

# Create your first ABC Analysis

## Welcome!

Now, your data have been imported to ABC Analyzer 5, and you are ready to create your first ABC analysis.

This guide will show you how to:

- **Create your first double ABC categorization**
- **Navigate ABC Analyzer**



Yes, I have imported my data!

**You're ready to create your first analysis**

No, I still need to import my data!

I'll fast-track through the "[Import your own data](#)" guide

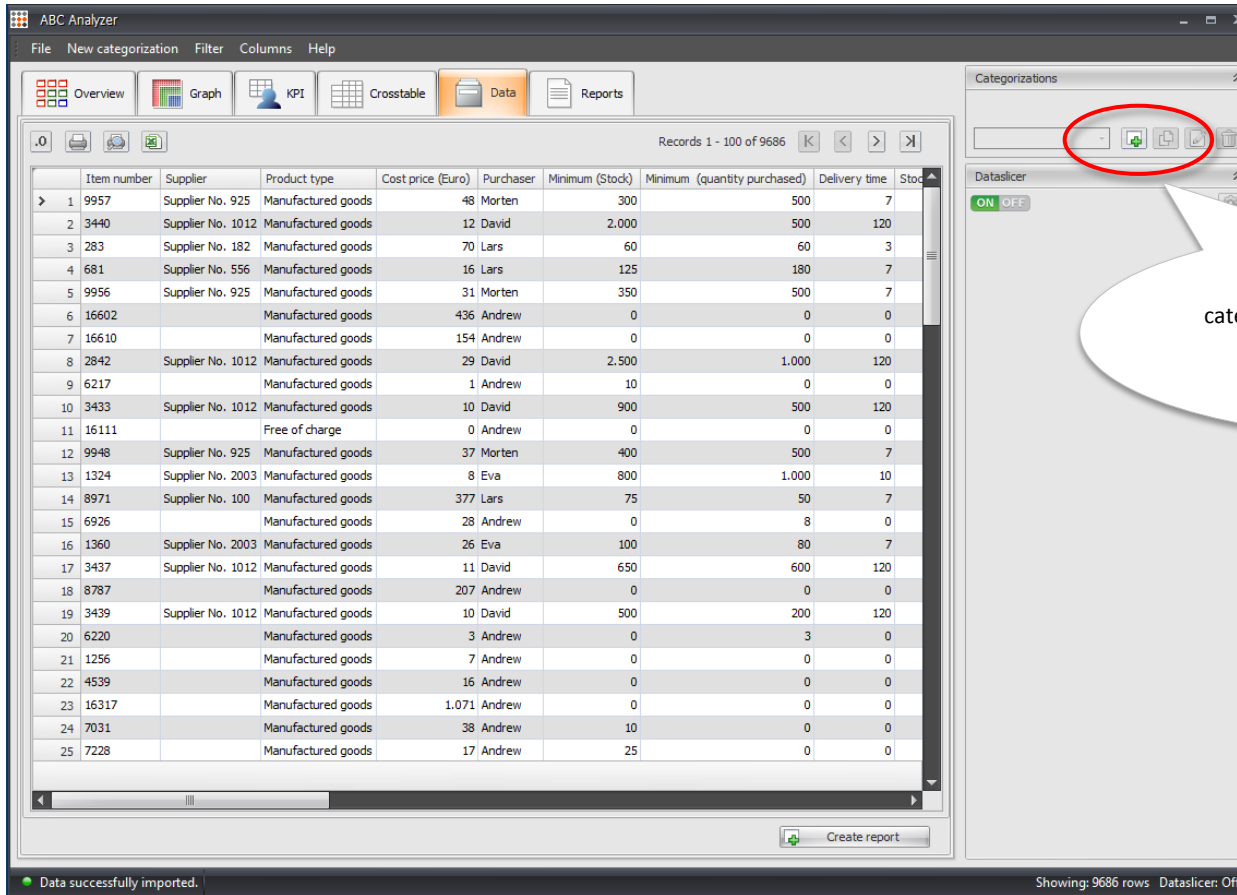
**Getting there now!**

I have no data!  
Don't worry, we have prepared a raw data file  
ready to open in ABC Analyzer:  
[http://files.abcsoftwork.com/embed/raw\\_data](http://files.abcsoftwork.com/embed/raw_data)

**Your data + ABC Analyzer  
→ Your first categorization**

# Remember "Overview" is empty until you have made a categorization.

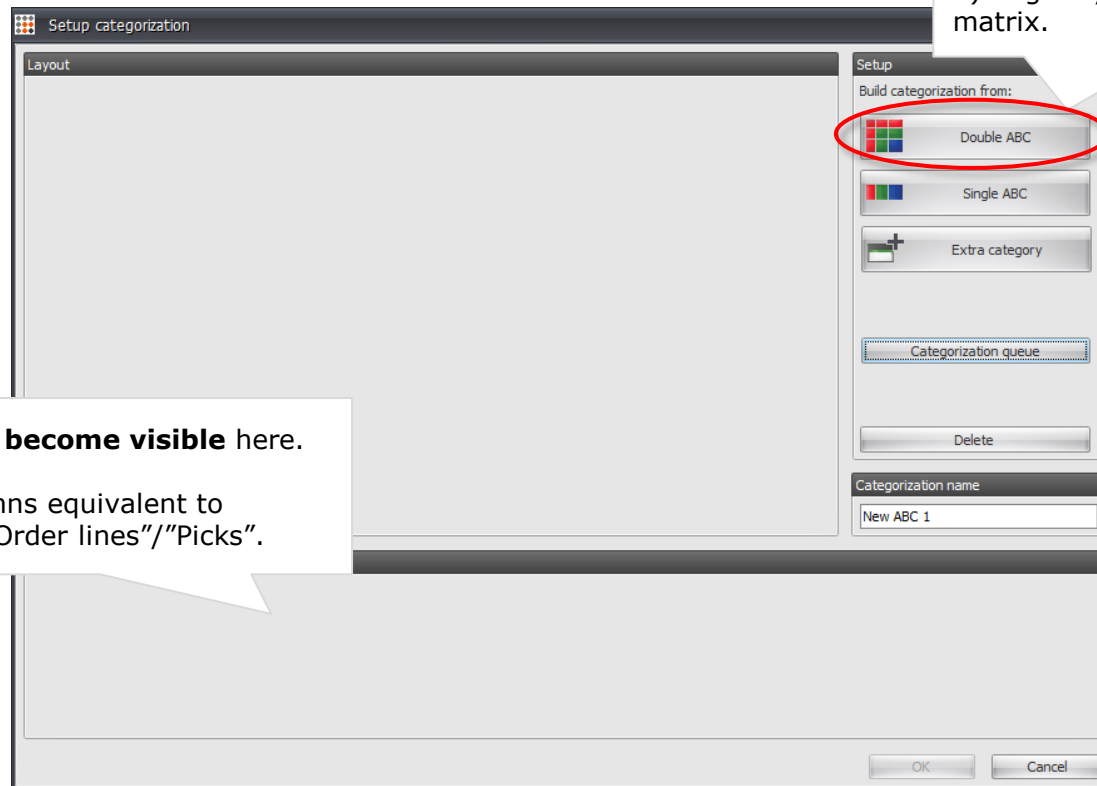
(So, the imported data are only visible at the "Data" tab.)



