



# Jump-starting Your Cost Allocations with Profitability and Cost Management Cloud Service (PCMCS)

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**O R L A N D O**



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## Strategic Assessment Benefits

The Strategic Assessment is designed to analyze immediate and long term EPM/BI needs including close solutions, planning and modeling as well as reporting and analysis across the organization. We'll discuss and recommend how to deliver a solution that delivers both management and operational excellence with smart, agile and aligned solutions.

- *Dedicated team*
- *Complete Assessment across your EPM / BI environment(s)*
- *Evaluate current and future investments*
- *Short, Mid, and long term roadmap / recommendations*
- *Why you need to do these recommendations vs. How and What*
- *Can be used to evaluate current projects or scope future RFPs*
- *Cloud Strategy Roadmap*

Activity	Marginal	Stable	Best Practice	Optimized
Reporting	<ul style="list-style-type: none"> <li>All ad-hoc reporting (usually Excel, no linkage with actuals)</li> <li>Unable to adapt system to changes in reporting requirements</li> <li>Majority of time is spent on collecting data</li> </ul>	<ul style="list-style-type: none"> <li>Manual, standardized reporting (usually Excel)</li> <li>Difficult to adapt to changes in reporting requirements</li> <li>Majority of time is spent querying and reporting</li> <li>Users trust results</li> </ul>	<ul style="list-style-type: none"> <li>Some automated standardized reports</li> <li>Moderate difficulty adapting to business reporting requirements</li> <li>Users can easily create new reports based on a common repository of data</li> </ul>	<ul style="list-style-type: none"> <li>Automated standardized reports in PDF (usually via the web, linkage with actuals)</li> <li>Simplified ad-hoc reporting &amp; analysis</li> <li>Easy to adapt to business reporting requirement change</li> <li>Standardized reports are generated from one common center of data</li> </ul>

**What's Working**

- Forecasting:
  - Monthly forecast through year-end
  - Apparel is 18-month rolling forecast
- Reporting & Analysis:
  - Statutory reporting is very stable
  - Internal reporting and parent reporting are closer together

**Phase One – Improve Current System**

- Migrate existing application to new environment
- Tweak & improve dimensions and hierarchies to better support planning function
- Allow separate Essbase cube to take over GL actuals reporting & analysis

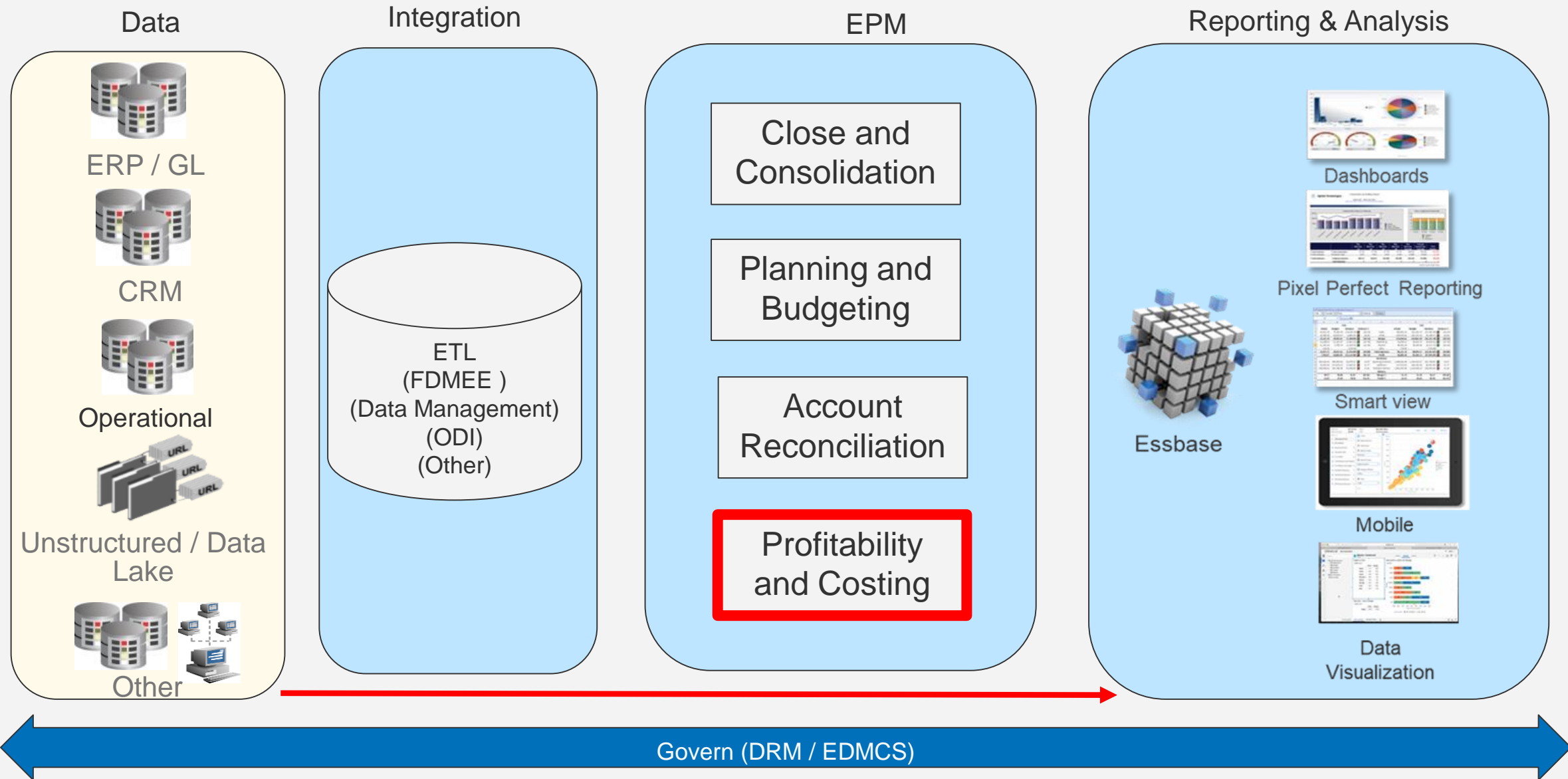
**Phase Two – Create True Solution**

- Take lessons learned from Phase One and build a fuller solution
- Leverage more modern design elements
- Create full lifecycle planning for projects
- SQL analysis prior to selection

Process Category	Marginal	Stable	Best Practice	Optimized
Forecasting		●		⊙
Monthly Close	●		⊙	
Consolidation		●	⊙	
Reporting		●	⊙	
Analysis	●			⊙
Workflow and Accountability		●	⊙	
Dashboarding		●	⊙	
Financial Modeling		●		⊙
Driver-Based Modeling		●	⊙	
Metadata Management	●		⊙	

# Full BI and EPM Data Flow



- How many of you were profitable this year?
- Who or what was your MOST profitable Customer / Product / Offering?
- Who or what was your LEAST profitable Customer / Product / Offering?

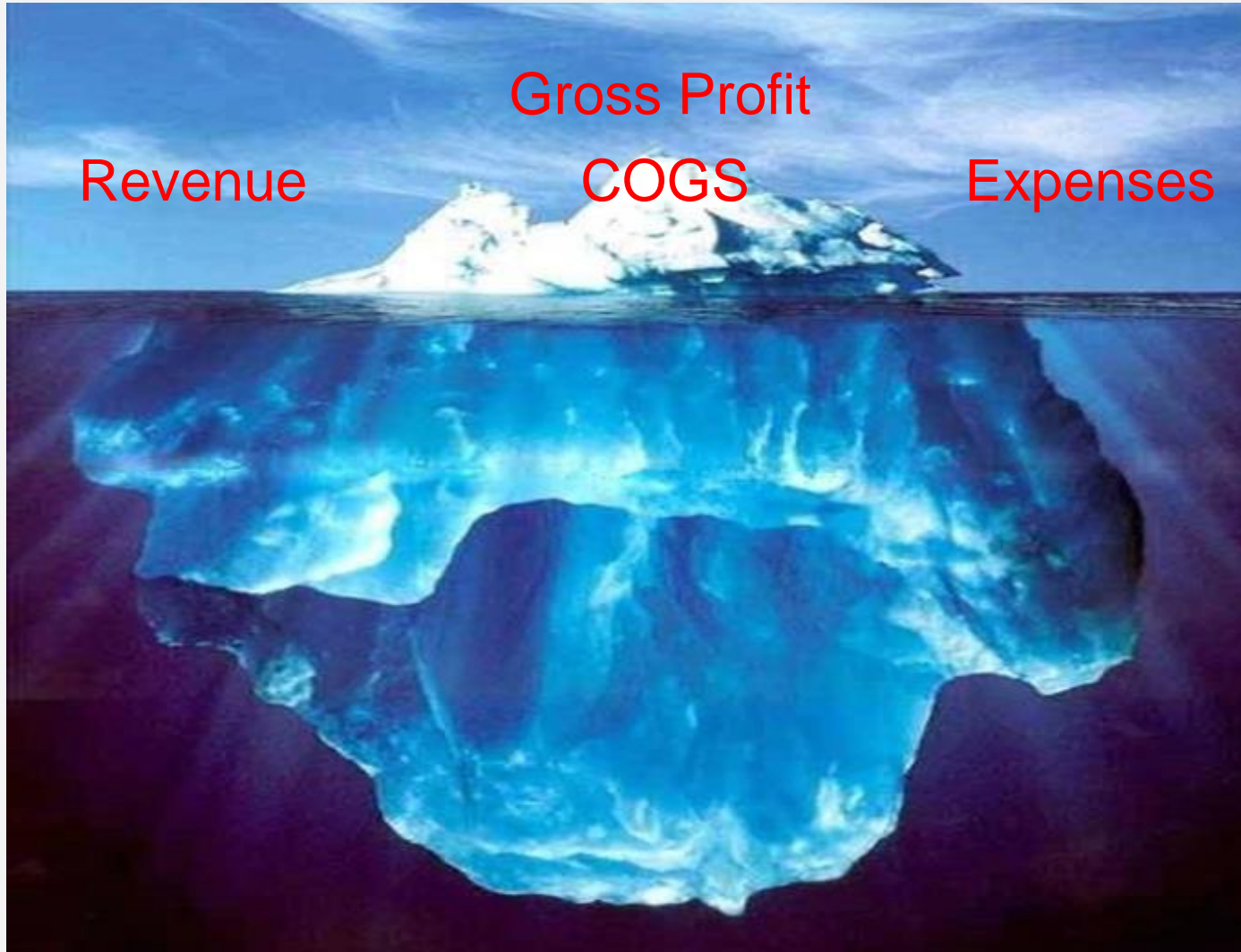


**Profit = Good**

Can it be better?  
How do we get there?



# The Problem with Profitability



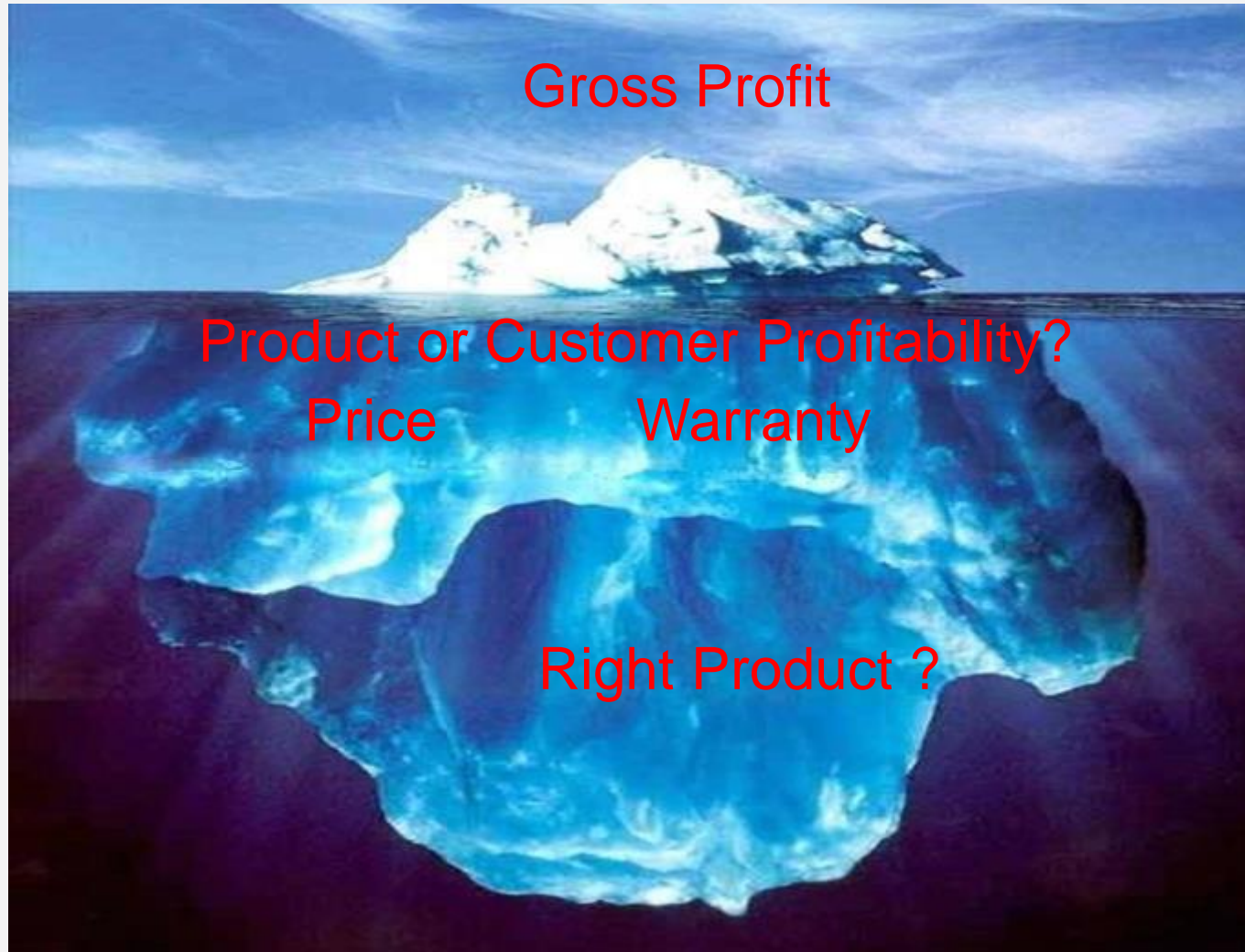
- $\text{Gross Profit} = \text{Revenue} - \text{cost of goods sold}$
- Three profitability components on income statement:
  - Revenue
  - COGS
  - Operating Expenses



Gross Profit = Revenue – COGS

## INDIRECT COSTS

Production Overhead  
Product Management  
Administration support  
Utilities  
Shipping  
Storage  
Sales / Marketing  
Service / Warranty



- What about Customer or Product Profitability?
- What Products are profitable?
- Are we selling the right products?
- Are they Priced correctly?
- How efficient is our Call Center?
- Which customers make up most of our profit?
- What is working and what isn't?



