

WEBINAR

Generate & Deliver Targeted Financial Reports – Automate & Scale



Today's Presenters:



ALLAN PYM
COO



ALAN GOLDING
Solution Consulting Manager



TOMMASO ALBERGHINI
Solution Consultant



Who is APOS?

- Formed in 1992
- Focus on BI & Analytics solutions
- Software solutions to enable BI platform management, BI report publishing, and analytics data connectivity
- Simplifying, automating, extending SAP Analytics Cloud, SAP BusinessObjects, and SAP data analytics
- Strategic SDK development and consulting
- Hundreds of customers globally





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within 24
hours



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the **handouts**
in the panel



Tell us how
we did in the
survey

Today's Session

Key Topics

- Financial Reporting Relevance
- Common Criteria for Report Generation and Distribution
- Challenges of Report Generation and Distribution
- Customer Use Cases
- APOS Publisher for Cloud – Features, Capabilities, Scenarios
- Q&A – see webinar console

Information Recipients



Finance
Teams



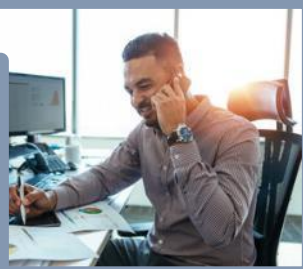
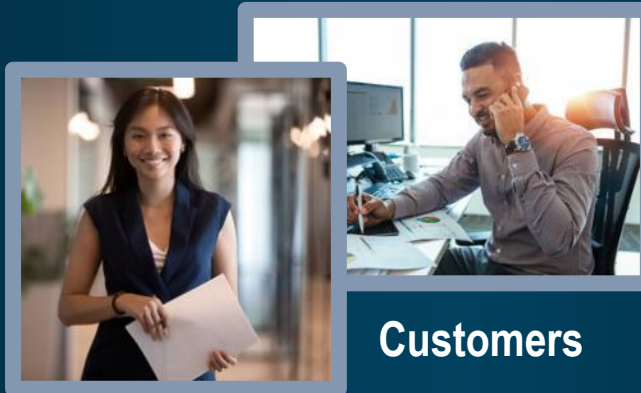
Executives



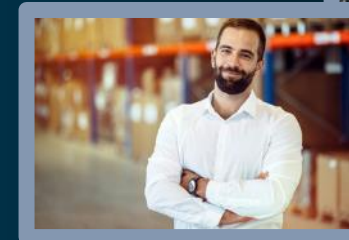
Suppliers



Sales
Teams



Customers



Store
Managers

APOS Publisher for Cloud

APOS Publisher for Cloud is a software solution that automates the generation of personalized versions of reports, then distributes the reports out to targeted users and locations.

The solution functions to broadcast personalized analytics to the right people, at the right time, and in the right format.



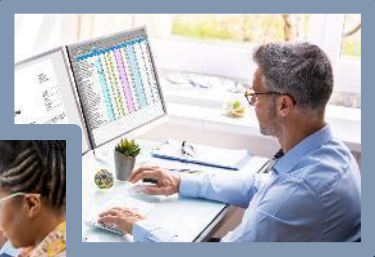
“Broadcasting”
“Bursting”

Supported Platforms:

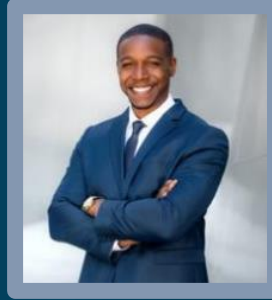
- SAP Analytics Cloud
- SAP Analysis for Office
- Power BI
- Tableau
- Google Looker



Information Recipients – Financial Reporting



Finance Teams



Executives

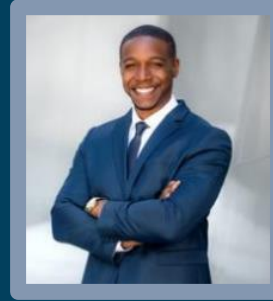


Managers

Information Recipients – Financial Reporting



Subsidiary Finance Teams
Group Finance Teams



Subsidiary Executives
Group Executives



Subsidiary Managers
Group Managers



Investors



Regulators



Board of Directors

Common Criteria for Report Broadcasting Needs

- Distributed Information Needs

Teams or networks of information consumers who need to receive the same report information



Common Criteria for Report Broadcasting Needs

- Distributed Information Needs
- **Personalized Reporting**

Reports must be tailored to the scope of each recipient with filtering of data by cost center, region, subsidiary, etc.



Common Criteria for Report Broadcasting Needs

- Distributed Information Needs
- Personalized Reporting
- **Consistent & Predictable Cycles**

Report content and schedule of information needs are consistent and predictable - weekly, monthly, quarterly reporting



Common Criteria for Report Broadcasting Needs

- Distributed Information Needs
- Personalized Reporting
- Consistent & Predictable Cycles
- **Security & Access Control**

Role-based access, sensitive data protection



Common Criteria for Report Broadcasting Needs

- Distributed Information Needs
- Personalized Reporting
- Consistent & Predictable Cycles
- Security & Access Control
- **Strategic Recipients**

Recipient groups, typically a smaller team of strategic recipients
(Executives, Board members)



Common Criteria for Report Broadcasting Needs

- Distributed Information Needs
- Personalized Reporting
- Consistent & Predictable Cycles
- Security & Access Control
- **Strategic** or **High-Volume Recipients**

