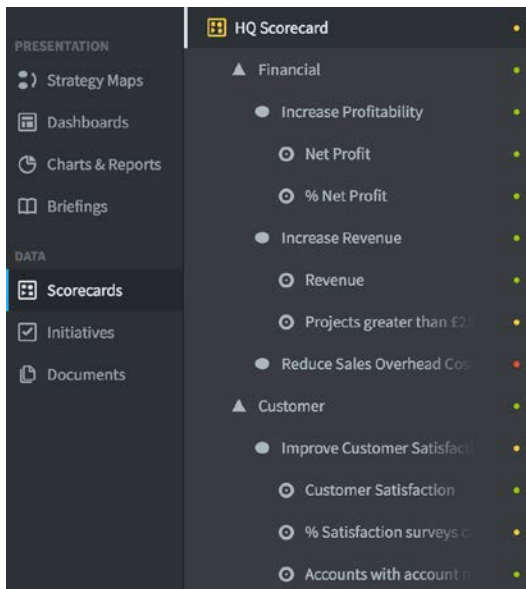




Importing Actual Values - 1

If you have a lot of Measures that need to be updated on a regular basis, you may find it easier to import the actual values (and thresholds) either from a spreadsheet or by connecting to an external system/database.

Both are possible. This guide covers importing Actual Values from a spreadsheet or csv file. For database linkage, please contact Intrafocus.



Create Your Scorecard

First you need to create a scorecard.

There needs to be a destination for the Actual Values of every KPI/Measure that you want to update.

For this guide we have created a simple scorecard containing Perspectives, Objectives and Measures.

If you need help creating a scorecard, go to the **Adding an Organization** and **Creating a Scorecard** user guides.

A separate, but connected application is used to import actual values.

Copy the URL of your system up to and including .com, go to a new browser window, paste the URL and add **/connect** and hit enter. The result should look like this:





Importing Actual Values - 2

Use the same **username** and **password** that you use for the main application and log into Connect:

Connect™ colin | Log Off

Home

Imports

Create New

Data Sources

Name	Status	Last Contacted	Actions
My Files	Online	19 January 2017 13:59:04 GMT	Upload File

Create New

[Application Configuration](#)

[View Log Files](#)

Connect has a very basic interface as its only purpose is to import data from other systems or spreadsheets/csv files. The spreadsheet/csv **Data Source** has already been defined so we can go straight to **Imports**.

Click on **Create New**.

The **Edit Import** screen will appear. All of the lozenges will be grey indicating nothing has been updated.

Connect™ colin | Log Off

Home >> Edit Import Cancel

Basic Information

Source Data

Destination

Mapping

Schedule

Click on **Basic Information**.



Importing Actual Values - 3

The **Basic Information** screen will appear. Give the import a name. Try and be specific, add a date if required.

Connect™ collin | Log Off

Home >> Edit Import >> Basic Information Ok Cancel

Name:

Data Source:

Import Type:

File:

Overwrite any existing files with same name

At this point you will need to have an import spreadsheet ready. The application will accept several formats. Rows and columns can be excluded. However we advise, for best results, you keep the format as simple as possible.

For this example we are assuming that **Actual Values** are added **Monthly**.

There are two main formats described in this user guide:

1. **Updating one month and including thresholds** - this is useful as a standard monthly upload that includes variable thresholds.
2. **Updating using historical data** - this is useful when you want to load several months of data in one go.

