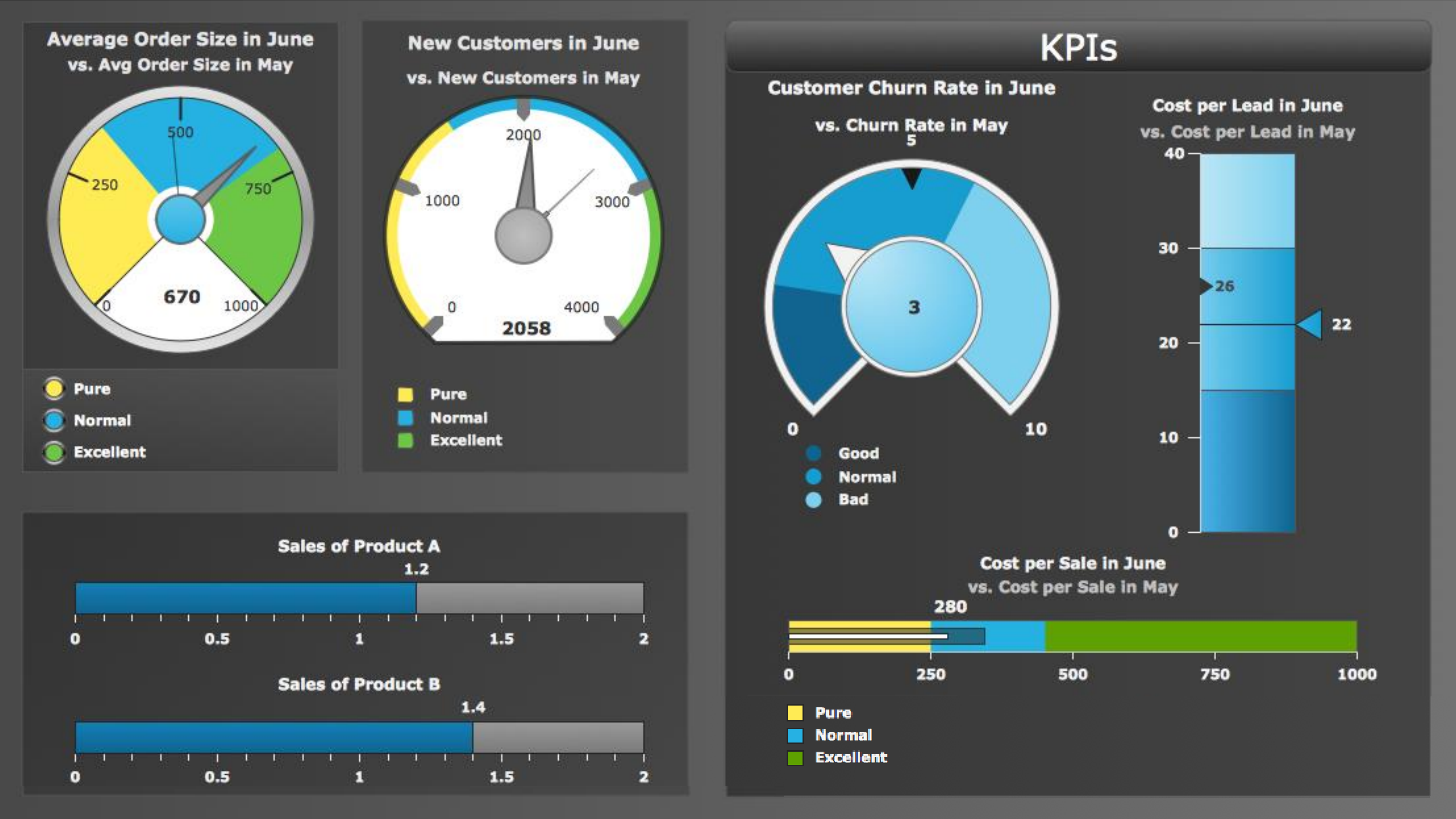
ISO NWIP
ISO/TC 37 ANNUAL FORUM BRUSSELS
11TH JUNE 2023

A STANDARD NOTATION FOR BUSINESS REPORTS

PRE-EXPERT DRAFT

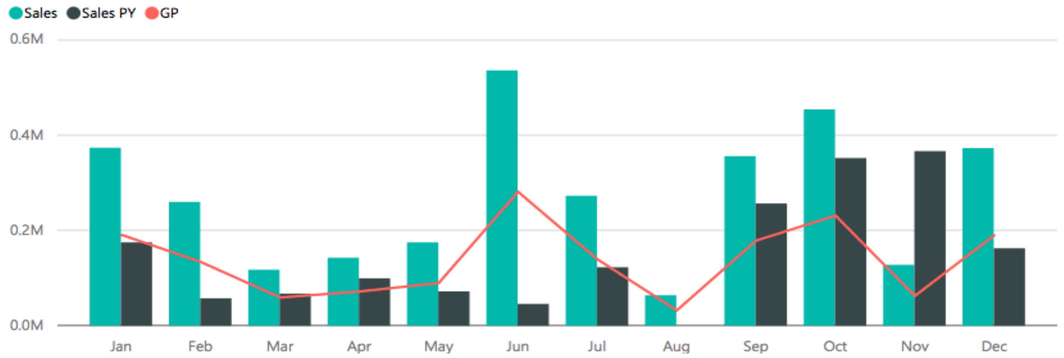
DR. JÜRGEN FAISST AND DIEGO BEREA
IBCS ASSOCIATION

INDEX OF CONTENTS


Average Order Size in June
vs. Avg Order Size in May
0
250
500
750
1000
670
Pure
Normal
Excellent
New Customers in June
vs. New Customers in May
0
1000
2000
3000
4000
2058
Pure
Normal
Excellent
KPIs
Customer Churn Rate in June
vs. Churn Rate in May
5
3
0
10
Good
Normal
Bad
Cost per Lead in June
vs. Cost per Lead in May
40
30
26
22
20
10
0
Sales of Product A
1.2
0
0.5
1
1.5
2
Sales of Product B
1.4
0
0.5
1
1.5
2
Cost per Sale in June
vs. Cost per Sale in May
280
0
250
500
750
1000
Pure
Normal
Excellent

XERO SALES ANALYSIS

Sales
BY MNTH



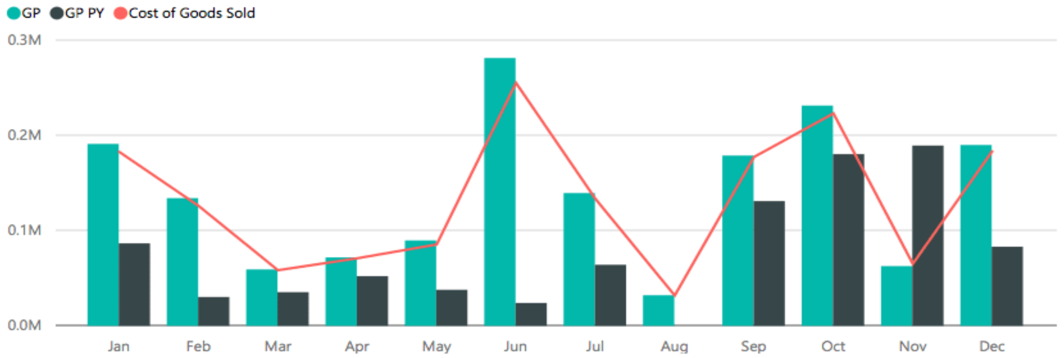
Sales Vs Prior Year

Sales
3,249,702 (+82.9 %)

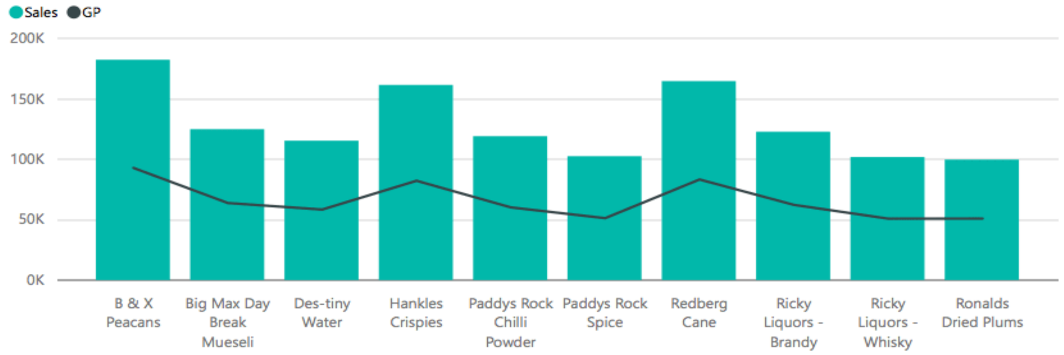
Gross Profit Vs Prior Year

GP
1,659,371 (+81.8 %)

Gross Profit
BY MONTH



Top 10 Products



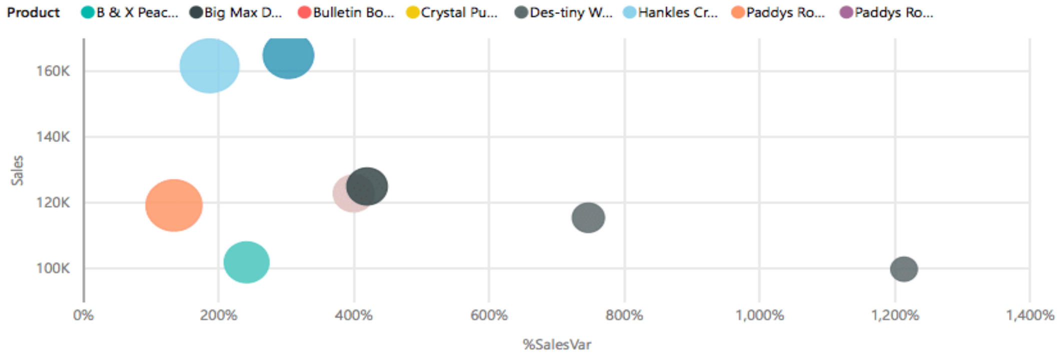
Cost of Goods Sold Vs Prior Year

Cost of Goods Sold
1,590,331 (+84.1 %)

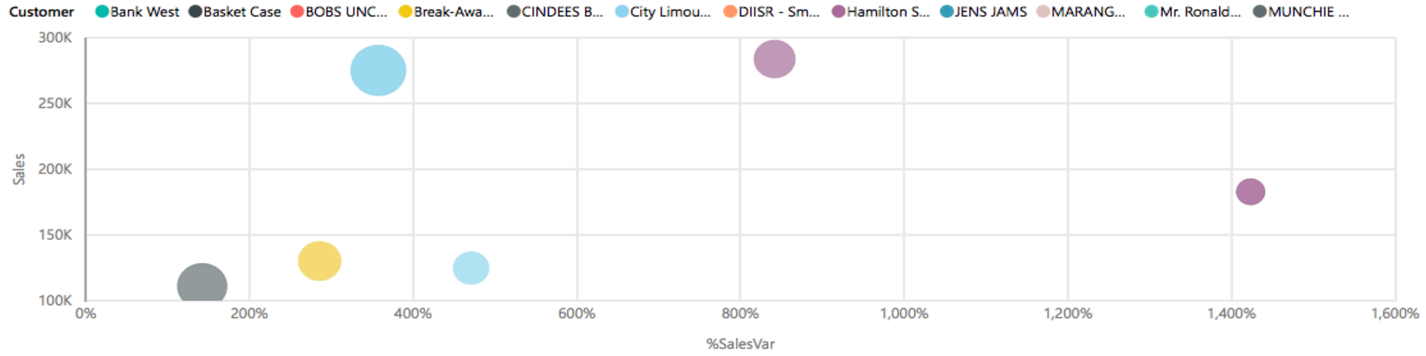
Quantity Vs Prior Year

QTY
1,777 (+61.8 %)

Top 10 Products Growth



Top 10 Customers Growth



Top 10 Customers


Financial Performance
Revenue vs Expenses
$10,000
Revenue
Expenses
Profit
$5,000
$0
-$5,000
Janu...
Febr...
March
April
May
June
July
Gross Profit Margin
38%
Quick Ratio
3.2
Burn Rate
$15.2K
Cash Runway
23mth
This month
Revenue
$1,000
$500
$0
6 Aug
13 Aug
20 A...
Current Accounts Payable vs Receivable
Current Accounts Payable
$850
Current Accounts Receivable
$2,575
Lead Velocity Rate
6.9%
LTV: CAC Ratio
3

Net Retention (with 6-Month Range)

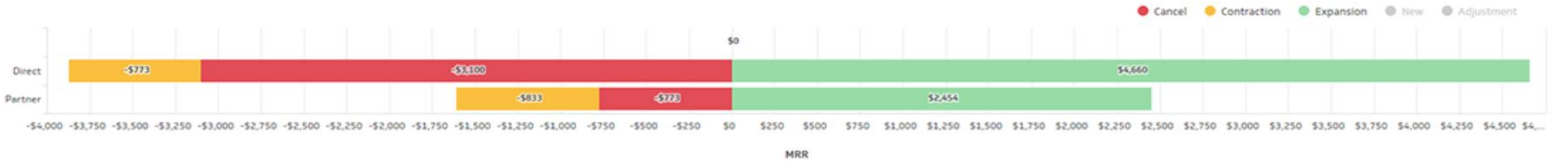
Net MRR: $14,264

Net Retention: $1,278

Cancelled Accounts (This Week)

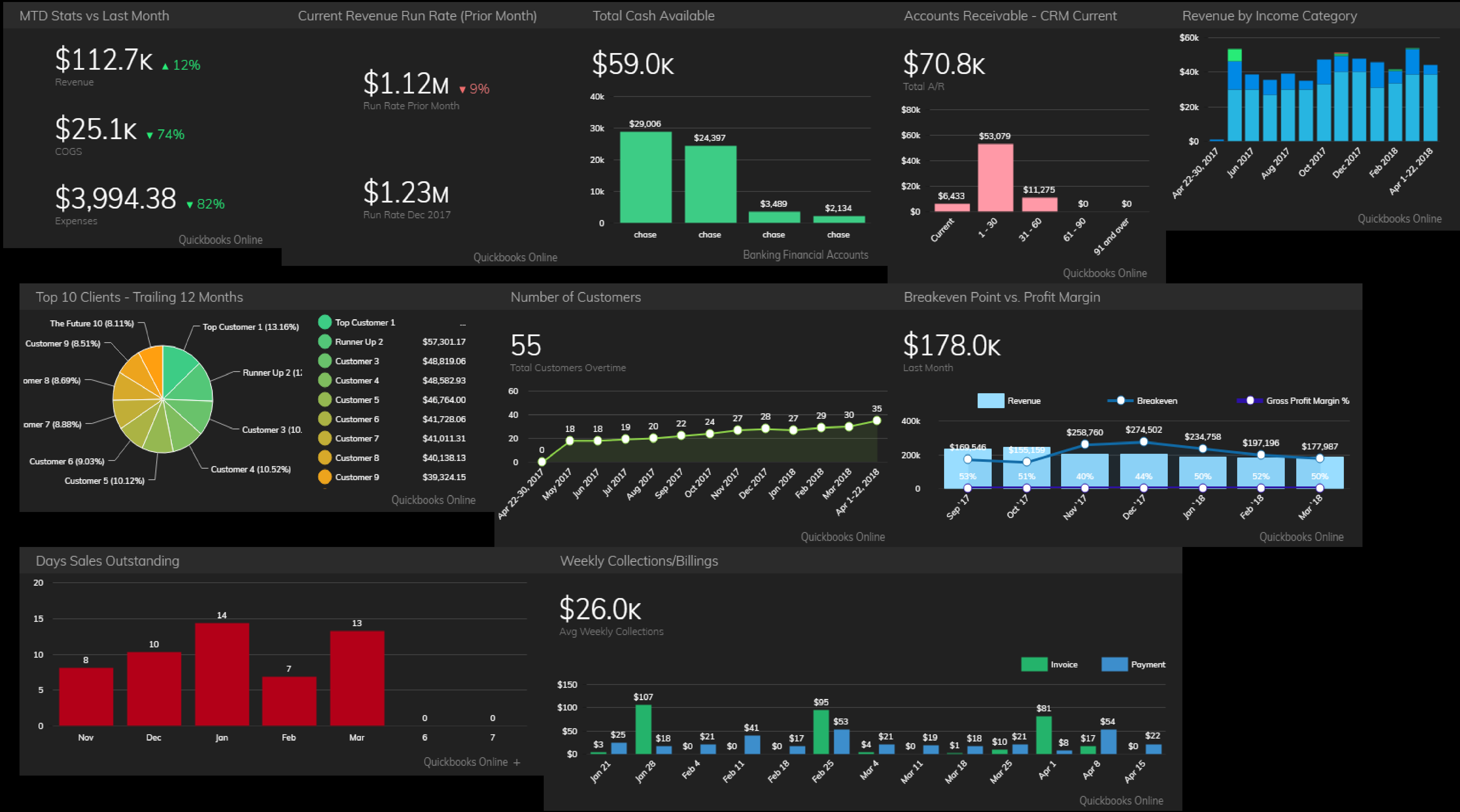
Account Name	Date	Seats	Lifeti...	Type	MRR
Porky P.I.G.	Jul 20	2	2.5	-	$40
Duckworths	Jul 20	1	8.2	-	$20
Mickey MO	Jul 19	1	4.3	-	$20
Wiley	Jul 19	8	2.5	Partn...	$160
Road Runners	Jul 18	2	1.2	-	$40
Bugsy	Jul 18	1	23.6	-	$20
Minnie	Jul 18	1	18.2	-	$20
Pete's Pans	Jul 17	1	13.3	-	$20
Sleeping Beau...	Jul 17	2	8.7	-	$40
Hook's Small C...	Jul 16	1	2.1	-	$20
Goof Glue	Jul 16	3	2.5	-	$60
Aladdin Rugs	Jul 15	2	2.3	-	$40
12		2	7.4		$500

MRR (Direct/Partner)



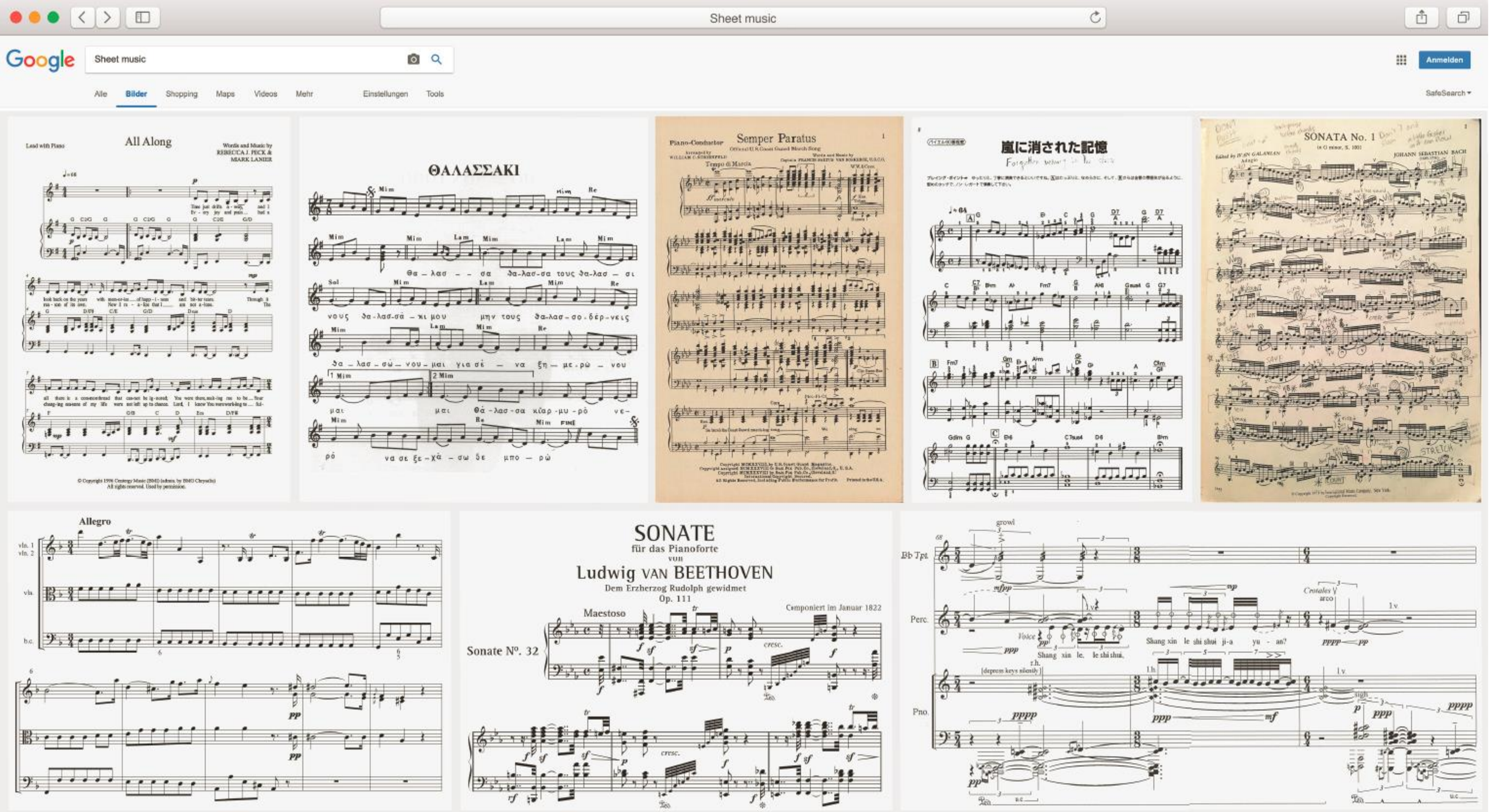
Account Retention

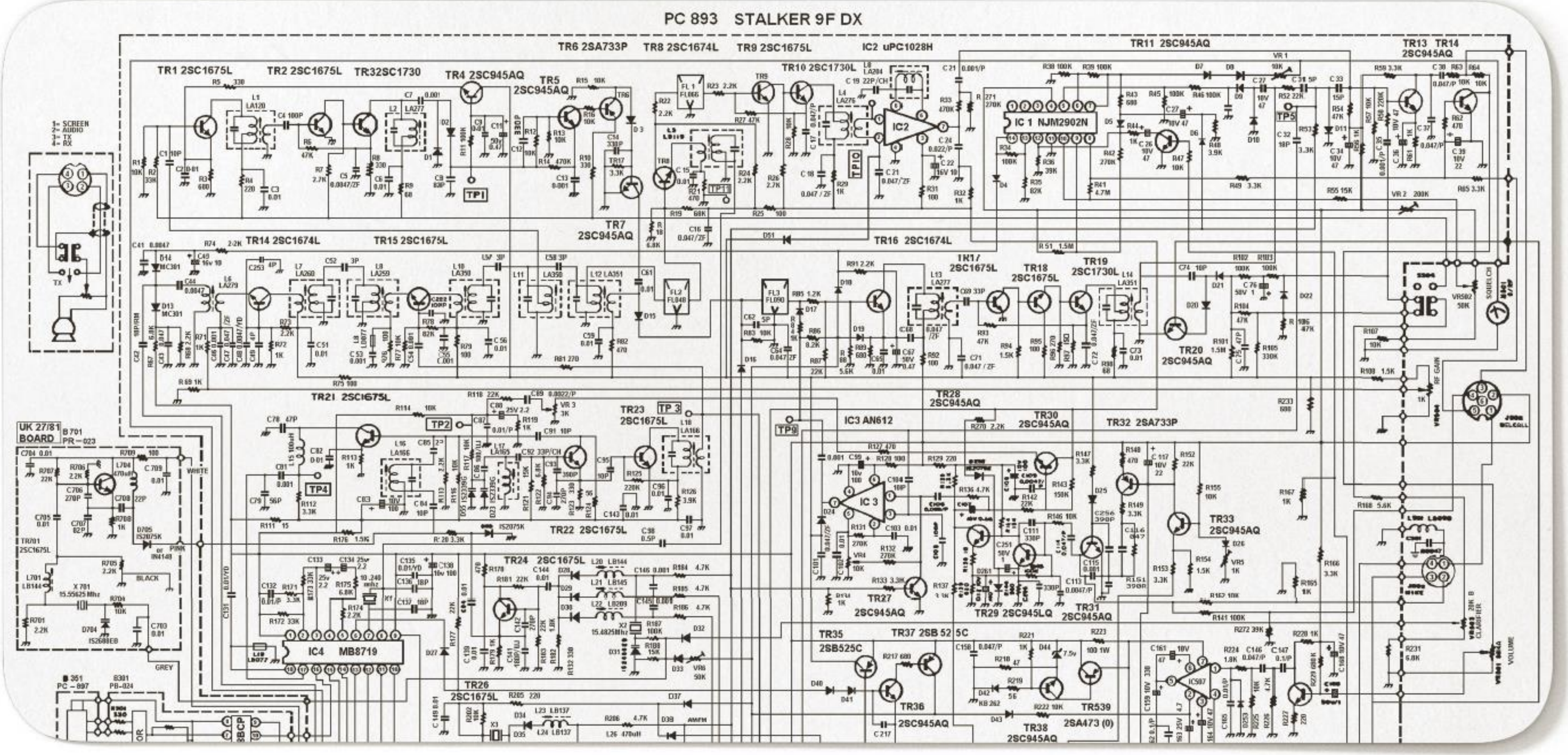
Retention Components Over Time



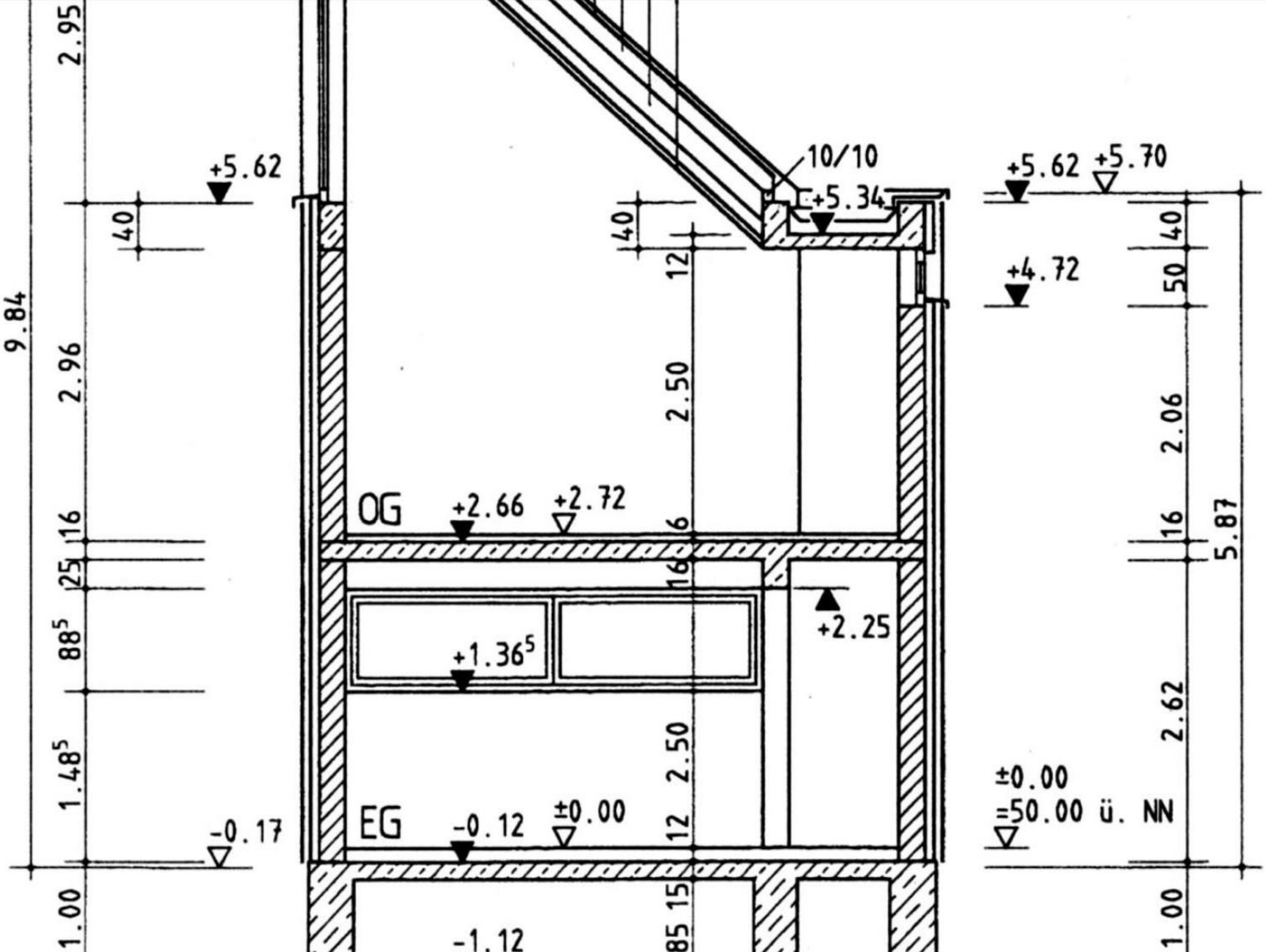
MTD Stats vs Last Month
$112.7K ▲ 12%
Revenue
$25.1K ▼ 74%
COGS
$3,994.38 ▼ 82%
Expenses
Quickbooks Online
Current Revenue Run Rate (Prior Month)
$1.12M ▼ 9%
Run Rate Prior Month
$1.23M
Run Rate Dec 2017
Quickbooks Online
Total Cash Available
$59.0K
$29,006 $24,397 $3,489 $2,134
chase chase chase chase
Banking Financial Accounts
Accounts Receivable - CRM Current
$70.8K
Total A/R
$6,433 $53,079 $11,275 $0 $0
Current 1 - 30 31 - 60 61 - 90 91 and over
Quickbooks Online
Revenue by Income Category
Apr 22-30, 2017 Jun 2017 Aug 2017 Oct 2017 Dec 2017 Feb 2018 Apr 1-22, 2018
Quickbooks Online
Top 10 Clients - Trailing 12 Months
Top Customer 1 (13.16%)
The Future 10 (8.11%)
Customer 9 (8.51%)
Customer 6 (9.03%)
Customer 5 (10.12%)
Customer 4 (10.52%)
Top Customer 1 ...
Runner Up 2 $57,301.17
Customer 3 $48,819.06
Customer 4 $48,582.93
Customer 5 $46,764.00
Customer 6 $41,728.06
Customer 7 $41,011.31
Customer 8 $40,138.13
Customer 9 $39,324.15
Quickbooks Online
Number of Customers
55
Total Customers Overtime
0 18 18 19 20 22 24 27 28 27 29 30 35
Apr 22-30, 2017 May 2017 Jun 2017 Jul 2017 Aug 2017 Sep 2017 Oct 2017 Nov 2017 Dec 2017 Jan 2018 Feb 2018 Mar 2018 Apr 1-22, 2018
Quickbooks Online
Breakeven Point vs. Profit Margin
$178.0K
Last Month
Revenue Breakeven Gross Profit Margin %
$169,546 $155,159 $258,760 $274,502 $234,758 $197,196 $177,987
53% 51% 40% 44% 50% 52% 50%
Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18
Quickbooks Online
Days Sales Outstanding
8 10 14 7 13 0 0
Nov Dec Jan Feb Mar 6 7
Quickbooks Online +
Weekly Collections/Billings
$26.0K
Avg Weekly Collections
Invoice Payment
$3 $25 $107 $18 $0 $21 $0 $41 $0 $17 $95 $53 $4 $21 $0 $19 $1 $18 $10 $21 $81 $8 $17 $54 $0 $22
Jan 21 Jan 28 Feb 4 Feb 11 Feb 18 Feb 25 Mar 4 Mar 11 Mar 18 Mar 25 Apr 1 Apr 8 Apr 15
Quickbooks Online