Recipient groups, typically a smaller team of strategic recipients

OR

A network of many recipients



Financial Reporting Areas That Fit These Criteria

- **Managerial Reporting:** Department performance dashboards, KPIs, planning reports
- **Statutory Reporting:** Financial statements, pre-disclosure documents
- **Group Reporting:** Entity-level views, reconciliation process support
- **Cost & Profitability Analysis:** Profitability views by product, region, business unit
- **Risk & Compliance:** Event-triggered reports (e.g. threshold breaches)
- **Audit Support:** Access to reconciliations, supporting schedules, and audit trails
- **Budget & Forecast:** Cost center level reports for plan, actuals, projection planning



Report Generation Challenges

Obstacles that Finance Teams face when creating targeted reports consistently and accurately:

- Manual Assembly of Reports

Time-consuming processes to compile data, apply filters, and format reports for different stakeholders



Report Generation Challenges

Obstacles that Finance Teams face when creating targeted reports consistently and accurately:

- Manual Assembly of Reports
- Human Error in Report Preparation

Risk of incorrect data, misapplied filters, or formatting inconsistencies — especially critical in statutory reporting



Report Generation Challenges

Obstacles that Finance Teams face when creating targeted reports consistently and accurately:

- Manual Assembly of Reports
- Human Error in Report Preparation
- Lack of Personalization

Difficulty tailoring reports to individual recipients (e.g., cost center managers, regional directors) without duplicating effort

Report Generation Challenges

Obstacles that Finance Teams face when creating targeted reports consistently and accurately:

- Manual Assembly of Reports
- Human Error in Report Preparation
- Lack of Personalization
- Inconsistent Report Formats

Challenges in delivering reports in the preferred format (PDF, Excel, etc.) for different users or use cases



Report Generation Challenges

Obstacles that Finance Teams face when creating targeted reports consistently and accurately:

- Manual Assembly of Reports
- Human Error in Report Preparation
- Lack of Personalization
- Inconsistent Report Formats
- Consolidation of Content

The creation of Briefing Books, Financial Statement packages, etc. can be impractical or not viable



Report Generation Challenges

Obstacles that Finance Teams face when creating targeted reports consistently and accurately:

- Manual Assembly of Reports
- Human Error in Report Preparation
- Lack of Personalization
- Inconsistent Report Formats
- Consolidation of Content
- Limited Scalability

Generating reports for hundreds or thousands of recipients becomes unmanageable without automation



Report Generation Challenges

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- Manual Assembly of Reports
- Human Error in Report Preparation
- Lack of Personalization
- Inconsistent Report Formats
- Consolidation of Content
- Limited Scalability



Report Distribution Challenges

Obstacles that Finance Teams face for delivering targeted reports to the right people at the right time:

- Manual Emailing or Uploading

Reliance on manual processes to send reports, increasing workload and risk of delays or delivery errors



Report Distribution Challenges

Obstacles that Finance Teams face for delivering targeted reports to the right people at the right time:

- Manual Emailing or Uploading
- Security & Access Control Risks

Difficulty ensuring that sensitive financial data is only seen by authorized recipients.



Report Distribution Challenges

Obstacles that Finance Teams face for delivering targeted reports to the right people at the right time:

- Manual Emailing or Uploading
- Security & Access Control Risks
- Lack of Scheduling & Automation

Inability to align report delivery with business cycles (e.g., monthly close, quarterly forecasts) without manual intervention



Report Distribution Challenges

Obstacles that Finance Teams face for delivering targeted reports to the right people at the right time:

- Manual Emailing or Uploading
- Security & Access Control Risks
- Lack of Scheduling & Automation
- No Audit Trail or Delivery Confirmation

Limited visibility into who received what, when, and whether the delivery was successful



Report Distribution Challenges

Obstacles that Finance Teams face for delivering targeted reports to the right people at the right time:

- Manual Emailing or Uploading
- Security & Access Control Risks
- Lack of Scheduling & Automation
- No Audit Trail or Delivery Confirmation
- Difficulty Managing High-Volume Distribution

Sending personalized reports to large networks
(e.g., store managers, regional teams) without
errors or performance issues



Report Distribution Challenges

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Solution Consulting Manager
APOS

How to Overcome these Challenges

Publisher for Cloud: the automated, dynamic, rules-based report publishing platform

- Reduces Manual Effort

Automates the repetitive task of assembling and distributing reports, freeing up finance teams to focus on analysis and strategic decision-making



How to Overcome these Challenges

Publisher for Cloud: the automated, dynamic, rules-based report publishing platform

- Reduces Manual Effort
- Minimizes Human Error

Removes the risk of manual mistakes in report preparation, filtering, and delivery — especially critical in statutory and audit-ready reporting



How to Overcome these Challenges

Publisher for Cloud: the automated, dynamic, rules-based report publishing platform

- Reduces Manual Effort
- Minimizes Human Error
- Ensures Precision in Personalization

Delivers tailored reports to each recipient based on their role, region, or responsibility, using dynamic filters and secure access controls.



How to Overcome these Challenges

Publisher for Cloud: the automated, dynamic, rules-based report publishing platform

- Reduces Manual Effort
- Minimizes Human Error
- Ensures Precision in Personalization
- Improves Timeliness and Consistency

Supports scheduled, cyclical report delivery aligned with business cadences (e.g., monthly close, quarterly forecasts)

How to Overcome these Challenges

Publisher for Cloud: the automated, dynamic, rules-based report publishing platform

- Reduces Manual Effort
- Minimizes Human Error
- Ensures Precision in Personalization
- Improves Timeliness and Consistency
- Enhances Security and Compliance

Enforces strict data access rules, ensuring sensitive financial data is only seen by authorized users — critical for regulatory and audit scenarios



How to Overcome these Challenges

Publisher for Cloud: the automated, dynamic, rules-based report publishing platform

- Reduces Manual Effort
- Minimizes Human Error
- Ensures Precision in Personalization
- Improves Timeliness and Consistency
- Enhances Security and Compliance
- Scales Effectively

