

0:0:0.0 --> 0:0:0.970

Person A (BT: Colleague & Corp Support: Finance)

That's no problem.

0:0:4.340 --> 0:0:5.130

Person A (BT: Colleague & Corp Support: Finance)

Umm yes.

0:0:0.690 --> 0:0:6.480

Person B (COMPANY ES: ES: Head Office)

I do this all the time literally because then we don't need to make notes why we talk.

0:0:6.490 --> 0:0:8.970

Person B (COMPANY ES: ES: Head Office)

Because then would better to focus on talking, yeah.

0:0:9.400 --> 0:0:12.110

Person A (BT: Colleague & Corp Support: Finance)

Umm, OK, we can get started.

0:0:15.650 --> 0:0:19.350

Person A (BT: Colleague & Corp Support: Finance)

Let me share my screen with you.

0:0:31.580 --> 0:0:46.80

Person A (BT: Colleague & Corp Support: Finance)

Here we have them across the calculation for online sales, and this budget is uh online for online sales on July 11th.

0:0:46.630 --> 0:0:49.860

Person A (BT: Colleague & Corp Support: Finance)

This is the first topic that I would like to discuss with you.

0:0:56.590 --> 0:0:56.900

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:0:50.410 --> 0:0:58.770

Person A (BT: Colleague & Corp Support: Finance)

Actually, every morning I have this this calculation also for yesterday for July 12.

0:0:58.990 --> 0:1:0.100

Person A (BT: Colleague & Corp Support: Finance)

Let me show you one.

0:1:19.290 --> 0:1:32.530

Person A (BT: Colleague & Corp Support: Finance)

Disease for dry, 12 and this is the number that we have 97%, but we are excluding South Korea and I will discuss about South Korea with you as well.

0:1:45.890 --> 0:1:46.200

Person B (COMPANY ES: ES: Head Office)

OK.

0:1:32.880 --> 0:1:48.80

Person A (BT: Colleague & Corp Support: Finance)

This is another of my topics and actually in early in the morning the sales are not fully updated for both side DTS and also for sub.

0:1:46.250 --> 0:1:48.460

Person B (COMPANY ES: ES: Head Office)

Can you can you describe me?

0:1:50.620 --> 0:1:50.910

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:1:48.750 --> 0:1:55.220

Person B (COMPANY ES: ES: Head Office)

And sorry Juceli can you describe a bit like how you building this report?

0:1:55.230 --> 0:1:58.50

Person B (COMPANY ES: ES: Head Office)

What are the sources and what is?

0:1:56.750 --> 0:1:58.850

Person A (BT: Colleague & Corp Support: Finance)

Ah, ah, of course, of course.

0:1:58.550 --> 0:2:3.20

Person B (COMPANY ES: ES: Head Office)

Yeah, and also a bit like what's what's the morning procedure?

0:2:3.130 --> 0:2:3.530

Person B (COMPANY ES: ES: Head Office)

I don't know.

0:2:3.790 --> 0:2:4.70

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:2:8.60 --> 0:2:8.410

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:2:12.970 --> 0:2:13.130

Person A (BT: Colleague & Corp Support: Finance)

Uh.

0:2:13.270 --> 0:2:14.700

Person A (BT: Colleague & Corp Support: Finance)

Yes. Umm.

0:2:16.610 --> 0:2:16.880

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:2:23.390 --> 0:2:23.630

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:2:4.710 --> 0:2:27.10

Person B (COMPANY ES: ES: Head Office)

I don't either you do it by yourself or in the team, so I just want to get today a bit of an understanding of how we work together, how we get the numbers and of course also if you see already now there are one or two pain points, I mean, but a bit more get a bit of understanding how that is built and and what it's doing.

0:2:28.90 --> 0:2:28.600

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:2:28.650 --> 0:2:30.210

Person A (BT: Colleague & Corp Support: Finance)

Uh, this is uh.

0:2:30.550 --> 0:3:1.770

Person A (BT: Colleague & Corp Support: Finance)

The club with each market and we have a the total, the test total sales comparing with SAP BW online sales that the source is actually is from SAP ECC SAP we are considering here that SAP is the most I am reliable data that we have to compare and calculate the accuracy and we call the accuracy of course between the TS and SAP.

0:3:1.820 --> 0:3:10.890

Person A (BT: Colleague & Corp Support: Finance)

So our DTS total sales is from our tabular model that are exactly the same number that we have in our.

0:3:13.140 --> 0:3:13.380

Person B (COMPANY ES: ES: Head Office)

Umm.

0:3:11.260 --> 0:3:20.150

Person A (BT: Colleague & Corp Support: Finance)

Yeah, will be our report and we can configurate by date brand market and everything that we need.

0:3:22.460 --> 0:3:22.710

Person A (BT: Colleague & Corp Support: Finance)

So.

0:3:20.790 --> 0:3:24.170

Person B (COMPANY ES: ES: Head Office)

Yeah, and that's head local currency, correct.

0:3:25.640 --> 0:3:27.620

Person A (BT: Colleague & Corp Support: Finance)

Yes, this is a good a good question.

0:3:27.630 --> 0:3:30.450

Person A (BT: Colleague & Corp Support: Finance)

This is another topic that I want to discuss with you.

0:3:31.170 --> 0:3:31.430

Person B (COMPANY ES: ES: Head Office)

OK.

0:3:45.170 --> 0:3:45.460

Person B (COMPANY ES: ES: Head Office)

Umm.

0:3:31.340 --> 0:4:9.950

Person A (BT: Colleague & Corp Support: Finance)

Uh UM, actually the current the the the correct way to calculate the course is using the the company Durance, but hearing for online sales in this spreadsheet I have the local currencies and in the total accuracy it will cause some deviation some actually distortion because we in the total here in the total we have for local for local currency so it's not correct.

0:4:26.430 --> 0:4:26.660

Person B (COMPANY ES: ES: Head Office)

Umm.

0:4:9.960 --> 0:4:36.440

Person A (BT: Colleague & Corp Support: Finance)

I consider that the total would be the same to calculate the accuracy so far store sales uh after discuss with Chemai and Stefan I changed to use the company company currency but for online sales I I didn't the yet because we have some countries that we show you into in details.

0:4:36.450 --> 0:4:38.810

Person A (BT: Colleague & Corp Support: Finance)

Now we have some countries.

0:4:41.140 --> 0:4:47.60

Person A (BT: Colleague & Corp Support: Finance)

This is the service from SAP ECC and for example Poland.

0:4:52.760 --> 0:4:57.970

Person B (COMPANY ES: ES: Head Office)

So are you querying the sales data from SAP ECC?

0:5:0.580 --> 0:5:1.100

Person B (COMPANY ES: ES: Head Office)

Yeah. OK.

0:4:59.480 --> 0:5:3.270

Person A (BT: Colleague & Corp Support: Finance)

It's actually, umm, yes, uh.

0:5:3.280 --> 0:5:7.920

Person A (BT: Colleague & Corp Support: Finance)

Look, we have pollen here and we have Poland with two choices.

0:5:17.970 --> 0:5:18.170

Person B (COMPANY ES: ES: Head Office)

Umm.

0:5:8.0 --> 0:5:20.990

Person A (BT: Colleague & Corp Support: Finance)

We have PLN for age and M brand and EUR for the portfolio brand, so yeah, I have some difficult to separate them.

0:5:21.910 --> 0:5:23.640

Person A (BT: Colleague & Corp Support: Finance)

Uh to get to.

0:5:29.50 --> 0:5:29.270

Person B (COMPANY ES: ES: Head Office)

Umm.

0:5:23.690 --> 0:5:32.140

Person A (BT: Colleague & Corp Support: Finance)

To translate both to company company currency that we don't have this kind of problem with stores.

0:5:32.150 --> 0:5:37.340

Person A (BT: Colleague & Corp Support: Finance)

So I am using company tourist but I need to solve this.

0:5:38.190 --> 0:5:43.940

Person A (BT: Colleague & Corp Support: Finance)

I cannot say that is an issue, but actually this is a situation that we need to solve.

0:5:44.500 --> 0:5:44.850

Person B (COMPANY ES: ES: Head Office)

Umm.

0:5:44.310 --> 0:5:55.570

Person A (BT: Colleague & Corp Support: Finance)

I will solve and I already have the logic to query in and you both currency and translate both of them.

0:5:55.900 --> 0:6:0.120

Person A (BT: Colleague & Corp Support: Finance)

Keep separated and translate to company called concurrence.

0:5:59.880 --> 0:6:0.920

Person B (COMPANY ES: ES: Head Office)

Hmm hmm.

0:6:1.60 --> 0:6:2.550

Person A (BT: Colleague & Corp Support: Finance)

Umm, so, uh.

0:6:2.560 --> 0:6:4.900

Person A (BT: Colleague & Corp Support: Finance)

So at this point we have the local QS.

0:6:10.40 --> 0:6:17.210

Person A (BT: Colleague & Corp Support: Finance)

So the thirds are our TS tabular model and the SAP ECC submittable.

0:6:17.560 --> 0:6:23.360

Person A (BT: Colleague & Corp Support: Finance)

Actually our search for online say using the DS, he knew the desk is submittable.

0:6:23.740 --> 0:6:29.30

Person A (BT: Colleague & Corp Support: Finance)

So this data must be the same number.

0:6:30.390 --> 0:6:31.820

Person A (BT: Colleague & Corp Support: Finance)

Let's say we have some.

0:6:31.890 --> 0:6:46.730

Person A (BT: Colleague & Corp Support: Finance)

Sometimes we have some discrepancies and but we know we know what what they are and for online sales besides SAP C, we have ES key for franchise sales.

0:6:47.230 --> 0:6:47.440

Person B (COMPANY ES: ES: Head Office)

Umm.

0:6:47.60 --> 0:6:51.90

Person A (BT: Colleague & Corp Support: Finance)

So uh, let me show you some.

0:6:53.100 --> 0:6:57.740

Person A (BT: Colleague & Corp Support: Finance)

Specific I don't know if you can see very well or or is too small.

0:6:58.560 --> 0:6:58.770

Person B (COMPANY ES: ES: Head Office)

No.

0:6:58.780 --> 0:6:59.900

Person B (COMPANY ES: ES: Head Office)

Perfect, no worries.

0:7:0.20 --> 0:7:0.480

Person A (BT: Colleague & Corp Support: Finance)

Perfect.

0:7:0.490 --> 0:7:1.130

Person A (BT: Colleague & Corp Support: Finance)

OK.

0:7:1.250 --> 0:7:12.550

Person A (BT: Colleague & Corp Support: Finance)

OK, look in the this column, see for some some countries we don't have a we have a no SAP.

0:7:12.640 --> 0:7:23.690

Person A (BT: Colleague & Corp Support: Finance)

So that means that we have data from ES OK, But we don't have SAP to compare for example.

0:7:24.70 --> 0:7:24.310

Person B (COMPANY ES: ES: Head Office)

Umm.

0:7:23.780 --> 0:7:29.360

Person A (BT: Colleague & Corp Support: Finance)

So this is a something that we need to talk in the future.

0:7:32.950 --> 0:7:33.230

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:7:30.310 --> 0:7:35.690

Person A (BT: Colleague & Corp Support: Finance)

Uh to get the comparisons the possible comparisons to calculate.

0:7:36.740 --> 0:7:37.610

Person A (BT: Colleague & Corp Support: Finance)

Ohh accuracy.

0:7:38.420 --> 0:7:38.710

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:7:38.830 --> 0:7:55.700

Person A (BT: Colleague & Corp Support: Finance)

Because here we are calculating that we're the only between the data we have into DTS and SAP, but we don't have we, we cannot compare anything with the data that we receive from yeskey.

0:7:56.250 --> 0:7:56.450

Person B (COMPANY ES: ES: Head Office)

Umm.

0:7:56.930 --> 0:7:59.260

Person A (BT: Colleague & Corp Support: Finance)

Now let me check here.

0:7:59.270 --> 0:8:2.80

Person A (BT: Colleague & Corp Support: Finance)

Israel for Israel is a good example.

0:8:8.260 --> 0:8:8.480

Person B (COMPANY ES: ES: Head Office)

Umm.

0:8:2.370 --> 0:8:9.280

Person A (BT: Colleague & Corp Support: Finance)

We have data from Yeskey and we don't have from SAP, so is this.

0:8:15.60 --> 0:8:15.450

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:8:9.290 --> 0:8:16.900

Person A (BT: Colleague & Corp Support: Finance)

This is not the discrepancies, but actually we are not comparing anything here, so we need to solve.

0:8:16.950 --> 0:8:20.100

Person A (BT: Colleague & Corp Support: Finance)

Of course, the most of the countries we have data.

0:8:21.710 --> 0:8:22.480

Person A (BT: Colleague & Corp Support: Finance)

Uh.

0:8:22.530 --> 0:8:24.330

Person A (BT: Colleague & Corp Support: Finance)

In as a P so we can compare.

0:8:25.530 --> 0:8:25.870

Person B (COMPANY ES: ES: Head Office)

OK.

0:8:25.440 --> 0:8:25.920

Person A (BT: Colleague & Corp Support: Finance)

Uh.

0:8:25.960 --> 0:8:47.450

Person A (BT: Colleague & Corp Support: Finance)

Let umm, I will close that 12 and describe you what we having 11 because as I said in the morning when I finish the the calculation the data for online sales are not fully updated.

0:8:47.460 --> 0:8:53.340

Person A (BT: Colleague & Corp Support: Finance)

So during the afternoon they will be updated for both sides.

0:8:53.350 --> 0:8:55.520

Person A (BT: Colleague & Corp Support: Finance)

Yeah, SAP PC and this.

0:8:55.530 --> 0:8:55.910

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:8:56.20 --> 0:9:4.590

Person A (BT: Colleague & Corp Support: Finance)

So I what I am doing is in the in the second day I am calculating for for tomorrow for example.

0:9:5.90 --> 0:9:5.350

Person B (COMPANY ES: ES: Head Office)

Umm.



0:9:14.580 --> 0:9:14.800

Person B (COMPANY ES: ES: Head Office)

Umm.

0:9:22.840 --> 0:9:22.960

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:9:4.680 --> 0:9:26.630

Person A (BT: Colleague & Corp Support: Finance)

Are you calculate July 13 and will you calculate the online or you update the online calculation file online travel again so I am calculating to two times and because the dates and we know that online sales are dynamic so we only have a picture for the moment.

0:9:27.900 --> 0:9:30.230

Person B (COMPANY ES: ES: Head Office)

Yeah, but stories even more dynamic.

0:9:30.240 --> 0:9:34.280

Person B (COMPANY ES: ES: Head Office)

We have online twice a day correct as.