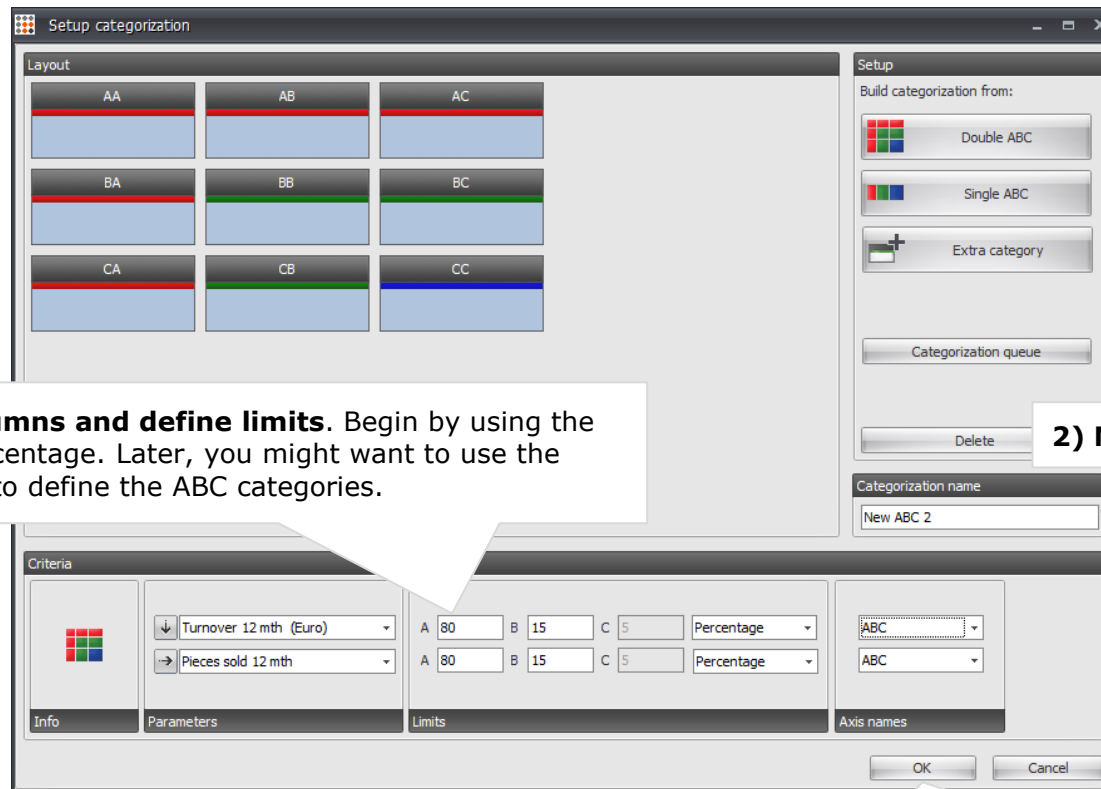
The screenshot shows the ABC Analyzer application window. The main area displays a table with 25 rows of data. The table has columns for Item number, Supplier, Product type, Cost price (Euro), Purchaser, Minimum (Stock), Minimum (quantity purchased), Delivery time, and Stock. The 'Categories' panel on the right is currently empty, and a red circle highlights the 'new categorization' icon (a green plus sign) in the top toolbar of this panel. A speech bubble points to this icon with the text: "Let's get started. Press the 'new categorization' icon with a green plus sign." Below the speech bubble is a larger version of the green plus sign icon. At the bottom of the window, a status bar shows "Data successfully imported." and "Showing: 9686 rows Dataslicer: Off".

Item number	Supplier	Product type	Cost price (Euro)	Purchaser	Minimum (Stock)	Minimum (quantity purchased)	Delivery time	Stock
1	9957	Supplier No. 925	Manufactured goods	48 Morten	300		500	7
2	3440	Supplier No. 1012	Manufactured goods	12 David	2.000		500	120
3	283	Supplier No. 182	Manufactured goods	70 Lars	60		60	3
4	681	Supplier No. 556	Manufactured goods	16 Lars	125		180	7
5	9956	Supplier No. 925	Manufactured goods	31 Morten	350		500	7
6	16602		Manufactured goods	436 Andrew	0		0	0
7	16610		Manufactured goods	154 Andrew	0		0	0
8	2842	Supplier No. 1012	Manufactured goods	29 David	2.500		1.000	120
9	6217		Manufactured goods	1 Andrew	10		0	0
10	3433	Supplier No. 1012	Manufactured goods	10 David	900		500	120
11	16111		Free of charge	0 Andrew	0		0	0
12	9948	Supplier No. 925	Manufactured goods	37 Morten	400		500	7
13	1324	Supplier No. 2003	Manufactured goods	8 Eva	800		1.000	10
14	8971	Supplier No. 100	Manufactured goods	377 Lars	75		50	7
15	6926		Manufactured goods	28 Andrew	0		8	0
16	1360	Supplier No. 2003	Manufactured goods	26 Eva	100		80	7
17	3437	Supplier No. 1012	Manufactured goods	11 David	650		600	120
18	8787		Manufactured goods	207 Andrew	0		0	0
19	3439	Supplier No. 1012	Manufactured goods	10 David	500		200	120
20	6220		Manufactured goods	3 Andrew	0		3	0
21	1256		Manufactured goods	7 Andrew	0		0	0
22	4539		Manufactured goods	16 Andrew	0		0	0
23	16317		Manufactured goods	1.071 Andrew	0		0	0
24	7031		Manufactured goods	38 Andrew	10		0	0
25	7228		Manufactured goods	17 Andrew	25		0	0

# Create your first categorization



# Creating a 9 box matrix



**1) Choose columns and define limits.** Begin by using the 80 - 15 - 5 percentage. Later, you might want to use the "actual values" to define the ABC categories.

**2) Name your categorization.**

**3) Press OK.**

# Done!

Now, you have successfully created your first ABC analysis in a matter of minutes.

## Well done!

Now, let us have a look at it.

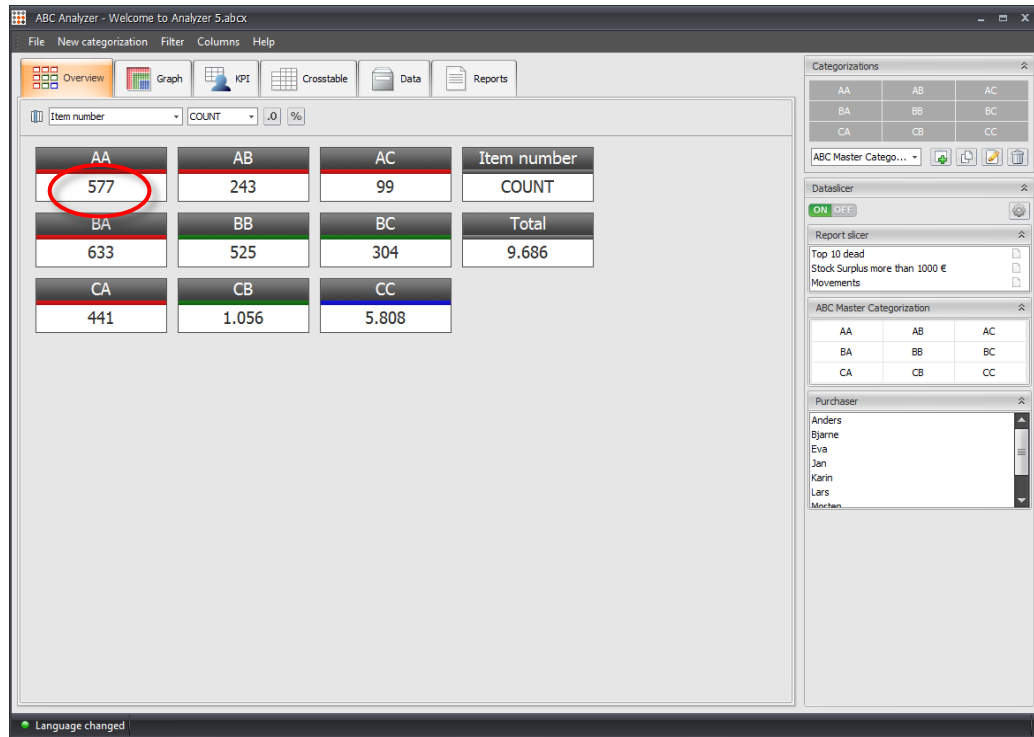
Choose the tab "Overview" to see how your products are distributed across the 9 categories.

### How many AA products define your core business?

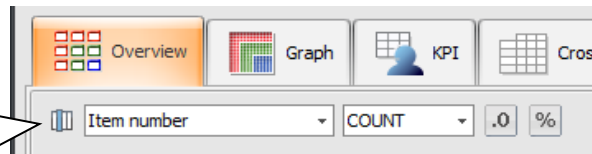
Click the number to find out which products it hides..