Whether distributing to thousands of managers or a small group of strategic executives, Publisher for Cloud handles volume without compromising quality or control

APOS Publisher for Cloud – Key Functionality

- Dynamic Rules
- Filters/Variables
- Security Integration
- Formats & Destinations
- Consolidation of Multiple Reports
- Export Options
- Widget Level Broadcasting
- Integrated Scheduling
- Conditional Broadcasting
- Monitoring & Alerts



Customer Success bechtle


CUSTOMER SUCCESS STORY



USING APOS PUBLISHER FOR CLOUD TO PROVIDE SECURE BROADCASTING OF FINANCIAL REPORTS

"With APOS we now can "push" daily and monthly reports to the managing directors and board members directly from SAP Analytics Cloud. The automation options, both from a security perspective and the process improvements, save a lot of time."

Gottfried Pfeil – Group Controlling Manager, Bechtle AG



APOS PUBLISHER FOR CLOUD

Bechtle is one of Europe's leading IT service providers. It creates future-ready IT architectures encompassing on-prem and multi-cloud infrastructures, modern workplace solutions, resilient security, artificial intelligence and a full range of managed services. Bechtle's customers also benefit from smart financing solutions and a circular IT offering, helping them achieve their ESG goals. Operating from 120 locations across 14 European countries, Bechtle combines personal, local service with a digital offering as part of its global multichannel strategy. With over 15,500 employees, Bechtle is always close to its B2C and B2B customers, from SMEs to large international organisations. Bechtle is listed on the MDAX and TecDAX indexes. In 2024, the company generated a revenue of €6.31 bn.



Bechtle initially deployed SAP Analytics Cloud in 2019 on a limited basis, initially focusing on Profit & Loss (P&L) analysis. The data source for P&L analysis is SAP BW/4HANA. SAP Analytics Cloud has grown and been more widely used in Bechtle since the initial deployment.



LANDSCAPE & CORE CHALLENGE:

As an IT company, Bechtle places a high value on analytics and secure, timely communication of detailed analytical data to appropriate stakeholders. Among other analytic activities, Bechtle uses SAP Analytics Cloud for financial reporting to the Executive Board and Supervisory Board from the Controllers in its many business groups.

They were looking for ways to extend broadcasting capabilities to:



LANDSCAPE & CORE CHALLENGE:

As an IT company, Bechtle places a high value on analytics and secure, timely communication of detailed analytical data to appropriate stakeholders. Among other analytic activities, Bechtle uses SAP Analytics Cloud for financial reporting to the Executive Board and Supervisory Board from the Controllers in its many business groups.

They were looking for ways to extend broadcasting capabilities to:

- Secure reporting of financial controls, such as profit & loss statements
- Expanded communications to larger groups via daily emails

Problem: Their report distribution volume and frequency needs could not be met with the functionality provided by SAP Analytics Cloud Publications. Without flexible and secure broadcasting capabilities, they would not be able to expand SAC use cases and decommission their legacy BI system.

REQUIREMENTS:

- "Push" distribution via email of reports based on SAP Analytics Cloud stories
- Embedded reports in emails
- Secure delivery of highly sensitive data
- Trigger automation and distribution logics with SQL database



BARRIERS:

SAP Analytics Cloud Publications limitations:

- Lack of support for Excel spreadsheets limits ability of stakeholders to work with data
- Number of non-SAC recipients exceeds limits imposed by SAC Publications
- SAC limitations on available time slots for report broadcasting were problematic
- Formatting of spreadsheets is not retained in the broadcast report



OUTCOMES & CUSTOMER SUCCESS:

- Critical use cases have been met
- Critical security requirements have been met
- Rapid deployment of a reliable, scalable enterprise broadcasting solution and strategy
- Future use cases will expand ROI of SAC and APOS Publisher for Cloud

With successful broadcasting through APOS Publisher for Cloud, there is the potential for SAC to replace other SAP BusinessObjects use cases, delivering timely and accurate generation and distribution of key financial statements such as Balance Sheet and Cash Flow Statement reporting.





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Bechtle Success Story

Bechtle AG

A leading European IT service provider, operating from 120 locations in 14 European countries creating future-ready IT architectures encompassing on-prem and multi-cloud infrastructures, modern workplace solutions, resilient security, artificial intelligence and a full range of managed services.

Core Challenge

- Using SAC for financial reporting to Executive Board & Supervisory Board from Controllers in its many business groups.
- Needed to extend financial report broadcasting: secure financial controls (P&L statements); expanded communications to larger groups
- Report distribution volume and frequency needs could not be met with the functionality provided by SAP Analytics Cloud Publications
- Without flexible and secure broadcasting capabilities, they would not be able to expand SAC use cases and decommission their legacy BI system



Solution Requirements

- "Push" distribution via email of reports based on SAP Analytics Cloud stories
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- Secure delivery of highly sensitive data
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Customer Feedback

"With APOS we now can "push" daily and monthly reports to the managing directors and board members directly from SAP Analytics Cloud. The automation options, both from a security perspective and the process improvements, save a lot of time."

