MINUTES OF THE

IBCS ANNUAL CONFERENCE 2015

INTERNATIONAL MEETING OF THE IBCS COMMUNITY

Kindly hosted by Royal Philips Global Headquarters in Amsterdam
2015-06-19

Minutes by **Heinz Steiner**

Glattbrugg, June 24, 2015

Objective and target group

The IBCS Annual Conference is the place where IBCS professionals exchange experience. Employees from finance and IT departments on the way of implementing the IBCS Standards meet their peers, thought leaders, consultants, and software developers.

Participants

Here you find a list of most participants: www.ibcs-a.org/association/annual-conference.

Johannes von Mulert led us through the agenda in a highly professional manner.

Agenda

1. Rolf Hichert (IBCS Association): IBCS - Where do we stand today?

Rolf stated in his keynote: Things are going the right way. The number of contacts all over the world is increasing.

As an example he mentioned, that 50 participants had attended the international SUCCESS in Amsterdam the day before. Rolf and Jürgen have given speeches and seminars in Zagreb, Vancouver, Barcelona, Bengaluru (India), and Nice. London, Barcelona and Las Vegas will follow.

One of the most important organizational achievements of the last year was the approval of IBCS as a registered trademark in the European Union, in Switzerland and in the United States.

The most important conceptual achievement was the parallel reorganization of the SUCCESS ruleset, the corresponding poster and Draft 2 of IBCS Version 1.0 in order to fit perfectly together. The new approach is called **IBCS with SUCCESS** and consists of:

Conceptual rules:

1. Say: Convey a message
2. Structure: Organize content

Perceptual rules:

3. Express: Choose proper visualization
4. Simplify: Avoid clutter
5. Condense: Increase information density
6. Check: Ensure visual integrity

Semantic rules:

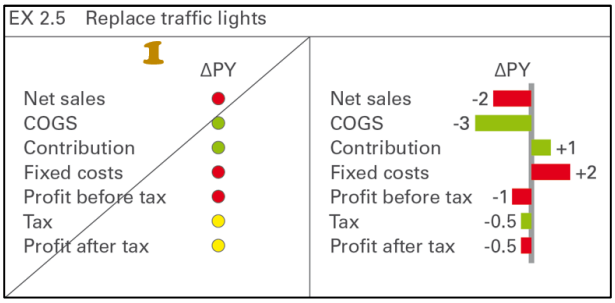
7. Unify: Apply notation standards

In addition to the structured compilation of already existing conceptual and perceptual rules, Rolf Hichert and the IBCS Association have invented a semantic ruleset which is a kind of visual “language” for the unified notation of charts and tables. The acceptance of this visual language depends on the adoption by the users. The semantic notation rules will become a de facto standard, when vendors like SAP, Oracle, IBM, and Microsoft adopt them in their software.

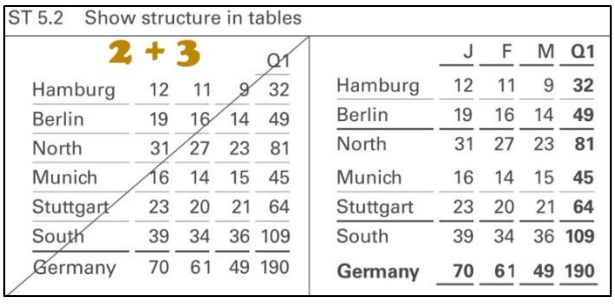
The content of IBCS Version 1.0 Draft 2 changed in only few minor aspects (see documentation of changes on www.ibcs-a.org/change-process/latest-changes). But now the story of IBCS with SUCCESS has a perfect fit.

In order to further improve the quality of their pictures illustrating the SUCCESS rules, HICHERT+FAISST had organized a poster contest. They offered a win bonus of EUR 500 for those who find mistakes or suggest improvements.

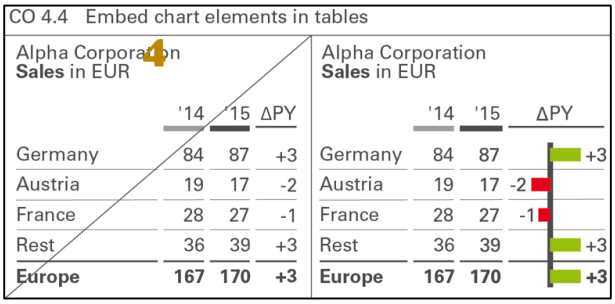
Four mistakes and two improvements have been reported:



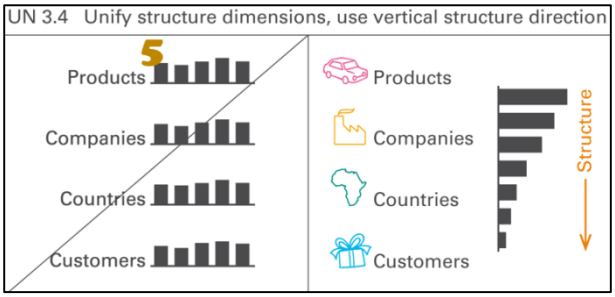
Wrong number of digits



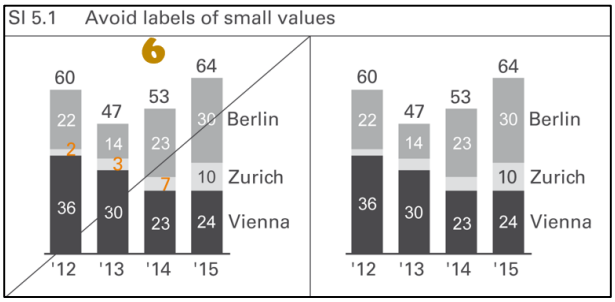
Missing bold font and wrong calculation of total



Wrong color of semantic axis



Superfluous colors



No white labels on gray background

The winners of the contest are:

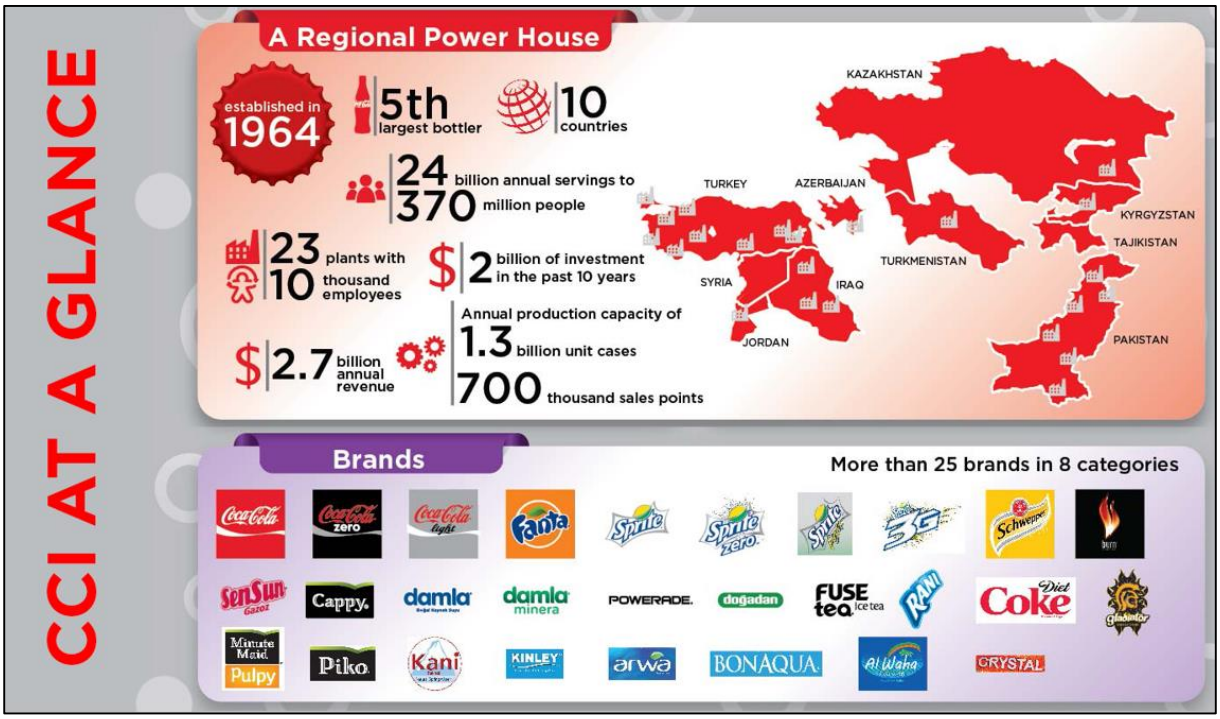
- Tilman Hagen
- Florian Schalowski
- Paresh Shah
- Mohamed Abouyakob

Congratulations!