0:9:34.150 --> 0:9:35.680

Person A (BT: Colleague & Corp Support: Finance)

Uh, yes, twice a day.

0:9:35.790 --> 0:9:41.170

Person A (BT: Colleague & Corp Support: Finance)

Three or three in the morning, 3:00 AM and also 11 AM.

0:9:41.950 --> 0:9:43.810

Person B (COMPANY ES: ES: Head Office)

And store could happen every hour.

0:9:44.900 --> 0:9:46.80

Person A (BT: Colleague & Corp Support: Finance)

Yes. Every hour.

0:9:47.10 --> 0:9:48.500

Person B (COMPANY ES: ES: Head Office)

Umm so.

0:9:52.320 --> 0:9:52.470

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:9:47.140 --> 0:9:53.70

Person A (BT: Colleague & Corp Support: Finance)

Umm yes Ng store in the morning are very very good shape.

0:9:53.320 --> 0:9:56.40

Person A (BT: Colleague & Corp Support: Finance)

Very good data, quite because they are dated.

0:9:57.150 --> 0:10:10.960

Person B (COMPANY ES: ES: Head Office)

Umm, so it could also mean that we could do, uh that data quality notification for store early in the morning and for online later in the morning.

0:10:11.430 --> 0:10:14.930

Person A (BT: Colleague & Corp Support: Finance)

Ah yes, maybe this is something that we can we can.

0:10:15.260 --> 0:10:17.210

Person A (BT: Colleague & Corp Support: Finance)

Uh umm, I agree.

0:10:18.410 --> 0:10:18.680

Person B (COMPANY ES: ES: Head Office)

And.

0:10:17.790 --> 0:10:24.670

Person A (BT: Colleague & Corp Support: Finance)

And we are sending the emails for the stakeholders in the same way that we were doing with the audio TS.

0:10:25.310 --> 0:10:25.430

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:10:24.820 --> 0:10:33.510

Person A (BT: Colleague & Corp Support: Finance)

And also I would I would like to discuss with you if we should keep this email sending this email every day. If you?

0:10:33.520 --> 0:10:34.150

Person A (BT: Colleague & Corp Support: Finance)

Yeah.

0:10:33.430 --> 0:10:35.140

Person B (COMPANY ES: ES: Head Office)

Yeah. OK.

0:10:34.200 --> 0:10:35.940

Person A (BT: Colleague & Corp Support: Finance)

Please. Umm.

0:10:35.230 --> 0:10:36.270

Person B (COMPANY ES: ES: Head Office)

Yeah, I OK.

0:10:36.280 --> 0:10:37.600

Person B (COMPANY ES: ES: Head Office)

I don't want to come with.

0:10:38.30 --> 0:10:39.140

Person B (COMPANY ES: ES: Head Office)  
Ideas today?

0:10:39.150 --> 0:10:40.580

Person B (COMPANY ES: ES: Head Office)  
So and.

0:10:40.590 --> 0:10:45.510

Person B (COMPANY ES: ES: Head Office)  
But of course I have many, but this is just for now.

0:10:45.520 --> 0:10:47.450

Person B (COMPANY ES: ES: Head Office)  
Listening and learning actually.

0:10:47.460 --> 0:10:52.570

Person B (COMPANY ES: ES: Head Office)  
So and then altogether we as a team we should decide what to do, right?

0:10:51.930 --> 0:10:53.400

Person A (BT: Colleague & Corp Support: Finance)  
Ah yes, of course.

0:10:53.500 --> 0:10:54.630

Person A (BT: Colleague & Corp Support: Finance)  
Umm hmm.

0:10:53.0 --> 0:10:55.670

Person B (COMPANY ES: ES: Head Office)  
Yes, but of course juceli.

0:10:55.680 --> 0:11:0.660

Person B (COMPANY ES: ES: Head Office)  
I would really like to separate and uh.

0:11:0.980 --> 0:11:5.410

Person B (COMPANY ES: ES: Head Office)  
Determine also what is the range of?

0:11:7.690 --> 0:11:11.520

Person B (COMPANY ES: ES: Head Office)  
OK ISH data accuracy and data completeness.

0:11:12.50 --> 0:11:22.660

Person B (COMPANY ES: ES: Head Office)  
Or we could say, yeah, we we share some numbers with the stakeholders and then of course we should also make a decision where to share the information, right.

0:11:23.380 --> 0:11:23.650

Person A (BT: Colleague & Corp Support: Finance)  
Mm-hmm.

0:11:23.430 --> 0:11:27.880

Person B (COMPANY ES: ES: Head Office)

I think the best place is actually the report, but I'm totally open to it.

0:11:27.890 --> 0:11:42.410

Person B (COMPANY ES: ES: Head Office)

So, but when I'm when I'm accessing the report as a user and actually I want to work and make business decision up on it and work with the the sales data that should be the unit place.

0:11:42.420 --> 0:11:48.310

Person B (COMPANY ES: ES: Head Office)

Also telling me whether the current data is OK or is not OK right?

0:11:48.300 --> 0:11:48.600

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:11:48.380 --> 0:11:53.670

Person B (COMPANY ES: ES: Head Office)

But whenever we have and that, but that's not the subject for today really.

0:11:53.680 --> 0:11:57.60

Person B (COMPANY ES: ES: Head Office)

But when there is a major outage, a big problem.

0:12:7.820 --> 0:12:8.340

Person A (BT: Colleague & Corp Support: Finance)

Of course.

0:12:9.190 --> 0:12:9.510

Person A (BT: Colleague & Corp Support: Finance)

And umm.

0:12:12.520 --> 0:12:12.980

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:11:57.680 --> 0:12:14.150

Person B (COMPANY ES: ES: Head Office)

Of course, then we should probably send proactively notification with standardized message that there is an issue and have also an estimated, but that is a bit of a longer journey to do to deliver something really, really good.

0:12:14.160 --> 0:12:27.260

Person B (COMPANY ES: ES: Head Office)

So because that would mean for me, we need to understand all the in the whole data flow and the complete data flow right from store post system to the power BI report.

0:12:27.660 --> 0:12:29.930

Person B (COMPANY ES: ES: Head Office)

We need to understand all the components.

0:12:29.940 --> 0:12:31.10

Person B (COMPANY ES: ES: Head Office)

What can go right?

0:12:31.20 --> 0:12:32.90

Person B (COMPANY ES: ES: Head Office)

What can go wrong?

0:12:46.10 --> 0:12:46.330

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:12:32.400 --> 0:12:47.730

Person B (COMPANY ES: ES: Head Office)

Classify it and then in the end build a message where we're gonna say apart from all these comparison calculations, there could be also a good reason to share the reason for outage, for instance, or with an estimated.

0:12:47.740 --> 0:12:57.90

Person B (COMPANY ES: ES: Head Office)

But that means also we need to have all contact partners, all system owners, all the different elements of ETL's transformations, et cetera.

0:12:56.110 --> 0:12:57.710

Person A (BT: Colleague & Corp Support: Finance)

You're not giving him in? Umm.

0:12:57.540 --> 0:12:58.70

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:12:58.120 --> 0:13:12.270

Person B (COMPANY ES: ES: Head Office)

So to understand, OK guys, when do you know in terms of time, uh that the data quality or the data is complete, it's accurate or when it's not in time when can we expect to to?

0:13:12.380 --> 0:13:17.810

Person B (COMPANY ES: ES: Head Office)

Have that delivered so, but that is of course a longer journey, right?

0:13:18.490 --> 0:13:19.10

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:13:17.890 --> 0:13:23.970

Person B (COMPANY ES: ES: Head Office)

I'm just saying also that people back then were really happy, but now we really need to do something about it.

0:13:24.660 --> 0:13:37.400

Person B (COMPANY ES: ES: Head Office)

The DTS helps message for instance, all the calculations is good for today, but for tomorrow we need to start working on making these, uh, the information as an information set.

0:13:37.590 --> 0:13:43.840

Person B (COMPANY ES: ES: Head Office)

That's the way how I would put it to make that become a bit more clear or yeah.

0:13:45.690 --> 0:13:46.100

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:13:46.150 --> 0:13:47.460

Person A (BT: Colleague & Corp Support: Finance)

Of course, of course.

0:13:47.570 --> 0:13:56.240

Person A (BT: Colleague & Corp Support: Finance)

And this kind of logic couple accused calculation we can is not difficult to include in our power BI for example.

0:13:56.310 --> 0:14:4.40

Person A (BT: Colleague & Corp Support: Finance)

So what we need is to build the integrations and and input this logic into the the power BI.

0:14:4.720 --> 0:14:4.860

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:14:4.770 --> 0:14:7.360

Person A (BT: Colleague & Corp Support: Finance)

So some examples here.

0:14:7.970 --> 0:14:24.490

Person A (BT: Colleague & Corp Support: Finance)

Chile, or you have some deviation is less than 1% and today I I I I didn't uh, I'm not into details but I will do if this person is not usually this is a.

0:14:25.770 --> 0:14:26.510

Person A (BT: Colleague & Corp Support: Finance)

Outline.

0:14:27.70 --> 0:14:27.400

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:14:26.520 --> 0:14:35.840

Person A (BT: Colleague & Corp Support: Finance)

Let's say because usually in Chile is a matching between SAP and this is a here for Chile.

0:14:36.310 --> 0:14:37.660

Person A (BT: Colleague & Corp Support: Finance)

Is important.

0:14:37.670 --> 0:14:40.270

Person A (BT: Colleague & Corp Support: Finance)

Important detail that I I believe that is.

0:14:40.520 --> 0:14:49.430

Person A (BT: Colleague & Corp Support: Finance)

A useful to know for Chile, Colombia, Ecuador, Peru and Uruguay.

0:14:55.280 --> 0:14:55.590

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:15:0.210 --> 0:15:0.370

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:14:50.80 --> 0:15:7.720

Person A (BT: Colleague & Corp Support: Finance)

We we have a franchise in for online sales and we are receiving this franchising data sales, sales data, uh from uh into SAP car, not into SAP ECC.

0:15:8.0 --> 0:15:8.160

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:15:7.950 --> 0:15:13.860

Person A (BT: Colleague & Corp Support: Finance)

So SAP CAR have created a 500 stores.

0:15:16.790 --> 0:15:17.0

Person B (COMPANY ES: ES: Head Office)

Umm.

0:15:21.540 --> 0:15:21.680

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:15:14.370 --> 0:15:28.290

Person A (BT: Colleague & Corp Support: Finance)

Looks like you know about this that we have in our sleeping car 500 stores that are fake virtual stores to together the online sales and we have the same situation for Vietnam.

0:15:28.960 --> 0:15:29.220

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:15:29.40 --> 0:15:32.910

Person A (BT: Colleague & Corp Support: Finance)

But is the 900 start so the numbers.

0:15:31.950 --> 0:15:35.460

Person B (COMPANY ES: ES: Head Office)

Juceli I have a spontaneous I have a spontaneous idea, right?

0:15:36.230 --> 0:15:36.470

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:15:38.60 --> 0:15:53.670

Person B (COMPANY ES: ES: Head Office)

I really like this Excel report, but I'm just just thinking right now when you verbally actually want we're adding more columns or more information to the table.

0:15:54.340 --> 0:15:54.650

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:16:1.290 --> 0:16:1.570

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:15:54.240 --> 0:16:5.130

Person B (COMPANY ES: ES: Head Office)

I feel like this table, of course we don't want to bring to the users, right, but we need to have an underlying data set, right?

0:16:8.530 --> 0:16:8.770

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:16:6.20 --> 0:16:17.860

Person B (COMPANY ES: ES: Head Office)

Like meta data that we need to use to perhaps one day, even in in a in a generative language or something to explain it.

0:16:25.360 --> 0:16:25.610

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:16:18.740 --> 0:16:42.710

Person B (COMPANY ES: ES: Head Office)

Uh, so one was just thinking, when I look at your table here in this current version and then I start thinking about, hey, wait a minute, juceli, why are we not adding to this table also metadata information like I mean you are an expert, Stefan is an expert.

0:16:45.50 --> 0:16:45.330

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:16:42.780 --> 0:16:47.450

Person B (COMPANY ES: ES: Head Office)

I will become an expert, hopefully, but not everybody is an expert.

0:16:47.460 --> 0:16:49.400

Person B (COMPANY ES: ES: Head Office)

For instance, in currencies, right?

0:16:50.90 --> 0:16:51.210

Person A (BT: Colleague & Corp Support: Finance)

I see. Umm.



0:16:58.730 --> 0:16:58.990

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:17:5.310 --> 0:17:5.500

Person A (BT: Colleague & Corp Support: Finance)

Hello.

0:16:51.90 --> 0:17:5.800

Person B (COMPANY ES: ES: Head Office)

So I believe we should see this Excel report as a first version of a product like an MVP, a minimum viable product or something.

0:17:21.620 --> 0:17:21.860

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:17:6.360 --> 0:17:25.530

Person B (COMPANY ES: ES: Head Office)

It could be also become in the long run one table in in the DTS system even or I don't know, but that's not the problem or the question right now, but let's see this like a POC, right proof of concept where we add columns with metadata.

0:17:25.980 --> 0:17:36.550

Person B (COMPANY ES: ES: Head Office)

Because whatever we start to explain verbally right now, what it is and why it is, I would really like to see this as metadata.

0:17:36.620 --> 0:17:39.210

Person B (COMPANY ES: ES: Head Office)

Also in this product, right?

0:17:39.600 --> 0:18:4.300

Person B (COMPANY ES: ES: Head Office)

Because that will give us the opportunity one day soon in the next couple of weeks or something that we can take this data set, do something smart about it and implement it partly or as an aggregation or in absolute percentage or something to actually the power BI report.

0:18:4.430 --> 0:18:16.550

Person B (COMPANY ES: ES: Head Office)

And on top of this, so also if or where required we can also take tool tip information or additional information for users that are not so proficient with with the setup.

0:18:27.240 --> 0:18:27.510

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:18:16.990 --> 0:18:38.160

Person B (COMPANY ES: ES: Head Office)

So and I was just coming up with like first of all, there could be one column with the currencies, then there could be another column quiz franchise yes or no because we have many people that can talk about this from the top of our head.

0:18:36.930 --> 0:18:38.920

Person A (BT: Colleague & Corp Support: Finance)

And yes, umm.

0:18:38.410 --> 0:18:44.580

Person B (COMPANY ES: ES: Head Office)

But we have so many more people, so many more people that do not have that full picture.

0:18:44.910 --> 0:18:51.640

Person B (COMPANY ES: ES: Head Office)

And let me also explain you one of my major motivations in work life.

0:18:53.70 --> 0:18:55.100

Person B (COMPANY ES: ES: Head Office)

I say this quite often in many meetings.

