TWO MINDSETS

CENTRALIZED
- Requirements-based
- Integrate and Re-use
- Robust
- Top-down Approach

DECENTRALIZED
- Opportunity-based
- Immediate Use
- Agile and Exploratory
- Bottom-up Experiments

Business Intelligence and Analytics
TOP REASONS FOR NOT USING BUSINESS INTELLIGENCE

Don’t have all the data you need

Don’t have the right attribute, relationships, or hierarchies

Are too restrictive in the data models

Don’t allow to clean and integrate the data

Takes too long to get results

Are too complex, cumbersome and complicated to use

Source: Forrester’s BI Technographics Global Data and Analytics Survey, 2014
Gartner defines advanced analytics as, "the analysis of all kinds of data using sophisticated quantitative methods (for example, statistics, descriptive and predictive data mining, simulation and optimization) to produce insights that traditional approaches to business intelligence (BI) — such as query and reporting — are unlikely to discover."


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VISUALIZATION AND BUSINESS INTELLIGENCE

THE NEXT GENERATION OF BI

BI TRADIZIONALE

ETL → CUBE → BI

VISUAL ANALYTICS
SAS® VISUAL ANALYTICS

Self-service Data Preparation
Interactive Reporting & Dashboards
Data Exploration
Approachable Analytics
SAS® VISUAL ANALYTICS

Self-Service Data Preparation

Import and join data from variety of sources
Create column expressions and filter data
Manage, run and schedule data queries
Pivot rows into new columns
Load tables, append tables & rows in-memory
On-the-fly hierarchies for drill-down
Tile & precision layouts for flexible design
Predefined filters, groupings, formatting
Add variety of charts & action elements
Range or threshold alerts; Dashboards
Autocharting chooses the best suitable graph
What does it mean? for predictive relationships
Interactive visuals to tell a compelling story
Hierarchies, aggregations, dynamic filtering
Add comments, share & collaborate
SAS® VISUAL ANALYTICS

- Descriptive analytics, incl. correlations
- Forecasting and Scenario Analysis
- Text Analysis, including sentiment
- Decision Trees for classification
- Path Analysis
COLLABORATION AND INFORMATION SHARING

- MOBILE BI
- DESKTOP APPLICATIONS
- COLLABORATION APPLICATIONS
- WEB

VISUALIZATIONS       REPORTS       DASHBOARDS       COMMENTS       INSIGHTS
MEETING YOUR BUSINESS NEEDS THROUGH FLEXIBILITY

Traditional “on premise” Deployments

Public | Private

SAS Visual Analytics for SAS Cloud

SAS In-Memory Analytics

SSOD

SAS® VISUAL ANALYTICS
Stanhome

- Stanhome is a direct sales company that distributes household, health and beauty products
- Stanhome is a company from Yves Rocher Group
- The Italian subsidiary was founded in 1962

- With a capillary sales structure divided into zones, Branches, Groups & Agents

- Input Data from AS400 in csv and xls formats

- Approximately 25GB of data
- 10 Power Users (from which 5 are concurrent)
- 200 Light Users (from which 40 are concurrent)
Stanhome Italia & SAS Visual Analytics

Requirements:

• For all the reports a temporal filter must be taken into consideration (from year/wk - to year/wk) selectable by the end user.

• All reports must be published with a cascade of permissions. In terms of consultation by the management, it should be able to "navigate" between different levels (Zones, Branches, Groups).

• At each closing week /cycle indicators must be available (total sales, gross sales for Brand, Recruitment, Order, Average amount of the Order, Lists, Actives) at the Branch and Area levels. The reports must be interactive (not only with a table view but also through graphs and dashboards).
Requirements:

**Cycle Initiatives Analysis**: At each closing cycle, there have to be provided reports containing sold net / quantity / NSP / Cos% /% Disc. per Brand and Type of Offer (both cycle and YTD).

**Sale Analysis**: These are reports that allow the visualization of the ongoing revenue (by type goods / line of product / sale type ...) and let visualize the% variance comparing to the same period of the previous year.
Next Steps:

• The ETL from AS400 is not under management in Stanhome Italy. Any change request takes time and money for its implementation. For this reason Stanhome has required to analyze the possibility of implementing an additional module of SAS (SAS Data Integration) that would make them independent.