– Gottfried Pfeil, Group Controlling Manager, Bechtle AG

Customer Profile

Global agricultural supply management company connecting producers and consumers, supplying sustainable and quality-controlled agricultural products

Landscape

• SAP BW 7.5 • BEx Analyzer • BEx Broadcaster • Analysis for Office

Core Challenge

- Business unit Cost Center managers and other stakeholders relied on consistent delivery of financial transaction reports, business planning and forecasting reports (BEx)
- Company lost BEx Analyzer/BEx Broadcaster due to move to BW/4HANA
- Analysis for Office could replace BEx Analyzer, but SAP Analytics Cloud could not replace BEx Broadcaster capabilities

Solution Requirements

- Distribute AfO reports to Cost Center Managers
 - to email and network file locations; in Excel format
 - based on dynamic variables; based on S/4HANA filters
- Broadcasting processes managed by business users rather than IT
- Provide end-to-end management of broadcasting processes including error processing and status reporting

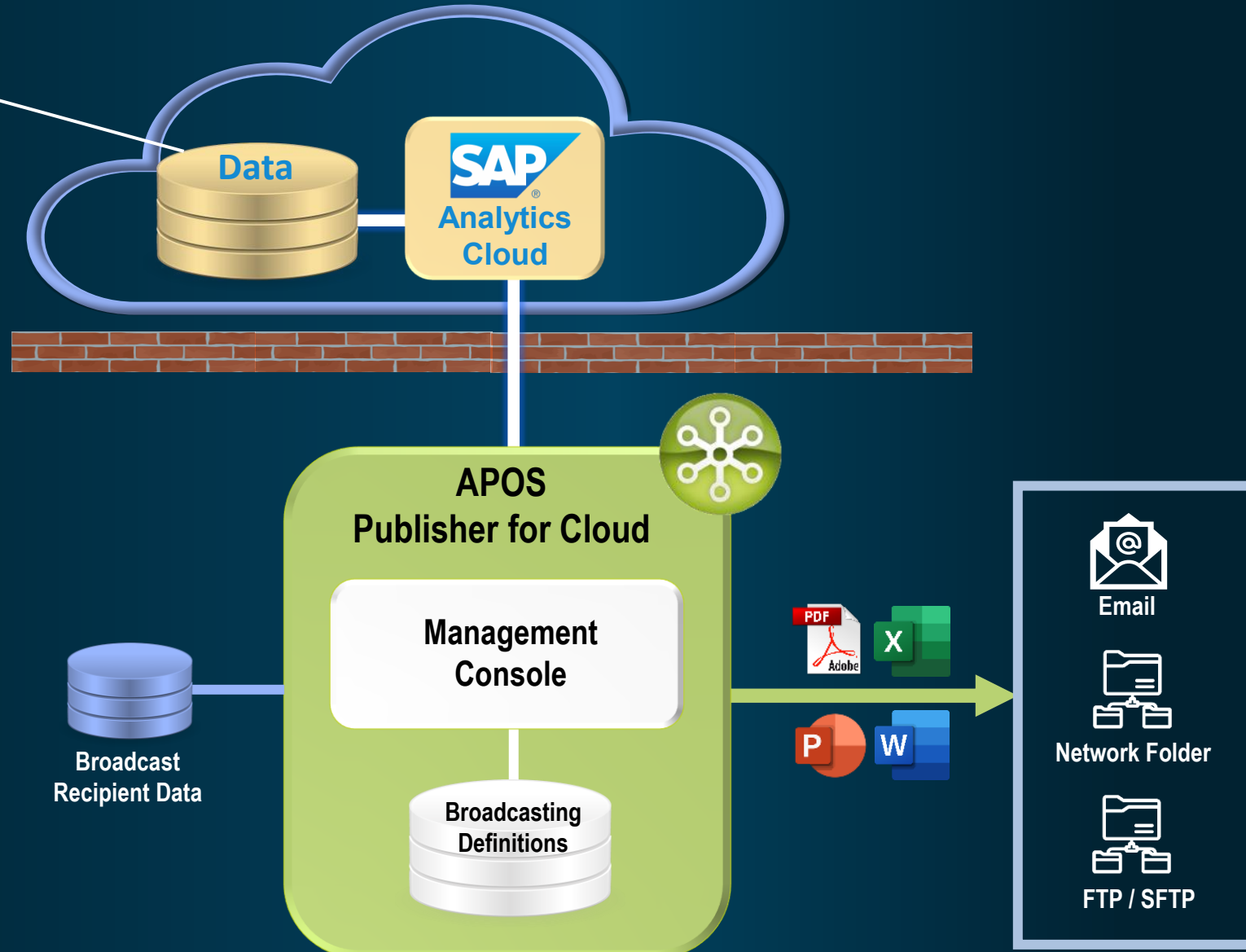
Outcomes & Customer Success

- Timely snapshot of KPIs for Cost Center managers who do not have access to SAP
- Exception type reports allowing managers to take corrective action
- Web UI allows business users to schedule and trigger report broadcasts

