# Machine Learning



## Al Machine Learning

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## Al Machine Learning

Machine learning forms part of the *SYSPRO Artificial Intelligence* module. It uses specific algorithms and statistics to examine historical data. The program then uses the data patterns to reveal trends and predict future outcomes, benefiting management by presenting the big business picture.

Although these predictions require minimal human intervention, they rely heavily on the data quality and the attributes of the SQL statement. Reliable predictions will support business processes and improve decision making by learning from past experiences.

## **Exploring**

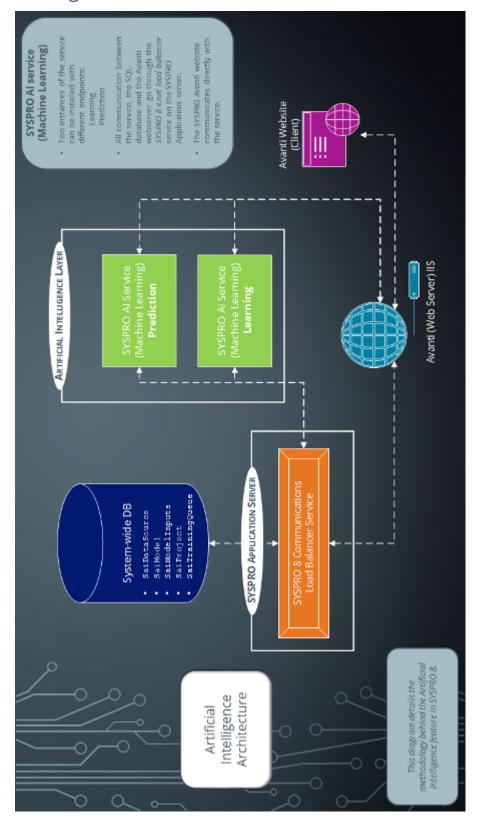
Machine Learning, the engine behind artificial intelligence, uses specific algorithms and statistics to examine historical data. This gives computers the ability to learn from large amounts of business and industry data sets in order to provide analysis and insights, which is increasingly required as part of the decision making process.

Business insights can be used in conjunction with machine learning projects by creating tiles with defined KPI thresholds. The KPIs are defined using the **Insight Tile KPI Definition** program in SYSPRO, whereas the actual tiles are created in **SYSPRO Avanti**. The tiles display a visual representation of the prediction results and indicate the proximity of the threshold, which can facilitate informed business decisions.

You access the **SYSPRO Artificial Intelligence** module from the SYSPRO Avanti website (client). Accessing and processing of information is then done via the **IIS** and **Avanti Web Server**. The **Web Server** communicates with the **SYSPRO 8 Machine Learning** service (Al Layer) and the **SYSPRO 8 e.net Communications Load Balancer** service (SYSPRO App Server).

The **SYSPRO 8 Machine Learning** service can have 2 instances installed, with different endpoints for Training and Prediction. It sends all communications through to the **SYSPRO 8 e.net Communications Load Balancer** service, which then calls business objects via e.Net to read and write data to the system-wide database. Data is then added to (or retrieved) from the database and the communication is sent back to **SYSPRO Avanti** and displayed on the user interface (graphically depicted by the bi-directional arrows).

### Al Architecture Diagram



The following sample projects are shipped with the product to help kick-start the machine learning process. They are located in the <code>Harmony\_SaiProject</code> file in the <code>\Base\Harmony\Standard</code> folder:

#### Regression

LCT days late

This predicts how late a shipment may be, measured in days.

■ PO days late

This predicts the number of days a purchase order line may be late.

■ Chance order will be late

This displays a percentage that predicts the chance a purchase order line may be late.

Customer invoice pay days

This predicts the number of days a customer may take to pay an invoice.

#### Classification

Job status

This predicts whether a job may be completed early or late.

Lost sales reason

This prediction determines whether sales may be lost and what the reason for losses would be.

Problems with sales order

This predicts the most likely reason why a sales order is returned.

Quote success

This predicts how many quotes should be accepted by the customer and result in sales orders.

Stock code profitability

This predicts how profitable a stock code should be by location.

Supplier performance

This predicts how well a supplier should perform in terms of deliveries, and indicates the likelihood of the delivery being on time and in full.

AP invoice payment prediction

This predicts by when a supplier should pay an invoice.

Customer classification

This predicts how profitable a customer would be.

#### **Anomaly Detection**

- Purchase order line anomaly
  - This detects anomalies on purchase order lines based on the selected columns.
- Sales order line anomaly

This detects anomalies on sales order lines based on the selected columns.

## Navigation

A machine learning project can only be created in SYSPRO Avanti.
 SYSPRO Avanti > SYSPRO Artificial Intelligence

## Terminology

#### Project (ML & AI)

A machine learning project consists of a data-source, a SQL statement, and machine learning training options.

The project tells the SYSPRO Artificial Intelligence module what data must be used for training, and provides various options to control the training process. The SYSPRO Artificial Intelligence module uses the SQL statement to query the data-source. It then learns the patterns in the data to produce a model.

#### Data source

A data-source is a reusable link to an SQL Server instance hosting the database and consists of the address of the server, login credentials, and other options specific to the server in question.

The actual dataset that used in the machine learning project, is specified in the SQL query within a project.

The data-source can be setup once, and then reused by any user to quickly train a model based on data on that specific SQL Server.

#### Training (ML & AI)

Training a model involves examining patterns in the data using various machine learning algorithms.

The data can be thought of as containing 1 or more input columns (x), and 1 output column (y). Training is the process of learning how x maps to y.

Symbolically, if we say f(x) = y, then f is some function that can map x to y. In mathematics, we are usually given f and x, and asked to calculate y. In supervised machine learning, we give the computer x and y, and ask it to learn f.

#### Model (ML & AI)

A machine learning model is a reusable block of code that can make predictions on new, or unseen data. The model is a binary object that cannot be directly inspected.

The **SYSPRO Artificial Intelligence** module takes care of loading models. To make a prediction, you have to provide the same number & type of columns on which the model was trained. The model will then produce a prediction.

For example: You may have trained the project to predict a value y1, based on the input values of a1, b1, c1. If you provide new values of a2, b2, c2, the model will output a new value of y2, based on those new input values.

#### **Prediction**

A machine learning prediction requires a trained model and an active project.

