

Salient Mobile

User Guide

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Getting Started

Download, install, and log in to Salient Mobile

Download the app through the Google, Apple®, or Windows® public app stores.

In the app store, search for "Salient." Once you have located the "Salient" application published by Salient Corporation, follow the prompts to "get" or install the app. You can then open the app and log in as explained below.

Requirements

- The mobile app requires Version 6.20 or higher of Salient Dashboards. To take advantage of recent enhancements, we recommend using the latest version of Salient Dashboards.
- The mobile app can be run on any of the following mobile operating systems: Android[™] v 5+ ; Apple (iOS9+); Windows 8.1+. Custom views and biometric authentication are not supported on Windows.
- Notifications must be allowed if you wish to use the Notify feature.

Log in

Setup:

The first time you start the mobile app, the login page may prompt you to enter the location of the Salient dashboards web application and select a dataset running at that location.

You can also select a language at the top of the setup area. The language selection affects labels and menu options but not the dashboard data.

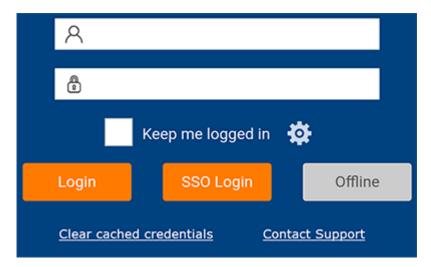
| English | | |
|---|--------------------------------|----|
| Enter Location | | |
| www.mycompany.com/SDM | | |
| Please enter the address (URL) of your Salient Dashi www.company.com/SDM | board application. For example | |
| Bottling | 62 | v. |
| | Offline | |

Credentials:

You can then enter your user name and password. Options may include:

- Login - Enter credentials directly into login screen (i.e., classic login).
- SSO login Tap on SSO Login • and log in using credentials from another system (if configured).
- Pre-populated login settings • (if configured; iOS only).

You may be required to use biometric authentication (face ID, fingerprint, etc.) in addition to login credentials, depending on the security preferences of your organization.



Tips:



- You can click the gear button in the login screen to go back to dataset setup at any time.
- The Contact Support link allows you to email log files to Salient support to assist with troubleshooting.

Salient Mobile screens

After logging in, you should see the <u>home screen</u> (see page 8). From here, you can open dashboards and select information just like in traditional web-based dashboards with the advantage of a simplified view that is touch-enabled and optimized for viewing on mobile devices.



Main menu

To open the main menu, tap the icon in the upper-left corner. This menu includes the following option:

- Home Go to the default landing page.
- Dashboards Navigate to dashboards by folder.
- Explore Open <u>explore mode</u> (see page 51).
- Favorites View favorite dashboards.
- Notifications Access <u>notifications</u> (see page 70).
- Settings <u>Change settings</u> (see page 72) or log out.
- Offline View offline dashboards (see page 66).
- Help Open help.



Home screen

In general, the Salient Mobile app will open to one of the following home screens. (If you go to the URL of a specific dashboard, then the mobile app will open to that dashboard rather than the home screen.)

| Option | | | | Explanation |
|--|---|--|----|---|
| Default landing p ≡⊛ < Home Messages | Resol Salier (for Desi Salier (for View | nt Dashboards Training G gners) nt Dashboards Training G | | The default landing page provided by Salient has buttons to access recent and favorite dashboards, a search control, and general information from Knowledge Manager. You can access the default landing page at any time by selecting Home on the main menu. |
| Favorites Rece | ent Q Net Profit Analysis | Percent of Volume by Key Account | Pr | If you are using Salient Dashboards V8.5.2 or earlier, this is the home screen regardless of your user preferences. If you are using Salient Dashboards V8.6 or higher, other options are available. You can make this your home screen by selecting "Blank Dashboard" as the home page in user preferences (in the dashboards web application). |
| Home dashboard (requires Salient | l Dashboards V8.6 | +) | | <text><text><image/></text></text> |

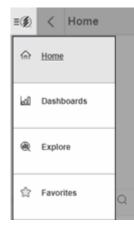
| Option | Explanation |
|---|---|
| Mobile landing dashboard (requires Salient Dashboards V8.6+) | Your administrator may set up a custom landing dashboard that appears when you open the Salient Mobile app. This dashboard may include data widgets, buttons to open other dashboards, etc. |
| | The mobile app will open to this dashboard if the administrator has configured it and the home page is set to "Portal" in your user preferences (in the dashboards web application). |

See the Salient Dashboards help for information about user preferences.

View a Dashboard

Open a dashboard

Option 1: Tap on the dashboard's icon in the home screen, Favorites page, or Dashboards page. You can access these pages through the main menu.



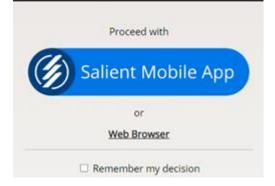
Option 2: Enter a dashboard URL in a browser or click on a dashboard link in an email, text message, etc. Depending on the URL and your preferences, you may be prompted to choose the mobile app or a browser.

Tip:

• To reset your preferred method (app or browser), clear browser cookies.

• A dashboard URL with a salient:// prefix automatically opens in the mobile app.

After opening a dashboard, you can view and interact with it.



Navigate in a dashboard

A dashboard can include multiple views of data or "widgets." You can pan or tap to navigate between them.

If the dashboard is longer than the screen:

Swipe to pan up or down in the dashboard. The available methods depend on the panning mode (see below). Tap the panning icon at the top of the screen to switch between modes.

(red icon) Dashboard panning ON

Swipe anywhere on the screen to pan the dashboard. (Scrolling within a widget is disabled.)

Tip: Dashboard panning mode is only available if widgets extend to the right side of the screen.

| 🐌 🔇 Basic la | ayout | \sim | · (4 | Mer |
|----------------------|-------|--------|-------|--------|
| > Tea Mix | 1,954 | 1,844 | 110 | 5.97 |
| > Our Cherry Cola | 1,692 | 1,744 | -52 | -2.98 |
| > Our RootBeer | 1,664 | 683 | 981 | 143.63 |
| > Orange Juice | 1,662 | 1,152 | 510 | 44.27 |
| > Spring Water | 1,606 | 410 | 1,196 | 291.71 |
| > SF Our Neon | 1,585 | 1,443 | 142 | 9.84 |
| > Sunny Delite | 1,521 | 1,008 | 513 | 50.89 |
| > Orange | 1,291 | 1,684 | -393 | -23.34 |
| > Plain Tea | 1,122 | 467 | 655 | 140.26 |
| > Flavors | 978 | 479 | 499 | 104.18 |
| Comparative Brand | Ç | | | 3 |
| Our Cola | | | | |
| Our Neon | _ | | | |
| Our DietCola | | | | |
| Our Lemon-Lime | 1 | 1 | | |
| Our SF CF Cola | | | | |
| Our CF Cola | | | | |
| Ginger Ale | | | | |

(gray or no icon) Dashboard panning OFF

Swipe in the blank area between or beside widgets to pan the dashboard up or down. (Scrolling within a widget is enabled.)

| 🕖 🤇 Basic | layout | \sim | (ub) | Menu |
|---|--------|--------|-------|-------|
| > Our RootBeer | 1,664 | 683 | 981 | 143. |
| > Orange Juice | 1,662 | 1,152 | 510 | 44.3 |
| Spring Water | 1,606 | 410 | 1,196 | 291.3 |
| > SF Our Neon | 1,585 | 1,443 | 142 | 9. |
| > Sunny Delite | 1,521 | 1,008 | 513 | 50.8 |
| > Orange | 1,291 | 1,684 | -393 | -23.3 |
| > Plain Tea | 1,122 | 467 | 655 | 140.3 |
| > Flavors | 978 | 479 | 499 | 104.1 |
| Our Cola | | | | |
| Our Neon | | | | , |
| Our Neon | | | | , |
| | | | | |
| Our DietCola | | | | |
| Our DietCola | | | | |
| Our DietCola Our Lemon-Lime Our SF CF Cola | | | | |
| Our DietCola Our Lemon-Lime Our SF CF Cola Our CF Cola | | | | |

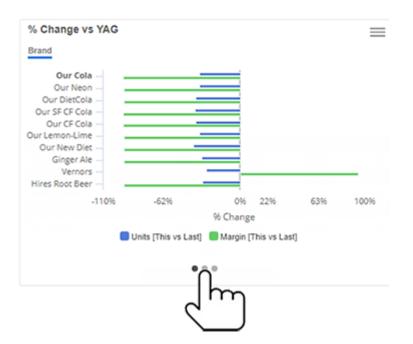
If the dashboard has multiple "tabs":

Tap to switch between tabs of data.

| Comparative Brand | ٢ | Units | | = |
|----------------------|---------|---------|----------|---------|
| Brand | This 4 | Diff | % Change | This |
| Our Cola | 116,095 | -55,201 | -32.23 | 514,685 |
| Our Neon | 39,995 | -19,007 | -32.21 | 205,501 |
| Our DietCola | 35,916 | -19,676 | -35.39 | 169,375 |
| Our SF CF Cola | 11,578 | -6,424 | -35.68 | 42,548 |
| Our CF Cola | 11,465 | -6,347 | -35.63 | 44,946 |
| Our Lemon-Lime | 9,519 | -4,515 | -32.17 | 48,633 |
| Our New Diet | 6,681 | -3,945 | -37.13 | 25,995 |
| Ginger Ale | 3,754 | -1,636 | -30.35 | 19,860 |
| Vernors | 3,090 | -1,118 | -26.57 | -542 |
| | | | | |

If the dashboard shows data in panes:

Swipe or tap the dots at the bottom of the pane to switch between widgets.



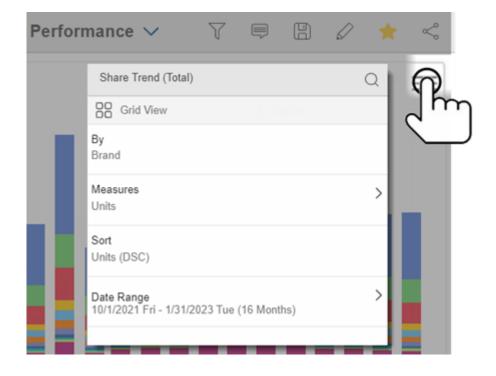
To scroll data in a widget (e.g. a grid with many rows):

Swipe within the widget itself. Dashboard panning mode must be off.

| > Our RootBeer | 1,664 | 683 | 981 | 143.6 |
|----------------|-------|-----------------|-------|-------|
| > Orange Juice | 1,662 | 1,152 | 510 | 44.2 |
| > Spring Water | 1,606 | 410 | 1,196 | 291.7 |
| > SF Our Neon | 1,585 | ← ++++{} | 42 | 9.8 |
| > Sunny Delite | 1,521 | 1,008 h | m 513 | 50.8 |
| > Orange | 1,291 | 1,684 | -393 | -23.3 |
| > Plain Tea | 1,122 | 467 | 655 | 140.2 |
| > Flavors | 978 | 479 | 499 | 104.1 |

See widget information

Tap the icon in the upperright corner of a widget to view information about it, such as the date range and filters. You may be able to change some of these settings.



Pick a graph or grid

Choose a graph to visualize performance or look at the underlying numbers in a grid. Toggle between these options in the widget menu.

Specific graph types, such as line, bar, pie, etc., are pre-built into the dashboard. In some graphs, you can choose what to graph (percent change, actual values, etc.) in the widget menu.

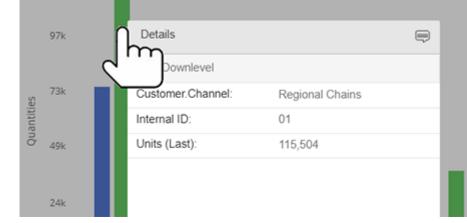
| c by Channel 🧹 🦷 🦷 | | ~ | | | |
|--|--------|-----------------------|--------|---------|--------|
| | | | | | |
| Comparative | Q | Comparative | | | |
| Units | | Channel | | Uni | ts |
| ിന്ന | | Channel | This 🕹 | Last | Diff |
| Sort Surits | | > Regional Chains | 75,260 | 115,504 | -40,24 |
| | | > Conv With Gas | 29,393 | 38,590 | -9,1 |
| Data Danga | | > Other Groceries | 23,519 | 30,926 | -7,4 |
| Date Range 1/1/2022 Sat - 1/31/2022 Mon (1 Month) | 、 、 | > Mass Merchandisers | 20,109 | 28,922 | -8,8 |
| vs. 1/1/2021 Fri - 1/31/2021 Sun (1 Month) | | > Local Chains | 17,356 | 22,752 | -5,3 |
| | | > Drug Stores | 15,651 | 38,702 | -23,05 |
| Filters None | > | > 3rd Party Operators | 15,140 | 28,040 | -12,90 |
| | | > Superettes | 11,545 | 14,146 | -2,60 |
| Graph View | > | > Industrial | 7,633 | 14,054 | -6,42 |
| Graph Percent Change | | > Beverage Centers | 7.330 | 9,190 | -1,86 |

View details for any item

Tap on a row in a grid or component in a graph (bar, line, etc.) to view details such as name, internal ID, data values, difference, percent change, descriptions, and scannable barcodes.

