

When others stop ...



Manager 4

... magic begins!

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Turn your data into information

Globalization and increasing competition require daily tracking of your company's business and bringing important business decisions. Standard information systems simply cannot respond to that requirement.

Modern data warehouse systems provide creation of understandable reports from various data transforming corporate data into valuable business information.

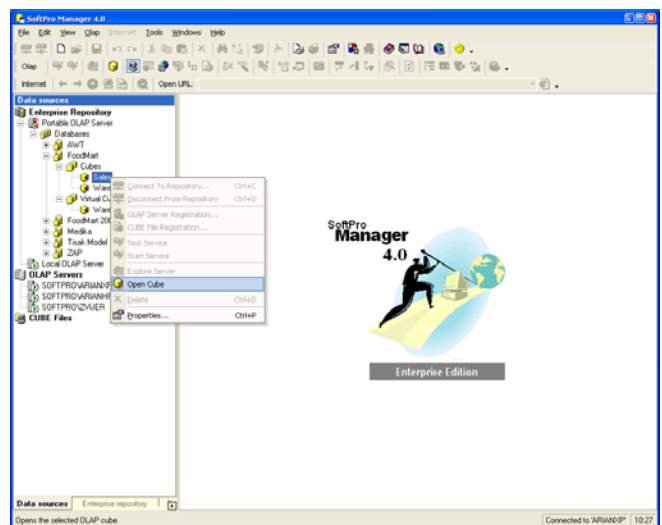
Most common reasons for introducing a data warehouse system into your company in middle and large scale businesses are:

- controlling
- cost management
- quick reaction to signals from your business environment
- easier decision making
- making strategic and tactical decisions based on accurate information
- managing business processes based on up to date information
- monitoring the harmony between business processes with ordinary measures (year, quarter, month, week, day...)
- daily analysis of company efficiency (for whole company, only part of it, customer categories)
- efficient control of all subsystems of a company
- avoiding the possibility to have reports made from heterogeneous information sources
- getting complex reports in real time (1-5 seconds !!!)

These systems represent up to date technological achievements and are primarily designed for managers, analysts and, in general, decision makers.

It is a well known fact that your investment in developing a data warehouse solution returns very quickly.

SoftPro Tetral presents **SoftPro Manager 4.0 version 4.0**, a new version of the first Croatian product for analyzing data in large OLAP databases.



Analyze business processes in multiple dimensions

Every company's business presents a special case and must be observed in associated dependency between larger amounts of various dimensions. If we disregard specific matters of any company, all companies share one part of mutual dependencies:

- division by organizational structure
- division by time intervals
- division by territory
- division by categorizing the products or services
- division by categorizing the customers and/or suppliers

These are all business dimensions that define the total state of a company or its segment at a given moment or period.

Along with those dimensions, a company may have (depending on the type of a company) other dimensions. That makes difficult to establish an exact overview of particular business processes.

		1998		1997	
		Profit	Store Cost	Profit	Store Cost
All Customers	USA	15,381,273.67	10,270,571.10	28,370,802.30	18,880,814.50
All Customers	Mexico	3,001,916.09	2,016,095.51	1,405,660.17	998,045.16
All Customers	Canada	5,539,643.07	3,709,983.99	2,773,504.36	1,896,526.20
All Customers	BC	4,338,156.55	2,891,426.56	2,107,535.47	1,405,575.06
All Customers	DF	1,784,856.11	1,200,611.32	908,371.79	610,553.00
All Customers	Guerrero	255,349.23	168,997.65	127,302.99	84,043.14
All Customers	Jalisco	1,164,328.67	788,117.12	563,951.00	382,024.57
All Customers	Mexico	1,125,757.38	750,673.87	557,688.12	371,443.57
All Customers	Sinaloa	3,001,916.09	2,016,095.51	1,405,660.17	998,045.16
All Customers	Venezuela	4,490,228.78	2,999,760.67	2,294,393.42	1,534,020.07
All Customers	Yucatan	8,561,912.68	5,737,647.93	4,304,699.14	2,885,371.79
All Customers	Zacatecas	8,561,912.68	5,737,647.93	4,304,699.14	2,885,371.79
All Customers	CA	8,561,912.68	5,737,647.93	4,304,699.14	2,885,371.79
All Customers	OR	7,274,480.41	4,929,010.05	14,803,729.49	9,802,589.28
All Customers	WA	15,381,273.67	10,270,571.10	28,370,802.30	18,880,814.50

		1998		1997		Total for Profit	Total for Store Cost
		Profit	Store Cost	Profit	Store Cost		
All Customers	USA	15,381,273.67	10,270,571.10	28,370,802.30	18,880,814.50	157,034,141,836.7	91,458,442,133.3
All Customers	Mexico	3,001,916.09	2,016,095.51	1,405,660.17	998,045.16	13,703,414,836.7	9,145,842,133.3
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Total		61,814,549,530.7	41,344,909,489.9	75,219,592,306.3	50,113,536,444.0	137,034,141,836.7	91,458,442,133.3

Managers are expected to continuously track all relationships within a company and its environment, to recognize the initiation of changes and quick reaction to potential prospects or dangers. In order to do so, manager needs real time multidimensional analysis.

Classic technologies simply cannot serve these demands. The solution is to implement specialized "data-warehouse" systems and OLAP technology.

SoftPro Manager 4.0 is designed to display, analyze and manipulate complex multidimensional data.

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Percentages

Minimum-Maximum

Sub-totals

Recognize mutual dependencies

Define Exceptions

Exceptions are selected values in the numeric part of the grid results that are below or equal or above or equal to some predefined level.

You can freely define your own exception criteria and appearance here.

Existing measures	Average value	Enabled
Profit	380.650,3940	<input checked="" type="checkbox"/>
Store Cost	254.051,2281	<input type="checkbox"/>

Minimum | Maximum

Minimum value

☒ Less than 1% of average value ☐ Less than 1% of maximum value

☐ Less than 3% of average value ☐ Less than 3% of maximum value

☐ Less than 5% of average value ☐ Less than 5% of maximum value

☐ Less than 10% of average value ☐ Less than 125% of minimum value

☐ Less than 15% of average value ☐ Less than 150% of minimum value

☐ Less than 20% of average value ☐ Less than 200% of minimum value

☐ Less than 25% of average value ☐ User defined value

Selected value

3.806,5039

Style

Font: Arial Unicode MS

Background: ☒ Bold

Foreground: ☐ Italic

Preview

12345

☒ Exclude empty cells

Simultaneous tracking of few dimensions means also a possibility of analyzing extremely large amounts of data. Data warehouse systems can typically (depending on the size of a company and amount of the existing data) hold large amount of data varying from tens of megabytes to thousands of gigabytes of data.

Ordinary information systems based on relational OLTP databases (Microsoft SQL Server, Oracle, Informix, Sybase...) cannot successfully analyze such amounts of data. Besides, that is not their primary purpose. Therefore, information systems have to be widened by introducing additional servers that use OLAP technology.

Working with such amounts of data is uncomfortable and so it makes hard to make a business decision that may be unreliable.

SoftPro Manager 4.0, more than its rivals, has various special mechanisms which are developed having in mind real user's needs. This is a consequence of our rich experience when dealing with corporate users. These mechanisms are divided in few categories:

- easy and simple access to information about each element
- defining filter conditions
- defining exceptional values ("good" and "bad" values)
- comparing mutual related various data sets
- fast statistical comparing of various measures (correlations)
- fast trend analysis

MDX Query 1

File Edit View Tools Windows Help

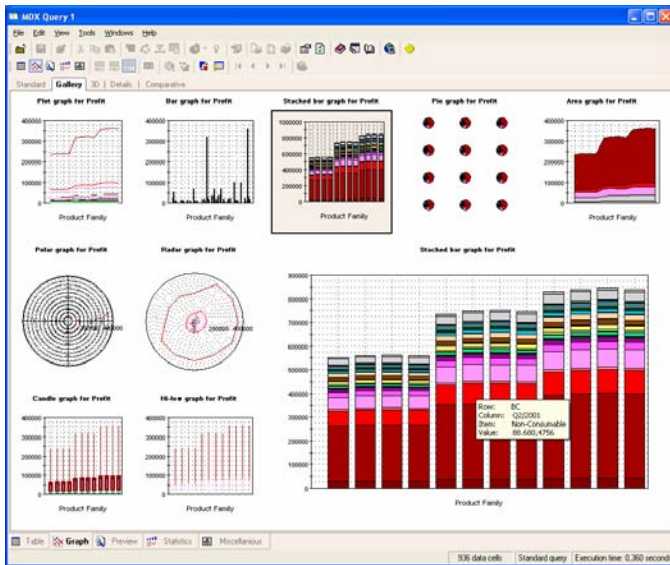
Query results Sums Percents Max-Min

Customers	Education Level	Education Level	Profit	Store Cost	Profit	Store Cost	Profit	Store Cost
(All)	(All)	(All)	11.872,05	7.619,79	93.062,54	61.416,67	26.247,63	17.647,71
			3.504,37	2.454,86	28.379,67	19.432,83	10.668,67	7.002,11
			35.964,24	24.159,21	308.149,87	204.755,00	77.000,93	50.836,90
			20.714,38	13.667,57	150.546,56	102.208,60	37.469,84	25.335,31
			26.980,70	18.058,00	249.039,82	168.897,34	64.220,15	42.353,29
			34.448,95	22.729,28	268.470,29	179.897,05	69.809,22	47.020,80
			10.867,04	7.272,04	104.855,21	71.458,93	26.922,98	18.395,83
			53.386,76	38.916,01	472.821,67	316.859,78	120.071,62	79.790,06
			23.253,52	15.613,40	164.447,53	111.014,54	42.526,39	28.501,34
			33.690,23	22.167,19	260.025,11	173.291,13	76.434,26	51.057,19
			52.983,56	36.167,29	459.482,51	306.915,04	121.096,85	81.349,51
			33.630,63	22.145,52	292.676,82	196.054,00	81.775,95	54.178,08
			80.547,63	52.576,05	710.106,77	475.220,47	181.306,05	122.005,17
			35.499,86	23.481,88	331.888,25	224.023,09	81.924,12	55.930,00
			87.086,95	57.360,62	778.035,34	521.562,47	210.798,27	141.167,52
			105.616,83	69.986,19	871.278,67	584.043,26	230.520,54	155.566,50
			46.684,69	31.035,05	442.087,53	297.061,32	111.317,64	74.452,20
			367.706,02	243.271,32	2.948.103,54	1.963.018,07	791.837,75	523.024,89
			197.633,19	132.781,57	1.598.542,51	1.038.346,44	422.896,84	283.763,37
			373.920,73	247.376,92	3.068.863,83	2.042.906,42	765.921,23	508.778,64
			378.801,30	252.255,15	3.133.012,07	2.085.470,09	785.853,97	522.838,68
			186.759,24	125.016,84	1.461.368,32	969.062,05	391.034,52	263.613,87
			305.019,34	204.345,69	2.525.837,95	1.677.263,45	717.619,83	472.178,22
			148.890,90	98.945,19	1.353.495,87	902.056,18	364.657,84	243.280,15
			324.946,91	214.609,28	2.686.650,05	1.788.302,04	718.266,50	473.811,84
			305.861,03	205.204,48	2.636.812,64	1.758.888,31	681.212,77	453.917,74
			191.221,28	124.417,28	1.534.416,81	1.020.688,47	398.819,76	265.679,96
			654.132,52	432.088,22	5.630.290,76	3.680.045,97	1.477.339,83	933.119,24
			301.562,26	199.565,63	2.618.857,50	1.742.973,82	734.598,08	488.741,65
			540.826,07	360.460,49	4.419.522,45	2.928.875,47	1.114.509,07	743.627,89
			650.067,76	433.389,08	5.527.324,89	3.681.390,66	1.443.111,01	959.767,42
			294.303,90	197.396,99	2.442.781,57	1.625.976,87	615.574,64	413.395,10

Row: Partial College Column: Profit Value: 229,158,02 (press F2 to edit)

1,440 data cells Standard query Execution time: 2,002 seconds

View graphical representations of your data



Additionally, **SoftPro Manager 4.0** introduces several important novelties, like hierarchical current-item graph (with a choice to show current values, cumulative values or relative percentage) and advanced 3D-path analysis; features not found in any of the existing competitive packages.

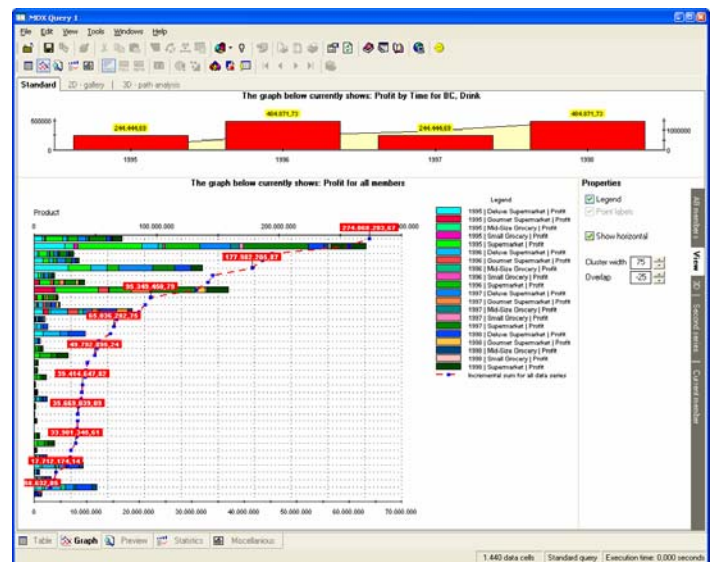
Of course, all graphs are 'alive', allowing you to execute drilling operations directly from the graph. This makes the navigation through complex data structures much easier because it follows the way of common human's perception.

Extensive graphing capabilities built into the latest version go far beyond basics.

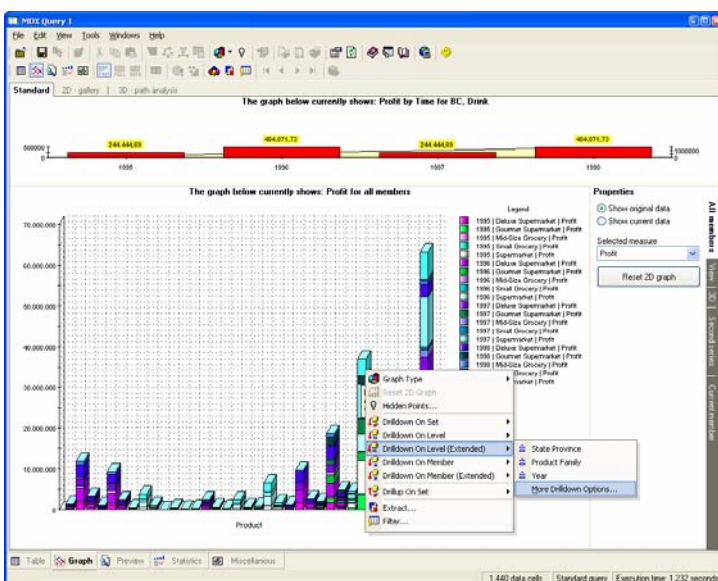
It is often said that one picture speaks more than a thousand words. Therefore, it is very useful just to see the graphical display of a set of business results to get the clear picture in its inner structure.

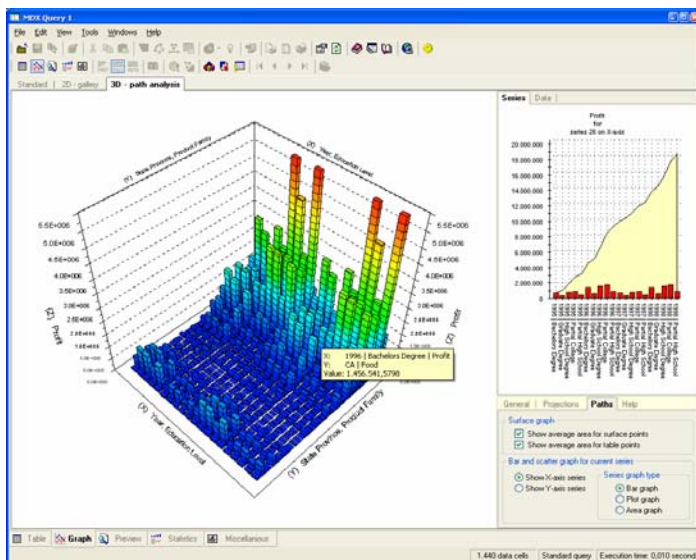
SoftPro Manager 4.0 provides 9 (nine) different types of displaying graphical results.

The picture on the left shows the 2D-gallery view with all available graph views.



