



SAP Business Planning and Consolidation

PwC

1

Nuestra promesa de marca

Construir relaciones que
ayuden a nuestros clientes a
crear el valor que buscan



Nuestra visión

Ser la red de servicios
profesionales más
grande del mundo

PwC Chile

Nuestra Gente



Oficina	Nº de Personas
Antofagasta	6
Viña del Mar	21
Santiago	1.167
Concepción	57
Puerto Montt	21

Partnership con SAP

PwC es partner global de SAP lo cual se traduce en un beneficio directo para nuestros clientes, ya que el relacionamiento con la casa de software no es sólo a nivel local, sino también en forma global, con relación directa hacia su casa matriz, lo que hace que la escalabilidad de requerimientos hacia SAP durante el proyecto sea más fluida y ante eventuales problemas con la casa de software, la solución de éstos, no se traduzca en riesgos innecesarios.



Finanzas Corporativas y Tecnología

2

Finanzas Corporativas

Visión

Consolidar la gerencia de administración y finanzas como área estratégica corporativa, maximizando la gestión técnica y minimizando el esfuerzo operativa con el objeto de hacer eficiente la labor del CFO; empoderándolo en su cargo y generando mayor rentabilidad a la empresa.

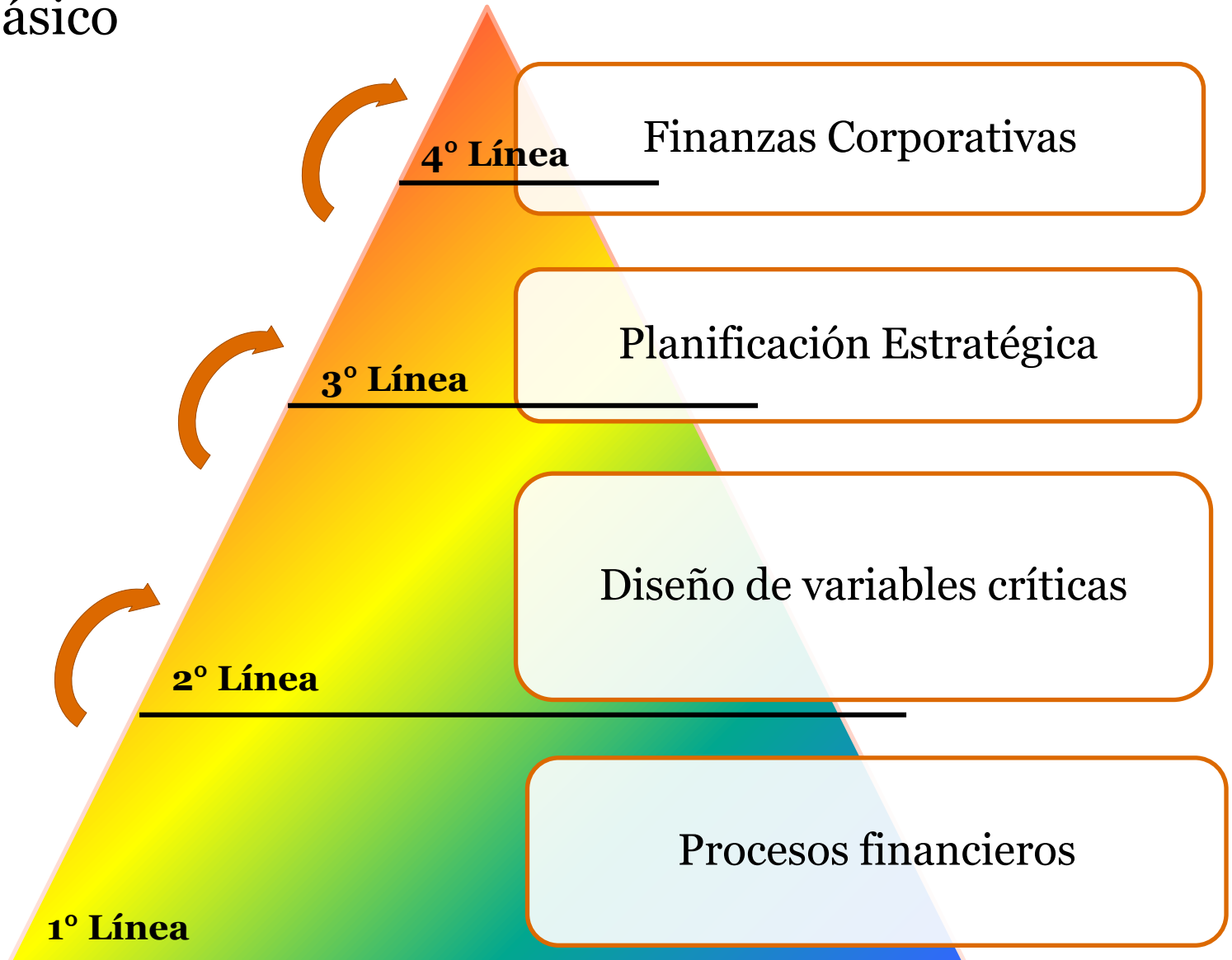
Finanzas Corporativas

Estrategia

Entregar todas las herramientas claves para que el CFO pueda hacer gestión estratégica diseñando e implementando a la medida las herramientas necesarias para que pueda generar información con valor agregado de manera oportuna para apoyar la rápida y correcta toma de decisiones de la empresa.

Finanzas Corporativas

Ciclo básico



Preguntas frecuentes

- ¿Qué herramienta contable estoy usando? ¿Está bien diseñada?
- ¿Es flexible para reflejar el diseño de crecimiento de la organización en distintas áreas, productos y/o servicios?
- ¿Puedo consolidar con los niveles necesarios? Para poder realizar una buena evaluación de gestión por nivel.
- ¿Cuenta con sistema de presupuestario y presupuesto de flujo de caja? Centralizada o descentralizada.
- ¿Tengo sistemas que me permitan crear informes de gestión atractivos, dinámicos y con estructura moldeable?

Preguntas frecuentes

- ¿Puedo realizar evaluación de caja e ir ajustando ésta a la realidad de manera rápida y eficiente también por medio de control de caja?
- ¿Qué tan difícil es modificar en diferentes años las cuentas contables, detalles de cuentas, manejo de remuneraciones, rol privado o beneficios variables?
- ¿Tengo cómo entregar indicadores interactivos para el análisis de la sanidad de la organización?
- ¿Cómo puedo desarrollar un proyecto de planificación estratégica en un sistema que me permita integrar tanto variables cualitativas como cuantitativas? Con proyecciones hasta 5 años plazo, donde los análisis de sensibilización son importantes.

SAP BPC (Business Planning and Consolidation)

3

Características SAP BPC

Planificación de negocios

- Un modelo de **datos integrados**.
- Planificación a nivel de **departamentos**.
 - **Modelos intuitivos** y los **métodos de cálculo** fáciles de comprender.
 - Promueve una mayor **precisión**.
 - Reduce el **tiempo** en que se completa el proceso de planificación.

Características SAP BPC

Planificación de negocios

- **Planificación** de balances.
 - Se puede proyectar de manera precisa el **balance**, el **ingreso** por interés y el **rendimiento** resultante.
 - Ayuda a incluir la lógica de **precios de transferencia de fondos** en el proceso de planificación.
- **Gastos** de mano de obra y otros.
 - Utiliza requisitos a **nivel del servicio** para mejorar el trabajo por empleado y tipo de trabajo.
 - Se pueden **proyectar los gastos** que no son de mano de obra.

Características SAP BPC

Planificación de negocios

- Modelo de **hipótesis**.
 - Se puede configurar la aplicación para que establezca una variedad de **índices** distintos y **escenarios** hipotéticos.
 - Permite cuantificar las **previsiones**, así como crear informes.
- Administración del presupuesto e **informes** de gestión.
 - Se pueden generar **informes y análisis** financieros y operativos.
 - Se pueden crear informes de **producción y gestión** (así como el informe de excepciones), análisis **financieros y operativos** y análisis **multidimensionales**.
 - Se presenta la característica "**park-and-go**", que permite capturar los datos que se muestran en ese momento para que los usuarios puedan trabajar **offline** cuando generen los análisis.

Características SAP BPC

Consolidación del negocio

- Ayuda a la consolidación **legal y administrativa**.
- Debido a que un repositorio de datos centralizado contiene **información actualizada** de los sistemas operativos.
- Brinda apoyo para **cumplir** con las normas.
- Se pueden generar comunicados y informes financieros **claros y transparentes** respecto de, por ejemplo, ganancias y pérdidas, flujos de caja y balances.
- Se pueden **comparar** datos.
- Se puede obtener **transparencia** en las transacciones corporativas en todos los niveles.

Características SAP BPC

Consolidación del negocio

- Se puede lidiar con cualquier **moneda** y realizar conversiones, asignaciones y eliminaciones.
- Los informes automáticos cumplen con los **estándares** más importantes, incluso los US GAAP y las Normas Internacionales de Información Financiera (NIIF).
- Ayuda a cumplir con los **estándares regulatorios y financieros**.

Características SAP BPC

Beneficios

- Optimiza los procesos de planificación y consolidación.
- Se puede gestionar el riesgo y el cumplimiento, y optimizar sistemas, personas y procesos.
- Acceso a datos corporativos confiables.
- Permite alinear las planificaciones operativas con objetivos, iniciativas y métricas propios de la corporación.
- Seguir paso a paso la planificación.
- Tener los recursos financieros que se habían presupuestado.

Características SAP BPC

Beneficios

- Enfocado en el usuario
 - Interfaz conocida: Microsoft Office, junto con una interfaz Web intuitiva.
 - Paneles de acción inteligentes.
 - Informes autoservicio: creación de informes dinámicamente.
- Centrado en el proceso
 - Procesos uniformes en toda la organización (creación del presupuesto anual o los procesos de previsión trimestrales).
 - El software viene con flujos de proceso configurables que permiten manejar las funciones de presupuesto, previsión y análisis.

Características SAP BPC

Beneficios

- Enfocado en el futuro
 - Utiliza las operaciones y los datos financieros históricos para brindar análisis de previsión avanzados.
 - Analiza los datos y brinda información importante, como razones y causa de fondo, de manera anticipada.
 - Permite evaluar el desempeño pasado y crear planificaciones que se ajusten al riesgo.
 - De manera anticipada, los análisis automatizados y predictivos advierten al usuario sobre discrepancias negativas e identifican métricas de desempeño que pongan en riesgo el cumplimiento de las expectativas.
 - Ayuda a encontrar una explicación rápida para las discrepancias y causas de fondo para que el usuario sepa dónde dirigir la atención de gestión.

