### QPR ProcessAnalyzer How the product works



QPR - Quality. Processes. Results.

#### Agenda

#### Material for ~6-8 hours training with hands-on exercises

- Preliminaries
  - Introductions
  - Making sure that the environment works
- Introduction to Automatic Business Process Discovery (ABPD)
  - Why ABPD: application areas
  - How: the analysis process
  - Focus: the scope of this training
- Architecture of QPR ProcessAnalyzer
- Starting the QPR ProcessAnalyzer
  - Basic concepts
  - Data: format and import
- Discovery and Filtering
  - Flowchart and Path
  - Creating Filters
- Analysis

- Profiling
- Influence
- Bottleneck analysis
- Drill-in: cases and events
- Keeping on track with things (1)
  - Filter management
  - Bookmarks
- Distributing the results
  - Web interface
- Keeping on track with things (2)
  - Models and Projects, Export
  - User management and user rights
  - Enrichment advanced example
    - Export cases
    - Import new case attribute
- Exercises & Further linformation



### Introduction

Automatic Business Process Discovery and QPR ProcessAnalyzer



#### Traditional world meets automated discovery

#### Traditional world



Workshops

Subjective 'as-wish' Time consuming Vulnerable to human interpretation

#### Automated discovery



Exact 'as-is' process flowchart Instant process insight Captures process metrics Uses facts stored in IT systems

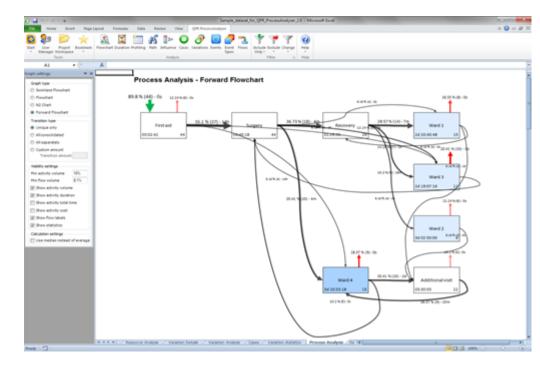
Combine both for optimized result

#### Automated Business Process Discovery

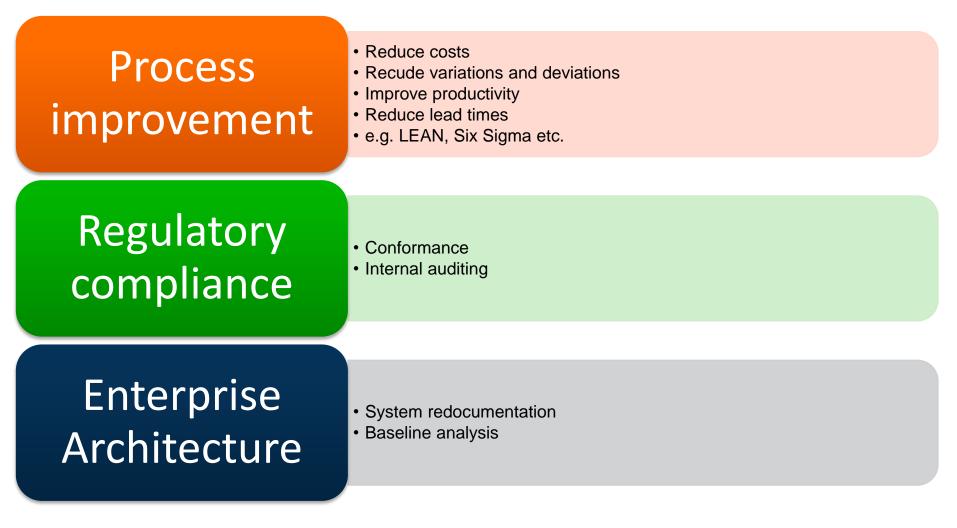
- Automated Business Process Discovery (ABPD) is a method for analyzing and visually representing processes based on data stored in log files
  - Automatically draws process charts and shows process variations
  - Shows resource use over time and in different process steps
  - Visualizes flows using advanced techniques
  - Shows congestions and bottlenecks
  - Allows drill-down to individual cases

| -       |   |  |                        |                       |
|---------|---|--|------------------------|-----------------------|
|         |   |  |                        |                       |
|         |   |  |                        |                       |
|         |   |  |                        |                       |
|         |   |  |                        |                       |
|         |   |  |                        |                       |
|         |   |  |                        |                       |
| a so ld | Process step  |  |                        | End time              |
| 15      |   | Org.unit   | Starttime<br>10,1,2008 |                       |
| 0       | Firstaid  | A Contraction of the Contraction | 8:40:00                | 10:10:00              |
| 15      |   | First aid unit   | 14.1.2008              | 14.1.2008             |
| 0       | Ward 2  |  | 14:10:00               | 15:38:00              |
| 6       | and the second se | Ward   | 13.3.2008              | 13.3.2008             |
| 0       | Firstaid  | and the second se  | 13:43:00               | 17:35:00              |
| 6       |   | First aid unit   | 17.3.2008              | 18.3.2008<br>16:00:00 |
| -       | Ward 5  | Ward   | 7:14:00                | 16:00.00              |
| 6       |   | wward  | 17.3.2008              | 17.3.2008<br>13:25:00 |
| -       | Surgery   | Surgery unit   | 8:01:00                | 3.4.2008              |
| 7       |   | Surgery unit   | 3,4,2008               | 9:20:00               |
|         | Firstaid  | First aid unit   | 7:45:00                | 8.4.2008              |
| 7       | and the second se | i nacalu unit  | 6 4 2008               |                       |
|         | Ward 5  | Ward   | 12:15:00               | 4 2008                |
| 3       |   | TTUIL .  | 27 4.2008              |                       |
|         | Firstaid  | First aid unit   | 6:22:00                | 0.0.2008              |
| 3       |   | Const and anne   | 27.4.2008              |                       |
|         | Ward 2  | Ward   | 7:04:00                |                       |
| 3       |   |  | 28.4.2008              |                       |
| -       | Surgery   | Surgery unit   | 8:22:00                |                       |
|         |   | 0  |                        |                       |
|         |   |  |                        |                       |

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#### **Application areas**





#### Deliverables and benefits

JPR

| Deliverable                | Contents   | Benefits  |
|----------------------------|--|---|
| Business Process<br>models | How activities are performed establishing end-to-end processes       | Understand current processes, identify best practice, identify problems and bottlenecks, improve processes. |
| Organizational<br>models   | How various organizational units co-<br>operate                      | Understand and improve cross-organizational co-operation, remove bottlenecks.                               |
| IT System<br>documentation | Show how various IT systems are actually used during the process     | Document and validate IT system usage,<br>educate users, develop IT systems.                                |
| Performance metrics        | Basic measures including processing times, waiting times             | Review performance, set clear goals and manage improvement initiatives.                                     |
| Segment<br>Analysis        | Comparison reports showing the differences between selected segments | Understand segments and improve segment-<br>specific procedures.  |

# Supports fact-based communication and process management

- QPR ProcessAnalyzer provides
  - quantitative facts about the process compared with opinions or qualitative assessments
- Use the information in:

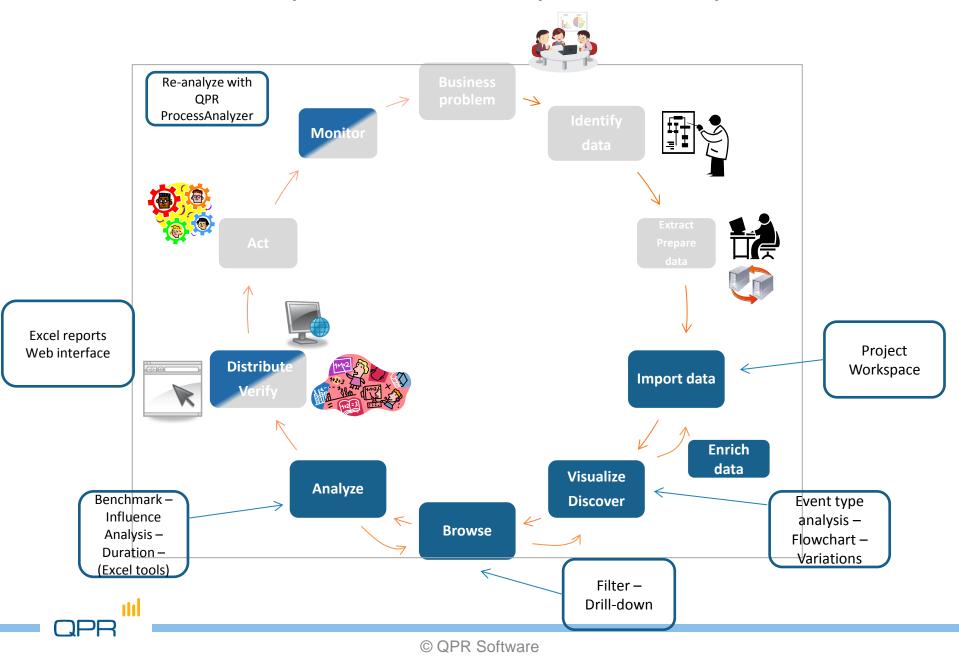
- Coaching the organization
- Finding targets for development
  - Monitoring and forecasting 4. Corrective 1. 'As-is' process **Business System** Actions The real usage Organisation Processes B 2. Compare with 'as-wish' model 3. Fact-based communication

## Focus of the training

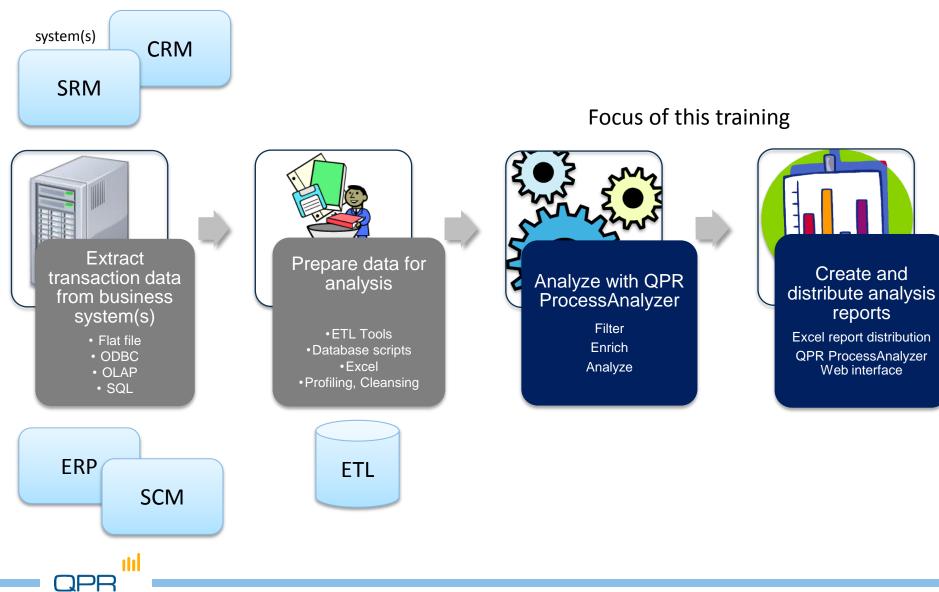
QPR ProcessAnalyzer and Business Process Management



#### QPR ProcessAnalyzer and the analytical BPM cycle



#### Focus of the training



#### Steps in more detail

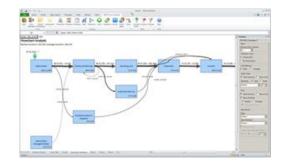
| Business problem | <ul> <li>define the problem and stakeholders</li> <li>translate the business questions into analysis questions</li> </ul>  |
|------------------|--|
| Identify data    | <ul> <li>scope the analysis in technical sense</li> <li>find relevant data in source systems</li> <li>find key experts and documents</li> </ul>  |
| Extract data     | <ul> <li>extract the data from the source system, and</li> <li>load it into preparation environment</li> </ul>   |
| Prepare data     | <ul> <li>prepare the data for QPR ProcessAnalyzer</li> <li>by transformation to Cases, Events and Attributes that match the analysis questions</li> </ul>  |
| Import data      | •Import Event and Case data into QPR ProcessAnalyzer   |
| Process analysis | <ul> <li>Validate the quality, completeness, and relevance of the data and transformations</li> <li>Discover - Browse - Filter - Drill-in - Examine Cases - Analyze</li> <li>Enrich the data by creating new attributes</li> </ul> |
| Verify           | •Check that the results are adequate from the organization, source system, and reporting systems   |
| Distribute       | •Distribute the results of the analysis (Excel reports & web interface)  |
| Act              | •Plan and implemetn beneficial actions for business process  |
| Monitor          | <ul> <li>Follow the effect of the the actions by repeating the analysis cycle</li> <li>Using ProcessAnalyzer and/or by other means</li> </ul>  |
|                  |  |

### Summary

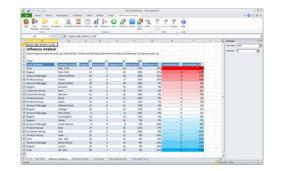
- Helicopter-view discovery
  - The actual process visualized based on your data
  - See relevant metrics in process context

#### Process details and analysis

- Interactive browsing, filtering, selection
- Viewpoints into bottlenecks, variations and deviations
- Drill-down, case-based reasoning
- Fact-based communication means
  - Discovery of the problem areas of the process, based on the data → no longer speculative
  - Distribute the results to organization







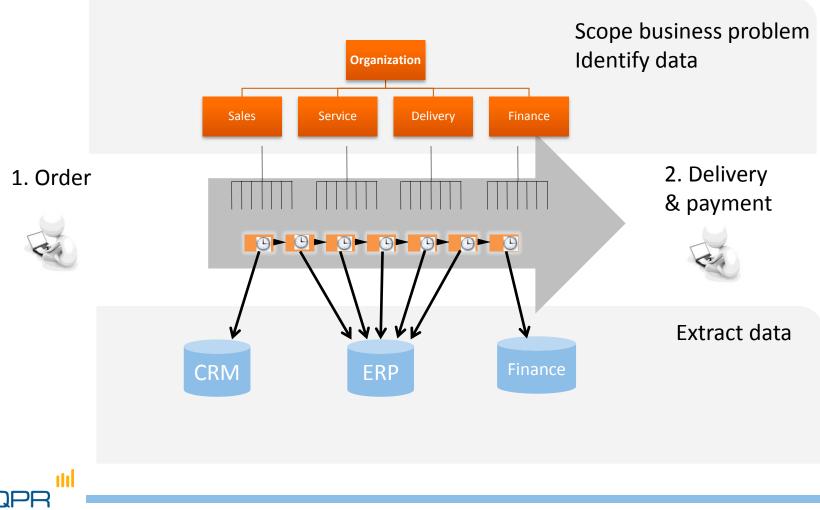
### **QPR ProcessAnalyzer in practice**

Example of Order-to-Cash analytics





#### Scoping: Order-to-Cash process





#### Import data

|       | Start | User Per<br>Manager Work   | sject Bookmark Run Flow  | schart Duration Profil   | ng Path Influence  |                | Governa Bowert P         | A Provide Evolute Change<br>Only Filter  | Kels<br>Help   |                     |        |   |   |
|-------|-------|--|--|--|--|----------------|--------------------------|--|----------------|---------------------|--------|---|---|
|       | _     | 036  | <u>-</u>   |  |  |                |                          |  |                |                     |        |   |   |
|       | -     |  | 8  |  | Ő.   |                | P                        | ц н.                                     |                | 1                   | . K. 1 | M | N |
|       |       | -  | ACCR.  | Mart Deve  | SAF_UNIT   | · Deganization | · Region                 | Cant Account Manager                     | Croduct Ora    | The Continues Group |        |   |   |
|       |       | 220876   | Handling unit  | 17.11.301.1 8.   |  | Delivery       | New York                 | 1141 William Davis                       | Shirts         | Kids                |        |   |   |
|       |       | 220876   | Invoice  | 18 11 2011 15  |  | Finance        | Los Angeles              | 625 William Davis                        | Shirtz         | Kids                |        |   |   |
|       |       |  | Dutbound Delivery  | 14.11.2011 4:  |  | Delivery       | New York                 | 1134 Patricia White                      | Socks          | Men                 |        |   |   |
|       |       |  | Customer pick-up   | 17.11.2011 #1  | A CONTRACTOR NOTICE AND A CONTRACTOR OF A CONTRACTOR OFTA CONT | Sales          | Austrie                  | 89 William Davis                         | Socks          | Kids                |        |   |   |
|       |       |  | Shipment<br>Sales Order  |  | 7 Shipment Unit  | Delivery       | Las Angeles              | 422 William Davia                        | Shoes<br>Shoes | Worken              |        |   |   |
|       |       | 220876   | and the second state of th | 11.11.2011 18:<br>20.11.2011 0   |  | Sales          | Resi York                | 1208 Patricia White<br>687 William Davis | Socks          | Kids                |        |   |   |
|       |       | 238100   | Payment received<br>Delivery Changed   | 17.2011 #1   |  | Delivery       | Los Angeles.<br>New York | 1060 Patricia White                      | Shirts.        | Men                 |        |   |   |
|       | - 21- | 0000000  | Handling unit  | 2.7.2011 201   |  | Delivery       | Houston                  | 1003 Patricia White                      | mats           | Men                 |        |   |   |
|       |       | 238100   | Invoice  | 4.7.2011 16  | a ter a francisco de la construcción de la construc | Finance        | Chicago                  | 997 Patricia White                       | Hats           | Men                 |        |   |   |
|       | - 2   |  | Outbound Delivery  | 27.6.2011 181  |  | Delivery       | Chicago                  | SBE Mary Wilson                          | Socks          | Women               |        |   |   |
|       |       |  | Contraction and the second se<br>second second sec  |  | 7 Shipment Unit  | Delivery       | Chicago                  | 801 Mary Wilson                          | Shoes          | Women               |        |   |   |
|       | - 21  |  | Sales Order  | 25.6.2011 171  | And the second second second second second   | Sales          | New York                 | 1132 Mary Wilson                         | Hats           | Kids                |        |   |   |
|       |       |  | Handling unit  | 14.7,2011 111  |  | Delivery       | New York                 | 352 Faul Jones                           | Shoes          | Women               |        |   |   |
|       |       | 139329   | and the second   | 17.7.2011 1  |  | Tinance        | New York                 | 215 Patricia White                       | Shirts         | Men                 |        |   |   |
|       |       |  | Outbound Delivery  | 14.7.2011 41   |  | Delivery       | New York                 | 1124 Patricia White                      | Jeans .        | Men                 |        |   |   |
| se II |       | the second s | Shipment   |  | 6 Shipment Unit  | Delivery       | Delles                   | 341 Paul Jones                           | Shirts         | Kids                |        |   |   |
|       |       |  | Sales Order  | 10.7.2011 181  | Carlo Concerna a subscription in the   | Sales          | New York                 | 622 Paul Jores                           | Seats          | Women               |        |   |   |
|       |       |  | Payment received   | 24.7.2011.24   |  | Finance        | Hauston                  | 238 Mary Wilson                          | Hats           | Kida                |        |   |   |
|       |       |  | Handling unit  | 11 10 2011 18  | and here the second second   | Delivery       | New York                 | 191 Patricia White                       | metta          | Men                 |        |   |   |
|       |       | 3715643  | Invoice  | 16.10.2011 01  |  | Finance        | Hauston                  | 854 Mary Wilson                          | 'Hiato         | Kids                |        |   |   |
|       | 1.0   | 371564   |  | 10.10.2011 81  | 4 James  | Delivery       | Austin                   | 78 Feul Jones                            | Jeans.         | Worten              |        |   |   |
|       | 24    | 371564   |  | and the second s | 2 Shipment Unit  | Delivery       | Houston                  | 259 Patricia White                       | Shirts         | Kids                |        |   |   |
|       | 10    | 3715040  |  | 8.10.2011 6  | 6 Greg   | Sales          | Dallas                   | 645 Patricia White                       | Halts          | Men                 |        |   |   |
|       |       | 371564   | Payment received   | 22.10.2011 213   | 2 Sharon   | Finance        | Houston.                 | 775 Patricia White                       | Hets           | Men                 |        |   |   |
|       | 1     | \$53614  | Handling unit  | 2.11.2011 14   | 0 Timothy  | Delivery       | Los Angeles              | 982 Patricia White                       | Jeans          | Men                 |        |   |   |
|       | 1.0   | 553614   | Involce  | 4.11.2011 12:  | 0 Sheron   | Finance        | Chicago                  | \$24 Mary Wilson                         | Jeans          | Women               |        |   |   |
|       | - 21  | 5536140  | Outbound Delivery  | 21.10.2011 15:   | 1 James  | Delivery       | Auton                    | 09 Mary Wilson                           | Hats           | Kids                |        |   |   |
|       | *     | \$53614  | Outbound Delivery  | 81 10 2011 12  | 5 James  | Delivery       | Los Angeles              | 742 William Davis                        | shoes.         | Women               |        |   |   |
|       | 11    | 553614   | Sales Order Changed (VAGI)   | 28.10.2011 19  | 7 Greg   | Sales          | New York                 | 890 Patricia White                       | Shirts         | Men                 |        |   |   |
|       | - 10  | 553614   | Shipment.  | 2.11.2011.141  | 6 Shipment Unit  | Delivery       | Houston -                | 956 Patricia White                       | Socks          | Men                 |        |   |   |
|       | - 1   | 553614   | Sales Order  | 30.10.2011 17  | 5 Greg   | Sales          | Austin                   | 507 Linda Jackson                        | Socks          | Kids                |        |   |   |
|       |       |  | and the second se  |  |  |                | 14.12                    | ****************                         |                |                     |        |   |   |

**Event type Timestamp** (activity name)

Optional: attributes, e.g. product group, organization unit, site, resources



Process ends Cases 106, Events 572 **Process analysis - forward flowchart** 65%-(69)-\* 28%(30)-\* Process starts 97%-(103)-\* 86%(91) 29%(31) 66%(70) 60%(64) 71%(75) -2d20h -13h38m -23h27m -17h48m -1d22h Outbound Standard order Handling unit Shipment Invoice Payment delivery 30% (32) 72% (76) 100% (106) 89% (94) 75% (76) 96% (102) 6%(6)-14%(15 9%(10)-8%(9)-2d9h -2d10h 1d9h 16h54m Sales order Purchase order Picking request document change Number of instances and 10% (11) 9% (10) 17% (18) median time between 8%(9)-24d10h events Number of instances through this specific

