

# *SAP Business Planning and Consolidation*

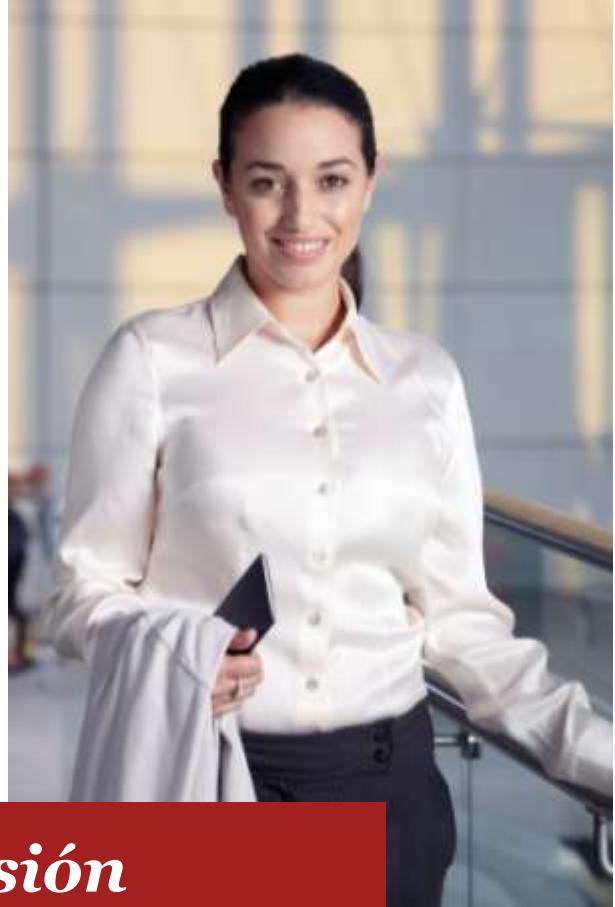
1

## ***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





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*

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# ***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.

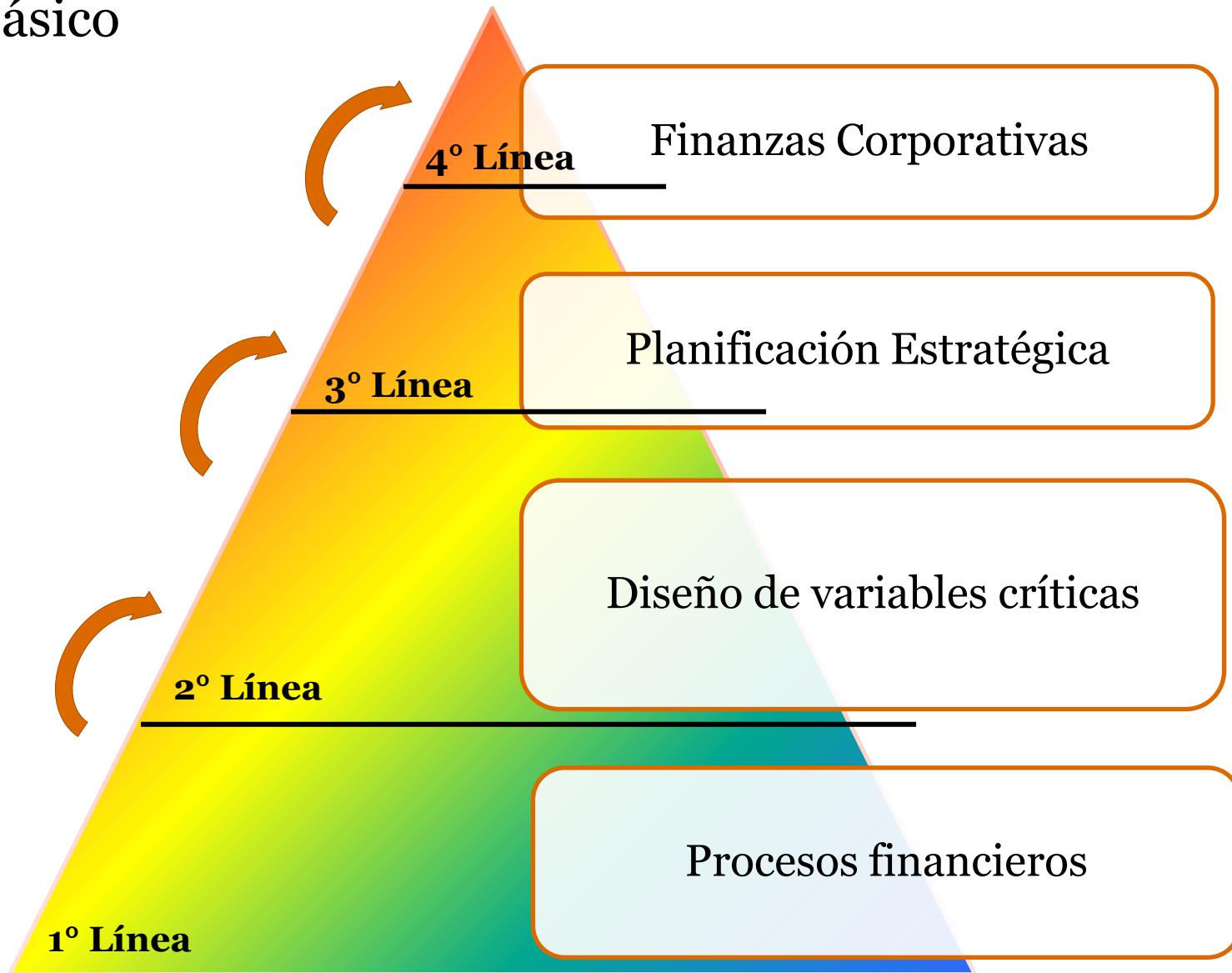
# ***Finanzas Corporativas***

## 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.

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# *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.

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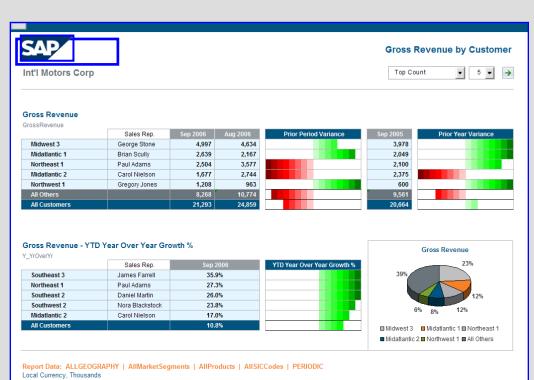
*Introducción a SAP  
Business Planning and Consolidation  
(SAP BPC)*

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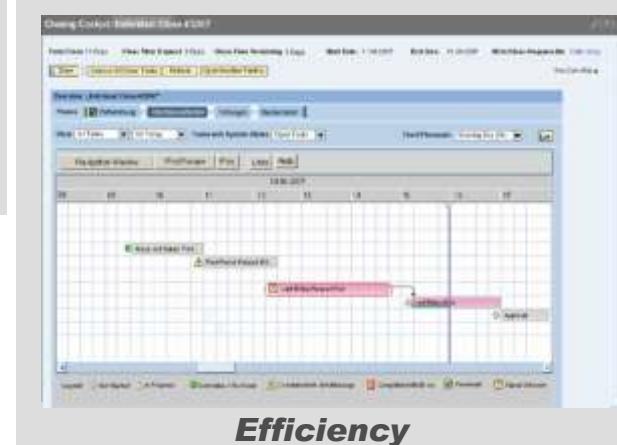
# ***The Value of Holistic Financial Management Fast, Accurate Close***



