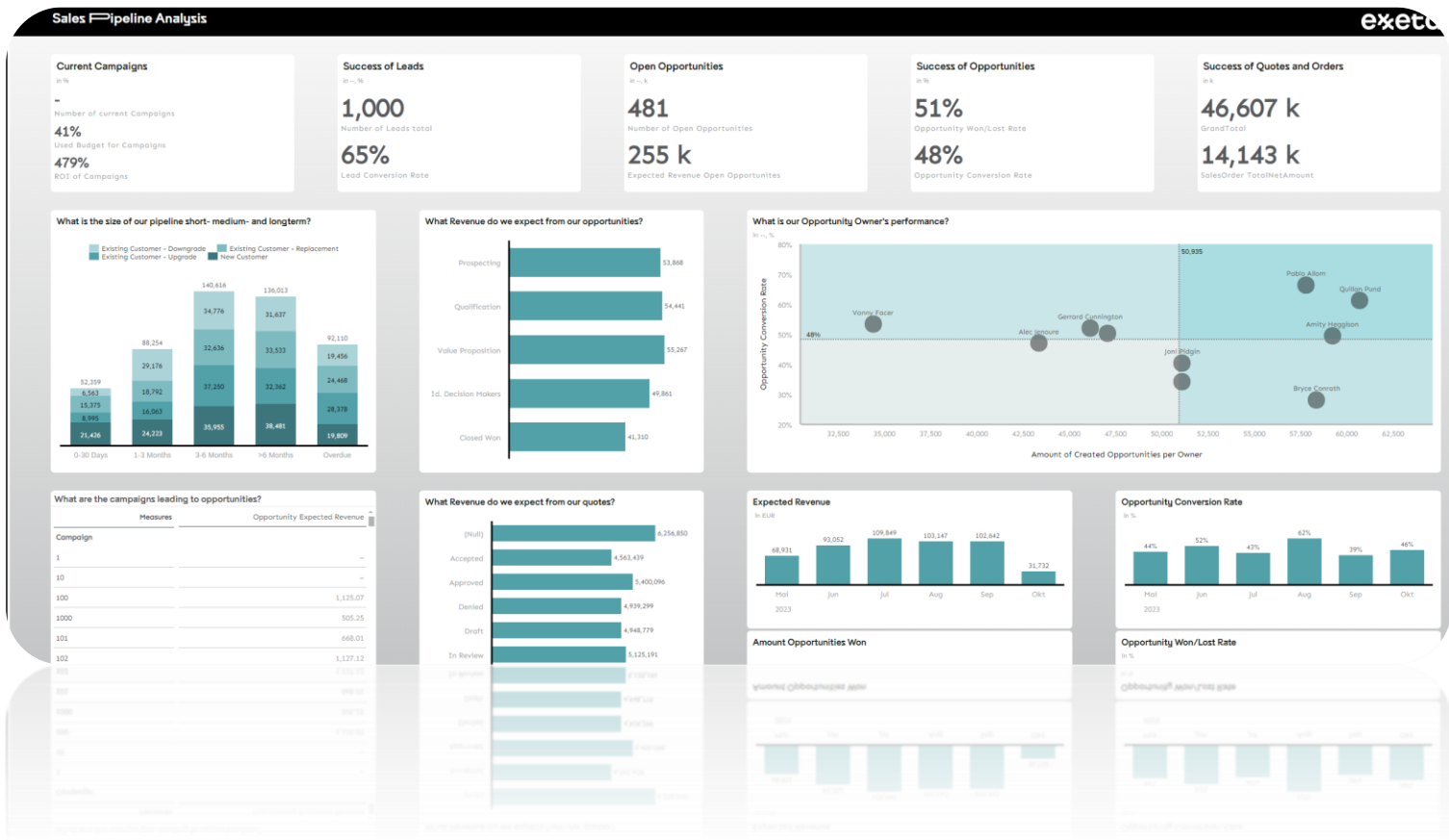


Salesforce Sales Funnel Analytics

Content Information and Set-Up Guide
V1.0 | March 2024

exeta



Content

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Preface

This set-up guide shows how to connect Salesforce Sales Cloud via Open Connectors in SAP Integration Suite to an SAP Datasphere Tenant and how the model and story is imported.