Visualize – Discover - Select

Import

Select

Filter

Analyze

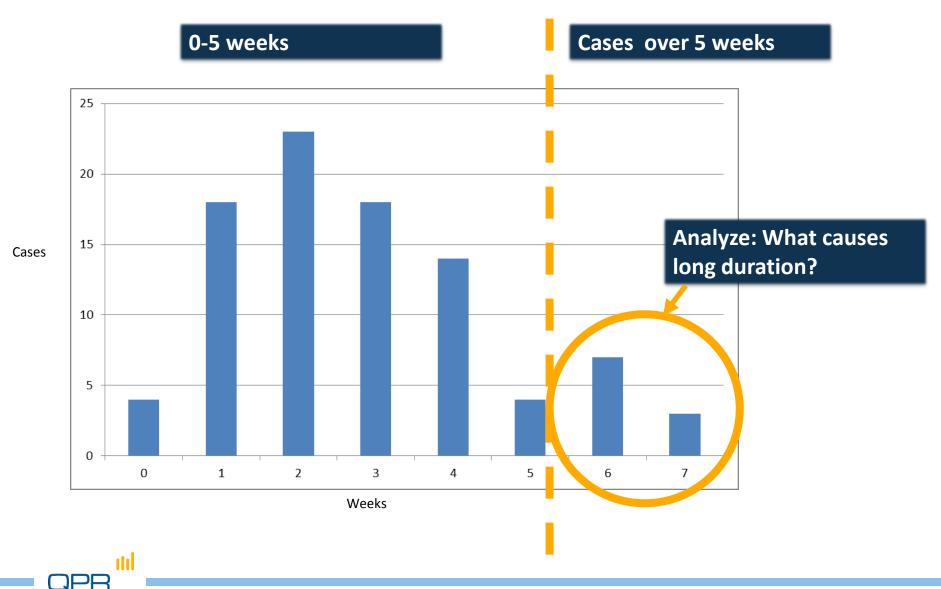
Visualize

Discover

event type









#### Root causes

ılıl

| Influence Analy      | veis                  | L         | ong d <u>ur</u> | ation oc     | curs free    | quently        |                  |                  |         |
|----------------------|-----------------------|-----------|-----------------|--------------|--------------|----------------|------------------|------------------|---------|
| Event Types=Purchase |                       |           |                 |              |              |                |                  |                  |         |
|                      |                       |           |                 |              |              |                |                  |                  | _       |
| Total                |                       | 106       | 10              | 96           | 9%           |                |                  |                  |         |
| Case Attribute       | 🗾 🛃 Attribute Value 🔽 | Cases # 💌 | Selected # 💌    | Compared # 💌 | Selected % 💌 | Difference % 💌 | Contribution # 🚽 | Contribution % 💌 |         |
| Product Group        | Jeans                 | 12        | 6               | 6            | 50 %         | 41 %           | 5                | 49 %             |         |
| Region               | Austin                | 18        | 4               | 14           | 22 %         | 13 %           | 2                | 23 %             |         |
| Account Manager      | Linda Jackson         | 8         | 2               | 6            | 25 %         | 16 %           | 1                | . 12 %           |         |
| 0051                 | 0041112720            |           | -               | 51           | 11 /0        | 270            |                  |                  | _       |
| Customer Group       | Men                   | 36        | 4               | 32           | 11 %         | 2 %            | 1                | . 6%             |         |
| Region               | New York              | 27        | 3               | 24           | 11 %         | 2 %            | C                | 5%               |         |
| Account Manager      | Mary Wilson           | 18        | 2               | 16           | 11 %         | 2 %            | C                | 3 %              |         |
| Account Manager      | Paul Jones            | 9         | 1               | 8            | 11 %         | 2 %            | C                | 2 %              |         |
| Customer Group       | Women                 | 31        | 3               | 28           | 10 %         | 0 %            | C                | 1%               |         |
| Account Manager      | Robert Miller         | 34        | 3               | 31           | 9 %          | -1 %           | C                | -2%              | Neutra  |
| Account Manager      | Patricia White        | 24        | 2               | 22           | 8 %          | -1 %           | C                | -3%              | 1 1     |
| Cost                 | 414830                | 35        | 3               | 32           | 9 %          | -1 %           | C                | -3%              | relatio |
| Region               | Dallas                | 14        | 1               | 13           | 7 %          | -2 %           | C                | -3 %             |         |
| Product Group        | Shirts                | 25        | 2               | 23           | 8 %          | -1 %           | C                | -4 %             |         |
| Cost                 | 18413                 | 36        | 3               | 33           | 8 %          | -1 %           | C                | -4 %             |         |
| Region               | Chicago               | 16        | 1               | 15           | 6 %          | -3 %           | -1               | 5 %              |         |
| Customer Group       | Kids                  | 39        | 3               | 36           | 8 %          | -2 %           | -1               | 7%               |         |
| Region               | Los Angeles           | 18        | 1               | 17           | 6 %          | -4 %           | -1               | 7%               |         |
| Product Group        | Shoes                 | 12        | 0               | 12           | 0 %          | -9 %           | -1               | 11 %             |         |
| Ассоцить манадет     | Willidill Davis       | 10        | U               | 13           | U /0         | -3 /0          |                  | -12 /0           |         |
| Region               | Houston               | 13        | 0               | 13           | 0 %          | -9 %           | -1               | 12 %             |         |
| Product Group        | Hats                  | 37        | 2               | 35           | 5 %          | -4 %           | -1               | 15 %             |         |
| Product Group        | Socks                 | 20        | 0               | 20           | 0 %          | -9 %           | -2               | -19 %,           |         |

#### Long duration occurs infrequently

### Architecture

- QPR ProcessAnalyzer Xpress
- QPR ProcessAnalyzer Database
- QPR ProcessAnalyzer Pro

#### QPR ProcessAnalyzer product options

#### QPR ProcessAnalyzer Xpress

The stand-alone version

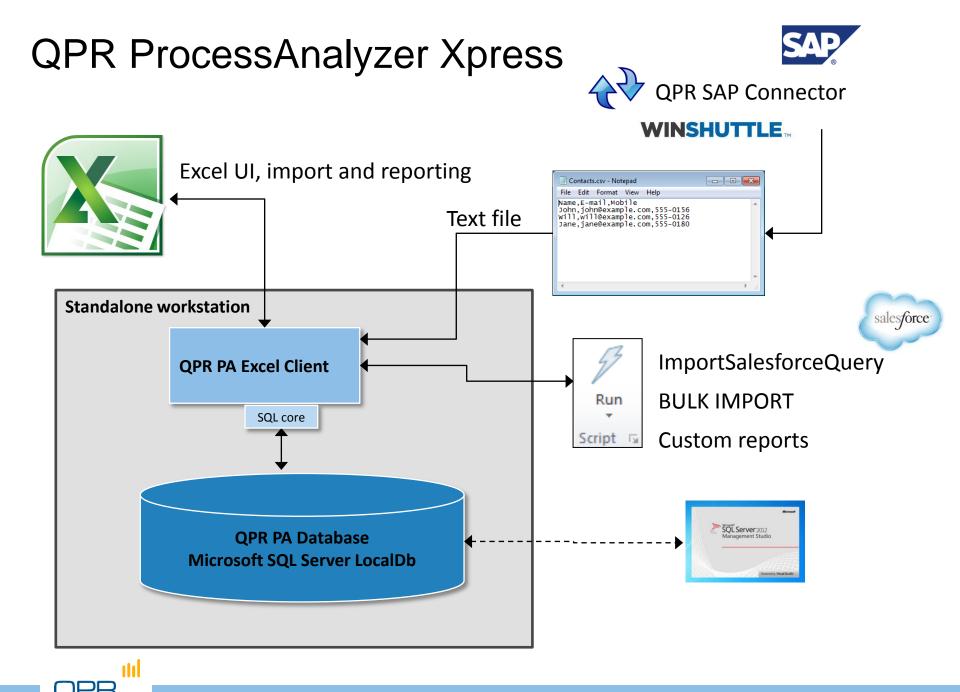
#### QPR ProcessAnalyzer Pro

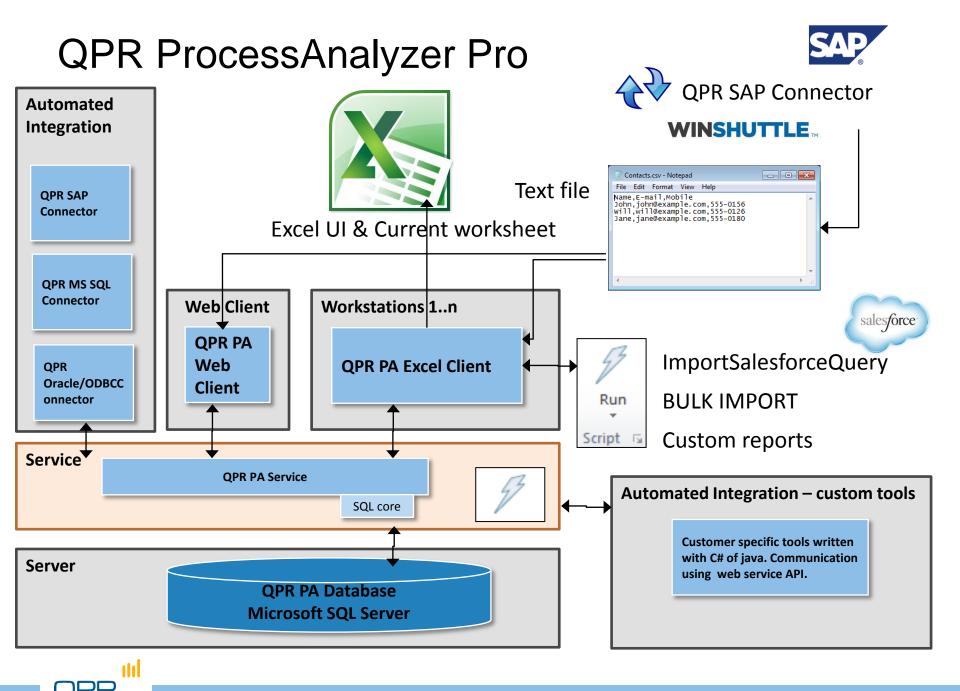
Uses a QPR ProcessAnalyzer web service

#### QPR ProcessAnalyzer Database

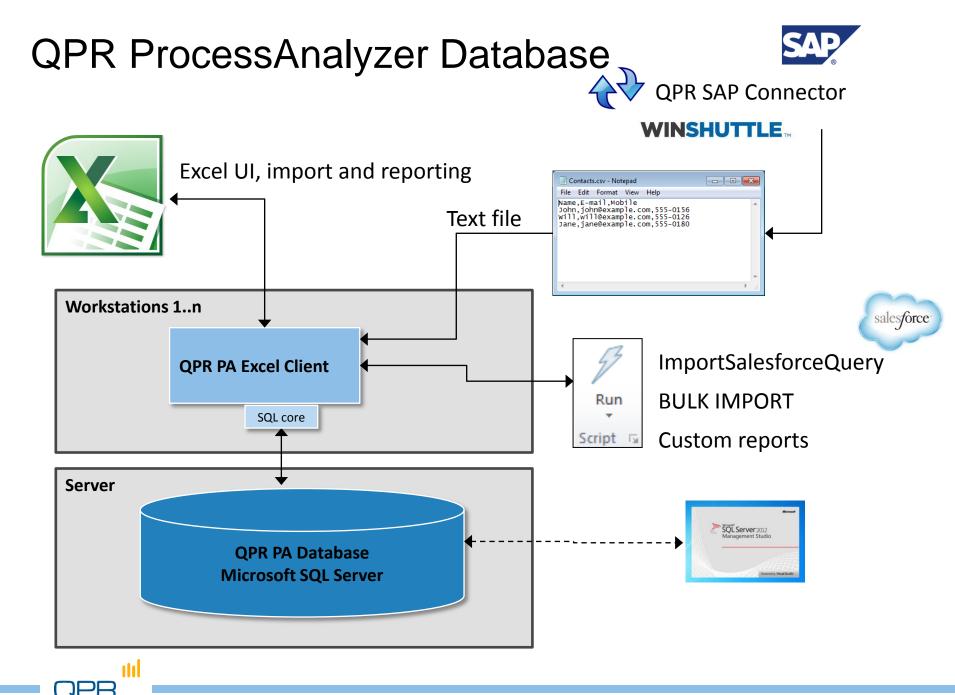
Uses a direct database connection to an MS SQL Server







<sup>©</sup> QPR Software



### **Getting started**

Starting QPR ProcessAnalyzer Documentation Loading the data Creating a model

#### Explore, ask, analyze, show!

- QPR ProcessAnalyzer is an interactive ABPD tool for "making questions and finding answers" on process data by
  - exploring (discovering, visualizing, and browsing) the process in a holistic, visual way
  - making analysis on process features and causal relations
  - drilling into details
- Analysts' business is to
  - obtain appropriate data in right format
  - find out and state the relevant "questions for data"
  - find the answers by using QPR ProcessAnalyzer
  - come up with more questions and findings
  - help stakeholders and other experts to understand the results

#### Functions needed to get started

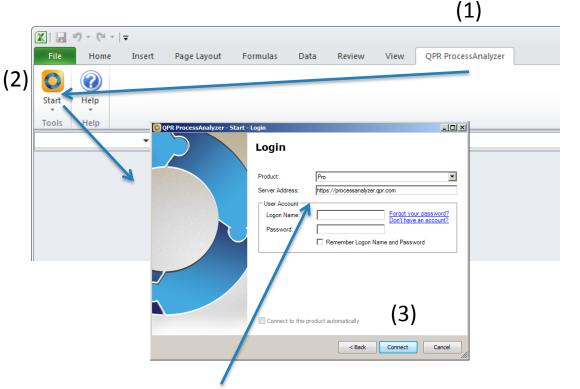
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Log in / out **WIKI** View session information and operation log Demo data Version information Select project / process model Product activation Import data from Excel sheets to ProcessAnalyzer Path Influence Cases Variations Events Event Flows Bookmark Run Flowchart Duration Profiling Include Exclude Change Help Project Manager Workspace Types Only \* Script Analysis Help Change password User management

#### Start

- Excel add-in starts from the tab

   (1)
- Select "Start" to give your credentials either as a Pro (= the cloud service) or Xpress user (= the standalone version)
- If you use the Xpress version, product activation is first required
- For logging out, select Start > Logout



Default address for the web service (in Pro version)

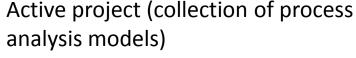
In special configurations the address may be different

Tip: In certain circumstances MS Office may deactivate add-ins. If the tab for already installed ProcessAnalyzer disappears, check the status of QPR ProcessAnalyzer add-in from MS Office Excel options.

#### Start

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The Excel add-in connects to the QPR ProcessAnalyzer service. Once the connection is established successfully, the Project Workspace dialog appears. (Note that the contents of the listed QPR ProcessAnalyzer - Project Workspace - 0 × projects may vary from the screenshot Project: SAP OrderToCash DEMO · 1d: 20 below.) Models Data Tables Click "Open" to open the highlighted Drag a column header here to group by that column model or "Cancel" to proceed without T... \* Project Model Created On Created By Fil... Bo... Ev... Ca... Ev... Ca... Ev... Op... Last Modified On Last Modified... . opening SAP Order... Event Data 24.5.13 14:... zl 1 0 635 124 16 0 2 27 31.12.13 09:25... zł Available models X V [Type] <> Project \* Edit Filter Import. Copy New -Delete Show Deleted Models Open Cancel Properties.



#### Getting demo data

| art Us | er Project              | Bookmark | Flowch  | IT Duration Pr | rofiling Path | Influence  | Cases Variation | Events Event | Flows   | Include Exclu  |                          | Help     | )                          |                      | 7 |
|--------|-------------------------|----------|---------|----------------|---------------|------------|-----------------|--------------|---------|----------------|--------------------------|----------|----------------------------|----------------------|---|
|        | ager Workspace<br>Tools |          |         |                |               | Analysis   |                 | Types        | 15      | Only<br>Filter |                          |          |                            |                      |   |
| А      |                         | (a       | fx Ca   | se ID          |               | Pointy 313 |                 |              |         | THE            |                          | Canada   | User Manua<br>Sample Files |                      |   |
|        |                         |          |         |                |               |            |                 |              |         |                | /                        |          | About                      |                      |   |
|        |                         |          |         |                |               |            | 1.1.1           |              | -       |                |                          |          |                            |                      |   |
|        | A                       |          | В       |                | C             |            | D               |              | E       | F              | G                        | 1        | QPR Pro                    | <b>QPR</b> ProcessAn |   |
| e 10   | A                       | 41.14    | В       | 171            | C             |            | D               |              | E.      | F              | G                        |          | QPR Pro                    | QPR ProcessAn        |   |
| o 10   | A                       | ar 14    | В       | 11             |               | 1-1        |                 |              | E       | -              | G                        |          | QPR Pro                    |                      |   |
| e 10   | A                       |          |         | • QPR Software |               |            |                 | • 😰 Seard    |         | F              | S<br>N<br>N              |          | QPR Prd                    |                      |   |
| e 10   | A .                     | aa       |         |                |               |            |                 |              | Samples |                | -                        |          | QPR Prd 🎲                  |                      |   |
|        | A                       |          | ta      |                |               |            |                 |              | Samples | F<br>Size      | -                        | <u>a</u> | QPR Prd 🎲                  |                      |   |
| a 18   | <u>A</u>                | ar va.   | ta<br>7 | • QPR Software | QPR ProcessA  |            | 1 • Samples     | ▼ 😰 Seard    | Samples | 1              | - <mark>122</mark><br>10 | 2        | QPR Prd 谷                  |                      |   |

- Let's start with built-in sample file for OtC process
- Select "Help" from ribbon and load Sample file "Otc"
  - Tip: for documentation & instructions refer to QPR ProcessAnalyzer Wiki
  - Wiki opens from "User Manual"
- In the Excel file
  - Event data, Case data
  - Short instructions

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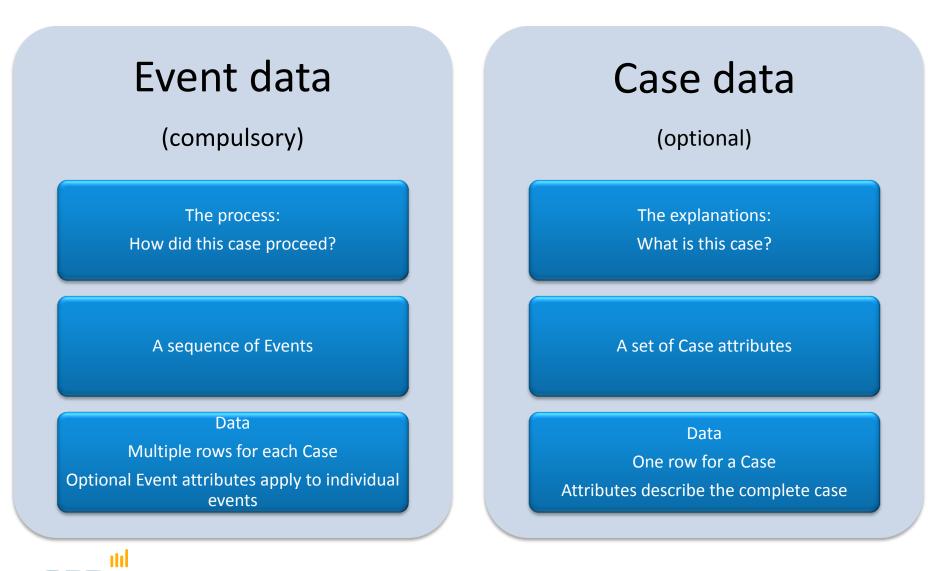
Exercise questions

### **Cases and Event types, Events, and Timestamps**

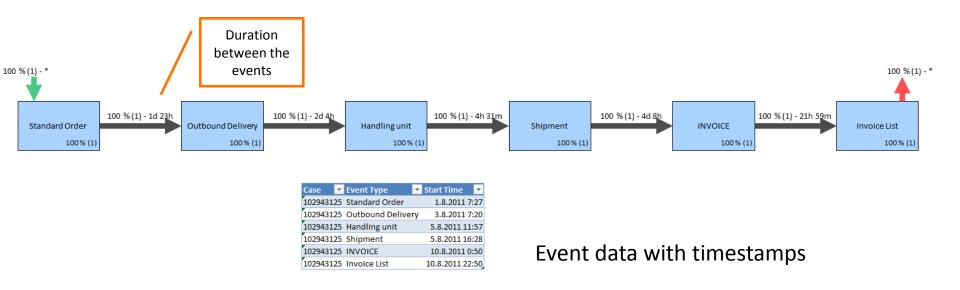
Relation of QPR ProcessAnalyzer data and process visualization



#### Summary of QPR ProcessAnalyzer data concept



#### A case is a sequence of events



- Event type = name of an event ("activity name")
- **Event** = specific event with a timestamp

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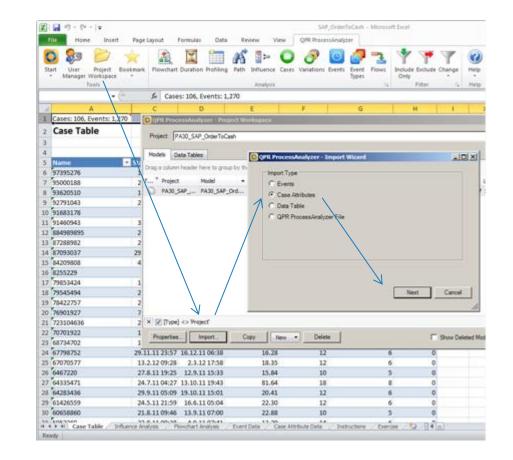
- Duration = time between successive event timestamps
- There is only one timestamp associated with an activity
  - Tip: if the start and end times of an activity are of importance, code them as two events e.g. Standard order (start) / Standard order (end)

## Import



#### Import data from Excel sheets

- Start with "Project Workspace"
- Select "Import"
  - Note: what is in the project/model list is not of importance here
- Select Events, Case Attributes or Data Table
  - Example figure applies to "Case Attributes"
- The fourth radio button "QPR ProcessAnalyzer File" is meant for Exported Model



see Wiki

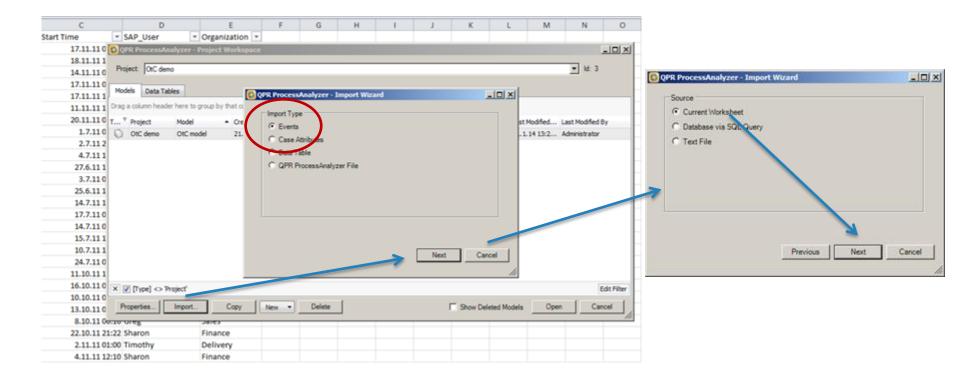
### (1) Import Events and Event attributes

- Select the sheet with Events and Event attributes
- Select "Project Workspace"
  - Note: what is in the project/model list is not of importance here...

| File<br>Co<br>Start | Home Inse<br>Use Project<br>Manager Workspace | Bookmark Flowcha  | Formulas     | rofiling Path Influe |  | PowerPivot  | Types                | Indu |
|---------------------|---|---|--------------|----------------------|--|---|----------------------|------|
|                     | A1  | fr fr Ca  | se ID        | Anal                 | lysis  |   | 5                    |      |
|                     |   |   | 20.035       |                      |  |   |                      |      |
| 1                   | A   | 8   |              | C                    |  | D   | E                    |      |
| 1 Cas               | e ID JI A                                     | ctivity   | *            | Start Time           | * SAF  | _User   | Organization         | •    |
| 2                   | 2208767 H                                     | landling unit   |              | 17.11.2011           | Delivery   |   |                      |      |
| 3                   | 2208767 1                                     |   |              | 18.11.2011 1         | 5:41 Sha   | ron   | Finance              |      |
| 4                   | 2208767 0                                     | outbound Delivery   | 14.11.2011   | Delivery             |  |   |                      |      |
| 5                   |   | ustomer pick-up   |              | 17.11.2011           |  |   | Sales                |      |
| б                   | 2208767 S                                     | and the second  | 17.11.2011 1 | Delivery             |  |   |                      |      |
| 7                   |   | ales Order  |              | 11.11.2011 1         | Sales  | -   |                      |      |
| 8                   |   | ayment received   |              | 20.11.2011           | Finance  |   |                      |      |
| 9                   |   | elivery Changed   |              | 1.7.2011             | Delivery   |   |                      |      |
| 10                  |   | landling unit   |              | 2.7.2011 2           | Delivery   | -   |                      |      |
| 11                  | 2381009 1                                     |   |              | 4.7.2011 1           |  |   | Finance              |      |
| 12                  |   | outbound Delivery   |              | 27.6.2011 1          | Contraction of the second  | A CONTRACTOR OF | Delivery             |      |
| 13                  | 2381009 5                                     |   |              |                      | Contraction of the local division of the loc | pment Unit  | Delivery             |      |
| 14                  |   | ales Order  |              | 25.6.2011 1          |  |   | Sales                |      |
| 15                  |   | landling unit   |              | 14.7.2011 1          |  |   | Delivery             |      |
| 16                  | 3393390 1                                     | and the second se |              | 17.7.2011            |  |   | Finance              |      |
| 17                  |   | outbound Delivery   |              | 14.7.2011            | Delivery   |   |                      |      |
| 18                  | 3393390 S                                     |   |              | 15.7.2011 1          | Delivery   |   |                      |      |
| 19                  |   | ales Order  |              | 10.7.2011 1          |  | ×   | Sales                |      |
| 20                  |   | ayment received   |              | 24.7.2011            |  |   | Finance              |      |
| 21                  |   | landling unit   |              | 11.10.2011 1         |  | 110 C C C C C C C C C C C C C C C C C C   | Delivery             |      |
| 22                  | 3715643 1                                     |   |              | 16.10.2011           |  |   | Finance              |      |
| 23                  | 3715643 5                                     |   |              |                      | a state and a state  | ament linit   | Delivery<br>Delivery | +    |

### (1) Import Events and Event attributes

Ensure that the "current worksheet" is the one that includes the proper data!