Dashboard
Corporate - Sprint 2
CLEAN DASHBOARD
Sample Heading
Financial Performance - YTD
Regional Sales Status
Cash
Ratios
Dashboards should be kept simple so it is easy to interpret where attention is needed.
22,850
past 30 days
Dashboard & Overview
1131 × 500 - webdesigndev.com
Klipfolio Dashboard
Project Honeycomb
OVERVIEW


Sheet music
Google
Sheet music
Anmelden
Alle
Bilder
Shopping
Maps
Videos
Mehr
Einstellungen
Tools
SafeSearch
All Along
ΘΑΛΑΣΣΑΚΙ
Semper Paratus
嵐に消された記憶
SONATA No. 1
Allegro
SONATE
für das Pianoforte
von
Ludwig VAN BEETHOVEN
Dem Erzherzog Rudolph gewidmet
Op. 111
Maestoso
Componiert im Januar 1822
Sonate Nº. 32



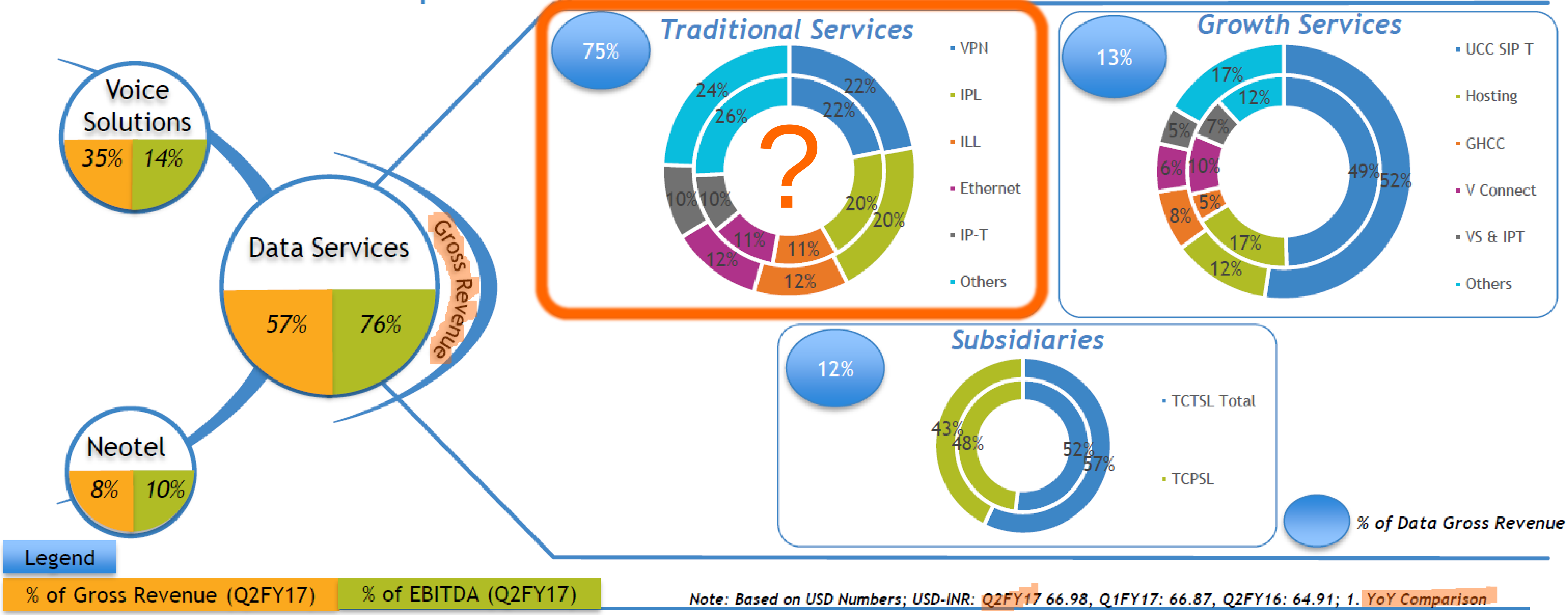
Source: Teaberry Stalker IX Service Manual



2.95
9.84
2.96
16
25
88^5
1.48^5
1.00
+5.62
40
10/10
+5.34
+5.62
+5.70
40
12
+4.72
50
2.50
2.06
OG
+2.66
+2.72
6
16
5.87
16
+2.25
+1.36^5
2.62
2.50
±0.00
=50.00 ü. NN
EG
-0.12
±0.00
-0.17
12
85 15
-1.12
1.00

PERFORMANCE HIGHLIGHTS | CONSOLIDATED PORTFOLIO MIX[1]

Data continues to be the pillar for growth



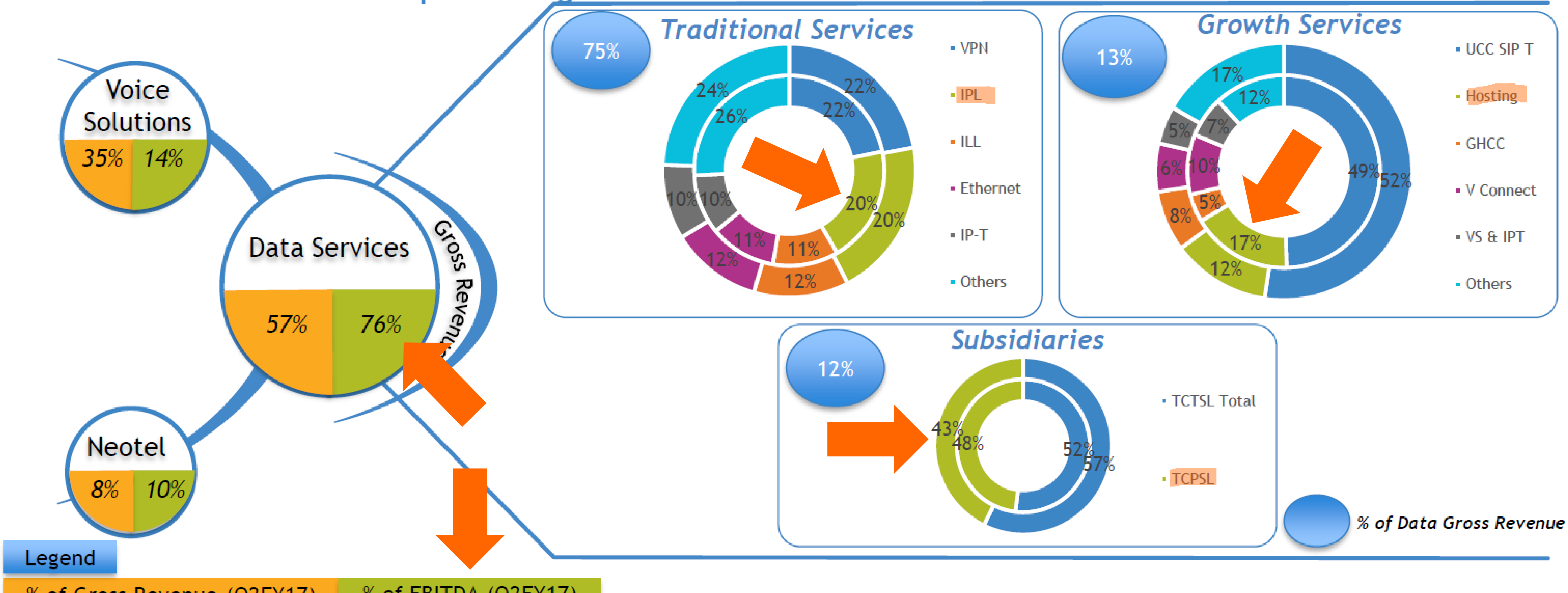
Note: Based on USD Numbers; USD-INR: Q2FY17 66.98, Q1FY17: 66.87, Q2FY16: 64.91; 1. YoY Comparison


ff
sf
R.H.
trem.
Allegro
p e agitato
mf


p
cresc. sempre
f
ff
più cresc.
sf
or:
etc.

PERFORMANCE HIGHLIGHTS | CONSOLIDATED PORTFOLIO MIX[1]

Data continues to be the pillar for growth



Note: Based on USD Numbers; USD-INR: Q2FY17 66.98, Q1FY17: 66.87, Q2FY16: 64.91; 1. YoY Comparison

If we want to make business communication more effective, then **things that mean the same have to look the same**.

Prof. Rolf Hichert
IBCS Association

INTERNATIONAL BUSINESS COMMUNICATION STANDARDS
IBCS® VERSION 1.2

IBCS VERSION 1.2

IBCS Version 1.2 provides practical guidelines for the consistent design of reports, presentations, dashboards and the charts and tables they contain. The further development of IBCS is an ongoing process, which is managed by the not-for-profit IBCS Association.

UN 3.2 UNIFY SCENARIOS

In charts with stacked columns, sta[...]
application of this semantic scenari[...]
notation to the lowest segment and [...]
Add a frame (outlined) or hatch pattern to these segments if they represent planned or forecasted data.

1

Comments Close

Jürgen Feb 20 2022 at 10:36AM Question

I love this new illustration of scenarios. What about other reference scenarios like benchmarks and competitors?

reply 0 0

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FREQUENTLY ASKED QUESTIONS

Read FAQ

INTERNATIONAL BUSINESS COMMUNICATION STANDARDS

Not-for profit organization

IBCS ASSOCIATION

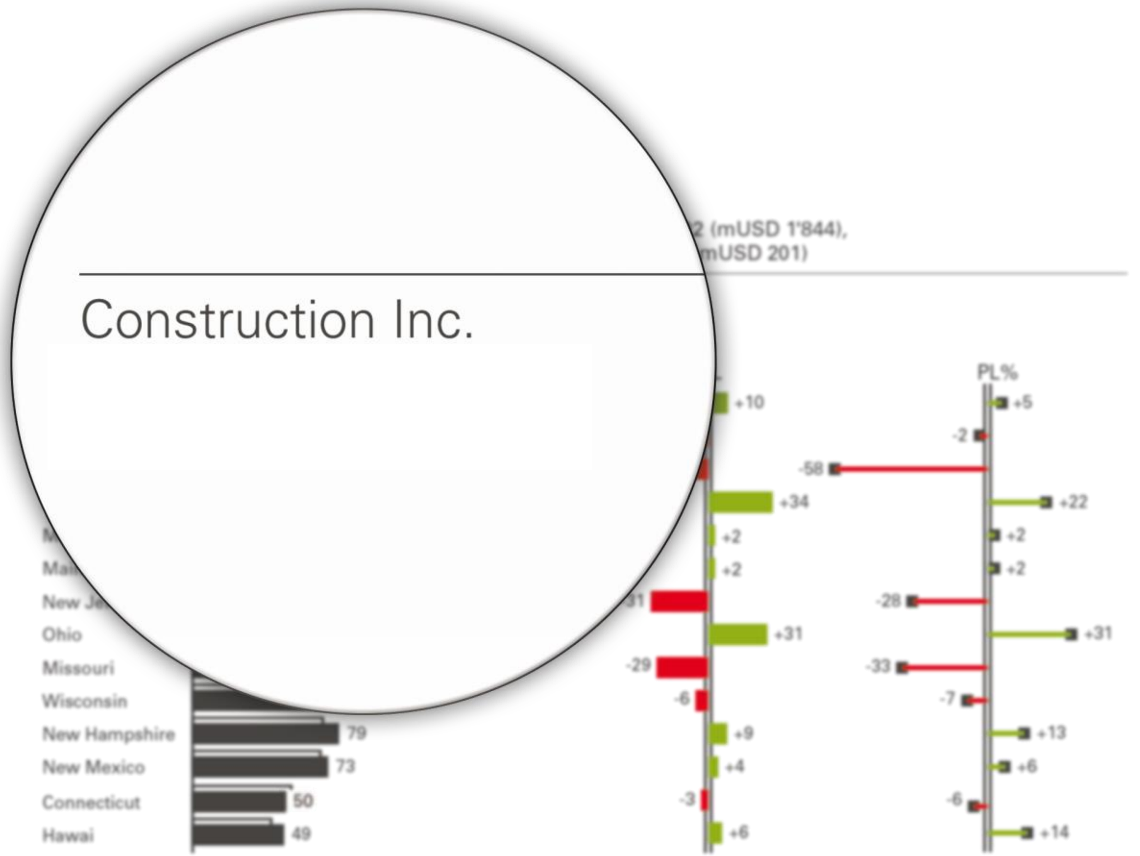
Contents

Page

1

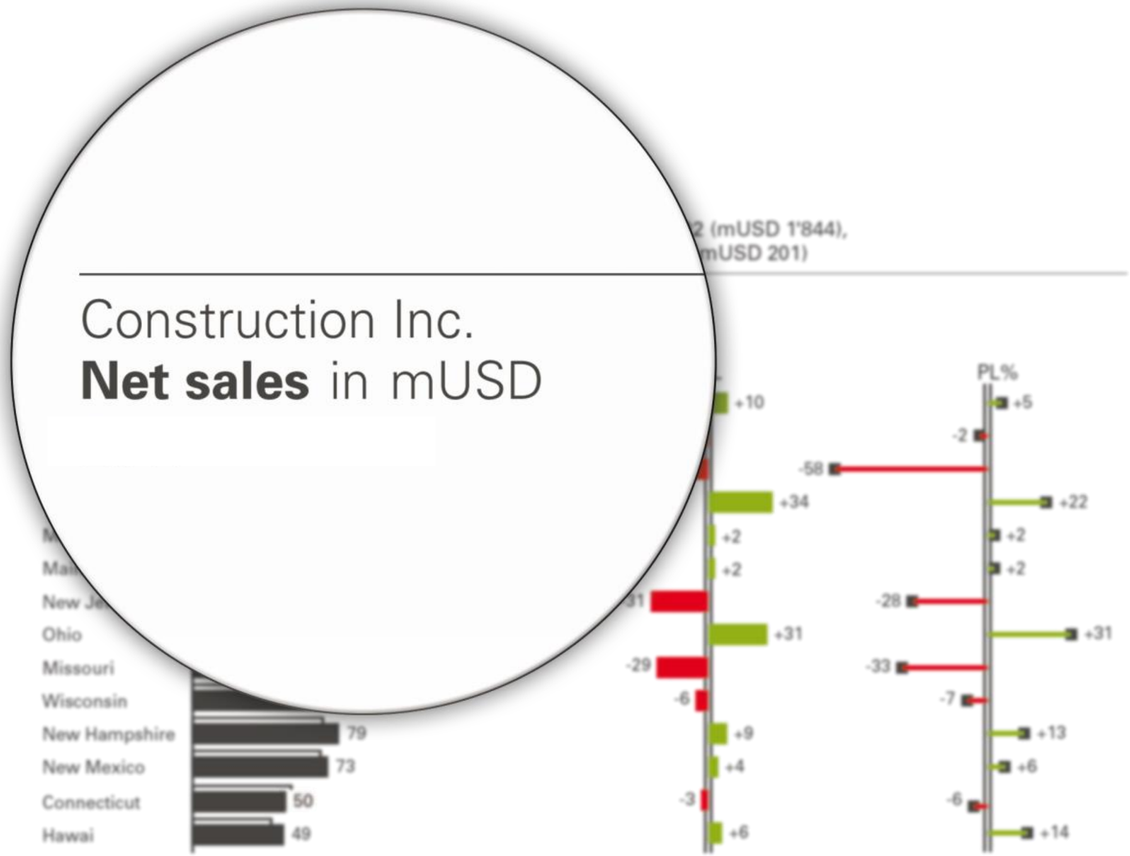
Unified titles shall identify the content of pages, charts, and tables.

1 Unified titles shall identify the content of pages, charts, and tables: **Who** (entity)

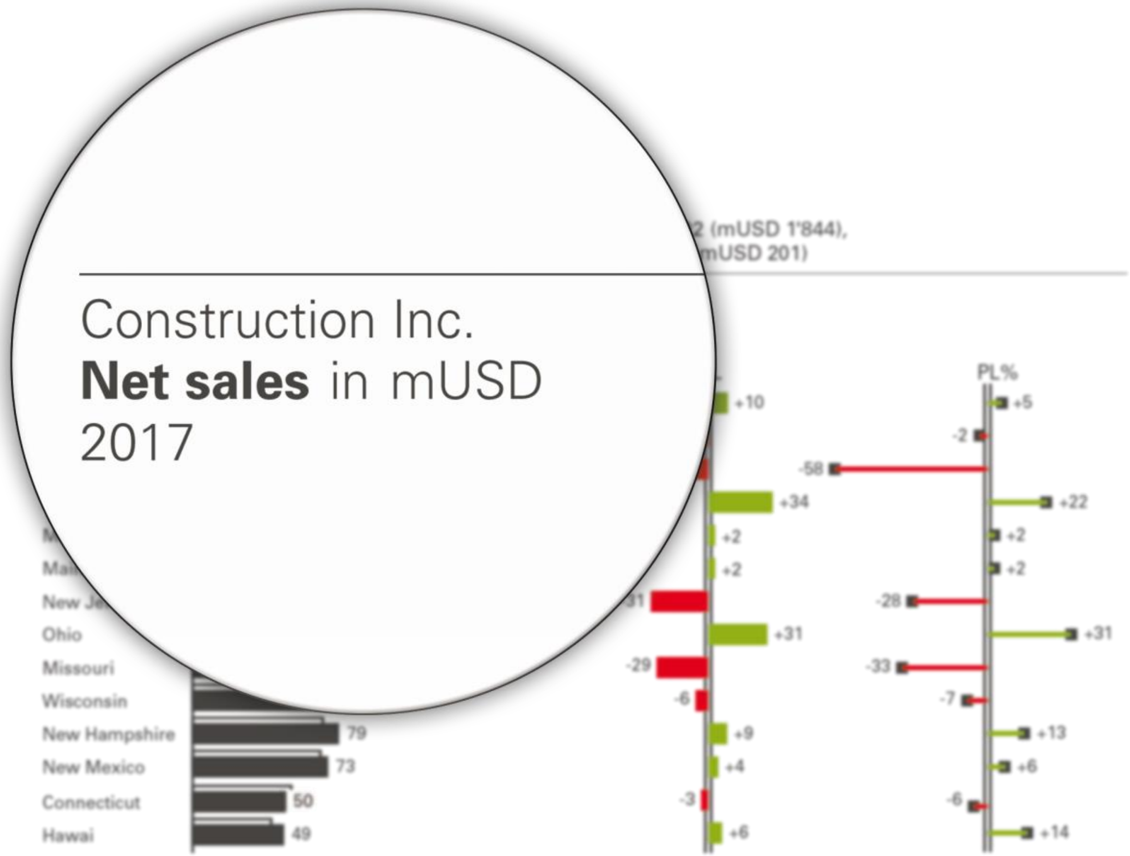


1

Unified titles shall identify the content of pages, charts, and tables: Who (entity), **what** (measure)



1 Unified titles shall identify the content of pages, charts, and tables: Who (entity), what (measure), and **when** (time period).



Alpha Corporation

Example

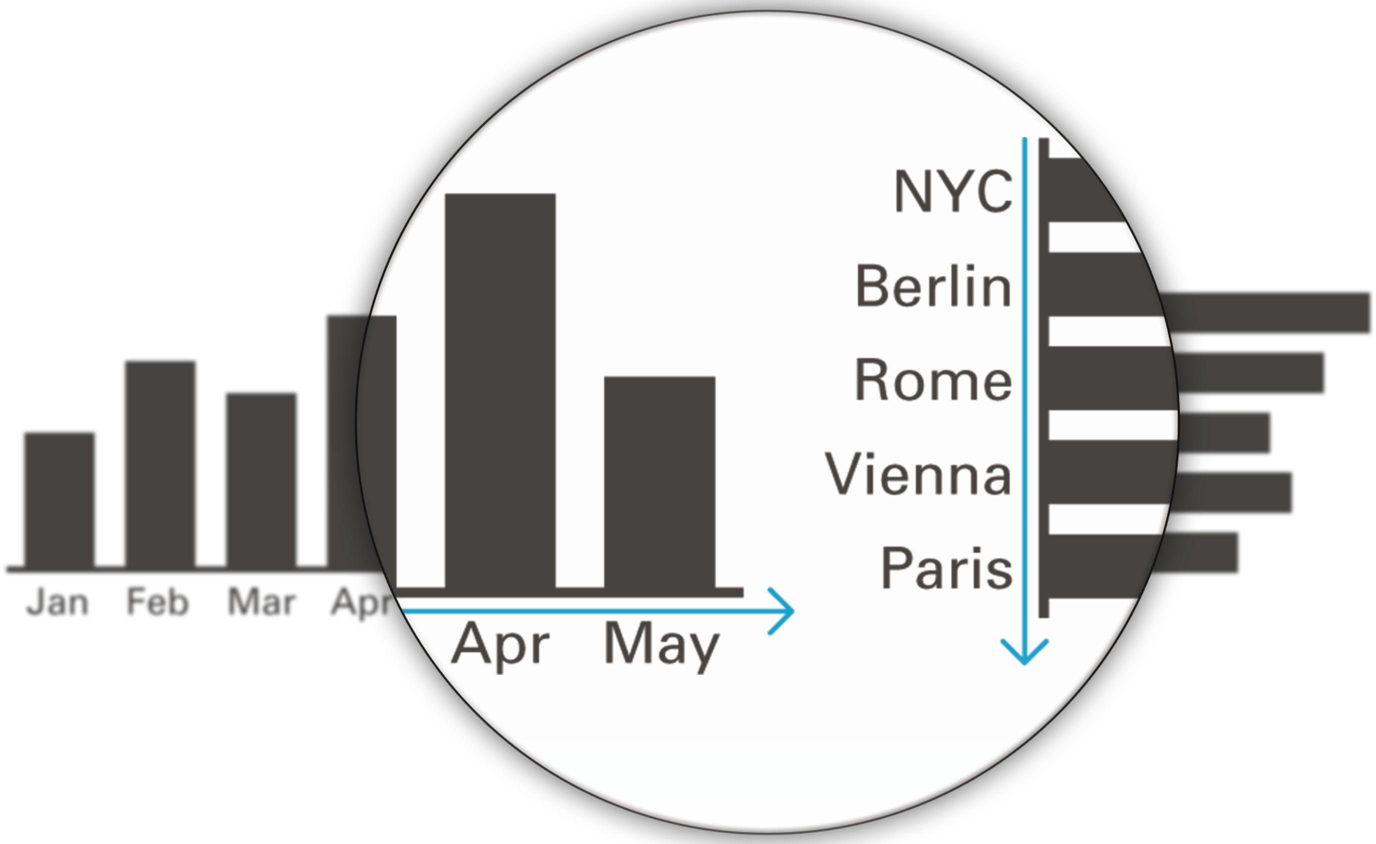
Alpha Corporation
Net sales in mUSD

Example

Alpha Corporation
Net sales in mUSD
2023

Example

2 Time series (ordinal scales) shall consistently be displayed on a horizontal axes, whereas nominally scaled structure categories shall be displayed on a vertical axis.