**EPM Planning & Consolidation**



## **Transparency**



## **GRC Process Controls**

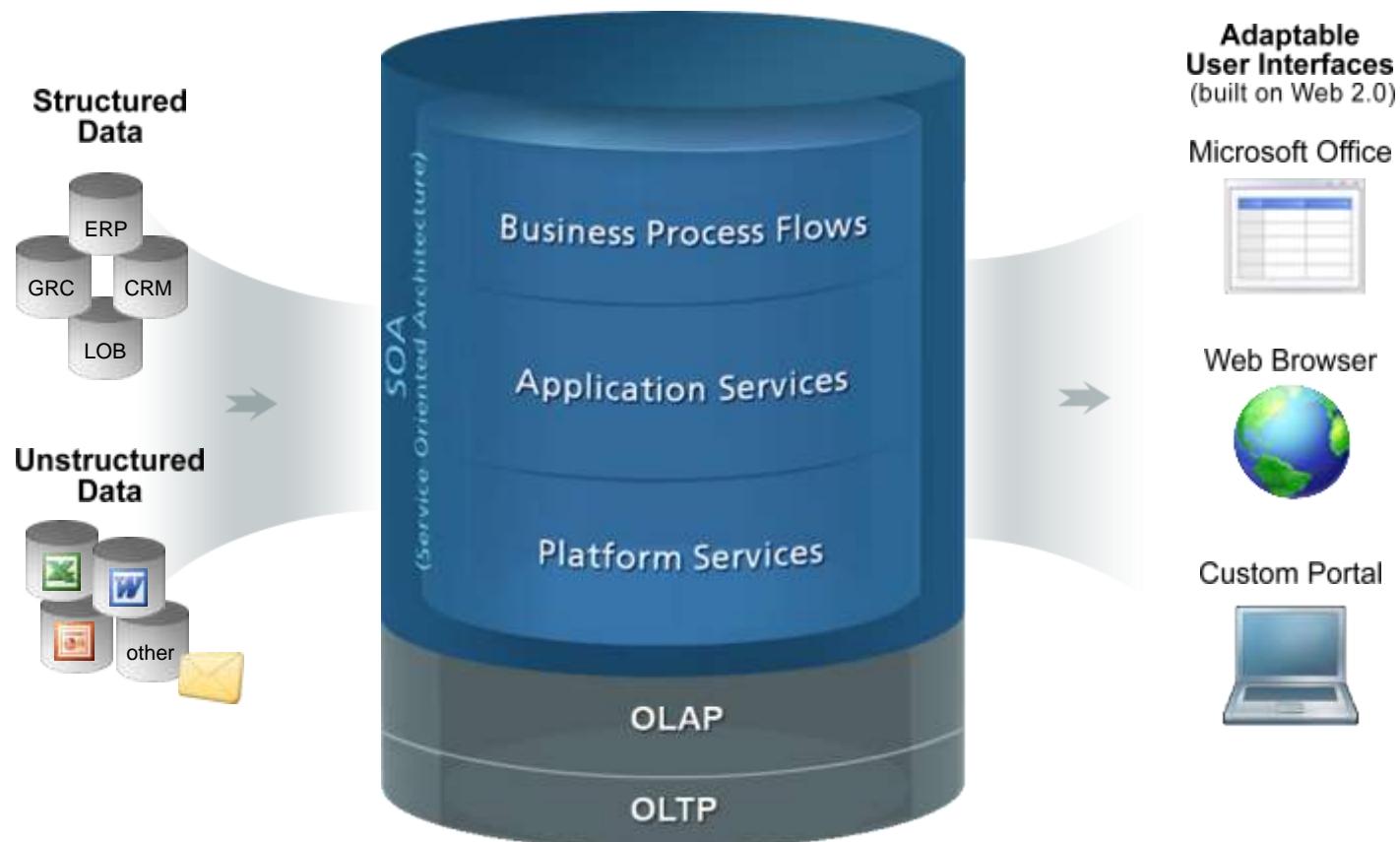


## Compliance



## **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

BPReport - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

SAP

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

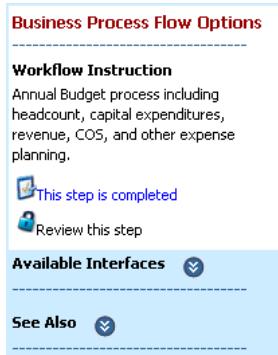
# Business Process Flows

## Formulación Descentralizada de Presupuestos

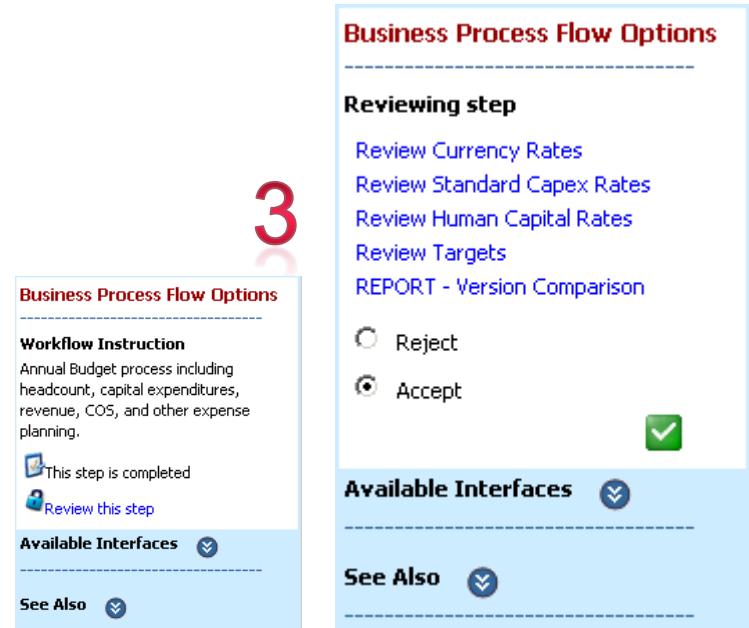
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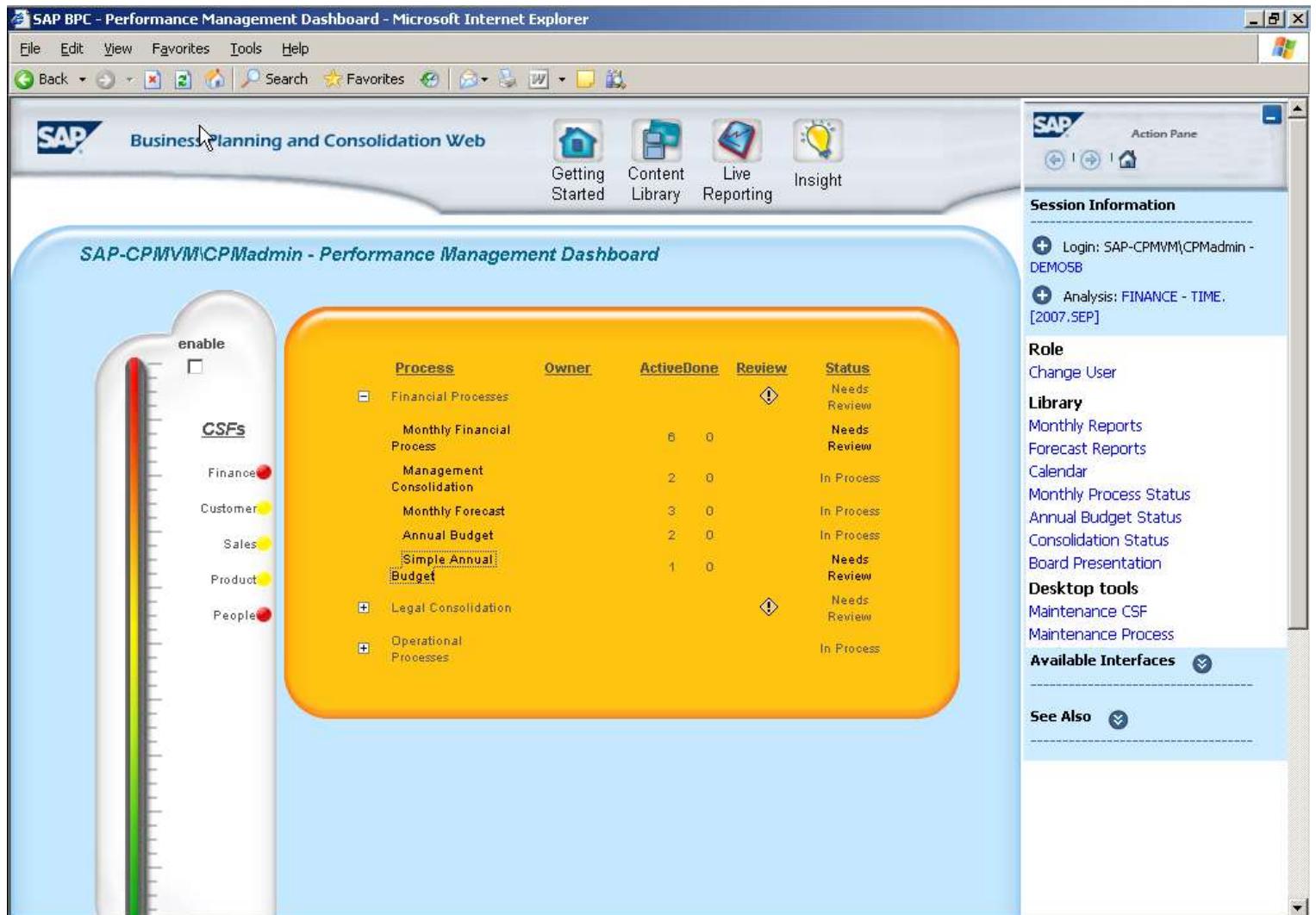
2



3



# *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 Search Favorites

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

SAP-CPMVM\CPMadmin - Performance Management Dashboard

enable

CSFs

Finance (red)

Customer (yellow)

Sales (yellow)

Product (yellow)