Following Systems are required for the content to work:

- Salesforce Sales Cloud
- SAP Datasphere
- SAP Analytics Cloud

Following systems are strongly recommended, but may be replaced by other 3rd party ETL tool:

- SAP Integration Suite Standard Edition, Open Connectors

Following Systems are required to make full use of the delivered content:

- SAP S/4HANA Cloud

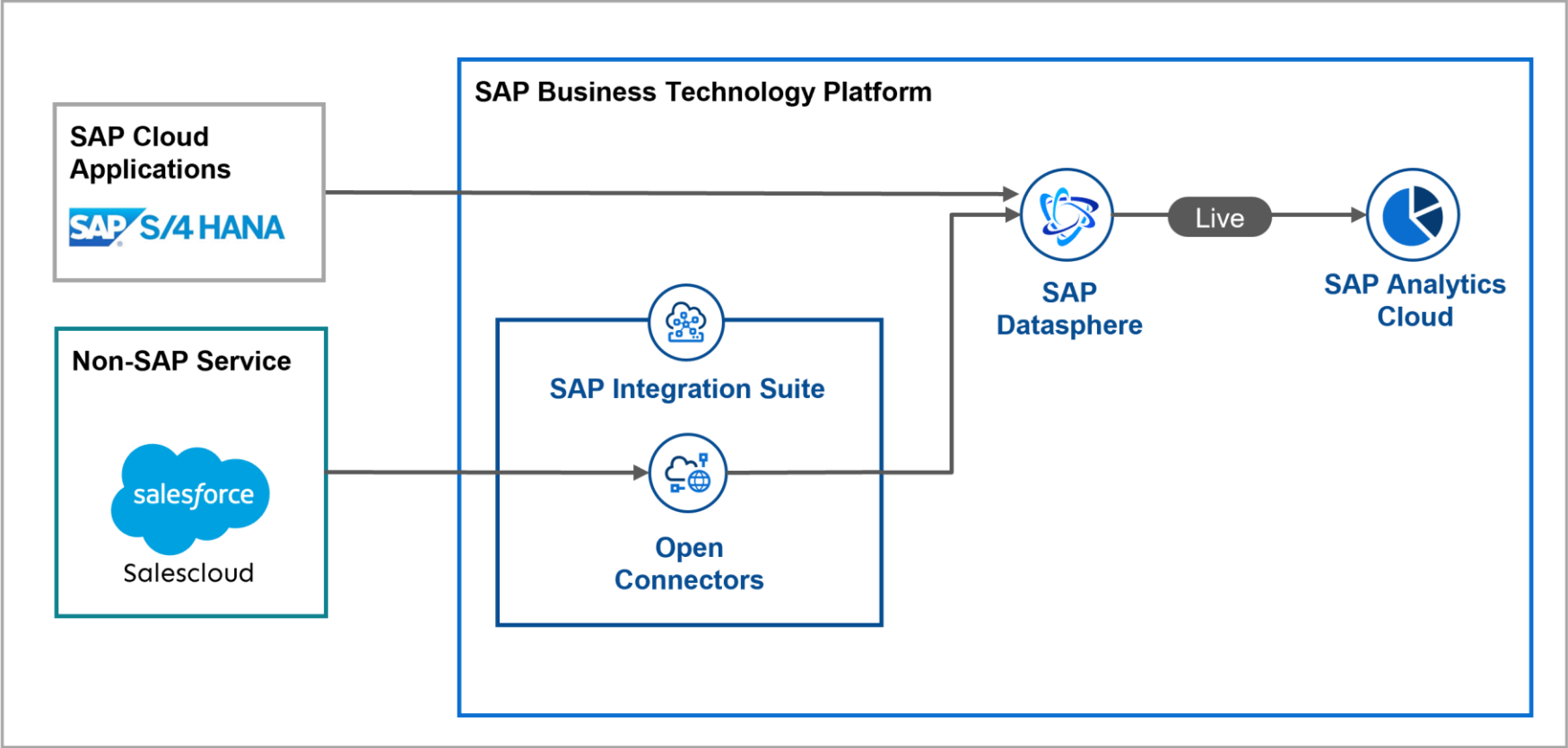
Delivered Content

The “Salesforce Sales Funnel Analytics for SAP Datasphere and SAP Analytics Cloud contains the following content:

- An SAP Analytics Cloud Story
- An SAP Datasphere Data model, harmonizing various data sources from Salesforce Sales Cloud and SAP S/4HANA
- A set-up guide with instructions to implement the solution

- Not delivered are:
- Connections to your source systems
- Any required system (SAP Analytics Cloud, SAP Datasphere, SAP Integration Suite, SAP S/4HANA Cloud, Salesforce Sales Cloud)

Architecture

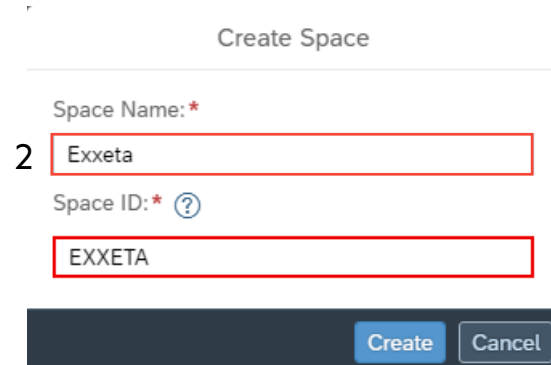
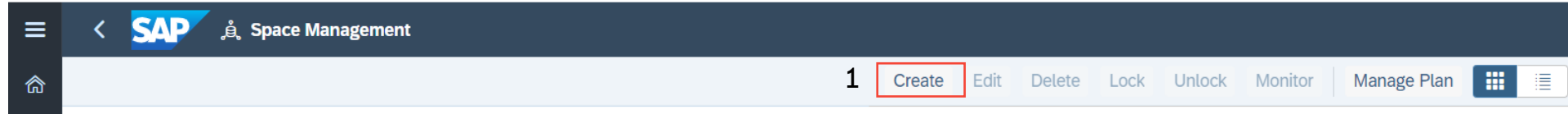