2. Ilkay Furmaz (Coca-Cola İçecek): How IBCS improve the value of CCİ's management reporting?

Recognizing the need to establish a thorough process of standardizing business communication

First Ilkay presented CocaCola İçecek (CCİ) on one slide:



Then he tells the story of SUCCESS:

CCİ started in March 2014 a project in cooperation with Andrej Lapajne from Zebra BI. Then CCİ decided to build their own Reporting Standards.

Ilkay showed a video message from the CIO regarding the value of IBCS (now posted on www.ibcs-a.org).

In April 2014 Andrej gave a 3-day workshop in Istanbul. During this workshop they detected some report examples which could be improved by applying the IBCS Standards.

In May 2014 CCİ developed and published 80 pages of IBCS compliant reporting guidelines.

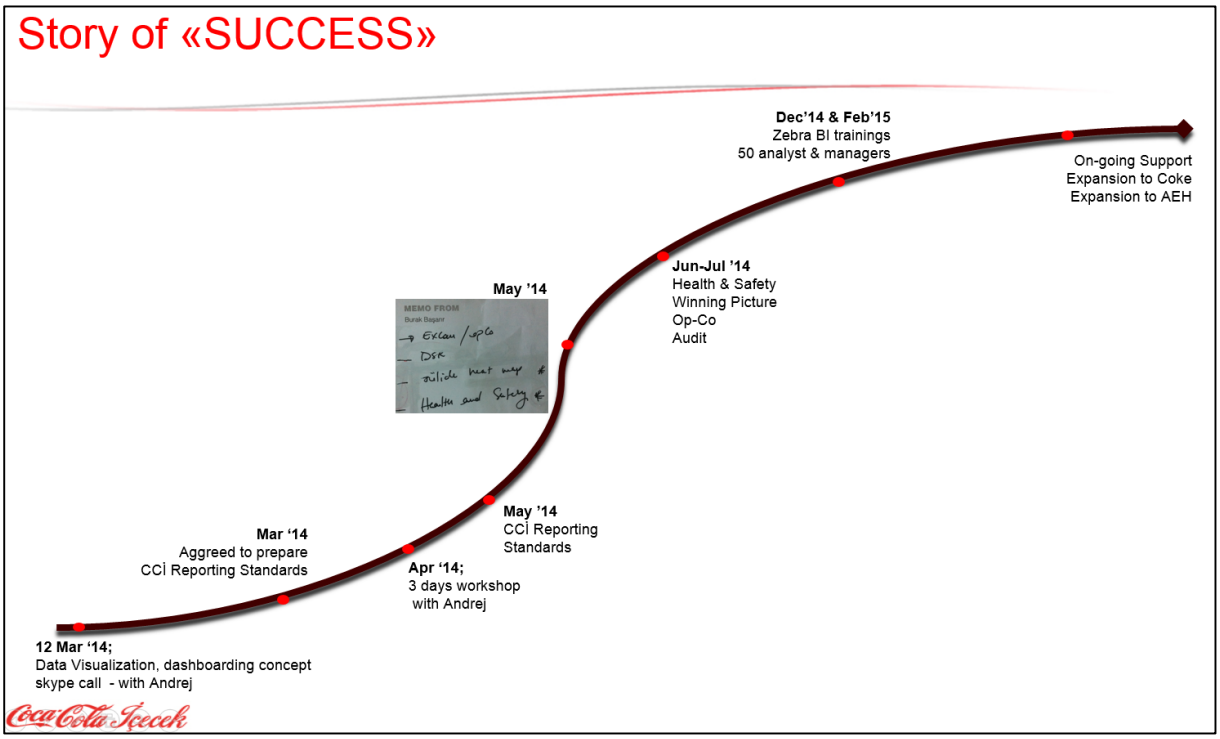
Then Ilkay started to transform the reports into the new layout by using Zebra BI. E.g., he was able to condense eight pages of a report to only one page with even more information. Report readers accept and appreciate the new reports.

Now Ilkay showed more video messages:

- The Commercial Excellence Director expressing his is contentment with the standardized new reports.
- The CEO states a better understanding of the figures with IBCS.
- Zebra BI users report that they are able to build reports more easily and that their reports look correctly from scratch.

In July 2014 all reports have been transformed.

In December 2014 Andrej Lapajne gave Zebra BI trainings for 50 analysts and managers.

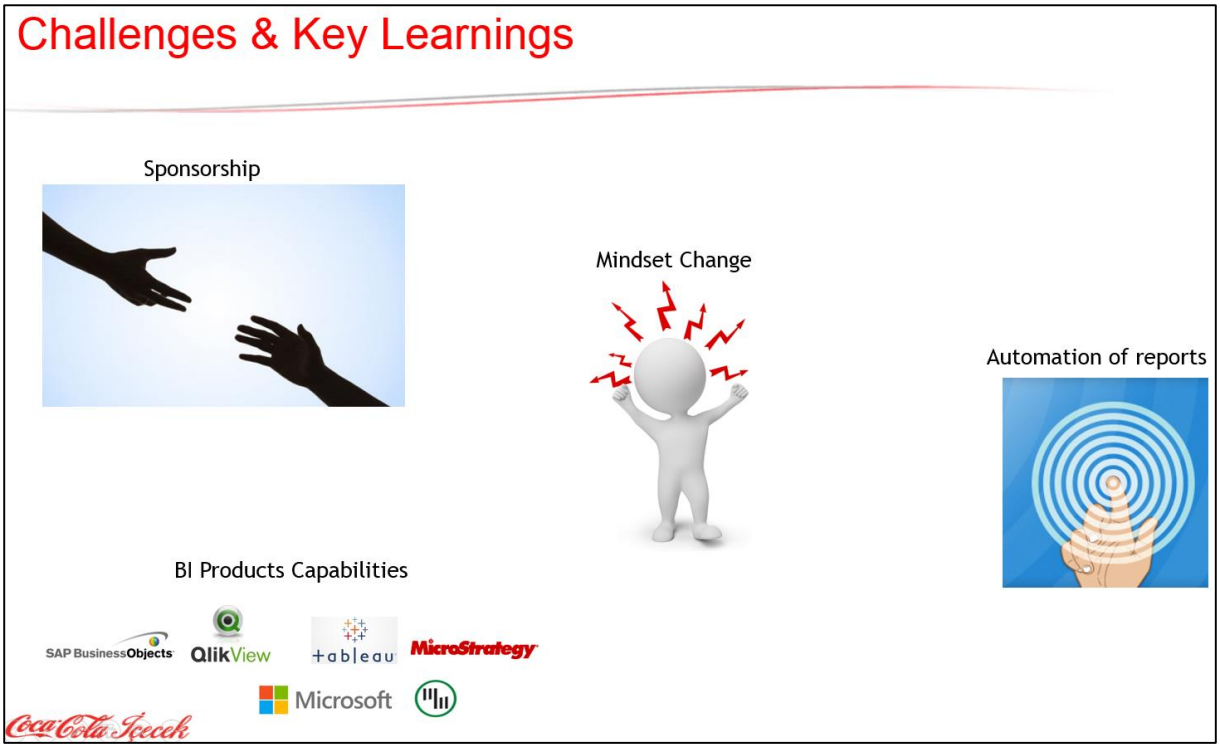


The future plans of Ilkay cover on-going support and expansion of the concept to other Coca-Cola bottlers throughout the world.

He underlines the importance of

1. Getting recognition and acceptance of the IBCS Standards on top management level with good before and after examples.
2. Changing the mindset within the organization with quick wins.
3. Having software supporting the IBCS Standards.

When using IBCS compliant software, all reports have the same appearance. Today this is possible by using a self-service BI approach. But the automation of reports remains challenging because most BI tools do not support the IBCS Standards yet.



In his summary Ilkay appreciates the value of IBCS for companies like Coca-Cola. He will try to organize a similar event in Istanbul.