0:18:55.290 --> 0:19:7.720

Person B (COMPANY ES: ES: Head Office)

It's a bit like what I want is that whenever we have new people coming to the business right, they have these kind of reports and they can learn as quickly as possible.

0:19:7.730 --> 0:19:13.940

Person B (COMPANY ES: ES: Head Office)

So right you, controllers, juniors, younger people, so that we can learn also very quickly.

0:19:14.760 --> 0:19:15.50

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:19:14.810 --> 0:19:26.770

Person B (COMPANY ES: ES: Head Office)

And then apart from the currency column, we could also probably add a source column like we have already SAP non SAP uh.

0:19:26.790 --> 0:19:31.180

Person B (COMPANY ES: ES: Head Office)

But to make that also a bit more clear then we now I'm thinking loud, right?

0:19:31.190 --> 0:19:32.440

Person B (COMPANY ES: ES: Head Office)

It's very spontaneous.

0:19:32.450 --> 0:19:34.30

Person B (COMPANY ES: ES: Head Office)

Then we could also have a column.

0:19:36.40 --> 0:19:36.180

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:19:33.10 --> 0:19:37.720

Person A (BT: Colleague & Corp Support: Finance)

Yes, I am taking taking Roth because I believe that is very useful.

0:19:38.520 --> 0:19:40.410

Person B (COMPANY ES: ES: Head Office)

And then we could also have a column with.

0:19:40.420 --> 0:19:41.610

Person B (COMPANY ES: ES: Head Office)

What is supposed system?

0:19:41.620 --> 0:19:51.130

Person B (COMPANY ES: ES: Head Office)

Because I totally and fully respect also and understand why we do SAP versus DTS and that is a very important comparison.

0:19:51.720 --> 0:19:55.600

Person B (COMPANY ES: ES: Head Office)

But I think we both agree that cannot be the complete comparison.

0:19:55.680 --> 0:20:0.360

Person B (COMPANY ES: ES: Head Office)

We know that's not the complete full picture, so we need to extend.

0:20:0.590 --> 0:20:9.400

Person B (COMPANY ES: ES: Head Office)

We keep going, focusing on what we can measure, but we need to respect also and be very transparent about what we are not measuring right now.

0:20:9.450 --> 0:20:11.560

Person B (COMPANY ES: ES: Head Office)

We have to clearly say this.

0:20:12.380 --> 0:20:12.740

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

0:20:12.800 --> 0:20:14.590

Person B (COMPANY ES: ES: Head Office)

Thing and what we are not measuring.

0:20:15.0 --> 0:20:25.490

Person B (COMPANY ES: ES: Head Office)

So one day soon or later, after the summer break when more people are coming back, we need to talk with Pete Black and business tech and the different teams.

0:20:26.840 --> 0:20:39.50

Person B (COMPANY ES: ES: Head Office)

Either it's about the completeness or the accuracy, or I don't know what we can measure, but we need also built in the post block logic like have we got the files?

0:20:39.300 --> 0:20:41.110

Person B (COMPANY ES: ES: Head Office)

Because you know why I want to do this?

0:20:42.620 --> 0:20:52.720

Person B (COMPANY ES: ES: Head Office)

There might be also uh immature business routines on store level, for instance concerning or related to the end of day.

0:20:53.110 --> 0:20:55.320

Person B (COMPANY ES: ES: Head Office)

One simple example right?

0:20:55.770 --> 0:21:2.440

Person B (COMPANY ES: ES: Head Office)

If a store has forgotten or has done it too late, the end of day routine today, it's mostly also automatically.

0:21:2.930 --> 0:21:3.180

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:21:2.610 --> 0:21:16.430

Person B (COMPANY ES: ES: Head Office)

If you have done a mistake but the human error can also happen and a human error could come from an unmatured store team or store controller, store manager team is not on top of.

0:21:16.810 --> 0:21:27.840

Person B (COMPANY ES: ES: Head Office)

Yeah, there are things and that is a bit what I start communicating also towards to to call in, to federate to Adams saying like yeah guys that's super cool.

0:21:27.890 --> 0:21:31.400

Person B (COMPANY ES: ES: Head Office)

We want to have the best report in the company ever.

0:21:31.810 --> 0:21:34.140

Person B (COMPANY ES: ES: Head Office)

That's what they are asking to me, right?

0:21:34.920 --> 0:21:35.200

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:21:34.370 --> 0:21:50.180

Person B (COMPANY ES: ES: Head Office)

This is the most important thing for them, but I also start saying good, there is a job to be done within business tech, but there is also a job to be done in the retail business both in store and also in online.

0:21:50.830 --> 0:21:50.950

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:21:50.190 --> 0:21:54.70

Person B (COMPANY ES: ES: Head Office)

So this is a is a full one team effort.

0:21:54.820 --> 0:21:55.100

Person A (BT: Colleague & Corp Support: Finance)  
Umm.

0:21:54.80 --> 0:21:57.100

Person B (COMPANY ES: ES: Head Office)  
There's not one team looking at another team.

0:22:0.850 --> 0:22:3.160

Person A (BT: Colleague & Corp Support: Finance)  
Umm the listic hmm.

0:22:17.680 --> 0:22:17.990

Person A (BT: Colleague & Corp Support: Finance)  
Umm.

0:21:57.310 --> 0:22:24.20

Person B (COMPANY ES: ES: Head Office)  
This is one team and there will be a lot of components and I want to show this exactly and I wanna show this as early as possible that there are more components that we might not be able but then also starting to understand and visualize why it's not possible or what is the problem and then we can grab that thread and never let it go again and build this up.

0:22:24.130 --> 0:22:27.50

Person B (COMPANY ES: ES: Head Office)  
So that would be valuable information.

0:22:27.60 --> 0:22:31.450

Person B (COMPANY ES: ES: Head Office)  
And then you said something and I'm really sorry I stopped you a little bit.

0:22:32.320 --> 0:22:34.630

Person B (COMPANY ES: ES: Head Office)  
Where you added also more information.

0:22:35.870 --> 0:22:40.930

Person B (COMPANY ES: ES: Head Office)  
Uh that you have in your mind that is not right.

0:22:40.940 --> 0:22:41.890

Person B (COMPANY ES: ES: Head Office)  
Now in this table.

0:22:46.500 --> 0:22:46.930

Person A (BT: Colleague & Corp Support: Finance)  
Uh, yeah.

0:22:46.0 --> 0:22:50.450

Person B (COMPANY ES: ES: Head Office)  
Potential reasons for problems on every different market.

0:22:50.780 --> 0:22:56.330

Person B (COMPANY ES: ES: Head Office)

We can probably at time zone is also the the problem of of course 24 hour business.

0:23:0.290 --> 0:23:4.60

Person B (COMPANY ES: ES: Head Office)

Related to the timeliness, when we talk about the American markets.

0:23:4.890 --> 0:23:5.130

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:23:10.160 --> 0:23:11.130

Person A (BT: Colleague & Corp Support: Finance)

I was.

0:23:11.180 --> 0:23:24.190

Person A (BT: Colleague & Corp Support: Finance)

I was mentioned about the the data that we have in the DTS and not in SAP that we need to to find out a way to include in this comparison.

0:23:24.570 --> 0:23:27.540

Person A (BT: Colleague & Corp Support: Finance)

And also I took notes to include.

0:23:27.670 --> 0:23:29.390

Person A (BT: Colleague & Corp Support: Finance)

Actually we have some information.

0:23:30.650 --> 0:23:30.850

Person B (COMPANY ES: ES: Head Office)

Umm.

0:23:30.390 --> 0:23:39.930

Person A (BT: Colleague & Corp Support: Finance)

Metadata about currency service, franchise or not like here, examples says General we have for each market.

0:23:41.950 --> 0:23:44.440

Person A (BT: Colleague & Corp Support: Finance)

And we can see separated if we want.

0:23:47.220 --> 0:23:48.180

Person A (BT: Colleague & Corp Support: Finance)

Let me show you.

0:23:57.10 --> 0:23:57.280

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:23:52.220 --> 0:23:58.550

Person A (BT: Colleague & Corp Support: Finance)

So we can see if this is uh franchise or marketplace or franchise online or store.

0:23:58.680 --> 0:24:0.180

Person A (BT: Colleague & Corp Support: Finance)

So we have all the.

0:24:0.800 --> 0:24:6.430

Person A (BT: Colleague & Corp Support: Finance)

Metadata that we need, we only need to discuss and make sure.

0:24:6.520 --> 0:24:7.280

Person A (BT: Colleague & Corp Support: Finance)

That what?

0:24:7.600 --> 0:24:9.170

Person A (BT: Colleague & Corp Support: Finance)

What data?

0:24:9.180 --> 0:24:10.430

Person A (BT: Colleague & Corp Support: Finance)

What information?

0:24:10.740 --> 0:24:12.750

Person A (BT: Colleague & Corp Support: Finance)

Our stakeholders want to see.

0:24:13.650 --> 0:24:15.220

Person B (COMPANY ES: ES: Head Office)

Umm, exactly.

0:24:16.150 --> 0:24:16.680

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

0:24:29.260 --> 0:24:29.600

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:24:17.640 --> 0:24:45.390

Person B (COMPANY ES: ES: Head Office)

I think also stakeholders correct, but I think also I mean remember the big meeting we were having like 4 weeks ago or five weeks ago or six weeks ago, I can't remember so many people sitting in the room also down your fleet home Katherine, the managers, all the technical people I think we have we need to have a technical document like this one.

0:24:46.630 --> 0:24:50.230

Person B (COMPANY ES: ES: Head Office)

Uh, that is clearly understood.

0:24:51.280 --> 0:24:59.110

Person B (COMPANY ES: ES: Head Office)

Bows in terms of numbers, but also in terms of text and the meaning behind.

0:25:8.960 --> 0:25:9.280

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:24:59.170 --> 0:25:15.580

Person B (COMPANY ES: ES: Head Office)

So uh, we see overall goal that we really are getting one language and one mindset around what we're talking about because I don't know what what your daily experience is.

0:25:15.590 --> 0:25:21.870

Person B (COMPANY ES: ES: Head Office)

But my experience and also the last weeks, but I was just trying to listen and learn.

0:25:23.70 --> 0:25:29.890

Person B (COMPANY ES: ES: Head Office)

It's a bit like we we everybody's working hard trying to solve the problems.

0:25:30.970 --> 0:25:35.680

Person B (COMPANY ES: ES: Head Office)

Umm, but at the same time also there are a lot of misunderstandings.

0:25:36.840 --> 0:25:46.750

Person B (COMPANY ES: ES: Head Office)

Uh, and the root cause is different assumptions or not understanding or not having the business knowledge of the market setup.

0:25:46.900 --> 0:25:52.690

Person B (COMPANY ES: ES: Head Office)

Why this could be and why that could be laid and why that information could have been dropped.

0:25:52.700 --> 0:25:56.50

Person B (COMPANY ES: ES: Head Office)

So that means then also you and your role.

0:26:6.90 --> 0:26:6.470

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:25:56.60 --> 0:26:9.80

Person B (COMPANY ES: ES: Head Office)

Sometimes I feel like, OK, now we need to repeat this again and explain this again, so that as much as possible of these repetitive items or explanatory items.

0:26:9.250 --> 0:26:17.770

Person B (COMPANY ES: ES: Head Office)

We are actually adding to the knowledge base or like metadata to the DTS system, right?

0:26:18.980 --> 0:26:19.320

Person A (BT: Colleague & Corp Support: Finance)

Right.



0:26:18.940 --> 0:26:23.30

Person B (COMPANY ES: ES: Head Office)

Meaning also really business glossary, what are the terms?

0:26:23.40 --> 0:26:23.510

Person B (COMPANY ES: ES: Head Office)

What do?

0:26:23.560 --> 0:26:25.110

Person B (COMPANY ES: ES: Head Office)

What do we understand by this?

0:26:25.120 --> 0:26:28.600

Person B (COMPANY ES: ES: Head Office)

So how are we calculating the numbers?

0:26:28.610 --> 0:26:29.860

Person B (COMPANY ES: ES: Head Office)

What is the formulas?

0:26:29.870 --> 0:26:33.270

Person B (COMPANY ES: ES: Head Office)

So we really go deep, deep, deep into the system.

0:26:34.380 --> 0:26:38.960

Person A (BT: Colleague & Corp Support: Finance)

Umm, yes, uh, actually we have a very good documentation about this.

0:26:40.590 --> 0:26:47.100

Person A (BT: Colleague & Corp Support: Finance)

Or is there from and the team that the work is to develop the DTS into FDW diagram?

0:26:47.570 --> 0:26:52.760

Person A (BT: Colleague & Corp Support: Finance)

They documented very, very detailed and very, very easy to understand.

0:26:59.70 --> 0:26:59.290

Person B (COMPANY ES: ES: Head Office)

Umm.

0:27:8.520 --> 0:27:9.230

Person B (COMPANY ES: ES: Head Office)

Yeah.

0:26:52.970 --> 0:27:9.950

Person A (BT: Colleague & Corp Support: Finance)

So we have and we can do the same form for the accuracy calculation where if we or when, if and when we will share this calculation with the stakeholders in the future. Umm.

0:27:9.320 --> 0:27:10.10

Person B (COMPANY ES: ES: Head Office)

Can I ask you?

0:27:13.360 --> 0:27:14.930

Person A (BT: Colleague & Corp Support: Finance)

Yes. Yes, exactly.

0:27:10.20 --> 0:27:15.380

Person B (COMPANY ES: ES: Head Office)

Are you referring to the confluence page or exactly yes.

0:27:15.30 --> 0:27:15.980

Person A (BT: Colleague & Corp Support: Finance)

Umm. Hmm.

0:27:16.920 --> 0:27:17.400

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:27:17.410 --> 0:27:17.990

Person A (BT: Colleague & Corp Support: Finance)

Uh.

0:27:18.30 --> 0:27:25.190

Person A (BT: Colleague & Corp Support: Finance)

If you maybe I don't know if you will, if you have the links for the documentation I can send to you.

0:27:29.870 --> 0:27:31.120

Person A (BT: Colleague & Corp Support: Finance)

Ah, OK. Mm-hmm.

0:27:26.590 --> 0:27:37.830

Person B (COMPANY ES: ES: Head Office)

Yeah, I've been there a couple of times, so yeah, I I'm that's just like a daily source of for many reasons.

0:27:37.840 --> 0:27:39.610

Person B (COMPANY ES: ES: Head Office)

I go to confluence, yeah.

0:27:40.120 --> 0:27:40.450

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:27:46.450 --> 0:27:48.410

Person A (BT: Colleague & Corp Support: Finance)

OK, continuing.

