Intelligent Information Industry	188.091	Intelligent Information Industry	188.091
Modelling a Data Warehouse		Modelling a Data Warehou	lse
Overview		Example: Grocery Store	
Steps for modelling a DWH		Grocery chain with 500 stores spread over 3 states in the US	
Data granularity		 Stores: supermarkets with departments like grocery, dairy, meat, it have a store of the store of	frozen food,
Data storage		 bakery, liquor, drugs etc. About 60 000 products in each store 	
Attribute hierarchies		About 60.000 products in each store (R. Kimball, [KIM96])	
Querying a DWH / OLAP		(K. KIIIDali, [KIIVI90])	
Frequent mistakes when building a DWH			
Example: grocery store (R. Kimball [KIM96])			
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Intelligent Information Industry Modelling a Data Warehouse	188.091	Intelligent Information Industry Modelling a Data Warehou	188.091 JSE
Modelling a Data Warehouse	188.091		
Modelling a Data Warehouse	186.091	Modelling a Data Warehou	JSE
Modelling a Data Warehouse Basics • Data from source systems: OLTP, legacy systems, syndicated data • Cleaned - within itself consistent data	188.091	Modelling a Data Warehou Which Business Processes to Model DWH represent a business process view of the underlying data as opp transaction-oriented OLTP systems The decision which business processes to model has serious effects on	JSE bosed to the
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Modelling a Data Warehouse

Example: Business Process

OLTP - data:

- Point-of-Sales data (F
 Vendor delivery data
 Accounting data
 Customer data
 Promotions
 ... · Point-of-Sales data (POS)

Goal: build a daily item movement database

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Modelling a Data Warehouse

Granularity

- Data is fed into the DWH at a certain level of granularity
 Based on this level of granularity aggregations can be defined
 higher granularity more data, lower granularity less data

Questions:

- Which levels of granularity are available? Which levels of granularity are reasonable and useful in the DWH (temperature sensor data: per millisecond, second, minute, hour?) •

Tendency to store highest-granularity data where possible - once the granularity has been reduced, detailed information is no longer recoverable

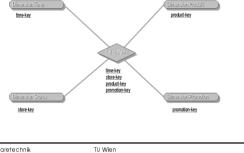
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Modelling a Data Warehouse xample: Granularily Modelling a Data Warehouse terms terms <		188.091		0.88
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 Periodicing or producting per per per per per per per per per per			Granularity: transactions per day per product per store	
gene transactions per day per productigates per region i many second and additional add	single transactions per customer per product per store group transactions per customer per product per store group transactions per store per product per day		 identified which would be essential for market basket analysis Not per week or month because we loose differences in e.g. Monday vs. Satur sales 	day
 de del year investent database de del year product per store (100 de la stratentel (100	group transactions per day per productgroup per region			nds,
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 Modelling a Data Warehouse Addelling a Data Warehouse Addelling a Data Warehouse Example: Storage for Grocery DWH Relational databases used for GLP systems at companies Experienced IT personnel at companies used to relational databases Rolador and databases used for GLP systems at companies Experienced IT personnel at companies used to relational databases Rolador and databases used for GLP systems at companies Experienced IT personnel at companies used to relational databases Rolador and databases used for Storing Grocery DWH data Adverted Market Rolador and databases used for Storing Grocery DWH data Adverted Market Rolador and databases used for Storing Grocery DWH data Rolador and databases used for Storing Grocery DWH data Rolador and databases used for Storing Grocery DWH data Rolador and databases used for Storing Grocery DWH data Rolador and databases used for Storing Grocery DWH data Rolador and databases used for Storing Grocery DWH data Rolador and Dimensions Rolador and Dimensi	ut für Softwaretechnik TU Wien	86	- Institut für Softwaretechnik TU Wien	
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 A support of Storing the Data Data used for GLAP engines MGLAP? MGLAP MGLA	igent Information Industry	188.091	Intelligent Information Industry	188.0
 A used of CLAP paragysis must be stored in some kind of databases to be accessed by include Program Subscription 1 (2014) Program Subscription 1 (2	Modelling a Data Warehouse		Modelling a Data Warehouse	
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Modelling a Data Warehouse Acts and Dimensions ts: Represent primary business process areas Unlikely to change once they are generated Stored at a certain level of granularity nensions: Reference information by which facts can be structured for analysis Define aggregation hierarchies Modelling a Data Warehouse Business Crocery Store, POS-Data Store • POS: sales facts Dimensions: • Time • Store • Promotion • Promotion • Product				
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Represent primary business process areas Facts: Unlikely to change once they are generated • POS: sales facts stored at a certain level of granularity • POS: sales facts ensions: • Time Reference information by which facts can be structured for analysis • Store Define aggregation hierarchies • Promotion • Product • Product	cis ana Dimensions		Example: Facis and Dimensions	
Unlikely to change once they are generated Stored at a certain level of granularity POS: sales facts Dimensions: Reference information by which facts can be structured for analysis Define aggregation hierarchies Promotion Product Product Pr	ts:		Grocery Store, POS-Data	
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Define aggregation hierarchies Promotion Product				
ut für Softwaretechnik TU Wien 90 Institut für Softwaretechnik TU Wien			Promotion	