When performing a prediction, the *SYSPRO Artificial Intelligence* module uses a new set of input data to forecast or foresee a possible scenario or outcome. This can be considered a more advanced form of a what-if analysis.

Rather than relying on simple linear relationships, like a pro-rata calculation, a machine learning prediction can predict non-linear, or multi-dimensional relationships.

#### **Prediction end point**

This is the rest endpoint address of the **SYSPRO Artificial Intelligence** service (e.g. http://localhost:30238/SYSPROMLE/rest) that is used by the **SYSPRO Machine Learning** module to perform predictions.

#### **Training end point**

This is the training endpoint address to the **SYSPRO Artificial Intelligence** service (e.g. http://localhost:30238/SYSPROMLE/rest) that is used to train projects to generate a model that can be used to perform predictions.

## **Starting**

### Prerequisites

### Technology

The following technology prerequisites are applicable to using this feature:

- Microsoft .NET Framework 4.6
- SYSPRO 8 e.net Communications Load Balancer
   A valid endpoint must be configured in the Setup Options program of SYSPRO 8.
- SYSPRO 8 Machine Learning



This service can be installed on any server as long as the **SYSPRO 8 e.net Communications Load Balancer** endpoint is configured correctly in the service's configuration file.

- SYSPRO Avanti
- SYSPRO 8 Avanti Initialization Service



You can use the **SYSPRO Installer Application** to install these requirements.

#### Configuring

Once you have installed the **SYSPRO 8 Machine Learning** service, the following setup options must be configured to use this feature:

#### **System Setup**

SYSPRO Ribbon bar > Setup > General Setup

#### **Artificial Intelligence**

- Prediction end point
- Training end point

#### Installation considerations

 If you have two installations of the SYSPRO 8 Machine Learning service installed on different servers, then you can configure SYSPRO to use a TRAINING END POINT and a PREDICTION END POINT.

Separate endpoints for training and predicting ensures better responsiveness, especially as the training endpoint may seem unresponsive when training projects.

### Security

You can secure this feature by implementing a range of controls against the affected programs. Although not all these controls are applicable to each feature, they include the following:

- You restrict operator access to activities within a program using the Operator
   Maintenance program.
- You can restrict operator access to the *fields* within a program (configured using the Operator Maintenance program).
- You can restrict operator access to *functions* within a program using passwords (configured using the **Password Definition** program). When defined, the password must be entered before you can access the function.
- You can restrict access to the eSignature transactions within a program at operator, group, role or company level (configured using the eSignature Setup program). Electronic Signatures provide security access, transaction logging and event triggering that gives you greater control over your system changes.
- You can restrict operator access to *programs* by assigning them to groups and applying access control against the group (configured using the **Operator Groups** program).
- You can restrict operator access to *programs* by assigning them to roles and applying access control against the role (configured using the **Role Management** program).

#### Restrictions and Limits

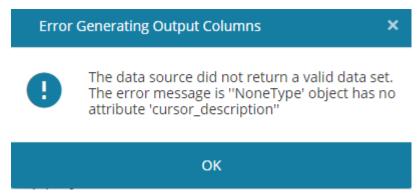
A machine learning project can only be created in SYSPRO Avanti.

## Solving

## System messages

#### Error messages

#### **Error generating output columns**



#### Cause

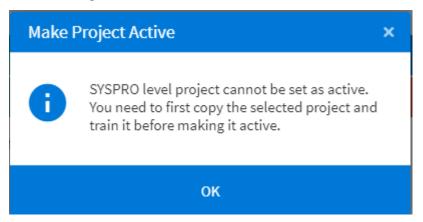
This message is displayed when you save an Al project in the **SYSPRO Machine Learning** program if the SQL select statement returns only one or zero rows of data.

#### Solution

Ensure that the SQL statement used to create the project returns more than one row of data, as projects require at least 2 rows of data to be trained.

#### Informational messages

#### **Make Project Active**



#### Synopsis

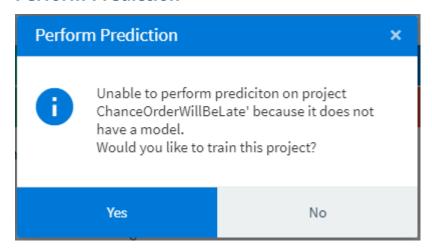
This message is displayed when you attempt to activate a project that hasn't been trained yet.

#### Solution

Before activating the machine learning project, train it so that it gets to know the data.

- 1. Open **SYSPRO Avanti**.
- 2. From the menu, select **SYSPRO Artificial Intelligence** and select **AI Administrator**. The SYSPRO Artificial Intelligence application is displayed.
- 3. Select the project you want to train from the Al Projects list.
- 4. Select **Train Project** to add the project to the training queue.
  - The **Training Queue window** is displayed.
- 5. Once the training is done, the status **Training completed** is displayed and a model is created that can be used for predictions.

#### **Perform Prediction**



#### Synopsis

This message is displayed when you attempt to perform a prediction on a project that hasn't been trained yet.

#### Solution

Before using the machine learning project for predictions, it must be trained it so that it gets to know the data.

- 1. Open SYSPRO Avanti.
- 2. From the menu, select **SYSPRO Artificial Intelligence** and select **AI Administrator**. The SYSPRO Artificial Intelligence application is displayed.
- 3. Select the project you want to train from the Al Projects list.
- 4. Select **Train Project** to add the project to the training queue.
  - The **Training Queue window** is displayed.
- 5. Once the training is done, the status **Training completed** is displayed and a model is created that can be used for predictions.

### **FAQs**

#### Working with projects and data sources

#### Is it necessary to create more data sources?

You don't need to create your own data sources, as they are automatically created for every SYSPRO company.

You can create additional data sources for data that resides outside of the SYSPRO database using the **Data source List** window (SYSPRO Avanti > SYSPRO Artificial Intelligence > Setup > Data Source List).

#### Can I train more than one project at a time?

No, due to the intensity of the training process, only one project can be trained at a time.

You can, however, queue projects for training, which will automatically start the next project as soon as the previous project is completed.

#### Can I edit and delete the SYSPRO projects?

No, the shipped projects can't be edited or deleted.

You can, however, create a copy of a shipped project. The copied project can then be trained and the model used for predictions.

## What is the difference between saving the project on system, company or role level?

The level on which the project is saved, determines which models are available for users and how the predictions are done.

