

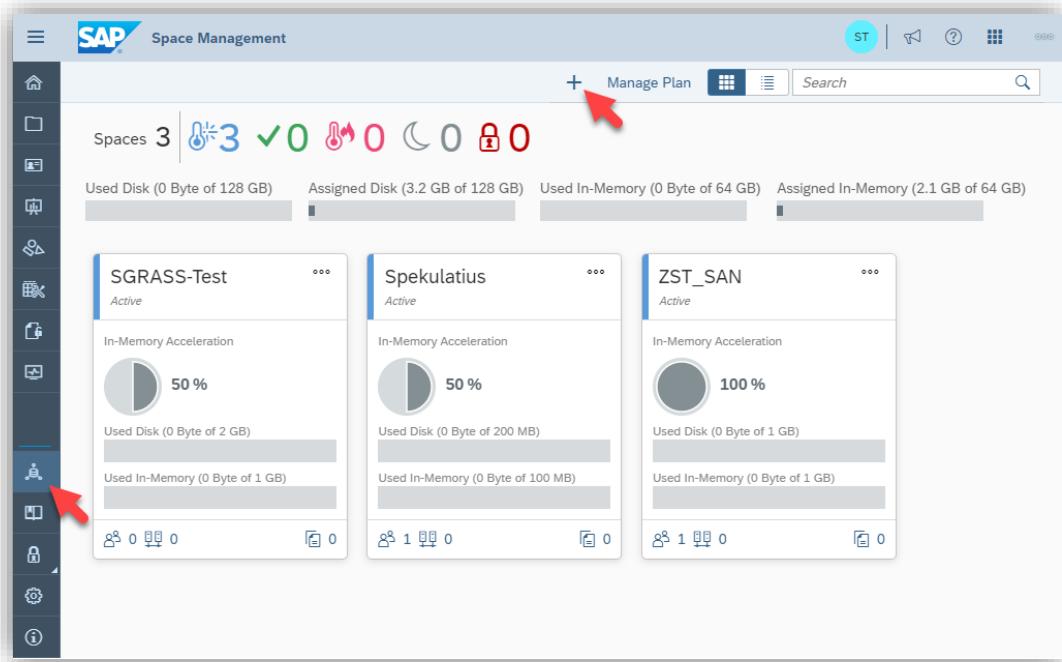


ANA-366 – Exercise 2/2

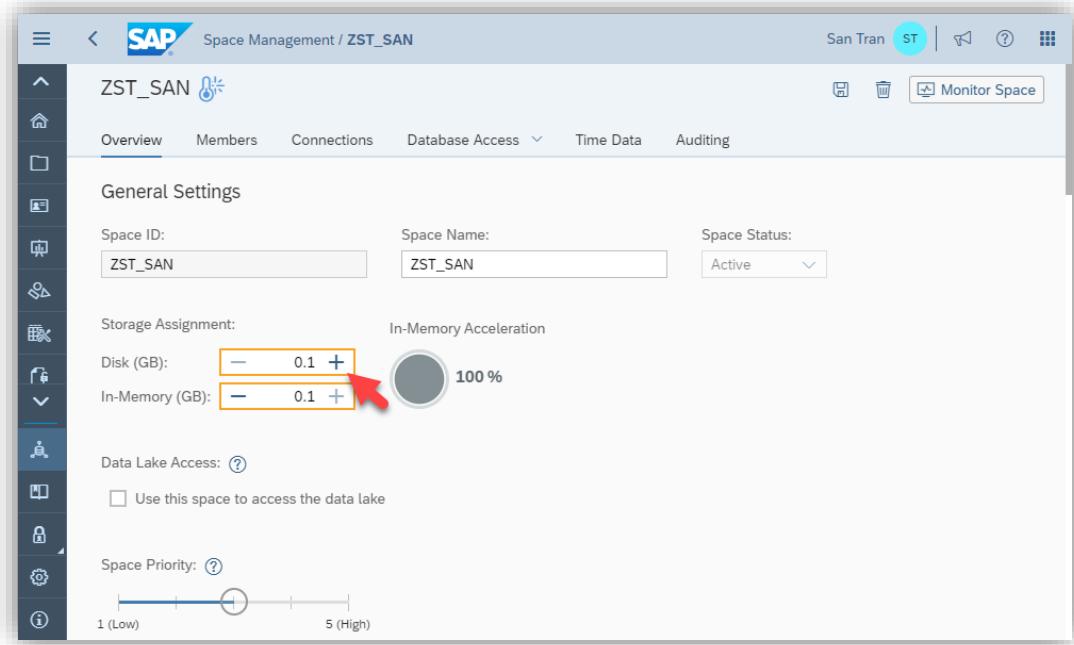
Prerequisites.....	2
Exercise 2: Sales Pipeline Coverage.....	4
Exercise 2-1: Upload CSV File <i>SalesQuota.csv</i>	4
Exercise 2-2: Create Business Entity – Time Dimension - Quarter	6
Exercise 2-3: Modify Business Entity – Time Dimension - Day.....	8
Exercise 2-4: Create Business Entity – Sales Quota.....	9
Exercise 2-5: Create Consumption Model – Sales Pipeline Coverage	11
Exercise 2-6: Create Story – Sales Pipeline Coverage.....	27

Prerequisites

- 1.) Please make sure you have access to a DWC tenant. You can get a 30-days free trial from <https://saphanajourney.com/data-warehouse-cloud/trial/>
- 2.) Download the CSV File Dataset from: <https://github.com/SAP-samples/teched2020-ANA366>
- 3.) Create space for your exercises
 - a. Navigate to Space Management and click on the 'Create Space'-Button



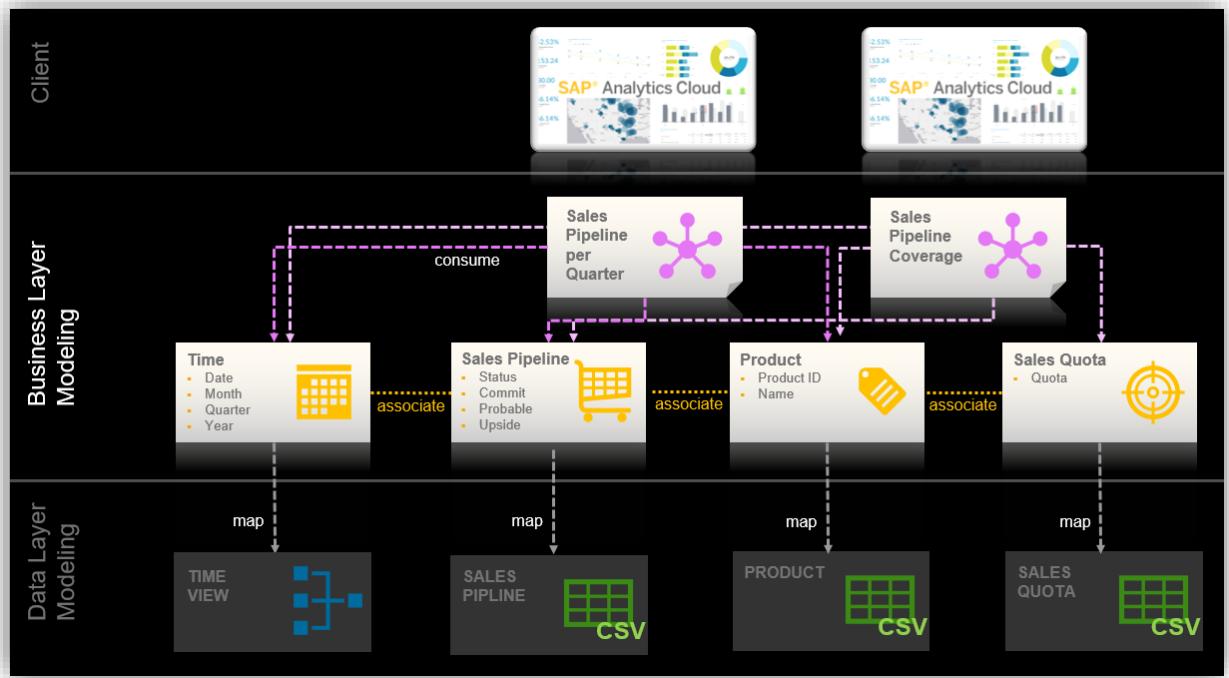
- b. Enter a new Space Name
- c. Please make sure to reset the Disk and In-Memory size to 0.1GB



d. In the section Member Assignment, please add your User to the new created space.

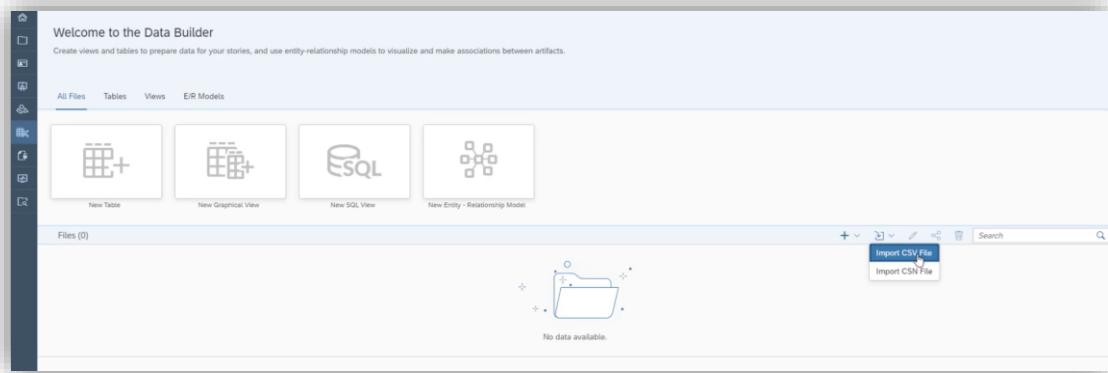
4.) Please make sure that your User has been assigned with the role DW Modeler.

Exercise 2: Sales Pipeline Coverage

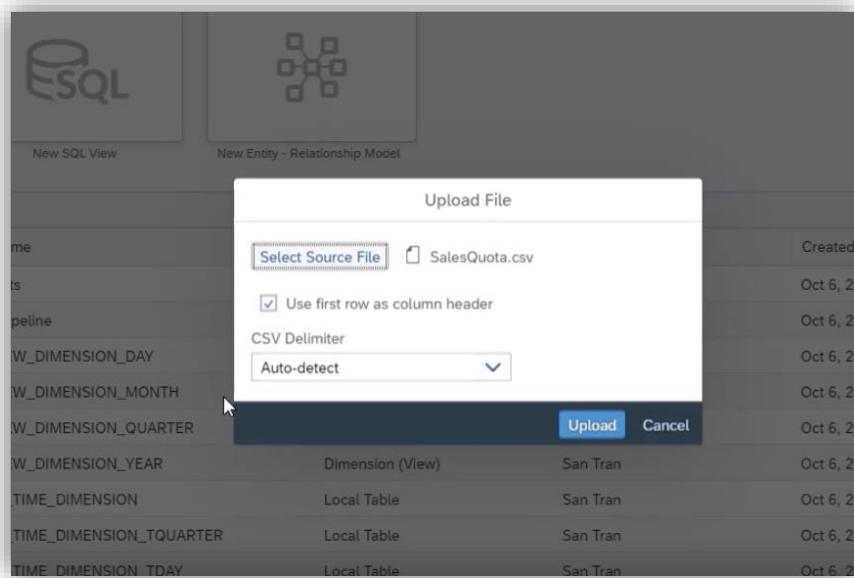


Exercise 2-1: Upload CSV File *SalesQuota.csv*

- 1.) Go to the *Data Builder*
- 2.) Select from the menu bar *Import CSV File*



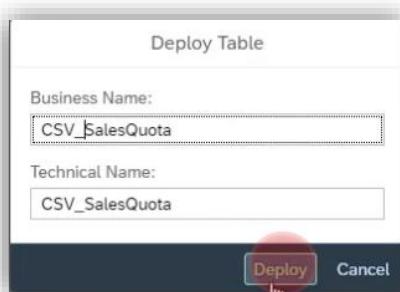
- 3.) Click on *Select Source File*
- 4.) Select the downloaded file ***SalesQuota.csv***
- 5.) Click on *Upload* to reconfirm your selection



- 6.) In the data preview you can review the dataset and click on *Deploy*

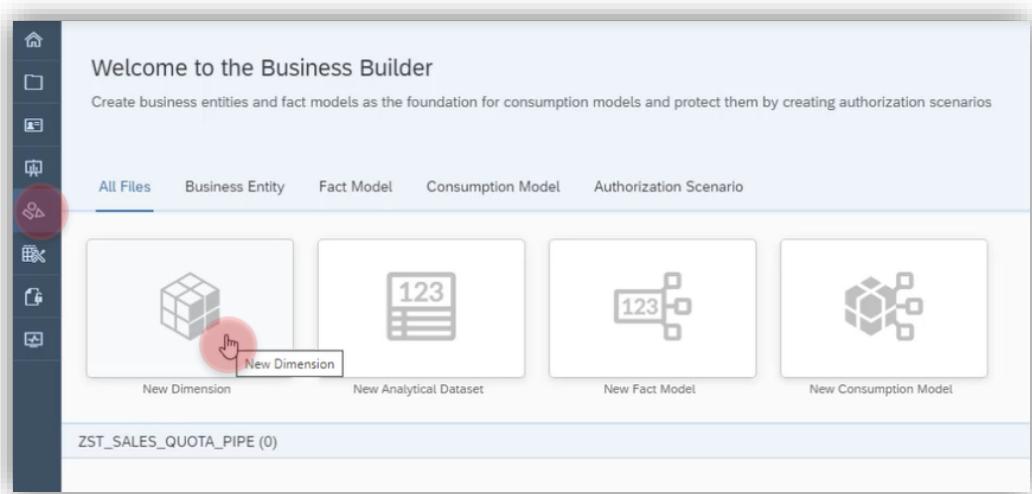
- 7.) In the dialog *Deploy Table*

- Set the Business Name to ***CSV_SalesQuota***
- Set the Technical Name to ***CSV_SalesQuota***
- Then click on *Deploy*