The format for monthly historical data should look like this:

	A	B	C	D	E	F	G	H	I
1	Metric Id/Name	20/01/2017	20/02/2017	20/03/2017	20/04/2017	20/05/2017	20/06/2017	20/07/2017	20/08/2017
2	Net operating profit	19509	19678	19574	19574	19678	19687	19.3	19.1
3	% sales overhead/revenue	5.5	5.3	5.1	5.2	4.8	4.7	4.6	4.7
4	Average time spent resolving a problem	21	31	27	32	22	30	21	28
5	Sales people trained in software	4	4	4	5	5	5	6	6
6	% satisfaction surveys completed	70	75	76	77	76	78	75	73
7	Average satisfaction survey score	95	92	93	94	94	86	84	80
8	Accounts with account managers	30	31	32	35	36	40	41	43
9	Number of items in knowledge base	38	38	39	43	47	51	52	52



Importing Actual Values - 4

The format for single month data with thresholds should look like this:

	A	B	C	D	E	F	G	H	I
1	Metric Id/Name	Date	Value	Threshold	Threshold	Threshold	Threshold	Threshold	Note
2	Net operating profit	28/01/2017	21254	20000	21000				Net profit is very high this month
3	% sales overhead/revenue	28/01/2017	5.5	5.3	5.4				Sales overhead is too high because
4	Average time spent resolving a problem	28/01/2017	21						
5	Sales people trained in software	28/01/2017	4						
6	% satisfaction surveys completed	28/01/2017	70						
7	Average satisfaction survey score	28/01/2017	95						
8	Accounts with account managers	28/01/2017	30						
9	Number of items in knowledge base	28/01/2017	38						

Things to notice in the the single month version:

- The dates have been added as a row. These can be omitted and the system will default to the current date.
- Threshold can be added for the measures that have variable monthly thresholds.
- Notes can be added.

The following example shows how to **import single month data**. If you want to add historical data (or future data e.g. forecasts or targets) the same process can be used with the historical data spreadsheet/csv. Be sure to use the right configuration parameters during the **Source Data** view phase.

Connect™ colin | Log Off

Home >> Edit Import >> Basic Information

Name: HQ Scorecard Update - Jan 2017

Data Source: Excel or CSV Upload

Import Type: Update Metric Values

File: C:\fakepath\Data with 1 | Browse ... | Cancel

Overwrite any existing files with same name

OK Cancel

On the Basic Information screen, click on **Browse** and select the spreadsheet from your computer or shared location. It will appear in the **File** box.

Click on **OK** at the top right of the screen.



Importing Actual Values - 5

The **Edit Import** screen will appear. The Basic Information has been coloured blue indicating that part of the process is complete.



Click on **Source Data**.

Worksheet
Balanced Scorecard Struct...

- Use the date specified in each data row for imports
- Use a date header row for imports
- Use a relative period
- Use this specific date for each import:

Negative Values
Allow

Missing Values
Ignore

Value/Threshold Format
1,000.00

Date Format
31/12/2009

Unused
{ Metric Id/Name } ; { Value } ; { Threshold }

Results

Ignore	{ Metric Id/Name }	{ Date }	{ Value }	{ Threshold }	{ Threshold }	{ Threshold }	{ Threshold }	{ Threshold }	{ Note }
	A	B	C	D	E	F	G	H	I
<input checked="" type="checkbox"/>	1 Metric Id/Name	Date	Value	Threshold	Threshold	Threshold	Threshold	Threshold	Note
<input type="checkbox"/>	2 Net operating profit	28/01/2017	21,254	20,000	21,000				Net profit is very high this month due to
<input type="checkbox"/>	3 % sales overhead/revenue	28/01/2017	5.5	5.3	5.4				Sales overhead is too high because
<input type="checkbox"/>	4 Average time spent resolving a problem	28/01/2017	21						
<input type="checkbox"/>	5 Sales people trained in software	28/01/2017	4						
<input type="checkbox"/>	6 % satisfaction surveys completed	28/01/2017	70						
<input type="checkbox"/>	7 Average satisfaction survey score	28/01/2017	95						
<input type="checkbox"/>	8 Accounts with account managers	28/01/2017	30						
<input type="checkbox"/>	9 Number of items in knowledge base	28/01/2017	38						
<input type="checkbox"/>	10 Number of hits on knowledge base	28/01/2017	28						
<input type="checkbox"/>	11 Number of industry templates	28/01/2017	3						
<input type="checkbox"/>	12 Days left to evaluate QuickScore	28/01/2017	8						
<input type="checkbox"/>	13 All staff receive company induction	28/01/2017	yes						
<input type="checkbox"/>	14 % staff trained in basics	28/01/2017	73						
<input type="checkbox"/>	15 % graduates working with a mentor	28/01/2017	95						

Your file will appear. Check that the **Headers** for each column are in the correct place. The application will match header labels when they are exact.