SoftPro Manager 4.0 supports the selection of target measure (if multiple measures have been selected in the query) to be shown in the graph, independently for the all members and the current member. Furthermore, you can either display original or current data (yes, the data in the results table can be changed by the end user!), thus giving you the ultimate flexibility. And then, there is also the ability to show 'graph within the graph' using the **Second series** feature shown on the picture.





For the first time, **SoftPro Manager 4.0** introduces three different types of 3D graphs as well:

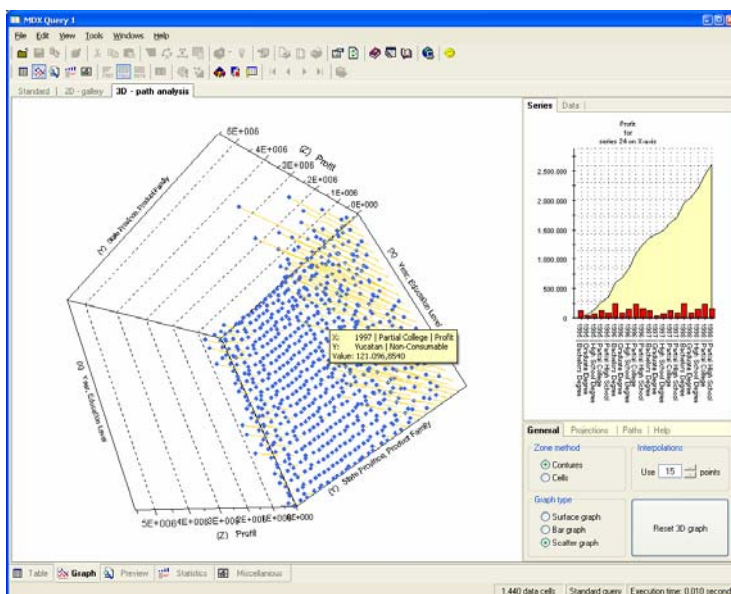
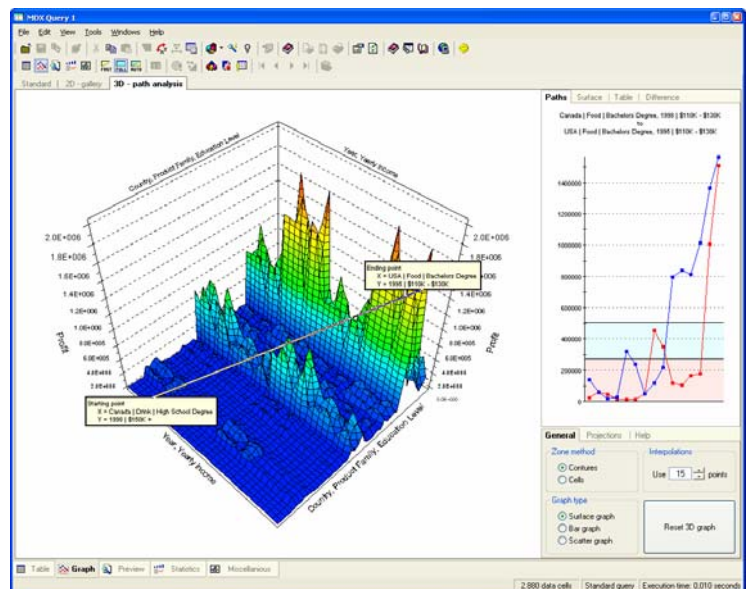
- Surface graph
- Bar graph, and
- Scatter graph

Using those graphs, you can not only get a new visual perception of your data, but also benefit from some exclusive analytical capabilities.

The picture on the left shows the 3D surface view with 3D path analysis applied between any two given points.

The picture on the left shows the 3D bar view with 3D current series analysis applied on any given series.

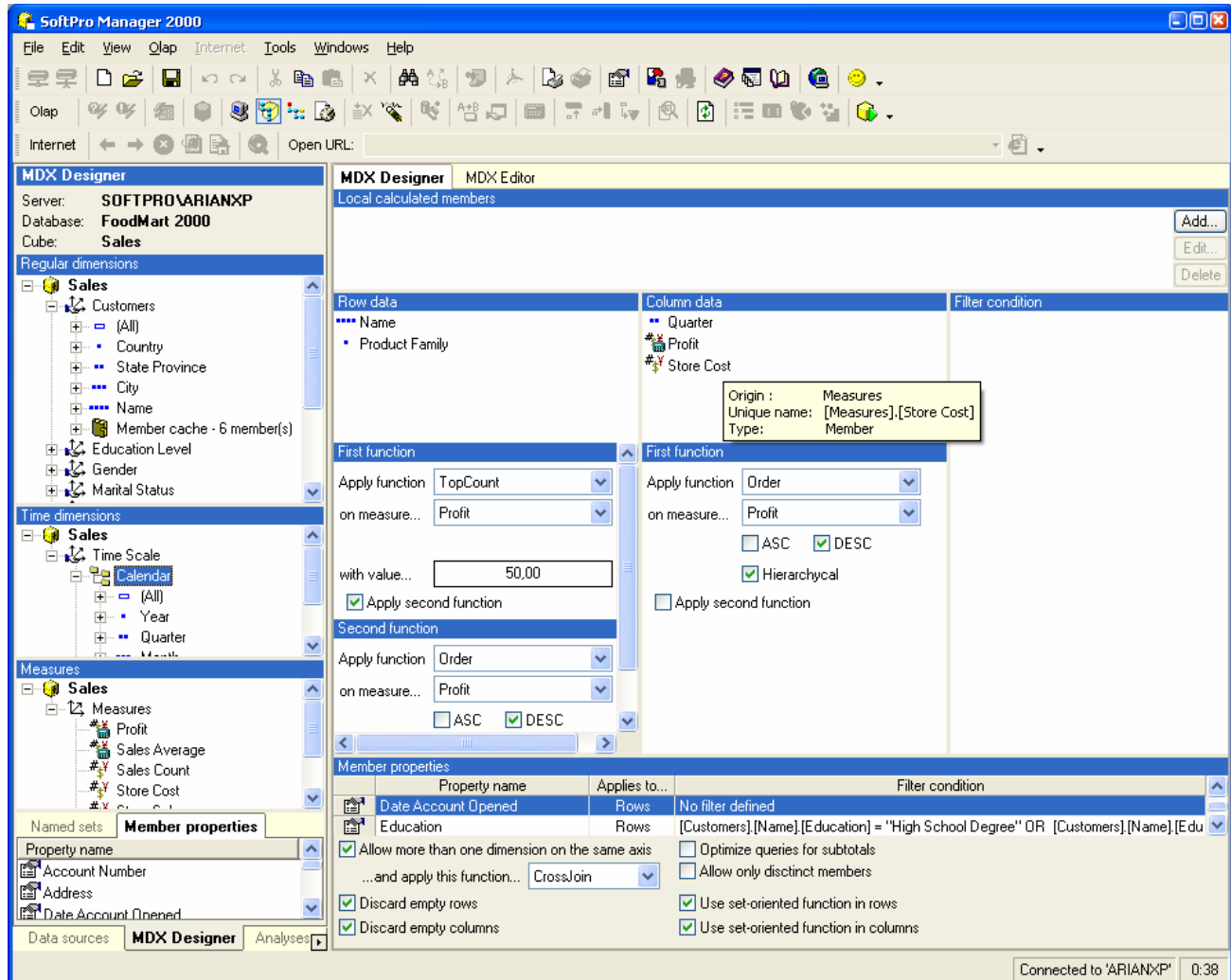
Like 2D graphs, all 3D graphs are alive as well. You can also rotate, move and zoom in and out the graph to get the best possible view of your current data.



The picture on the left shows the 3D scatter view with 3D current series analysis applied between on any given series.

MDX Query Designer

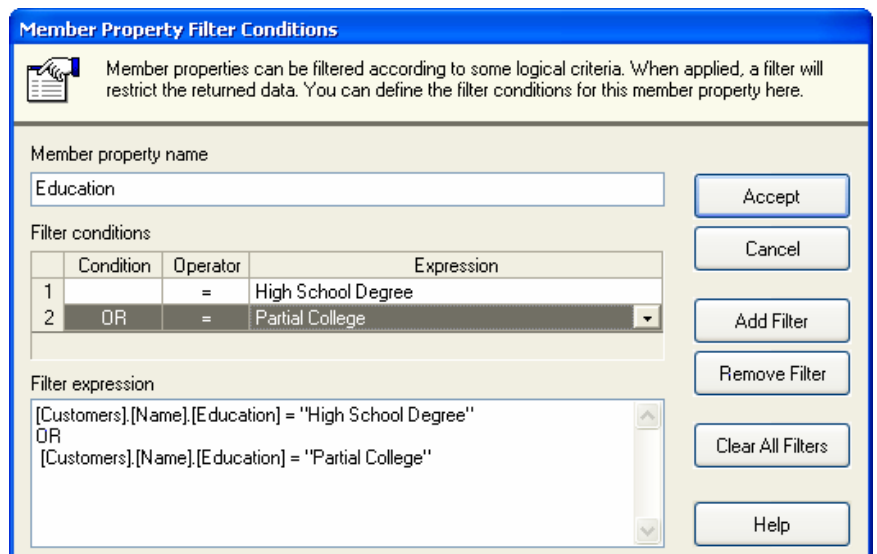
“MDX Query Designer” preserves entirely intuitively based work, which means that very complicated actions are completed in the simplest way.



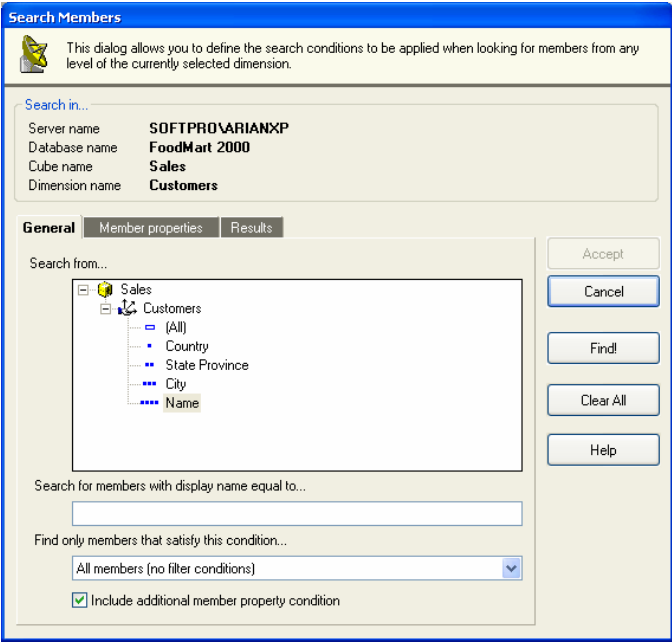
Examples of such support are “Drag and Drop” technology and context sensitive menus and help system provided to the user.

The highly intuitive user interface allows easy preparing of complex queries. It becomes an easy task even for non-experienced users.

The picture on the right shows how the query can be filtered by applying the member property value conditions!



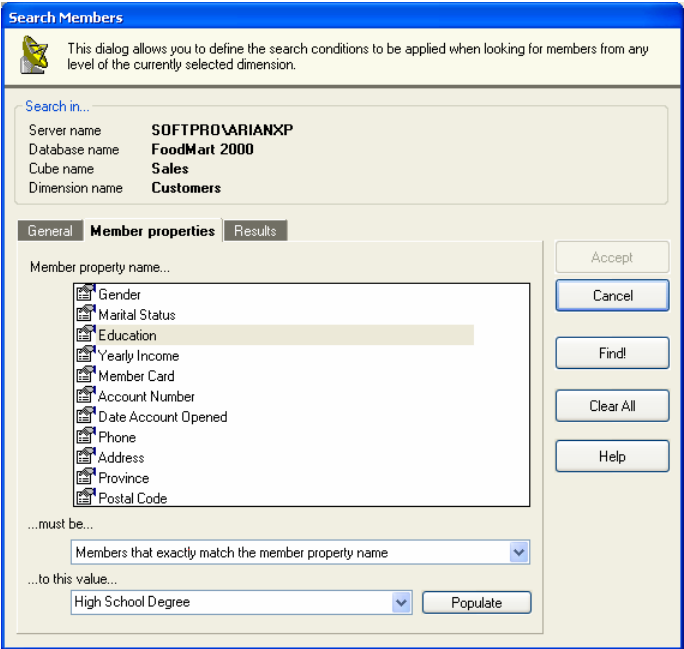
Fast search capability and "member cache" feature



Another unique feature of SoftPro Manager 4.0 is its capability of performing the super-fast searches on individual members within any standard dimension.

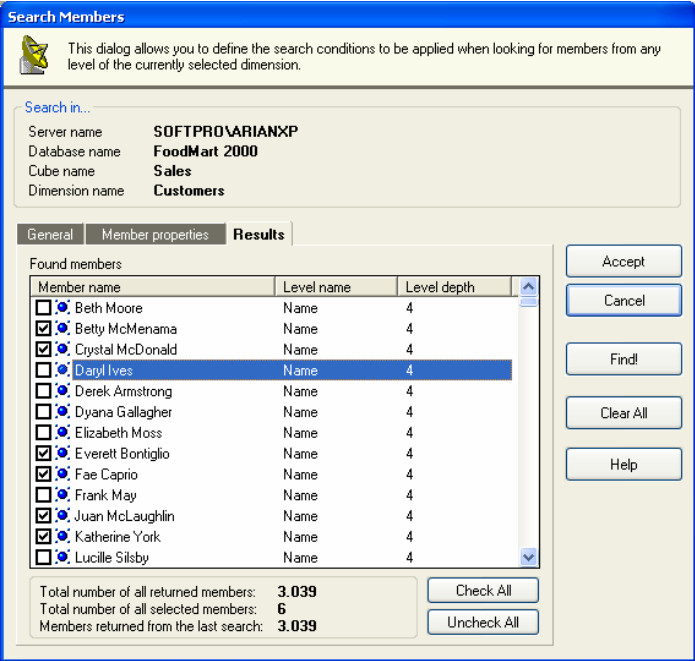
In fact, there is nothing faster than this available anywhere else, at any price!

These three (3) pictures show the **Search Members** dialog that allows very simple, but very powerful, search for members within a pre-selected dimension.

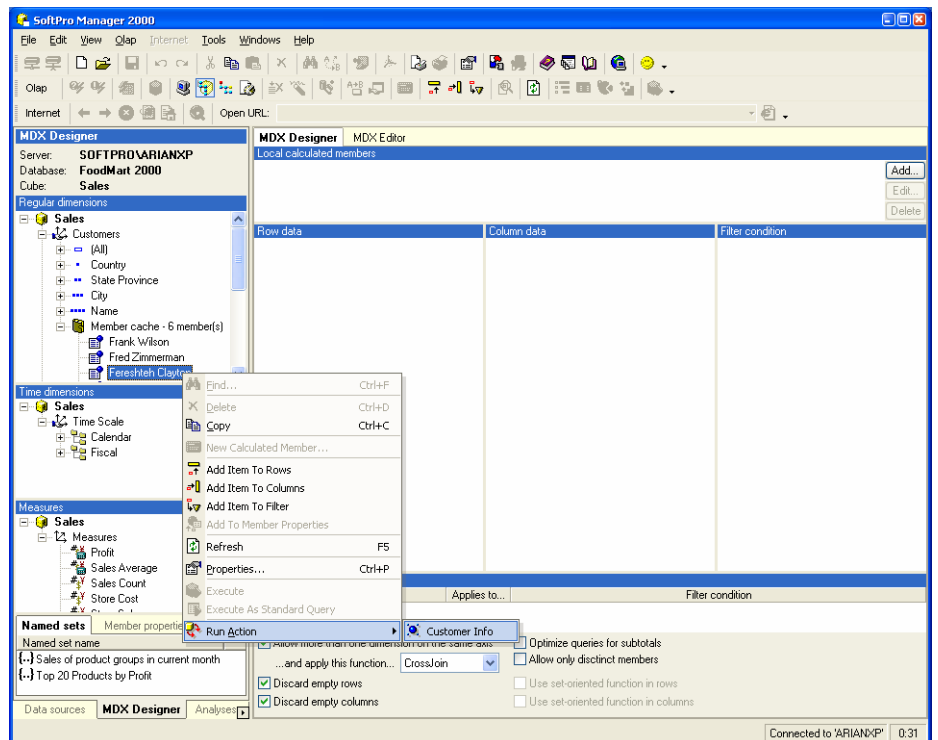


The dialog supports multiply searches (results from every search can be preserved) using different criteria.

Member search can include two independent conditions: member name and (optional) member property value.