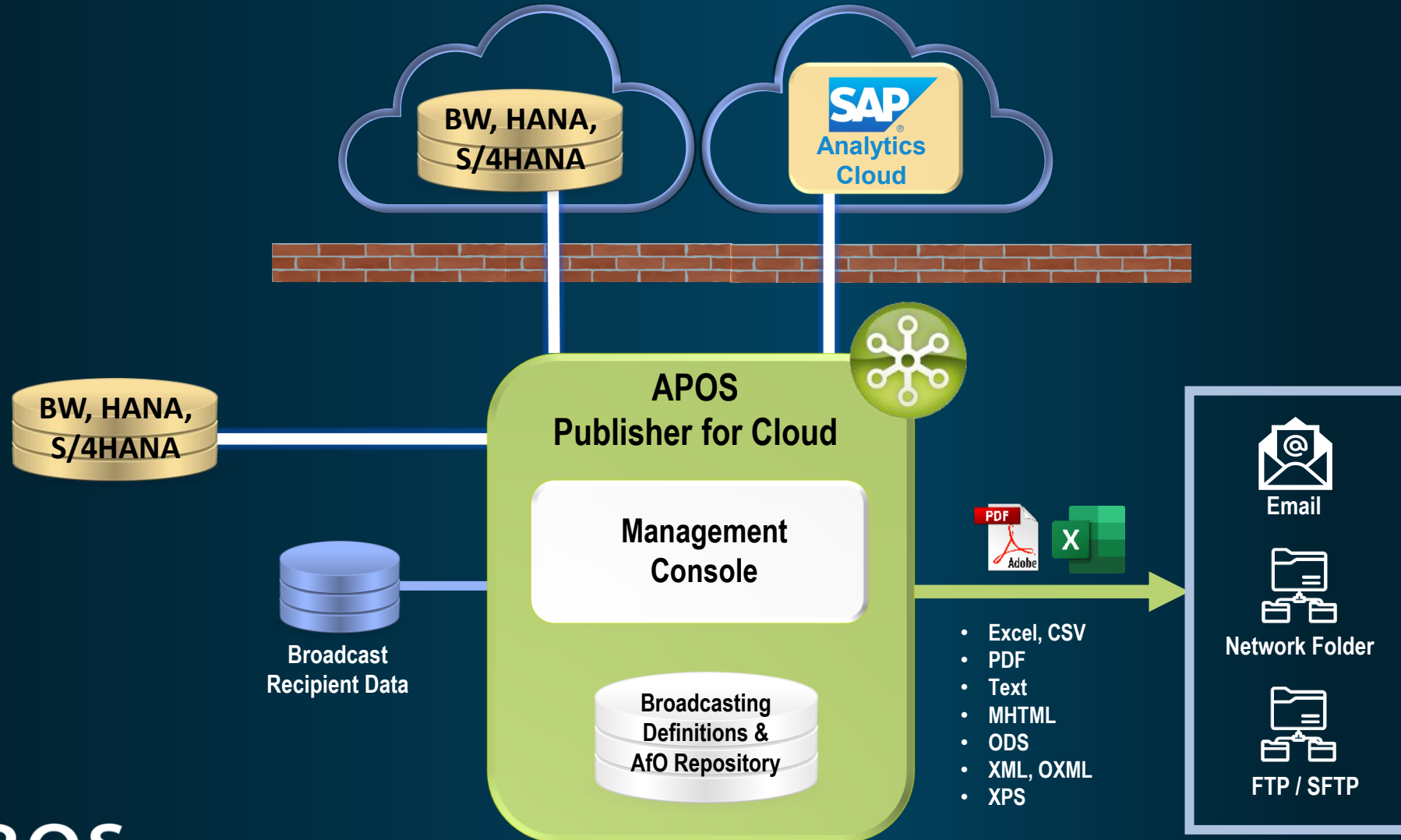
APOS Publisher for Cloud – SAC Stories

Any SAC Story

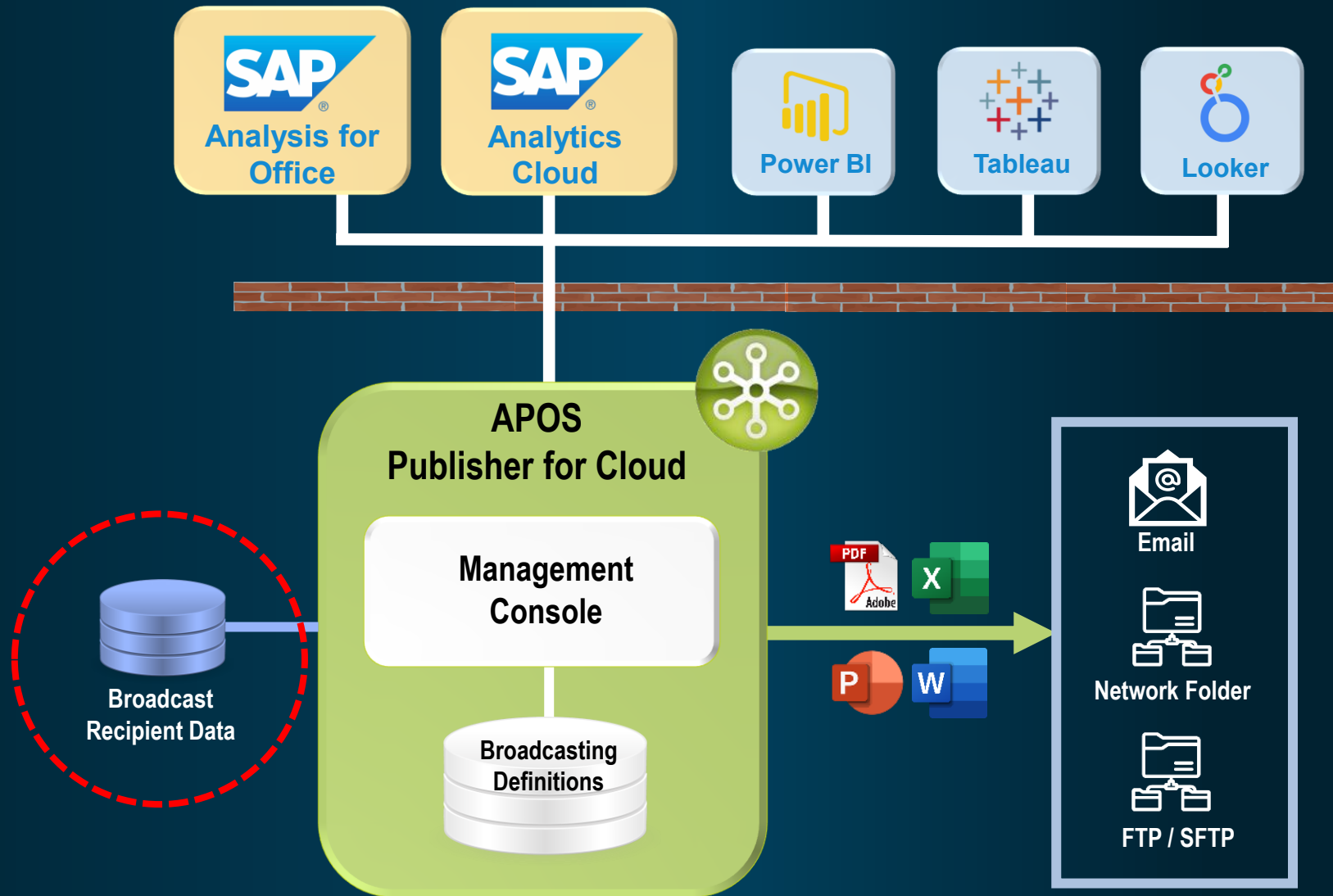
- Live & Import Data
- S/4HANA, BW, Datasphere
- SAP & Non-SAP Sources