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### (1) Import Events and Event attributes

#### Create a new model

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|                  |                     |           |      | have similar access rights to                 |
|------------------|---------------------|-----------|------|---|
| PR ProcessAnalyz | zer - Import Wizard |           | x    | <ul> <li>models within a project.)</li> </ul> |
| estination       |                     |           |      |   |
| Create New Mod   | lel                 | 4         |      |   |
| Project:         | OtC demo            | ▼ Id: 651 | 2. ( | Give a name for the model.                    |
| Model Name:      | My OtC model        |           |      |   |
|                  |                     | ▼ Id: 651 |      |   |
| Project:         | OtC demo            | · Id. 651 |      |   |

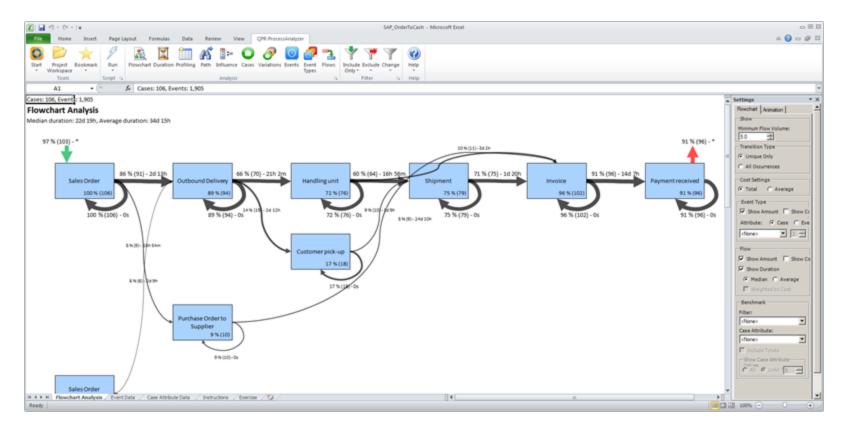
1. Select Project. Models are

organized into Projects. (You

### **Process Model**

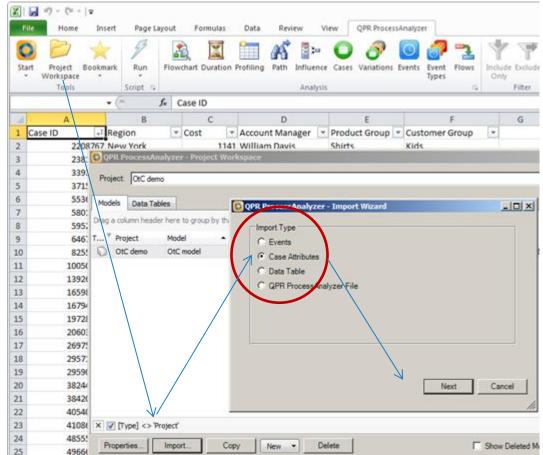
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Your first model! QPR ProcessAnalyzer automatically renders the Forward Flowchart



### (2) Import Case attributes

- Select the sheet with Case attributes
- Select "Project Workspace"
- Proceed as with events but remember to select "Case Attributes"





### (2) Import Case attributes

Ensure that the "current worksheet" is the one that includes the proper data

| QPR ProcessAnalyzer - Import Wizard |                                       |
|-------------------------------------|---------------------------------------|
| Source     Orrent Worksheet         | 📀 QPR ProcessAnalyzer - Import Wizard |
| Database via SQL Query              | Destination                           |
| ◎ Text File                         | Create New Model                      |
|                                     | Project: OtC demo VId: 651            |
|                                     | Model Name: SAP_OrderToCash           |
|                                     | Add To Existing Model                 |
|                                     | Project: OtC demo  Id: 651            |
| Previous Next Cancel                | Model: My OtC model view Id: 1654     |
| model (ev                           | ents) so                              |
| use <b>Add T</b> e                  | Existing                              |

## Details

# Details and advanced features of data load and data format



### Case vs. Event attributes in practice

- Conceptually
  - Case attribute refers to a complete Case
  - Event attribute refers to individual Events
- Technically
  - An attribute can be used as a Case attribute if it can have only one value during one Case
    - Example: Opportunity creator is conceptually related only to Order creation, but can be used as Case attribute (since it can't get several values during a case)
- Current usage in analysis tools
  - Case attributes can be used in Influence analysis and Benchmarking, Profiling, and Flowcharts, and Case analysis functionality
  - Currently Event attributes have more limited use: Flowcharts and Profiling
    - Note: Even if some attribute is "conceptually" associated with an event, it can be used in analytics as a Case attribute as far as the technical specification holds. That is, the attribute value must be unambiguous for one Case.

### Load data (format details)

- Event data
  - Excel sheet format
    - First line must have a header
    - First three columns are always reserved for CaseID, Event type name, and Timestamp in this order. Yet there must be a label, it may be whatever.
    - Timestamp must be in date/time format
    - There may be additional Event Attributes. Their label is taken as the labeling in Process Analyzer
      - There is a reserved, special label "Cost" that defines Event Cost
  - Format (CSV, MS SQL)
    - Refer to Wiki http://devnet.qpr.com/pawiki/index.php/Workspace
- Case data

111

- Excel sheet format
  - First line must have a header
  - First column is always reserved for CaseID. Yet there must be a label, it may be whatever.
  - From 2nd, 3rd, ... columns are the Case attributes. Their label is taken as the labeling in Process Analyzer
    - There is a reserved, special label "Cost" that defines [Case] Cost.
- Format (CSV, MS SQL)
  - Refer to Wiki http://devnet.qpr.com/pawiki/index.php/Workspace

### Load data (format and functional details)

- Event data
  - There must not be
    - Missing case ID for any line
    - Missing timestamp for any line
  - If you load events in several batches, these are *always appended* to data
    - You don't have to prepare and load all data at once, but you can load it in several batches
    - You cannot add new *event attributes* for existing events nor overwrite existing ones
  - You cannot remove events from the model
    - Tip: If you make a mistake, and don't want to start a new model from scratch load only the erroneous event type again on a new name and exclude the invalid event type in analysis
- Case data
  - There must not be
    - Duplicate case IDs in the same file
    - Missing case ID for any line
  - There may be case IDs for which there are no Events in the model. These are stored, but not used in analysis.
  - Loading additional case data
    - **Case attributes are recognized by their labels**: they may appear in whatever order but remember that the first column is always the case ID, no matter what its label is.
    - For existing case IDs and attributes: if you load the same case IDs again, the data is overwritten
    - If there are new case attributes, these are appended
    - You can add new case attributes to existing cases and overwrite existing values
  - You cannot remove a case attribute from the model



### Data Table Import

- Data Tables are user-defined tables tied to projects in QPR ProcessAnalyzer Service
- You need Administrator rights to the project to import them
- Imported tables can be used in scripts

| Models Data Tal   | ples                  | O QPR ProcessAnalyzer - Import Wizard |                               |
|-------------------|-----------------------|---------------------------------------|-------------------------------|
| ag a column heade | er here to group by t | n Import Type                         |                               |
| * Project         | Model                 |                                       | Last Modified Last Modified B |
| OtC demo          | OtC model             | C Case Attributes                     | 2 21.1.14 13:2 Administrator  |
|                   |                       | © Data Table                          |                               |
|                   |                       |                                       |                               |
|                   |                       | C OPR Process@nalvzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            |                               |
|                   |                       | C QPR ProcessAnalyzer File            | t Cancel                      |
|                   |                       |                                       | t Cancel                      |



### More advanced: SQL and CSV

- Direct import from CSV files or MS SQL database
  - If data is readily in MS SQL database / CSV, one will skip the redundant step of importing it to Excel and again to ProcessAnalyzer
  - Especially useful with large amounts of data (no Excel restrictions)
- See Wiki for instructions



### Manage scripts

Scripts allow user to develop ETL scripts in their own context and share the ready-made scripts inside a project

|                          | [2] [ 글 박 · (~ ·   국<br>File Home Insert Page Layout Formulas Data Revie  | w View PowerPivot QPR   | Book1 - Microsoft Excel OPR ProcessAnalyzer  |           |
|--------------------------|---|---|--|-----------|
| 1. Access Script Manager | Start Project Bookin f/k Run<br>Floichart Duration Profiling Path   | Influence Cases Variations Events   | Include Exclude Change       Only  |           |
| from the Script tab      | Tools Script G  | Analysis  | Filter 🛱 Help  |           |
|                          | Cases: 106, Event <mark>3</mark> : 635<br>Flowchart Analysis<br>Median duration: 22d 19h, Average duration: 34d 15h |   |  |           |
|                          | 97 % (103)- *   | QPR ProcessAnalyzer - Script M  | cript Manager 91% (96)   | 5) - *    |
|                          |   | Context: System 👻   | QPR ProcessAnalyzer - Script Properties  | 1         |
|                          | Sales Order 86 % (91) - 2d 13h Outbound Delivery  | Drag a column header here to group  | to group Name: Path durations Id: 20004 received   |           |
|                          | 100 % (106) 89 % (94)   | Context T Name<br>System Enumerate events   | Script GUID: 1a50e058-3cde-4443-a721-40e8e206d937 91 % (96)  | 1         |
|                          | 7%(7)-1h13  | Compute some counters (as even  |  |           |
|                          |   | Enumerates the events wihin a<br>event_row: simple enum   |  |           |
|                          | 8 % (9) - 1¢h 54m   | System Flow durations<br>Additional information of flow du  |  |           |
|                          |   | Flow durations computes the nu<br>Reports also the number of flow<br>flow.                            | the nul average duration, and percentiles 0, 10, 25, 50 (median), 75, 90, and 100 (max) of duration of paths starting from "Start" and ending 🥅                          |           |
|                          | 6 % (6) • Ed 9h   | System Path durations<br>Path durations, Column 'Start' si  |  |           |
| For more information on  |   | and percentiles 0, 10, 25, 50 (me<br>paths wrt to Start-End event ty                                  | (mei Dinn IStant Has filter L. Compati(shar @ FilterId)  | =         |
|                          | Purchase Order to   | System Rename & offset ever   | eteve (SELECT 'AnalysisType', '6') UNION ALL<br>(SELECT 'MaximumCount', '0') UNION ALL =   |           |
| ETL scripts, see Wiki.   | Supplier<br>9 % (10)  | Copies the current model into ne<br>must contains a) new names for<br>The data table can be construct | Into n<br>mes for (SELECT 'FilterId', convert(char,@_FilterId)) UNION ALL<br>(SELECT 'TargetTable', 'fevent')  |           |
|                          |   | System Simultaneous events Properties Run   |  |           |
|                          | Sales Order<br>Changed (VA02)   |   | select #svent.[Case],#svent.[Event type],#svent.[Start time],<br>ROW_NURBER() OVER[PARTITION BY [Case] ORDER BY [Start Time],[Event Type] ASC)<br>into frep from #svent; |           |
|                          | 10 % (11)   |   | print 'Removed default fields & added ranknum'   |           |
|                          |   |   | <pre>insert into #rep ([Case], [Event type], [Start Time], rank_num) select [Case], 'START' as [Event type],min([Start time]) as [Start time], 0 as</pre>                |           |
|                          |   |   | <pre>insert into #rep ([Case], [Event type], [Start Time], rank_num) </pre>  |           |
|                          |   |   | Show in Script Gallery Hide Script Details   |           |
| ud                       | H + > > Flowchart Analysis / Sheet1 / Sheet2 / Sheet3 / 2   |   | Save Cancel Edit Run Close   | ▼<br>▶ [] |

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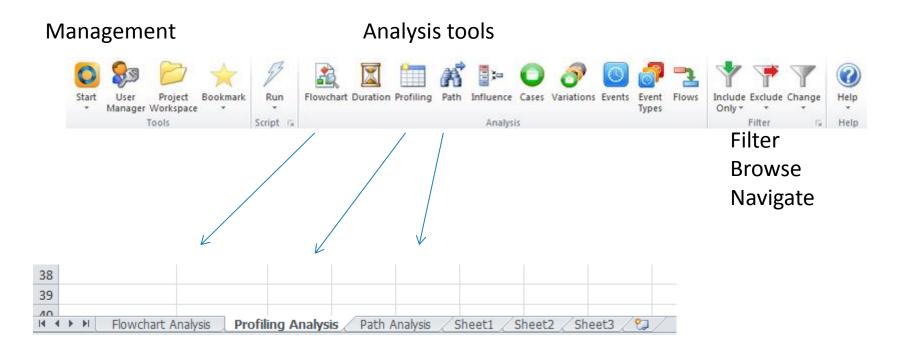
## Discovery

Flowchart Path analysis Selecting, Filtering



### Analysis Tools used & Excel sheets

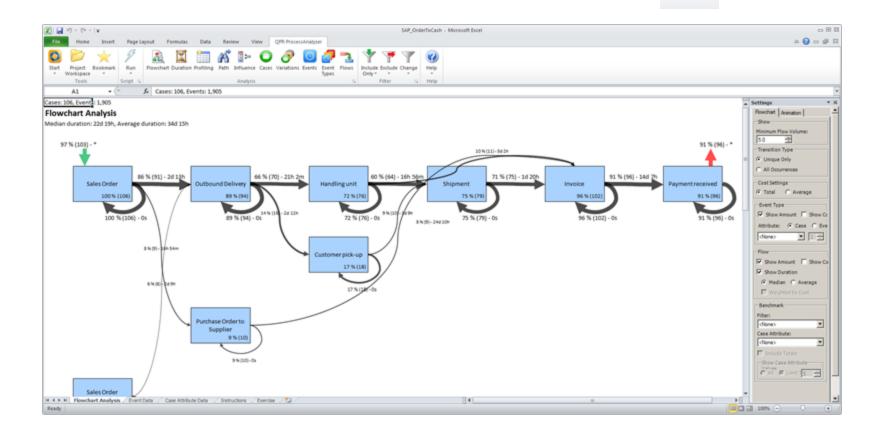
- In this section, we use three Analysis tools (flowchart, profiling, and path) from the Tools ribbon
- Whenever use start an analysis, the result will appear on a specific Excel sheet
- When you re-run the analysis, the corresponding sheet gets overwritten
- Tip: If you wish to save an analysis result, rename the sheet on a non-reserved name.



### Flowchart view

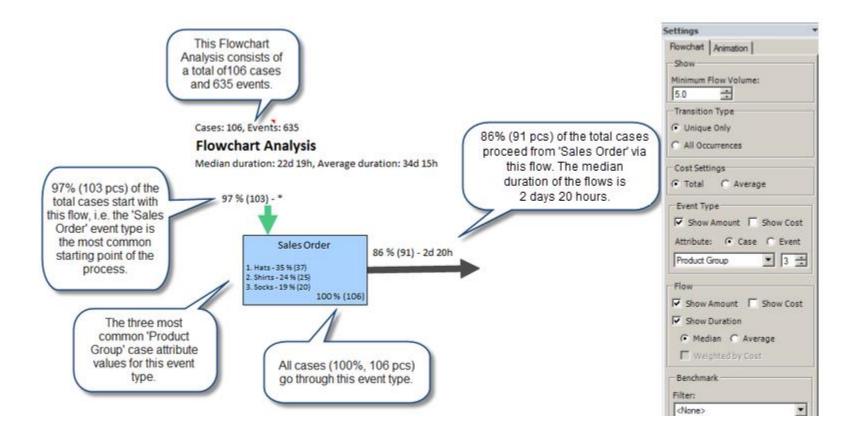
#### You can re-run flowchart analysis by clicking





### **Basic concepts**

Flowchart view elements



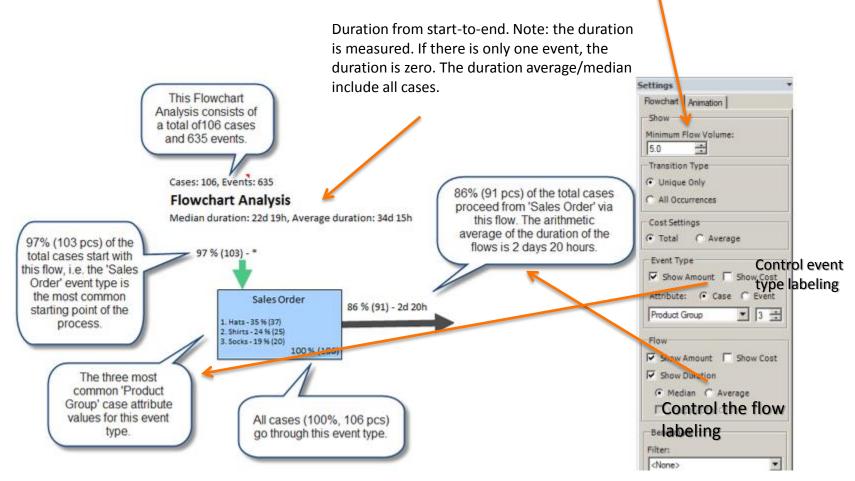


#### © QPR Software

### **Basic concepts**

### Don't show flows that involve less than 5% of

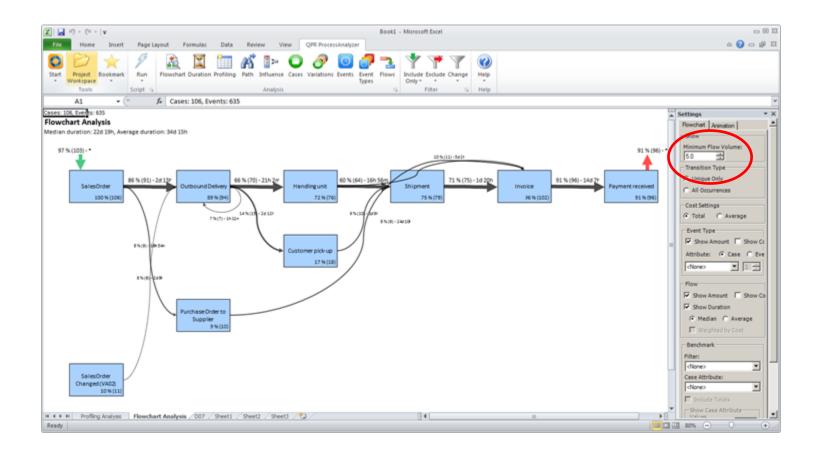
cases



### Example

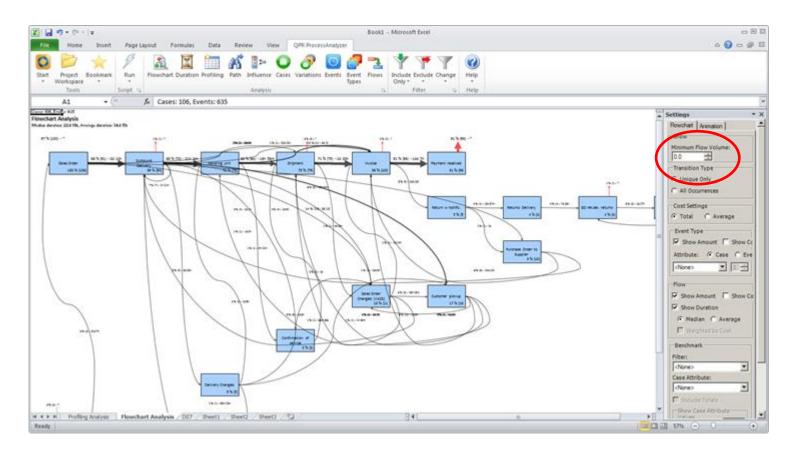
- Show the data event ID etc.
  - Look at the high level 'as-is' image which is simple
  - Lower the flow volume from 5.0 to 0.0 and see how "the spider web" appears and the reality is not as simple as one expects it to be
  - Example of **conformance mapping**:
    - the organizations/process owners/analysts can see if the created process model matches reality
    - Add also the Cost/ Case attribute information to the event type





#### 1. 'as-is' situation

Here is the current process. It looks fairly clean and functioning. Note that the minimum flow volume is at 5 - change it to 0.



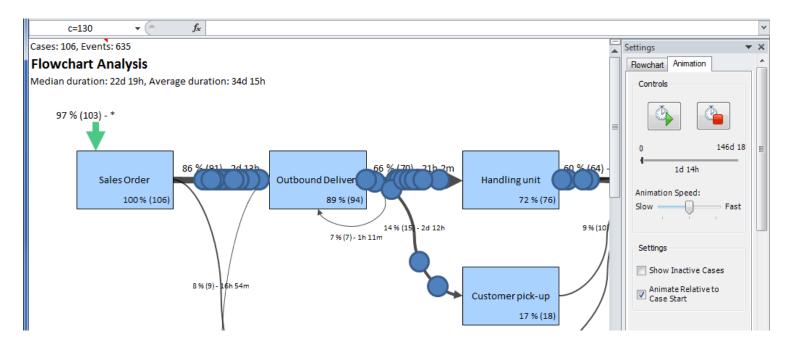
#### 2. The spider web 'as-is'

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With 0 as the Flow Volume, the real status of the process flow is clearly shown with all its deviations.

