



VISUALIZE YOUR WORLD

Scopri le opportunità generate dai dati – Milano, 5 ottobre 2016

Giovanni Bozzetto SpA

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CFO



Il progetto

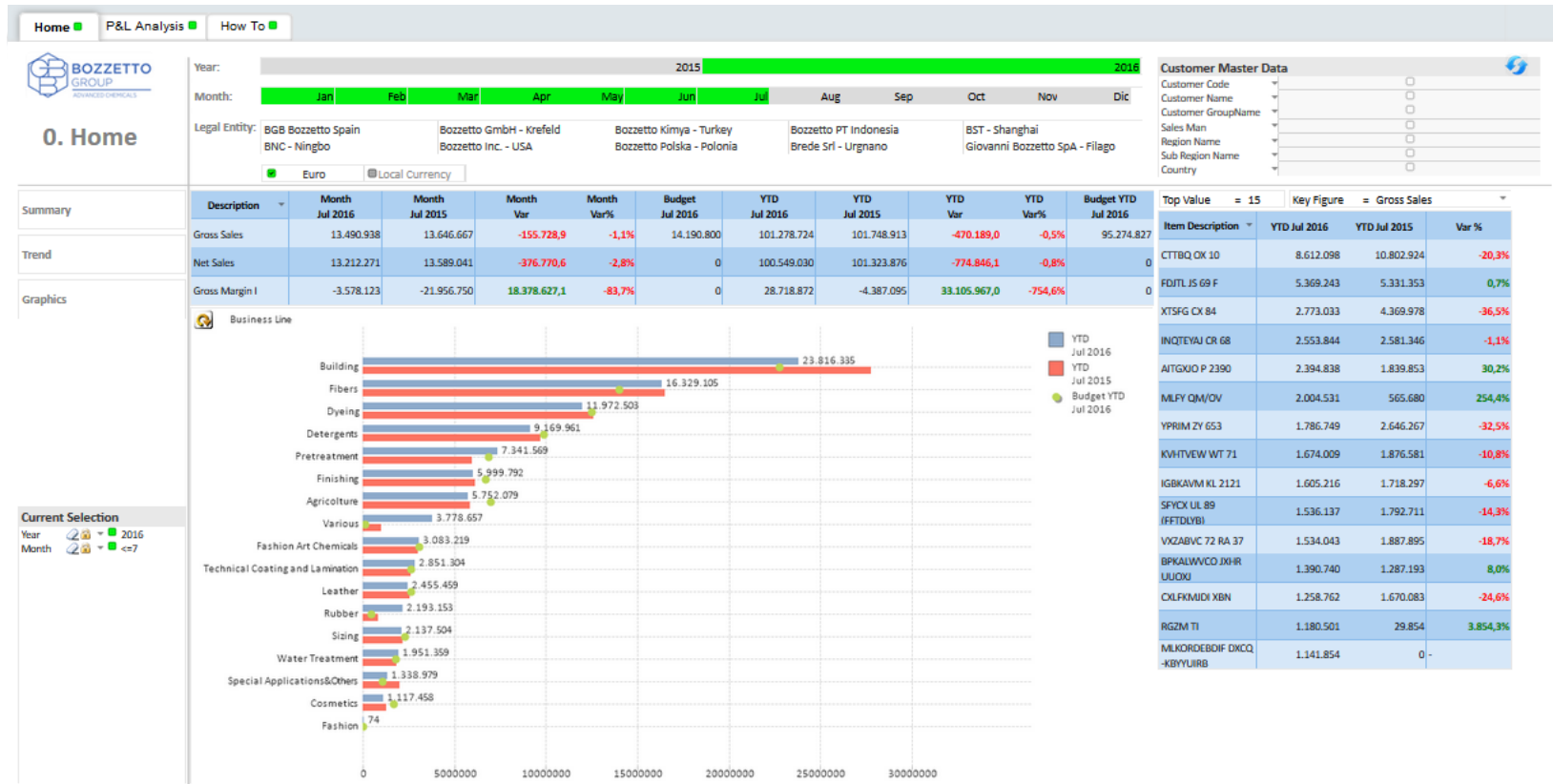
Il gruppo Bozzetto opera da più di 90 anni nella produzione e commercializzazione di ausiliari chimici in 3 settori, il tessile, l'edilizia ed il trattamento dell'acqua in vari processi industriali

