

Cyberquery at Argon Medical Devices

Presenter: Anita Younger

Agenda

- Pinch Hitter
- Argon Medical Devices at a glance
- QAD Environment
- Cyberquery Environment
- How we use Cyberquery at Argon Medical Devices
 - QDirector - Automated report processing & sending
 - Cross System reporting
- Cool Stuff & New in version 7.70
- We haven't even scratched the surface

My background

- Sort of last minute replacement
- I am NOT a Cyberquery expert, but I really like the tool, and I can tell you how we use it at Argon
- In the QAD community for a long time (old geezer) – working for 4th QAD Customer company
 - Around QAD since MFG/PRO version 6 (and worked for one company that had an ancient copy of MFG/PRO on floppy disks (yes, I know, some of you have never seen a floppy disk))
- Also worked for Strategic Information Group for 3 years as a QAD consultant
- I've been the project manager or implementation leader of more than 20 QAD implementations in various parts of the world

Argon Medical Devices at a Glance

- **Global Life Sciences manufacturer of specialty medical products**
- **Founded in 1972 – grown from 2 employees to > 1200**
- **We offer a broad line of medical devices for:**
 - Interventional Radiology
 - Vascular Surgery
 - Interventional Cardiology
 - Critical Care procedures

Argon Medical Product Categories

Arterial Lines

Bone & Bone Marrow Biopsy

Critical Care

Dialysis

Drapes & Covers

Endomyocardial Biopsy

Fluid Management Systems

HS / HSG Catheters

Mammography

Mechanical Thrombectomy

Percutaneous Drainage

PICCs & Midlines

Pressure Monitoring

Soft Tissue & Organ Biopsy

Transjugular Liver Biopsy

Urology

Vascular

Vascular Access

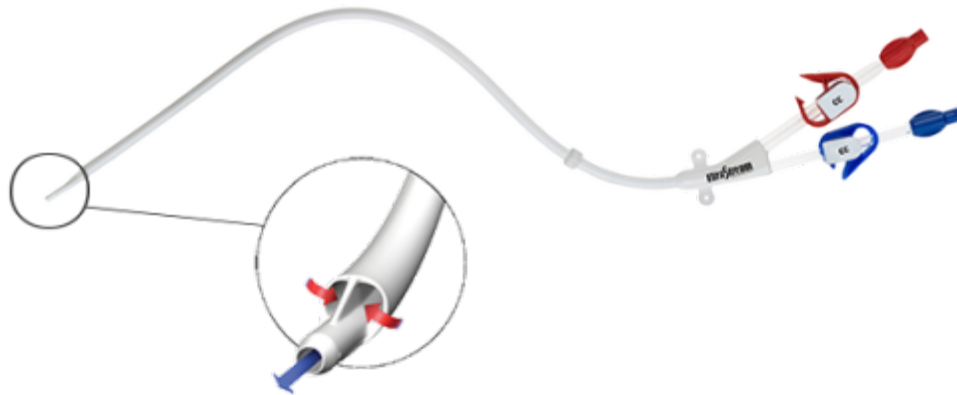
Vena Cava Filter

Just a couple of our products

T-Lok™ Bone Marrow Biopsy Needles



UltraStream™ Chronic Dialysis Catheter



Argon Medical Devices

- **Global Business**
 - 20 locations world-wide
 - Manufacturing & Distribution in 4 plants in USA and Singapore
 - 2 additional direct distribution/warehouse locations in EMEA (Europe, Middle East, Africa) and 1 in Japan
 - Customer Service in USA, Singapore, Japan, France, Denmark, Sweden, and Switzerland.
 - Sales Operations in USA, UK, Singapore, Belgium, China, Denmark, Finland, France, Germany, Greece, Japan, Netherlands, Norway, Sweden, Switzerland, and Spain.

A nod to the Expo booths



QAD Environment

- Argon Medical - QAD (MFG/PRO) since 1993
- Currently on QAD 2012.1 EE (Enterprise Edition)
- Single QAD Database for the world hosted in a datacenter through Strategic Information Group
- 19 QAD Domains
- QAD EDI/Ecommerce, EMT & QXtend
- Bolt-On Applications: Eagle RF Express, Cyberquery, TailorPro
- Upgrade plans for QAD in March 2016
- 2 “other” legacy ERP systems and one 3rd Party ERP system
- Implementation of Japan to QAD starting April 2016 (after upgrade)