Steps to Implement the Delivered Content

1. Set up a space in SAP Datasphere
2. Integrate your Open Connectors Account
3. Import the SAP Datasphere content
4. Check if all objects are deployed
5. Import the SAP Analytics Cloud content

1. Set Up a Space in SAP Datasphere

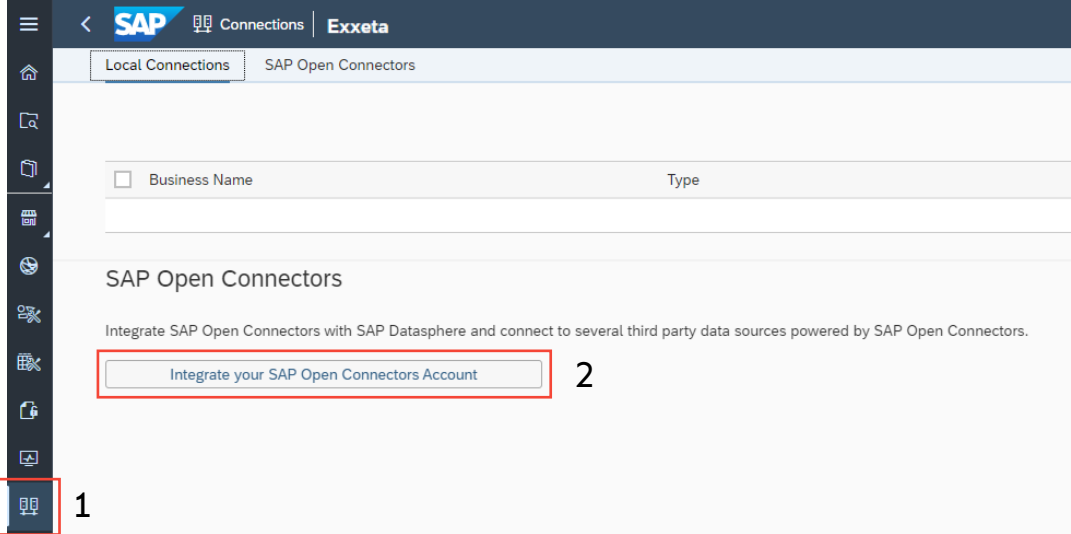


The screenshot shows the 'Create Space' dialog box. It has two input fields: 'Space Name: *' and 'Space ID: * (?)'. The 'Space Name' field contains the text 'Exxeta' and is highlighted with a red box and the number '2'. The 'Space ID' field contains the text 'EXXETA' and is also highlighted with a red box. At the bottom of the dialog, there are two buttons: 'Create' and 'Cancel'.

In the space management, click on "Create" to create a new space.

Afterwards, enter the Space Name "Exxeta". This is required for the import to work.

2. Integrate Your Open Connectors Account (1/4)



Integrate your SAP Open Connectors Account

SAP BTP Sub Account Region *

Europe (Frankfurt) AWS

Open Connectors Organization Secret *

Open Connectors User Secret *

Keep in mind that using SAP Open Connectors may incur additional charges. You can review your usage in your SAP BTP cockpit.