Or..

Investigate your key numbers using the top bar navigation.



How much do you earn per category? The answer is hidden in your data – go dig it out!



# How does my analysis look in the other tabs?



**Eager to investigate your data?**

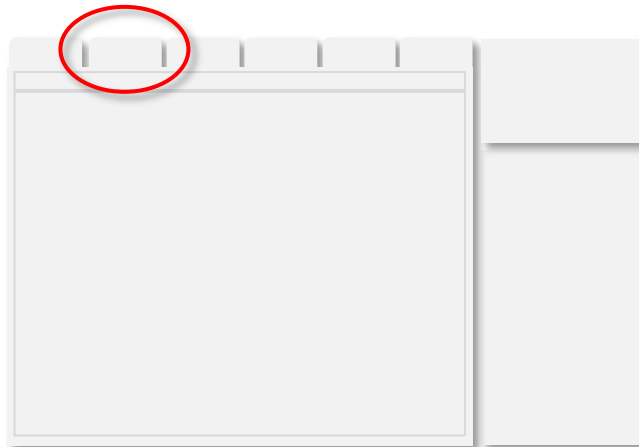
Use the different tabs in ABC Analyzer to gain an overview. Play with dataslicers and create reports.



# Which way is up?

**6 tabs:** Overview, Graph, KPI, Crosstable, Data and Reports.

Click the second tab: "Graph".



**Workspace:** Your analysis is displayed here.

**Right-side controls:**

On your right, you will find all important controls.

The active categorizations is shown at the top.

**Reports & dataslicers:**

Choose which **report** to see from the list in **Report slicer** and continue to slice and dice the data using **dataslicers**.

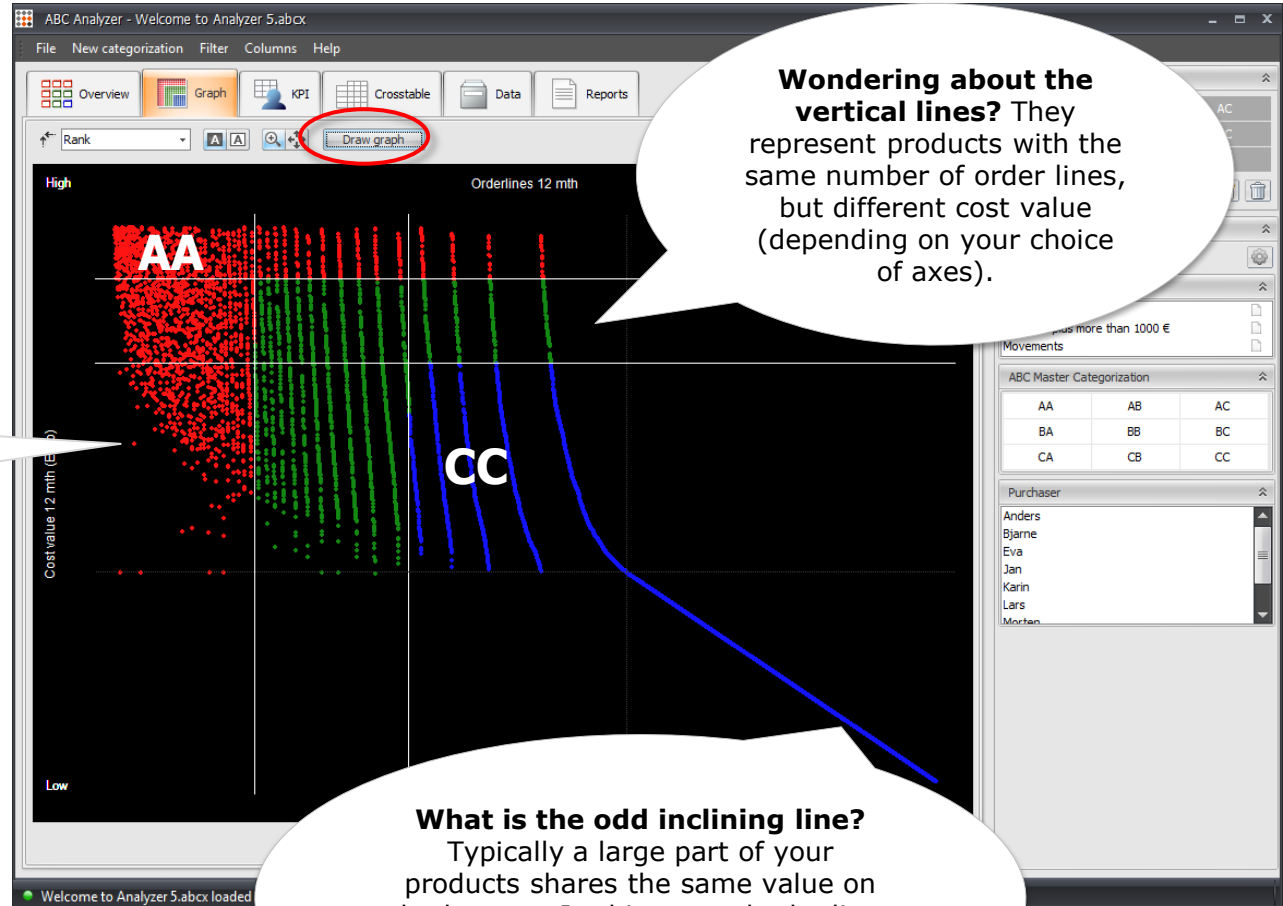
# Graph

**Begin by pressing "Draw graph".**

The graph shows you exactly the same as "Overview": Your products distributed in the 9 different categories.

... But now the characteristics for each product stand out.

Each **dot represent a product** - click it to see the data.



**Wondering about the vertical lines?** They represent products with the same number of order lines, but different cost value (depending on your choice of axes).

**What is the odd inclining line?** Typically a large part of your products shares the same value on both axes. In this example the line represents all products with cost value = 0 and order lines = 0.

# KPI - use it as your dashboard

Once you start working with ABC Analyzer and your data, you'll spend more time on KPI.