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Modelling a Data Warehouse		Modelling a Data War	ehouse
ROLAP Storage Schema- Schema		Example: Choosing a Schema for	Grocery DWH
Star Schema: • Partitioning the data • Denormalizing tables • One central fact table is surrounded by several dimension tables • Queries address the fact table and are structured using the dimension tables • No need for joins spanning multiple tables • Most prominent model for DWH	ables	 Snowflake schema higher normalized Uses less disk space Browsing by direct access to tables more complicated b spanning multiple tables 	ecause of references
Snowflake Schema: • Based on star - schema		Dimension tables rather small -> little disk space benefit	t compared to size of DWH
 Fact table structure identical to star - schema Dimension tables normalized (3. NF) 		Star schema simpler to administer	
Clearer structuring of dimensions Database people used to 3. NF But: necessity to hide the now more complex structure from the user Usually not fully normalized dimension tables		Choosing a star schema for the grocery	store DWH
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Modelling a Data Warehouse **Attributes**

Deciding which fields to add to the various dimension tables as well as to the fact table

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- Attribute hierarchies
- Aggregation levels
- Considering possible queries and constraints on the tables •
- Effects on OLAP operations like drill-down, roll-up
- · Separately for each table

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Modelling a Data Warehouse **Example: Fact Table**

- · Stores data relevant for chosen business process area
- · Includes key to the attached dimension tables
- Data taken from OLTP system: POS data
- Product sales per store per day
- Defining the place where the aggregation takes place: POS systems calculate the sales for each product and upload to the central DWH

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Modelling a Data Warehouse Example: Fact Table (2)

Fact table attributes for sales data

keys time_key product_key

store_key promotion_key

facts

dollar_sales units sales dollar_cost customer_count ... (tbd) ...

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Modelling a Data Warehouse Modelling a Data Warehouse Example: Fact Table (3) **Example: Dimension Time** Key of fact table is made up of four foreign keys of dimension tables Most general dimension Basic facts obtained from the POS system · Present in almost any DWH . Additional derived attributes for analysis purposes to be defined 'Date' attribute enough if only consecutive order of days relevant Size considerations (estimations): Gross revenue of grocery chain: \$4 billion, Separate dimension for evaluations concerning days of week, fiscal periods, average price of product \$2 -> about 2 billion items sold (ticket lines) seasons, holidays, special events, festivals etc 3 years history -> 6 billion records -> storing single transactions not easily feasible 2 billion ticket lines divided by 365 days divided by 500 stores -> ~11.000 items data · Can be built in advance per day per store to be transferred if aggregation is performed at central DWH average store 30.000 different products, about 10% sold per day -> transferring ~3000 records per day per store to central DWH if aggregation is performed at POS Institut für Softwaretechnik TU Wier 98 Institut für Softwaretechnik TU Wier 00 Intelligent Information Industry 188.091 Intelligent Information Industry 188.091 Modelling a Data Warehouse Modelling a Data Warehouse Example: Dimension Time (2) Example: Dimension Time (3) Time dimension for daily data Preloaded with data for 5 - 10 years -> ~ 3650 records day_of_week: allows fast comparison of e.g. Monday to Saturday business day_number_in_month and last_day_in_month_flag: used for daywise comparison, time_key day_of_week quarter fiscal_period pay-day analysis day_number_in_month day_number_overall holiday_flag weekday_flag day_number_overall: consecutive numbering of days allowing fast arithmetics across month and year boundaries week_number_in_year week_number_overall last_day_in_month_flag Similar flags for weekday - weekend business, holiday - non holiday, quarter comparisons etc. season month event event for special events like festivals, strike, catastrophies MIND: promotion periods could be handled as time attribute, but since they vary month_number_overall from store to store and from product to product this is not feasible - promotions form separate dimension Institut für Softwaretechnik TU Wien 100 Institut für Softwaretechnik TU Wien 101 Intelligent Information Industry 188.091 Intelligent Information Industry 188.091 Modelling a Data Warehouse Modelling a Data Warehouse Example: Dimension Time (4) **Example: Dimension Product**

