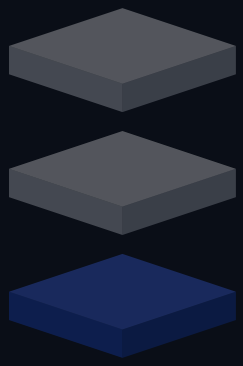
Ariavor



A Fabric foundation for a retailer's finance and sales

A mid-size retailer that needed a reporting foundation finance and sales could share. It now runs on a Fabric lakehouse, one KPI layer and 3 executive report templates.

SECTOR
Retail

PERIOD
6 months

COMPANY
50—250 people

FOCUS
Finance and sales

OCTOBER 2026

AT A GLANCE

From lakehouse to executive report, in one chain

The retailer needed reporting that finance and sales could both trust, built on Microsoft Fabric. We built the chain from lakehouse to report, put one KPI layer in the middle and gave the executives 3 templates designed for speed and clear drill paths.

4
layers from the lakehouse to the report

2
KPI domains on one layer

3
executive report templates

4
governance basics handed over

Anonymised by sector and size, because the confidentiality that protects this client would protect you too. Sector and outcomes are real; identifying detail is not.

CLIENT

A mid-size retailer of 50 to 250 people.

MANDATE

Build a Fabric analytics foundation, a finance and sales KPI layer on it, and the executive reports that read from it, with the governance to hand it over.

One KPI layer for finance and sales

	TIME INTELLIGENCE	VARIANCE	YTD AND MTD
Finance KPIs incl. receivables, cash flow	Comparable periods	Actual against a baseline	Running totals
Sales KPIs sales performance	Comparable periods	Actual against a baseline	Running totals

Figure 1 • One set of time intelligence, variance and YTD and MTD logic serves both domains.

The architecture, layer by layer

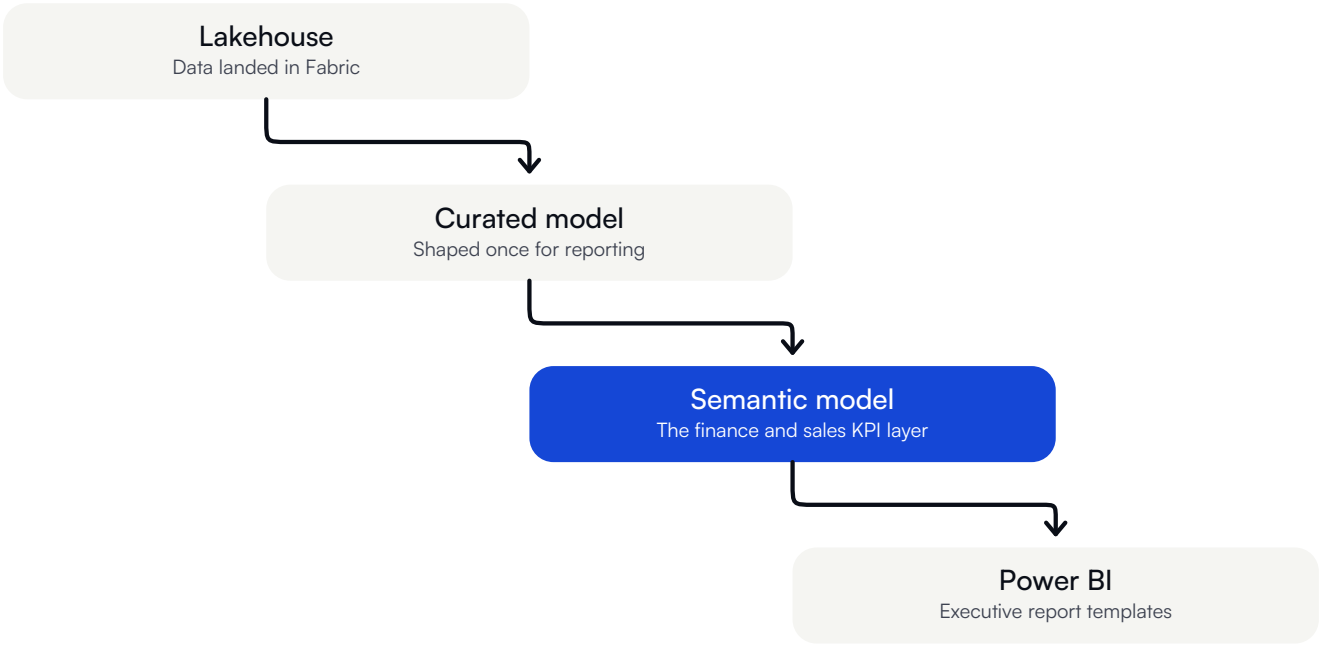


Figure 2 • Each layer is built on the one before it, so the semantic model reads shaped data rather than raw extracts.

Executive report templates



Figure 3 • The 3 executive templates, each built for fast rendering and a clear drill path from summary to detail. Illustrative layouts: no client figures are shown.

Architecture decisions

DECISION	REJECTED ALTERNATIVE	WHY
A curated model between lakehouse and semantic model	A semantic model on raw extracts	Data is shaped once, so the semantic model stays lean and quick to query.
One KPI layer for both domains	Measures written per report	Finance and sales see the same figure for the same period.
Templates for the executive reports	Each report built from scratch	Performance and drill paths are designed once and reused.
Governance packaged at handover	Conventions left unwritten	The client's team can extend the platform without guessing the rules.

What the client has today

- ✓ A Fabric foundation running from lakehouse through curated and semantic model to Power BI.
- ✓ One finance and sales KPI layer with consistent time intelligence, variance and YTD and MTD logic.
- ✓ 3 executive templates, built for performance and with clear drill paths.
- ✓ Naming and documentation standards across models, measures and reports.
- ✓ A governance package: workspace structure, row-level security patterns, dataset conventions and a handover checklist.

WHERE IT LEFT THEM

Finance and sales report from one KPI layer, and the executives open templates that were built to be fast and to drill down the same way.

STACK

Microsoft Fabric · OneLake · Power BI · DAX · SQL · Dataflows Gen2

Niklas Hoeppener • Founder • info@ariavor.com • ariavor.com