- **Obiettivo:** Calcolo e navigazione del Gross Margin per Legal Entity, Business Unit, Area Geografica, Cliente, Prodotto con valorizzazione dei RAW Material a costo storico e riconciliazione con i sistemi contabili
- **Funzioni aziendali coinvolte:** Finance, Controlling, Production Planning, ITC
- **Tempi di implementazione:** 3 mesi
- **Indicatori analizzati:** Conti del Gross Margin
- **Complessità del dataset:** 9 Legal Entity, 12 Business Unit, 3 settori, 1.400 Clienti, 900 Prodotti, 2 anni in linea, 2 sistemi contabili diversi (Navision ed Erasoft)

I benefici

- I principali benefici ottenuti:
 - Miglioramento della **condivisione** delle informazioni all'interno della organizzazione
 - Identificazione dei **miglioramenti** nei **processi** aziendali
 - Momento di **crescita** di tutto il gruppo di lavoro nella comprensione di alcuni fenomeni aziendali (consapevolezza)
 - Migliore **valutazione del costo del prodotto** con conseguente possibilità di azione sui **listini e base clienti**
 - Miglioramento dei **tempi di elaborazione**
 - **Maggiore flessibilità di calcolo e di riclassifica**
- I principali sviluppi futuri:
 - **Estensione** dell'uso di Qlik® in altre aree aziendali
 - Analisi **giornaliera** dei **Net Sales**, **Analisi** delle **quantità prodotte**
 - Sviluppo di una applicazione di supporto alle attività **simulative** per i Production Planner

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Conto Economico

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How To



1. P&L Analysis

Year:

2015

2016

Month:

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dic

Legal Entity:

BGB Bozzetto Spain

Bozzetto GmbH - Krefeld

Bozzetto Kimya - Turkey

Bozzetto PT Indonesia

BST - Shanghai

BNC - Ningbo

Bozzetto Inc. - USA

Bozzetto Polska - Polonia

Brede Srl - Urganano

Giovanni Bozzetto SpA - Filago

Euro

Local Currency

Customer Master Data

Customer Code

Customer Name

Customer GroupName

Sales Man

Region Name

Sub Region Name

Country

P&L Analysis

Item Analysis

Customer Analysis

Geographic Area Analysis

Sales Man Analysis

Group Analysis

Dynamic Analysis

Current Selection

Year

Month

2016

<=>

P&L Analysis

	YTD Jul 2016	YTD Jul 2015	Var	Budget	Var	YTD Jul 2016 / B...
Gross Sales	101.278.724	101.748.913	-0,5%	73.288.329	38,2%	138,2%
Gross Sales: Third parties	86.585.154	87.796.156	-1,4%	0 -	-	-
Gross Sales: Intercompany	14.693.570	13.952.757	5,3%	0 -	-	-
Total Sales Deductions	-729.694	-425.037	71,7%	0 -	-	-
Sales Deductions	-619.477	-544.894	13,7%	0 -	-	-
Sales Deductions Adj	-110.217	119.857	-192,0%	0 -	-	-
Net Sales	100.549.030	101.323.876	-0,8%	0 -	-	-
Other revenue from customers	673.333	725.495	-7,2%	0 -	-	-
Total operating performance	673.333	725.495	-7,2%	0 -	-	-
Freight costs	-4.844.822	-4.276.928	13,3%	0 -	-	-
Total Commissions - agents	-2.182.537	-1.782.629	22,4%	0 -	-	-
Commissions - agents	-803.379	-764.185	5,1%	0 -	-	-
Commissions - agents Adj	-1.379.158	-1.018.445	35,4%	0 -	-	-
Total direct selling costs	-7.027.359	-6.059.557	16,0%	0 -	-	-
Raw Material cost	-63.872.733	-98.755.177	-35,3%	0 -	-	-
Packaging cost	-1.603.400	-1.621.731	-1,1%	0 -	-	-
Total material costs	-65.476.133	-100.376.909	-34,8%	0 -	-	-
Gross Margin I	28.718.872	-4.387.095	-754,6%	0 -	-	-