Alpha Corporation
Net sales in mUSD
2023

Example

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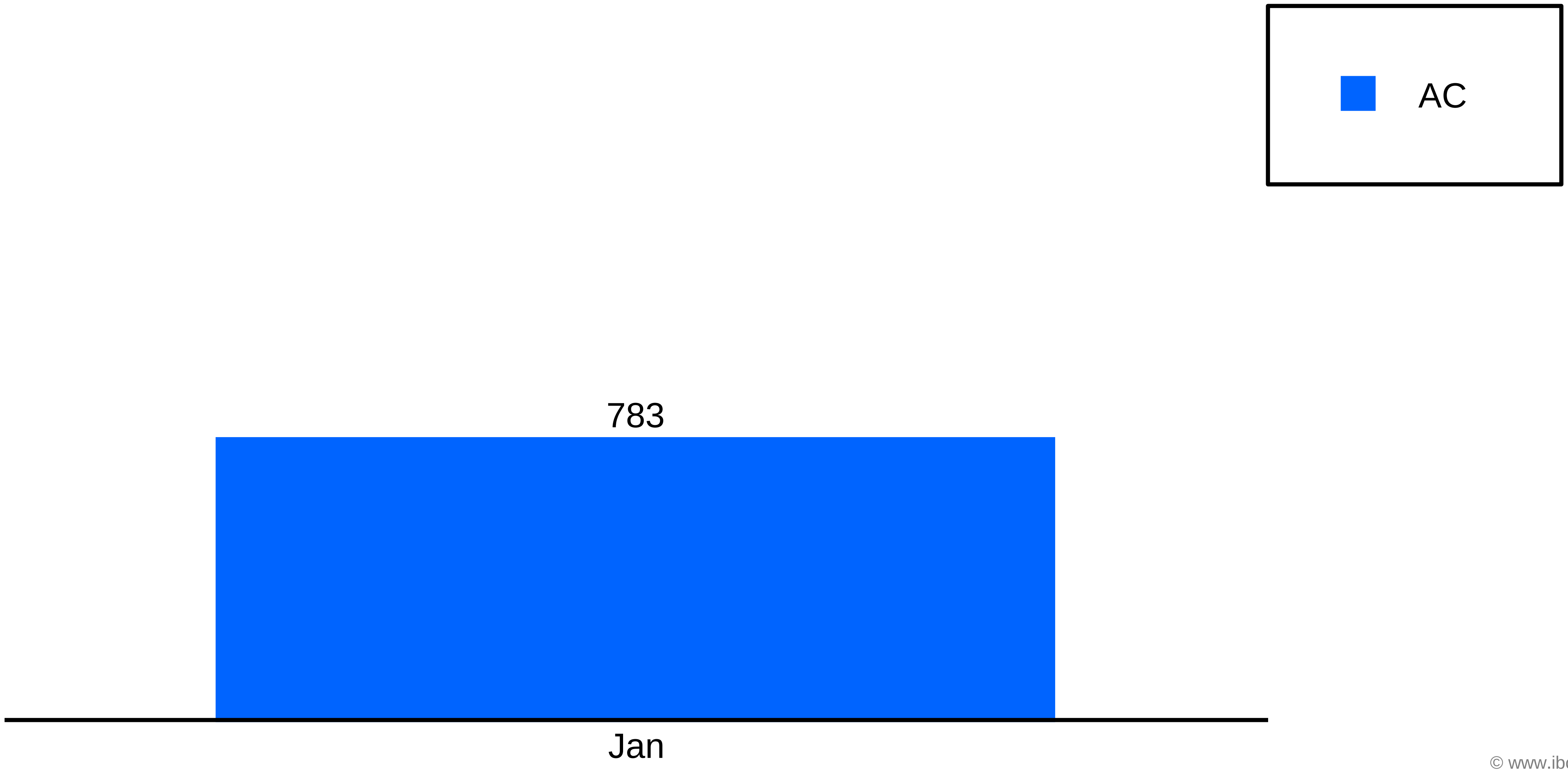
2023



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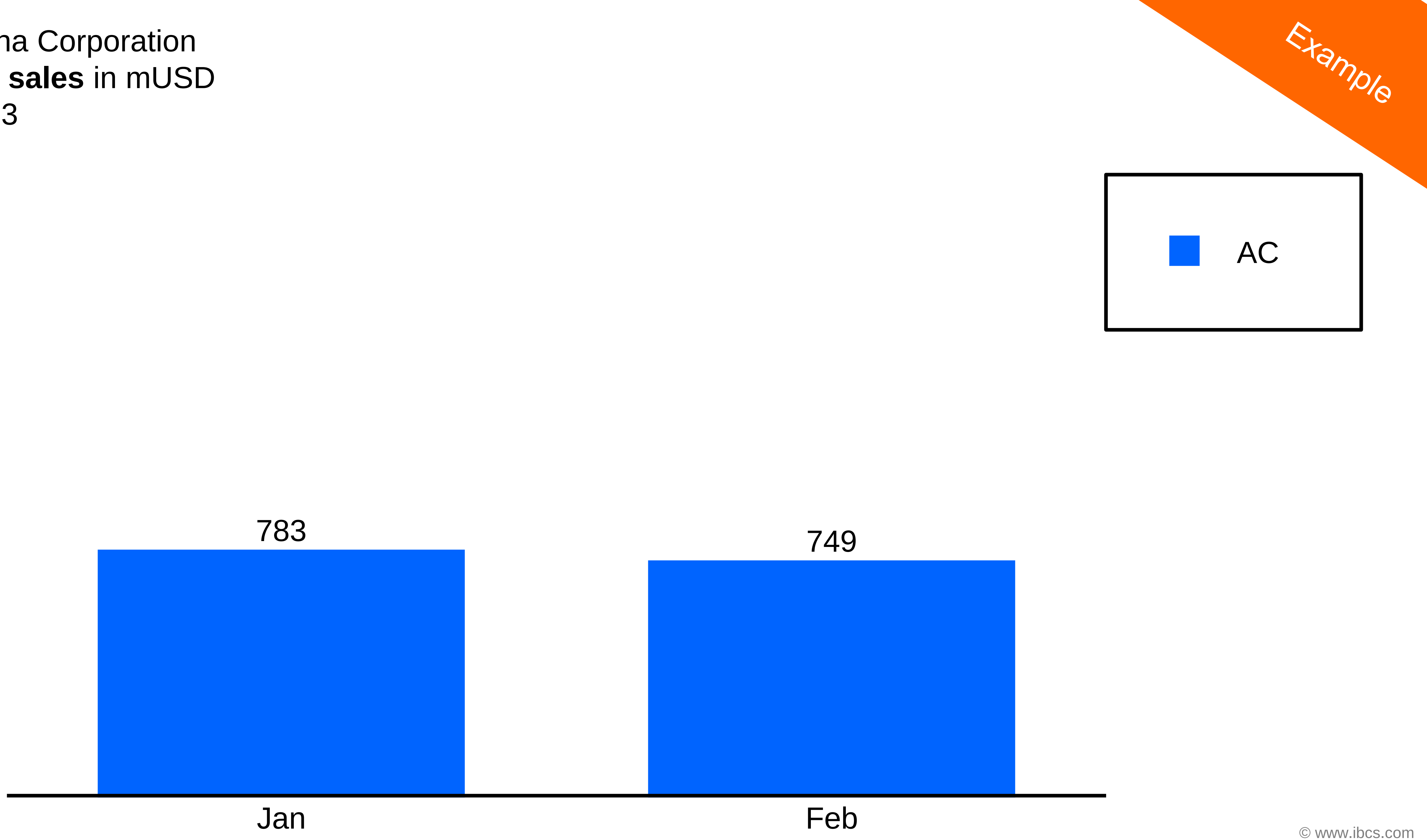
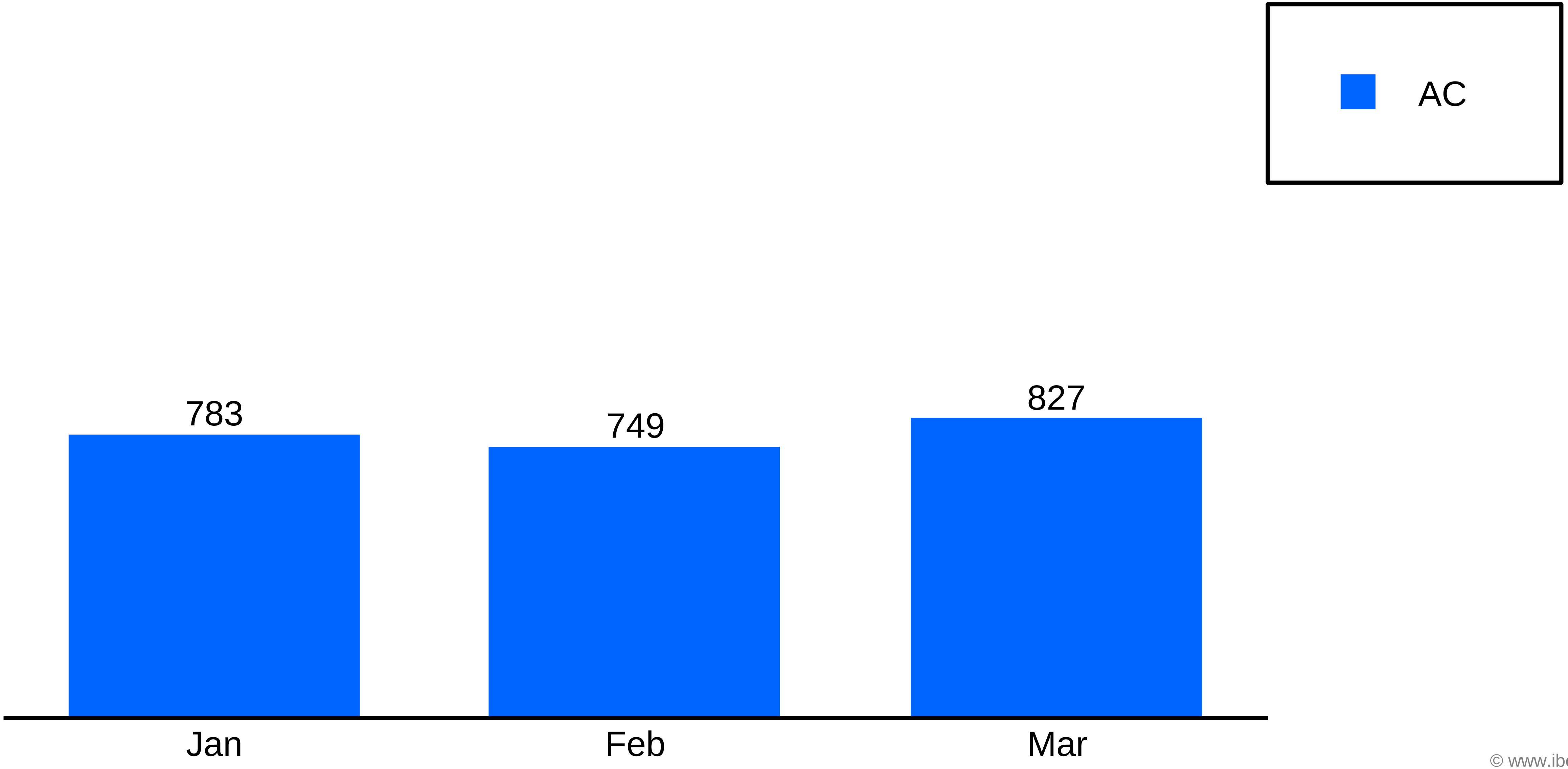


Alpha Corporation
Net sales in mUSD
2023



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Net sales in mUSD
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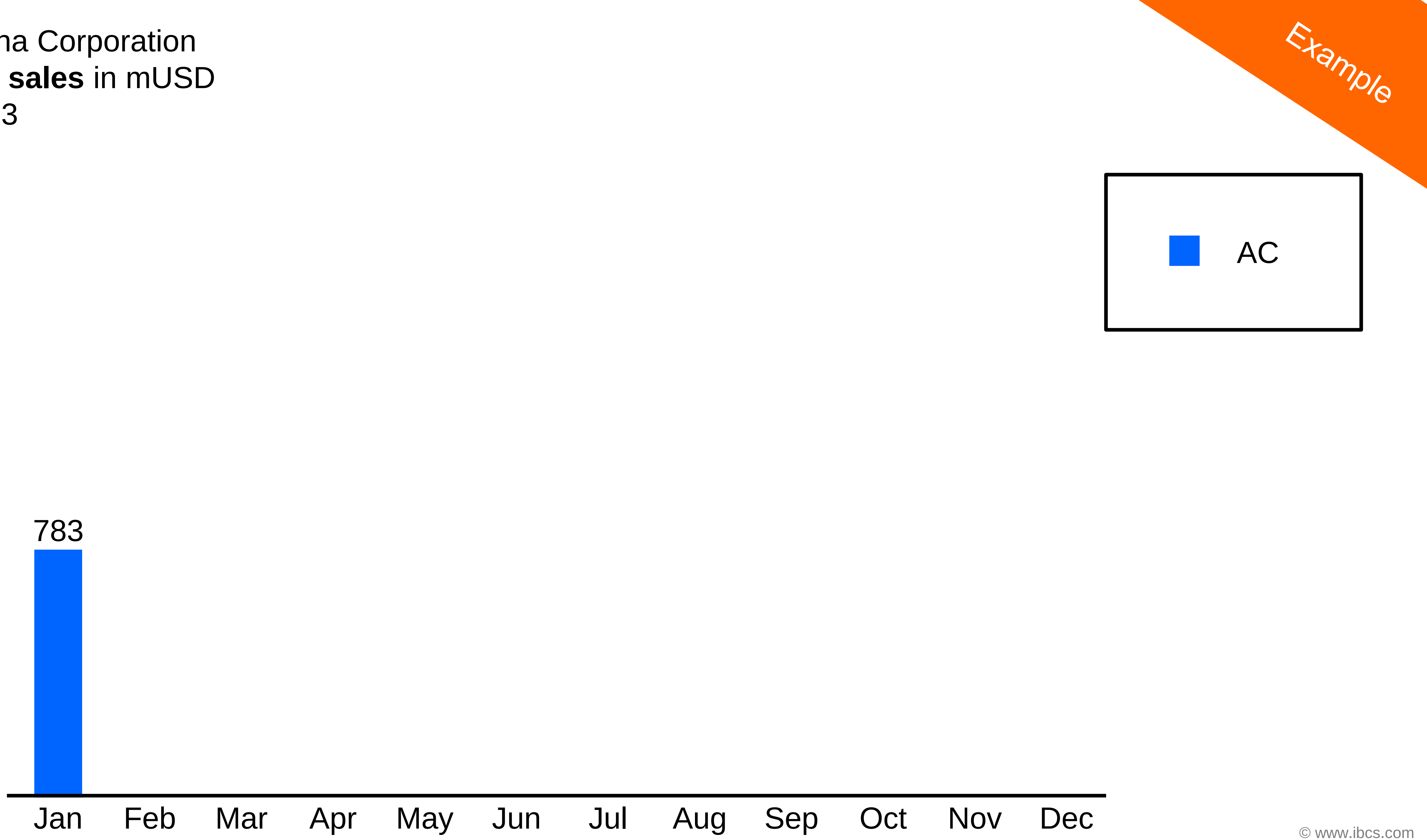

Alpha Corporation
Net sales in mUSD
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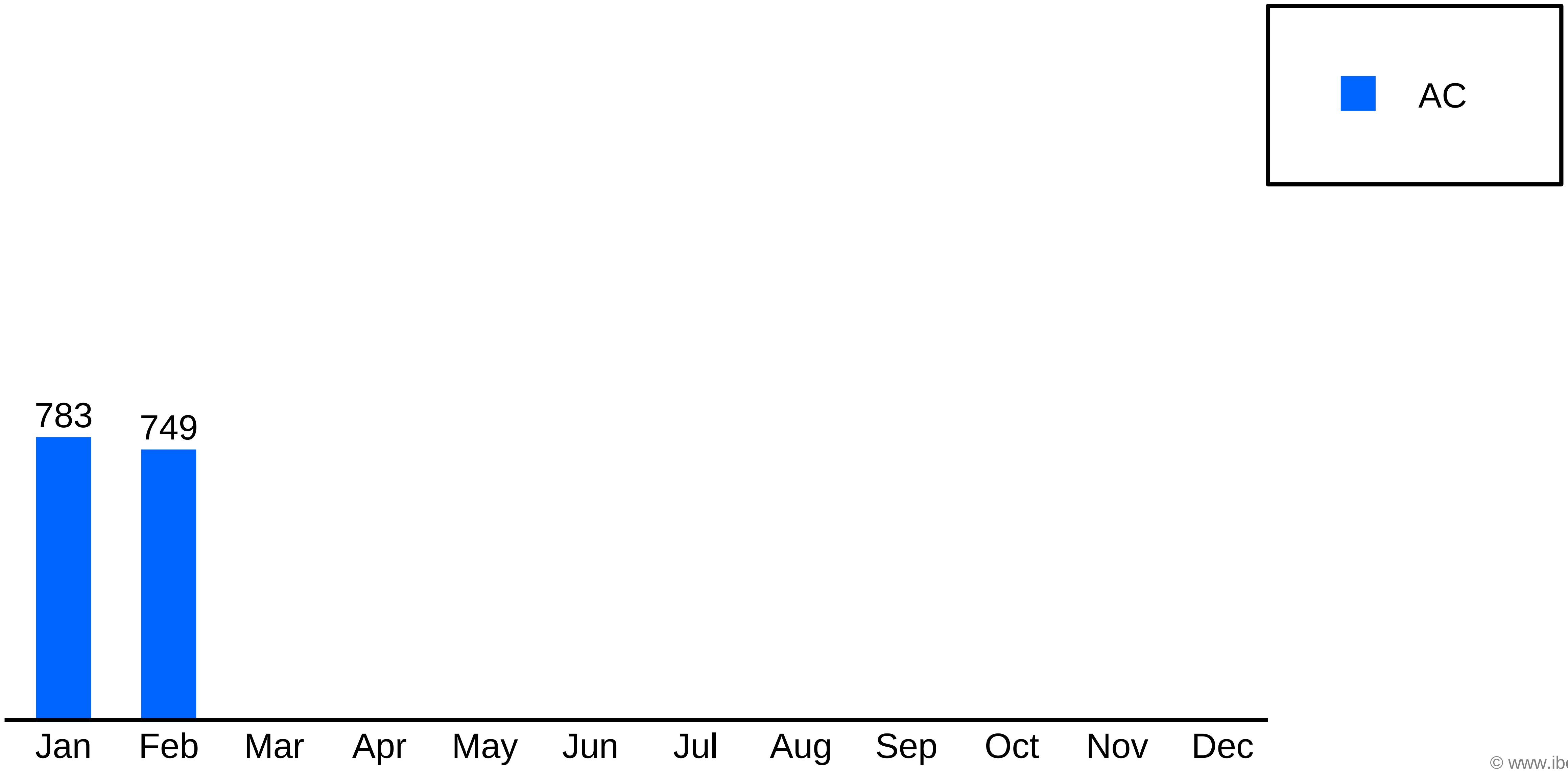
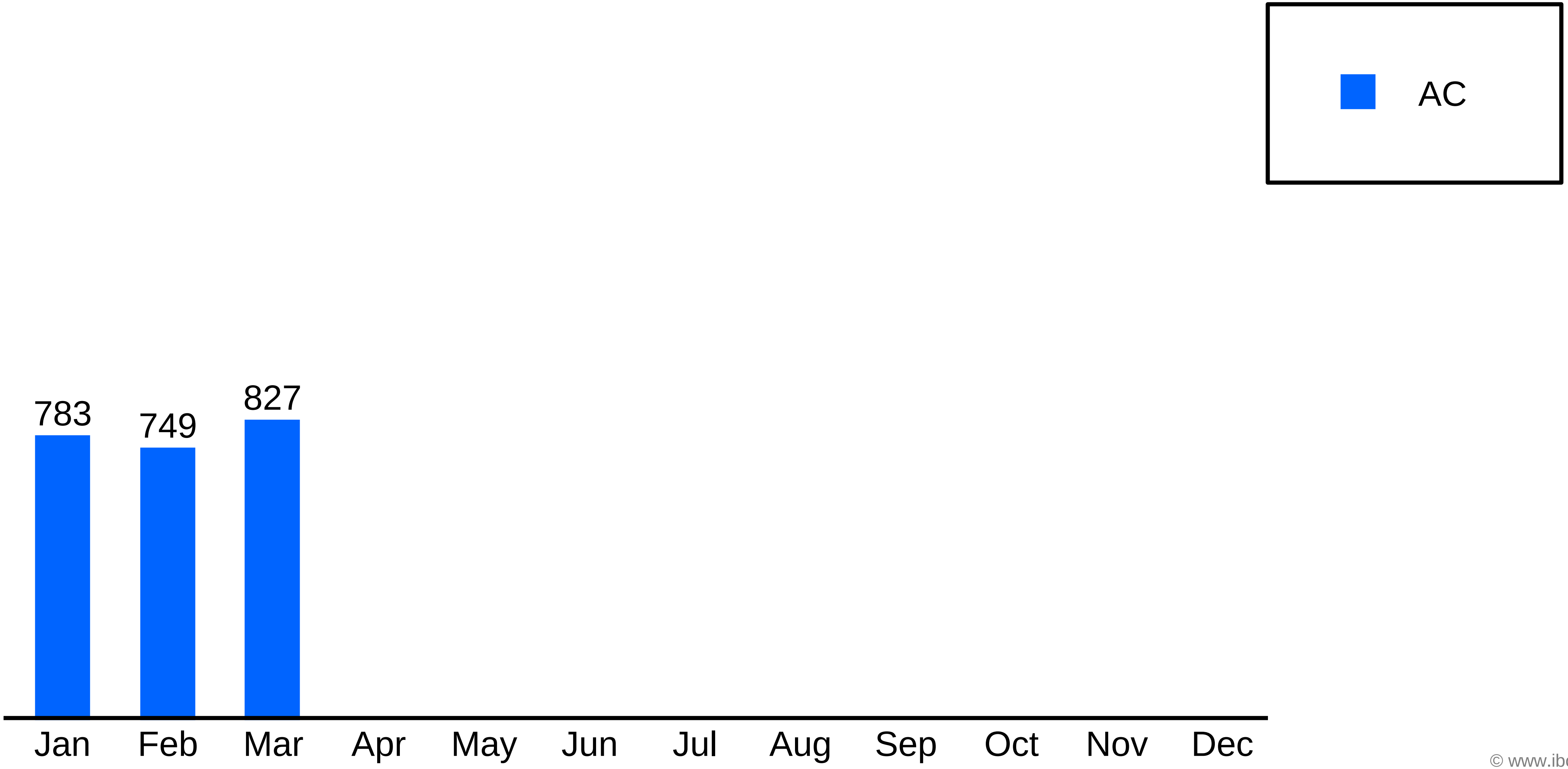
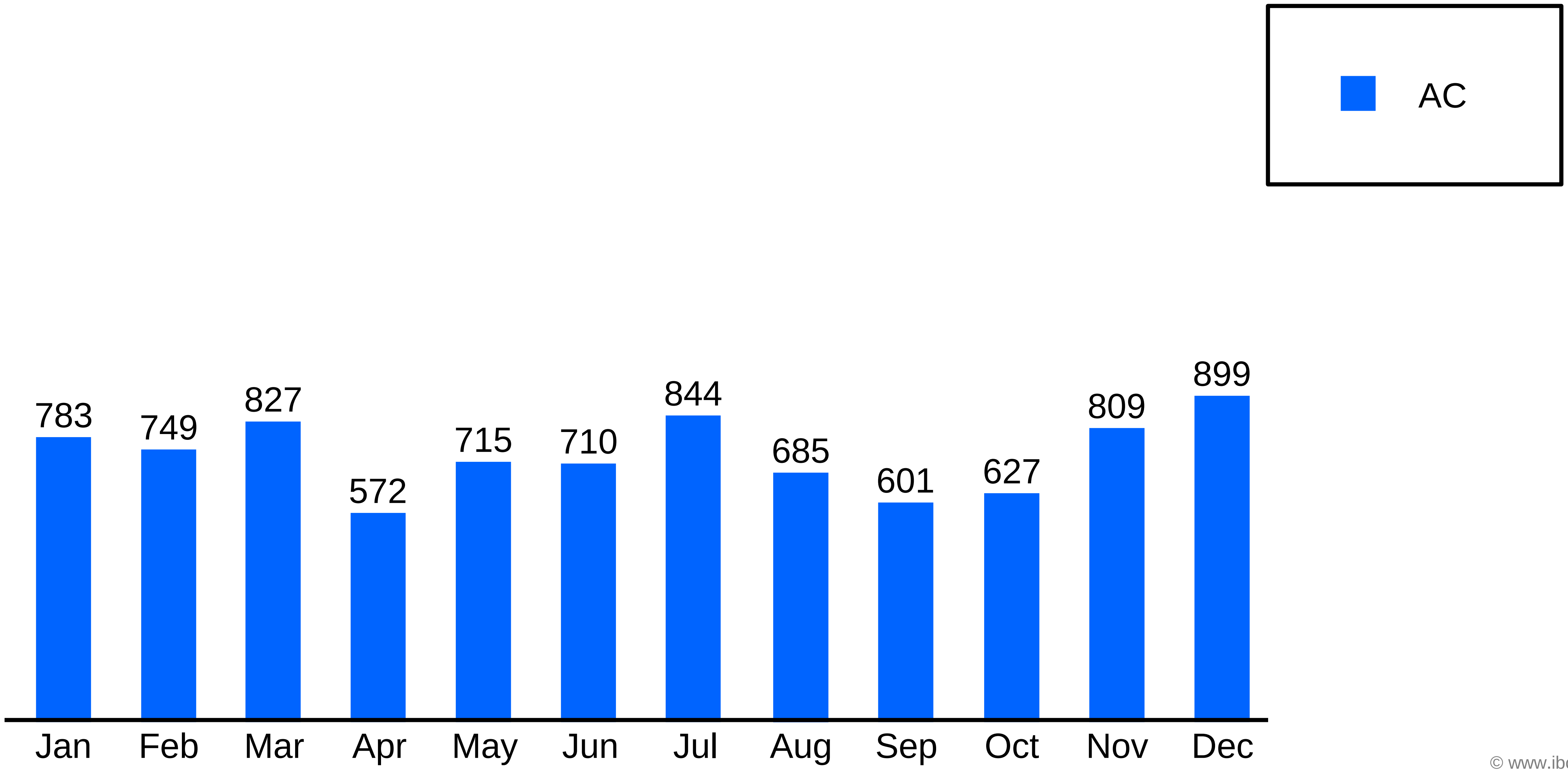