Star-Schema vs. Snowflake-Schema

MONTH NUM WEEK ID LW

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DAY_OF_WER

WEEK_IN_YEA MONTH_NUM MONTH_NAM

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TIME DIMENSION OF SNOW-FLAKE SCHEMA OKUP_YEAR

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<u>YEAR ID</u> YEAR JD LY 188.091

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- Identifies each product by its stock keeping units ID (SKU)
 - Based on universal product code (UPC) imprinted as barcode
 - Includes special codes for in-store products like fresh meat, groceries, bakery goods etc.
 - Stores description of products
 - Package size, product groups, brand names, subcategories and categories, department, etc.

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Modelling a Data Warehouse

Example: Dimension Product (2)

Product dimension

product_key (SKU) SKU_description package_size brand subcategory category category department package_type diet_type weight weight_unit_of_measure units_per_retail_case units_per_shipping_case cases_per_pallet shel_width shelf_height shelf_depth

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Managed by headquarters and distributed to stores

Example: Dimension Product (3)

- Defines a kind of merchandise hierarchy, e.g. SKUs roll up to package_size -> brand -> subcategory -> category -> department etc.
- Normalization: only about 30 departments, repeated many times in table or package_type -> could be normalized to save disk space, but not necessary
- Usually many more attributes stored in product dimension table

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Example: Dimension Store

- · Describes each store of the grocery chain
- Geographic dimension
- Created at headquarters by collecting information from stores (contrary to product data which is available at headquarters and distributed to stores)
- Two types of hierarchies in store dimension: geographic hierarchy and sales region hierarchy
- Attributes describing stores with respect to relevant analysis queries like store size location, available departments etc.

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Intelligent information Industry Modelling a Data Warehouse Example: Dimension Store (2)

Product dimension

store_key store_name store_number store_street_address store_city store_county store_state store_zip sales_district sales_region store_manager store_phone store_fax floor_plan_type photo_processing_type finance_services_type first_opened_date last_remodel_date store_sqft grocery_sqft frozen_sqft meat_sqft

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Modelling a Data Warehouse Example: Dimension Store (3)

- Geographic hierarchy: store -> store_zip -> store_county -> store_state
- Sales hierarchy: store -> sales_district -> sales_region
- floor_plan_type, finance_services_type are textfields filled with standardized descriptors that can be read and interpreted directly -> can be used for generating OLAP queries by interacting with the table
- first_opened_date, last_remodel_date are date-type fields either directly filled with date values or linked to copies of the time dimension

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Modelling a Data Warehouse Example: Dimension Promotion

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Describes each promotion condition under which a product is sold, e.g. temporary price reduction, newspaper ads, coupons, etc.

- So-called 'causal dimension': factors are thought to change product sales
- Causal conditions highly correlated: price reduction or coupons combined with ads one record for each combination of promotions
- Can be used to analyze which products experienced an increased sale during the promotion period
- Cannot be used to analyze which products which did not sell because they are not
 present in the fact table storing only products sold (POS data)