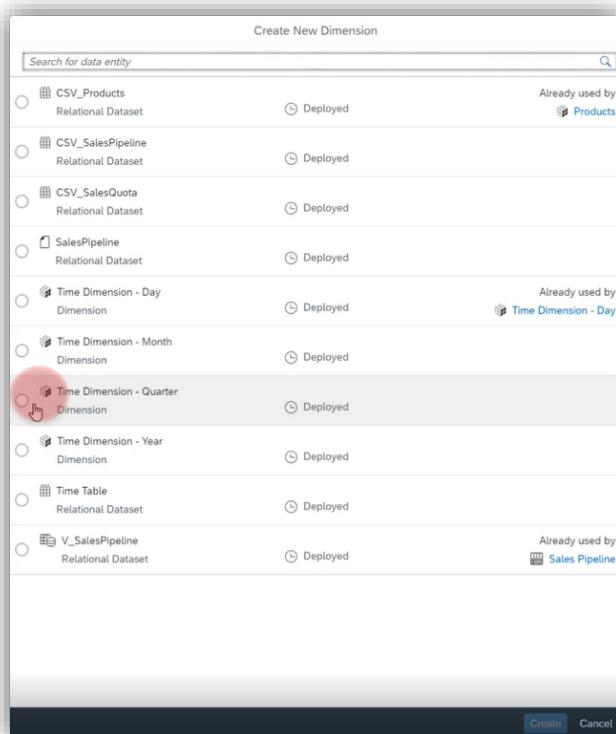


Exercise 2-2: Create Business Entity – Time Dimension - Quarter

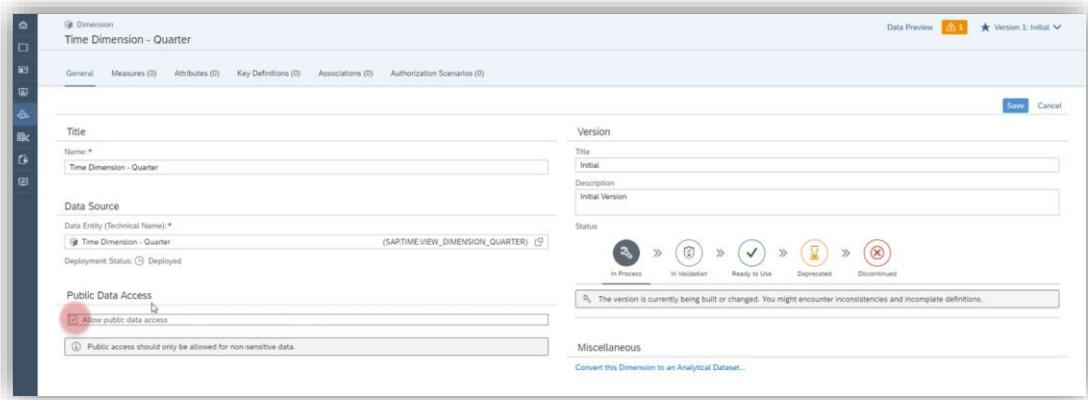
- 1.) Navigate to the Business Builder
 - a. Click on the tile *New Dimension*



- b. A dialog will show up with a list of data sources
- c. Select the **Time Dimension - Quarter**
- d. Click on *Create* to confirm the selection



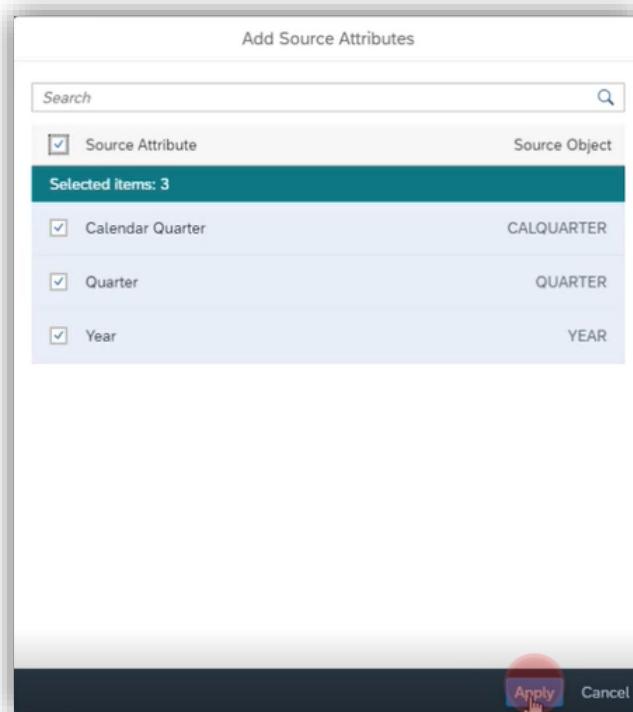
- 2.) Navigate to the *General* Tab of the Business Builder
 - a. Check the **Allow public data access**.
With that, you are making the data for the Business Entity publicly accessible
 - b. Click on *Save* to confirm the changes



3.) Navigate to the *Attributes* Tab of the Business Builder and click on *Add Source Attributes*



- In the dialog select all the attributes
 - ***Calendar Quarter***
 - ***Quarter***
 - ***Year***
- and click on *Apply* to confirm the selection.



4.) Navigate to the *Key Definitions* tab of the Business Builder
a. Rename the Key Title to ***Year and Quarter***

- b. Add **Key Field** and select **YEAR**
- c. Add a second **Key Field** and select **QUARTER**
- d. Click on **Save** to confirm the change

The screenshot shows the 'Time Dimension - Quarter' configuration in the Business Builder. The 'Key Fields' section is open, showing two key fields: 'Year' (selected) and 'Quarter'. The 'Year' key field has a description 'YEAR' and the 'Quarter' key field has a description 'QUARTER'. A green validation message at the top right says 'Valid key configuration: All values are unique.'

Exercise 2-3: Modify Business Entity – Time Dimension - Day

- 1.) Navigate to the Business Builder and select the Dimension **Time Dimension – Day**
- 2.) Navigate to the **Associations** Tab of the Business Builder and click on **Add Association**

The screenshot shows the 'Time Dimension - Day' configuration in the Business Builder. The 'Associations' tab is selected. There is a note 'No associations' and a 'Search associations' button.

- a. As Target Source please select **Time Dimension – Quarter**
- b. Set Target Key to **YEAR** and **QUARTER**
- c. Click on **Save** to confirm the settings

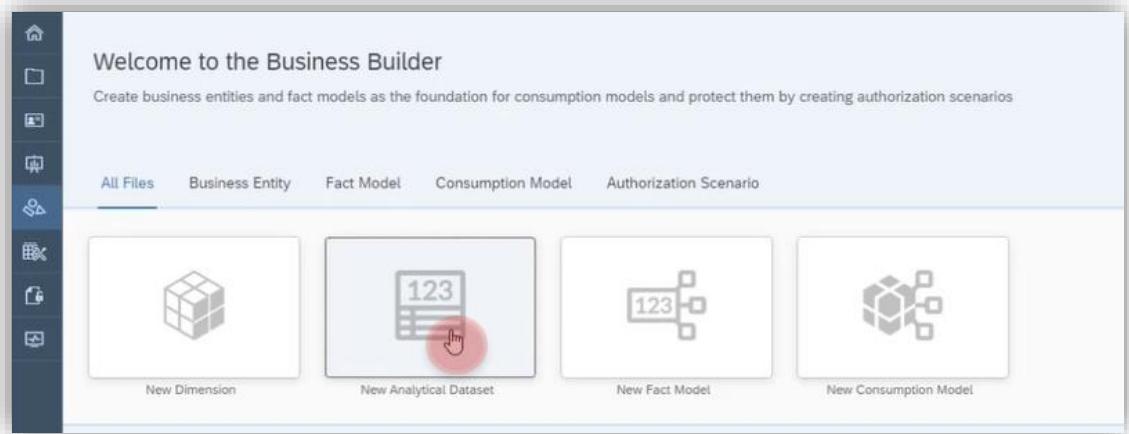
The screenshot shows the 'Time Dimension - Day' configuration in the Business Builder. The 'Associations' tab is selected. Under 'Target Key Mapping', 'Target Business Entity' is set to 'Time Dimension - Quarter'. 'Target Key Member' is set to 'YEAR' and 'Foreign Key Field' is set to 'Year'. 'Target Key Member' is also set to 'QUARTER' and 'Foreign Key Field' is set to 'QUARTER'. A green validation message at the bottom right says 'Key mapping validation: 100% of 604 records find a match in selected target business entity.'

The screenshot shows the 'Time Dimension - Day' configuration in the Business Builder. The 'Associations' tab is selected and shows '(1)'. The 'Target Business Entity' dropdown is set to 'Time Dimension - Quarter'. The 'Key Fields' dropdown is set to 'YEAR, QUARTER'.

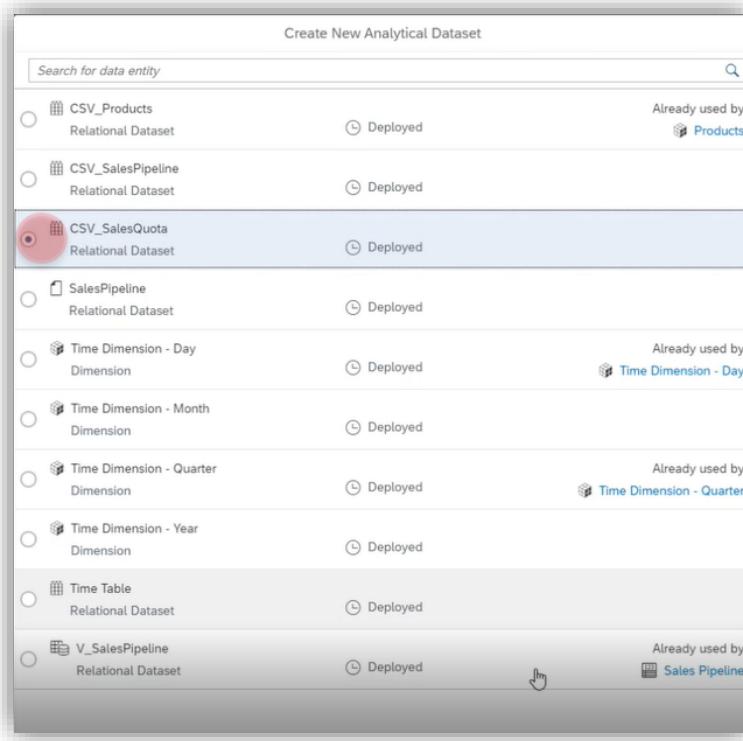
Exercise 2-4: Create Business Entity – Sales Quota

1.) Navigate to the Business Builder

- Click on the tile *New Analytical Dataset*

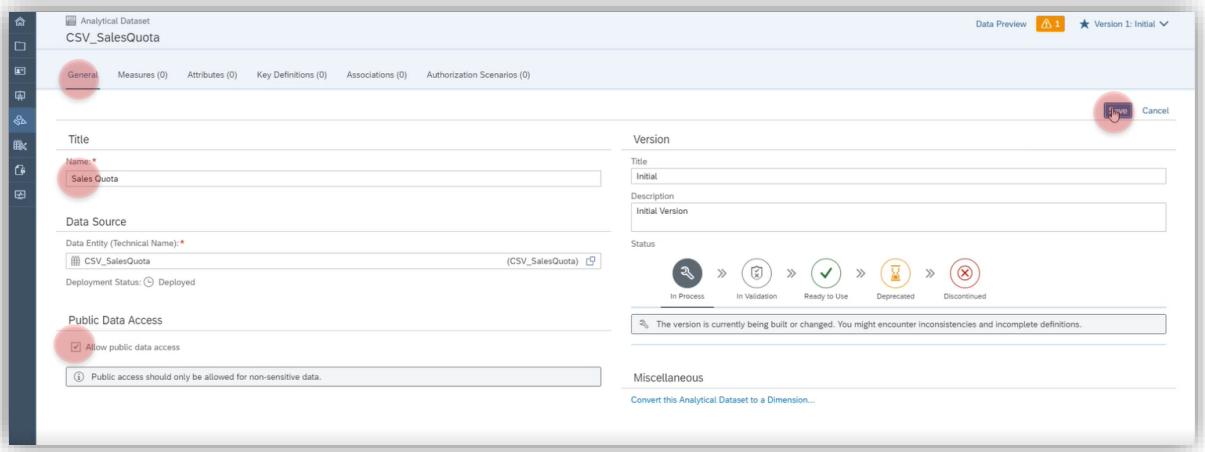


- A dialog will show up with a list of data sources
- Select the **CSV_SalesQuota**
- Click on *Create* to confirm the selection