*Introducción a SAP
Business Planning and Consolidation
(SAP BPC)*

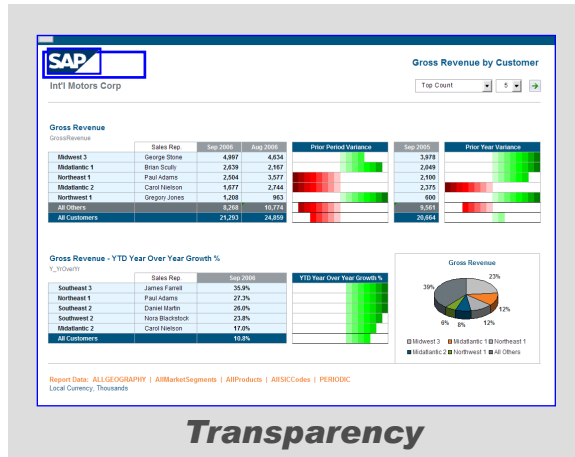
4

The Value of Holistic Financial Management

Fast, Accurate Close



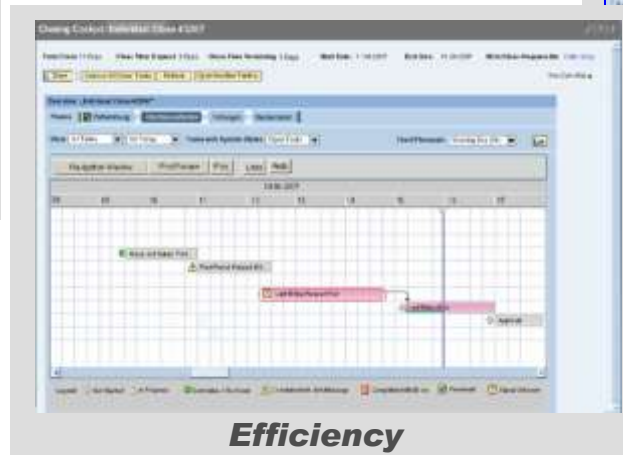
EPM Planning & Consolidation



GRC Process Controls



ERP Transactional Processing & Closing Cockpit



Compliance

Efficiency

SAP Solution: Efficient Planning, Budgeting, Forecasting and Fast, Accurate Close



Financial Performance Management

Un Proceso Iterativo para la Gestión del Desempeño

PROCESOS DE NEGOCIO CUBIERTOS CON SAP Business Planning & Consolidation

- Integración de planes y escenarios presupuestales
- Formulación del presupuesto anual
- Pronósticos mensuales y adecuaciones presupuestales
- Consolidación financiera, legal y de gestión
- Reportes de control presupuestal *
- Tableros de control de gestión (financiera / presupuestal **)

* Esta herramienta contempla el Control Presupuestal (*a posteriori*) por medio de reportes dinámicos actualizados periódicamente con información del ERP.

** SAP BPC contempla tableros de control orientados al desempeño financiero y la gestión presupuestal.

Business Process Flows

At a Glance Status of All Standard Processes

	<u>Process</u>	<u>Owner</u>	<u>Active</u>	<u>Done</u>	<u>Review</u>	<u>Status</u>
	Financial Processes					Needs Review
	Monthly Financial Process		6	0		Needs Review
	Management Consolidation		2	0		In Process
	Monthly Forecast		4	0		In Process
	Annual Budget		3	0		In Process
	Simple Annual Budget		2	0		Needs Review
	Legal Consolidation					Needs Review
	IC Matching		2	2		Needs Review
	Monthly Submission		1	0		In Process
	Consolidation		2	0		In Process
	External Reporting		1	0		Needs Review
	Operational Processes					In Process


Business Process Flows

Administración Centralizada de Procesos

BPFReport - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites



Actual Entity	2007.SEP	1 . Initiate Monthly Close Process	2 . Enter Monthly Financial Data	3 . Intercompany Matching	4 . Adjustments and Eliminations	5 . Allocations	6 . Consolidation Review	7 . Update Monthly Forecast
GreatBritain		→	→	→	→	→		
Canada		→	→	→	→			
France		→	→	×				
Germany		→	→	→				
Italy		→	→	→	→	→	→	
US		→	→	→	→	→	→	

→ Step Completed ⚠ Step Awaiting Review × Step Rejected and Awaiting Update

Business Process Flows

Formulación Descentralizada de Presupuestos

1

Annual Budget

Simple Annual Budget : BPF To Do List

- 1. Initiate Budget & Set Targets **Completion Required**
- 2. Enter Budget Information **Completion Required**
- 3. Consolidation & Review **Completion Required**

Business Process Flow Options

Workflow Instruction

Annual Budget process including headcount, capital expenditures, revenue, COS, and other expense planning.

This step is completed

Review this step

Available Interfaces

See Also

2

Annual Budget

Simple Annual Budget : BPF To Do List

- 1. Initiate Budget & Set Targets <<Review Required
- 2. Enter Budget Information **Completion Required**
- 3. Consolidation & Review **Completion Required**

3

Business Process Flow Options

Workflow Instruction

Annual Budget process including headcount, capital expenditures, revenue, COS, and other expense planning.

This step is completed

Review this step

Available Interfaces

See Also

Business Process Flow Options

Reviewing step

[Review Currency Rates](#)

[Review Standard Capex Rates](#)

[Review Human Capital Rates](#)

[Review Targets](#)

[REPORT - Version Comparison](#)

☐ Reject

☒ Accept



Available Interfaces

See Also

Annual Budget

Simple Annual Budget : BPF To Do List

- 1. Initiate Budget & Set Targets **Reviewed**
- 2. Enter Budget Information **Completion Required**
- 3. Consolidation & Review **Completion Required**

Intuitive Web 2.0 Interface with Intelligent Action Panes aids Productivity

SAP BPC - Performance Management Dashboard - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

SAP-CPMVM\CPMadmin - Performance Management Dashboard

enable ☐

CSFs

- Finance ●
- Customer ●
- Sales ●
- Product ●
- People ●

Process	Owner	Active	Done	Review	Status
Financial Processes					Needs Review
Monthly Financial Process		6	0		Needs Review
Management Consolidation		2	0		In Process
Monthly Forecast		3	0		In Process
Annual Budget		2	0		In Process
Simple Annual Budget		1	0		Needs Review
Legal Consolidation					Needs Review
Operational Processes					In Process

Intelligent Action Panes

Session Information

- + Login: SAP-CPMVM\CPMadmin - DEMOSB
- + Analysis: FINANCE - TIME, [2007.SEP]

Role

Change User

Library

- Monthly Reports
- Forecast Reports
- Calendar
- Monthly Process Status
- Annual Budget Status
- Consolidation Status
- Board Presentation

Desktop tools

- Maintenance CSF
- Maintenance Process

Available Interfaces ▼

See Also ▼

Business Process Flows

Ensure consistency and minimize training

×

Open Business Process Flow - Step 1 of 2

What business process flow would you like to open?