Alpha Corporation
Net sales in mUSD
2023

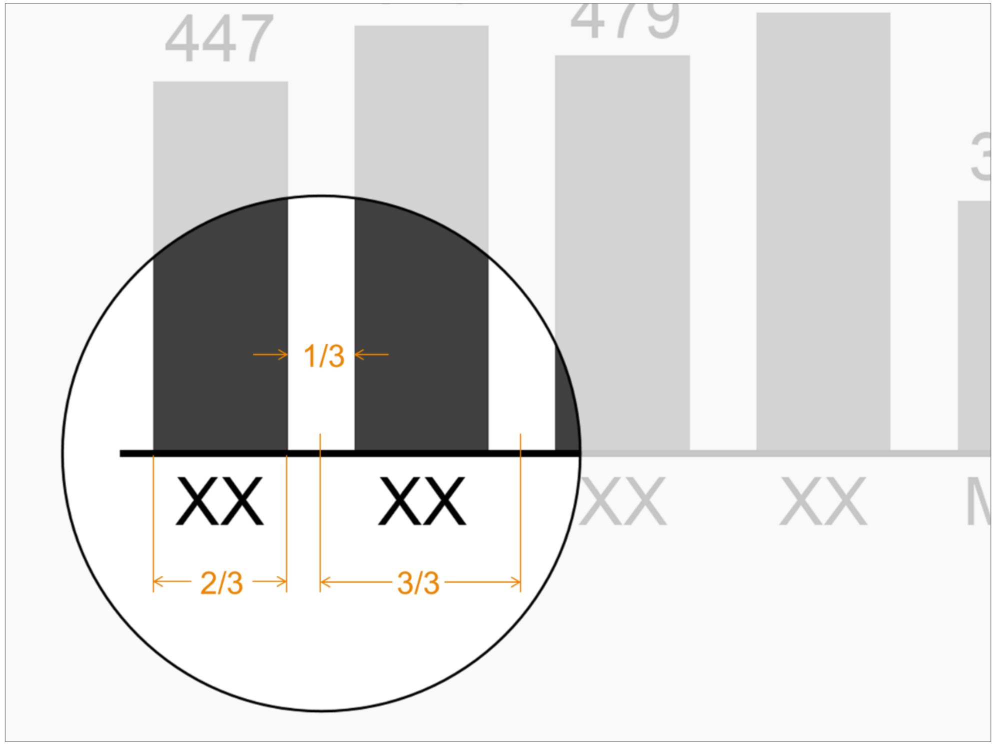


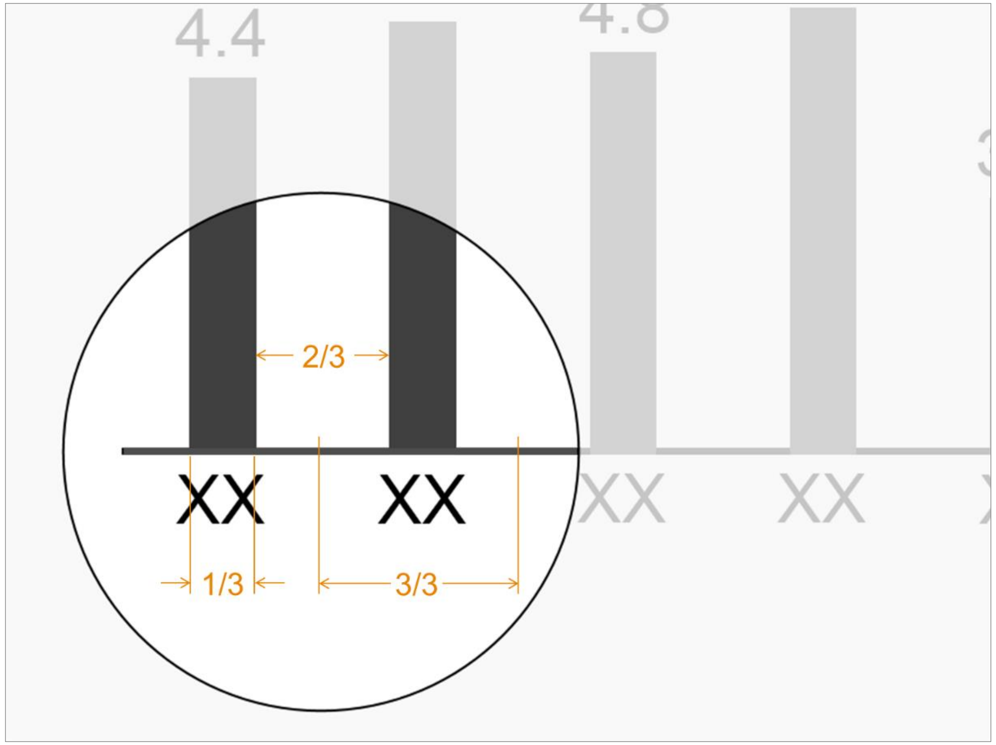
Example

Alpha Corporation
Net sales in mUSD
2023

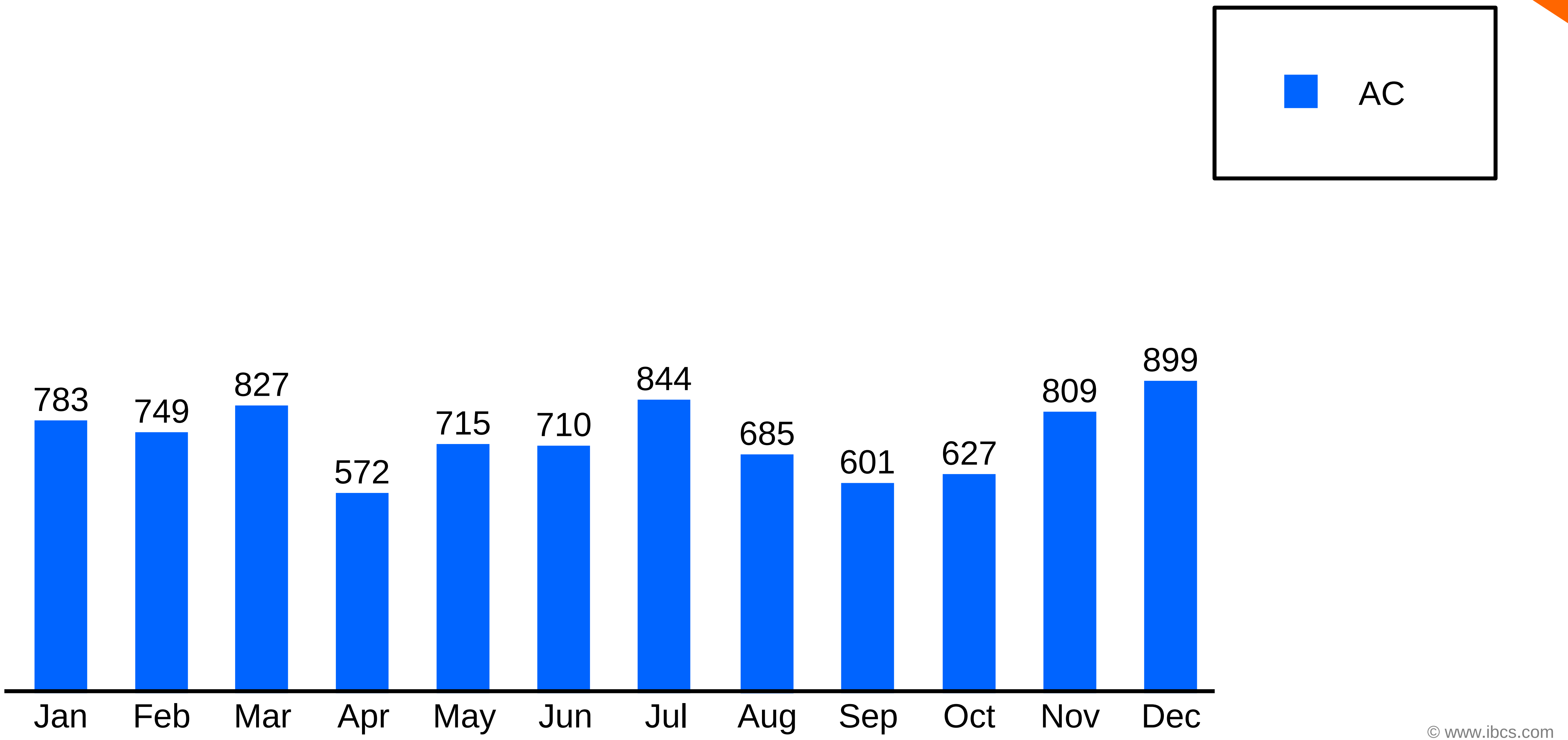


3 Base measures shall be indicated by a column width of 2/3 of the category width, whereas ratios shall be indicated by a column width of 1/3.

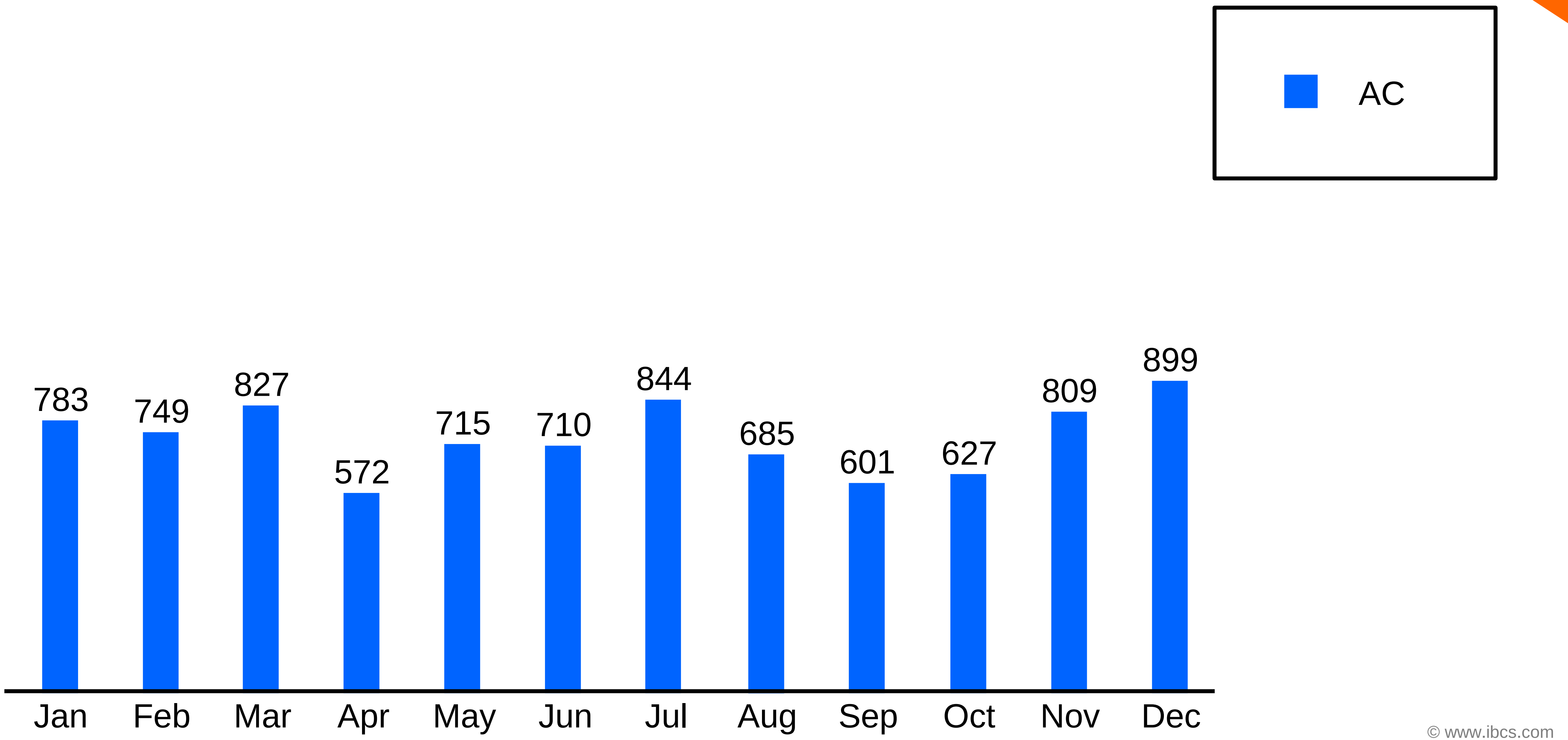




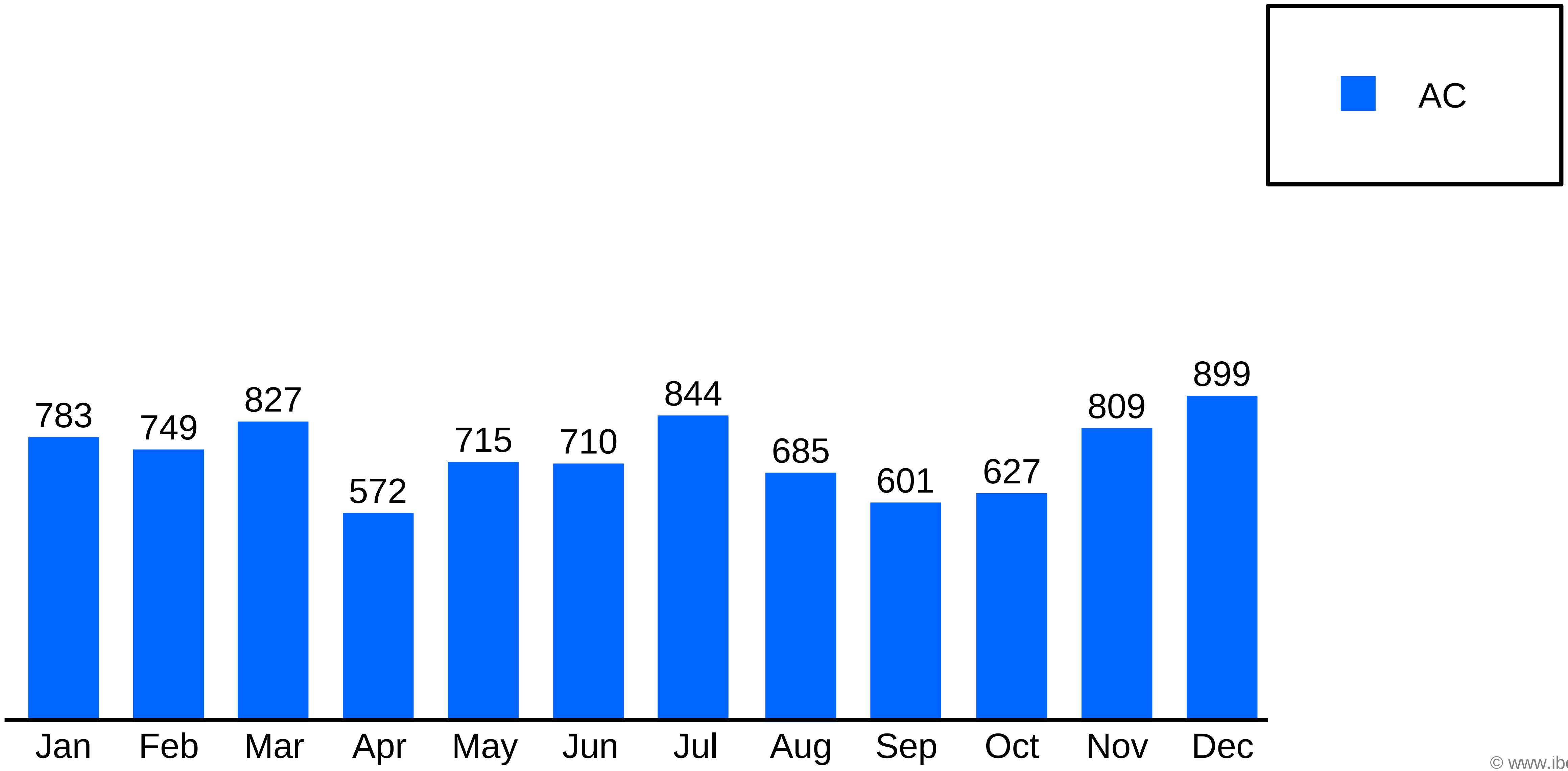
Alpha Corporation
Net sales in mUSD
2023



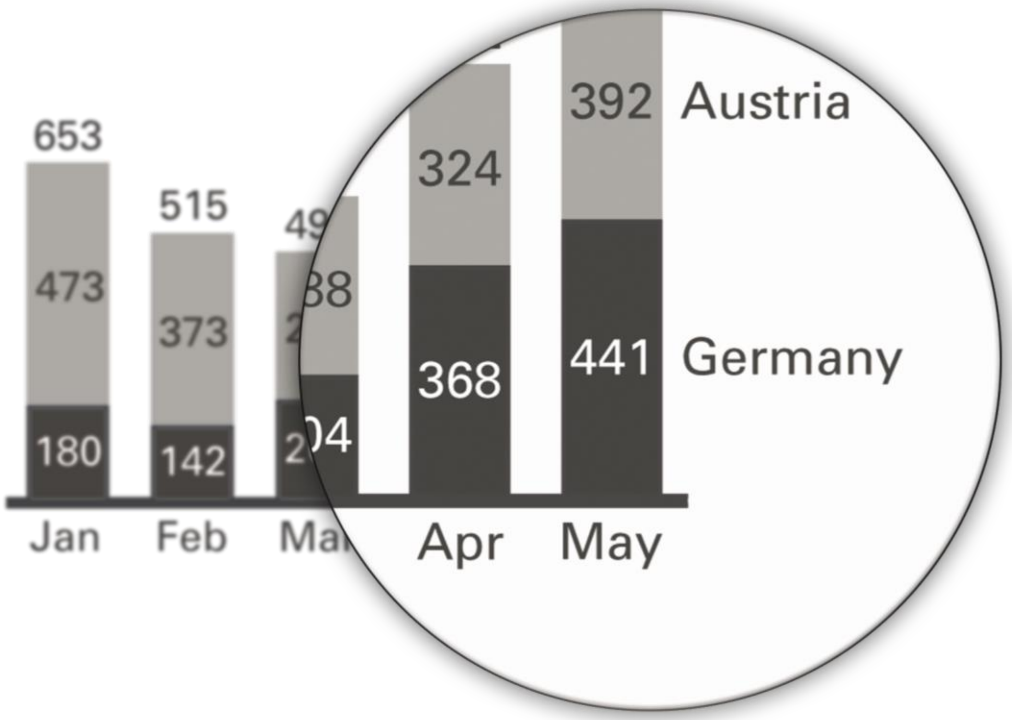
Alpha Corporation
Net sales per head in kUSD
2023



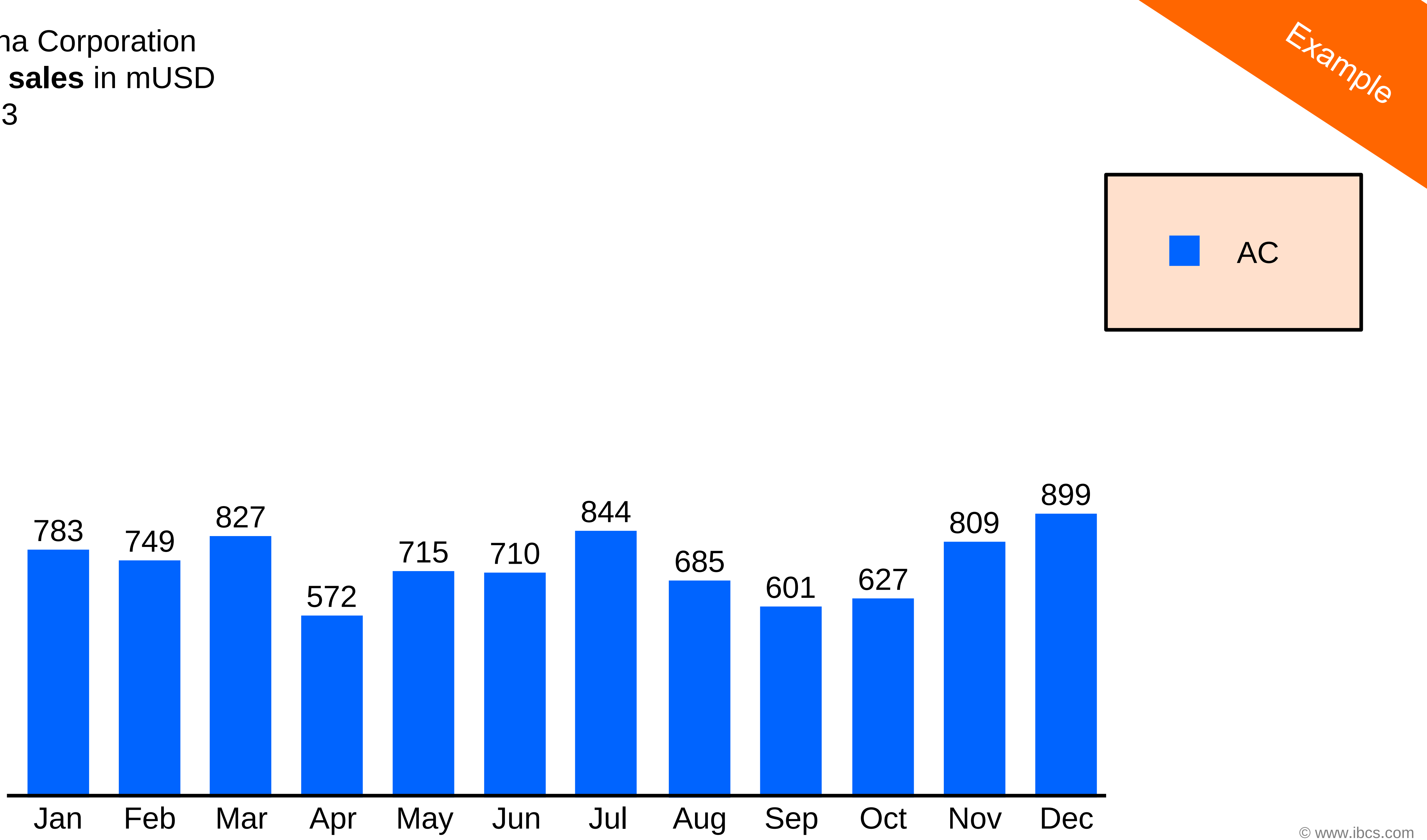
Alpha Corporation
Net sales in mUSD
2023



4 Legends and labels shall be integrated to reduce eye movement and save colour for more important purposes.



Alpha Corporation
Net sales in mUSD
2023



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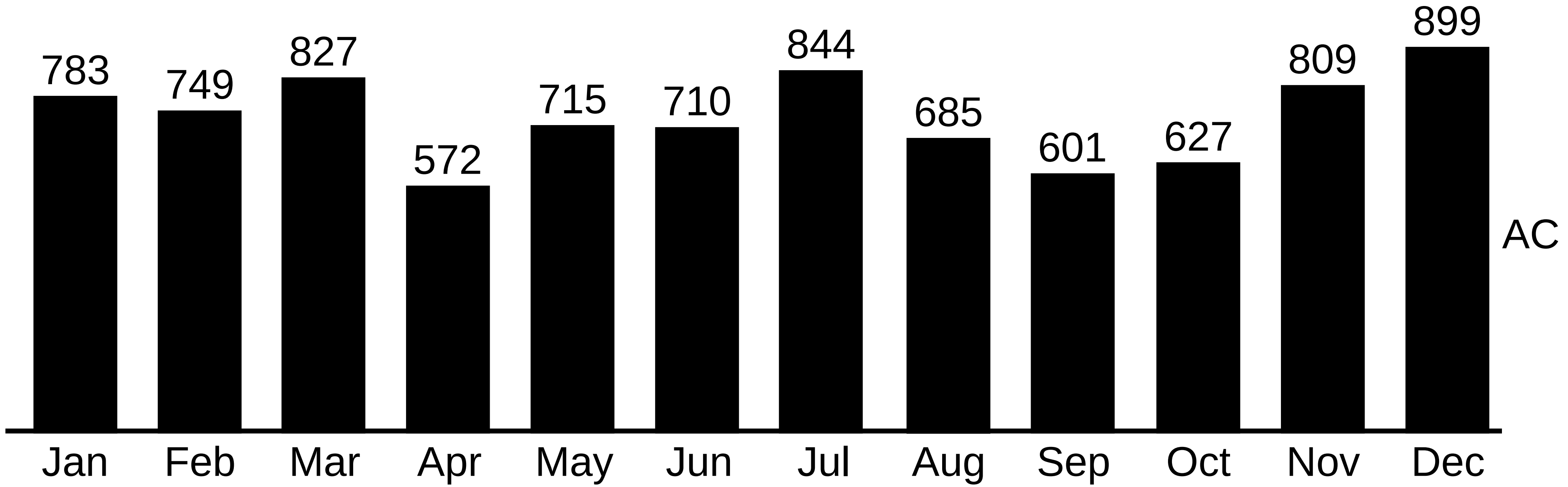

5 Scenarios shall be identified by fill patterns.

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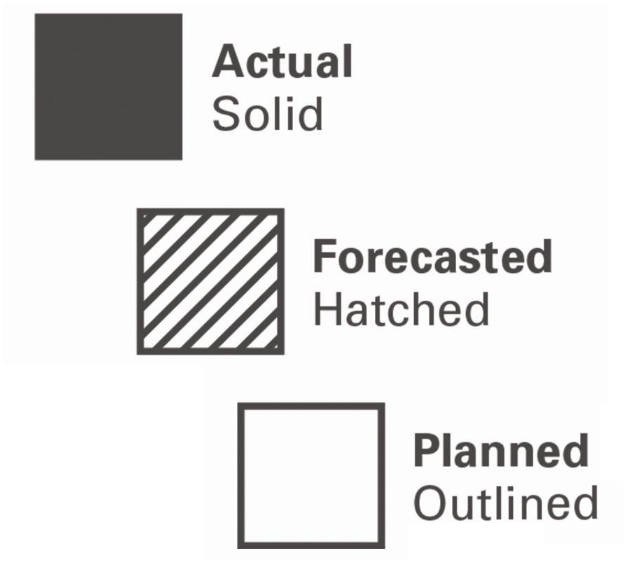

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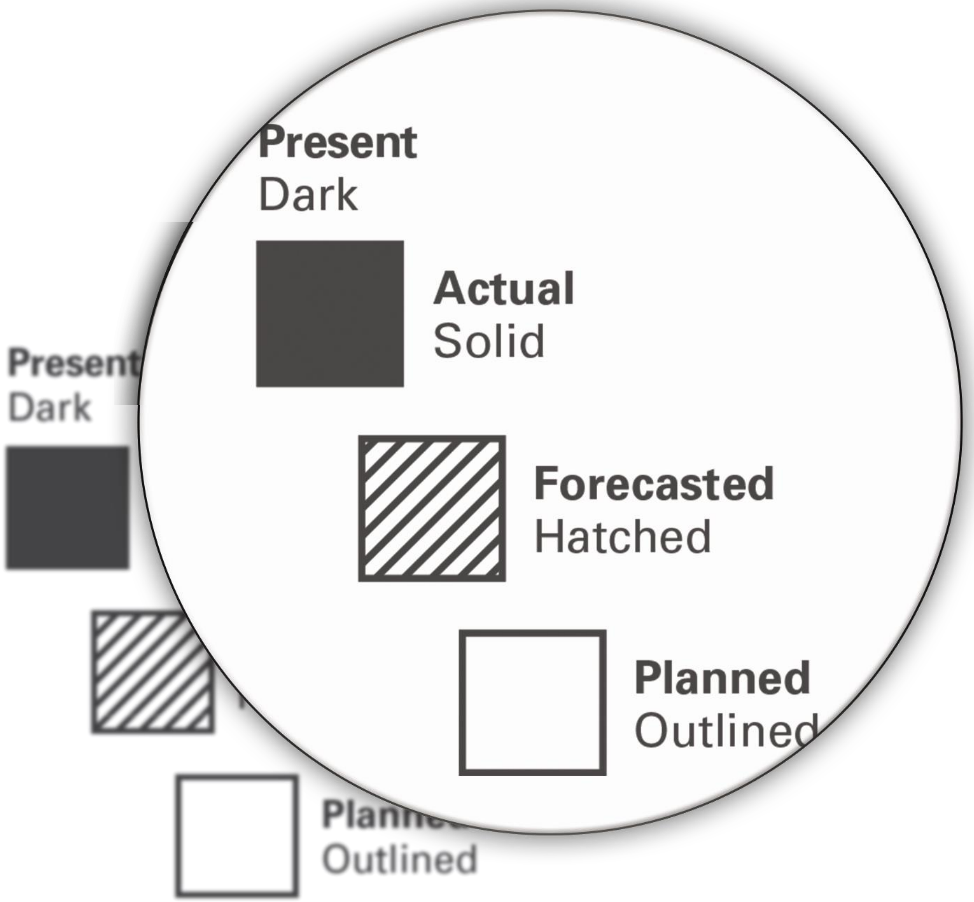