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Intelligent Information Industry 188.091 Intelligent Information Industry 188.091 Modelling a Data Warehouse Modelling a Data Warehouse **Example: Dimension Promotion (2) Example: Dimension Promotion (3)** Product dimension Used for evaluation promotion_key ad_media_name • Gain in sales during the promotional period (lift) - only possible if a kind of baseline promotion name display provider sales can be defined if the product had not been promoted price_reduction_type promo_cost Whether products under promotions showed a drop in sales after the promotion ad_type promo begin date period thus cancelling the gain (time shift) display_type promo_end_date Whether products under promotion showed a gain in sales while other products in coupon_type the same product category showed a decrease in sales (cannibalization) Whether the products under promotion (plus additional products of the same brand or product category) showed a net overall gain in sales comparing periods before, during and after the promotion (growing the market) Whether the promotion was profitable taking into account the lift, time shift, cannibalization as well as the costs for the promotion. Institut für Softwaretechnik TU Wier 110 Institut für Softwaretechnik TU Wien Intelligent Information Industry 188.091 Intelligent Information Industry 188.091 Modelling a Data Warehouse Modelling a Data Warehouse Example: Fact Table (4) Example: Fact Table (5) Current Fact Table Attributes for Sales Data Additivity: • dollar_sales, units_sales and dollar_cost are additive across all dimensions facts keys It is possible to calculate aggregates in all dimensions e.g. sales or costs per week, per month, per product group, per sales region etc. time_key dollar_sales product_key units sales store_key dollar_cost customer_count is not additive across all dimensions -> semi-additive attribute promotion_key customer_count ... (tbd) ... · It is not possible to calculate e.g. customer count per product group · Information is lost during the aggregation process Additional attributes to be defined for further analysis Institut für Softwaretechnik TII Wien Institut für Softwaretechnik TU Wien Intelligent Information Industry 188.091 Intelligent Information Industry 188.091 Modelling a Data Warehouse Modelling a Data Warehouse Example: Fact Table (6) Example: Fact Table (7) Example for customer count Making customer count additive: Changing granularity by storing single transaction lines per customer -> customer

- customer_count per week per product per store can be calculated
- customer count per week per product per sales region can be calculated
 customer_count per week per product group per store cannot be calculated: sales for product A in store 1 has a customer_count of 20 sales for product B in store 1 has a customer_count of 60 sales for product group containing products A and B for store 1 has a
 - sales for product group containing products A and B for store 1 has a customer_count between 20 an 80

If required ways for obtaining correct customer counts for other dimensions must be identified

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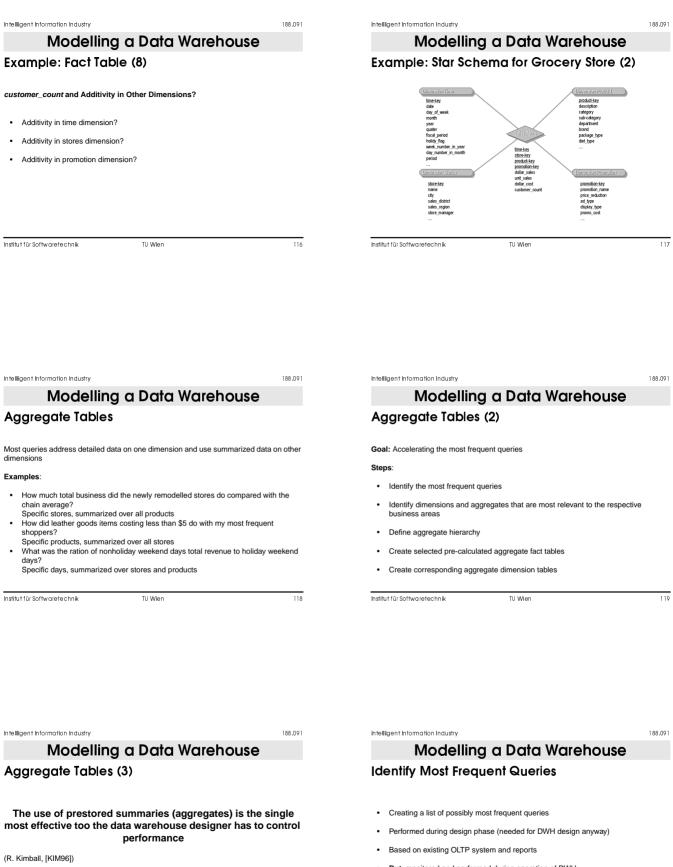
movement records

Expensive solution

counts can be calculated by grouping transactions and calculating sums on the fly

Store brand, subcategory, category, department etc. customer counts in explicitly stored aggregates Computed while aggregating the data for single customer ticket at POS

Individual customer ticket aggregates are additive to allow computation of daily item



- But: monitored and performed during operation of DWH: watch what users are doing!
- Behaviour of users changes with given possibilities!