Tip: The available information depends on what has been built into the dashboard.

| Channel | | | | |
|------------------------|----------------|---------|---------------|----------|
| Channel | This 🕹 | Last | Diff | % Change |
| > Regional Chain | 75,260 | 115,504 | -40,244 | -34.84 |
| > Conv With Gas | Details | | | |
| > Other Grocz | | | | |
| > Mass Merchan | Downlevel | | Expan | d |
| > Local Chains | Customer.Chann | el: | Regional Chai | ns |
| > Drug Stores | | | 0 | |
| > 3rd Party Operators | Internal ID: | | 01 | |
| > Superettes | Units | | | |
| > Industrial | 70 h l | | 75.000 | |
| > Beverage Centers | This: | | 75,260 | |
| > Fast Food | Last: | | 115,504 | |
| > Schools | Diff: | | -40,244 | |
| > Conv - NoGas | a/ . 01 | | 24.04 | |
| > Hosp'ls/Nursing Hmes | % Change: | | -34.84 | |



Search

You can search in widgets that compare groupings of data (e.g., a long list). Go to the widget menu and tap the Q icon.

|)) |
|----------|
| 무 |
| म |
| |

Tip: If the search icon is not shown, make sure no items are currently selected in the widget.

Pin items

You can "pin" important item(s) to the top or left side of the widget.

Brand Units Brand This 🕹 Last > Our Cola 109,239 102,733 > Our DietCola 37,405 32,169 > Our Lemon-Lime 11,886 10,398 145,300 Total (3) 158,530 > Our Neon 40,605 35,186 > Our SF CF Cola 11,352 10,243 > Our CF Cola 11,271 10,215

To pin

Go to the widget menu and tap the \bigcirc icon. TAP and HOLD an item or tap the \bigcirc icon; then, tap on any additional items you wish to pin. When you are finished selecting items, tap on **Pin** at the bottom of the panel.

| Comparative | | | | = |
|---|-----------------------|----------------|------------|----|
| Brand | Comparati | ve | Q | |
| Brand > Our Cola | o[] Graph | Search Brand | Q = | |
| > Our Neon | By Brand | Available | Pinned (3) | |
| > Our DietCola > Our SF CF Cola > Our CF Cola | Measures Units | Our Cola | | |
| > Our Lemon-Lime > Our New Diet | Sort Units (This I | Our Neon | P | |
| > Ginger Ale | | Our DietCola | Ä | |
| | | Our SF CF Cola | 2 | 'n |
| | | Our CF Cola | P | |
| | | Our Lemon-Lime | Ţ | |
| | 1 | | | |
| | | | | |
| | | Cancel | Pin | |

Measure selection

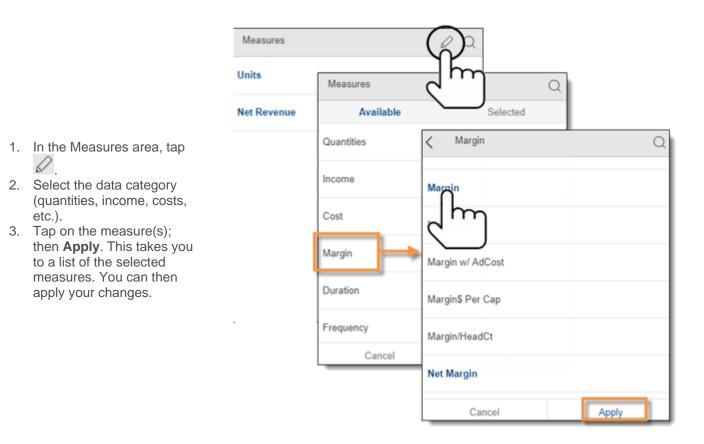
Select measures

Tap on in upper-right corner of the widget, and then tap on Measures. The list includes measures that have been built into the widget. To show/hide any measure, tap on it. (**blue text** = show; regular text = hide)

To add another measure, tap the circon to select it from a list of all available measures, or tap Q to search for a measure.

| ≡∭ < Brand F | Performance 🗸 🏹 🗉 | 🗏 🗒 🖉 ★ < | |
|--------------------------------------|---------------------------|-----------|--|
| Share Trend (Total) Brand 430k | Share Trend (Total) | | |
| 430k 320k | By Brand | | |
| .편 210k | Measures Jnits Sort | | |
| 110k | Units (DSC) | | |
| Show/hide | | Add | |
| | Units | | |
| | Cancel | Apply | |

Option 1: Add a measure from a list



Option 2: Add a measure by searching

- 1. In the Measures area, tap Q
- 2. Enter part or all of the name and tap Q again to perform the search.

| margin | × S |
|-------------|-----------------|
| Units | ر اس |
| Net Revenue | $ \rightarrow $ |
| | |

- 3. Tap on the measure; then **Apply**.
- 4. This takes you to a list of the selected measures. You can then apply your changes.

Tip: If you don't see the desired measure, it may not be available for the given context. For example:

• The available measures are limited to data cube(s) associated with the current Group By; therefore, you may need to change the <u>data cube</u> (see page **Error! Bookmark not defined.**) and 1st By (in the Group By area) to access a measure for a different activity or data source.

• The available members depend on the analysis type. For example, the mix widget is limited to additive data. Adding a measure to an exception widget makes that data available in lists of passing/failing members.

Delete a measure

Tap on 🖉 in the Measures area and go to the Selected list. You can then delete any measure from the widget.

| Measures | Q |
|-------------|----------|
| Available | Selected |
| Units | ١ |
| Net Revenue | Ŵ |
| | |

Expand a calculated measure

In a grid, you can expand a calculated measure to see its components.

Tap the heading of the calculated measure. In the popup menu, turn on **Expanded** and then **Apply**.

| This | Net Last | venue |
|--------|-------------|----------|
| 58,621 | 940 | 224 |
| 30,622 | 425,55 | 698 |
| 23,544 | 327,899 | -304,355 |
| 13,512 | 203,602 | -190,090 |
| 12,526 | 173,318 | -160,792 |
| 11,297 | 271,099 | -259,803 |
| 12,881 | 215,556 | -202,675 |
| 9,575 | 124,518 | -114,943 |
| 8,106 | 145,454 | -137,348 |

| Net Revenue | |
|----------------|-------|
| Expanded | |
| This | • |
| Last | • |
| Mix (This) | |
| Average (This) | |
| Cancel | Apply |

Variance and other computations

A grid can include difference, % change, mix, and other computations.

To show computations

- 1. In a grid, tap the measure heading.
- 2. In the pop-up menu, toggle the switches to show the desired columns; then tap on Apply.

| | Uni | ts | | Net Re | venue | Net Revenue | |
|---------|---------|---------|----------|---------|-------|-----------------------|-------|
| This 🕹 | Last | Diff | % Change | This | | Net Nevenue | |
| 162,567 | 189,249 | -26,682 | -14.10 | 117,436 | IL | Average (This) | |
| 58,824 | 68,743 | -9,919 | -14.43 | 60,6 | | | |
| 44,130 | 52,073 | -7,943 | -15.25 | 43,750 | 5 | Delta (This vs. Last) | _ |
| 44,002 | 47,854 | -3,852 | -8.05 | 29,523 | 3 | | |
| 29,947 | 57,434 | -27,487 | -47.86 | 21,544 | 4 | | |
| 29,516 | 39,697 | -10,181 | -25.65 | 23,789 | 3 | Diff | |
| 29,207 | 32,088 | -2,881 | -8.98 | 20,702 | 2 | | |
| 20,565 | 22,632 | -2,067 | -9.13 | 16,766 | 1 | % Change | |
| | | | | | | | |
| | | | | | | Mix (Last) | |
| | | | | | | | |
| | | | | | | Cancel | Apply |

| Column | Explanation |
|--------------------------------------|--|
| This | Values for the main date range (This) |
| Last | Values for the comparison date range (Last) |
| Average | Average per unit of time (per day, week, month, or period) in the date range. When comparing two date ranges, mix is available for This and/or Last. |
| Mix | Percent of the total. When comparing two date ranges, mix is available for This and/or Last. |
| Delta (This vs. Last) | Variance between date ranges (This vs. Last). This switch inserts difference and percent change. Optionally, turn off an underlying switch to show just one of these computations. |
| Delta (Last vs. This) | Variance between date ranges (Last vs. This) |
| Delta (Mix (This) vs. Mix (Last)) | Difference in mix between date ranges (This vs. Last) |
| Delta (Mix (Last) vs. Mix (This)) | Difference in mix between date ranges (Last vs. This) |

Tip: You cannot show a computation unless its components are already turned on. For example, to make Delta available, the widget must include This and Last. If the widget does not include the necessary columns: add them, apply changes, and then go back to the computation selection area.

Equivalents

Equivalents are a way to standardize data so that all units are worth the same amount. For example, you might express volume in terms of ounces or another standard measurement.

If an equivalent selector is pre-built into the dashboard, you can apply equivalents across the dashboard. This menu is located in the filter panel.

Tips:

• A widget may have built-in equivalents that you cannot change. These would be listed in the widget details.

• <u>Explore mode</u> (see page 51) provides another way to apply equivalents.

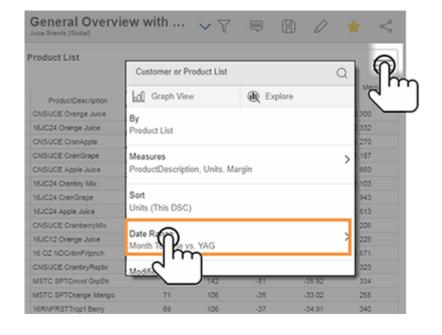
| Revie | w V | | | | |
|--------|--------------|-----------------|-----------|--|--|
| | Filters | վիդ | | | |
| | Collecti | ons Saved | Available | | |
| This 🕹 | Locations | | ; | | |
| 75,260 | | < Equiv | | | |
| 29,393 | | | | | |
| 23,519 | | Available | Selected | | |
| 20,109 | Global Filte | | | | |
| 17,356 | Global Filte | None | | | |
| 15,651 | Equiv | | | | |
| 15,140 | N | 24/12oz (288oz) | | | |
| 11,545 | Im | | | | |
| 7,633 | C 1 | 24/16oz (384oz) | | | |
| 7,330 | \sim | 24/1002 (30402) | | | |
| 7,166 | | | | | |
| 6,736 | | 24/8oz (192oz) | | | |
| 5,291 | | | | | |
| 4,766 | | | | | |
| 4,333 | | | Done | | |
| | | | | | |

Select dates

Dashboards show data for a range of dates (days, weeks, months, etc.) that can update automatically over time. Some widgets may also show an earlier date range to compare against. You may be able to change the dates depending on how the dashboard is configured. Date ranges are normally linked across a dashboard so that changing a date range in one widget affects other widgets.

Basic date selection

Tap on in the widget and then tap on the date range to change it. (Date selection must be enabled.) You can then select from the following options.

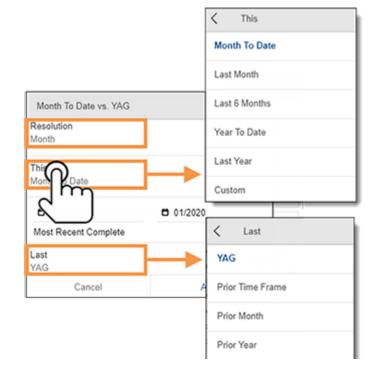


Quick-pick date options

In the next pop-up, choose a resolution (day, week, month, etc.).