2.) Navigate to the *General* Tab of the Business Builder

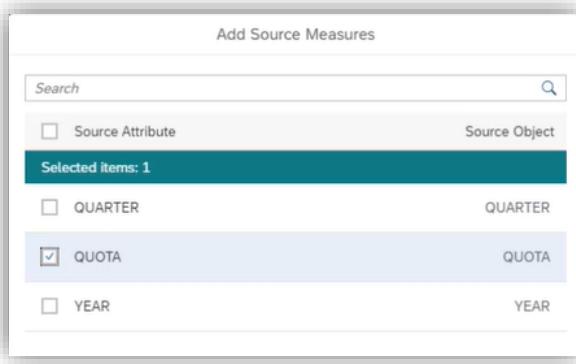
- Rename the Title to **Sales Quota**
- Check the **Allow public data access**.
- Click on *Save* to confirm the changes



3.) Navigate to the *Measures* Tab and click on *Add Source Measures* Button



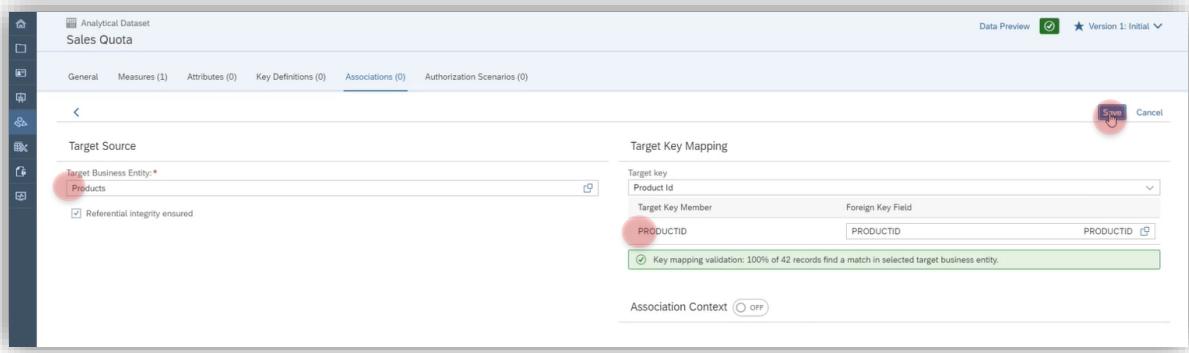
- In the dialog select the measure **QUOTA**
- Click on *Apply* to confirm the selection



4.) Navigate to the *Associations* Tab of the Business Builder and click on *Add Associations* Button



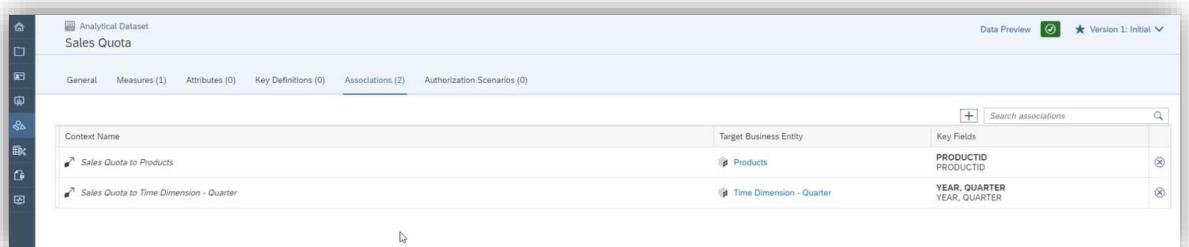
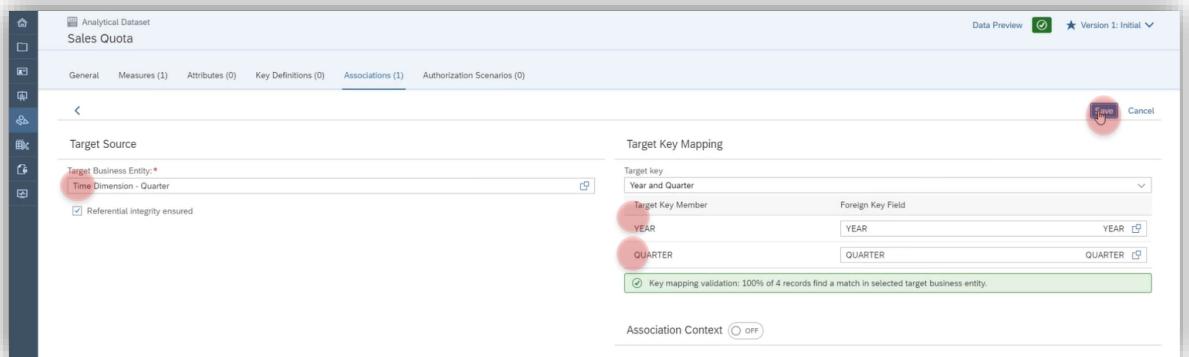
- As Target Source please select **Products**
- Set Target Key to **PRODUCTID**
- Click on *Save* to confirm the settings



5.) Navigate to the *Associations* tab of the Business Builder and click on *Add Associations* Button

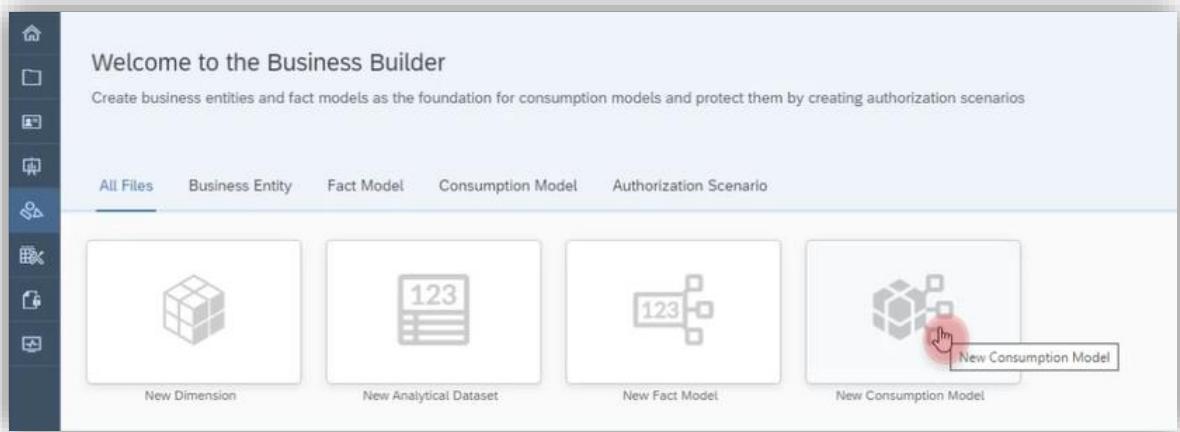


- As Target Source please select ***Time Dimension - Quarter***
- Set Target Key to ***YEAR, QUARTER***
- Click on **Save** to confirm the settings



Exercise 2-5: Create Consumption Model – Sales Pipeline Coverage

1.) Navigate to the *Business Builder* and click on *New Consumption Model*



- a. In the Dialog set the Title to ***Sales Pipeline Coverage*** and click on **Step 2** Button

Create New Consumption Model

1. Title

Step 2

- b. Select the ***Sales Pipeline*** as the *Initial Fact Source* and click on the *Create* Button

Create New Consumption Model

1. Title

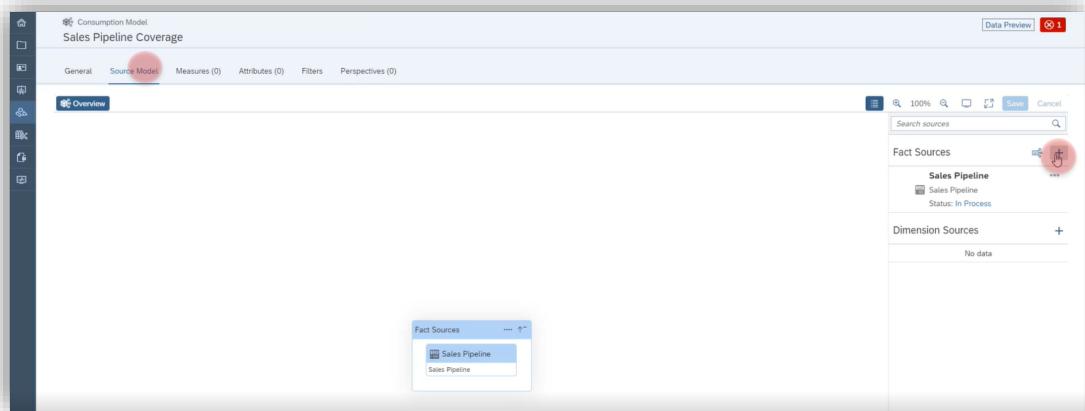
2. Initial Fact Source

All	Analytical Datasets	Dimensions	Fact Models
<input checked="" type="radio"/> Sales Pipeline	<input type="radio"/> Sales Quota	<input type="radio"/> Products	<input type="radio"/> Time Dimension - Day
<input type="radio"/> Sales Pipeline	<input type="radio"/> Sales Quota	<input type="radio"/> Products	<input type="radio"/> Time Dimension - Quarter

Step 3

- 2.) Navigate to the *Source Model* tab

- a. Click on *Add Fact Source*



- b. Select the **Sales Quota** as another *Fact Source*
- c. Click on *Create* Button to confirm the selection

Add Fact Source to Source Model

1 Choose Business Entity

1. Choose Business Entity

All	Analytical Datasets	Dimensions	Fact Models
<input type="radio"/> Sales Pipeline			Created By San Oct 2, 2020 23:18 San Oct 6, 2020 22:16
<input checked="" type="radio"/> Sales Quota			Created By San Oct 6, 2020 23:11 San Oct 6, 2020 23:12
<input type="radio"/> Products			Created By San Oct 2, 2020 22:53 San Oct 2, 2020 23:05
<input type="radio"/> Time Dimension - Day			Created By San Oct 2, 2020 23:09 San Oct 6, 2020 23:05
<input type="radio"/> Time Dimension - Quarter			Created By San Oct 6, 2020 23:04 San Oct 6, 2020 23:04

Step 2

- 3.) Navigate to the *Source Model* tab and click on *Add Dimension Source*

Consumption Model
Sales Pipeline Coverage

General Source Model Measures (0) Attributes (0) Filters Perspectives (0)

Overview

Fact Sources

Sales Pipeline
Status: In Process

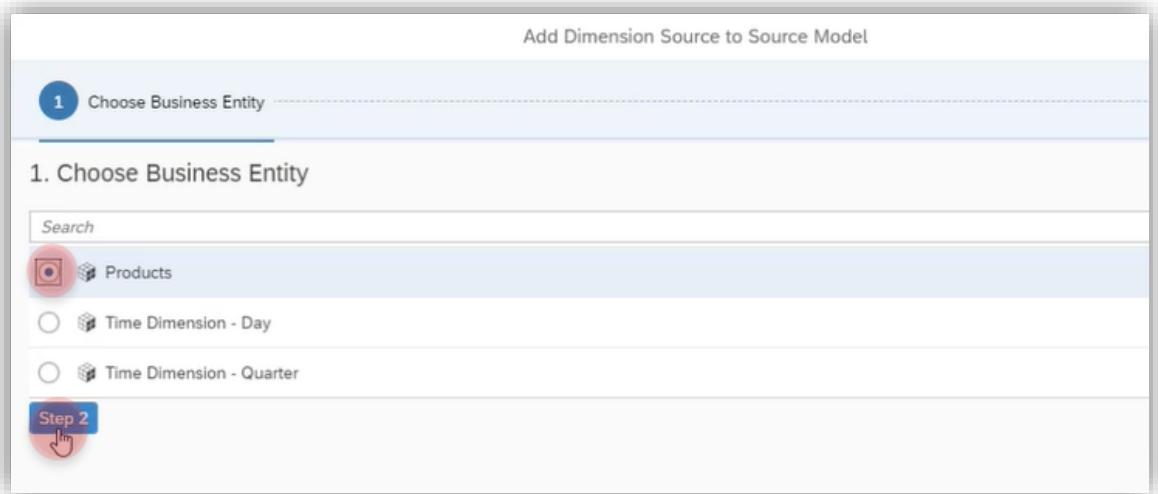
Sales Quota
Status: In Process

Dimension Sources

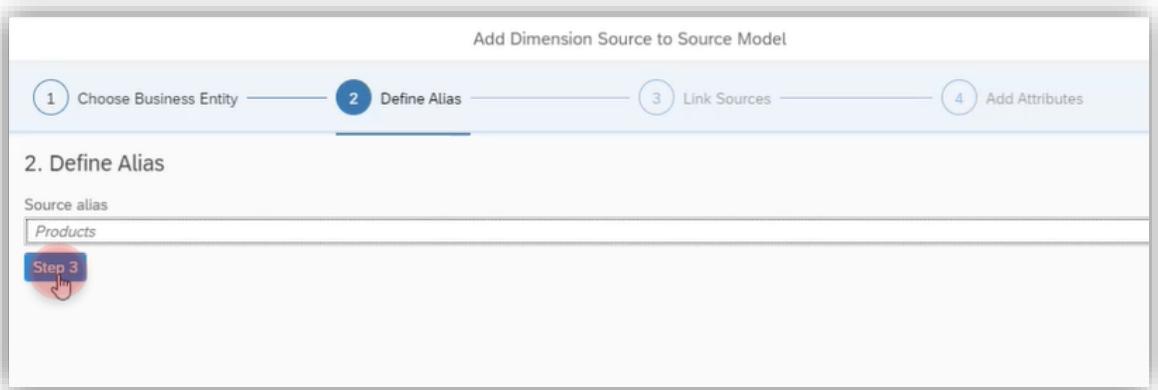
No data

A red circle highlights the 'Add Dimension Source' button in the bottom right corner of the Dimension Sources section.