- Product/Customer Profitability is:
  - Complex
  - Unique for each organization
  - Indirect costs are difficult to track measure
  - No standard process
- Strategic P&Ls
  - Everybody wants a different view:
    - Sales
    - Marketing
    - Operations
    - Executives
- **This can all lead to...**

## Bad Profit



Money you're leaving on the table



**UNPROFITABLE**

# Are you as profitable as you could be?

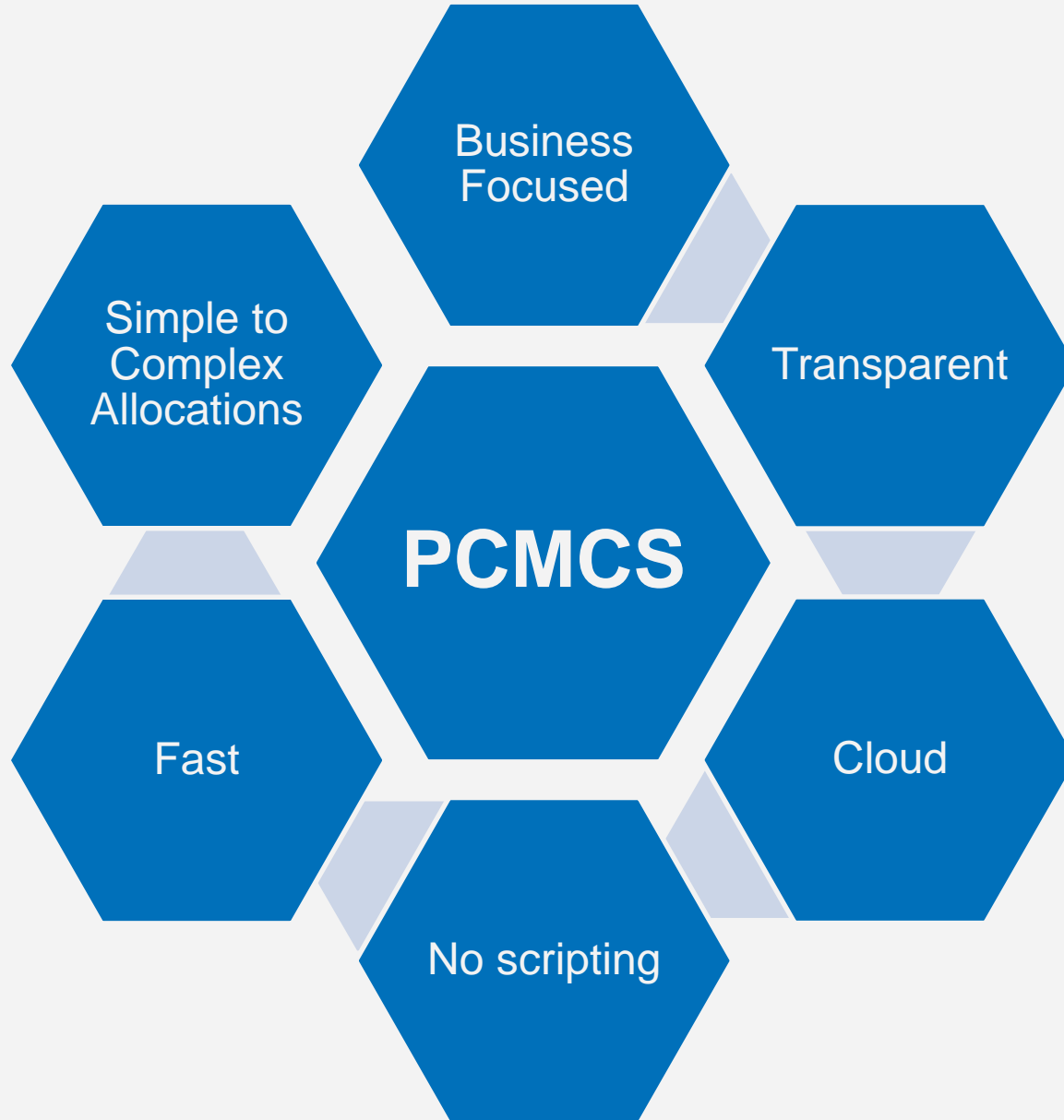
- What percentage of my *customers, products, channels, etc.* are driving most of my profitability? Which ones are unprofitable?
- What proportion of resources to my *customers, products, channels, etc.* consume?
- What are my true costs to provide *services or complete a business process*?
- Can you answer these questions? How long will it take you to find the answers?

# What tools are you using today?

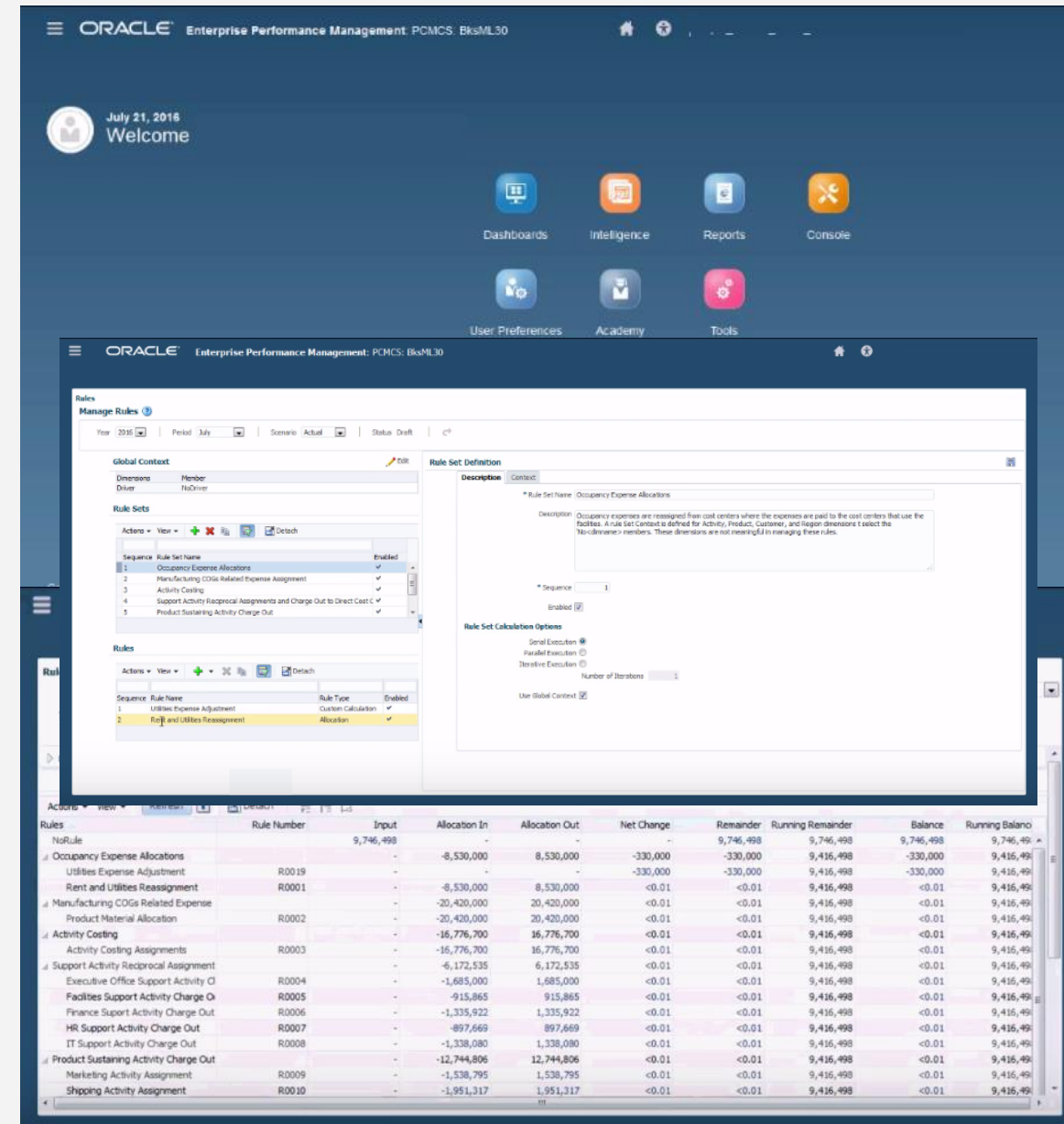
- **Excel**
  - Manual, errors
  - Slow, manually intensive, time consuming
  - No controls, governance
- **ERP**
  - Blackbox; lacks transparency
  - Can't be owned by the business
  - Can't extend the ERP data
  - Overburdened GL (slows the close process)
- **Custom Built**
  - Essbase, Planning
  - Technical knowledge to build rules; not business user controlled
  - Visibility depending on the design



# The Solution! Oracle Profitability & Cost Management Cloud Service



- A user-driven profitability and cost management application
  - Business users create, update and maintain cost allocation logic (unburden the GL and perform cost allocations here) and profitability models
- Supports new Management Ledger Type
  - Which is almost like a HPCM 2.0 – MUCH easier build of applications, drivers and logic
- Out of the box dashboards and reports\*\*
- Built-in rank and order, drill to details
- Full transparency of allocation logic and rules
- Comprehensive audit trail
- Important actionable intelligence is possible
  - Who is my most profitable customer? What is my least profitable product?



The screenshot shows the Oracle Enterprise Performance Management (PCMCS) interface. The top navigation bar includes 'ORACLE Enterprise Performance Management: PCMCS: BksML30' and a 'Welcome' message for the date 'July 21, 2016'. The main dashboard features icons for Dashboards, Intelligence, Reports, Console, User Preferences, Academy, and Tools.

The 'Manage Rules' configuration screen is displayed, showing the following components:

- Global Context:** A table with columns 'Dimension' and 'Member'. The 'Driver' dimension is set to 'NoDriver'.
- Rule Sets:** A list of rule sets with columns 'Sequence', 'Rule Set Name', and 'Enabled'. The list includes:
 

Sequence	Rule Set Name	Enabled
1	Occupancy Expense Allocations	✓
2	Manufacturing COGs-Related Expense Assignment	✓
3	Activity Costing	✓
4	Support Activity Reciprocal Assignments and Charge Out to Direct Cost C	✓
5	Product Sustaining Activity Charge Out	✓
- Rules:** A list of rules with columns 'Sequence', 'Rule Name', 'Rule Type', and 'Enabled'. The list includes:
 

Sequence	Rule Name	Rule Type	Enabled
1	Utilities Expense Adjustment	Allocation	✓
2	Rent and Utilities Reassignment	Allocation	✓
- Rule Set Definition:** A panel for defining the rule set, including a description: 'Occupancy expenses are reassigned from cost centers where the expenses are paid to the cost centers that use the facilities. A rule set context is defined for Activity, Product, Customer, and Ledger dimensions to select the "No-charge" members. These dimensions are not meaningful in managing these rules.' It also includes options for 'Rule Set Calculation Options' such as 'Serial Execution', 'Parallel Execution', and 'Iterative Execution'.
- Summary Table:** A table at the bottom showing the flow of costs through various rules. The columns are: Rules, Rule Number, Input, Allocation In, Allocation Out, Net Change, Remainder, Running Remainder, Balance, and Running Balance.
 

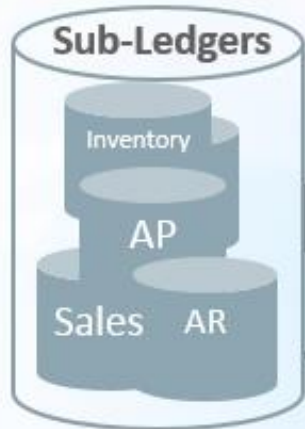
Rules	Rule Number	Input	Allocation In	Allocation Out	Net Change	Remainder	Running Remainder	Balance	Running Balance
NoRule		9,746,498	-	-	-	9,746,498	9,746,498	9,746,498	9,746,498
Occupancy Expense Allocations		-	-8,530,000	8,530,000	-330,000	9,416,498	9,416,498	9,416,498	9,416,498
Utilities Expense Adjustment	R0019	-	-	-	-330,000	9,416,498	9,416,498	9,416,498	9,416,498
Rent and Utilities Reassignment	R0001	-	-8,530,000	8,530,000	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Manufacturing COGs-Related Expense		-	-20,420,000	20,420,000	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Product Material Allocation	R0002	-	-20,420,000	20,420,000	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Activity Costing		-	-16,776,700	16,776,700	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Activity Costing Assignments	R0003	-	-16,776,700	16,776,700	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Support Activity Reciprocal Assignment		-	-6,172,535	6,172,535	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Executive Office Support Activity Cl	R0004	-	-1,685,000	1,685,000	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Facilities Support Activity Charge O	R0005	-	-915,865	915,865	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Finance Support Activity Charge Out	R0006	-	-1,335,922	1,335,922	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
HR Support Activity Charge Out	R0007	-	-897,669	897,669	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
IT Support Activity Charge Out	R0008	-	-1,338,080	1,338,080	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Product Sustaining Activity Charge Out		-	-12,744,806	12,744,806	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Marketing Activity Assignment	R0009	-	-1,538,795	1,538,795	<0.01	9,416,498	9,416,498	9,416,498	9,416,498
Shipping Activity Assignment	R0010	-	-1,951,317	1,951,317	<0.01	9,416,498	9,416,498	9,416,498	9,416,498

\*\* We recommend OAC for true BI

## Modernized Accounting Close Processes

### Financial Close & Performance Close

#### Event Capture



#### Close Activities



#### Reporting



Summary

Map and Aggregate

Detail

Detail

# What PCMCS Does Well



## Visibility

- Prebuilt analytics
- Culture of accountability

## Access to the right data

- Operational data outside of G/L
- Integration with the cloud

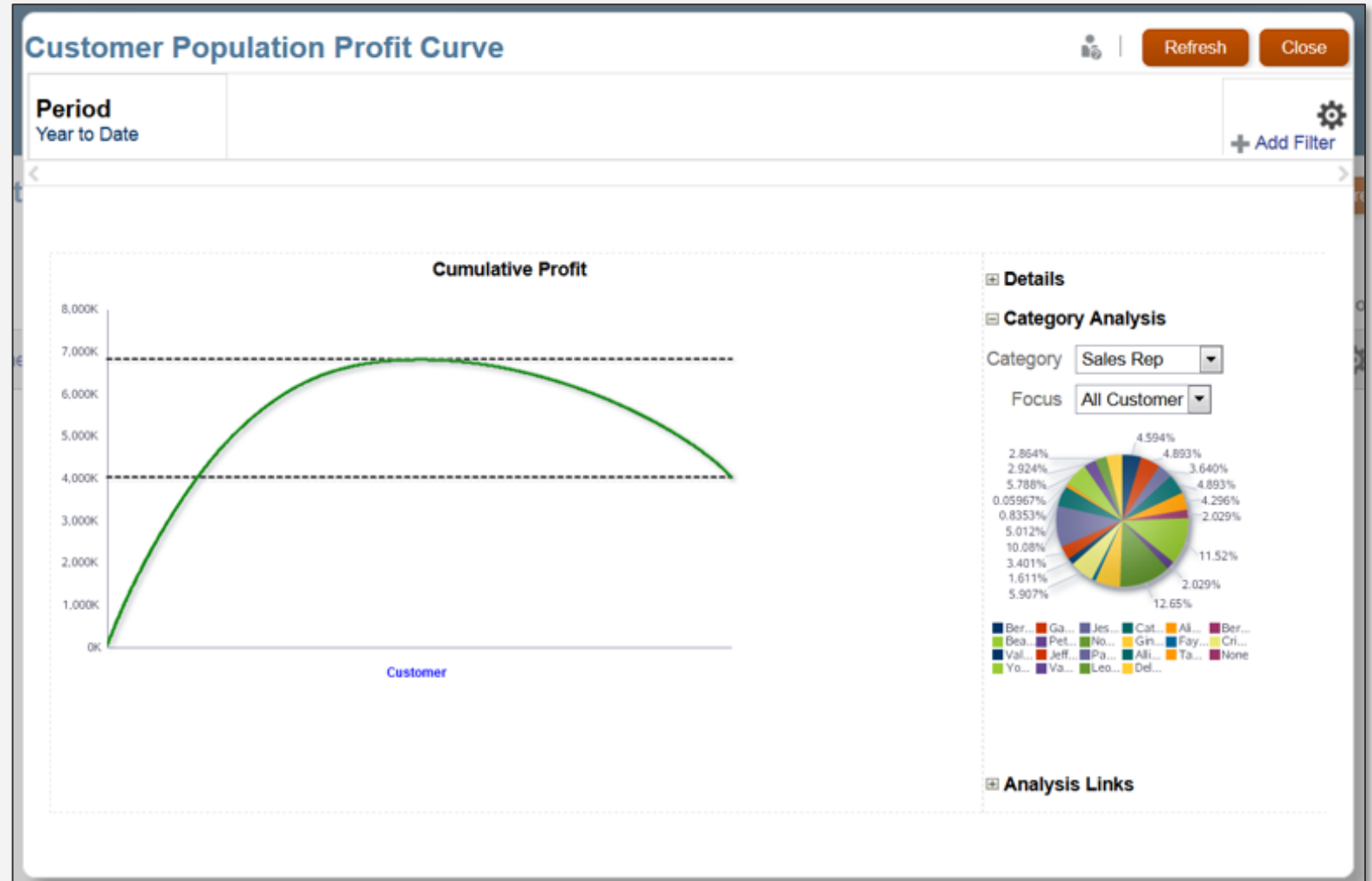
## Business Ownership

- Purpose built rule engine
- What if & scenario analysis

## Transparency

- Traceability & rule balancing
- Step by step insight

- Profit curves, charts, and analyses
- Ad hoc in Excel with Smart View



- Easy to understand visualization of a population of Profit objects
  - See the whole population at once
  - See the distribution of winners and losers
  - Enable a lay person to analyze profitability