Then, tap on **This** date range to choose from a variety of pre-configured options (month-to-date, last month, year-to-date, and so on) for the selected resolution.

Repeat for **Last** date range if available.



Custom start & end dates

To choose a custom start or end date, tap on it and choose from date options.

| | Month To Date vs. YAG | | |
|--------|--|-------|------|
| | Resolution Month | > | |
| | This Month To Date | > | |
| | 01 01 01 01 01 01 01 | /2020 | |
| | Last YAG | > 🛍 | |
| Cancel | | | Done |
| | | | |
| | November | | 2016 |
| | December | | 2017 |
| | | | 2018 |

Date comparisons

You can add or remove a date range to compare against (depends on the widget type).

Compare two date ranges

To add a comparison date range, tap on **Add Date Range**. Then choose date options for Last date range.

| This Month To Date | | > | | |
|-----------------------|--------------------------|---|---|---|
| 0 01/2020 | 01/2020 | | | |
| Most Recent Complete | | | | |
| * Affate Range | Last Prior Time Frame | | > | Û |

Single date range

To look at a single date range, tap the iii icon to remove the comparison date range.

| This Month To Date | | | > |
|--------------------------|---------|---|---|
| 0 01/2020 | 01/2020 | | |
| Most Recent Complete | | | |
| Last Prior Time Frame | | > | |

Comparisons of incomplete timeframes

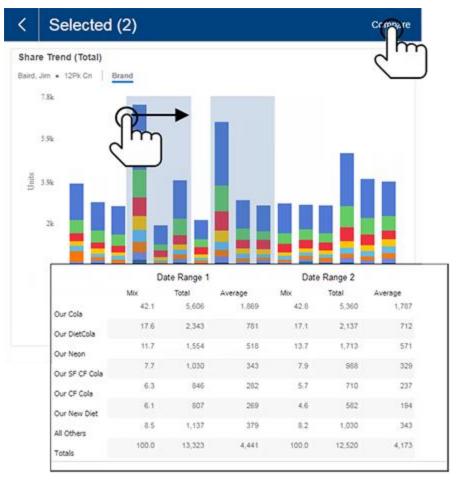
For a timeframe that isn't complete (e.g., current month), choose what to compare against.

- Matching time frames Compare to a matching number of days during Last date range for a precise view of gain/loss (i.e. how much better/worse are we doing).
- Complete last period Compare to a full timeframe (full week, month, etc.) for a gap or goal perspective (i.e. how much more to go).

| D 01/2020 | D 01 | /2020 | | | | |
|------------------------------------|-------------|-------|-----------|------------|-----|--|
| Most Recent Complete | | | | | | |
| Last Prior Time Frame | | | > | Ŵ | | |
| D 12/2019 | D 12 | /2019 | | | | |
| Comparison Matching time frames | } → | < | Com | parison | | |
| | - | Mat | ching t | ime fram | ies | |
| | | Con | nplete la | ast period | 1 | |

Date range selection in graphs

In most time-based graphs, you can drag across any date ranges and then tap on Compare to see details.

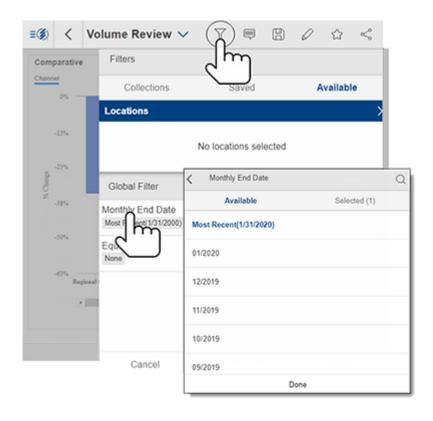


Additional methods of date selection

The following date selection tools may be built into the dashboard:

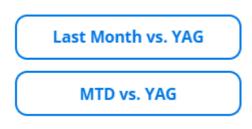
Date selector menu

A date selector allows you to change the end date across all widgets in the dashboard. This menu must be pre-built into the dashboard and, if present, will be located in the filters panel.



Date buttons

A dashboard may include pre-configured buttons to change the date with a single tap.



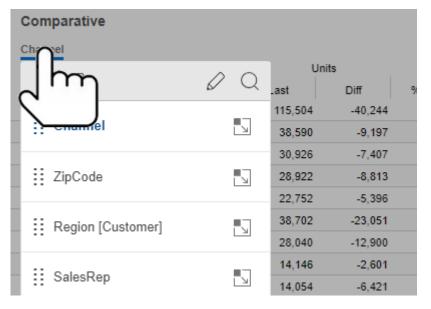
Group By

In widgets that compare members, data is grouped by attributes (i.e. Group By) to allow comparison and investigation of those groupings. Multiple levels of groupings may be available.

| 1st By | 2nd By | 3rd By | | |
|-----------------------|--------------|----------------|--------|--------|
| | | | Units | |
| Channel 🕈 | KeyAccount | Brand | This | Last |
| > 3rd Party Operators | | | 15,140 | 28,040 |
| All Othr On Premise | | | 983 | 1,484 |
| > Bars / Taverns | | | 1,525 | 1,972 |
| V Beverage Centers | | | 7,330 | 9,190 |
| Beverage Centers | > All Others | | 4,295 | 5,420 |
| Beverage Centers | ✓ Hanrahan | | 2,397 | 2,646 |
| Beverage Centers | Hanrahan | > Amazn Cherry | 1 | 2 |
| Beverage Centers | Hanrahan | > Cherry Lemon | 0 | 2 |
| Beverage Centers | Hanrahan | > Dry Grape | 2 | 2 |

Select top-level groupings (1st By)

Select how to group the data at the highest level (1st By). The resulting groupings can be compared, ranked, and expanded. Tap the By (underlined in blue) in the breadcrumb path; then tap on an attribute in the Group By menu. This list of attributes is built into the dashboard. You can <u>access more</u> <u>attributes for grouping the data</u> (see page 30) if you wish.



Select the Group By order (2nd By, 3rd By, etc.)

The Group By order controls what attribute is next when expanding a member or drilling down.

To change the order:

Tap the By (underlined in blue) in the the breadcrumb path

Then, grab an attribute's handle and drag it to a new location in the list. You can <u>access</u> more attributes for grouping the data (see page 30) if you wish.

After selecting the order, tap on Apply.

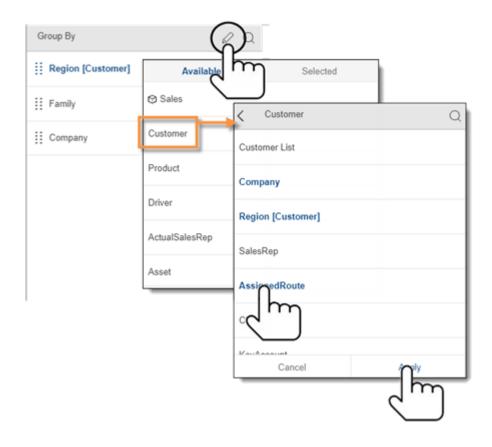
| Channel | | | | |
|--------------|-------|---|---------|---------|
| Group By | 0 | Q | Unit | Dir |
| | | | 115,504 | ~0,244 |
| Channel | | | 38,590 | -9,197 |
| | | | 30,926 | -7,407 |
| * KouAccount | | 5 | 28,922 | -8,813 |
| KeyAccount | | 7 | 22,752 | -5,396 |
| Package | | 5 | 38,702 | -13,051 |
| 6 | | | 28,040 | - 2,900 |
| 1 horas | | | 14,146 | -2,601 |
| | | | 14,054 | 6,421 |
| | Apply | | 9,190 | -1,860 |
| | -ppiy | | 10,486 | -3,320 |

Add an attribute for grouping the data

Option 1: Select from a list

- 1. In the Group By menu, tap
- 2. Select the key (what the attribute describes).
- Tap on the attribute(s) to select it. The attribute(s) should now be blue.
- 4. Tap on Apply.

Tip: The Group By area shows keys and attributes for the selected data cube (i.e., type of activity). You may need to <u>change the cube</u> (see page 32) to access other keys and attributes.



This goes back to a list of selected attributes. Notice that the new attribute is added as the last By.

5. To group data at the highest level (i.e. 1st By), tap on the attribute or drag it to the top of the list; then **Apply**.



Option 2: Search for an attribute

- 1. In the Group By menu, tap Q.
- 2. Enter part or all of the name and tap again to perform the search.
- Tap on the attribute(s) to select it. The attribute should now be **blue**.
- 4. Tap on **Apply**.

This will take you to the list of selected attributes where you can make the new attribute the 1st By.

| G | roup By | | ∅ Â |
|---|---------------|---------------|-----------|
| | Region [Custo | mer] | 2m |
| | Family | Search: route | XQ |
| | Company | AssignedRoute | _ |
| | | | |
| | | | |
| | | | |
| | | Cancel | ^~~\v |
| | | | ۲m |
| | | | \square |

Change the data cube

Data cubes represent source bodies of data for various activities or conditions. You may need to change the data cube to access an attribute or measure associated with a different activity.

- 1. In the Group By menu, tap
- Under Available, tap the name of the currently-selected data cube (indicated by ⁽²⁾).
- 3. Select the new cube.
- 4. You can now choose a Group By from the new cube.

Tip: This may change the measures that are available.

| Channel | |
|-----------|----------|
| Group By | Q |
| Available | Selected |
| Custo | |
| Cancel | Apply |

Grid expansion

View multiple levels of data at once in grids. For example, expand the top-level dimension (1st By) into subgroupings for the next dimension (2nd By).

Expand rows individually

Tap on >, or tap the name and then choose to **Expand**.

| Brand | Region | [Customer] | SalesRep | This | Last |
|--------------|---------------|-------------------|-----------------|---------|-------|
| > Our Cola | | | | 115,805 | 171,2 |
| Our Neon | | | | 39,723 | 59,0 |
| Our DietCola | | | | 35,809 | 55,5 |
| m | ✓ SouthEa | st Area | | 9,558 | 15,4 |
| · | SouthEast Ar | ea 🔰 S | Sacton, Tom | 2,419 | 3,3 |
| | SouthEast Are | ea 💦 🔪 | /is sky, George | 1,883 | 2, |
| Dur DietCola | SouthEast Are | ea >6 | √ ''') | 1,713 | 3, |
| Dur DietCola | SouthEast Are | ea > 2 | | 1,555 | 3,(|
| Dur DietCola | SouthEast An | | nolish John | 1.093 | 1 |
| Dur DietCola | SouthEast An | Details | | | |
| Dur DietCola | SouthEast An | K Uplevel | Downlevel | Expand | |
| Our DietCola | SouthEast An | Upievei | Downievel | LXpano | |
| Dur DietCola | SouthEast An | Product.Brand: | Our DietCo | ola | _ |
| | | Internal ID: | 13 | | |
| Dur DietCola | > SouthWe | Region [Customer] | : SouthEast | Area | |
| Dur DietCola | > East Area | Region [Customer] | . SouriEast | Alea | |

Tip: This method of expanding data is limited in a "flat view"; instead, you can turn on auto-expand (see below).

Expand all rows (auto-expand) in a grid

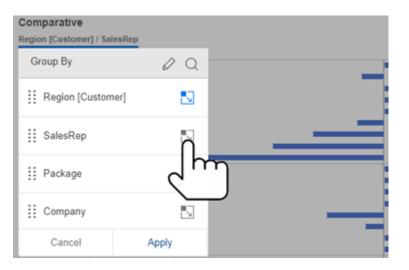
Tap the menu at the top the widget; then tap on to automatically expand <u>all</u> members of a dimension(s) to the next level. The icon is blue when auto-expand is on.

Tip: The grid may organize the subgroupings under the parent level (with subtotals) or treat them independently (no subtotals), depending on the grid type. The grid type is built into the dashboard, but can be changed in <u>explore</u> mode (see page 59).

| Comparative Company | |
|------------------------|--------|
| Group By | ØQ. |
| Company | 07,952 |
| Region [Custome | er] |
| SalesRep | 2 m |
| Package | |
| Cancel | Apply |

Graph expansion

In comparative, multi comparative, and mix graphs, you can expand dimensions to see data broken down further by the next dimension. To expand data in graphs, tap the menu at the top the widget; then tap on to turn on auto-expand.