The Problem

- **Argon USA had tried older QAD BI (Cognos) (prior to my arrival at Argon)**
 - It could not pull the amount of data needed for their reports
 - After purchase, installation & training, it could not be used & was eventually scrapped
 - In fairness to QAD, my understanding is that the new QAD BI is leaps and bounds better than the old version which was scrapped by Argon
- **We needed something that could dynamically change dates & send automatically to sales & operations teams**
- **We also wanted an easy report writer to address simple reports and requests**

Why Cyberquery

- QDirector – to schedule & send automatically
- Speed of the reports & quick report development cycle
- Reports with dynamic date variables
- Multiple Report output options, HTML, Excel, PDF, etc.
- QAD data dictionary (with table attachments)
- Liked the fact that it has multiple levels of editors
 - Wizard allows average users to create some reports
 - Visual editor sort of in-between for super users
 - Language Editor allows for more advanced reports

Super Users and IT Development Tool

- **Small set of super users trained in US in 2011**
 - Created some reports – but mainly want emailed reports
- **Small set of super users trained in Singapore in 2014**
 - Created various purchasing reports
- **Small set of super users trained in EMEA in 2015**
 - Using more for ad hoc sales reports
- **Super users still create things, but we are also moving the tool to more advanced use by IT development**

Argon Cyberquery Environment

- **Recently installed Enterprise Cyberquery 7.70 Version**
 - Users are testing
 - Some awesome new features with parameters –
 - Previous version still running Enterprise 7.50-2A
- **Runs on Linux (RHEL) virtual server**
- **Recently started using the Cyberquery Excel Add-In**








Cyberquery Environment View

Cyberscience
corporation

Productivity with performance







 **QAD EE 2012.1 Prod**

EE 2012.1 Prod Data

-  [Cyberquery](#)
-  [Cyberquery Runtime](#)
-  [Command Line](#)
-  [Launchpad](#)
-  [Dictionary Manager](#)
-  [QDirector](#)
-  [CQ Publish](#)

 **7.70 QAD EE 2012.1 Prod**

EE 2012.1 Prod Data

-  [Cyberquery](#)
 -  [Cyberquery Runtime](#)
 -  [Command Line](#)
 -  [Launchpad](#)
 -  [Dictionary Manager](#)
 -  [CQ Publish](#)
-

Initial Quick Wins

- **Key Report Quick Wins**

- Initially, created Invoiced Sales reports to current salesperson attached to the customer
- Also created Open sales reports to US sales team, and Region Managers
- Daily Labor Report for Operations (to see absorption, etc.)
- Daily Shipment Performance Report for Operations