OK

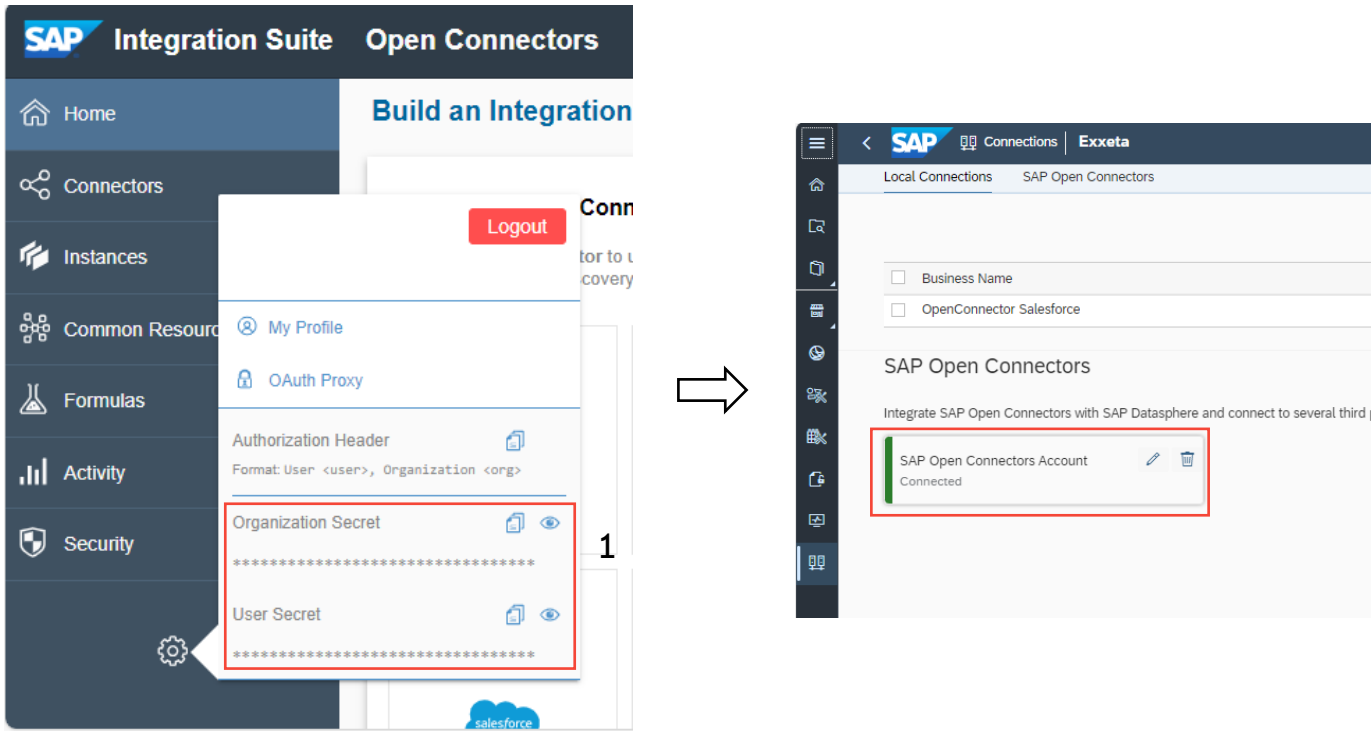
Cancel

In the connections menu, select the Space “Exxeta”.

Click on “Integrate your SAP Open Connectors Account”.

Afterwards, insert the details of your SAP Open Connectors Account.

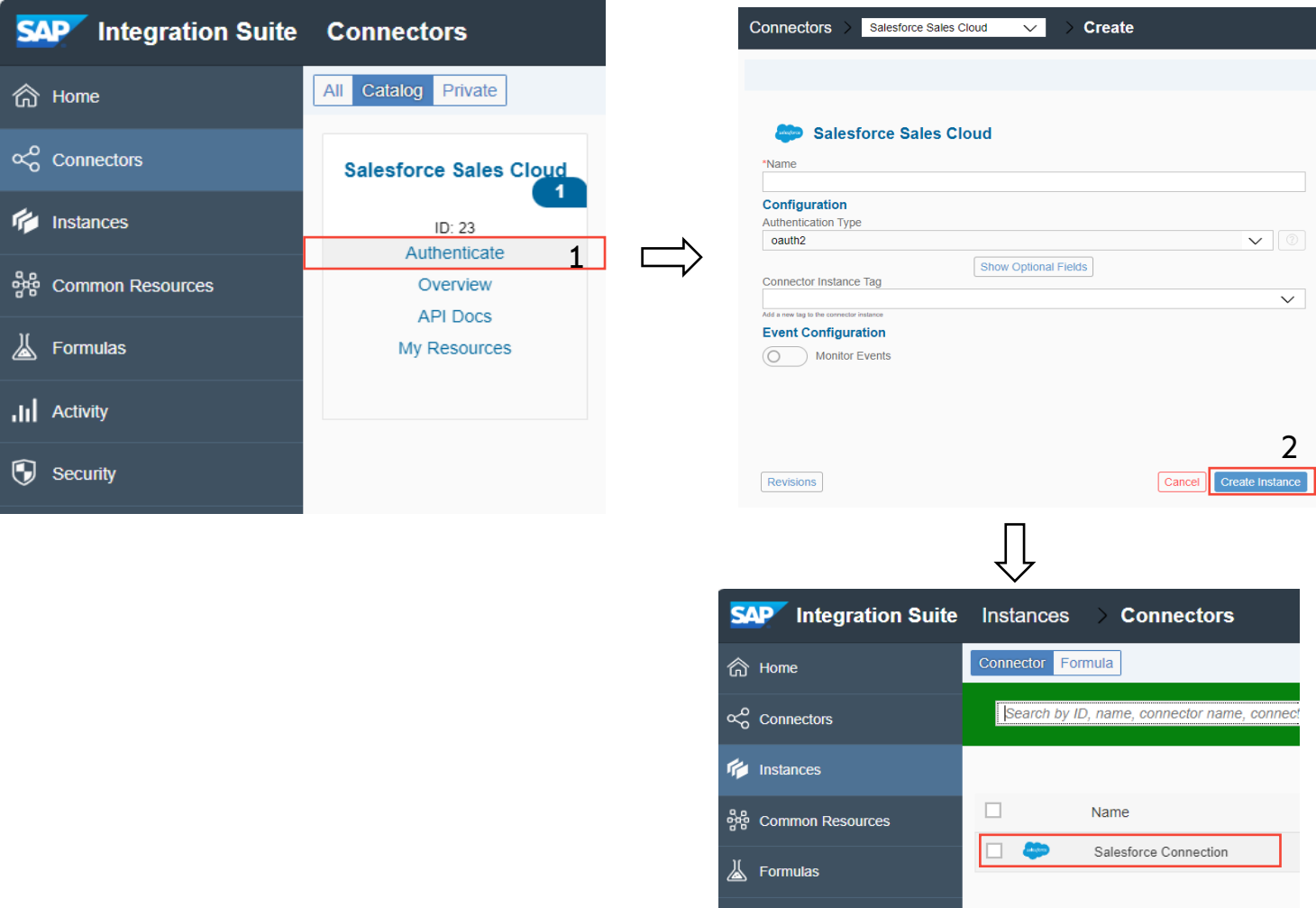
2. Integrate Your Open Connectors Account (2/4)



