

DeltaMaster clicks!

09/2009

Greetings, fellow data analysts!

Even the fast-paced world of computers isn't exempt from anachronisms. How often do we click on a disk symbol – yet how often do we save something to a 3.5 inch disk nowadays? Currently, slides are experiencing a similar fate. People talk about slides, project them on all types of walls, and produce masses of new slides every day – but not in polyester. Nevertheless, the good old overhead slides still exist.

Resolution is a common quality criterion in datasheets that are designed to steer purchasing decisions in a certain direction. And in most cases, that resolution is suitable for modern laser printers. A modern projector, however, wastes its pixels in a resolution that any old dot matrix printer could beat. Why...when resolution is such an important criterion for management information?

What substantial advantage should new presentation techniques have over traditional ones? One option would be interactivity. The content of a printed slide doesn't change. A computer screen displayed on a projector, however, can. We can dynamically steer what our audience sees. It's too bad that only the effects are dynamic in most presentation software. So it's a good thing that the contents in *DeltaMaster* are dynamic. How long do you think that presentation programs will still be in line with the times?

Best regards,
Your Bissantz & Company team

Speaking of great presentations...

Achim Schalk (right), Director of Controlling at MS Motor Service International, and Rolf Wallrabenstein from Bissantz & Company at July's *DeltaMaster* Matinee in Stuttgart.



DeltaMaster 5.4.1 is available

...with new functions for presentations (as described in this edition of *clicks!*), more concise hierarchy menus, single sign-on for Oracle OLAP, new WebOption features and much more! To learn more about the 25 new functions, read the latest edition of *DeltaMaster deltas!*.

www.bissantz.com/login
www.bissantz.com/deltas

BI Forum "Quality in Management Information" 30 September 2009, Frankfurt

We are pleased to again host this seminar in cooperation with our partner DATA MART Consulting. BASF, Knauf and MAN will present highly informative case studies.
www.bissantz.com/bi-forum

"Industrial Reporting Seminar: Bella Reporting Standards" with Dr. Rolf Hichert

1 October 2009, Nuremberg
Don't miss this last session of the year as our battle against anorexic, useless reporting rages on.
www.bissantz.com/ir

DeltaMaster@Work

24 September 2009, Nuremberg
Create more effective reports.
www.bissantz.com/dm@w

Bissantz Campus

Our training offerings for *DeltaMaster* and Microsoft SQL Server/Analysis Services
www.bissantz.com/campus

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Tip of the month Making interactive presentations with DeltaMaster

In addition to analyses and reports which are submitted electronically or in writing, presentations are an important form of business communications. And *DeltaMaster* supports your presentations in many different ways. For starters, it helps you prepare the content whether you are compiling report values, identifying causes and reasons, or researching details in order to prepare yourself for potential questions or discussions. *DeltaMaster* also supports you when you are preparing materials to complement your presentation. However, you can also rely on *DeltaMaster* during your presentation – using its built-in presentation mode. So the next time you have front stage and all eyes are focused on you, let *DeltaMaster* give you your cue. We'll explain how in this edition of *clicks!*.

DeltaMaster offers two different ways to render a presentation. *DeltaMaster* can export individual reports, select briefing book folders, or your entire briefing book to PowerPoint (context menu or the *I want to...* menu in the briefing book; Save context menu or the Save menu in the report). Alternatively, you can use the built-in presentation mode that is available since *DeltaMaster* 5.3.8. This way, you don't need to export the files. You create your presentation – and present it – all within *DeltaMaster*.

The screenshot below shows a sample presentation:

All Colors have reached their budgeted margin. However, we we able to meet the rebate goals only with Metal.