3. Ulrich Siegel (Otto Group): Implementation of IBCS at the Otto Group

(This presentation was given in German language with English slides and English questions and answers.)

After a short introduction of the Otto Group (Otto) Ulrich reported about the implementation project.

Implementation project

The project started with the realization of the Enterprise Data Warehouse (EDWH) for the condition management. The aim was to have all relevant data in this EDWH. It was a green-field approach. This made it easier for the beginning, but when designing the reports and the dashboards some well-known challenges appeared:

1. Otto had to handle various interfaces on the technical side and on the logical side, too.
2. The reports had to be user-friendly and get the acceptance of the management.
3. In future the reports should be almost real-time.
4. Ad-hoc reports should have the same appearance as standard reports.

Otto gave this reporting project the motto: Maximum transparency of the relevant information for better decisions.

Otto implemented the visualization together with the consultants of Blueforte, Hamburg, using SAP BusinessObjects XI WebIntelligence with graphomate charts with a SAP BO universe based on SKM Database.

After a tool evaluation with a proof of concept, they decided for a step by step implementation using agile project management methods.

They started with a notation concept, which had to be adapted during the implementation process.

Today about 200 users are applying the notation concept when creating reports.

Then Ulrich presented some reports and dashboards (with interactive filter options).

Otto uses small multiples with global scaling, with the logical consequence that some business areas are hardly visible.

Challenges

The project had to solve two main challenges:

1. Overcome the internal opposition: This challenge was solved by a step by step implementation, training and communication.
2. Design of dashboards with various measures and units such as number of suppliers, turnover, turnover by supplier.

Lesson learned

What they have learned from this project:

1. Data quality is crucial for the success.
2. Use charts for the fast transfer of information.
3. Additional tables are necessary for detail information.

In the Q&A section of the presentation a question was asked about the transparency achieved. Ulrich reports, that not always middle management wants to have complete transparency. Firstly, because some of the support services might run out of work. Secondly, because there is a sort of power of non-existing information. This allows managers to decide more flexible.

4. Michael Schopf (Bundesagentur für Arbeit): Improving transparency in a public organization of 100,000 employees

Michael Schopf introduces the Bundesagentur (BA) as the “Federal Employment Agency” with around 1,000 offices and 100,000 employees nationwide

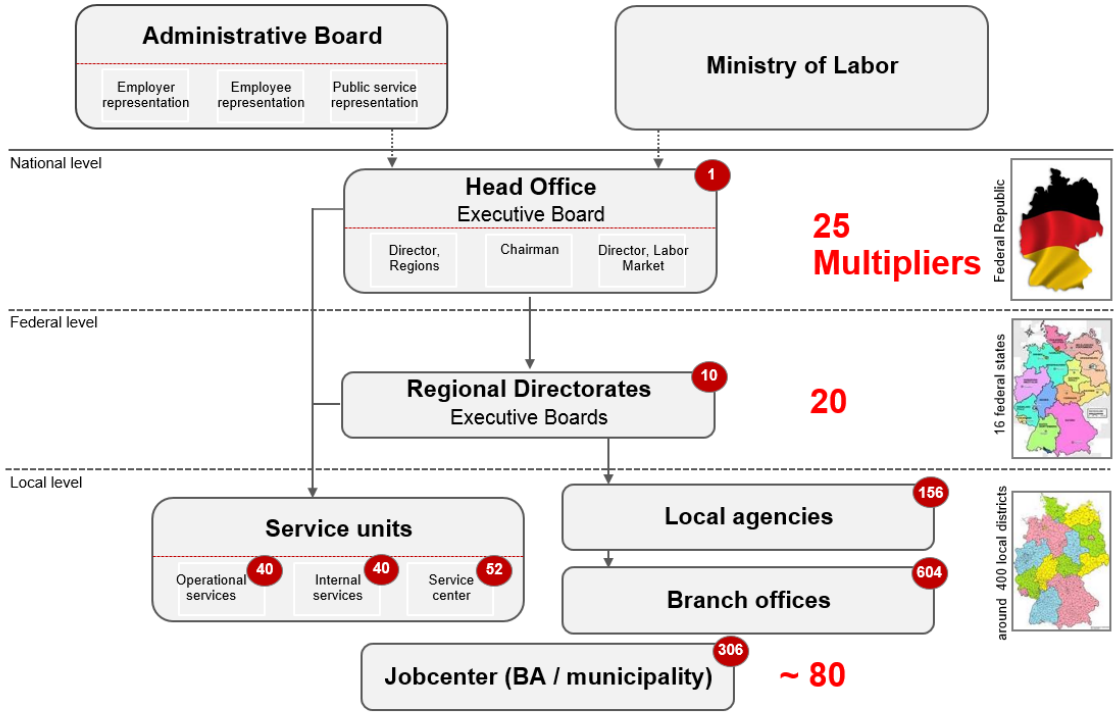
The implementation project

The president himself started a three year change project, which was almost completed in 2010. In 2010 the management hat to focus on operational tasks and the project progress became slower. This is the reason why the BA still uses an older version of the visualization standards.

Keeping the system alive

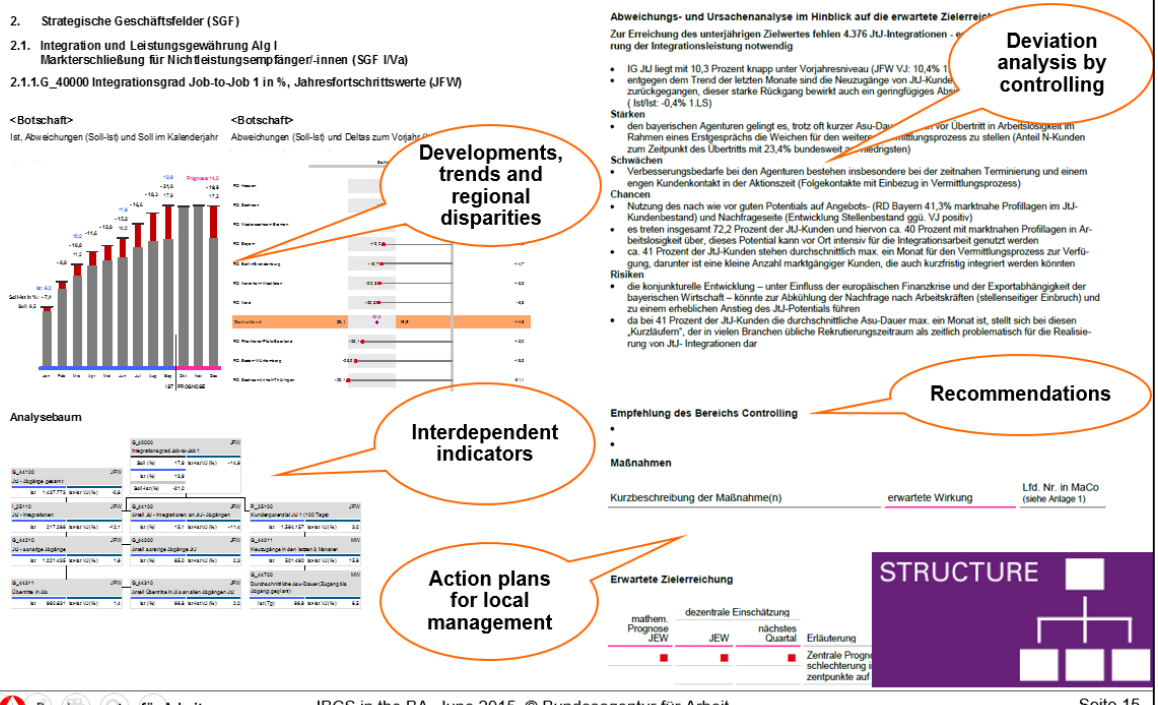
Today the organization focuses on keeping the system with 10,000 users alive. The main organizational solution to do this are the so-called “multipliers”. Multipliers are power users who give trainings and support in the federal organization of the BA. So a major challenge is the recruitment of multipliers throughout the organization.

Multiplier trainings still support the process in all federal states.



After discussing the organization, Michael shows elements of a complex report:

Structured reporting is necessary for successful management: Monitoring standards follow a “four-window-principle”.



A weakness of those report is, that most messages still are mundane.