# What are my worst customers / who owns them?

## Customer Population Profit Curve



Refresh

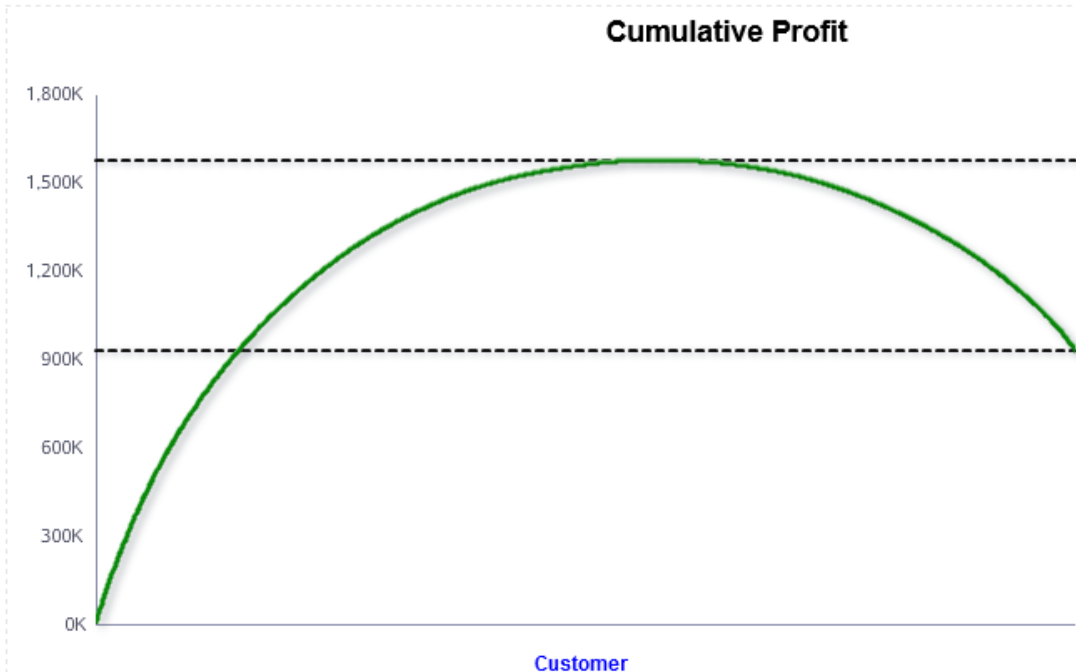
Close

Period

June



+ Add Filter

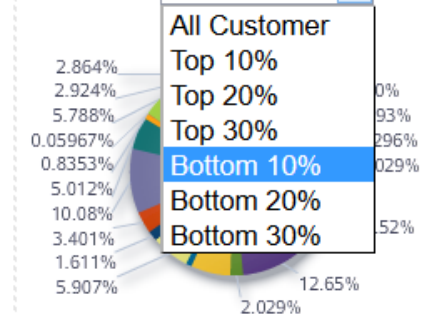


### Details

### Category Analysis

Category

Focus



- Ber...
- Bea...
- Val...
- Ga...
- No...
- Jeff...
- Yo...
- Jes...
- Pet...
- Pa...
- Va...
- Cat...
- Gin...
- Leo...
- Ali...
- Fay...
- Del...
- Ber...
- Cri...
- None

### Analysis Links

# Need to go talk to Noella

## Customer Population Profit Curve

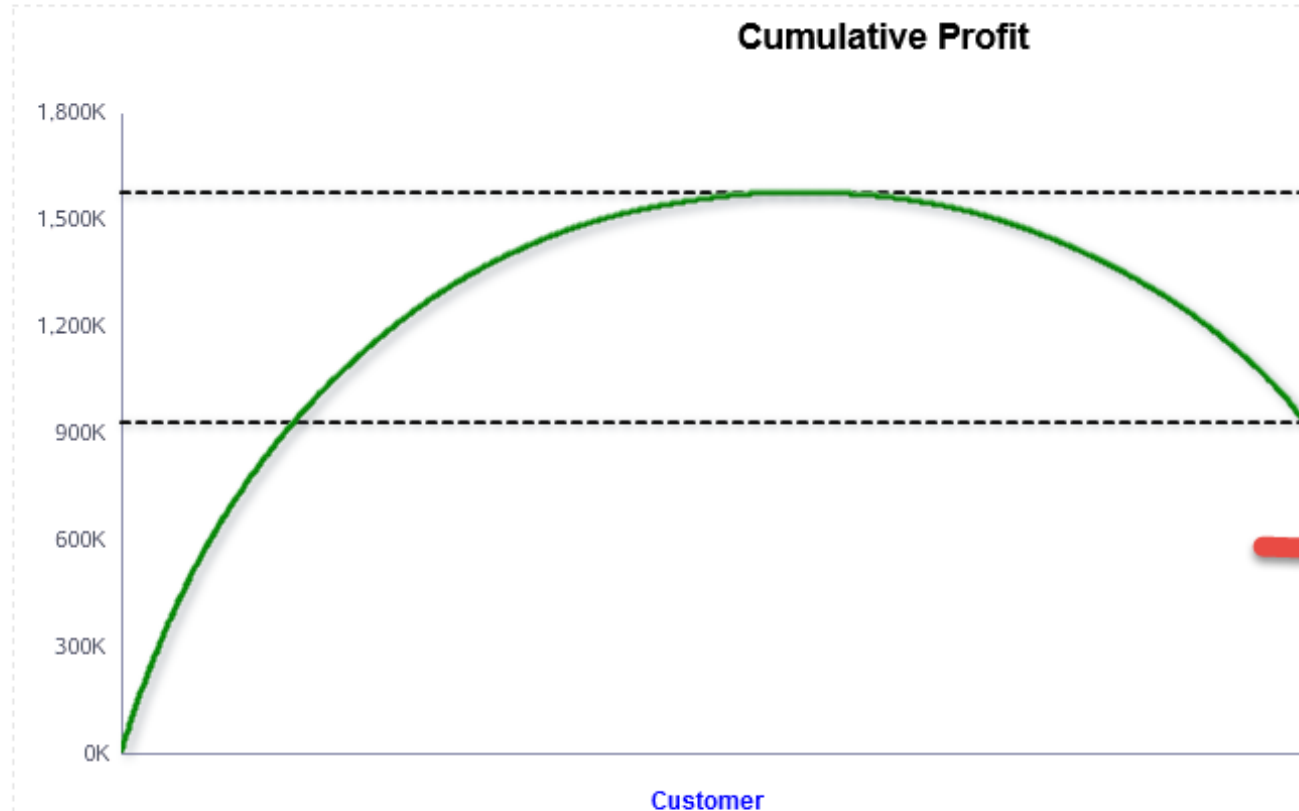


Refresh

Close

Period  
June

+ Add Filter

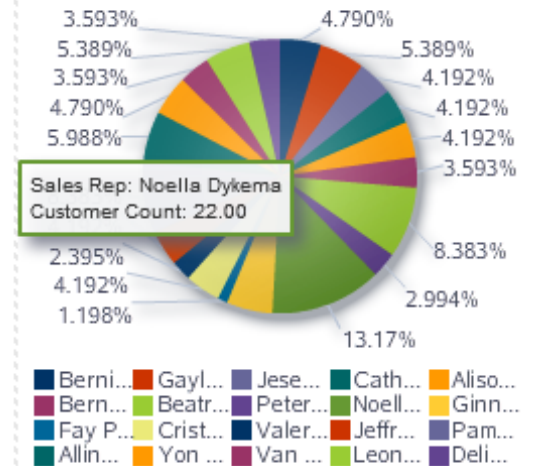


### + Details

### Category Analysis

Category  Focus

Focus



## Customer Population Profit Curve

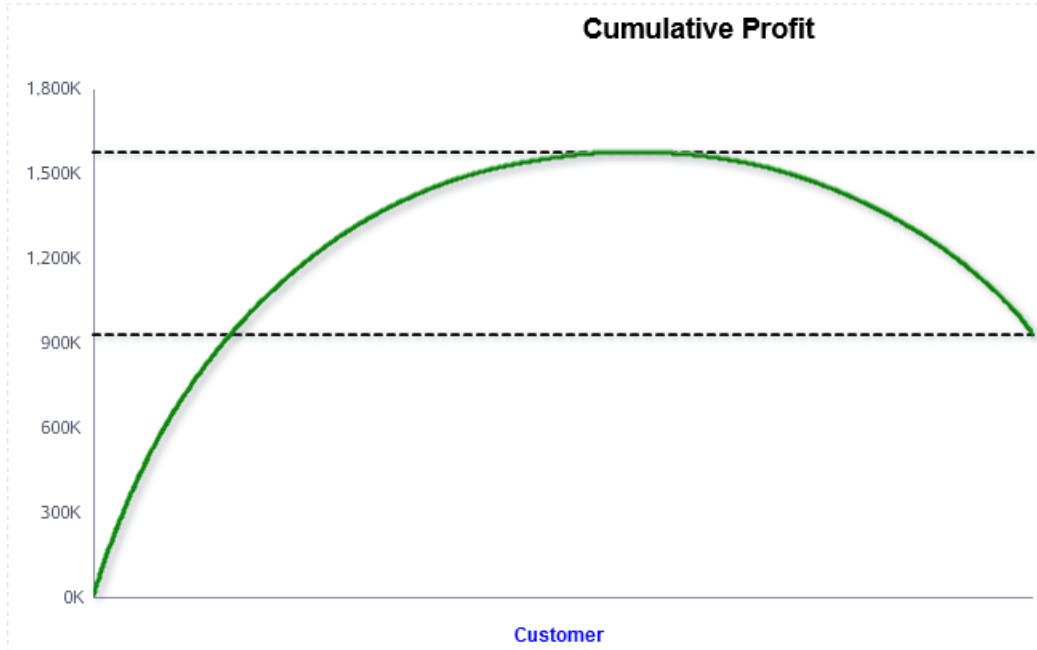


Refresh

Close

**Period**  
June

 **Add Filter**



- Details
- Category Analysis
- Analysis Links
- [Run As Analysis View](#)





# View the Numbers behind the Curve

## Store Level Financials YTD



Close

Refresh

Period  
Year to Date

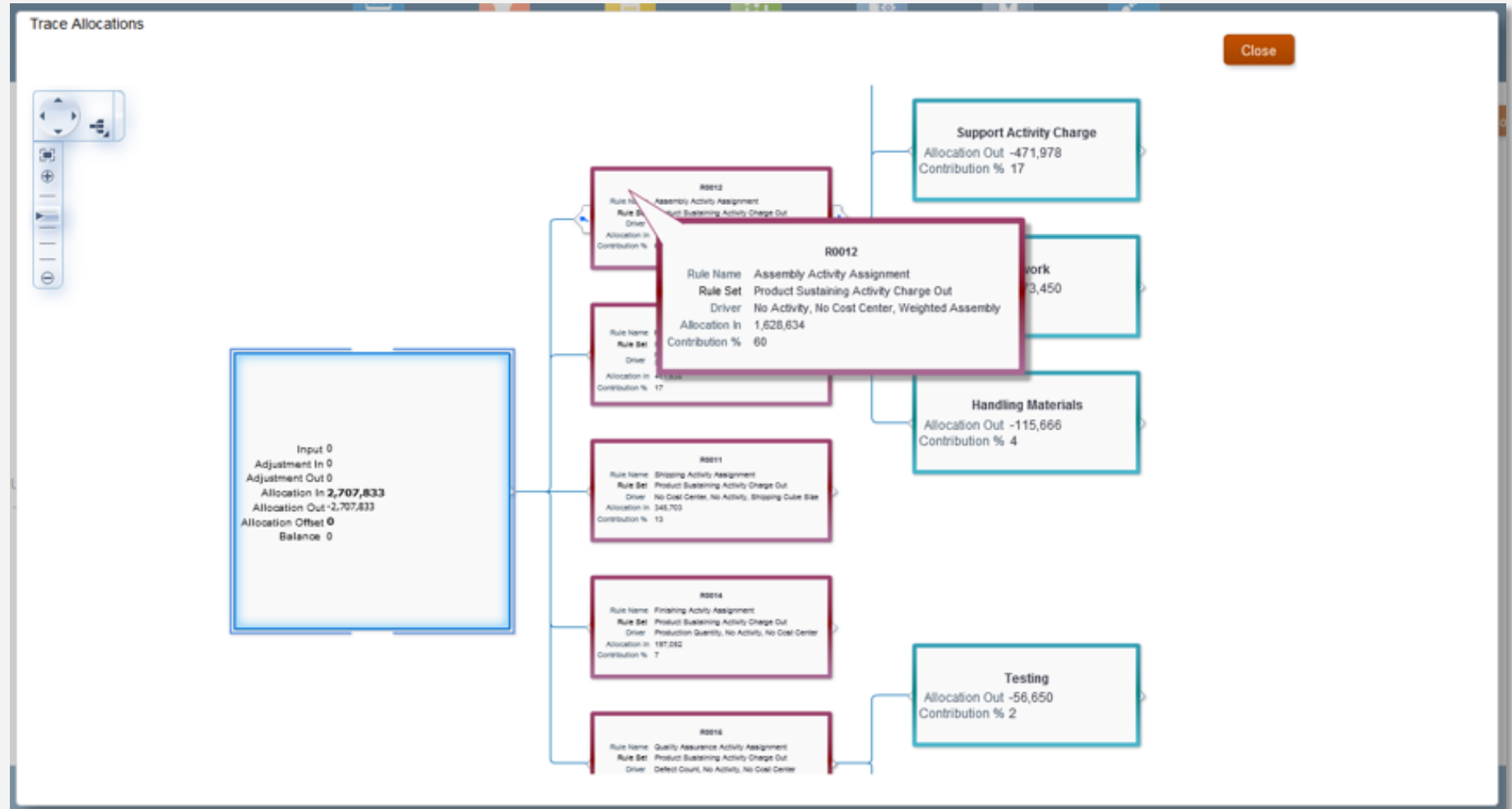
+ Add Filter



Actions View Export To Excel Detach

Customer	Generation3	Generation4	Region	Sales Rep	Delivery Zone	Store Setting	Net Income	Gross Profit	Net Revenue	Operating Expenses
BB100-502	Department Stores	Qmart	USA E NE	Berniece Huls	A	Suburban	109,838.00	121,579.00	132,899.00	11,740.00
BB100-501	Department Stores	Qmart	USA E SE	Alison Bergeson	C	Suburban	84,174.00	94,843.00	103,523.00	10,669.00
BB100-500	Department Stores	Qmart	USA C GL	Leone Odaniel	A	Suburban	79,891.00	92,702.00	105,917.00	12,812.00
BB100-506	Department Stores	Qmart	USA W NW	Pamella Fallon	C	Suburban	80,141.00	90,161.00	97,944.00	10,020.00
BB100-505	Department Stores	Qmart	USA W NW	Beatriz Pfaff	A	Urban	87,617.00	97,606.00	107,306.00	9,989.00
BB100-504	Department Stores	Qmart	USA E SE	Alline Saxon	B	Suburban	109,315.00	119,967.00	128,318.00	10,652.00
BB100-503	Department Stores	Qmart	USA E SE	Yon Zarrella	C	Suburban	91,977.00	99,012.00	103,634.00	7,035.00
BB300-130	Department Stores	Moutain Adventures	USA E NE	Van Pitre	A	Rural	105,814.00	114,405.00	122,488.00	8,591.00
BB100-511	Department Stores	Qmart	USA W FW	Noella Dykema	X	Rural	99,112.00	110,941.00	121,931.00	11,829.00
BB100-510	Department Stores	Qmart	USA W FW	Noella Dykema	A	Suburban	101,435.00	112,866.00	123,327.00	11,431.00
BB100-513	Department Stores	Qmart	CAN P	Beatriz Pfaff	B	Suburban	102,387.00	115,661.00	128,602.00	13,274.00
BB100-512	Department Stores	Qmart	USA W FW	Noella Dykema	A	Urban	88,881.00	100,329.00	112,177.00	11,448.00
BB100-515	Department Stores	Qmart	USA C GL	Leone Odaniel	C	Suburban	89,747.00	99,042.00	107,364.00	9,295.00
BB100-514	Department Stores	Qmart	USA W FW	Noella Dykema	C	Suburban	94,191.00	106,161.00	114,153.00	11,970.00
BB100-517	Department Stores	Qmart	USA W CA	Valery Hossain	D	Rural	85,335.00	92,797.00	96,997.00	7,462.00
BB100-516	Department Stores	Qmart	USA W CA	Tania Vallecillo	A	Urban	86,363.00	94,493.00	100,795.00	8,130.00
BB300-127	Department Stores	Moutain Adventures	USA E MA	Ginny Shipley	A	Urban	94,490.00	105,492.00	113,948.00	11,003.00
BB300-128	Department Stores	Moutain Adventures	USA E NE	Bernardina Normandi	A	Suburban	117,159.00	127,373.00	138,621.00	10,215.00
BB300-129	Department Stores	Moutain Adventures	USA E SE	Yon Zarrella	B	Suburban	119,862.00	127,845.00	133,713.00	7,984.00

- No more black box allocations
- Traceability UI
- Drill from rules balancing into Smart View



- Model by POV
- Point and click UI
- No scripting required!