Tip: The graph may organize the subgroupings according to the parent level (e.g., grouped bar chart or "sunburst" chart) or sort subgroupings independently (i.e. flat data), depending on the underlying grid type. The grid type is built into the dashboard, but can be changed in <u>explore mode</u> (see page 51).

Cross By

Crosstab analyses show crosssections of data for two attributes (Group By & Cross By). To select the Cross By, tap the menu at the top of a Crosstab widget; then drag the attribute's handle into the Cross By box. To choose the Group By, tap on the attribute.

| SalesRep | |
|---------------------------|-------|
| Group By | 0 Q |
| Cross By AssignedRoute | |
| Product List | |
| City | |
| Brand | |
| 2)⊫ | Apply |
| | |

Sort

To rank results by name or measure, tap the column header in a grid. (This may open a menu with an option to sort.) Tap again to reverse the sort.

| | Units | | Margi | n |
|---------------------|--------|---------|---------|---------|
| Channel | Thich | Last | This | Last |
| Regional Chains | 1 km | 115,504 | 282,234 | 426,029 |
| Conv With Gas | a'' | 38,590 | 176,649 | 232,179 |
| Other Groceries | 1 | 30,926 | 133,536 | 173,329 |
| Mass Merchandisers | 20,109 | 28,922 | 58,081 | 83,572 |
| Local Chains | 17,356 | 22,752 | 57,855 | 74,600 |
| Drug Stores | 15,651 | 38,702 | 51,818 | 109,784 |
| 3rd Party Operators | 15,140 | 28,040 | 60,511 | 93,881 |
| Superettes | 11,545 | 14,146 | 48,500 | 58,808 |

Pass/fail lists

In an Exception grid or graph, you can list out passing, failing, or total members (e.g., customers who did or did not buy). Just tap on the row or bar and then tap on the members to list.

| | | Passed | % Passed | | | | |
|----------------------|----------|-------------------|-------------|----------|---|-------|---|
| Channel | Totals 1 | Details | | | a | | |
| Industrial | 578 | Details | | 5 | | | |
| Schools | 459 | Downlevel | Expand | 1 | | | |
| Fast Ford | 395 | | | | 1 | | |
| Restau | 411 | Customer.Channel: | Fast Food | | | | |
| | 283 | Internal ID: | 56 | . 2 | 29 Failed (This) - Fast Fo | od | |
| Conv | 197 | (Totals): | 395 | | $\frac{1}{10}$ | ou | |
| Bars / Taverns | 212 | Decend (This): | | | | Units | |
| All Othr On Premise | 1,122 | Passed (This): | 166 | Customer | CustName This | | |
| Hosp'ls/Nursing Hmes | 126 | Passed (Last): | 171 | 03386 | DENNIS HOMEMADE ICE CREAM | 0 | o |
| Recreation | 444 | % Passed (This): | 42.0 | 04976 | THE GREAT ESCAPE | 0 | 0 |
| Clubs | 115 | % Passed (Last): | 43.3 | 06189 | IRON KETTLE FARM | 0 | 0 |
| Government Accounts | 144 | | 43.3 | 06890 | LA BELLA PIZZA | 0 | 0 |
| | | Failed (This): | ന | 07150 | LOWMAN FLEA MARKET-CONCESSION | 0 | 0 |
| | | Failed (Last): | Im | 03508 | DOG HOUSE | 0 | 0 |
| | | | -0- | 00610 | BAGELS NORTHEAST INC | 0 | 0 |
| | | | \sim | 00611 | THE BAGEL EXPRESS | 0 | 0 |

Record details

If a widget is grouped by "Record Details" (may require additional configuration), it shows granular, record-level information (e.g., invoices, work orders, inventory records, etc.). In addition, you may be able to drill down to record details.

| Comparat SouthEast Ar | tive rea > Serv-Rite | Record Details | | | Gross |
|--------------------------|--------------------------------|---------------------------|----------------------|-------|---------|
| | | | | Units | Revenue |
| Date 🕈 | Invoice | CustName | ProductDescription | This | This |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 20OZ NR Our Cola | 98 | 138 |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 20OZ ND Spring Water | 98 | 112 |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 20OZ NR Our DietCola | 56 | 79 |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 200Z NR Lmn-Lime | 28 | 39 |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 200Z ND Our Punch | 28 | 39 |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 200Z ND Sunny Delite | 42 | 59 |
| 1/5/2020 | 00593737 | FINE HOST / DROP SHIPMENT | 200Z NR Tea Mix | 42 | 59 |
| 1/8/2020 | 00581039 | FINE HOST / DROP SHIPMENT | Cans Our Cola | 396 | 407 |
| 1/8/2020 | 00581039 | FINE HOST / DROP SHIPMENT | Cans Our Neon | 396 | 407 |
| 1/8/2020 | 00581039 | FINE HOST / DROP SHIPMENT | Cans Our DietCola | 0 | 204 |
| 1/12/2020 | 00593784 | FINE HOST / DROP SHIPMENT | 200Z NR Our SFCFCola | 4 | 6 |

Tips:

• Switch to a grid if you see a message that "none of the selected measures are graphable" when attempting to view record details.

• You cannot drill or expand beyond record details.

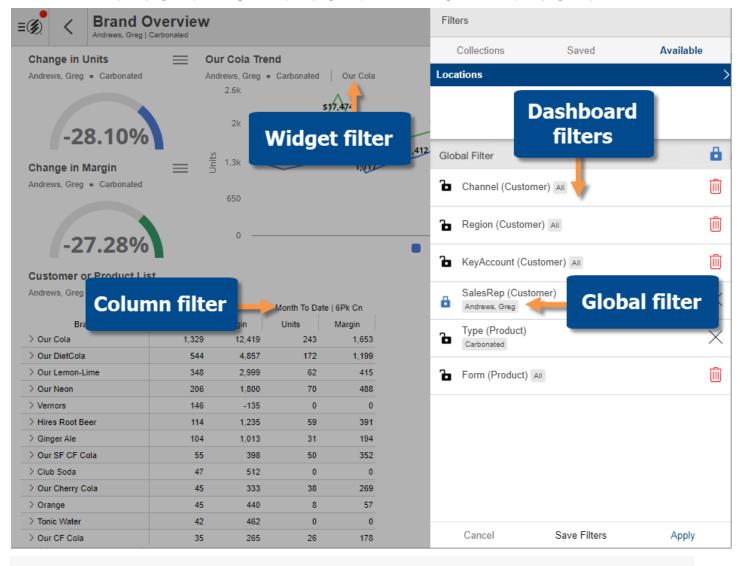
• Record details are limited to one million records. If records exceed this limit, reduce the amount of data using filters or by changing the date range.

Filter

Filters allow you to narrow down on the exact information needed.

- Global filters (see page 41) stay on as you use different dashboards.
- Dashboard filters (see page 39) affect widgets throughout a dashboard.
- Individual widget filters (see page 43) affect a single widget.
- Column filters (see page 44) affect an individual column in a Multi Comparative widget.

Filters may be built into the dashboard as simple menus or buttons that provide easy selection of the data you wish to view. <u>Widget links</u> (see page 50) may also be built into a dashboard to make it easy to turn on filters. In addition, you can apply your own filters in the Salient mobile app by creating and turning on sets of members called <u>collections</u> (see page 45), <u>drilling down</u> (see page 48), and choosing <u>locations</u> (see page 68).



Tip: The dashboard title shows global and dashboard filters that are currently on. The widget's breadcrumb path shows these filters and some individual widget filters. Tap on the widget menu icon for a full listing of filters.

Dashboard filters

Dashboard filters (also known as workspace filters) can filter data across the entire dashboard. Oftentimes, these filters are built into a dashboard to let you pick the data you want to see.

You can access this type of filter in the dashboard's Filters panel, which also shows any applicable <u>global filters</u> (see page 41) that are turned on.

To edit a dashboard filter (e.g., select a different member)

After opening the Filters panel, tap on any filter to edit it; then, choose one or more members to filter on them. Tap on **Done** and then **Apply**.

To show data for all members (i.e., ignore the filter), leave it set to "All" in the filter panel.

Tip: To filter out data for the selected member(s) rather than including data for those members, you can turn on the **Exclude** option at the bottom of the filter menu.

To add a dashboard filter

In the Filters panel, go to the Collections area; then, apply or create a <u>collection</u> (see page 45).

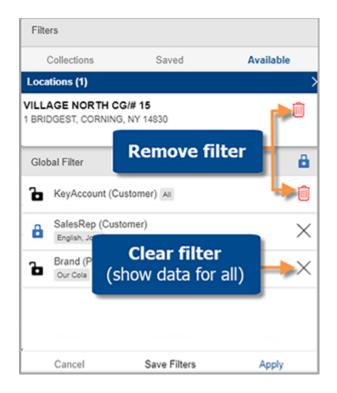
| Collections | Saved | Available | |
|---|---|-----------------------|---|
| Locations | | > | |
| | No locations selec | ted | |
| Global Filter | | â | |
| 🔓 KeyAcco | unt (Customer) All | | |
| SalesRej | | × | |
| | (Product) 12PkCnND | × | |
| Brand (P | roduct) All | | |
| | | | |
| Cancel | Save Filters | Apply | (|
| - | Save Filters eyAccount (Customer) Available | | (|
| < к | eyAccount (Customer) | Apply Selected (1) | (|
| < к | eyAccount (Customer) Available | | |
| Ke Ke B. Engl | eyAccount (Customer) Available | | (|
| Ka B. Engl Lindley Obeck | eyAccount (Customer) Available ish-North NE | | • |
| Ka B. Engl Lindley Obeck | eyAccount (Customer) Available ish-North NE Inc. North ourg Dist-North | | (|
| Ke B. Engl Lindley Obeck S.Newt | eyAccount (Customer) Available ish-North NE Inc. North ourg Dist-North | Selected (1) | (|

To clear or remove a filter

In the Filters panel, tap the X to clear a dimension or key filter (i.e., show data for <u>all</u> members).

Tap the trash icon to completely remove a filter. Key and dimension filters must be cleared before you can remove them.

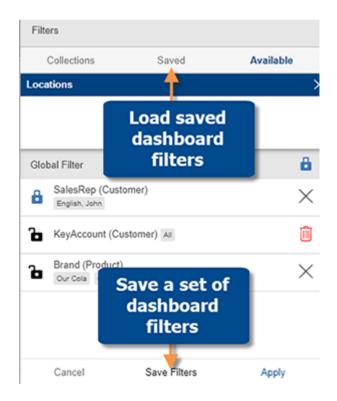
Tip: You cannot remove a filter if it has a corresponding filter widget in the original dashboard.



Saved filters

You can save and reuse sets of dashboard filters.

When you load saved filters, only applicable filters will be used (i.e. dimension is used as a group by in the dashboard).



Location filters

In addition to the filters shown here, dashboards may be filtered by one or more geographic locations (see page 67) using the Location panel.

Global filters

You can turn on a global filter(s) to stay focused on any subset of the data as you use different dashboards. When you open another dashboard, applicable global filter(s) (see below) will remain locked on.

The filter panel lists global filters in addition to the dashboard's filters.

To turn on a global filter

).

Product List In the Filters panel, tap the **b** icon to ~ nds [Global] turn on the filter globally (i.e., lock on 📩 Filters To lock/unlock all the dashboard's filters Collections Saved Available at once, tap the b/b icon at the top of the list. Locations This 🕹 55 41 No locations selected 21 15 Ô Global Filter 13 6 KeyAccount (Customer) 0 6 A Plus Marts 5 SalesRep (Customer) All 5 Ъ 4 3 Ъ Package (Product) All 0 0 Brand (Product) Х Coffee Coffee/Vnila 0 0

When you open another dashboard

A global filter will stay on if any of the following are true:

- The filter's dimension is a "group by" in the dashboard. .
- The dashboard has a dashboard filter for the dimension.
- The filter is based on a collection.

The global filter must also have at least one member selected (i.e., not "All") to remain on.

Tip: You may receive a prompt to apply global filters when you open another dashboard. The prompt can be turned on or off in settings (see page 72).