Then Michael reports on a new organization unit that had to be convinced of the benefits of the IBCS Notation: the Service Center.

Future challenges

Today, IBCS compliant reports are produced with the help of Excel. But it will be necessary to apply IBCS in the world of SAP BI, too.

The change process to update the notation manual and all the reports to the latest IBCS Standards has already started. BA found a way to convert the semantic colors automatically. A problem will be to translate the new rules into German language.

5. Maurice Verhagen (Royal Philips): Accelerating with SUCCESS

The short speech of Maurice Verhagen was an update of his last year presentation. He reported, that the success of the reporting based on IBCS with SUCCESS goes on.

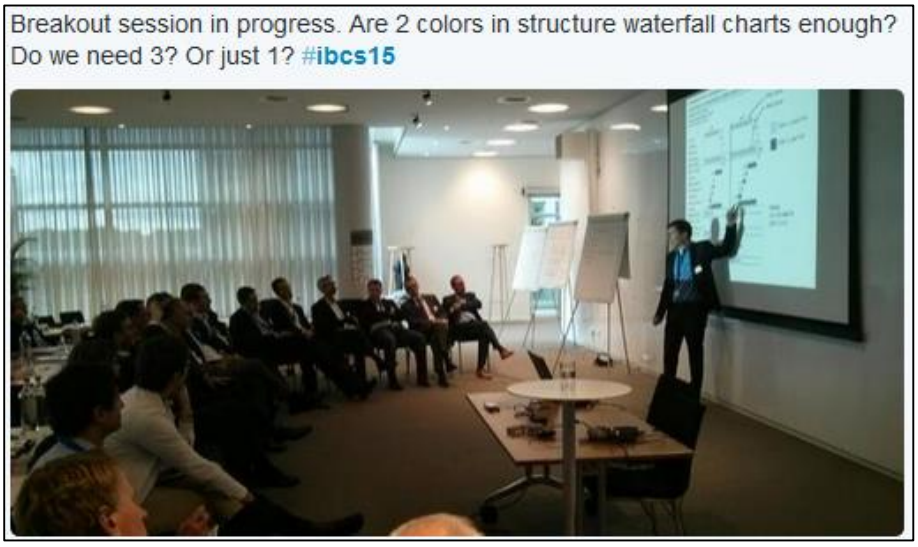
Here are the major updates:

- Philips has built an e-learning program with a test for report builders and users.
- IBCS is now part of the review cycle for reports. Pie charts are not allowed any more.
- First Microstrategy was chosen as the reporting tool and the consultants of Blueforte helped to migrate the reports. But now a new decision was made: The reporting tool will be Qlikview. So the migration tasks are going on.
- Philips will be split into two separate groups in a short time.
- Philips applied some ideas of the IBCS Standards to their Annual Report 2014, too. Lots of improvements have been made. Actuals are colored dark blue which is the company color.

6. Andrej Lapajne (Zebra BI): IBCS charts in practice - real world examples and dilemmas

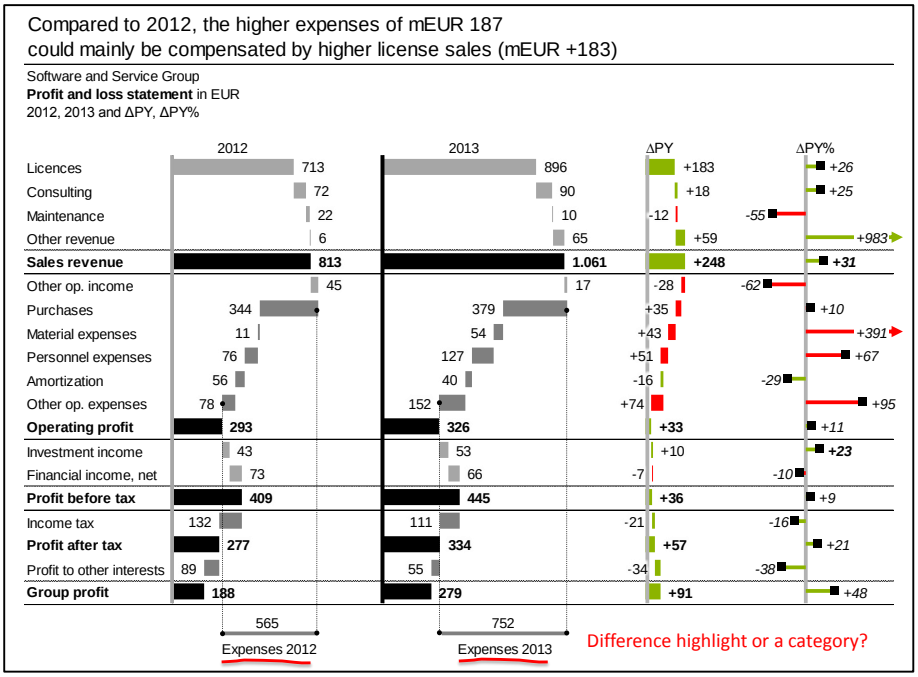
(Breakout session 1A)

+Dilemmas with waterfall charts
+Time-series analysis: When to use columns, dots/"pins", lines, areas? Multiple series or small multiples?

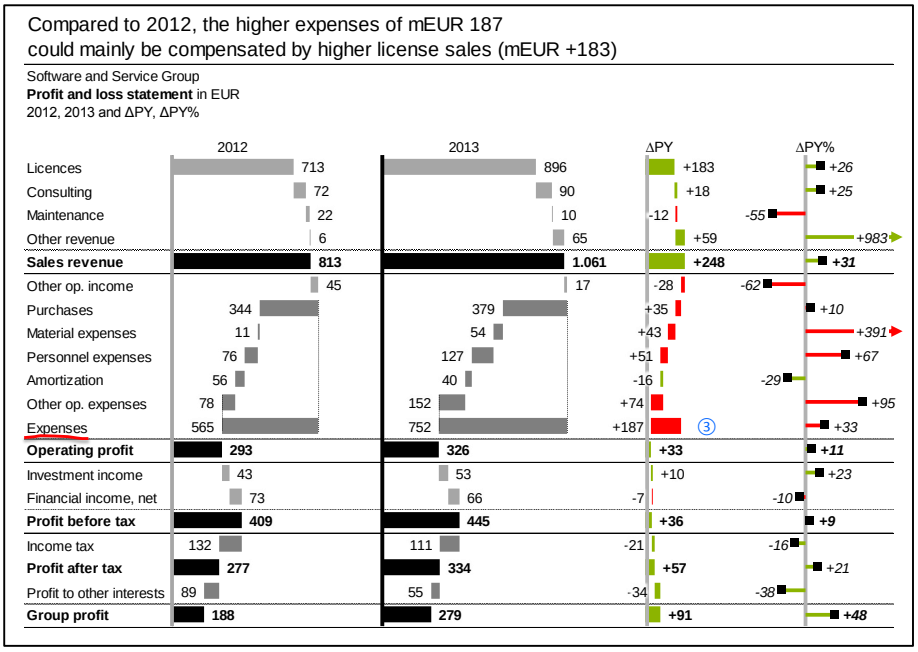


Dilemmas with waterfall charts

Let's take one of the most popular IBCS templates, also used for HICHERT@IBCS certification:



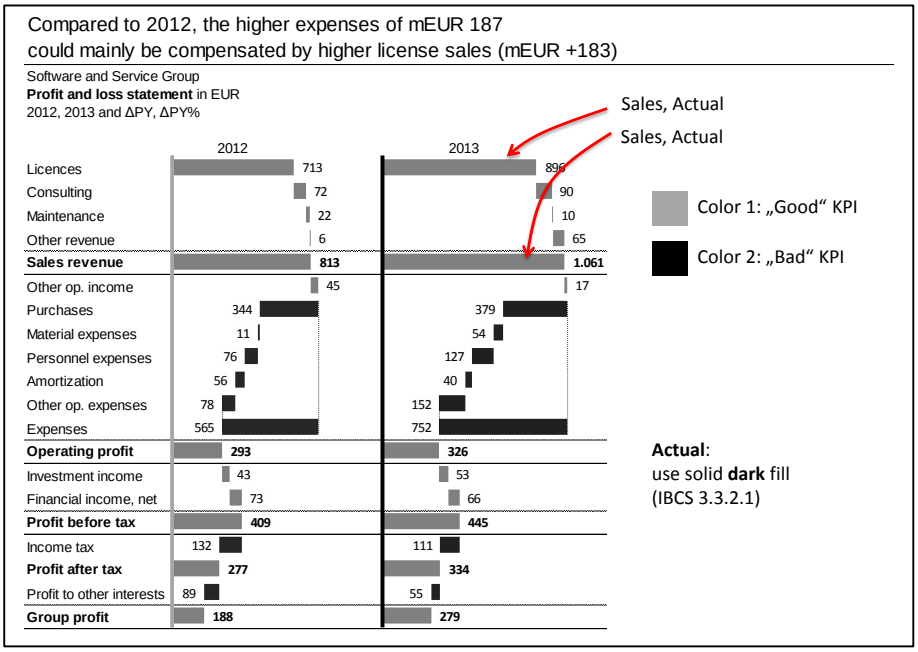
Should Expenses be visualized as a "difference highlight" or is this just a category (subtotal of expenses) that belong inside the P&L calculation? It was agreed that this is a subtotal and should be displayed within the waterfall chart like this:



Next, the question of colors. In IBCS examples, the waterfall charts are displayed in **3 colors**:

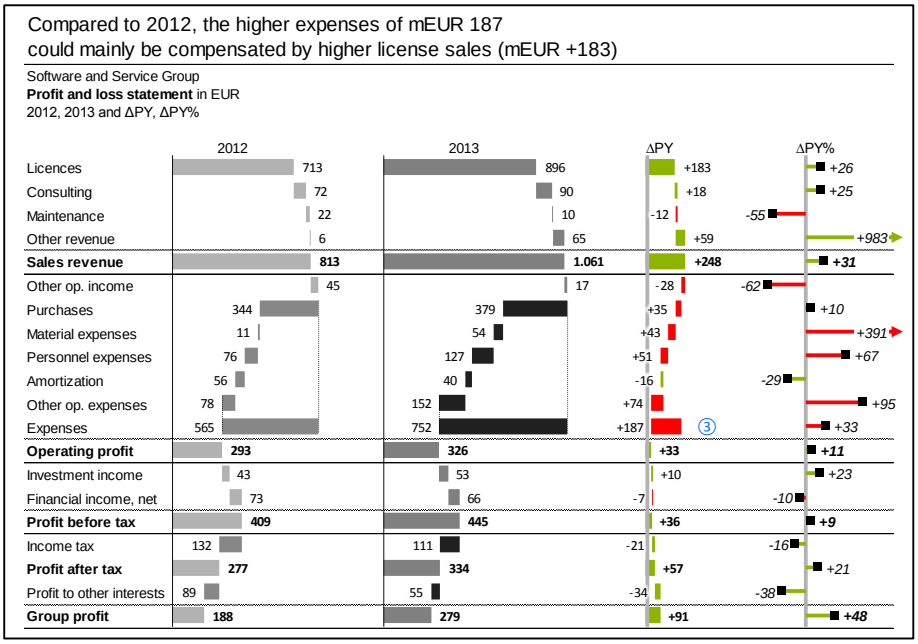
(1) lighter grey for “good” KPIs, (2) black for calculation results and (3) dark grey for “bad” KPIs.

However, this is not consistent with other IBCS rules. First, why would Licence, Consulting, Maintenance and Other revenues have a different color (grey) than the total Sales revenue (black)? It’s all revenue so it should have the same color. This would lead to a **2-color definition** of waterfall charts:



But this is still not consistent with the basic IBCS rules for displaying actual, budget, forecast and PY values (IBCS UN 3.2: “use solid dark fill” for Actual, “use solid light fill” for PY). At this point, the audience suggested that the whole waterfall could be displayed in just **1 color**, while the moderator suggested to consider extending the “good” vs. “bad” color coding consistently across the whole IBCS standard. That would mean always displaying revenues in lighter color and always showing the costs in dark or black colors – consistently in all chart types. The situation gets more complicated because we can also have “neutral” KPIs.

The audience agreed that **semantic axis is not needed** in waterfall charts. Which leads to waterfall charts with scenario patterns **in the fill** and no semantic axis. Here’s the example for PY and AC scenarios:



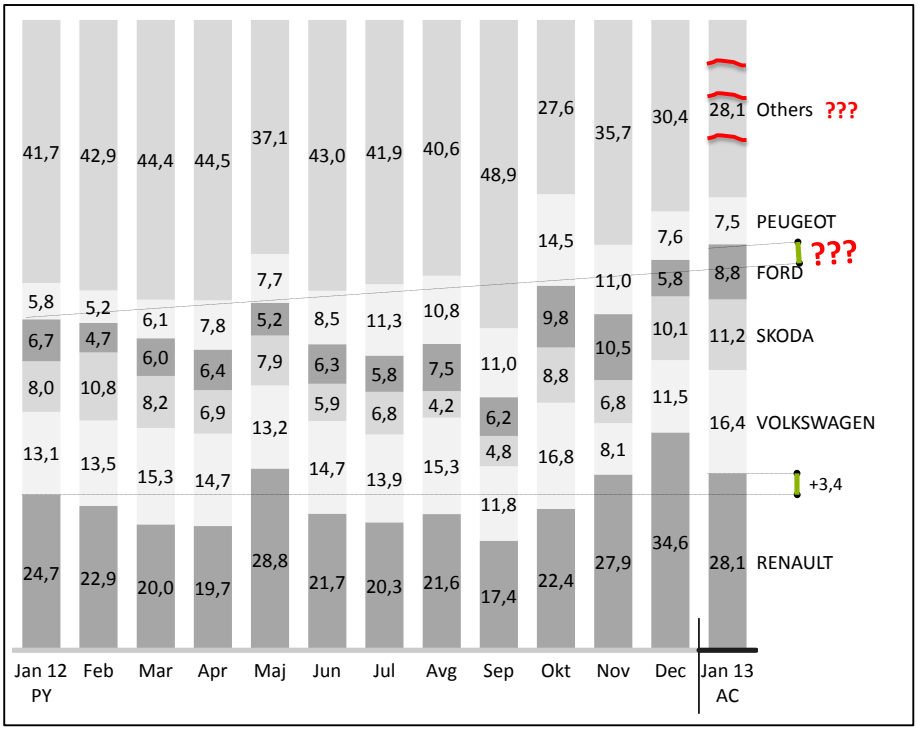
Resume:

- Scenario patterns should be applied as fill in waterfall charts (instead of using semantic axis). The examples in IBCS materials should be corrected accordingly.
- Sub-calculations should be displayed inside the waterfall structure and not as “difference highlights”.
- A decision on consistent coloring was not reached. This stays an open issue and should be further discussed.

Time series analysis

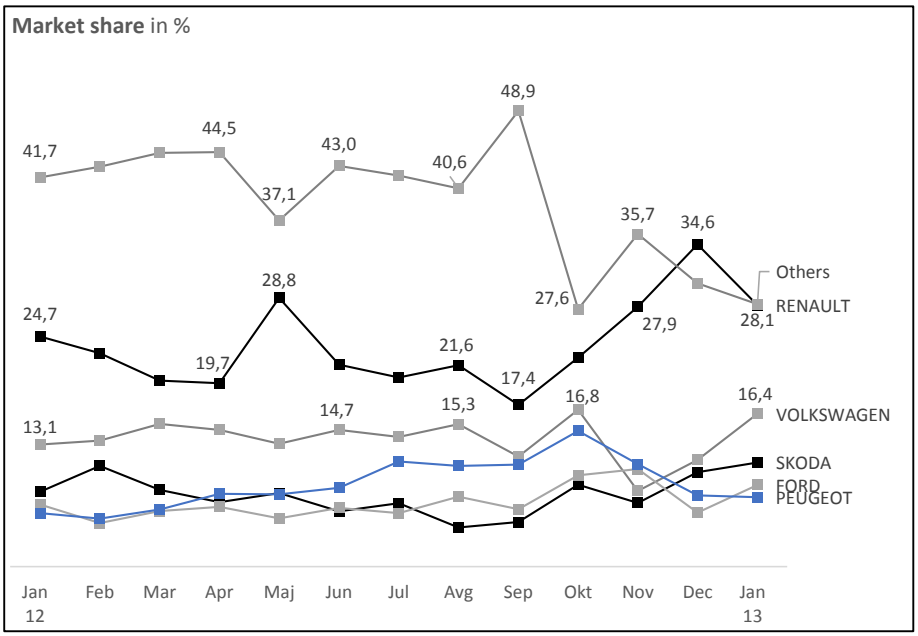
Users have problems selecting the most appropriate visual solution for time-series with multiple data series, e.g. market shares for multiple car brands.