Year 2016 | Period January | Scenario Actual | Status Draft

### Global Context Edit

Dimensions	Member
Driver	NoDriver

### Rule Sets

Actions View + X [Icons] Detach

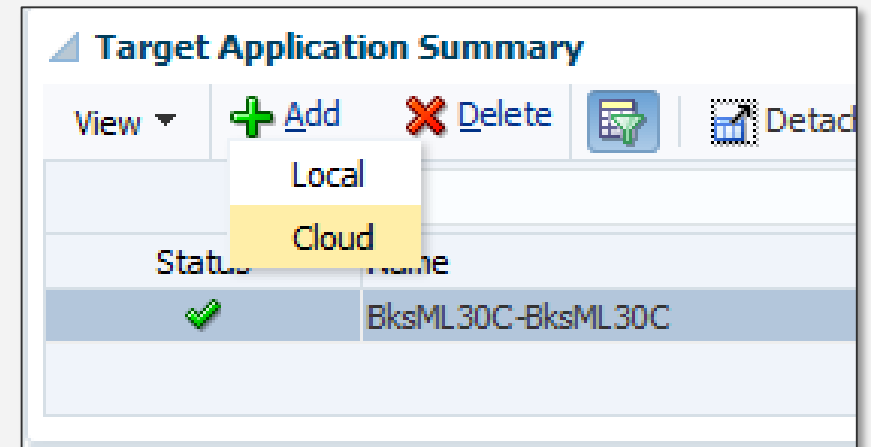
Sequence	Rule Set Name	Enabled
1	Occupancy Expense Allocations	✓
2	Manufacturing COGs Related Expense Assignment	✓
3	Activity Costing	✓
4	Support Activity Reciprocal Assignments and Charge Out to Direct Cost	✓
5	Product Sustaining Activity Charge Out	✓

### Rules

Actions View + X [Icons] Detach

Sequence	Rule Name	Rule Type	Enabled
1	Executive Office Support Activity Charge Out	Allocation	✓
2	Facilities Support Activity Charge Out	Allocation	✓
3	Finance Support Activity Charge Out	Allocation	✓
4	HR Support Activity Charge Out	Allocation	✓
5	IT Support Activity Charge Out	Allocation	✓

- Pre-Built Integration:
  - Financials Cloud
  - E-PBCS
  - FCCS
- Cloud-to-cloud integration (no flat file required)
- Robust mapping for 3rd party data
- Support for hybrid deployment
  - EPMAutomate
  - FDMEE (EBS, PSFT, JDE, & SAP)



- Ease of expansion
  - New geographies, products, or departments
- Lower software fees with SaaS model
- Reduced IT costs – personnel and equipment
- Accelerate EPM adoption
- Intuitive UI means reduction in training costs
- Focus on analytics vs. software support
- Automatic upgrades and patches
- Direct integration to other Oracle EPM Cloud solutions like PBCS and FCCS

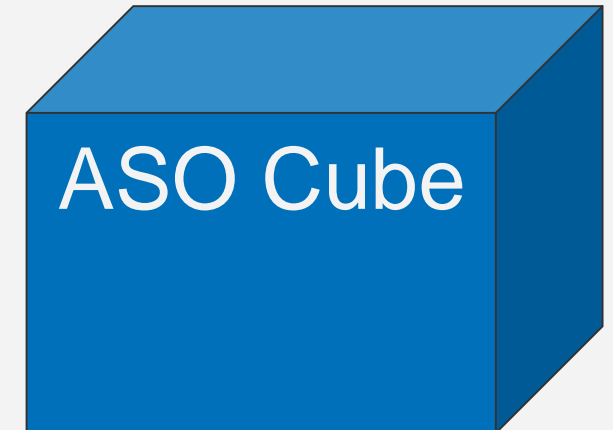
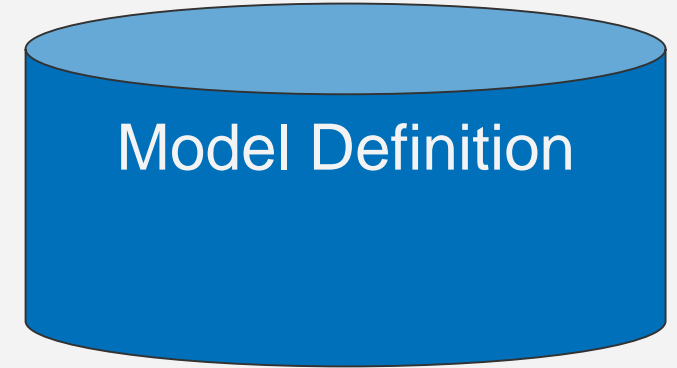
# Who Needs this? Everyone

- Product, customer, channel, profitability
- Management allocations
- IT Service costing & chargeback
- Shared services allocations
- Cost transparency
- Operational transfer pricing
  - Moving around revenues for tax advantage

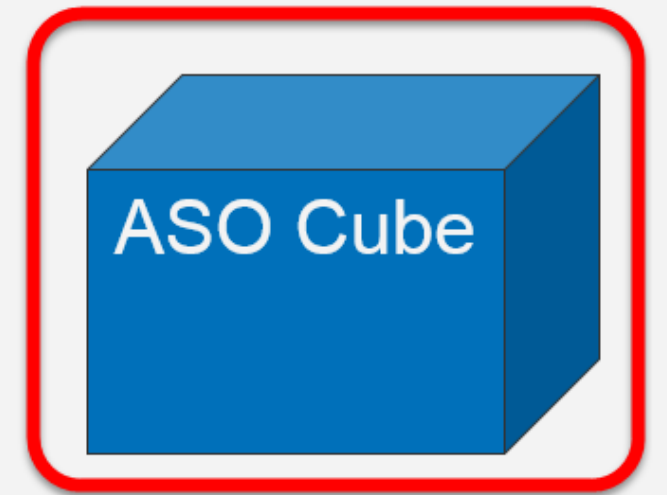
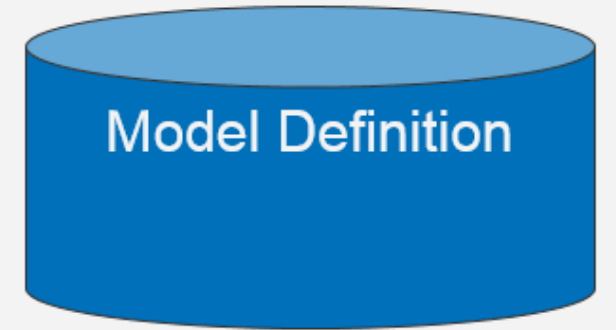
# PCMCS Under the Covers

- HPCM plus...
  - New application console
  - New embedded reporting
    - FR engine with web client (Desktop client is being deprecated)
  - New dashboards
  - New Intelligence screens
    - Trace, Profit curve, SV Queries
  - EPM Cloud Platform
    - Smart View
    - Data Management
    - EPM Automate

- Relational repository to store rule definitions, POV
  - Generates calculation and allocation scripts
- ASO Essbase database
  - ASO = aggregate storage option
  - Where calculation and allocation scripts are executed
  - Stores all data (the numbers)



- PCMCS will create an ASO database in Essbase
- Each database has an outline
- Database outline provides the data structure for the model via dimensions
- Dimensions in the Essbase outline are hierarchical
- Data is stored at dimension intersections
- Members can include calculations via member formulas



# Types of Management Ledger Dimensions

## System dimensions

Balance

Rule

## POV dimensions

Year

Period

Scenario

Version

## Business dimensions

Product

Entity

Customer

Geography

Account

## Attribute dimensions

Product type

Customer type

*Any attribute  
about another  
stored dimension*

# Demo

November 8, 2017  
Welcome Denise Adams

- Recent | Favorite
- TEST 2**  
Scatter Analysis
  - 10 Chain Level Jan 2016 Profit**  
Analysis View
  - 10 - Income Statement By Cu...**  
Financial Report
  - Cost Analysis - Activity Co...**  
Query
  - All Customers**  
Profit Curves
  - TEST**
- Tour

-  Dashboards
-  Intelligence
-  Reports
-  Application
-  Tools
-  Academy

Rules

Manage Rules

Period Q1 | Year FY14 | Scenario Actual | Version Submit | Status Draft

Global Context

Edit

Dimensions Member  
No Data to Display

Rule Sets

Actions View + X [icon] [icon] Detach

Sequence	Rule Set Name	Enabled
1	TDABC Allocations	✓

Rules

Actions View + X [icon] [icon] Detach

Sequence	Rule Name	Rule Type	Enabled
No Data to Display			

- 8-12 week implementation to scoped PCMCS solution
- Deliverables
  - 1 Application
  - 5 dimensions + POV dims - Account, entity, 2 Custom dimensions, Staging dimension
  - 3 attribute dimensions
  - 25 allocation rules
  - 10 drivers
  - Driver data is entered/loaded at level 0
  - 5 analyses
  - 2 profitability curves
  - 1 dashboard
  - Security for 5-10 users
  - PCMCS Power User Guide
  - 1 EPMAutomate batch script to execute Allocation rules nightly
  - 2 Data integrations using Data Management

- Migrate your HPCM ML application in 1-3 weeks
- Deliverables
  - Migrate 1 Application
  - 5 analyses
  - 2 profitability curves
  - 1 dashboard
  - Security for 5-10 users
  - PCMCS Power User Guide
  - 1 EPMAutomate batch script script to execute Allocation rules nightly
  - 2 Data integrations using Data Management
  - File based dimension updates for 2-3 dimensions

In Closing...

# Are you as profitable as you could be?

- What percentage of my *customers, products, channels, etc.* are driving most of my profitability? Which ones are unprofitable?
- What proportion of resources to my *customers, products, channels, etc.* consume?
- What are my true costs to provide *services or complete a business process*?
- You can answer these questions with PCMCS! And in just a few short weeks, you can make this a reality

# Jump-starting Your Cost Allocations with Profitability and Cost Management Cloud Service (PCMCS)

[www.interrel.com](http://www.interrel.com)  
[cloud.interrel.com](http://cloud.interrel.com)

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National Pre-Sales Architect  
Jkubik@interRel.com  
216-798-2236

# Into the Details of PCMCs

- Easy to understand visualization of a population of Profit objects
  - See the whole population at once
  - See the distribution of winners and losers
  - Enable a lay person to analyze profitability

# What are my worst customers / who owns them?

## Customer Population Profit Curve



Refresh

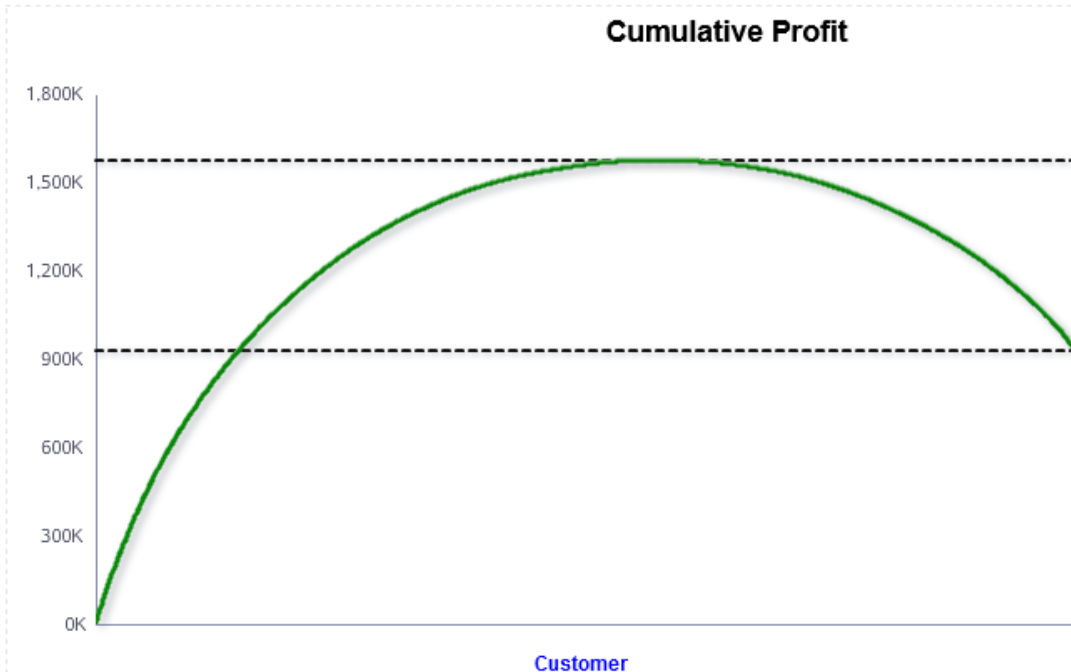
Close

Period

June



+ Add Filter

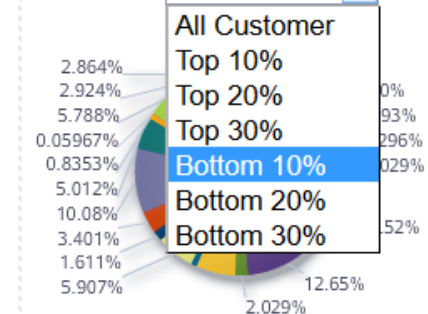


### Details

### Category Analysis

Category

Focus



### Analysis Links



## Customer Population Profit Curve

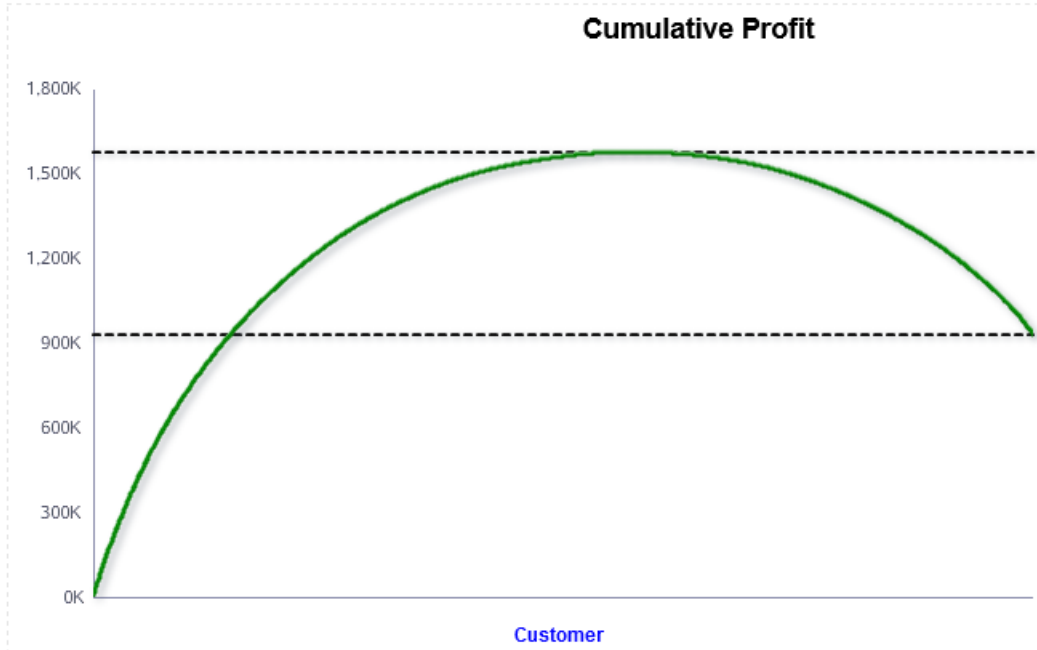


Refresh

Close

**Period**  
June

 + Add Filter



- Details
- Category Analysis
- Analysis Links
- [Run As Analysis View](#)





