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You can read the recommendations in the user guide, the technical guide or the installation guide for BUSINESS OBJECTS ACCOUNTS RECEIVABLE RAPID MART XI 3.2. You'll find the answers to all your questions on the BUSINESS OBJECTS ACCOUNTS RECEIVABLE RAPID MART XI 3.2 in the user manual (information, specifications, safety advice, size, accessories, etc.). Detailed instructions for use are in the User's Guide.

User manual BUSINESS OBJECTS ACCOUNTS RECEIVABLE RAPID MART XI 3.2

User guide BUSINESS OBJECTS ACCOUNTS RECEIVABLE RAPID MART XI 3.2

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Instruction manual BUSINESS OBJECTS ACCOUNTS RECEIVABLE RAPID MART XI 3.2

SAP BusinessObjects Accounts
Receivable Rapid Mart XI 3.2, version for
SAP solutions - Business Guide

Version 12.2.0.0



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What is a Rapid Mart? SAP BusinessObjects Rapid Marts packages are blueprints for building data marts with SAP BusinessObjects technology: . . . Data Services Universe Designer Web Intelligence. Rapid Marts packages deliver jump-start ETL (extract, transform & load) mappings, schema, and initial reporting content, accelerating the deployment of BI (business intelligence) for enterprise applications from SAP, PeopleSoft, Oracle, and Siebel. Each Rapid Mart is designed to address the reporting needs of a specific business area (or department) like accounting, sales, or purchasing.

A component-based framework allows conducting analysis across these selected business areas by combining different packages within the same source application suite. Rapid Marts focus on basic standard configuration of the enterprise applications. They are country and industry neutral templates meant to be easily modified and extended to suit customer specific application implementation and reporting needs. Rapid Marts incorporate best practices, and provide easily modifiable templates. With Rapid Marts total development time of a data mart solution is greatly reduced.

Each customer situation is different. You will probably encounter one or more of these: . . . Customizations you have made to SAP solutions the Rapid Mart does not cover. Standard SAP solutions data fields important for your specific business, but not included in the Rapid Mart templates. Optimization and performance challenges unique to your environment. Reporting requirements not covered within the Rapid Mart template reports. Rapid Marts are flexible templates that you can adjust to account for these unique situations. It is expected that some customization and optimization will be needed to suit your individual environment. Rapid Marts are not an out-of-the-box solution. 8 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Introduction What is a Rapid Mart? 1 BI tools and analytic tools can access Rapid Mart data through SQL queries.

Rapid Marts can be implemented individually, or in any combination, to form a single platform that delivers the infrastructure for your company's internal and external information needs. They can also serve as a staging area for enterprise analytic applications. Rapid Marts provide your business with an accelerated time to value through rapid BI deployments because you can implement them quickly and easily customize them to meet specific analytic requirements. Rapid Marts packages accelerate Time to Value Rapid Marts are packaged data solutions that you can quickly deploy to address specific areas of business analysis. Available Rapid Marts packages for SAP solutions include: Financial Suite: SAP BusinessObjects General Ledger Rapid Mart, version for SAP solutions SAP BusinessObjects Accounts Payable Rapid Mart, version for SAP solutions SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions SAP BusinessObjects Cost Center Rapid Mart, version for SAP solutions SAP BusinessObjects Inventory Rapid Mart, version for SAP solutions SAP BusinessObjects Purchasing Rapid Mart, version for SAP solutions SAP BusinessObjects Sales Rapid Mart, version for SAP solutions SAP BusinessObjects Plant Maintenance Rapid Mart, version for SAP solutions SAP BusinessObjects Production Planning Rapid Mart, version for SAP solutions SAP BusinessObjects Project System Rapid Mart, version for SAP solutions SAP BusinessObjects Human Resources Rapid Mart, version for SAP solutions Operational Suite: Manufacturing Suite: Human Capital Management (HCM) Suite: · SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.



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2 for SAP solutions Business Guide 9 1 Introduction What is a Rapid Mart? You can combine multiple Rapid Marts packages into a single environment to build the foundation for your data warehouse or use them as a staging area for business intelligence applications. SAP BusinessObjects Rapid Marts packages architecture Rapid Marts architecture is driven by SAP BusinessObjects technology. Rapid Mart Architecture: Rapid Marts packages include the following components: 10 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Introduction About this document 1

- · Data Movement Jobs - packaged source-to-target mappings and data transformations. Each job is designed to perform initial and incremental data movement; Data Model & Schema - set of data mart database objects designed with dimensional data modeling approach.

Rapid Marts packages for SAP solutions has a single integrated data model. The schema are available for Oracle, SQL Server IBM DB2, and Teradata; Semantic Layer (Universes) - SAP BusinessObjects metadata packages for efficient query generation. There can be one or more universes per Rapid Mart. Each universe is developed using Rapid Marts design principles to ensure compatibility, code readability, and component reuse. In addition, there is one Master universe for development/ maintenance of multiple use objects (like Customer, Material, Currency, etc.

); Reports (Samples) - set of 15-20 Web Intelligence reports per Rapid Mart. They represent answers to mostly asked business questions (for example, in the SAP BusinessObjects Sales Rapid Mart, version for SAP solutions - 'What is the monthly Revenue trend by Division for this year?'). The reports are developed using Rapid Mart color/layout templates. Reports are examples of Web Intelligence best practice development (trends, listing, guided analysis, roll ups and downs, etc.).