People (red)

enable

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

Action Pane

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

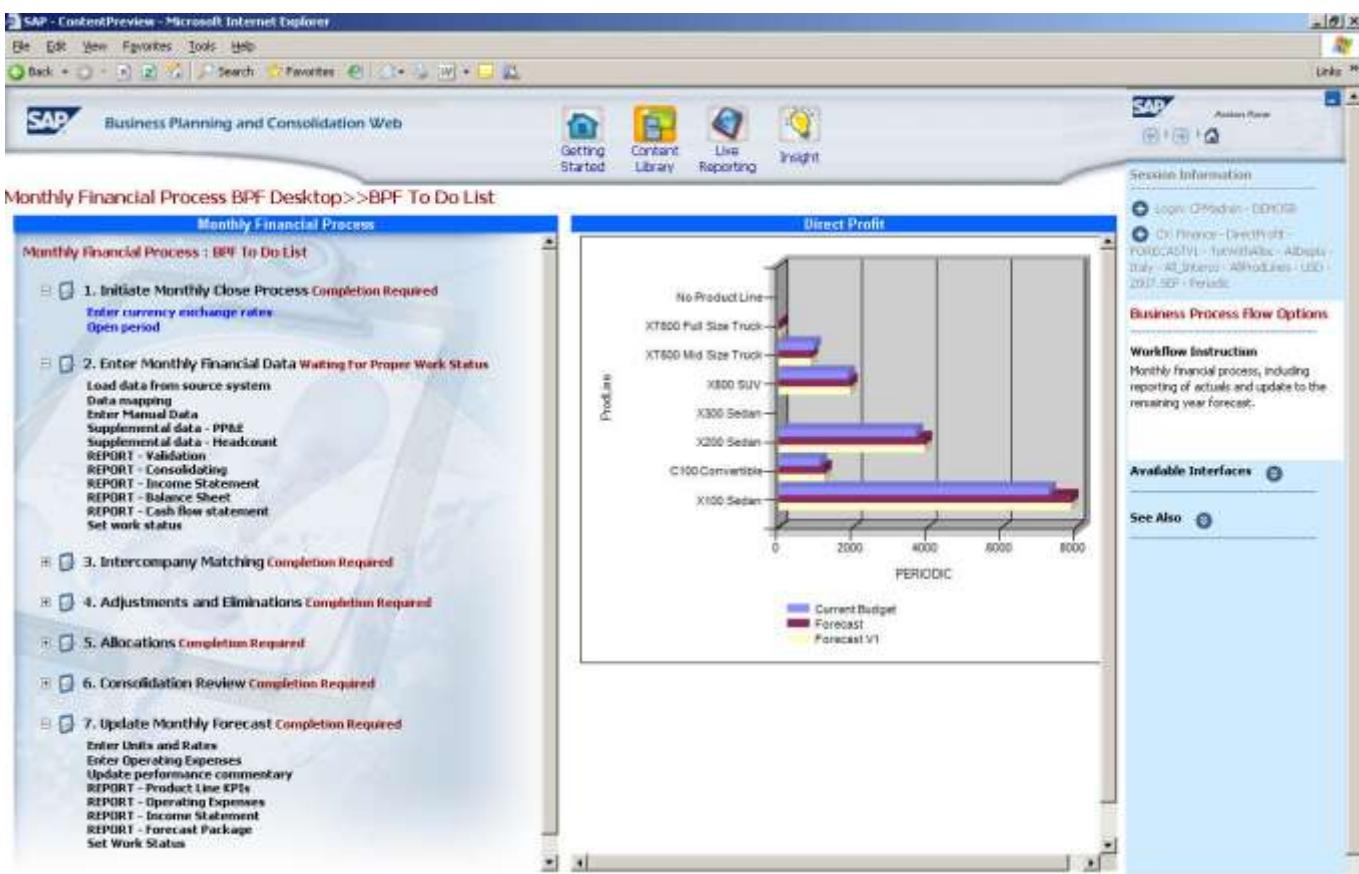
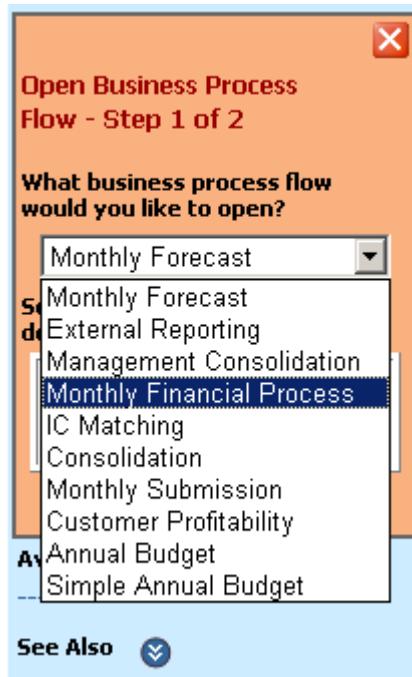
- Maintenance CSF
- Maintenance Process

Available Interfaces

See Also

# Business Process Flows

## Ensure consistency and minimize training



# Business Process Flows

## At a Glance Status of All Standard Processes

SAP - ContentPreview - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Action Pane

Session Information

- Login: CPAdmin - DEMOSB
- CV: FINANCE - Validation - BUDGETV3 - TotWithAlloc - AllDepts - Italy - All\_Interco - AllProdLines - USD - 2008, TOTAL - Periodic

Business Process Flow Options

Workflow Instruction

Monthly financial process, including reporting of actuals and update to the remaining year forecast.

Available Interfaces

See Also

Monthly Financial Process BPF Desktop>>BPF To Do List

Monthly Financial Process : BPF To Do List

- 1. Initiate Monthly Close Process **Completed**
- 2. Enter Monthly Financial Data **Completed**
- 3. Intercompany Matching **Reviewed**
- 4. Adjustments and Eliminations **Completed**
- 5. Allocations **Completed**
- 6. Consolidation Review <<Review Required
- 7. Update Monthly Forecast **Completion Required**

Direct Profit

ProdLine	Current Budget	Forecast	Forecast V1
XT500 Mid Size Truck	~1000	~1000	~1000
X600 SUV	~2000	~2000	~2000
Special Pump	~100	~100	~100
X100 Sedan	~100	~100	~100
X300 Sedan	~4000	~4000	~4000
X200 Sedan	~4000	~4000	~4000
C100 Convertible	~1000	~1000	~1000
X100 Sedan	~8000	~8000	~8000

Legend: Current Budget (blue), Forecast (purple), Forecast V1 (yellow)

Done Local intranet

Start Dashboard - Microsoft In... SAP BPC - Performance ... SAP - ContentPreview... 3:19 AM

# Annual Budget Process

SAP - ContentPreview - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites Links

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Action Pane

Session Information

- + Login: CPMadmin - Demo5b
- + CV: Finance - DirectProfit - BUDGETV2 - TotWithAlloc - AllDepts - Italy - All\_Interco - AllProdLines - USD - 2008.TOTAL - Periodic

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

PERIODIC

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	

BUDGETV1

BUDGETV2

TARGET

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 Search Favorites Links

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Action Pane

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 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

PERIODIC

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	

# Consolidation Process

SAP - ContentPreview - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites Favorites Links

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Action Pane

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

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

3. Report Distribution **Completion Required**

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

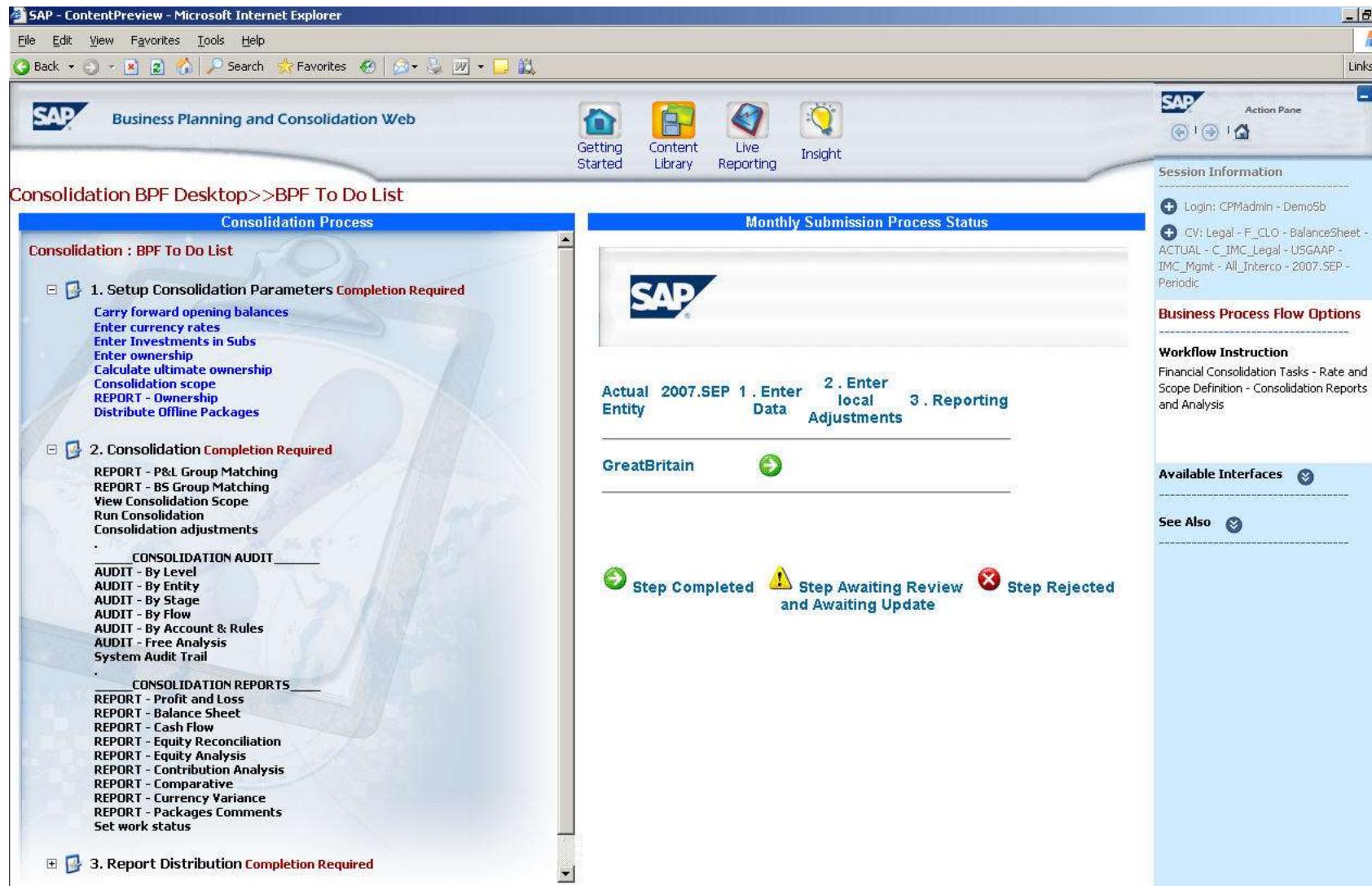
- REPORT - Profit and Loss
- REPORT - Balance Sheet
- REPORT - Cash Flow
- REPORT - Equity Reconciliation
- REPORT - Equity Analysis
- REPORT - Contribution Analysis
- REPORT - Comparative
- REPORT - Currency Variance
- REPORT - Packages Comments
- Set work status