QDirector Example

QDirector

Host Queue Job View Help

Hosts

- argapp04:612
 - cqcs

Job ID	Job Status	User	Title	Command	Estimated Due	Recu...	Priority	Execution Start...
cqcs-20	Succeed...	mfg	Sales Detail 400EUR	sales_detail_mtd_400EUR...	9/2/2015 1:30:00 PM	Yes	Normal	9/2/2015 1:30:0...
cqcs-21	Succeed...	mfg	Open Sales 400EUR	sales_detail_open_400EUR...	9/2/2015 1:40:00 PM	Yes	Normal	9/2/2015 1:40:0...
cqcs-3	Succeed...	mfg	Amy's Performance Report	performance_report.mf	9/2/2015 7:00:00 PM	Yes	Normal	9/2/2015 7:00:0...
cqcs-14	Succeed...	mfg	Run FG pt_mstr macro for hold file	pt_mstr_fg_hf_macro.mf	9/2/2015 7:50:00 PM	Yes	Normal	9/2/2015 7:50:0...
cqcs-8	Succeed...	mfg	Sales Detail 100USD	sales_detail_mtd_slspns1_...	9/2/2015 8:00:00 PM	Yes	Normal	9/2/2015 8:00:0...
cqcs-11	Succeed...	mfg	Open Sales 100USD	sales_detail_open_slspns1_...	9/2/2015 8:15:00 PM	Yes	Normal	9/2/2015 8:15:0...
cqcs-26	Succeed...	mfg	Sales Trend Hold File Job 1 of N	sales_trend_temp_hf.mf	9/3/2015 1:54:41 AM	Yes	Normal	9/3/2015 1:54:4...
cqcs-25	Succeed...	mfg	Exchange Rate Job Accounting	ExchangeUSD_ALL_hf.mf	9/3/2015 4:00:16 AM	Yes	Normal	9/3/2015 4:00:1...
cqcs-6	Succeed...	mfg	Ops Labor Tracking Scheduled	Labor_Tracking_schedule...	9/3/2015 5:00:00 AM	Yes	Normal	9/3/2015 5:00:0...
cqcs-16	Succeed...	mfg	Sales Detail 200SGD	sales_detail_mtd_200SGD_...	9/3/2015 8:00:00 AM	Yes	Normal	9/3/2015 8:00:0...
cqcs-20	Succeed...	mfg	Sales Detail 400EUR	sales_detail_mtd_400EUR_...	9/3/2015 1:30:00 PM	Yes	Normal	9/3/2015 1:30:0...
cqcs-21	Succeed...	mfg	Open Sales 400EUR	sales_detail_open_400EUR...	9/3/2015 1:40:00 PM	Yes	Normal	9/3/2015 1:40:0...
cqcs-3	Waiting	mfg	Amy's Performance Report	performance_report.mf	9/3/2015 7:00:00 PM	Yes	Normal	
cqcs-14	Waiting	mfg	Run FG pt_mstr macro for hold file	pt_mstr_fg_hf_macro.mf	9/3/2015 7:50:00 PM	Yes	Normal	
cqcs-8	Waiting	mfg	Sales Detail 100USD	sales_detail_mtd_slspns1_...	9/3/2015 8:00:00 PM	Yes	Normal	
cqcs-11	Waiting	mfg	Open Sales 100USD	sales_detail_open_slspns1_...	9/3/2015 8:15:00 PM	Yes	Normal	
cqcs-26	Waiting	mfg	Sales Trend Hold File Job 1 of N	sales_trend_temp_hf.mf	9/4/2015 1:54:41 AM	Yes	Normal	
cqcs-25	Waiting	mfg	Exchange Rate Job Accounting	ExchangeUSD_ALL_hf.mf	9/4/2015 4:00:16 AM	Yes	Normal	
cqcs-6	Waiting	mfg	Ops Labor Tracking Scheduled	Labor_Tracking_schedule...	9/4/2015 5:00:00 AM	Yes	Normal	
cqcs-16	Waiting	mfg	Sales Detail 200SGD	sales_detail_mtd_200SGD_...	9/4/2015 8:00:00 AM	Yes	Normal	
cqcs-20	Waiting	mfg	Sales Detail 400EUR	sales_detail_mtd_400EUR_...	9/4/2015 1:30:00 PM	Yes	Normal	
cqcs-21	Waiting	mfg	Open Sales 400EUR	sales_detail_open_400EUR...	9/4/2015 1:40:00 PM	Yes	Normal	
cqcs-15	Waiting	mfg	Monthly CIDs RM TM	monthly_cid_RM_TM_mai...	10/1/2015 11:00:00 AM	Yes	Normal	
cqcs-9	Waiting	mfg	Sales <input type="checkbox"/> Medical US Monthly	us_sales_sum_for_ <input type="checkbox"/> mai...	10/1/2015 11:00:00 AM	Yes	Normal	
cqcs-19	Waiting	mfg	Monthly CIDs Mgt Mktg	monthly_cid_mgt_mktg_...	10/1/2015 11:30:00 AM	Yes	Normal	

Macros to Email RMs, TMs & CSRs

Macro:

```
-- Regional Managers to email daily
```

```
--1101 Northern Region
```

```
run/parameter=1101.par /apps/cqcs/qad/users/USscheduled/sales_detail_mtd_slspn1_RM.eq
```

```
rreplace Sales_Detail_Mtd_1101
```

```
mail/to="edward.joyce@argonmedical.com,renee.price@argonmedical.com,misty.cade@argonmedical.com"/xls/subject="Sales Detail MTD Report 1101"
```

```
--1102 Southeast Region
```

```
run/parameter=1102.par /apps/cqcs/qad/users/USscheduled/sales_detail_mtd_slspn1_RM.eq
```

```
rreplace Sales_Detail_Mtd_1102
```

```
mail/to="brandon.bacon@argonmedical.com,renee.price@argonmedical.com,misty.cade@argonmedical.com,anita.younger@argonmedical.com"/xls/subject='
```

Sample define Month-to-Date report

define

```
date beg_date = date(str(dateadd(todaysdate,0),"MM.01.YYYY"));
```

```
date end_date = todaysdate;
```

```
string desc = pt_mstr:pt_desc1+" "+pt_mstr:pt_desc2;  
string slspn_1 = parameter default "12400100";  
string c_slspn1 = cm_mstr:cm_slspn[1]/heading="TM";
```

```
number ext_price = idh_hist:idh_qty_inv*idh_hist:idh_price/decimalplaces=2/heading="Ext Price";  
number qty_open = idh_hist:idh_qty_ord - idh_hist:idh_qty_ship/heading="Qty Open";
```

```
file ad_mstr_slspn = access ad_mstr,  
  set ad_mstr:ad_domain = ih_hist:ih_domain,  
  ad_mstr:ad_addr = c_slspn1;
```

```
file ad_mstr_ship = access ad_mstr,  
  set ad_mstr:ad_domain = ih_hist:ih_domain,  
  ad_mstr:ad_addr = ih_hist:ih_ship;
```