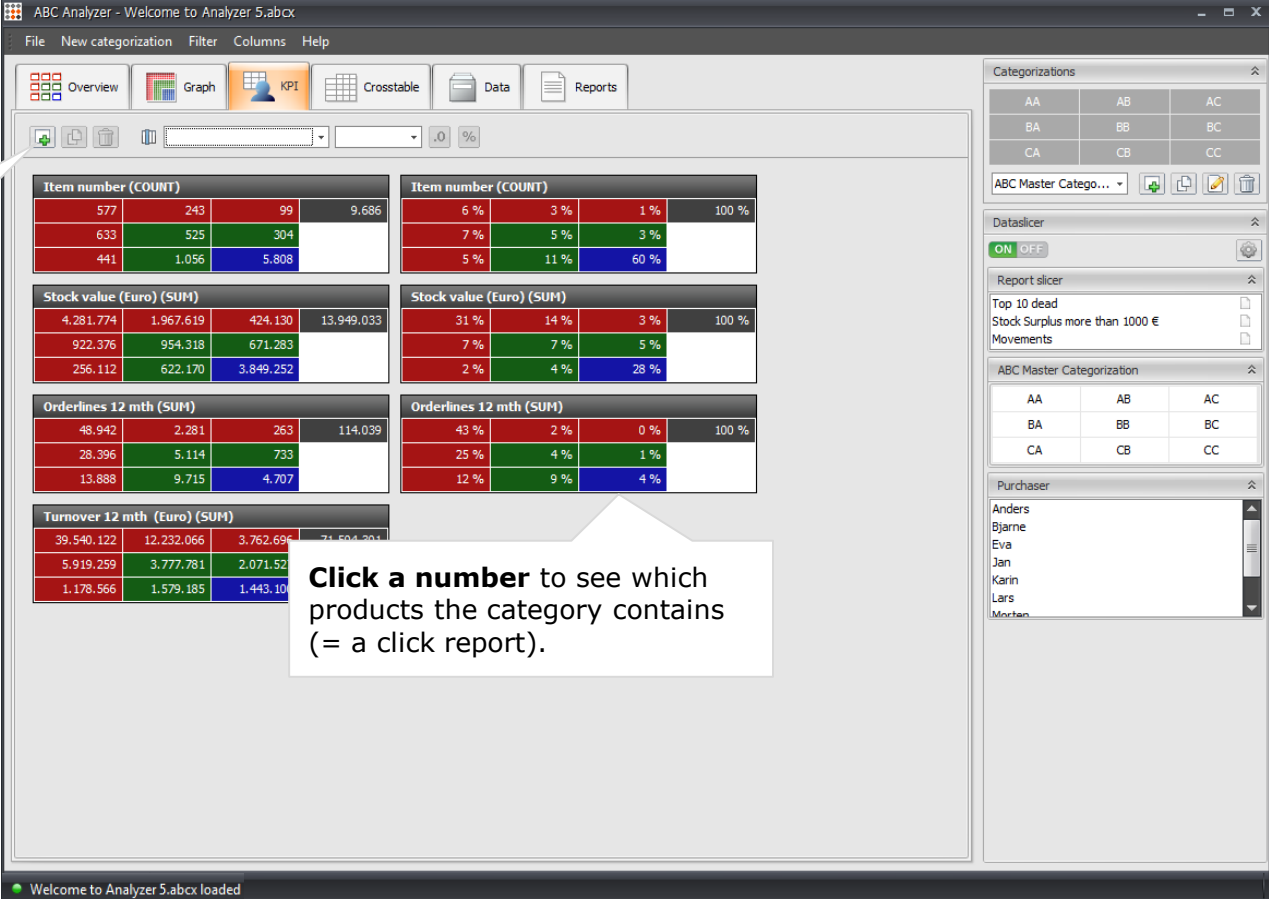
This tab is empty first time you visit it.

Let's do something about it!

**Add** one or more KPI boards.

We recommend:

- Item number + %
- Stock value + %
- No. of order lines
- Turnover



ABC Analyzer - Welcome to Analyzer 5.abcx

File New categorization Filter Columns Help

Overview Graph **KPI** Crosstable Data Reports

Item number (COUNT)

577	243	99	9,686
633	525	304	
441	1,056	5,808	

Item number (COUNT)

6 %	3 %	1 %	100 %
7 %	5 %	3 %	
5 %	11 %	60 %	

Stock value (Euro) (SUM)

4,281,774	1,967,619	424,130	13,949,033
922,376	954,318	671,283	
256,112	622,170	3,849,252	

Stock value (Euro) (SUM)

31 %	14 %	3 %	100 %
7 %	7 %	5 %	
2 %	4 %	28 %	

Orderlines 12 mth (SUM)

48,942	2,281	263	114,039
28,396	5,114	733	
13,888	9,715	4,707	

Orderlines 12 mth (SUM)

43 %	2 %	0 %	100 %
25 %	4 %	1 %	
12 %	9 %	4 %	

Turnover 12 mth (Euro) (SUM)

39,540,122	12,232,066	3,762,696	71,594,203
5,919,259	3,777,781	2,071,521	
1,178,566	1,579,185	1,443,100	

Categories

AA	AB	AC
BA	BB	BC
CA	CB	CC

Dataslicer

ON OFF

Report slicer

Top 10 dead

Stock Surplus more than 1000 €

Movements

ABC Master Categorization

AA	AB	AC
BA	BB	BC
CA	CB	CC

Purchaser

Anders  
Bjarne  
Eva  
Jan  
Karin  
Lars  
Morten

Click a number to see which products the category contains (= a click report).

Welcome to Analyzer 5.abcx loaded

# Crosstable - create a detailed overview

Now let's go a step deeper and find out:

**Who is responsible for the majority of your AA products.**

**Who is responsible?**

Choose the column containing information about your purchasers or product owners.

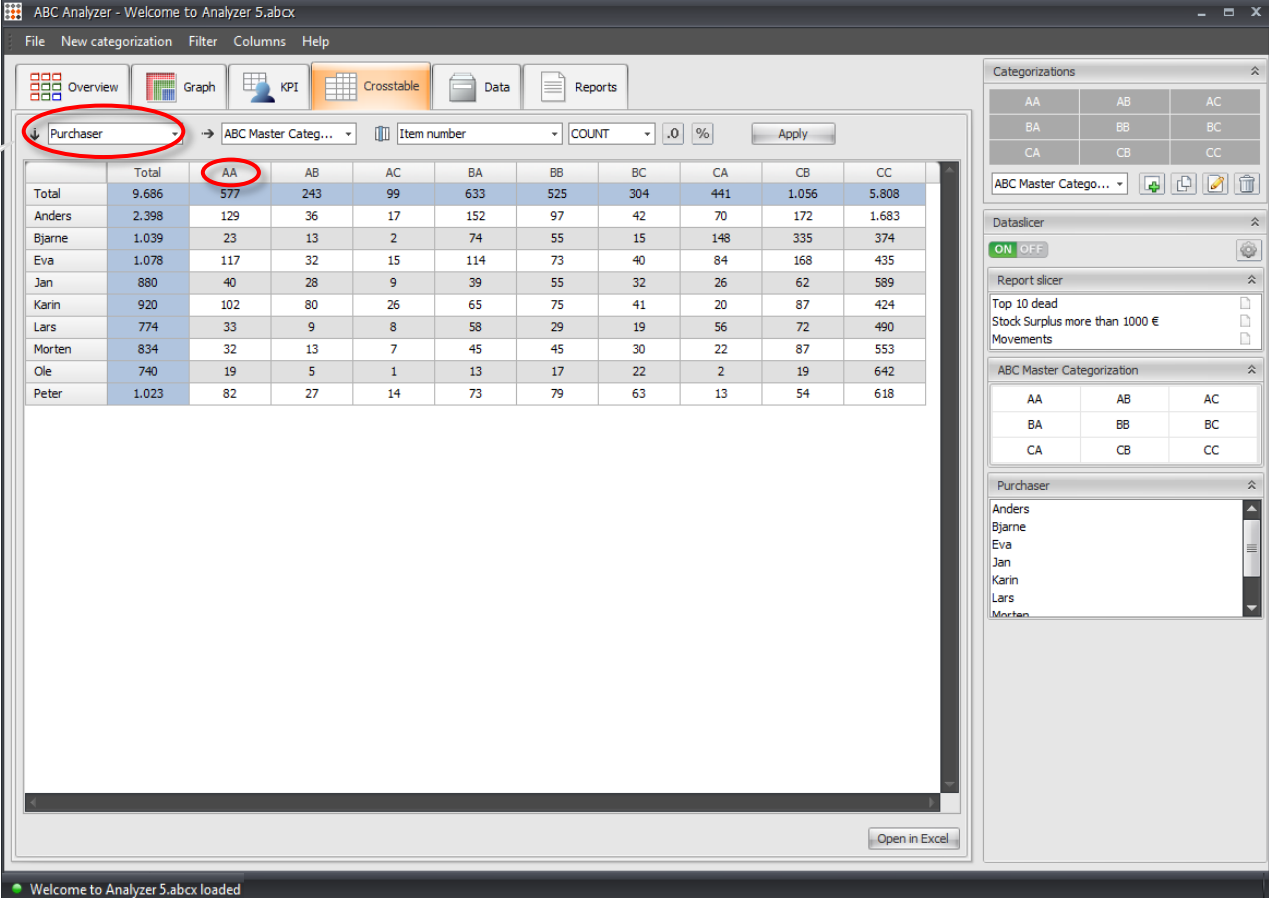
Choose your ABC categorization in the second dropdown. Press Apply.

Now all your products are sorted on these two dimensions.

**Sort ascending/descending**

Press "AA" to sort.

Now, it is easy to see how many AA products the different purchasers are responsible for.