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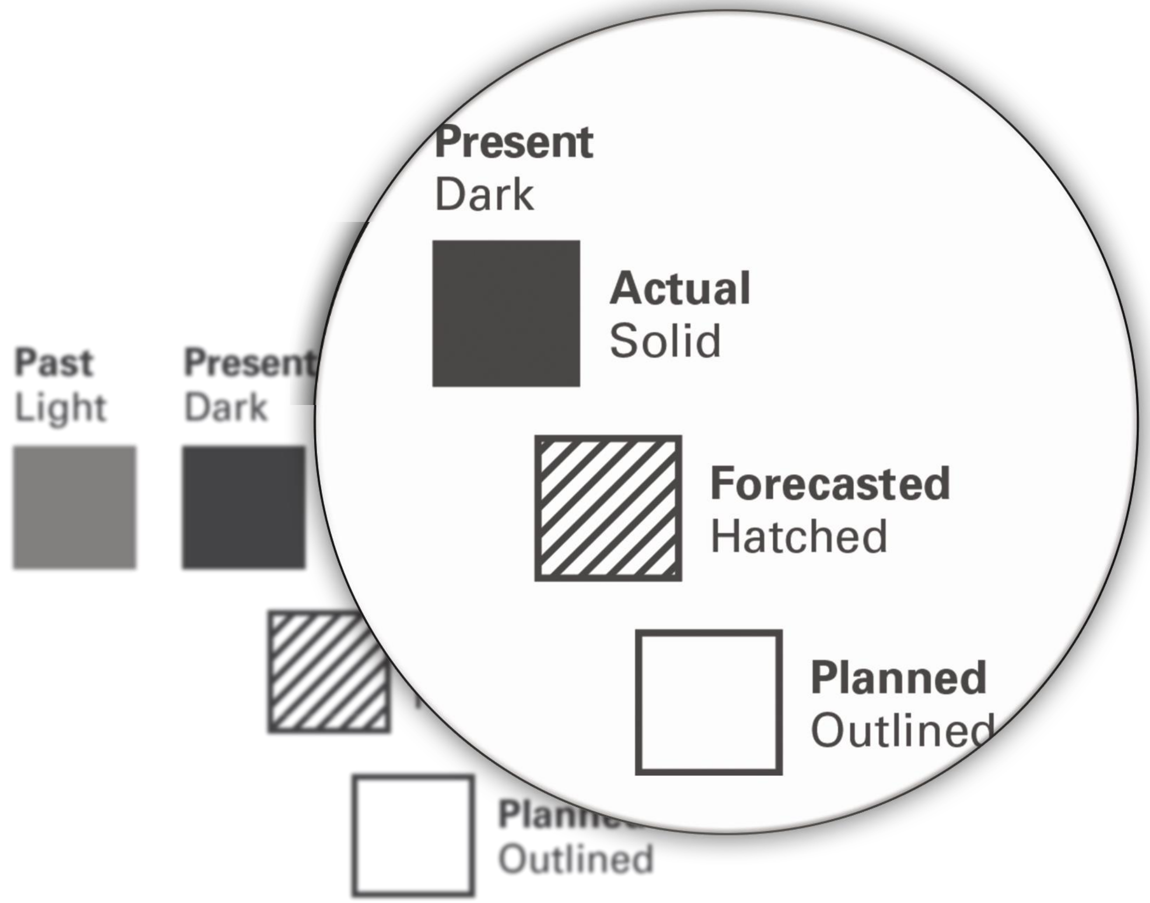
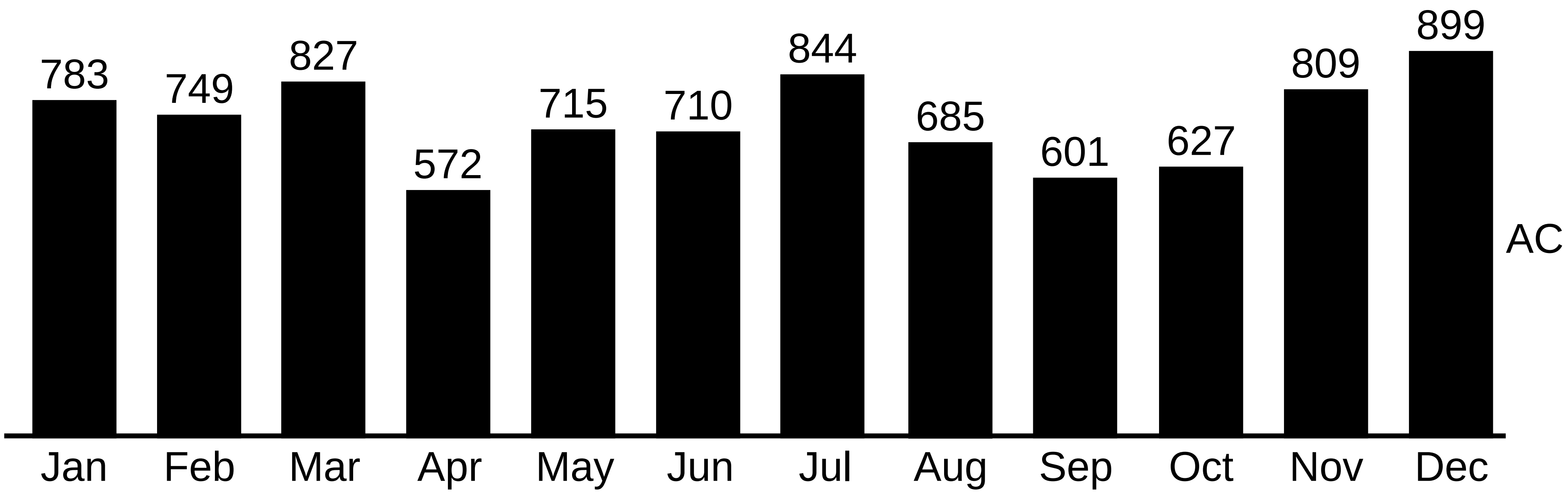
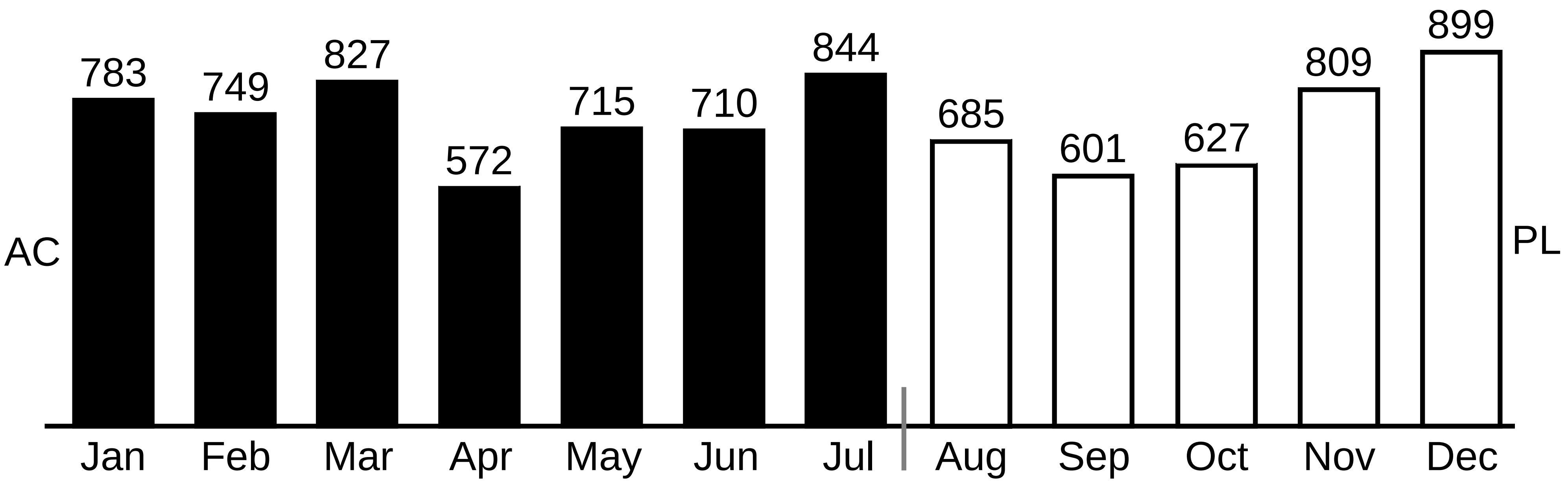


Alpha Corporation
Net sales in mUSD
2023



Example

Alpha Corporation
Net sales in mUSD
2023



Alpha Corporation
Net sales in mUSD
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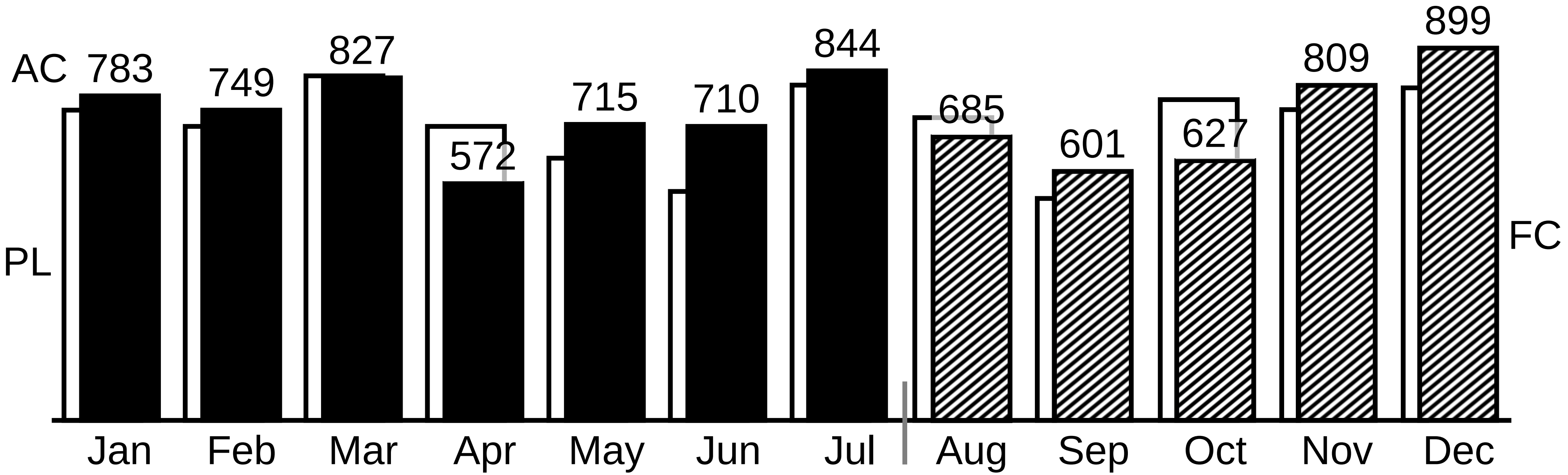
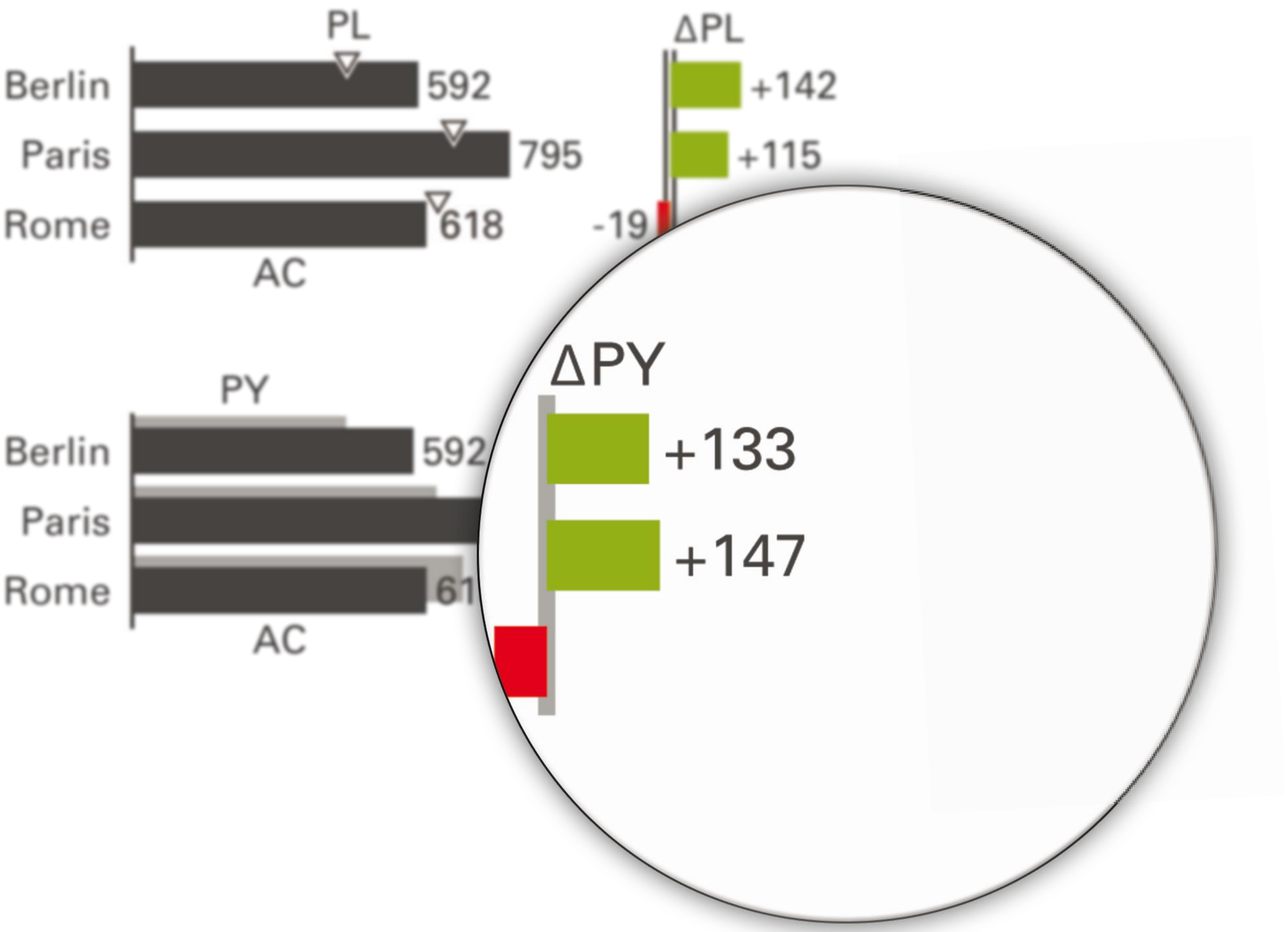
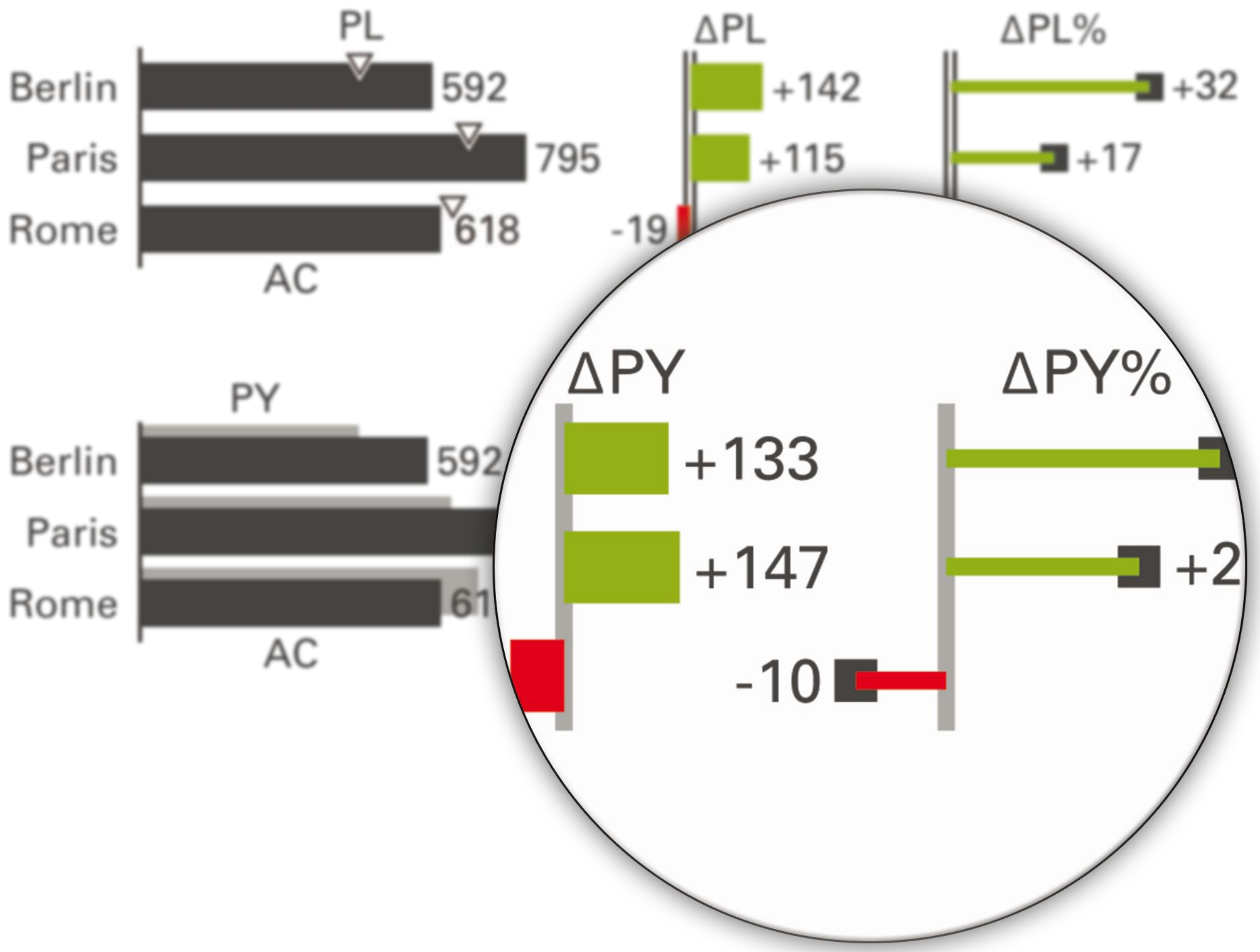


6

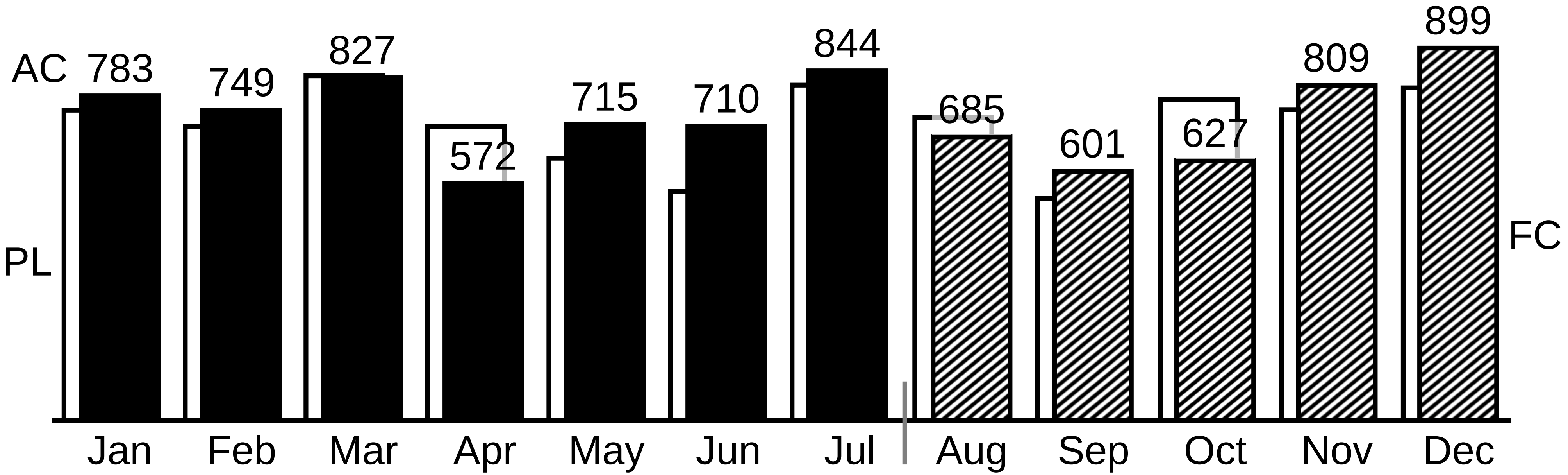
Good and bad variances shall be highlighted with green and red color.



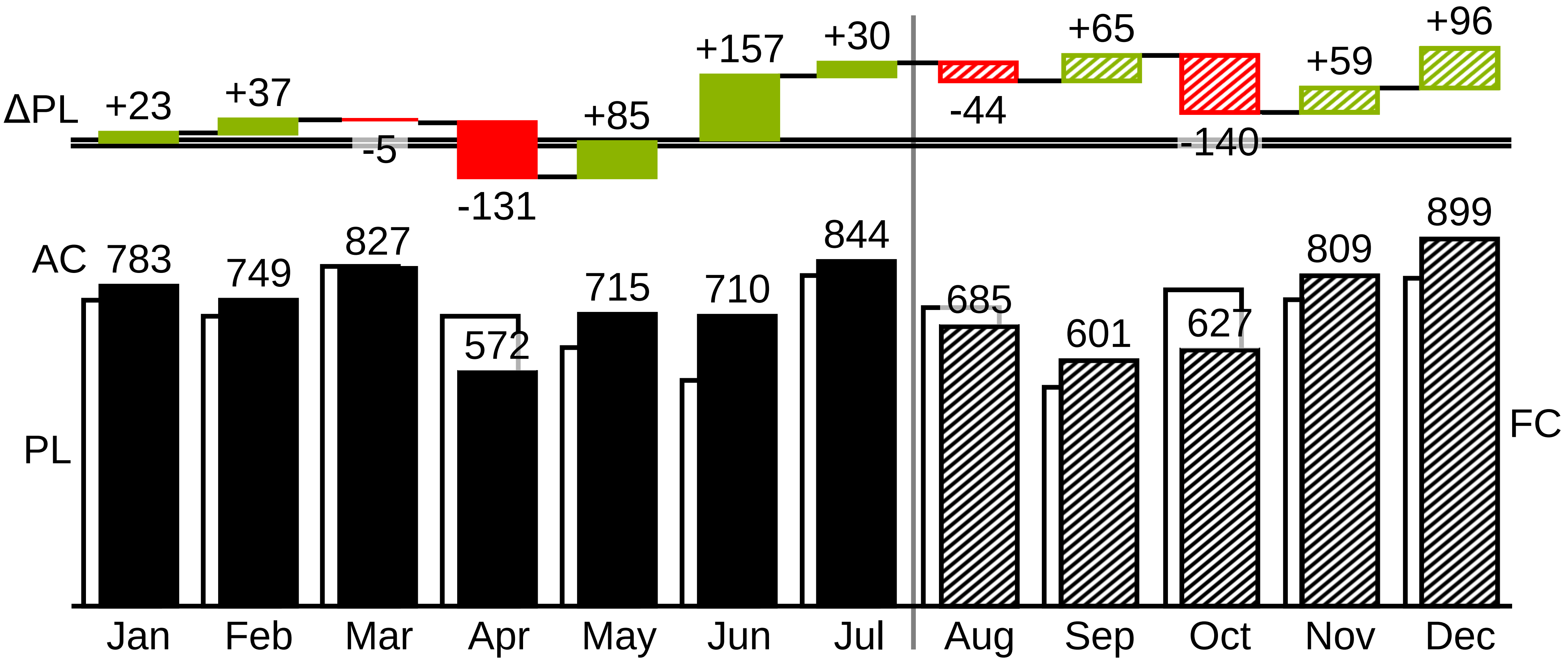
6 Good and bad variances shall be highlighted with green and red color. Relative variances shall be indicated by pins.