174

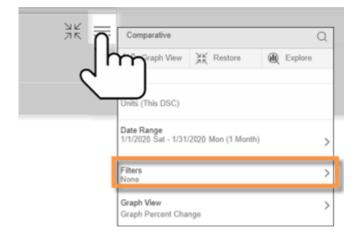
Clear global filters

The home screen shows the current set of global filters. You can tap the 💼 icon to clear all global filters.

| ≡Ø) | < | Home | |
|-------|---------|---------------|-----------|
| Glob | bal Fi | Iters 🗊 | |
| Sales | sRep (|) Package (1) | Brand (1) |
| Gord | on, Pat | Premix | Club Soda |
| Favo | orite | s Recent (| 2 |
| | F | 7 | |

Widget filters

Filters may be applied to an individual widget. Tap on in the upper-right corner of the widget, and then tap on Filters to access widget filters.



To add a widget filter

Go to the Collections area; then, apply or create a <u>collection</u> (see page 45).

To edit a widget filter (e.g., select a different member)

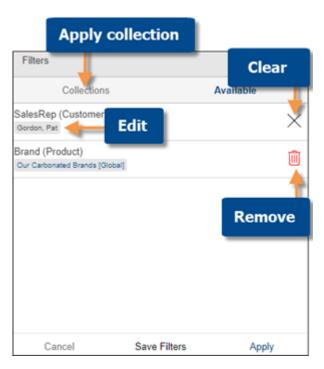
In the Filters area for the widget, tap on any filter to edit it; then, choose one or more members to filter on them. Tap on **Done** and then **Apply**.

To clear or remove a filter

Tap the X to clear a dimension or key filter (i.e., show data for <u>all</u> members); then tap on **Apply**.

Tap the trash icon to completely remove a filter.

Tip: Some widget filters may also be edited, cleared, or removed by tapping on the filter in the breadcrumb path.



| Comparative | | |
|-----------------------|---------|--------|
| Our Can Company One | Channel | |
| | Units | Last |
| 2.5 | 33,212 | 50,114 |
| Rem | 13,839 | 18,156 |
| Clear Filters | 10,439 | 13,530 |
| olear r illero | 8,791 | 12,674 |
| | 8,774 | 11,222 |
| > Drug Stores | 6,829 | 17,410 |
| > 3rd Party Operators | 6,318 | 10,704 |

Column filters (in Multi Comparative)

Filters may be applied to individual columns in a Multi Comparative widget to compare any subsets of data. Tap on the column heading, and then tap on **Add Filter** to access column filters.

To add a column filter

Go to the Collections area at the top of the panel; then, apply or create a <u>collection</u> (see page 45).

To edit a column filter (e.g., select a different member)

In the Filters area for the column, tap on a filter to edit it; then, choose one or more members to filter on them. Tap on **Done** and then **Apply**.

To clear or remove a filter

Tap the X to clear a dimension or key filter (i.e., show data for <u>all</u> members); then tap on **Apply**. Tap the trash icon to completely remove a filter.

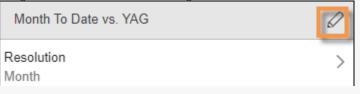
| | Mon Units ↓ | th To Date Margin |
|----------------|----------------|-----------------------|
| Month To Date | 72 70 | 4 ,002 ,252 |
| This | | 5 239,632 |
| Average (This) | 1.0 | 6 224,228 |
| , norago (rmo) | | 7 128,715 3 11,160 |
| Average (This) | | 8 490 |
| Mix (This) | | 7 1,241,478 |
| Mix (This) | | |
| + Add Filter | Cancel | |

| Collections | Available |
|-----------------------|-----------|
| Marth To Date on MAG | |
| Month To Date vs. YAG | |
| Region (Customer) | ~ |
| NorthWest Area | ~ |

Tips:

• If you wish to add more columns, go to <u>explore mode</u> (see page 57).

• Column headers may be customized in the <u>date setup area</u> (see page 24). However, a custom header applied by the Dashboard Designer will override a header assigned here.



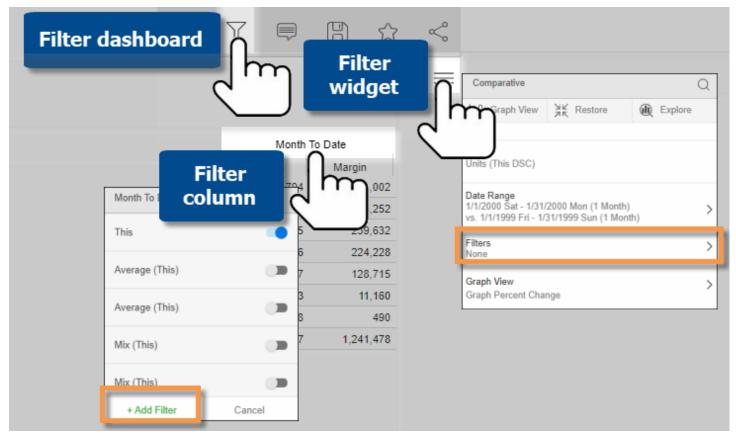
Collections

You can create and apply custom collections of members to narrow down on your preferred subsets of data. Collections can be saved for future use, shared with other users, and utilized for ad-hoc filter selection.

Turn a collection on as a filter

Go to the filters area for the dashboard, widget, or column, depending on what you want to filter:

- To filter data across the dashboard: Open the dashboard's Filter panel.
- To filter data in a single widget: Tap on in the widget, and then tap on Filters.
- To filter an individual column (only in a Multi Comparative widget): Tap on the column heading, and then tap on Add Filter.



Next, go to the Collections area at the top of the panel.

Then, locate and apply the collection. You can also create your own collection (see page 47).

Data for all other members will be filtered out (unless the collection uses the Exclude option, in which case the collection members will be filtered out).

Tip: By default, the available collections are limited based on the Group By. If you cannot find the key or dimension of the collection, check the **Show All** box at the bottom of the first collections screen.

| Show All | ~ |
|----------|--------|
| Refresh | Cancel |

| K Marketing Categories | 5 | Q |
|------------------------|-------------------|-----------|
| Collections | | Available |
| Creat | te New Collection | |
| Coffee Brands | | |
| Energy Brands | | |
| Isotonics | | |
| Juice Pends | | |
| Nev | | |
| Old Brands 2017 and | d earlier | |
| Other Carbonated Br | rands | |
| Refresh | Cancel | Apply |

Dynamic collections and the mobile app

Dynamic collections are based on test criteria (e.g., units > 0) and automatically update rather than storing a static list of members. In the mobile app, you can view data that is filtered by a dynamic collection if it has been built into the dashboard. In this case, the collection will appear to be empty if you attempt to edit it. Creating, editing, and applying dynamic collections requires the Salient Dashboards browser application.

Create a collection

In the Collections area, tap on **Create New Collection**. Select the dimension/key and then choose collection members.

When you are done, **Save** the collection for future use or immediately **Apply** it without saving (i.e. ad-hoc filter selection).

Tips:

• If you cannot find the dimension/key, check the **Show All** box at the bottom of the panel.

• Available folders (private or global/shared) depend on user account settings.

| Filte | rs | | Q |
|-------|--------------------|------------------|--------------|
| C | ollections | | Available |
| | Creat | e New Collection | |
| e | < Channel | 1 m | |
| Ð | Available | | Selected (2) |
| | Churches | | |
| | Clubs | | |
| | Colleges | | |
| | Conv - NoGas | | |
| | Conv With Gas | | |
| | | Clear | |
| | Exclude | | ~ |
| | Cancel | Save | Apply |
| | (| | |
| | < /Global/ | | |
| | All Convenience | | 8 |
| | Church | | |
| | Clubs and bar | S | |
| | apply after saving | | ~ |
| | Cancel | New Folder | Save |

Drill down (downlevel)

Drill on a single item

Drill down to see details. Tap on whatever interests you and then choose **Downlevel**.

| Channel | | Ue | iits | |
|----------------------|---------------|---------|-------------|----------|
| Channel | This 🕹 | Last | Diff | % Change |
| > Regional Chains | 75,260 | 115,504 | -40,244 | -34.84 |
| > Conv With Gas | 29,393 | 38,590 | -9,197 | -23.83 |
| > Other Groceries | 23,519 | 30,926 | -7,407 | -23.95 |
| > Mass Merchandisers | 20,109 | 28,922 | -8,813 | -30.47 |
| | 17,356 | 22,752 | -5,396 | -23.72 |
| > Drug Stores | Details | | | |
| > Superettes | <u>⊳</u> ∞@ | 1 | €3 Exp | and |
| > Beverage Centers | Customer | rh. | Local Chain | S |
| | Interna | | 05 | |
| | Units (This): | | 17,356 | |
| | 11-2-4 | | 22.752 | |
| | Units (Last): | | 22,752 | |

Drill on multiple

| | | ill into ected | <u> </u> |
|---------|--|---|---|
| | 115.504 | -40.244 | -34.84 |
| 29,393 | 38,590 | -9,197 | -23.83 |
| 23,519 | 30,926 | -7,407 | -23.95 |
| 20,109 | 28,922 | -8,813 | -30.47 |
| 1. Touc | h & ho | old | -23.72 -59.56 -46.01 -18.39 |
| 7,633 | 14,054 | -6,421 | -45.69 |
| 7,330 | 9,190 | -1,860 | -20.24 |
| 7,166 | 10,486 | -3,320 | -31.66 |
| 6,736 | 9,524 | -2,788 | -29.27 |
| 5,291 | 7,354 | -2,063 | -28.05 |
| 4,766 | 6.212 | -1.446 | -23 28 |
| | 23,519 20,109 1. Touc 7,633 7,330 7,166 6,736 | This 4 Image: Constraint of the second | 75,260 115,504 -40,244 29,393 38,590 -9,197 23,519 30,926 -7,407 20,109 28,922 -8,813 6 1 0 1 0 1 7,633 14,054 -6,421 7,330 9,190 -1,860 7,166 10,486 -3,320 6,736 9,524 -2,788 |

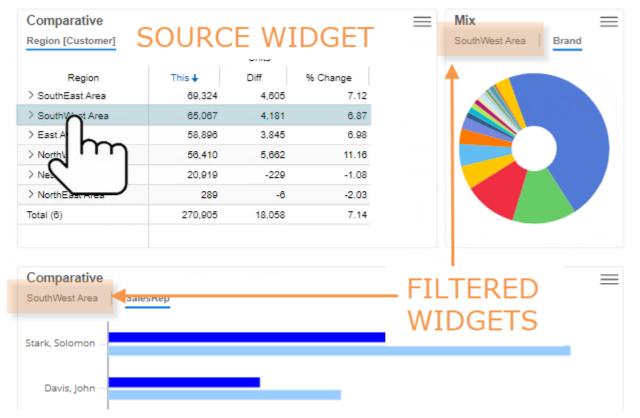
narrow down on them:1) Touch and hold to select.2) Choose the **Drill** option at the top of the screen.

Drill down on multiple items to

Tip: Drilling is not available in widgets that use custom programming (i.e., custom views).

Widget linking

If widgets are linked, you can select a row or graph component in a "source" widget to filter other widgets in the dashboard. This filtering capability must be built into the dashboard.



To use widget linking filters

In the source widget, tap on the row or bar of the member on which you want to filter.

In the details window, tap on Focus.

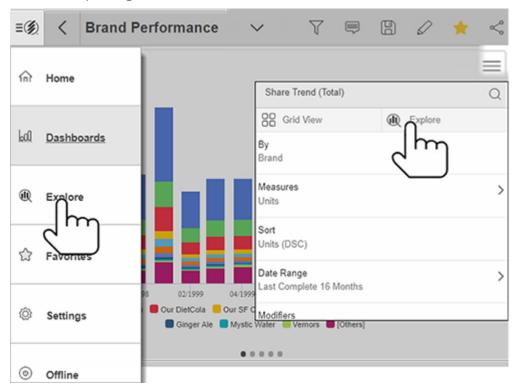
- To clear the filter, tap on the member again and then Unfocus.
- To change the filter, tap on a different member in the source widget and select Focus.

| Region | This 🕹 | Diff | % Change |
|----------------------|-----------|--------------|----------|
| > SouthEast Area | 69,324 | 4,605 | 7.12 |
| > SouthWest Area | 65,067 | 4,181 | 6.87 |
| > E: vrea | 58,896 | 3,845 | 6.98 |
| | 56,410 | 5,662 | 11.16 |
| | 20,919 | -229 | -1.08 |
| > Notone user the | 289 | -6 | -2.03 |
| Total (6) Details | | | Ē |
| S Downley | el 🛃 Expa | and 🍃 | |
| Customer.Reg | gion: S | outhWest Are | |
| Internal ID: | 02 | 2 (| |
| Units | | | \sim |
| This: | 65 | 5,067 | |

Explore

Explore mode provides additional tools for data investigation beyond what was built into the dashboard. You can <u>change the analysis type</u> (see page 52), change <u>settings</u> (see page 59), add data, and more.

