

Board Glossary

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Contents

Board Terminology	3
Entity	3
Cube.....	3
Order Data	3
Data Source	3
Value Calculation	3
Order Value	3
DB2	3
Pre Calculation.....	3
Running Calculation.....	3
Post Calculation	4
Currency	4
Business Types.....	4
Trade.....	4
Commission	4
Order Stages	4
Order Intake	4
Order Complete.....	4
Order Backlog.....	5
Expected Shipments	5
Order Complete Projection	5
Dates.....	5
Order Intake Date.....	5
Expected shipment date.....	5
Order Complete Date	5
Entities.....	5
Merchandise.....	5

Customer	5
Supplier.....	5
Rieckermann Country	5
Order Number	5
Order Number Pos.....	6
Office Reference	6
Business Unit	6
Industry.....	6
RIS 2 Data	6
Data source.....	6
General	6
Team Entity.....	6
Currencies.....	6
Dates.....	6
Sales Activity Date	6
Offer Date.....	7
Project Date.....	7
Case Date.....	7
Contact Date.....	7
Created Date.....	7
Case Start Date	7
Expected decision date.....	7

Board Terminology

Entity

An Entity in Board is a category by which data can be looked at. Each entity contains several members that represent the possible attribute of that category. For example the entity "Merchandise" contains the members "M", "P", "E", "S"...

Cube

Values (for example the Order Intake DB2) are stored in so called Cubes. A Cube contains a value field and a set of Entities that give detailed information about the values. The Entities that build up the cubes are also called dimensions of the Cube.

For example the Order Intake DB2 Cube contains the Merchandise Entity, for each member of the entity, value information is stored. In practice this means that there are Order Intake DB2 values for Merchandise "M", "P", "E" and so on.

Order Data

Data Source

All order related data stored in the Board Database Rieckermann originates from:

1. Ventas Order Processing in Hamburg
2. Ventas Accounting in Hamburg
3. FoxPro Order Processing in Hong Kong, additional information comes from Solomon Accounting
4. Access DB maintained in Hong Kong (ORF@Rieckermann.com) with locally procured orders (Machines and Periphery)

The Data Warehouse and Board update the data each night (Hamburg time).

Value Calculation

Order Value

The Order Value represents the sales amount of the goods / services to the customer. For Trade Orders this is the amount of the sales contract, for Commission Orders it is the amount of the sales contract between the customer and the supplier.

DB2

The DB2 of an Order is the sum of revenue received / commission income subtracted by the order related costs (See DCS file).

Pre Calculation

When an Order is registered the Order Value and DB2 is put in according to the ORF, these values are considered the Pre Calculation.

Running Calculation

The Running Calculation refers to the ongoing bookings of costs and revenues for an order, the value and DB2 is calculated with the actual bookings from the accounting system

Post Calculation

When there are no more bookings for an order the running calculation turns into the Post Calculation. These are the final numbers for Value and DB2 from the accounting systems.

Currency

All Values are calculated in Euro, the exchange rates originate from the source system.

Business Types

Trade

Trade orders are orders where there are two separate contracts, one between the customer and Rieckermann and the other between Rieckermann and the supplier. For these orders all necessary information regarding Order Value and DB2 can be derived from Order Registration and Accounting systems

Commission

Commission orders are orders where there is a sales contract between the supplier and the customer and Rieckermann receives a commission payment directly from the supplier. For these orders there is no information regarding the actual booked sales amount of the sold goods/services, therefore the Order Value is always the amount that has been manually input in the Order registration system, independent of the Order Stage.

Order Stages

Order Intake

The first Order Stage is the Order Intake, as soon as an Order is registered in Ventas, FoxPro or the Access DB it is considered as an Order Intake. The Order Intake therefore represents the amount of Orders that were registered in a certain period of time. The Order Value and DB2 are precalculated values.

Order Complete

The last stage of an order is Order Complete, this Order Stage was formerly known as "Turnover" and the new terminology serves as a clear distinction to the accounting term "Turnover". To identify this stage we link the completion of an order to the legitimacy of revenue bookings for accounting. In practice this means that orders are seen as complete when sales revenue / commission income is booked for this order in the accounting systems.