- · About this document This document describes the SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide. This document contains information for a variety of users--information that helps you understand the use of the Rapid Mart, the data in the Rapid Mart, the reports you can create with the Rapid Mart, and how to use and update the Rapid Mart. This document contains the following chapters: · · · Chapter 2: Overview -- Describes the business problems you can solve and the types of analyses you can do with this Rapid Mart Chapter 3: Subject Areas -- Contains detailed information about each section in the Rapid Mart, including the processes each section captures Chapter 4: Reports -- Provides examples of reports you can produce SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 11 1 Introduction About this document 12 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Overview chapter 2 Overview Overview Overview This chapter describes the business problems you can solve with the SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions and the types of analyses you can do with this Rapid Mart. The information in this chapter is useful for those who want a business-level overview of the Rapid Mart and its benefits. This chapter contains the following sections: · · · · What you can do with this Rapid Mart Supported analyses Related Rapid Marts The Rapid Mart Schema Where the Rapid Mart Fits in the Sales iddot; · · · · Percentage Past Due Amt Paid Late, Net, On Time, and Past Due Total Amt Due Total Tax Amount Number of days Open and Late Net Due Date Accounts Receivable Expected Cash Flow Ranking All by Customer and Company Future Amounts due in 4 User Defined Aging Intervals Net Amount Open Total Amount Due Total Open tax Amount Total Tax Amount All by Company and Customer Geography 16 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Overview Supported analyses 2 Business Area Type of Analyses Measures available in Rapid Mart Accounts Aging of Open Receivable Details (Unpaid) and Past (continued) Due Receivables · · · Amounts Open and Past Due in 4 User Defined Aging Intervals Percentage of A/R balance past due Total Amount Due Aging of Receivables Paid Late All by Fiscal Period, Company, Customer Geography, & Customer Industry · Amt Paid Late in 4 User Defined Aging Intervals · · · · Percentage Paid Late Percentage Paid Late Total Amt Paid Late Total Amt Paid Open Receivables Targeting All by Customer & Geography, Company, Industry, Fiscal Period · Number of Days Open · Amount Open Amount Due Accounts Receivable Summary AR Revenue Trend Analysis & Ranking AR Revenue Year Trend Comparison All by Risk Category, Fiscal Period, Customer, Top Amounts or Days overdue · Customer Revenue · · · · · · · · Top 10 Customer's Revenue By Fiscal Period, Quarter, Company, Country Revenue Amount Revenue Variance vs. Previous Fiscal Period Percent of variance vs. previous fiscal period Percent of variance vs. Avg. Annual Sales Cumulative Trend Vertical All by Company and fiscal period, A/R Credit Balance A/R Debit Balances A/R YTD total balance All by Company for Fiscal Period, Quarter, and Year SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 17 2 Overview Supported analyses Business Area Accounts Receivable Summary (continued) Type of Analyses Revenue Rolling 16 Periods versus Period Comparison Measures available in Rapid Mart · · · · Avg. Rolling 16 Period A/R total Total Revenue (Sales) Revenue as Percent of Sales DSO (Days Sales Outstanding) Analysis 360 Customer Snapshot & Trend All by Fiscal Period Average DSO (Days Sales Outstanding) A/R Balance Open All by Company, Customer, Customer Geography and Fiscal Period · Credit Limit · · · · Credit Rating Last Payment Amt Recommended Credit Limit Total Sales All by Fiscal Periods, Customer & Customer Geography Accounts Receivable Audit Customer Item Validation Unapplied Payment Analysis Audit Financial Document Dates for inaccuracies · Unapplied Payment Amt Financial Document Details for Payments not applied to customer invoices To support analysis, the Rapid Mart includes currency units, such as United States dollars or German marks, and the quantities ordered, invoice, and shipped. The Rapid Mart records quantities for individual financial document line items, and for sales order line items.



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The Rapid Mart also includes the total customer activity that SAP solutions collect each financial period, and a table of daily balances. Reporting dimensions available in the Rapid Mart include enterprise entities, such as country, region, division, plant code, company code, and customer data, and information specific to the SAP solutions FI module, such as document types and status, posting keys, payment terms, and bank information. 18 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Overview Related Rapid Marts 2 Related Rapid Marts Each Rapid Mart is composed of multiple components.

A component is a stand-alone work flow that completes a particular task, such as loading a specific dimension table. Components can contain other components. A section is a set of components that address a particular business problem or subject area. A section is itself a component. Components of the SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions are related to other SAP BusinessObjects Rapid Marts components.

For example: · · The customer component is used in the Sales Rapid Mart. Common dimensions are included in appropriate Rapid Marts. SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 19 2 Overview Related Rapid Marts Components shared with other SAP BusinessObjects Rapid Marts The same components can be used in multiple Rapid Marts. For example, a component that extracts information about materials bought, produced, and sold is needed for a Rapid Mart that supports sales analysis and also for a Rapid Mart that supports inventory analysis.