# View the Numbers behind the Curve

## Store Level Financials YTD



Close

Refresh

Period  
Year to Date

+ Add Filter



Actions View Export To Excel Detach

Customer	Generation3	Generation4	Region	Sales Rep	Delivery Zone	Store Setting	Net Income	Gross Profit	Net Revenue	Operating Expenses
BB100-502	Department Stores	Qmart	USA E NE	Berniece Huls	A	Suburban	109,838.00	121,579.00	132,899.00	11,740.00
BB100-501	Department Stores	Qmart	USA E SE	Alison Bergeson	C	Suburban	84,174.00	94,843.00	103,523.00	10,669.00
BB100-500	Department Stores	Qmart	USA C GL	Leone Odaniel	A	Suburban	79,891.00	92,702.00	105,917.00	12,812.00
BB100-506	Department Stores	Qmart	USA W NW	Pamella Fallon	C	Suburban	80,141.00	90,161.00	97,944.00	10,020.00
BB100-505	Department Stores	Qmart	USA W NW	Beatriz Pfaff	A	Urban	87,617.00	97,606.00	107,306.00	9,989.00
BB100-504	Department Stores	Qmart	USA E SE	Alline Saxon	B	Suburban	109,315.00	119,967.00	128,318.00	10,652.00
BB100-503	Department Stores	Qmart	USA E SE	Yon Zarrella	C	Suburban	91,977.00	99,012.00	103,634.00	7,035.00
BB300-130	Department Stores	Moutain Adventures	USA E NE	Van Pitre	A	Rural	105,814.00	114,405.00	122,488.00	8,591.00
BB100-511	Department Stores	Qmart	USA W FW	Noella Dykema	X	Rural	99,112.00	110,941.00	121,931.00	11,829.00
BB100-510	Department Stores	Qmart	USA W FW	Noella Dykema	A	Suburban	101,435.00	112,866.00	123,327.00	11,431.00
BB100-513	Department Stores	Qmart	CAN P	Beatriz Pfaff	B	Suburban	102,387.00	115,661.00	128,602.00	13,274.00
BB100-512	Department Stores	Qmart	USA W FW	Noella Dykema	A	Urban	88,881.00	100,329.00	112,177.00	11,448.00
BB100-515	Department Stores	Qmart	USA C GL	Leone Odaniel	C	Suburban	89,747.00	99,042.00	107,364.00	9,295.00
BB100-514	Department Stores	Qmart	USA W FW	Noella Dykema	C	Suburban	94,191.00	106,161.00	114,153.00	11,970.00
BB100-517	Department Stores	Qmart	USA W CA	Valery Hossain	D	Rural	85,335.00	92,797.00	96,997.00	7,462.00
BB100-516	Department Stores	Qmart	USA W CA	Tania Vallecillo	A	Urban	86,363.00	94,493.00	100,795.00	8,130.00
BB300-127	Department Stores	Moutain Adventures	USA E MA	Ginny Shipley	A	Urban	94,490.00	105,492.00	113,948.00	11,003.00
BB300-128	Department Stores	Moutain Adventures	USA E NE	Bernardina Normandi	A	Suburban	117,159.00	127,373.00	138,621.00	10,215.00
BB300-129	Department Stores	Moutain Adventures	USA E SE	Yon Zarrella	B	Suburban	119,862.00	127,845.00	133,713.00	7,984.00

# Steps to Create a Rule

Create the  
POV (or  
select the  
POV if it  
already  
exists)

Create  
ruleset (or  
add rule to  
existing rule  
set)

Define  
Description

Define  
Source

Define  
Destination

Define  
Driver  
Basis

Define  
Offset








Define Rule  
Context

Execute!

- Navigate to the Points of View
  - Navigate >> Administrator >> Point of View
- Select Actions >> Create
- Select the members for the desired POV

**Points of View**

**Available Points of View** ?

Actions ▾ View ▾      Refresh   Detach

Year	Period	Scenario	Status
2016	January	Actual	Draft
2016	February	Actual	Draft
2016	March	Actual	Draft
2016	April	Actual	Draft
	May	Actual	Draft
	June	Actual	Draft
	June	What If 1	Draft
	June	What If 2	Draft
	July	Actual	Draft
	August	Actual	Draft
	September	Actual	Draft
	October	Actual	Draft
	November	Actual	Draft

**Create Point of View**

Year  ▾

Period  ▾

Scenario  ▾

Status Draft

OK Cancel

- You can also copy the POV
- Choose the Source and Destination POV
- Choose to copy over rules (all rules are copied)
- Choose to copy over data
  - Input data, adjustment values and or allocated values

## Copy Point of View

### Source

Year 2016

Period January

Scenario Actual

Status Draft

### Destination

Year 2016

Period February

Scenario Actual

### Copy Configuration

#### Model

Manage Rules

#### Data

Input Data

Adjustment Values

Allocated Values

### Confirm Point of View Group Create

#### Confirmation

Destination Points of View does not exist. Do you want to create one?

Yes

No

- Navigate to the Manage Rules section
- Define rule set name
- Description
- Sequence – what order should the rule set run
- Enabled – you can “turn off” and “turn on” rule sets
- Execution option: Serial, parallel, iterative (with number of iterations)
- Use Global Context

**Manage Rules**

Year: FY16 | Period: Jan | Scenario: Actual | Version: Final | Status: Draft

**Global Context** Edit

Dimensions: Member  
No Data to Display

**Rule Sets**

Actions View + X [Icons] Detach

Sequence	Rule Set Name	Enabled
1	Stage 1 - Allocate to Entity Level	✓
2	Stage 2 - Allocate to Products and Customers	✓

**Rule Set Definition**

Description Context

\* Rule Set Name: Stage 1 - Allocate to Entity Level

Description:

**Rules**

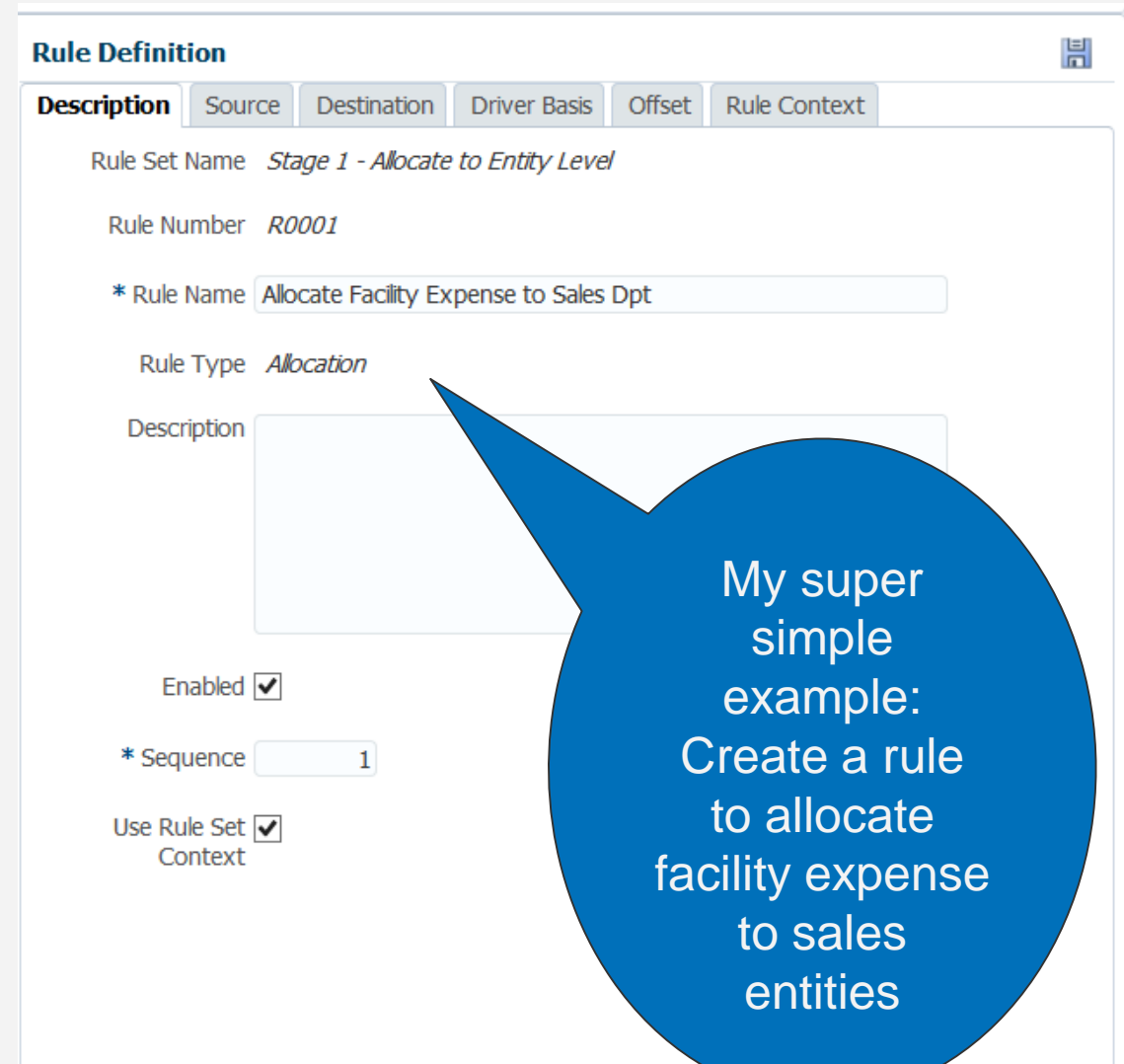
Actions View + X [Icons] Detach

Sequence	Rule Name	Rule Type	Enabled
1	Allocate Comp Expense to Sales Dpt	Allocation	✓
1	Allocate Facility Expense to Sales Dpt	Allocation	✓
1	Allocate Other Exp to Sales Dpt	Allocation	✓

**1**

I'm going to create a "Stage 1" rule set which will allocate expenses to sales entities

- Rule Name
- Rule Type
- Description
- Enabled – you can “turn off” and “turn on” rules
- Sequence – what order should the rule run? Is it dependent upon another rule?
- Use Rule Set Context (saves some clicks)
  - For Essbase admins, this is sort of like the “fix” statement
  - Fixed members for the executed rule



**Rule Definition**

**Description** | Source | Destination | Driver Basis | Offset | Rule Context

Rule Set Name *Stage 1 - Allocate to Entity Level*

Rule Number *R0001*

\* Rule Name

Rule Type *Allocation*

Description

Enabled

\* Sequence

Use Rule Set Context

My super simple example: Create a rule to allocate facility expense to sales entities

# Good rule description is important!

- For running system reports and audit reports

## Program Documentation Report

ORACLE | Hyperion

Rule Set Name	Rule Name	Rule Type	Rule Number	Enabled	Use Context	Sequence	Execution Mode	Iterations	Description
									context is required as all dimensions except those covered by Global Context are now included in all rules. The result of this rule set produces a fully dimensionalized P&L capability.
Customer / Product / Region Profitability Calculation	<a href="#">Product Support Costs Assignment to Market Intersections</a>	Allocation	R0016	Yes	Yes	1			Applies fully burdened costs of Products to Market intersections based on sold quantity.
Customer / Product / Region Profitability Calculation	<a href="#">Customer Support Costs Assignment to Market Intersections</a>	Allocation	R0017	Yes	Yes	2			Applies fully burdened costs of Customers to Market intersections based on sold quantity.
Customer / Product / Region Profitability Calculation	<a href="#">Product COGS Assignment to Market Intersections</a>	Allocation	R0018	Yes	Yes	3			Assignment of Product COGS Accounts from all Manufacturing Cost Centers to Market Intersections. These costs did not involve the activity costing rules and are picked up from the 'NoActivity' member.



- Define the intersection of the amount to be allocated
- Member selection to define members in each dimension
- Select all of the source elements to define the source value to allocate
- Could be a number of accounts, number of members to group the value
- ASO cube in the background which dynamically calculates to amount of the identified intersection
- Filter specific members or based on UDA or Attribute
- Options to split the allocation if you run into performance issues for the rule

**Rule Definition**

Description **Source** Destination Driver Basis Offset Rule Context

Rule Name *Rent and Utilities Reassignment*

Rule Set Name *Occupancy Expense Allocations*

Specify Allocated Amount

Type of Allocated Amount  Amount  Percentage

\* Allocated Amount

**Dimensions**

View

Dimension Name
<input checked="" type="checkbox"/> Accounts
<input checked="" type="checkbox"/> CostCenters

**Member Selection**

Actions

Member Name	Alias
Facilities Expenses	Facilities Expenses

Columns Hidden 1

- Source member selection options (and destination)
  - Multi dimension member selections (though this can impact performance)
  - Multiple selections (parent or level 0) for each dimension
  - Member selection filter by name UDA, Attribute
- New from HPCM – Partial allocation (% or specified amount)

### Rule Definition

Description
Source
Destination
Driver Basis
Offset
Rule Context

Rule Name *Rent and Utilities Reassignment*

Rule Set Name *Occupancy Expense Allocations*

Specify Allocated Amount

Type of Allocated Amount  Amount  Percentage

\* Allocated Amount

#### Dimensions

View ▾ Detach

Dimension Name
✓ Accounts
✓ CostCenters

#### Member Selection

Actions ▾ View ▾ + × Detach

Member Name	Alias
Facilities Expenses	Facilities Expenses

Columns Hidden 1

- Source range will impact performance
- PCMCS gives you a rough count of estimated source cells