The Order Complete value and DB2 is calculated in three ways:

1. The Order Complete Value for Commission Orders is always precalculated as there is no information regarding these values in the accounting systems
2. Calculation for Commission Order DB2 and Trade Order Value and DB2 depends on the Procurement Center
 - a. For in Hamburg procured Orders the Value is displayed as Pre Calculation as long as the Cost Object of the Order is not closed, after that the Post Calculation is displayed
 - b. For Other Procurement Centers the information about closure of the cost object is not available, therefore the Running Calculation is always displayed.

Order Backlog

When an Order is registered and displayed as Order Intake, it is also seen as Order Backlog until it is completed. The Order Backlog therefore represents the amount of Orders that are registered, but not completed yet. All Backlog values / DB2s are precalculated values. The Order Backlog give information about the stock of orders in Order Backlog, for each month and year there it shows which orders where in Order Backlog

Expected Shipments

Orders in Order Backlog have information about their expected shipment date. With this information the expected shipments are calculated.

Order Complete Projection

The Order Complete Projection adds the Expected Shipments value to the Order Complete value.

Dates***Order Intake Date***

The Order Intake Date is the date of registration of the order in the source system, this is a manual input.

Expected shipment date

The expected shipment date of an order is manually filled in the order registration systems.

Order Complete Date

The order complete date is the booking date of the first non-rescinded Sales Revenue or Commission Income booking of an order.

Entities***Merchandise***

Members of Merchandise are in accordance with the DCS file (7-26), additionally the members "G" for Engineering Operations and "L" for Lines are included. If possible the information is taken directly from the Order Processing System, if the Merchandise information is not available from the Order Processing System, a mapping in the Data Warehouse takes place to achieve this.

Customer

Represents the party to whom we sell the product, not necessarily the same as the end user. There is no group wide master data table for customers, therefore each procurement center has its own customer data.

Supplier

Represents the party from whom we purchase the product, not necessarily the same as the manufacturer. There is no group wide master data for suppliers, therefore each procurement center has its own supplier data.

Rieckermann Country

Formerly known as "Country". manual input at order registration in the Procurement Center.

Order Number

This is the Order Number assigned by the Procurement Center.

Order Number Pos

In Some Procurement Centers (e.g. Hamburg) information about sub positions of an order is available; one order can contain multiple order positions.

Office Reference

Local Order Number

Business Unit

Information about the Business Unit (see DCS File), if possible the information is taken directly from the Order Processing System, if the Business Unit information is not available from the Order Processing System, a mapping in the Data Warehouse takes place to achieve this.

Industry

Information about the Industry of an order (see DCS file 7-26), if possible the information is taken directly from the Order Processing System, if the Industry information is not available from the Order Processing System, a mapping in the Data Warehouse takes place to achieve this.

RIS 2 Data**Data source**

RIS 2

General

In general all Entities and their members in the Rieckermann RIS Database come directly from RIS 2, if there are mappings or calculations, not done directly in RIS2 they will be explained below.

Many entities have been multiplied in Board, for example there is "Business Unit", "Business Unit Sales Activity", "Business Unit Offer" and "Business Unit Case". These entities all contain the same information, it is necessary for internal Board processes to have all these entities, e.g. to create the "projects with offers list".

Team Entity

The Team Entity in Board ("Sales" or "Service") is not taken directly from the RIS2, it is calculated in the Data Warehouse and maps a RIS function (for a User) to the Teams.

1. Team Service consists of: Business Unit Managers, Business Unit Support, Sales Persons, Sales Support and Service Sales
2. Team Service consists of Service Technicians and Service Support

Currencies

Information about local currency of an offer is available in Board, the Euro amounts are calculated with the exchange tables from the source system (RIS2).

Dates**Sales Activity Date**

Same as "Contact Date", used to determine the date of a Sales Activity

Offer Date

Manual Input in RIS 2 for an offer, used to determine the date of an Offer

Project Date

Same as “Created Date”, used to determine the date of a Project.

Case Date

Same as “Case Start Date”, used to determine the (starting) date of a Case

Contact Date

Manual Input in RIS2 for Sales Activities

Created Date

Automatic date assigned to a project by RIS2, shows the date of project creation.

Case Start Date

Manual Input in RIS2 for Cases,

Expected decision date

Manual Input in RIS2 for projects