Monthly Forecast

Monthly Forecast

External Reporting

Management Consolidation

Monthly Financial Process

IC Matching

Consolidation

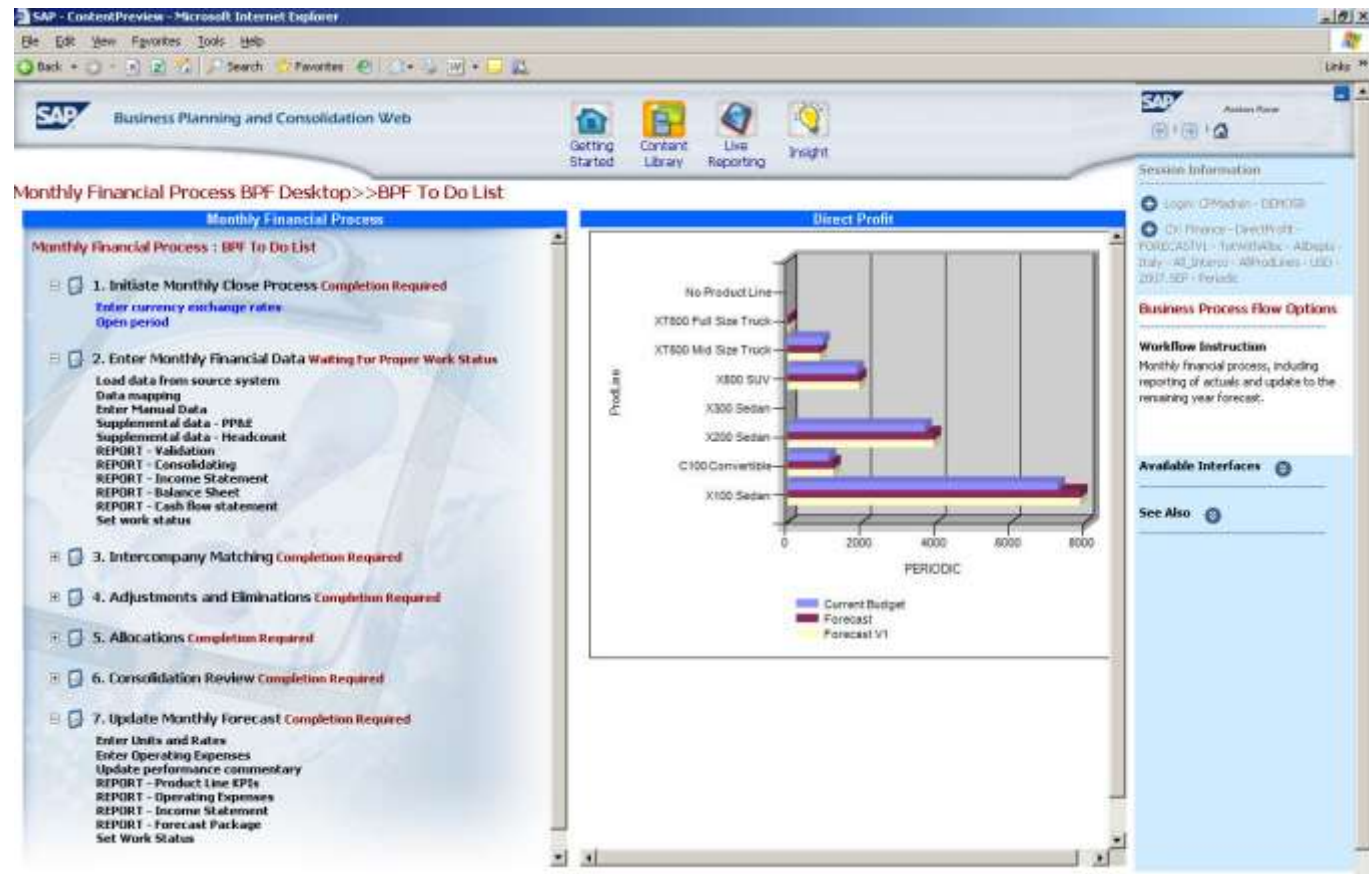
Monthly Submission

Customer Profitability

Annual Budget

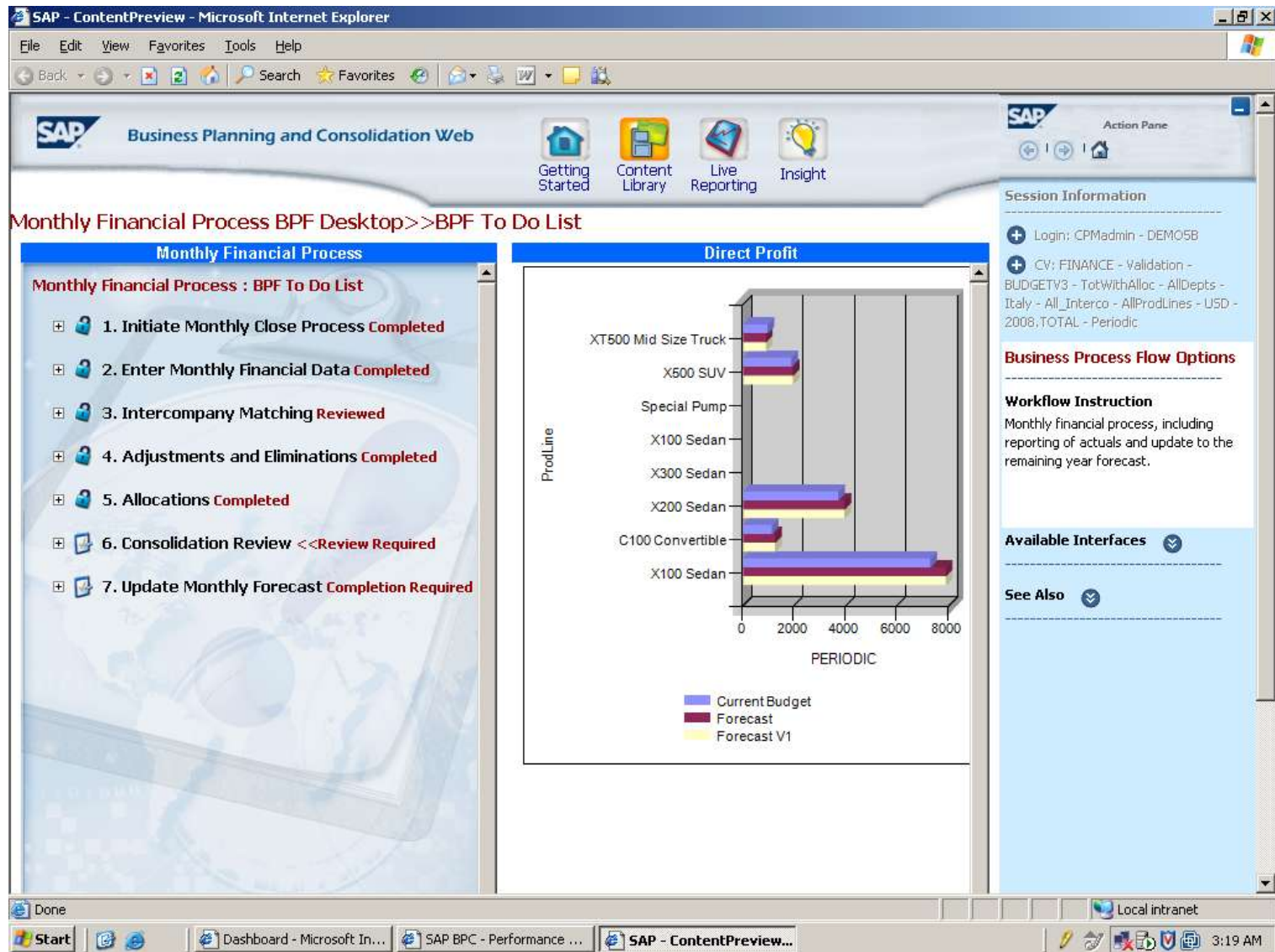
Simple Annual Budget

See Also



Business Process Flows

At a Glance Status of All Standard Processes



Annual Budget Process

SAP - ContentPreview - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Links

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Annual Budget BPF Desktop>>BPF To Do List

Annual Budget Process

Annual Budget : BPF To Do List

- 1. Initiate Budget & Set Targets **Completion Required**
 - Create New Budget Version
 - Enter Currency Rates
 - Enter Human Capital Rates
 - Enter Standard Capex Rates
 - Set Targets
 - Allocate Targets
 - Load Payroll Data
 - Post Policies & Procedures
 - REPORT - Version Comparison
- 2. Revenue & COS **Completion Required**
 - Review Policies & Procedures
 - Enter Units & Rates
 - REPORT - Comparative P&L
 - REPORT - Product Line KPIs
 - REPORT - Version Comparison
- 3. HR Budget **Completion Required**
- 4. Expense Budget **Completion Required**
- 5. Capital Expenditure Budget **Completion Required**
- 6. Balance Sheet & Cash Flow **Completion Required**
- 7. Consolidation & Review **Completion Required**

Key Account Comparison

Account	BUDGETV1	BUDGETV2	TARGET
Salaries & Wages	3,545	3,545	
Fringe Benefits	1,124	1,124	
Other Dept Expense	5,391	5,391	
Depreciation & Amortization	1,345	1,345	

PERIODIC

Session Information

- Login: CPMAdmin - Demo5b
- CV: Finance - DirectProfit - BUDGETV2 - TotWithAlloc - AllDepts - Italy - All_Interco - AllProdLines - USD - 2008.TOTAL - Periodic

Business Process Flow Options

Workflow Instruction

Complete the annual budget process

Available Interfaces

See Also

Annual Budget Process

SAP - ContentPreview - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Links

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Annual Budget BPF Desktop>>BPF To Do List

Annual Budget Process

Annual Budget : BPF To Do List

- 1. Initiate Budget & Set Targets **Completion Required**
- 2. Revenue & COS **Completion Required**
- 3. HR Budget **Completion Required**
 - Review Policies & Procedures
 - Review HR Assumptions
 - Enter Employee Information
 - REPORT - Personnel Expenses
 - REPORT - Employee Trend
 - REPORT - New Hires
 - REPORT - Increase Exceptions
- 4. Expense Budget **Completion Required**
 - Review Policies & Procedures
 - Enter Expenses
 - REPORT - Expense Comparison
 - REPORT - Version Comparison
- 5. Capital Expenditure Budget **Completion Required**
 - Review Policies & Procedures
 - Review Capex Assumptions
 - Enter Capital Expenditures
 - REPORT - Capex by Proj
 - REPORT - Capex by Asset Class
 - REPORT - Version Comparison
- 6. Balance Sheet & Cash Flow **Completion Required**
- 7. Consolidation & Review **Completion Required**

Key Account Comparison

Account	BUDGETV1	BUDGETV2	TARGET
Salaries & Wages	3,583	3,583	
Fringe Benefits	984	984	
Other Dept Expense	6,375	6,375	
Depreciation & Amortization	1,547	1,547	

PERIODIC

Session Information

- Login: CPMadmin - Demo5b
- CV: Finance - DirectProfit - BUDGETV2 - TotWithAlloc - AllDepts - Italy - All_Interco - AllProdLines - USD - 2008.TOTAL - Periodic

Business Process Flow Options

Workflow Instruction

Complete the annual budget process

Available Interfaces

See Also

Consolidation Process

SAP - ContentPreview - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Links

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Consolidation BPF Desktop>>BPF To Do List

Consolidation Process

Consolidation : BPF To Do List

- 1. Setup Consolidation Parameters **Completion Required**
 - Carry forward opening balances
 - Enter currency rates
 - Enter Investments in Subs
 - Enter ownership
 - Calculate ultimate ownership
 - Consolidation scope
 - REPORT - Ownership
 - Distribute Offline Packages
- 2. Consolidation **Completion Required**
 - REPORT - P&L Group Matching
 - REPORT - BS Group Matching
 - View Consolidation Scope
 - Run Consolidation
 - Consolidation adjustments
 - CONSOLIDATION AUDIT
 - AUDIT - By Level
 - AUDIT - By Entity
 - AUDIT - By Stage
 - AUDIT - By Flow
 - AUDIT - By Account & Rules
 - AUDIT - Free Analysis
 - System Audit Trail
 - CONSOLIDATION REPORTS
 - REPORT - Profit and Loss
 - REPORT - Balance Sheet
 - REPORT - Cash Flow
 - REPORT - Equity Reconciliation
 - REPORT - Equity Analysis
 - REPORT - Contribution Analysis
 - REPORT - Comparative
 - REPORT - Currency Variance
 - REPORT - Packages Comments
 - Set work status
- 3. Report Distribution **Completion Required**

Monthly Submission Process Status

SAP

Actual Entity	2007.SEP 1 . Enter Data	2 . Enter local Adjustments	3 . Reporting
GreatBritain			

Step Completed Step Awaiting Review and Awaiting Update Step Rejected

Session Information

- Login: CPMadmin - Demo5b
- CV: Legal - F_CLO - BalanceSheet - ACTUAL - C_IMC_Legal - USGAAP - IMC_Mgmt - All_Interco - 2007.SEP - Periodic