**Rule Definition**

Description **Source** Destination Driver Basis Offset Rule Context


Rule Name *Rent and Utilities Reassignment*

Rule Set Name *Occupancy Expense Allocations*

Specify Allocated Amount




**Dimensions**

Estimated Source Count 2

View ▾  Detach

Dimension Name
✓ Account
✓ Entity

**Member Selection**

Actions ▾ View ▾    Detach

Member Name
Facilities Expenses

Columns Hidden 2

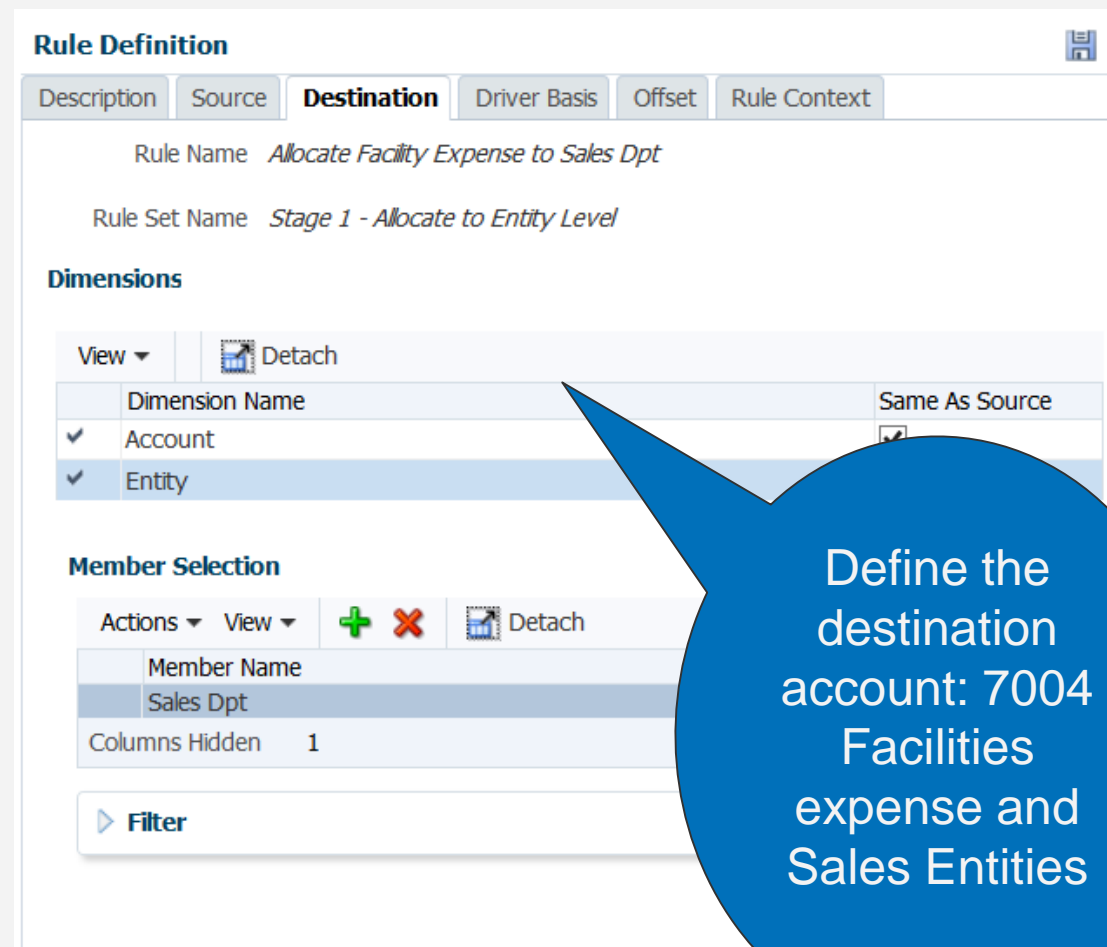
▶ **Filter**

**Options**

Calculation Segmentation Method  ▾

Segment By  ▾

- Define the intersections of the amount to be allocated
- Where should the data “land”
- Member selection to define members in each dimension
- Define member to allocate “to” e.g. Total Products
  - Though the final result will be loaded to level 0 products based on the driver basis
- Always allocates to level 0 members of the parents selected in member selection




**Rule Definition**

Description | Source | **Destination** | Driver Basis | Offset | Rule Context

Rule Name *Allocate Facility Expense to Sales Dpt*




Rule Set Name *Stage 1 - Allocate to Entity Level*

**Dimensions**

View ▾ |  Detach


Dimension Name	Same As Source
✓ Account	<input checked="" type="checkbox"/>
✓ Entity	<input type="checkbox"/>

**Member Selection**

Actions ▾ | View ▾ |   |  Detach

Member Name
Sales Dpt

Columns Hidden 1

 Filter

Define the destination account: 7004 Facilities expense and Sales Entities

- Driver basis
- You can use intersections in the database to define the driver basis
  - “Square Feet” or “Units” or “Revenue”
  - Member formula to calculate a driver though watch out for performance (consider custom calculation so the calculation is calc'd and stored)
- You can also upload allocation percentages and use those

### Rule Definition


Description
Source
Destination
**Driver Basis**
Offset
Rule Context

Rule Name *Allocate Facility Expense to Sales Dpt*

Rule Set Name *Stage 1 - Allocate to Entity Level*


Specify Driver Location  
 Allocate Evenly

#### Dimensions

View ▾
 Detach

Dimension Name
Balance
Rule
✓ Account
Entity
Period
Product
Customer
Year
Scenario
Version

#### Member Selection

Actions ▾
View ▾
+
×
 Detach

Member Name	Alias
Square Feet	
Columns Hidden	1

I'll define the driver: Square Feet

- Define the offset intersection
- Put the negative \$ into a different location so you aren't able to further allocate out \$
- Do you want to take the \$ out of the source?
  - Source dollars put into destination (keeps it simpler)
    - Source dollars go to zero
  - Or alternate offset location
    - Negative numbers to create the offset

**Rule Definition**

Description	Source	Destination	Driver Basis	Offset	Rule Context
Rule Name <i>Allocate Facility Expense to Sales Dpt</i>					
Rule Set Name <i>Stage 1 - Allocate to Entity Level</i>					
Offset Location					
<input checked="" type="radio"/> Source					
<input type="radio"/> Alternate Offset Location					

I'll leave  
offset  
location  
as Source

- Because I checked the “Use Rule Set Context” option, the context is already defined
- You can define a rule context that is different than the rule set if you need to
  - Do not check the option to “Use Rule Set Context” on the Description tab

**Rule Definition**

Description Source Destination Driver Basis Offset Rule Context

Rule Set Name *Stage 1 - Allocate to Entity Level*

Rule Number *R0001*

\* Rule Name

Rule Type *Allocation*

Description

Enabled

\* Sequence

**Use Rule Set Context**

**Rule Definition**

Description Source Destination Driver Basis Offset **Rule Context**

Rule Name *Allocate Facility Expense to Sales Dpt*

Rule Set Name *Stage 1 - Allocate to Entity Level*


Use Rule Set Context

Dimension	Member
Customer	No Customer
Product	P_000



- Click the Save icon
- The rule number will be assigned when you execute the rule the first time

### Rule Definition

A red circle highlights a save icon (floppy disk) in the top right corner of the form.

**Description** | Source | Destination | Driver Basis | Offset | Rule Context

Rule Set Name *Stage 1 - Allocate to Entity Level*

Rule Number *R0001*

\* Rule Name

Rule Type *Allocation*

Description

Enabled

\* Sequence

Use Rule Set Context

## Calculation

Year  | Period  | Scenario  | Status  | 

### Calculation Parameters

Job Comment

### Processing Options

- Clear Calculated Data
- Execute Calculation
- Capture Essbase Debug Scripts
- Optimize for Reporting

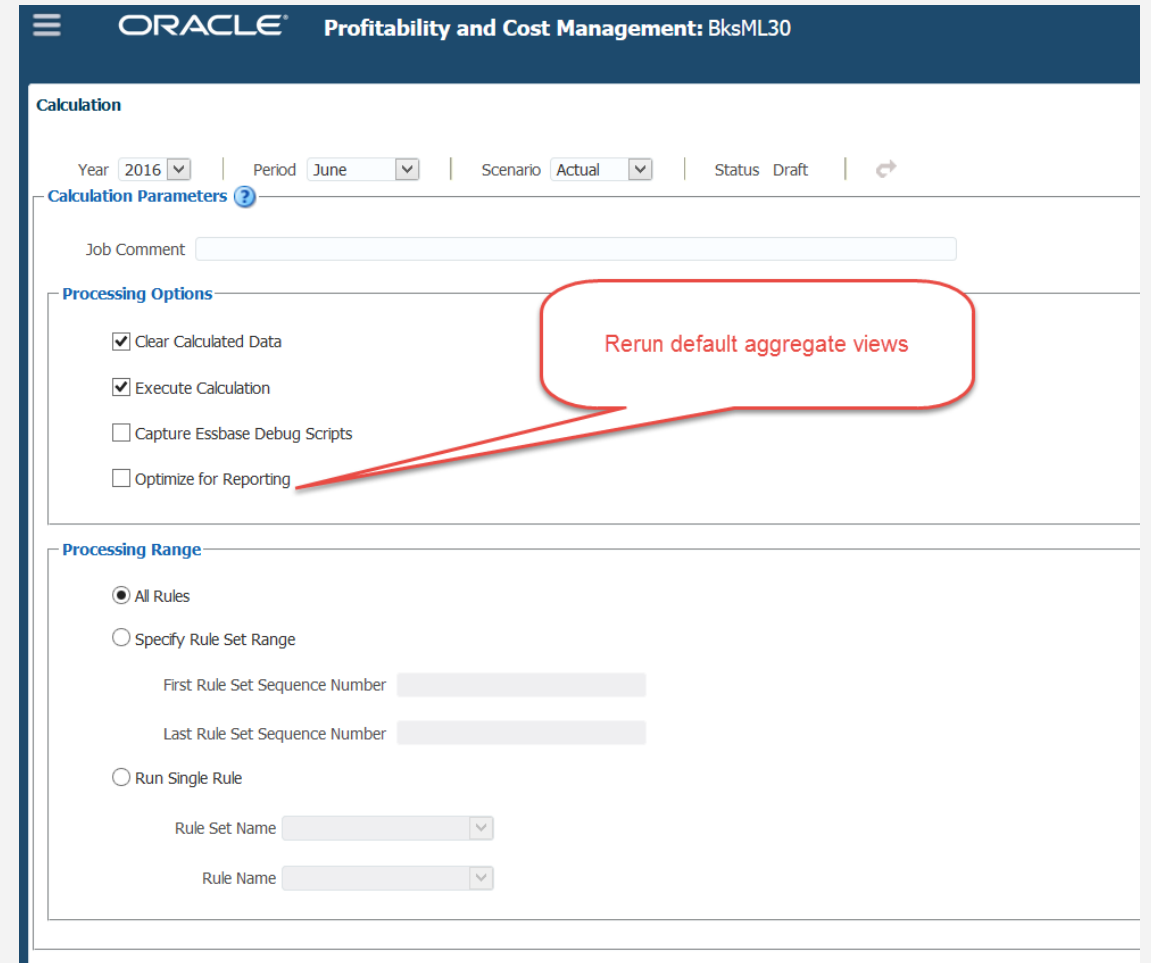
### Processing Range

- All Rules
- Specify Rule Set Range
  - First Rule Set Sequence Number
  - Last Rule Set Sequence Number
- Run Single Rule
  - Rule Set Name
  - Rule Name

- Navigate to Manage Calculations
- Choose POV
- Run all rules, range of rules, or specific rule
- Clear calculated data (Physical clear)

Run Now

- Optimize for Reporting - Aggregate default views
- Must do as part of running a rule



The screenshot displays the Oracle Profitability and Cost Management interface for BksML30. The top navigation bar includes the Oracle logo and the text "Profitability and Cost Management: BksML30". Below this, the "Calculation" section shows filters for Year (2016), Period (June), Scenario (Actual), and Status (Draft). The "Calculation Parameters" section includes a "Job Comment" field. The "Processing Options" section contains four checkboxes: "Clear Calculated Data" (checked), "Execute Calculation" (checked), "Capture Essbase Debug Scripts" (unchecked), and "Optimize for Reporting" (unchecked). A red callout box with the text "Rerun default aggregate views" points to the "Optimize for Reporting" checkbox. The "Processing Range" section offers three options: "All Rules" (selected), "Specify Rule Set Range" (with input fields for "First Rule Set Sequence Number" and "Last Rule Set Sequence Number"), and "Run Single Rule" (with dropdown menus for "Rule Set Name" and "Rule Name").

- For a new rule, the rule number is not assigned until the rule is executed
  - PCMCS will get the next “open” rule number
  - If you had rules 0001, 0002, 0003, and then deleted 0001, the next rule you created would be assigned 0001 because it is now available
- **Rule numbers are POV specific**
- If you copy rules to a POV, then the rule numbers persist and are the same in the target POV
- It is possible to then update / change the rule in a POV and it is only updated for that POV
  - Other POVs are not updates
- If you delete rules and then add new rules, it is possible the rule numbers / rule names may be totally different in POVS
  - So it is possible to have “Allocate Facility Expense” be different rule numbers
  - If possible try to use Copy rule functionality, so rule numbers automatically move to the next POV

Did the Allocation work?

- View calculation status
- Succeed is good
- Select any line and view some of the details
- Look for Success with Warnings
  - Usually this means the rule ran but no data was allocated due to missing driver or source data (as defined in the rule)

**Job Library**

[Export To Excel](#)
[Stop](#)
[Delete](#)
[Refresh](#)

**Jobs** [?](#)

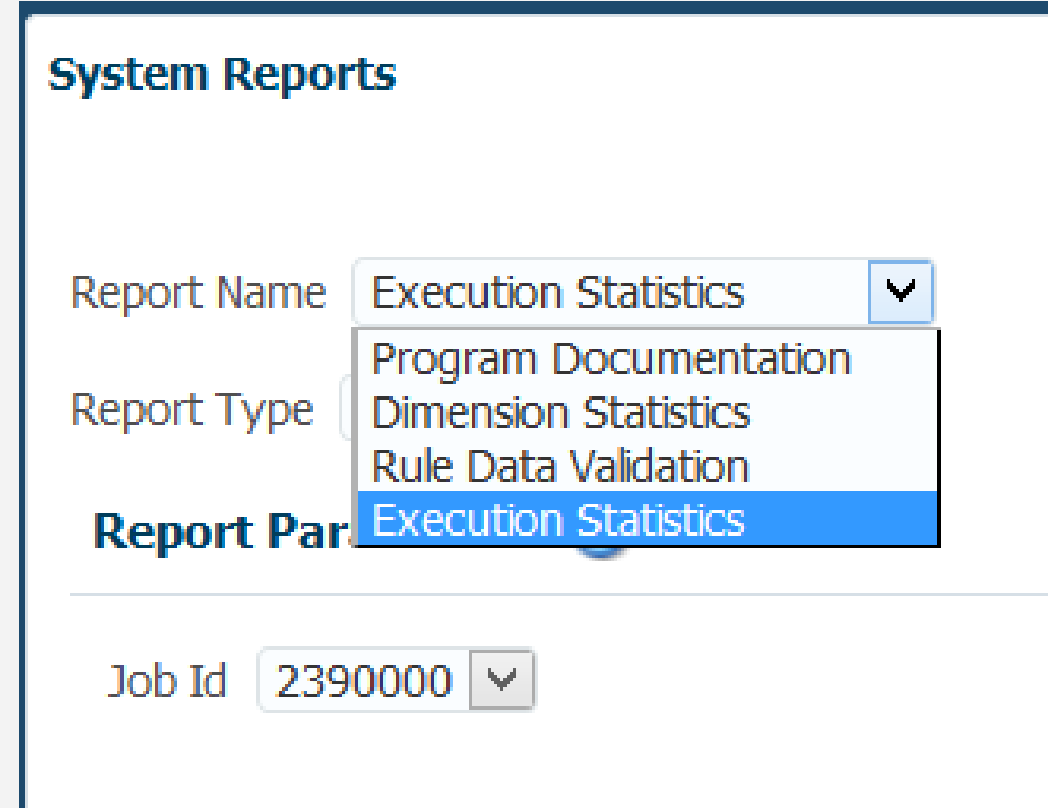
▼

Job Id	User	Application Name	Start Date	End Date	Elapsed Time	Job Type	Status	Comment
2390000	epm_default_cloud_;	BksML30	November 17, 2016 6:51:04 PM	November 17, 2016 6:51:08 PM	00:00:03	Ledger Calculation	Success	
2389998	epm_default_cloud_;	BksML30	November 17, 2016 5:58:57 PM	November 17, 2016 5:58:57 PM		Export Query Results	Success	
2005515	epm_default_cloud_;	BksML30				Update Dimensions	New	

**Job Details**

Taskflow Id : BksML30\_RunCalcs\_D20161117T185104\_dd5  
 POV Name : Year:2016,Period:June,Scenario:Actual  
 Clear Data : Yes  
 Execute Calculation : Yes  
 Subset Start : 0  
 Subset End : 0  
 Single Rule Name : Utilities Expense Adjustment  
 Execution Type : Single Rule  
 Optimize for Reporting : No  
 Capture Essbase Debug Scripts : Yes

- Navigate to System Reports
- Define Execution Statistics report
- Report type
- Optionally job id
- Click run
- Report will generate: For each rule, view start and end time, total elapsed time, number of threads, potential number of destinations, potential number of allocations and number of scripts

A screenshot of a web application interface for configuring system reports. The title is 'System Reports'. There are three main sections: 'Report Name' with a dropdown menu showing 'Execution Statistics' selected; 'Report Type' with a dropdown menu showing 'Program Documentation', 'Dimension Statistics', 'Rule Data Validation', and 'Execution Statistics' (highlighted in blue); and 'Report Par' (partially visible) with a dropdown menu showing '2390000' selected. The interface is clean with a white background and blue accents.