0:27:50.390 --> 0:27:51.660

Person A (BT: Colleague & Corp Support: Finance)

I have more.

0:27:53.820 --> 0:27:57.440

Person A (BT: Colleague & Corp Support: Finance)

Part of that I would like to discuss with you about online sales.

0:27:58.960 --> 0:28:1.610

Person A (BT: Colleague & Corp Support: Finance)

Umm, let me see here.

0:28:8.450 --> 0:28:8.670

Person B (COMPANY ES: ES: Head Office)

Umm.

0:28:2.280 --> 0:28:19.540

Person A (BT: Colleague & Corp Support: Finance)

Inja this is an example of a deviation less than 1%, but the absolute number is not too low, so I usually need to take a look in the details on that.

0:28:21.870 --> 0:28:22.480

Person B (COMPANY ES: ES: Head Office)

What is this?

0:28:22.490 --> 0:28:25.80

Person B (COMPANY ES: ES: Head Office)

When you come in, it's like you come to work.

0:28:25.130 --> 0:28:25.780

Person B (COMPANY ES: ES: Head Office)

Can I ask you?

0:28:25.790 --> 0:28:30.30

Person B (COMPANY ES: ES: Head Office)

Sorry for having so many questions, but when you come to work, you.

0:28:30.210 --> 0:28:31.280

Person B (COMPANY ES: ES: Head Office)

Refresh the data.

0:28:32.420 --> 0:28:34.220

Person B (COMPANY ES: ES: Head Office)

Uh, how?

0:28:34.230 --> 0:28:34.460

Person B (COMPANY ES: ES: Head Office)

How?

0:28:34.470 --> 0:28:36.240

Person B (COMPANY ES: ES: Head Office)

What's what's the process?

0:28:36.250 --> 0:28:40.380

Person B (COMPANY ES: ES: Head Office)

The work look like in the morning today.

0:28:41.490 --> 0:28:41.760

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:28:41.320 --> 0:28:45.610

Person B (COMPANY ES: ES: Head Office)

Is this something you do by yourself or you share with Stefan or?

0:28:47.380 --> 0:28:49.150

Person A (BT: Colleague & Corp Support: Finance)

Umm, this is uh.

0:28:49.160 --> 0:28:52.510

Person A (BT: Colleague & Corp Support: Finance)

Actually, this is uh Bhavya, our consultant.

0:28:52.580 --> 0:29:8.700

Person A (BT: Colleague & Corp Support: Finance)

Uh support consultant Task I created the process so I usually do this every day, but Bhavya around this calculation and send him send send emails to the stakeholders.

0:29:9.130 --> 0:29:9.330

Person B (COMPANY ES: ES: Head Office)

Umm.

0:29:8.800 --> 0:29:20.160

Person A (BT: Colleague & Corp Support: Finance)

And of course, we discussed me and Bhavya before the comparing the numbers that she have, she has and the numbers that I've got so we can.

0:29:27.480 --> 0:29:27.700

Person B (COMPANY ES: ES: Head Office)

Umm.

0:29:21.940 --> 0:29:30.610

Person A (BT: Colleague & Corp Support: Finance)

Have a an idea if everything is acceptable and when I have some more complex?

0:29:38.70 --> 0:29:38.380

Person B (COMPANY ES: ES: Head Office)

Umm.

0:29:40.810 --> 0:29:41.70

Person B (COMPANY ES: ES: Head Office)

Umm.

0:29:32.40 --> 0:29:43.700

Person A (BT: Colleague & Corp Support: Finance)

Situation or issue I just I I usually discuss with the engineers, with staff and or Mike or logic depends on what kind of issue we have.

0:29:44.190 --> 0:29:44.410

Person B (COMPANY ES: ES: Head Office)

Umm.

0:29:45.630 --> 0:29:56.200

Person A (BT: Colleague & Corp Support: Finance)

I have somebody example with some example example with the China stars and I if we have time I believe that they will have.

0:29:56.490 --> 0:29:58.120

Person A (BT: Colleague & Corp Support: Finance)

I can share with you.

0:29:56.890 --> 0:30:1.10

Person B (COMPANY ES: ES: Head Office)

I have so much time as whatever is needed, so no worries, yeah.

0:30:2.380 --> 0:30:12.180

Person A (BT: Colleague & Corp Support: Finance)

OK, this is a this tool markets Mexico and Netherlands or we have an it's small issue.

0:30:13.40 --> 0:30:15.510

Person A (BT: Colleague & Corp Support: Finance)

Uh, and we know what is this.

0:30:15.570 --> 0:30:20.740

Person A (BT: Colleague & Corp Support: Finance)

And I believe that we will not change anything for Mexico.

0:30:32.840 --> 0:30:33.50

Person B (COMPANY ES: ES: Head Office)

Umm.

0:30:35.990 --> 0:30:36.200

Person B (COMPANY ES: ES: Head Office)

Umm.

0:30:21.50 --> 0:30:43.590

Person A (BT: Colleague & Corp Support: Finance)

For example, Mexico, we have already 3, Mexico is in ring three and three, keep a few words we are getting from SDL from SAP and through SDL and in SAP ECC that is a the figures for that are difficult for online sales.

0:30:43.820 --> 0:30:47.30

Person A (BT: Colleague & Corp Support: Finance)

We also have the figures for ORIS 3.

0:30:51.530 --> 0:30:51.970

Person B (COMPANY ES: ES: Head Office)

OK.

0:30:56.840 --> 0:30:57.130

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:31:0.930 --> 0:31:1.210

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:30:47.420 --> 0:31:2.180

Person A (BT: Colleague & Corp Support: Finance)

So when I compare what we've got from SDL and from a see we have small difference and I know that this difference are due to timing because the time zone.

0:31:2.650 --> 0:31:10.490

Person A (BT: Colleague & Corp Support: Finance)

So I believe that we only need to check if there is no too much and we can do anything about this, but.

0:31:13.330 --> 0:31:13.730

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:31:7.570 --> 0:31:16.740

Person B (COMPANY ES: ES: Head Office)

Umm yeah, this is this is a good example for me and I'm asking you really just to understand.

0:31:29.160 --> 0:31:29.500

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:31:18.160 --> 0:31:32.220

Person B (COMPANY ES: ES: Head Office)

Uh, there's a certain complexity right now with where the over three how the the data around over three is stored and structured right is is that documented anywhere?

0:31:36.220 --> 0:31:38.280

Person A (BT: Colleague & Corp Support: Finance)

Yes, yes, we have in conference.

0:31:47.210 --> 0:31:47.490

Person B (COMPANY ES: ES: Head Office)

Mm-hmm.

0:31:38.660 --> 0:31:58.250

Person A (BT: Colleague & Corp Support: Finance)

Uh, the the part of our state that we are using for DTS, we have the documentation in in conference well from our side and let me explain in more details about SAP CAR.

0:31:59.260 --> 0:31:59.500

Person B (COMPANY ES: ES: Head Office)

Umm.

0:31:58.760 --> 0:32:4.380

Person A (BT: Colleague & Corp Support: Finance)

Actually, we don't have ORIS 3 uh figures in essay pica.

0:32:4.910 --> 0:32:5.190

Person B (COMPANY ES: ES: Head Office)

Umm.

0:32:4.650 --> 0:32:16.140

Person A (BT: Colleague & Corp Support: Finance)

So we have some deviation here and because this I included this column read or restrain to get the data from SAP, SAP ECC.

0:32:21.550 --> 0:32:21.780

Person B (COMPANY ES: ES: Head Office)

Umm.

0:32:38.660 --> 0:32:38.900

Person B (COMPANY ES: ES: Head Office)

Umm.

0:32:16.150 --> 0:32:58.420

Person A (BT: Colleague & Corp Support: Finance)

Compare what with the figures that we are receiving from SDL because they don't have in SAP car and we have this explained in our documentation of course and for Netherlands, Netherlands was the last country that yeah went into voice 3 some weeks ago and we have here we have an issue that I am uh sharing with SAP BW team and say Here's accounting team because we are receiving through SDL and that gets the data directed from ORIS 3.

0:32:58.990 --> 0:33:1.790

Person A (BT: Colleague & Corp Support: Finance)

Umm thanks stars.

0:33:4.150 --> 0:33:5.960

Person A (BT: Colleague & Corp Support: Finance)

Now 10 or 12 stars.

0:33:10.780 --> 0:33:11.50

Person B (COMPANY ES: ES: Head Office)

And.

0:33:6.390 --> 0:33:12.900

Person A (BT: Colleague & Corp Support: Finance)

But in SAP C we only have two stars, so we have this deviation here.

0:33:13.370 --> 0:33:16.340

Person A (BT: Colleague & Corp Support: Finance)

So of course we have some this is not timing.

0:33:20.40 --> 0:33:20.280

Person B (COMPANY ES: ES: Head Office)

Umm.

0:33:16.650 --> 0:33:33.110

Person A (BT: Colleague & Corp Support: Finance)

This is some configuration issue or something like that, but I am looking into this or with the SAP BW team and also saves account team to fix that because and since there is no timing there is no different time zone.

0:33:35.490 --> 0:33:35.710

Person B (COMPANY ES: ES: Head Office)

Umm.

0:33:33.480 --> 0:33:40.200

Person A (BT: Colleague & Corp Support: Finance)

The numbers should match the numbers that we received from SDL and from SAP ECC.

0:33:40.880 --> 0:33:41.130

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:33:54.870 --> 0:33:55.720

Person B (COMPANY ES: ES: Head Office)

There. Serbia.

0:33:42.660 --> 0:33:56.430

Person A (BT: Colleague & Corp Support: Finance)

As an example for Romania that let me check Romania no issues because we have uh no deviations because we have the same numbers.

0:33:57.660 --> 0:34:0.310

Person A (BT: Colleague & Corp Support: Finance)

Sorry, we have the same numbers.

0:33:57.910 --> 0:34:0.430

Person B (COMPANY ES: ES: Head Office)

Yeah, Serbia. Yeah.

0:34:1.940 --> 0:34:2.860

Person A (BT: Colleague & Corp Support: Finance)

Uh, sorry.

0:34:4.520 --> 0:34:6.640

Person A (BT: Colleague & Corp Support: Finance)

Uh Romania.

0:34:8.80 --> 0:34:9.770

Person A (BT: Colleague & Corp Support: Finance)

Yes, yes it is stopping server.

0:34:5.460 --> 0:34:9.840

Person B (COMPANY ES: ES: Head Office)

You said Romania, but you are no worries.

0:34:9.780 --> 0:34:10.590

Person A (BT: Colleague & Corp Support: Finance)

I don't know why.

0:34:11.80 --> 0:34:11.810

Person B (COMPANY ES: ES: Head Office)

Yeah, I don't know.



0:34:10.910 --> 0:34:14.430

Person A (BT: Colleague & Corp Support: Finance)

Umm yeah, Roman is here.

0:34:14.940 --> 0:34:15.170

Person A (BT: Colleague & Corp Support: Finance)

Here.

0:34:15.200 --> 0:34:15.560

Person B (COMPANY ES: ES: Head Office)

Exactly.

0:34:16.150 --> 0:34:25.820

Person A (BT: Colleague & Corp Support: Finance)

So in that we have no deviations because the same numbers that we having in SDL from ORIS 3 we have in SAP ECC as well.

0:34:26.650 --> 0:34:40.840

Person A (BT: Colleague & Corp Support: Finance)

This 600 deviation is not regarding the ORIS 3 is regarding charity that we don't have in the studios, in a definition, in subpar, and we don't have in the same definition the test.

0:34:41.50 --> 0:34:46.330

Person A (BT: Colleague & Corp Support: Finance)

But we have this create variety into the total sales in subpar.

0:34:49.380 --> 0:34:49.600

Person B (COMPANY ES: ES: Head Office)

Umm.

0:34:46.500 --> 0:34:55.400

Person A (BT: Colleague & Corp Support: Finance)

So but this is not an A big issue and we need only to to check if there is not a AYUSH number on that.

0:34:56.70 --> 0:34:56.290

Person B (COMPANY ES: ES: Head Office)

Umm.

0:35:0.330 --> 0:35:8.770

Person A (BT: Colleague & Corp Support: Finance)

So we can go to the next topic that I have with you is about South Korea, South Korea, we have a big.

0:35:9.470 --> 0:35:11.610

Person A (BT: Colleague & Corp Support: Finance)

Deviation here because.

0:35:11.250 --> 0:35:12.60

Person B (COMPANY ES: ES: Head Office)

It's always.

0:35:12.160 --> 0:35:14.330

Person B (COMPANY ES: ES: Head Office)

It's always excluded and reading.

0:35:15.240 --> 0:35:22.580

Person A (BT: Colleague & Corp Support: Finance)

Yes, I am excluding uh because we because I am not using the local currencies, but the company currence.

0:35:25.910 --> 0:35:26.160

Person B (COMPANY ES: ES: Head Office)

Umm.

0:35:22.590 --> 0:35:29.270

Person A (BT: Colleague & Corp Support: Finance)

But I will use that to starting to use and I this is not an issue.

0:35:29.730 --> 0:35:37.0

Person A (BT: Colleague & Corp Support: Finance)

We can solve this in this calculation and I would like to share a discuss with you in more details before to make some change.

0:35:37.790 --> 0:35:48.60

Person A (BT: Colleague & Corp Support: Finance)

Let me show you this #90 million is what we have in SAP BW SPC.

0:35:48.790 --> 0:35:52.660

Person A (BT: Colleague & Corp Support: Finance)

And we also have for Korea, for South Korea.

0:35:53.40 --> 0:35:55.260

Person A (BT: Colleague & Corp Support: Finance)

Let me find out.

0:35:59.540 --> 0:36:0.220

Person A (BT: Colleague & Corp Support: Finance)

South Korea.

0:36:1.180 --> 0:36:1.450

Person B (COMPANY ES: ES: Head Office)

Umm.

0:36:3.100 --> 0:36:15.490

Person A (BT: Colleague & Corp Support: Finance)

That uh 919,000,000 is our own site, COMPANY and the marketplace chin Sajan.

0:36:14.810 --> 0:36:16.290

Person B (COMPANY ES: ES: Head Office)

Hmm. Umm.

0:36:15.790 --> 0:36:31.210

Person A (BT: Colleague & Corp Support: Finance)

So this is in SAP, it's OK, but this while there marketplaces that are franchising, we don't have SAP as the other franchising.

0:36:31.340 --> 0:36:35.330

Person A (BT: Colleague & Corp Support: Finance)

So right now this I don't know.

0:36:37.950 --> 0:36:40.230

Person B (COMPANY ES: ES: Head Office)

Umm. Mm-hmm.

0:36:47.220 --> 0:36:49.10

Person B (COMPANY ES: ES: Head Office)

Umm. Umm.