ABC Analyzer - Welcome to Analyzer 5.abcx

File New categorization Filter Columns Help

Overview Graph KPI **Crosstable** Data Reports

Purchaser → ABC Master Categ... Item number COUNT .0 % Apply

	Total	AA	AB	AC	BA	BB	BC	CA	CB	CC
Total	9.686	577	243	99	633	525	304	441	1.056	5.808
Anders	2.398	129	36	17	152	97	42	70	172	1.683
Bjarne	1.039	23	13	2	74	55	15	148	335	374
Eva	1.078	117	32	15	114	73	40	84	168	435
Jan	880	40	28	9	39	55	32	26	62	589
Karin	920	102	80	26	65	75	41	20	87	424
Lars	774	33	9	8	58	29	19	56	72	490
Morten	834	32	13	7	45	45	30	22	87	553
Ole	740	19	5	1	13	17	22	2	19	642
Peter	1.023	82	27	14	73	79	63	13	54	618

Categories: AA AB AC, BA BB BC, CA CB CC

Report slicer: ON OFF

Top 10 dead, Stock Surplus more than 1000 €, Movements

Purchaser: Anders, Bjarne, Eva, Jan, Karin, Lars, Morten

Open in Excel

Welcome to Analyzer 5.abcx loaded

# Exercise you analytical skills

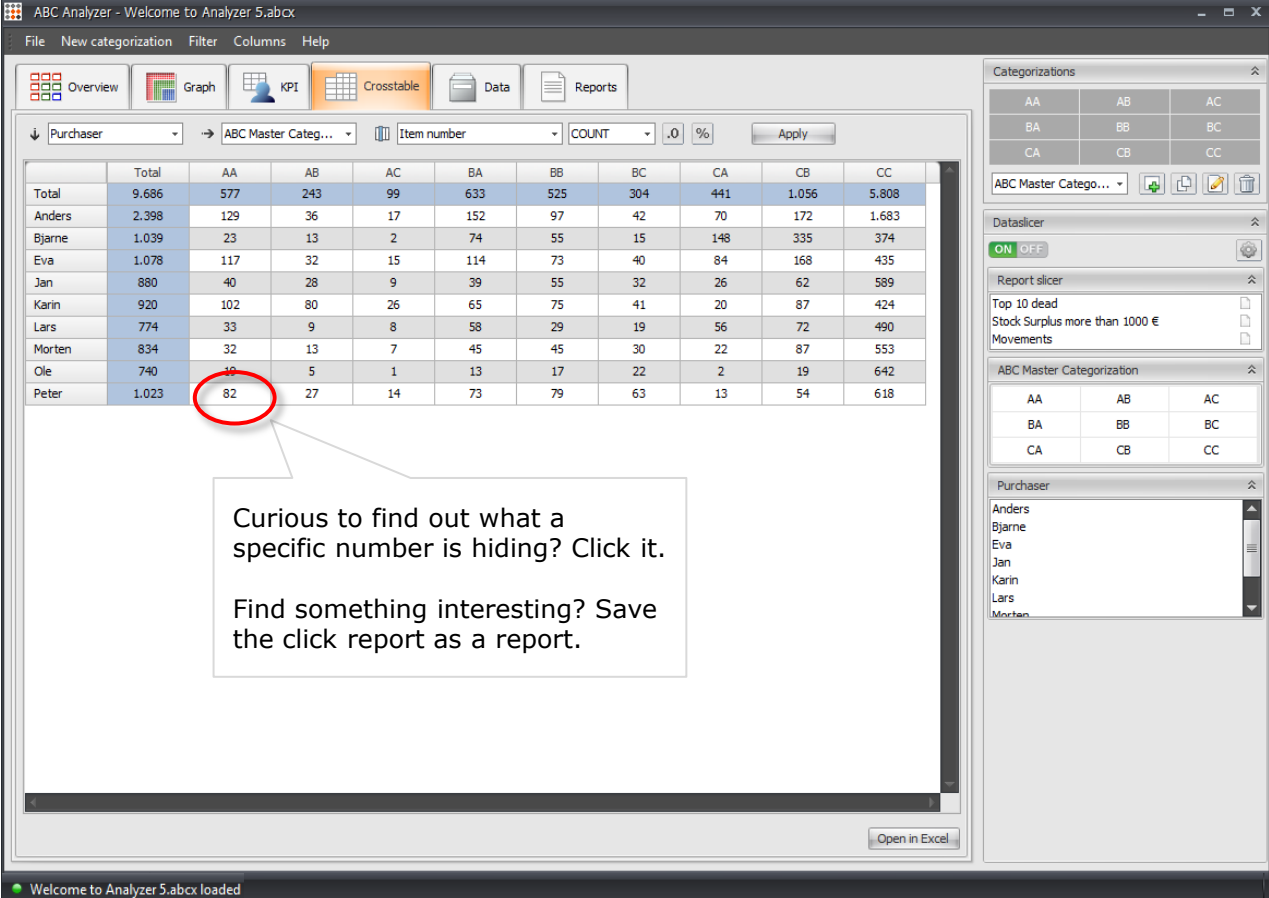
## Bonus Exercise:

### Find out – are you depending on one single supplier!?

Check if your important AA products are provided by only one, or few suppliers – and treat them well (or negotiate better prices with them).

Try on your own .. *or* read on.

**How to:** Change the value in the first dropdown from "Purchaser" to "Supplier". Apply and sort!



ABC Analyzer - Welcome to Analyzer 5.abcx

File New categorization Filter Columns Help

Overview Graph KPI Crosstable Data Reports

Purchaser → ABC Master Categ... Item number COUNT .0 % Apply

	Total	AA	AB	AC	BA	BB	BC	CA	CB	CC
Total	9.686	577	243	99	633	525	304	441	1.056	5.808
Anders	2.398	129	36	17	152	97	42	70	172	1.683
Bjarne	1.039	23	13	2	74	55	15	148	335	374
Eva	1.078	117	32	15	114	73	40	84	168	435
Jan	880	40	28	9	39	55	32	26	62	589
Karin	920	102	80	26	65	75	41	20	87	424
Lars	774	33	9	8	58	29	19	56	72	490
Morten	834	32	13	7	45	45	30	22	87	553
Ole	740	19	5	1	13	17	22	2	19	642
Peter	1.023	82	27	14	73	79	63	13	54	618

Curious to find out what a specific number is hiding? Click it.

Find something interesting? Save the click report as a report.