Models that are saved on role level, are only available for operators who are grouped into that role. Models that are saved on company level, are available for all operators in that company. Models that are saved on system level are available for all users across companies.

When predicting an outcome on operator level, the system uses the model that is saved for the current operator role. If there is no model for that operator role, the system first determines if a model exists for the current company and then whether a model exists on system-wide level.

## Why is my machine learning project not displayed in the Insight Tile KPI Definition program?

This may be due to one of the following reasons:

- The ML project must be active.
- The ML project must be trained.
- The ML project must be a **regression** type project.

#### Why can't I delete the projects in the SYSPRO folder?

The projects listed in the SYSPRO folder are sample projects that are shipped with the product.

You can only copy sample projects to create a new version, but you can't delete or edit them. Only the copied versions can be edited and deleted.



Sample projects are located in the Harmony\_SaiProject file in the \Base\Harmony\Standard folder.

#### Why is there no data in the Feature importance graph?

The model may need to be retrained in order to display the feature importance percentage.

#### Working with models

#### What do the records in the Model information section represent?

The **Model information** pane is used to display basic statistics about the trained project. To compare models and identify whether one model is better than another, some objective metric is required.

The ML Engine supports various metrics that are defined in the project using the **Scoring method**. The data set is split into a training set and a testing set. The ML Engine learns from the training set and is not allowed to see the testing set. Once a model is created, its performance on unseen data can be measured by passing the testing set into the model and comparing predicted values in the training set. This process of comparing predicted values to actual values can be used to objectively score the model.

The scores presented to the user are the result of this comparison.

- The **Scoring method** function is used to evaluate the quality of the given pipeline for the classification problem.
- The **Total set score** indicates how the model scored over the entire data set i.e. both the training and testing data sets combined.
- The **Possible error** percentage indicates how the model performed on the testing data set and is, therefore, a better indication of the prediction performance on unseen data.
- The **Test Observations** figure is the total number of records used for the selected prediction results.
- The **Training Observations** figure is the total number of records returned from the SQL statement.

#### Project scoring metrics

#### Which scoring metrics can be used for regression type projects?

The following scoring metrics can be used in regression projects:

- neg\_mean\_squared\_error
- neg\_mean\_absolute\_error
- neg\_mean\_absolute\_error
- r2

#### Which scoring metrics can be used for classification type projects?

The following scoring metrics can be used in classification projects:

- accuracy
- adjusted\_rand\_score
- average\_precision
- balanced\_accuracy
- f1
- f1\_macro
- f1\_micro
- f1\_samples
- f1\_weighted
- neg\_log\_loss
- precision
- precision\_macro
- precision\_micro
- precision\_samples
- precision\_weighted
- recall
- recall\_macro
- recall\_micro
- recall\_samples
- recall\_weighted
- roc\_auc

### Which scoring metrics can be used for anomaly type projects?

There are no scoring methods for anomaly type projects. Anomaly detectors can't be scored as they are unsupervised machine learning algorithms and don't use analogous scoring metrics.

## **Using**

#### **Process**

#### How to configure machine learning

The configuration of **SYSPRO Machine Learning** has to be done within the core SYSPRO product.

- 1. Open the **System Setup** program and navigate to the **Artificial Intelligence** tab.
- 2. At the Machine Learning section, enter the Prediction END Point and Training END Point REST addresses (e.g. http://localhost:30238/SYSPROMLE/REST where localhost indicates the server name and 30238 indicates the port number).
  - Separate endpoints for training and predicting ensures better responsiveness, as especially the training endpoint may seem unresponsive when training projects.
- 3. Save your changes.

#### How to create a machine learning project

A machine learning project can only be created in **SYSPRO Avanti**.

- 1. Open SYSPRO Avanti.
- 2. From the menu, select **SYSPRO Artificial Intelligence** and **AI Administrator**.

This loads the **SYSPRO Machine Learning** program.

- 3. Create a new learning project.
- 4. Create a new data source (if you don't have one).
- 5. Create a new project.
- 6. Add the machine learning project to the training queue.
  - Once the training is done, the training queue displays a **Training completed** status and a model is created that can be used for predictions.
- 7. Specify input values for the model to run a prediction.

#### How to create or edit a data source

- 1. Open **SYSPRO Avanti**.
- From the menu, select SYSPRO Artificial Intelligence and Setup, then select Data Source List.
- 3. Select **New Data Source** to create your own data source or select an existing one to edit it.
- 4. Enter the data source details and test the connection.



SYSPRO only supports the ODBC data connection.

#### How to link a prediction to tile with KPIs

1. Access the **Al Administrator** program from within **SYSPRO Avanti**.

This loads the **SYSPRO Machine Learning** program, where you can train and activate projects.

- 2. Access the **Insight Tile KPI Definition** program from within SYSPRO 8 to set operator permissions and define KPIs for the tile.
- 3. Access the program or location in **SYSPRO Avanti** where you want to place the tile.
- 4. Select **Customize** from the toolbar.
- 5. Select **Design Web View**.

The Visual Designer is displayed.

6. Select a layout section and then select to add a tile.

The **Add tile** window is displayed.

- 7. Select **Artificial Intelligence** and the tile you want to add.
- 8. Configure the tile by adding titles, additional parameters and styling.
- 9. Select **Add tile**.

You will return to the program where the tile is displayed.



You can only link an active, trained machine learning project to a tile with KPIs.

If you haven't activated the project in the **SYSPRO Machine Learning** program, you won't be able to add KPIs against the project.

## Available scoring methods per project type

This lists the scoring methods that can be used per project type.



There are no scoring methods for anomaly type projects. Anomaly detectors can't be scored as they are unsupervised machine learning algorithms and don't use analogous scoring metrics.

#### **Classification projects**

The following scoring metrics can be used in classification projects:

- accuracy
- adjusted\_rand\_score
- average\_precision
- balanced\_accuracy
- f1
- f1\_macro
- f1\_micro
- f1\_samples
- f1\_weighted
- neg\_log\_loss
- precision
- precision\_macro
- precision\_micro
- precision\_samples
- precision\_weighted
- recall
- recall\_macro
- recall\_micro
- recall\_samples
- recall\_weighted
- roc\_auc

#### **Regression projects**

The following scoring metrics can be used in regression projects:

- neg\_mean\_squared\_error
- neg\_mean\_absolute\_error
- neg\_mean\_absolute\_error
- r2

#### Status Codes

#### **Al and Machine Learning Statuses**

The status of a machine learning project indicates the current stage of the project and how it can be used.