Since people see examples of **stacked charts** in IBCS (e.g. in the Top 10 poster), they try to do it with stacked charts, but this is certainly not the best possible way:

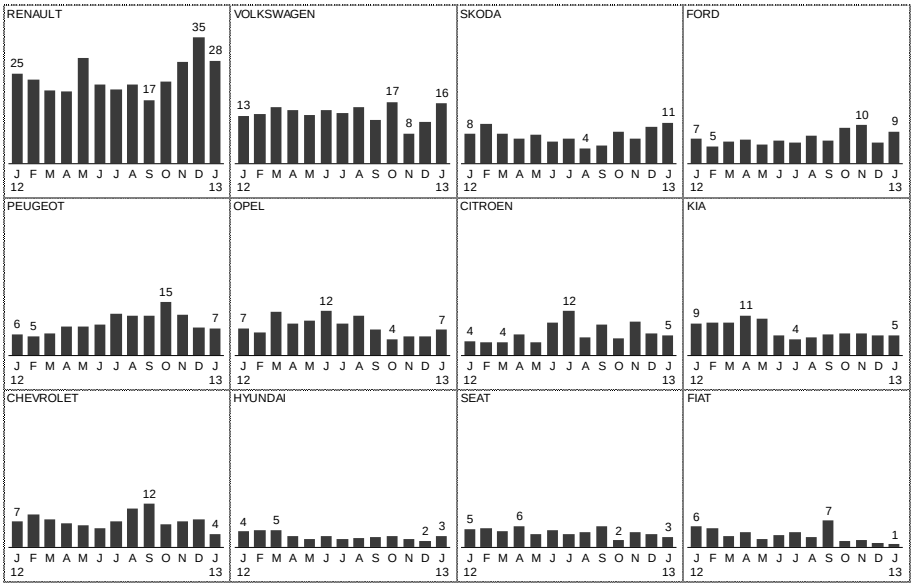


Even though only top 5 brands are displayed in this example (all others are summed into “Others”), it is very hard to observe trends or make meaningful comparisons, except for the data series at the bottom (RENAULT). This chart is confusing and it hides some possibly interesting trends in smaller series within “Others”. The audience was unanimous that stacked charts should be used with caution and possibly limited to maximum 2-3 data series.

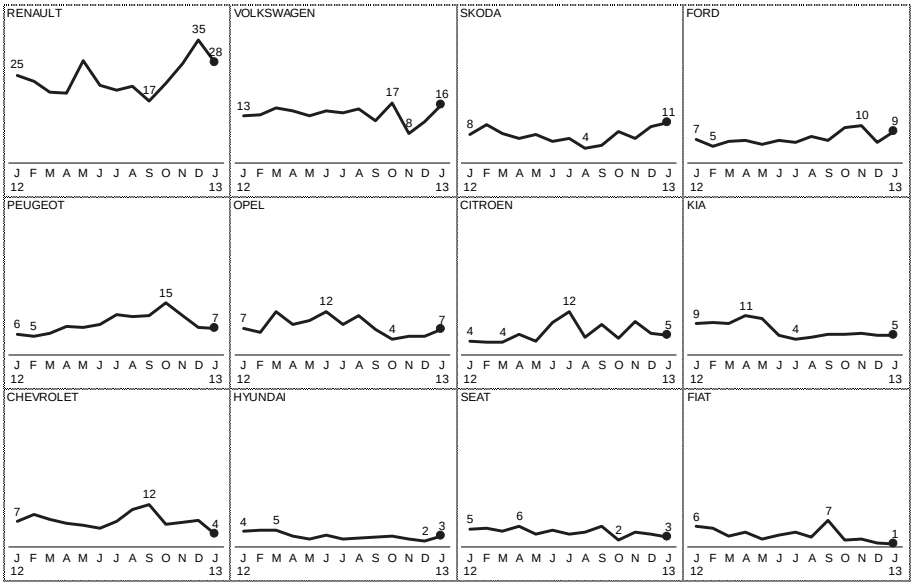
Next possible approach is the line chart with multiple series, also not OK in this case:



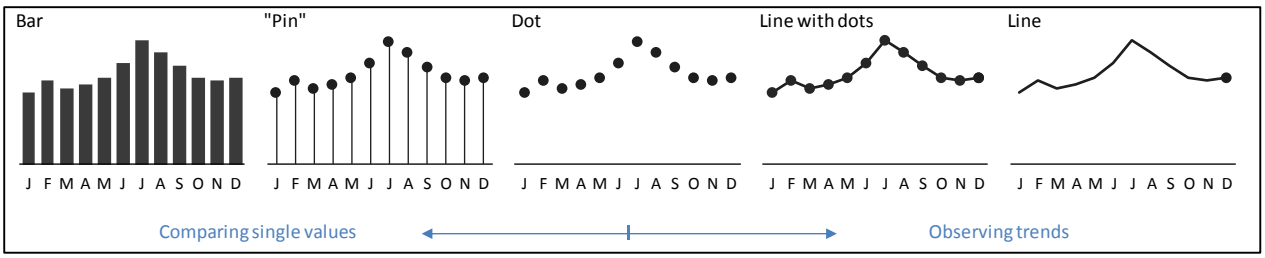
Well, that’s a “spaghetti chart”. Multiseries line chart only works for a small number of series, if the values don’t interfere too much. The audience agreed that **small multiples** should be used instead:



or perhaps with line charts?



It is clear that chart shapes affect the way how we perceive the values. Column charts are more suitable to compare discrete values, while lines are more suitable to observe overall trends:



The audience agreed that column charts work best when they're big enough (the user is expected to compare single values at different points in time). However the perception features of chart shapes in some cases interfere with semantic layer of IBCS and line and area charts are currently not defined in IBCS.

Resume:

- Practical guidelines on how to display time series could be beneficial to users
- Use stacked charts only for a small number of data series (preferably 2-3)
- Use small multiples more often
- Additional discussion is needed regarding line and area charts

7. Heinz Steiner (Trivadis): Successful SUCCESS projects - how do we convince top management?

(Breakout session 1B)

What are necessary pre-requisites for a successful change process?

These elements must be considered: notation concept, communication, training, quick wins, templates, software tools.

We need access to the top management.

We have to find promoters within the company.

We need a good story to convince the top management within 5 to 10 minutes.

Should we start with the three different rulesets (conceptual rules, perceptual rules and semantic rules)?
It is not the best way. The danger is that it appears to be too complex.

Are there other approaches?

There is no magic way, but to start with SAY is a good one. Management gets many reports without any message. So they are interested in learning the IBCS with SUCCESS approach.

8. Jörg Decker (Densio Software): Learn from designers and developers when creating business communication products

(Breakout session 1C)

IBCS Standards have been created to make business communication more understandable. The need to understand information in an easy way is also known in other businesses - it's the daily business for UX Designers (editorial note: UX stands for User eXperience). Let's take a look what we can learn from them.

Software engineers use standardized modules. There are interesting approaches quite similar to our structure demands.

Jörg Decker gave examples how designers structure their work when creating e.g. websites from a design perspective and a project management perspective.

Design

Software designers very often use **design patterns** to define good usability once and reuse it again. This is already more or less an approach IBCS-A is doing as well. By suggesting layouts for charts and tables for business use cases, everybody is able to reuse those. May be one step further would be to create drafts for whole business communication products like report pages or screen layouts.

Designers also share their design pattern so everybody can reuse it (e.g http://styleguides.io/examples). This could be an option for IBCS-A, too. But customers of IBCS consultants very often don't want to share their reporting style guides. All IBCS consultants are called to ask their customers to publish examples.

The next issues the group discussed was based on Brad Frost's **Atomic Design** idea (http://patternlab.io). The outcome was, IBCS-A provides a similar structure but is not starting at the „Atom"-Level. For software vendors it would be quite helpful to have such a low level structure, but IBCS-A will not provide this.