Work flows that extract star schema "dimensions" are components. You can add a component to any Rapid Mart using a simple import procedure. A Data Services job can include multiple instances of a component. For example, each section includes all the required dimension components. Therefore, a job with several sections may include several instances of a particular dimension component. Components are set to execute only once within a job. This "execute once" feature ensures that shared components do not cause duplicate data extraction from SAP solutions. For more information about the "execute once" feature, see the Data Integrator/Data Services Designer Guide. Each of the sections listed in "What you can do with this Rapid Mart" on page 14 are considered components. You can identify a component within a SAP BusinessObjects job by a "C_" prefix before its name.

For example, the component that tracks customer invoicing and receivable information is named C_CustomerItems_Section. 20 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Overview The Rapid Mart Schema 2 The Rapid Mart Schema The following diagram shows an overview of the SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions components and their relationships. SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 21 2 Overview Where the Rapid Mart Fits in the Sales Cycle Where the Rapid Mart Fits in the Sales Cycle The SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions fits into the sales cycle from the time a sales order is received until the time the customer pays for the order. Accounts Receivable Rapid Mart Requisition Quotation Contract Sales Order Invoice Payment 22 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Subject Areas chapter 3 Subject Areas Overview Each section in the SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions pertains to a particular subject area. This chapter describes each section and the processes each section captures. The information in this chapter is useful for readers who use the Rapid Mart to design and support a real-time system, such as a Web application, and need to understand the data in the Rapid Mart and how it relates to SAP solutions. This chapter discusses: · · Customer Items Section Customer Summary Section Customer Items Section The customer items section stores information about all customer related documents in SAP-FI (SAP solutions Financials).

These include, invoices, credit memos, payments, etc. at a detailed line-item level. You can roll up this information to any aggregated level supported by the associated dimensions. The fact table for this section contains data for each financial document line item. Specifically, the table stores monetary amounts and quantities for each financial document line item.

@@These include all customer invoices, payments, credit memos, etc. @@@@The view is used in the DSO calculation.

@@@@Total Amt. @@The CUSTOMER_ITEM_FACT table stores these details. @@@@The data is organized into two fact tables.

@@@@It also includes aggregated debit, credit and sales figures for each of the 4 quarters of the fiscal year, and aggregated debit, credit, and sales figures for the year to date. The second fact table, carries data in a vertical format. That is one row of data for each customer, company code, fiscal year, and fiscal period combination. The vertical table includes the same debit, credit, and sales figures as the horizontal table. It also includes additional fields for the DSO calculation: · · · · Rolling 16 Fiscal Periods Total: (the 4 Special Fiscal Periods are included) Period To Date Balance Period Beginning Balance CUSTOMER_SUMMARY_FACT_HZ -- The horizontal summary table that contains periodic and quarterly vendor activity totals. The table stores total vendor debits, credits, and purchases by fiscal year. CUSTOMER_SUMMARY_FACT_VR -- The vertical summary table that contains the periodic and quarterly vendor activity totals. The table stores total vendor debits, credits, and purchases by fiscal year, and fiscal period. The Customer Summary section stores information in two fact tables: There is also a staging table CUSTOMER_SUMMARY_STAGE_VR that is used to transform the horizontal format into the vertical one. You can do ongoing daily customer balance analyses with this data.

The KNC1 table is updated constantly by SAP solutions as transactions occur. Therefore each daily refresh of the Rapid Mart will provide a daily snapshot of changes to the customer balances. 30 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Subject Areas Customer Summary Section 3 Rapid Mart Processing The Customer Summary section captures the following dimensional attributes, and their associated dimension tables Attribute Name Aging Interval Company Code Credit Control Area Currency Currency Currency Conversion Rate Customer Customer By Company Fiscal Period Time Dimension Dimension Table(s) AGING_INTERVAL COMPANY_CODE CREDIT_CONTROL_AREA CURRENCY CURRENCY CURRENCY_CONVERT_RATE CUSTOMER CUSTOMER_BY_COMPANY FISC_PERIOD TIME_DIM, TIME_DIM_WEEKLY Fact Table Fields The Customer Summary tables (CUSTOMER_SUMMARY_FACT_HZ & CUSTOMER_SUMMARY_FACT_VR) contain the following measures Note: At the universe level, we use the currency conversion rates to obtain measures in a user-defined global currency.



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CUSTOMER_SUMMARY_FACT_HZ: Measure AMT_CR_PER01_LOC AMT_CR_PER16_LOC AMT_CR_QTR01_LOC AMT_CR_QTR04_LOC AMT_CR_YTD_LOC AMT_DR_PER01_LOC AMT_DR_PER16_LOC AMT_DR_QTR01_LOC AMT_DR_QTR04_LOC AMT_DR_YTD_LOC Definition Total Credit Postings for the fiscal period (1 - 16) Total Credit Postings for the quarter (1 - 4) Total of the credit postings for the year to date Total Debit Postings for the fiscal period (1 - 16) Total Debit Postings for the quarter (1 - 4) Total of the debit postings for the year to date SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 31 3 Subject Areas Customer Summary Section Measure AMT_PER_BEGIN_LOC AMT_SALES_PER01_LOC AMT_SALES_PER16_LOC AMT_SALES_QTR01_LOC AMT_SALES_QTR04_LOC AMT_SALES_YTD_LOC

CUSTOMER_SUMMARY_FACT_VR: Measure AMT_CR_LOC AMT_DR_LOC AMT_PER_BEGIN_LOC AMT_PER_ROLLING_LOC AMT_PTD_LOC AMT_SALES_LOC Definition Balance carried forward in local currency Total Sales Postings for the fiscal period (1 - 16) Total Sales Postings for the quarter (1 - 4) Total of the sales postings for the year to date Definition Total Credit Postings for the Fisc. period Total Debit Postings for the Fisc. period Balance carried forward in local currency for the Fisc. Period Rolling 16 Periods Total Period To Date Balance Total Sales Postings for the Fisc. period Rapid Mart Data The Customer Summary is organized as a Star Schema as shown below You can analyze Customer summary data along several dimensions including: Accounting Clerk Aging Intervals (Aging Time Periods) Billing Block Company Credit Control Area Currency Exchange Rates - used to convert from local currency to global currency Customer 32 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.