Margin Calculation in Actual-Budget Comparison, by Colors
03/2009; Deutschland

4 objects; 1.152 elements; scaled globally; sorted by largest value; each with Waterfall, scaled by column; Sparklines from 04/2008 to 03/2009, scaled up to 0 by cell

Silverline	Actual	Plan	ACT-BUD	ACT-BUD%
Revenues	1.034.728	996.171	38.557	3,9%
Discounts	179.844	175.070	4.774	2,7%
Rebates	278.356	269.749	8.607	3,2%
Labor Cost	66.696	64.421	2.276	3,5%
Material Cost	147.095	142.133	4.962	3,5%
Margin	362.737	344.799	17.938	5,2%
Blue Acqua				
Revenues	590.856	573.130	17.726	3,1%
Discounts	56.498	54.803	1.695	3,1%
Rebates	210.717	204.634	6.083	3,0%
Labor Cost	79.380	76.999	2.381	3,1%
Material Cost	5.542	5.376	167	3,1%
Margin	238.718	231.319	7.399	3,2%
Metal				
Revenues	81.736	79.284	2.452	3,1%
Discounts	1.255	1.217	37,92	3,1%
Rebates	1.341	1.506	-165	-11,0%
Labor Cost	52.915	51.327	1.588	3,1%
Material Cost	228	221	7,11	3,2%
Margin	25.997	25.012	985	3,9%
Antique				
Revenues	35.755	34.682	1.073	3,1%
Discounts	2.652	2.572	79,95	3,1%
Rebates	4.446	4.329	117	2,7%
Labor Cost	6.820	6.615	205	3,1%
Material Cost	5.121	4.967	154	3,1%
Margin	16.716	16.199	517	3,2%

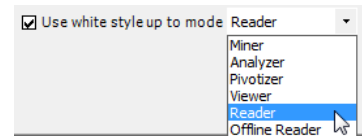
All values in \$.

Looks good ... automatically.

Now, take a closer look at the 'slide' presented on the last page.

The briefing book, the title bar of the *DeltaMaster* program window and the menu/status tool bars are all hidden. In fact, everything that looks like software has been removed. The entire screen and projection area are fully devoted to your report. In the upper part of the 'slide', *DeltaMaster* shows the action title (the main message; if available), the report title, the view as well as notes regarding scaling and other information that generally appear in the status bar of the *Report* window. At the bottom corner of the image, *DeltaMaster* displays comments. This entire layout is generated automatically so there is no work involved on your part.

Another thing that you might have noticed in the screenshot on the last page is that the tables have 'white style' formatting. This format has no grids, background colors and other decorative elements because this type of chart 'junk' is unnecessary and distracting. This automatic formatting works when the white style is activated for *Reader* level (default setting). To check and, if necessary, edit this setting, go to the *Extras* menu, select *Options*, and click on the *Presentation* tab.

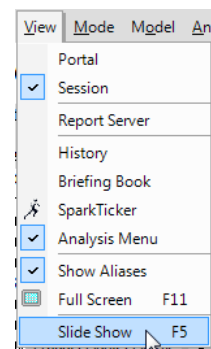


In case you are wondering if you could apply color gradients or add a logo, the answer is no. You cannot change the setup or appearance of the slides in *DeltaMaster's* presentation mode. Both are designed to be serious, informative and simple – today's ideal for business intelligence.

These automatic functions save a great deal of time – not only because you don't have to export anything but also because *DeltaMaster* takes care of all the small formatting details. Therefore, you can use the time that you have saved to prepare for your presentation instead. After all, being well prepared means that you can tell an exciting story and spontaneously answer questions because you know the answers – and not just selected the transition effect that dances around your corporate logo the longest.

Curtains, please!

The presentation mode is available in all user levels from *Offline reader* to *Miner expert*. Best of all, you can use it without having to set up anything in advance. Simply hit the *F5* function key like you would also use in PowerPoint to switch *DeltaMaster* into presentation mode (alternative: *View* menu, *Screen presentation*). The presentation starts with the first folder in the briefing book. If you want to present the report that is currently open, click *Shift + F5* instead.