APOS Publisher for Cloud – Analysis for Office Reports



APOS Publisher for Cloud



Broadcast Recipient Data

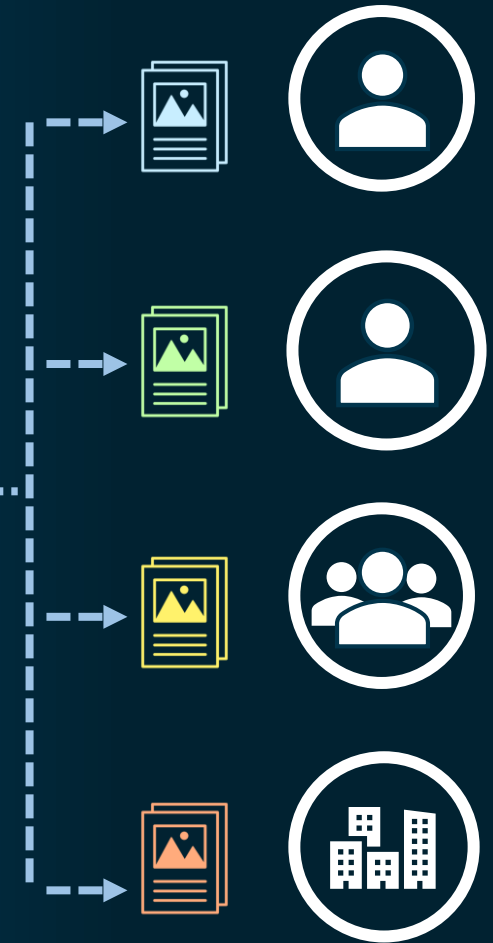
A data source provided by customer which contains values to drive dynamic report filtering and control report distribution.

Any ODBC / OLE DB data source

- Excel
- SQL Server, Oracle, etc.
- S/4HANA, Datasphere, BW, BW/4HANA



**Broadcast
Recipient Data**



The Publisher for Cloud bursting definition creates the framework and rules for the broadcast.

The Broadcast Recipient Data drives the specific values of the broadcast.

Unlimited Use Cases

	A	B	C	D
1	Email TO	FilterValue	Format	Country
2	agolding@apos.com	Acme Solutions	PDF	US
3	imurdoch@apos.com	TNT Silos	PDF	Canada
4	michelle@apos.com	Total Solutions	PDF	UK
5	john@apos.com	Windy Roads	XLS	Ireland
6	agolding@apos.com	Cash n Carrt	PDF	Mexico
7	imurdoch@apos.com	Car Manufacture	PDF	France
8	michelle@apos.com	Acme Solutions	PDF	Australia
9	john@apos.com	TNT Silos	PDF	Germany
10	agolding@apos.com	Total Solutions	PDF	Netherlands
11	imurdoch@apos.com	Windy Roads	PDF	Belgium
12	michelle@apos.com	Cash n Carrt	PDF	Argentina
13	john@apos.com	Car Manufacture	PDF	Spain
14	agolding@apos.com	Acme Solutions	PDF	Portugal
15	imurdoch@apos.com	TNT Silos	PDF	Italy
16	michelle@apos.com	Total Solutions	PDF	Thailand
17	john@apos.com	Windy Roads	PDF	Iran
18	agolding@apos.com	Cash n Carrt	PDF	Saudi Arabia
19	imurdoch@apos.com	Car Manufacture	PDF	Malaysia
20	michelle@apos.com	Acme Solutions	PDF	New Zealand
21	john@apos.com	TNT Silos	PDF	US
22	agolding@apos.com	Total Solutions	PDF	Canada
23	imurdoch@apos.com	Windy Roads	PDF	UK


Broadcast
Recipient Data


APOS
Publisher
for Cloud



Controller 1



Controller 2



Controller 3



Controller 4



Controller 5



Executive 1



Executive 2



Executive 3



Executive 4



Executive 5



Subsidiary 1



Subsidiary 2



Subsidiary 3



Subsidiary 4



Subsidiary 5



TOMMASO ALBERGHINI

Solution Consultant

Solution Demonstration – Broadcasting Scenarios

To view the demo, watch the [webinar on demand](#).