To start exploring



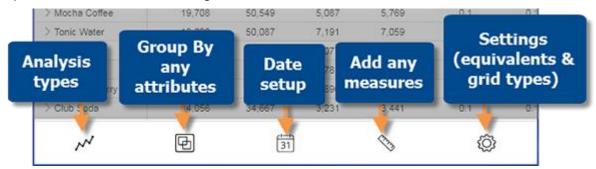
Option 1: Default starting point

Open the main menu and pick **Explore**. This will take you to a comparative widget.

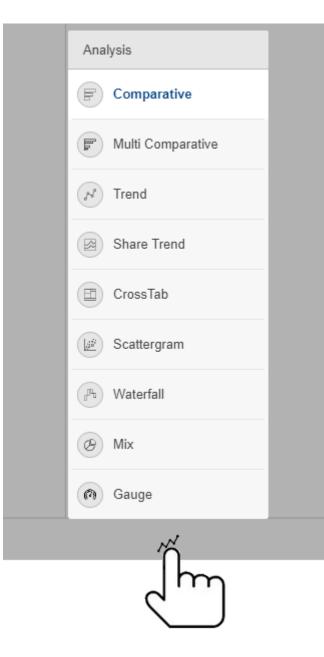
Option 2: Start with any widget

Tap the icon in the upper-right corner and then select **Explore**.

Explore mode includes the following tools at the bottom of the screen:



Change the analysis type



In explore mode, tap the *r* button at the bottom of the screen and select an analysis type. See the following descriptions.

Tips:

• These analysis types are available in both grid and graph formats, which you can toggle in the widget menu.

| | \equiv |
|---------------------|----------|
| Share Trend (Total) | Q |
| Grid View | |
| ر اس | |
| | |

• To use a Geo or Exception (i.e. pass/fail) widget in explore mode, you must start with that widget type.

• In a widget that uses custom programming (i.e., custom view), changing the analysis type may have unintended results.

Comparative

Comparison of members for one or two date ranges

| | Units | | Ma | irgin |
|------------------|-------|----------|--------|----------|
| Region | This | % Change | This 🕹 | % Change |
| > Near West Area | 1,117 | -9.04 | 248 | -92.31 |
| > SouthEast Area | 1,433 | 81.16 | 208 | -93.27 |
| > NorthWest Area | 454 | 23.37 | 111 | -93.58 |
| > SouthWest Area | 359 | 20.47 | 94 | -93.04 |
| > East Area | 265 | 4.33 | 64 | -93.59 |
| > NorthEast Area | 4 | 33.33 | 0 | 101.05 |
| Total (6) | 3,632 | 23.45 | 725 | -93.00 |

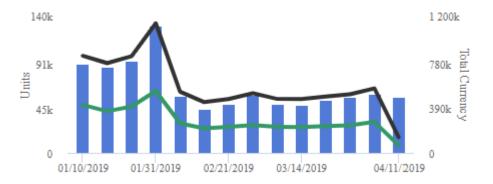
Multi Comparative

Comparison of members for any number of date ranges; column filters may be applied to focus on specific subsets of the data.

| Month To Date vs. YAG - Drops Year To Date vs. YAG - Drops | | | | | |
|---|------|------|------|------|--|
| Channel 🕈 | This | Last | This | Last | |
| 3rd Party Operators | 104 | 121 | 104 | 121 | |
| All Othr On Premise | 112 | 134 | 112 | 134 | |
| Bars / Taverns | 245 | 272 | 245 | 272 | |
| Beverage Centers | 108 | 126 | 108 | 126 | |
| Churches | 12 | 14 | 12 | 14 | |
| Clubs | 114 | 128 | 114 | 128 | |
| Colleges | 67 | 80 | 67 | 80 | |

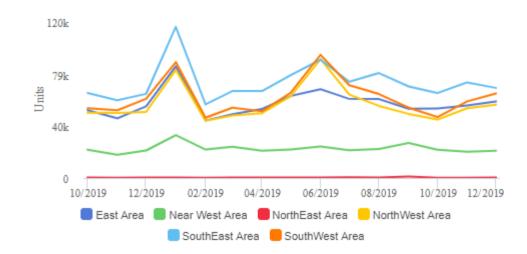
Trend

Trend over time for one or two date ranges



Share Trend

Comparison trend for multiple members



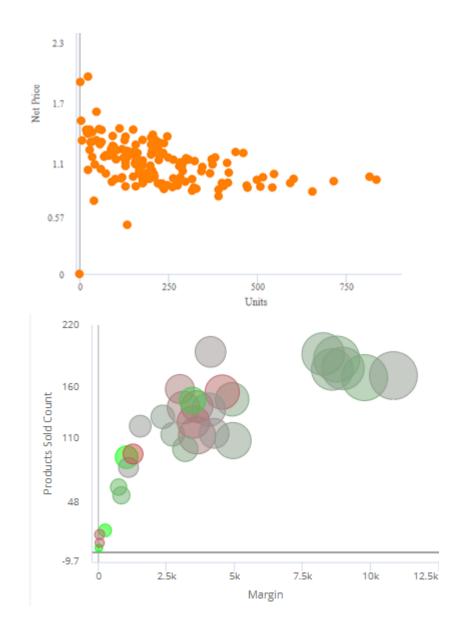
CrossTab

Comparison grid or graph by two attributes

| Channel | Our Cola | Our Neon | Our DietCola | Our SF CF Cola |
|----------------------|----------|----------|--------------|----------------|
| > Regional Chains | 33,212 | 9,619 | 10,464 | 4,730 |
| > Conv With Gas | 13,839 | 6,913 | 2,912 | 470 |
| > Other Groceries | 10,439 | 4,422 | 2,368 | 494 |
| > Mass Merchandisers | 8,791 | 2,750 | 2,836 | 1,380 |
| > Local Chains | 8,774 | 1,847 | 2,357 | 1,051 |
| > Drug Stores | 6,829 | 2,097 | 2,456 | 1,179 |

Scattergram

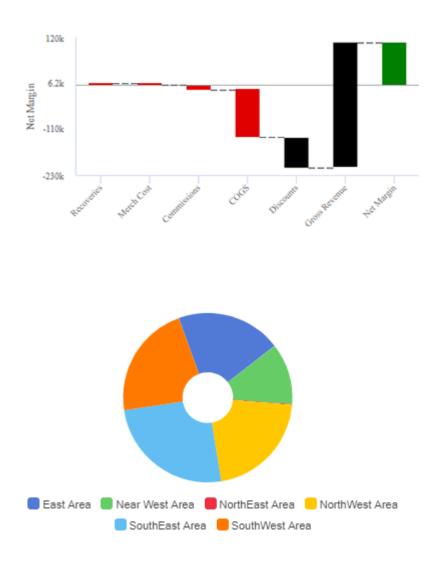
Plot of members (e.g., customers) along two axes to show correlations and outliers. Additional variables can be used to color and size the points (i.e., "bubble chart").



Waterfall

How the components of a calculated measure affect its make-up

Percent of the total for multiple



Gauge

Mix

members

A simple visual tool showing performance for a single measure



Group By in explore mode

In widgets that compare members, you can group the data by attributes.

Tap the button at the bottom of explore mode to access Group By options. In general, these are the same as view mode.

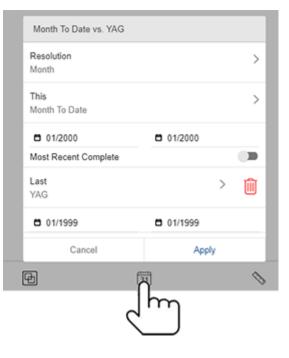
- Tap on an attribute to group data (i.e., set as 1st By).
- Drag and drop to reorder attributes. (Tip: Grab the handle.)
- Tap on to auto-expand a dimension to the next level.
- Tap to <u>add another</u> <u>attribute</u> (see page 30).

| | Group By | QQ | |
|---|-------------------|----|----|
| | Region [Customer] | × | |
| | Family | × | |
| | Company | | |
| | | | |
| | | | |
| M | | | 31 |
| | لسل | | |
| | \sim | | |

Date setup in explore mode

Tap the $\boxed{31}$ button at the bottom of explore mode to access date setup options.

In general, these are the same as <u>date options</u> (see page 24) in the widget menu.



Date setup for Multi Comparative widgets

For Multi Comparative widgets, explore mode allows you to add and delete columns. When you add a column, you choose the date range to show. You can then <u>filter the column</u> (see page 44) to focus on any subset of the data if you wish.

| | Date Range | Delete | |
|---|-----------------------|------------------|----|
| | Last Week vs. YAG | column | • |
| | Month To Date vs. YAC | 3 | |
| | Year To Date vs. YAG | | 0 |
| | Ad | d column | |
| | Add | | _ |
| | Cancel | + Add Date Range | |
| Ð | | 31 | \$ |

Add measures in explore mode

Tap the button at the bottom of explore mode to access measure options. In general, these are the same as view mode.

To show/hide any measure, tap on it.

- Show = **bold blue text**
- Hide = regular text

To add another measure (see page 19):

Tap the cicon to select it from a list of available measures.

Or, tap $\ensuremath{\bigcirc}$ to search for a measure.

| | Measures | | QQ |
|----|-------------|---|----------|
| | Units | | |
| | Net Revenue | | |
| | | | |
| | | | |
| (± | 1 | ð | <u>ن</u> |
| | | ۲ | |

Settings in explore mode

Explore mode allows you to change settings to enhance your data investigation. Tap 😳 at the bottom of explore mode, choose from the following settings; and tap **Apply**.

| | Settings | | |
|----|----------------------------------|-------|---|
| | Equivalent None | | > |
| | Grid Type Standard | | > |
| | Graph View Graph Percent Char | nge | > |
| | Cancel | Apply | |
| 31 | > | ñ | |
| | | qm | |

Equivalents

Equivalents are a way to standardize data so that all units are worth the same amount. For example, you might express volume in terms of ounces or another standard measurement.

(The dataset must include equivalent tables to use this option.)

Grid types

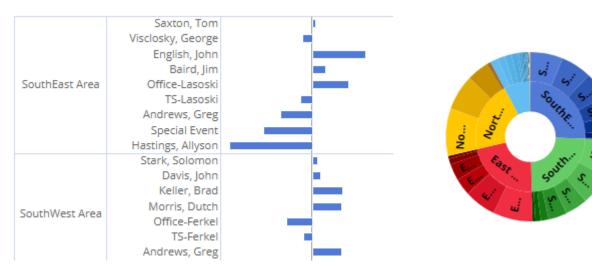
The grid type affects the layout of columns and rows. In addition, some graphs are affected by the grid type when auto-expand is on. The grid type can be changed in the settings area of explore mode. The available types depend on the analysis (e.g., comparative, mix, etc.).

Standard grid type

In general, a standard grid shows measures in columns and members in rows. If rows are expanded, the grid will place the subgroupings under the parent categories and include subtotal rows for the expanded items.

| Region | SalesRep | This 🕹 | Last |
|------------------|---------------------|--------|---------|
| > SouthEast Area | | 73,794 | 116,284 |
| SouthEast Area | > Saxton, Tom | 18,637 | 26,408 |
| SouthEast Area | > Visclosky, George | 18,032 | 27,000 |
| SouthEast Area | > Baird, Jim | 10,536 | 19,010 |
| SouthEast Area | > Office-Lasoski | 10,044 | 19,006 |
| SouthEast Area | > English, John | 9,929 | 16,328 |

In graphs with an underlying "standard" grid type, expanding dimensions will organize subgroupings according to the parent category. In a mix graph, the result is a "sunburst" chart that shows a ring for each dimension. (Note: The number of slices in a sunburst is controlled by the graph page size selected in Salient Dashboards edit mode; if this number is too low, the graph will omit some pie slices.)