### Flowchart animation

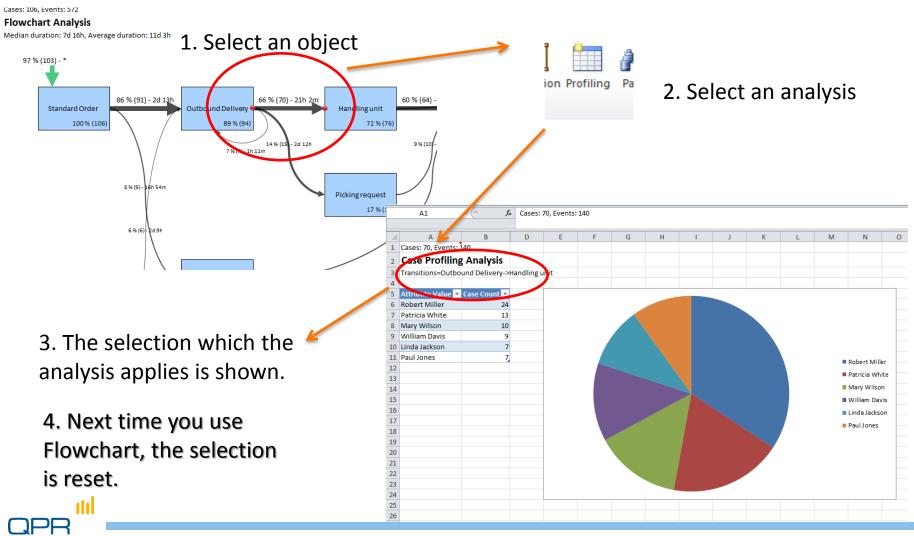
- Shows the execution of cases according to their sequence and timestamp durations
- Helps in visualizing bottlenecks and problems in the process



### Drilling-down and analyzing

- From most analysis views you can select
  - 1. graphical objects (event type boxes, flow arrows, and/or start/termination arrows)
  - 2. cells from tables
- After selection, you can start any other analysis tool from the ribbon
  - The analysis is now performed once on the subset of data that you just selected
  - In order to continuously use a specific subset of data for analysis, you use Filters: Include and Exclude
- Tip: In addition to selecting the objects from the Flowchart view you can for example
  - Select specific variations in the Variations view
    - select Influence to know the characteristic attributes for these variations
    - select Duration to see the cycle time of the variation
  - Select a certain path in the Path view and check all cases (Case analysis) or that go through this path
    - Example: see from which sub-variations (possibly labeled using event attributes) one arrives to a certain event type

### Select & Analyze



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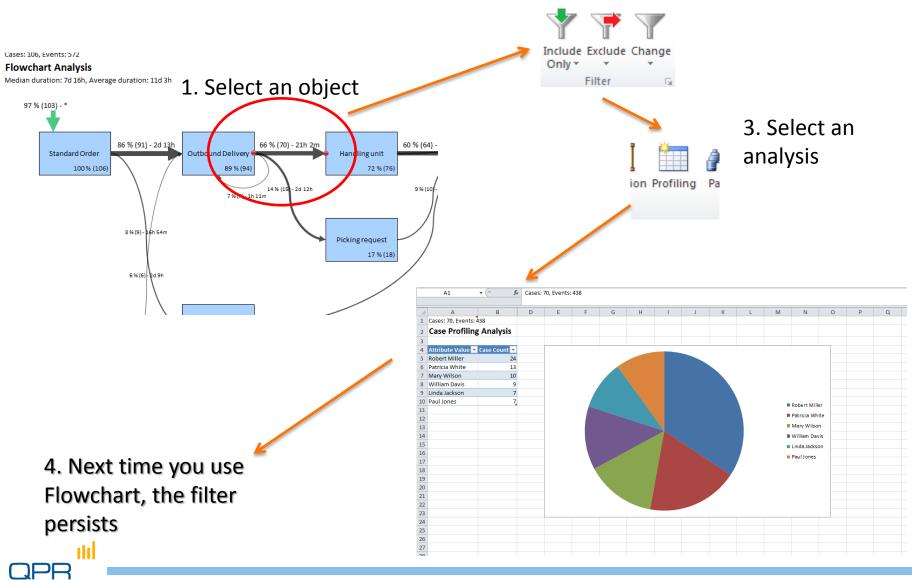
### Filtering



- A persistent selection can be made by filtering
  - Cases
  - Event types
- Filtering allows
  - Concentrating on relevant parts of the process in the context of the analysis task. Examples:
    - analyze only Los Angeles (include only the cases with the case attribute region=Los Angeles in the Profiling view)
    - analyze only the cases not yet invoiced (exclude cases that contain event "Invoiced" in Event Type table or Flowchart...)
    - analyze the full lead time between Standard order and Picking request (exclude other event types)
  - Cleansing erroneous or exceptional behavior

### Filter & Analyze

#### 2. Filter (include only cases)



### Filtering

- Note that there is now no selection label
  - Cell A1 shows that there is a filter
  - Filter appears to Filter stack
- We'll come back to this later on

|                 | 63 Profiling Analysis   |
|-----------------|---|
| Case Profilin   | AProcessing time: 0,067 seconds                                     |
| 7               | Created: 22.1.2014 8:42:24  |
| Attribute Value | Filter name: Default (Id=39123)                                     |
|                 | Model name: OtC demo (Id=25400)<br>Model created: 22.1.2014 8:40:32 |
| Robert Miller   | # Cases: 106 Total. 106 Visible                                     |
| Patricia White  | # Events: 635 Total, 635 Visible                                    |
| Mary Wilson     | # Activities: 16 Total, 16 Visible                                  |
| William Davis   |   |
|                 | AnalysisType=10   |
| Paul Jones      | MaximumCount=100  |
| Linda Jackson   | FilterId=39123  |
|                 | ViewType=Case Table<br>ShowRelativeStart=False                      |
|                 | ConfidencePercentage=50   |
|                 | SelectedActivityCounts=   |
|                 | SelectedCaseAttributes=   |
|                 | SelectedEventAttributes=  |
|                 | IncludeDurations=True   |
|                 | DurationType=0  |
|                 | DurationWeightedByCost=False  |
|                 | CostType=0  |
|                 | ShowCostForFlow=False   |
|                 | ShowCostForEventType=False  |
|                 | ShowAmountForFlow=True  |
|                 | ShowAmountForEventType=True   |
|                 | MinTransitionUsagePercentage=0.05<br>TransitionType=0               |
|                 | IncludeLayout=False   |
|                 | IncludeStatistics=False   |
|                 | ProcessAnalysisType=4   |
|                 | SelectedAttributeType=924869  |
|                 | AttributeName=Account Manager                                       |
|                 | TotalEventCount=635   |
|                 | TotalCaseCount=106  |
|                 | DatabaseId=dcf4daa5-136b-45ae-b819-c749a14034a6                     |



### Filters (details)

- Filters can be created almost from any selection made in any analysis view selection
  - A restriction: you cannot select specific *Events* to be filtered (only event types)
- Filters are applied "on top of each other"
  - i.e. you narrow your event type / case set as you proceed
  - Filters are collected into a stack, and you can recall an earlier filter whenever you wish
- You can specifically remove the previously made case, event type, or variation filter from the current filtered view
- When including cases by selecting several Event Types, QPR ProcessAnalyzer uses AND operation: you pick cases that include all of the selected events





🕱 | 🛃 🍠 • 🖓 - 🖙

0

Start

Home Insert

Workspace

A1

Cases: 106, Evenis: 635

100 % (106) - \*

Teals

Project Bookmark

SalesOrder

100 N (106

Run

86 % (91) - 2d 13h

+ (\*\*

Another "helicopter view" for variation oriented view

Outbound Delivery

Involce

7%(7

4.5 (8)

15(7)-1515

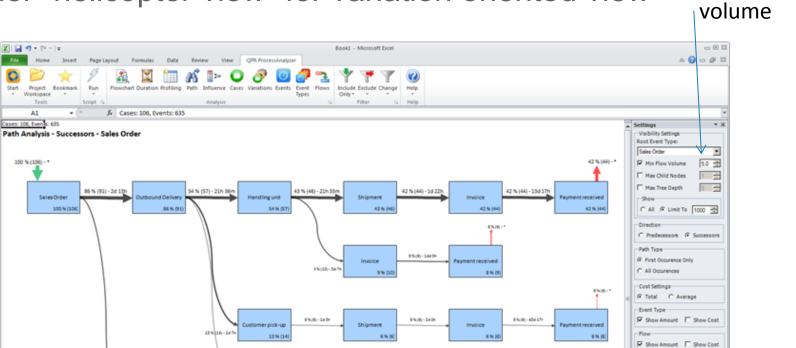
85-10-254 te

Purchase Order to

Flowchart Analysis / D07

8 % (2)

Supplier



Flow

Show Duration @ Median C Average Weighted by Cost

Expand

Collapse

٠

٠

5 -

Expand

Benchmark

Case Attribute:

Include Totals -Show Case Attribute Values-

C All G Limit To

Filters (None)

(None)

H 4 F H Path Analysis / Profiling Analys

1%(P)-38454



85(8)-15(15)

45(0)-1

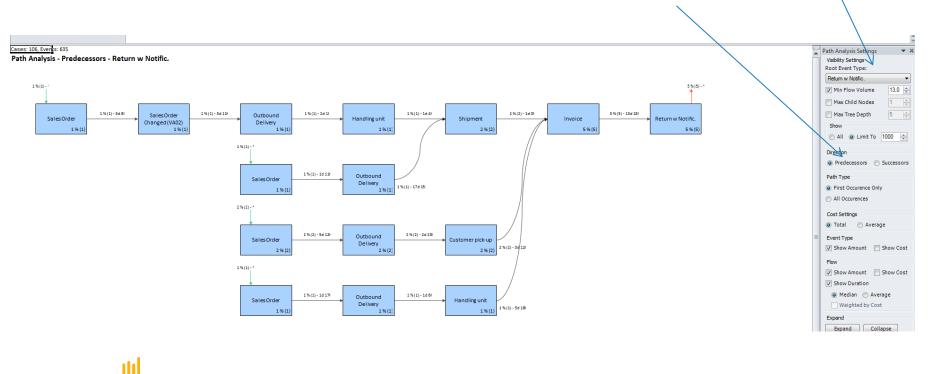
4.14 (8)

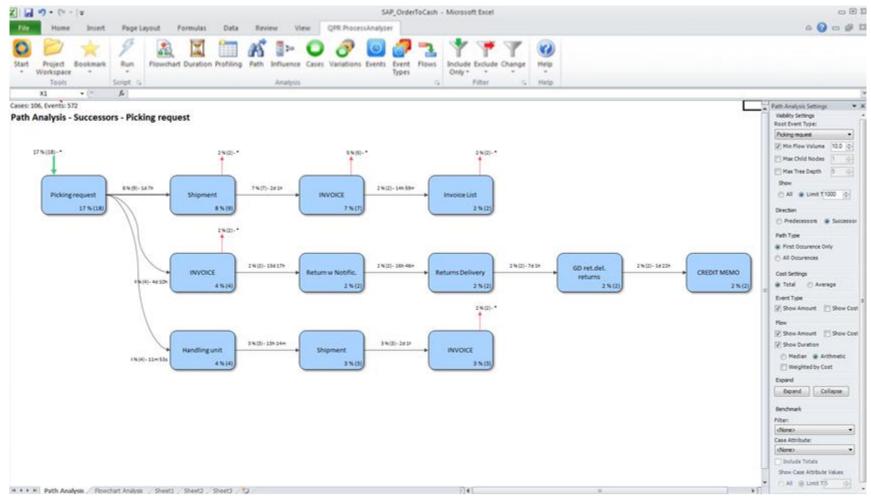
Payment received

### Successor / precedessor paths

You can trace how the process ends up to a certain state Root node (one or all)

Note that you can see paths to an event type





#### Path

Look at the variation and see what process steps usually follow or lead to the variation

### Flowchart vs. Path view

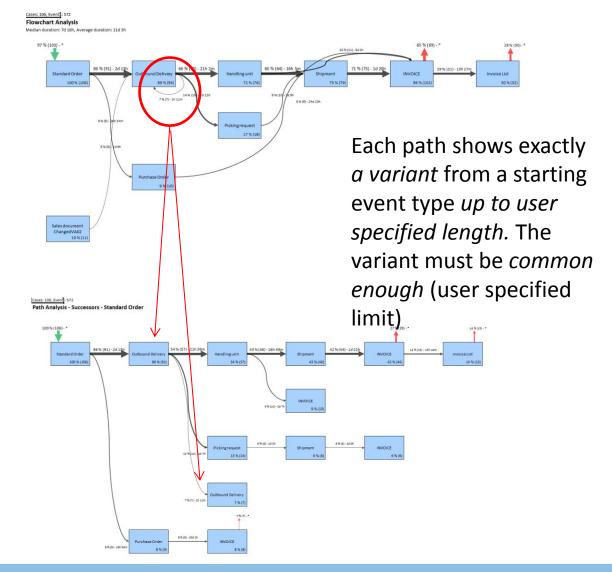
Loops and recursions are easily spotted on flowchart but "opened" in path view

#### **Flowchart view**

- Ideal for overview
- Capable of compactly showing all transitions and event types
- Each event type and transition type shown only once
- Based on the same transition table as "Flows"

#### Path view

- Ideal for getting precise understanding of process variations in an structured manner
- Capable of showing all variants unambiguously
- Event and transition types reappear
- Based on tree structure either from or to some event type



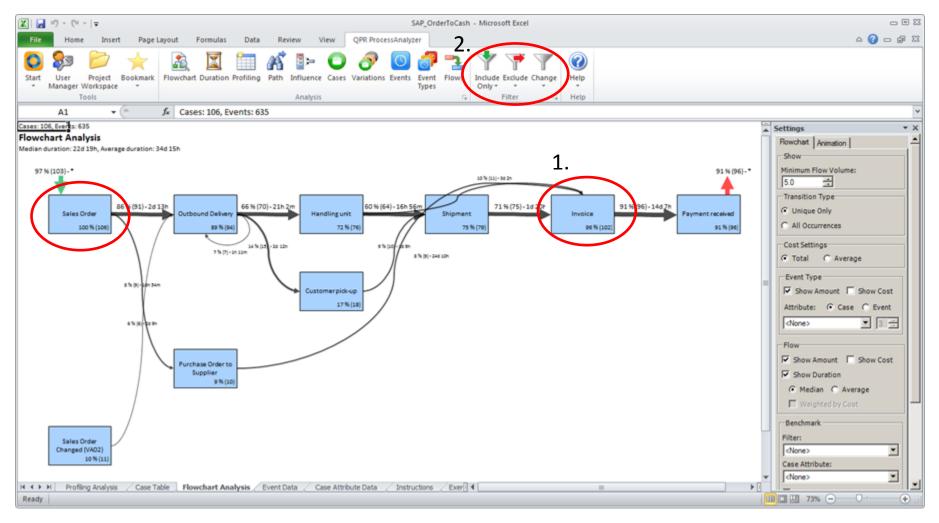
## Example



### The scene

#### Step 3. How big percentage of orders is invoiced?

- Find out what percentage of orders are not invoiced.
- Find out what happens in the process linked with the value of the missing invoices.

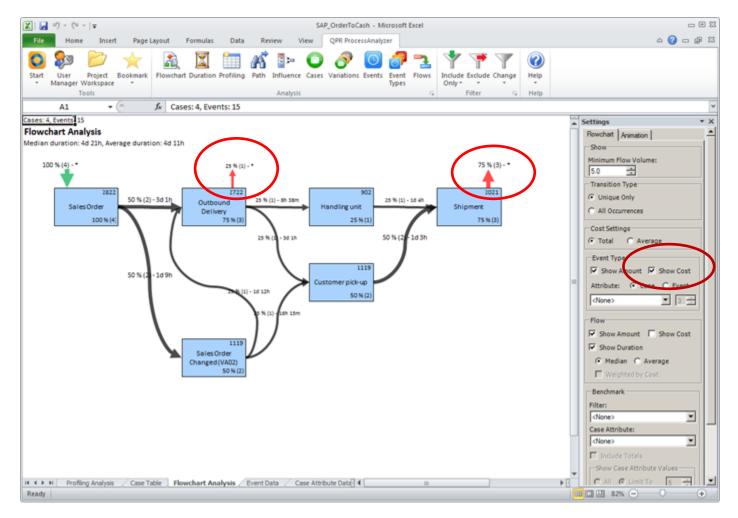


#### Not all orders invoiced

From the flowchart, you can directly see that from Sales Order, 96% are invoiced. What happens to the 4% which are not invoiced? This needs further investigation:

- 1. Choose Invoice Event Type
- 2. Click on Exclude



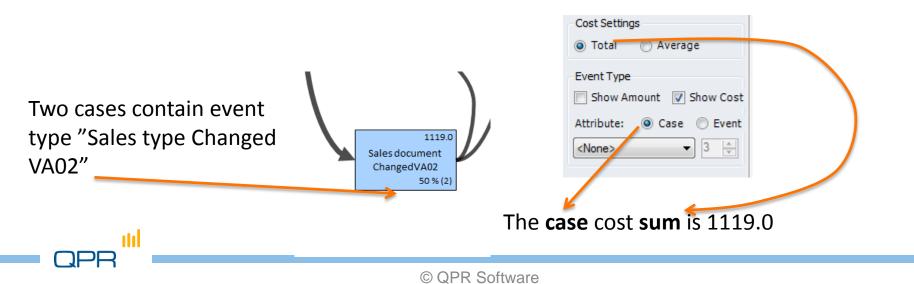


#### Not all orders invoiced

You can see how the process goes for the orders that are not invoiced and also the monetary value that is lost. One case is lost in Outbound Delivery and three shipped out without invoices.

### Case Cost

- Case cost is imported to the model in Case attribute data
- Use column name Cost
- The flowchart / path / flows /event type views compute and show the sum cost of cases that include the specified event type
- (Event cost is imported in Event Attributes)



## Analysis

Validation Analysis functions



# **Profiling the data**

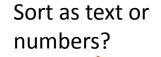
Event types Profiling

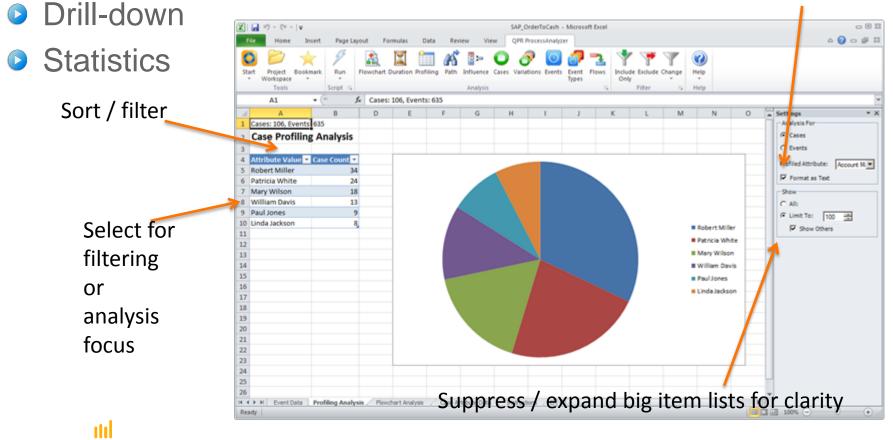


## Profiling

Profiling

- Use for understanding or validating the data
- Making appropriate selections / filters





| Event                                    | type   |                         |            |                           |            | com                |   | types | o show 20 most<br>5. Change to "All" to  |
|--|--|-------------------------|------------|---------------------------|------------|--------------------|---|-------|--|
| Number of<br>this type (i<br>repetitions | ncl.   |                         | -          | Cases<br>his event        | :          | uniqu              | of Case Cos<br>le cases tha<br>in this ever | at    | e  |
|  | A<br>1 Cases: 106, Events: 635<br>2 Event Type Table<br>3<br>4<br>5 Name | C<br>C<br>Count 🛃 Uniqu |            | E F<br>Cost VInique Event | : Cost 🔻 C | G<br>ase Cost 💌 Un | H I<br>ique Case Cost 🔽                     | J     | K Event Type Analysis Settings X<br>Analysis Type<br>Chart<br>Tabl<br>Show<br>All: |
| Select for                               | 6 Outbound Delivery  | 107                     | 94         | 0                         | 0          | 68260              | 61885                                       |       | C Limit To: 20   |
|  | 7 Sales Order  | 106<br>103              | 106<br>102 | 0                         | 0          | 68201<br>65455     | 68201<br>65379                              |       |  |
| filtering                                | 9 Payment received   | 96                      | 96         | 0                         | 0          | 56519              | 56519                                       |       | Columns  |
|  | 10 Shipment  | 79                      | 79         | 0                         | 0          | 47586              | 47586                                       |       | Show Relative Start  |
| or                                       | 11 Handling unit   | 76                      | 76         | 0                         | 0          | 46012              | 46012                                       |       | Confidence   |
|  | 12 Customer pick-up  | 19                      | 18         | 0                         | 0          | 19015              | 18141                                       |       | 50% ~  |
| analysis                                 | 13 Sales Order Changed (VA02)  | 11                      | 11         | 0                         | 0          | 6964               | 6964  |       |  |
| unurysis                                 | 14 Purchase Order to Supplier  | 10                      | 10         | 0                         | 0          | 6414               | 6414  |       |  |
| focus                                    | 15 Delivery Changed  | 5                       | 5          | 0                         | 0          | 2711               | 2711  |       |  |
| IUCUS                                    | 16 GD ret.del. returns   | 5                       | 4          | 0                         | 0          | 10194              | 7814  |       |  |
|  | 17 Return w Notific.   | 5                       | 5          | 0                         | 0          | 7890               | 7890  |       |  |
|  | 18 Credit Memo   | 4                       | 3          | 0                         | 0          | 9392               | 7012<br>7814                                |       |  |
|  | 19 Returns Delivery<br>20 Quotation                                      | 4                       | 3          | 0                         | 0          | 7814<br>1004       | 1004  |       |  |
|  | 21 Confirmation of service   | 2                       | 2          | 0                         | 0          | 1004               | 1004  |       |  |
|  | 22<br>23<br>24   |                         |            |                           |            |                    |   |       |  |

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## **Advanced notes**

### Attribute and process data validation



### Attribute check

- Objective
  - avoid GIGO (garbage in garbage out)
  - Ensure that you understand the meaning of case and event attributes
- Tools: QPR ProcessAnalyzer Profiling (+ SQL + other data tools)
- Questions
  - What does this attribute mean?
    - What is this variable type (nominal, float, number, time)
    - What are the codes that appear in the data
  - What is the distribution? Does it affect the analysis?
  - Some questions:
    - Is the distribution correct (or at least possible)
    - Are there outliers ("too big", "too small") or erroneous values
    - Are there missing values, is it ok?
    - Should zero, or some other values, be treated separately?



### Process sanity-check & initial analysis

- Objective: Enable analytics: avoid GIGO, enrich the process model with relevant attributes / events
  - Tools: QPR ProcessAnalyzer + Excel (+ SQL, other data tools)
- Often the data to processAnalyzer is acquired through several steps and include lots of processing.