Copy the secrets from Open Connectors and enter them in datasphere.

Open Connectors is now integrated with datasphere.

2. Integrate Your Open Connectors Account (3/4)

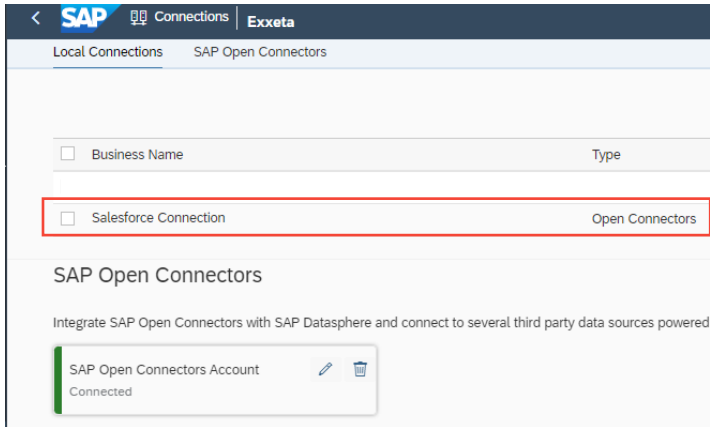
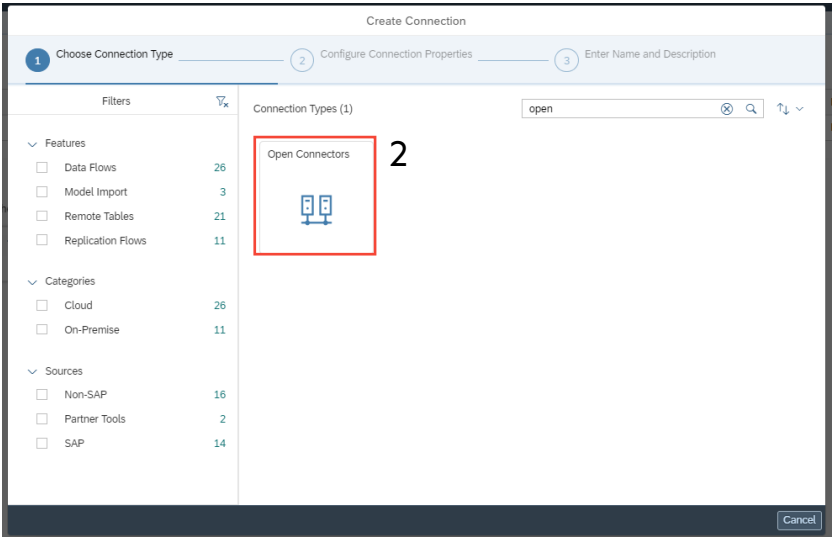
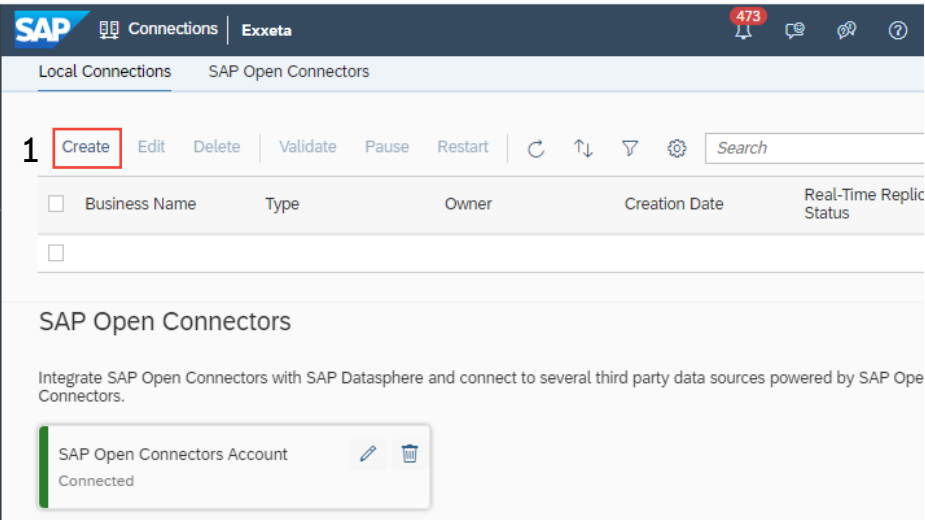