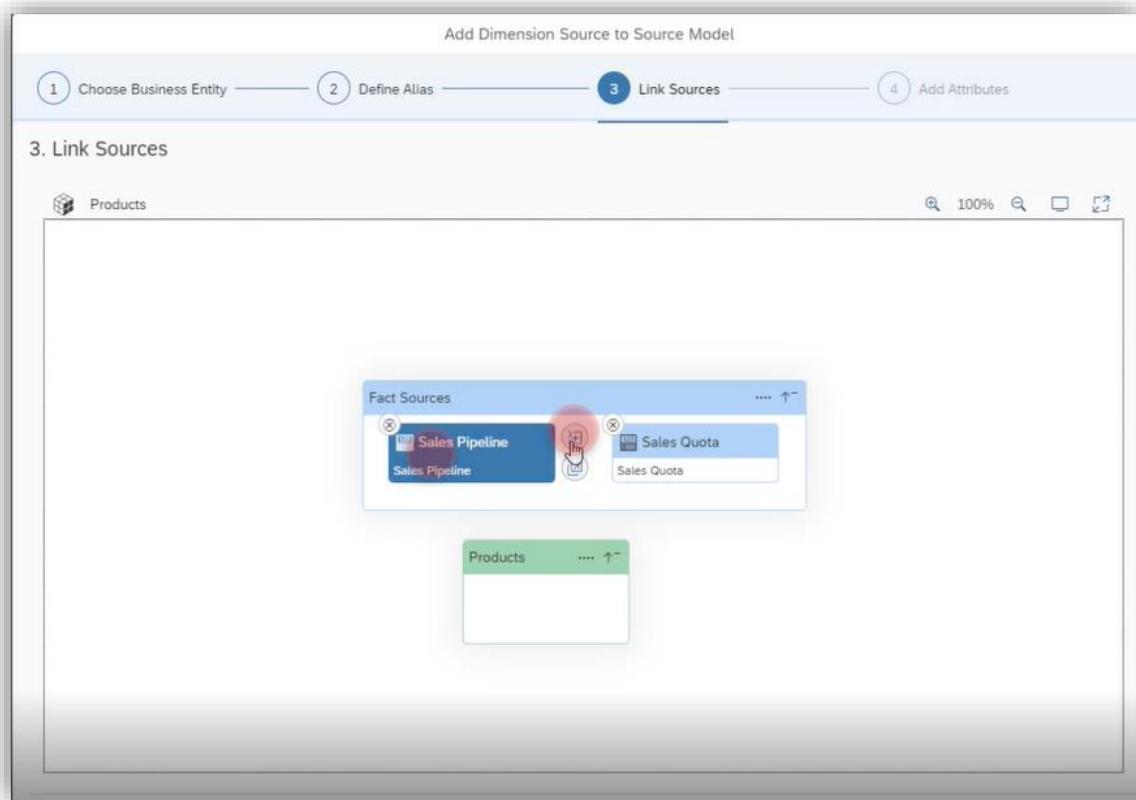
- a. Select **Products** as a Dimension Source and click on *Step 2* Button to proceed



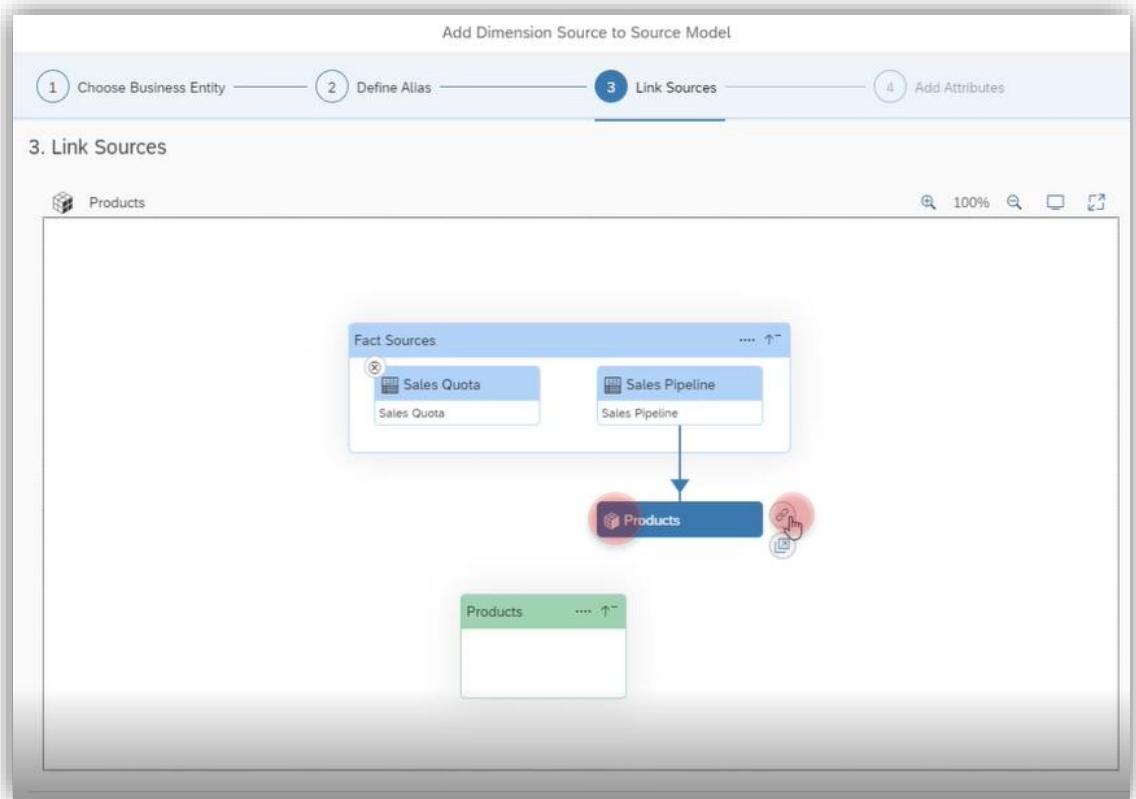
b. Click on *Step 3* Button to proceed



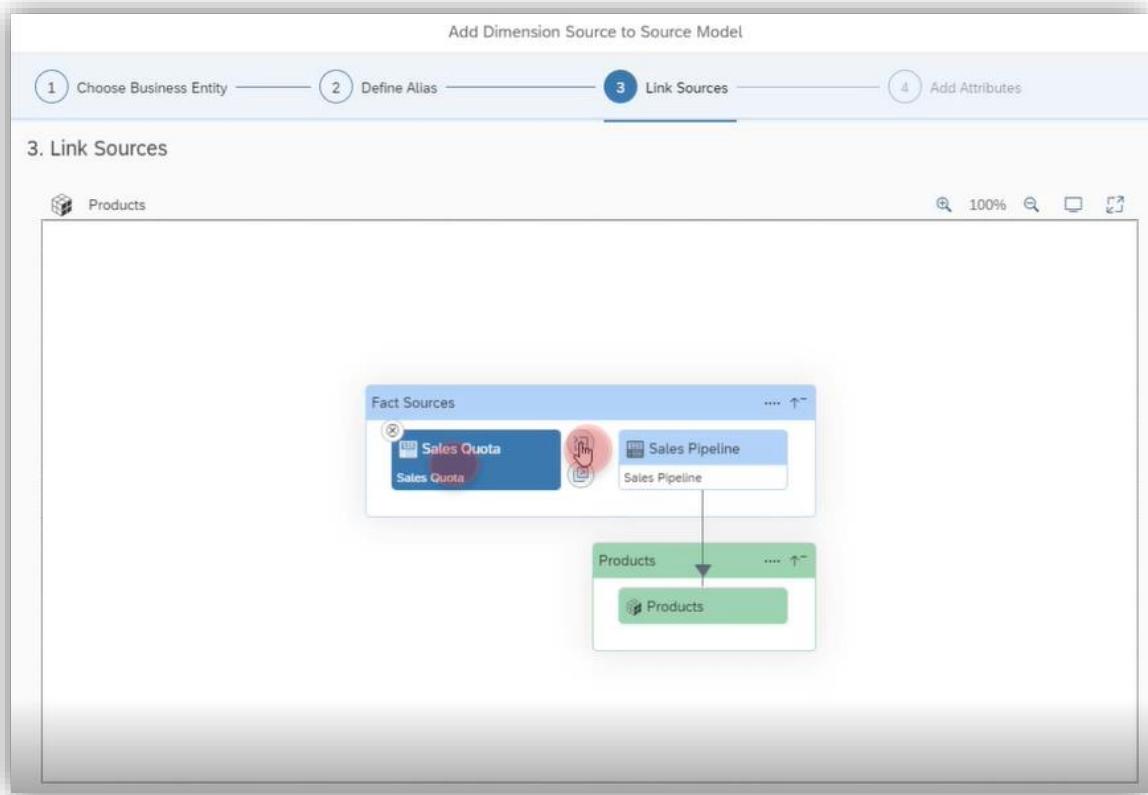
c. On the canvas select the fact source **Sales Pipeline** and click on the *Expand Button*



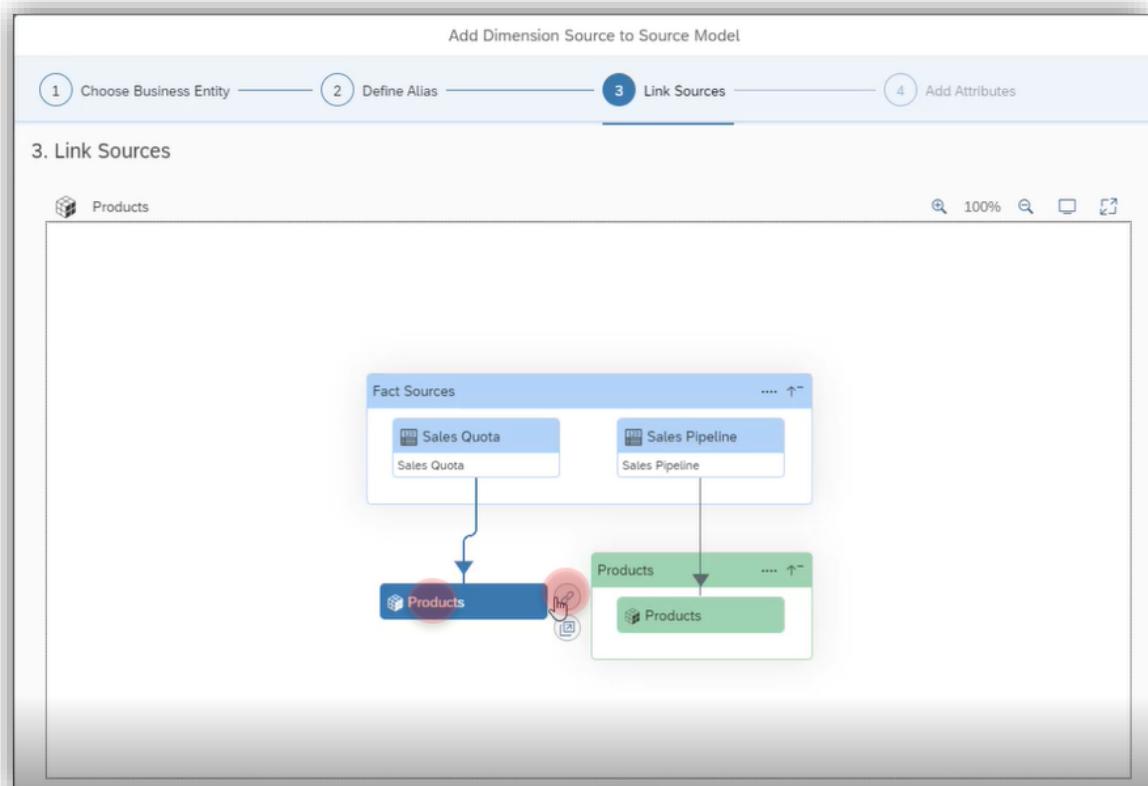
d. Select the dimension **Product** and click on *Link* Button