Business Process Flow Options

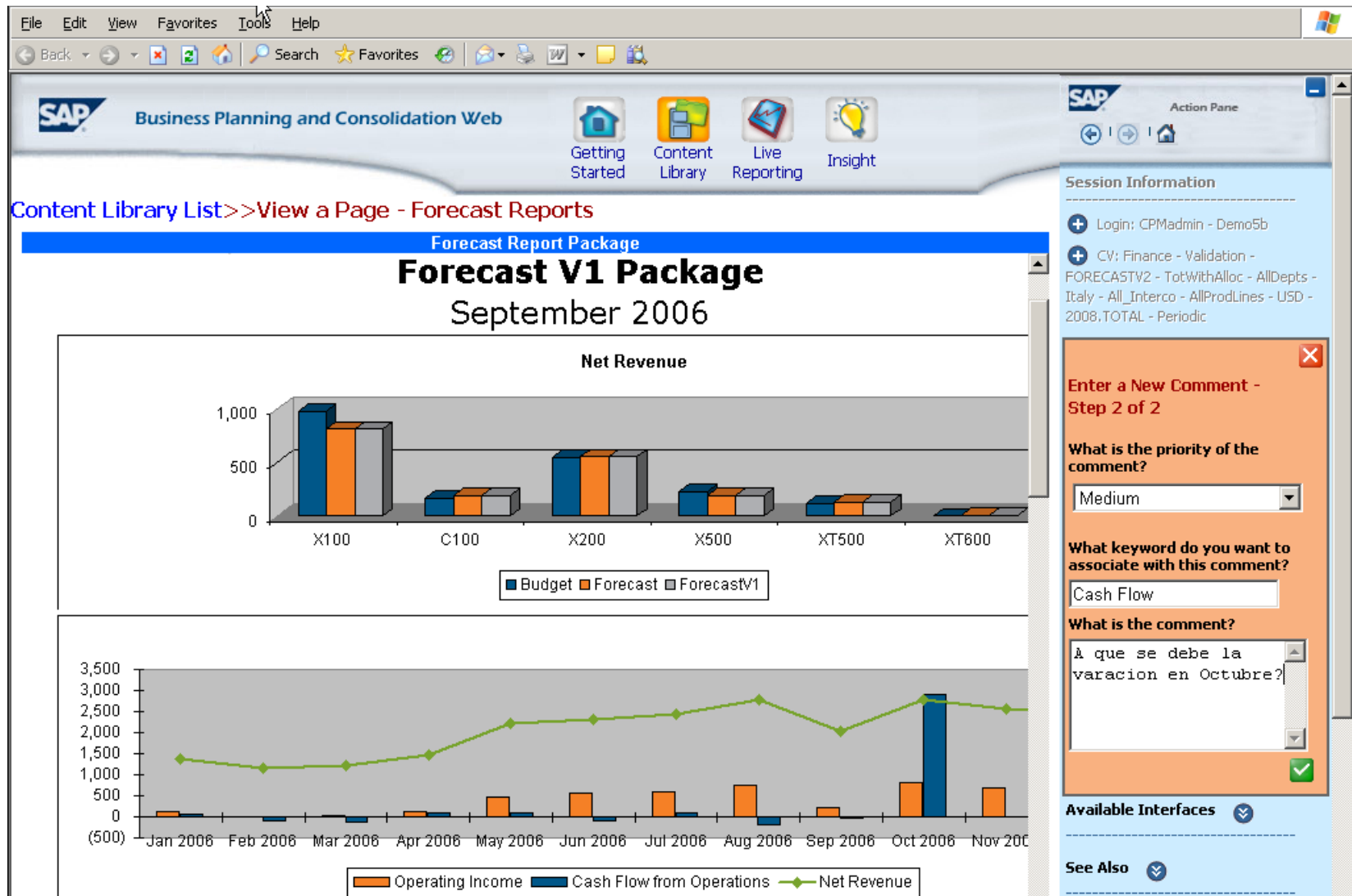
Workflow Instruction

Financial Consolidation Tasks - Rate and Scope Definition - Consolidation Reports and Analysis

Available Interfaces

See Also

Monthly Budget Reviews and Forecast



BPF: Administered by end-users

The screenshot shows the SAP Business Planning and Consolidation Administration interface. The main window is titled "SAP - Modify Business Process Flow (Simple Annual Budget)". It features a navigation pane on the left with a tree structure showing various business processes. The main content area is divided into two sections: "Setup Requirements" and "What is the recurrence pattern for BPF: Simple Annual Budget".

Setup Requirements:

- A. Define BPF
- B. Define Data Region
- C. Define Timing** (highlighted)
- D. Set Access

What is the recurrence pattern for BPF: Simple Annual Budget:

Recurrence:

- ☐ Daily
- ☐ Weekly
- ☐ Monthly
- ☐ Quarterly
- ☐ Yearly
- ☒ Once

What is the activation date and start time for this BPF?

Activation date: 12/11/2006 Start time: 12:16 PM

When should users be notified to start this BPF?

1 day(s) Prior to the start of the BPF

[Continue to Setup Step D](#)

Page 3 of 7

Buttons: Help, Save, < Back, Next >, Close

BPF: Administered by end-users

SAP

SAP Business Planning and Consolidation Administration

Select an item in the server hierarchical list to view and change related properties. To perform a task on the selected object/category, select an option from the action pane.

Server name: SAP-CPMVM

Business process flow information:

BPFName	BPFDesc	AppName	NotifyEmail
Annual Budget	Complete the annual budget process	Finance	controller@outlooksoft.com
Budget Administration	Budget Administration tasks for the BPF owner.	Finance	Controller@outlooksoft.com
Consolidation	Financial Consolidation Tasks - Rate and Scope Definition - Consolidation Reports and Analysis	Legal	Controller@outlooksoft.com
Customer Profitability	Customer analytics will include customer revenue, cost and receivables details, and will also d...	Customer	osadmin@outlooksoft.com
External Reporting	External reporting tasks	Finance	Controller@outlooksoft.com
IC Matching	Intercompany Matching Process - Declaration, Validation and Matching	ICMatch...	Controller@outlooksoft.com
Management Consolidation	Process to collect monthly actual results and consolidate for management reporting	Finance	osadmin@outlooksoft.com
Monthly Financial Process	Monthly financial process, including reporting of actuals and update to the remaining year fore...	Finance	osadmin@outlooksoft.com
Monthly Forecast	Collection and reporting of monthly forecast data.	Finance	Controller@outlooksoft.com
Monthly Submission	Monthly Submission for Financial Close	Legal	Controller@outlooksoft.com
Sales Forecast	Update actual sales data for the Period & revise monthly forecast.	Sales	osadmin@outlooksoft.com
Simple Annual Budget	Annual Budget process including headcount, capital expenditures, revenue, COS, and other ...	Finance	controller@outlooksoft.com

Server hierarchical list:

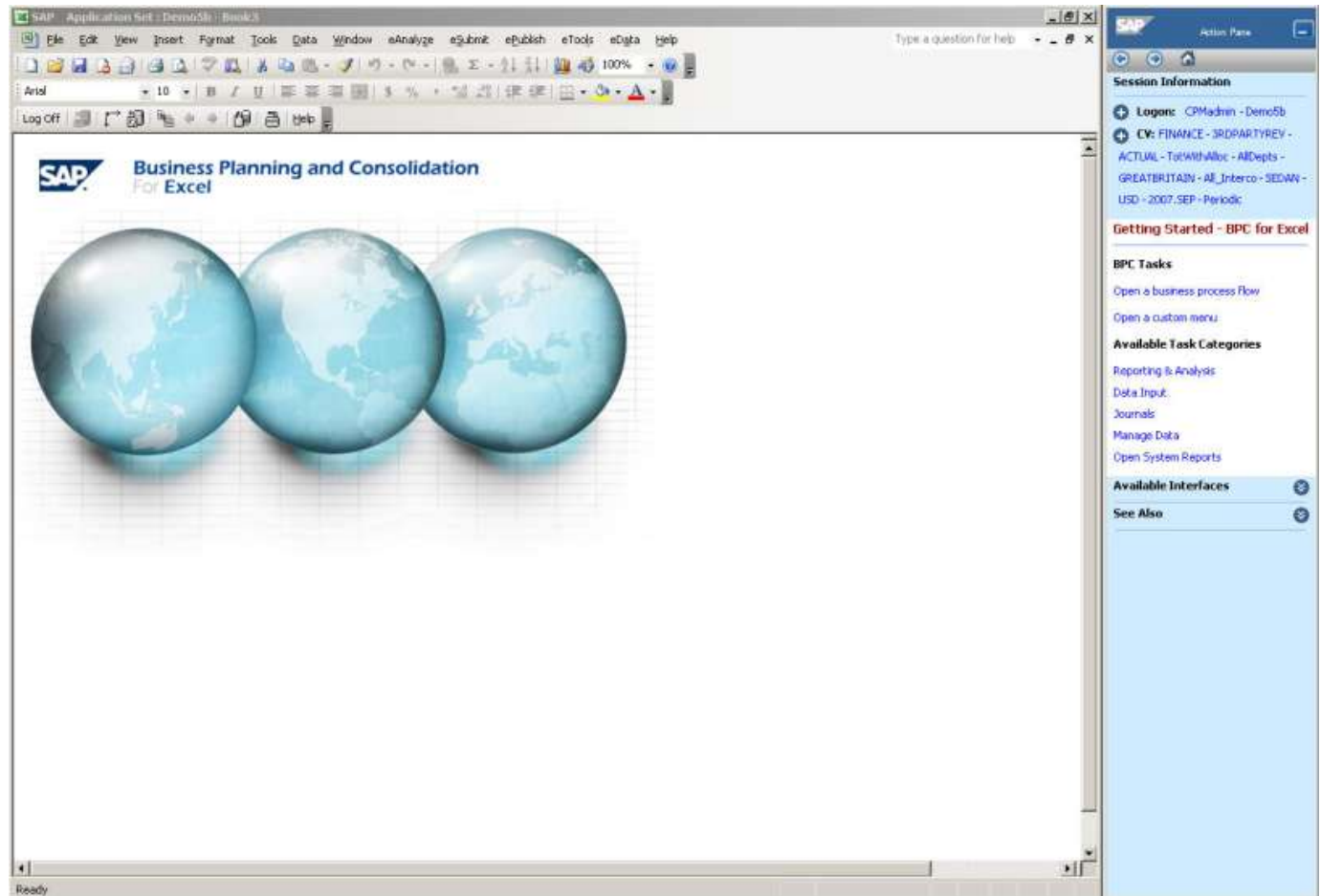
- Demo5b
 - Dimension Library
 - Application
 - Insight
 - Work Status
 - Security
 - Business Rule Library
 - Business Process Flows
 - Custom Menus

Action Pane

Self-Service Reporting

Reduces burden on IT and Aids Agility

**Self-Service
Financial
Reporting**
**ensures any user
can create
information on
the fly on the
web or in
Microsoft Office
with drill down
and drill through
plus integrated
data and charts**



Familiar Excel Interface operates from a Single Data Repository for Data Confidence

SAP Application Set - DemoSb - Template11

File Edit View Insert Format Tools Data Window eAnalyze eSubmit ePublish eTools eData Help

11/09/07 08:50 PM

SAP

Int'l Motors Corp
Profit After Direct Costs
Sedans
September 2007 Periodic
US Dollar Thousands

ENTITY	Actual	Current Budget	Variance	Variance %
North America	10,465	11,284	(819)	(7.3%)
Europe	2,994	3,437	(443)	(12.9%)
Asia Pacific	5,747	5,775	(28)	(0.5%)
Int'l Motors Corp	19,207	20,496	(1,290)	(6.3%)

Chart Wizard - Step 1 of 4 - Chart Type

Standard Types Custom Types

Chart type: Column

Chart sub-type: Clustered Column

Clustered Column. Compares values across categories.