0:36:35.340 --> 0:36:54.30

Person A (BT: Colleague & Corp Support: Finance)

I don't have a way to make sure that this is correct and we can see that maybe this is not correct because we only have a negative sales only returns here and this is from 11th, so this is this number is not reliable.

0:36:54.340 --> 0:37:12.30

Person A (BT: Colleague & Corp Support: Finance)

I am discussing this with the local controllers and we don't have a solution so far, but we you you have anyway we are what I am trying to get is report or something.

0:37:12.380 --> 0:37:15.110

Person A (BT: Colleague & Corp Support: Finance)

Uh, and I may or something.

0:37:17.200 --> 0:37:17.410

Person B (COMPANY ES: ES: Head Office)

Umm.

0:37:15.200 --> 0:37:26.510

Person A (BT: Colleague & Corp Support: Finance)

Or some link that we can get the data for this franchising from Korea so we can make sure that these numbers are correct or not.

0:37:27.200 --> 0:37:27.450

Person B (COMPANY ES: ES: Head Office)

Umm.

0:37:35.70 --> 0:37:35.280

Person B (COMPANY ES: ES: Head Office)

Umm.

0:37:27.450 --> 0:37:46.120

Person A (BT: Colleague & Corp Support: Finance)

Well, this is what this is for me is the the main pain point that we have right now because the numbers are huge and we can see that the numbers far franchising are higher than we have in our own site.

0:37:46.630 --> 0:37:46.950

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:37:46.650 --> 0:37:52.600

Person A (BT: Colleague & Corp Support: Finance)

So we are talking about more than 50% of sales for South Korea.

0:37:55.760 --> 0:37:55.980

Person B (COMPANY ES: ES: Head Office)

Umm.

0:37:52.670 --> 0:38:8.910

Person A (BT: Colleague & Corp Support: Finance)

So this is the the main pain point that I am focusing to solve as soon as possible and I am working with a local controllers and I hope that we I can have a have some help from you and chemai as well.

0:38:9.520 --> 0:38:10.470

Person B (COMPANY ES: ES: Head Office)

Yeah, of course.

0:38:10.480 --> 0:38:11.270

Person B (COMPANY ES: ES: Head Office)

Absolutely.

0:38:12.110 --> 0:38:12.420

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:38:11.560 --> 0:38:19.950

Person B (COMPANY ES: ES: Head Office)

Uh, do you have also, like, uh, a contact list like ohh all local controllers or country controllers or?

0:38:21.310 --> 0:38:23.320

Person A (BT: Colleague & Corp Support: Finance)

Uh, yes, I have.

0:38:23.390 --> 0:38:24.160

Person A (BT: Colleague & Corp Support: Finance)

Uh.

0:38:36.210 --> 0:38:36.410

Person B (COMPANY ES: ES: Head Office)

Umm.

0:38:24.430 --> 0:38:37.510

Person A (BT: Colleague & Corp Support: Finance)

Anna, send me a contact list, but uh, actually, I don't know if this list is is updated because the two controllers that I am talking to are not in that list.

0:38:40.230 --> 0:38:40.480

Person B (COMPANY ES: ES: Head Office)

Umm.

0:38:49.450 --> 0:38:50.110

Person B (COMPANY ES: ES: Head Office)

Hmm, OK.

0:38:38.60 --> 0:38:52.70

Person A (BT: Colleague & Corp Support: Finance)

I found out them talking with group controlling Asia Group controlling manager so they are not in the list that I received from an.

0:38:52.140 --> 0:38:54.650

Person A (BT: Colleague & Corp Support: Finance)

I don't know if the list is correct.

0:38:54.840 --> 0:38:57.610

Person A (BT: Colleague & Corp Support: Finance)

Of yeah, we have some misunderstanding.

0:38:57.990 --> 0:39:7.750

Person A (BT: Colleague & Corp Support: Finance)

She sent another list, but we would be very helpful to to have a a contact list for all controllers I.

0:39:6.760 --> 0:39:8.430

Person B (COMPANY ES: ES: Head Office)

Yeah, I think we should have.

0:39:13.330 --> 0:39:13.590

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:39:8.520 --> 0:39:14.860

Person B (COMPANY ES: ES: Head Office)

Yeah, we should have one contact charge or something with all people.

0:39:15.460 --> 0:39:25.980

Person B (COMPANY ES: ES: Head Office)

A I mean not all users, but all technical people, all business users, and then I mean also not the ones who are consuming.

0:39:25.990 --> 0:39:31.900

Person B (COMPANY ES: ES: Head Office)

This is of course also important, but really the ones that can help us answering questions.

0:39:31.430 --> 0:39:31.920

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

0:39:33.840 --> 0:39:35.10

Person A (BT: Colleague & Corp Support: Finance)

And I don't know.

0:39:35.100 --> 0:39:36.950

Person A (BT: Colleague & Corp Support: Finance)

And uh, I will.

0:39:36.960 --> 0:39:39.390

Person A (BT: Colleague & Corp Support: Finance)

After our meeting, I will share with you.

0:39:40.210 --> 0:39:46.800

Person A (BT: Colleague & Corp Support: Finance)

Uh, the name is that we are that I am talking with about this.

0:39:45.200 --> 0:39:47.510

Person B (COMPANY ES: ES: Head Office)

Umm yeah, great.

0:39:47.170 --> 0:39:47.610

Person A (BT: Colleague & Corp Support: Finance)

This issue?

0:39:48.430 --> 0:39:51.480

Person A (BT: Colleague & Corp Support: Finance)

Umm yes this is a.

0:39:52.500 --> 0:39:53.70

Person A (BT: Colleague & Corp Support: Finance)

A what?

0:39:59.290 --> 0:39:59.620

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:39:53.360 --> 0:40:6.850

Person A (BT: Colleague & Corp Support: Finance)

Talking about main point, this is my my first main point and this is not good because more than 50% of sales we cannot trust for South Korea.

0:40:7.610 --> 0:40:8.100

Person B (COMPANY ES: ES: Head Office)

OK. Yeah.

0:40:8.880 --> 0:40:11.680

Person A (BT: Colleague & Corp Support: Finance)

Umm, OK.

0:40:11.730 --> 0:40:13.800

Person A (BT: Colleague & Corp Support: Finance)

Here we have all the markets.

0:40:13.810 --> 0:40:23.980

Person A (BT: Colleague & Corp Support: Finance)

I don't know if you have some other questions about this and my I want to talk to you about that to go to jump to the other topics.

0:40:24.40 --> 0:40:29.650

Person A (BT: Colleague & Corp Support: Finance)

Is that are two topics, but two that are one is a.

0:40:29.690 --> 0:40:32.660

Person A (BT: Colleague & Corp Support: Finance)

They are about Jill and Alshaya franchising.

0:40:33.370 --> 0:40:35.220

Person B (COMPANY ES: ES: Head Office)

Uh, it's it's not one second.

0:40:36.20 --> 0:40:36.320

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:40:35.270 --> 0:40:40.140

Person B (COMPANY ES: ES: Head Office)

Just early as we as you share this view here right now.

0:40:48.390 --> 0:40:48.880

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

0:40:44.20 --> 0:40:56.890

Person B (COMPANY ES: ES: Head Office)

Uh, just to be transparent, I made a quick screenshot so and I see that you are aggregating column D for instance into a total.

0:41:0.130 --> 0:41:0.900

Person B (COMPANY ES: ES: Head Office)

Uh, but don't.

0:41:0.910 --> 0:41:4.390

Person B (COMPANY ES: ES: Head Office)

We are also aggregating different currencies, right?

0:41:7.940 --> 0:41:16.500

Person A (BT: Colleague & Corp Support: Finance)

Yes, I I as I mentioned in the beginning, this is the reason that this number is not 100% correct.

0:41:23.90 --> 0:41:23.350

Person B (COMPANY ES: ES: Head Office)

Umm.

0:41:30.870 --> 0:41:31.190

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:41:17.670 --> 0:41:33.90

Person A (BT: Colleague & Corp Support: Finance)

Uh, because we I am aggregating different currencies for online sales and I am working to to put a, every, every few words, all the figures in the same currency and that will be the company company clearance.

0:41:34.70 --> 0:41:34.920

Person B (COMPANY ES: ES: Head Office)

Yeah, exactly.

0:41:34.930 --> 0:41:39.80

Person B (COMPANY ES: ES: Head Office)

I mean just umm, I mean, that's of course.

0:41:39.440 --> 0:42:11.420

Person B (COMPANY ES: ES: Head Office)

Technically not OK for, but let's say in order to produce AM DTS health percentages that could be OK of not doing a financially correct percolation, but this I would consider is a problem even for the DTS health calculation the least.

0:42:10.490 --> 0:42:11.510

Person A (BT: Colleague & Corp Support: Finance)

Umm uh.

0:42:11.430 --> 0:42:18.900

Person B (COMPANY ES: ES: Head Office)

What we should do is have one currency conversion or something.

0:42:18.910 --> 0:42:20.950

Person B (COMPANY ES: ES: Head Office)

So just that we come a little closer.

0:42:21.370 --> 0:42:25.230

Person B (COMPANY ES: ES: Head Office)

Or everything all the percentages.

0:42:27.0 --> 0:42:33.990

Person A (BT: Colleague & Corp Support: Finance)

Yes, actually, technically it's technically speaking and average is not correct as well.

0:42:34.710 --> 0:42:34.970

Person B (COMPANY ES: ES: Head Office)

Umm.

0:42:34.440 --> 0:42:36.500

Person A (BT: Colleague & Corp Support: Finance)

So uh, uh.

0:42:41.810 --> 0:42:42.490

Person B (COMPANY ES: ES: Head Office)

OK, OK.

0:42:36.640 --> 0:42:43.980

Person A (BT: Colleague & Corp Support: Finance)

But next week I will have this in the company currency for sure, as I have four stars.

0:42:44.870 --> 0:42:46.70

Person B (COMPANY ES: ES: Head Office)

Hmm, OK.

0:42:46.350 --> 0:42:47.260

Person A (BT: Colleague & Corp Support: Finance)

Yes. Yes.



0:42:47.270 --> 0:42:50.280

Person A (BT: Colleague & Corp Support: Finance)  
In our in the dashboard.

0:42:50.490 --> 0:42:52.240

Person A (BT: Colleague & Corp Support: Finance)  
Uh data quality dashboard.

0:42:52.250 --> 0:42:53.800

Person A (BT: Colleague & Corp Support: Finance)  
I can see that they.

0:42:53.910 --> 0:43:11.630

Person A (BT: Colleague & Corp Support: Finance)  
You they are using for the total and average, but I don't agree that average is correct as well because uh, we are talking about different numbers and we cannot use the average for different approach.

0:43:11.780 --> 0:43:14.940

Person A (BT: Colleague & Corp Support: Finance)  
But of course, for each each line for each market.

0:43:15.500 --> 0:43:20.970

Person A (BT: Colleague & Corp Support: Finance)  
They are in the same currency, so this person is 100% correct.

0:43:21.600 --> 0:43:21.980

Person B (COMPANY ES: ES: Head Office)  
Hmm.

0:43:22.400 --> 0:43:23.180

Person B (COMPANY ES: ES: Head Office)  
Yeah, exactly.

0:43:21.190 --> 0:43:23.310

Person A (BT: Colleague & Corp Support: Finance)  
This percents here for each market?

0:43:24.370 --> 0:43:24.610

Person B (COMPANY ES: ES: Head Office)  
Yeah.

0:43:23.940 --> 0:43:24.890

Person A (BT: Colleague & Corp Support: Finance)  
Umm, sure.

0:43:31.770 --> 0:43:32.90

Person A (BT: Colleague & Corp Support: Finance)  
Umm.

0:43:33.140 --> 0:43:33.780

Person A (BT: Colleague & Corp Support: Finance)  
Like him?

0:43:24.620 --> 0:43:34.960

Person B (COMPANY ES: ES: Head Office)

And if you're flip, if you're flip that, let's say, and if you have a 1% difference, right, then you would have a 99%, yeah.

0:43:37.860 --> 0:43:38.110

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:43:46.830 --> 0:43:47.90

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:43:34.970 --> 0:43:53.90

Person B (COMPANY ES: ES: Head Office)

Then it would be 99% correct just to simplify it a little bit and then we would have for all the markets not a difference than we would have a correct percentage and then making an average or median over the correct percentage.

0:43:53.640 --> 0:43:55.920

Person B (COMPANY ES: ES: Head Office)

I think that number gives.

0:43:57.120 --> 0:43:58.750

Person B (COMPANY ES: ES: Head Office)

A the business user.

0:43:58.760 --> 0:44:5.850

Person B (COMPANY ES: ES: Head Office)

The least and the current phase, I mean in the long run, we might have a different.

0:44:9.190 --> 0:44:9.590

Person A (BT: Colleague & Corp Support: Finance)

No, no, no.

0:44:7.90 --> 0:44:10.300

Person B (COMPANY ES: ES: Head Office)

Criteria or or a different way how to quantify it?

0:44:11.90 --> 0:44:21.730

Person B (COMPANY ES: ES: Head Office)

But then I feel as of now, that is what people would better understand also, right, because then we could also know I'm thinking loud again.

0:44:22.650 --> 0:44:39.900

Person B (COMPANY ES: ES: Head Office)

Uh, I'm a person with a lot of ideas, usually so because then we could also agree in the first step, saying like every single market, we could say what is what we consider a small or a big problem.

0:44:47.530 --> 0:44:47.810

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:44:40.90 --> 0:44:57.250

Person B (COMPANY ES: ES: Head Office)

Let's say if 19 if it's 99%, then it's probably OK as of now the perfect but perfect could be somewhere in 2024 next year, but then we say it's and if it's below 99% then it's a problem or something.

0:44:57.260 --> 0:45:9.130

Person B (COMPANY ES: ES: Head Office)

So because that then we have also some visual aid if we would translate that into an icon or into green or red, or because this is a huge table.

0:45:10.590 --> 0:45:10.940

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

0:45:9.140 --> 0:45:13.660

Person B (COMPANY ES: ES: Head Office)

Of course, we have all the markets we have online.

0:45:13.670 --> 0:45:14.860

Person B (COMPANY ES: ES: Head Office)

We have store.

0:45:14.930 --> 0:45:17.950

Person B (COMPANY ES: ES: Head Office)

We have potentially also more values to track.

0:45:27.440 --> 0:45:28.430

Person A (BT: Colleague & Corp Support: Finance)

Sure, sure.

0:45:18.650 --> 0:45:29.750

Person B (COMPANY ES: ES: Head Office)

Uh, that is almost like a heat map, so that potential we could then also build a heat map where it's easier to spot for someone like Colin for instance.