Importing Actual Values - 6

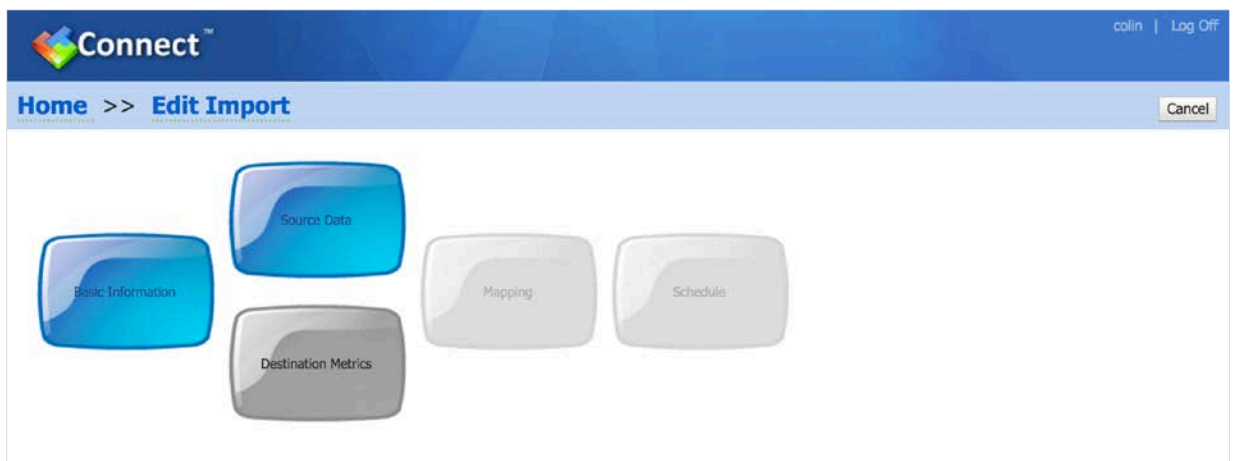
There are several options you can use when importing depending on the spreadsheet/csv file structure you have used:

Worksheet Balanced Scorecard Struct... ▾	<input checked="" type="radio"/> Use the date specified in each data row for imports <input type="radio"/> Use a date header row for imports <input type="radio"/> Use a relative period <input type="radio"/> Use this specific date for each import: <input type="text"/>	Current Period ▾	Negative Values Allow ▾	Missing Values Ignore ▾
			Value/Threshold Format 1,000.00 ▾	Date Format 31/12/2009 ▾

For this example we have used dates in rows so have checked the radio button - **Use the date specified in each data row for imports.**

If you are importing historical data, you would select **Use a date header row for imports.**

Check each of the options have defaulted correctly and click the OK button.



The **Edit Import** screen will appear. The Source Data lozenge is now blue indicating that part of the process is complete.

Click on **Destination Metrics.**



Importing Actual Values - 7

The **Destination Metrics** screen will appear:

The screenshot shows the 'Edit Import' screen with the 'Destination Metrics' tab selected. The breadcrumb navigation is 'Home >> Edit Import >> Destination Metrics'. There are 'OK' and 'Cancel' buttons in the top right corner.