Selected results from any search can be stored in our unique **Member Cache**, making them available for use within the MDX designer without the need for complete dimension enumeration.



Of course, the **Member Cache** items behave just like ordinary members (in fact, they are ordinary members!). This picture shows the result of the server-defined action on such a member.

Another unique feature is the ability to take multiple members from the same hierarchy in the filter condition, right there in the MDX designer! This is often needed but extremely rare capability, something that can be found only in very few top-class OLAP clients today.

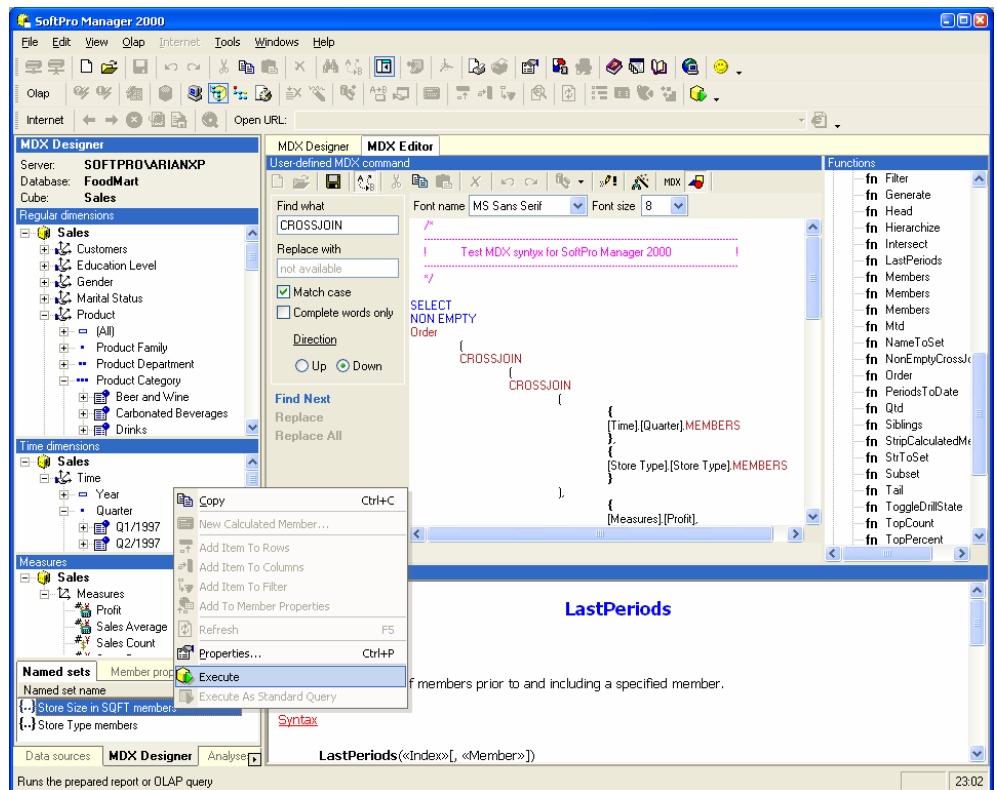
The capabilities of the “**MDX Query Designer**” don't stop here. More advanced capabilities are described in advanced features.

MDX Editor

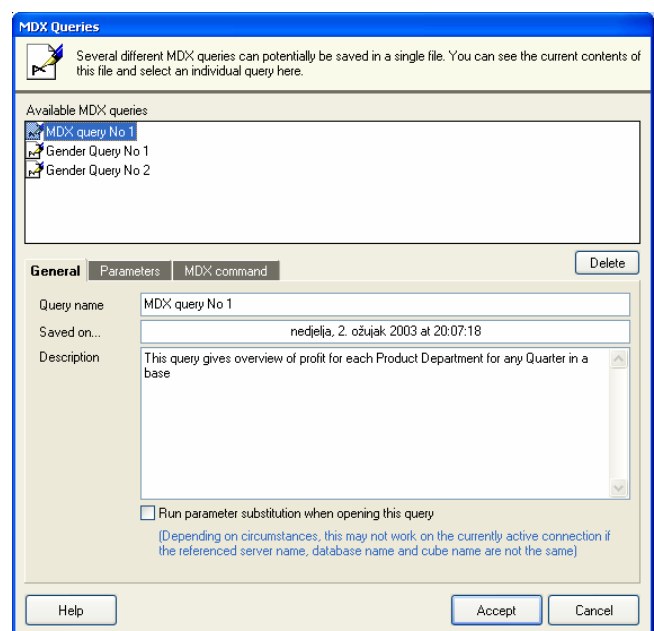
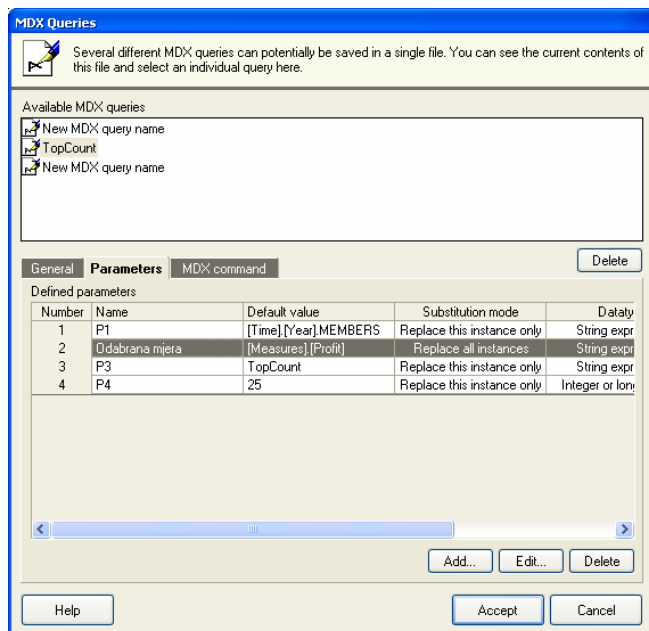
Powerful combination of “**MDX Query Designer**”, which allows you to combine Member Properties (including filtering capabilities), Named Sets, Calculated Members, Filters, four additional functions in rows and columns together with colorized “**MDX Editor**” with hierarchical syntax structure represents excellent platform for learning MDX language.

The picture on the right shows the extensive editor for MDX functions.

Right pane of the editor lists all available functions, and beneath it shows the description of the desired function in **HTML** format.



Our MDX Editor has unique feature to save multiple MDX queries within a single file.



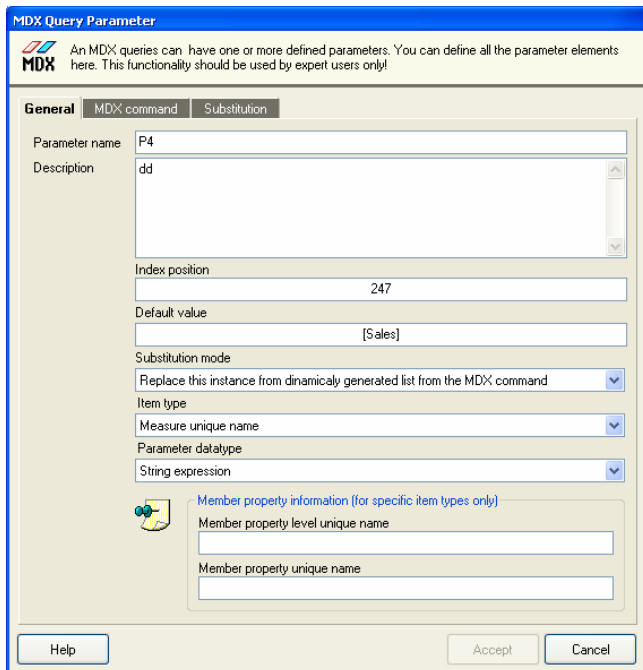
This way, you have ability to create a group of relating queries, and save them within same file.

Once saved, a set of queries can be opened at any time.

This picture shows the **Open MDX Query** dialog.

Building on the promise to usually do (at least) a little bit more than our competitors, Manager MDX queries support the concept of defining the MDX query parameters.

OLAP Parameters



MDX Query Parameter

An MDX queries can have one or more defined parameters. You can define all the parameter elements here. This functionality should be used by expert users only!

General | MDX command | Substitution

Parameter name: P4
Description: dd

Index position: 247
Default value: [Sales]

Substitution mode: Replace this instance from dynamically generated list from the MDX command

Item type: Measure unique name
Parameter datatype: String expression

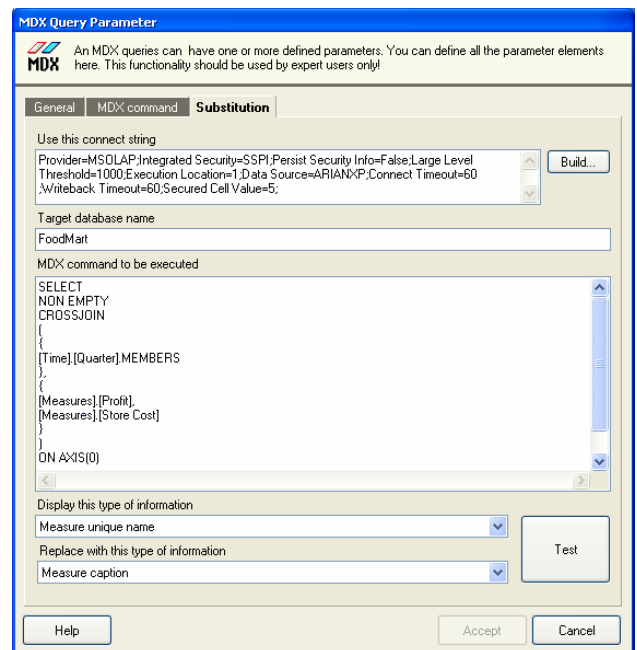
Member property information (for specific item types only)
Member property level unique name:
Member property unique name:

Help | Accept | Cancel

If there is a need, and it is usually the case, you can define several parameters for each MDX query.

Once defined, the parameters are saved together with MDX query, and you can run such a query with parameters at any time.

The best of all is the fact that you do not need repository to use this feature. Even the Professional Edition supports the OLAP parameters in local query files!



MDX Query Parameter

An MDX queries can have one or more defined parameters. You can define all the parameter elements here. This functionality should be used by expert users only!

General | MDX command | **Substitution**

Use this connect string:
Provider=MSOLAP;Integrated Security=SSPI;Persist Security Info=False;Large Level Threshold=1000;Execution Location=1;Data Source=ARIANXP;Connect Timeout=60;Writeback Timeout=60;Secured Cell Value=5;

Target database name: FoodMart

MDX command to be executed:
SELECT
NON EMPTY
CROSSJOIN
{
[Time].[Quarter].MEMBERS
},
{
[Measures].[Profit],
[Measures].[Store Cost]
}
ON A\XS(0)

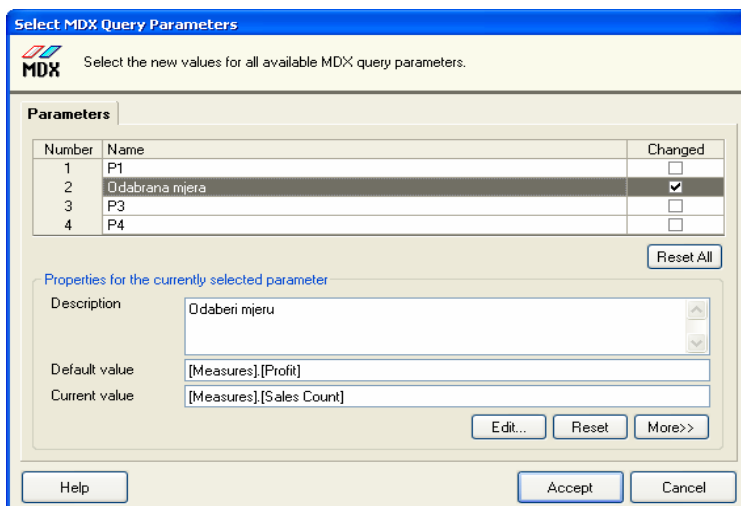
Display this type of information: Measure unique name
Replace with this type of information: Measure caption

Test

Help | Accept | Cancel

The parameter handling in the new **SoftPro Manager 4.0** is extremely powerful. In fact, it is another unique feature that cannot be found elsewhere.

The bottom picture and the picture at the right show the example of the complex parameter definition.



Select MDX Query Parameters

Select the new values for all available MDX query parameters.

Parameters

Number	Name	Changed
1	P1	<input type="checkbox"/>
2	Odabrana mjera	<input checked="" type="checkbox"/>
3	P3	<input type="checkbox"/>
4	P4	<input type="checkbox"/>

Reset All

Properties for the currently selected parameter

Description: Odaberi mjeru

Default value: [Measures].[Profit]

Current value: [Measures].[Sales Count]

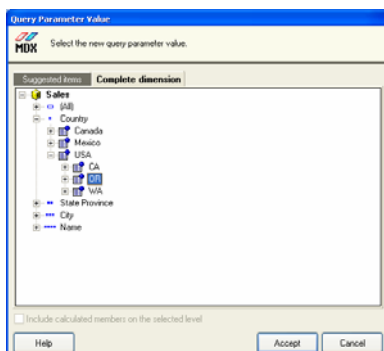
Edit... | Reset | More>>

Help | Accept | Cancel

You will find that using parameters makes life much easier. Even (usually) unwilling managers, will begin to love using them in no time.

The number of parameters is not limited.

Although defining the parameter requires some advanced knowledge (you can always ask your IT specialist to help you), using them is really easy. In fact, **Manager 4.0** will do most of the things for you. No matter how complex parameter might be, it will always suggest the right set of available values in a simple and easily understandable way. All you have to do is select the desired value and you are done!



Query Parameter Value

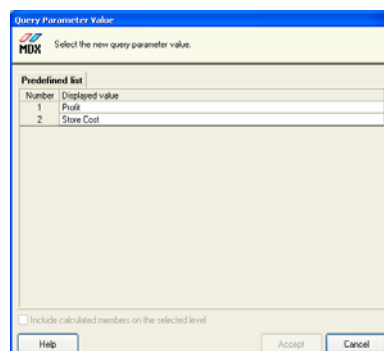
Select the new query parameter value.

Suggested items: Complete dimension

- Sales
 - Country
 - Canada
 - Mexico
 - USA
 - CA
 - WA
 - State/Province
 - City
 - Name

Include calculated members on the selected level

Help | Accept | Cancel



Query Parameter Value

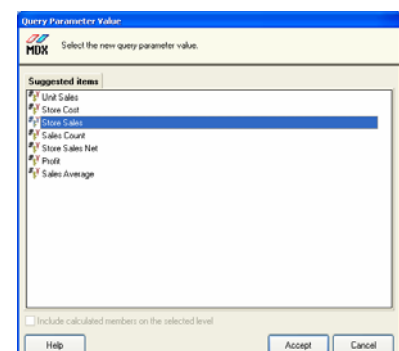
Select the new query parameter value.

Predefined list

Number	Displayed value
1	Profit
2	Store Cost

Include calculated members on the selected level

Help | Accept | Cancel



Query Parameter Value

Select the new query parameter value.

Suggested items

- Link Sales
- Store Cost
- Store Sales
- Sales Count
- Store Sales Net
- Profit
- Sales Average

Include calculated members on the selected level

Help | Accept | Cancel

Enterprise-scale reporting capabilities

Apart from being a leading analysis application for OLAP data sources, **SoftPro Manager 4.0** also covers the traditional area of everyday business reporting.

And how!

The key usability feature used for this purpose is called **Manager Remote Files**, a centralized place to hold the definitions about all objects that are widely used by all users.