Monthly Submission Process Status

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

GreatBritain

Step Completed Step Awaiting Review Step Rejected and Awaiting Update



# Monthly Budget Reviews and Forecast

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Content Library List>>View a Page - Forecast Reports

Forecast Report Package

## Forecast V1 Package

September 2006

Net Revenue

Category	Budget	Forecast	ForecastV1
X100	1000	900	900
C100	200	150	150
X200	500	400	400
X500	300	200	200
XT500	200	150	150
XT600	100	80	80

Enter a New Comment - Step 2 of 2

What is the priority of the comment?

Medium

What keyword do you want to associate with this comment?

Cash Flow

What is the comment?

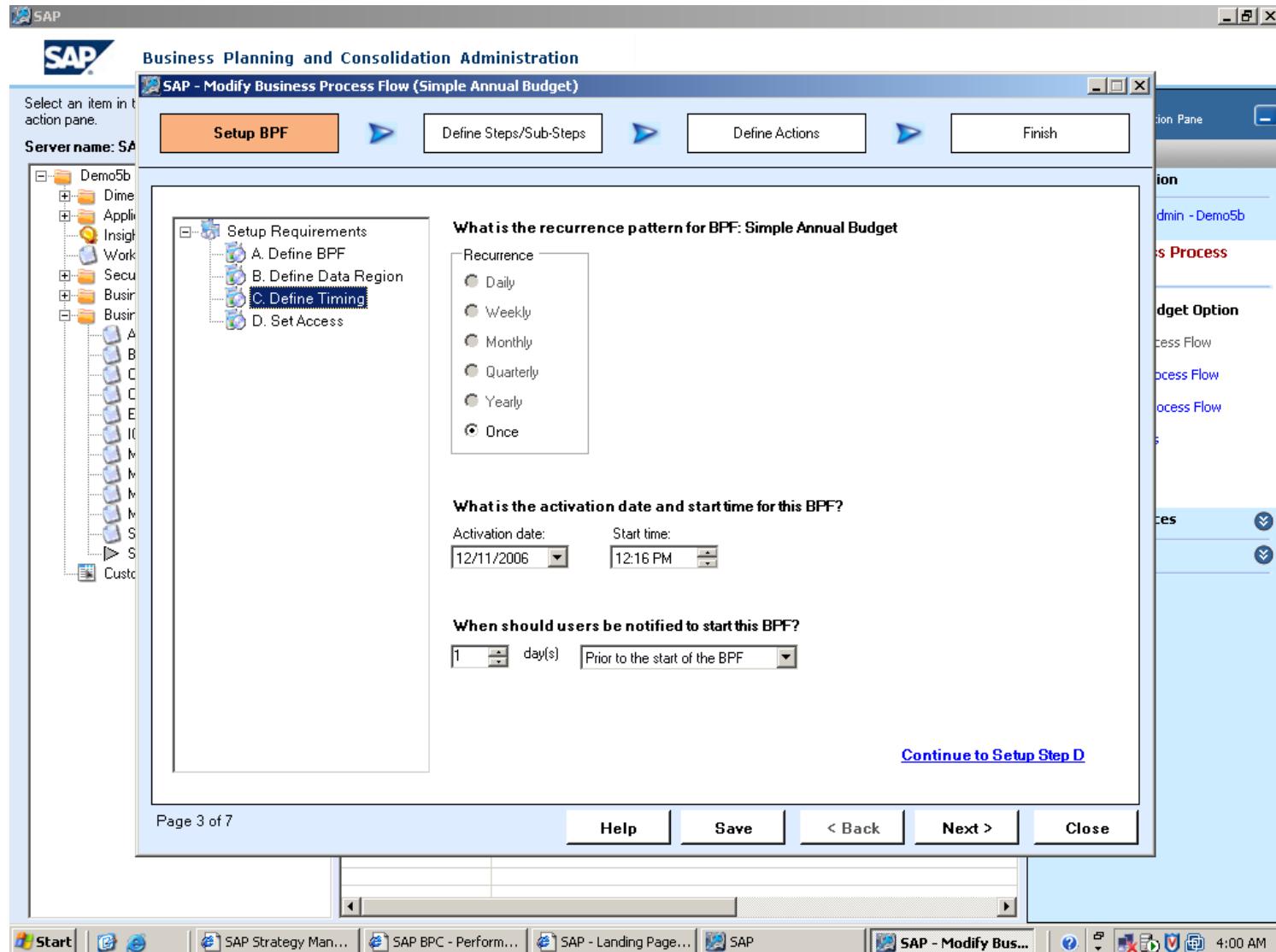
A que se debe la varacion en Octubre?