Alpha Corporation
Net sales in mUSD
2023



Alpha Corporation
Net sales in mUSD
2023



Alpha Corporation
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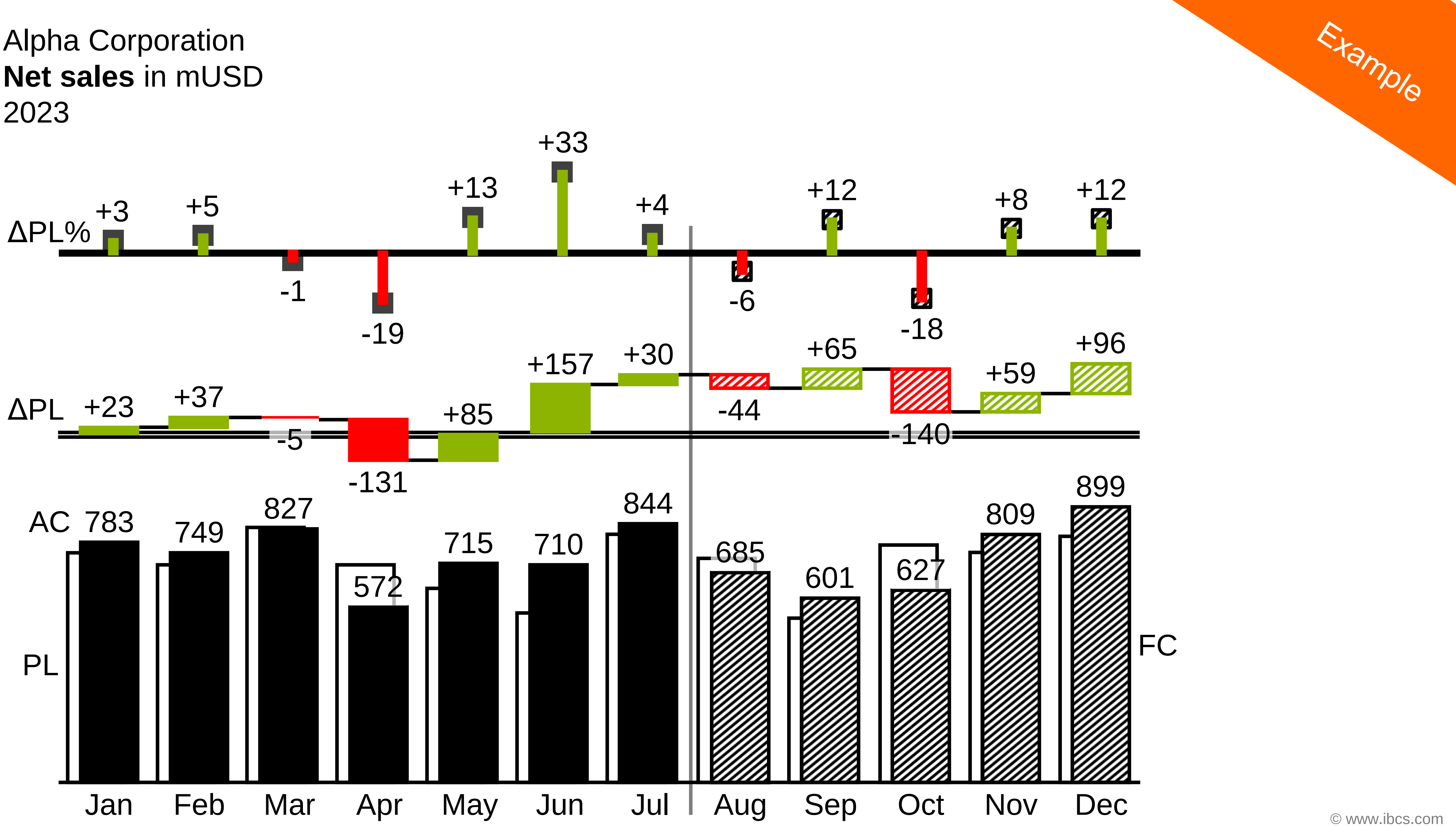
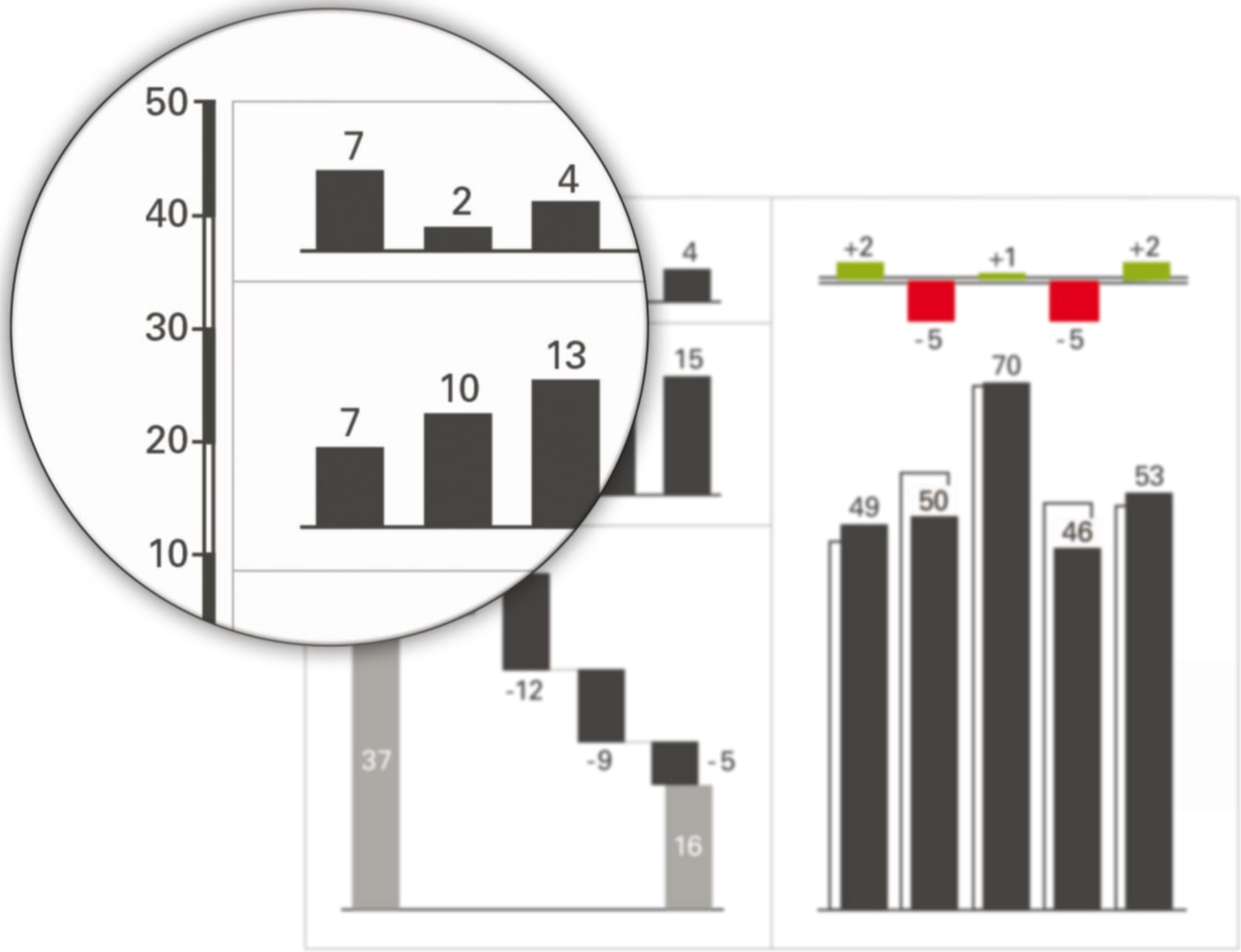
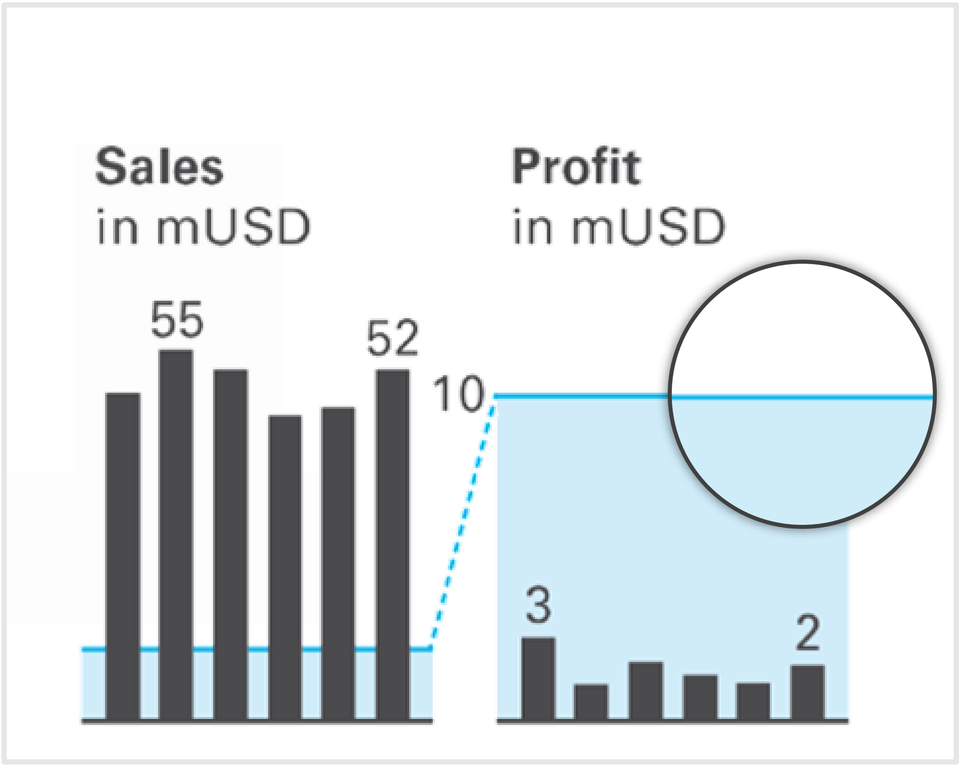


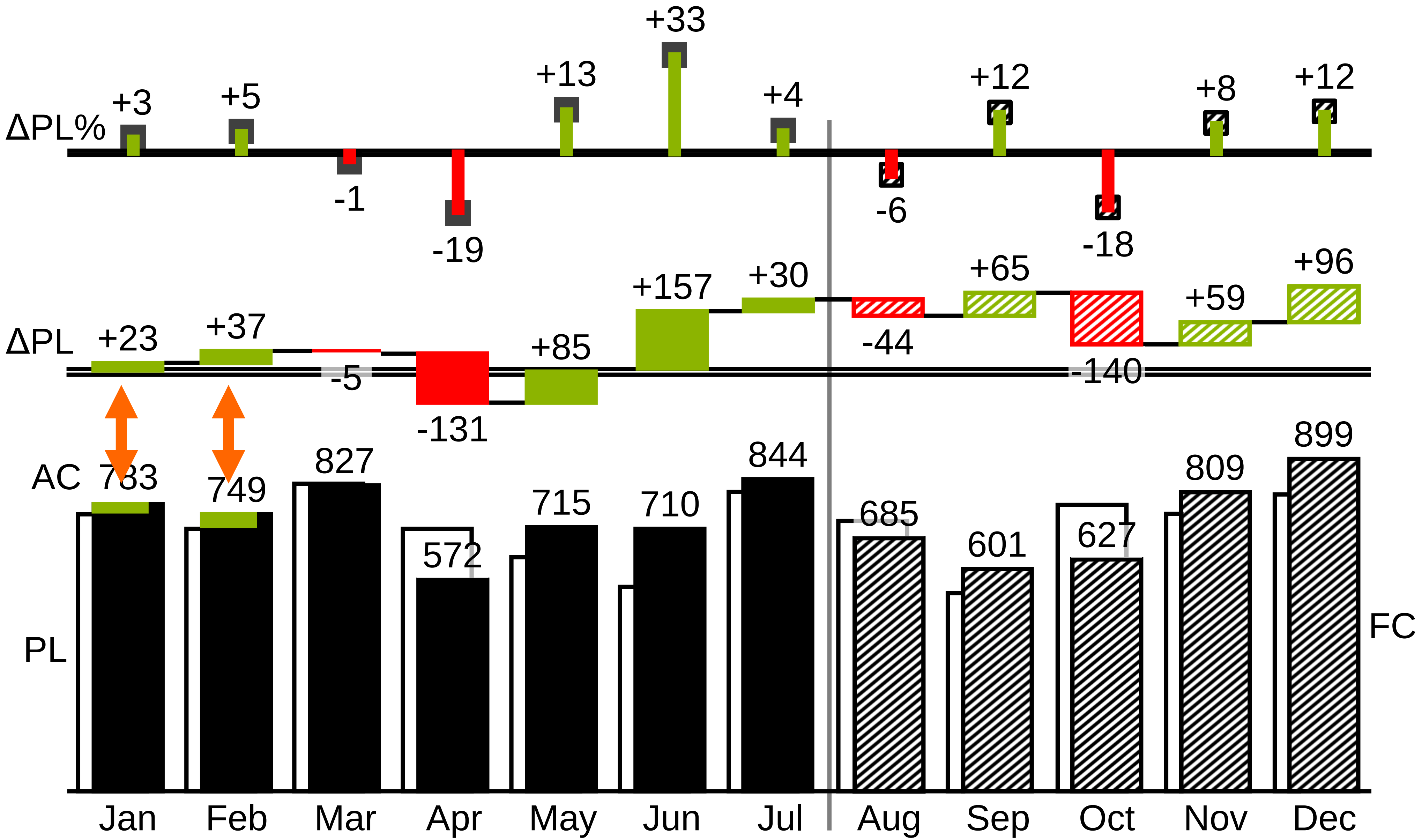
7

Same measurement units visible at a glance shall be scaled identically.
If not possible, a scale band shall indicate the relation between the different scales.

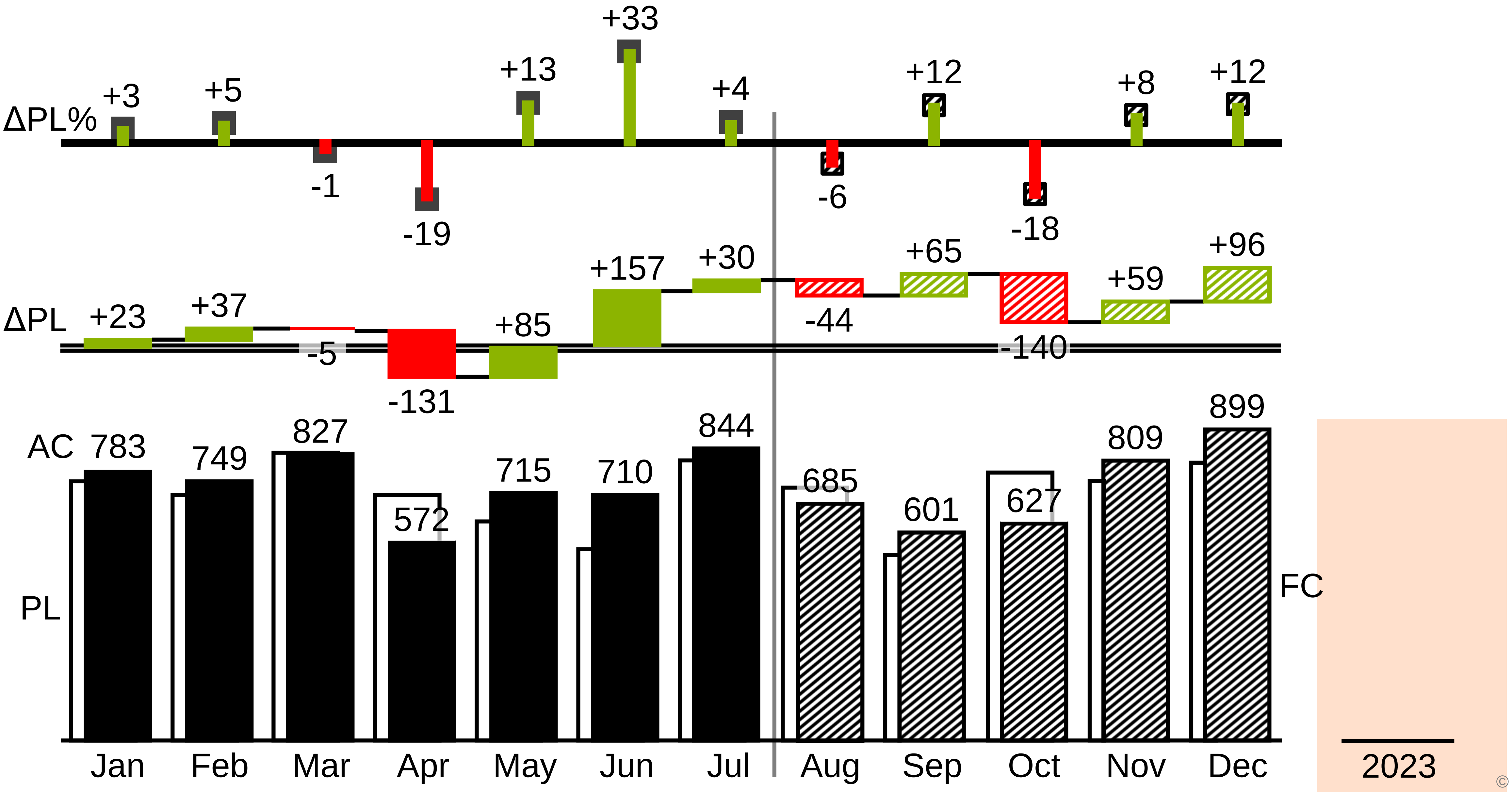




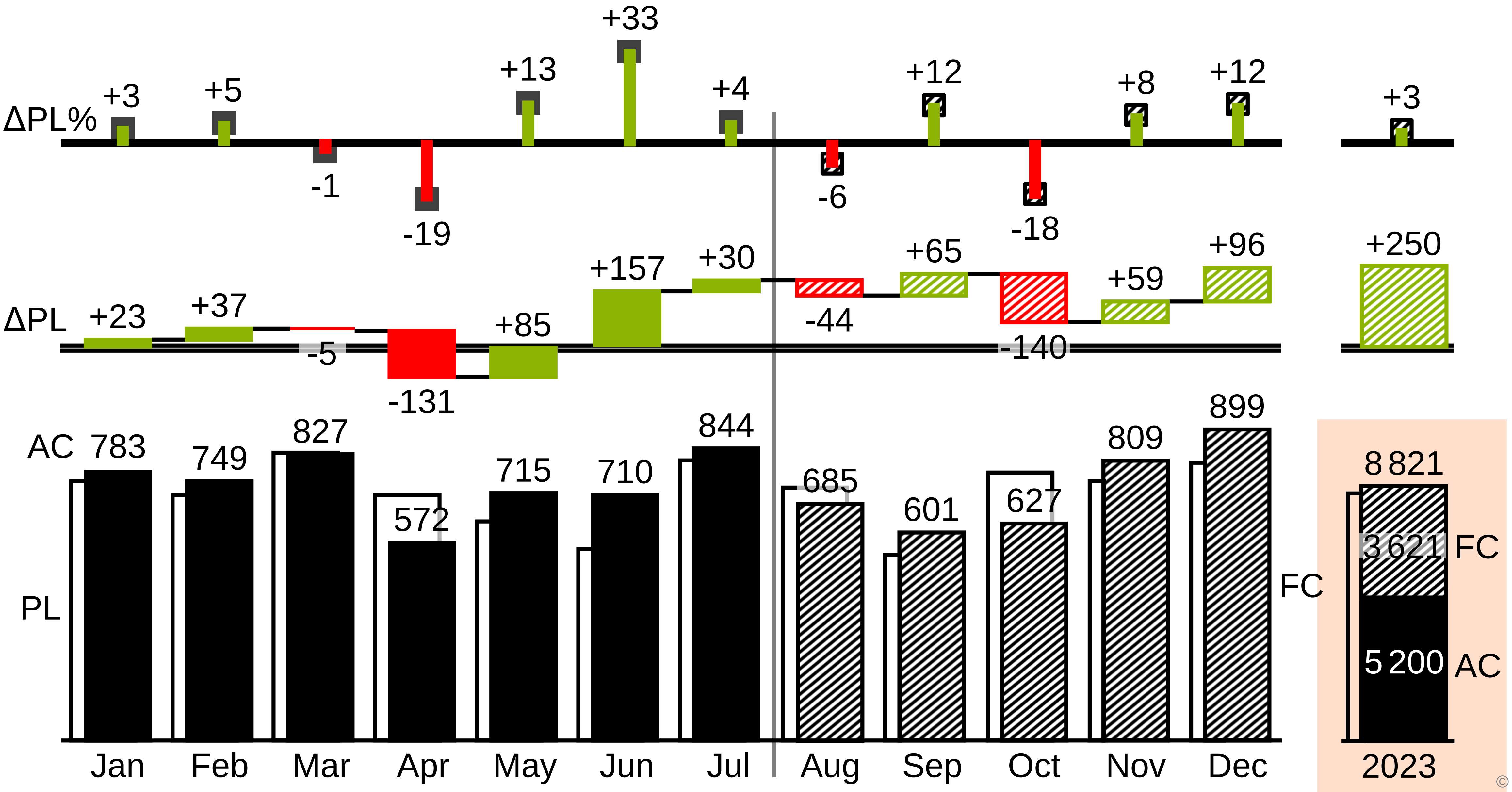
Alpha Corporation
Net sales in mUSD
2023



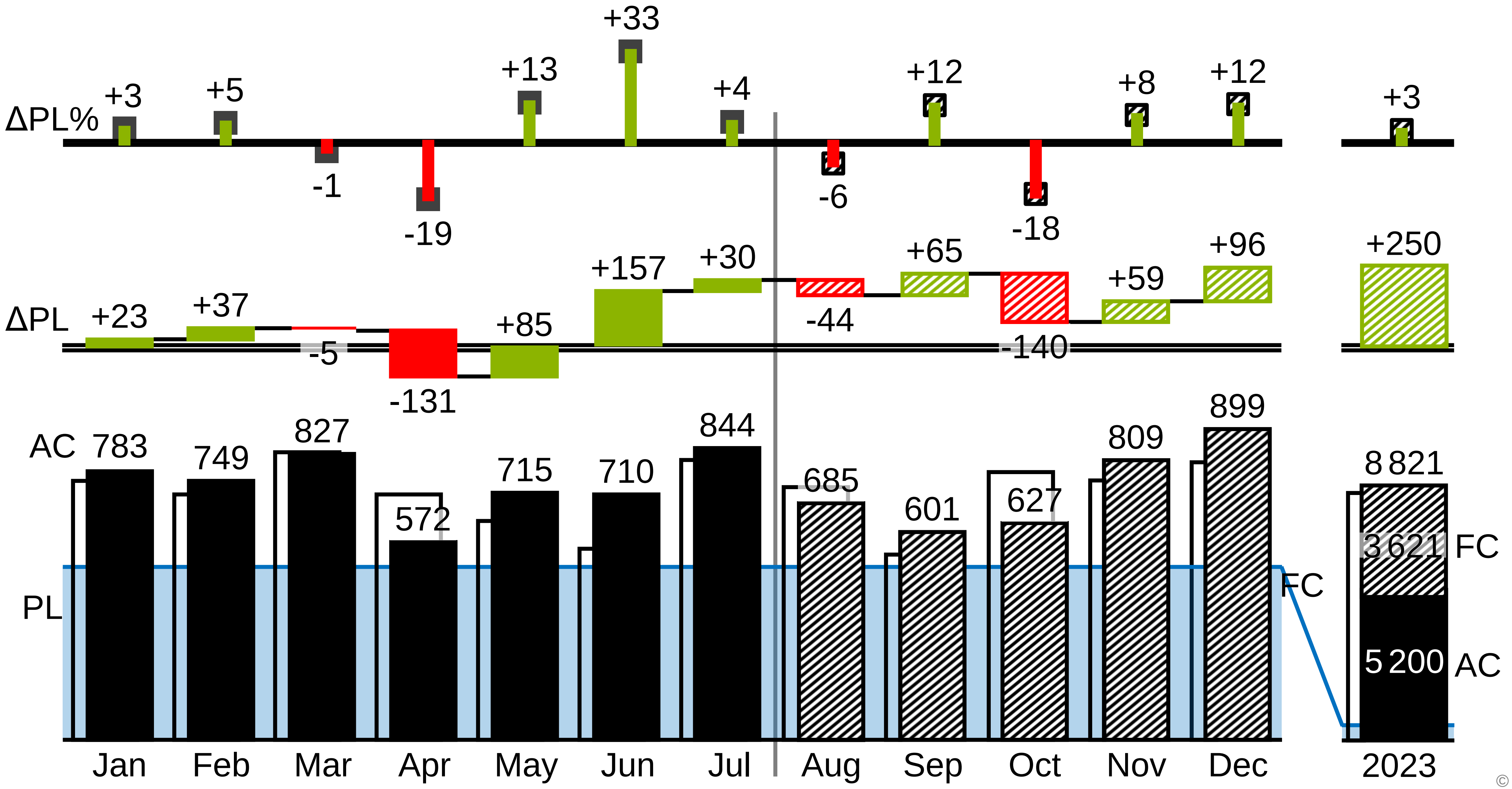
Alpha Corporation
Net sales in mUSD
2023



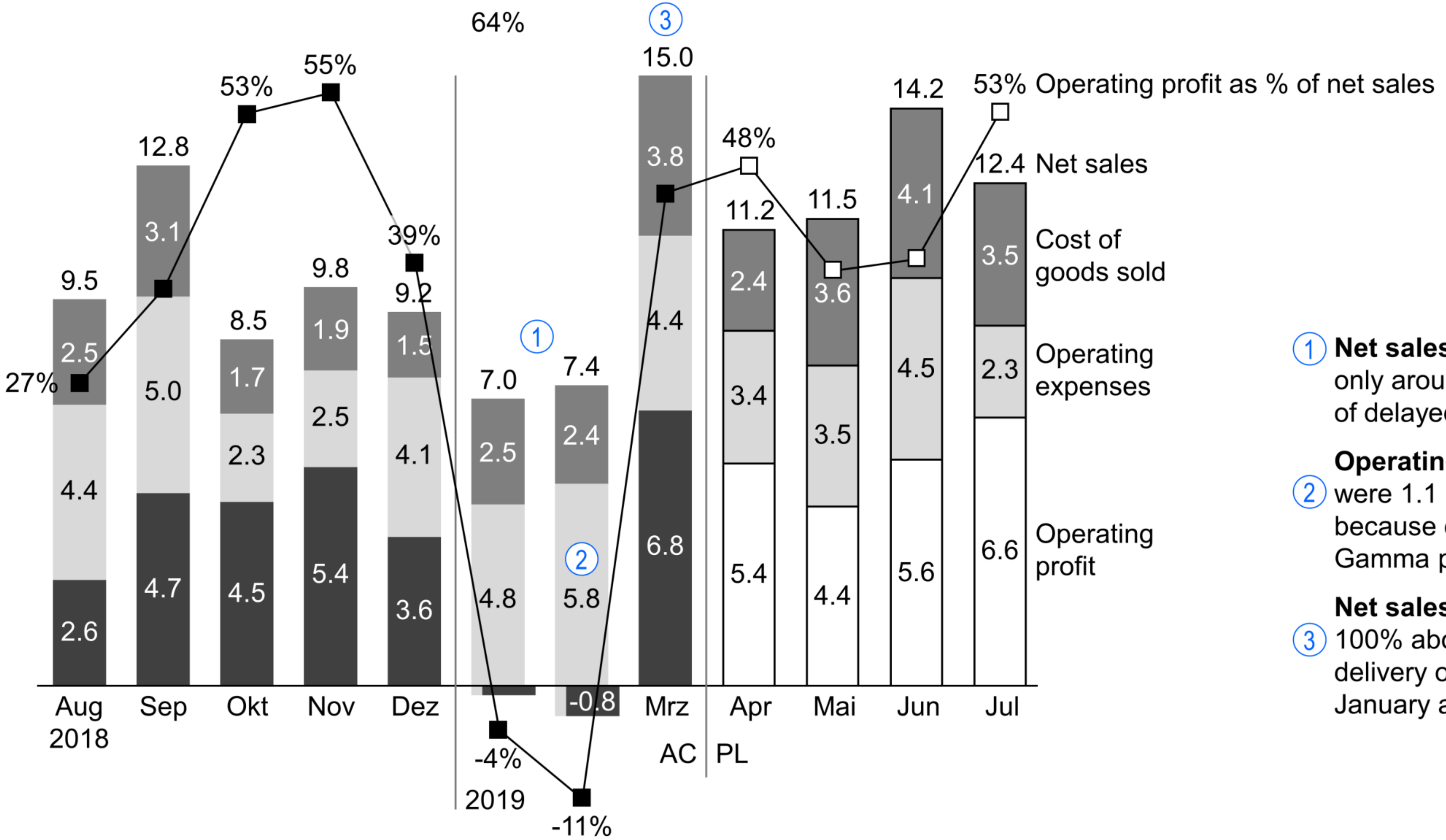
Alpha Corporation
Net sales in mUSD
2023



Alpha Corporation
Net sales in mUSD
2023



Alpha Tools Corporation
Net sales and **operating profit** in mUSD and in %
Aug 2018..Jul 2019

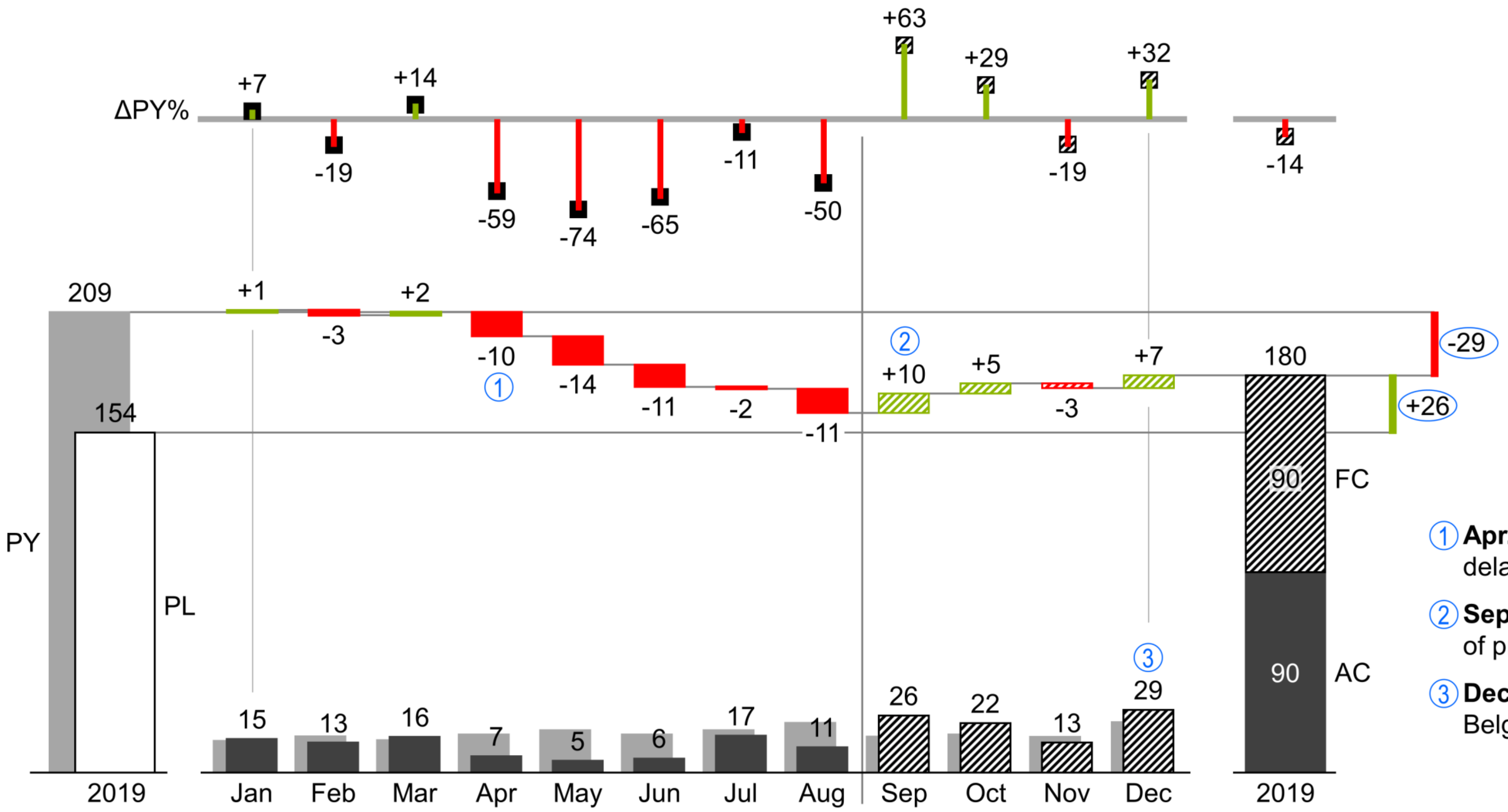


① **Net sales Jan and Feb 2019** were only around 50% of plan because of delayed deliveries from plant B