Back and forth, up and down

Now you can navigate the briefing book using the same keyboard shortcuts that you know from PowerPoint:

Shortcut	Function
<i>Page Down,</i> <i>Space bar,</i> <i>Enter</i>	Next (switch to the next report or next folder title further down in the briefing book)
<i>Page Up,</i> <i>Shift+Enter, Back</i>	Previous (switch to the previous report, to the previous folder title page further up in the briefing book)
<i>B, S</i>	Turn screen completely <u>b</u> lack (“ <u>s</u> chwarz” in German, in case you wondered)
<i>W</i>	Turn screen completely <u>w</u> hite

You can also navigate your presentation using your mouse. Simple click your left mouse button on different sections of the thin, white border surrounding the report.

Click on ...	Function
Lower corner, right half	Next (just like <i>Page Down</i>)
Lower corner, left half	Previous (just like <i>Page Up</i>)
Left corner	End screen presentation (just like <i>Esc</i>)

To start or end your presentation, you can use the following shortcuts:

Shortcut	Function
<i>F5</i>	Start screen presentation at the beginning (shows the title page of the first folder of the briefing book)
<i>Shift+F5</i>	Start screen presentation with the current report or the title page of the current folder
<i>Esc</i>	End screen presentation

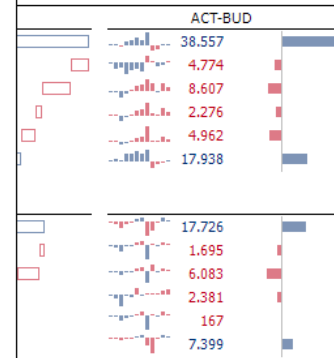
Your script at hand...

If you move the mouse pointer to the left corner of your screen or overhead presentation, *DeltaMaster* will display the *Briefing book* (available since Version 5.4.1). As a result, you can easily change to another report without leaving the presentation screen mode. Simply nudge your mouse towards the left corner of the report to open another report. As soon as you move your mouse away from the briefing book, it will close automatically. The context menu for reports and folders offers the same functionality that is offered in *Reader* mode. You can use it to update reports and folders or even send HTML e-mails during your presentation.

- [-] Jour Fixe Sep 3rd, 2009
 - CMB KPI Overview
 - PIV Customer Perspective
 - PIV Product Perspective
 - PIV Margin Calculation in Actual-Budget Comparison, by Colors
- [-] Standard Reports
 - PIV Margin Calculation
 - PIV PAB Report (Previous-Actual-Budget)
 - PIV Product Market Matrix
 - TIM Development Revenues Actual and Budget
 - RNK Top/Bottom Ranking Products
 - CNC ABC Analysis Customers
 - GEO Actual-Budget Deviation Revenues by Area
 - PFL Portfolio Analysis Customers by Revenues and Margin
- [-] Data Mining Approaches
 - PUR PowerSearch Revenues Deviation
 - NAV Navigation Revenues Deviation
 - CHP Comparator Revenues vs. Rabates
 - DSC Descriptor Revenues
 - IDP Interdependency Analysis
- [-] Special Analysis
 - DIS Distribution Margin Percentages
 - REG Regression Rabates vs. Revenues
 - CPC Sales Groups Characteristics

however, we we able to meet

ach with Waterfall, scaled by column; Sp



Bringing your slides to life

DeltaMaster acts identically in the presentation and *Reader* modes. That means, for example, that you can interactively use the context menu during your presentation to display additional sums or averages in a pivot table.

The context menu in *Reader* mode is so compact that you can even use it while your executive board is watching without making them – or yourself – nervous.