Available Interfaces

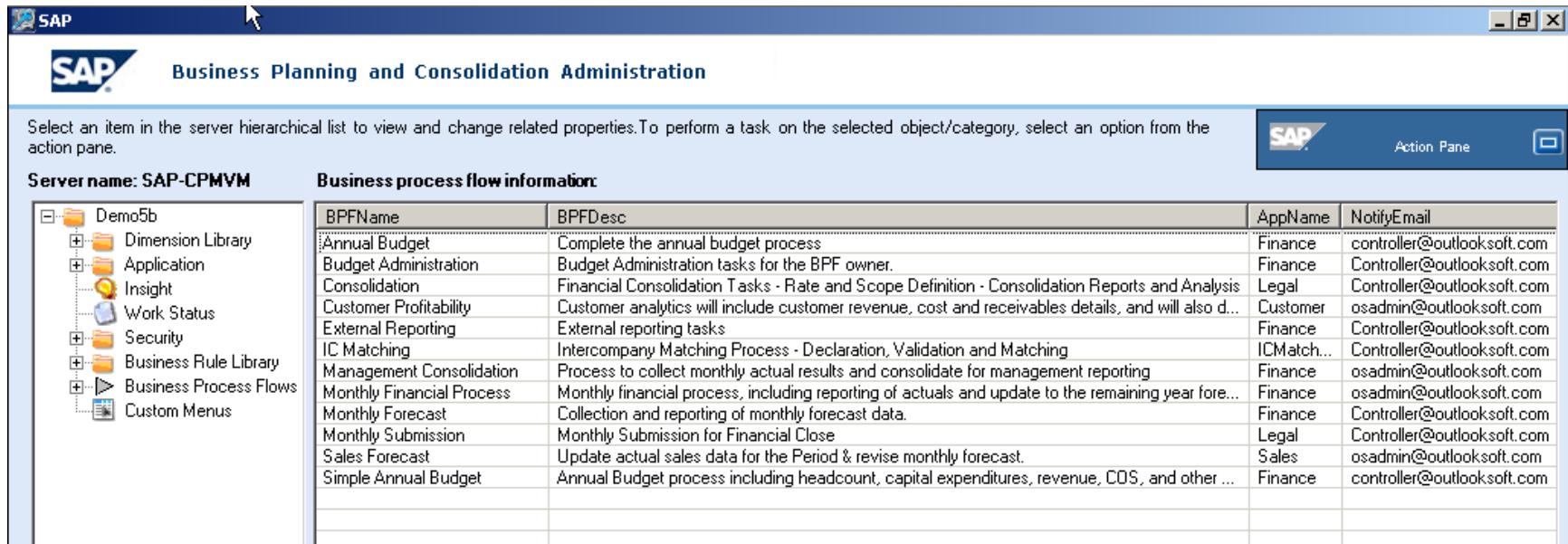
See Also

Operating Income Cash Flow from Operations Net Revenue

# BPF: Administered by end-users



# **BPF: Administered by end-users**



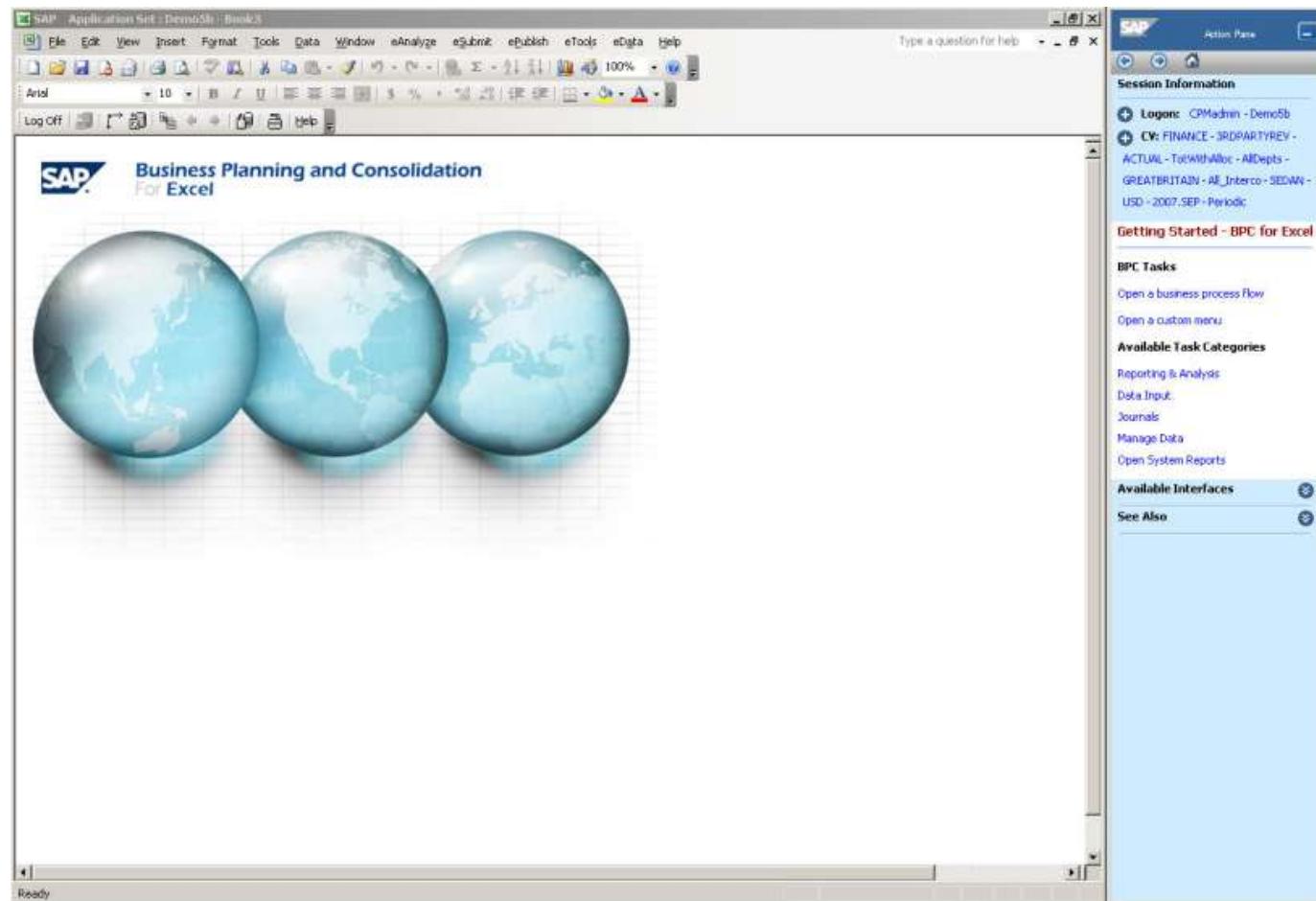
The screenshot shows the SAP Business Planning and Consolidation Administration interface. The title bar reads "Business Planning and Consolidation Administration". The left sidebar shows a tree view of the server structure under "Server name: SAP-CPMVM", including "Demo5b", "Dimension Library", "Application", "Insight", "Work Status", "Security", "Business Rule Library", "Business Process Flows", and "Custom Menus". The main content area is titled "Business process flow information" and contains a table with the following data:

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

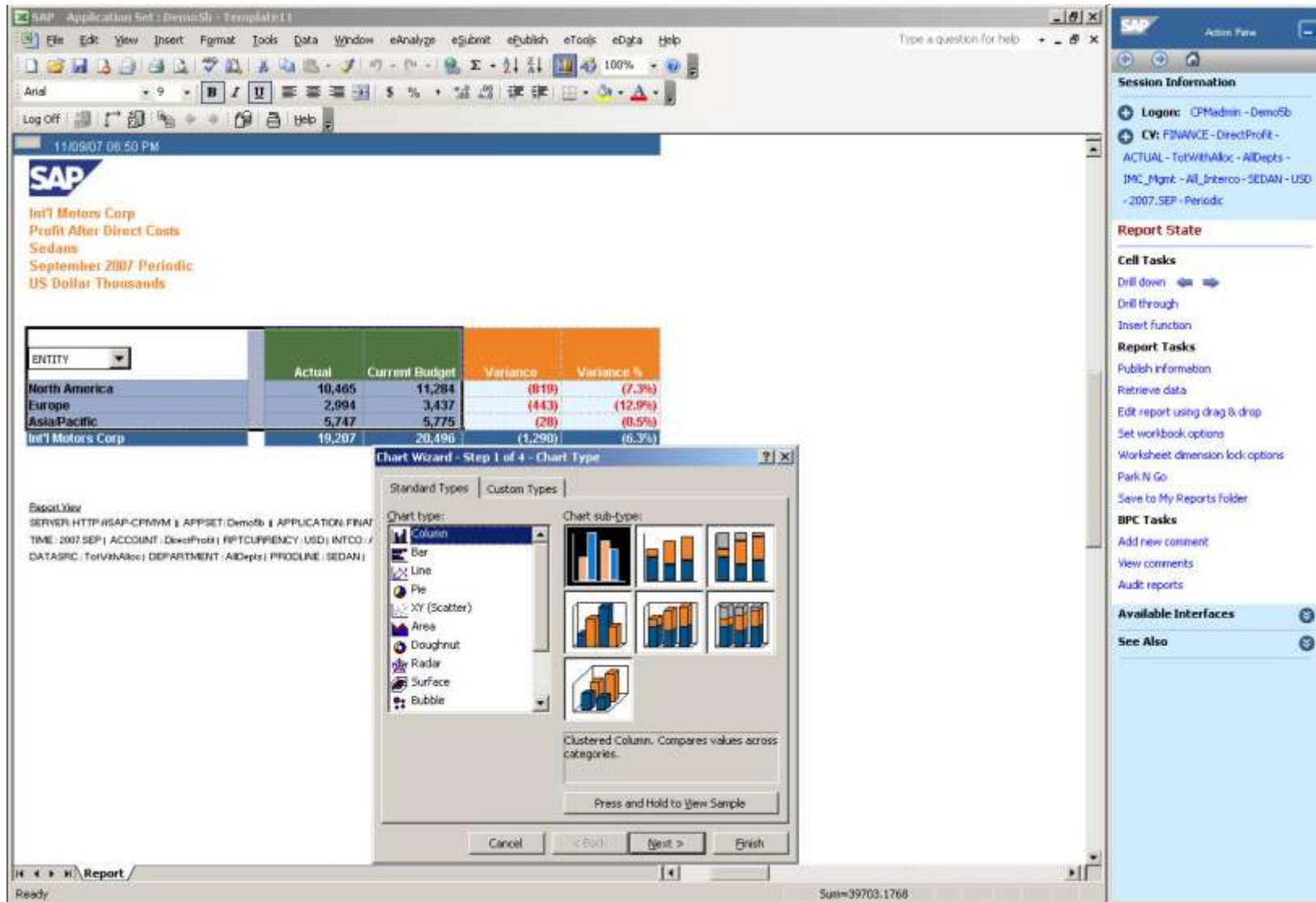
# ***Self-Service Reporting***

## 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*



The screenshot displays the SAP Crystal Reports interface, showing a chart wizard and session information.

**Session Information:**

- Logon: CRMadmin - Demo5b
- CV: FINANCE - DirectProfit -
- 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:**

**Chart Wizard - Step 1 of 4 - Chart Type:**

Standard Types | Custom Types |

Chart type: Column

Chart sub-type:

- Clustered Column: Compares values across categories.