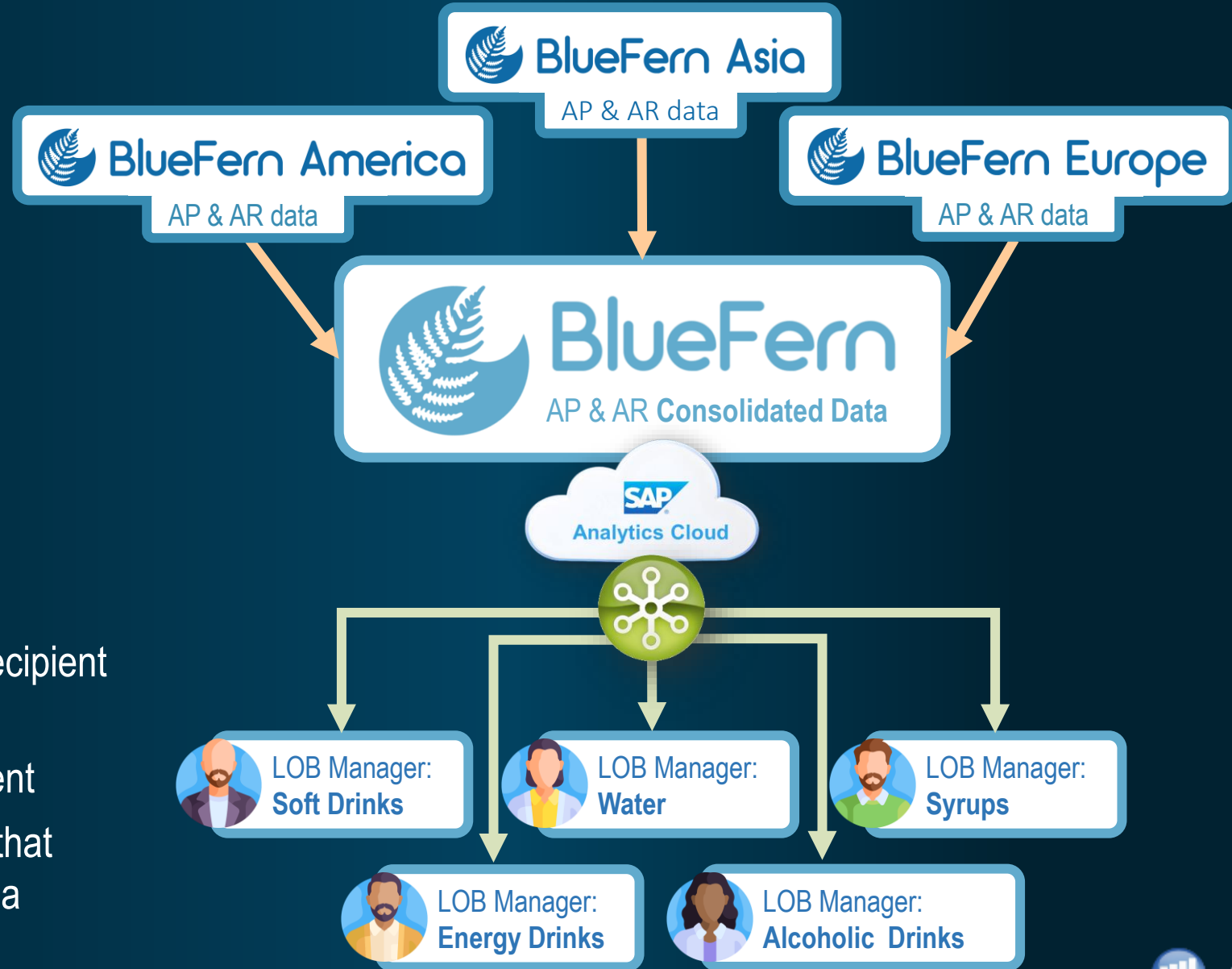
Scenario 1

SAC Stories

Distribute the Account Payable and Account Receivable to the **LOB Managers**

Requirements

- Dynamic filtering based on recipient
- Different format and analysis requirements for each recipient
- Monthly periodic scheduling that can be easily managed from a browser



