

HOL107: Get the Most out of Embedded Analytics in SAP SuccessFactors Incentive Management (FKA SAP Commissions)

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INTERNAL – SAP and Customers Only



Agenda

- Overview of embedded analytics
- Data Models
- Creating Stories
- Sharing and Teams



Overview of embedded analytics

About Embedded Analytics

Implementation of SAP Analytics Cloud (SAC)

Interactively analyze live sales performance data captured in SPM


Stories and *data models* are at the center of embedded analytics for SAP Commissions.


- Data models determine the data fields that are available for use within each story.
- Each story in embedded analytics for SAP Commissions is based on a data model.


Populating Analytics Data


Select *Update Analytics* when running Compensate and Pay for a Period


Run Calculation


 **Periods**

 **Stages**

 **Position**

 **Options**

 **Logging**

 **Schedule**

Select which stages you want to run. I want to...

☒ Run an individual Compensate and Pay stage

- ☒ Classify transactions
- ☒ Allocate credits and calculate primary measurement values
- ☒ Calculate secondary measurements, incentives, and deposit values
- ☒ Calculate payments and balances
- ☐ Generate Statements
- ☒ Update Analytics
- ☐ Data Extracts

In-Depth Data Analysis on Incentive Management Transactions and Results

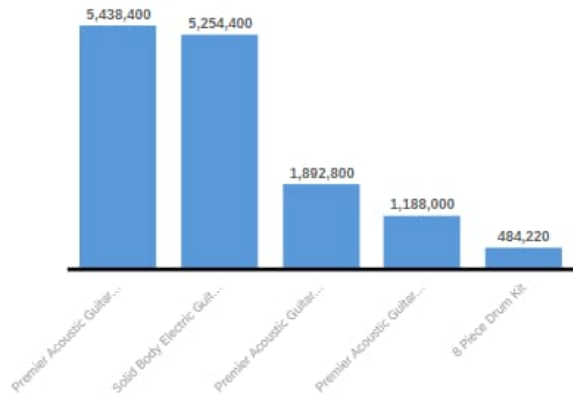


2023 Transaction Report

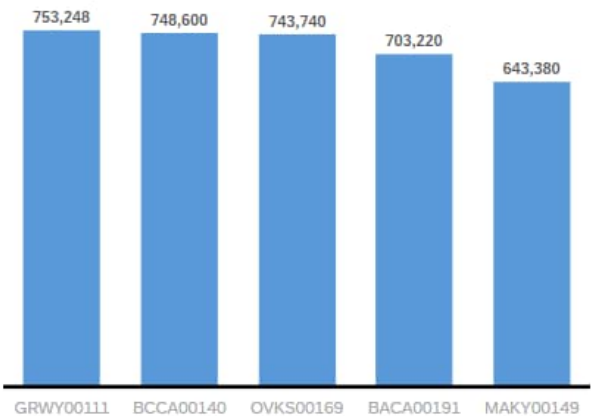
Payee Transactions
in \$ | 1 Filter

							Transaction Value
Jan 3, 2023	1600	FAUT00167	Stacey Palowski	SR-W1	200A	14	33,600
					F1200	24	38,400
					F1500	18	31,500
	1610	SOWA00142	Stacey Palowski	SR-W1	G2500X	28	61,600
Jan 6, 2023	1611	THUN00170	Terry Callahan	SR-E1	200A	4	9,600
Jan 10, 2023	1611	ARMO0040	Terry Callahan	SR-E1	200A	32	76,800
		OVKS00169	Terry Callahan	SR-E1	G5500X	8	18,800
Jan 12, 2023	1618	EVMS00158	Joyce Fischer	SR-C2	JSMP	8	7,200

Top 5 Sales by Product
in \$ | Top 5 - Product Name



Top 5 Sales by Customer
in \$ | Top 5 - Bill to Customer



Data Models



About Data Models

- Data models determine the data fields that are available for use within each story.
- The data model determines which measures and dimensions can be used for analysis in a story.
- Some models are appropriate for payees; others are for admins or other non-payees:

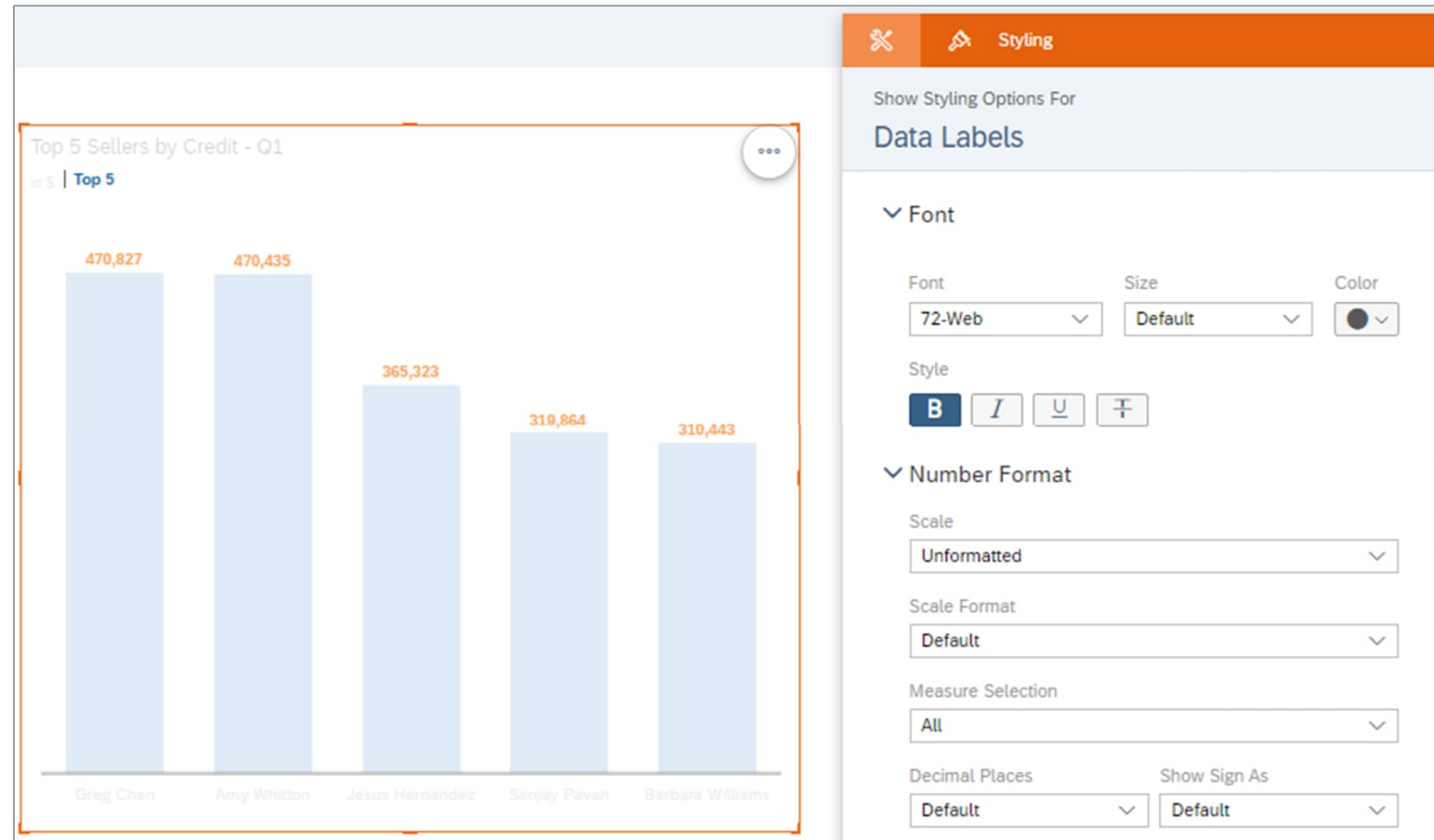
Payee Data Models	Non-Payee Data Models
Credits	Disputes
Measurements	Classified Transactions
Incentives	Model Data
Payments	Pipeline Metrics
Balances	

Creating Stories

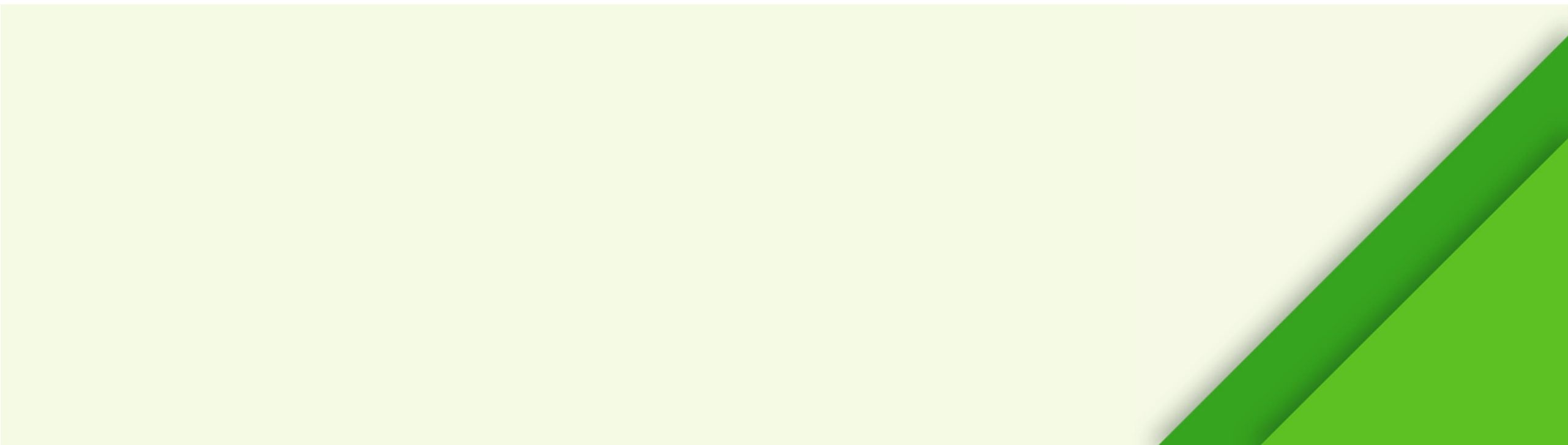


Creating Stories

- Picking a Data Source
- Widgets, Charts and Tables
- Formatting Stories and Widgets
- Filtering and Sorting



Sharing and Teams



Sharing and Teams

Sharing

- Only Admins can share a folder or story

Teams

- Creates and shares a folder in one step
- Useful when stories change often

Share Story

Default Link

<https://sapscaadmin-sap-com-uwfqszzw.us2.sapanalytics.cloud/sap/fpa/ui/tenants/bcf8c/bo/story/6860A7843F2AB1227031E5B7A8E5EE6B>

Customize Link

Add Users or Teams

Beverly Bass (P000015) X

☒ Email new recipients

Share

Cancel

Access

View

View


Edit


Full Control


Custom...

> Shared with All Users

Close

☐  Beverly Bass

☐  Lara Golden

☐  Shankar Nagabushan

Create

Cancel

Thank you.

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Related resources and links

- https://help.sap.com/docs/Embedded_Analytics_for_SAP_Commissions
- [Embedded Analytics playlist in SAP Microlearning](#)

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