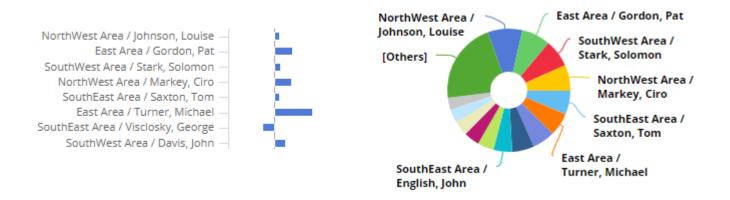


Flat view grid type

The flat view is like the standard grid except it sorts combinations of "auto-expanded" dimensions independently of the parent level and omits subtotal rows for auto-expansions.

| Region | SalesRep | This 🕹 | Last |
|----------------|---------------------|--------|--------|
| NorthWest Area | > Johnson, Louise | 25,336 | 35,918 |
| East Area | > Gordon, Pat | 23,883 | 32,158 |
| SouthWest Area | > Stark, Solomon | 23,364 | 33,378 |
| NorthWest Area | > Markey, Ciro | 19,150 | 28,190 |
| SouthEast Area | > Saxton, Tom | 18,637 | 26,408 |
| SouthEast Area | > Visclosky, George | 18,032 | 27,000 |

In graphs with an underlying "flat" grid type, expanding dimensions will display combinations of members at a single level so they can be sorted independently.



Swapped grid type

In a swapped grid, columns and rows are switched.

| Reg | jion | SouthEast Area | SouthWest Area | NorthWest Area |
|--------|-------|----------------|----------------|----------------|
| Units | This↓ | 73,794 | 60,364 | 57,685 |
| Units | Last | 116,284 | 89,170 | 83,206 |
| | This | 32,384 | 26,234 | 24,646 |
| Margin | Last | 497,780 | 391,334 | 363,452 |

Scorecard grid type

The scorecard grid shows measures in rows and computations (This, Last, difference, etc.) in columns.

| | This | Last | Diff | % Change |
|--------|---------|-----------|------------|----------|
| Units | 273,537 | 407,952 | -134,415 | -32.95 |
| Margin | 117,885 | 1,751,830 | -1,633,945 | -93.27 |

Scorecard swapped

The swapped scorecard shows computations in rows and measures in columns.

| | Units | Margin |
|----------|----------|------------|
| This↓ | 273,537 | 117,885 |
| Last | 407,952 | 1,751,830 |
| Diff | -134,415 | -1,633,945 |
| % Change | -32.95 | -93.27 |

Tip: In a widget that uses custom programming (i.e., custom view), changing the grid type may have unintended results.

Graph view

For some analysis types, you can graph actual values or the percent change. This setting does not affect widgets that use custom programming (i.e., custom views).

Save and Share

Save

You can save your changes to a dashboard. For example, filter the data and then save changes in a new dashboard to return to it later.

Tap and then choose a dashboard name and location. Create your own folder if you wish. The available categories (private or global/shared) depend on your account settings.

| ~ | / 7 | ″ 🗏 🖪 (B) (| 🖉 ★ 🗠 | | |
|-----------|---|--------------------------|-------------|---|------------------------|
| < Week | /Published/Glo dy Channel Per Offline | d |) Online | Tips: • To create a new fo on New Folder at the of the panel. | |
| F | Customer List | - MTD vs YAG with filter | s | On the home scre and hold to delete o a dashboard or dash folder. | r rename |
| F | Customer List | - MTD vs YAG with filter | s2 | | - |
| Ð | Customer Per | formance Map | | | Delete |
| F | Customers by | Volume | | | Nename |
| F | Discharges | | | | *** |
| Ħ | exception | | | MTD Brand Performance | Low-Volume Lo Price |
| (6) | Financial Ove | view | | You can save a so of a dashboard usin <u>share tool</u> (see page | g the |
| | Cancel | New Folder | Save | | |

Share

You can share a specific dashboard with other users via email, text, etc. Date selections, filters, and any other modifications will be preserved in the "shared" dashboard.

Tap sand then choose one of the following options:

- Save Save a screenshot of the dashboard.
- Copy Link Copy the dashboard link.

- 0 MTD Brand Performance $\, \smallsetminus \,$ < Y Ξ(4) Mix Brand Save ĥ Our Cola 📒 Our Neon CF Cola 📒 Our SF CF Cola Our New Diet 📕 SF Our Lemom-Lime Ginger Ale rry Cola 📒 Copy Link Orange Juice 🔳 Tea Mix 🔳 Mystic Water 🔳 Red Grapefruit % Change vs YAG Share Dashboard Brand Our Cola -
- Share Dashboard Share the dashboard link and screenshot via email, text, or another app.

Knowledge Manager

Knowledge Manager enables users to share thoughts or "soft knowledge," making it possible for your team to collaborate on the meaning behind the data. This information can be shared between all users across multiple devices in the Salient Mobile app, SIM, and browser-based dashboards (additional setup required).

Dashboard Info

In the Dashboard Info tab, you can add descriptions, resources and comments related to a dashboard.

| | | | Knowled Member Info |
|------|--------|---------|---|
| | This 4 | Lust. | Description |
| | 75,260 | 115.504 | |
| | 29.393 | 38,590 | Comparison of customer |
| | 23.519 | 30.625 | performance for MTD versus last year (matching number of days) |
| 613 | 20.109 | 28,922 | - Sort grid to see biggest differences vs. YAG |
| | 17,356 | 22,752 | Pie chart offers a quick visual of most significant oustomer |
| | 15,651 | 38,702 | Resources(3) |
| 10 | 15,140 | 22.040 | Resources(s) |
| | 11,545 | 14,148 | C formal |
| | 7,633 | 14,054 | 0 |
| 8 | 7,330 | 9,190 | Arportog directions |
| | 7.165 | 10.486 | - |
| | 6,736 | 9,524 | 8 122 HOOT - BT CATURES |
| | 5,291 | 7,354 | |
| ines | 4,766 | 6.212 | Comments (0) |
| | 4.333 | 5.594 | |
| | 3,613 | 0 | No commente avalladas |
| | 2,927 | 4,534 | |
| | 2.525 | 3,436 | |
| | 1,545 | 2,122 | |

Member Info

In the Member Info tab, you can add comments and resources to any selected member (e.g. customer, product, channel, brand, etc.)

| Cust | tomers by | Vol | |
|------|-----------|---------|---|
| | This 4 | U | |
| | 75.290 | 115.504 | Conv With Gas |
| | 29,293 | | |
| | 23,519 | 30,826 | Back General Add |
| eera | 20.109 | 28,922 | |
| | 17.355 | 22,752 | JCUMMINGS |
| | 15,651 | 38,702 | Significant volume decline since 2015. Investigate new brand opportunities. |
| ons | 15,140 | 25,040 | March 07, 2019 at 2:35 PM |
| | 11,545 | 14,146 | JCUMMINGS |
| | 7,633 | 14,054 | Customer performance survey March 07, 2019 at 2:36 PM |
| | 7,330 | 9,190 | The second se |
| | 7,165 | 10,455 | |
| | 6,738 | 9.524 | Cancel |
| | 1.00A | 2.671 | 53150 |

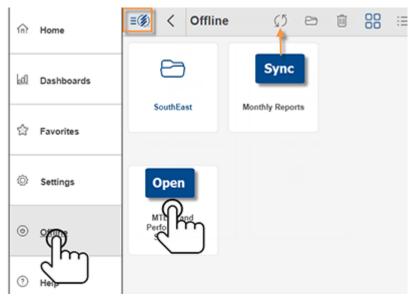
Offline mode

Save dashboards to your phone or tablet for offline use. Dashboards can then be synced whenever you are back online.

First, save the dashboard to an offline folder. You may need to create a folder before you can select it.

| ≡∭) < | MTD Brand P SouthEast Area | erfor ∨ 🍸 📮 🤇 | 🖪 🖉 ★ < |
|----------------|-------------------------------|-----------------------|------------|
| % Change | /s YAG | /offline/ | իոլ |
| SouthEast Area | Brand | MTD Brand Performance | |
| Our Co | la — | Offline | Online |
| Our Nex | | CouthEast | |
| Our DietCo | la — | С МТО | |
| Our SF CF Co | la | | |
| Our CF Co | h | | |
| Our Lemon-Lin | 1e | Cancel | New Fulder |
| Our New Di | | | |
| Our reaw Dr | | Cancel | Save |

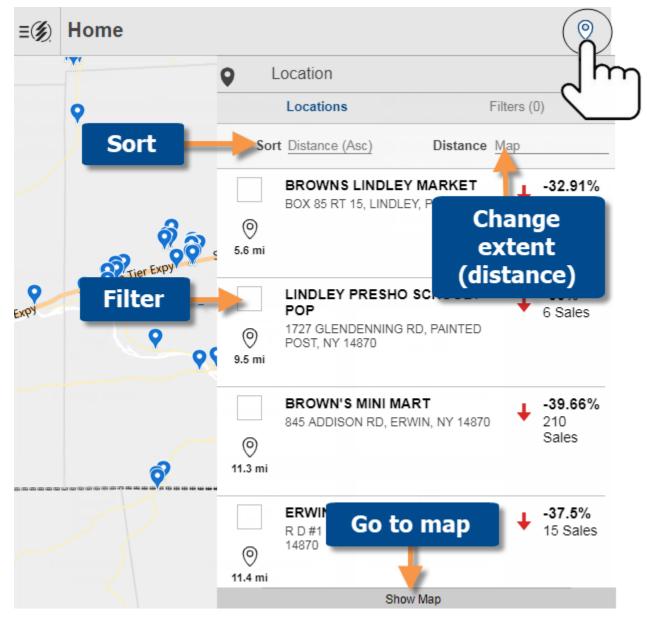
Then, go to offline mode to access the dashboard when you aren't connected. When you are back online, sync with the latest data.



Locations

List locations

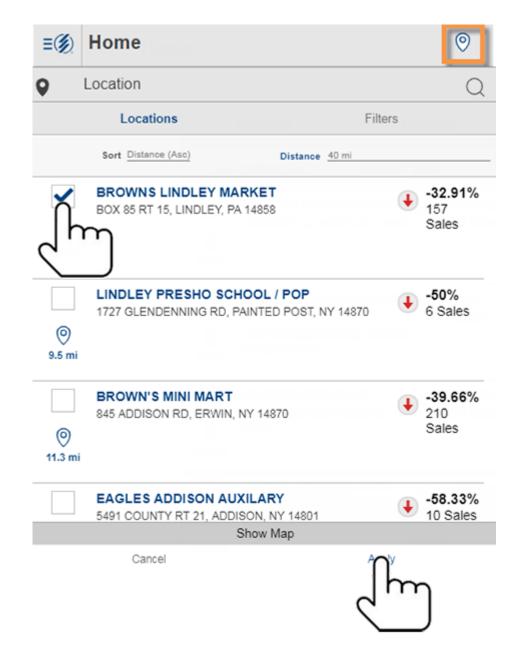
Tap the icon in the upper-right corner of the home screen to list locations that are nearby or within any map extent. Checkmark any location to <u>turn it on as a filter</u> (see page 68). (To use this feature, location services must be turned on; in addition, some administrative setup is required.)



Filter by location

Pick whatever locations interest you to turn them on as a filter across all your dashboards. This allows you to focus on the performance of any single location or a group of locations.

In the location panel, checkmark one or more locations; then tap on "Apply."



The filter will appear in the upper-right corner of the home screen. To turn location filters off, tap the trash icon.

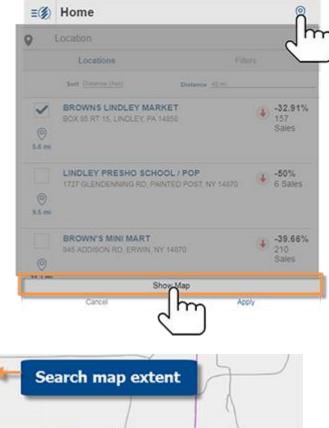


Location map

Turn on an interactive map of nearby locations. Additional setup is required.

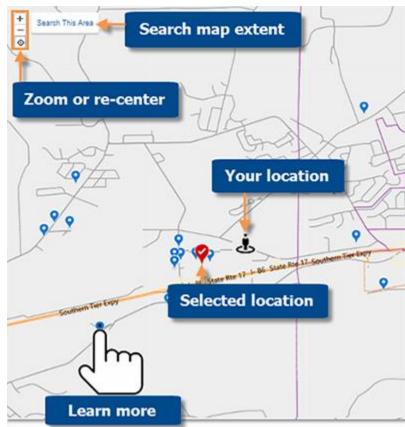
To open a map

Open the location panel and then tap on "Show Map" at the bottom of the screen.