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P&L Analysis

How To

BOZZETTO GROUP

ADVANCED FINANCIALS

1. P&L Analysis

Year:

2015

2016

Month:

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dic

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Euro

Local Currency

Customer Master Data

Customer Code

Customer Name

Customer Group/Name

Sales Man

Region Name

Sub Region Name

Country

P&L Analysis

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Dynamic Analysis

Current Selection

Year

2016

Month

Jul

Group Analysis


Description	Item Code	Item Description	Customer Code	Customer Name	YTD Jul 2016	YTD Jul 2015	Var	Budget	Var	YTD Jul 2016 / Budget
Total					111.923.804	103.885.640	7,7%	73.288.329	52,7%	152,7%
	1000005	YXALVZLUK LFZUXYEL	1000936	YWKPSOICH IS NKDQTCZO PVC	20.163	18.715	7,7%	11.606	73,7%	173,7%
			1002999	APHOQAOI XEADU ULDP CSWFHED FX	5.018	4.658	7,7%	0	-	-
			1005680	F5B HFTLE KTZZB2 YW LVWRXUS	10.781	10.007	7,7%	6.496	66,0%	166,0%
			1005711	KERKYSO BOPLTBB ULCAAG GILUW	0	0	0	0	-	-
			1000005	Ujiole Hbulth AgnO & Hn. TJ	9.895	9.184	7,7%	5.589	77,0%	177,0%
	1000007	IUA EXTFGD 8533	1000671	Fpogc Xcqpdytyhvhstlsgn RngG	19.790	18.369	7,7%	18.630	6,2%	106,2%
			1000857	Fgfdzguaf UO	0	0	0	3.628	-100,0%	0,0%
	1000008	ADR HTCHQG 9282	1002812	Tilyemaoi Focqgyx Uppkku	0	0	0	0	-	-
			1000062	Witfdjyhr Yohfomibkhwz	0	0	0	1.002	-100,0%	0,0%
	1000011	VTX AMBHI LUXK 6500	1000375	L. T. TEZSNM Wwcu	7.981	7.408	7,7%	4.007	99,2%	199,2%
			1002999	APHOQAOI XEADU ULDP CSWFHED FX	2.487	2.308	7,7%	0	-	-
			1006407	JKRGWIZ LBYZYS RG_OOD	0	0	0	0	-	-
			1006457	YOKELZ ZSYDTI ZLWFX PYSVZAR	2.970	2.757	7,7%	1.647	80,3%	180,3%
			1006464	LUAHIA PBDTDAW XYWMPX0Z	4.578	4.249	7,7%	3.790	20,8%	120,8%
			1006955	PPFNGDSI AHFB CHU IEKSAW	9.472	8.792	7,7%	6.275	51,0%	151,0%
			1010379	AD. VNCTYA BKZBXO-FREW	6.148	5.706	7,7%	4.246	44,8%	144,8%
			1010557	WNPSGIPK NOLLUQMOT TNNTEGHI	14.208	13.188	7,7%	11.469	23,9%	123,9%
			1010559	VBRXGIFT IXTPIH LWFUXLHWK	4.440	4.121	7,7%	1.765	151,6%	251,6%
			1011576	HGLSWXIAF PKP GVKT IUWFS XMFGA	2.210	2.051	7,7%	0	-	-
			1011578	COCNATDN KUHI TPMQI PSYCRYC	5.476	5.083	7,7%	0	-	-
			1011787	GGCZP ZQV IYAB IS WHID EPTJ	1.776	1.648	7,7%	0	-	-
			1011802	UF OENGO XTCSO IPC MOX TRK TGH	784	728	7,7%	2.366	-66,9%	33,1%
			1011852	NOXVMAIH CADHAPWG HQWIB	808	750	7,7%	596	35,7%	135,7%
			1011930	ZEHGYYHPR UBKXELKIT YVVOHMY	4.440	4.121	7,7%	3.137	41,5%	141,5%
			1012320	JFRMAXWZHF HMDXXY KWZPBXH	3.071	2.851	7,7%	2.117	45,0%	145,0%
			1000014	JEPXCNUP XVWVN IWSD	672	624	7,7%	440	52,8%	152,8%
	1000013	JPPBXYI G 6040	1002985	FIVVBRQI FEMH	65.731	61.010	7,7%	0	-	-
			1008995	YGSD Pqnsawizy NJIT	101.752	94.444	7,7%	63.		