Scenario 2

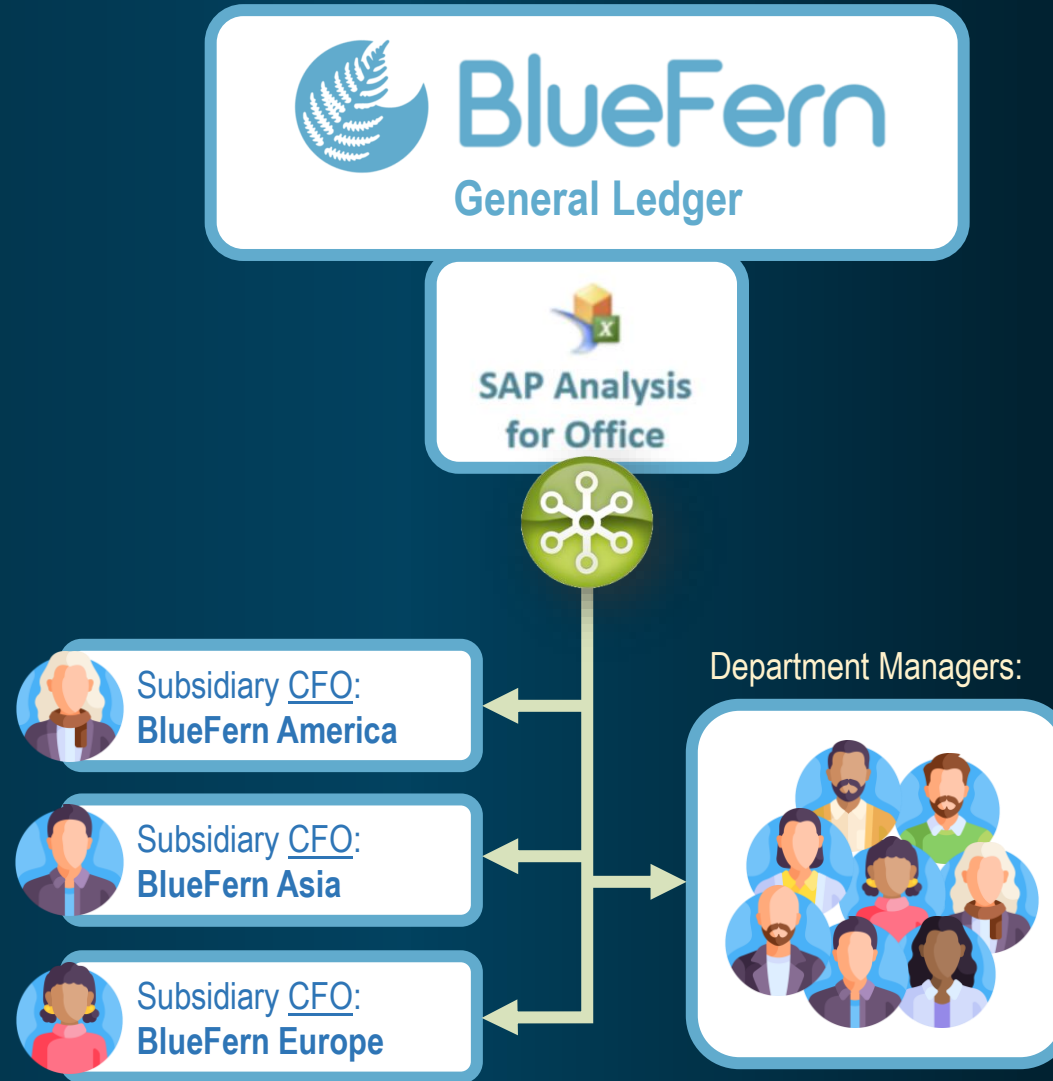
AfO Reports

Distribute the General Ledger to:

- **Subsidiary CFOs**
- **Department Managers**

Requirements

- Large quantity and heterogeneity of recipients
- Automatic bursting triggered by dataload in the datasource environment



Technical Features & Capabilities

Behind-the-scenes look:

- Bursting definitions
- Scheduling logic
- Destination configuration
- Security settings
- Optional: Database Monitor for event-triggered broadcasting



Solution Demonstration

To view the demo, watch the [webinar on demand](#).

Resources

- SCN Blog: [\(SAP\) Enhanced SAC Report Scheduling & Broadcasting](#)
- Video: [\(SAP\) Functions & Limitations of SAC Scheduling & Broadcasting](#)
- Whitepaper: [SAC Report Broadcasting](#)
- Whitepaper: [Beyond BusinessObjects – Scheduling & Broadcasting of AfO](#)
- Whitepaper: [BEx Broadcasting Replacement Strategy](#)

Next Step Options

- Review Solution Resources
- Webinar Recording
- Discovery Call
- Solution Use Case Assessment
- Solution Technical Review



Upcoming Event



Unlock Multi-Platform Broadcasting & More New Features in APOS Publisher for Cloud

Join us to explore the latest enhancements, including expanded multi-platform support for Power BI, Tableau, and Looker, and key updates that improve control, flexibility and automation.

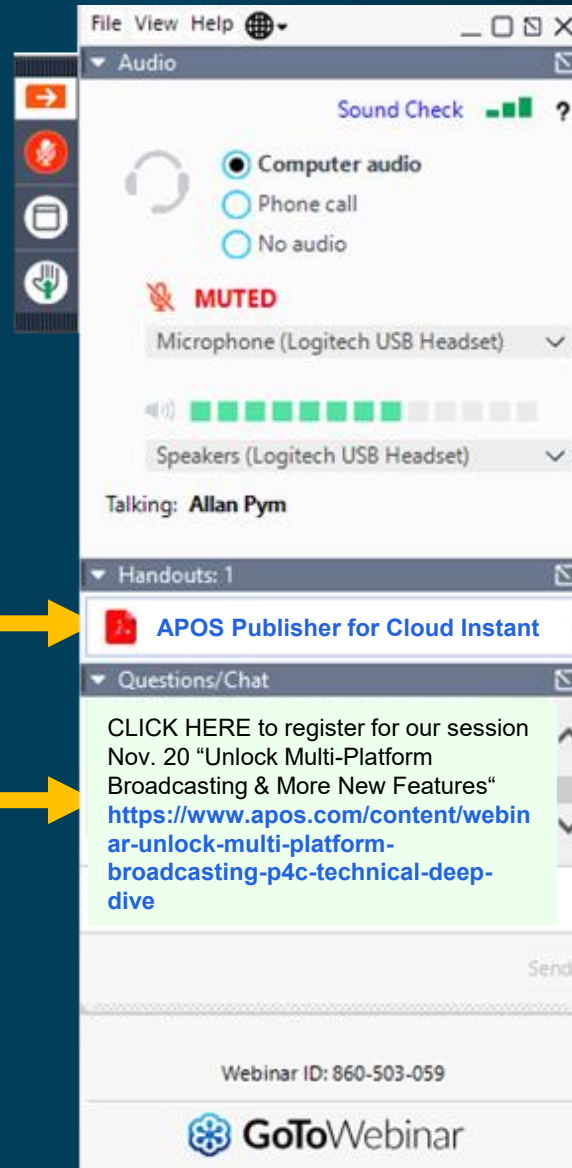
November 20 - 11am EST / 8am PST / 4pm GMT / 5pm CET

Sessions in Italian Nov. 16 & Spanish Nov. 19

Register now in PDF in handout panel or using link in Chat panel

Register for November 20

- ✓ Open the PDF in the Handout panel and click on the webinar link
- ✓ Open the Question panel and click the link in the message



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SAP Analytics Cloud and sharing your experience?

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QUESTIONS?

Please enter your questions in the Q&A panel.



Thank you!

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