2 for SAP solutions Business Guide Subject Areas Customer Summary Section 3 . . . Customer by Company - this is a snow-flaked dimension with subsidiary dimensions Fiscal Periods Monetary Currency - including local (company code) currency, and global currency "What is the monetary value locked up in DSO (days sales outstanding) by customer, or company?" "Which customers have the worst/best DSO?" "What are my revenue trends?" "Are my late payments trending up or down?" "Can you give me a 'snapshot' of how a specific customer is doing?" "How is cumulative A/R activity trending by fiscal period?" "How does current period revenue compare to the last 12 months?" For the customer totals section, typical queries include: SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 33 3 Subject Areas Customer Summary Section 34 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports chapter 4 Reports Overview Overview You can use the SAP BusinessObjects Accounts Receivable Rapid Mart, version for SAP solutions to perform ad hoc analysis and produce many kinds of reports. This chapter provides examples of reports you could generate using the SAP Accounts Receivable universe. The information in this chapter is useful for those who design reporting solutions for analysis of data in the Accounts Payable module of SAP solutions.

This chapter provides reports and the recommended joins for each componentized section in the Rapid Mart including: . . . Accounts Receivable Details (Customer Items) Accounts Receivable Summary (Customer Summary) Invalid Documents SAP Master Data Reports Note that all report SQL is located in the Rapid Mart installation directory under "SampleDML". 36 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 Accounts Receivable Details Accounts Receivable Details tracks customer invoices and customer payments at a line-item level. These correspond to the Customer Items subject area in the Universe. These details can be analyzed by various dimensions including, customer and company.

*The fact table in this section stores data for each financial document line item. Reports This Rapid Mart comes with several reports providing accounts receivable detail analysis for discount and late payments trends, late payment trends, AR Customer Item Listing, expected cash flow ranking, receivables aging, and more. There are 11 template reports included with this Rapid Mart, including: Discount and Payment Trend Analysis Discount Trend Analysis Late Payment Trend Analysis AR Customer Item Listing Accounts Receivable Expected Cash Flow Ranking Aging Receivables Ranking Receivable Amounts Past Due Aging Receivables Paid Late Ranking Receivables Paid Late Trend Analysis Open Receivables Targeting Unapplied Payment Analysis SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 37 4 Reports Accounts Receivable Details Discount and Payment Trend Analysis View Discounts and Payments trend analysis for a selected Company Code and Fiscal Year-Period range. This report contains two tabs, by Period and by Quarter to analyze discount and payment trends by different period calendar dimensions. Calculations . . . Invoice Amount =[GC Amt Paid Net]+[GC Discount Amt Taken] Amount Paid Discount =[GC Amt Paid Discount1]+[GC Amt Paid Discount2] Discount % Taken =If([Invoice Amount] <> 0; [GC Discount Amt Taken]/([Invoice Amount]); 0) Report SQL SELECT DISTINCT CUSTOMER_ITEM_FACT.CASH_DISCNT_PRCNT_01, CUSTOMER_ITEM_FACT.CURR_ID_GBL, PAYMENT_TERM.PAYMNT_TERM_DESCR, SUM(CUSTOMER_ITEM_FACT.AMT_PAID_NET_LOC * CURRENCY_CONVERT_RATE.*

EXCH_RATE / CURRENCY_CONVERT_RATE.FROM_FACTOR / CURRENCY_CONVERT_RATE.TO_FACTOR), 38 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4

*SUM(CUSTOMER_ITEM_FACT.AMT_PAID_LATE_LOC * CURRENCY_CONVERT_RATE.EXCH_RATE / CURRENCY_CONVERT_RATE.FROM_FACTOR / CURRENCY_CONVERT_RATE.TO_FACTOR),*

*SUM(CUSTOMER_ITEM_FACT.AMT_PAID_DISCNT_PER01_LOC * CURRENCY_CONVERT_RATE.EXCH_RATE / CURRENCY_CONVERT_RATE.FROM_FACTOR / CURRENCY_CONVERT_RATE.TO_FACTOR), SUM(CUSTOMER_ITEM_FACT.AMT_PAID_DISCNT_PER02_LOC * CURRENCY_CONVERT_RATE.EXCH_RATE / CURRENCY_CONVERT_RATE.FROM_FACTOR / CURRENCY_CONVERT_RATE.TO_FACTOR), SUM(CUSTOMER_ITEM_FACT.AMT_DISCNT_TAKEN_LOC * CURRENCY_CONVERT_RATE.EXCH_RATE / CURRENCY_CONVERT_RATE.FROM_FACTOR / CURRENCY_CONVERT_RATE.TO_FACTOR), FISC_PERIOD.*

FISC_YEAR, FISC_PERIOD.FISC_YEAR_PERIOD, FISC_PERIOD.FISC_YEAR_QUARTER, COMPANY_CODE.CMPNY_CODE_ID, COMPANY_CODE.CMPNY_CODE_NAME FROM CUSTOMER_ITEM_FACT, PAYMENT_TERM, CURRENCY_CONVERT_RATE, FISC_PERIOD, COMPANY_CODE WHERE (CUSTOMER_ITEM_FACT.