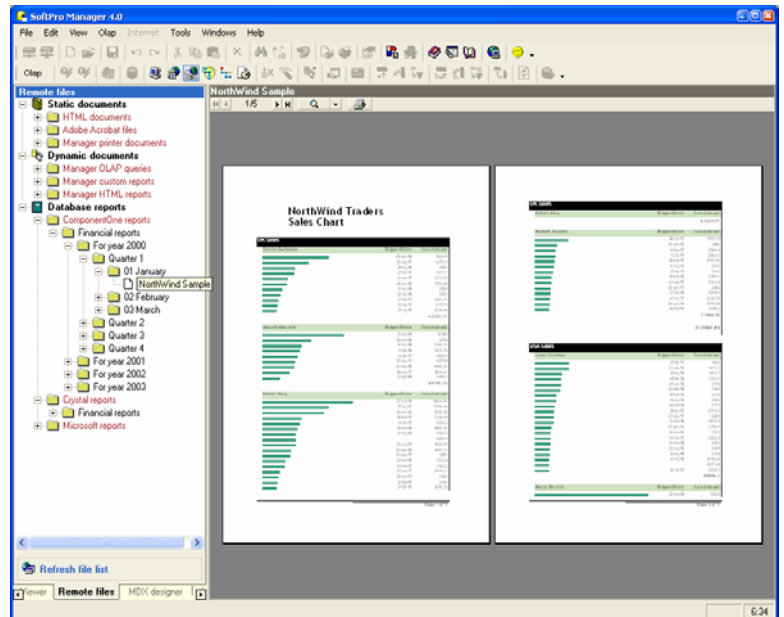
This file-based repository contains, among other things, no less than four (4) different types of reports:

- **Enterprise Database Reports**
 - Crystal reports 9
 - ComponentOne reports
- **Manager Custom Reports**, and
- **Manager HTML Reports**

It also includes the two (3) additional types of static, pre-processed reporting documents:

- **HTML Documents**
- **.PDF Documents**, and
- **Manager printer documents**

The picture on the right shows such a report prepared by the report generator and executed within the **SoftPro Manager 4.0** main application.



The report designer is an additional component that can be purchased separately.

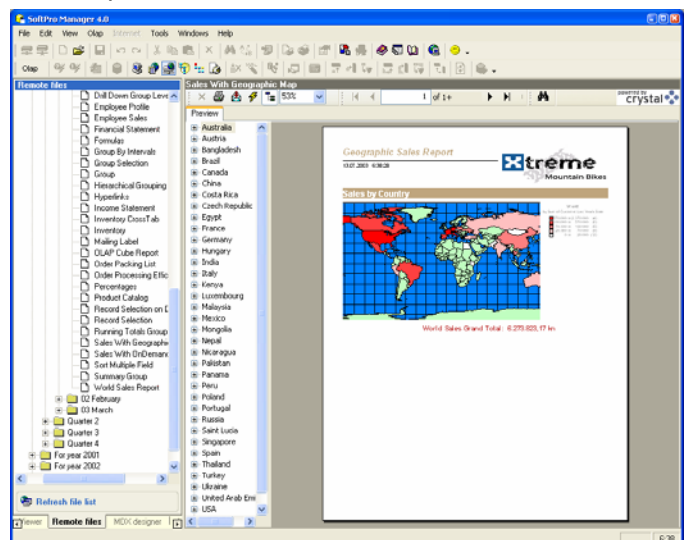
Although a good report designer (such as the one used by **SoftPro Manager 4.0**) can save a lot of time needed to prepare complex reports, there are some situations where you must recognize that everything on this world has some limitations. In other words, there is always some situation that no reporter will be able to solve.

Reports from OLAP data sources are just this kind of example.

However, **SoftPro Manager 4.0** gives you the solution for such a requirement as well in the form of **Manager Custom Reports**.

In fact, you can use this feature not only for OLAP data sources, but for literally any data source you can access via standard ODBC or OLEDB drivers. And that is pretty much everything you can possibly think of.

If you have already invested in the top-class reporter like Crystal Reports 9, your investment will be fully protected with the **SoftPro Manager 4.0**. We also support using this industry standard reporter directly within our application.



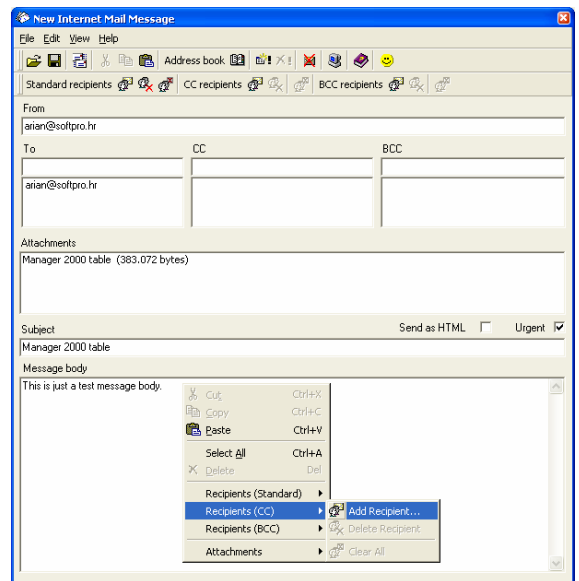
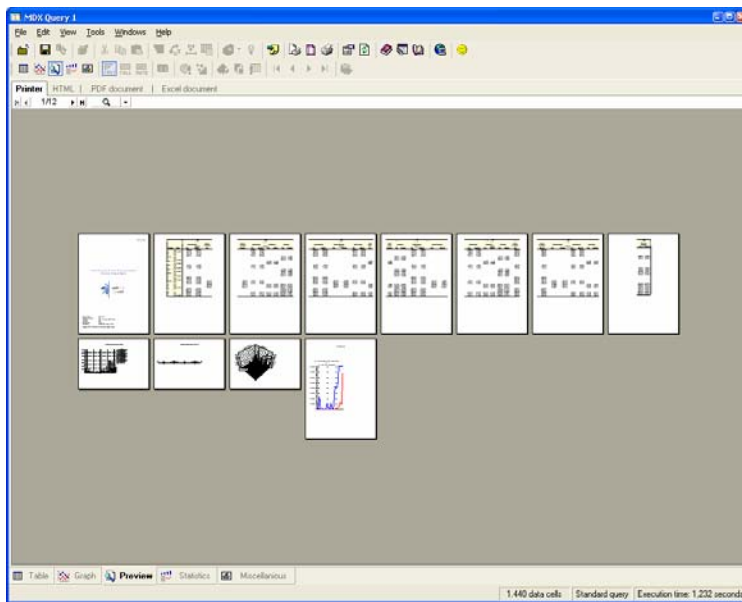
Those entire complex features need to be properly administered too. Therefore, **SoftPro Manager 4.0 Professional** ships with the additional application: **Manager 4.0 Remote Files Administrator**.

E-mail support and printing the results

Everyday business is inconceivable without electronic document exchange. **SoftPro Manager 4.0** supports two most popular standards: **SMTP** (Internet e-mail protocol) and **Microsoft Exchange server**.

This is why we have developed a special Windows NT (Windows 2000) service, which, when combined with the main application, provide easy and simple sending of documents either through Internet, or using **Microsoft Exchange** server on local network.

This picture shows how and e-mail is sent (right) using the special **SoftPro Internet Mail Connector** service.

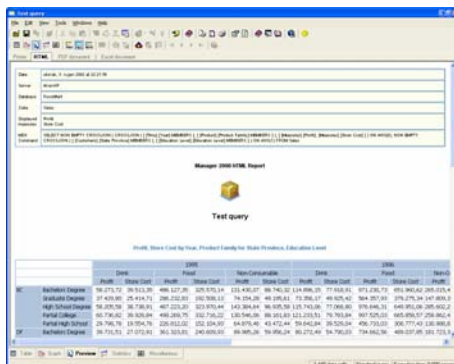


Considering the fact that OLAP analytical cubes can return very large amounts of data, **SoftPro Manager 4.0** has an exclusive mechanism for printing results.

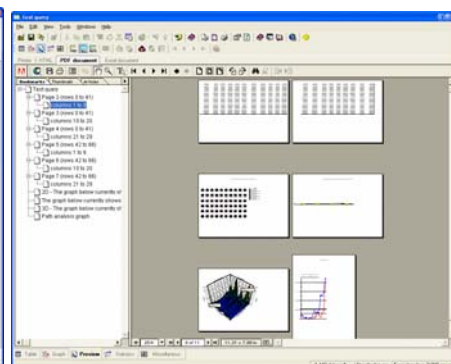
Before starting the actual printing job, the user must check on the screen what the final document will look like and how many pages will it take. When done, the user can print the results on specified printer. This way you save paper because queries can sometimes take up to several hundreds of pages.

The picture on the left shows the standard print preview feature.

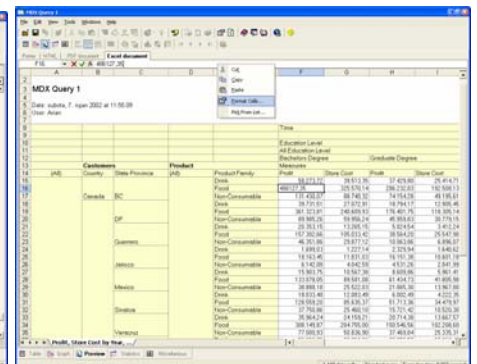
Besides printing capability, you can export every document into standard HTML format, a very popular **.PDF (Adobe Acrobat)** format, which enhances document exchange or WEB publishing, as well as a Microsoft Excel document.



HTML



.PDF



MS Excel

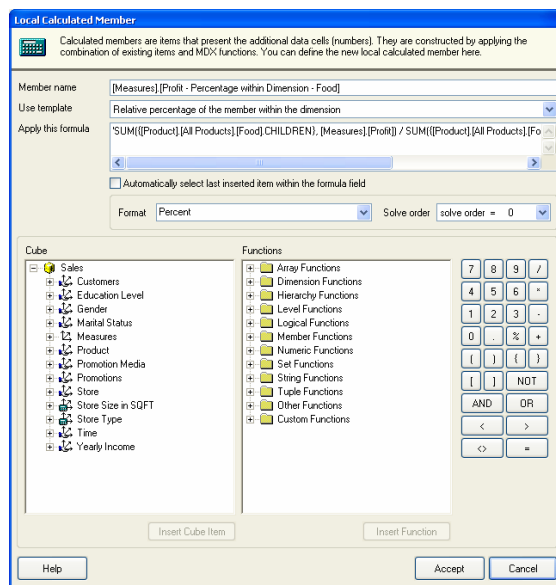
Advanced features

Besides the basic analytic features, **SoftPro Manager 4.0** has quite a few other capabilities. In general, it supports all new features introduced by the new Microsoft Analysis Services 2000.

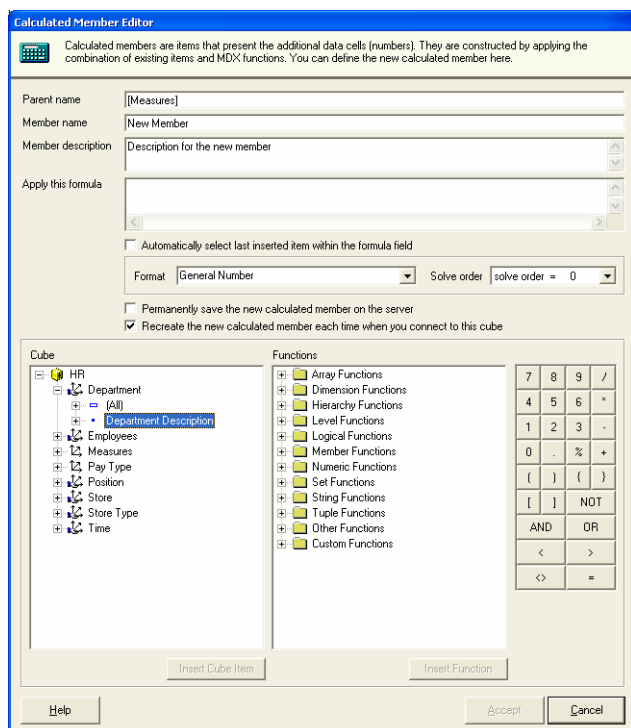
Without detailed explanation, we will mention only a few:

- work with user defined properties
- interactively define new measures (either based on predefined templates or by supplying your own MDX definition)
- support for server-defined named sets
- support for administrative defined actions, and
- built-in MDX Editor

The picture on the right shows interactive user defined member (“**Local Calculated Member**”).



a



Picture on the left shows the extended editor for defining new measures and members.

Unlike our competitors, **SoftPro Manager 4.0** can define temporary (“Session-scope”) and permanent measure/members on each and every hierarchical level.

Built-in wizards

SoftPro Manager 4.0 has made one extra step more to make analysis more familiar to a common user. There are currently several additional “Wizards” for specialized actions or analysis built into **SoftPro Manager 4.0**. We provide average users to perform complex analysis without knowing the complex MDX syntax.

“Create Cube Wizard” - This wizard is designed for extracting existing data within a selected cube into a new, local analytic cube. The new local cube can be analyzed in the exact way as you did with the original cube, but you don't have to be connected to the OLAP server. Local cubes are useful when an analysis has to be done on notebooks (e.g. at home).

“Time Interval Wizard” - This wizard is intended for preparing complex queries in which data is to be analyzed within a designated time interval.

“Time Series Wizard” - This wizard is designed for defining particular time analysis in which data (summarized or average values) is examined in a form of time series under selected criterion.

Two different types of analysis are supported:

- scope up to current date, and
- scope from last N periods to desired date

“Parallel Periods Wizard” - This wizard is intended for special time analysis in which data is examined in form of a time series.

Two different types of analysis are supported:

- values in parallel period, and
- differences between values in a parallel period

“Percentage Change Wizard” - This wizard is intended for special time analysis in which data is examined in form of a percentage change through a few periods with desired criterion applied.

“Percent Analysis Wizard” - This wizard is intended for special concurrent analysis in which one set of data is compared to another set of data and the final result is expressed in a percent of their relative value.

“What-If Analysis Wizard” - This wizard is intended for simple simulations in which you can change values from the existing set of data.

It features for types of changes:

- changing a single measure
- changing a set of elements in columns
- changing a set of elements in rows
- complex change (combining a set of elements both from rows and columns)

“Accumulated Values Wizard” - This wizard is designed for defining particular time analysis in which accumulated data is examined in a form of time series under selected criterion.

Four different types of analysis are supported:

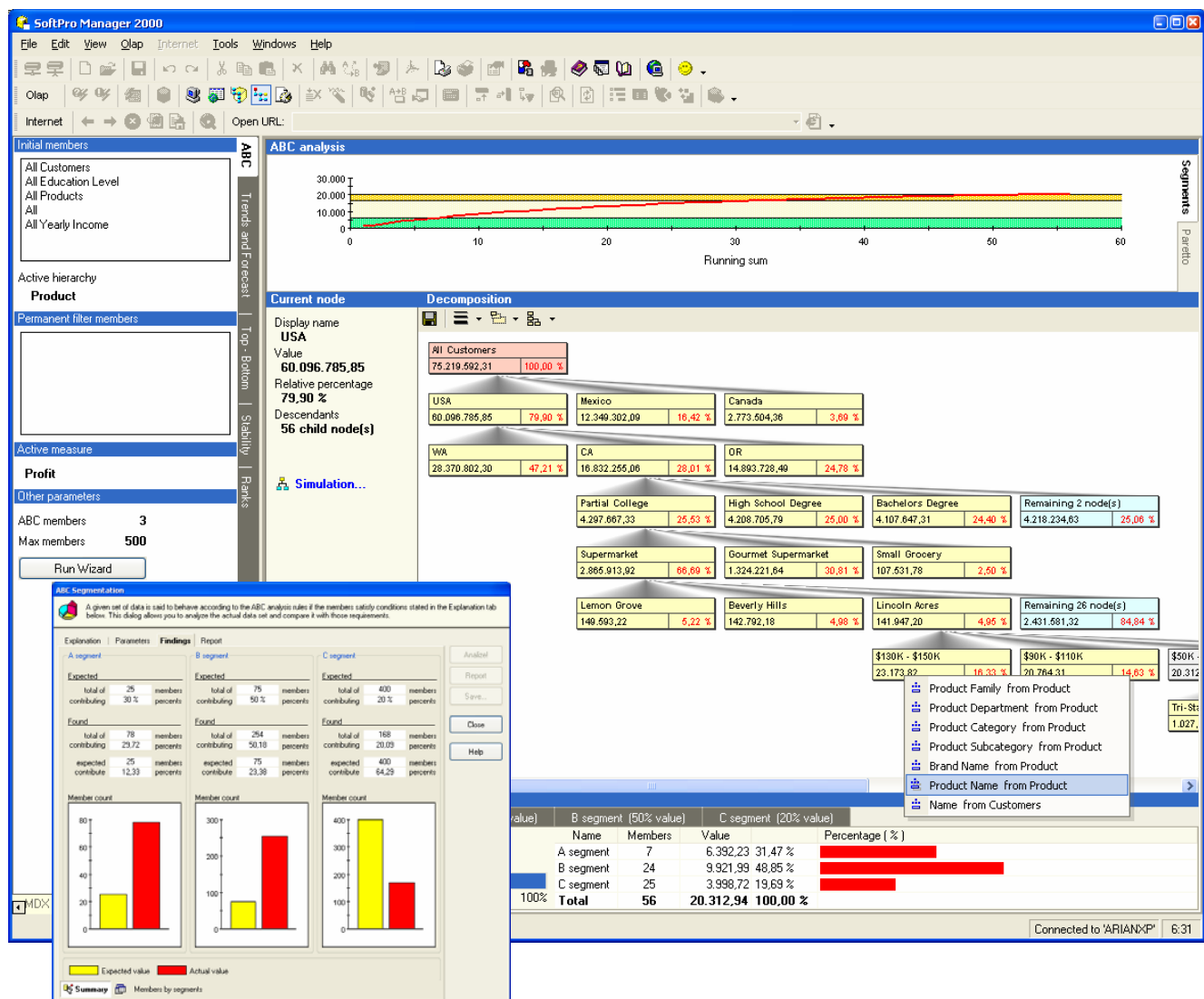
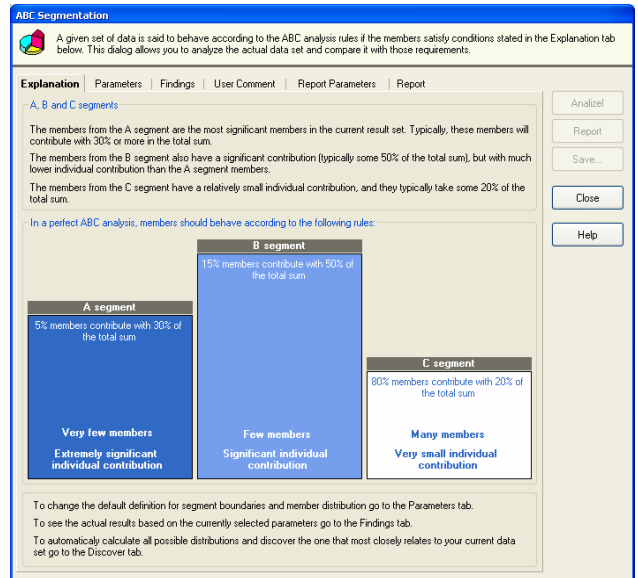
- Year
- Quarter
- Month
- Week

ABC analysis

The ABC analysis itself is an extremely valuable tool with a wide area of applicability. It uses the well-known fact that many business processes behave according to a certain pattern. Namely, a relatively small number of members have the predominant contribution of some value (this could be a profit, for instance) while the majority does not contribute significantly. This pattern has been found to work on almost all retailers, but is applicable to many other situations too.