Press and Hold to View Sample

Cancel < Back Next > Finish

Session Information

- Logon: CPMAdmin - DemoSb
- CV: FINANCE - Direct Profit -
- ACTUAL - TotWithAlloc - AllDepts -
- IMC_Mgmt - All_Interco - SEDAN - USD
- 2007_SEP - Periodic

Report State

Cell Tasks

- Drill down
- Drill through
- Insert function

Report Tasks

- Publish information
- Retrieve data
- Edit report using drag & drop
- Set workbook options
- Worksheet dimension lock options
- Park N Go
- Save to My Reports folder

BPC Tasks

- Add new comment
- View comments
- Audit reports

Available Interfaces

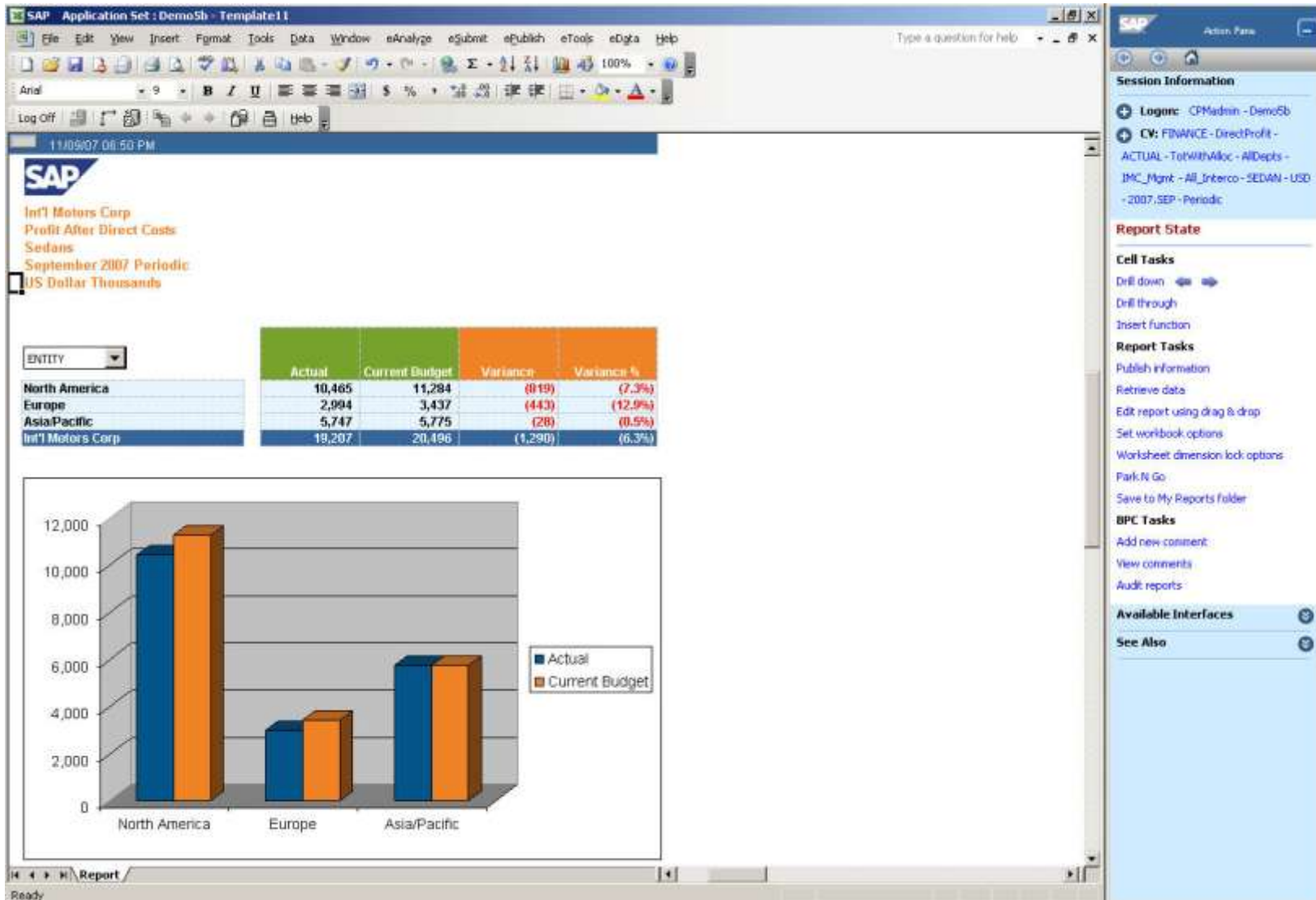
See Also

Report

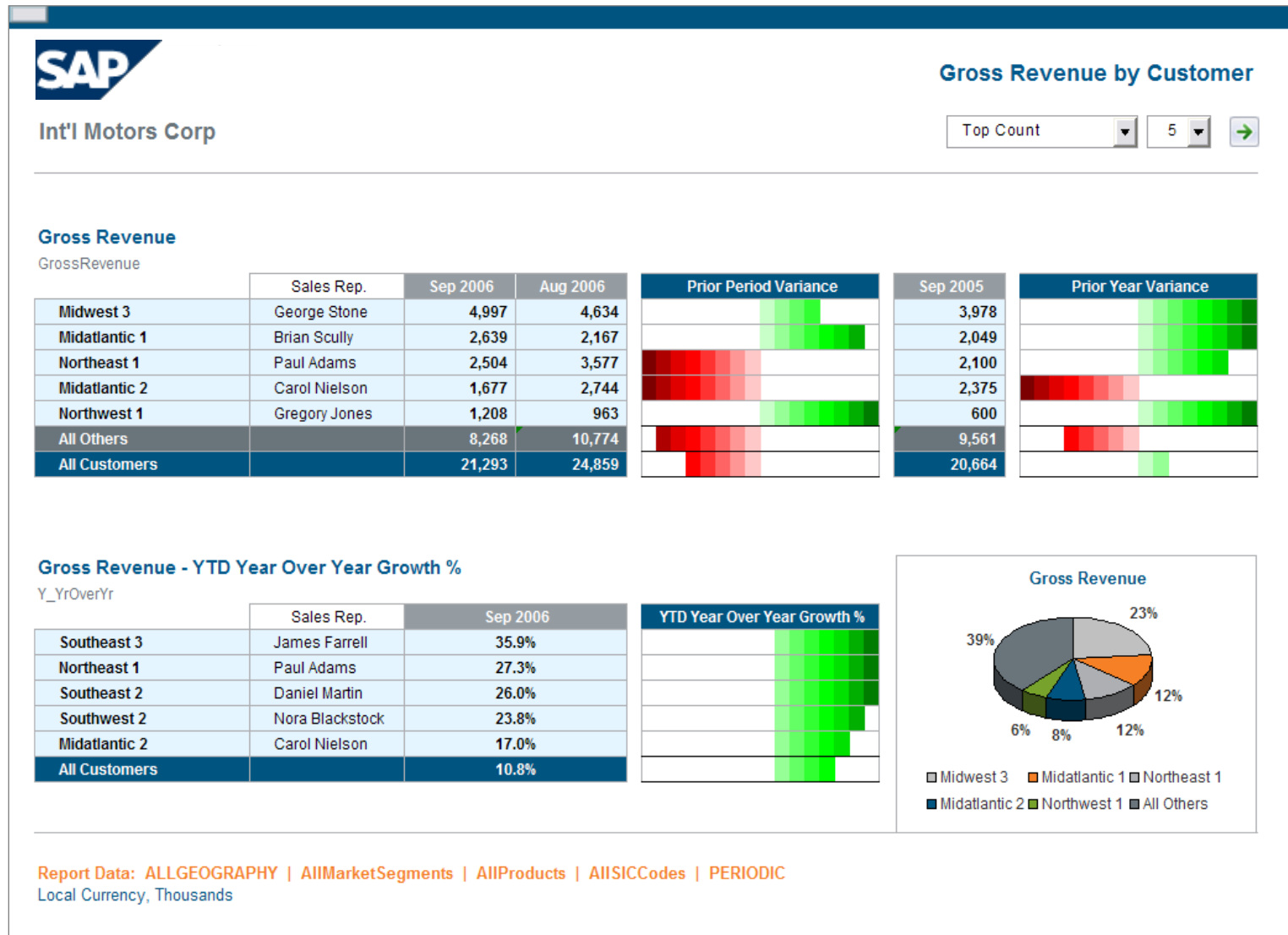
Ready

Sum=39703.1768

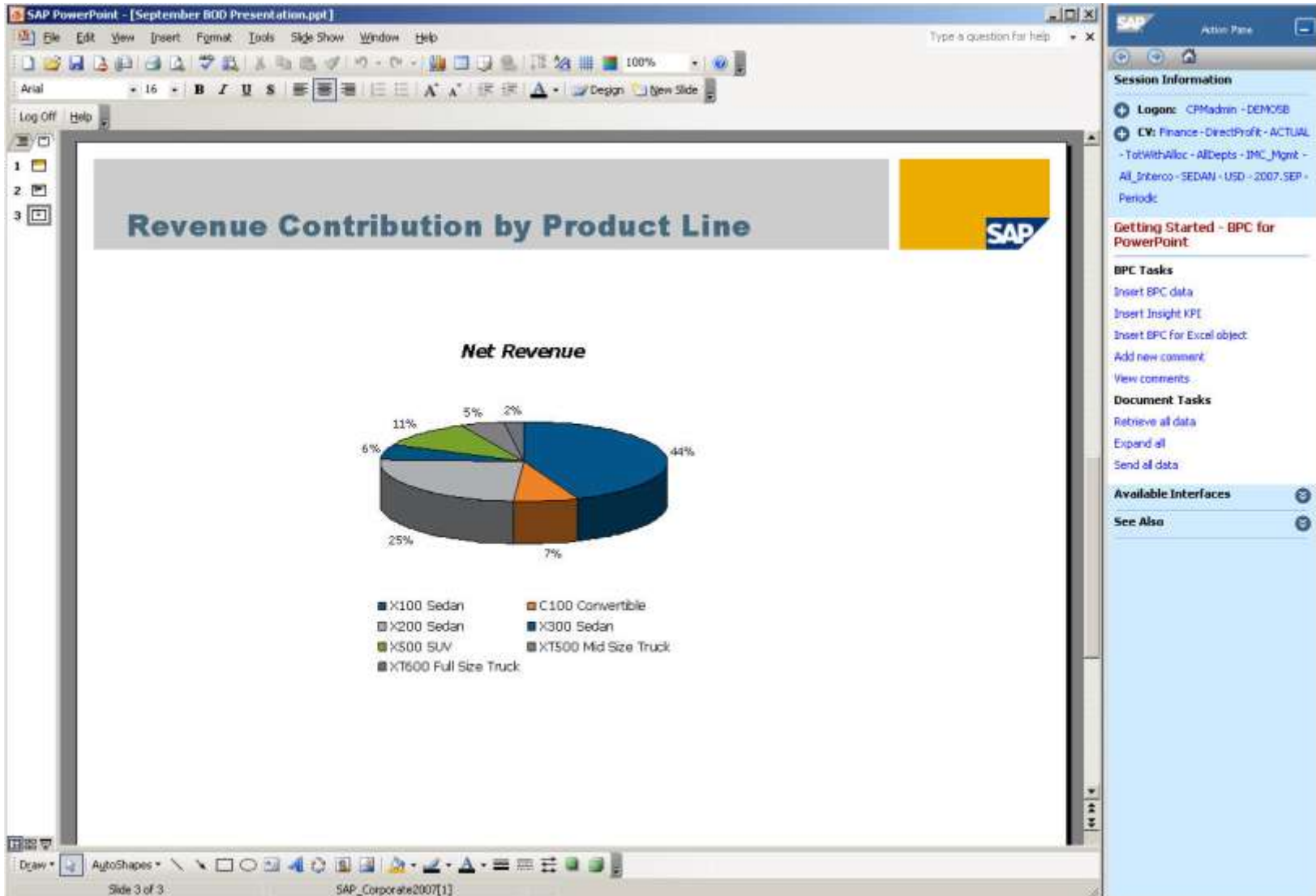
Familiar Excel Interface operates from a Single Data Repository for Data Confidence