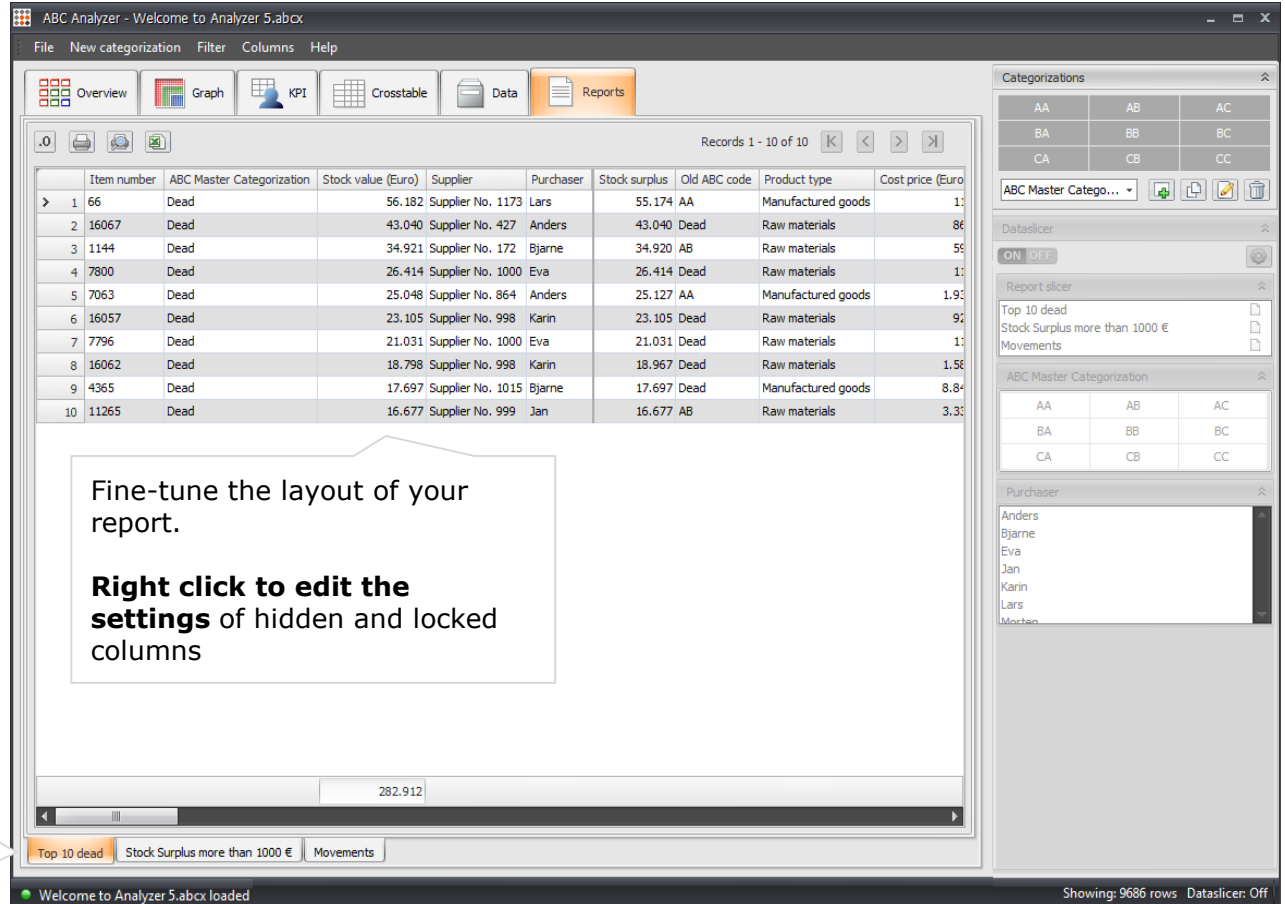
Open in Excel

Welcome to Analyzer 5.abcx loaded

# Reports

**Now, if you have saved a report, it will be showed here.**

If not, this tab is empty.



ABC Analyzer - Welcome to Analyzer 5.abcx

File New categorization Filter Columns Help

Overview Graph KPI Crosstable Data **Reports**

Records 1 - 10 of 10

	Item number	ABC Master	Categorization	Stock value (Euro)	Supplier	Purchaser	Stock surplus	Old ABC code	Product type	Cost price (Euro)
>	1	66	Dead	56.182	Supplier No. 1173	Lars	55.174	AA	Manufactured goods	1.1
	2	16067	Dead	43.040	Supplier No. 427	Anders	43.040	Dead	Raw materials	86
	3	1144	Dead	34.921	Supplier No. 172	Bjarne	34.920	AB	Raw materials	56
	4	7800	Dead	26.414	Supplier No. 1000	Eva	26.414	Dead	Raw materials	1.1
	5	7063	Dead	25.048	Supplier No. 864	Anders	25.127	AA	Manufactured goods	1.95
	6	16057	Dead	23.105	Supplier No. 998	Karin	23.105	Dead	Raw materials	92
	7	7796	Dead	21.031	Supplier No. 1000	Eva	21.031	Dead	Raw materials	1.1
	8	16062	Dead	18.798	Supplier No. 998	Karin	18.967	Dead	Raw materials	1.56
	9	4365	Dead	17.697	Supplier No. 1015	Bjarne	17.697	Dead	Manufactured goods	8.84
	10	11265	Dead	16.677	Supplier No. 999	Jan	16.677	AB	Raw materials	3.33

282.912

Top 10 dead Stock Surplus more than 1000 € Movements

Welcome to Analyzer 5.abcx loaded

Showing: 9686 rows Dataslicer: Off

**Fine-tune the layout of your report.**

**Right click to edit the settings** of hidden and locked columns

Right-click a report to **edit its criteria** or to **delete it**.

# Data

**Welcome back to the data tab!**

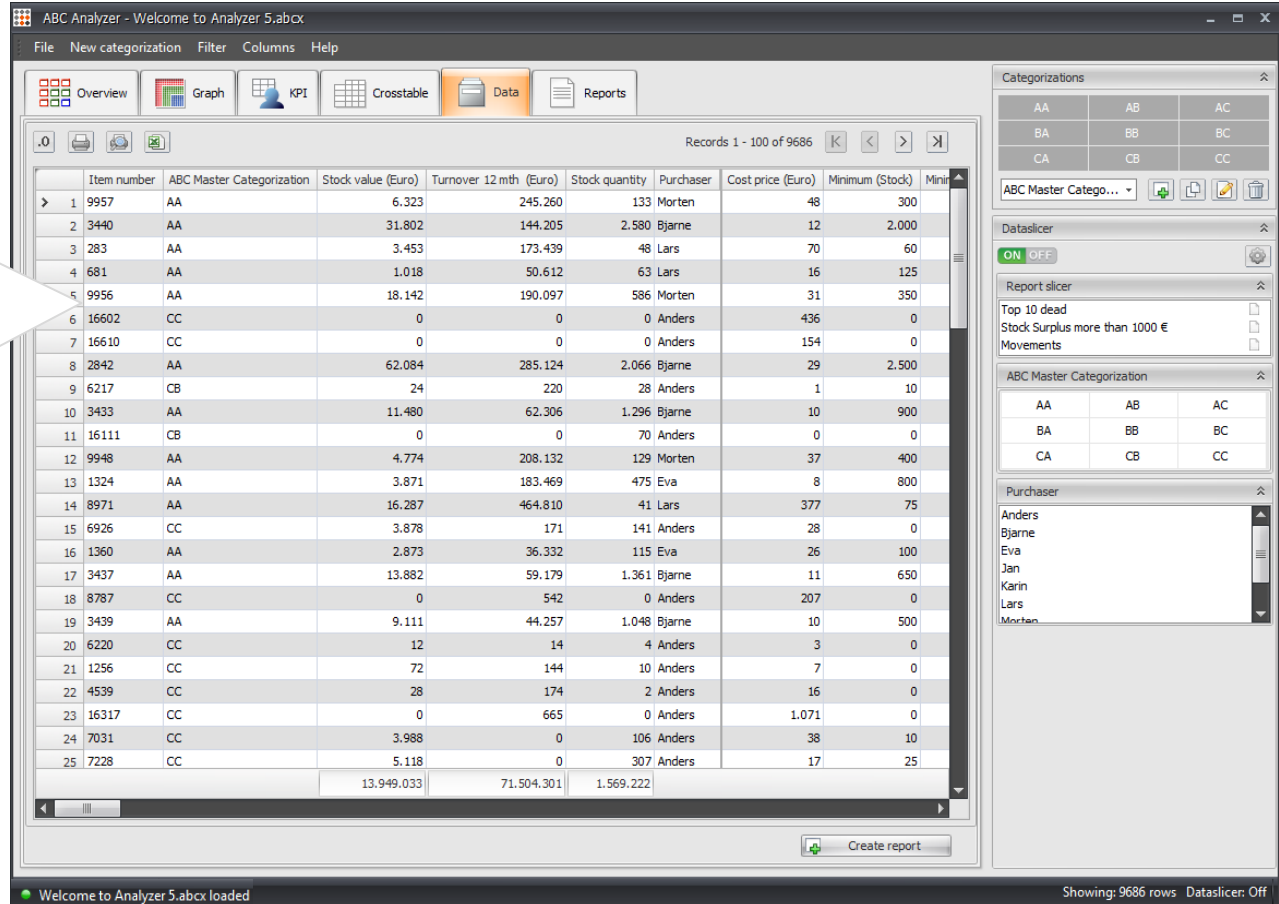
The tour is almost over.

**Tip:** The look of the data tab is reflected on all click reports.

So...

**Arrange, hide or lock your columns.**

If you always want to see the product number: Right-click and lock this column.