#### Event Types

- Is the volume ok / Check frequency of events
- Do you understand the meaning of the activities?
- Cases
  - Number of cases started / ended in the time frame
  - Look for gaps / spikes / trends
  - Check typical case length (cycle time) vs. the available data time window
- Process
  - Verify with a process expert
  - Is the ABPD visualization realistic at all?
  - Are the lead times realistic?
    - Check resolution (only date available vs. time)
    - Check zero lead time ordering inconsistencies
  - Do we miss something essential?
- Create features that are neccesary for the analysis
  - Filter unneccesary events / cases
  - Cleanse or reshape data
  - Make more transformations (events / cases)
  - Reacquire data

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# Benchmarking

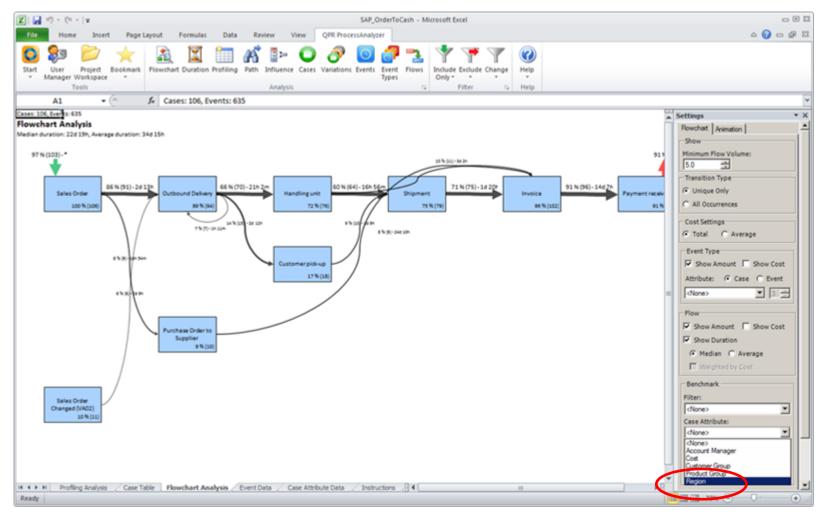
Paths / Flowchart Conformance



### Benchmarking

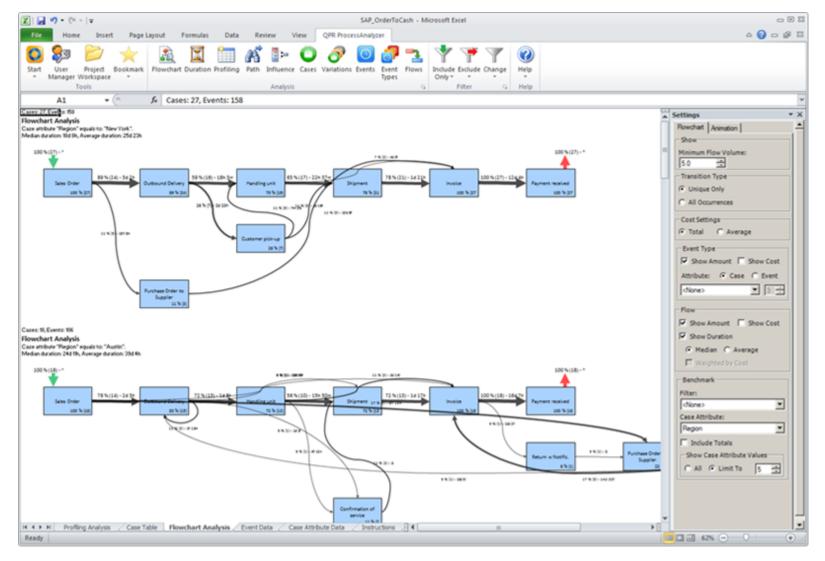
- Going back to Flowchart, users are able to benchmark and compare processes based on system's users or case attributes
- In one view the users can see the how the processes are performing depending on the comparison criteria





#### Bottleneck / Conformance discovery -Benchmark

From the Flowchart Analysis view, go to Benchmark section and select Region.

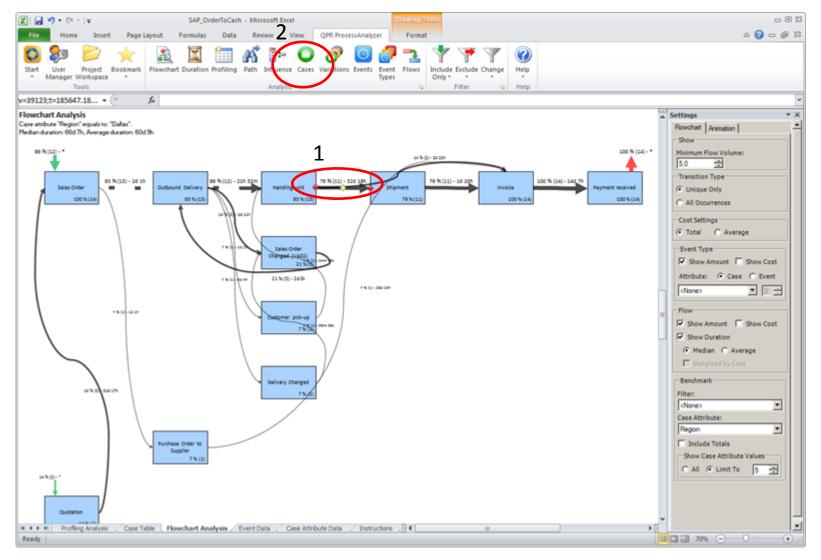


#### **Bottleneck Discovery / Conformance - Benchmark**

Now you can see the process per Region and compare the performance of those locations. It seems that New York and Austin are performing fairly well.

JPR <mark>III</mark>

Scroll down to find Dallas.



#### **Bottleneck discovery - benchmark**

Dallas: There we can see that time between Handling Unit and Shipment takes over 31 days.

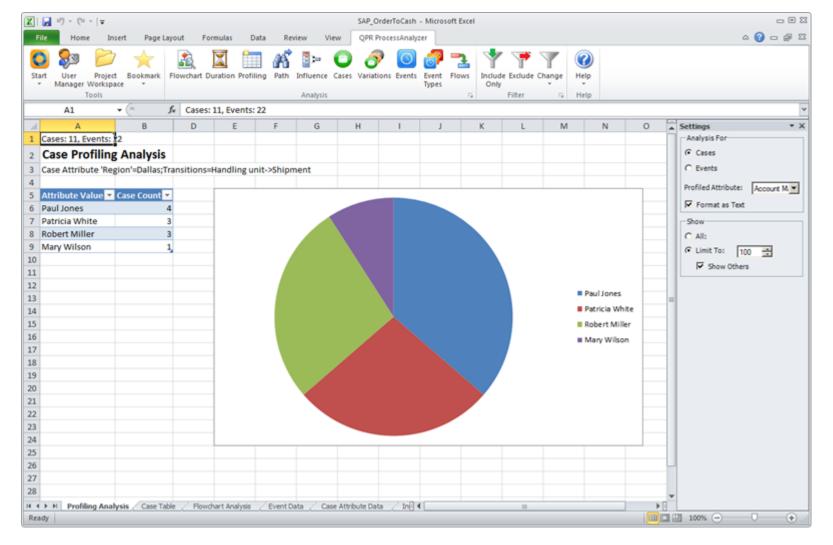
Click on the arrow and then select the Cases tab.

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| 🖌 - (+ -   =   |                     | SAP_OrderToCash                    | - Microsoft Excel                  |                       |  |   | - E  |
|--|---------------------|------------------------------------|------------------------------------|-----------------------|--|---|--|
| File Home Insert Page Layout Formulas Data Review                                | View QPR Pro        | ocessAnalyzer                      |                                    |                       |  |   | a 🕜 a 🕼  |
| Anaby  | ce Cases Variatio   | ns Events<br>Types                 | Flows Indude Excl<br>Only<br>Fitte | tr / Help             |  |   |  |
| A  | c                   | D                                  | E                                  | F                     | G  | н   | Settings *   |
| Cases: 11, Events: 11  |                     |                                    |                                    |                       |  |   | Show   |
| Case Table<br>Case Attribute 'Region'=Dallas;Transitions=Handling unit->Shipment |                     |                                    |                                    |                       |  |   | C All:<br>C Limit To: 1000   |
| Printer  | Concernant of       |                                    |                                    | and the second second | The second s | and the second se | Columns  |
|  | Start Time 💌        |                                    |                                    |                       | nt Type Count 💌 Ev   |   | Event Count for Event Type:  |
| 87288982<br>84209808   | 31.7.11 21:29       | 1.10.11 06:46                      | 61.39                              | 6                     | 6  | 0   | procession and a second s |
| 76901927   | 8.11.11 05:56       | 8.1.12 17:08                       |                                    | 6                     | 6  | 0   |  |
|  | 9.11.11 16:09       | 10.1.12 07:57                      | 61.66                              | 9                     |  | 0   | Case Attributes:   |
| 64335471   |                     | 3.10.11 20:04                      | 62.23                              |                       | 8  | 0   | <none></none>  |
| 49666677<br>29571917   | 10.7.11 15:31       |                                    | 62.76                              | 7                     | 7  | 0   | Event Attributes:  |
| 189988453  | 17.12.11 06:40      | 19.1.12 01:00                      | 32.76                              | 6                     | 0  | 0   | <none></none>  |
| 173907248  | 4.12.11 22:39       |                                    | 0.24                               | 6                     | 6  | 0   | Duration Groups  |
|  | 29.11.11 15:24      | Curbinshing has a dimensionly from | 0.71                               | 6                     | 6  | 0   |  |
| 169510961  | 6.11.11 18:47       |                                    | 0.24                               | 7                     | 7  | 0   | Second Minute  |
| 124256122  | 12.2.12 06:58       |                                    | 0.55                               | 8                     | 7  | 0   | F Hour F Day   |
| 133182340  | 5.7.11 12:37        | 6.7.11 06:46                       | 0.76                               | 8                     | 7  | 0,  | Week T Month   |
|  |                     |                                    |                                    |                       |  |   | C Quarter C Year   |
|  |                     |                                    |                                    |                       |  |   |  |
|  |                     |                                    |                                    |                       |  |   | Starts   |
|  |                     |                                    | 1403                               |                       |  |   | ▼  |
| H Profiling Analysis Case Table / Plowchart Analysis / Event Data // ady         | Case Attribute Data | Instructions                       | 2 4 (III)                          |                       |  |   | 1 III 100% (-) (-) (+)   |

#### **Bottleneck discovery - benchmark**

From the Cases tab, identify the specific cases which allow you to discover what attributes are behind these cases and finally the root cause. Select the Profiling tab.



#### **Bottleneck discovery - benchmark**

With Profiling Analysis, you can see e.g. which account managers have been responsible for the cases, allowing you to get to the root cause of the delayed deliveries.

## **Durations**

### Performance and bottlenecks





#### Total duration: average / median / std of Durations from first event to last in each Case

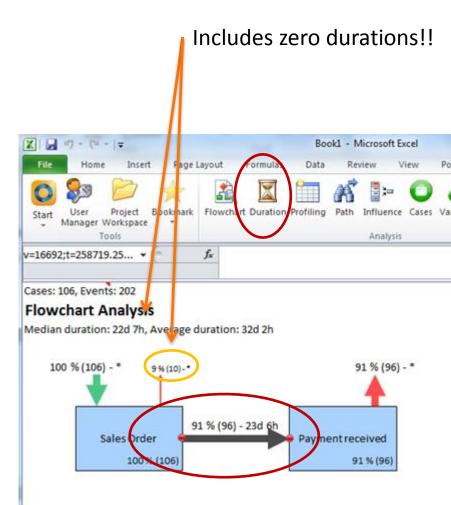
082 SAP OrderToCash - Microsoft Fare Currently ۵ 🕜 🗆 🕼 🗉 rounded to Panier Rectmark Flows Vorkspace Only A1 fr Cases: 106, Events: 635 nearest \* X . Cases 100, Events: 635 Group By: integer; **Duration Analysis Duration Limit** Collect values 100 🚖 Median duration: 22d 19h, Average duration: 34d 15h, Standard deviation: 27d 21h (in future bigger than ceiling) this to last bin Select for 14 15 16 filtering 17 10 18 11 19 12 or 20 13 14 21 22 15 analysis 23 16 24 17 25 18 focus 26 19 27 20 28 21 29 22 30 H K F H 23 R Event Data / Event Type Table Profiling Analysis Duration Analysis / Flowchart Analysis PB. • Distribution 

Select resolution

### Duration

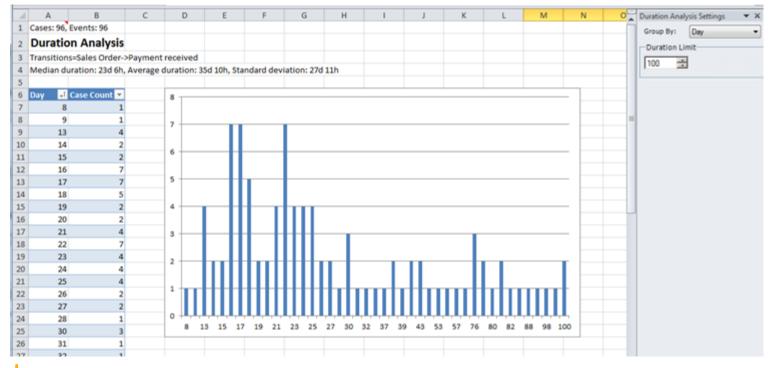
- Problem: we wish to see specifically the lead time "Sales order - Payment"
  - Flowchart with all event types shows lead times for immediate transitions
- Include only the wanted start / end event types (Sales Order, Payment received)
  - Note: 9% of cases do not reach Payment received
    - These contribute 0s to average / median!
  - Select the flow order-payment
  - Run "duration"

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### Duration

- Final total lead time analysis for Sales Order Payment received
  - 96 cases include a path from Sales Order to Payment received



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### Duration

#### Note:

- QPR ProcessAnalyzer always uses full calendar time between event timestamps
- It is currently not possible to count time "on office hours only" or other similar logic
- In order to emulate this kind of logic, the original data should be manipulated accordingly



## Flows

Tabular reports Detailed metrics and comparison





- Shows the Flowchart in tabular format
- Ideal for detailed conformance checking
- Pivot table trick" (see next slide)

| Sta    | It User Project Bookman<br>Manager Workspace | k Flowchart Duration Profiling | Path Influe | nce Cases Variations Events | Event Flows<br>Types      | de Change         |            |                                |          |
|--------|--|--------------------------------|-------------|-----------------------------|---------------------------|-------------------|------------|--------------------------------|----------|
|        | A55 • 🤆                                      | f.x                            |             | ,                           |                           |                   |            |                                | <b>^</b> |
| 1      | A<br>Cases: 106, Events: 635                 | В                              | 1           | J                           | к                         | L                 | M          | Flow Analysis Settings<br>Show | * X      |
| 2      | Flow Table                                   |                                |             |                             |                           |                   |            | Minimum Flow Volume:           |          |
| 3<br>4 |  |                                |             |                             |                           |                   |            | 0.0 🐨                          |          |
| 5      | Start 💌                                      | End 💌                          | Count 💌     | Successor Probability 💌     | Predecessor Probability 💌 | Median Duration 💌 | Average Du | Cost Settings                  |          |
| 6      | Return w Notific.                            | Returns Delivery               | 4           | 80                          | 100                       | 0,567361111       | 0,5        | Tota     O Average             |          |
| 7      | Sales Order Changed (VA02)                   | Outbound Delivery              | 6           | 54,54545455                 | 5,607476636               | 2,411828704       | 2,4        |                                | -        |
| 8      | Shipment                                     | Sales Order Changed (VA02)     | 1           | 1,265822785                 | 9,090909091               | 4,981689815       | 4,9 =      | Benchmark                      |          |
| 9      | GD ret.del. returns                          | END                            | 1           | 20                          | 0,943396226               | 0                 |            | Filter:                        |          |
| 10     | Outbound Delivery                            | Outbound Delivery              | 8           | 7,476635514                 | 7,476635514               | 0,038958333       | 0,0        | <none></none>                  | •        |
| 11     | Return w Notific.                            | Purchase Order to Supplier     | 1           | 20                          | 10                        | 2,31481E-05       | 2,3        | Case Attribute:                |          |
| 12     | Sales Order                                  | Invoice                        | 2           | 1,886792453                 | 1,941747573               | 8,3853125         | 8          | <none></none>                  | -        |
| 13     | Sales Order                                  | Purchase Order to Supplier     | 9           | 8,490566038                 | 90                        | 0,704201389       | 0,6        | Start Event Attribute:         |          |
| 14     | Delivery Changed                             | Sales Order Changed (VA02)     | 1           | 20                          | 9,090909091               | 0,026805556       | 0,0        | <none></none>                  | -        |
| 15     | GD ret.del. returns                          | Credit Memo                    | 4           | 80                          | 100                       | 1,942083333       | 1,8        | End Event Attribute:           |          |
| 16     | Purchase Order to Supplier                   | Outbound Delivery              | 1           | 10                          | 0,934579439               | 13,24388889       | 13,        | <none></none>                  | -        |
| 17     | Outbound Delivery                            | Customer pick-up               | 15          | 14,01869159                 | 78,94736842               | 2,538506944       | 2,4        |                                |          |
| 18     | Payment received                             | END                            | 96          | 100                         | 90,56603774               | 0                 |            |                                |          |
| 19     | Shinment                                     | Invoice                        | 75          | 94 93670886                 | 72 81552398               | 1 851296296       | 2.2        |                                |          |
|        |  |                                |             |                             |                           |                   |            |                                |          |

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Benchmarking!

### Advanced: Pivot table trick

- Use Excel pivot table to analyze the Flows table
  - Example of detailed comparison of process flow by account manager
  - Applies also to lead times etc.

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|      | ▶) • (≅ •   =                       |              |               | Boo        | k1 - Micro | soft Exce |                    |       |          |                |      | PivotTable Tools      |            |            |
|------|-------------------------------------|--------------|---------------|------------|------------|-----------|--------------------|-------|----------|----------------|------|-----------------------|------------|------------|
| File | Home Insert                         | Page Layout  | Formulas      | Data       | Review     | View      | Powerl             | Pivot | QPR      | ProcessAnalyz  | er   | Options Desig         | in 🛛 🄇     | - 6        |
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| 4    | A                                   | В            | С             | D          | E          | F         | 0                  | 3     | Н        | 1              |      | PivotTable Field List |            | -          |
|      |                                     |              |               |            |            |           |                    |       |          |                |      |                       |            |            |
|      |                                     |              |               |            |            |           |                    |       |          |                |      | Choose fields to add  | to report: | <b>G</b> . |
| Su   | m of Count                          | Column Lat ~ |               |            |            |           |                    |       |          |                |      |                       |            |            |
| Ro   | v Labels 🚽                          | Linda Jackso | r Mary Wilso  | Patricia \ | h Paul Jo  | n Rober   | t Mill-Willia      | m Da  | v (blank | Grand Total    |      | Start                 |            |            |
| o C  | Confirmation of service             |              | 1             |            |            |           |                    |       |          | 2              |      | V End                 |            |            |
|      | Shipment                            |              | 1             |            |            | 1         |                    |       |          | 2              |      | Id                    |            |            |
|      | Credit Memo                         |              |               |            |            |           | 4                  |       |          | 4              |      | View                  |            |            |
|      | END                                 |              |               |            |            |           | 3                  |       |          | 3              |      | Occurrence            |            |            |
| _    | GD ret.del. returns                 |              | _             |            | -          | _         | 1                  | _     |          | 1              |      |                       |            |            |
|      | ustomer pick-up                     |              | 3             |            |            | I         | 7                  | 2     |          | 19             |      | Account Manag         | jer        |            |
|      | Handling unit                       |              |               |            | -          | 1         |                    |       | 1        | 4              | ≡    | Event Attribute       |            |            |
|      | Invoice                             |              | 1             |            | 1          |           | 2                  |       |          | 4              | - 1  | End Event Attribu     | te         |            |
|      | Sales Order Changed (VA0            | 2)           |               |            |            |           | 1                  |       | -        | 1              | - 11 | Count                 |            |            |
|      | Shipment                            |              | 2<br>2        |            | 3<br>2     |           | 4                  | 1     | 1        | 10<br>5        | - 11 |                       |            |            |
|      | Jelivery Changed<br>Customerpick-up |              | 2             |            | Z          |           |                    | 1     |          | 5              | - 11 | Successor Probab      |            |            |
|      | Handling unit                       |              | 1             |            |            |           |                    |       | 1        | 2              | - 1  | Predecessor Prob      | ability    |            |
|      | Outbound Delivery                   |              | '             |            | 1          |           |                    |       |          | 1              |      | Median Duration       |            |            |
|      | Sales Order Changed (VA0            | 121          |               |            | 1          |           |                    |       |          | 1              |      | Average Duration      |            |            |
|      | GD ret.del. returns                 | 2)           | 1             |            | '          |           | 4                  |       |          | 5              |      | -                     |            |            |
|      | Credit Memo                         |              | •             |            |            |           | 4                  |       |          | 4              |      | Duration Std. Dev     |            |            |
|      | END                                 |              | 1             |            |            |           |                    |       |          | i              |      | Average Weighte       | d Duration |            |
|      | landling unit                       |              | 71 11         |            | 15 8       |           | 24                 | 11    | 1        | 76             |      |                       |            |            |
|      | Confirmation of service             |              | •             |            |            | 1         |                    |       |          | 1              |      | Drag fields between a |            |            |
|      | Invoice                             |              | 2             |            | 2 3        | 2         | 4                  |       | 1        | 11             |      | Report Filter         | Col        | umn Labels |
|      | Shipment                            |              |               |            |            | 5         | 20                 | 10    |          | 64             |      |                       | Accourt    | it Man 🤊   |
|      | nvoice                              | 8            | 3 16          |            | 23 5       | <u> </u>  | 35                 | 12    |          | 103            |      |                       | Accourt    | C. Barton  |
|      | END                                 |              |               |            |            |           |                    | 2     |          | 2              |      |                       |            |            |
|      | Payment received                    | 8            | 3 15          |            | 23 5       | Э         | 31                 | 10    | )        | 96             |      |                       |            |            |
|      | Return w Notific.                   |              | 1             |            |            |           | 4                  |       |          | 5              |      |                       |            |            |
|      | Outbound Delivery                   | 8            |               |            | 24 8       | 1         | 35                 | 14    | ł        | 107            |      |                       |            |            |
|      | Confirmation of service             |              | 1             |            |            |           |                    |       |          | 1              |      | Row Labels            | Σ Val      | Jes        |
|      | Customer pick-up                    |              | -             |            |            | 1         | 6                  | 2     |          | 15             |      |                       |            |            |
|      | Delivery Changed<br>END             |              | 2             |            | 2          |           |                    |       | 1        | 5              |      | Start 🔻               | Sum of     | Count •    |
|      | ENU<br>Handling unit                |              | 1<br>7 10     |            | 13         | ,         | 24                 |       | э        | 70             |      | End 🔻                 |            |            |
|      | Handling unit<br>Invoice            |              | r 10          |            | 13         | r         | 24                 |       |          | 1              |      |                       |            |            |
|      | Invoice<br>Outbound Delivery        |              | 1 4           |            | 1          |           | 2                  |       | 1        | 8              |      |                       |            |            |
|      | Sales Order Changed (VA0            |              | . 4           |            | 1          |           | 2                  |       |          | 4              |      |                       |            |            |
|      | Shipment                            |              |               |            | 1          |           | 1                  |       |          | 2              |      |                       |            |            |
|      |                                     |              |               |            |            |           |                    |       |          |                |      |                       |            |            |

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# **Influence Analysis**

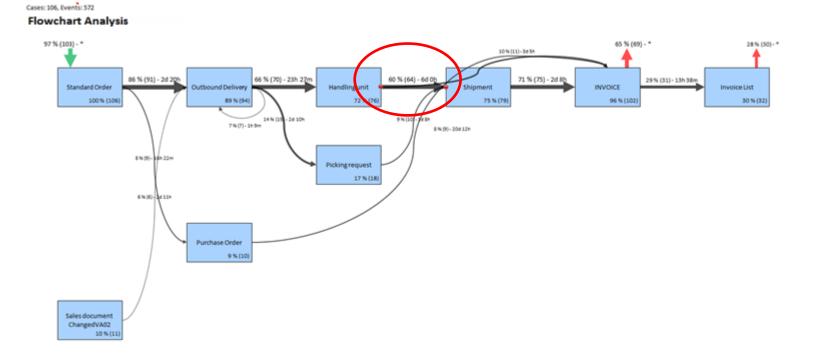
Explanations Root causes



### Influence

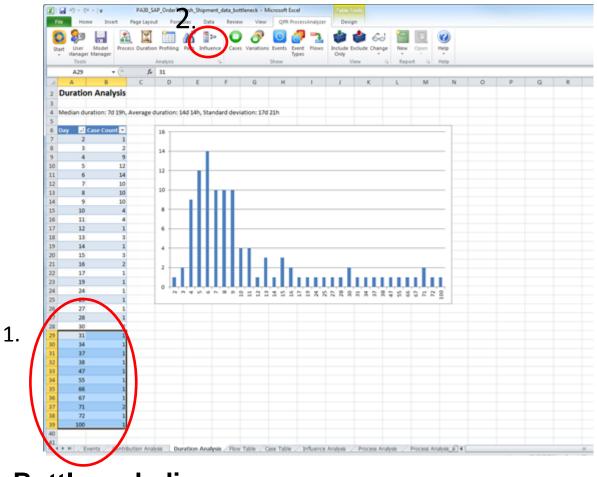
- To ease and speed up the discovery, we have ready-made analyses in the product
- Variations
  - how many there really are: have a holistic look
- Root cause analysis
  - Look at a variation from the model and discover which case attributes have an impact (and how much) to the variations
  - Script: say that how easily users can drill down from the flowchart to 'deeper' information
  - The influence analysis allows for quick priorization of corrective actions and gives the inclination of where the problem lies straight from the product – no need for extensive/time-consuming process mining/data mining/calculations etc.