Status	Description
0 - In DEVELOPMENT	The machine learning project is new or currently in development and has not been trained yet.
5 - READY FOR USE	The machine learning project was trained successfully and a model was produced.
	The project hasn't been activated, so the project model can't be used for predictions yet.
1 - TRAINING	The machine learning project is currently being trained by the Al engine.
10 - ACTIVE	The machine learning project is active and the model for this project can be used for predictions.
99 - Error	The AI engine ran into an error while training the project.  The detailed error can be viewed from the training queue.

## Hints and Tips

- The KPI definitions for machine learning projects must be created in SYSPRO 8 using the **Insight Tile KPI Definition** program.
- Only Regression type machine learning projects can be linked to a tile with KPIs, as values are compared to thresholds to determine the outcome.

## Referencing

## Menu and Toolbar

Field	Description
Al projects in training queue	This opens the <b>Training Queue</b> pane and lists all projects that are currently queued for training.
Models available for predictions	This opens the <b>List of Models</b> pane where all trained models are listed that can be used for predictions.
Import project	This lets you import a project that was previously downloaded.  The <b>Import Project</b> window is displayed.
New machine learning project	This lets you add a new machine learning project.
Save project	This lets you save the new, or changes made to the existing machine learning project.
Delete project	This lets you delete the existing machine learning project.

## Project information

Field	Description
Model	This indicates the project model.
	Classification
	This model predicts a condition (e.g. good or bad) and the <b>Output</b> column is usually a text field.
	Regression
	This model predicts the quantity or an amount (e.g. days late).
	Anomaly
	This model predicts a data irregularity or inconsistency.
Name	This displays the project name.
Description	This displays the project description.
Data source	This displays the data source.

Field	Description
Select statement	This displays the select statement (usually a SQL query) that extracts the required data from the database.
Output column	This is populated using the <b>Generate output columns</b> button on the <b>Select statement</b> field.
	Once this field is populated, you can select the column that contains the primary data you want to query and use for prediction.
	For classification models, this is usually a text field.
	For regression models, this is always a numeric field.
Train Project	This lets you train the project, i.e. the project examines and learns the data.
	Predictions can only be made on trained projects.
Copy to new version	This lets you create a new version of an existing project on <b>system</b> , <b>company</b> or <b>role</b> level.
	You typically copy a shipped project listed in the <b>SYSPRO</b> category to use that project as a basis to work with.
	You can also copy a project located in the <b>System</b> or <b>Company</b> category to create a new version of an existing project.
Advanced options	This displays the <b>Advanced option</b> pane, where you can select additional training and toolkit options.
Activate project	This lets you activate a project.
	SYSPRO projects that are shipped with Avanti must be copied to a new version, before they can be activated.
	Only active projects can be used for predictions.
Deactivate project	This lets you deactivate a project that is no longer used for predictions.

Field	Description
Download project	This lets you download the selected project, so that you can later import and train it.
	Once downloaded, you can find the .proj file in your Windows <b>Downloads</b> folder.

#### Model information

This displays the basic statistics about the selected trained project.

Some objective metric is required to compare and identify the better model. The ML Engine supports various metrics that are defined in the project using the **Scoring method**.

The data set is split into a training set and a testing set. The ML Engine learns from the training set and isn't allowed to see the testing set. Once a model is created, its performance on unseen data can be measured by passing the testing set into the model and comparing predicted values in the training set. This process of comparing predicted values to actual values can be used to objectively score the model. The displayed scores are the result of this comparison.

Field	Description
Scoring method	This indicates the method used to evaluate the quality of the given pipeline for the classification problem.
Total set score	This indicates how the model scored over the entire data set i.e. both the training and testing data sets combined.
Possible error	This indicates how the model performed on the testing data set only, and is therefore a good indication of how well it will predict the right outcome on unseen data.
Test observations	This indicates the total number of records used for the selected prediction results.
Training observations	This indicates the total number of records returned from the SQL statement.
Perform prediction	This lets you perform a prediction on the trained model.
	You can only perform predictions on trained models in active projects.

### Feature importance

This displays the **Feature importance** graph containing a score for each SQL column in the Al project - indicating which data most affects the predicted value.

The score percentage against each column indicates the frequency according to which the data was used for predictions and therefore the significance of the data in the project. This information allows you to evaluate the data used in the project and delete rarely-used columns.

The **Feature importance** graph and a link to the corresponding data is also displayed when selecting an Al tile in **SYSPRO Avanti**.



You must retrain existing projects to recreate the compact model and include the feature importance.

## New Project

This window is displayed when you select the **New machine learning project** button on the toolbar.

Field	Description
Save project	This lets you save the project.
Project	Select the type of project model you want to create.
	Classification
	Select this if you want the prediction result to be a condition (e.g. good or bad).
	The <b>Output column</b> is usually a text field.
	Accuracy (the closeness of a measured value to a standard or known value) is used to determine the condition.
	Regression
	Select this if you want the prediction result to be a quantity or an amount (e.g. days late).
	The <b>Output column</b> is usually a numeric field.
	Mean squared error (average squared difference between the estimated values and what is estimated) is used to determine the regression.
	Anomaly
	Select this model if you want to predict an irregularity or inconsistency within the data source.
	There are no scoring methods for anomaly type projects. Anomaly detectors can't be scored as they are unsupervised machine learning algorithms and don't use analogous scoring metrics.
Name	Indicate the project name.
Description	Enter a description for the project.
Data source	Select the data source from the list.
	Data sources are automatically created for every SYSPRO company in your database.
	You can create your own data sources for data that lies outside of SYSPRO.

Field	Description
Status	This indicates the status of the selected project.
Select statement	Enter the select statement (usually a SQL query) that will extract the required data from the database.  Select <b>Generate output columns</b> to populate the column names in the <b>Output column</b> field.
Output column	Once this field is populated, you can select the column that contains the primary data you want to query and use for prediction.  For classification models, this is usually a text field.  For regression models, this is always a numeric field.
	field.

## **Advanced Options**

The advanced machine learning options are intended for data scientists and allow an increased training time for projects with a lot of data.