Press and Hold to View Sample

Cancel | < Back | Next > | Finish

Report / Ready / Sum=39703.1768

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%)

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

SAP Application Set : Demo5b - Template1

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

Type a question for help

Log Off Help

11/09/07 08:50 PM

SAP

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

ENTITY

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%)

Actual Current Budget

12,000  
10,000  
8,000  
6,000  
4,000  
2,000  
0

North America Europe Asia/Pacific

■ Actual ■ Current Budget

Action Pane

Session Information

- Logon: CRMAdmin - Demo5b
- CV: FINANCE - DirectProfit -
- 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

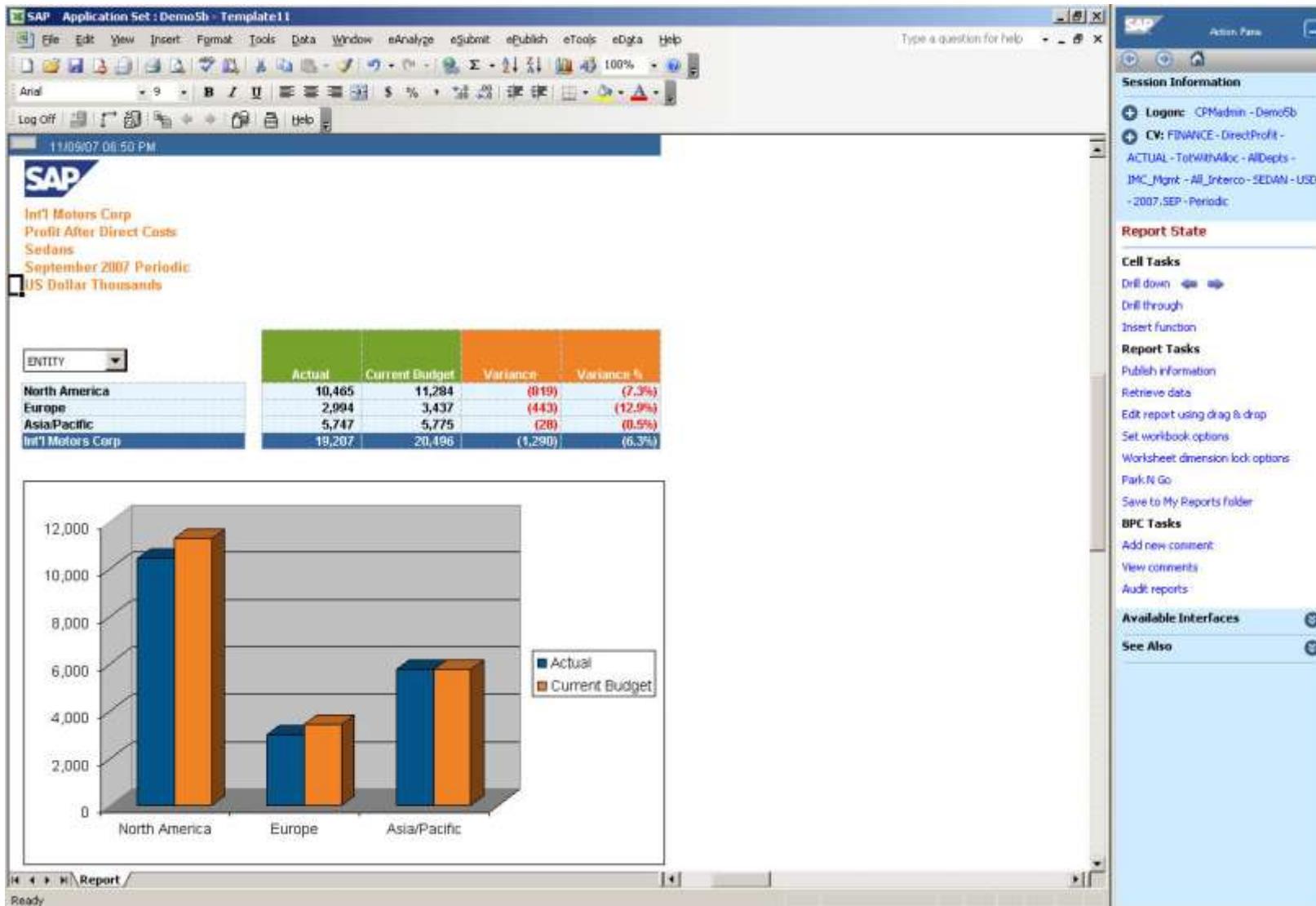
- Add new comment
- View comments
- Audit reports

Available Interfaces

See Also

Report

Ready



The screenshot displays the SAP BusinessObjects interface. The main window shows a profit report for Int'l Motors Corp. The report includes a table of actual vs. current budget data for North America, Europe, and Asia/Pacific, and a 3D bar chart comparing Actual and Current Budget values across these regions. The chart shows that while North America has a significant variance, Europe and Asia/Pacific are closer to their budgets. The right side of the interface features an Action Pane with Session Information, Report State, Cell Tasks, Report Tasks, BPC Tasks, Available Interfaces, and See Also sections.

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



Int'l Motors Corp

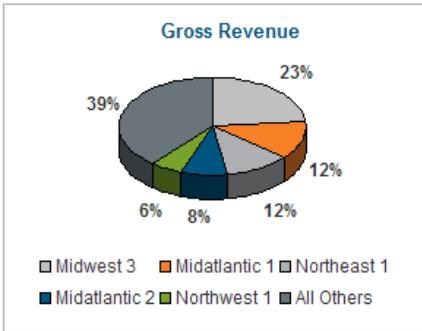
**Gross Revenue by Customer**

Top Count
5


Gross Revenue		Prior Period Variance		Prior Year Variance	
GrossRevenue		Sep 2006	Aug 2006	Sep 2005	Prior Year Variance
Midwest 3	George Stone	4,997	4,634	3,978	2,049
Midatlantic 1	Brian Scully	2,639	2,167	2,100	2,375
Northeast 1	Paul Adams	2,504	3,577	600	9,561
Midatlantic 2	Carol Nielson	1,677	2,744	20,664	
Northwest 1	Gregory Jones	1,208	963		
All Others		8,268	10,774		
All Customers		21,293	24,859		

**Gross Revenue - YTD Year Over Year Growth %**

Y_YrOverYr		Sep 2006	YTD Year Over Year Growth %
Southeast 3	James Farrell	35.9%	
Northeast 1	Paul Adams	27.3%	
Southeast 2	Daniel Martin	26.0%	
Southwest 2	Nora Blackstock	23.8%	
Midatlantic 2	Carol Nielson	17.0%	
All Customers		10.8%	