Organization Tree (expand all | collapse all)

- My Company
 - International Limited
 - Department 2
 - Samples

Scorecard Tree

(expand all | collapse all)

- HQ Scorecard
 - Financial
 - Customer
 - Internal Processes
 - Organisational Capacity

ID	Name	Organization
X 55	Net Profit	International Limited
X 56	% Net Profit	International Limited
X 58	Projects greater than £25k in value	International Limited
X 59	Average time spent resolving a problem	International Limited
X 61	% sales overhead/revenue	International Limited
X 62	Sales people trained in software	International Limited
X 65	% satisfaction surveys completed	International Limited
X 66	Average satisfaction survey score	International Limited
X 67	Accounts with account managers	International Limited
X 69	Customer retention rate	International Limited
X 70	Customer turnover rate	International Limited

Click on the Organization where you have created the scorecard (under Organization Tree). In our example, this is International Limited.

The scorecard will appear in the right hand panel. Click on the scorecard (or on the elements of the scorecard you are interested in) and the Measures will appear in the bottom part of the screen.

When you are happy all of the Measures are included, click the **OK** button at the top right of the screen. The **Edit Import** screen will re-appear:

The screenshot shows the 'Edit Import' screen with the 'Connect' logo in the top left and 'colin | Log Off' in the top right. The breadcrumb navigation is 'Home >> Edit Import'. There is a 'Cancel' button in the top right corner.

The main content area displays four buttons: 'Basic Information', 'Source Data', 'Destination Metrics', 'Mapping', and 'Schedule'. The 'Basic Information', 'Source Data', and 'Destination Metrics' buttons are highlighted in blue, while 'Mapping' and 'Schedule' are greyed out.



Importing Actual Values - 8

Click on **Mapping** (from the progress screen) and the Mapping screen will appear:

Mapped To	ID	Name	Organization
	56	% Net Profit	International Limited
% sales overhead/revenue	61	% sales overhead/revenue	International Limited
% satisfaction surveys completed	65	% satisfaction surveys completed	International Limited
	87	% staff trained in product basics	International Limited
	79	% staff working with a mentor	International Limited
	78	% templates used in sales process	International Limited
Accounts with account managers	67	Accounts with account managers	International Limited
All staff receive company induction	86	All staff receive company induction	International Limited
Average satisfaction survey score	66	Average satisfaction survey score	International Limited
Average time spent resolving a problem	59	Average time spent resolving a problem	International Limited
	76	Conversion rate	International Limited
	69	Customer retention rate	International Limited
	70	Customer turnover rate	International Limited
	84	Days left to evaluate the application	International Limited
Number of hits on knowledge base	91	Hits on knowledge base	International Limited
Number of industry templates	92	Industry templates	International Limited
Number of items in knowledge base	90	Items in knowledge base	International Limited
	55	Net Profit	International Limited
	72	Net Promoter Score (NPS)	International Limited
	75	Number of calls made	International Limited
	88	Number of staff trained to advanced	International Limited
	81	Number of unsolicited requests for information	International Limited
	58	Projects greater than £25k in value	International Limited
Sales people trained in software	62	Sales people trained in software	International Limited

Where there are exact matches, the application will match the spreadsheet names to the measure names in the application's scorecard.

In our example **Net Operating Profit** does not match with **Net Profit** so the item can be dragged and dropped into the correct place.

Check that all of the Measures you want to map are mapped correctly.

Click the **OK** button at the top right of the screen.



Importing Actual Values - 9

The **Edit Import** screen appears telling you that Mapping is complete. You have the option to **Schedule** a regular update if you wish.

Scheduled Updates - Important - these will only work if you put your data in a place where the application can reach it. The application cannot make calls to areas behind a firewall. Typically, data can be put temporarily into a DMZ for the update process.