Product Market Matrix

03/2009

Customers ordered descendingly by Revenues

Revenues	Products
Customers	Luxury Division Custom made Standards
Eastern	84
Central	39
Mountain	23
Pacific	9

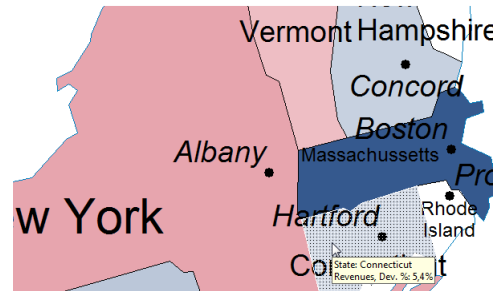
- Empty and Zero Rows/Columns ▶
- Presentation ▶
- Cell Colors ▶
- Bars/Columns/Dot Plots ▶
- Waterfall ▶
- Row Aggregations ▶
- Column Aggregations ▶
 - Sum
 - Count
 - Average
 - Variance
 - Standard Deviation
 - Minimum
 - Maximum
 - Share
 - Show All
 - Hide All
- Table Aggregations ▶
- Save ▶
- Print..
- Default View

In addition, most report forms offer additional details as a tooltip when you mouse over certain objects. This applies to column sparklines, data points in the *Time series analysis*, bubbles in the *Portfolio analysis*, regions in *Geo analysis*, and many charts.

You can also zoom in on your *Geo analysis* maps.

Actual-Budget Deviation Revenues by Area

03/2009
State, Revenues, Dev. %



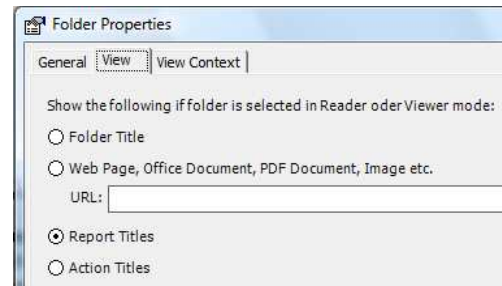
Using title pages of folders for the agenda

Since *DeltaMaster 5.4.1*, you can show a report title or action title for the included reports on the title page of folders. That way you can upgrade this 'section divider' into a valuable source of information. If you show the report title, this will appear as an 'agenda slide' that provides an overview of the charts that you will show in your presentation. The titles also serve as a direct link to the respective report. The differentiation between report and action titles allows you to control how a report appears on the title page and how it should be presented. As a result, you can display report titles like "Revenue development by offices" on the title page. When you show the report, however, you can show the main message that you want to portray – your observation, your warning or your recommended actions – as an action title above your report content.

Jour Fixe Sep 3rd, 2009

- KPI Overview
- Customer Perspective
- Product Perspective
- Margin Calculation in Actual-Budget Comparison, by Colors

To design the title page, select the desired option in the *Folder properties* (context menu of folders in the *Briefing book*). Beyond report and action titles, you can also display an external document such as a Website, a .JPEG image or even an Office file. To learn about other customization options, please refer to feature #5 in *DeltaMaster deltas! 5.4.1*.



PowerPoint was yesterday

Presenting directly from *DeltaMaster* has many advantages. For example:

- The context menu contains important additional functions so that you can modify your presentation quickly to follow the line of discussion. You can also get detailed information on individual objects from a tooltip.
- *DeltaMaster* uses scrollbars to present large reports that can't be shown completely in the given screen resolution. In PowerPoint, you would have to divide the report into many different slides. In *DeltaMaster*, however, you just scroll to the bottom of the table – if need be – without even changing the chart.

- If questions arise during your meeting that your current presentation doesn't answer, you don't need to postpone the meeting until you can create the respective report. As an experienced *DeltaMaster* user, you simply switch to a higher level such as *Pivotizer* or *Analyzer*, create the desired analysis, save it as a report and then open it directly using *Shift+F5* – and your meeting can proceed.

Why not try it yourself! Use *DeltaMaster* in your next meeting and show your audience what you have accomplished – live and without media breaks. Before you start, you should *Refresh* your briefing book one last time (context menu, *I want to...* menu) so that the reports that you want to show your audience are up to date and already *calculated*.

Questions? Comments?

Just contact your Bissantz team for more information!