• Stanhome has asked to deepen the SAS solution for the Customer Intelligence.
<table>
<thead>
<tr>
<th>Codice soggetto</th>
<th>Nome</th>
<th>Città' di residenza</th>
<th>Città' di spedizione</th>
<th>Status Gerarchico</th>
<th>Data inizio rap.</th>
<th>Flag lavora...</th>
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<td>SANTA MARIA</td>
<td>S.MARIA DI SARA</td>
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<td>33814</td>
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<td>DUINO AURISI</td>
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<tr>
<td>28997</td>
<td>COSIMO</td>
<td>MASSAFRA</td>
<td>MASSAFRA</td>
<td>Capogruppo</td>
<td>20000927</td>
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</tr>
</tbody>
</table>
The corporate dashboard stands for a management synthesis tool aimed to support strategic and operative choices of ADP, inside the following domains:

• Control of profit performance, finance, efficiency/productivity, quality, timely verification of company growth and mission;
• Early detection of possibly critical events through alerts;
• The definition of a person in charge for each aim chosen and of each indicator linked to it inside ADP company.
FIELD OF APPLICATION

ADP Corporate dashboard is used for two types of performance:

1. The first one is linked to Finance; in order to analyse all economic-financial information of ADP for the all Company;

2. The second one is Operative; regarding the specific activities performed by each airport handled by ADP.
The Finance performance is controlled through economic-patrimonial indicators defined by ADP Managenet.
In order to evaluate the Operative Performance, AdP has defined different Business Units, each one with its own dashboard to control, for each specifical area created, for instance: staff, handling, ticketing and lost and found etc etc

FIELD OF APPLICATION

PERFORMANCE OPERATIVA

- STAFF: 15%
- HANDLING: 20%
- BIGLIETTERIA LOST&FOUND: 5%
- PRM: 5%
- SECURITY: 5%
- EXTRA AVIATION: 15%
- COMMERCIALE AVIATION: 20%
- AREA TECNICA: 20%
- SVILUPPO AVIATION: 5%
KPI

ADP has defined a percentage of importance for each indicator inside the business Unit.

At the same time, each indicator is considered as:

• present value, that is the final value of the indicator for the period examined;

• target value: that is the value chosen as goal. This value can be also an airport benchmark or a budget Company value expressly chosen by management.
If the present value is higher or lower than the target value according to the specific trend of the indicator, the performance can assume three range of evaluation:

- **red**: negative performance, values between 0% and 80%
- **yellow**: acceptable performance, values between 80% and 100%
- **Green**: positive performance, values between 100% and 150%.
KPI

Each indicator has three sublevels:

• 1° Level: general key indicator

• 2° level: general Key indicator devided for each airport (Bari e Brindisi)

• 3° Level: deeper level of the general Key indicator, according to the economic-operative characteristics of the area.
## FINANCE

### RICAVI
- Incidenza Ricavi Aviation: 35%
- Incidenza Ricavi Extra Aviation: 35%
- Ricavi per Addetto: 30%

### COSTI
- Incidenza Costo Personale: 20%
- Incidenza Costo Staff: 20%
- Costo personale per addetto: 10%
- Costi operativi a passeggero in partenza: 20%
- Incidenza costo ammortamenti: 30%

### EFFICIENZA
- Costo personale a passeggero in partenza: 60%
- Rapporto tra risorse di staff e risorse operative: 60%

### MARGINALITA’
- EBITDA per passeggero in partenza: 30%
- EBITDA per addetto: 20%
- Incidenza EBITDA su fatturato: 40%

### PATRIMONIALE
- Capitale impianto per passeggero: 5%
- Posizione finanziaria: 5%
- Incidenza debiti finanziari: 5%
- Costo del debito: 10%
- Utilizzo del credito: 10%
- Indice rotazione del credito: 5%
- Indice rotazione credito al netto crediti: 5%
- Verga regione: 5%
- Indice rotazione del debito: 5%
- Oneri per finanziamenti pubblici su EBIT: 10%
- EBITDA su capex autofinanziati: 10%
- CAPEX per passeggero in partenza: 10%
- CAPEX autofinanziati per passeggero in partenza: 5%
- Indice ROE: 20%
Aggiornamento indicatori Economici Dicembre 2014
Aggiornamento indicatori Patrimoniali IVTrimestre 2014