② **Operating expenses Feb 2019** were 1.1 mUSD above plan because of disruptions in the Gamma production line

③ **Net sales Mar 2019** were almost 100% above plan because of the delivery of delayed material from January and February

Engineering Corporation
Net sales in mUSD
2019 PY, AC and FC



1 **Apr..Jun:** Sales drop due to delay with project Alpha

2 **Sep..Dec:** Delayed invoicing of project Alpha

3 **Dec:** Includes delivery to Belgium in Jan 2020

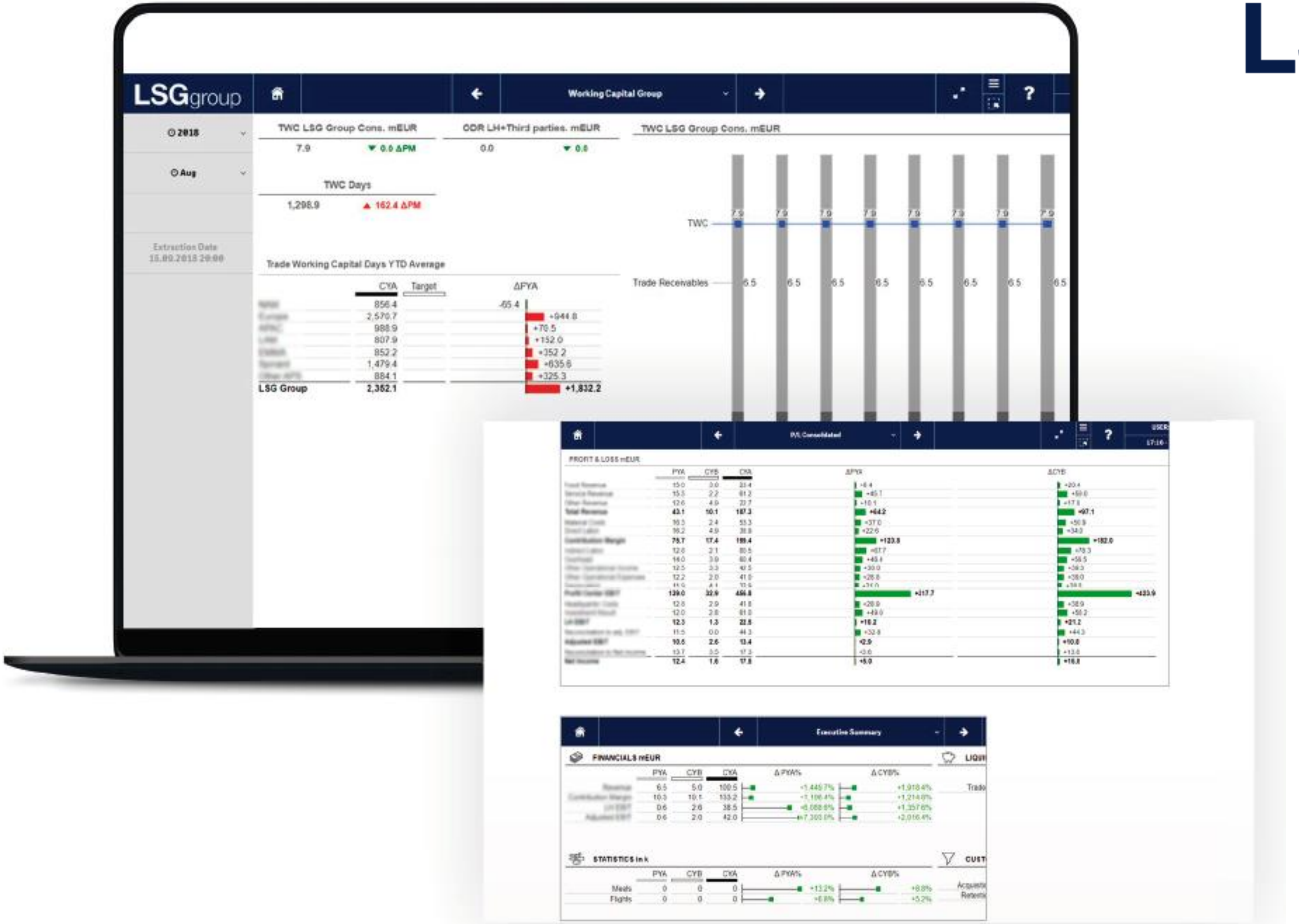
SoftMechanics International Corporation
Income statement in mUSD
2019

	PY	Q1	Q2	Q3	Q4	AC 2019	ΔPY	ΔPY%
+ Software revenue	265	63	72	68	75	**278**	+13	+4.9
+ Services revenue	87	21	19	25	25	**90**	+3	+3.4
+ Hardware revenue	121	28	32	35	33	**128**	+7	+5.8
= Total revenue	**473**	**112**	**123**	**128**	**133**	**496**	**+23**	**+4.9**
+ Other income	33	6	8	6		**27**	-6	-18.2
- Cost of sales	122	29	33	34	32	**128**	+6	+4.9
= Gross profit	**384**	**89**	**98**	**100**	**108**	**395**	**+11**	**+2.9**
- Personnel costs	78	22	22	23	24	**91**	1 +13	+16.7
- Amortizations	97	23	25	26	18	**102**	+5	+5.2
- Other costs	11	2	3	2	3	**10**	-1	-9,1
= Operating income	**198**	**42**	**48**	**49**	**53**	**192**	**-6**	**-3.0**
+ Finance income						**25**	+19	+316.7
= Income before income tax	**204**					**217**	**+13**	**+6.4**
- Provision for income tax	22					**25**	+3	+13.6
= Net income	**182**					**192**	**+10**	**+5.5**

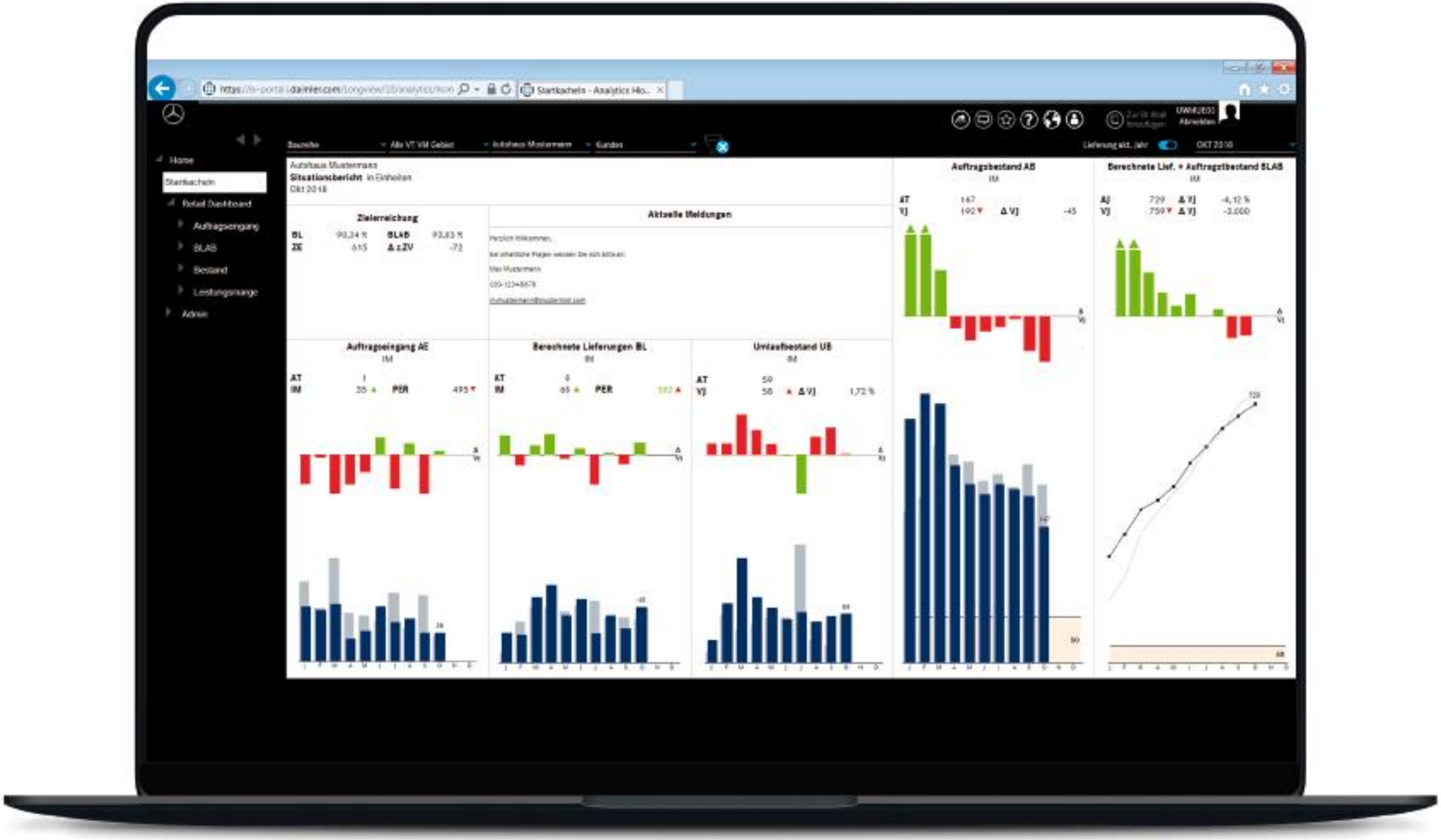
1 **Personnel costs**: 80 percent of this 13 mUSD growth comes from the new partner model

Beta Corp, 25 locations of Central Europe
Net profit in mEUR, absolute variance from location average (Ø)
2007..2016 AC, 2017..2018 PL

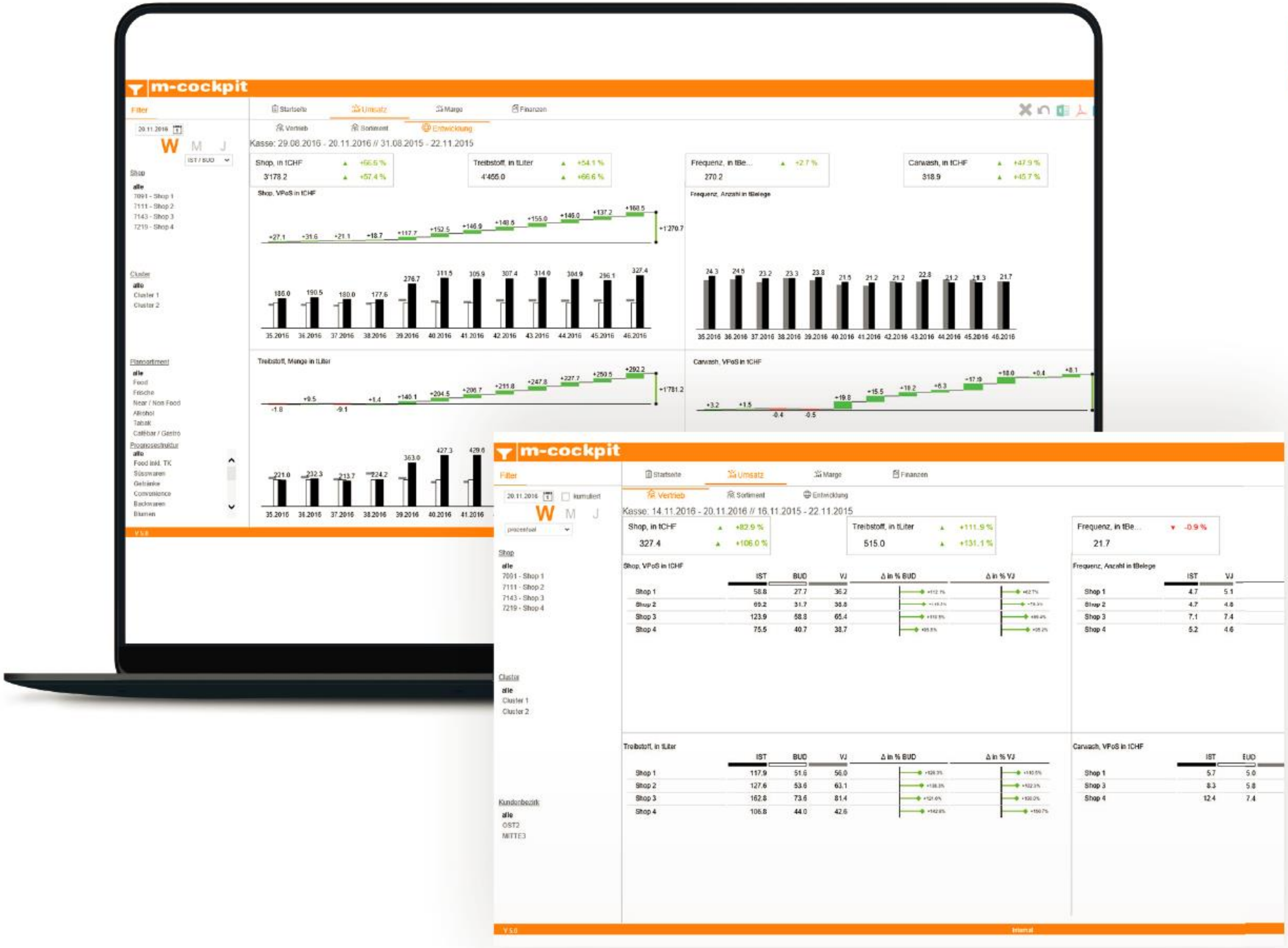
LSGgroup


LSGgroup
Working Capital Group
2018
Aug
TWC LSG Group Cons. mEUR
7.9
0.0 ΔPM
ODR LH+Third parties. mEUR
0.0
0.0
TWC Days
1,298.9
162.4 ΔPM
Extraction Date
Trade Working Capital Days YTD Average
CYA
Target
ΔPYA
856.4
2,570.7
988.9
807.9
852.2
1,479.4
884.1
-65.4
+944.8
+78.5
+152.0
+352.2
+635.6
+325.3
LSG Group
2,352.1
+1,832.2
TWC LSG Group Cons. mEUR
TWC
Trade Receivables
P/L Consolidated
PROFIT & LOSS mEUR
PYA
CYB
CYA
ΔPYA
ΔCYB
Executive Summary
FINANCIALS mEUR
STATISTICS in k
Meals
Flights

Mercedes-Benz



migrolino

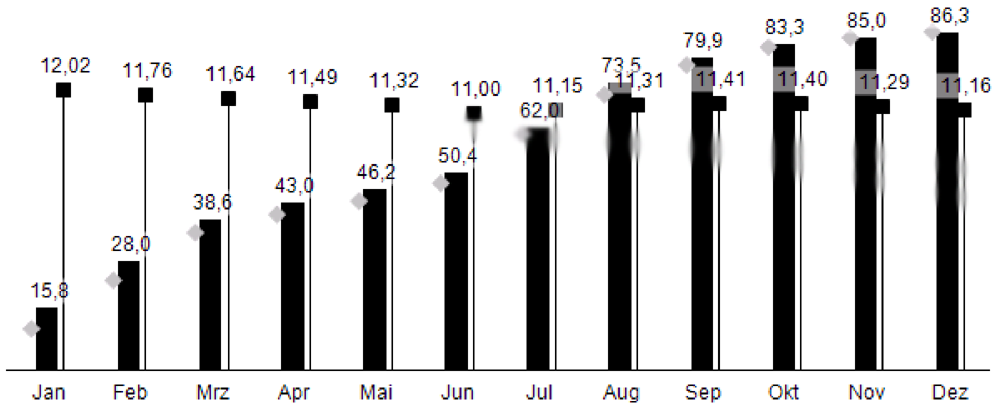

m-cockpit
Filter
Startseite
Umsatz
Marge
Finanzen
Vertrieb
Sortiment
Entwicklung
Kasse: 29.08.2016 - 20.11.2016 // 31.08.2015 - 22.11.2015
Shop, in tCHF
3'178.2
Treibstoff, in tLiter
4'465.0
Frequenz, in tBe...
270.2
Carwash, in tCHF
318.9
Shop, VPoS in tCHF
Frequenz, Anzahl in tBelege
Treibstoff, Menge in tLiter
Carwash, VPoS in tCHF
W M J
Shop
alle
7091 - Shop 1
7111 - Shop 2
7143 - Shop 3
7219 - Shop 4
Cluster
Cluster 1
Cluster 2
m-cockpit
Kasse: 14.11.2016 - 20.11.2016 // 16.11.2015 - 22.11.2015
Shop, in tCHF
327.4
Treibstoff, in tLiter
515.0
Frequenz, in tBe...
21.7
Shop, VPoS in tCHF
IST
BUD
VJ
Δ in % BUD
Δ in % VJ
Shop 1
Shop 2
Shop 3
Shop 4
Treibstoff, in tLiter
Carwash, VPoS in tCHF
Kundenbezirk
alle
OST2
MITTE3

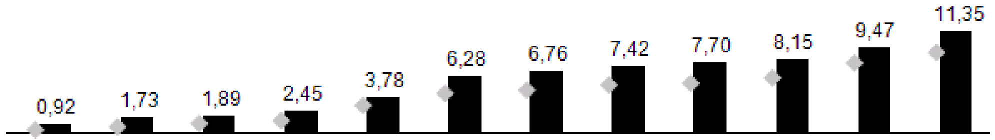
Gesellschaft: Gabor, Warengruppen: 01 Schuhe, 01 Schuhe camel active

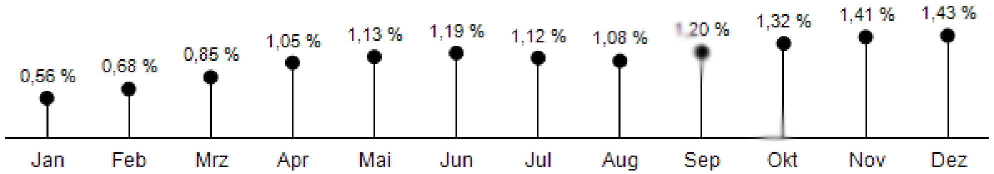
Vertriebscockpit zu Standardkosten

Jan..Dez 2018 IST

	IST	VJ	ΔVJ	IST	VJ	ΔVJ
[illegible]	7.733	7.920	-186	3.146	3.511	-365
[illegible]	**324,5**	**330,6**	**-6,1**	**125,9**	**141,7**	**-15,8**
[illegible]	44,4	44,8	-0,4	29,4	32,8	-3,4
[illegible]	**280,1**	**285,7**	**-5,7**	**96,5**	**108,9**	**-12,4**
[illegible]	16,5	18,2	-1,7	0,0	0,0	+0,0
[illegible]	143,6	148,7	-5,1	52,9	60,6	-7,7
[illegible]	**120,0**	**118,9**	**+1,1**	**43,6**	**48,3**	**-4,7**
[illegible]	33,7	32,0	+1,7	12,3	13,3	-0,9
[illegible]	**86,3**	**86,9**	**-0,6**	**31,2**	**35,0**	**-3,8**
[illegible]	11,16	10,97		9,92	9,98	







ProSiebenSat.1
Media SE

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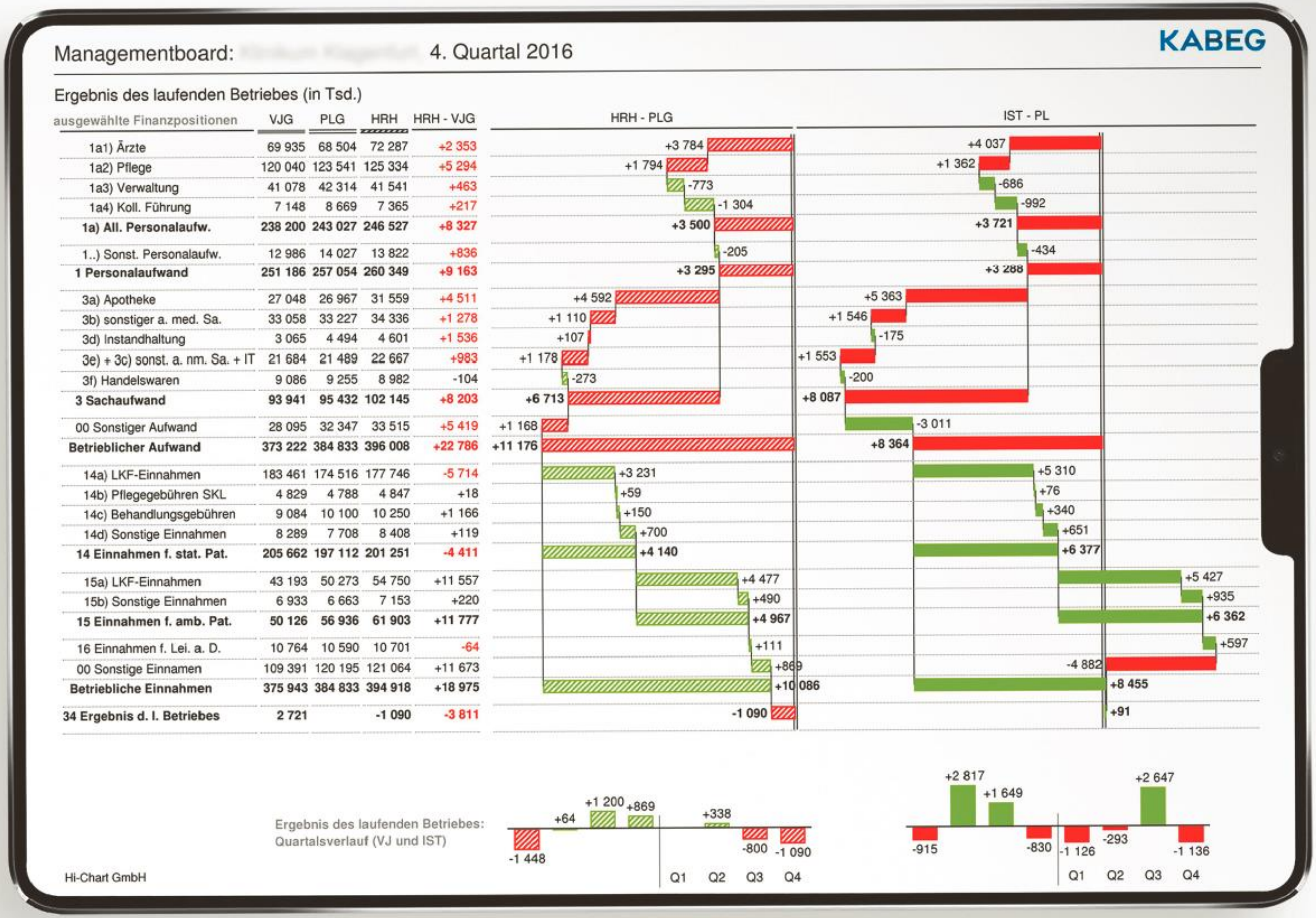
KABEG



Managementboard: 4. Quartal 2016

KABEG

Ergebnis des laufenden Betriebes (in Tsd.)

ausgewählte Finanzpositionen	VJG	PLG	HRH	HRH - VJG
1a1) Ärzte	69 935	68 504	72 287	+2 353
1a2) Pflege	120 040	123 541	125 334	+5 294
1a3) Verwaltung	41 078	42 314	41 541	+463
1a4) Koll. Führung	7 148	8 669	7 365	+217
1a) All. Personalaufw.	**238 200**	**243 027**	**246 527**	**+8 327**
1..) Sonst. Personalaufw.	12 986	14 027	13 822	+836
1 Personalaufwand	**251 186**	**257 054**	**260 349**	**+9 163**
3a) Apotheke	27 048	26 967	31 559	+4 511
3b) sonstiger a. med. Sa.	33 058	33 227	34 336	+1 278
3d) Instandhaltung	3 065	4 494	4 601	+1 536
3e) + 3c) sonst. a. nm. Sa. + IT	21 684	21 489	22 667	+983
3f) Handelswaren	9 086	9 255	8 982	-104
3 Sachaufwand	**93 941**	**95 432**	**102 145**	**+8 203**
00 Sonstiger Aufwand	28 095	32 347	33 515	+5 419
Betrieblicher Aufwand	**373 222**	**384 833**	**396 008**	**+22 786**
14a) LKF-Einnahmen	183 461	174 516	177 746	-5 714
14b) Pflegegebühren SKL	4 829	4 788	4 847	+18
14c) Behandlungsgebühren	9 084	10 100	10 250	+1 166
14d) Sonstige Einnahmen	8 289	7 708	8 408	+119
14 Einnahmen f. stat. Pat.	**205 662**	**197 112**	**201 251**	**-4 411**
15a) LKF-Einnahmen	43 193	50 273	54 750	+11 557
15b) Sonstige Einnahmen	6 933	6 663	7 153	+220
15 Einnahmen f. amb. Pat.	**50 126**	**56 936**	**61 903**	**+11 777**
16 Einnahmen f. Lei. a. D.	10 764	10 590	10 701	-64
00 Sonstige Einnamen	109 391	120 195	121 064	+11 673
Betriebliche Einnahmen	**375 943**	**384 833**	**394 918**	**+18 975**
34 Ergebnis d. l. Betriebes	**2 721**		**-1 090**	**-3 811**

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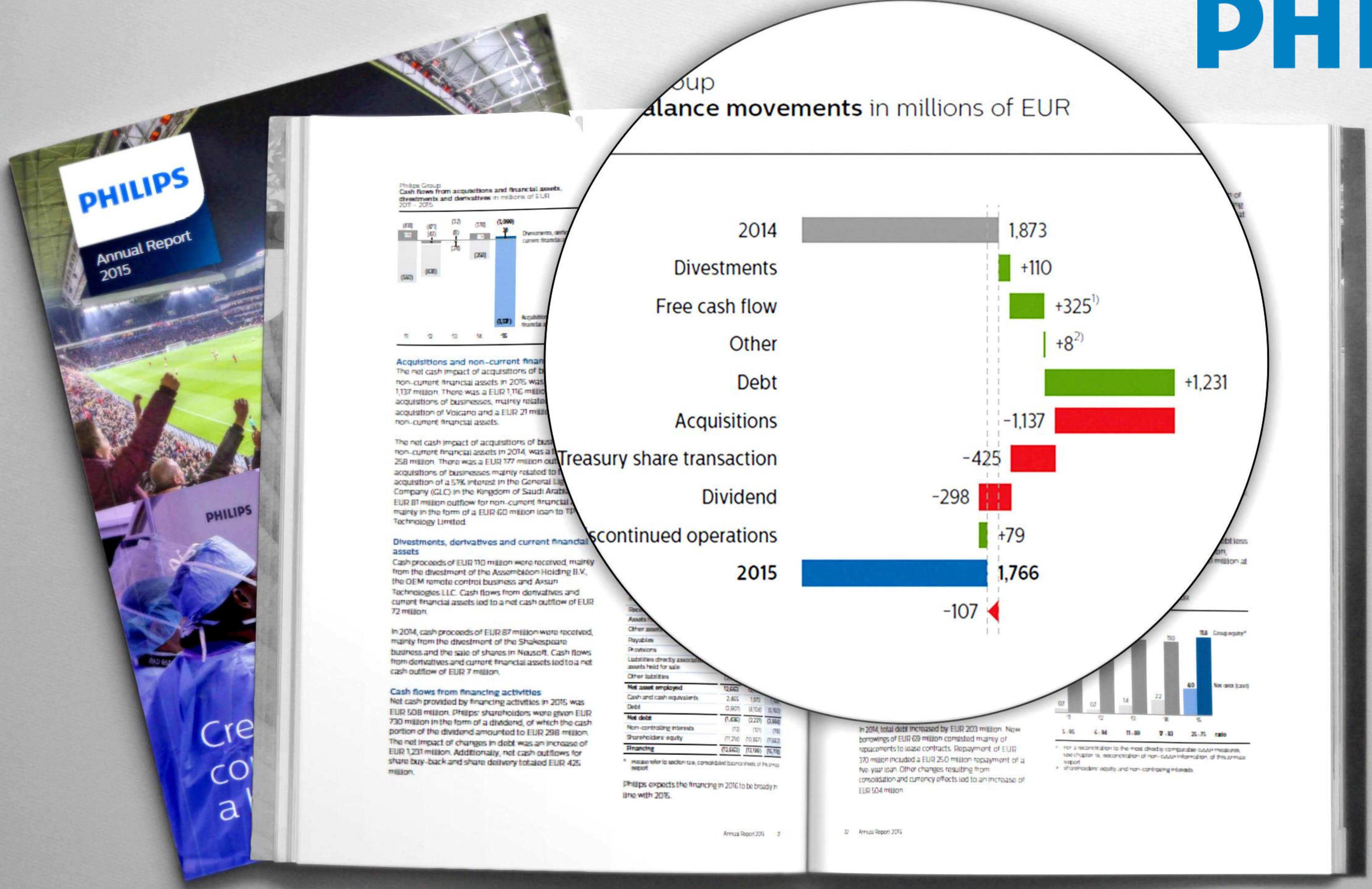
PHILIPS