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List of queries

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Modelling a Data Warehouse	199,041	Intelligent Information Industry Modelling a Data Warehouse	1 00 .09 1
Example: Identifying Queries		Identify Dimensions	
Sales of bakery goods during holiday periods compared to non-holiday periods	ods	Select dimensions most frequently involved in list of relevant queries	
Sales in the western sales district compared to the eastern sales district		Mind: select only the most relevant dimensions	
Sales of low-fat food products in the last 24 months		Consider size of aggregate tables: sparsity failure!	
 Profitability of newspaper ads compared to radio commercials, effects of combinations of both 		Sparsity: size explosion:	
•		even if only 10% of a stores' different products are being sold per day:	
		 not only 10% of all brands being sold in that store on that day more than 10% of all different products being sold over all stores 	
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Modelling a Data Warehouse		Modelling a Data Warehouse	
Example: Identifying Dimensions		Identify Hierarchies	
Dimensions:		For each dimension create hierarchy based on available attributes	
Product ?		Consider relevant queries	
Stores ?		Consider available data	
• Time ?		Consider additivity of fact table attributes	
Promotion ?		(e.g. customer count per product group?)	
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Intelligent Information Industry	188.091	Intelligent Information Industry	188.091
Modelling a Data Warehouse		Modelling a Data Warehouse	
Example: Hierarchy for Product		Example: Hierarchy for Product (2)	
Attributes - Dimension Hierarchy : product_key (SKU) ? weight ? SKU_description ? weight !unit_of_measure ? package_size ? units_per_retail_case ? brand ? units_per_shipping_case ? subcategory ? cases_per_pallet ? category ? shelf_width ? department ? shelf_height ? package_type ? shelf_depth ? diet_type ?		Dimension Product Department Category Subcategory Product	
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Modelling a Data Warehouse **Example: Aggregates for Stores** Dimension Stores Attributes - Dimension Hierarchy : store_key ? store_fax ? floor_plan_type ? photo_processing_type ? finance_services_type ? first_opened_date ? store name? Region store_number ? store street address ? store_city ? District last_remodel_date ? store_county ? store_state ? store_sqft ? grocery_sqft ? store zip? Town frozen_sqft ? meat_sqft ? sales_district ? sales_region ? store_manager ? store_phone ? Store Institut für Softwaretechnik TU Wien 128 Institut für Softwaretechnik TU Wien

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Modelling a Data Warehouse

Example: Hierarchy for Time

Attributes - Dimension Hierarchy :

time_key ? day_of_week ? day_number_in_month ? day_number_overall ? week_number_in_year ? week_number_overall ? month ? month_number_overall ? quarter ? fiscal_period ? holiday_flag ? weekday_flag ? last_day_in_month_flag ? season ? event ?

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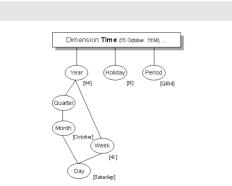
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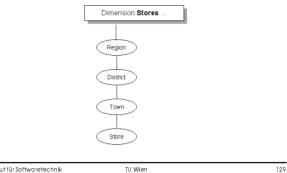
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Modelling a Data Warehouse

Example: Hierarchy for Stores (2)

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Example: Hierarchy for Time (2)