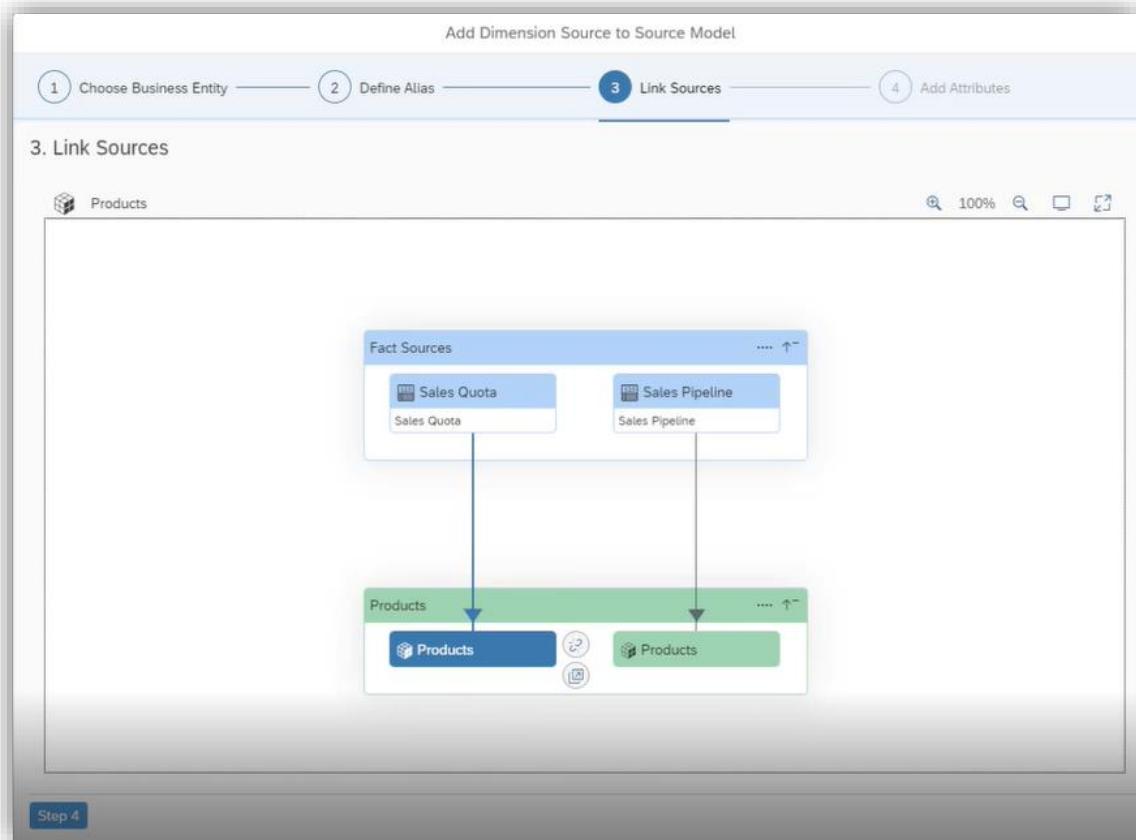
e. Select the fact source **Sales Quota** and click on the *Expand* Button



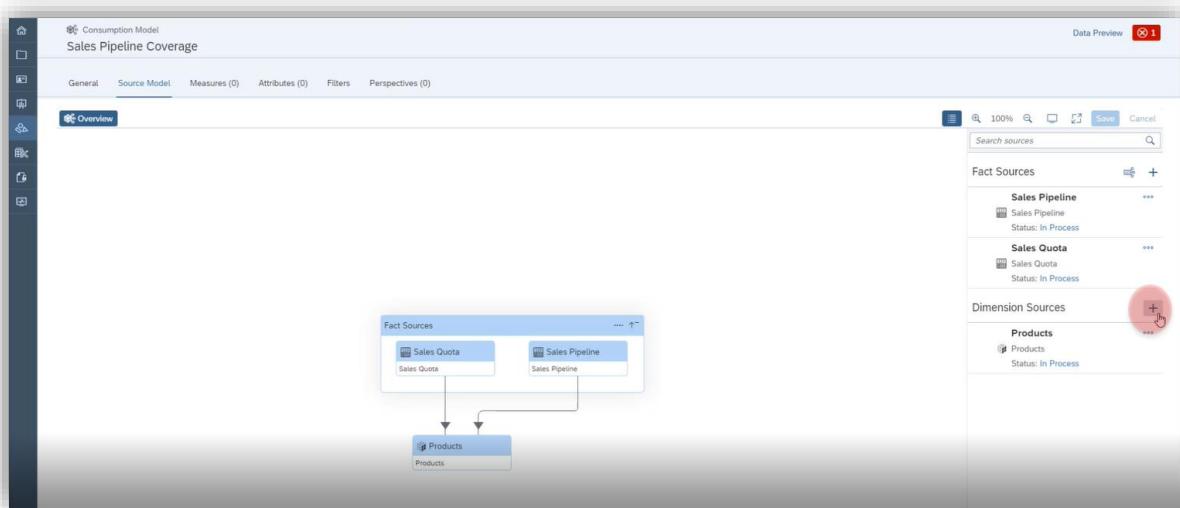
f. Select the dimension **Product** and click on the *Link* Button



g. Click on *Create* Button to confirm



4.) Navigate to the *Source Model* tab and click on *Add Dimension Source*



- Select the dimension **Time Dimension – Quarter** and click on *Step 2 Button*

Add Dimension Source to Source Model

1 Choose Business Entity

1. Choose Business Entity

Search

Products

Time Dimension - Day

Time Dimension - Quarter

Step 3



- b. Click on the *Step 3* Button

Add Dimension Source to Source Model

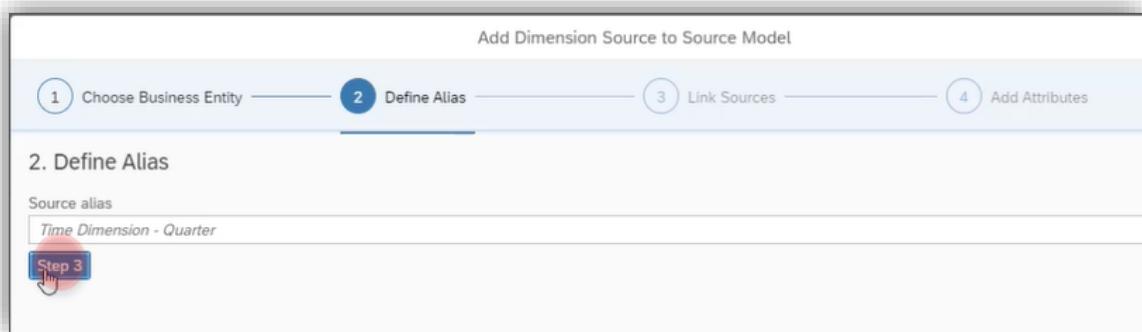
1 Choose Business Entity — 2 Define Alias — 3 Link Sources — 4 Add Attributes