0:45:30.950 --> 0:45:31.600

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

0:45:29.760 --> 0:45:36.800

Person B (COMPANY ES: ES: Head Office)

Like, OK, like a small like minus 00 comma zero 2%.

0:45:39.250 --> 0:45:43.160

Person B (COMPANY ES: ES: Head Office)

I mean from a financial perspective, it's not a big problem.

0:45:43.170 --> 0:45:44.800

Person B (COMPANY ES: ES: Head Office)

Technically, it could be a big problem.

0:45:44.810 --> 0:45:45.880

Person B (COMPANY ES: ES: Head Office)

Of course, right.

0:45:46.90 --> 0:45:47.220

Person A (BT: Colleague & Corp Support: Finance)

Hmm, right.

0:45:46.270 --> 0:45:54.300

Person B (COMPANY ES: ES: Head Office)

Like you were talking about South Korea, that is probably from an operations perspective, a huge problem.

0:46:5.830 --> 0:46:6.190

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:45:54.390 --> 0:46:13.80

Person B (COMPANY ES: ES: Head Office)

And also in terms of number, it's a huge problem, but that's also what I would like to see in in such a table where we add operational metadata information saying like here we really have a huge problem and that is something we almost would like to address.

0:46:13.90 --> 0:46:26.840

Person B (COMPANY ES: ES: Head Office)

At the same time, to Adam and Ellen, right, saying like you want a good report, then you need to get your guys because we can always ask a controller in South Korea or the franchise controller.

0:46:27.270 --> 0:46:38.100

Person B (COMPANY ES: ES: Head Office)

But I think we need to have also a priority lane or something and say like the topic is too big to be solved by us so that we cannot solve this.

0:46:38.710 --> 0:46:38.980

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:46:43.50 --> 0:46:45.520

Person B (COMPANY ES: ES: Head Office)

So perhaps we want to play around with this a bit.

0:46:45.530 --> 0:46:49.390

Person B (COMPANY ES: ES: Head Office)

I think local currency is absolutely important to see.

0:46:50.470 --> 0:46:55.780

Person B (COMPANY ES: ES: Head Office)

Uh, a bit of a heat map view, but also apart from the difference.

0:46:55.830 --> 0:46:56.550

Person B (COMPANY ES: ES: Head Office)

Plus minus.

0:46:57.540 --> 0:46:58.990

Person B (COMPANY ES: ES: Head Office)

Uh, in terms of accuracy?

0:47:6.190 --> 0:47:6.310

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:47:0.320 --> 0:47:8.680

Person B (COMPANY ES: ES: Head Office)

Also, to understand what is the market accuracy in total and then have an either an average or median over all?

0:47:11.710 --> 0:47:13.930

Person A (BT: Colleague & Corp Support: Finance)

Umm. Umm.

0:47:11.150 --> 0:47:18.70

Person B (COMPANY ES: ES: Head Office)

But data and I think also meet the least I can speak for myself and all the business user.

0:47:20.240 --> 0:47:28.740

Person B (COMPANY ES: ES: Head Office)

Sorry, we still need to learn in what occasion or in what situation or for what question gonna take us about water.

0:47:29.770 --> 0:47:30.180

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:47:30.550 --> 0:47:31.20

Person A (BT: Colleague & Corp Support: Finance)

Make job?

0:47:35.160 --> 0:47:42.80

Person B (COMPANY ES: ES: Head Office)

What kind of number might give us a better understanding about the problem, you know?

0:47:43.400 --> 0:47:57.330

Person B (COMPANY ES: ES: Head Office)

And I think we need to learn that also over time that sometimes the difference is good, sometimes the total is good, sometimes the local value or the local currency is good, sometimes the converter is better.

0:47:57.490 --> 0:48:4.320

Person B (COMPANY ES: ES: Head Office)

So I think we should have that in our analysis chart available.

0:48:6.740 --> 0:48:9.60

Person A (BT: Colleague & Corp Support: Finance)

Umm, I agree with you.

0:48:11.70 --> 0:48:11.950

Person A (BT: Colleague & Corp Support: Finance)

We can include.

0:48:15.110 --> 0:48:19.580

Person A (BT: Colleague & Corp Support: Finance)

So OK, this is the spreadsheet for online sales.

0:48:19.590 --> 0:48:25.340

Person A (BT: Colleague & Corp Support: Finance)

We have almost the same for store sales and I want to show some details with you.

0:48:26.60 --> 0:48:28.630

Person A (BT: Colleague & Corp Support: Finance)

Let me talk about.

0:48:29.750 --> 0:48:38.380

Person A (BT: Colleague & Corp Support: Finance)

True franchising that we are still waiting for for then low life in.

0:48:38.390 --> 0:48:39.220

Person A (BT: Colleague & Corp Support: Finance)

Yes, OK.

0:48:42.390 --> 0:48:42.620

Person B (COMPANY ES: ES: Head Office)

Umm.

0:48:55.850 --> 0:48:56.80

Person B (COMPANY ES: ES: Head Office)

Umm.

0:48:39.650 --> 0:49:10.600

Person A (BT: Colleague & Corp Support: Finance)

That is due and alshaya for Middle East, some Middle East countries, and for alshaya the the original due date to go live was July 6th, but they had some issues in the end to end test and they are working on that and I received an update today that the goal life should be next Tuesday.

0:49:11.140 --> 0:49:11.440

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:49:11.230 --> 0:49:33.640

Person A (BT: Colleague & Corp Support: Finance)

So we will have the goal life, we have an agreement with them, with the our SHA and Jill and with the Yes Kid team that after the whole life all the data, the the full month data for July they will send to include in the DTS.

0:49:34.100 --> 0:49:36.370

Person B (COMPANY ES: ES: Head Office)

Cool. Umm.

0:49:33.650 --> 0:49:44.490

Person A (BT: Colleague & Corp Support: Finance)

So by the end of July, by the end of July, we will have all the data for this 2 franchising into the DTS Jill.

0:49:43.140 --> 0:49:47.970

Person B (COMPANY ES: ES: Head Office)

Now the timing, we'll have to be careful with the end of month routine now.

0:49:48.70 --> 0:49:48.920

Person A (BT: Colleague & Corp Support: Finance)

Yes, I know.

0:49:49.400 --> 0:49:50.150

Person B (COMPANY ES: ES: Head Office)

OK, good. Yeah.

0:49:53.340 --> 0:49:53.840

Person B (COMPANY ES: ES: Head Office)

Uh, great.

0:49:49.810 --> 0:49:54.620

Person A (BT: Colleague & Corp Support: Finance)

Yes, and I am following a very close this for you.

0:49:55.100 --> 0:49:55.460

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:49:55.540 --> 0:49:58.340

Person A (BT: Colleague & Corp Support: Finance)

For you, the estimated goal life was.

0:50:15.310 --> 0:50:15.520

Person B (COMPANY ES: ES: Head Office)

Umm.

0:50:1.200 --> 0:50:16.150

Person A (BT: Colleague & Corp Support: Finance)

Was July 10th and they also had some problems and in the tests and they have, they are delayed and they the new date is July 18th song.

0:50:17.140 --> 0:50:34.540

Person A (BT: Colleague & Corp Support: Finance)

Very, very close to mount end, but we me and yes, kitten and also our team is specially in notific we have an agreement with the Yes kitten and uh.

0:50:34.600 --> 0:50:45.10

Person A (BT: Colleague & Corp Support: Finance)

Uh, if, for instance, they will not be able to go live into a by the end of July, they can send the data.

0:50:48.330 --> 0:50:48.560

Person B (COMPANY ES: ES: Head Office)

Umm.

0:50:45.340 --> 0:50:51.750

Person A (BT: Colleague & Corp Support: Finance)

They can create a fake orders for sales and send this data to the order.

0:50:51.760 --> 0:51:0.10

Person A (BT: Colleague & Corp Support: Finance)

To that, we can have this into a DTS by the end or before the end of the month.

0:51:0.520 --> 0:51:0.790

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:51:0.20 --> 0:51:1.670

Person A (BT: Colleague & Corp Support: Finance)

So we have this Plan B.

0:51:6.620 --> 0:51:6.860

Person B (COMPANY ES: ES: Head Office)

Umm.

0:51:1.740 --> 0:51:11.360

Person A (BT: Colleague & Corp Support: Finance)

If the goal like we will not be possible, they will send a fake orders to get the data into DTS.

0:51:11.730 --> 0:51:12.0

Person B (COMPANY ES: ES: Head Office)

Umm.

0:51:11.890 --> 0:51:30.800

Person A (BT: Colleague & Corp Support: Finance)

This data this fails will be a gross sales we will not be able to export their their returns, but I understand and we agree that it's better to have the gross sales without Explorer interns then nothing.

0:51:32.160 --> 0:51:32.840

Person B (COMPANY ES: ES: Head Office)

But why?

0:51:31.90 --> 0:51:33.370

Person A (BT: Colleague & Corp Support: Finance)

So we of course referring.

0:51:44.250 --> 0:51:44.480

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:52:4.790 --> 0:52:5.40

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.



0:51:32.880 --> 0:52:9.720

Person B (COMPANY ES: ES: Head Office)

OK, it sounds brilliant, but also at the same time I was thinking I don't know what the SEIT team is right now, but probably you can help me with that a bit, but it it sounds a bit like to me and we don't need to discuss it right now, but it sounds a bit to me that regarding franchise sales we we probably should have a simple system with with something because it's it's here and there there are a few issues, right or that we have a proper a sales estimation, right.

0:52:9.840 --> 0:52:32.970

Person B (COMPANY ES: ES: Head Office)

And you mentioned also the the return rate or the the return, the total return quote that we could have of course also like yeah, you can provide the gross sales and we have also an average percentage all the time where we would say we could usually expect, I don't know just making something up here.

0:52:33.670 --> 0:52:33.940

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:52:33.150 --> 0:52:43.140

Person B (COMPANY ES: ES: Head Office)

We have a return rate of 14% in that uh and that market and then it could be 23% and then 5% in the other market.

0:52:47.150 --> 0:52:47.410

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:52:43.430 --> 0:52:49.380

Person B (COMPANY ES: ES: Head Office)

So that we have a good estimated a number that could be corrected afterwards.

0:52:50.640 --> 0:52:53.490

Person A (BT: Colleague & Corp Support: Finance)

Uh, yes, we can discuss about this and uh, what?

0:52:53.500 --> 0:52:58.990

Person A (BT: Colleague & Corp Support: Finance)

I know that is the percent of our returns for that market.

0:53:1.210 --> 0:53:1.560

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:52:59.40 --> 0:53:4.610

Person A (BT: Colleague & Corp Support: Finance)

Is is more like 5 or four or five or 6%.

0:53:5.80 --> 0:53:21.420

Person A (BT: Colleague & Corp Support: Finance)

But we can, I will discuss with them if we have a the possibility to calculate this rate so we can of course have a a best estimation or a bad estimation with this says.

0:53:21.630 --> 0:53:25.450

Person A (BT: Colleague & Corp Support: Finance)  
But I still have the spectation that we will not.

0:53:26.540 --> 0:53:32.110

Person A (BT: Colleague & Corp Support: Finance)  
I need to use this Plan B and my expectation is that until.

0:53:32.960 --> 0:53:33.230

Person B (COMPANY ES: ES: Head Office)  
OK.

0:53:33.450 --> 0:53:35.820

Person A (BT: Colleague & Corp Support: Finance)  
Maximum July 20th with you.

0:53:37.980 --> 0:53:38.240

Person B (COMPANY ES: ES: Head Office)  
Umm.

0:53:35.830 --> 0:53:39.90

Person A (BT: Colleague & Corp Support: Finance)  
You have bought single life. Umm.

0:53:42.510 --> 0:53:44.840

Person A (BT: Colleague & Corp Support: Finance)  
OK, so we have 20 minutes.

0:53:44.850 --> 0:53:47.550

Person A (BT: Colleague & Corp Support: Finance)  
Uh, can we talk about our sales?

0:53:48.460 --> 0:53:48.780

Person B (COMPANY ES: ES: Head Office)  
Oh yeah.

0:53:49.390 --> 0:53:50.490

Person A (BT: Colleague & Corp Support: Finance)  
Yes, that is easier.

0:53:51.870 --> 0:53:52.200

Person A (BT: Colleague & Corp Support: Finance)  
Uh.

0:53:53.140 --> 0:53:53.820

Person A (BT: Colleague & Corp Support: Finance)  
And it starts.

0:53:53.830 --> 0:53:56.630

Person A (BT: Colleague & Corp Support: Finance)  
User is much more on this.

0:53:56.680 --> 0:54:2.110

Person A (BT: Colleague & Corp Support: Finance)

Uh, easier to to check and understand what is happened.

0:54:2.180 --> 0:54:3.920

Person A (BT: Colleague & Corp Support: Finance)

We have a pain point here.

0:54:7.280 --> 0:54:7.540

Person B (COMPANY ES: ES: Head Office)

Umm.

0:54:4.770 --> 0:54:12.250

Person A (BT: Colleague & Corp Support: Finance)

Uh, it's China and I will explain you what we are doing to to fix this problem.

0:54:12.440 --> 0:54:13.960

Person A (BT: Colleague & Corp Support: Finance)

This is not a problem.

0:54:14.460 --> 0:54:30.870

Person A (BT: Colleague & Corp Support: Finance)

This is a small issue, but we need to fix before this will be bigger because they are changing the post, the post software and they have some pilot implementing for pilot for some.

0:54:30.880 --> 0:54:33.260

Person A (BT: Colleague & Corp Support: Finance)

Some ah stars.

0:54:34.70 --> 0:54:40.60

Person A (BT: Colleague & Corp Support: Finance)

But in the future, in the short future, they will spread for all these stars in China.

0:54:40.270 --> 0:54:45.270

Person A (BT: Colleague & Corp Support: Finance)

So we need to solve this this issue before to spread for all these stars.

0:54:47.830 --> 0:54:50.310

Person A (BT: Colleague & Corp Support: Finance)

So let this start.

0:54:50.410 --> 0:55:0.410

Person A (BT: Colleague & Corp Support: Finance)

Umm what I want to comment is that the this is more deviations that we see our stars are.

0:55:0.450 --> 0:55:1.760

Person A (BT: Colleague & Corp Support: Finance)

We are still online.

0:55:3.40 --> 0:55:3.260

Person B (COMPANY ES: ES: Head Office)

Umm.

0:55:1.810 --> 0:55:3.520

Person A (BT: Colleague & Corp Support: Finance)

Let me change it here.

0:55:3.830 --> 0:55:4.930

Person A (BT: Colleague & Corp Support: Finance)

Online starts.