The “**ABC Analysis Wizard**” is provided to prepare initial parameters for the interactive graphical ABC analysis along any given set of dimensions in the existing set of data.

One of the unique features of the ABC analysis is its ability to perform a multidimensional analysis across the initial dataset frame defined by the wizard. Using a simple mouse click, end users can drill the entire cube and get quick answers about the actual distribution of the leading members, as well as the information about other, non significant members as well. At any given node a user can change the principal dimension (and select any available level within that dimension too!) and continue the analysis within the new context.



Analyze trends and correlations among your data

Every single business dimension doesn't reveal much when examined alone. Only when it is being compared to another dimension, you can come up with something helpful. These dimensions are called measures in OLAP technology, and **SoftPro Manager 4.0** provides fast and accurate statistical analysis of mutual correlation between any two measures.

It is possible to perform such analysis in a matter of seconds on virtually any subset of data, which means that it is possible to track mutual dependencies of particular aspects of business from global scope to the most detailed level.

Consecutively, to boost the quality of analysis, **SoftPro Manager 4.0** concurrently shows statistically calculated values and achieved values, providing fast recognition of potential exceptions that may cause expected or unusual business events.

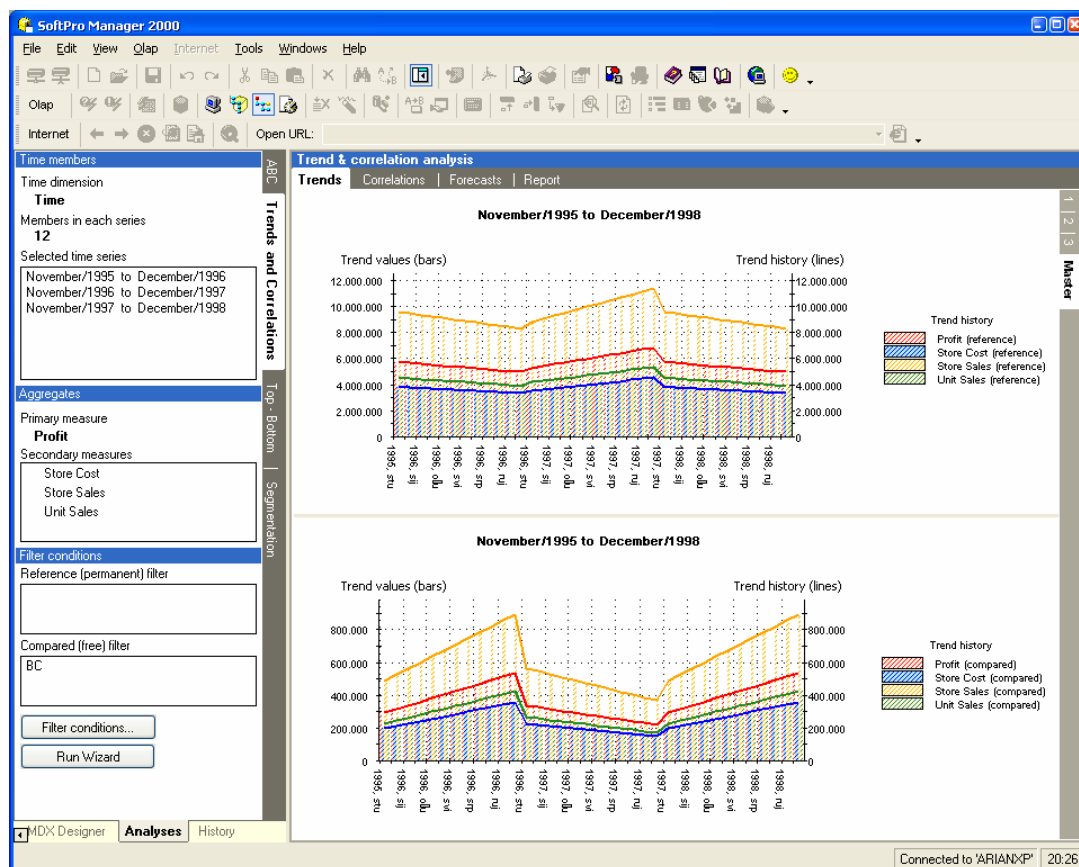
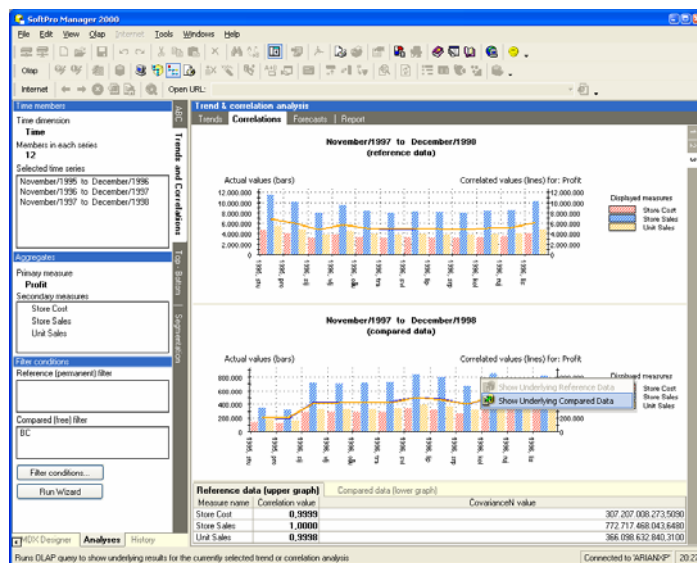
Due to the specific nature of trends and correlations as well as the forecasting needs, **SoftPro Manager 4.0** provides a natural way to compare two different data series on the same screen.

This unique feature allows you, for instance, to compare the trends for some business segment, compared to same results taken for another business segment or even the entire company. This way, you get the much needed comparison of entirely different business areas, including the ability to actually see their relative performance numbers.

Functionality does not stop here. Apart from the trend values for any particular time segment, **SoftPro Manager 4.0** will show you the "trend history", allowing you to spot subtle changes in behavior of any particular business area. This might give you a better understanding of things like seasonal or periodical events that might have escaped your attention otherwise.

Using correlations is a standard way of comparing the mutual dependence of any two independent sets of variables. Being the number between -1 and +1, a correlation shows how those two variables depend on each other.

SoftPro Manager 4.0 actually provides two entirely different ways of analyzing the correlations. Finally, comparative analysis can be further altered by changing the target (compared) data set by redefining the current filter conditions.



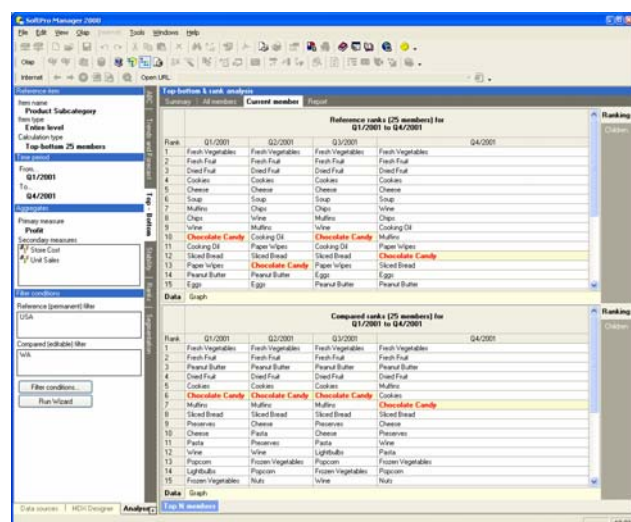
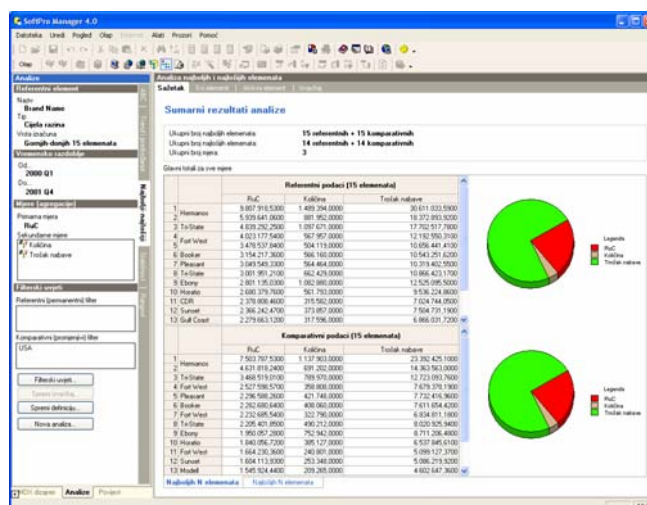
Top-Bottom Analysis

Before we start to dream about future, we should analyze our business very carefully. Therefore, **SoftPro Manager 4.0** will help you to determine what part of your business is best and what part is worst.

Our Top-Bottom analysis will give you unbeatable overview of your business providing you with helpful information, like top, bottom and rank status of any element of your business. Once again, we have implemented dual screen analysis for reference and compared data set.

The screen below shows the Top 25 and Bottom 25 product subcategories which contributes in business in USA (upper table) and WA (lower table). At any time you can select either Top or Bottom view.

Graphical presentation is very helpful and available for any view. It will let you quick understanding of the patterns.



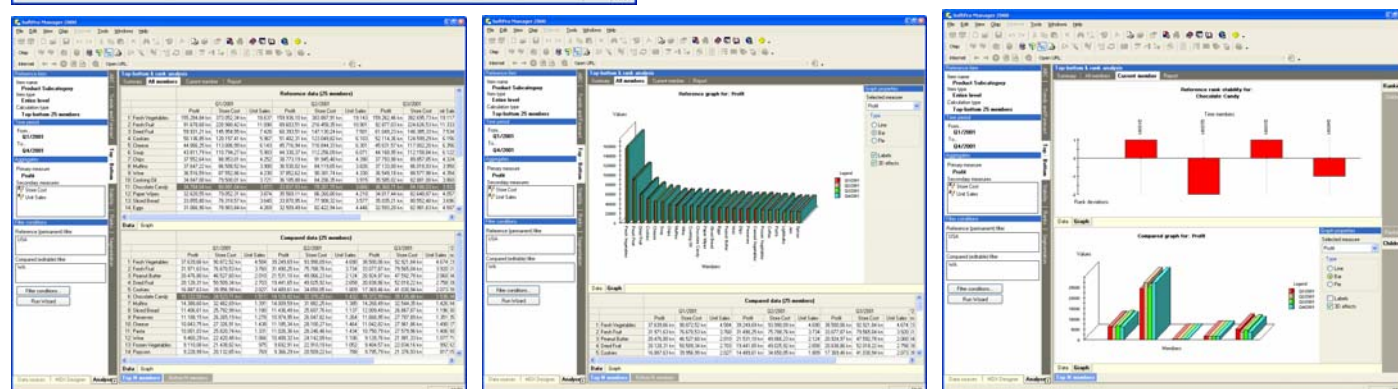
Different types of graphs will allow you to select the most suitable one.

In addition for any selected member of your, Top or Bottom, analyzing set, you have option to determine its rank during the whole time period and for each time segment of that period.

That way, you are able to monitor rank behavior of particular product.

That is not all. For every single element you have the option to see its descendants with all relevant numbers.

This will help you to determine who is contributing the most and in which time period.



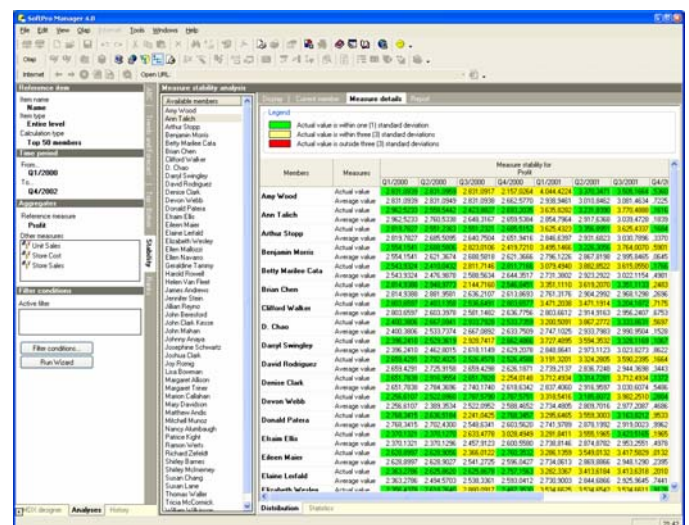
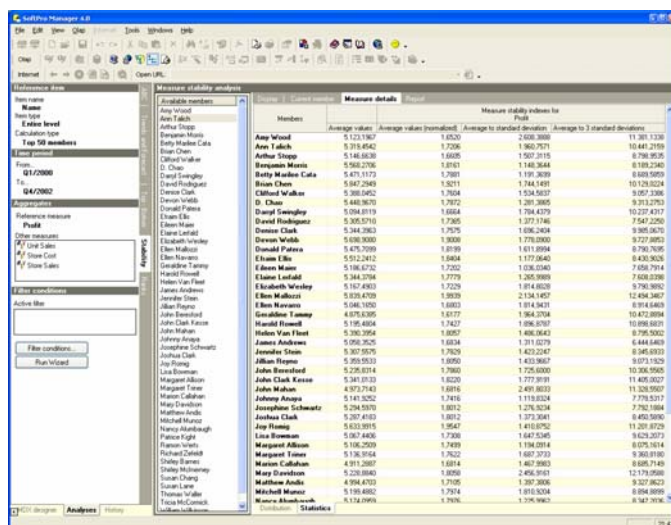
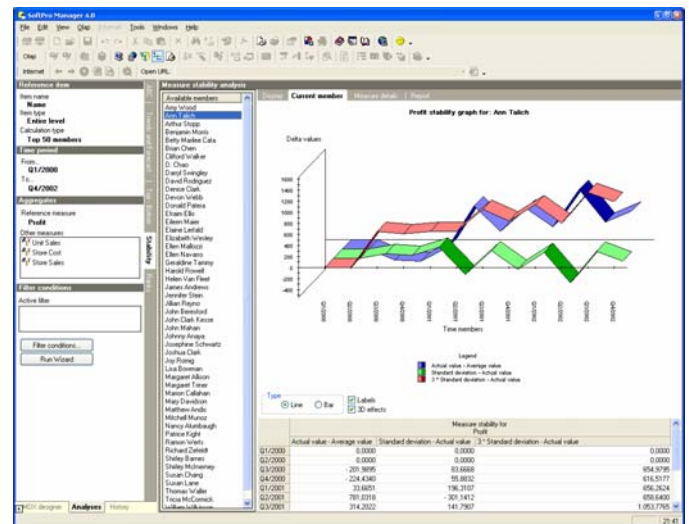
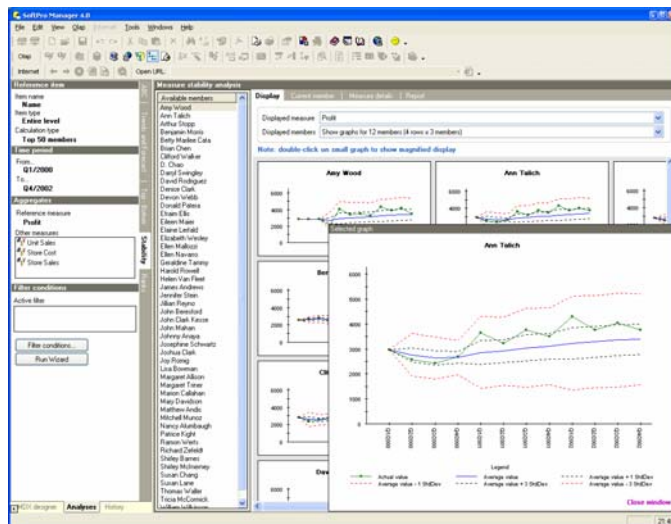
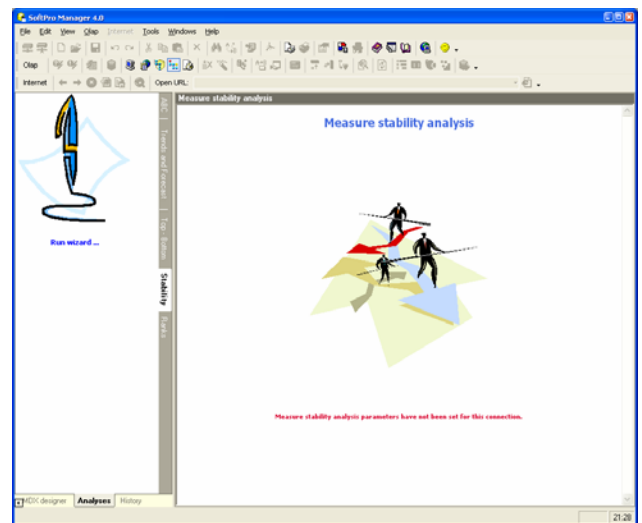
Of course, **SoftPro Manager 4.0** thinks about your needs all the time, so you will have ability to see different graphs at the same time.