In the Connectors, search for “Salesforce Sales Cloud” and click on authenticate.

Create an instance by logging in to your Salesforce account.

You can find the instance which is ready to use now.

2. Integrate Your Open Connectors Account (4/4)



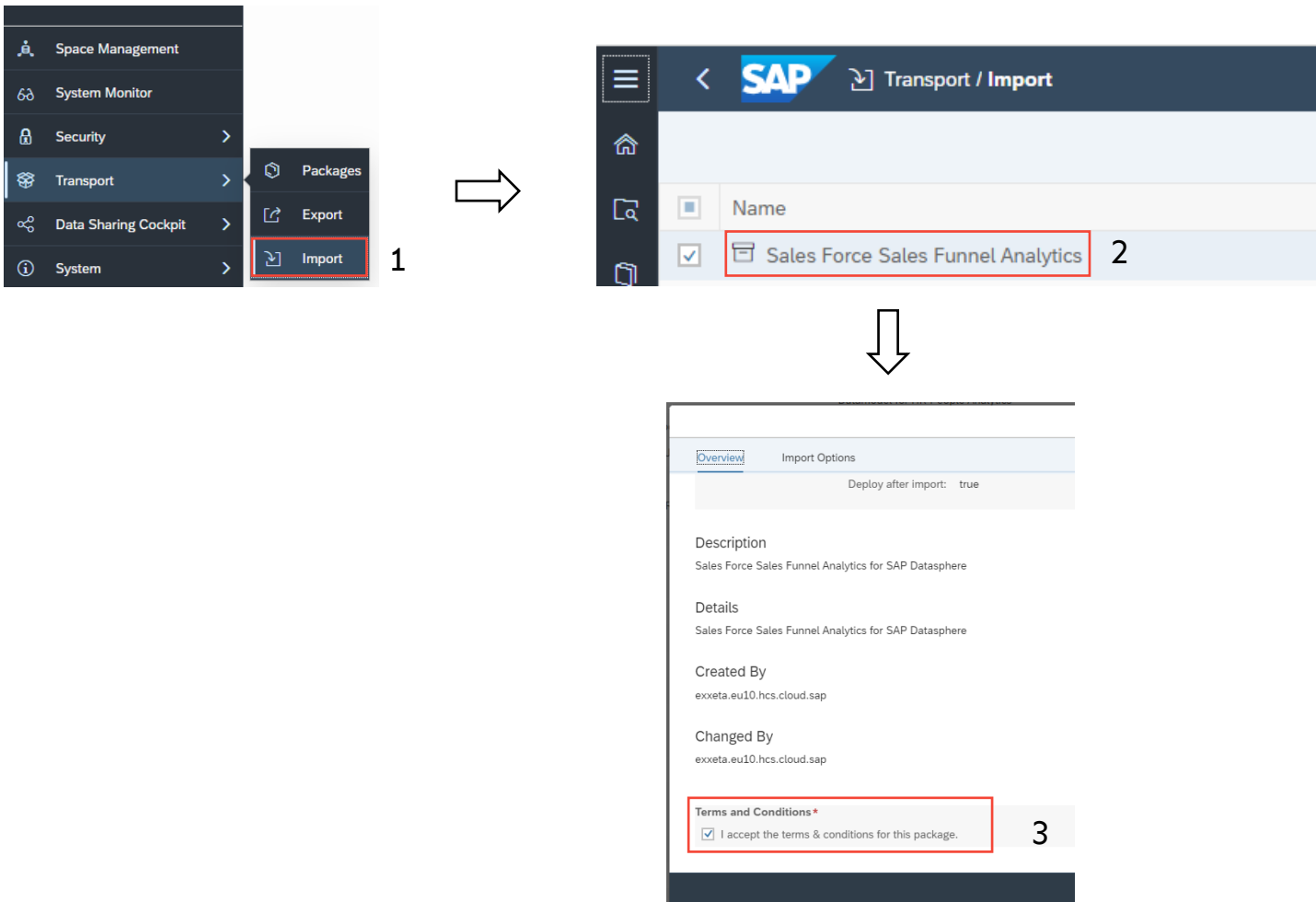
Click on Create to make a new connection in Datasphere.