2. Define Alias

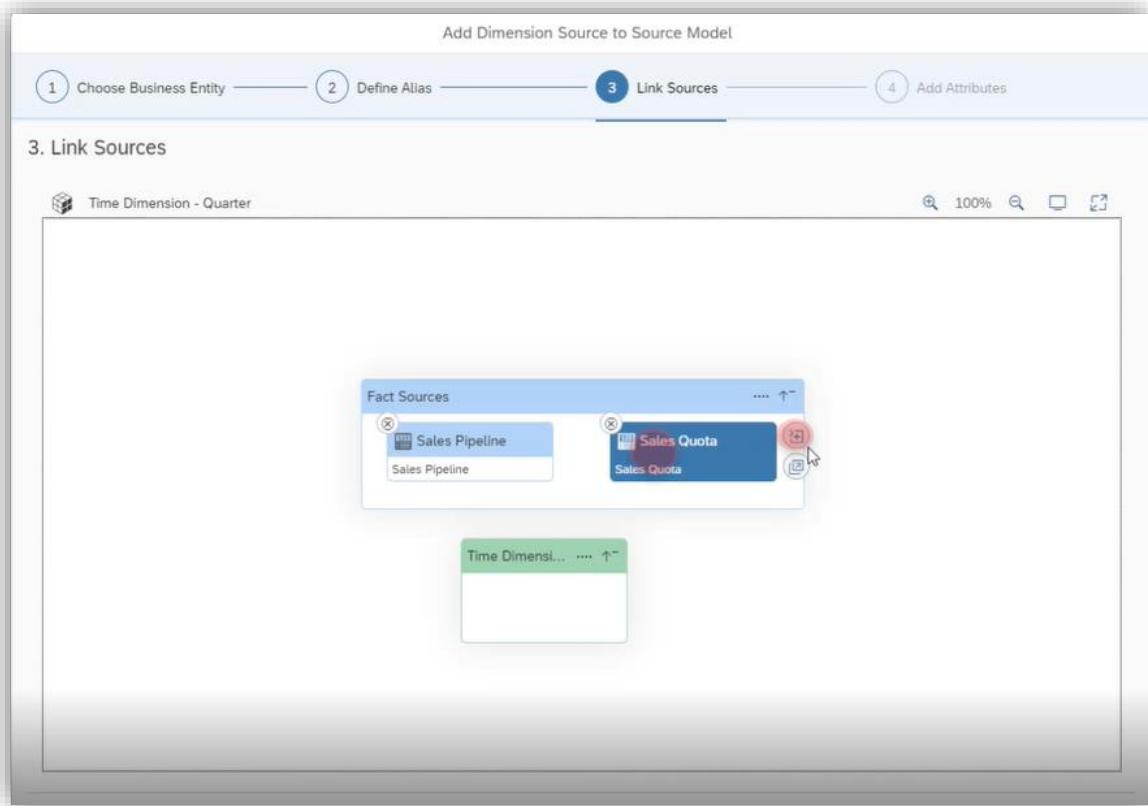
Source alias

Time Dimension - Quarter

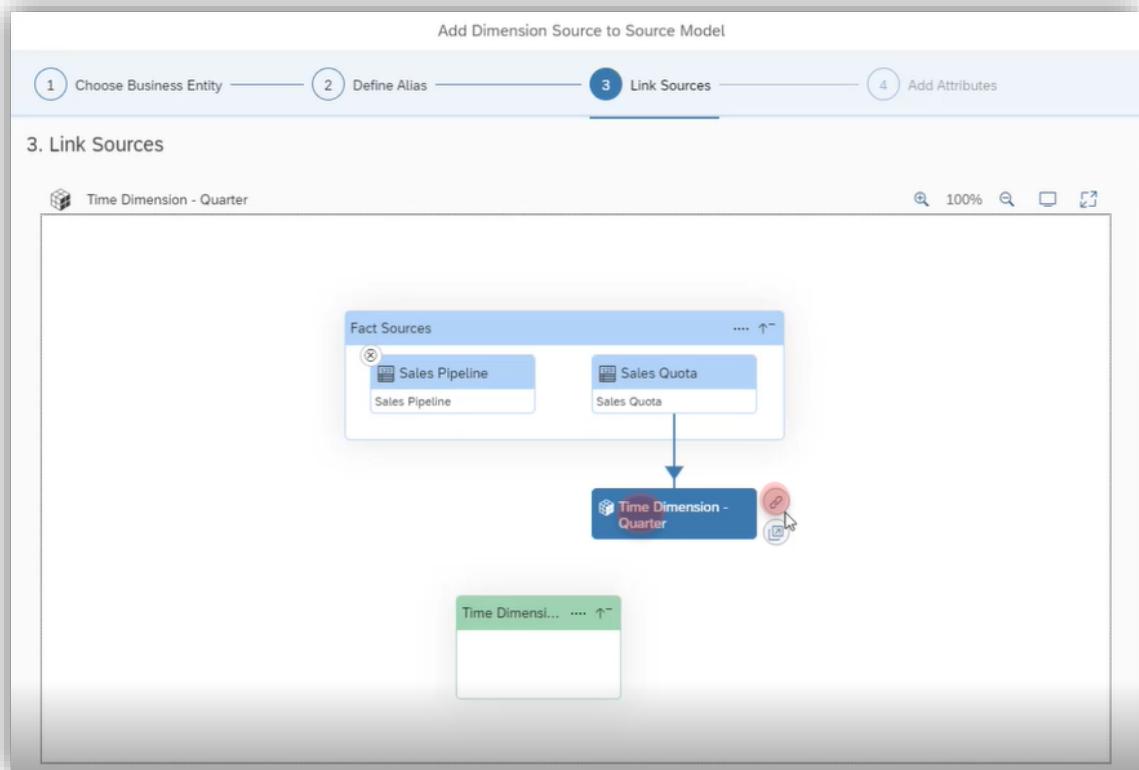
Step 3



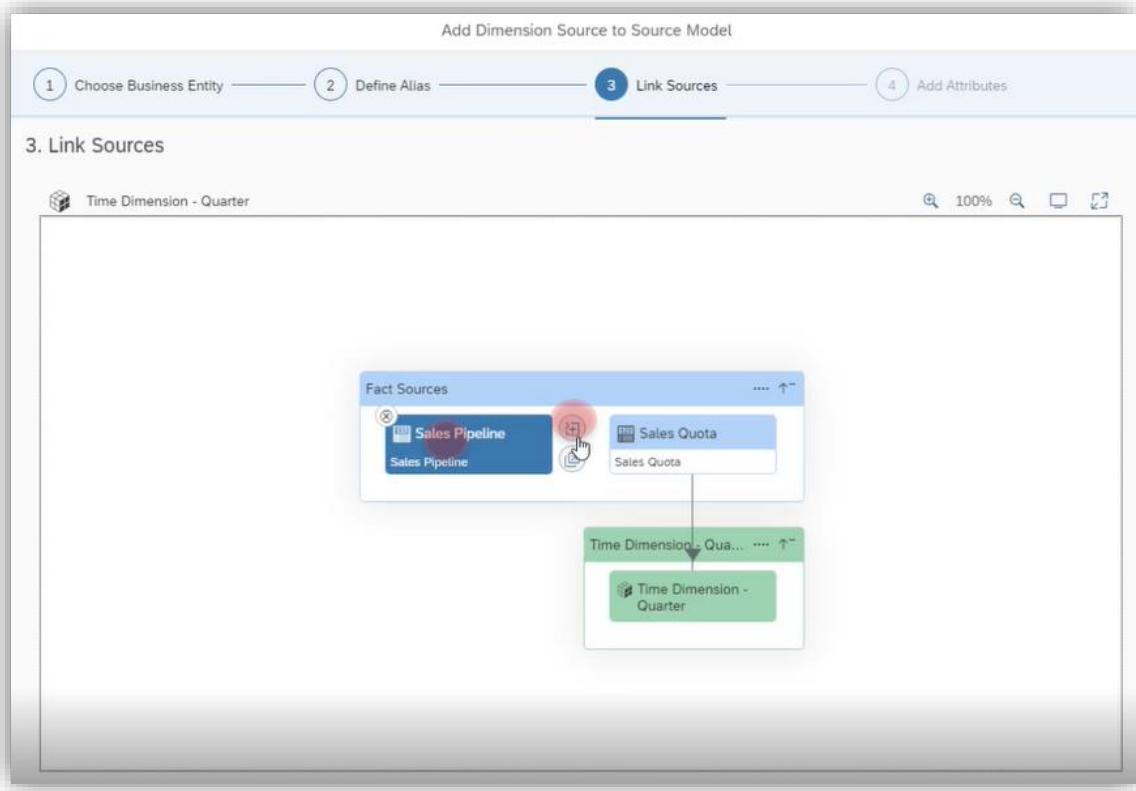
- c. On the canvas select the **Sales Quota** and click on the *Expand* Button



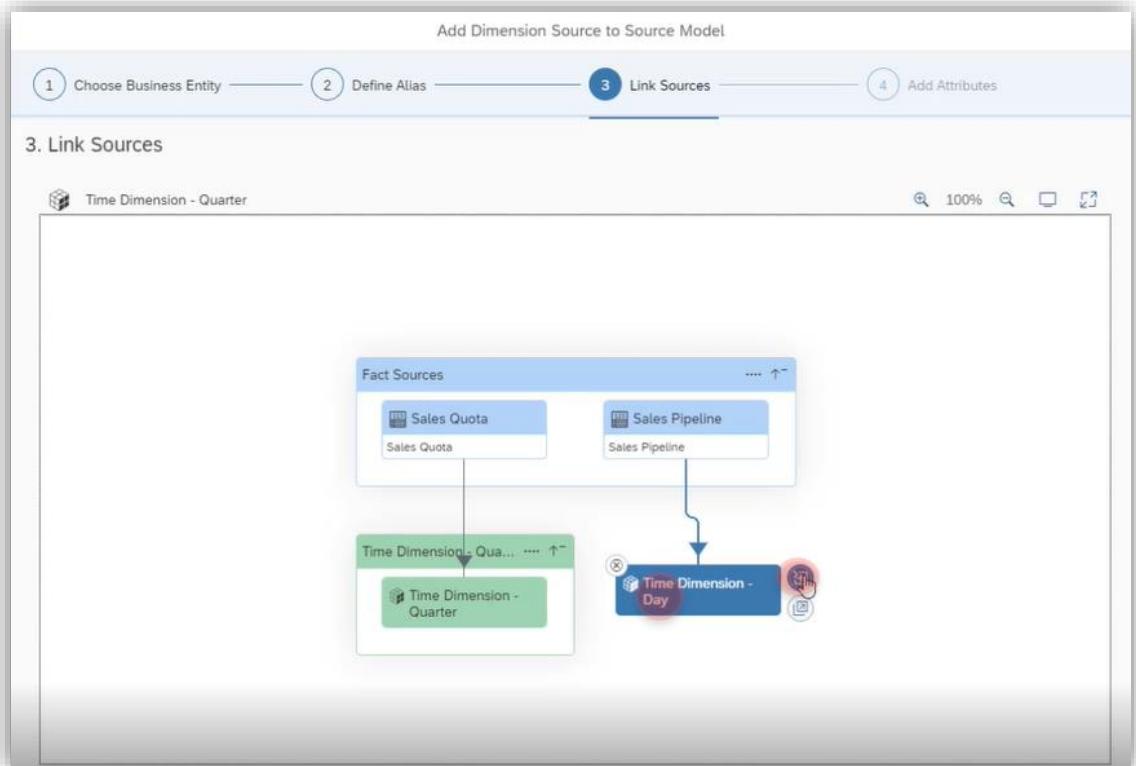
d. Select the dimension **Time Dimension – Quarter** and click on the *Link* Button



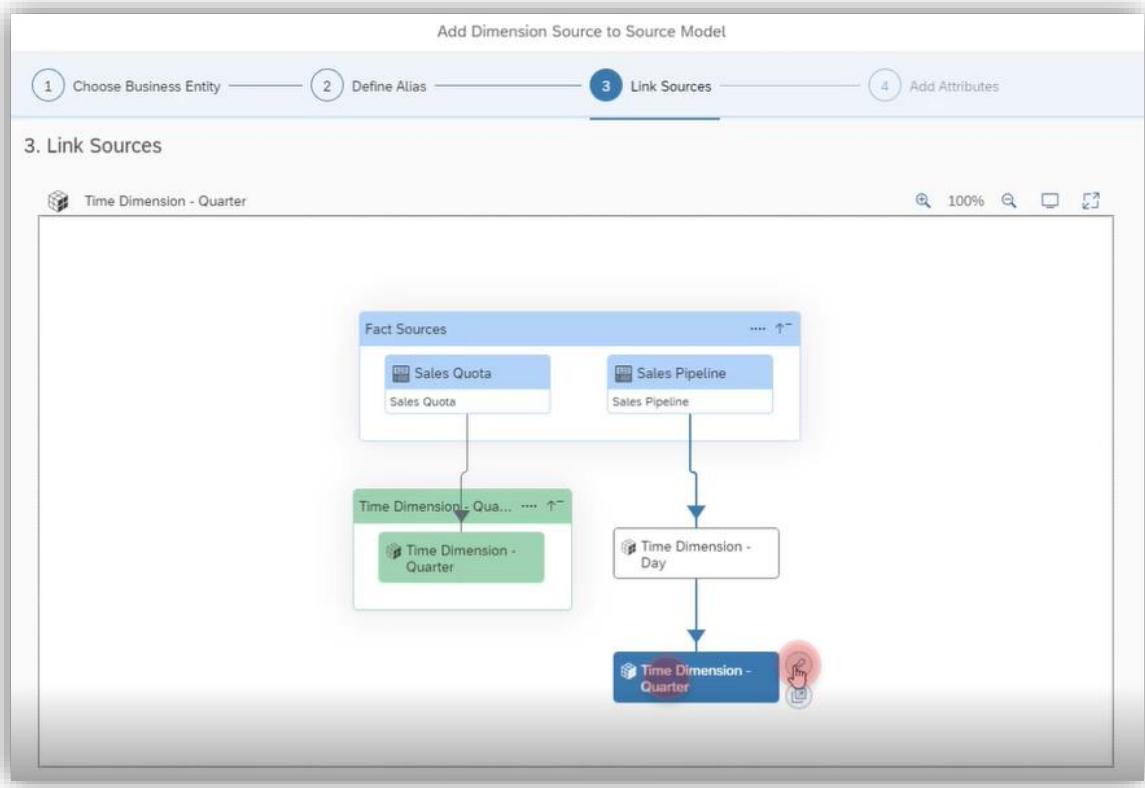
e. Select the **Sales Pipeline** and click on the *Expand* Button



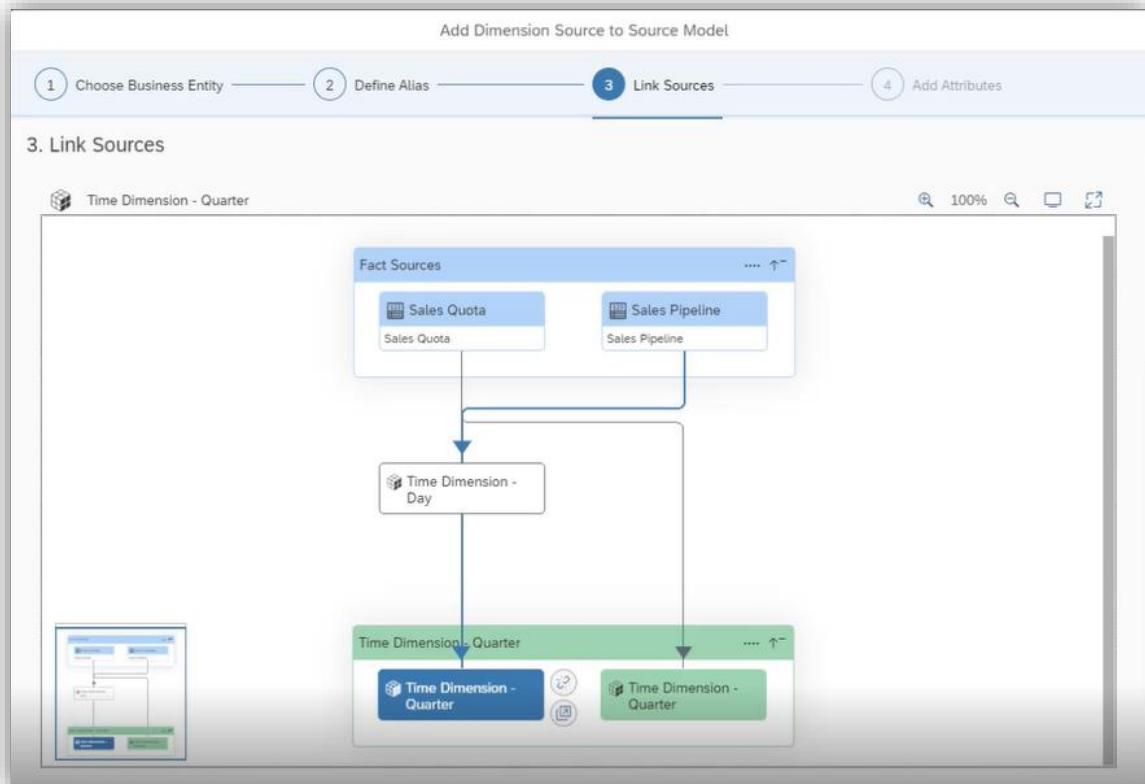
f. Select the dimension **Time Dimension – Day** and click on the *Expand* Button



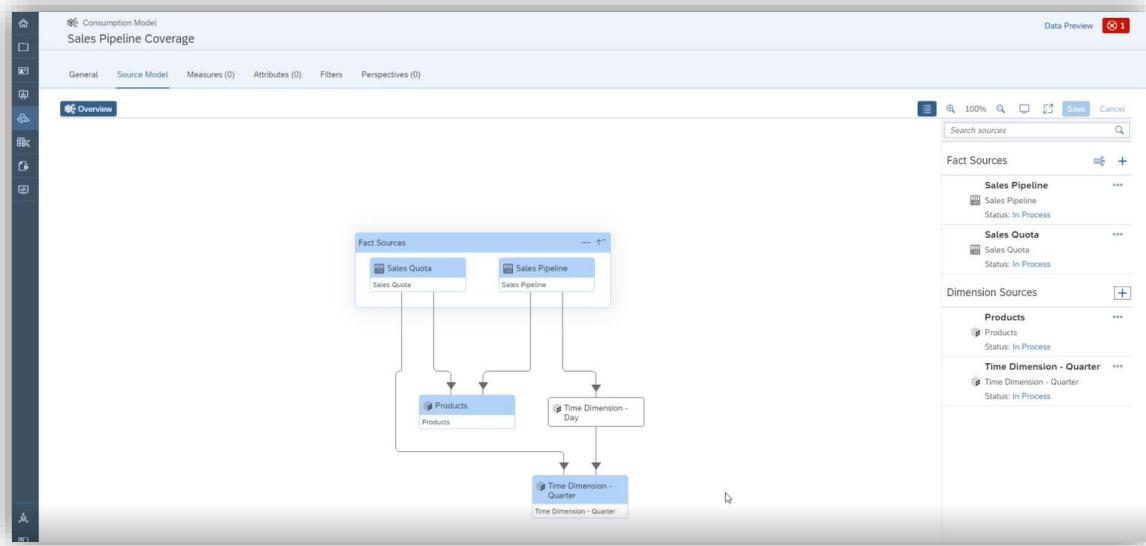
g. Select the **Time Dimension – Quarter** and click on *Link* Button