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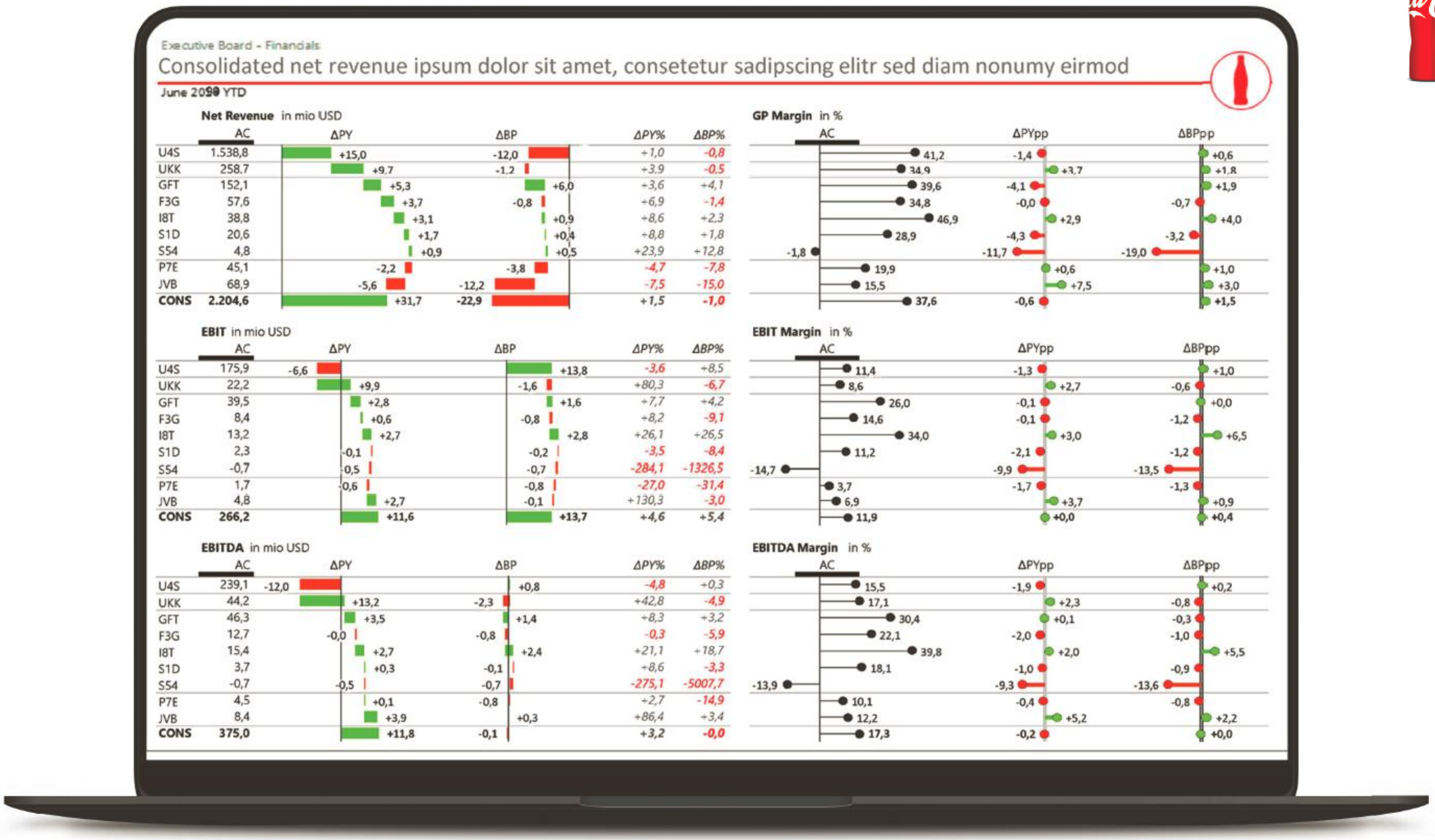
Open Grid Europe
The Gas Wheel

CCI


Executive Board - Financials

Consolidated net revenue ipsum dolor sit amet, consetetur sadipscing elitr sed diam nonumy eirmod

June 2099 YTD

Net Revenue in mio USD

	AC	ΔPY	ΔBP	ΔPY%	ΔBP%
U4S	1.538,8	+15,0	-12,0	+1,0	-0,8
UKK	258.7	+9.7	-1.2	+3.9	-0.5
GFT	152,1	+5,3	+6,0	+3,6	+4,1
F3G	57,6	+3,7	-0,8	+6,9	-1,4
I8T	38,8	+3,1	+0,9	+8,6	+2,3
S1D	20,6	+1,7	+0,4	+8,8	+1,8
S54	4,8	+0,9	+0,5	+23,9	+12,8
P7E	45,1	-2,2	-3,8	-4,7	-7,8
JVB	68,9	-5,6	-12,2	-7,5	-15,0
CONS	**2.204,6**	+31,7	-22,9	+1,5	-1,0

GP Margin in %

	AC	ΔPYpp	ΔBPpp
U4S	41,2	-1,4	+0,6
UKK	34,9	+3,7	+1,8
GFT	39,6	-4,1	+1,9
F3G	34,8	-0,0	-0,7
I8T	46,9	+2,9	+4,0
S1D	28,9	-4,3	-3,2
S54	-1,8	-11,7	-19,0
P7E	19,9	+0,6	+1,0
JVB	15,5	+7,5	+3,0
CONS	37,6	-0,6	+1,5

EBIT in mio USD

	AC	ΔPY	ΔBP	ΔPY%	ΔBP%
U4S	175,9	-6,6	+13,8	-3,6	+8,5
UKK	22,2	+9,9	-1,6	+80,3	-6,7
GFT	39,5	+2,8	+1,6	+7,7	+4,2
F3G	8,4	+0,6	-0,8	+8,2	-9,1
I8T	13,2	+2,7	+2,8	+26,1	+26,5
S1D	2,3	-0,1	-0,2	-3,5	-8,4
S54	-0,7	-0,5	-0,7	-284,1	-1326,5
P7E	1,7	-0,6	-0,8	-27,0	-31,4
JVB	4,8	+2,7	-0,1	+130,3	-3,0
CONS	**266,2**	+11,6	+13,7	+4,6	+5,4

EBIT Margin in %

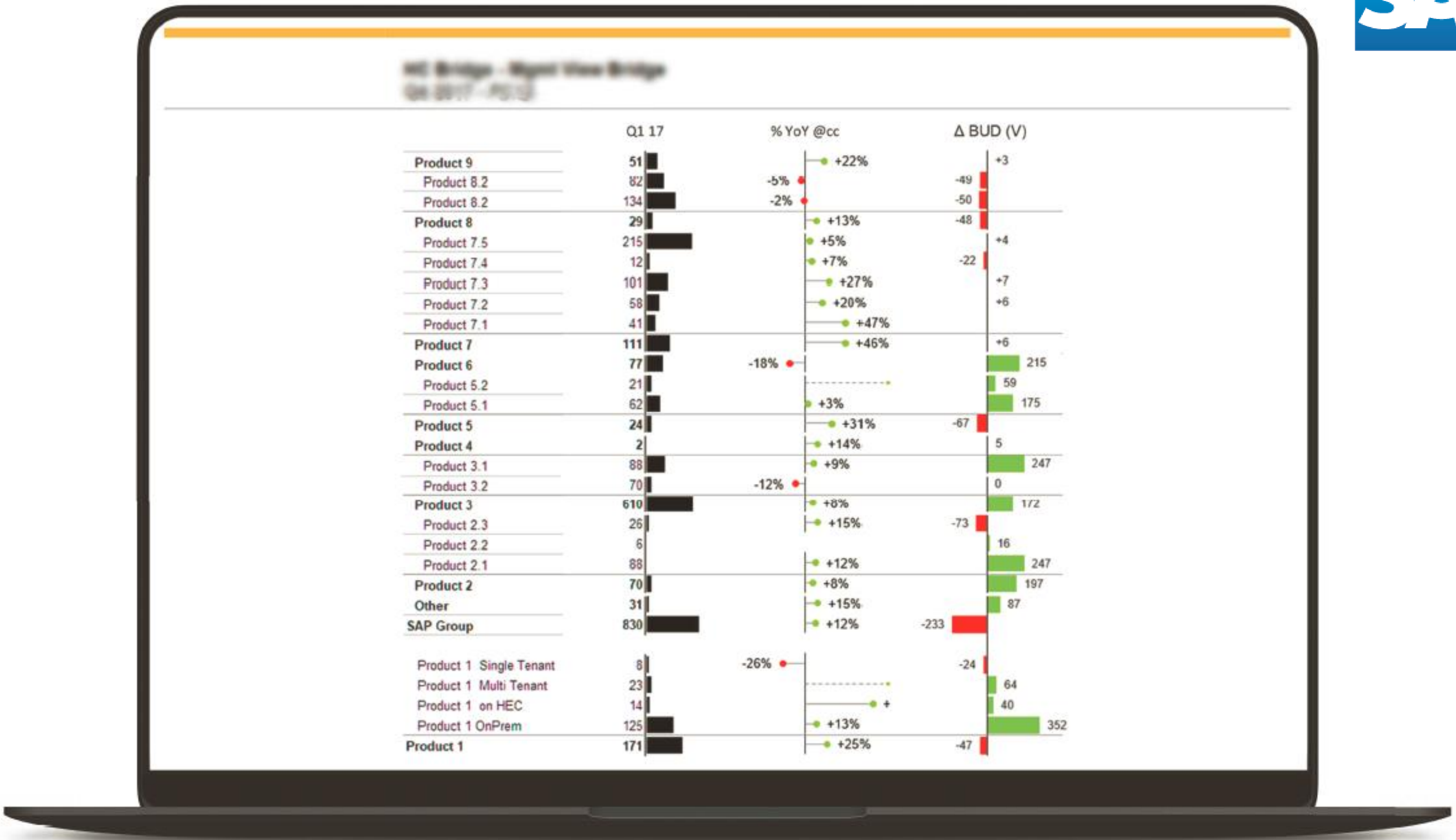
	AC	ΔPYpp	ΔBPpp
U4S	11,4	-1,3	+1,0
UKK	8,6	+2,7	-0,6
GFT	26,0	-0,1	+0,0
F3G	14,6	-0,1	-1,2
I8T	34,0	+3,0	+6,5
S1D	11,2	-2,1	-1,2
S54	-14,7	-9,9	-13,5
P7E	3,7	-1,7	-1,3
JVB	6,9	+3,7	+0,9
CONS	11,9	+0,0	+0,4

EBITDA in mio USD

	AC	ΔPY	ΔBP	ΔPY%	ΔBP%
U4S	239,1	-12,0	+0,8	-4,8	+0,3
UKK	44,2	+13,2	-2,3	+42,8	-4,9
GFT	46,3	+3,5	+1,4	+8,3	+3,2
F3G	12,7	-0,0	-0,8	-0,3	-5,9
I8T	15,4	+2,7	+2,4	+21,1	+18,7
S1D	3,7	+0,3	-0,1	+8,6	-3,3
S54	-0,7	-0,5	-0,7	-275,1	-5007,7
P7E	4,5	+0,1	-0,8	+2,7	-14,9
JVB	8,4	+3,9	+0,3	+86,4	+3,4
CONS	**375,0**	+11,8	-0,1	+3,2	-0,0

EBITDA Margin in %

	AC	ΔPYpp	ΔBPpp
U4S	15,5	-1,9	+0,2
UKK	17,1	+2,3	-0,8
GFT	30,4	+0,1	-0,3
F3G	22,1	-2,0	-1,0
I8T	39,8	+2,0	+5,5
S1D	18,1	-1,0	-0,9
S54	-13,9	-9,3	-13,6
P7E	10,1	-0,4	-0,8
JVB	12,2	+5,2	+2,2
CONS	17,3	-0,2	+0,0


Q1 17
% YoY @cc
Δ BUD (V)
Product 9 51 +22% +3
Product 8.2 82 -5% -49
Product 8.2 134 -2% -50
Product 8 29 +13% -48
Product 7.5 215 +5% +4
Product 7.4 12 +7% -22
Product 7.3 101 +27% +7
Product 7.2 58 +20% +6
Product 7.1 41 +47%
Product 7 111 +46% +6
Product 6 77 -18% 215
Product 5.2 21 59
Product 5.1 62 +3% 175
Product 5 24 +31% -67
Product 4 2 +14% 5
Product 3.1 88 +9% 247
Product 3.2 70 -12% 0
Product 3 610 +8% 172
Product 2.3 26 +15% -73
Product 2.2 6 16
Product 2.1 88 +12% 247
Product 2 70 +8% 197
Other 31 +15% 87
SAP Group 830 +12% -233
Product 1 Single Tenant 8 -26% -24
Product 1 Multi Tenant 23 64
Product 1 on HEC 14 + 40
Product 1 OnPrem 125 +13% 352
Product 1 171 +25% -47

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Anmelden

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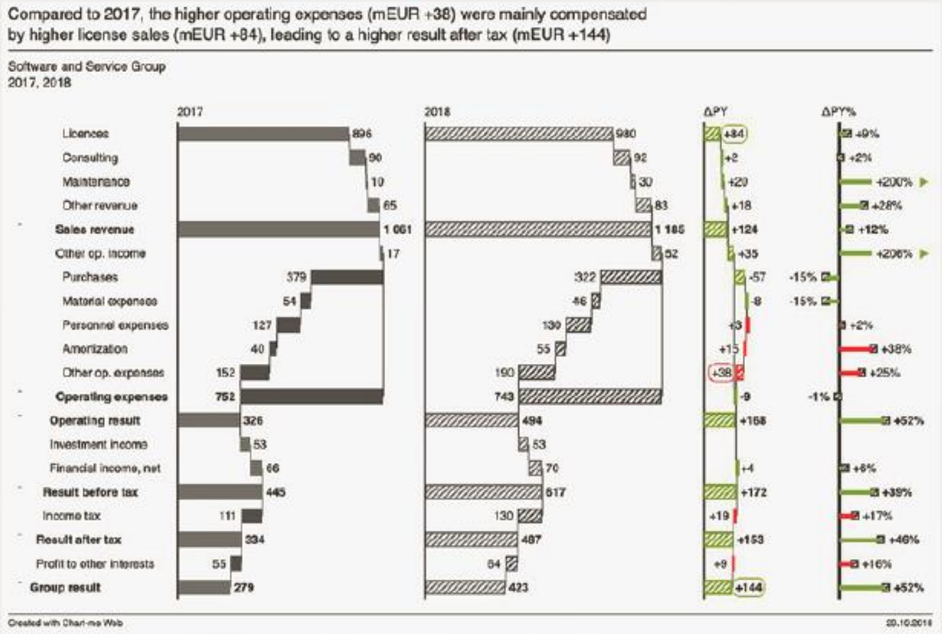

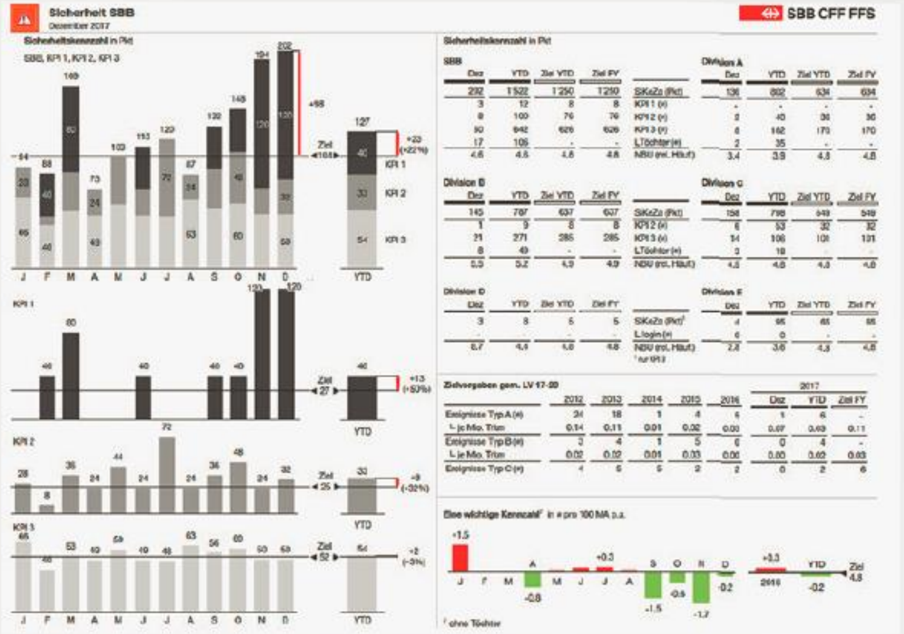

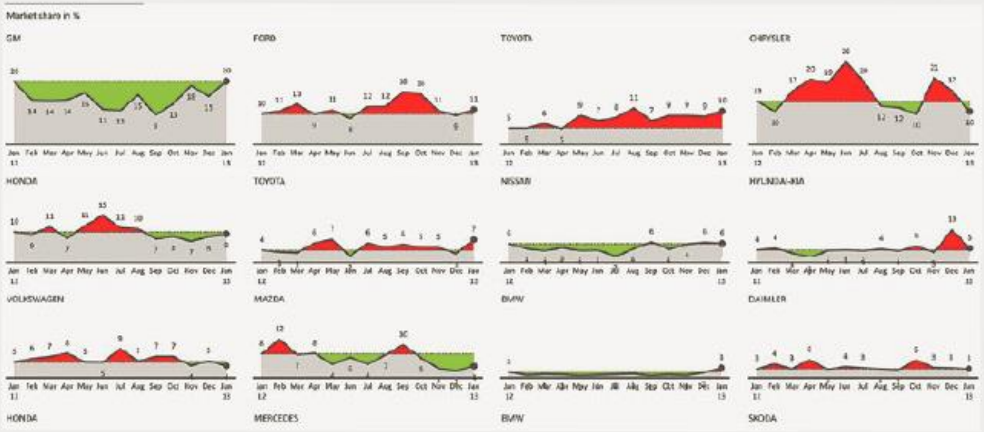

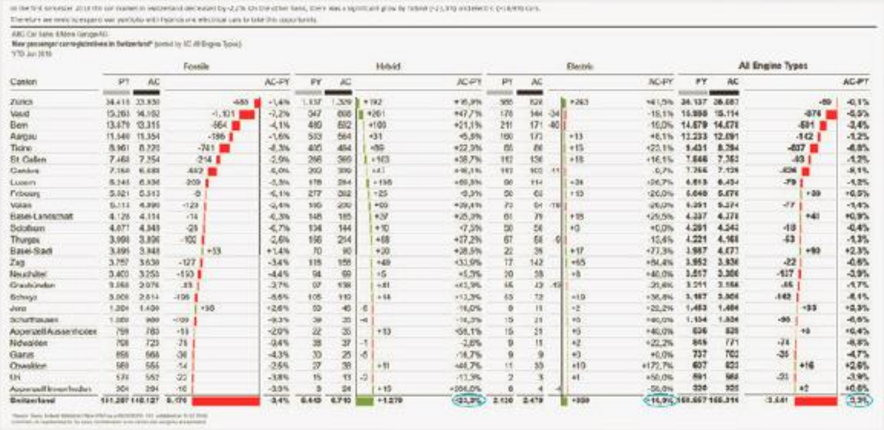

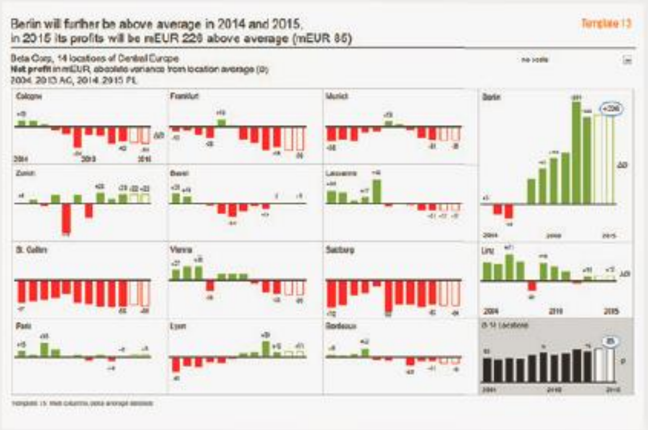

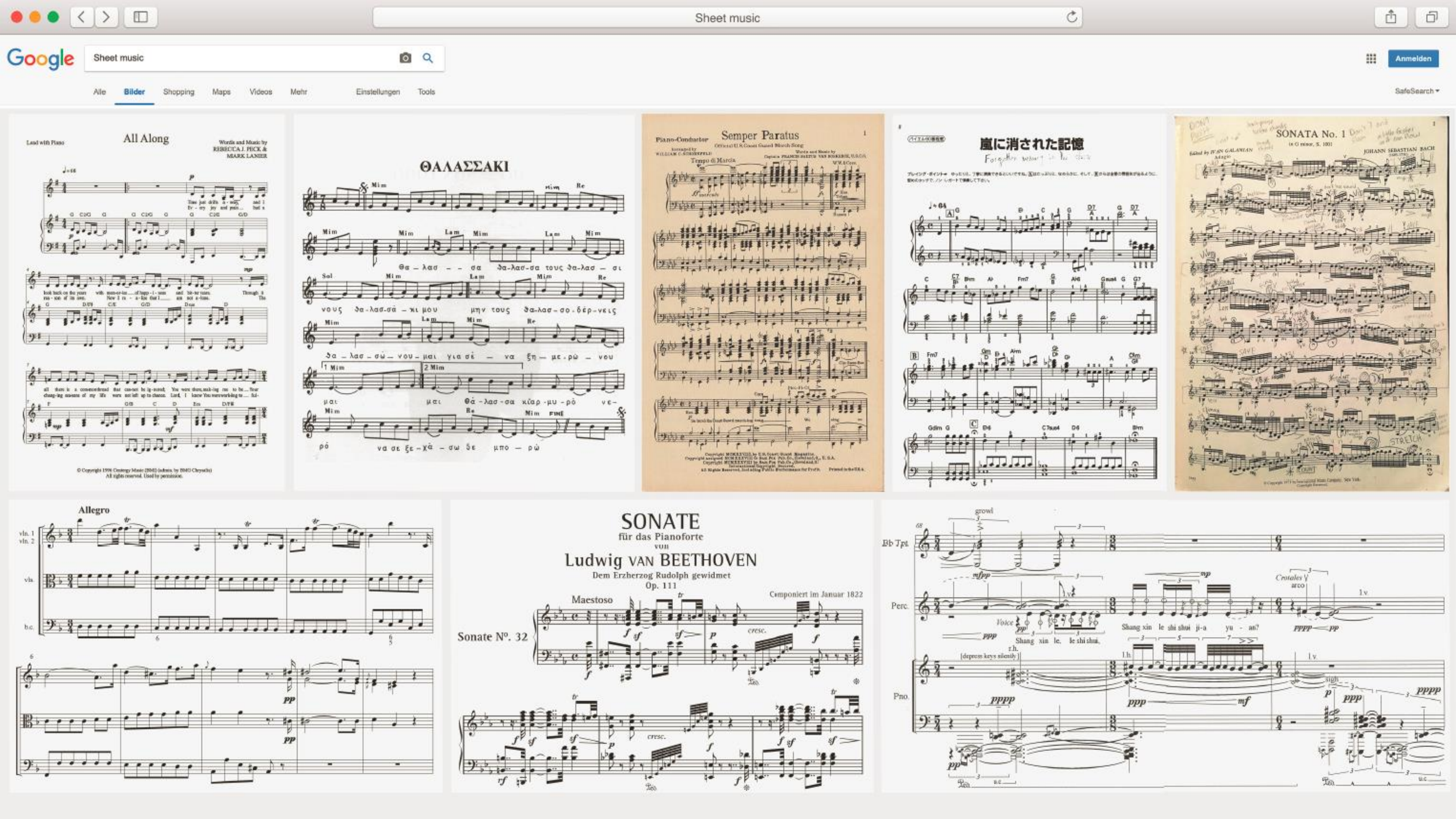
Sheet music
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Anmelden
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Maps
Videos
Mehr
Einstellungen
Tools
SafeSearch
Lead with Piano
All Along
Words and Music by REBECCA J. PECK & MARK LANIER
ΘΑΛΑΣΣΑΚΙ
Piano-Conductor
Semper Paratus
Tempo di Marcia
嵐に消された記憶
SONATA No. 1
in G minor, S. 1001
JOHANN SEBASTIAN BACH
Adagio
Allegro
SONATE
für das Pianoforte
von
Ludwig VAN BEETHOVEN
Dem Erzherzog Rudolph gewidmet
Op. 111
Maestoso
Componiert im Januar 1822
Sonate No. 32
Bb Tpt.
Perc.
Pno.
growl
Voice
Shang xin le shi shui ji-a yu - an?

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SAP
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HighCoordination
TRUECHART

Vitara
VitaraCharts

XLCubed
XLCubed

Zebra BI
Zebra BI for Excel

Zebra BI
Zebra BI Visuals for Power BI

IBCS

- Report notation guidelines, since 2013
- Current version, IBCS Version 1.2
- Community driven, public consultation (10.000 members of IBCS Association)
- Adopted by many businesses and >12 analytic software vendors
- Published under Creative Commons (CC BY-SA)

ISO/TC 37 NWIP

- NWIP for a certifiable ISO international standard to be developed under ISO/TC37
- Proposed by DIN (Germany) and IPQ (Portugal) with IBCS Association as a formal A-Liaison
- NWIP Pre-Expert Draft available

A STANDARD NOTATION FOR BUSINESS REPORTS

PRE-EXPERT DRAFT

Q&A

- Is this initiative of interest to ISO/TC37?
- What are the next steps?

Resources for further information on benefits of a standardised report notation

Videos

- Explanatory video: https://youtu.be/VkCyNOioUQQ
- Introductory lesson to video course “Solid, outlined, hatched”: https://ibcs.teachable.com/courses/solid-outlined-hatched/lectures/15948252

Books

- IBCS Version 1.2: https://geni.us/standards_ibcs (also available in Spanish language)
- Solid, outlined, hatched – How visual consistency helps better understand reports, presentations and dashboards: https://geni.us/soh_ibcs (also available in German language)