Search for open connectors and then select your Salesforce instance that you just made.

Give the connection a proper business and technical name.

You should be able to validate the connection without any issues.

3. Import the SAP Datasphere Content (1/2)



In the import menu, select “Sales Force Sales Funnel Analytics”.

Click on the package and accept Terms and Conditions.

3. Import the SAP Datasphere Content (2/2)

1

2

3

Sales Force Sales Funnel Analytics

Overview

Import Options

Overwrite Preferences

Choose whether to overwrite existing objects or not, while importing objects with the same name as that on your system. New objects will always be imported.
Choose this option if you want to avoid overwriting any existing content.

☒ Don't overwrite objects or data

☐ Overwrite data only

☐ Overwrite objects and data

Overwrite data only

Overwrite the data of existing objects without making changes to the structure of your models.

Overwrite objects and data

Import all selected content. Existing objects can be overwritten.

☐ Remove permissions ⓘ

Deployment Preference

☒ Deploy after import

Content

☒ Name

Description

Include Data ⓘ

Impacted Content

Impacted Content (0 / 50) [Show ID](#)

Import

Close

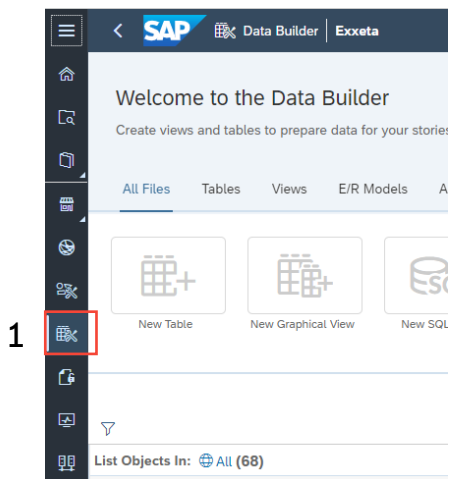
- 4
- Go to "Import Options" and select "Don't overwrite objects or data".

Select "Deploy after import".














Make sure all content is selected.

Click on import

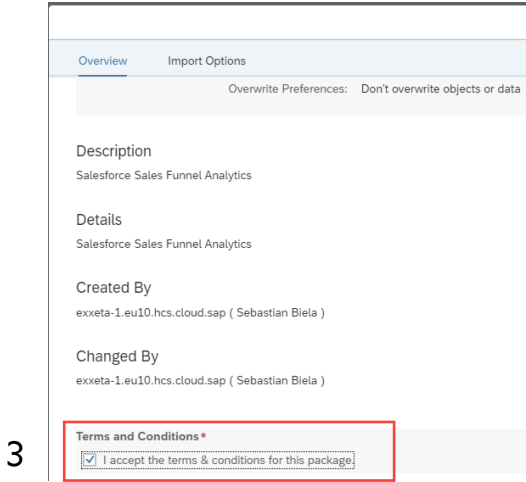
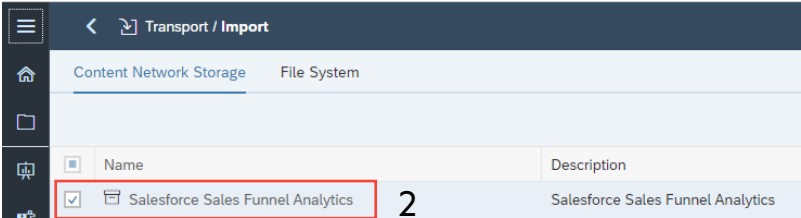
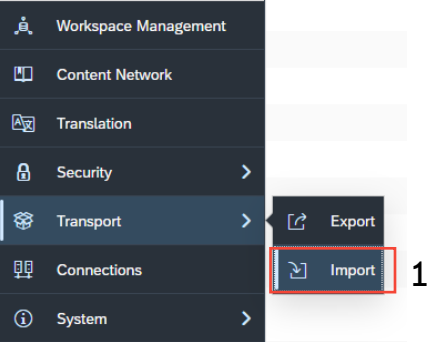
4. Check if All Objects are Deployed



Go to the Data Builder of the space “Exxeta” and check if all objects are deployed after the import. If not, deploy necessary objects.