Performance Operativa - Performance Patrimoniale

Performance di Area

RICAVI 100.3%
COSTI 100.9%
EFFICIENZA 104.8%
MARGINALITÀ 103.0%
### HANDLING

#### MARGINE OPERATIVO

<table>
<thead>
<tr>
<th>Descrizione</th>
<th>Percentuale</th>
</tr>
</thead>
<tbody>
<tr>
<td>MARGINE OPERATIVO LORDO</td>
<td>70%</td>
</tr>
<tr>
<td>MARGINE OPERATIVO SU FATTURATO</td>
<td>30%</td>
</tr>
</tbody>
</table>

#### VOLUMI

<table>
<thead>
<tr>
<th>Descrizione</th>
<th>Percentuale</th>
</tr>
</thead>
<tbody>
<tr>
<td>NUMERO TOCCATE</td>
<td>70%</td>
</tr>
<tr>
<td>NUMERO TOCCATE TOTALI</td>
<td>5%</td>
</tr>
<tr>
<td>NUMERO PASSEGGERI</td>
<td>15%</td>
</tr>
<tr>
<td>NUMERO MERCE E POSTA</td>
<td>5%</td>
</tr>
<tr>
<td>NUMERO BAGAGLI IMBARCATI</td>
<td>5%</td>
</tr>
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</table>

#### RICAVI

<table>
<thead>
<tr>
<th>Descrizione</th>
<th>Percentuale</th>
</tr>
</thead>
<tbody>
<tr>
<td>RICAVI HANDLING A TOCCATA</td>
<td>70%</td>
</tr>
<tr>
<td>RICAVI EXTRAHANDLING A TOCCATA</td>
<td>30%</td>
</tr>
<tr>
<td>RICAVI TOTALI</td>
<td>10%</td>
</tr>
</tbody>
</table>

#### SPESE

<table>
<thead>
<tr>
<th>Descrizione</th>
<th>Percentuale</th>
</tr>
</thead>
<tbody>
<tr>
<td>COSTI TOTALI A TOCCATA</td>
<td>30%</td>
</tr>
<tr>
<td>COSTI TOTALI A PASSEGGERO</td>
<td>10%</td>
</tr>
<tr>
<td>COSTI DEL PERSONALE</td>
<td>20%</td>
</tr>
<tr>
<td>COSTO MEDIO UNITARIO RISORSE</td>
<td>20%</td>
</tr>
<tr>
<td>COSTO MEDIO ORARIO RISORSE</td>
<td>50%</td>
</tr>
</tbody>
</table>

#### EFFICIENZA

<table>
<thead>
<tr>
<th>Descrizione</th>
<th>Percentuale</th>
</tr>
</thead>
<tbody>
<tr>
<td>IUP</td>
<td>50%</td>
</tr>
<tr>
<td>STRAORDINARIO</td>
<td>25%</td>
</tr>
<tr>
<td>ASSENTEISMO BREV</td>
<td>10%</td>
</tr>
<tr>
<td>ASSENTEISMO LUNGO</td>
<td>5%</td>
</tr>
<tr>
<td>PASSEGGERI PER FTE</td>
<td>5%</td>
</tr>
<tr>
<td>TOCCATE PER IMPIEGATO</td>
<td>2%</td>
</tr>
<tr>
<td>TOCCATE PER OPERAIO</td>
<td>3%</td>
</tr>
</tbody>
</table>