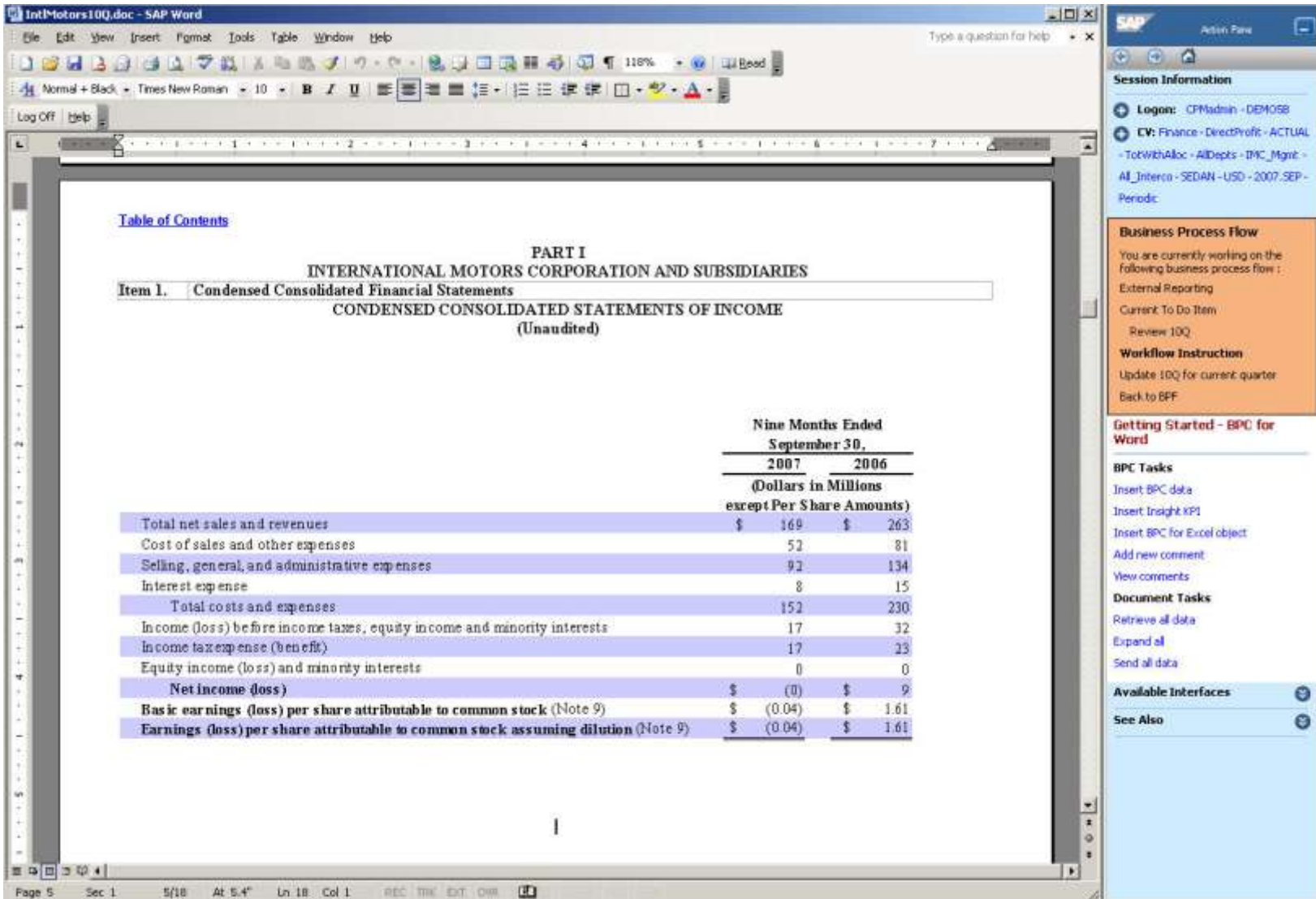
Familiar Excel Interface operates from a Single Data Repository for Data Confidence



Familiar Word and PowerPoint Interfaces Reduce Learning Curve & Aid Project Adoption



Familiar Word and PowerPoint Interfaces Reduce Learning Curve & Aid Project Adoption



The screenshot displays the SAP Word interface. The main window shows a document titled "IntlMotors10Q.doc - SAP Word" with a menu bar (File, Edit, View, Insert, Format, Tools, Table, Window, Help) and a toolbar. The document content includes a "Table of Contents" link, a section header "PART I INTERNATIONAL MOTORS CORPORATION AND SUBSIDIARIES", and a table of financial data for the nine months ended September 30, 2007 and 2006. The sidebar on the right contains "Session Information" (Login: CPMAdmin - DEMO58, CV: Finance - DirectProfit - ACTUAL), "Business Process Flow" (External Reporting, Current To Do Item, Review 10Q), "Workflow Instruction" (Update 10Q for current quarter, Back to BPF), "Getting Started - BPC for Word", "BPC Tasks" (Insert BPC data, Insert Insight KP1, Insert BPC for Excel object, Add new comment, View comments), "Document Tasks" (Retrieve all data, Expand all, Send all data), and "Available Interfaces" (See Also).

[Table of Contents](#)

PART I
INTERNATIONAL MOTORS CORPORATION AND SUBSIDIARIES

Item 1. Condensed Consolidated Financial Statements


CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(Unaudited)

	Nine Months Ended September 30,	
	2007	2006
	(Dollars in Millions except Per Share Amounts)	
Total net sales and revenues	\$ 169	\$ 263
Cost of sales and other expenses	52	81
Selling, general, and administrative expenses	92	134
Interest expense	8	15
Total costs and expenses	152	230
Income (loss) before income taxes, equity income and minority interests	17	32
Income tax expense (benefit)	17	23
Equity income (loss) and minority interests	0	0
Net income (loss)	\$ (0)	\$ 9
Basic earnings (loss) per share attributable to common stock (Note 9)	\$ (0.04)	\$ 1.61
Earnings (loss) per share attributable to common stock assuming dilution (Note 9)	\$ (0.04)	\$ 1.61


Page 5 Sec 1 5/18 At 5.4" Ln 18 Col 1 REC TRK EXT OVR

Collaboration via Comments & Unstructured Data Sharing

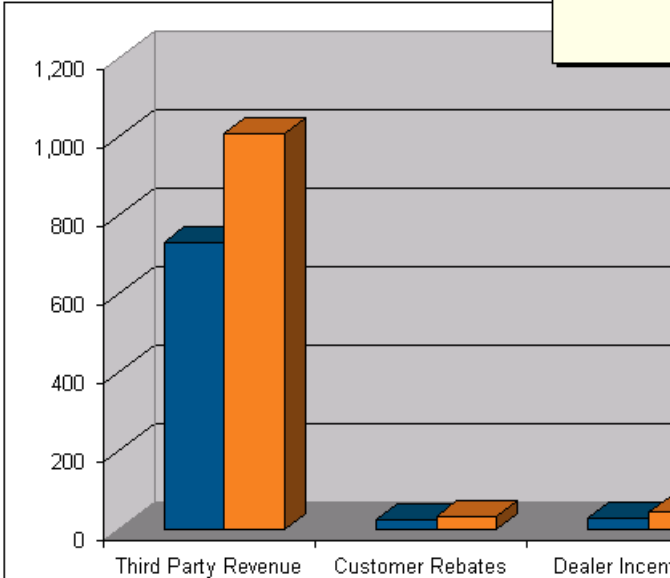
01/22/07 12:38 PM



Great Britain
September 2006 Periodic
US Dollar Thousands



ACCOUNT 

Third Party Revenue	729		
Customer Rebates	22		
Dealer Incentives	29		
Net Revenue	678		




CV: FINANCE - NETREV - ACTUAL -
TotWithAlloc - AllDepts -
GREATBRITAIN - All_Interco - X100 -
USD - 2006.SEP - Periodic


Report State

Cell Tasks
[Drill down](#)  
[Drill through](#)
[Insert function](#)



Report Tasks
[Publish information](#)
[Retrieve data](#)
[Edit report using drag & drop](#)
[Set workbook options](#)
[Worksheet dimension lock options](#)
[Park N Go](#)
[Save to My Reports folder](#)

Add new comment
[View comments](#)
[Audit reports](#)

Available Interfaces 

See Also 

High number of units being placed on hold by dealers.

Enter a New Comment - Step 2 of 2
What is the priority of the comment?
 High
What keyword do you want to associate with this comment?
Units on Hold
What is the comment?
High number of units being placed on hold by dealers.


Share Documents Online

SAP - WebContentsList - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Session Information

- Login: CPMAdmin - Demo5b
- CV: HCM - ACTUAL - TotWithAlloc - AllEmployees - IMC_Mgmt - AnnualSalary - AllPositions - USD - 2003.TOTAL - AllDepts - Periodic

Content Library List:
15 of 24 items displayed

Title	Type	Subtype	Application Context	Team Access	Date
<input type="checkbox"/> Financial Calendar				All Users	Aug 4 2007
<input type="checkbox"/> Message from Marketing		Marketing Dept	Finance:context	All Users	Jul 12 2007
<input type="checkbox"/> SeptCommentsGB		Management Comments	Finance:context	All Users	Jul 12 2007
<input type="checkbox"/> Monthly Submission BPF Desktop	Web page			All Users	Jun 28 2007
<input type="checkbox"/> Consolidation BPF Desktop	Web page			All Users	Jun 28 2007
<input type="checkbox"/> IC Matching BPF Desktop	Web page			All Users	Jun 28 2007
<input type="checkbox"/> Financial Consolidation BPF Desktop	Web page			All Users	Jun 25 2007
<input type="checkbox"/> 2008 Annual Budget Policies & Proce...	Web page			All Users	Jun 25 2007
<input type="checkbox"/> Monthly Book	Web page			All Users	Jun 25 2007
<input type="checkbox"/> Landing Background	Web page			All Users	Jun 25 2007
<input type="checkbox"/> IC Matching Book	Web page			All Users	Jun 25 2007
<input type="checkbox"/> Monthly Reports	Web page			All Users	Jun 25 2007
<input type="checkbox"/> 2008 Annual Budget Policies & Proce...				All Users	Jun 13 2007
<input type="checkbox"/> Management Consolidation BPF Deskto...	Web page	BPF		All Users	Apr 11 2007
<input type="checkbox"/> Invoice 102706	INVOICE			All Users	Jan 12 2007

1 to 2

Post a Document - Step 1 of 5

You can post almost any type of file to the Content Library.

What is the name of the file?

Browse...

What is the description of the file?