Field	Description
Training options	This applies to the entire machine learning project.
Random state	This ensures that TPOT (Tree-based Pipeline Optimization Tool) gives you the same results each time you run it against the same data set using that seed.  The data type is an integer and can be set to null.
Scoring method	This function is used to evaluate the quality of the given pipeline for the classification problem.  The available regression and classification functions are listed in the Using section.
Test ratio	This indicates the percentage of the data set that is used to test the trained model that is generated.  For example:  0.2 means that 20% of the data that is returned from the select statement will be used for testing.

Field	Description
Toolkit setup	
Generations	This indicates the number of iterations required to run the pipe line optimization process.  This defaults to 100 and must be a positive number.  The more generations, the better TPOT works, as it evaluates the population size + generation * offspring_size pipelines in total.
Population size	This indicates the number of individuals to retain in the generic programming population of every generation.  This defaults to 100, but the greater the number, the better the prediction outcome.
Offspring	This indicates the number of offspring to produce in each genetic programming generation.  This has a default value of 100, and must be a positive number.
Mutation rate	The mutation rate for the genetic programming algorithm indicates how many pipelines apply random changes to every generation.
Cross over rate	This indicates how many pipelines to breed for every generation.  The range is [0.0, 1.0], with 0.1 being the default value.  The mutation_rate + crossover_rate must not exceed 1.0.
Number of folds to evaluate	This indicates the folds that evaluate each pipeline in k-fold cross validation during the optimization process.  This is the cv number and must be an integer. The default value is 5.
Sub sample	This indicates the fraction of training samples that are used during the optimization process.  It must be in the range [0.0, 1.0], with 1.0 being the default value.
Max time	This indicates the time the machine learning engine spends on optimizing the pipeline.  This must be a positive integer.

Field	Description
Max evaluation time	This indicates the time the machine learning engine spends on evaluating a single pipeline.  This must be a positive integer.  Setting this to a higher number allows the
	machine learning engine to consider pipelines that are more complex, and increases the time it takes to train the project.
Configuration dictionary	This lets you customize the operators and parameters that TPOT searches in the optimization process.
Early stop	This indicates the number of generations TPOT uses to check if there are improvements in the optimization process.
	If no improvements are found, the optimization process ends.

### Save For

This pane is displayed when you select a shipped project (in the SYSPRO folder) and then select the **Copy to a new version** button.

This lets you duplicate the project to create various versions, while keeping the original project intact. You can then edit the project versions by changing the SQL statement and/or data source.

Field	Description
Save for	This lets you specify the level of the project, which can be:
	<ul><li>System</li></ul>
	<ul><li>Company</li></ul>
	■ Role
Company	This lets you select the company for which the project will be saved.
Role	This lets you select the role for which the project will be saved.
Data source	This lets you select the data source that will be used for the project.

## Import project

The window is displayed when you select the **Import project** button.

This lets you navigate to the path where the project was downloaded.  Once you have selected the .proj file, the remaining fields are autopopulated.  This lets you select the level of the project.  This indicates the company that was specified when the project was
downloaded.  Once you have selected the .proj file, the remaining fields are autopopulated.  This lets you select the level of the project.  This indicates the company that was specified when the project was
This lets you select the level of the project.  This indicates the company that was specified when the project was
This indicates the company that was specified when the project was
created, if the project was created at company level.
This indicates the role that was specified when the project was created at role level.
This indicates the data source that is used for the project.
This indicates the version of the project.
Select this to add the project to the <b>Al Training Queue</b> as soon as it s imported.
This indicates the type of project model for this project.
This indicates the name of the project and can be edited.
This indicates the description of the project and can be edited.
Enter the select statement (usually a SQL query) that will extract the required data from the database.
Select <b>Generate output columns</b> to populate the column names in the <b>Output column</b> field.
Once this field is populated, you can select the column that contains the primary data you want to query and use for prediction.
For classification models, this is usually a text field.  For regression models, this is always a numeric field.

## New data source

This pane is displayed when you select **New Data source** from the **List of Data Sources** window. Data sources you have created, are saved in the SaiDataSource table in the system-wide database.

Field	Description
Name	Indicate a name for the data source.
Description	Indicate a description for the data source.
Туре	This defaults to ODBC.
Connection string	<pre>Enter the connection string. This must be in the following format:  DRIVER={SQL Server}; SERVER={SERVERNAME}; DATABASE={Database Name}; UID={user}; PWD={Password}</pre>
	Select <b>Test connection</b> to confirm that the connection is working.

## Sample project details

## Chance order will be late

Field	Description
Description	This displays a percentage that predicts the chance a purchase order line may be late.  This is based on all orders placed in the past as well as current information about the supplier.
Model type	Regression
Output column	IsLate
SQL query	<pre>select PTL.IsLate , PMH.OrderStatus, PMH.NextDetailLine, PMH.ExchangeRate, PMH.TermsCode, APS.CurrentBalance, APS.SupplierClass, APS.PyrEndBalance, APS.YtdAmount1099, APS.NumMonthsZero, APS.LastChequeVal from (Select top (1000) PMH.PurchaseOrder, case when sum(datediff(day, MLatestDueDate, MLastReceiptDat)) &gt; 0 then 1 else 0 End as IsLate from PorMasterDetail as PMD inner join PorMasterHdr as PMH on(PMD.PurchaseOrder=PMH.PurchaseOrder) where (PMD.MLatestDueDate is not null)and(PMD.MLastReceiptDat is not null) group by PMH.PurchaseOrder) PTL join PorMasterHdr PMH on PMH.PurchaseOrder = PTL.PurchaseOrder join ApSupplier APS on APS.Supplier = PMH.Supplier</pre>

## LCT days late

Field	Description
Description	This predicts how late a shipment may be, measured in days.
Model type	Regression
Output column	DaysLate

```
Description
Field
SQL query
                                                   select datediff(day,LH.EstArrivalDate, LH.ActArrivalDate)
                                                   as DaysLate,
                                                   case
                                                   when LTRIM(RTRIM(LH.PlaceOfShipment)) = '' then
                                                   else lower(LH.PlaceOfShipment) end as
                                                   PlaceOfShipment,
                                                   when LTRIM(RTRIM(LH.PlaceOfDestination)) = ''
                                                   then null
                                                   else lower(LH.PlaceOfDestination) end as PlaceOfDestination,
                                                   LH.Route,
                                                   {\tt LR.DaysBeforeEta,}
                                                   LR.DemurrageDays,
LR.DaysAfterEta
from LctShipmentHdr LH
                                                   left join LctRoute LR on LH.Route = LR.Route where LH.ActArrivalDate is not null
```