#### LIVELLI DI SERVIZIO

<table>
<thead>
<tr>
<th>Descrizione</th>
<th>Percentuale</th>
</tr>
</thead>
<tbody>
<tr>
<td>PERCENTUALE RITARDI</td>
<td>25%</td>
</tr>
<tr>
<td>TEMPO DI TRANSITO NON RISPETTATI</td>
<td>5%</td>
</tr>
<tr>
<td>TEMPO DI TRANSITO VOLI PUNTUALI</td>
<td>5%</td>
</tr>
<tr>
<td>TEMPO RICORSIENA PRIMO BAGAGLIO</td>
<td>10%</td>
</tr>
<tr>
<td>TEMPO RICORSIENA ULTIMO BAGAGLIO</td>
<td>10%</td>
</tr>
<tr>
<td>PREVISIONE COPERTURA OPERATIVO</td>
<td>10%</td>
</tr>
<tr>
<td>LIVELLO COPERTURA OPERATIVO</td>
<td>30%</td>
</tr>
</tbody>
</table>
### VOLUMI

<table>
<thead>
<tr>
<th>Rotte Cancellate</th>
<th>30%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rotte Nuove</td>
<td>40%</td>
</tr>
<tr>
<td>Rotte Continuate</td>
<td>30%</td>
</tr>
</tbody>
</table>

### RICAVI

<table>
<thead>
<tr>
<th>Ricavi Totali Aviation</th>
<th>20%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ricavi Diritti a Passeggero</td>
<td>40%</td>
</tr>
<tr>
<td>Ricavi Diritti a Toccatà</td>
<td>40%</td>
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</table>

### SPESE

<table>
<thead>
<tr>
<th>Costi Marketing a Passeggero</th>
<th>95%</th>
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</thead>
<tbody>
<tr>
<td>Altri Costi di Marketing</td>
<td>5%</td>
</tr>
</tbody>
</table>

### Livelli di servizio

<table>
<thead>
<tr>
<th>Incidenza Rotte Cancellate</th>
<th>30%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incidenza Rotte Nuove</td>
<td>40%</td>
</tr>
<tr>
<td>Incidenza Rotte Continuate</td>
<td>30%</td>
</tr>
</tbody>
</table>

### Aree di Analisi

- Livelli di servizio: 20%
- Volumi: 20%
- Speese: 30%
- Ricavi: 30%
Performance Operativa

Performance di Area

101.8%

100.0%

101.2%

104.8%

100.0%
MANAGEMENT CONTROL MODEL ANALYSIS

The Management Control model, is the solution for the processing, exploratory and visual analysis of the data provide by various banks participating in the model.

Among the major benefits that are highlighted:
- Greater autonomy of the business user in data analysis
- Ability to obtain accurate information and to discover hidden opportunities in the data analysis through fast, affordable to everyone analysis
- Simplifying and speeding up the sharing information process among different users

Using the techniques of data discovery, it helps to overcome many critical issues, such as:
- The high number of data to verify and investigate
- The multiplicity of the dimensions of present analysis
- The risk of focusing on unimportant situations
INFORMATION FLOW
FROM REAL COSTS TO PRICE
MANAGEMENT CONTROL MODEL ANALYSIS

- Reference period;
- Business Unit:
  - All
  - Single Business Unit
- Product:
  - All
  - Single Business Unit
- Clients:
  - All
  - Single Business Unit
- Type of Balance:
  - Actual
  - Month Average
  - Average in the reference period

EACH USER WILL BE ABLE TO SEE ONLY DATA RELATED TO ITS OWN BRANCH
Regione Puglia: Corolla Project - Consolidated financial statements/balance

The Corolla Project comes essentially from two needs:

- Initiating the **process of accounting harmonization and consolidation** as established by Legislative Decree no. 118/11, whose trial is now completed and the provisions of which is fully implemented since 1 January 2015.