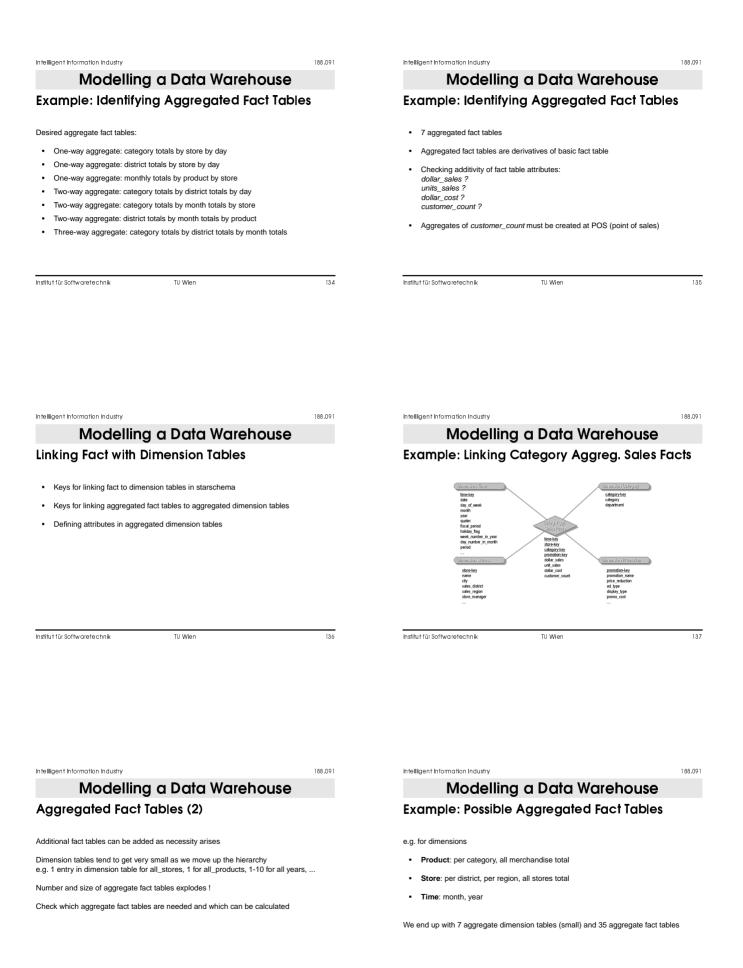
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Intelligent Information Industry Modelling a Data Warehouse

- **Aggregated Fact Tables**
- · Identify required / desired fact tables
- · Higher-order aggregates can be calculated using lower-order aggregates e.g. sales per department can be based on sales per category
- Estimate their number and size
- Check availability of data

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Check needed dimension aggregate tables



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Modelling a Data Warehouse **Example: Possible Aggregated Fact Tables**

One way aggregates:

category by store by day region by product by day month by product by store all merchandise by store by day district by product by day all stores by product by day year by product by store

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Modelling a Data Warehouse Example: Possible Aggregated Fact Tables (2)

Two way aggregates:

category by district by day category by region by day category by all stores by day category by month by store category by year by store district by month by product region by month by product all stores by month by product

all merchandise by district by day all merchandise by region by day all merchandise by all stores by day all merchandise by month by store all merchandise by year by store district by year by product region by year by product all stores by year by product

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Example: Possible Aggregated Fact Tables (3)

Three way aggregates:

category by district by month category by region by month category by all stores by month category by district by year category by region by year category by all stores by year

all merchandise by district by month all merchandise by region by month all merchandise by all stores by month all merchandise by district by year all merchandise by region by year all merchandise by all stores by year

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Modelling a Data Warehouse

Sparsity Failure

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- 10.000 products with 2.000 aggregates (e.g. brands)
- 1.000 stores with 100 aggregates (e.g. districts)
- 100 time periods with 30 aggregates (e.g. financial period based on weeks)

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10% of all products sold per day

Additional size

- Product dimension: 20%
- Store dimension: 10%
- Time dimension: 30%

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Modelling a Data Warehouse Sparsity Failure (2)

Considering the 7 aggregates identified before:

- Category totals by store by day
- District totals by store by day
- Monthly totals by product by store
- Category totals by district totals by day
- Category totals by month totals by store District totals by month totals by product Category totals by district totals by month totals

By how much will the size of the database increase as opposed to the size of the base fact table ?

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Sparsity Failure (3) A suggestion / estimation:

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Category totals by store by day	0.2	0.2
District totals by store by day 0	0.1	0.1
Monthly totals by product by store (0.3	0.3
Category totals by district totals by day (0.2*0.1	0.02
Category totals by month totals by store (0.2*0.3	0.06
District totals by month totals by product (0.1*0.3	0.03
Category totals by district totals by month totals TOTAL	0.2*0.1*0.3	0.006 0.716

Baseline: 10.000 products * 1.000 stores * 100 time periods * 10% -> 100 mil. Plus aggregated fact tables: ~72% of baseline = 0.72 * 100 mil. -> 172 mil.