#### **Bottleneck discovery (duration)**

Notice that it takes 6 days, in most cases, from the Handling Unit to go to Shipment. That is unusual and needs further investigation. Select the Duration tab.



#### **Bottleneck discovery**

In the Duration Analysis you can see all cases and their duration. Discover that there are deliveries taking more than 30 days...

- 1. Select those cases from the table.
- 2. Click the Influence tab.

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| Cutstomer Group       Kids       39       7       32       18%       7%       3       22%         0 Region       Chicago       16       4       12       25%       14%       2       18%       1       10%         1 Product Group       Shirts       25       4       21       15%       5%       1       10%         2 Account Manager       Robert Miller       34       5       29       15%       3%       1       10%         3 Account Manager       Patricla White       24       3       21       13%       1%       0       2%         4 Account Manager       Patricla White       24       3       21       13%       1%       0       0       0%         5 Cost       444830       35       4       31       11%       0%       0       0%       0       0%         6 Cost       18431       36       4       32       11%       0%       0       0%       1       -9%         1 Cutomer Group       Men       36       3       38       -3%       -1       -9%       -1       -11%         2 Product Group       Socks       20       1 <td< th=""><th>I J K L M N</th><th>O P Q</th></td<>   | I J K L M N     | O P Q |
|---|-----------------|-------|
| Durations (Group by Day)=31, 34 (9 more); Maximum Duration=100         100         12         94         11 %         Contribution # 1  |                 |       |
| Iord         Job         Ju         94         J1%           tegion         Dalls         14         7         7         30         28         Contribution 2   |                 |       |
| arrow         a Attribute Value         cases # a Selected # a Compared # a Selected % a Orienteution # a Contribution                   |                 |       |
| arrow of the set of t |                 |       |
| Legin         Dallas         14         7         7         50%         39%         5         533           broduct broop         kids         39         7         30         19%         8%         3         23%           custome froup         kids         39         7         30         19%         8%         3         23%           0         Region         Chicago         16         4         12         25%         114%         2         18%           1         Product Group         Shirts         25         4         21         16%         5%         1         10%           2         Account Manager         Paul Jones         9         2         7         22%         11%         1         8%           4         Account Manager         Paul Jones         9         2         1         1%         0%         0         0%           5         Cost         444.8.80         35         4         31         11%         0%         0         0%           6         Cost         144.4.83         6         8         0%         -11%         -1         -8%           6         Cost <td></td> <td></td>   |                 |       |
| B         Product Sroup         Hole         37         7         30         19%         8%         3         23%           0         Region         Chicago         16         4         12         25%         14%         2         18%         1         10%         1           1         Product Group         Shirts         25         4         21         16%         5%         1         10%         1         10%         1         1         2         1         1         10%         1         10%         1         10%         1         10%         1         10%         1         10%         1         10%         1         10%         1         10%         1         10%         1         10%         1  | ontribution % 💌 |       |
| 2       0       Region       Chicago       16       4       12       25%       7%       3       22%         1       Product Group       Shirts       25       4       12       25%       14%       2       18%       10%         2       Account Manager       Rabert Miller       34       5       29       15%       3%       1       10%         3       Account Manager       Patricia White       24       3       21       13%       1%       0       2%         4       Account Manager       Patricia White       24       3       21       13%       1%       0       0       0%         5       Cost       434273       35       4       31       11%       0%       0       0%       0       7%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0       0%       0       0%       0       0       0   |                 |       |
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| 1       Product Group       Shirts       25       4       21       16 %       5 %       1       10 %       0       0         2       Account Manager       Patilones       9       2       7       72 %       11 %       1       8 %       0       2 %         4       Account Manager       Patricia White       24       3       21       13 %       1 %       0       2 %       0       0       0 %       0       0 %       0       0 %       0       0       0       0       0       0       0       0 %       0       0 <td< td=""><td>22 %</td><td></td></td<>  | 22 %            |       |
| 2       Account Manager       Robert Miller       34       5       29       15%       3%       1       10%       0       0       0         3       Account Manager       Pauliones       9       2       7       22%       11%       1       8%       0       0       0%         4       Account Manager       Patrica White       24       3       21       13%       1%       0       0       0%       0       0       0%       0   |                 |       |
| 3       Account Manager       Paul Jones       9       2       7       22%       11%       1       8%         4       Account Manager       Patricia White       2d       3       21       13%       1%       0       2%         5       Cost       414830       35       4       31       11%       0%       0       0%         6       Cost       8342723       35       4       31       11%       0%       0       0%         7       Account Manager       Mary Wilson       18       2       16       11%       0%       0       0%         8       Cost       18413       36       4       32       11%       0%       0       -1%         9       Account Manager       Unda Jackson       8       0       8       0%       -1       -1%         10       Region       Austin       18       1       17       6%       -6%       -1       -11%         2       Product Group       Socks       20       1       19       5%       -6%       -1       -11%         10       Uctoreup       Shees       12       0       13       0   |                 |       |
| 4       Account Manager       Patricia White       24       3       21       13%       1%       0       2%         5       Cost       44830       35       4       31       11%       0%       0       0%         6       Cost       834223       35       4       31       11%       0%       0       0%         7       Account Manager       Mary Wilson       18       2       16       11%       0%       0       0%         8       Cost       18413       36       4       32       11%       0%       0       1.4         9       Account Manager       Linda Jackson       8       0%       0.11%       -1       -9%         10       Custmer Group       Men       36       33       3%       -3%       -1       -9%         11       Custmer Group       Jeans       12       0       12       0%       -11%       -1       -11%         12       Product Group       Sacks       20       13       0%       -11%       -1       -12%         14       Product Group       Shoes       12       0       13       0%       -11%   |                 |       |
| 5       Cost       414830       35       4       31       11%       0%       0       0%       0       0%         6       Cost       8342723       35       4       31       11%       0%       0       0%       0       0%         7       Account Manager       Mary Wilson       18       2       11%       0%       0       -1%       0  |                 |       |
| 6       Cost       8342723       35       4       31       11%       0%       0       0%       0       0%         7       Account Manager       Mary Wilson       18       2       16       11%       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       0%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       0       1%       1       1%       1  |                 |       |
| Account Manager       Mary Wilson       18       2       16       11%       0%       0       0%       0       0%         8       Cost       18.413       36       4       32       11%       0%       0       -1%       0       0       -1%       0   |                 |       |
| 8       Cost       18413       36       4       32       11%       0%       0       -1%       0       0       1   |                 |       |
| 9       Account Manager       Linda Jackson       8       0       8       0%       -11       -1       -8%       0   |                 |       |
| No       Austin       18       1       17       6%       -6%       -1       -9%       0       0       0       0         Customer Group       Men       36       3       3%       3%       -1       -9%       0  |                 |       |
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| Product Group       Socks       20       1       19       5%       -6%       -1       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -11%       -111%       -11%   | -9 %            |       |
| 33       Product Group       Jeans       12       0       12       0%       -11%       -1       -11% <t< td=""><td></td><td></td></t<>   |                 |       |
| 44       Product Group       Shoes       12       0       12       0%       -11%       -1       -11%         55       Account Manager       William Davis       13       0       13       0%       -11%       -1       -12%         66       Region       Houston       13       0       13       0%       -11%       -1       -12%         70       Vactomer Group       Women       31       0       13       0%       -11%       -1       -12%         70       Vactomer Group       Women       31       0       13       0%       -11%       -1       -12%         70       Vactomer Group       Women       31       0       13       0%       -11%       -1       -12%         71       Vactomer Group       Women       31       0       03       0%       -11%       -1       -12%         73       Region       Los Angeles       13       0       29       6%       -11%       -2       -17%         8       Region       New York       27       0       27       0%       -11%       -2       -25%         8       Region       Inde       Inde  | -11 %           |       |
| 5       Account Manager       William Davis       13       0       13       0%       -11%       -12%         6       Region       Houston       13       0       13       0%       -11%       -12%       0       0       0         7       Customer Group       Women       31       2       29       6%       -5%       -2       -13%       0       0       0         8       Region       Los Angeles       18       0       -11%       -2       -17%       -2       -17%       -2       -27%   | -11 %           |       |
| Region       Houston       13       0       13       0%       -11%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       -12%       -1       <   | -11 %           |       |
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| 0 ↓ ► Vents / Contribution Analysis / Duration Analysis / Flow Table / Case Table   Influence Analysis / Process Analysis / Process Analysis al ↓   |                 |       |

#### **Bottleneck discovery**

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You can see that "Dallas" is strongly related to deliveries with an exceptionally long lead time

### Details of Influence view

- Contribution
  - Make a selection in the data (by using cases, event types, variations etc.)
    - The selected group = S, others = O
  - Contribution calculation counts first the number cases in S and O.
    - Say that #S =100 and #B=900. (S = 10% of all cases)
  - Select an attribute value, e.g. "User"
  - Contribution calculation proceeds by counting how many cases belong to S for each distinct value of the selected attribute "User".
    - Say that for User = Mary there are 50 cases altogether, 25 S's and 25 O's
    - If the attribute "User" would not affect anything at all, one expects there to be 10%\*50 = 5 S's and 90%\*50= 45 O's.
  - The attribute values are now ordered according to the difference between the observed = 25 and neutral assumption = 5 => + 20
  - In some cases the relative frequency might be more useful
- Subset
  - Done for any type of variable if #unique values > # of subsets x 10
  - The values are sorted and splitted into equal size bins
  - Say that you have values 1-1000, subset = 3 => There would be three bins: 1-333, 333-666, 666-1000
  - Note
    - Sound only for ordered attributes
    - ...but currently done for any type of variable (e.g. Names), even if it does not make sense
    - This should be remembered especially if you use selection "All"

# Variation analysis



## Variations



- A variation is a unique sequence of events
  - The attributes and durations may differ
- Use for detailed conformance checking
- The distribution describes process heterogeneity

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| * Manager Workspace     | mark Flow   | chart Duration Pro | iling Path Influ | ience Cases               | Variation   |                               | vent Flows<br>ypes | Include E<br>Only | clude Chang  | e Help |     |                       |    |
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| Variation Analysis      |             |                    |                  |                           |             |                               |                    |                   |              |        |     | (F Chart              | 1  |
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| Event Type String       | Count 💌     | × •                |                  |                           |             |                               |                    |                   |              |        | _   |                       |    |
| #.Sales OrderOutbound   | 42          | 40%                | _                |                           |             |                               |                    |                   |              | 0 5    | _   | Group By              |    |
| #.Sales OrderOutbound   | 9           | 8%                 | # Sales          | Order Ord                 | housed Dalk | and Mand                      | ing unit. Ship     | ment terral       | e Proment    |        |     | Variation             |    |
| #.Sales OrderPurchase C | 8           | 8%                 | *.30%3           | orderovo                  | oound Den   | receiv                        |                    | printerit_arrivor | ce / ayment  |        |     | C Event Count         |    |
| #.Sales OrderOutbound   | 5           | 5%                 | _                |                           |             |                               |                    |                   |              |        |     | Stow                  |    |
| #.Sales OrderOutbound   | 5           | 5%                 |                  |                           |             |                               |                    |                   |              |        | -   | Call: V               |    |
| #.Sales OrderOutbound   | 3           | 3%                 | #.5ales          | OrderOut                  | bound DelA  | ery.Hand                      | ling unit_invo     | oice. Paymen      | t received.# |        | -   |                       | _  |
| #.QuotationSales Order. | 2           | 2%                 | _                |                           |             |                               |                    |                   |              | - 1    |     |                       | ÷  |
| #.Sales OrderInvoicePa  | 2           | 2%                 |                  | Sales Orde                | r. Purchase | Order to                      | SupplierInvo       | ice Paymen        | t received.# |        |     | Show Others           |    |
| #.Sales OrderOutbound   | 2           | 2%                 |                  |                           |             |                               |                    |                   |              |        | _   | Values                |    |
| #.Sales OrderOutbound   | 2           | 2%                 |                  |                           |             |                               |                    |                   |              | 1      |     | ( Case Count          |    |
| (others)                | 26          | 25%                | #.Sales Ord      | er. Outbour               | nd Delivery | .Customer<br>received         | pick-up_Ship       | pment_invoi       | cePayment    |        |     | C Case Count Percenta |    |
|                         |             |                    |                  |                           |             | received                      |                    |                   |              |        |     | Case Count Percenta   | ge |
|                         |             |                    |                  | # Sa)                     | es Order O  | withound D                    | elvery.Outi        | ound Delive       | v. Handling  |        |     |                       |    |
|                         |             |                    |                  |                           |             |                               | nvoicePaym         |                   |              |        |     |                       |    |
|                         |             |                    |                  |                           |             |                               |                    |                   |              |        |     |                       |    |
|                         |             |                    |                  | #.Sa                      | ales Order. | Outbound                      | DeliveryCus        | tomer pick-s      | p.Handling   |        |     |                       |    |
|                         |             |                    |                  |                           | unit.1      | shipment.                     | invoice. Payr      | nent receive      | 5.0          |        |     |                       |    |
|                         |             |                    |                  |                           |             |                               |                    |                   |              | - 1    |     |                       |    |
|                         |             |                    |                  |                           |             |                               | Order_Outb         |                   |              |        |     |                       |    |
|                         |             |                    |                  |                           | U.          | nit_Shipme                    | ntInvoice_P        | ayment rece       | ived.#       |        |     |                       |    |
|                         |             |                    | _                |                           |             |                               |                    |                   |              | 1      |     |                       |    |
|                         |             |                    |                  |                           |             | #.Sak                         | s Order. Invo      | icePaymen         | t received.# |        |     |                       |    |
|                         |             |                    | _                |                           |             |                               |                    |                   |              |        |     |                       |    |
|                         |             |                    |                  |                           |             |                               | .Customer p        |                   |              |        |     |                       |    |
| H Flow Table / Events   |             | Analysis Durati    | n Analysis / Pr  | Notific.<br>ofling Analys |             |                               | ret.del.retu       | rns. Creat N      | iemio.#      |        | - R |                       |    |

#### Change to expand / suppress the list

## Case analysis Events

Drill-down Statistics Enrichment



## Case Analysis



- Case based reasoning
  - Drill-down to individual case level and check the data (attributes)
- Use for creating data for further analysis
  - Example: classify by event type combinations
    - Count change events and compare durations for different combinations of changes etc.
  - Example: Create new case attributes
    - Make new attributes based on old and import them
    - Examples:
      - currency conversion
      - classify cases based on total duration
      - classify cases based on start month / end month

## Case analysis



Drill-down to individual case level and check the data (attributes)

D

27.6.11 02:12 22.7.11 22:12

29.6.11 07:18 24.7.11 02:34

723104636 23.6.11 07:30 24.7.11 03:51

Use for creating data for statistical analysis

Δ

Cases=48555671, 133182340, 723104636

Cases: 3, Events: 25

Case Table

Name 48555671

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12 13

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21 22

23 24

25 26

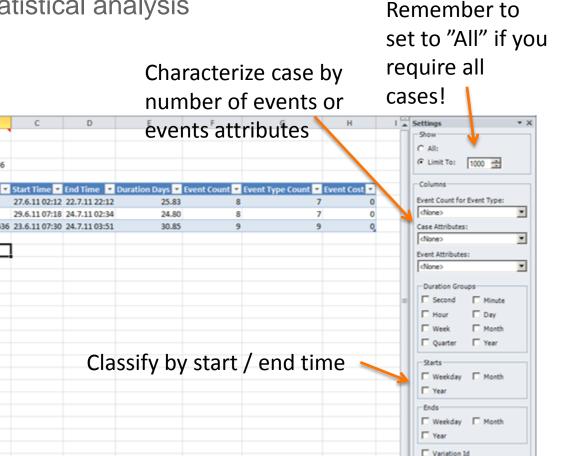
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133182340

Create new case attributes



Event Type String

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Profiling Analysis Case Table Flowchart Analysis Event Dil 4

## Event analysis



#### Retrieve events for most detailed check

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| 1 Cases: 106, Events: 63                | 5                    |                |           |             |         |       |      |   | -Maximum R    | ow Count |          |
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|   | Event Type           | ▼ Start Time ▼ | Cost - T  | atal Cost v |         |       |      |   | Event Attribu | test     |          |
| 6 114483567                             | Sales Order          | 24.5.11 02:25  | 0         | 451         |         |       |      |   | <none></none> |          | 2        |
| 7 79545494                              | Sales Order          | 24.5.11 09:38  | 0         | 620         |         |       |      |   |               |          |          |
| 8 61426559                              | Sales Order          | 24.5.11 21:59  | ő         | 507         |         |       |      |   |               |          |          |
| 2003679498                              | Sales Order          | 25.5.11 09:03  | 0         | 2380        |         |       |      |   |               |          |          |
| 0 884989895                             | Sales Order          | 26.5.11 16:09  | 0         | 2723        |         |       |      |   |               |          |          |
| 1 2003679498                            | Outbound Delivery    | 27.5.11 02:31  | 0         | 2380        |         |       |      |   |               |          |          |
| 2 79545494                              | Outbound Delivery    | 27.5.11 03:31  | 0         | 620         |         |       |      |   |               |          |          |
| 3 114483567                             | Outbound Delivery    | 27.5.11 04:21  | 0         | 451         |         |       |      |   |               |          |          |
| 4 61426559                              | Outbound Delivery    | 27.5.11 17:35  | 0         | 507         |         |       |      |   |               |          |          |
| 5 214692511                             | Sales Order          | 28.5.11 00:27  | 0         | 1191        |         |       |      |   |               |          |          |
| 6 79545494                              | Handling unit        | 28.5.11 04:00  | 0         | 620         |         |       |      |   |               |          |          |
| 7 2003679498                            | Handling unit        | 28.5.11 09:12  | 0         | 2380        |         |       |      |   |               |          |          |
| 8 61426559                              | Handling unit        | 29.5.11 02:09  | 0         | 507         |         |       |      |   |               |          |          |
| 9 91460943                              | Sales Order          | 30.5.11 04:06  | 0         | 565         |         |       |      |   |               |          |          |
| 0 61426559                              | Shipment             | 30.5.11 14:48  | 0         | 507         |         |       |      |   |               |          |          |
| 1 214692511                             | Outbound Delivery    | 31.5.11 04:01  | 0         | 1191        |         |       |      |   |               |          |          |
| 2 38244356                              | Sales Order          | 1.6.11 01:36   | 0         | 228         |         |       |      |   |               |          |          |
| 3 61426559                              | Invoice              | 1.6.11 06:35   | 0         | 507         |         |       |      |   |               |          |          |
| 4 91460943                              | Outbound Delivery    | 1.6.11 09:16   | 0         | 565         |         |       |      |   |               |          |          |
| 5 214692511                             | Handling unit        | 1.6.11 15:04   | 0         | 1191        |         |       |      |   |               |          |          |
| 6 79545494                              | Invoice              | 1.6.11 16:42   | 0         | 620         |         |       |      |   |               |          |          |
| 7 91460943                              | Handling unit        | 2.6.11 01:05   | 0         | 565         |         |       |      |   |               |          |          |
| 8 163174049                             | Sales Order          | 2.6.11 04:39   | 0         | 995         |         |       |      |   |               |          |          |
| 9 214692511                             | Shipment             | 2.6.11 12:02   | 0         | 1191        |         |       |      | U.                                      |               |          |          |
|   |                      |                |           |             |         |       |      |   |               |          |          |

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## Keeping on track with things

Filter management Bookmarks



### Keeping on track of things

#### Filters

- Each time you include/exclude, a new filter is created to the filter stack.
- You can select any of the filters at any stage for analysis, and even rename them for convenience.
- Complete filter stack opens from ribbon
  - You can edit and view filter details in "Properties"
- Bookmarks

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- Filters do not store any other information on analysis views than the case/event type selection.
- Bookmark stores the Analysis view (Flowchart, Profile, Influence,...) as such (=the analysis type + the filter + any parameter selections). When you create a bookmark, you may rename it for convenience.
- Status info: Cell A1
  - The comment box shows details of the current analysis
  - Attach the text into possible questions sent to Customer Care