h. Click on the *Create* Button to confirm

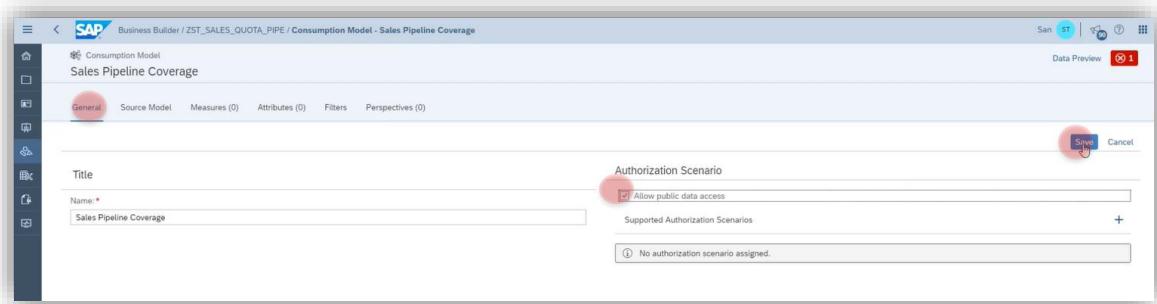


i. Please make sure that the Source Model is looking like the following



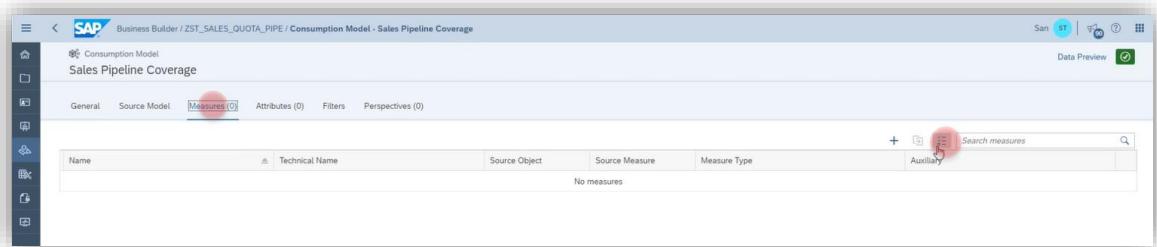
5.) Navigate to the *General* tab

- Check the *Allow public data access*.
- Click on the *Save* Button to confirm the changes.



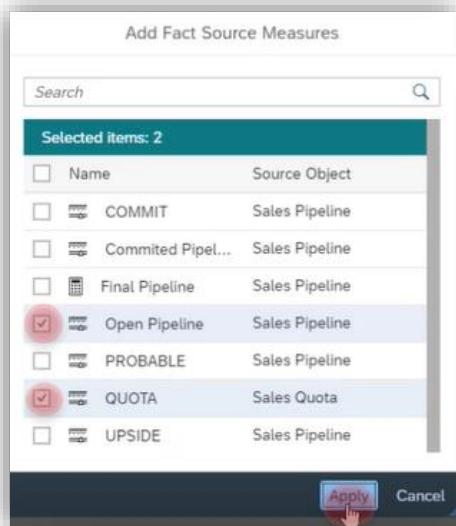
6.) Navigate to the *Measures* tab

- Click on *Add Fact Source Measures* Button



- In the dialog select

- **Open Pipeline**
- **Quota**



- c. Click on Apply to confirm the selection

7.) Navigate to the *Measures* tab

- a. Click on *Add New Calculated Measure*

Name	Technical Name	Source Object	Source Measure	Measure Type	Auxiliary
Open Pipeline	Open_Pipeline	Sales Pipeline	Open Pipeline	Fact Source Measure	No
QUOTA	QUOTA	Sales Quota	QUOTA	Fact Source Measure	No

- b. Set Title to ***Sales Pipeline Coverage***
 c. Set the Technical Name to ***Sales_Pipeline_Coverage***
 d. Set the Measure Type to ***Calculated Measure***
 e. Set the formula to ***Open Pipeline / Quota***
 f. Click on *Save Button* to confirm

Name	Technical Name	Source Object	Source Measure	Measure Type
Open Pipeline	Open_Pipeline	Sales Pipeline	Open Pipeline	Fact Source Measure
QUOTA	QUOTA	Sales Quota	QUOTA	Fact Source Measure
Sales Pipeline Coverage	Sales_Pipeline_Coverage		Calculated Measure	Calculated Measure

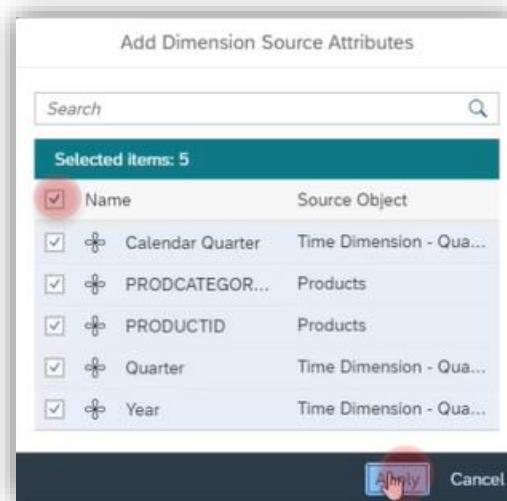
8.) Navigate to the *Attributes* tab

- a. Click on *Add Attributes*

Name	Technical Name	Source Object	Source Attribute	Attribute Type
No attributes found				

- b. In the dialog select all attributes

- **Calendar Quarter**
- **PRODUCTCATEGORYID**
- **PRODUCTID**
- **Quarter**
- **Year**



- c. Click on *Apply* to confirm the selection

9.) Click on the *Data Preview*

The screenshot shows the SAP Business Builder Consumption Model interface for the 'Sales Pipeline Coverage' model. The top navigation bar includes 'San', 'ST', and other icons. The main area displays a table of attributes:

Name	Technical Name	Source Object	Source Attribute	Attribute Type	Auxiliary
Calendar Quarter	CALQUARTER	Time Dimension - Quarter	Calendar Quarter	Dimension Source Attribute	No
PRODCATEGORYID	PRODCATEGORYID	Products	PRODCATEGORYID	Dimension Source Attribute	No
PRODUCTID	PRODUCTID	Products	PRODUCTID	Dimension Source Attribute	No
Quarter	QUARTER	Time Dimension - Quarter	Quarter	Dimension Source Attribute	No
Year	YEAR	Time Dimension - Quarter	Year	Dimension Source Attribute	No

- Select the attribute **PRODCATEGORYID**
- On the context menu click on *Remove from Perspective*

The screenshot shows the Consumption Model interface for 'Sales Pipeline Coverage'. The left sidebar lists various fields and measures. A context menu is open over the 'PRODCATEGORYID' field in the 'Perspective Fields' section. The menu options include 'Remove from Output', 'Remove from Perspective' (which is highlighted with a red circle), 'Sort', 'Filter', and 'Open Field'. To the right, a data preview table shows sales data categorized by Product ID and Quarter.

PRODCATEGORYID	Open Pipeline	QUOTA
BX	0.00	470,000.00
BX	0.00	481,000.00
BX	0.00	405,000.00
BX	0.00	479,000.00
BX	622,720.00	0.00
20213	2,501,450.00	0.00
BX	0.00	0.00
20214	0.00	0.00
BX	0.00	0.00
20221	0.00	0.00
BX	0.00	0.00
20222	0.00	0.00
BX	898,510.00	0.00
20223	0.00	0.00
20201	0.00	235,000.00
CB	0.00	233,000.00
20202	0.00	0.00
CB	0.00	231,000.00
20203	0.00	0.00

- Select the measure **Sales Pipeline Coverage**
- On the context menu click on *Add to Perspective*

The screenshot shows the Consumption Model interface for 'Sales Pipeline Coverage'. The left sidebar lists various fields and measures. A context menu is open over the 'Sales Pipeline Coverage' field in the 'Measures' section. The menu options include 'Add to Perspective' (which is highlighted with a red circle), 'Sort', 'Filter', and 'Open Field'. To the right, a data preview table shows sales data categorized by Quarter.

Open Pipeline	QUOTA
BX	470,000.00
BX	481,000.00
BX	405,000.00
BX	479,000.00
BX	0.00
20213	622,720.00
BX	0.00
20214	2,501,450.00
BX	0.00
20221	0.00
BX	0.00
20222	0.00
BX	898,510.00
20223	0.00
20201	0.00
CB	235,000.00
20202	0.00
CB	233,000.00
20203	0.00

- Click on *Save New*

Calendar Quarter	Open Pipeline	QUOTA	Sales Pipeline Coverage
20201	0.00	3,229,000.00	0.00
20202	0.00	3,240,000.00	0.00
20203	308,980.00	3,101,000.00	0.10
20204	1,488,510.00	3,117,000.00	0.48
20211	2,957,719.00	0.00	<null>
20212	2,842,639.00	0.00	<null>
20213	3,886,240.00	0.00	<null>
20214	3,619,420.00	0.00	<null>
20221	608,080.00	0.00	<null>
20222	697,040.00	0.00	<null>
20223	2,132,850.00	0.00	<null>

- f. Set the Title to **Sales Pipeline Coverage** and click on Save Button

Create Perspective

Title and Identifier

Title: Sales Pipeline Coverage

Technical Name: Sales_Pipeline_Coverage

Summary

Settings

Authorization Scenario: <empty>

Row Limit: 1000

Fields

- Open Pipeline
- QUOTA
- Sales Pipeline Coverage
- Calendar Quarter

Save Cancel

10.) Navigate back to the Consumption Model by clicking on the breadcrumb on **Consumption Model – Sales Pipeline Coverage**

SAP Business Builder / ZST_SALES_QUOTA_PIPE / Consumption Model - Sales Pipeline Coverage / Data Preview

Consumption Model
Sales Pipeline Coverage / Sales Pipeline Coverage

Search fields Hide Filters

Perspective Fields (4)

- Calendar Quarter
- Open Pipeline
- QUOTA
- Sales Pipeline Coverage

Measures (0)

Calendar Quarter

20201
20202
20203
20204

- Navigate to tab *Perspectives*
- Click on *Deploy*

Consumption Model
Sales Pipeline Coverage

General Source Model Measures (3) Attributes (5) Filters Perspectives (1)

Title Technical Name Fields Created By Created On Changed By Changed On Deployment Status

Sales Pipeline Coverage Sales_Pipeline_Coverage 3 1 San Nov 4, 2020 22:17 San Nov 4, 2020 22:17 Not Deployed

Exercise 2-6: Create Story – Sales Pipeline Coverage

- 1.) Navigate to the *Application Switcher* and click on *Analytics*

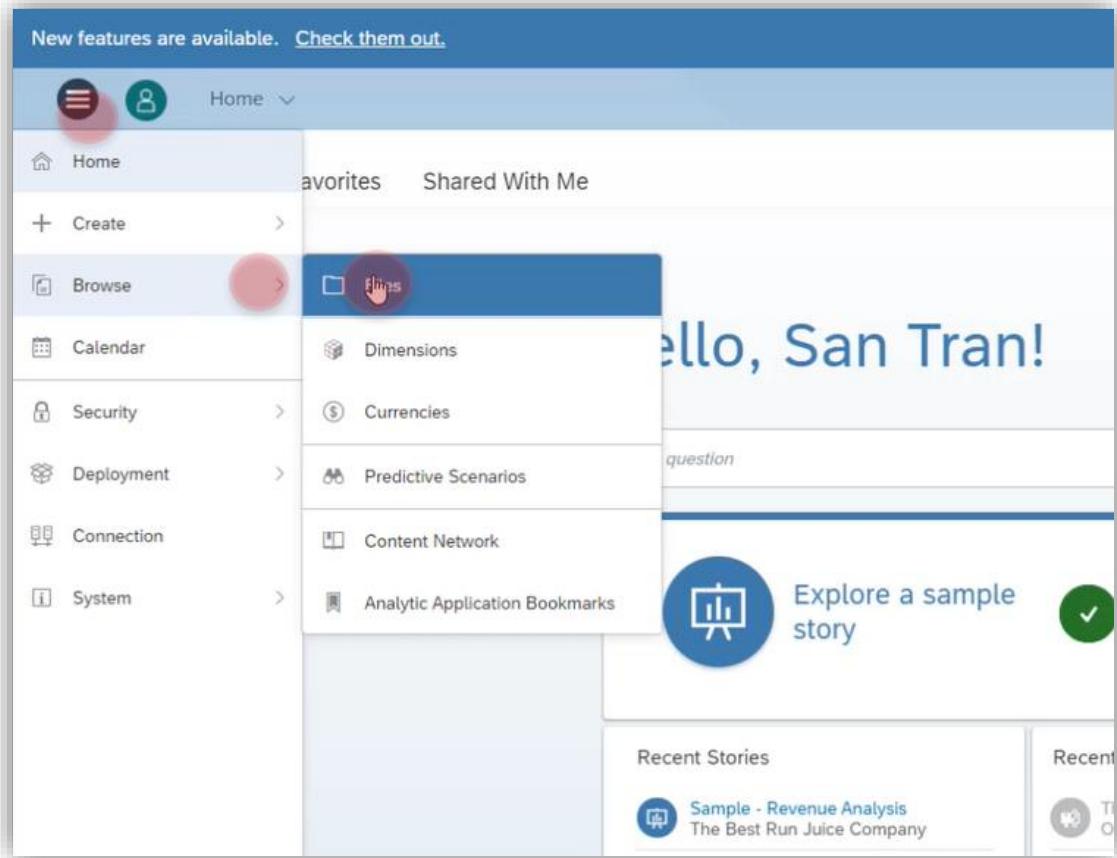
Analytics Data Warehouse

General Source Model Measures (3) Attributes (5) Filters Perspectives (1)