- Establishing a **dedicated and structured communication path** to enable the exchange of data and information between the Puglia Region and the regional Agencies, participating Companies and Organizations, Entities subject to control and supervision.
• Analysis of the accounting data of the participating Societies, agencies and other bodies of the region of Puglia and definition of the metamodel (metamodello) for the implementation of the platform for business intelligence, management of information flows, harmonization of accounting systems and data analysis

• Development of a platform of communication to and from the controlled entities for the acquisition and control of defined flows relevant for the control, harmonization and consolidation of budgets and implementation and customization of the "Consolidated WEB" solution based on SAS technology:
1. Upload data from the Authorities

Local Entities must:

• keep up to date their data in the platform (e.g. Personal details);

• insert in the platform the accounting information (Financial Statement; Intercompany Parties; Variations and events relevant to the consolidation);

• insert in the platform documents useful to the purposes of their informative obligations (Statutes, Minute of meetings, data on personnel, appointments and remuneration).

2. Information Control

Information will be controlled according to the criteria defined by the Region of Puglia.

3. Harmonization

Modify the form of the balance to adapt it to the balance target schema.
One of the strengths of the project Corolla is the web portal through which the Region of Puglia and the various entities exchange information.

Through the portal itself several features are made available to the companies:
- Entity Registry (with update possibilities)
- Synthesis of economic data
- Registry of entity offices
- Registry of the current and previous mandate Entities’ organs
- Acquisition relevant acts
- Financial Monitoring

In addition, the portal makes available a document area through which both the regional entity and individual companies can use to archive documents not necessarily structured: a real feature of **document management**.
Corolla Web Portal – Entity Registry

Acquedotto Pugliese Spa

Codice Ente: ACQ
Ragione sociale: Acquedotto Pugliese S.p.A.
Tipologia ente: Partecipata
Area di controllo: Consolidamento
Codice Fiscale: 00347000721
Data Costituzione: 19-10-2009
Forma giuridica: Pubblica - totalmente pubblica unico socio
Capitale sociale 2013: 41.385.573,60
Capitale sociale 2012: 41.385.573,60
Quota di partecipazione 2013: 100,00
Quota di partecipazione 2012: 100,00

Anagrafica enti

Società di cartolarizzazione
Società controllata
Società in house
Partecipata
Agenzia Regionale

Consolidamento
Armonizzazione
Controllo

Agrocoltura, silvicoltura e pesca
Estrazione di minerali da cave e miniere
Attività manifatturiere
Fornitura Energia Elettrica, GAS
Fornitura di Acqua, reti fognarie...
Costruzioni
Commercio all’ingrosso e al dettaglio...
Imprese non classificate

Gestione documenti

Pubblica tot pubblica Unico socio
Pubblica tot pubblica con più soci
Mista con prevalenza pubblica
Mista con prevalenza privata
Partecipazione paritaria
Privata – società di capitali

In Attività
In Liquidazione
Commissariata
Non attiva
Cessata
From the charts of accounts and financial statements analysis of the individual entities, initiates the harmonization process of their budgets towards a scheme of budgets or targets towards which will take place the consolidation operations.

The budget target schema has been defined on the basis of the provisions of Legislative Decree no. 118/11 (Annex 11) and based on the information requirements finalized at the consolidation process.

The harmonization procedures were defined transcoding the budget items of individual entities in the financial statements of the target schema.

The harmonization procedures are carried out by the solution.
Following the harmonization process, the solution allows us to elaborate a budget analysis.

This analysis gets developed in two ways:

1. **Budget Reclassification**
   The solution carries out a procedure for budget reclassification, which would develop standard aggregates budget for individual institutions so as to allow the Puglia Region an economic monitoring of entities and the possibility of comparison among them..

2. **Budget Indicator**
   From the harmonized data and the model of reclassification, the solution will enhance a number of financial indicators (ratios of profitability, patrimonial analysis, financial analysis, etc.).