Therefore you can see your rank behavior and children contribution in graphical presentation as well.

Measure stability

The new version of **SoftPro Manager 4.0** also introduces the Measure Stability Analysis. The idea behind this analysis is to be able to get precise look at the behavior of any particular measure along the single selected dimension subset of data.

This analysis will give you both the graphical and numerical view on the dynamic stability of a selected measure (several measures can be selected). The “dynamic” means that the stability values are recalculated in every single point of time recursively. This way, you get the real representation of what has been happening during the time.

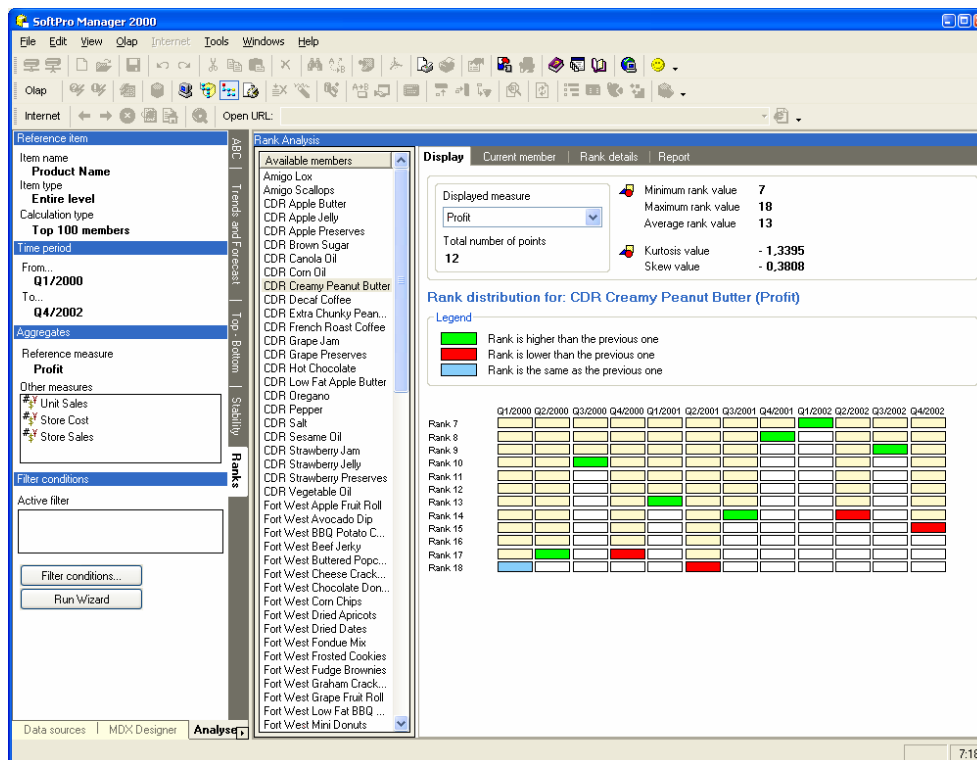
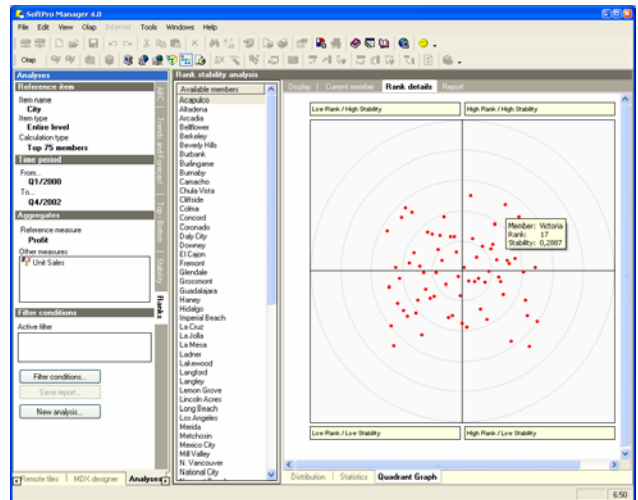


Rank stability

As we mentioned in one of the previous (the “Top-Bottom Analysis”) paragraphs, **SoftPro Manager 4.0** will enable you to see the individual ranks. However, our opinion is that this is not enough. Therefore we are introducing Rank Analysis. Select what ever you want within any time frame and we will give you powerful Rank analysis providing information like:

- Minimum rank value
- Maximum rank value
- Average Rank value
- Kurtosis value
- Skew value

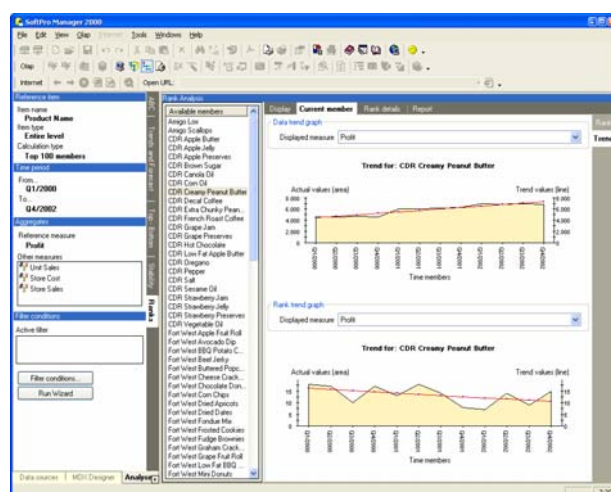
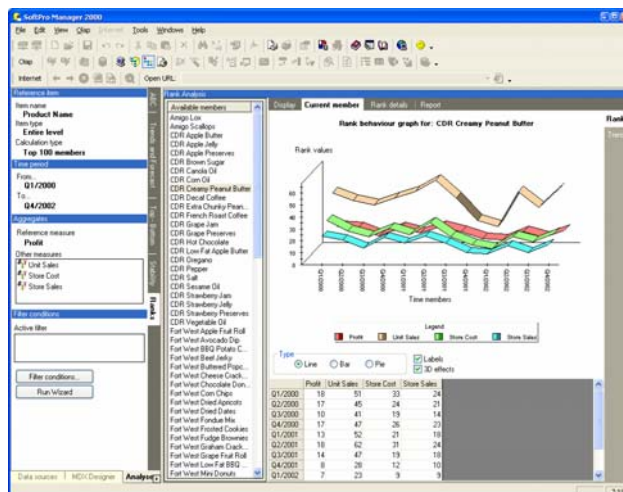
You will get it on plate, for any measure you have selected within wizard.



Our new graphical interface, gives you ability to determine rank behavior within fraction of second. At any time, you can change measure or member you are analyzing.

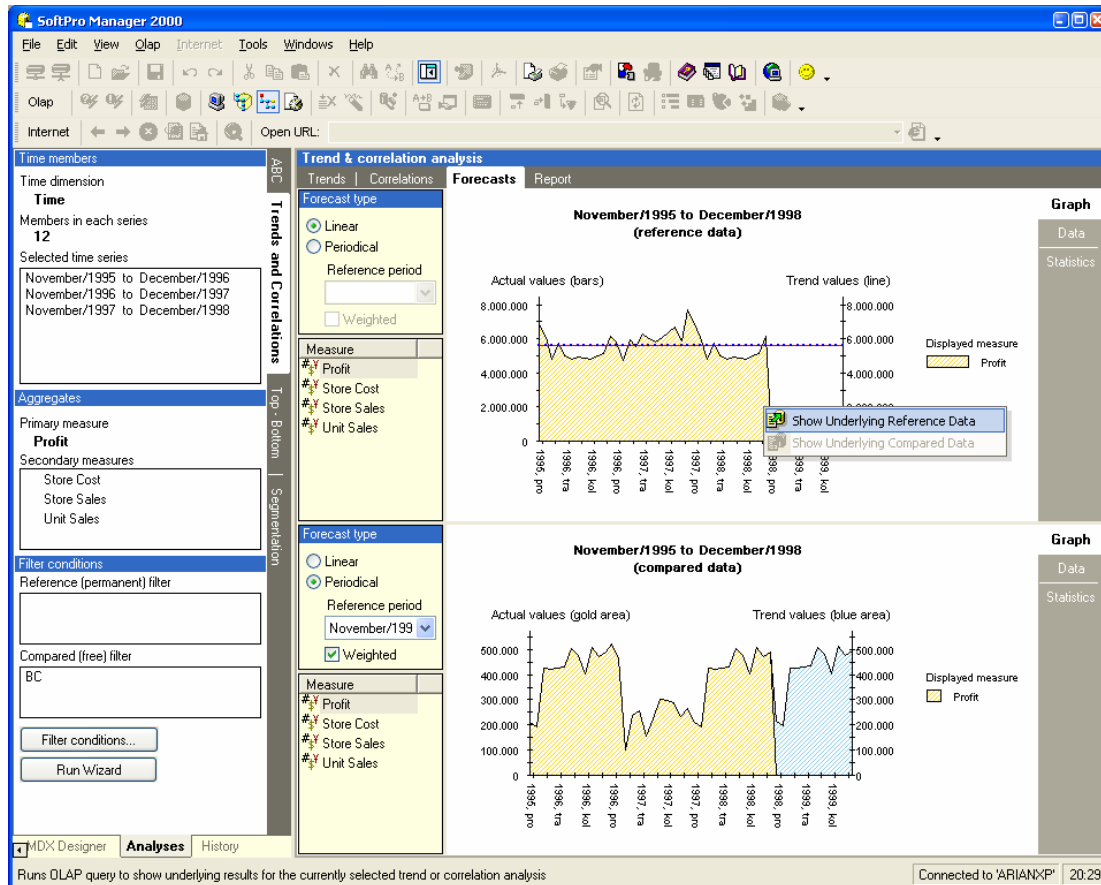
For any member we will provide you with rank behavior graph that includes all selected measures, and table with actual ranks for all measures within each time member of selected time frame.

In addition, once again for any measure, you will be able to see measure and rank trends. This will help you to immediately determine the cause of rank behavior. Furthermore, additional rank stability analysis will give you three different looks on rank behavior.



Forecast future events

The goal of any business analysis is getting to the conclusion of some kind. These conclusions, in general, relate to future. So, it is mostly about forecasting.



SoftPro Manager 4.0 is ready to offer prepared mechanisms for calculating and comparing existing results.

As with the trend and correlation analysis, forecast analysis is performed in just a few seconds as part of the same analysis.

SoftPro Manager 4.0 offers three different methods to calculate forecasted values of particular aspects of a business starting from global and going all the way down to any available detailed level:

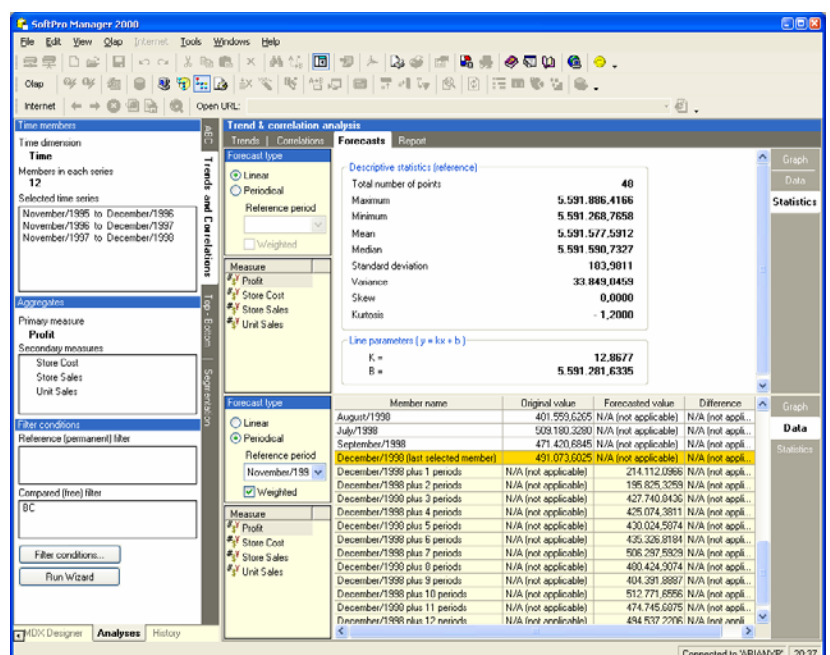
- linear trend analysis (using the method of least squares)
- periodical trend analysis

(using the reference period data)

- weighted periodical trend analysis (a variation of the previous method)

The above screen shows the two different methods (linear and weighted periodical) applied to the selected data sets. As everything else, it can be calculated for any of the previously selected measures (in this example, 4 different measures) Graphical representation is very helpful indeed because it lets you quickly understand the patterns, but actual numbers are needed for a precise description.

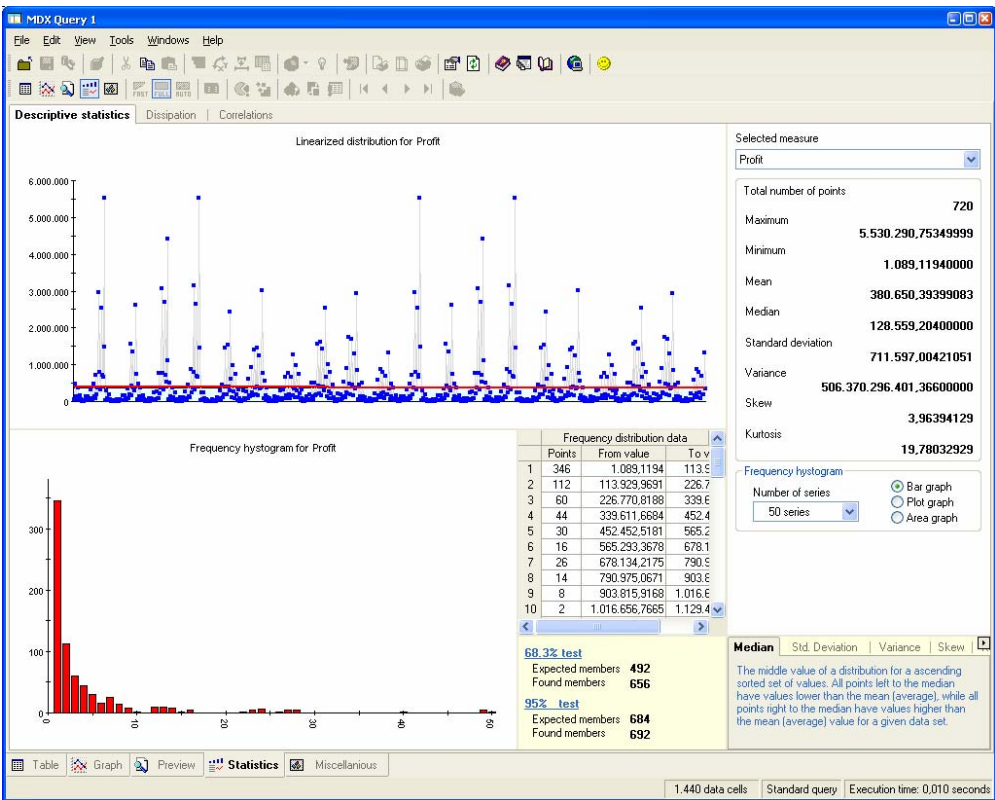
Of course, **SoftPro Manager 4.0** delivers the numbers too. Actually, you get not only the past and forecasted values for all time points, but a short statistical analysis of the most important descriptive parameters as well.