Click on the **Save** button at the top right of the screen and the following screen will appear:

The screenshot shows the 'Connect' application interface. At the top, there is a blue header with the 'Connect' logo and the user name 'colin' and 'Log Off' link. Below the header is a 'Home' section. The main content area is titled 'Imports' and contains a table with the following columns: Name, Status, Data Source, # of Mappings, Schedule, Last Run, and Actions. The table has one row with the following data: Name: HQ Scorecard Update - Jan 2017, Status: (Unknown), Data Source: My Files, # of Mappings: 11, Schedule: (Not Scheduled), Last Run: (Unknown). To the right of the table are three buttons: Run Now, Edit, and Delete. Below the table is a 'Create New' button.

Name	Status	Data Source	# of Mappings	Schedule	Last Run	Actions
HQ Scorecard Update - Jan 2017	(Unknown)	My Files	11	(Not Scheduled)	(Unknown)	Run Now Edit Delete

The import has been created and mapped. This is a one-off process (unless the scorecard changes). From now, your data file can be uploaded and updated on a regular basis.

To run the update, click on the **Run Now** button.

The screenshot shows the 'Connect' application interface after the update has been run. The 'Imports' table now shows the following data: Name: HQ Scorecard Update - Jan 2017, Status: Success, Data Source: My Files, # of Mappings: 11, Schedule: (Not Scheduled), Last Run: 20 January 2017 10:01:17 GMT. The 'Run Now' button is still present.

Name	Status	Data Source	# of Mappings	Schedule	Last Run	Actions
HQ Scorecard Update - Jan 2017	Success	My Files	11	(Not Scheduled)	20 January 2017 10:01:17 GMT	Run Now Edit Delete

If the run is successful a green **Success** box will appear together with the **Last Run** date.

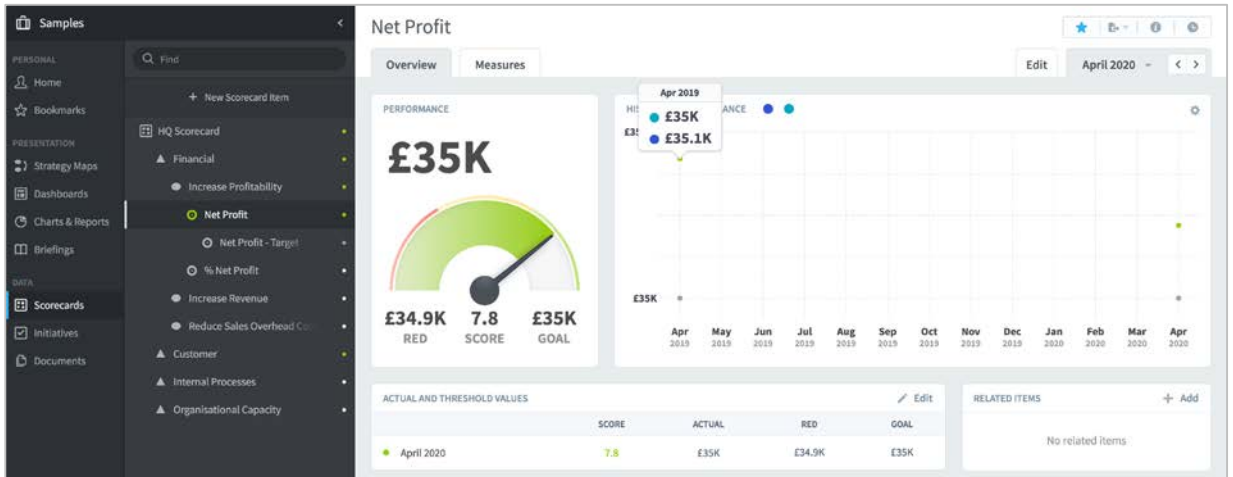
If the run is unsuccessful an amber or red status will appear. Click on the amber or red box to find out why the run failed.



Importing Actual Values - 10

Click back to the main application. Click on Scorecards and then select the scorecard you have just updated to check the update has succeeded.

In our example, you can see that the April data has been loaded. For the KPI/measure **Net Profit** we also added the Goal/Red Flag thresholds:



A completed measure in a scorecard might look like this:

