

# OpenText™ Trading Grid™ Analytics

Providing deep, rich insights into supply chain operations, allowing for more informed business decisions

Once B2B business processes are automated and transactions are flowing electronically between trading partners, companies need visibility into these transactions in order to speed decision making, respond quickly to changing customer and market demands, and optimize their business processes. Trading partner-related performance trends and exceptions need to be monitored and managed to ensure that supply chain operations are running to optimal efficiency. This requires a solution that enables organizations and its users to analyze B2B transactions flowing across the OpenText Business Network.

## Applying Analytics Across Supply Chain Operations

Today's supply chains are truly global in nature and to support physical shipment flows from potentially thousands of trading partners, billions of electronic B2B transactions are exchanged on an annual basis. This provides a rich seam of data that can be mined for supply chain trends and allow businesses to answer questions such as:

- Who are my top trading partners and how many transactions and of what type have I exchanged with them?
- Who are my top and bottom performing partners based on specific KPIs, such as complete orders, on-time deliveries and ASN timeliness?
- For which trading partners has the volume (order/payment) increased or decreased by more than 20 percent over the last six months?
- Which of my customers sent me the most orders during the end of year holiday season?

Applying big data analytics across high volume B2B transaction flows, can provide answers to these and many more questions relating to the operational and business performance of trading partners connected to a business network.

## SUMMARY

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*OpenText™ Trading Grid™ Analytics is a new cloud-based analytics platform. It enables companies to easily access, analyze, and act upon the information regarding B2B transactions being exchanged between trading partners connected to the OpenText Business Network.*

## BENEFITS

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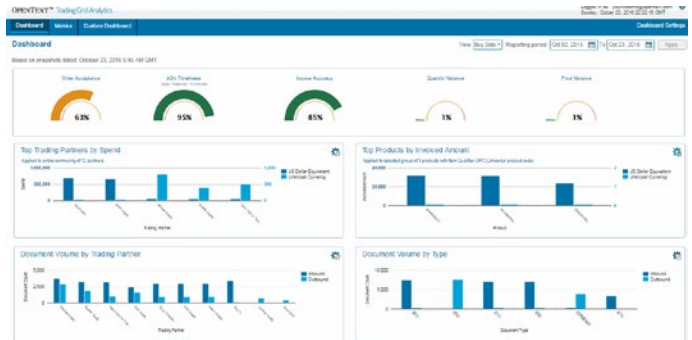
- *Offering increased end to end supply chain intelligence to pinpoint and address underperforming areas*
- *Optimize the efficiency and performance of supply chain operations*
- *Simple and intuitive access to trading partner performance-related information*

## Trading Grid Analytics

Trading Grid Analytics is built on OpenText industry-leading B2B Managed Services environment that allows companies to measure both operational and business metrics related to the B2B transactions flowing across a company's business network environment.

Trading Grid Analytics includes:

- **Customized Metric Reports** - Through an engagement with OpenText Professional Services, any type of custom metric can be defined for a company. This custom metric could be aligned with a unique company requirement or industry specific KPI.
- **Standard Metric Reports** - Trading Grid Analytics reports on both operational and business metrics relating to transactions being exchanged between trading partners connected to the OpenText Business Network. Trading Grid Analytics can measure nine standard metrics divided across two groups:
  - **Operational Metrics** - delivers transactional data intelligence and volume trends needed to improve operational efficiencies and drive company profitability. Operational metrics are based on the volume of transactions flowing between trading partners. This includes, for example; Purchase Orders, Invoices, Advanced Ship Notices (ASNs) and Order Acknowledgements. The two key operational metrics available include:
    - **Volume by Document Type** - Number and type of documents sent and received over a period of time (days, months, years).
    - **Volume by Trading Partners (Top 10/Bottom 10)** - Number and type of documents sent and received, ordered by top 10 and bottom 10 partners.
  - **Business Metrics** - delivers business process visibility required to make better decisions faster, spot and pursue market opportunities, mitigate risk, and gain business agility. Business metrics are based on the information contained within each transaction, so this could include, for example, price and quantity information. This information can then be used to measure:
    - **ASN Timeliness** - Number of timely ASN creation instances as a percentage of total ASNs for a time period
    - **Price Variance** - The actual invoiced cost of a purchased item, compared to the price at the time of order
    - **Invoice Accuracy** - Measures whether invoices accurately reflect orders placed in terms of product, quantities, and price by supplier, during a specified period of time
    - **Quantity Variance** - Difference between the quantity delivered and the quantity invoiced for goods received for a purchase order is the quantity still to be invoiced
    - **Order Acceptance** - Fully acknowledged POs as a percentage of total number of POs within a given period of time
    - **Top Partners by Spend** - Top trading partners by the economic spend over a period of time
    - **Top Products by Invoiced Amount** - Top products by invoiced amount over a period of time
- **Dashboards** – Leverages embedded analytics technology from OpenText best of breed business intelligence capabilities. The main dashboard home page provides a simple and intuitive user interface to allow users to drill down into any one of the nine available reports. Charts can be displayed



according to certain date ranges to allow queries to be performed across a specific time period. The charts can be exported as CSV files for use in other applications or PDF for simply using as part of a report.

- **Document Support** – Trading Grid Analytics includes support for both ANSI X12 and EDIFACT-based document formats to provide a deep understanding of transaction flows and supply chain performance relating to the more popular EDI formats in use today.
- **Data Blending Support** - Through a process of data blending, Trading Grid Analytics can accept EDIFACT, ANSI X12 and CSV files from other enterprise business systems. The data blending process ensures that you have a complete 360-degree view of all B2B transactions flowing across a supply chain.
- **Dedicated Analytics Environment** – Trading partner transactions are copied on a daily basis to the OpenText Managed Services-based analytics platform, where the operational and business metrics reporting can then be undertaken. The new analytics platform is built upon industry leading architecture, including solution components from Apache™ Hadoop® and Apache Spark™. This cloud-based analytics environment provides a highly available and scalable transaction archive and analysis environment, so that as transaction volumes increase, Trading Grid Analytics can scale accordingly.

## Benefits

Armed with insights provided by Trading Grid Analytics, businesses can be agile and responsive to changing business needs, thus increasing their competitiveness in their marketplaces. Trading Grid Analytics offers:

- **Better Productivity** - Allows any transaction-related issues to be identified and resolved more quickly
- **Better Insight** - Deeper insights into transactional and supply chain information driving better informed decisions
- **Better Control** - Improved visibility to exceptions and underperforming partners allows corrective action to be taken earlier in a business process
- **Better Engagement** - Collaborate more closely with top partners and mitigate risk with under-performing partners
- **Better Innovation** – Cloud-based reporting portal provides access any time, any place or anywhere

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