Project management

Besides talking about designer Jörg talked about developers, too. He showed how developers manage their projects **agile** and asked the group whether IBCS-A should provide project management methodologies to handle IBCS project. The group decided not to take care about this topic because there are already a lot of project management trainings and standards available.

The group also discussed about an IBCS-A **online community**. Developers use platforms like www.stackoverflow.com and help each other a lot. The decision was made to look for and provide such a technical platform focused on IBCS issues. It should be usable for everybody. Jürgen and Jörg will evaluate several solutions and inform the IBCS-A members.

9. Rolf Hichert (IBCS Association): The concept of scaling indicators - a general solution for the comparison of scales?

(Breakout session 2A)

Not in line with the title we did not discuss the practical use of scaling indicators but general challenges of correct scaling of business data. The following major problems were identified:

1 Small variances and large number

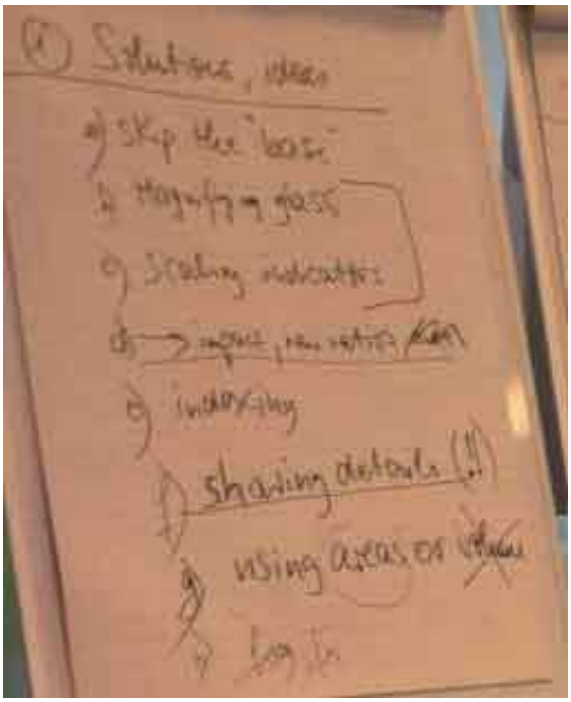
2 Absolute outliers (are they allowed at all?!)

3 Relative outliers

4 monthly and ytd values

5 Drilldown from bEUR to mEUR and kEUR

And here a possible solutions which we discussed in some detail:



a) Skip the base (e.g. show the variances of a waterfall only)

b) Show a magnifying glass - which is equivalent to...

c) Use scaling indicators

d) (sorry, cannot read on the flip chart...)

e) Indexing (start at 1 or 100% and compare different developments – without the absolute base)

f) Show details (which always helps to understand the values)

g) Use areas (or even volumes) for visualizing large and small values (properly scaled but more difficult to compare then linear visualizing elements)

Everybody agreed that log scales are no good choice. They must be avoided when comparing absolute values.

In addition, we discussed the necessary scope of consistent scaling: Minimal requirement is consistent scale on one page. In addition, the need for uniform scales within a complete report or a complete application are agreed upon.

10. Jürgen Faisst (HICHERT+FAISST): Table standards - necessary or only nice to have? Discussion of the IBCS table concept version 1.0

(Breakout session 2B)

In this breakout session, we discussed the status quo and the necessity of the concept, some controversial topics, and conceptual gaps.

Status quo: Necessity and concept

All participants agreed: Tables play an important role in business reporting and yes, we need a design concept for tables, too.

The concept is structured along the following column types and row types:

The IBCS concept for the design of tables is structured along the column types and row types of practical relevance

Column types	Row types
Row header columns	Column header rows
Scenario columns	
Variance columns	
Time columns	
Measure columns	Measure rows
Structure columns	Structure rows
"Thereof" columns	"Thereof" rows
"Rest of" columns	"Rest of" rows
"Percent of" columns	"Percent of" rows
Totals columns	Totals rows
Hierarchical columns	Hierarchical rows
Nested columns	Nested rows

Result of the discussion: A suggestion for the notation of measure rows with different units (“mixed measure rows”) should be added. This could probably result in a new column type for the units of mixed measures.

Controversial topics

Variance colors: Are variances colored? The numbers or the cells? All or only those exceeding a threshold?

Electronic Inc.
Profit after tax in kEUR
2014 PY, PL, AC

Table template 01B

November								January_November						
PY	PL	AC	AC-PY		AC-PL			PY	PL	AC	AC-PY		AC-PL	
560	590	559	-1	-0%	-31	-5%	Austria	5 078	5 611	5 509	+431	+8%	-102	-2%
56	72	58	+2	+4%	-14	-19%	Belgium	531	529	484	-47	-9%	-45	-9%
140	149	134	-6	-4%	-15	-10%	France	1 290	1 488	1 354	+64	+5%	-134	-9%
345	279	260	-85	-25%	-19	-7%	Germany	3 124	2 815	2 850	-274	-9%	+35	+1%
78	91	86	+8	+10%	-5	-5%	Poland	816	818	854	+38	+5%	+36	+4%
77	81	86	+9	+12%	+5	+6%	Sweden	809	722	764	-45	-6%	+42	+6%
61	70	66	+5	+8%	-4	-6%	Switzerland	604	582	678	+74	+12%	+96	+16%
502	498	545	+43	+9%	+47	+9%	Other	5 602	6 022	5 441	-161	-3%	-581	-10%
1 819	**1 830**	**1 794**	**-25**	**-1%**	**-36**	**-2%**	**Europe**	**17 854**	**18 587**	**17 934**	**+80**	**+0%**	**-653**	**-4%**
119	109	121	+2	+2%	+12	+11%	Brazil	1 205	1 254	1 314	+109	+9%	+60	+5%
65	71	59	-6	-9%	-12	-17%	Canada	629	656	718	+89	+14%	+62	+9%
346	326	311	-35	-10%	-15	-5%	USA	3 406	3 124	3 239	-167	-5%	+115	+4%
438	401	399	-39	-9%	-2	-0%	Other	4 166	4 219	4 008	-158	-4%	-211	-5%
968	**907**	**890**	**-78**	**-8%**	**-17**	**-2%**	**Americas**	**9 406**	**9 253**	**9 279**	**-127**	**-1%**	**+26**	**+0%**
54	66	62	+8	+15%	-4	-6%	Australia	517	609	588	+71	+14%	-21	-3%
266	204	231	-35	-13%	+27	+13%	China	2 107	1 925	2 399	+292	+14%	+474	+25%
9	12	11	+2	+22%	-1	-8%	Japan	67	87	144	+77	+115%	+57	+66%
234	311	255	+21	+9%	-56	-18%	Other	2 351	2 099	2 145	-206	-9%	+46	+2%
563	**593**	**559**	**-4**	**-1%**	**-34**	**-6%**	**Rest of world**	**5 042**	**4 720**	**5 276**	**+234**	**+5%**	**+556**	**+12%**
3 350	**3 330**	**3 243**	**-107**	**-3%**	**-87**	**-3%**	**World**	**32 302**	**32 560**	**32 489**	**+187**	**+1%**	**-71**	**-0%**
	Variances are red if:		<-20	<-10%	<20	<-10%					<-220	<-10%	<-220	<-10%

Result of the discussion: Colored variances can be an option, but they are not part of the Standards.

Variance scenario notation: Shall we apply scenario notation to variance columns? And how?

Electronic Inc.
Profit after tax in kEUR
2014 PY, PL, AC

Table template 01A

November								January_November						
PY	PL	AC	AC-PY		AC-PL			PY	PL	AC	AC-PY		AC-PL	
560	590	559	-1	-0%	-31	-5%	Austria	5 078	5 611	5 509	+431	+8%	-102	-2%
56	72	58	+2	+4%	-14	-19%	Belgium	531	529	484	-47	-9%	-45	-9%
140	149	134	-6	-4%	-15	-10%	France	1 290	1 488	1 354	+64	+5%	-134	-9%

Result of the discussion: There is no acceptable suggestion for applying scenario notation to variance columns yet. So the current solution (not to apply any scenario notation) is the preferred one.

Totals: Shall we display sums above or below the terms of the sum?