Available Interfaces

See Also

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About Business Planning and Consolidation

Local intranet

Automated Audit Trail

SAP Business Planning and Consolidation Web

BPC Administration >> Manage Data Audit

Select Application:
Finance

Set Audit Trail Properties:
☒ **Enable Data Activity**
Set audit trail properties for each category in your application.
Select a category:
ACT_CST_SCT

Select one or more tasks to audit:

☐ BPC Office
☐ Data Manager Import
☐ Data Manager Clear
☐ Logic Execution
☐ Live Report
☐ Journals

Select All Clear All

Session Information
Login: I043296 - Demo5b
CV: Finance - NetIncome - BUDGET
- TotWithAlloc - AllDepts - Italy -
All_Intercos - AllProdLines - USD -
2006.TOTAL - Periodic

BPC Administration

Manage Data Audit
View Audit Settings for All Categories
Save Audit Data Now
Publish Audit Report
Browser Admin Tasks

Available Interfaces

See Also

SAP Business Planning and Consolidation Web

BPC Administration >> Manage Activity Audit

Set Log Limits:
☒ Never purge audit data
☐ Set purge frequency: Keep audit records for 0 Days

Schedule Synchronization:
☒ **Enable schedule**
Save audit data every: 5 Minutes

Set Activity Audit Properties:
☐ Enable Admin Activity ☐ Enable User Activity ☐ Enable BPF Activity

Update

Session Information
Login: I043296 - Demo5b
CV: Finance - NetIncome -
- TotWithAlloc - AllDepts - Italy -
All_Intercos - AllProdLines - USD -
2006.TOTAL - Periodic

BPC Administration

Web Admin Tasks
Set AppSet Parameters
Set Application Parameters
Manage Books
Manage Document Types
Manage Document Subtypes
Manage Activity Audit

Statutory and Management Reporting

Meets all statutory, regulatory and financial reporting requirements*

- **GAAP**
- **IFRS**
- **IAS**
- **FASB**

* SOX compliant

**Actual
Int'l Motors Corp
Balance Sheet
September 2006**

	Comparative Balance Sheet				
	September 2006	August 2006	VARIANCE	December 2005	VARIANCE
Cash in Bank	75,971	74,882	1,089	78,409	(2,438)
Accounts Receivable	42,531	42,187	344	39,634	2,897
Intercompany Accounts Receivable	0	0	0	0	0
Inventory	27,758	27,468	290	25,375	2,383
Total Current Assets	146,261	144,537	1,723	143,418	2,843
Property Plant & Equipment	181,001	178,440	2,561	151,560	29,441
Accumulated Depreciation	(72,396)	(71,312)	(1,084)	(60,106)	(12,290)
Net Property, Plant & Equip	108,604	107,128	1,476	91,454	17,150
Investment in Subsidiary	8,363	8,363	0	8,363	0
Total Assets	263,228	260,029	3,200	243,235	19,993
Account Payable	16,274	16,440	166	15,153	(1,120)
Intercompany Accounts Payable	0	0	0	0	0
Intercompany Out of Balance	0	(0)	(0)	(0)	(0)
Accrued Expenses	14,016	13,948	(68)	12,721	(1,294)
Interest Payable	1,246	1,276	30	1,486	240
Short Term Portion of Long Term Debt	1,189	1,227	39	1,429	240
Other Current Liabilities	12,549	13,430	881	7,349	(5,200)
Total Current Liabilities	45,273	46,321	1,048	38,138	(7,135)
Long Term Debt	31,579	32,292	713	37,334	5,754
Total Liabilities	76,852	78,613	1,761	75,472	(1,380)
Common Stock	1,562	1,562	0	1,562	0
Preferred Stock	3,185	3,185	0	3,185	0
Additional Paid in Capital	8,183	8,183	0	8,183	0
Total Capital Stock	12,929	12,929	0	12,929	0
Retained Earnings - Beginning	154,834	154,834	0	123,726	(31,108)
Current Year Net Income	17,516	11,936	(5,519)	34,678	17,163
FX Equity Gain & Loss	1,142	1,688	546	(3,540)	(4,682)
FX CYNL Gain & Loss	(45)	(33)	13	(31)	14
Currency Translation Adjustment	1,097	1,656	559	(3,571)	(4,668)
Retained Earnings - Ending	173,447	168,486	(4,961)	154,834	(18,613)
Out of Balance	0	0	0	0	(0)
Stockholder's Equity	186,376	181,415	(4,961)	167,763	(18,613)
Total Liabilities and Equity	263,228	260,029	(3,200)	243,235	(19,993)
Net Balance Sheet	(0)	0	(0)	(0)	0

Key Financial Performance Indicators

Dashboard - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Session Information

Login: CPMADMIN - DEMO5B

Analysis: FINANCE - September 2007

Insight Options

Analysis Tasks

Create Content Task

Available Interfaces

See Also

Insight - FINANCE

Data last synchronized at : 10/8/2007 3:15:51 PM

Key Performance Indicator	Trend	July 2007 ACTUAL	August 2007 ACTUAL	September 2007 ACTUAL	September 2007 BUDGET	October 2007 BUDGET	November 2007 BUDGET	YTD ACTUAL	YTD BUDGET
# of Dealers	▼	726	726	725	729	1,022	1,005	725	729
Customer Satisfaction Index	▲	95	94	94	93	97	96	94	93
Direct Profit	▼	27,342	29,128	24,300	25,854	27,015	27,432	197,638	194,170
Direct Costs	▼	12,222	13,018	12,035	37,615	39,193	39,838	89,339	87,370
Net Revenue	▼	39,564	42,146	36,335	37,615	39,193	39,838	286,977	281,540
DSO	▲	40	39	40	38	38	38	40	38
EBITDA % of Revenue	▼	33	35	27	31	33	33	25	24
Headcount	▲	1,066	1,068	1,069	1,049	1,051	1,051	1,069	1,049
Inventory Turns	▼	4	4	4	4	4	4	4	4
Lost Time Incidents	▼	9	12	8	13	13	13	91	115
Market Share %	▲	2	2	2	2	5	4	2	2
Net Income per Headcount	▼	3,629	7,796	5,166	7,057	9,127	11,313	16,393	16,314
Net Revenue	▼	39,564	42,146	36,335	37,615	39,193	39,838	286,977	281,540
Operating Expenses	▲	15,672	15,706	15,713	15,503	15,562	15,617	139,104	138,102
OSHA # Reportable Incidents	▲	23	24	26	34	34	34	206	306
Research Exp % of Revenue	▲	4	4	4	4	4	4	5	5
Revenue per Headcount	▼	37,101	39,475	34,005	35,870	37,303	37,913	268,574	268,476
Units Sold	▼	1,391	1,474	1,275	1,336	1,386	1,403	10,159	10,056

Last updated at: 9/9/2008 2:37:22 AM Refresh

Scale : KPI Alert Predictor Action Variance

Insight - OWNERSHIP

Data last synchronized at : 10/8/2007 3:15:51 PM

Key Performance Indicator	Trend	July 2007 ACTUAL	August 2007 ACTUAL	September 2007 ACTUAL	September 2007 BUDGET	October 2007 BUDGET	November 2007 BUDGET	YTD ACTUAL	YTD BUDGET
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Done

Start

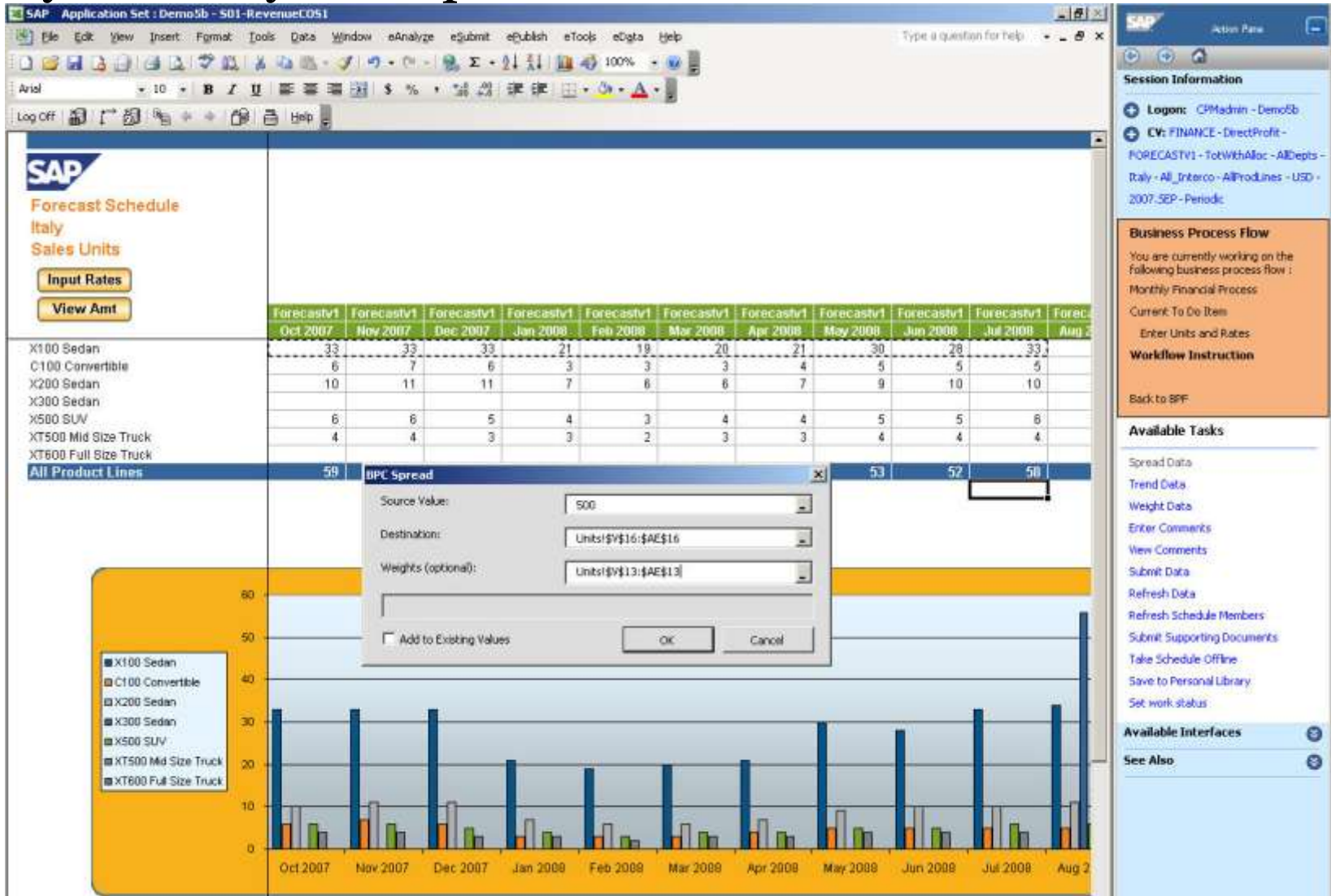
Dashboard - Microsof...