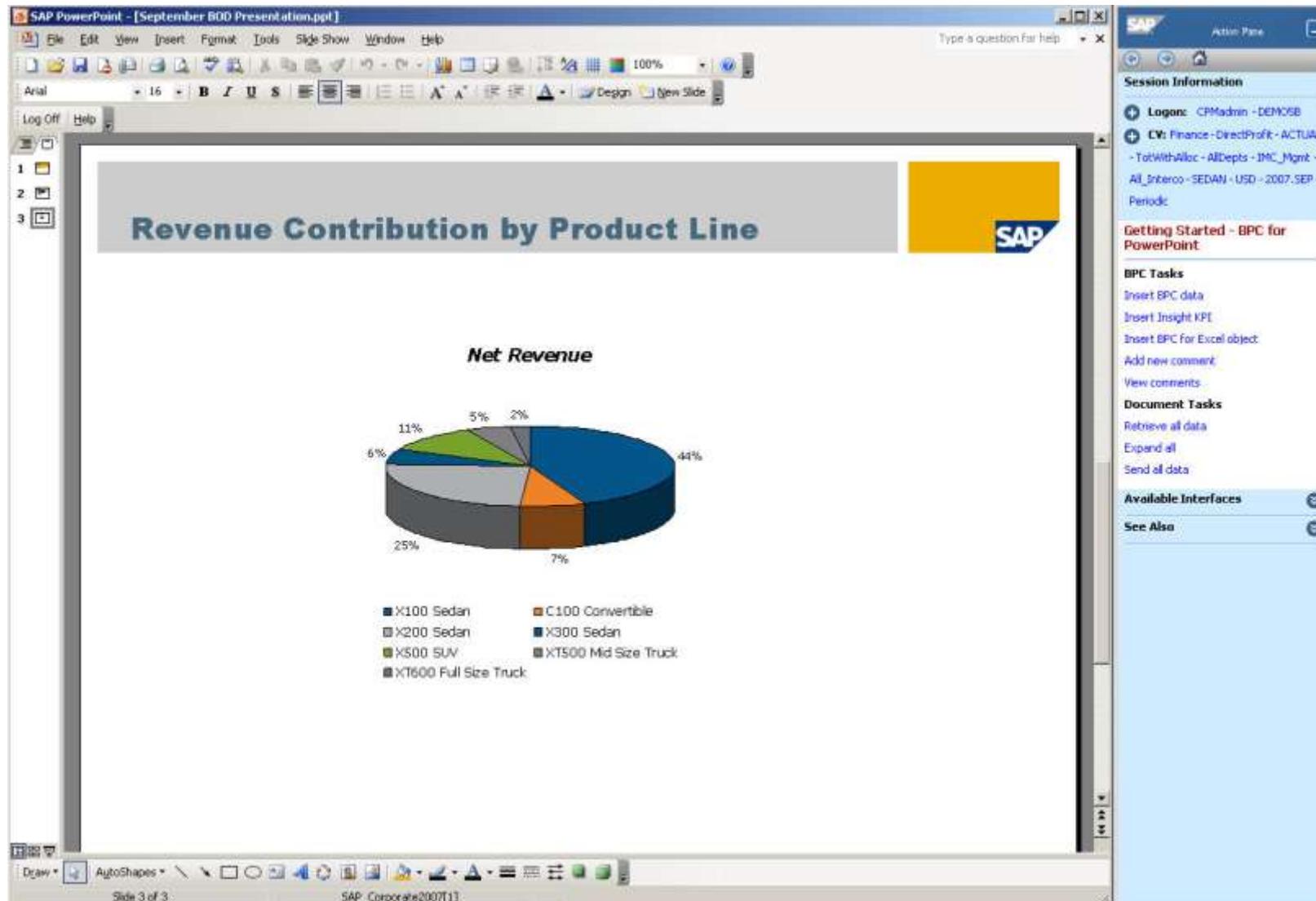


**Gross Revenue**

Region	Percentage
Midwest 3	39%
Midatlantic 1	23%
Northeast 1	12%
Midatlantic 2	12%
Northwest 1	6%
All Others	8%

Report Data: ALLGEOGRAPHY | AllMarketSegments | AllProducts | AllSICCodes | PERIODIC  
 Local Currency, Thousands

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



The screenshot shows a Microsoft PowerPoint slide titled "Revenue Contribution by Product Line" with a pie chart titled "Net Revenue". The chart is divided into seven segments representing different product lines. The data is as follows:

Product Line	Percentage
X100 Sedan	44%
X200 Sedan	25%
X300 Sedan	11%
X500 SUV	7%
XT500 Mid Size Truck	6%
XT600 Full Size Truck	5%
C100 Convertible	2%

The slide is part of a presentation titled "SAP PowerPoint - [September BOD Presentation.ppt]" and is displayed in the SAP Action Pane. The Action Pane shows session information, BPC tasks, document tasks, and available interfaces.

Session Information:

- Logon: CPMAdmin - DEMOSB
- CV: Finance - DirectProfit - ACTUAL
- TotWithAlloc - AllDepts - JMC\_Mgmt -
- All\_Interco - SEDAN - USD - 2007.SEP -
- Periodic

Getting Started - BPC for PowerPoint

BPC Tasks:

- Insert BPC data
- Insert Insight KPI
- Insert BPC for Excel object
- Add new comment
- View comments

Document Tasks:

- Retrieve all data
- Expand all
- Send all data

Available Interfaces

See Also

PowerPoint ribbon tabs: File, Edit, View, Insert, Format, Tools, Slide Show, Window, Help.

Bottom navigation: Draw, AutoShapes, etc.

Page footer: Side 3 of 3, SAP\_Corporate2007[1].

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

[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)	
<b>Total net sales and revenues</b>	\$ 169	\$ 263
Cost of sales and other expenses	52	81
Selling, general, and administrative expenses	92	134
Interest expense	8	15
<b>Total costs and expenses</b>	<b>152</b>	<b>230</b>
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
<b>Net income (loss)</b>	<b>\$ (0)</b>	<b>\$ 9</b>
<b>Basic earnings (loss) per share attributable to common stock (Note 9)</b>	<b>\$ (0.04)</b>	<b>\$ 1.61</b>
<b>Earnings (loss) per share attributable to common stock assuming dilution (Note 9)</b>	<b>\$ (0.04)</b>	<b>\$ 1.61</b>

# Collaboration via Comments & Unstructured Data Sharing

01/22/07 12:38 PM

**SAP**

Great Britain  
September 2006 Periodic  
US Dollar Thousands

ACCOUNT

	Actual	Variance %
Third Party Revenue	729	(27.6%)
Customer Rebates	22	30.3%
Dealer Incentives	29	32.0%
<b>Net Revenue</b>	<b>678</b>	<b>(27.3%)</b>

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.

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

Category	Actual	Variance %
Third Party Revenue	729	(27.6%)
Customer Rebates	22	30.3%
Dealer Incentives	29	32.0%
<b>Net Revenue</b>	<b>678</b>	<b>(27.3%)</b>

1,200  
1,000  
800  
600  
400  
200  
0

Third Party Revenue Customer Rebates Dealer Incentives

# Share Documents Online

SAP - WebContentsList - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites Favorites

SAP Business Planning and Consolidation Web

Getting Started Content Library Live Reporting Insight

Action Pane

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
Financial Calendar				All Users	Aug 4 2007
Message from Marketing		Marketing Dept	Finance:context	All Users	Jul 12 2007
SeptCommentsGB		Management Comments	Finance:context	All Users	Jul 12 2007
Monthly Submission BPF Desktop	Web page			All Users	Jun 28 2007
Consolidation BPF Desktop	Web page			All Users	Jun 28 2007
IC Matching BPF Desktop	Web page			All Users	Jun 28 2007
Financial Consolidation BPF Desktop	Web page			All Users	Jun 25 2007
2008 Annual Budget Policies & Proce...	Web page			All Users	Jun 25 2007
Monthly Book	Web page			All Users	Jun 25 2007
Landing Background	Web page			All Users	Jun 25 2007
IC Matching Book	Web page			All Users	Jun 25 2007
Monthly Reports	Web page			All Users	Jun 25 2007
2008 Annual Budget Policies & Proce...				All Users	Jun 13 2007
Management Consolidation BPF Deskt...	Web page	BPF		All Users	Apr 11 2007
Invoice 102706		INVOICE		All Users	Jan 12 2007

**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?**

**What is the description of the file?**

Available Interfaces

See Also

1 to 2

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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

**Action Pane**

Session Information

- Login: I043296 - Demo5b
- CV: Finance - NetIncome - BUDGET - TotWithAlloc - AllDepts - Italy - All\_Interco - 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

**Action Pane**

Session Information

- Login: I043296 - Demo5b
- CV: Finance - NetIncome - BUDGET - TotWithAlloc - AllDepts - Italy - All\_Interco - 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**

**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
<b>Total Current Assets</b>	<b>146,261</b>	<b>144,537</b>	<b>1,723</b>	<b>143,418</b>	<b>2,843</b>
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)
<b>Net Property, Plant &amp; Equip</b>	<b>108,604</b>	<b>107,128</b>	<b>1,476</b>	<b>91,454</b>	<b>17,150</b>
Investment in Subsidiary	8,363	8,363	0	8,363	0
<b>Total Assets</b>	<b>263,228</b>	<b>260,029</b>	<b>3,200</b>	<b>243,235</b>	<b>19,993</b>
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	1,436	240
Short Term Portion of Long Term Debt	1,189	1,227	39	1,423	240
Other Current Liabilities	12,549	13,430	881	7,349	(5,200)
<b>Total Current Liabilities</b>	<b>45,273</b>	<b>46,321</b>	<b>1,048</b>	<b>38,138</b>	<b>(7,135)</b>
Long Term Debt	31,579	32,292	713	37,334	5,754
<b>Total Liabilities</b>	<b>76,852</b>	<b>78,613</b>	<b>1,761</b>	<b>75,472</b>	<b>(1,380)</b>
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
<b>Total Capital Stock</b>	<b>12,929</b>	<b>12,929</b>	<b>0</b>	<b>12,929</b>	<b>0</b>
Retained Earnings - Beginning	154,834	154,834	0	123,726	(31,108)
Current Year Net Income	17,516	11,996	(5,519)	34,678	17,163
FX Equity Gain & Loss	1,142	1,688	546	(3,540)	(4,682)
FX CYNI Gain & Loss	(45)	(33)	13	(31)	14
<b>Currency Translation Adjustment</b>	<b>1,097</b>	<b>1,656</b>	<b>559</b>	<b>(3,571)</b>	<b>(4,668)</b>
<b>Retained Earnings - Ending</b>	<b>173,447</b>	<b>168,486</b>	<b>(4,961)</b>	<b>154,834</b>	<b>(18,613)</b>
Out of Balance	0	0	0	0	(0)
<b>Stockholder's Equity</b>	<b>186,376</b>	<b>181,415</b>	<b>(4,961)</b>	<b>167,763</b>	<b>(18,613)</b>
<b>Total Liabilities and Equity</b>	<b>263,228</b>	<b>260,029</b>	<b>(3,200)</b>	<b>243,235</b>	<b>(19,993)</b>
<b>Net Balance Sheet</b>	<b>(0)</b>	<b>0</b>	<b>(0)</b>	<b>(0)</b>	<b>0</b>

\* SOX compliant

# Key Financial Performance Indicators

Dashboard - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites Getting Started Content Library Live Reporting Insight

**SAP Business Planning and Consolidation Web**

**Session Information**

- Login: CPMADMIN - DEMOSB
- Analysis: FINANCE - September 2007

**Insight Options**

**Analysis Tasks**

- Change this view
- Change data scaling
- Graph account data
- View radar
- View alerts
- View predictions
- View actions
- Enter new action
- Build report

**Create Content Task**

**Maintain KPIs**

**Maintain Alerts**

**Available Interfaces**

**See Also**

**Insight - FINANCE**

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

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

Done Local intranet

Start Dashboard - Microsoft...