Descriptive statistics and extensive correlation analysis

Sometimes you will want know more about the most important statistical parameters that represent your data. Depending on level of interest, you can either export the current data to some specialized statistical package (an ultimate, but rather expensive solution) or use supplied **SoftPro Manager 4.0** set of functionalities:

- Maximum
- Minimum
- Mean
- Median
- Standard deviation
- Variance
- Skew
- Kurtosis
- Regression line (linear trend)
- Normal distribution
- 68.3% and 95% tests
- Parameterized frequency histogram
- Parameterized cell-level dissipations

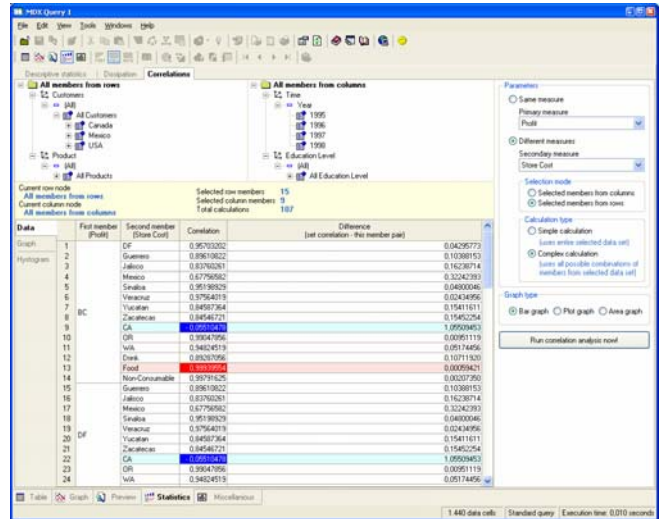
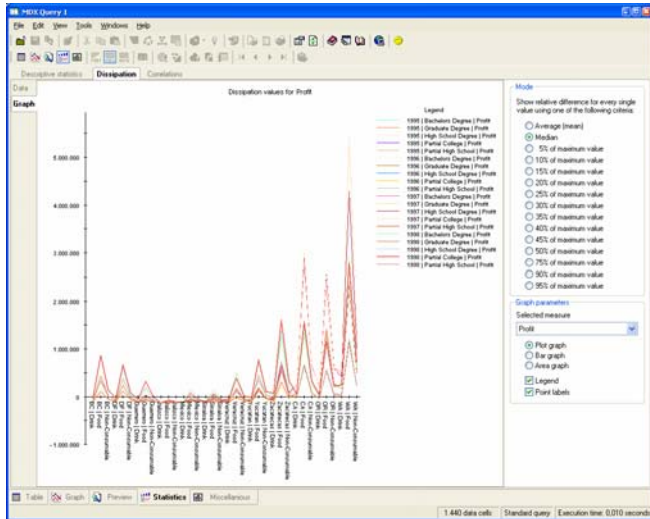


Customers	Product	Measures
[All]	[All]	Profit
[Canada]	[BC]	Profit
[Canada]	[DF]	Profit
[Canada]	[Guerrero]	Profit
[Canada]	[Jalisco]	Profit
[Canada]	[Mexico]	Profit
[Canada]	[Sinaloa]	Profit
[Canada]	[Veracruz]	Profit
[Canada]	[Yucatan]	Profit
[Canada]	[Zacatecas]	Profit
[USA]	[CA]	Profit
[USA]	[OR]	Profit

Naturally, all those statistical values can be independently obtained for each existing measure within the data set.

The picture on the left shows the dissipation values for all data cells taken with respect to Median value of the selected measure in the data set.

The picture bellow (left) shows the graphical representation of dissipation values for all data cells taken with respect to Median value of the selected measure in the data set.

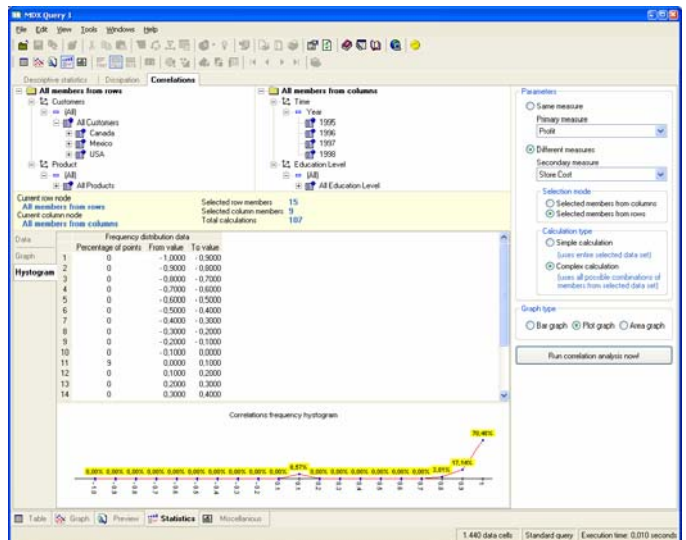
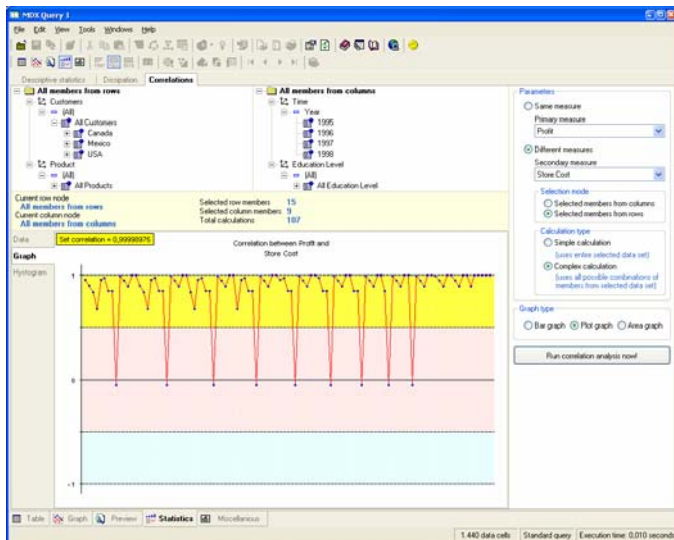


However, the most powerful feature here (usually not found even in applications of much higher price range) is the SoftPro Manager 4.0's ability to perform the extremely complex correlation analysis on any given set of data.

As opposed to standard correlation analysis described earlier, **SoftPro Manager 4.0** allows you to perform throughout mathematical analysis of every aspect of your data set. You can analyze the dependencies of either two different measures, or even the dependency for the same measure taken on all existing different subsets.

The picture above (right) shows the tabular representation of correlation values for all possible combinations of the current data set.

The picture bellow (left) shows the graphical representation of correlation values for all possible combinations of the current data set.

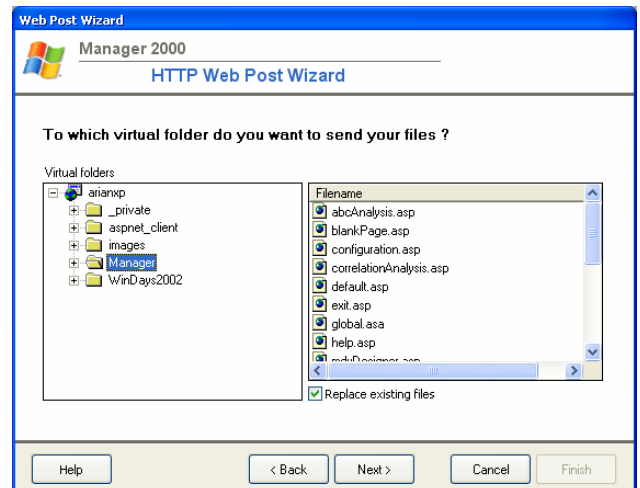
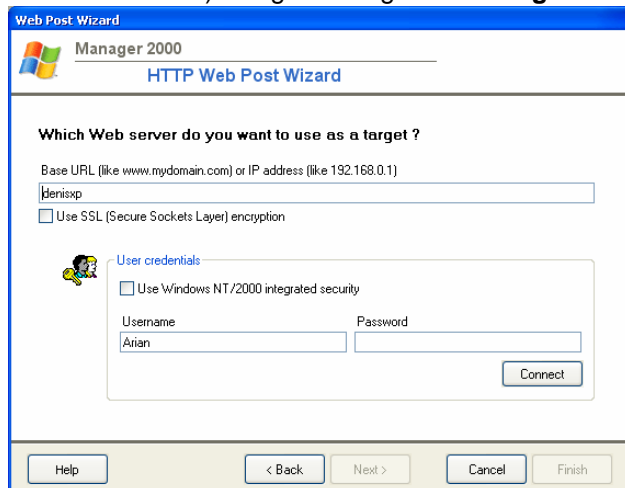


The picture above (right) shows the frequency histogram of correlation values for all possible combinations of the current data set.

Document saving, posting, viewing and activating

There are two main actions that an end user can perform with any OLAP query:

1. Currently previewed document (report, HTML file, PDF file or Excel file) can be saved locally or posted to any available WEB server using the built-in **HTTP Web Post Wizard**
 - a. In Enterprise Edition, documents posted on the predefined SoftPro Manager 4.0 Web site can be automatically published on the local Intranet
2. Any OLAP query can be saved in the complex Manager format and opened later (on the same, or any other machine) using the integrated **Manager Viewer**

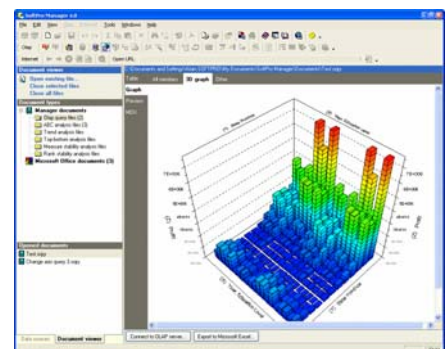
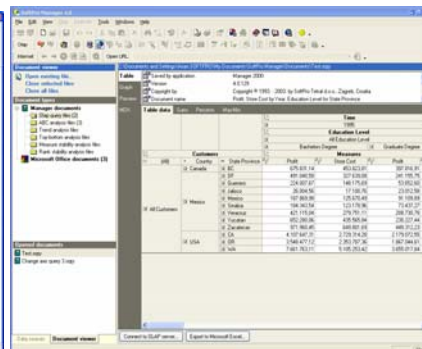
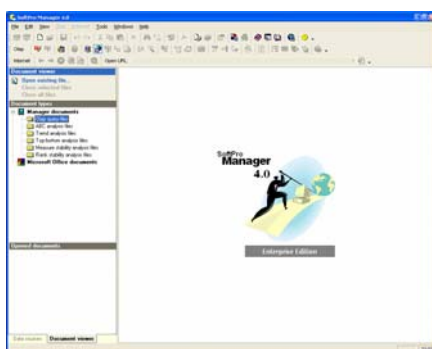


In contrast to the previous version **Manager Viewer** is now fully integrated in the main Manager application.

Manager OLAP Report document contains a complex set of information related to the results returned from the original MDX command. Depending on the current context of the running analysis, particular content of the saved document may be slightly different. However, saved **Manager OLAP Reports** will always retain the same set of capabilities. Specifically, once a saved document is opened, a user is able to:

- Reconstruct the exact table of results from the moment the document has been saved
- Freely sort viewable data on any available column
- Get summary, percentage (2 types) and min-max information about the data set
- Get graphs for All Members, Current Member, 3D and Path (including the accompanying table data)
- Get standard print preview report according to the previously defined parameters
- Generate PDF document from the print preview
- Get HTML representation of the underlying data set
- Create live Microsoft Excel document from the underlying data set

Manager OLAP Report documents are not limited to the former list of functionalities. In fact, they go much deeper than that. Every document stores enough information to quickly be transformed into the full-featured live OLAP analysis. This simply means that, with a single button click, a user can establish the connection to the original OLAP server (if one is available), execute exactly the same XML command, get the latest results and start working on them without losing any part of the saved information!

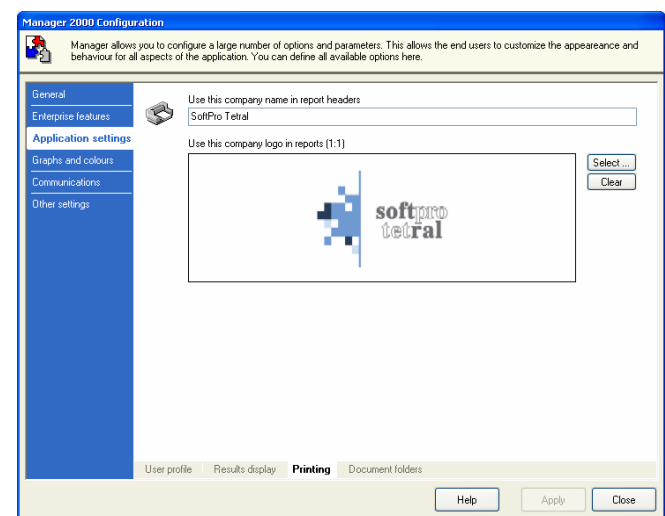
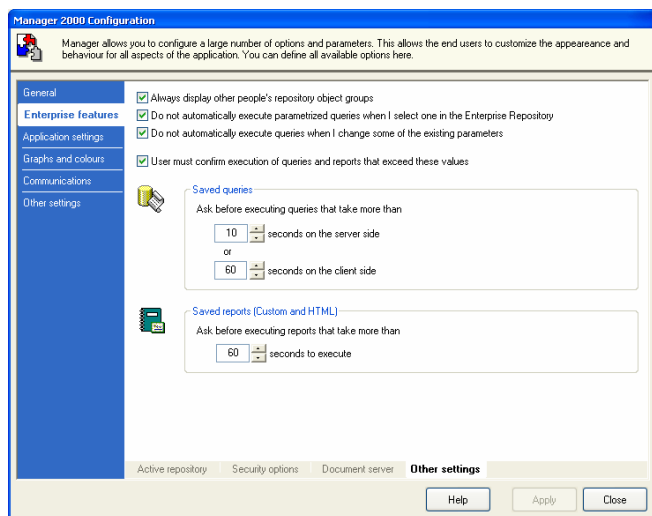
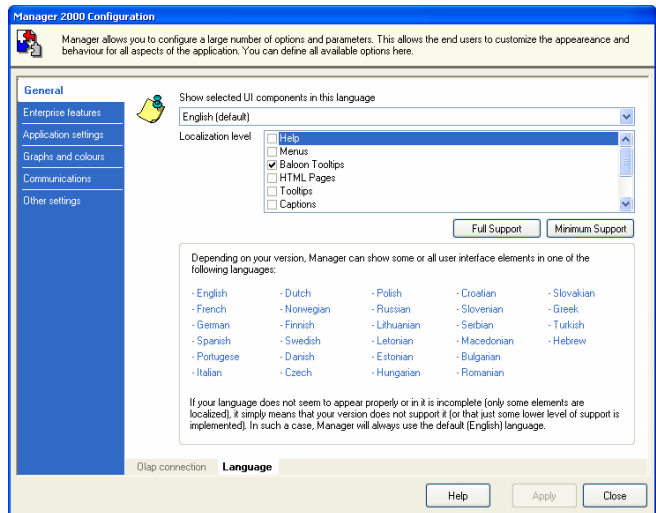
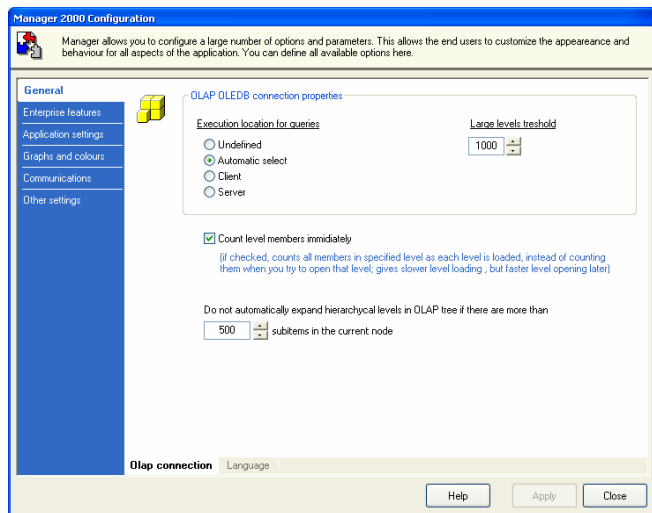


Rich configuration features

Although the previous version has been highly customizable, the new **SoftPro Manager 4.0** has significantly extended the number of available configuration parameters. There were two main reasons for this:

1. Many additional features in the new version
2. Ability to personalize almost every aspect of the application, in order to suite the specific needs of many different types of end users

Next several screens show some of the most interesting configuration options found in the SoftPro Manager 4.0.