#### PO days late

Field	Description
Description	This predicts the number of days a purchase order line may be late.
Model type	Regression
Output column	DaysLate
SQL query	<pre>select PMH.Supplier, PMD.MStockCode, PMD.MWarehouse, PMD.MOrderQty, PMD.MOrderQty, PMD.MOrigDueDate, PMD.MCrigDueDate, PMD.MPrice, PMD.MPrice, PMD.MProductClass, datediff(day, MLatestDueDate, MLastReceiptDat) as DaysLate from PorMasterDetail as PMD inner join PorMasterHdr as PMH on(PMD.PurchaseOrder=PMH.PurchaseOrder) where (PMD.MLatestDueDate is not null)and(PMD.MLastReceiptDat is not null)</pre>

### Customer invoice pay date

Field	Description
Description	This predicts the number of days a customer may take to pay an invoice.
Model type	Regression
Output column	DaysToPayEstimate

```
Field
                                           Description
SQL query
                                               ;With TheInvoicePayments as
                                               select
                                               IP.Customer,
                                               IP.Invoice,
                                               max(IP.JournalDate)as MaxJournalDate
                                               from ArInvoicePay IP with (nolock)
                                               group by IP.Invoice, IP.Customer
                                               select
                                               I.Customer,
                                               I.Invoice,
                                               I.InvoiceDate,
                                               I.OrigDiscValue,
                                               I.InvoiceBal1,
                                               I.InvoiceBal2,
                                               I.InvoiceBal3,
                                               I.CurrencyValue,
                                               C.Area,
                                               C.ApplyLineDisc,
                                               C.ApplyOrdDisc,
                                               C.BalanceType,
                                               C.Contact,
                                               C.CreditLimit,
                                               C.CreditStatus,
                                               C.Currency,
                                               C.DateLastPay,
                                               C.DateLastSale,
                                               C.HighestBalanc,
                                               C.HighInvDays,
                                               C.Name,
                                               C.MinimumOrderValue,
                                               C.PaymentsAllowed,
                                               C.PriceCode,
                                               C.ShippingInstrs,
                                               C.Salesperson,
                                               C.Salesperson1,
                                               C.Salesperson2,
                                               C.Salesperson3,
                                               C.CustomerOnHold,
                                               when
                                               IP.MaxJournalDate is null
                                               then Datediff(day, I.InvoiceDate, Dateadd(day, 90,
                                               I.InvoiceDate))
                                              when I.InvoiceBal1 > 0 OR I.InvoiceBal2 >
0 OR I.InvoiceBal3 > 0
                                              then Datediff(day, I.InvoiceDate, Dateadd(day, 60, I.InvoiceDate)) else Datediff(day, I.InvoiceDate, IP.MaxJournalDate)
                                               end as DaysToPayEstimate
                                               From ArInvoice
                                               with (nolock)
                                               left join TheInvoicePayments IP with (nolock)
                                               on (I.Customer = IP.Customer and I.Invoice = IP.Invoice)
                                               left join ArCustomer C with (nolock)
                                               on (I.Customer = C.Customer)
                                               where I.DocumentType = 'I
```

#### Job status

Field	Description
Description	This predicts whether a job may be completed early or late.  The outcome of the prediction displays <b>On time</b> or <b>Late</b> .
Model type	Classification

Field	Description
Output column	JobStatus
SQL query	<pre>select top 1000 JobDescription, JobClassification, StockCode, Warehouse, JobTenderDate, JobDeliveryDate, JobStartDate, OrigDueDate, case when (ActCompleteDate&gt;OrigDueDate) then 'Late' else 'On time' end as JobStatus from [WipMaster] where (OrigDueDate is not null)</pre>

#### Lost sales reason

Field	Description
Description	This prediction determines whether sales may be lost and what the reason for losses would be.
Model type	Classification
Output column	ReasonLost
SQL query	<pre>select CostValue, QuantityLost, QuantityRequested, QuantityUom, Price, PriceOm, RC.Description as ReasonLost, IW.QtyAllocated, IW.QtyOnHand, IW.QtyOnOrder, IW.QtyAllocatedWip, IW.QtyDispatched, IW.MinimumQty, IW.MaximumQty, IW.MaximumQty, IW.SafetyStockQty, IW.ReOrderQty, CM.CreditLimit, CM.HighestBalance, CM.OutstOrdVal, CM.NumOutstOrd, CM.ApplyOrdDisc, CM.BackOrdReqd from [dbo].[SorLostSales] LS join [dbo].ThlSoReason RC on RC.ReasonCode = LS.ReasonCode join [dbo].InvWarehouse IW on IW.StockCode = LS.StockCode and IW.Warehouse = LS.Warehouse join [dbo].ArCustomer CM on CM.Customer = LS.Customer</pre>

## Problem with sales order

Field	Description
Description	This predicts the most likely reason why a sales order is returned.  This is based on the reasons past sales order items were returned.
Model type	Classification
Output column	ProblemDesc
SQL query	<pre>select RP.ProblemDesc, SD.MOrderQty, SD.MWarehouse, SD.MBin, SD.MPrice, IM.Supplier, M.Mass, IM.Volume from [dbo].[RmaDetail] RD join SorDetail SD on SD.SalesOrder = RD.SalesOrder and SD.SalesOrderLine = SD.SalesOrderLine join RmaProblemCodes RP on RP.ProblemCode = RD.ProblemCode join InvMaster IM on SD.MStockCode = IM.StockCode</pre>

## Quote success

Field	Description
Description	This predicts how many quotes should be accepted by the customer and result in sales orders.
	The model returns either SALE or NOSALE based on historical quotations and the subsequent conversion into sales orders.
Model type	Classification
Output column	QuoteStatus