List Objects In: All (68)						
<input type="checkbox"/>	Business Name	Technical Name	Type (Semantic Usage)	Space	Folder	Status
<input type="checkbox"/>	 Core: Facts Sales Pipeline	PAR_XX_4VF_SalesPipeline	View (Fact)	Exxeta	—	 Deployed
<input type="checkbox"/>	 Core: Facts Campaign	PAR_XX_3VF_Campaign	View (Fact)	Exxeta	—	 Deployed
<input type="checkbox"/>	 Core: Facts Lead	PAR_XX_3VF_Lead	View (Fact)	Exxeta	—	 Deployed
<input type="checkbox"/>	 Model: Sales Pipeline	PAR_XX_5AM_SalesPipeline	Analytic Model (Cube)	Exxeta	—	 Deployed
<input type="checkbox"/>	 Core: Facts Sales Pipeline 	PAR_XX_4VF_SalesPipeline	View (Fact)	Core: Salesforce Content	—	 Deployed
<input type="checkbox"/>	 Core: Facts Sales Pipeline	PAR_XX_3VF_SalesPipeline	View (Fact)	Exxeta	—	 Deployed

5. Import the SAP Analytics Cloud Content (1/2)



In the import menu, select "Salesforce Sales Funnel Analytics".

Click on the package and accept Terms and Conditions.

5. Import the SAP Analytics Cloud Content (2/2)

Salesforce Sales Funnel Analytics

Overview

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Overwrite Preferences

Choose whether to overwrite existing objects or not, while importing objects with the same name as that on your system. New objects will always be imported.
Choose this option if you want to avoid overwriting any existing content.

1

☒ Don't overwrite objects or data

☐ Overwrite data only

Overwrite the data of existing objects without making changes to the structure of your models.

☐ Overwrite objects and data

Import all selected content. Existing objects can be overwritten.

☐ Remove permissions ⓘ

Content

Impacted Content (0 / 5) Show ID

2

☒ Name

Description

Include Data ⓘ

Impacted Content

Import Location ⓘ

☒ Folders

☒ Salesforce Sales Funnel Analytics

My Files/Public

Import

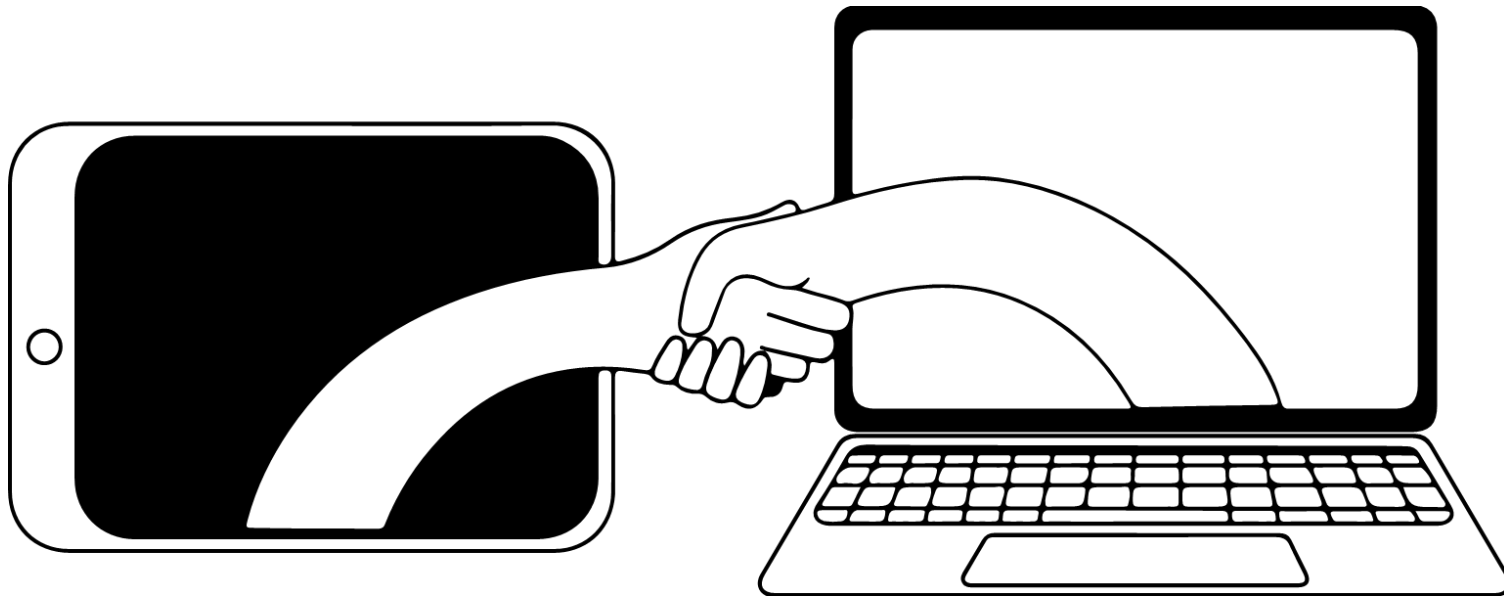
Close

3

Go to "Import Options" and select "Don't overwrite objects or data".

Make sure all content is selected.

Click on "Import".



LET'S STAY IN TOUCH

Andreas Kramer
sap_support@exxeta.com

exeta