Result of the discussion: In most cases the total should be below, but there might be some reasons to place the total on top, e.g. if

- the sum is much more important than its components, then it should be displayed first
- the readers are used to see totals on top (examples mentioned but not yet verified are the public sector and countries like US)
- in an interactive table drilling down from the sum into details

Conceptual gaps

Hierarchies: How to display multilevel hierarchies?

Jürgen postulated that hierarchical rows should not consume too much space. He showed how to build structures with three or more levels with a combination of gaps and underlining without using too much space:

Before:

Electronic Inc.
Sales in kEUR
2014

			Computer				Accessories			Other	Electronics
			Laptop	Tablet	Deskt.		Monit.	Other			
Europe	Benelux	Netherl.	507	561	550	**1 618**	243	237	**480**	426	**2 524**
		Belgium	531	529	484	**1 544**	423	264	**687**	527	**2 758**
		Luxemburg	1 290	1 488	1 354	**4 132**	735	658	**1 393**	1 534	**7 059**
		Benelux	**2 328**	**2 578**	**2 388**	**7 294**	**1 401**	**1 159**	**2 560**	**2 487**	**12 341**
	Germany	Bavaria	312	281	285	**878**	143	143	**286**	375	**1 539**
		Saxony	816	818	854	**2 488**	424	476	**900**	935	**4 323**
		Other	604	582	678	**1 864**	275	366	**641**	368	**2 873**
		Germany	**1 732**	**1 681**	**1 817**	**5 230**	**842**	**985**	**1 827**	**1 678**	**8 735**
	Other		560	602	544	**1 706**	329	270	**599**	527	**2 832**
	Europe		**4 620**	**4 861**	**4 749**	**14 230**	**2 572**	**2 414**	**4 986**	**4 692**	**23 908**
Americas	USA	Florida	1 205	1 254	1 314	**3 773**	684	658	**1 342**	1 278	**6 393**
		Other	340	312	323	**975**	176	185	**361**	244	**1 580**
		USA	**1 545**	**1 566**	**1 637**	**4 748**	**860**	**843**	**1 703**	**1 522**	**7 973**
	Other		235	385	286	**906**	194	196	**390**	386	**1 682**
	Americas		**1 780**	**1 951**	**1 923**	**5 654**	**1 054**	**1 039**	**2 093**	**1 908**	**9 655**
Other			235	210	215	**660**	118	165	**283**	224	**1 167**
World			**6 635**	**7 022**	**6 887**	**20 544**	**3 744**	**3 618**	**7 362**	**6 824**	**34 730**

After:

Electronic Inc.
Sales in kEUR
2014

	Desk-tops	Lap-tops	Comp. cases	Acces-sories	Other comp.	**Com-puters**	Cell phones	Tele-vision	Home audio	Net-works	Moni-tors	**Appli-ances**	Other appl.	**Electronics**
Netherlands	507	507	507	561	550	**2 632**	507	243	507	507	237	**1 494**	426	**4 552**
Belgium	531	531	531	529	484	**2 606**	531	423	531	531	264	**1 749**	527	**4 882**
Luxemburg	1 290	1 290	1 290	1 488	1 354	**6 712**	1 290	735	1 290	1 290	658	**3 973**	1 534	**12 219**
Benelux	**2 328**	**2 328**	**2 328**	**2 578**	**2 388**	**11 950**	**2 328**	**1 401**	**2 328**	**2 328**	**1 159**	**7 216**	**2 487**	**21 653**
Bavaria	312	312	312	281	285	**1 502**	312	143	312	312	143	**910**	375	**2 787**
Hamburg	56	34	12	12	7	**121**	12	23	45	66	43	**177**	17	**315**
Baden-Württ.	234	121	88	5	12	**460**	23	99	124	231	23	**477**	134	**1 071**
Berlin	34	52	66	72	39	**263**	40	60	84	25	55	**224**	41	**528**
Saxony	816	816	816	818	854	**4 120**	816	424	816	816	476	**2 532**	935	**7 587**
Other	604	604	604	582	678	**3 072**	604	275	604	604	366	**1 849**	368	**5 289**
Germany	**2 056**	**1 939**	**1 898**	**1 770**	**1 875**	**9 538**	**1 807**	**1 024**	**1 985**	**2 054**	**1 106**	**6 169**	**1 870**	**17 577**
Other	560	560	560	602	544	**2 826**	560	329	560	560	270	**1 719**	527	**5 072**
Europe	**4 944**	**4 827**	**4 786**	**4 950**	**4 807**	**24 314**	**4 695**	**2 754**	**4 873**	**4 942**	**2 535**	**15 104**	**4 884**	**44 302**
New York	1 205	1 205	1 205	1 254	1 314	**6 183**	1 205	684	1 205	1 205	658	**3 752**	1 278	**11 213**
California	1 600	1 321	1 890	678	341	**5 830**	1 289	2 130	2 153	63	61	**4 407**	554	**10 791**
Other	340	340	340	312	323	**1 655**	340	176	340	340	185	**1 041**	244	**2 940**
USA	**3 145**	**2 866**	**3 435**	**2 244**	**1 978**	**13 668**	**2 834**	**2 990**	**3 698**	**1 608**	**904**	**9 200**	**2 076**	**24 944**
Other	235	235	235	385	286	**1 376**	235	194	235	235	196	**860**	386	**2 622**
Americas	**3 380**	**3 101**	**3 670**	**2 629**	**2 264**	**15 044**	**3 069**	**3 184**	**3 933**	**1 843**	**1 100**	**10 060**	**2 462**	**27 566**
Other	235	235	235	210	215	**1 130**	235	118	235	235	165	**753**	224	**2 107**
World	**8 559**	**8 163**	**8 691**	**7 789**	**7 286**	**40 488**	**7 999**	**6 056**	**9 041**	**7 020**	**3 800**	**25 917**	**7 570**	**73 975**

Result of the discussion: The software vendors did not like this solution too much. We probably should establish a work group that develops alternative suggestions.

11. Jürgen Faisst (HICHERT+FAISST): IBCS - Where do we want to be next year?

The IBCS Association has released Version 1.0 of the IBCS Standards. Some local aspects (see breakout sessions) might need further specification, but the basic conceptual work is done. It seems that the IBCS community now wants focus on the **application** of the Standards and its international **dissemination**, before opening new fields of conceptual research.

Members of the IBCS Association therefor requested an open exchange on the application of the Standards. They want to establish a forum for asking concrete questions on how to design charts and tables for specific purposes.

Jürgen reported from the international adoption of the Standards and called for a joined effort to expand the user base further. Organizing next year's IBCS Annual Conference in another non-german-speaking country would definitely foster the international dissemination of the Standards.

12. IBCS sponsors 2015

A special thanks to the IBCS sponsors presenting their software and services. In an “elevator pitch” kind of presentation they were given the opportunity to present their USP in the market for IBCS compliant software:

Gold sponsor

SAP presented the new Product “Cloud for Planning”. They want to get the certification for this product until end of 2015. SAP is building a huge touch screen in the board room. They want to display the information in an IBCS compliant way.

Silver sponsors

Arcplan has further improved its IBCS functionality by adding a new built-in assistant called “QuickSteps”, and a new layer for defining and applying semantic notation. In combination with arcplan’s “responsive design” architecture this can be used for all devices.

gmc² is a consulting firm for IBM Cognos on the way to become a HICHERT®IBCS Certified Provider. They develop a set of IBCS compliant templates for IBM Cognos which they will further develop to an HICHERT®IBCS certified software product called gIV.

Graphomate presented its new table component in addition to its well-known HICHERT®IBCS Certified chart component. Originally built for SAP Business Objects Design Studio, the components are now also available for SAP Analysis for Office (Excel) and SAP Lumira.

HI-CHART, the well-known Excel guys, presented a new table component for their Chart-me for Excel product. Surprisingly they presented also a Web-Version of Chart-me which can be used stand-alone or in combination with SAP Design Studio.

HiCoordination presented a video showing the ease of use of their product TrueChart. TrueChart is an add-on to the QlikTec products QlikView and QlikSense.

Zebra BI prowdly presented its recently awarded HICHERT®IBCS Certified Charts and Tables seal. Zebra BI's goal is to produce IBCS compliant charts in Excel with only one click. They proved their capabilities by reproducing a complex IBCS template from scratch within two minutes.

13. Conference impressions onTwitter

Heinz Steiner, June, 24, 2015