3:00 AM

# Forecasting

## Dynamically Anticipate the Future

SAP Application Set : Demo5b - S01-RevenueC051

File Edit View Insert Format Tools Data Window e>Analyze eSubmit ePublish eTools eData Help

Session Information

Logon: CRMadmin - Demo5b  
CV: FINANCE-DirectProfit - FORECASTV1-TotWthAlloc - AllDepts - Italy - All\_Interco - AllProdLines - USD - 2007-SEP - Periodic

Business Process Flow

You are currently working on the following business process flow : Monthly Financial Process

Current To Do Item

Enter Units and Rates

Workflow Instruction

Back to BPF

Available Tasks

- Spread Data
- Trend Data
- Weight Data
- Enter Comments
- View Comments
- Submit Data
- Refresh Data
- Refresh Schedule Members
- Submit Supporting Documents
- Take Schedule Offline
- Save to Personal Library
- Set work status

Available Interfaces

See Also

Forecast Schedule

Italy

Sales Units

Input Rates

View Amt

Forecastv1 Forecastv1

	Oct 2007	Nov 2007	Dec 2007	Jan 2008	Feb 2008	Mar 2008	Apr 2008	May 2008	Jun 2008	Jul 2008	Aug 2
X100 Sedan	33	33	33	21	19	20	21	30	28	33	33
C100 Convertible	6	7	6	3	3	3	4	5	5	5	5
X200 Sedan	10	11	11	7	6	6	7	9	10	10	10
X300 Sedan											
X500 SUV	6	6	5	4	3	4	4	5	5	6	6
XT500 Mid Size Truck	4	4	3	3	2	3	3	4	4	4	4
XT800 Full Size Truck											
All Product Lines	59	59	59	59	59	59	59	53	52	50	50

BPC Spread

Source Value: 500

Destination: Units!\$V\$16:\$AE\$16

Weights (optional): Units!\$V\$13:\$AE\$13

Add to Existing Values OK Cancel

Legend:

- X100 Sedan
- C100 Convertible
- X200 Sedan
- X300 Sedan
- X500 SUV
- XT500 Mid Size Truck
- XT800 Full Size Truck

Bar Chart showing Sales Units from Oct 2007 to Aug 2008.

# Variance Analysis from PowerPoint

The screenshot shows the SAP PowerPoint interface with a slide titled "September Results". The slide content includes a section on "Revenue & Profitability" with a bullet point for "Profit After Direct Costs". A "Variance Analysis" overlay is displayed, showing a KPI table for "Direct Profit" and a "Reasons & Causes" table for "Reasons". The SAP Action Pane is visible on the right, displaying session information and BPC for PowerPoint options.

**September Results**

Revenue & Profitability

- Profit After Direct Costs

**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:	Show reasons by:	Account	RPTCURRENCY	Actual	Current Budget	Variance
Top 3 Reasons	Description	Third Party Revenue	US Dollar	4,335,401.00	4,806,732.00	-471,331.00
		Third Party Revenue	US Dollar	3,127,457.00	3,414,894.00	-287,437.00
		Third Party Revenue	US Dollar	729,267.53	1,007,786.55	-278,519.02

**Root Causes**

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

- View prediction
- View variance analysis
- Add new KPI action
- View KPI actions
- Add new comment

**Comments**

**Content Tasks**

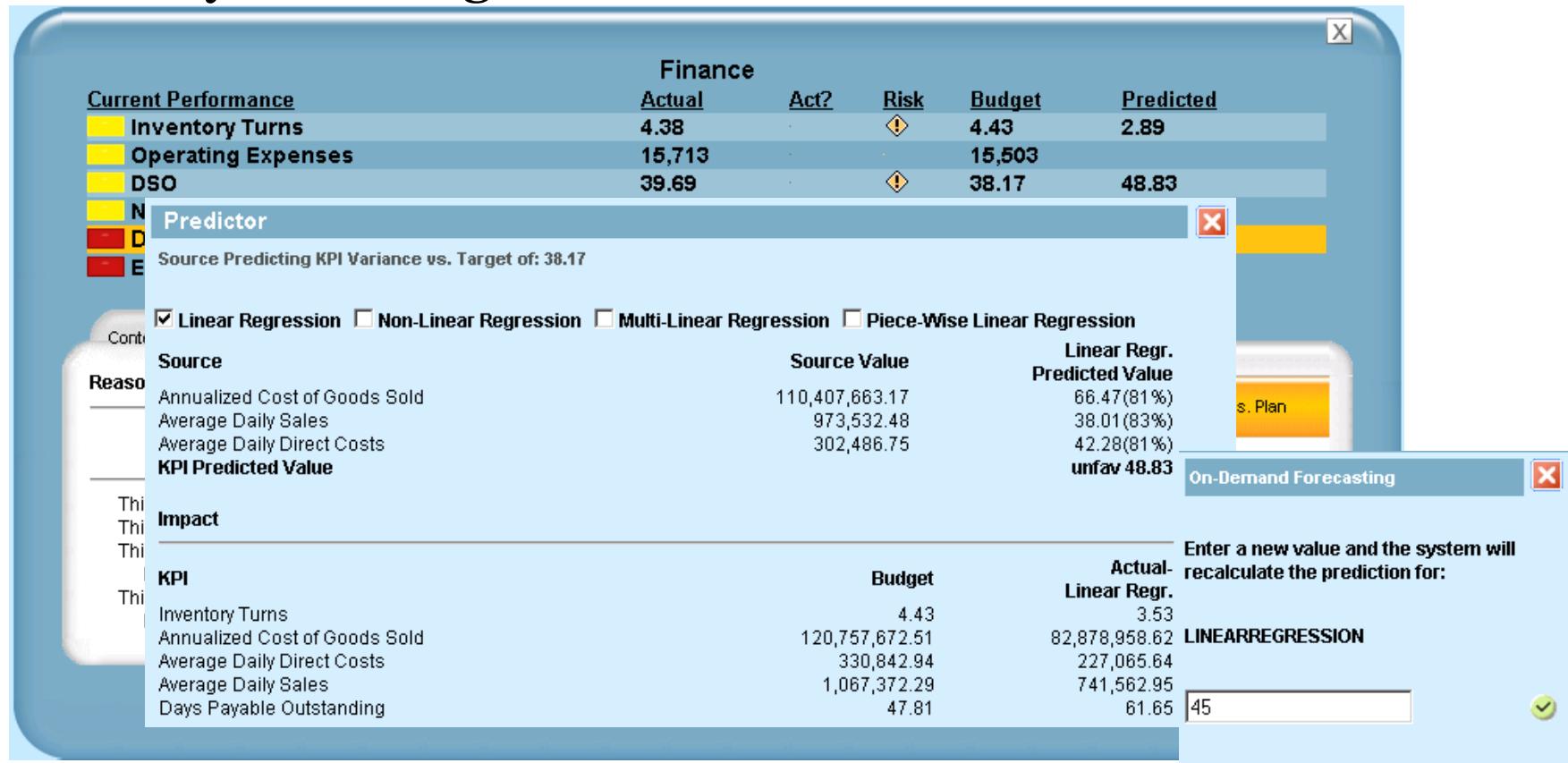
- Push BPC data
- Content Library

**Available Interfaces**

Also

# Predictive Analysis

## Identify and Mitigate Future Risk



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

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
Net Revenue	36,335			37,615	
Direct Profit	24,300		!	25,854	
EBITDA % of Revenue	27			31	

Context & Actions   Reasons   Root Causes

Reason levels to display: 6 ▾   Show reasons by: Description ▾

Account	ENTITY	Actual	Current Budget	Variance	Impact
Third Party Revenue	East US	4,335	4,807	(471)	29.13%
Third Party Revenue	Great Britain	729	1,008	(279)	17.48%
Third Party Revenue	West US	3,127	3,415	(287)	17.48%
Raw Materials	East US	700	442	(257)	16.5%
Third Party Revenue	Italy	883	1,058	(175)	10.68%
Raw Materials	West US	400	254	(146)	8.74%

Direct Profit vs. Plan



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***

Finance					
	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
Net Revenue	36,335			37,615	
Direct Profit	24,300	✓		25,854	
EBITDA % of Revenue	27			31	

Context & Actions    Reasons    Root Causes

Event Name	Date	Source	Value
Gas Prices	09/01/2006	US	2.78 Price/Gallon(Average)
Customer Units on Hold	09/01/2006	GreatBritain	68 Vehicles(Total)
Mid Size Avg MPG	09/01/2006	GreatBritain	29 MPG(Average)

Direct Profit vs. Plan



Category	Value (%)
80%	Red
95%	Yellow
100%	Green
105%	Grey
93.999%	Grey
120%	Grey

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

# Contacto

**Raúl Sotelo**

Gerente

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