Local intranet

3:00 AM

Forecasting

Dynamically Anticipate the Future



Variance Analysis from PowerPoint

SAP PowerPoint - [September BOD Presentation.ppt]

File Edit View Insert Format Tools Slide Show Window Help

Type a question for help

Log Off Help

September Results

Revenue & Profitability

- Profit After Direct Costs
- Wc
- Brit
- Hig

Cash

- Days
- Cur
- At r

Variance Analysis

KPI Direct Profit

24,299,956.57 vs target of 25,854,105.27 (Unfavorable Variance of (-1,554,148.70))

Reasons & Causes Contexts & Actions

Reasons

Reason levels to display: Top 3 Reasons

Show reasons by: Description

RPTCURRENCY

Account		Actual	Current Budget	Variance	Impact
Third Party Revenue	US Dollar	4,335,401.00	4,806,732.00	-471,331.00	0.29
Third Party Revenue	US Dollar	3,127,457.00	3,414,894.00	-287,437.00	0.17
Third Party Revenue	US Dollar	729,267.53	1,007,786.55	-278,519.02	0.17

Root Causes

EventType	Time	Source	Measure
Gas Prices	09/01/2007	US	2.78(Gas Price)
Customer Units on Hold	09/01/2007	GreatBritain	68(Order Hold)
Mid Size Avg MPG	09/01/2007	GreatBritain	29(Mid Size)

Session Information

Logon: CPMAdmin - DEMOSB

CV: Finance - DirectProfit - ACTUAL

- TotWithAlloc - AllDepts - IMC_Mgmt -

All_Interco - SEDAN - USD - 2007_SEP -

Periodic

BPC for Powerpoint Options

BPC Data Tasks

View prediction

View variance analysis

Add new KPI action

View KPI actions

Add new comment

Comments

ment Tasks

sh BPC data

o Content Library

able Interfaces

Also

Predictive Analysis

Identify and Mitigate Future Risk

The screenshot displays a software interface for predictive analysis. The main window shows a table of 'Current Performance' metrics under the 'Finance' category. A 'Predictor' dialog box is open, showing regression options and a table of source values and predicted values. An 'On-Demand Forecasting' dialog box is also open, prompting the user to enter a new value to recalculate the prediction.

Finance					
Current Performance	Actual	Act?	Risk	Budget	Predicted
Inventory Turns	4.38	-	⚠	4.43	2.89
Operating Expenses	15,713	-	-	15,503	-
DSO	39.69	-	⚠	38.17	48.83

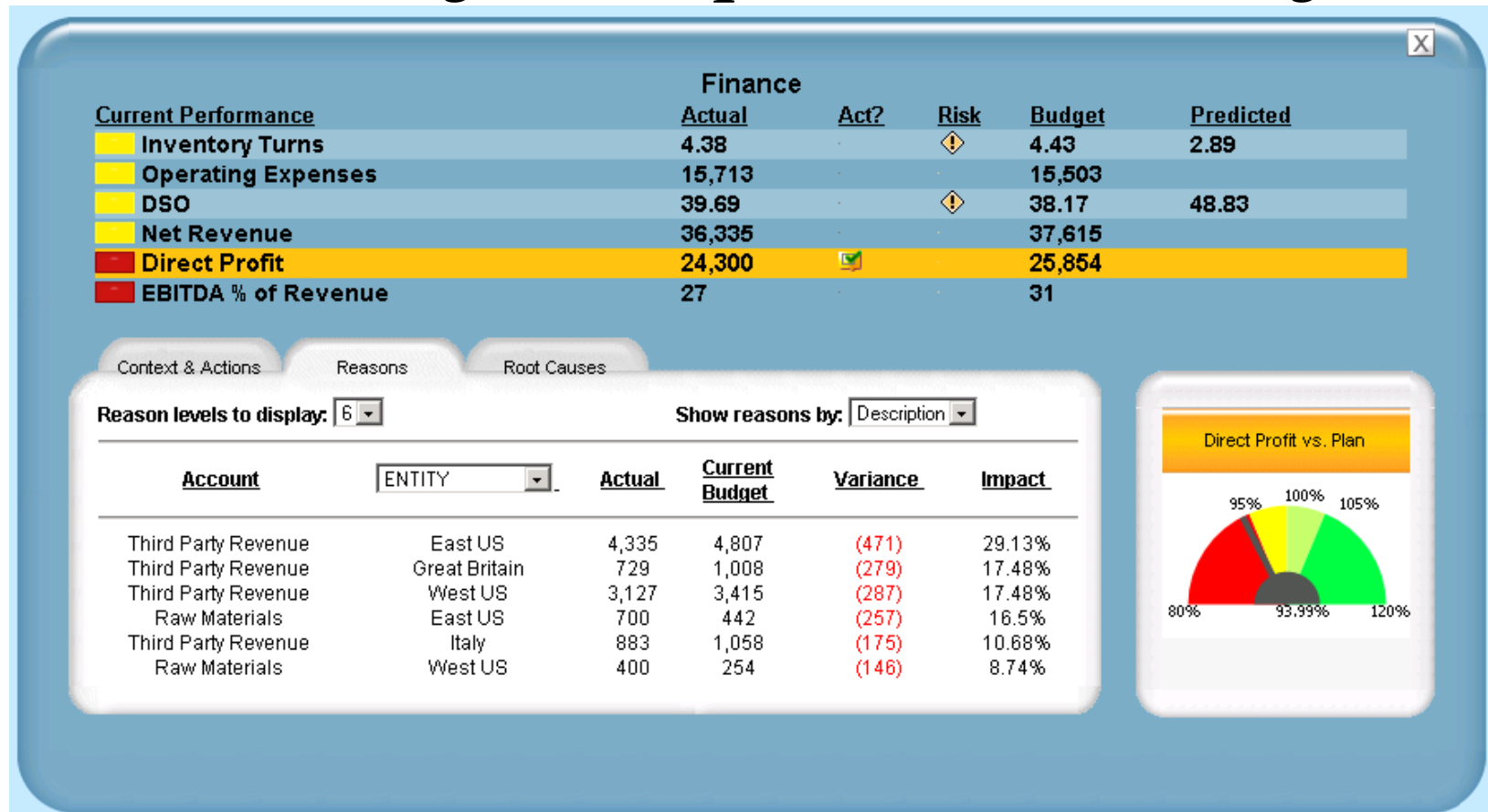
Predictor			
Source Predicting KPI Variance vs. Target of: 38.17			
<input checked="" type="checkbox"/> Linear Regression <input type="checkbox"/> Non-Linear Regression <input type="checkbox"/> Multi-Linear Regression <input type="checkbox"/> Piece-Wise Linear Regression			
Source	Source Value	Linear Regr. Predicted Value	
Annualized Cost of Goods Sold	110,407,663.17	66.47(81%)	
Average Daily Sales	973,532.48	38.01(83%)	
Average Daily Direct Costs	302,486.75	42.28(81%)	
KPI Predicted Value		unfav 48.83	

On-Demand Forecasting		
Enter a new value and the system will recalculate the prediction for:		
KPI	Budget	Actual-Linear Regr.
Inventory Turns	4.43	3.53
Annualized Cost of Goods Sold	120,757,672.51	82,878,958.62
Average Daily Direct Costs	330,842.94	227,065.64
Average Daily Sales	1,067,372.29	741,562.95
Days Payable Outstanding	47.81	61.65

The 'On-Demand Forecasting' dialog also includes a text input field with the value '45' and a green checkmark button.

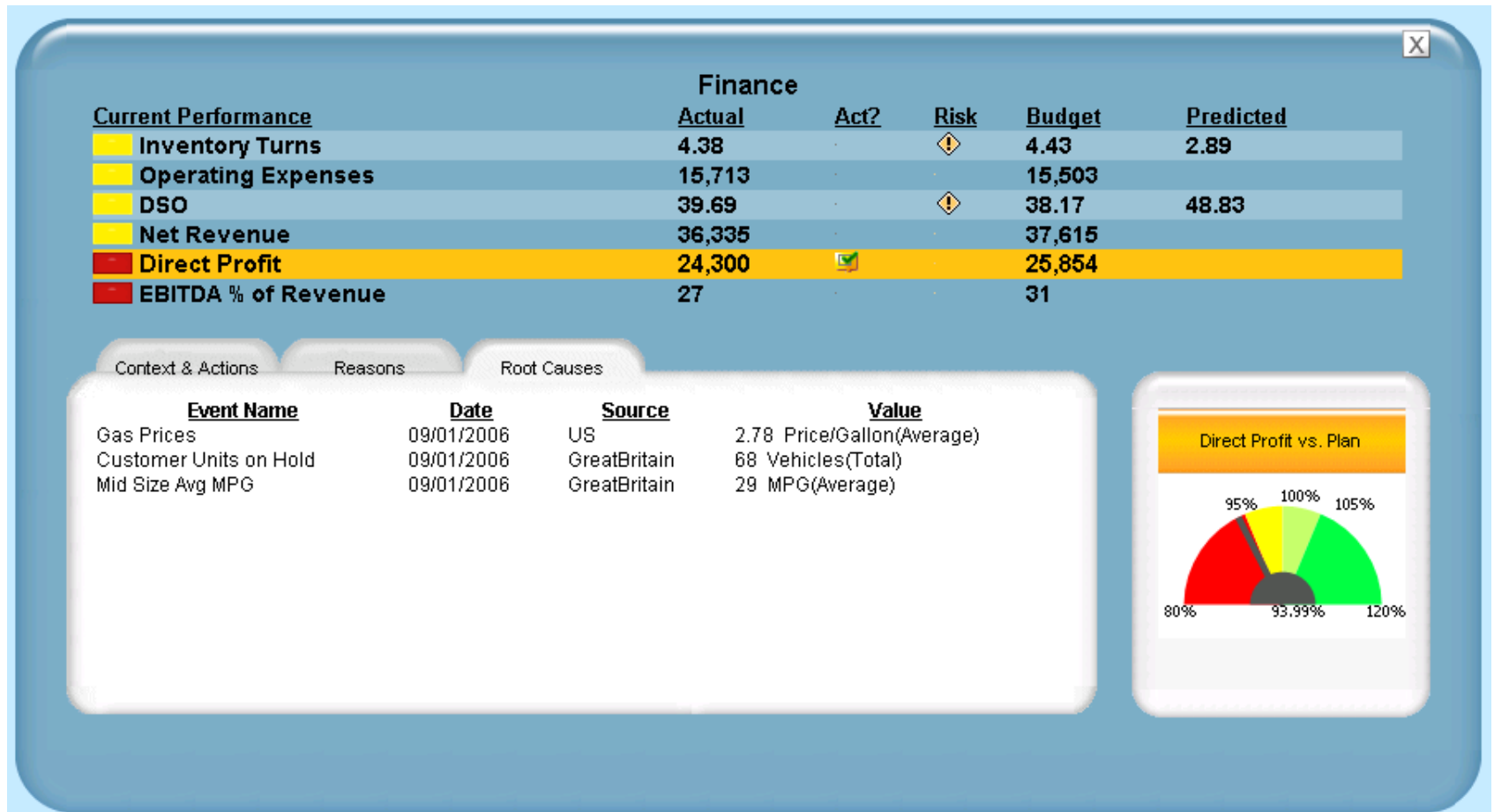
Early warning system alerts users to potential problems before they occur
 Users can model the impact of taking corrective action without an intensive, bottom-up process

Automated Variance Analysis for Productivity and Unparalleled Visibility



Identifies the top several reasons (cell level detail) so you have a clear understanding of all the issues contributing to a variance.

Automated Root Cause Analysis for Productivity and Unparalleled Visibility



Automatically identifies root causes by taking all transactional information (inc. external data - industry/market averages) and correlating it to variances.

Contacto

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Gerente

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