**System Reports**

Report Name

Report Type   
Dimension Statistics  
Rule Data Validation  
Execution Statistics

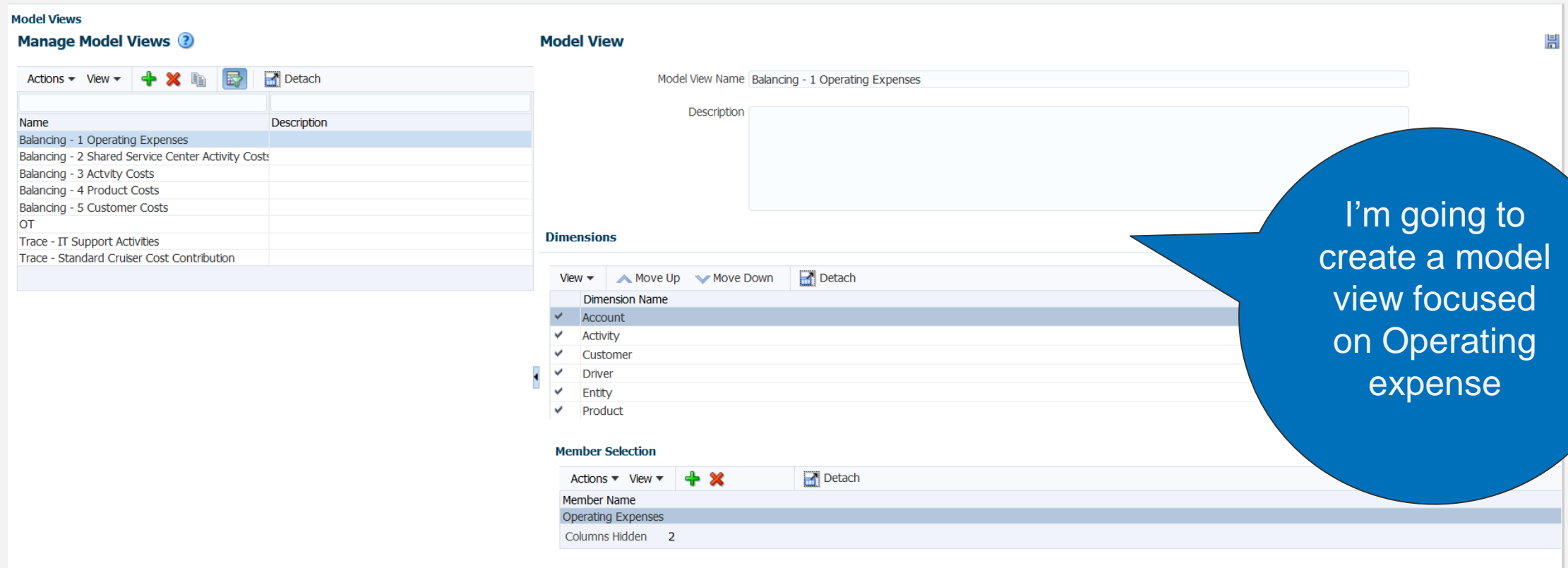
**Report Par**

- How long did it take? Start and end time, total elapsed time
- How much work is Essbase doing? Potential number of destinations, potential number of allocations and number of scripts

Execution Statistics Report										
Application :		VisPC2								
Application Type :		Management Ledger								
Point of View :		Year:Period:Scenario:Version								
		FY16:Jan:Actual:Final								
Job Id :		1036								
Job Type :		Ledger Calculation								
Job Status :		Success								
Number of Threads :		1								
Start Time :		4/18/2016 20:55								
End Time :		4/18/2016 20:55								
User Id :		admin								
Rule Set Name	Rule Name	Iteration Number	Start (hh:mm:ss)	End (hh:mm:ss)	Elapsed Time (hh:mm:ss)	Number of Threads	Thread Number	Potential Sources		of
Stage 1 - Allocate to Entity Level			20:55:34	20:55:38	0:00:04	1	796			
Stage 1 - Allocate to Entity Level	Allocate Comp Expense to Sales Dpt	1	20:55:34	20:55:35	0:00:01	1	796	252		
Stage 1 - Allocate to Entity Level	Allocate Facility Expense to Sales Dpt	1	20:55:36	20:55:36	0:00:00	1	796	168		
Stage 1 - Allocate to Entity Level	Allocate Other Exp to Sales Dpt	1	20:55:37	20:55:38	0:00:00	1	796	1470		463050
Stage 2 - Allocate to Products and Customers			20:55:38	20:55:39	0:00:01	1	796			
Stage 2 - Allocate to Products and Customers	Allocate Comp Expense to Products-Customers	1	20:55:38	20:55:38	0:00:00	1	796	32	41344	1323008
Stage 2 - Allocate to Products and Customers	Allocate Facilities Expense to Products-Customers	1	20:55:38	20:55:39	0:00:00	1	796	32	41344	1323008

Use this report to help troubleshoot any performance issues

- Model View – combination of dimension members that define a slice of the model



The screenshot displays the 'Model Views' management interface. On the left, a 'Manage Model Views' table lists various views, with 'Balancing - 1 Operating Expenses' selected. The main area shows the configuration for this view, including its name and description. Below, the 'Dimensions' section lists 'Account', 'Activity', 'Customer', 'Driver', 'Entity', and 'Product', all of which are checked. The 'Member Selection' section shows 'Operating Expenses' as the selected member.

Name	Description
Balancing - 1 Operating Expenses	
Balancing - 2 Shared Service Center Activity Costs	
Balancing - 3 Activity Costs	
Balancing - 4 Product Costs	
Balancing - 5 Customer Costs	
OT	
Trace - IT Support Activities	
Trace - Standard Cruiser Cost Contribution	

Model View Name: Balancing - 1 Operating Expenses

Description:

**Dimensions**

Dimension Name
<input checked="" type="checkbox"/> Account
<input checked="" type="checkbox"/> Activity
<input checked="" type="checkbox"/> Customer
<input checked="" type="checkbox"/> Driver
<input checked="" type="checkbox"/> Entity
<input checked="" type="checkbox"/> Product

**Member Selection**

Member Name
Operating Expenses

Columns Hidden: 2

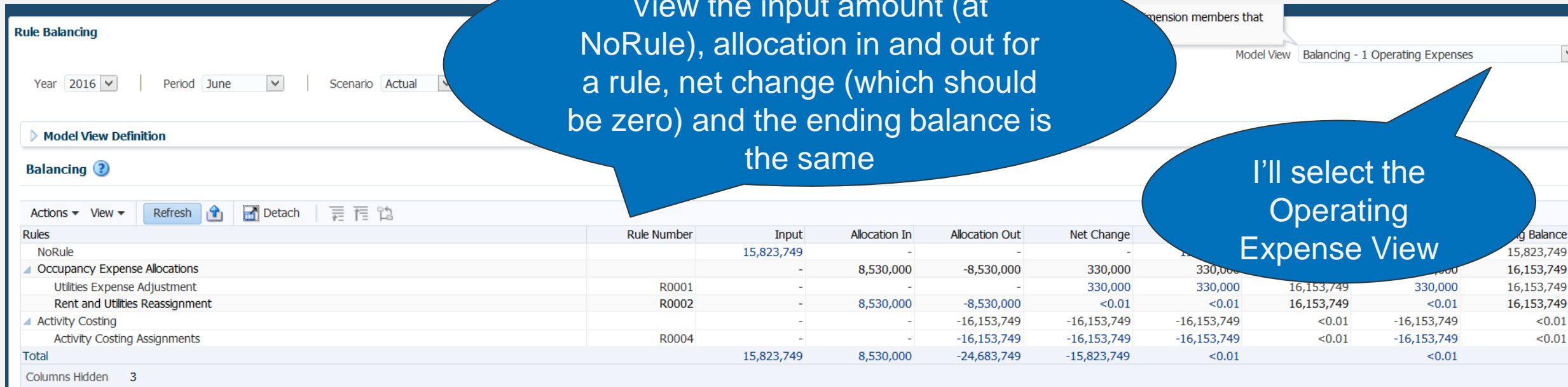
I'm going to create a model view focused on Operating expense

# Rule Balancing

- View the high level in and outs for rule calculations
- Want to see net change of zero
- Did all of the \$ were supposed to go out, actually went out
- Total \$ should still be the same
- Can customize this view and focus on members using Model Views

View the input amount (at NoRule), allocation in and out for a rule, net change (which should be zero) and the ending balance is the same

I'll select the Operating Expense View



Rules	Rule Number	Input	Allocation In	Allocation Out	Net Change	Ending Balance
NoRule		15,823,749	-	-	-	15,823,749
Occupancy Expense Allocations		-	8,530,000	-8,530,000	330,000	16,153,749
Utilities Expense Adjustment	R0001	-	-	-	330,000	16,153,749
Rent and Utilities Reassignment	R0002	-	8,530,000	-8,530,000	<0.01	16,153,749
Activity Costing		-	-	-16,153,749	-16,153,749	<0.01
Activity Costing Assignments	R0004	-	-	-16,153,749	-16,153,749	<0.01
<b>Total</b>		<b>15,823,749</b>	<b>8,530,000</b>	<b>-24,683,749</b>	<b>-15,823,749</b>	<b>&lt;0.01</b>

## Rule Balancing Columns

The Model View is a combination of dimension members that define a slice of the model

Model View: Balancing - 1 Operating Expenses

Year: 2016 | Period: June | Scenario: Actual | Status: Draft

Model View Definition

Balancing ?

Actions View Refresh Detach

Rules	Rule Number	Input	Allocation In	Allocation Out	Net Change	Remainder	Running Remainder	Balance	Running Balance
NoRule		15,823,749	-	-	-	15,823,749	15,823,749	15,823,749	15,823,749
Occupancy Expense Allocations		-	8,530,000	-8,530,000	330,000	330,000	16,153,749	330,000	16,153,749
Utilities Expense Adjustment	R0001	-	-	-	330,000	330,000	16,153,749	330,000	16,153,749
Rent and Utilities Reassignment	R0002	-	8,530,000	-8,530,000	<0.01	<0.01	16,153,749	<0.01	16,153,749
Activity Costing		-	-	-16,153,749	-16,153,749	-16,153,749	<0.01	-16,153,749	<0.01
Activity Costing Assignments	R0004	-	-	-16,153,749	-16,153,749	-16,153,749	<0.01	-16,153,749	<0.01
<b>Total</b>		15,823,749	8,530,000	-24,683,749	-15,823,749	<0.01		<0.01	