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$CMPNY_CODE_ID = COMPANY_CODE.CMPNY_CODE_ID$) AND ($CUSTOMER_ITEM_FACT.PAYMNT_TERM_ID=PAYMENT_TERM.PAYMNT_TERM_ID$ AND $PAYMENT_TERM.PAYMNT_TERM_DAY_LIMIT = '?'$) AND ($CUSTOMER_ITEM_FACT.$

$FISC_YEAR=FISC_PERIOD.FISC_YEAR$ and $CUSTOMER_ITEM_FACT.FISC_PERIOD=FISC_PERIOD.FISC_PERIOD$ and $CUSTOMER_ITEM_FACT.FISC_YR_VARIANT_ID=FISC_PERIOD.FISC_YR_VARIANT_ID$) AND ($CUSTOMER_ITEM_FACT.EXCH_TYPE_ID_GBL = CURRENCY_CONVERT_RATE.EXCH_TYPE_ID$ AND $CUSTOMER_ITEM_FACT.CURR_ID_LOC = CURRENCY_CONVERT_RATE.CURR_ID_FROM$ AND $CUSTOMER_ITEM_FACT.$

$CURR_ID_GBL = CURRENCY_CONVERT_RATE.CURR_ID_TO$ AND $CUSTOMER_ITEM_FACT.POST_DATE >= CURRENCY_CONVERT_RATE.VALID_FROM_DATE$ AND $CUSTOMER_ITEM_FACT.POST_DATE < CURRENCY_CONVERT_RATE.VALID_TO_DATE$) AND $FISC_PERIOD.FISC_YEAR_PERIOD$ BETWEEN '2000-P07' AND '2001-P07' GROUP BY $CUSTOMER_ITEM_FACT.CASH_DISCNT_PRCNT_01$, $CUSTOMER_ITEM_FACT.CURR_ID_GBL$, $PAYMENT_TERM.PAYMNT_TERM_DESCR$, $FISC_PERIOD.$

$FISC_YEAR$, $FISC_PERIOD.FISC_YEAR_PERIOD$, SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 39 4 Reports Accounts Receivable Details $FISC_PERIOD.FISC_YEAR_QUARTER$, $COMPANY_CODE.CMPNY_CODE_ID$, $COMPANY_CODE.CMPNY_CODE_NAME$ 40 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 Discount Trend Analysis View Discount trends for all Company Codes given the selected Fiscal YearPeriod range. There are two tabs in this report, Overall and by Company. Overall View Discount % Year-Period trend for the selected Year-Period range. Also view discount 1 and discount 2 information by Fiscal Year- Quarter.

SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 41 4 Reports Accounts Receivable Details by Company View comparison of discount information by Company for the selected Fiscal Year-Period range. Calculations · Discount % Taken = $If([GC Amt Paid Net] <> 0; [GC Discount Amt Taken]/[GC Amt Paid Net]; 0)$ Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML" 42 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 Late Payment Trend Analysis View Late Payment trends for all Company Codes over the selected Fiscal Year-Period range. The report shows late payment trends by Fiscal YearPeriod as well as Fiscal Year-Quarter (both in two separate tabs). There is a hyperlink on GC Amt Paid Late for each Fiscal Year-Period to allow users to drill to 360 Customer Snapshot for more details. Calculations · % Paid Late = $If([GC Amt Paid Net] <> 0; [GC Amt Paid Late]/[GC Amt Paid Net]; 0)$ Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML" SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 43 4 Reports Accounts Receivable Details AR Customer Item Listing View financial documents listing for the selected Company Code and list of Customers. View AR document listing, Open Documents, and Cleared Documents. The report uses an alert to display Financial Doc Id in red font when Amount Past Due does not equal zero.

AR Document Listing View listing of all documents for the Company and Customers. 44 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 Open Documents This report tab limits the document listing to all Open documents using a report level filter of Cleared Flag = 'O - Open' and Financial Doc Id Is not null. SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 45 4 Reports Accounts Receivable Details Cleared Documents This report tab limits the document listing to all Open documents using a report level filter of Cleared Flag = 'C - Cleared'.

Calculations · % Paid Late = $If([LC Total Amount Due] <> 0; [LC Amt Paid Late]/[LC Total Amount Due]; 0)$ % Past Due = $=If([LC Total Amount Due] <> 0; [LC Amt Past Due]/[LC Total Amount Due]; 0)$ Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML"

46 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 Accounts Receivable Expected Cash Flow Ranking View snapshot of AR expected cash flow (or aging amounts due) on open documents for all Company Codes. This report contains two tabs: Overall and by Customer Geography. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML" SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 47 4 Reports Accounts Receivable Details Aging Receivables Ranking AR Aging Receivables Ranking provides a snapshot of receivables amounts past due across all Company Codes.