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Sparsity Failure (4)		Sparsity Failure (5)						
e.g. brands total by store by day:		Table	Product	Store	Time	Sparsity	# Records	
 Assumption: only 10% of all products sold in given store on a given day -> 10% of 10.000 products = 1.000 products being sold -> 1.000 products in daily store data If every product sold belongs to a different brand -> 1.000 different brands = 50% There may be 50% of all brands in the daily store data as opposed to 10% or individual products -> 1.000 brands in daily store data 	of the	Base: Products by store by week Brand by store by week Product by district by week Product by store by period Brand by district by week brand by store by period Product by district by period Brand by district by period Brand by district by period	10.000 2.000 10.000 2.000 2.000 2.000 10.000 2.000	1.000 1.000 100 1.000 100 1.000 100	100 100 30 80 30 30 30 30	10% 50% 50% 80% 80% 80% 100%	100 mil. 100 mil. 50 mil. 150 mil. 16 mil. 48 mil. 24 mil. 6 mil.	
Aggregated fact table may have same size as basic fact table		Database may grow up 394% !						
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Sparsity Failure (6)

- · Take care when designing aggregate tables
- Make sure that each aggregate summarizes at least about 10 20 records on the average

Example:

- Product dimension summarized only 5 lower level products on the average
- Time dimension summarized only about 3 periods on the average One way aggregates of time and product contributed 250 mil. records
- .
- If each had summarized about 20 lower level items on average -> only about 70 mil. new records even with sparsity growing to 70%

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Intelligent Information Industry Modelling a Data Warehouse **Querying Aggregate Tables**

Queries transformed into SQL statements

e.g.: Show total sales by category in Cincinnati stores on New Year's Day 1998 for base fact table::

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select category_description, sum(sales_dolars) from base_sales_fact, product, store, time where base_sales_fact.product_key = product.product_key and base_sales_fact.store_key=store.store_key and base_sales_fact.time_key = time.time_key and store.city = 'Cincinnati' and time.day = 'January 1, 1996' group by category_description

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Modelling a Data Warehouse Querying Aggregate Tables (2)

Same query if category totals aggregate table exists:

select category description, sum(sales dolars) from category_sales_fact, category_product, store, time where category_sales_fact.product_key = category_product.product_key and category_sales_fact.store_key=store.store_key and category_sales_fact.time_key = time.time_key and store.city = 'Cincinnati' and time.day = 'January 1, 1996' group by category_description

Category_sales_fact and corresponding category_product dimension table replace base sales fact and basic product dimension table

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Modelling a Data Warehouse Querying Aggregate Tables (3)