Records 1 - 100 of 9686

	Item number	ABC Master Categorization	Stock value (Euro)	Turnover 12 mth (Euro)	Stock quantity	Purchaser	Cost price (Euro)	Minimum (Stock)	Mini
1	9957	AA	6.323	245.260	133	Morten	48	300	
2	3440	AA	31.802	144.205	2.580	Bjarne	12	2.000	
3	283	AA	3.453	173.439	48	Lars	70	60	
4	681	AA	1.018	50.612	63	Lars	16	125	
5	9956	AA	18.142	190.097	586	Morten	31	350	
6	16602	CC	0	0	0	Anders	436	0	
7	16610	CC	0	0	0	Anders	154	0	
8	2842	AA	62.084	285.124	2.066	Bjarne	29	2.500	
9	6217	CB	24	220	28	Anders	1	10	
10	3433	AA	11.480	62.306	1.296	Bjarne	10	900	
11	16111	CB	0	0	70	Anders	0	0	
12	9948	AA	4.774	208.132	129	Morten	37	400	
13	1324	AA	3.871	183.469	475	Eva	8	800	
14	8971	AA	16.287	464.810	41	Lars	377	75	
15	6926	CC	3.878	171	141	Anders	28	0	
16	1360	AA	2.873	36.332	115	Eva	26	100	
17	3437	AA	13.882	59.179	1.361	Bjarne	11	650	
18	8787	CC	0	542	0	Anders	207	0	
19	3439	AA	9.111	44.257	1.048	Bjarne	10	500	
20	6220	CC	12	14	4	Anders	3	0	
21	1256	CC	72	144	10	Anders	7	0	
22	4539	CC	28	174	2	Anders	16	0	
23	16317	CC	0	665	0	Anders	1.071	0	
24	7031	CC	3.988	0	106	Anders	38	10	
25	7228	CC	5.118	0	307	Anders	17	25	
			13.949.033	71.504.301	1.569.222				

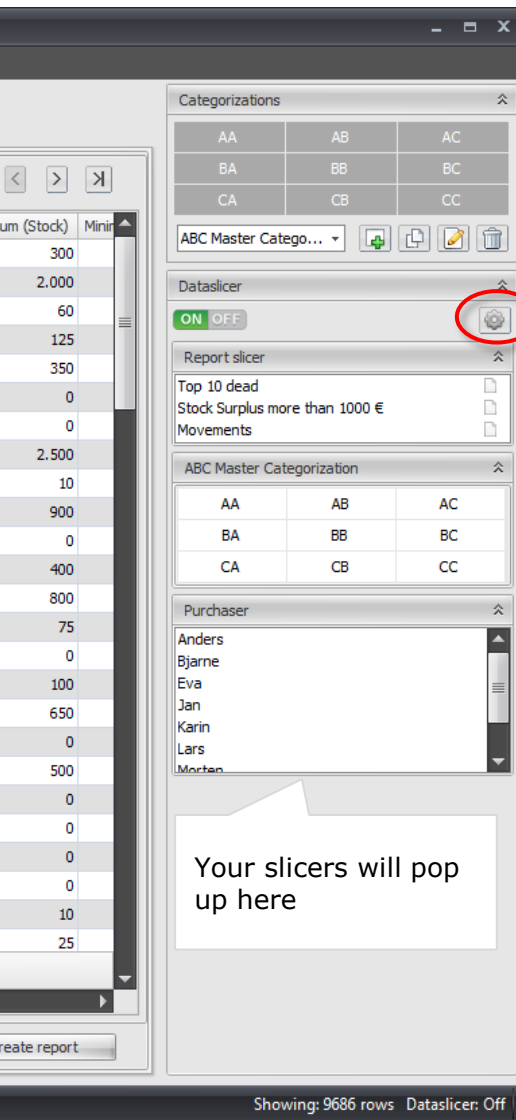
Showing: 9686 rows Dataslicer: Off

# Dataslicers

Never forget the power of dataslicers.



# Dataslicers: Create your own controls



um (Stock) Mini

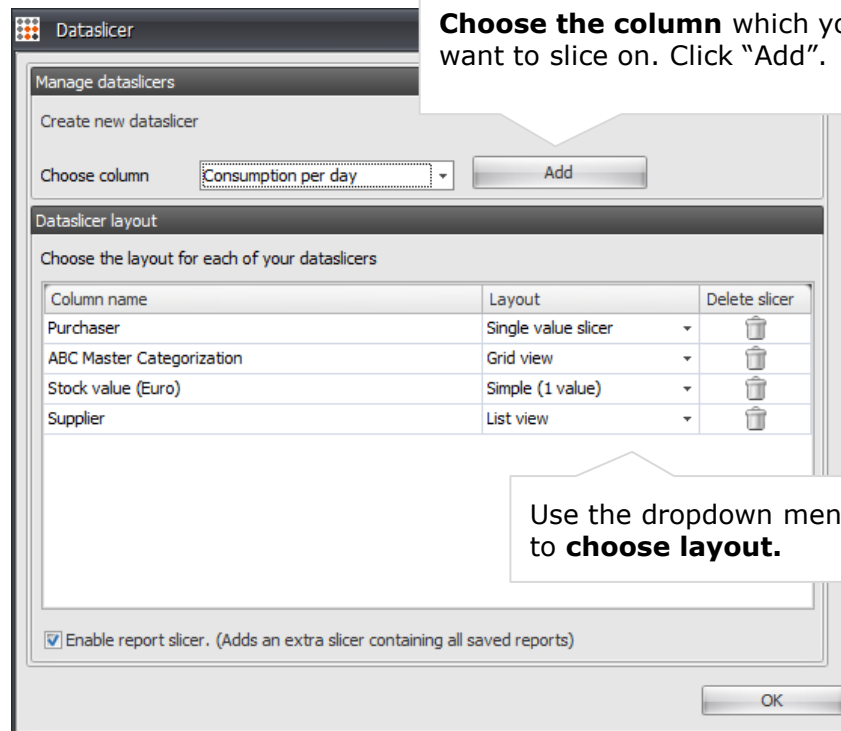
300
2.000
60
125
350
0
0
2.500
10
900
0
400
800
75
0
100
650
0
500
0
0
0
0
10
25

create report

Showing: 9686 rows Dataslicer: Off

**Add dataslicers** to increase speed and slice data on the fly.

**Choose the column** which you want to slice on. Click "Add".



**Dataslicer**

Manage dataslicers

Create new dataslicer

Choose column: Consumption per day [Add]

Dataslicer layout

Choose the layout for each of your dataslicers

Column name	Layout	Delete slicer
Purchaser	Single value slicer	
ABC Master Categorization	Grid view	
Stock value (Euro)	Simple (1 value)	
Supplier	List view	

Enable report slicer. (Adds an extra slicer containing all saved reports)

OK

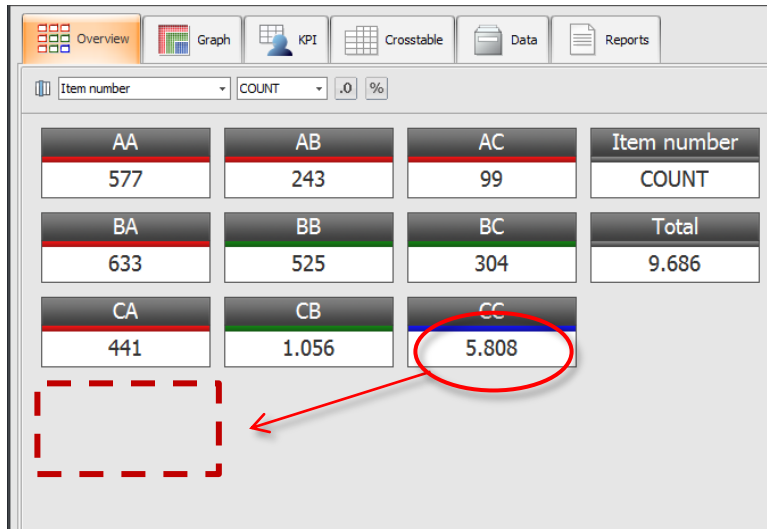
Your slicers will pop up here

Use the dropdown menu to **choose layout**.