In the map

Pan and zoom to see details; tap to learn more about any location; rerun the search within any map extent.



Notifications

Your organization can set up custom notifications to alert you when something needs attention.

Requirements for mobile notifications

- Salient mobile app with notifications allowed
- Notification rules and frequency defined in the Salient Dashboards browser-based application (V7.60 or higher required)
- Additional installation and configuration for the Salient Dashboards web application

Get notifications

If configured and allowed, Salient notifications will automatically appear on your device like other notifications; you can then tap to view and investigate the underlying data in the Salient Mobile app. Depending on the notification setup, the resulting widget may show all items that meet test criteria, only new items, or all data (if nothing meets criteria and setup allows this type of notification).



Manage notifications

To access previous notifications, go to Notifications in the main menu. You can then search notifications, tap to open any notification, or touch and hold to select a notification.

| n Home | All Unread | 3 |
|---|--|-------|
| Dashboards | Search | (Q ≡ |
| @ Explore | Mon Sep 28 2020 Notification: Brand An There are 26 B High open r attention | |
| 合 Favorites | Notification: Region_Ibls that need your attention Notification: Region_MOs.5 Touch & | |
| A Notifications | There are 3 Region hold to select | |
| | | |
| After selecting a notification(s), you can | ≡∞ < 1 🖂 🛈 | Ø |
| • Mark it as unread/read. | All Unread | |
| • (i) - View information | Search | Q |
| about it. Unsubscribe from it. | Mon Sep 28 2020 | |
| (This cannot be undone.) | Notification: Brand Analysis 8:55 AM There are 26 Brand_IbIs that need your attention | |
| | Notification: Region MTD 8:50 AM There are 3 Region_Ibls that need your attention | |
| | Notification: Region MTD 8:50 AM There are 3 Region_Ibl's that need your attention | |

Tip: Notification rules and frequency are defined in the Salient Dashboards browser-based application.

Advanced

Settings

The settings screen (accessed through the main menu) provides customization options. You can also log out or contact support from this area.

| ள் Home | ≡⊛ < Settings |
|-----------------------|---|
| | Log Out |
| <u>ଯ</u> ି Dashboards | Open dashboards in single layout mode Single layout |
| | Edit Password mode |
| 😭 Favorites | Old Password |
| | New Password Change |
| Settings | Retype Password password |
| 0 | Save |
| Offline | |
| () Help | Currency Table None Change currency |
| | |
| | Global Filter OFF ON |
| | Global Filter Prompt OFF Global filter settings |
| | Contact Support Email Salient support |

| Setting | Explanation |
|------------------------|---|
| Single layout mode | This option is only used if the dashboard has a layout that has been created in the mobile app and the browser-based layouts (desktop/tablet and phone) are turned off for mobile. In this case, you can turn on the checkmark to open a dashboard to a single, maximized pane rather than using its mobile layout. Tap "Save" after changing this setting. |
| Password | Tap "Save" after changing your password. This also affects browser-based dashboards. |
| Lock columns | Control whether or not the name column is locked in place as you scroll. |
| Currency table | Select the currency. Options must be configured by your administrator. |
| Location | Enable/disable the nearby location feature (additional setup). |
| Global filter settings | Turn on/off global filtering. Turning global filters off will clear all global filters. Turn off the prompt to automatically apply current global filters when you open a dashboard. Or turn the prompt on to receive a prompt before applying global filters. |
| Contact Support | Email log files to Salient support for troubleshooting. When prompted, you must allow Salient to access photos and media to enable this feature. |
| | To email via Microsoft Outlook instead of the device's default email app, the Microsoft Office Outlook Desktop Integration app must be installed. |
| | On Windows, the support email address may not populate automatically; in this case, enter support@salient.com. |

Edit layouts in the Salient mobile app (optional)

If your organization has installed Salient Dashboards Version 7.80 or higher, <u>the following procedure may not be</u> <u>necessary</u> because Dashboard Designers can create mobile layouts in the dashboards browser application.

If you have not upgraded to Salient Dashboards Version 7.80, your organization cannot create mobile layouts in the dashboards browser application; instead, users can create layouts within the mobile app itself as explained below.

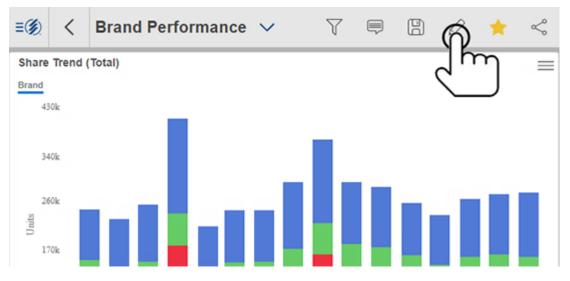
If a dashboard does not have either type of layout (designed in browser application or mobile app), the mobile app will display a single pane with additional widgets available via swipe.

To create a layout within the Salient mobile app

This procedure requires the same rights as saving dashboards within a given category (e.g., private or published/global) as explained in the *Salient Dashboards Installation and Configuration Manual*.

In version 7.80 and higher, the edit feature is not available in the mobile app if the dashboard already has a layout defined in Salient Dashboards edit mode (i.e., "Show This View in App" setting is on.)

1. Open the dashboard and tap the edit button.



2. Tap on Change Layout to open the wizard.

| ■ Brand Performance | Preview Change ayout Save Cancel |
|----------------------------|----------------------------------|
| Enter Dashboard Title | |

Share Trend (Total)



3. Select layout options in the wizard. When choosing the number of panes, keep in mind that you can show multiple widgets per pane. In this case, users will be able to scroll to the next widget.

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| 2) S | elect Background | Color | | | | | | |
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| | | | | | | iii. Clic | k O | ĸ |
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4. Select widgets to show in each pane. Tap a pane; then, select the widget(s) to show. If multiple widgets are selected for a pane, they will be available via swipe. Repeat for each pane; then save.

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Dashboard links

A dashboard link allows a user to go directly to a dashboard. Dashboard links can be saved for easy access to specific dashboards and shared with users via email, text messages, or other methods. Optional parameters can be included in the link to <u>apply a filter</u> (see page 77) or <u>select a specific location</u> (see page 78) in the location panel.

Standard dashboard links

The URL of a standard dashboard link includes the http:// or https:// prefix. On a mobile device, a user will be prompted to choose the Salient mobile app or a browser when accessing a standard dashboard link. The user can select a preferred method (mobile app or browser) for future dashboard links. To reset the preferred method, clear browser cookies.

To determine the URL for a standard dashboard link, obtain the URL in the Salient Dashboards browser application—either by viewing the URL in the dashboards menu or by sharing a temporary URL. See the Salient Dashboards help or manual for more information.

Mobile dashboard links

The URL of a mobile dashboard link includes the salient:// prefix. This type of link will take the user directly to the dashboard in the mobile app.

To determine the URL for a mobile dashboard link, use one of the following methods:

- Use the Share feature within the mobile app to determine the mobile URL, which can be copied from the resulting email message.
- Determine the standard dashboard URL in the browser-based application; then, replace http:// or http:// with salient://. For https://, you must also append the URL with &secure.

Parameters

If you wish, you can add or modify parameters in a dashboard link (standard or mobile). Replace any spaces with "+" or "%20" (for example, Channel+Comparison). Omitting the dashboard identifier (dashboard or shareddashboard) will go to the home page rather than a specific dashboard.

| Parameter | Explanation |
|---|--|
| ds | This is the name of the dataset. If omitted, the link will attempt to open the most recent dataset accessed by the user. |
| view | The "view" parameter is ignored by the mobile app. |
| categoryld | This identifies the category of the dashboard when it is identified by name. |
| dashboard | This is the name of the dashboard. |
| shareddashboard | This is a dashboard identifier that is automatically assigned when the dashboard is shared in the mobile app. |
| filters & filterValues | Refer to <u>"Filters in mobile dashboard links"</u> (see page 77). |
| locationSelectionHostCode & locationSelectionName | Refer to <u>"Locations in mobile dashboard links"</u> (see page 78). |

Basic examples

salient://mycompany.com/SDM/SDM.aspx?ds=Bottling&secure

This link would open the mobile app to the home page.

salient://mycompany.com/SDM/SDM.aspx?ds=Bottling&dashboard=Channel+Overview&secure

This link would open the Channel Overview dashboard in the mobile app.

https://mycompany.com/SDM/SDM.aspx?ds=Bottling&dashboard=Channel+Overview

This link would prompt the user to open the Channel Overview dashboard in either the mobile app or a browser.

Filters in dashboard links

You can add parameters to a dashboard URL to automatically filter the dashboard when it is opened. You can filter by one or more members of one or more dimensions and/or keys. This method of filtering affects all applicable widgets in the dashboard.

To apply a filter via a dashboard URL

Add the following parameters to the end of the dashboard URL.

&filters=key.dimension,key.dimension

- key is the internal name or id of the key associated with the dimension by which you want to filter.
- *dimension* is the internal name or id of the dimension.
- To filter by a key member, list the key rather than the key.dimension name. For example, &filters=Customer would filter on one or more members of the customer key.
- To filter by multiple keys and/or dimensions, include them as a comma-separated list.

&filterValues=member_code,member_code|member_code,member_code

Advanced

- *member_code* is the code of the dimension member or key member by which you want to filter data.
- To include data for multiple members of a dimension or key, list the members' codes separated by commas.
- When filtering by multiple dimensions or keys, separate each list with a pipe (|).
- A key code must conform to the exact length and format specified in the dataset; therefore, padding may be necessary. Replace any spaces with "+" or "%20".
- A dim code will be automatically padded on the right side if the code does not match the required length. Additional spaces are not necessary in this situation.

Examples

https://mycompany.com/SDM/SDM.aspx?dashboard=MTD+vs+YAG&categoryId=0&filters=Customer &filterValues=11901

The resulting dashboard would be filtered by customer 11901.

```
https://mycompany.com/SDM/SDM.aspx?dashboard=MTD+vs+YAG&categoryId=0&filters=Customer
.Region
&filterValues=01
```

The resulting dashboard would be filtered by customer region 01.

```
salient://mycompany.com/SDM/SDM.aspx?dashboard=MTD+vs+YAG&categoryId=0&filters=Custom
    er
```

&filterValues=11901,11227,11391&secure

The resulting dashboard would be filtered by customers 11901, 11227, and 11391.

salient://mycompany.com/SDM/SDM.aspx?dashboard=MTD+vs+YAG&categoryId=0
&filters=Customer.Region,Customer.Channel&filterValues=01|20&secure

The resulting dashboard would be filtered by customer regions 01 and also by customer channel 20.

Locations in dashboard links

You can include a location parameter in a dashboard URL to automatically select a member as a location. This results in the following:

- The location button at the top of screen shows the name or code of the member.
- The member is selected at the top of the location panel when opened.
- If you switch to a map, the selected member is represented by a red icon.
- All dashboards filter data by the selected member until the user de-selects it.

To select a location via a dashboard URL

Add the following parameters to the end of the dashboard URL. Replace any spaces with "+" or "%20" (for example, X+Marts).

&locationSelectionHostCode=member code

- *member_code* is the host code of the key member you want to select as a location.
- A key code must conform to the exact length and format specified in the dataset; therefore, padding may be necessary.

&locationSelectionName=display_name

- *display_name* is a name to display in the location button and panel.
- This parameter is optional. If omitted, the location button and panel will display the host code.

Examples

salient://mycompany.com/SDM/SDM.aspx?ds=Bottling&locationSelectionHostCode=11598&secu
re

This link would open the mobile app to the home page with customer 11598 pre-selected in the location panel. The location panel and button would display the host code "11598."

salient://mycompany.com/SDM/SDM.aspx?ds=Bottling&locationSelectionHostCode=11598&loca
tionSelectionName=X+Marts&secure

This link would open the mobile app to the home page with customer 11598 pre-selected in the location panel. The location panel and button would display "X Marts" instead of the host code.

salient://mycompany.com/SDM/SDM.aspx?ds=Bottling&dashboard=Channel+Overview&locationS
electionHostCode=11598&secure

This link would open the Channel Overview dashboard in the mobile app. Customer 11598 would be pre-selected as a location; therefore, the dashboard (and all other dashboards) would filter out data for all other customers.