Sample where clause same MTD report

where

```
idh_hist:idh_domain = "100USD"  
and idh_hist:idh_procline <> ""  
and idh_hist:idh_price <> 0  
and pt_mstr:pt_promo <> "EDC"  
and ( ih_hist:ih_inv_date >= beg_date )  
and ( ih_hist:ih_inv_date <= end_date )  
and ih_hist:ih_cust = cm_mstr:cm_addr  
and slspsn_1 = c_slspsn1
```

Cross System Reporting

- **Needed Sales Financial Package**
 - Data outside of QAD that needed to be added to reports
 - We don't currently have a data warehouse
 - Added data to Hold Files in Cyberquery and it combines the data
 - Multiple level hierarchy of products
 - Geographical sales and different VP Responsibilities
- **We've grown through acquisition and one plant is still on Made2Manage ERP – needed their data as well**
 - Cyberquery attached to M2M, pulls that data & consolidates it in hold files for our final reports.

Average Daily Sales - Example

	A	B	C	D	E	F	G	H
9	140USD Average Daily Sales		Data Refreshed On: SEP-09-2015 1:57 AM					
10	From AUG-01-2014 thru 31-AUG-15							
11	Geography(ies): ALL Legal Ledger(s): 140USD Responsibility(ies): ALL							
12	Business Division(s): ALL Product Segment(s): ALL Product Category(ies): ALL							
13								
14			Billing Days	22	22	23	21	
15	Business	Product	Product	August-2014	September-2014	October-2014	November-2014	
16	Division	Segment	Category	Cur	Sales	Sales	Sales	Sales
30	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	V-STICK		0	0	0	0
31	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	INTRODUCER SHEATHS		0	0	0	0
32	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	NITINOL AND STAINLESS STEEL GUIDEWIRES		0	0	0	0
33	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	GUIDEWIRE INTRO NEEDLES		0	0	0	0
34	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	MANIFOLDS		0	0	0	0
35	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	CONTROL SYRINGES		0	0	0	0
36	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	STOPCOCKS		0	0	0	0
37	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	INTRODUCERS	USD	15,699	13,061	14,394	14,800
38	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	EVLT SHEATHS		0	0	0	0
39	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	HSG		0	0	0	0
40	INTERVENTIONAL	GUIDEWIRE/ACCESSORIES	ACCESSORIES	USD	3,129	4,510	3,066	5,953
41		GUIDEWIRE/ACCESSORIES Total			18,828	17,571	17,460	20,754

*Might show some
detail here*



Some Cool Stuff

Spark Lines & Bullet Charts

Report: (database read at 13:00:22 10-SEP-15, select run to refresh; enquiry modified since last run)

Run date: 10-SEP-15

Argon Medical Devices, Inc.

Page: 1

Sales Trend Report

From AUG-01-2014 thru 31-AUG-15

Geography(ies): ALL Legal Ledger(s): 100USD Responsibility(ies): ALL

Business Division(s): ALL Product Segment(s): ALL Product Category(ies): ALL

Total Sales

Business Division	Product Segment	Sales	Sales Plan	Variance	Performance	Trend
INTERVENTIONAL						
	Vascular Segment	28,711,337	31,438,313	(2,726,976)		
	Guidewire/Accessories	16,842,075	18,027,961	(1,185,886)		
	Coating Segment	0	0	0		
	Biopsy Segment	23,159,193	24,214,071	(1,054,878)		
	Drainage Segment	8,169,047	8,507,257	(338,210)		
	Bone Access Segment	288,491	321,121	(32,630)		
	Total	77,170,143	82,508,723	(5,338,580)		
CRITICAL CARE						
	Transducer Segment	2,791,601	3,132,794	(341,193)		
	Catheters Segment	1,008,395	1,196,011	(187,616)		
	Accessories Segment	581,551	594,185	(12,634)		
	Lidco	0	0	0		
	Total	4,381,547	4,922,990	(541,443)		
OTHER						
	Other	0	0	0		
	Total	0	0	0		
	Report Total	81,551,690	87,431,713	(5,880,023)		

Compose - multiple reports on page



New in 7.70

- **Parameter Entry Form** - really nice
- **Now parameters can accept multiple values, ranges & ALL**
- **Multivalue Report Parameters**
 - define string v_state = multivalue parameter default “IL”, “TX”, “FL”
prompt “Enter State”
 - Can use comma or semi-colon separated lists
- **Range Report Parameters**
 - define string p = range parameter default
- **ALL**

Parameters in Cyberquery version 7.70

Parameters

Choose parameters... Load values... Save values...