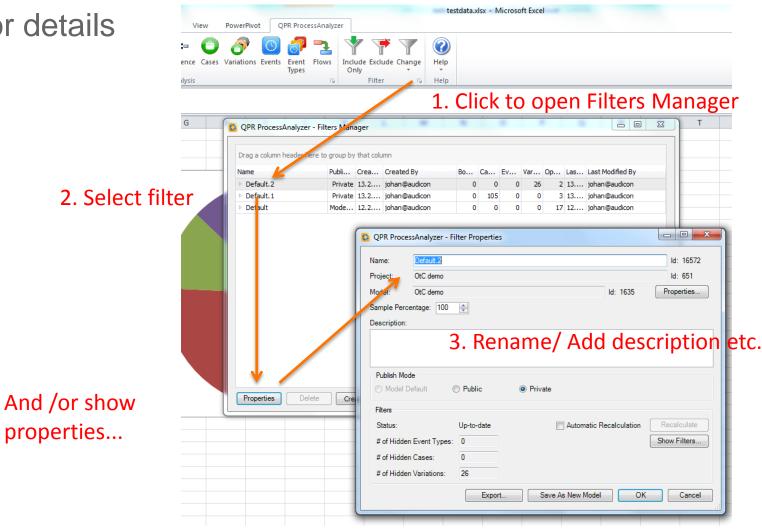
# Manage filters



## Managing / tracking filters

See Wiki for details

#### Change button gives a quick list



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| Default.2             |                    | 13.2 johan@au                    |              |                                 |              |              |
| > Default.1           |                    | 13.2 johan@au                    | - Froject    | OtC demo                        |              | ld: 651      |
| Default               |                    | 12.2 johan@au                    |              | OtC demo                        | ld: 1635     | Properties   |
|                       |                    |                                  | -            | centage: 100                    |              |              |
|                       |                    |                                  | Description: |                                 |              |              |
|                       |                    |                                  |              |                                 |              |              |
|                       |                    |                                  |              |                                 |              |              |
|                       |                    |                                  |              |                                 |              |              |
|                       |                    |                                  | Publish Ma   | de                              |              |              |
| ssAnalyzer - Filter R | ules               |                                  |              | ×                               |              |              |
| Eilta                 | Type Created       | d On Created By                  | Analys       | sis Parameters O                | ]            |              |
|                       |                    | 01 johan@audico                  |              |                                 |              |              |
|                       |                    | 01 johan@audico                  |              |                                 | ecalculation | Recalculate  |
|                       |                    | ,                                |              |                                 |              | Show Filters |
|                       |                    |                                  |              |                                 |              |              |
|                       |                    |                                  |              |                                 |              |              |
|                       |                    |                                  |              | <del>&lt;</del>                 |              |              |
|                       |                    |                                  |              |                                 |              |              |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |
| See th                | e set of           | rules tha                        | it define    | s the filter                    | ОК           | Cancel       |

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QPR

## **Bookmarks**

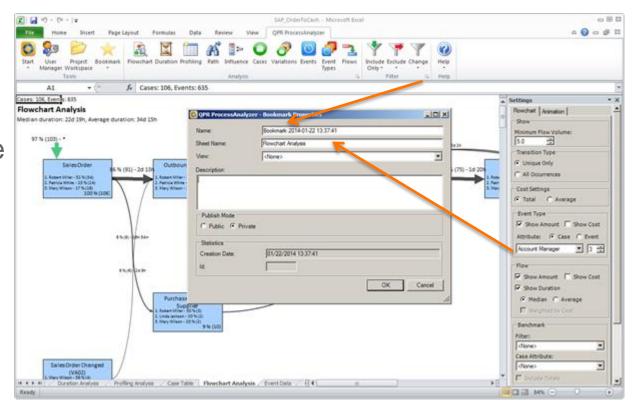


## Bookmarks



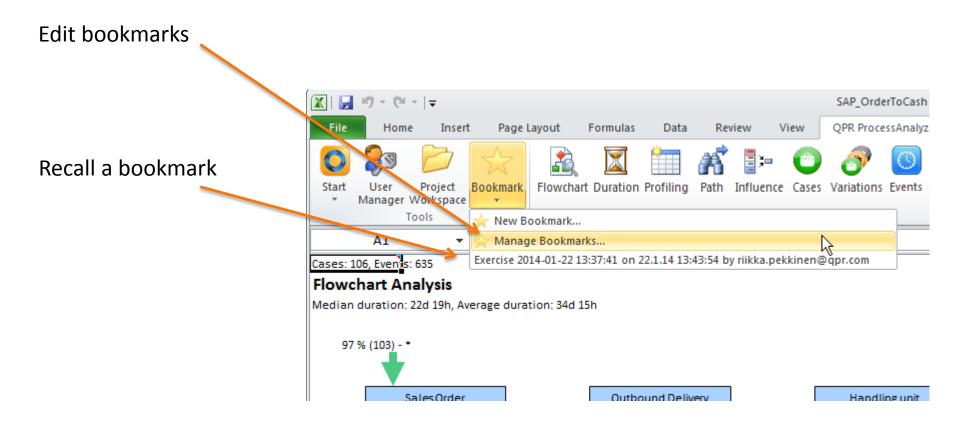
- Bookmark stores the analysis view
  - Filters

- Analysis settings
- Tip:
  - You can change the default Excel sheet name in order to produce results on a specified sheet and prevent overwriting the ongoing analysis.











## **Status info**

#### "Cell A1"



#### Status cell A1

- Provides detailed information on analysis. For example:
  - Run time
  - Filter
  - View and model identification
  - Amount of data
  - Analysis parameters
  - Important information for CustomerCare

| Cases: 106, Events | 63 Profiling Analysis   |
|--------------------|---|
| Case Profiline     | AProcessing time: 0,067 seconds                                     |
|                    | Created: 22.1.2014 8:42:24  |
|                    | Filter name: Default (Id=39123)                                     |
| Attribute Value 💌  | Ca Model name: OtC demo (Id=25400)                                  |
| Robert Miller      | Model created: 22.1.2014 8:40:32                                    |
| Patricia White     | # Cases: 106 Total, 106 Visible<br># Events: 635 Total, 635 Visible |
| Mary Wilson        | # Activities: 16 Total, 16 Visible                                  |
| William Davis      |   |
|                    | AnalysisType=10   |
| Paul Jones         | MaximumCount=100<br>FilterId=39123                                  |
| Linda Jackson      | ViewType=Case Table   |
|                    | ShowRelativeStart=False   |
|                    | ConfidencePercentage=50   |
|                    | SelectedActivityCounts=   |
|                    | SelectedCaseAttributes=   |
|                    | SelectedEventAttributes=  |
|                    | IncludeDurations=True   |
|                    | DurationType=0  |
|                    | DurationWeightedByCost=False  |
|                    | CostType=0  |
|                    | ShowCostForFlow=False<br>ShowCostForEventType=False                 |
|                    | ShowAmountForFlow=True  |
|                    | ShowAmountForEventType=True   |
|                    | MinTransitionUsagePercentage=0.05                                   |
|                    | TransitionType=0  |
|                    | IncludeLayout=False   |
|                    | IncludeStatistics=False   |
|                    | ProcessAnalysisType=4   |
|                    | SelectedAttributeType=924869  |
|                    | AttributeName=Account Manager                                       |
|                    | TotalEventCount=635<br>TotalCaseCount=106                           |
|                    | DatabaseId=dcf4daa5-136b-45ae-b819-c749a14034a6                     |
|                    | Databasetu-uci4uda5-1500-45ae-0615-0749a14054a0                     |

## **Distributing results**

Distributing Excel reports Web UI



#### QPR ProcessAnalyzer Web UI

- Can be utilized for similar process analysis tasks as Excel add-on, but is especially useful when:
  - you cannot, for some reason, utilize the Excel add-on
  - when your customer internal or external cannot utilize the Excel add-on
  - when you present pre-defined analysis results (bookmarks) and want discussion for these results between stakeholders
- Can be accessed from any modern web browser



#### How to access Web UI

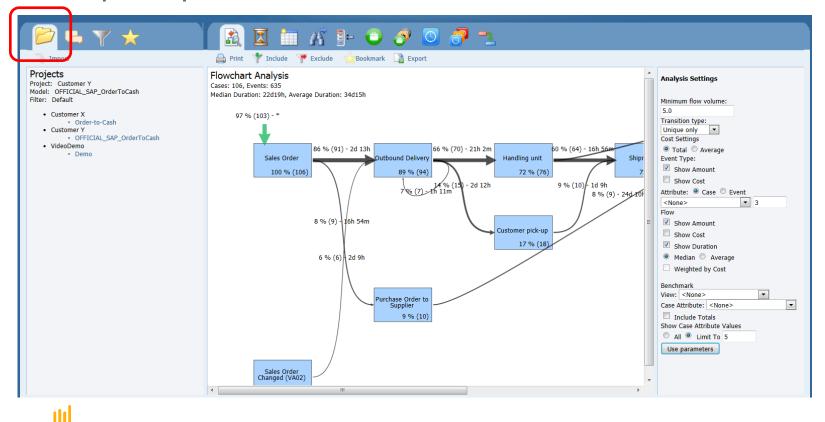
- Browse to address <u>http://processanalyzer.qpr.com/global</u>
- Enter your QPR ProcessAnalyzer login name and password to the corresponding fields and click Login





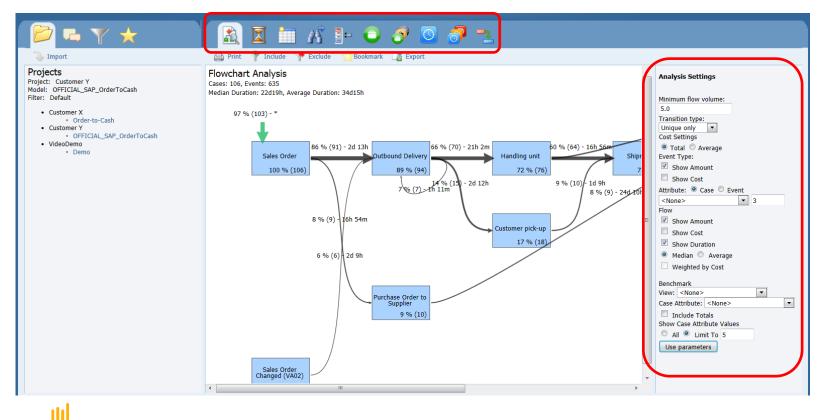
#### Basic usage

Once you have logged in, you can access all projects and models that you have access to by selecting Projects folder from top-left part of the screen:



#### Basic usage

By clicking the analysis icons on the top of the screen you can access different analysis. You can also change analysis settings from the right-hand side of the screen.



#### **Bookmarking reports**

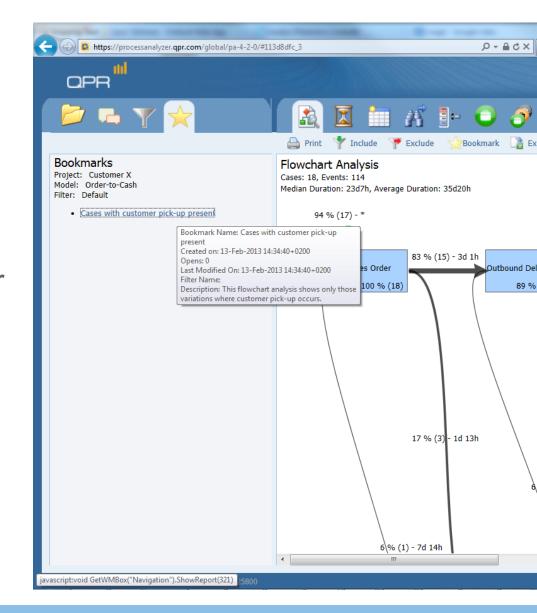
When you have created a public bookmark in Excel add-in when creating analyses, these bookmarks are visible to all users that can access the project.

| <u>N</u> ame:  | Cases with customer pick-up present                          |
|--|--|
| Sheet Name:  | Flowchart Analysis   |
| <u>V</u> iew:  | Default.7 on 13.2.2013 14:31:49 by samtaht                   |
| Description:   |  |
| This flowchart analysis                              | s shows only those variations where customer pick-up occurs. |
|  |  |
|  |  |
|  |  |
| Publish <u>M</u> ode                                 |  |
| Publish <u>M</u> ode<br>◎ <u>P</u> ublic             | ate  |
|  | ate  |
|  |  |
|  | ate<br>02/13/2013 14:32:49                                   |
|  |  |
| <u>Public</u> Priv     Statistics     Creation Date: |  |



#### **Bookmarking reports**

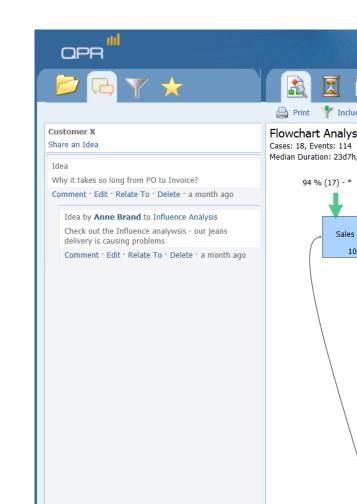
- After the public bookmark has been saved, it appears in the Bookmarks tab of the Web UI.
- This way, you can deliver analysis results easily to different stakeholders within the organization, or possibly for external organizations.





#### Collaborating with the analysis results

- By clicking the Collaboration tab on the top right side of the screen, you can communicate with other users that have sufficient rights to the model.
- You can create new comments, reply to other users' comments, and attach a specific view to a comment by clicking "Relate To" link when creating or editing a comment.





# Keeping on track of things

Models and Projects, Export User management and user rights

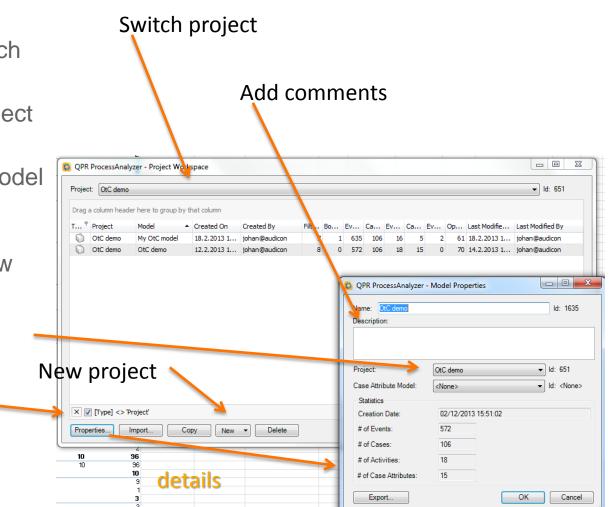


#### Projects and models

- Project is a folder into which the models are organized
  - Models inherit the project access rights
  - Note: if you move a model from one project to another it inherits the access rights of its new parent project
     Move this model to another

project

Uncheck To list both projects and models



#### Export as pacm-file

(can be imported in "Import")

#### User management / groups

See WIKI for details

| Jsers and Groups |                       | User Rights and Groups Memberships |              |
|------------------|-----------------------|------------------------------------|--------------|
| ) Users 🔘 Gro    | oups                  | O User Rights    Group Members     |              |
| Name             | E-Mail                | User                               | Group Role   |
| Audicon training | johan.himberg@qpr.com | andreas.amtz@horizon5.de           | Member       |
|                  |                       | axel.becker@horizon5.de            | Member       |
|                  |                       | christoph.derwort@horizon5.de      | Member       |
|                  |                       | dominik.foerschler@horizon5.de     | Member       |
|                  |                       | falko.muenchberg@horizon5.de       | Member       |
|                  |                       | felix.tschom@horizon5.de           | Member       |
|                  |                       | johan.himberg@qpr.com              | Administrate |
|                  |                       | johan@audicon                      | Administrato |
|                  |                       | klauss.peter@horizon5.de           | Member       |
|                  |                       | martin.gutzmer@horizon5.de         | Member       |
|                  |                       | nadia.mladenova@horizon5.de        | Member       |
|                  |                       | User: Role:                        | Remove       |
|                  | Create Propertie      | s Vember                           | Add          |



#### User rights

#### User Roles and Rights: <All>

The "<All>" level user right refers to the QPR ProcessAnalyzer Service.

| Role          | Create Project | Create Model | Import Model          | Import Data | View Model | Create Filters/Analyze Model | Delete Model |
|---------------|----------------|--------------|-----------------------|-------------|------------|------------------------------|--------------|
| Administrator | ×              | ×            | ×                     | <b>~</b>    | ×          | ✓                            | ✓            |
| Model Creator | ~              | ✓            | ✓                     | ~           |            |                              |              |
| Evaluator     | ~              | ✓            | <ul> <li>✓</li> </ul> | ~           |            |                              |              |

- Evaluator and Model Creator get the project Administrator role for the projects that he/she creates (see User Roles and Rights for Individual Projects below). He/she can delete models in the created projects only.
- There is a maximum number of 10 models the Evaluator can create, and each model can contain a maximum of 1000 events, event attributes, and case attributes each.

#### User Roles and Rights for Individual Projects

| Role          | Create/Import Models | Assign User Roles | View Models | Create Filters/Analyze Model | Import Data | Delete Model |
|---------------|----------------------|-------------------|-------------|------------------------------|-------------|--------------|
| Administrator | ✓                    | ✓                 | ✓           | ✓                            | ×           | ×            |
| Analyzer      |                      |                   | ~           | ✓                            |             |              |
| Designer      |                      |                   | ~           | ✓                            | ~           | ~            |
| Viewer        |                      |                   | ~           |                              |             |              |

· Note that the Administrator role here refers to the project.



## **Enrichment of the data**

Advanced example



#### Problem

- We wish to
  - Evaluate how many cases start /month



#### Retrieve case data

11

## Make sure that you get everything (set to "All" if more than 1000 events)

| 🛃 #7 = (* =   <del>+</del>                         |                |                      | SAP_OrderT                   | oCash - Microsoft Exce | 1                |                                   | 0.0                                   |
|--|----------------|----------------------|------------------------------|------------------------|------------------|-----------------------------------|---------------------------------------|
| File: Home Insert                                  | Page Layout    | Formulas Dat         | a Review Vi                  | ew QPR ProcessAn       | alyzer           |                                   | ې 🖸 ۵                                 |
| tart User Project Bo<br>Manager Workspace<br>Tools | okmark Flowcha | It Duration Profilin | g Path Influence<br>Analysis | Cases Variations Ever  | ts Event Types   | Include Exclude<br>Only<br>Filter | Change Nelp<br>G Hep                  |
| A113 🔹 🤄   | fx             |                      |                              |                        |                  |                                   |                                       |
| A  | С              | D                    | E                            | F                      | G                | н                                 | Settings                              |
| Cases: 106, Events: 635                            |                |                      |                              |                        |                  |                                   | Show                                  |
| Case Table   |                |                      |                              |                        |                  |                                   | C All:                                |
|  |                |                      |                              |                        |                  |                                   |                                       |
|  |                |                      |                              |                        |                  |                                   |                                       |
| Name 💌   | Start Time 💌   | End Time 💌 D         | uration Days 💌 E             | vent Count 💌 Even      | t Type Count 💌 E | vent Cost 💌                       | Columns                               |
| 97395276   | 10.7.11 20:27  | 23.7.11 16:48        | 12.85                        | 6                      | 6                | 0                                 | Event Count for Event Type:           |
| 95000188   | 27.8.11 13:16  | 14.9.11 06:29        | 17.72                        | 6                      | 6                | 0                                 | - (None>                              |
| 93620510   | 17.1.12 13:47  | 3.2.12 18:29         | 17.20                        | 5                      | 5                | 0                                 | Case Attributes:                      |
| 92791043   | 22.1.12 10:51  | 10.2.12 23:18        | 19.52                        | 8                      | 7                | 0                                 | <none></none>                         |
| 91683178   | 7.7.11 18:03   | 29.7.11 18:24        | 22.01                        | 7                      | 7                | 0                                 | Event Attributes:                     |
| 91460943   | 30.5.11 04:06  | 16.6.11 12:14        | 17.34                        | 6                      | 6                | 0                                 | (None>                                |
| 884989895  | 26.5.11 16:09  | 29.6.11 15:10        | 33.96                        | 8                      | 8                | 0                                 | 1                                     |
| 87288982   | 23.7.11 17:56  | 11.10.11 14:14       | 79.85                        | 6                      | 6                | 0                                 | Duration Groups                       |
| 87093037   | 29.10.11 11:15 | 4.11.11 18:53        | 6.32                         | 5                      | 5                | 0                                 | Second I Minute                       |
| 84209808   | 4.11.11 04:20  | 19.1.12 05:29        | 76.05                        | 6                      | 6                | 0                                 | F Hour F Day                          |
| 8255229  | 4.6.11 23:42   | 18.6.11 14:48        | 13.63                        | 6                      | 6                | 0                                 | Week Month                            |
| 79853424   | 19.8.11 03:45  | 17.9.11 16:43        | 29.54                        | 3                      | 3                | 0                                 | □ Quarter □ Year                      |
| 79545494   | 24.5.11 09:38  | 10.6.11 16:40        | 17.29                        | 5                      | 5                | 0                                 | i Quarter i tear                      |
| 78422757   | 28.1.12 14:27  | 21.2.12 06:46        | 23.68                        | 4                      | 4                | 0                                 | Starts                                |
| 76901927   | 7.11.11 05:24  | 22.1.12 08:46        | 76.14                        | 6                      | 6                | 0                                 | Weekday Month                         |
| 723104636  | 23.6.11 07:30  | 24.7.11 03:51        | 30.85                        | 9                      | 9                | 0                                 | T Year                                |
| 70701922   | 12.7.11 23:37  | 30.7.11 05:37        | 17.29                        | 5                      | 5                | 0                                 |                                       |
| 68734702   | 11.1.12 15:22  | 17.1.12 10:42        | 5.81                         | - 4                    | 4                | 0                                 | Ends                                  |
| 67798752   | 29.11.11 23:57 | 16.12.11 06:38       | 16.28                        | 6                      | 6                | 0                                 | Weekday Month                         |
| 67070577   | 13.2.12 09:28  | 2.3.12 17:58         | 18.35                        | 6                      | 6                | 0                                 | T Year                                |
| 6467220  | 27.8.11 19:25  | 12.9.11 15:33        | 15.84                        | 5                      | 5                | 0                                 | Variation Id                          |
| 64335471   | 24.7.11 04:27  | 13.10.11 19:43       | 81.64                        | 9                      | 8                | 0                                 |                                       |
| AFASRAAA   | 29.9.11.05-09  | 19 10 11 15-01       | 20.41                        | 6                      | 6                | 0                                 | <ul> <li>Event Type String</li> </ul> |