0:55:7.40 --> 0:55:15.420

Person A (BT: Colleague & Corp Support: Finance)

Uh, first of all here for store sales we are in using the company during the.

0:55:15.430 --> 0:55:19.160

Person A (BT: Colleague & Corp Support: Finance)

So all the countries are the markets are in the same currency.

0:55:19.280 --> 0:55:24.120

Person A (BT: Colleague & Corp Support: Finance)

So this percent is a correct, technically correct.

0:55:26.500 --> 0:55:26.740

Person B (COMPANY ES: ES: Head Office)

Umm.

0:55:24.410 --> 0:55:31.310

Person A (BT: Colleague & Corp Support: Finance)

So there is no distortion because the different currents we are using the same for all of them.

0:55:32.50 --> 0:55:32.360

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:55:33.40 --> 0:55:35.870

Person A (BT: Colleague & Corp Support: Finance)

Umm, so uh, we can see.

0:55:35.880 --> 0:55:37.520

Person A (BT: Colleague & Corp Support: Finance)

Uh, some small deviations.

0:55:55.320 --> 0:55:55.560

Person B (COMPANY ES: ES: Head Office)

Umm.

0:55:37.530 --> 0:55:58.610

Person A (BT: Colleague & Corp Support: Finance)

Here with more say using support card that we having SAP C This is also doing the uh the sales definition that in the TS is not considering charity and in the SAP we have included charity.

0:56:4.140 --> 0:56:4.510

Person B (COMPANY ES: ES: Head Office)

OK.

0:55:58.680 --> 0:56:6.200

Person A (BT: Colleague & Corp Support: Finance)

So all of this is motivations are doing to charity, and I can easily identify this.

0:56:7.200 --> 0:56:7.450

Person B (COMPANY ES: ES: Head Office)

Umm.

0:56:8.740 --> 0:56:27.850

Person A (BT: Colleague & Corp Support: Finance)

So about China right now we have a two stars that is 187 and also 398 stars that are the pilot for the new post software.

0:56:34.20 --> 0:56:34.320

Person B (COMPANY ES: ES: Head Office)

OK.

0:56:28.350 --> 0:56:43.270

Person A (BT: Colleague & Corp Support: Finance)

And we are missing sales for them for some department and I have been discussed with the our team and the China team and we figure out that this real.

0:56:43.360 --> 0:56:50.850

Person A (BT: Colleague & Corp Support: Finance)

The reason is that for this new software post software, they included a product group.

0:56:52.70 --> 0:56:52.330

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:56:50.860 --> 0:56:55.230

Person A (BT: Colleague & Corp Support: Finance)

Groups different than we that we have into the TS.

0:56:55.900 --> 0:56:57.50

Person B (COMPANY ES: ES: Head Office)

It always happened.

0:56:57.100 --> 0:57:0.420

Person B (COMPANY ES: ES: Head Office)

Just any with every new process to yeah, sorry.

0:56:58.960 --> 0:57:3.180

Person A (BT: Colleague & Corp Support: Finance)

Yes, I can believe that you have experience with this and.

0:57:3.80 --> 0:57:6.270

Person B (COMPANY ES: ES: Head Office)

Oh yeah, the memories are coming back from the past.

0:57:6.280 --> 0:57:7.310

Person B (COMPANY ES: ES: Head Office)

Yeah, sorry.

0:57:6.90 --> 0:57:7.710

Person A (BT: Colleague & Corp Support: Finance)

Yes, yes.

0:57:8.190 --> 0:57:10.410

Person A (BT: Colleague & Corp Support: Finance)

In the Diaz, we are considering three groups.

0:57:11.520 --> 0:57:11.830

Person B (COMPANY ES: ES: Head Office)

Umm.

0:57:11.120 --> 0:57:13.360

Person A (BT: Colleague & Corp Support: Finance)

Uh textile.

0:57:15.600 --> 0:57:15.840

Person B (COMPANY ES: ES: Head Office)

Umm.

0:57:13.680 --> 0:57:25.550

Person A (BT: Colleague & Corp Support: Finance)

Cosmetic and waters and they included in this pilot other five groups and they but they are they are saying that maybe this is not correct.

0:57:25.560 --> 0:57:26.100

Person A (BT: Colleague & Corp Support: Finance)

It isn't.

0:57:33.180 --> 0:57:33.500

Person B (COMPANY ES: ES: Head Office)

Umm.

0:57:26.160 --> 0:57:36.130

Person A (BT: Colleague & Corp Support: Finance)

This is an error in tomorrow we will have a definitive answer on that, and if it is, this is an error.

0:57:38.750 --> 0:57:39.30

Person B (COMPANY ES: ES: Head Office)

Hmm.

0:57:36.460 --> 0:57:46.10

Person A (BT: Colleague & Corp Support: Finance)

OK, they will fix that and if this is not an error so we will change the DTS to include this new groups.

0:57:46.490 --> 0:57:46.750

Person B (COMPANY ES: ES: Head Office)

Umm.

0:57:46.420 --> 0:57:48.950

Person A (BT: Colleague & Corp Support: Finance)

So this decision where you you have tomorrow.

0:57:49.280 --> 0:58:2.90

Person A (BT: Colleague & Corp Support: Finance)

So for for now we are missing the sales for this new groups, but are we are we will have this fixed from tomorrow or uh, late, early next week?

0:58:0.470 --> 0:58:2.960

Person B (COMPANY ES: ES: Head Office)

Umm yeah.

0:58:2.970 --> 0:58:4.560

Person B (COMPANY ES: ES: Head Office)

Yeah, super sounds great.

0:58:4.320 --> 0:58:4.560

Person A (BT: Colleague & Corp Support: Finance)

Umm.

0:58:5.310 --> 0:58:8.720

Person B (COMPANY ES: ES: Head Office)

Do you have background information about the new post solution?

0:58:8.930 --> 0:58:11.190

Person B (COMPANY ES: ES: Head Office)

What kind of solution or vendor it is?

0:58:12.160 --> 0:58:14.890

Person A (BT: Colleague & Corp Support: Finance)

Yes, I have the name of the of the vendor.

0:58:14.900 --> 0:58:19.830

Person A (BT: Colleague & Corp Support: Finance)

Let me confirm here is tech text something?

0:58:19.840 --> 0:58:20.730

Person A (BT: Colleague & Corp Support: Finance)

Let me check.

0:58:28.210 --> 0:58:28.700

Person B (COMPANY ES: ES: Head Office)

OK.

0:58:26.590 --> 0:58:29.450

Person A (BT: Colleague & Corp Support: Finance)

Tech Trance, this is umm.

0:58:28.710 --> 0:58:31.610

Person B (COMPANY ES: ES: Head Office)

That sounds that Chinese brand alright.

0:58:31.760 --> 0:58:32.350

Person A (BT: Colleague & Corp Support: Finance)

Ah yeah.

0:58:33.810 --> 0:58:34.530

Person B (COMPANY ES: ES: Head Office)

That's OK.

0:58:32.400 --> 0:58:35.160

Person A (BT: Colleague & Corp Support: Finance)

Chinese brand umm umm?

0:58:35.590 --> 0:58:35.880

Person A (BT: Colleague & Corp Support: Finance)

Yes.

0:58:34.570 --> 0:58:36.280

Person B (COMPANY ES: ES: Head Office)

OK, never heard before. Good.

0:58:43.750 --> 0:58:44.140

Person B (COMPANY ES: ES: Head Office)

Awesome.

0:58:35.890 --> 0:58:44.250

Person A (BT: Colleague & Corp Support: Finance)

And we we open a ticket to follow up this, but we are already working to solve umm.

0:58:44.190 --> 0:58:45.100

Person B (COMPANY ES: ES: Head Office)

Yeah. Super nice.

0:58:45.290 --> 0:58:46.210

Person B (COMPANY ES: ES: Head Office)

Yeah, good.

0:58:48.420 --> 0:58:49.360

Person B (COMPANY ES: ES: Head Office)

But these are probably.

0:58:50.580 --> 0:58:51.540

Person B (COMPANY ES: ES: Head Office)

Uh.

0:58:51.860 --> 0:58:54.350

Person B (COMPANY ES: ES: Head Office)

Ever on go, I mean that can happen anytime.

0:58:54.360 --> 0:58:58.830

Person B (COMPANY ES: ES: Head Office)

This kind of thing, all incidents or circumstances?

0:58:58.920 --> 0:59:1.460

Person B (COMPANY ES: ES: Head Office)

Why something is not showing the correct number?



0:59:2.110 --> 0:59:2.900

Person A (BT: Colleague & Corp Support: Finance)

Umm, yes.

0:59:17.510 --> 0:59:19.500

Person B (COMPANY ES: ES: Head Office)

Yeah, a quick question.

0:59:2.910 --> 0:59:20.280

Person A (BT: Colleague & Corp Support: Finance)

And the good thing is that with this, uh, daily comparison, we can, uh easily identify this kind of issue and and go find out who can help us to fix and correct them. Umm.

0:59:20.170 --> 0:59:21.610

Person B (COMPANY ES: ES: Head Office)

How is this?

0:59:21.620 --> 0:59:31.160

Person B (COMPANY ES: ES: Head Office)

Like we discussed already, the store data quality might be better or be evaluated in the morning online later later in the morning or during lunchtime.

0:59:31.170 --> 0:59:31.810

Person B (COMPANY ES: ES: Head Office)

Or. But later?

0:59:32.890 --> 0:59:47.170

Person B (COMPANY ES: ES: Head Office)

Umm, now you should also Michael is is there something like like a daily stand up call or data quality call or DTS communication call?

0:59:51.30 --> 0:59:53.970

Person A (BT: Colleague & Corp Support: Finance)

Uh, I'm not sure if I understood your question.

0:59:55.510 --> 0:59:56.240

Person B (COMPANY ES: ES: Head Office)

Is there is there?

0:59:55.870 --> 0:59:56.310

Person A (BT: Colleague & Corp Support: Finance)

Uh, we.

0:59:56.250 --> 1:0:1.290

Person B (COMPANY ES: ES: Head Office)

Is there is there every morning or quick meeting around where we where you guys talk about?

1:0:15.670 --> 1:0:16.20

Person B (COMPANY ES: ES: Head Office)

Hmm.

1:0:27.430 --> 1:0:27.680

Person B (COMPANY ES: ES: Head Office)

Umm.

1:0:39.310 --> 1:0:39.680

Person B (COMPANY ES: ES: Head Office)

OK.

1:0:40.460 --> 1:0:40.670

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:0:41.770 --> 1:0:42.800

Person A (BT: Colleague & Corp Support: Finance)

Come, come.

1:0:39.740 --> 1:0:42.930

Person B (COMPANY ES: ES: Head Office)

When you share this can I join in and yeah.

1:0:43.350 --> 1:0:45.910

Person A (BT: Colleague & Corp Support: Finance)

I will send you the the link.

1:0:47.20 --> 1:0:49.950

Person B (COMPANY ES: ES: Head Office)

Is that kind of new DTS SharePoint site or?

1:0:51.320 --> 1:0:52.730

Person A (BT: Colleague & Corp Support: Finance)

Uh, not really.

1:0:52.800 --> 1:0:58.370

Person A (BT: Colleague & Corp Support: Finance)

This is aware we have data, metadata and data quality checks.

1:0:59.40 --> 1:0:59.340

Person B (COMPANY ES: ES: Head Office)

Hmm.

1:0:59.340 --> 1:1:0.640

Person A (BT: Colleague & Corp Support: Finance)

Uh, let me show you.

1:1:25.630 --> 1:1:25.830

Person B (COMPANY ES: ES: Head Office)

Umm.

1:1:23.840 --> 1:1:34.380

Person A (BT: Colleague & Corp Support: Finance)

This is the share point and I will include the link in the chat and maybe I will need to grant access for you.

1:1:35.360 --> 1:1:36.30

Person B (COMPANY ES: ES: Head Office)

Now we'll see.

1:1:37.170 --> 1:1:38.570

Person A (BT: Colleague & Corp Support: Finance)

Umm, we will see.

1:1:58.130 --> 1:2:2.430

Person A (BT: Colleague & Corp Support: Finance)

As I said, uh store sales are much more stable.

1:2:8.850 --> 1:2:9.50

Person B (COMPANY ES: ES: Head Office)

Yeah.

1:2:31.910 --> 1:2:32.240

Person B (COMPANY ES: ES: Head Office)

Umm.

1:2:2.490 --> 1:2:36.630

Person A (BT: Colleague & Corp Support: Finance)

So in the morning we already have this, this level of accuracy, but again look and all SAP all different types things that we are not in your car and my my goal is to include not if not possible in SAP at least to include some service that we can compare our franchising data with some other system or report or something like that.

1:2:37.360 --> 1:2:37.570

Person B (COMPANY ES: ES: Head Office)

Umm.

1:2:38.420 --> 1:2:41.900

Person A (BT: Colleague & Corp Support: Finance)

Umm, often that we have no SAP, our franchising.

1:2:42.830 --> 1:2:43.10

Person B (COMPANY ES: ES: Head Office)

Yeah.

1:2:44.370 --> 1:2:47.170

Person B (COMPANY ES: ES: Head Office)

And we're coming up with a towards the end of time.

1:2:50.210 --> 1:2:50.640

Person A (BT: Colleague & Corp Support: Finance)

Mm-hmm.

1:2:47.180 --> 1:2:59.310

Person B (COMPANY ES: ES: Head Office)

So we have only three or four very quick questions and the sales data lake on what platform is a, is it running instead of Microsoft or is that on the Google Cloud platform?

1:3:1.460 --> 1:3:8.630

Person A (BT: Colleague & Corp Support: Finance)

The state of Data Lake I really don't know your question is about the sales data Lake.

1:3:9.270 --> 1:3:9.430

Person B (COMPANY ES: ES: Head Office)

Yeah.

1:3:12.880 --> 1:3:13.180

Person B (COMPANY ES: ES: Head Office)

Hmm.

1:3:14.970 --> 1:3:15.430

Person B (COMPANY ES: ES: Head Office)

Never mind.

1:3:10.440 --> 1:3:15.890

Person A (BT: Colleague & Corp Support: Finance)

Yes, I I don't know what is the platform for short, Stefan Nose.

1:3:16.590 --> 1:3:17.400

Person B (COMPANY ES: ES: Head Office)

Yeah, exactly.

1:3:16.340 --> 1:3:18.400

Person A (BT: Colleague & Corp Support: Finance)

Yes. Umm.

1:3:17.490 --> 1:3:26.200

Person B (COMPANY ES: ES: Head Office)

So and and then like all this data source and so on, we have a shared.