#### Field Description SQL query declare @startDate datetime = dateadd(year, -2, current\_timestamp); declare @endDate datetime = current\_timestamp; with \_quoteMaster as select QM.Quote, QM.DateEnquiry, QM.DateDeliveryReq from QotMaster as QM where (QM.DateEnquiry between @startDate and @endDate) , \_quoteOffer as select Quote, QuoteVersion, Line. MQuantity, MPrice, MDiscountValue, MNetValue, MCost, MLeadTime from QotOffer , \_quoteDetail as( select Quote, QuoteVersion, Line, ProductClass, MStockCode from QotDetail), \_quoteSalesLines as( select QO.Quote, QO.QuoteVersion, QO.Line, QO.MQuantity, QO.MPrice, QO.MDiscountValue, QO.MNetValue, QO.MCost, QO.MLeadTime, QD.ProductClass, QD.MStockCode QD.MStockCode from \_quoteOffer as Q0 join \_quoteOffer as Q0 join \_quoteDetail as QD on((Q0.Quote=QD.Quote)and(Q0.QuoteVersion=QD.QuoteVersion)and(Q0.Line=QD.Line))), select QSL.Quote, QSL.QuoteVersion, count(QSL.Line) as TotalLines, sum(QSL.MQuantity) as MQuantity, sum(QSL.MPrice) as MPrice, sum(QSL.MDiscountValue) as MDiscountValue, sum(QSL.MNetValue) as MNetValue, sum(QSL.MCost) as MCost, max(QSL.MLeadTime) as MLeadTime, count(distinct QSL.ProductClass) as UniqueProductClasses, count(distinct QSL.MStockCode) as UniqueStockCodes from \_quoteSalesLines as QSL group by QSL.Quote, QSL.QuoteVersion), \_quoteSales as( select SalesOrder, Quote, QuoteVersion, Customer, Salesperson, ReqShipDate, Area,

```
Field
                                       Description
                                           CashCredit,
case when ltrim(CompanyTaxNo)='' then 'NON-VENDOR' else'VENDOR'
                                           end as TaxStatus
                                           from QotSoMasterHdrwhere (ReqShipDate between @startDate and @endDate))
                                           select top (50000)
                                           QS.SalesOrder,
                                           QS.Quote,
                                           QS.QuoteVersion,
                                           QS.Customer,
                                           QS.Salesperson,
                                           QS.ReqShipDate,
                                           QS.Area,
QS.CashCredit,
                                           QS.TaxStatus,
QSLS.TotalLines,
                                           QSLS.MQuantity,
QSLS.MPrice,
                                           QSLS.MDiscountValue,
                                           QSLS.MNetValue,
                                           QSLS.MCost,
                                           QSLS.MLeadTime,
                                           case when (QSLS.Quote is null) then 'NOSALE' else 'SALE'
                                           end as QuoteStatus
                                           from _quoteSales as QS
left join _quoteSalesLinesSummary as QSLS
                                           on((QS.Quote=QSLS.Quote)and(QS.QuoteVersion=QSLS.QuoteVersion));
```

### Stock code profitability

Field	Description
Description	This predicts how profitable a stock code should be by location.
	The stock code will be grouped in a bad, medium, good or great category, which is based on the profitability and returns of similar stock codes. The categories are hard coded as follows:
	■ Below 0.
	■ Between 0 and 10000.
	■ Between 10000 and 100000.
	■ Above 100000.
Model type	Classification
Output column	ProfitCategory

#### Field Description

#### SQL query

```
with _profitByStockCode as
select
IM.StockCode,
sum(SD.MOrderQty*(SD.MPrice-SD.MUnitCost))
as TotalProfit
from SorDetail SD
join InvMaster IM on IM.StockCode = SD.MStockCode
where SD.MStockCode is not null
group by IM.StockCode
profitStats as
select
avg(TotalProfit) as Avg_TotalProfit,
min(TotalProfit) as Min_TotalProfit,
max(TotalProfit) as Max_TotalProfit
from _profitByStockCode as SCP
detailedData as
select
SCP.StockCode,
IM.AlternateUom,
IM.OtherUom,
IM.ConvMulDiv,
IM.ConvFactAltUom,
IM.Mass,
IM. Volume.
IM.Supplier
IM.ProductClass,
IM.Buyer,
IM.LeadTime,
cast(SCP.TotalProfit as decimal(18,2)) as
TotalProfit
from _profitByStockCode as SCP
join InvMaster as IM
on IM.StockCode = SCP.StockCode
select
StockCode,
AlternateUom,
OtherUom,
ConvMulDiv,
ConvFactAltUom,
Mass,
Volume.
Supplier
ProductClass,
Buver
LeadTime,
 -TotalProfit,
when TotalProfit <0 then 'BAD'
when TotalProfit between 0 and 10000 then 'MEDIUM'
when TotalProfit between 10000 and 100000 then
'GOOD'
else 'GREAT'
end as ProfitCategory
from detailedData as DD
```

## Supplier performance

Field	Description
Description	This predicts how well a supplier should perform in terms of deliveries, and indicates the likelihood of the delivery being on time and in full.
	The possible prediction outcomes are as follows:
	<ul><li>Delivers late, in full.</li></ul>
	<ul><li>Delivers late, low stock.</li></ul>
	<ul><li>Delivers late, with extra.</li></ul>
	<ul><li>Delivers on time, in full.</li></ul>
	<ul><li>Delivers on time, low stock.</li></ul>
	<ul><li>Delivers on time, with extra stock.</li></ul>
	<ul><li>Delivers early, in full.</li></ul>
	<ul><li>Delivers early, low stock.</li></ul>
	<ul><li>Delivers early, with extra.</li></ul>
Model type	Classification
Output column	SupplierRanking

```
Field
                                          Description
SQL query
                                              select PMH.Supplier,
                                              PMD.MStockCode as StockCode,
                                              PMD.MStockDes as [Description],
                                              PMD.MWarehouse as Warehouse,
                                              PMD.MOrderQty as OrderQty,
                                              PMD.MReceivedQty as ReceivedQty,
                                              PMD.MLatestDueDate as LatestDueDate,
                                              PMD.MLastReceiptDat as LastReceiptDat,
                                              PMD.MProductClass as ProductClass,
                                              PMD.MCompleteFlag as CompleteFlag,
                                              PMD.MOrigDueDate as OrigDueDate
                                              PMD.MReschedDueDate as ReschedDueDate,
                                              PMH.ShippingLocation,
                                              PMH.[State] as [State],
                                              PMH.ShippingInstrs,
                                              case
                                              when MLastReceiptDat > MLatestDueDate and MReceivedQty
                                              = MOrderQty
then 'Delivers late, in full'
                                              when MLastReceiptDat > MLatestDueDate and MReceivedQty
                                              < MOrderQty
                                              then 'Delivers late, low stock'
                                              when MLastReceiptDat > MLatestDueDate and MReceivedQty
                                              > MOrderQty
                                              then 'Delivers late, with extra'
                                              when MLastReceiptDat = MLatestDueDate and MReceivedQty
                                              = MOrderQty
                                              then 'Delivers on time, In full'
                                              when MLastReceiptDat = MLatestDueDate and MReceivedQty
                                              < MOrderQty
                                              then 'Delivers on time, low stock'
when MLastReceiptDat = MLatestDueDate and MReceivedQty
                                              > MOrderQty
                                             then 'Delivers on time, With extra stock'
when MLastReceiptDat < MLatestDueDate and MReceivedQty</pre>
                                              = MOrderQty then 'Delivers early, in full
                                              when MLastReceiptDat < MLatestDueDate and MReceivedQty
                                              < MOrderQty then 'Delivers early, low stock
                                              when MLastReceiptDat < MLatestDueDate and MReceivedQty
                                              > MOrderQty then 'Delivers early, with extra
                                              end as SupplierRanking
                                              From PorMasterDetail PMD
                                              join PorMasterHdr PMH
                                              on PMD.PurchaseOrder = PMH.PurchaseOrder
where MStockCode <> ' '
```