#### Make a new case attribute

Use Start month

| 00  |  |                                 |     | rosoft Excel        | IoCash - Mid | SAP_Ord            |                    |                  | 3 - C - 1                          | X.  |
|-----|--|---------------------------------|-----|---------------------|--------------|--------------------|--------------------|------------------|------------------------------------|-----|
| 0 @ | e 🕜                                      |                                 |     | QPR ProcessAnalyzer | View         | Data Review        | yout Formulas      | Insert Page Lay  | Home Home                          | P   |
|     | 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1 | Include Exclu<br>Only<br>Filter | P 2 |                     | ence Cases   | Profiling Path Int | Flowchart Duration | ispace *         | Int User Pr<br>Manager Wor<br>Tool | Sta |
| _   | 7. Help                                  | Filter                          | 19  |                     | egoia.       |                    | 6                  |                  | A113                               | -   |
|     | tings                                    | K Se                            | 14  | 1                   | н            | G                  | F                  | E                | D                                  |     |
|     | tongs<br>how                             |                                 |     |                     | н            | 0                  | - P                | E                | U                                  | 1   |
|     |  |                                 |     | st 💌 StartMonth 💌   | Duant Co.    | west Tune Count    | Front County and   | Duration Dave a  | End Time 💌                         |     |
|     | All:                                     | 100                             |     | 0 2011/07           | 6            | vent type count    | 6                  | 12.85            | 23.7.11 16:48                      |     |
| 1   | Limit To: 1000                           |                                 |     | 0 2011/08           | 6            |                    | 6                  | 17.72            | 14.9.11 06:29                      |     |
|     | olumns                                   | -                               |     | 0 2012/01           | 5            |                    | 5                  | 17.20            | 3.2.12 18:29                       |     |
|     |  |                                 |     | 0 2012/01           | 7            |                    | 8                  | 19.52            | 10.2.12 23:18                      |     |
| -   | ent Count for Event Typ                  |                                 |     | 0 2011/07           | 7            |                    | 7                  | 22.01            | 29.7.11 18:24                      |     |
| -   | Noneo                                    |                                 |     | 0 2011/05           | 6            |                    | 6                  | 17.34            | 16.6.11 12:14                      |     |
|     | ise Attributes:                          |                                 |     | 0 2011/05           | 8            |                    | 8                  | 33,96            | 29.6.11 15:10                      |     |
| *   | None>                                    | 1                               |     | 0 2011/07           | 6            |                    | 6                  | 79.85            | 11.10.11 14:14                     |     |
|     | ent Attributes:                          | Đ                               |     | 0 2011/10           | 5            |                    | 5                  | 6.32             | 4.11.11 18:53                      | Î   |
|     | None>                                    |                                 |     | 0 2011/11           | 6            |                    | 6                  | 76.05            | 19.1.12 05:29                      | į   |
|     | Duration Groups                          |                                 |     | 0 2011/06           | 6            |                    | 6                  | 13.63            | 18.6.11 14:48                      |     |
| 1   | Second F Min                             |                                 |     | 0 2011/08           | 3            |                    | 3                  | 29.54            | 17.9.11 16:43                      | ,   |
| se  |  |                                 |     | 0 2011/05           | 5            |                    | 5                  | 17.29            | 10.6.11 16:40                      | 1   |
|     | Hour Day                                 |                                 |     | 0 2012/01           | 4            |                    | 4                  | 23.68            | 21.2.12 06:46                      | į   |
| th: | Week Mor                                 |                                 |     | 0 2011/11           | 6            |                    | 6                  | 76.14            | 22.1.12 08:46                      | 1   |
|     | Quarter Yea                              |                                 |     | 0 2011/06           | 9            |                    | 9                  | 30.85            | 24.7.11 03:51                      | Ĺ   |
|     | Starts                                   |                                 |     | 0 2011/07           | 5            |                    | 5                  | 17.29            | 30.7.11 06:37                      | 2   |
|     |  |                                 |     | 0 2012/01           | 4            |                    | 4                  | 5.81             | 17.1.12 10:42                      | 1   |
| 20  | Weekday 🔽 Mor                            |                                 |     | 0 2011/11           | 6            |                    | 6                  | 16.28            | 16.12.11 06:38                     | \$  |
|     | Year                                     |                                 |     | 0 2012/02           | 6            |                    | 6                  | 18.35            | 2.3.12 17:58                       | 5   |
|     | Ends                                     |                                 |     | 0 2011/08           | 5            |                    | 5                  | 15.84            | 12.9.11 15:33                      | б   |
| sh  | Weekday T Mor                            | *                               |     | 0 2011/07           | 8            | Table Flowchart    | 9<br>Analysis Case | Analysis Profile | 13.10.11 19:43                     |     |

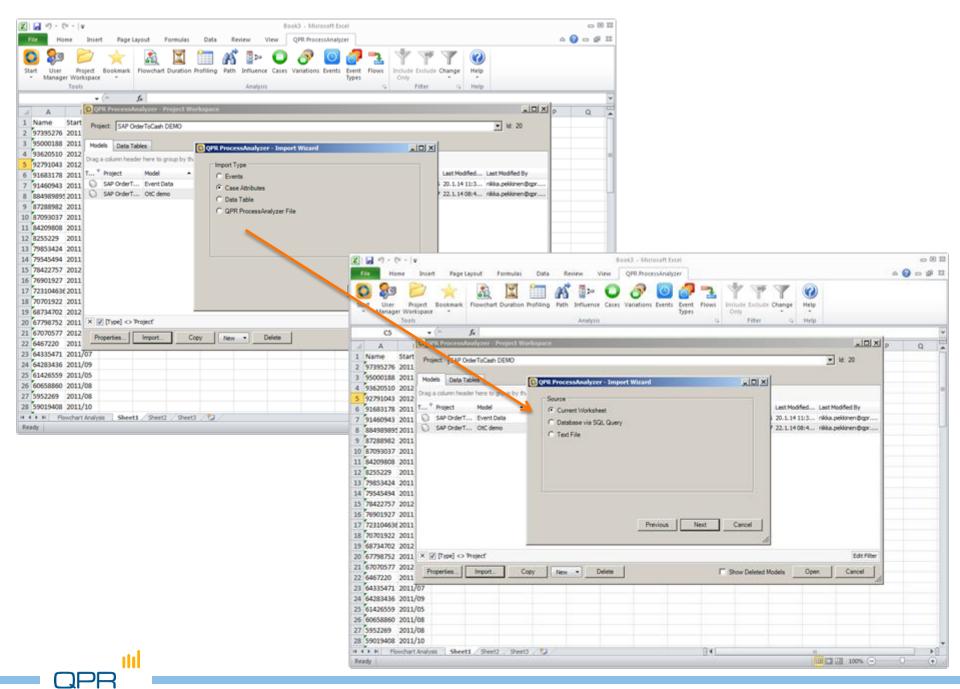


#### Prepare data for import

- Make an "importable" data set
- Copy to an empty sheet
  - Delete extra information and headers
- Import as Case attributes

| X   | 🖌 19 - (              | 4 ×   1 | v            |               |              |          |            |      |                       | B       | ook3 - M  | crosoft I | bicel            |        |                    |         |           |          |              |       |     | 0 |
|-----|-----------------------|---------|--------------|---------------|--------------|----------|------------|------|-----------------------|---------|-----------|-----------|------------------|--------|--------------------|---------|-----------|----------|--------------|-------|-----|---|
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| St. | art User<br>Manage    |         |              |               | lowchart Du  | uration  | Profiling  | Path | Influence<br>Analysis |         | Variation | s Event   | s Event<br>Types | Only   | e Exclus<br>Filter | e chang | e Help    |          |              |       |     |   |
|     |                       | _       | v (n         | fe<br>cession |              | iect W   | orisaace   |      |                       |         |           |           |                  |        |                    |         |           |          | 10           | x     |     |   |
| 4   | A                     |         |              |               | 1100         | Jecce II | on support |      |                       |         |           |           |                  |        |                    |         |           |          |              | - P   |     | Q |
| 1   | Name                  | Start   | Project      | SAP Order     | rToCash DE   | MO       |            |      |                       |         |           |           |                  |        |                    |         |           | • k      | d: 20        |       |     |   |
| 2   | 97395276              |         | _            |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
| 3   | 95000188              |         |              | Data Table    | es -         |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
| 4   | 93620510              |         | Drag a colum | n header l    | here to gros | ap by th | at column  |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
| 2   | 92791043              |         | T * Projec   |               | Model        |          | Created (  | ~    | Created By            |         | ab a      |           |                  | o      |                    | 1 with  | and the d | Last Mod | Med Dr.      | 3 H - |     |   |
|     | 91683178              |         |              |               | Event Data   |          | 24.5.13 1  |      |                       | /       | 9         |           | 270 1            | CO C   |                    |         |           |          | klänen Bapr. | -1-   |     |   |
|     | 91460943<br>884989895 |         |              |               | Ott demo     |          |            |      | rikka.pekki           | nen Bo. |           |           | 635 10           | 5      |                    |         |           |          | klinen Øgpr. | _     |     |   |
|     | 87288982              |         | 0            |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              | -     |     |   |
|     | 87093037              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 84209808              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              | - 1-  |     |   |
|     | 8255229               |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 79853424              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 79545494              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 78422757              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 76901927              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 723104636             |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 70701922              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     | 68734702              |         |              |               |              |          |            |      |                       |         |           |           |                  |        |                    |         |           |          |              |       |     |   |
|     |                       |         | X V Dyp      | a] <> Pro     | (ject'       |          |            |      |                       |         |           |           |                  |        |                    |         |           |          | Edit Filt    | er    |     |   |
|     | 67070577              |         |              |               |              |          | II         |      |                       |         | 1         |           |                  | -      |                    |         | -         | _        | Count        | 1     |     |   |
| 22  | 6467330               | 2011    | Propertie    | <u> </u>      | import       | 0        | opy        | New  | •                     | )elete  |           |           |                  | ☐ Show | Deleted            | Models  | Opt       | 5n       | Cancel       | 1     |     |   |







#### Import

- Remember to choose "Add to Existing"
  - Project / model name may be different in the screenshot than in your example

| 🔕 QPI | R ProcessAnalyz | er - Import Wizard  |             | -OX    |
|-------|-----------------|---------------------|-------------|--------|
| -Des  | tination        |                     |             |        |
| 0     | Create New      |                     |             |        |
|       | Project:        | SAP OrderToCash DEI | MO 🔽 Id: 20 |        |
|       | Model Name:     | Sheet1              |             |        |
| ۲     | Add To Existing |                     |             |        |
|       | Project:        | SAP OrderToCash DEI | MO 🔽 ld: 20 |        |
|       | Model Name:     | OtC demo            | ▼ Id: 2540  | 00     |
|       |                 |                     |             |        |
|       |                 | Previo              | ous Import  | Cancel |
|       |                 |                     |             |        |



#### Profile

Profile the new case attribute "Start Month"

| fi   | Home In                                  | sert Page Lay  | out For        | tias D        | ata Re     | new View     | QPR Proc      | essAnalyzer | 1         |      |                |                   | ۵ 🕜                      | - # X   |
|------|--|--|----------------|---------------|------------|--------------|---------------|-------------|-----------|------|----------------|-------------------|--------------------------|---------|
| C ta | t User Projec<br>Manager Worksp<br>Tools |  | and the second | ration Profil | ing Path   | Influence Ca | Ses Variation |             | vent Flow |      | Exclude Change | ()<br>Hels        | p                        |         |
|      | A1                                       | - (- ),  | Cases:         | 106, Events   | : 635      | anagan.      |               |             |           | 28.1 |                |                   | P. 1                     |         |
| 1    | A  | В  | D              | E             | F          | G            | н             | 1           | SI.       | К    | E N            | 1                 | ettings                  | * X     |
|      | Cases: 106, Events                       |  |                |               |            |              |               |             |           |      |                |                   | Analysis For             |         |
|      | Case Profiling                           | <ul> <li>A state of the sta</li></ul> |                |               |            |              |               |             |           |      |                |                   | ( Cases                  |         |
| ł    | case Froming                             | Allalysis  |                |               |            |              |               |             |           |      |                |                   | C Events                 |         |
| į    | Attribute Value 🔻                        | Case Count   |                | -             |            |              |               |             |           |      |                |                   |                          |         |
|      | 2011/08                                  | Case Count +   |                |               |            |              | 100           |             |           |      |                | 1                 | Profiled Attribute: Stat | Morth 💌 |
| ÷    | 2011/00                                  | 14   |                |               |            |              |               |             |           |      |                | 1                 | Format as Text           |         |
|      | 2012/02                                  | 13   |                |               |            |              |               |             |           |      |                |                   | Show                     |         |
|      | 2011/06                                  | 12   |                |               |            |              |               |             |           |      |                |                   | C All:                   |         |
|      | 2011/07                                  | 12   |                |               |            | 1            |               |             |           |      |                |                   | States and the second    | a       |
|      | 2012/01                                  | 12   |                |               |            | 6            |               |             |           |      |                |                   | 1100 1                   | 3       |
| ł    | 2011/09                                  | 9  |                |               | 1.1        |              |               |             |           |      |                |                   | Show Others              |         |
|      | 2011/10                                  | 8  |                |               |            |              |               |             |           |      |                |                   |                          |         |
|      | 2011/05                                  | 7  |                |               |            |              |               |             |           |      |                |                   |                          |         |
| ĺ    | 2011/12                                  | 5,   |                |               |            |              |               |             | -         | -    |                |                   |                          |         |
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| 1    | H Profiling Anal                         | ysis Flowchart   | Analysis       | Sheet1        | Sheet2 / S | heet3        | িৰিব          |             | 10        |      |                |                   |                          |         |
|      | dy                                       |  |                |               |            |              |               |             |           |      |                | And in the second | 100% 🕤 👘 🖯               |         |



#### Excel tricks...

- Tip: Change the graph in Excel
  - Pie chart is not good for time series data

| 2                                   | 🖬 47 - (4 - 14   |                                     | Book3 - Mic  | rosoft Excel                 |                             | A A disc.     | 0 B II   |
|-------------------------------------|--|-------------------------------------|--|------------------------------|-----------------------------|---------------|--|
| -                                   | Ne Home Ins  | ert Page Layout                     | Formulas Data  | Review View QPR P            | rocessAnatyzer Design       | Layout Format | 4 🕜 o 🕼 🕮  |
|                                     | hange Save As  | witch Select<br>Column Data<br>Data | Chart Layouts  |                              | Ohart Style                 |               | Move<br>Chart<br>Lection   |
|                                     | Chart 2  | • (* f.                             | «SERIES(, 'Profiling Ana   | lysis'ISASS:SAS14,'Profiling | Analysis'(\$8\$5:\$8\$14,1) |               | ×  |
| 4                                   | A  | 8                                   | Change Chart Type  |                              |                             | 21×1          | M A Settings * X   |
| 7<br>8<br>9<br>10<br>11<br>12<br>13 | 2012/02<br>2011/06<br>2011/07<br>2012/01<br>2011/09<br>2011/10<br>2011/05<br>2011/12 | Analysis                            | Column<br>Column<br>Column<br>Column<br>Column<br>Column<br>E Bar<br>Bar<br>Bar<br>Sar<br>Sar<br>Sar<br>Sourface<br>Coughnut<br>Stock<br>Sourface<br>Coughnut<br>Bubble<br>Radar<br>Manage Templates | Column                       |                             |               | Analysis For<br>Analysis For<br>Cases<br>C Events<br>Profiled Attribute: StartMorth<br>Profiled Attribute: S |
|                                     |  | nis / Rendert Ar                    | alyss / Sheet1 / Sheet   | 1 / Seed. (\$) []4[          |                             |               | *<br>* * * *   |

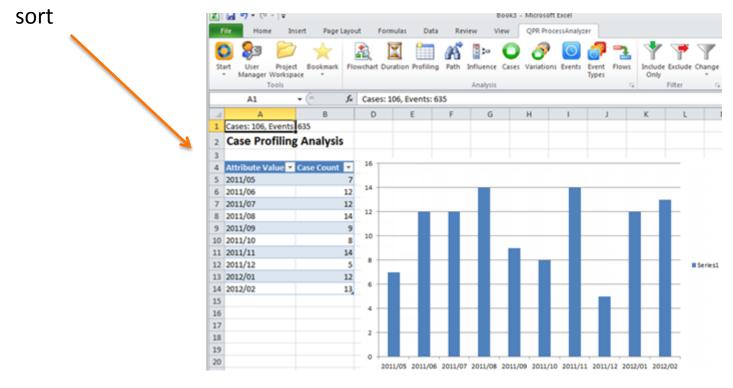


#### **Final statistics**

111

Sort and you'll see number of Orders /month

 Typical thing to do when validating the consistency between the source system and QPR ProcessAnalyzer



## Advanced

#### Compare monthly lead times



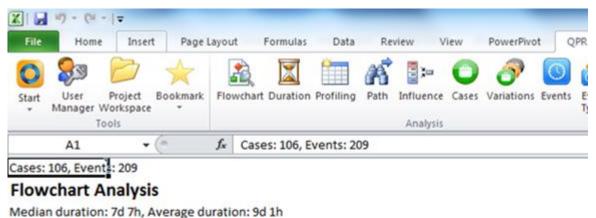
#### Problem

- We wish to
  - benchmark the OtC process by start month
  - compare the monthly cycle time

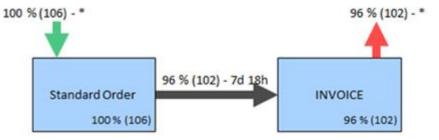


#### ...continue

Select the lead time of interest by appropriate filtering

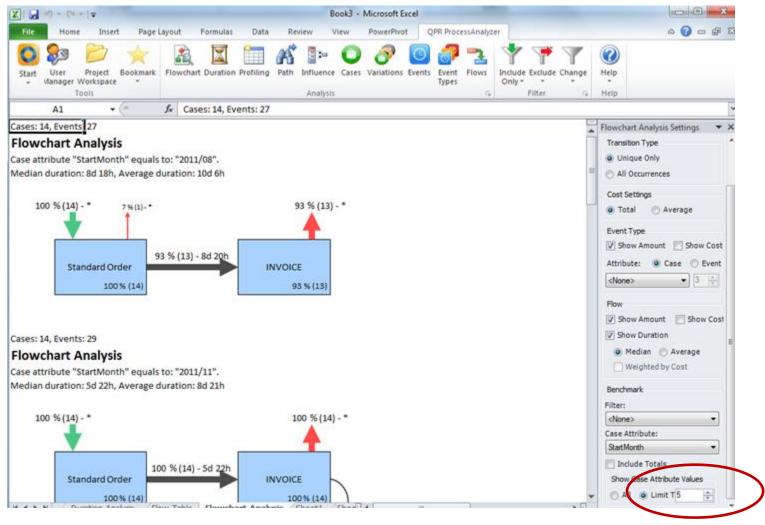






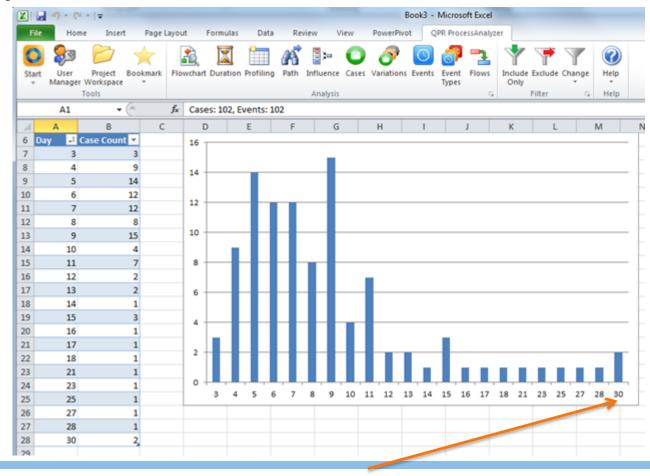


#### Benchmark



#### Check time-window consistency

- Check how long lead times exist
- Filter if necessary



#### Flows

Use the flow report to make nice graphs

|                                       |                   |   |             | Book3 - Microsoft Exc                               | el                        |   | - 0 - X                    |
|---------------------------------------|-------------------|---|-------------|---|---------------------------|---|----------------------------|
| File Home Insert                      | Page Layout       | Formulas D  | ata Review  | w View PowerPivot                                   | QPR ProcessAnalyzer       |   | ي 🕜 د                      |
| Start<br>* Manager Workspace<br>Tools | Bookmark Flowchar | t Duration Profil   | ing Path In | 📑 🏣 💽 🔗  <br>fluence Cases Variations E<br>Analysis | Type: Only                | Exclude Change  | Welp<br>Help               |
| A41 -                                 | (* fx             |   |             |   |                           |   |                            |
| A                                     | В                 | F   | 1           | J   | K                         | L   | Flow Analysis Settings 🔹 👻 |
| Cases: 106, Events: 20                | 9                 |   |             |   |                           |   | Show                       |
| 2 Flow Table                          |                   |   |             |   |                           |   | Minimum Flow Volume:       |
| 3                                     |                   |   |             |   |                           |   | 0,0                        |
| 1                                     |                   |   |             |   |                           |   | Show Occurrency            |
| Start                                 | 🕶 End 💌           | StartMonth  | Count 💌     | Successor Probability 💌                             | Predecessor Probability 💌 | Median Dura   | Cost Settings              |
| START                                 | Standard Order    | 2011/09   | 9           | 100   | 100                       | 0   | Total     O Average        |
| 7 INVOICE                             | INVOICE           | 2011/11   | 1           | 6,666666667   | 6,666666667               | 26,6  | S lotal () Articity        |
| 8 INVOICE                             | END               | 2011/07   | 12          | 100   | 100                       |   | Benchmark                  |
| 9 INVOICE                             | END               | 2011/08   | 13          | 100   | 92,85714286               |   | Filter:                    |
| 0 INVOICE                             | END               | 2011/12   | 5           | 100   | 100                       | 0   | <none></none>              |
| 1 START                               | Standard Order    | 2011/05   | 7           | 100   | 100                       | 1   | Case Attribute:            |
| 2 INVOICE                             | END               | 2011/11   | 14          | 93,33333333   | 100                       | ).  | StartMonth                 |
| 3 START                               | Standard Order    | and the second  | 14          | 100   | 100                       | (   | Start Event Attribute:     |
| 4 INVOICE                             | END               | 2011/09   | 9           | 100   | 100                       |   | <none></none>              |
| 5 INVOICE                             | END               | 2011/10   | 7           | 100   | 87,5                      |   | Sed Event Attribute:       |
| 6 Standard Order                      | INVOICE           | 2011/10   | 7           | 87,5  | 100                       |   | <none></none>              |
| 7 START                               | Standard Order    | and the second se | 14          | 100   | 100                       |   |                            |
| 8 START                               | Standard Order    | and the second se | 12          | 100   | 100                       | and the second se |                            |
| 9 Standard Order                      | INVOICE           | 2012/01   | 10          | 83,33333333   | 100                       | 1   |                            |
| 0 START                               | Standard Order    | and the second se | 5           | 100   | 100                       |   |                            |
| 1 Standard Order                      | INVOICE           | 2012/02   | 13          | 100   | 100                       |   |                            |
| 2 Standard Order                      | INVOICE           | 2011/06   | 12          | 100   | 100                       | 8.29  |                            |

QPF

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# Exercises & further information

#### Individual exercises

The data in this Excel workbook can be used to find answers to following 10 exercise questions:

- 1. How big percentage of orders is invoiced?
- 2. What product is most often delivered by Supplier?
- 3. What are the 3 most common reasons for the order to be returned by customer ("Return w Notific.")
- 4. Which customer group is most likely to change their Order
- 5. What is the total cost of all Sales Orders?
- 6. What is the total cost of Orders that are returned with notification?
- 7. What is the most important reason for OrderToCash process to last for more than 80 days?
- 8. Comparing to average orders, what is the main reason for those orders to take so much time?
- 9. What is the most common process variation and how many orders belong to that variation?
- 10. What is the Order Number (name) of the order where the sales order is changed after the shipment has been done?

#### **QPR** ProcessAnalyzer Certification Test

- Measures knowledge in the key concepts of QPR ProcessAnalyzer and the user's proficiency in using the software for analyzing data
- Link to the test available from Customer Care



#### **Further Information**

- Wiki: <u>http://devnet.qpr.com/pawiki</u>
- Support area: <u>http://www.qpr.com/products/qpr-processanalyzer-support.htm</u>
- ABPD group in LinkedIn: <u>http://www.linkedin.com/groups/Automated-Business-</u> <u>Discovery-Professionals-3325777</u>