This report contains two tabs: Overall and by Company Code and Customer Industry. Overall View AR aging by Company Name. 48 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 by Company Code and Customer Industry View AR aging by Customer Industry. Calculations · % AR Past Due = $If([GC Total Amount Due] <> 0; [GC Amt Past Due]/[GC Total Amount Due]; 0)$

Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML" SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 49 4 Reports Accounts Receivable Details Receivable Amounts Past Due Aging View all invoices with receivables amounts past due. Aging analysis in this case is based on terms defined 31-60 days, 61-90 days, 91-120 days, and 121+ days. This report contains two tabs: by Company Code and by Customer Geography. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML" 50 SAP

BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Details 4 Receivables Paid Late Ranking View amounts paid late for all Company Codes over a selected Fiscal YearPeriod range.

Analyze amounts paid late in the following age bands: 31-60 days, 61-90 days, 91-120 days, and 121+ days. This report contains two tabs: by Company Code and by Customer Geography. Calculations · % Paid Late = $If([GC Amt Paid Net] <> 0; [GC Amt Paid Late]/[GC Amt Paid Net]; 0)$ Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML" SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 51 4 Reports Accounts Receivable Details Receivables Paid Late Trend Analysis View trends of AR amounts paid late all Company Codes over a selected Fiscal Year-Period range.



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table of periodic, quarterly, and annual customer activity totals.



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Data stored includes customer total debits, credits, and sales by fiscal year-period, quarter, and year. Additionally, the "Rolling Fiscal periods" A/R totals provides a measure of A/R activity over the last 16 periods (12 regular and 4 adjustment periods) relative to any fiscal year and fiscal period combination. Reports Accounts receivable summary allows for a variety of trend and high level analysis, including: AR Revenue Trend Analysis Top 10 Customer AR Revenue Analysis AR Revenue Year Trend Comparison Cumulative AR Activity Period Trend Revenue Rolling 16 Periods versus Period Comparison DSO Analysis 360 Customer Snapshot 360 Customer Trend SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 59 4 Reports Accounts Receivable Summary AR Revenue Trend Analysis View revenue trends for selected Fiscal Year-Period range for all Company Codes. @@@@ There are four tabs in this report to analyze revenue year trends: Total Amount, Variance Amount vs Previous Period, Variance % against Previous Period, and Variance % Previous Period against Average. Total Amount View GC Period Sales Total amounts for each period. 64 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.

2 for SAP solutions Business Guide Reports Accounts Receivable Summary 4 Variance Amount vs Previous Period View variance amounts for each period compared to the previous period. SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 65 4 Reports Accounts Receivable Summary Variance % against Previous Period View variance percentages for each period compared to the previous period. 66 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Summary 4 Variance % Previous Period against Average View variance percentages for the period compared to the average sales total. Calculations · Average GC Sales Ttl =([GC Per 01 Sales Ttl]+ [GC Per 02 Sales Ttl]+[GC Per 03 Sales Ttl]+[GC Per 04 Sales Ttl]+[GC Per 05 Sales Ttl]+[GC Per 06 Sales Ttl]+[GC Per 07 Sales Ttl]+[GC Per 08 Sales Ttl]+[GC Per 09 Sales Ttl]+[GC Per 10 Sales Ttl]+[GC Per 11 Sales Ttl]+[GC Per 12 Sales Ttl])/12 Variance Amount vs Previous Period (Example): =[GC Per 02 Sales Ttl]-[GC Per 01 Sales Ttl] Variance % vs Previous Period (Example): =If([GC Per 02 Sales Ttl] <> 0; Abs(100*([GC Per 02 Sales Ttl]-[GC Per 01 Sales Ttl])/[GC Per 02 Sales Ttl]); 0) · SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 67 4 Reports Accounts Receivable Summary · Variance % Previous Period vs Average (Example): =If([GC Per 02 Sales Ttl] <> 0; Abs(100*([GC Per 02 Sales Ttl]-[GC Per 01 Sales Ttl])/[Average GC Sales Ttl]); 0) Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". Cumulative AR Activity Period Trend View trend of YTD Balance totals for a selected Fiscal Year-Period range. Calculations · YTD Balance =[GC Period Begin Balance]+[GC Debit Ttl]-[GC Credit Ttl] Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". 68 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.

2 for SAP solutions Business Guide Reports Accounts Receivable Summary 4 Revenue Rolling 16 Periods versus Period Comparison View comparison of Average Rolling 16 Revenue Total versus Period Revenue for a specified Fiscal Year-Period range. Calculations · Revenue % =If([GC Avg Rolling Ttl] <> 0;Abs([GC Sales Ttl]/[GC Avg Rolling Ttl]); 0) Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 69 4 Reports Accounts Receivable Summary DSO Analysis View snapshot of DSO (Days Sales Outstanding) ranking snapshot by Company Code. The report has three tabs: Overall, Top 10 DSO by Customer, and Top 10 DSO by Customer (Geography).

The report uses the Webi report ranking feature for the top 10 analysis. It is easily customizable to allow for Top X sales. Overall View overall DSO by Company. 70 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Summary 4 Top 10 DSO by Customer View Top 10 DSO by Customer Name.