#### AP invoice payment

Field	Description
Description	This predicts by when a supplier should pay an invoice.  The outcome of the prediction displays <b>On time</b> or <b>Late</b> .
Model type	Classification
Output column	Status

```
Field
                                                 Description
SQL query
                                                      with _invoiceMaster as
                                                      select
                                                      Supplier,
                                                      Invoice,
                                                      InvoiceDate,
                                                     DueDate,
OrigInvValue,
                                                      CurrencyValue,
                                                      from ApInvoice
                                                      ,
_invoicePaid as
                                                      select
                                                      Supplier,
Invoice,
EntryNumber,
                                                      TrnType,
JournalDate,
                                                      TrnValue,
                                                      TrnYear,
                                                      TrnMonth,
                                                      PostValue,
                                                      PostCurrency
                                                      from ApInvoicePay
                                                      where TrnType='P
                                                      select top(500)
IM.Supplier,
IM.InvoiceDate,
                                                      IM.DueDate,
IM.OrigInvValue,
                                                      IM.Currency
,case when (IP.JournalDate>IM.DueDate)
then 'Late'
                                                      else
                                                      'On time' end as Status
                                                      from _invoiceMaster as IM
join _invoicePaid as IP
                                                      (IM.Supplier = IP.Supplier)
                                                      and(IM.Invoice = IP.Invoice)
```

#### Customer classification

Field	Description
Description	This predicts how profitable a customer would be.  The customer will be grouped in a bad, medium, good or great category, which is based on the profitability and returns of similar customers.
	The categories are calculated using the mean profitability of all customers and the maximum profitability.
Model type	Classification
Output column	ProfitCategory

```
Field
                                Description
SQL query
                                    with _profitByCustomer as
                                    (select
                                    SM.Customer,
                                    sum(SD.MOrderQty*(SD.MPrice-SD.MUnitCost))as TotalProfit
                                    from SorDetail SD
                                    join SorMaster SM on SM.SalesOrder = SD.SalesOrder
                                    where SD.MStockCode is not null
                                    group by SM.Customer),
                                    profitStats as(
                                    select
                                    avg(TotalProfit)*0.2 as Avg_TotalProfit,
min(TotalProfit) as Min_TotalProfit,
max(TotalProfit) as Max_TotalProfitfrom _profitByCustomer as SCP),
                                    detailedData as(
                                    select
                                    AC.Customer,
                                    AC.Name
                                    AC.CreditLimit,
                                    AC.Salesperson,
                                    AC.Area,
                                    AC.Branch,
                                    AC. TermsCode,
                                    AC.OutstOrdVal,
                                    AC.NumOutstOrd,
                                    AC.HighestBalance,
                                    AC.SoldPostalCode,
                                    AC.ShipPostalCode,
                                    AC.RouteCode,
                                    AC.StoreNumber,
                                    AC.MasterAccount,
                                    cast(SCP.TotalProfit as decimal(18,2)) asTotalProfitfrom _profitByCustomer as SCP
                                    join ArCustomer
                                    as ACon AC.Customer = SCP.Customer
                                    select
                                    CreditLimit,
                                    Salesperson,
                                    Area,
                                    Branch,
                                    TermsCode,
                                    SoldPostalCode,
                                    ShipPostalCode,
                                    RouteCode,
                                    StoreNumber
                                    MasterAccount,
                                    TotalProfit,
                                    case
                                    when TotalProfit <0 then 'bad'
when TotalProfit between 0 and Avg_TotalProfit then 'medium'
                                    when TotalProfit between Avg_TotalProfit andMax_TotalProfit-Avg_TotalProfit then 'good'
                                    else 'great'
end as ProfitCategory
                                    from detailedData as DD
                                    join profitStats on 1=1
                                    order by TotalProfit
```

### Sales order line anomaly

Field	Description
Description	This detects anomalies on sales order lines based on the selected columns.
Model type	Anomaly
Output column	The <b>Output column</b> doesn't apply to anomaly projects.

```
SQL query

select
MStockCode,
MWarehouse,
MOrderOty,
MOrderOum,
MPrice,
MPriceUom,
MCustRequestDat
from SorDetail
where
(MStockCode is not null)
and (MWarehouse is not null)
and (MOrderOty is not null)
and (MOrderOty is not null)
and (MOrderOty is not null)
and (MPrice is not null)
and (MPriceUom is not null)
and (MPriceUom is not null)
and (MCustRequestDat is not null)
```

### Purchase order line anomaly

Field	Description
Description	This detects anomalies on purchase order lines based on the selected columns.
Model type	Anomaly
Output column	The <b>Output column</b> doesn't apply to anomaly projects.
SQL query	<pre>select MStockCode, MWarehouse, MOrderQty, MOrderUom, MPrice, MPriceUom, MLatestDueDate from PorMasterDetail where (MStockCode is not null) and (MWarehouse is not null) and (MOrderQty is not null) and (MOrderUom is not null) and (MPrice is not null) and (MPriceUom is not null) and (MLatestDueDate is not null)</pre>



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