# Identify dead products

We are still only scratching the surface. What more? Refine your ABC analysis with extra categories.

# Add extra categories



AA	AB	AC	Item number
577	243	99	COUNT
BA	BB	BC	Total
633	525	304	9.686
CA	CB	CC	
441	1.056	5.808	

**Right now your CC products contain a lot of “noise”.**

- Dead products
- Phantom products
- Products which are supposed to sell badly since your not marketing them anymore etc.

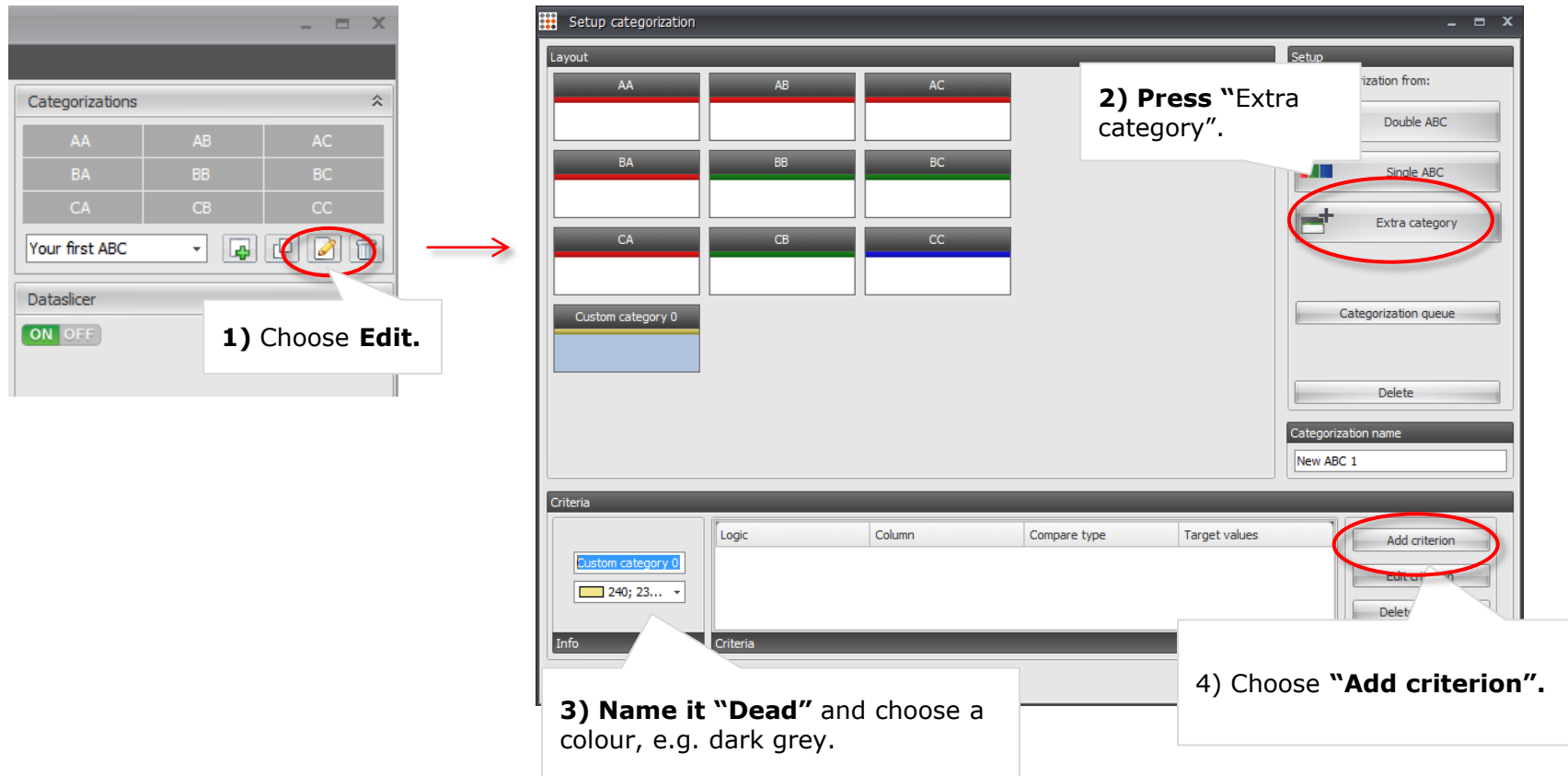
In order to create streamlined guidelines for your categories, that make sense in a busy work environment, you need to “clean up” the content of the 9 basic ABC categories.

Do this by creating extra categories for products with special attributes.

We will add a new category for “Dead products” to the current categorization.

(Depending on your data you can set up all sorts of extra categories).

# Create an extra category



**1) Choose **Edit**.**

**2) Press "Extra category".**

**3) Name it "Dead" and choose a colour, e.g. dark grey.**

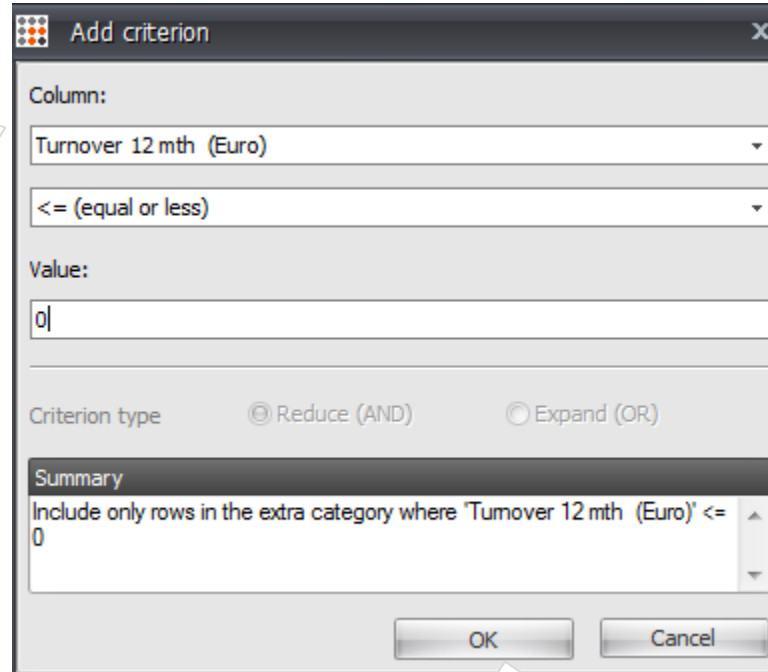
**4) Choose "Add criterion".**

The interface shows a 'Categorizations' table with columns AA, AB, AC and rows BA, BB, BC, CA, CB, CC. Below it is a 'Dataslicer' with 'ON' and 'OFF' buttons. The main 'Setup categorization' window displays a 'Layout' grid with colored bars (red, green, blue) and a 'Custom category 0' section. On the right, there are buttons for 'Double ABC', 'Single ABC', 'Extra category', 'Categorization queue', and 'Delete'. Below these are input fields for 'Categorization name' (set to 'New ABC 1') and a 'Criteria' table with columns for Logic, Column, Compare type, and Target values. The 'Add criterion' button in the Criteria section is circled in red.

# Define criteria using basic math

**Define criteria for your new category "Dead items".**

We have used this criteria.



Column:  
Turnover 12 mth (Euro)

<= (equal or less)

Value:  
0

Criterion type  Reduce (AND)  Expand (OR)

Summary  
Include only rows in the extra category where 'Turnover 12 mth (Euro)' <= 0

OK Cancel

**Other great extra categories you might want to consider**

- New products
- Political items
- Christmas sale products
- Products from overseas suppliers

The limitations are only in your own data!

**Press OK.** You may add as many criteria as you like to a category. Once you are done, save your categorization and return to "Overview".

# That's it! Well done

Want to know more? We post new features, tips & tricks on how to create cool analyses on our blog:

[blog.abcsoftwork.com](http://blog.abcsoftwork.com)