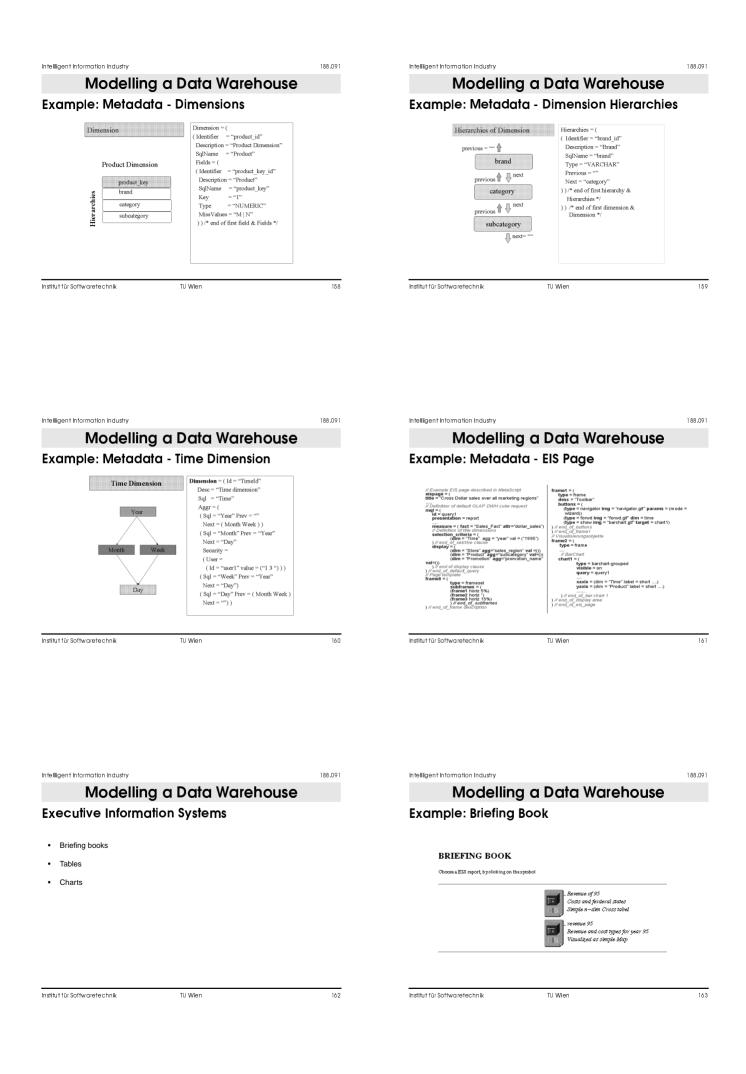
- Navigator
- · Reads users query and transforms it into best available aggregate query
- · Metadata descriptions provide information about existing aggregate tables
- · Existence of aggregate tables is transparent to the user
- Can be used to build statistics on user queries, aggregate table usage and the need for additional aggregates

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· Allows incremental rollout of new aggregation tables

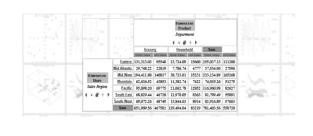
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Modelling a Data Warehouse	Modelling a Data Warehouse
Querying Aggregate Tables (4)	Example: Navigator
 Navigator: Replacing base-level fact and dimension tables with aggregated fact and dimension tables 1.) Rank order all aggregate tables 2.) Starting from the smallest, verify whether all of the dimensional attributes in the query can be found. If so, replace base tables in query with corresponding aggregate tables. If not continue with the next bigger aggregate table until finally reaching the base fact table 	Image: Second
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Metadata	Example: Metadata Fact Table
 Describes the data in the DWH Technical metadata Business metadata Operational metadata 	Fact Destination = ((Database = (Identifier = "Grocery_id") Sales_Fact Usersplot = "Grocery_id" time_kay product_key product_key ServerName = "String" ypromotion_key Packs = (Identifier = "Sales_Fact_id") dollar_sales Field = ((Identifier = "Sales_Fact") dollar_cost Servine Description = "Sales_Fact" dollar_cost SqlName = "String inme Dimension" uuit_sales Secription = "Time Dimension" sqlName = "String inme Dimension" SqlName = "Time_id" vertice_customer_count)/* end of Field */)/* end of Field */)/* end of Field */
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Intelligent Information Industry 188.091 Modelling a Data Warehouse Example: Metadata - Attributes Attributes Attributes of Fact dollar_sales unit_sales unit_sales unit_sales dollar_cost customer_count	Intelligent Information Industry 288.091 Modelling a Data Warehouse Example: Metadata - Derived Attributes Bussiness Directory Calculation Calculation = ((Identifier = "Avg_Price" SqName = "Avg_Price" SqName = "Avg_Price" SqName = "Avg_Price" SqName = "Tip" Rules = "f_Lof1" Forma = "###00" Calculation */
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Example: Table



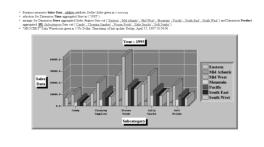
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Example: Chart



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Modelling a Data Warehouse

Pitfalls

- Not knowing what you really want
- Thinking that DWH-design is the same as transactional DB design a DWH is not simply a big database!
- Loading the warehouse with data simply because it is available
- Underestimating the complexity of a DWH project
- Getting caught by technological gadgets
- Focusing on internal data and ignoring the use of external data
- Using data with overlapping or confusing definitions / semantics
- Believing performance and scalability promises
- Believing that once a DWH is running the work is done

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