Top 10 DSO by Customer (Geography) View Top 10 DSO by Customer Geography. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 71 4 Reports Accounts Receivable Summary 360 Customer Snapshot View overview of customer credit, geography, and summary of invoice and payments for a selected Company Code, Fiscal Year-Period range, and single or multiple Customers. There are two hyperlinks to allow users to drill to the 360 Customer Trend report for either a single customer or for all customers chosen in this 360 Customer Snapshot report. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". 72 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports Accounts Receivable Summary 4 360 Customer Trend View trends of original invoice amounts for selected Company Code, Fiscal Year-Period range, and single or multiple customers. This report contains a hyperlink to AR Customer Item Listing to allow for drilling into an item listing for the selected customer. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML".

SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 73 4 Reports Accounts Receivable Summary Recommended Table Joins To analyze Accounts Receivable Summary data you will need to create joins between the fact and dimension tables as follows Note: Additional joins between dimension and hierarchy tables are shown in "Recommended table joins" on page 27 for master reports. Fact Table Dimension Table Join Text

```
AGING_INTERVAL.AGING_INTERVAL_ID=CUSTOMER_SUMMARY_FACT_HZ.AGING_INTERVAL_ID
CUSTOMER_SUMMARY_FACT_HZ.CMPNY_CODE_ID = COMPANY_CODE.CMPNY_CODE_ID CUSTOMER_SUMMARY_AGING_INTERVAL_FACT_HZ
CUSTOMER_SUMMARY_COMPANY_CODE_FACT_HZ CUSTOMER_SUMMARY_CREDIT_CONTROL
CUSTOMER_SUMMARY_FACT_HZ.CR_CTRL_AREA_ID= _FACT_HZ_AREA_CREDIT_CONTROL_AREA.CR_CTRL_AREA_ID
CUSTOMER_SUMMARY_CURRENCY_FACT_HZ CUSTOMER_SUMMARY_CURRENCY_FACT_HZ
CURRENCY.CURR_ID=CUSTOMER_SUMMARY_FACT_HZ.CURR_ID
CURR_ID_GBL CURRENCY.CURR_ID=CUSTOMER_SUMMARY_FACT_HZ.CURR_ID_LOC CUSTOMER_SUMMARY_CURRENCY_CONV
CUSTOMER_SUMMARY_FACT_HZ.
```



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*LEVEL_3_FULLNAME, ACTIVITY_HIER_HR.LEVEL_4_FULLNAME, ACTIVITY_HIER_HR.LEVEL_5_FULLNAME,
ACTIVITY_HIER_HR.LEVEL_6_FULLNAME, ACTIVITY_HIER_HR.LEVEL_7_FULLNAME FROM ACTIVITY_HIER_HR, ACTIVITY_HIER_VR,
ACTIVITY WHERE (ACTIVITY.CTRL_AREA_ID = ACTIVITY_HIER_VR.CTRL_AREA_ID and ACTIVITY.ACTIVITY_ID =
ACTIVITY_HIER_VR.DESCENDANT_ID) AND (ACTIVITY.CTRL_AREA_ID=ACTIVITY_HIER_HR.
CTRL_AREA_ID and ACTIVITY.ACTIVITY_ID=ACTIVITY_HIER_HR.ACTIVITY_ID) AND 78 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.*



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2 for SAP solutions Business Guide Reports SAP Master Data Reports 4 ((ACTIVITY_HIER_VR.ANCESTOR_ID in ('A1') AND ACTIVITY_HIER_HR.LEVEL_0_ID in ('A1')) AND ACTIVITY_HIER_HR.CTRL_AREA_ID = '1000' AND ACTIVITY_HIER_HR.CTRL_AREA_ID <> '?' AND ACTIVITY_HIER_HR.LEVEL_0_ID <> '?') Cost Center Hierarchy Data Discovery View Cost Center Hierarchies for a specified Controlling Area, Parent Cost Center, and Cost Center Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML".

SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 79 4 Reports SAP Master Data Reports Profit Center Hierarchy Data Discovery View Profit Center Hierarchies for a specified Controlling Area, Parent Profit Center(s), and Profit Center Hierarchy (or Hierarchies). Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". Cost Element Hierarchy Data Discovery View Cost Element Hierarchies for a specified Chart of Accounts, Parent Cost Element, and Cost Element Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". 80 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports SAP Master Data Reports 4 Internal Order Hierarchy Data Discovery View Internal Order Hierarchies for a specified Controlling Area, Parent Internal Order, and Internal Order Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 81 4 Reports SAP Master Data Reports Functional Area Hierarchy Data Discovery View Functional Area Hierarchies for a specified Parent Functional Area and Functional Area Hierarchy.

Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". 82 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports SAP Master Data Reports 4 GL Account Hierarchy Data Discovery View GL Account, Profit Center GL Account, and Financial Statement (FS) Hierarchies for a specified Chart of Accounts, Parent GL Account, and GL Account Hierarchy. This report uses a prompt to indicate which type of financial hierarchy should be analyzed: . . . GL Account Hierarchy = @GL Profit Center GL Account Hierarchy = @PC FS Hierarchy = code of the financial statement (ex: CAUS) Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML".

SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide 83 4 Reports SAP Master Data Reports FS Account Hierarchy Data Discovery View account information for a specified Chart of Accounts and FS Account hierarchy, along with account ranges, credit and debit flags, and account full names. Report SQL SELECT DISTINCT GL_ACCOUNT_HIER_HZ.LEVEL_0_FULLNAME, GL_ACCOUNT_HIER_HZ.LEVEL_1_FULLNAME, GL_ACCOUNT_HIER_HZ.LEVEL_2_FULLNAME, 84 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.

2 for SAP solutions Business Guide Reports SAP Master Data Reports 4 GL_ACCOUNT_HIER_HZ.LEVEL_3_FULLNAME, GL_ACCOUNT_HIER_HZ.LEVEL_4_FULLNAME, GL_ACCOUNT_HIER_HZ.LEVEL_5_FULLNAME, GL_ACCOUNT_HIER_HZ.LEVEL_6_FULLNAME, GL_ACCOUNT_HIER_HZ.

LEVEL_7_FULLNAME, FS_HIERARCHY_DISCOVERY_HZ.CREDIT_FLAG, FS_HIERARCHY_DISCOVERY_HZ.DEBIT_FLAG, FS_HIERARCHY_DISCOVERY_HZ.LOWER_ACCT_LIMIT, FS_HIERARCHY_DISCOVERY_HZ.UPPER_ACCT_LIMIT, GL_ACCOUNT_DISCOVERY_HZ.

LEAF_FLAG, GL_ACCOUNT_DISCOVERY_HZ.HIERARCHY_NAME FROM GL_ACCOUNT_HIER_HZ, FS_HIERARCHY FS_HIERARCHY_DISCOVERY_HZ, GL_ACCOUNT_HIER GL_ACCOUNT_DISCOVERY_HZ, GL_ACCOUNT_MASTER WHERE (GL_ACCOUNT_MASTER.CHART_OF_ACCTS_ID=GL_ACCOUNT_HIER_HZ.CHART_OF_ACCTS_ID and GL_ACCOUNT_MASTER.GL_ACCOUNT_ID=GL_ACCOUNT_HIER_HZ.CURRENT_LEAF AND GL_ACCOUNT_MASTER.HIERARCHY_NAME in ('ACCOUNT','CAUS') AND GL_ACCOUNT_HIER_HZ.HIERARCHY_NAME = 'CAUS') AND (GL_ACCOUNT_HIER_HZ.HIERARCHY_NAME=GL_ACCOUNT_DISCOVERY_HZ.HIERARCHY_NAME and GL_ACCOUNT_HIER_HZ.

CHART_OF_ACCTS_ID=GL_ACCOUNT_DISCOVERY_HZ.CHART_OF_ACCTS_ID and GL_ACCOUNT_HIER_HZ.CURRENT_LEAF=GL_ACCOUNT_DISCOVERY_HZ.CHILD_ID) AND (GL_ACCOUNT_HIER_HZ.CHART_OF_ACCTS_ID=FS_HIERARCHY_DISCOVERY_HZ.CHART_OF_ACCTS_ID and GL_ACCOUNT_HIER_HZ.HIERARCHY_NAME=FS_HIERARCHY_DISCOVERY_HZ.FS_VERSION_ID and GL_ACCOUNT_HIER_HZ.CURRENT_LEAF=FS_HIERARCHY_DISCOVERY_HZ.CHILD_ID) AND (GL_ACCOUNT_HIER_HZ.CHART_OF_ACCTS_ID = 'CAUS' AND (GL_ACCOUNT_MASTER.HIERARCHY_NAME NOT IN ('@PC', '@GL')) AND GL_ACCOUNT_HIER_HZ.LEVEL_2_ID <> GL_ACCOUNT_HIER_HZ.LEVEL_1_ID AND GL_ACCOUNT_HIER_HZ.LEVEL_3_ID <>

GL_ACCOUNT_HIER_HZ.LEVEL_2_ID AND GL_ACCOUNT_HIER_HZ.LEVEL_4_ID <> GL_ACCOUNT_HIER_HZ.LEVEL_3_ID AND GL_ACCOUNT_HIER_HZ.LEVEL_5_ID <> GL_ACCOUNT_HIER_HZ.LEVEL_4_ID) SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.

2 for SAP solutions Business Guide 85 4 Reports SAP Master Data Reports Project Element Hierarchy Data Discovery View Project Element Hierarchies for a specified Parent Project Element and Project Element Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". Equipment Hierarchy Data Discovery View Equipment Hierarchies for a specified Parent Equipment and Equipment Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". 86 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports SAP Master Data Reports 4 Functional Location Hierarchy Data Discovery View Functional Location Hierarchies for a specified Parent Functional Location and Functional Location Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". Work Center Hierarchy Data Discovery View Work Center Hierarchies for a specified Parent Work Center and Work Center Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.

2 for SAP solutions Business Guide 87 4 Reports SAP Master Data Reports BOM Hierarchy Data Discovery View BOM Hierarchies for a specified BOM Id and Parent BOM Hierarchy. Report SQL All report SQL is located in the Rapid Mart installation directory under "\Sample\DML". 88 SAP BusinessObjects Accounts Receivable Rapid Mart XI 3.2 for SAP solutions Business Guide Reports SAP Master Data Reports 4 Organization Unit Data Discovery View Organization Unit Hierarchies for a specified Parent Organization Unit(s).



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