1:3:34.350 --> 1:3:34.640

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:3:26.750 --> 1:3:38.870

Person B (COMPANY ES: ES: Head Office)

I mean, Stefan has done some really cool drawings that I have seen also around the system architecture on confluence, but do we have also a data flow chart?

1:3:42.360 --> 1:3:45.520

Person B (COMPANY ES: ES: Head Office)

Like showing the data lineage yes.

1:3:56.20 --> 1:3:56.260

Person B (COMPANY ES: ES: Head Office)

Umm.

1:4:7.300 --> 1:4:7.650

Person B (COMPANY ES: ES: Head Office)

Umm.

1:3:42.830 --> 1:4:10.260

Person A (BT: Colleague & Corp Support: Finance)

The the total data flow or only for yes, yes we have a data flow chart for the test, but the entire data flow to in data flow we don't have and I saw this data flow against some meetings with the pit and also with say you use accounting, but we really don't have this data flow, Frank.

1:4:11.140 --> 1:4:11.590

Person B (COMPANY ES: ES: Head Office)

OK.

1:4:12.430 --> 1:4:12.660

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:4:18.250 --> 1:4:18.550

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:4:11.660 --> 1:4:20.670

Person B (COMPANY ES: ES: Head Office)

I would say do you agree if we say we we want this right, we need this to understand, yeah.

1:4:21.960 --> 1:4:26.10

Person A (BT: Colleague & Corp Support: Finance)

Yes, I agree with you and and you, Roman.

1:4:23.940 --> 1:4:26.690

Person B (COMPANY ES: ES: Head Office)

And then also in that does need to start tomorrow.

1:4:26.700 --> 1:4:47.810

Person B (COMPANY ES: ES: Head Office)

But I mean this this architecture language, one picture and all these things I truly believe and because that is really what makes in particular as we are people from different teams also business IT different countries and so on makes it a bit challenging.

1:4:47.820 --> 1:4:49.860

Person B (COMPANY ES: ES: Head Office)

So that we have it, uh.

1:4:53.190 --> 1:4:53.410

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:4:59.0 --> 1:4:59.190

Person A (BT: Colleague & Corp Support: Finance)

Yes.

1:4:50.380 --> 1:5:8.380

Person B (COMPANY ES: ES: Head Office)

Altogether, as a document plays probably in a SharePoint in confluence or I don't know edit in the place so that we get a full TSV on this and then I would kindly ask you to think about umm, what I really would like to have.

1:5:8.390 --> 1:5:10.450

Person B (COMPANY ES: ES: Head Office)

I don't know for how long time.

1:5:12.800 --> 1:5:27.680

Person B (COMPANY ES: ES: Head Office)

And if it should be once or twice a day, regardless whether it's good or bad that we have a kind of a daily stand up call around the DTS situation so that we can align on the issues.

1:5:27.690 --> 1:5:30.130

Person B (COMPANY ES: ES: Head Office)

The questions the problems.

1:5:29.250 --> 1:5:31.590

Person A (BT: Colleague & Corp Support: Finance)

Umm, would it be useful? Yeah.

1:5:37.790 --> 1:5:39.330

Person A (BT: Colleague & Corp Support: Finance)

I mean and chemai maybe?

1:5:32.350 --> 1:5:42.920

Person B (COMPANY ES: ES: Head Office)

And also thinking about perhaps you and me, we can start and then we think about absolutely, I'm 100% open.

1:5:43.50 --> 1:5:49.80

Person B (COMPANY ES: ES: Head Office)

I'm only afraid if it's more than seven or eight people, then it becomes very slow and sluggish.

1:5:48.660 --> 1:5:50.800

Person A (BT: Colleague & Corp Support: Finance)

Yeah, yeah, yeah, I agree.

1:5:50.510 --> 1:6:1.710

Person B (COMPANY ES: ES: Head Office)

That's, but if it's four or five and the right people, and perhaps I don't know if that's a good idea or not, but or if Stefan is interested even or I will talk to Stefan also tomorrow.

1:6:2.280 --> 1:6:2.620

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:6:1.850 --> 1:6:4.640

Person B (COMPANY ES: ES: Head Office)

Actually, more for technical questions.

1:6:5.300 --> 1:6:5.500

Person A (BT: Colleague & Corp Support: Finance)

Yes.

1:6:13.750 --> 1:6:13.970

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:6:4.720 --> 1:6:16.710

Person B (COMPANY ES: ES: Head Office)

I need to understand that in my brain the logic, but I think it's a good idea that perhaps you and me the least can agree on to start and you are in this game.

1:6:16.720 --> 1:6:17.690

Person B (COMPANY ES: ES: Head Office)

You know all of it.

1:6:27.440 --> 1:6:27.710

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:6:17.850 --> 1:6:31.960

Person B (COMPANY ES: ES: Head Office)

But I would kindly ask you to pick a time or when it's a good moment for me, probably early in the morning is really good before any questions are coming to me from business users.

1:6:32.10 --> 1:6:32.900

Person B (COMPANY ES: ES: Head Office)

So yeah.

1:6:36.880 --> 1:6:40.470

Person A (BT: Colleague & Corp Support: Finance)

Yes, we can set up this meeting. Umm.

1:6:40.430 --> 1:6:40.640

Person B (COMPANY ES: ES: Head Office)

Umm.

1:6:48.970 --> 1:6:56.230

Person B (COMPANY ES: ES: Head Office)

And it's curved BT or of core is around data quality or uh access management.

1:6:57.40 --> 1:6:57.310

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:6:56.290 --> 1:6:58.780

Person B (COMPANY ES: ES: Head Office)

But uh, I would.

1:6:59.130 --> 1:7:7.930

Person B (COMPANY ES: ES: Head Office)

I'm absolutely open and privately always interested to talk in general possible improvements.

1:7:7.940 --> 1:7:8.950

Person B (COMPANY ES: ES: Head Office)

What's going on?

1:7:9.660 --> 1:7:9.890

Person A (BT: Colleague & Corp Support: Finance)  
Umm.

1:7:8.960 --> 1:7:10.90

Person B (COMPANY ES: ES: Head Office)  
What are we working on?

1:7:10.100 --> 1:7:11.280

Person B (COMPANY ES: ES: Head Office)  
What are the pain points?

1:7:11.290 --> 1:7:12.690

Person B (COMPANY ES: ES: Head Office)  
What do we need to escalate?

1:7:12.700 --> 1:7:14.460

Person B (COMPANY ES: ES: Head Office)  
How can we become better as a team?

1:7:16.620 --> 1:7:18.800

Person B (COMPANY ES: ES: Head Office)  
When do we have the next lunch break?

1:7:18.810 --> 1:7:21.210

Person B (COMPANY ES: ES: Head Office)  
When are we celebrating in a big party?

1:7:24.70 --> 1:7:25.300

Person A (BT: Colleague & Corp Support: Finance)  
Umm shut.

1:7:27.900 --> 1:7:28.120

Person A (BT: Colleague & Corp Support: Finance)  
Umm.

1:7:21.350 --> 1:7:30.620

Person B (COMPANY ES: ES: Head Office)  
All of it should really happen in the core team discussion that I privately have great experience with.

1:7:30.670 --> 1:7:34.560

Person B (COMPANY ES: ES: Head Office)  
When you meet every day, the language is changing.

1:7:34.570 --> 1:7:36.260

Person B (COMPANY ES: ES: Head Office)  
People are moving closer together.

1:7:36.270 --> 1:7:45.750

Person B (COMPANY ES: ES: Head Office)  
You understand better and ultimately it's not just like the product is getting better, it's also everybody is having more fun and happier at work, yeah.



1:7:46.380 --> 1:7:47.600

Person A (BT: Colleague & Corp Support: Finance)

Umm yes.

1:7:47.610 --> 1:7:56.140

Person A (BT: Colleague & Corp Support: Finance)

And from my point of view from now we we can focus in and improve.

1:7:57.520 --> 1:8:4.50

Person A (BT: Colleague & Corp Support: Finance)

Improve uh all the information and make more useful for the stakeholders.

1:8:7.950 --> 1:8:8.190

Person B (COMPANY ES: ES: Head Office)

Umm.

1:8:4.620 --> 1:8:21.600

Person A (BT: Colleague & Corp Support: Finance)

And you don't have big issues solved the the the the main issue is this about sort South Korea and this the first starts the main issue is this about China and is not difficult to solve.

1:8:21.610 --> 1:8:23.420

Person A (BT: Colleague & Corp Support: Finance)

It actually is our red solvent.

1:8:24.60 --> 1:8:24.250

Person B (COMPANY ES: ES: Head Office)

Umm.

1:8:24.510 --> 1:8:29.680

Person A (BT: Colleague & Corp Support: Finance)

So I, uh, we can focus in improvement and also in.

1:8:31.290 --> 1:8:33.680

Person A (BT: Colleague & Corp Support: Finance)

Refinement, refinement, data quality.

1:8:32.610 --> 1:8:34.420

Person B (COMPANY ES: ES: Head Office)

Umm. Yeah.

1:8:34.250 --> 1:8:35.470

Person A (BT: Colleague & Corp Support: Finance)

Of course, yeah.

1:8:35.260 --> 1:8:39.500

Person B (COMPANY ES: ES: Head Office)

Umm yeah, I think Chemai is also good.

1:8:39.510 --> 1:8:41.300

Person B (COMPANY ES: ES: Head Office)

I mean the product is all.

1:8:41.310 --> 1:8:43.820

Person B (COMPANY ES: ES: Head Office)

I mean that's I see the power BI report.

1:8:43.830 --> 1:8:46.700

Person B (COMPANY ES: ES: Head Office)

It's like the window of a store, you know?

1:8:47.340 --> 1:8:47.650

Person A (BT: Colleague & Corp Support: Finance)

Umm.

1:8:46.710 --> 1:8:50.650

Person B (COMPANY ES: ES: Head Office)

So it's it's really attractive people swing by.

1:8:50.660 --> 1:8:52.900

Person B (COMPANY ES: ES: Head Office)

That is what the opinion is built about.

1:8:52.910 --> 1:9:9.120

Person B (COMPANY ES: ES: Head Office)

So and then probably also for uh, the long run that we have a good data quality or information management system where we can let people know in a very isolated or specific way.

1:9:10.540 --> 1:9:11.530

Person B (COMPANY ES: ES: Head Office)

This is all good.

1:9:14.70 --> 1:9:15.420

Person A (BT: Colleague & Corp Support: Finance)

Umm, sure.

1:9:11.540 --> 1:9:19.450

Person B (COMPANY ES: ES: Head Office)

Here we have a tiny issue and we keep you updated and we keep only you updated and not the whole the whole company.

1:9:19.850 --> 1:9:20.90

Person A (BT: Colleague & Corp Support: Finance)

Yeah.

1:9:22.360 --> 1:9:22.920

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

1:9:19.460 --> 1:9:35.930

Person B (COMPANY ES: ES: Head Office)

So that I think is also a bit of a long term journey, but this is also why I was asking about the contact chart, right that we can very specifically determine in the future when something goes wrong, who needs to know?

1:9:35.940 --> 1:9:40.410

Person B (COMPANY ES: ES: Head Office)

Not everybody needs to know if Mexico is perfect, then Mexico is perfect.

1:9:50.130 --> 1:9:50.550

Person A (BT: Colleague & Corp Support: Finance)

Hmm.

1:9:40.420 --> 1:9:55.910

Person B (COMPANY ES: ES: Head Office)

Let let them happily consume the report, but if South Korea is unhappy, or Australia, or even a smaller unit, and probably even a store in the future, then let the store know that something is wrong.

1:9:55.920 --> 1:10:1.200

Person B (COMPANY ES: ES: Head Office)

And then we can also work this out from the finance management.

1:10:1.630 --> 1:10:3.640

Person B (COMPANY ES: ES: Head Office)

I got the very clear task.

1:10:4.190 --> 1:10:12.760

Person B (COMPANY ES: ES: Head Office)

We have a lot of important stuff in the company, but the management is taking decisions up on a lot of things.

1:10:12.770 --> 1:10:15.40

Person B (COMPANY ES: ES: Head Office)

But the report number one is DTS.

1:10:15.90 --> 1:10:26.140

Person B (COMPANY ES: ES: Head Office)

Or it's the sales versus say it's going and they're just saying this needs to become the best Reaper product in the group now.

1:10:26.490 --> 1:10:27.430

Person A (BT: Colleague & Corp Support: Finance)

Umm, yes.

1:10:29.260 --> 1:10:29.740

Person B (COMPANY ES: ES: Head Office)

Obvious.

1:10:29.60 --> 1:10:30.490

Person A (BT: Colleague & Corp Support: Finance)

Uh, of course.

1:10:34.490 --> 1:10:35.360

Person B (COMPANY ES: ES: Head Office)

Probably, yeah.

1:10:30.500 --> 1:10:35.820

Person A (BT: Colleague & Corp Support: Finance)

If this about the oxygen of the company saves, yeah.

1:10:36.400 --> 1:10:40.380

Person B (COMPANY ES: ES: Head Office)

Are usually used to say that's the CPI number one.

1:10:40.440 --> 1:10:41.530

Person B (COMPANY ES: ES: Head Office)

It's like in the morning.

1:10:41.540 --> 1:10:49.160

Person B (COMPANY ES: ES: Head Office)

People wake up, they take the phone, they look at it and then until the afternoon they don't look at any other KPI.

1:10:50.430 --> 1:10:50.740

Person A (BT: Colleague & Corp Support: Finance)

You're.

1:10:49.170 --> 1:10:51.900

Person B (COMPANY ES: ES: Head Office)

So then they'll walk in the floor, they talk to people.

1:10:52.450 --> 1:10:53.860

Person B (COMPANY ES: ES: Head Office)

I just had it yesterday.

1:10:53.870 --> 1:11:5.470

Person B (COMPANY ES: ES: Head Office)

The regional controller sales Europe is in the same building, so that it's just swinging by and it's just making that face and say like ohh sales was great last week.

1:11:5.480 --> 1:11:24.20

Person B (COMPANY ES: ES: Head Office)

So and you really get that feeling into your body when you feel like, OK, now he's walking today around and the mindset and the moves and just bought the energies getting from that information is super important for the whole business day of these people now.

1:11:24.70 --> 1:11:24.600

Person A (BT: Colleague & Corp Support: Finance)

Of course.

1:11:27.600 --> 1:11:27.900

Person B (COMPANY ES: ES: Head Office)

Good.

1:11:27.910 --> 1:11:29.210

Person B (COMPANY ES: ES: Head Office)

That was super quick.

1:11:29.310 --> 1:11:29.810

Person B (COMPANY ES: ES: Head Office)

My gosh.

1:11:30.790 --> 1:11:32.920

Person A (BT: Colleague & Corp Support: Finance)

Ah yes, almost.