Title Technical Name Fields Created By Created On Changed By Changed On Deployment Status

Sales Pipeline Coverage Sales_Pipeline_Coverage 3 1 San Nov 4, 2020 22:17 San Nov 4, 2020 23:41 Deployed

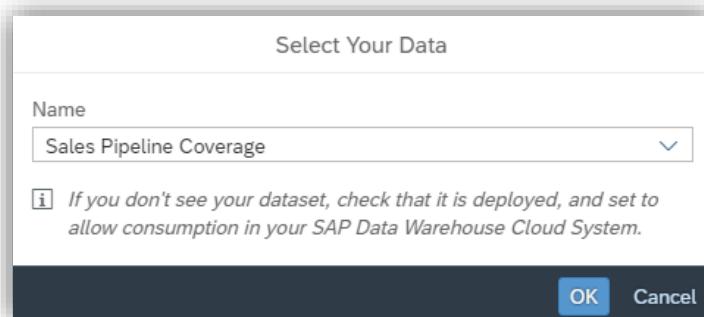
- 2.) Click on the Menu and select *Browse → Files*



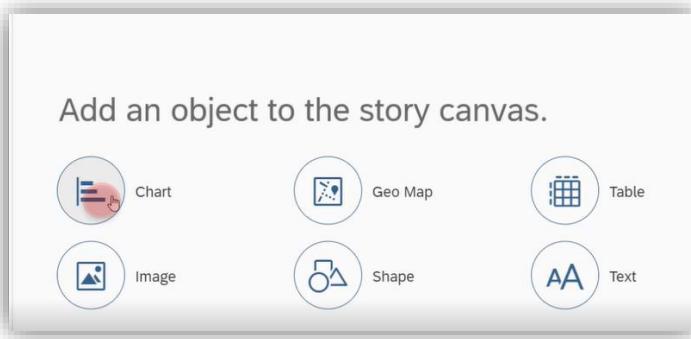
- 3.) Make sure that the correct Space is selected, where your models have been created
- 4.) Click on *Create Story* from the toolbar

Spaces	Name	Description	Type	Owner	Created On	Changed By	Changed On
Analytics Cloud	CSV_PRODUCT_CATEGORIES	CSV_PRODUCT_CATEGORIES	Local Table	San Tran	Sep 28, 2020 20:14	San Tran	Sep 28, 2020 20:14
BOBJ_UNIVERSE...	CSV_PRODUCT_CATEGORY...	CSV_PRODUCT_CATEGORY_TEXTS	Local Table	San Tran	Sep 28, 2020 20:15	San Tran	Sep 28, 2020 20:15
HS_PM	CSV_SALES_PIPELINE	CSV_SALES_PIPELINE	Local Table	San Tran	Sep 28, 2020 20:30	San Tran	Sep 28, 2020 20:30
REFERENCE_MO...	CSV_SALES_QUOTA	CSV_SALES_QUOTA	Local Table	San Tran	Sep 28, 2020 20:41	San Tran	Sep 28, 2020 20:41
ZST_PLAN_ACTU...	Products	Products	Remote Table	San Tran	Sep 9, 2020 14:24	San Tran	Sep 9, 2020 14:24
ZST_SALES_QUO...	ProductTexts	ProductTexts	Remote Table	San Tran	Sep 9, 2020 14:24	San Tran	Sep 9, 2020 14:24
ZST_SALES_QUO...	SalesPipeline	SalesPipeline	Remote Table	San Tran	Oct 5, 2020 13:21	San Tran	Oct 5, 2020 13:21
ZST_SALES_QUO...	Sales_Pipeline_per_Quarter	Sales Pipeline per Quarter	View	San Tran	Oct 5, 2020 14:56	San Tran	Oct 5, 2020 14:56
ZST_SALES_QUO...	SAPTIME_M_TIME_DIMENSION	SAPTIME_M_TIME_DIMENSION	Time Table	San Tran	Sep 9, 2020 14:44	San Tran	Sep 9, 2020 14:44
ZST_SALES_QUO...	SAPTIME_M_TIME_DIMENSION...	Translation Table - Day	Local Table	San Tran	Sep 9, 2020 14:44	San Tran	Sep 9, 2020 14:44

- 5.) In the dialog *Select Your Data*, please select the perspective **Sales Pipeline Coverage**
- 6.) Click on *OK* to confirm the selection

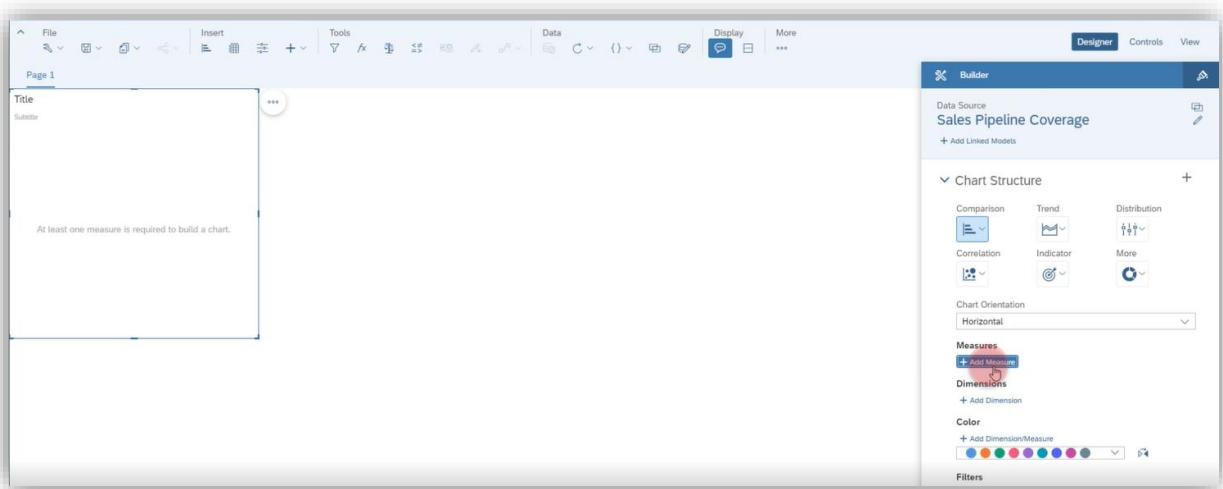


7.) Add a new Chart into the story canvas

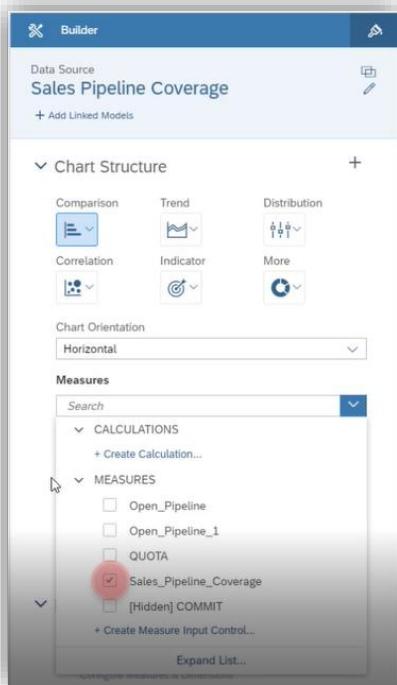


8.) In the Story Builder open the *Designer*

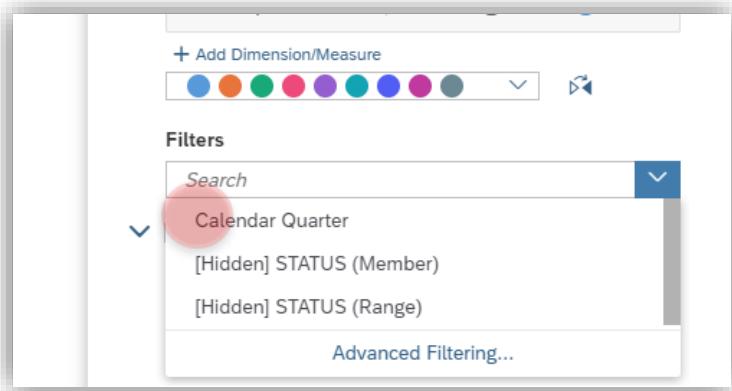
9.) In the *columns* section, filter the measures



10.) Select the measure **Sales Pipeline Coverage**



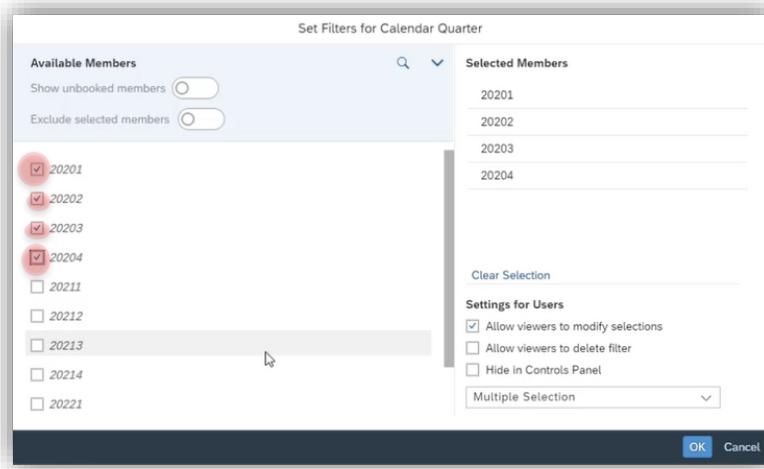
11.) In the *Filters* section, select the dimension **Calendar Quarter**



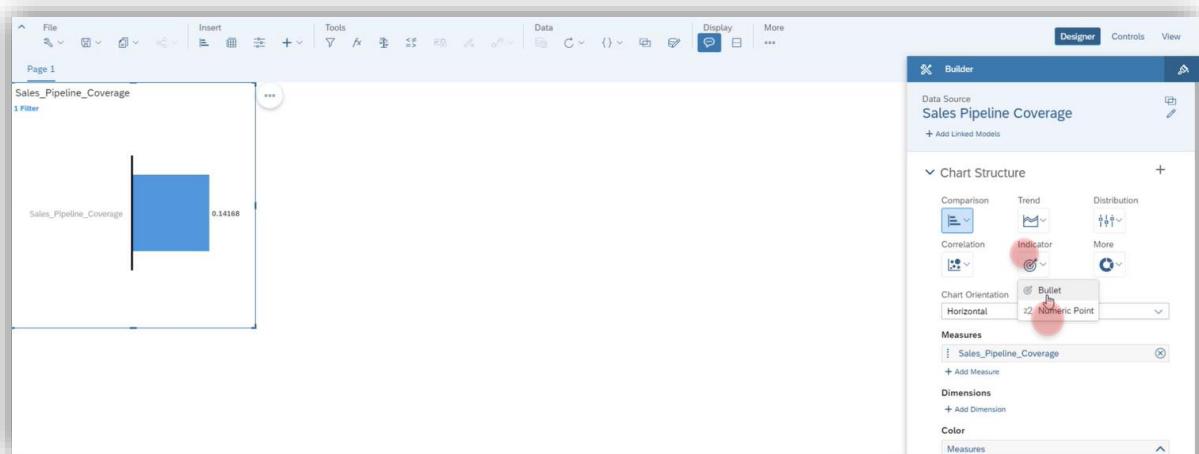
a. Select the filter values:

- 20201
- 20202
- 20203
- 20204

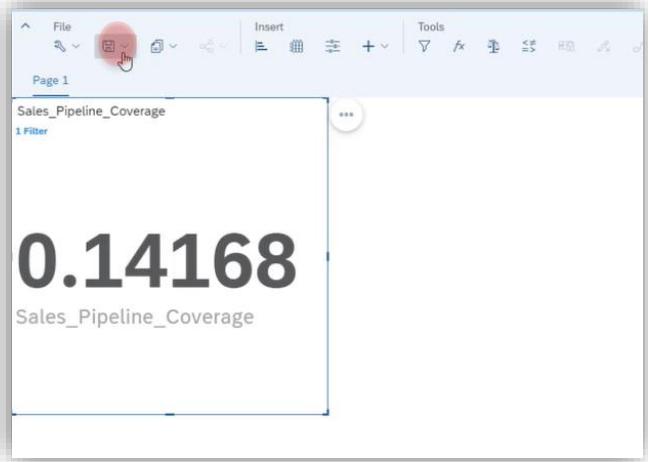
b. Click on *OK* Button to confirm the selection



12.) Change the Chart type to *Indicator – Numeric Point*



13.) Save the story



- 14.) On the dialog enter **Sales Pipeline Coverage** as the name
- 15.) Click on **OK** to confirm the input