### RCLASSIFICAZIONE DI CONTO ECONOMICO ESERC. n ESERC. N-1

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<th>ESERC. n</th>
<th>ESERC. N-1</th>
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<tr>
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<tr>
<td>2 - Proventi da fondi perequativi</td>
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<tr>
<td>3 - Proventi da trasferimenti e contributi</td>
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<tr>
<td>4 - Ricavi delle vendite e prestazioni e proventi da servizi pubblici</td>
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<tr>
<td>5 - Variazioni nelle rimanenze di prodotti in corso di lavorazione, etc. (+/-)</td>
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<td>6 - Variazioni del lavoro in corso su ordinazione</td>
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<td>7 - Incrementi di immobilizzazioni per lavori interni</td>
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<td>8 - Altri ricavi e proventi diversi</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>B) CONSUMI</th>
<th>ESERC. n</th>
<th>ESERC. N-1</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - Acquisti di materie prime e/o beni di consumo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 - Variazioni nelle rimanenze di materie prime e/o beni di consumo (+/-)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3 - Prestazioni di servizi</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4 - Utilizzo beni di terzi</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5 - Trasferimenti e contributi</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTALE CONSUMI (B)</th>
<th>ESERC. n</th>
<th>ESERC. N-1</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>C) VALORE AGGIUNTO (A-B)</th>
<th>ESERC. n</th>
<th>ESERC. N-1</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>D) AMMORTAMENTI, ACCANTONAMENTI E ONERI DI GESTIONE</th>
<th>ESERC. n</th>
<th>ESERC. N-1</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>EBITDA</th>
<th>ESERC. n</th>
<th>ESERC. N-1</th>
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</thead>
</table>

### SINTESI DEGLI INDICI DI BILANCIO

**ANALISI REDDITIVITÀ AZIENDALE (prima delibera distribuzione dividendi)**

<table>
<thead>
<tr>
<th>INDICE</th>
<th>RAZIONALE</th>
<th>FORMULA</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROE (Return On Equity) (con capitale proprio inizio anno)</td>
<td>Reddittività del capitale proprio</td>
<td>(Re/Cp)*100</td>
</tr>
<tr>
<td>Incidenza gestione non caratteristica</td>
<td>Incidenza della gestione non caratteristica sulla reddittività complessiva</td>
<td>(Re/Re)x100</td>
</tr>
<tr>
<td>LEVERAGE (Leva Finanziaria)</td>
<td>Indice di indebitamento</td>
<td>(Ti/Cp)</td>
</tr>
<tr>
<td>ROI (Return On Investment)</td>
<td>Reddittività del capitale investito</td>
<td>(Ro/Ti)*100</td>
</tr>
<tr>
<td>ROD (Return On Sales)</td>
<td>Risultato operativo medio per unità di ricavo</td>
<td>(Ro/Rv)*100</td>
</tr>
<tr>
<td>Tasso di dipendenza da Regione Puglia</td>
<td>Incidenza dei trasferimenti da Regione sul totale dei ricavi</td>
<td>(TrasfRicavi totali)/100</td>
</tr>
</tbody>
</table>

**INDICE RAZIONALE FORMULA**

<table>
<thead>
<tr>
<th>Anno n</th>
<th>Anno n-1</th>
<th>Anno n-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LEVERAGE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROI</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tasso di dipendenza da Regione Puglia</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**INDICE**

- **ROE (Return On Equity)**: (Re/Cp)*100
- **LEVERAGE (Leva Finanziaria)**: (Ti/Cp)
- **ROI (Return On Investment)**: (Ro/Ti)*100
- **ROD (Return On Sales)**: (Ro/Rv)*100
- **Tasso di dipendenza da Regione Puglia**: (TrasfRicavi totali)/100

**FORMULA**

- **ROE**: (Re/Cp)*100
- **LEVERAGE**: (Ti/Cp)
- **ROI**: (Ro/Ti)*100
- **ROD**: (Ro/Rv)*100
- **Tasso di dipendenza da Regione Puglia**: (TrasfRicavi totali)/100
The model implemented allows to analyze the data according to different viewpoints and dimensions:

1. Budgets database of individual entities according to their accounting plan.
2. Data harmonized to budget typology for individual entities according to configurable harmonizing rules
3. Consolidated data according to different consolidation levels.
4. Reclassification of consolidated budget and financial statements
5. Analysis of the contribution / results of each phase of the consolidation process (proportional method, aggregate, intercompany elimination, etc ...)

The solution provides the operational instrument through which the Region Consolidator will build the consolidated financial statements of the Puglia Region.
CASE STUDY SUMMARY

- Direct Sales
- Transportation
- Financial Institutes
- Local Authorities
THANK YOU