Extensibility features

With **SoftPro Manager 4.0** we have gone a long way towards giving the end users a very powerful, yet simple use, querying and analytical tool suitable for any reasonable sized company. It can be equally used on any suitable relational (Enterprise Reports) or OLAP data source, and produce the same set of features every time.

However, there are always some situations where no particular tool can get you the desired functionality. It's usually not because the tool has been poorly designed, but simply a consequence of the fact that no two companies are equal. Hence, there will always be something different in the way they treat either the similar business processes, implement the corresponding workflow rules, or just require some specific functionality not commonly used by others.

Some of the real questions you should ask yourself are:

- Does my tool allow me to somehow build the support for such unpredicted situations, and still retain all the advantages that I already have?
- Can I leverage the already existing skills of my own IT stuff and write the applicative solutions that will closely match my particular requirements?
- Will those extensions support the extensive security rules?
- Can I keep the full integration of such custom-built extensions with the base tool, without letting the end users notice the difference?

Fortunately, **SoftPro Manager 4.0** helps you solve these kinds of problems with the support for several different types of extensions. We have already discussed the Enterprise Repository objects (one possible kind of extensions), and now we introduce the custom wizards.

Although you have learnt most of the things that **SoftPro Manager 4.0** can do for you, its power does not stop here. Instead, this application can be further extended with a very few limits. You could even say that **SoftPro Manager 4.0** as you know it by now is just a very sophisticated shell that enables you to write your own version of the OLAP client. As a matter of fact, you have seen some of these possibilities within the Enterprise Repository. Custom and HTML reports can be programmed on their own, using only the predefined interfaces to connect seamlessly to the **SoftPro Manager 4.0** main application.

All extensions that can be written for the **SoftPro Manager 4.0** take a form of an external wizard. Those wizards can be very similar to the wizards that are delivered as an internal part of the main application. You can even find the complete source code for such a wizard within the package. You can use various parts of this code in your own wizards.

SoftPro Manager 4.0 supports two very different types of external wizards:

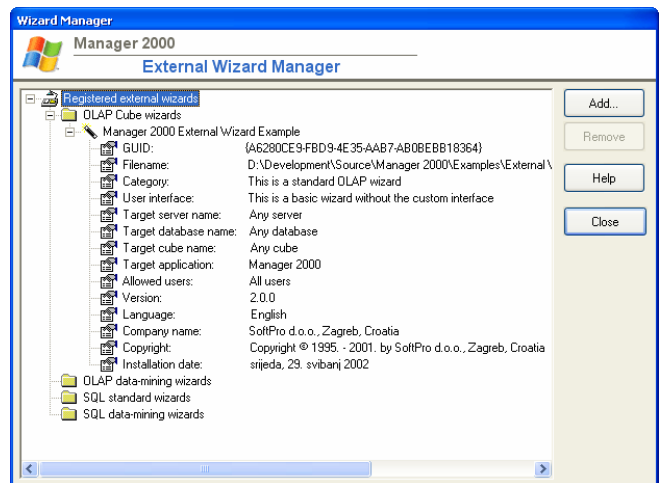
- **Basic wizards** that create MDX command (it should be a SELECT statement) and return it to the main application for further processing, and
- **Advanced wizards** that have their own custom user interface and live simultaneously with the main application

Another important concept regarding external wizards is the wizard category. It describes both the context of the wizard and what **SoftPro Manager 4.0** can do with the results returned from the wizard.

There are four possible types of wizard categories available:

- OLAP cube wizard
- OLAP data-mining wizard
- SQL wizard
- SQL data-mining wizard

In the current version, **SoftPro Manager 4.0** supports only the first category: OLAP cube wizards. Other types are planned to be supported in future releases.



to

Technical information

Supported platforms	Suggested hardware configuration for client computers
<p>Microsoft Windows XP</p> <p>Microsoft Windows 2000</p> <p>Microsoft Windows NT 4.0</p>	<p>CPU Pentium IV 1.5 GHz or better</p> <p>256 MB RAM or better</p> <p>Display adapter with at least 32 MB RAM or better</p> <p>19" (or 18" LCD) monitor capable of displaying 1280 x 1024 resolution or better</p> <p>HDD (minimum 200 MB free space) or better</p> <p>CD-ROM or DVD-ROM</p> <p>Networking card</p> <p>Mouse</p>
Servers supported	Basic feature list
<p>Microsoft Windows 2000</p> <p>Microsoft Windows NT 4.0</p> <p>Microsoft SQL Server 2000</p> <p>Microsoft Analysis Services</p> <p>Microsoft OLAP Server</p> <p>Microsoft Exchange Server</p> <p>Microsoft Transaction Server</p> <p>Microsoft SMTP Service</p>	<p>Distributed client-server architecture designed to support communication with servers in a special repository ("Enterprise Repository"), preferred servers ("Standalone OLAP Servers") desktop OLAP files ("CUBE Files") and special Manager files ("Manager Report Files")</p> <p>Unique user interface ("MDX Query Designer") for defining, managing and editing new OLAP queries</p> <p>Unique editor with support for colorized MDX syntax and formatting, as well as drag-and-drop editing</p> <p>Support for server-defined Named Sets</p> <p>Support for server-defined Member Properties with unique ability to filter resulting set by member properties</p> <p>Support for up to 4 additional MDX functions across main axis</p> <p>Saving predefined ("Parameter Queries") upon categories and its simple usage</p> <p>Interactive drill analysis ("Drill-Up" and "Drill-Down") simultaneously both on the grid and graph (9 types) across multiple dimensions</p> <p>Extensive support for different types of drill-operations (2 member drilldowns, 2 level drilldowns, 1 set drilldowns, 2 drillups)</p> <p>Support for simultaneous drilling operations</p> <p>Defining ("Exception Analysis") and colorized display of "good" and "bad" areas of results</p> <p>Concurrent analysis ("Advanced Percent Analysis") of any two data sets in the database</p> <p>Simulating results ("What-If Analysis") on any desired data set</p> <p>Display of original data from relational database (Drill-Through analysis)</p> <p>Quick calculation of trends, correlations ("Trend and Correlation Analysis") and forecasts (3 methods) on a desired data set</p> <p>Simple, yet rich technique to view all existing data structures</p> <p>Support for ("Multiple Hierarchies", "Unbalanced & Ragged Hierarchies")</p> <p>Support for Calculated Members</p> <p>Support for administratively predefined server-side Actions</p> <p>Support for more than 150 built-in functions with description and included syntax usage samples</p> <p>Descriptive statistical analysis with comprehensive correlation analysis (both multi-measure, as well as single measure analysis are supported)</p> <p>Support for sophisticated graphical analysis of leading, most significant contributors ("ABC Analysis") for a single specified measure on a desired data set.</p> <p>Support for creating local cubes ("Create Cube Wizard")</p> <p>Support for complex updating the values in cubes ("Update Cube Wizard")</p> <p>Support for complex time analysis ("Time Interval Wizard", "Time Series Wizard", "Parallel Periods Wizard", "Accumulated Values Wizard", "Percentage Change Wizard")</p> <p>Accurate printing (WYSIWYG) of results with the ability to export the results in .PDF (Adobe Acrobat) format</p> <p>Support for Internet (SMTP) and Exchange (Microsoft Outlook) e-mail with accompanying NT service</p> <p>Integrated Manager Viewer for offline and online analysis of saved queries</p> <p>Optional first-class database report designer (supporting all Microsoft Access reporter features, and some more) for the Enterprise Edition.</p> <p>Compatibility with all major standards (OLEDDB, OLEDDB for OLAP, DCOM, COM+, Active Directory, Microsoft Repository 3.0, TCP/IP, SMTP, HTTP, XML, SQL and MDX)</p> <p>Maximum scalability due to a distributed client-server architecture</p>

Edition differences

Feature	Standard	Professional	Enterprise
Maximum scalability due to a distributed client-server architecture	✓	✓	✓
Compatibility with all major standards (OLEDB, OLEDB for OLAP, DCOM, COM+, Active Directory, Microsoft Repository 3.0, TCP/IP, SMTP, HTTP, XML, SQL and MDX)	✓	✓	✓
Direct connections (" Standalone OLAP Servers ")	✓	✓	✓
Support for desktop OLAP files (" CUBE Files ")	✓	✓	✓
Comprehensive reporting environment designed to support a large number of industry-standard and custom report definitions:			
File-system repository (" Remote Files Repository ")			✓
" Manager Remote Files Administrator " additional application for administering all aspects of the Remote Files feature			✓
"Manager Custom Reports" and "Manager HTML Reports"			✓
Support for standard ComponentOne Reports files (XML)			✓
support for standard Crystal Reports files (version 9.0)			✓
" Manager Report Designer " for creating complex database reports that can be used in the Enterprise Edition			Optional add-on application with special pricing (*)
Support for future Microsoft Reports (**)			✓
OLAP parameters			
Defining the extensive additional parameters for the saved MDX queries (" Parameter Queries ") in the local files		✓	✓
Support for the extensive additional parameters for the Manager Custom Reports and Manager HTML Reports			✓
Defining the additional parameters to the predefined MDX queries (" Parameter Queries ") within the Remote Files Repository			✓
"HTTP WEB Post Wizard"		✓	✓
" MDX Query Designer " for defining, managing and editing new OLAP queries	✓	✓	✓
" MDX Editor " with support for colorized MDX syntax and formatting, as well as full drag-and-drop editing	✓	✓	✓
Super-fast member search capability (including the member property conditions!) with our unique Member Cache feature on every standard dimension (hierarchy)	✓	✓	✓
Support for server-defined Named Sets	✓	✓	✓
Support multiple members (from the same hierarchy) in filter	✓	✓	✓
Support for server-defined Member Properties with unique ability to filter resulting set by member properties	✓	✓	✓

Feature	Standard	Professional	Enterprise
Support for up to 4 additional MDX functions across main axis	✓	✓	✓
Interactive drill analysis (“ Drill-Up ” and “ Drill-Down ”) simultaneously both on the grid and all graphs (7 different types) across multiple dimensions:	✓	✓	✓
member drilldowns	1 method	2 methods	
level drill-downs	1 method	2 methods	
set drill-downs	1 method	1 methods	
drill-ups	2 types	2 types	
Support for simultaneous drilling operations	✓	✓	✓
Asynchronous result set processing	✓	✓	✓
Display of original data from relational database (Drill-Through analysis)		✓	✓
Concurrent analysis (“ Advanced Percent Analysis ”) of any two data sets in the database		✓	✓
Defining (“ Exception Analysis ”) and colorized display of “good” and “bad” areas of results	✓	✓	✓
Simulating results (“ What-If Analysis ”) on any desired data set	✓	✓	✓
Support for (“Multiple Hierarchies”, “Unbalanced & Ragged Hierarchies”)	✓	✓	✓
Support for Calculated Members	✓	✓	✓
server-defined (permanent)		✓	✓
session-scope		✓	✓
query-scope (WITH syntax)	✓	✓	✓
Support for administratively predefined server-side Actions	✓	✓	✓
Support for more than 150 built-in functions with description and included syntax usage samples	✓	✓	✓
“ Descriptive Statistical Analysis ” with comprehensive “ Correlation Analysis ” (both multi-measure, as well as single measure analysis are supported)		✓	✓
Sophisticated analysis capabilities through the predefined set of universal data-analyses			
“ ABC Analysis ” (sophisticated graphical analysis of leading, most significant contributors for a single specified measure on a desired data set)		✓	✓
“Trend Analysis”		Up to 12 series Up to 60 series members Up to 6 measures	
“ Forecasting ” (3 methods; integral part of the Trend and Correlation Analysis)		✓	✓
“Top-Bottom Analysis”		✓	✓
“Measure Stability Analysis”		✓	✓

Feature	Standard	Professional	Enterprise
"Rank Stability Analysis"		✓	✓
Support for complex time analysis ("Time Interval Wizard", "Time Series Wizard", "Parallel Periods Wizard", "Accumulated Values Wizard", "Percentage Change Wizard")	✓	✓	✓
Support for creating local cubes (" Create Local Cube Wizard ")		✓	✓
Support for complex updating of all the values in cubes (" Update Cube Wizard ")		✓	✓
Support for complex updating of all the values in the changed data (both session-scope and permanent)		✓	✓
Support for Internet (SMTP) and Exchange (Microsoft Outlook) e-mail with accompanying NT service		✓	✓
Accurate printing (WYSIWYG) of results with the ability to export the results in .PDF (Adobe Acrobat), .XLS (Microsoft Excel) and HTML format	✓	✓	✓
Integrated Manager Viewer for offline and online analysis of saved queries		✓	✓

SoftPro Tetral reserves the right to alter and/or change any part of this specification list without prior notice.

(1) In the view of the latest Microsoft announcement of the upcoming SQL Reporting Services, the "Manager Report Scheduler" could be dropped from this version of the SoftPro Manager 4.0. The final decision on this issue has not been made yet.

(*) Manager Report Designer is a separate application specially developed by the ComponentOne (a part of the VsView Reporting Edition). Accordingly, it has to be purchased separately from the base SoftPro Manager 4.0 product. Reports generated by this report designer can be used only in the SoftPro Manager 4.0 Enterprise Edition.

About us ...

SoftPro Tetral is a respected Croatian company established in **1993**. We are **Microsoft Solution Providers** since 1998, when this program has been introduced in Croatia.

Our goal is to face the needs of corporate market and the most demanding users so we are developing solutions that use state-of-the-art **distributed client-server** architecture based on Microsoft Windows NT platform and technologies.

SoftPro Tetral cooperates closely with **Microsoft** and **HP** and is becoming one of the most significant business partners in Croatia. Cooperation is officially recognized through the following certificates:

Microsoft
GOLD CERTIFIED

Partner



SoftPro Tetral is Microsoft Gold Certified Partner and a Hewlett-Packard business partner.



SoftPro Manager 4.0 has been nominated for the best Packaged Application of the Year (the winner of the East Europe/Middle East/Africa region and one of the 5 nominations from all over the world) on Microsoft FUSION in 2001 and 2002, as well as for the BI Solution of the Year in 2002.



Microsoft
Data Warehousing
Alliance
PLATINUM member
SoftPro Manager 2000

Microsoft Data Warehousing Alliance members embrace **Microsoft Data Warehousing framework** and provide solutions that extend the data warehousing capabilities of **SQL Server** and the business intelligence functionality provided in **Office 2000**. **SoftPro Manager 2000** has achieved the highest, PLATINUM MEMBER, status in year 2000.

Microsoft
Data Warehousing
Alliance
Certified Member
SoftPro Manager 4.0

Microsoft Data Warehousing Alliance members embrace **Microsoft Data Warehousing framework** and provide solutions that extend the data warehousing capabilities of **SQL Server** and the business intelligence functionality provided in **Office 2000**. **SoftPro Manager 4** has achieved the highest, CERTIFIED MEMBER, status in year 2003.

Among other achievements, we have developed a special business package **SoftPro Manager 4.0**, whose primary role is support in complex decision-making.

SoftPro Manager 4.0 is the client part of the **Microsoft OLAP Server** and provides fast analysis of vast amount of data stored in data-warehouse business system. Its primary role is to serve managers, planners and analysts.

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Microsoft Data Warehousing Alliance

Members of Data Warehousing Alliance (DWA) are committed to implement technical requirements so their products could be compliant with Microsoft's and their own standards.

Detailed information about DWA:

www.microsoft.com/business/bi