Analisi Libera

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P&L Analysis

How To



1. P&L Analysis

Year: 2015 2016

Month: Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dic

Legal Entity: BGB Bozzetto Spain
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☒ Euro
 ☐ Local Currency

Customer Master Data

☐ Customer Code
☐ Customer Name
☐ Customer Group Name
☐ Sales Man
☐ Region Name
☐ Sub Region Name
☐ Country

P&L Analysis

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Dynamic Analysis

Current Selection

Dimension
☐ BU Level1 Name
☐ BU Level2 Name
☒ BU Name
☐ Country Name
☐ Customer Code
☐ Customer Group Name
☐ Customer Name
☐ End User Name
☐ Item Code
☐ Item Description
☐ Legal Entity Name
☒ Month
☐ Region Name
☐ Salesman Name
☒ Sub Region Name
☐ Trading Name
☐ Year

Measure
☒ Actual CY
☒ Actual LY
☐ Var % CY LY
☐ Budget
☐ Var % CY Budget
☐ Actual CY on Budget

Dynamic Analysis

Add Totals

Remove Totals

				Month		Jan		Feb		
Description	Region Name	Sub Region Name	BU Name	YTD Jul 2016	YTD Jul 2015	YTD Jul 2016	YTD Jul 2015	YTD Jul 2016		
Gross Sales	Africa	East and South Africa	Performance Chemicals	33.605	68.520	0	7.747	0		
			Buildings-Superplasticizers	134.916	70.123	128.803	95.312	181.800		
		North Africa	Performance Chemicals	59.328	836	3.033	30.463	51.354		
			Textile	33.567	46.026	35.618	13.093	47.807		
	America	West Africa	Various	109	321	0	0	296		
			Buildings-Superplasticizers	0	0	0	0	0		
		Central America	Buildings-Superplasticizers	62.137	0	27.641	14.548	42.272		
			Performance Chemicals	0	91	0	6.684	0		
	Asia	North America	Textile	52.294	46.864	57.544	6.638	10.813		
			Buildings-Superplasticizers	0	5.183	0	0	0		
		South America	Performance Chemicals	0	10.668	3.782	0	0		
			Textile	1.049.056	738.021	905.503	488.163	939.789		
	Middle East	Various	Various	4.329	0	4.329	0	12.372		
			-	0	0	-13.638	0	51		
		Far East	Buildings-Superplasticizers	45.447	60.984	94.155	30.492	91.481		
			Performance Chemicals	47.353	49.099	47.353	49.099	48.765		
	Asia	Central Asia	Textile	76.794	262.537	146.587	19.905	0		
			Various	0	8.159	0	0	0		
		Far East	Buildings-Superplasticizers	142.050	44.298	64.189	72.000	148.891		
			Performance Chemicals	92.340	24.491	137.640	229.546	220.441		
	Middle East	Textile	Textile	1.993.225	1.721.550	1.795.193	1.548.853	1.945.142		
			Various	60.983	6.429	67.697	4.617	71.955		
		Middle East	Buildings-Superplasticizers	6.595	27.568	2.103	20.862	62.135		
			Performance Chemicals	11.423	13.335	915	20.853	21.736		
	Middle East	Textile	Textile	1.010.177	1.184.238	1.202.791	1.097.890	1.266.137		
			Various	28.586	12.493	97.453	64.639	55.594		
		Middle East	-	0	419	0	2.037	0		
			Buildings-Superplasticizers	750.331	939.614	815.131	954.584	891.242		
	Middle East	Textile	Performance Chemicals	685.967	660.931	485.254	752.883	498.747		
			Textile	463.324	429.593	508.952	413.001	574.036		
		Middle East	Various	54.168	6.354	77.610	34.830	18.022		
			-	0	-201.923	0	0	-10.996		
	Middle East	Textile	Buildings-Superplasticizers	2.058.467	2.689.115	2.396.554	2.686.958	2.300.215		
		Middle East								
	Middle East	Textile								
		Middle East								



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Grazie