Parameters	Values (initially loaded from the report defaults)
Enter Geography or 'all' (comma-separate and/or use wildcards):	ALL
Enter legal ledger or 'all' (comma-separate and/or use wildcards):	100USD,160USD,200SGD
Enter responsibility or 'all' (comma-separate and/or use wildcards):	ALL
Enter Business Division or 'all' (comma-separate and/or use wildcards):	ALL
Enter Product Segment or 'all' (comma-separate and/or use wildcards):	ALL
Enter Product Category or 'all' (comma-separate and/or use wildcards):	ALL
Select Currency Type to Use (USD or BASE):	USD
Enter 'As of Date' for Reporting Period:	31-AUG-2015

Run Abort

A few things I think are cool in 7.70

- **Collapsible Summary Reports**
- **Map Support (Beta) -**
 - Chloropleths - A **choropleth** map (from Greek χώρα ("area/region") + πλήθος ("multitude")) is a thematic map in which areas are shaded or patterned in proportion to the measurement of the statistical variable being displayed on the map, such as population density or per-capita income.
 - Bubble Chart - Can also plot bubbles on a map
- **Defined file access – Top & Bottom to limit records (e.g. get the Top 10 accounts by sales revenue, etc.)**

Collapse on Summary Reports

State	Customer	Order	01-2002	01-2003	02-2002	02-2003	03-2002	03-2003
▷	AL		0.00	0.00	0.00	0.00	0.00	421.87
▷	AZ		0.00	389.61	0.00	0.00	0.00	0.00
▽	CA	▷ Dr Neville Jones	0.00	0.00	0.00	0.00	572.43	0.00
		▽ Dr Pamela H. Smith						
		020002	459.89	0.00	0.00	0.00	0.00	0.00
		020008	47.56	0.00	0.00	0.00	0.00	0.00
		030009	0.00	661.16	0.00	0.00	0.00	0.00
		030056	0.00	0.00	0.00	0.00	0.00	337.49
		030057	0.00	0.00	0.00	0.00	0.00	848.47
		▷ Miss Angie J. Webber	0.00	331.04	246.08	0.00	0.00	0.00
		▷ Miss Jennifer Doherty	431.88	0.00	530.20	0.00	0.00	0.00
		▷ Miss Lorraine J. Rowe	0.00	402.78	0.00	0.00	456.94	0.00
		▷ Miss Nicola Foundling	86.36	0.00	0.00	0.00	219.61	290.54
		▷ Mr Kevin M. Murray	0.00	120.14	0.00	0.00	85.93	161.21
		▷ Mr Paul J. Lockwood	0.00	0.00	127.80	0.00	0.00	0.00
		▷ Mr Peter J. Smith	0.00	152.69	0.00	0.00	0.00	915.95
		▷ Mr Roger Moss-Rees	0.00	0.00	400.71	0.00	0.00	0.00
		▽ Mr Sean J. O'Callaghan						
		020034	0.00	0.00	285.79	0.00	0.00	0.00
		020038	0.00	0.00	79.40	0.00	0.00	0.00
		020066	0.00	0.00	0.00	0.00	123.03	0.00
		030008	0.00	915.55	0.00	0.00	0.00	0.00
		030053	0.00	0.00	0.00	0.00	0.00	406.05
		▷ Mr Sonny Pickering	582.91	0.00	0.00	0.00	832.18	1,132.28
		▷ Mr Stuart Smith	0.00	0.00	0.00	464.34	0.00	0.00

Exploit Cyberquery

- **We haven't even scratched the surface of what we can do with Cyberquery**
 - We have dashboard reports to be created using CQ for Operations and Sales that are in the process of being specified
 - Sparklines, Compose and the new Map Support in 7.70 (Chloropleths) are things that are being defined for use at this time
 - We don't really use the CQ Launchpad – most of our users want their reports in their email box, so we haven't really published many reports
 - Emailing Invoices to Customers in PDF is something we will explore

Questions?