Columns Hidden: 3

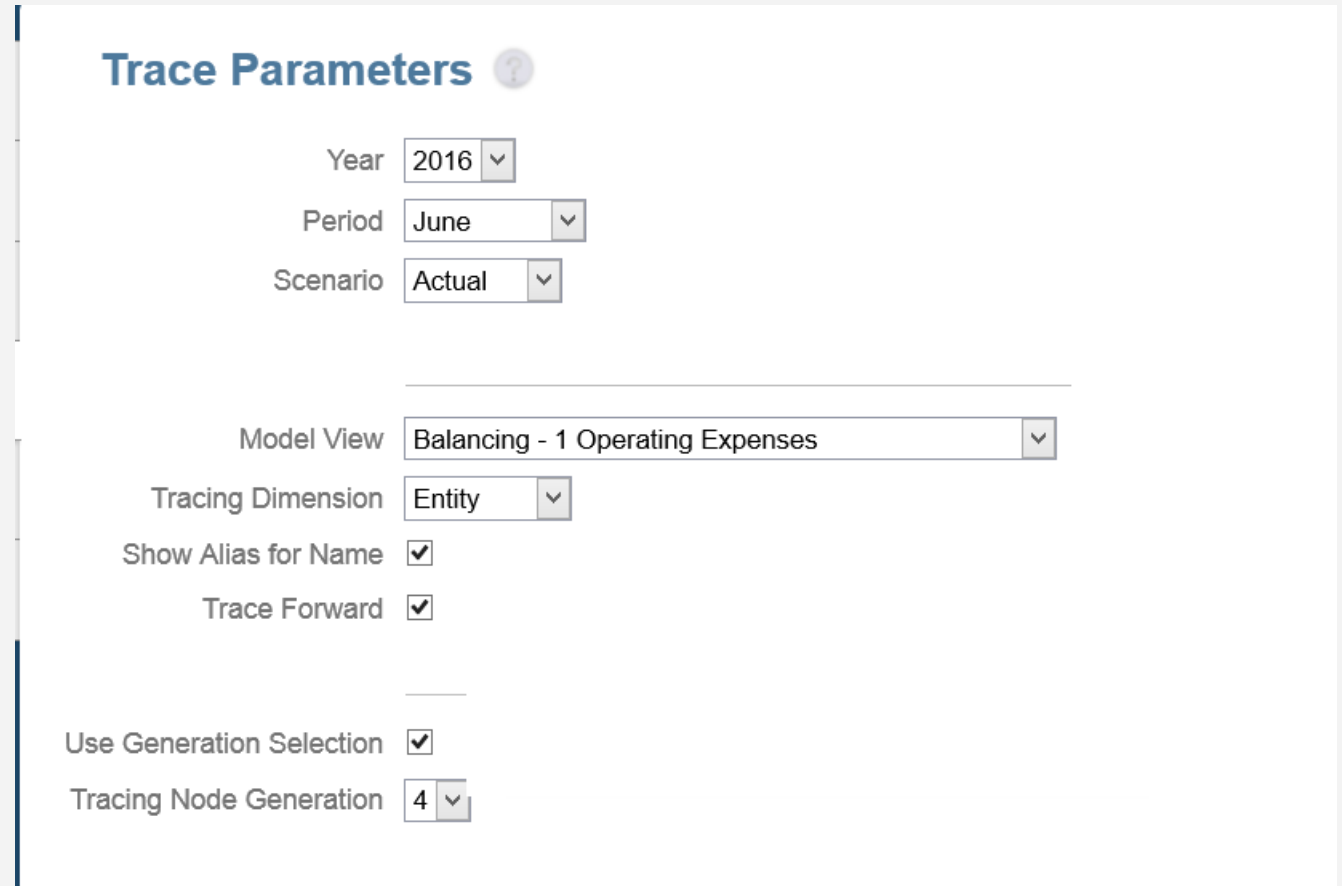
You can hide / show desired columns

Actions View Refresh Detach

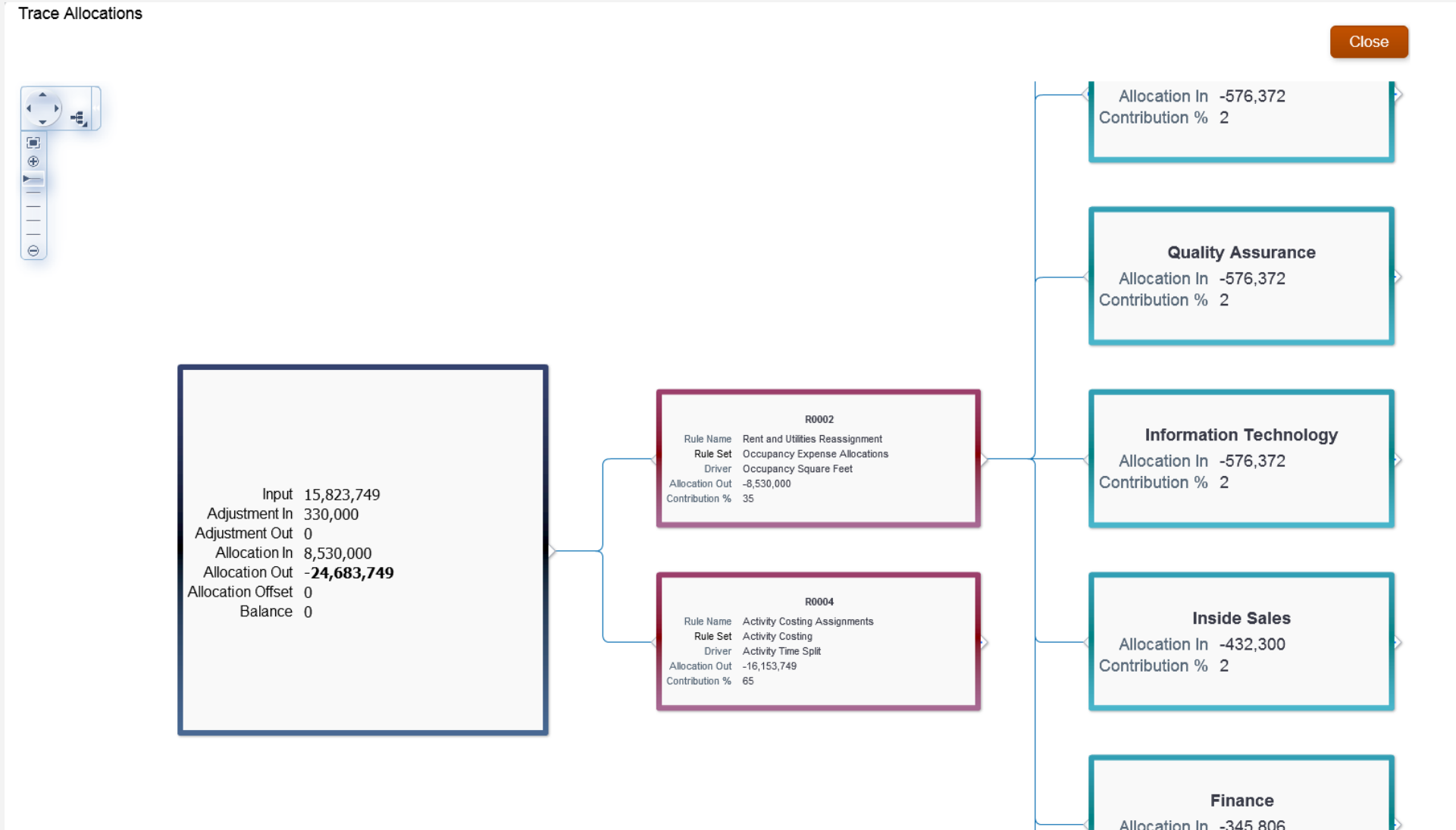
Columns

- Show All
- Rule Number
- Input
- Adjustment In
- Adjustment Out
- Allocation In
- Allocation Out
- Allocation Offset Amount
- Net Change
- Remainder
- Running Remainder
- Manage Columns...

- Define the Trace Parameters
  - POV
  - Model view (or slice of the data)
  - Tracing dimension (dimension to zoom into)
  - Trace Forward option
  - Use generations – you can pick how far do you want to zoom down (depends on how many members/gens)

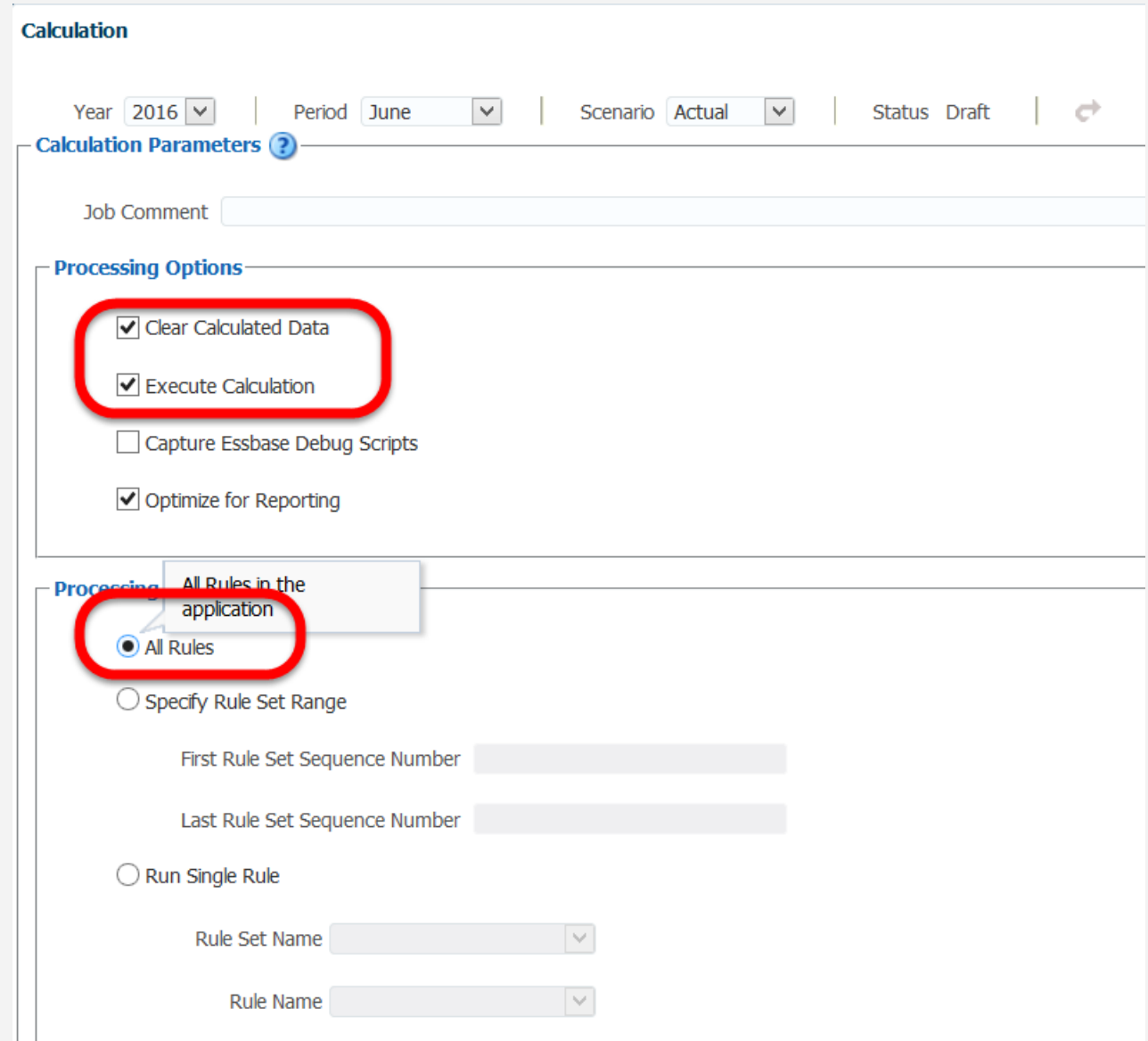
A screenshot of a software interface titled "Trace Parameters" with a help icon. The interface contains several configuration options:

- Year: 2016 (dropdown)
- Period: June (dropdown)
- Scenario: Actual (dropdown)
- Model View: Balancing - 1 Operating Expenses (dropdown)
- Tracing Dimension: Entity (dropdown)
- Show Alias for Name:
- Trace Forward:
- Use Generation Selection:
- Tracing Node Generation: 4 (dropdown)



# Clear Data When Calculating

- Choose the Clear Data option
- Do not choose “Execute Calculation”
- Click Run Now
- Sometimes it gets confusing testing your allocations especially when you have multiple stages and/or allocations built on top of other allocations
- **CONSIDER CLEAR POV and rerun everything**

A screenshot of a software interface for running calculations. At the top, there are dropdown menus for 'Year' (2016), 'Period' (June), 'Scenario' (Actual), and 'Status' (Draft). Below this is a 'Calculation Parameters' section with a 'Job Comment' text box. The 'Processing Options' section contains four checkboxes: 'Clear Calculated Data' (checked), 'Execute Calculation' (checked), 'Capture Essbase Debug Scripts' (unchecked), and 'Optimize for Reporting' (checked). A red circle highlights the 'Clear Calculated Data' and 'Execute Calculation' options. Below this is a 'Processing' section with three radio button options: 'All Rules in the application' (selected), 'Specify Rule Set Range', and 'Run Single Rule'. A red circle highlights the 'All Rules in the application' option. Under 'Specify Rule Set Range', there are input fields for 'First Rule Set Sequence Number' and 'Last Rule Set Sequence Number'. Under 'Run Single Rule', there are dropdown menus for 'Rule Set Name' and 'Rule Name'.

Calculation

Year 2016 | Period June | Scenario Actual | Status Draft

Calculation Parameters ?

Job Comment

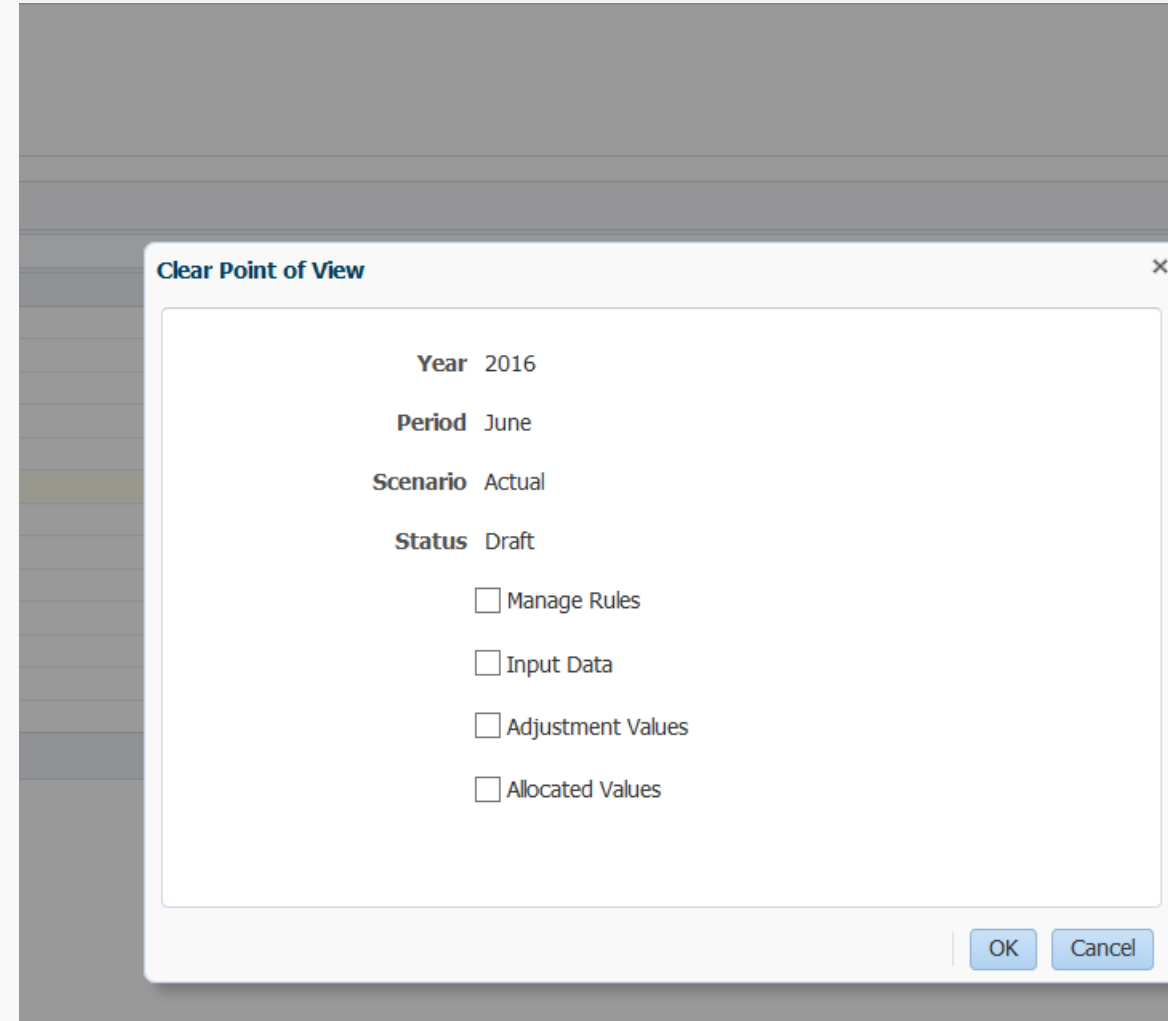
Processing Options

- Clear Calculated Data
- Execute Calculation
- Capture Essbase Debug Scripts
- Optimize for Reporting

Processing

- All Rules in the application
- Specify Rule Set Range
  - First Rule Set Sequence Number
  - Last Rule Set Sequence Number
- Run Single Rule
  - Rule Set Name
  - Rule Name

- Use Clear POV when you need to clear data for a POV
  - You delete all of the rules
  - Input data
  - Adjustment values
  - Allocated values



- When a model is created, its status (State) is set to Draft
  - Indicates that the model can be viewed and edited
  - When the model is final, change the POV state to ensure it cannot be modified
  - The status is not an Essbase dimension / in the relational database / PCMCS UI only
- The POV state can be set to: Draft, Published, or Archived
- Only the POV status can be changed
  - To modify any other parameters, you must create a new POV

**Available Points of View** ?

Actions View + X Pencil Eraser Refresh [Export] [Delete]

Create Point of View  
Delete Point Of View  
**Change Point of View State**  
Clear Point of View  
Copy Point of View

	Scenario	Status
	Actual	Draft
	Actual	Draft
	Actual	Draft
	Actual	Draft
2016	Actual	Draft
2016	Actual	Draft
2016	Actual	Draft

## Change Point Of View State

**Year** 2016

**Period** January

**Scenario** Actual

**Status**

Draft  
Published  
Archived

## Dashboards ?

Create

Refresh

Name	Description	Enabled	Delete	Settings
<a href="#">Activity Cost Analysis - Bike Prod</a>	This dashboard looks at the activity costs allocated to the bike product and the associated cost drivers. YTD analysis.	✔️	✖️	⚙️
<a href="#">Manufacturing Costs Analysis</a>	This dashboards looks at manufacturing activity costs.	✔️	✖️	⚙️
<a href="#">Profit and Cost Analysis - Depart</a>	This dashboard looks at profitability and expense costs for the Department Stores channel.	✔️	✖️	⚙️
<a href="#">Scenario Analysis Utilities Foreca</a>	This dashboard is to be used for scenario analysis of utilities forecasting. It shows the impact of Utilities Costs on the profitability of products and customers.	✔️	✖️	⚙️
<a href="#">Six Month Trending Analysis - De</a>	This dashboard looks at 6 Month Trending Statistics; Profit Margin and Expenses for the Department Stores channel.	✔️	✖️	⚙️
<a href="#">Vision Corp Performance Overvie</a>	This dashboard looks at the Profitability Performance at the Customer channel level for Current Period Actual.	✔️	✖️	⚙️

## Based on Analysis Views

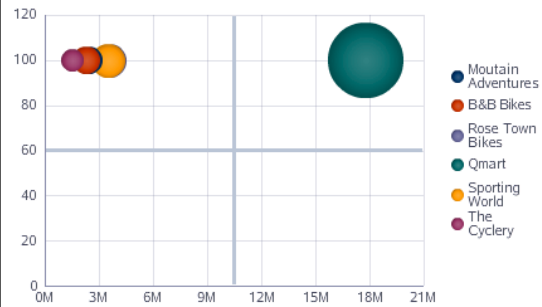
### Vision Corp Performance Overview



Close

Refresh

#### Performance Analysis



#### Department Stores Profit Margin %

Average -2.51

Population 1001

.18%

Department Stores  
Challenged

#### Specialty Retailers Profit Margin %

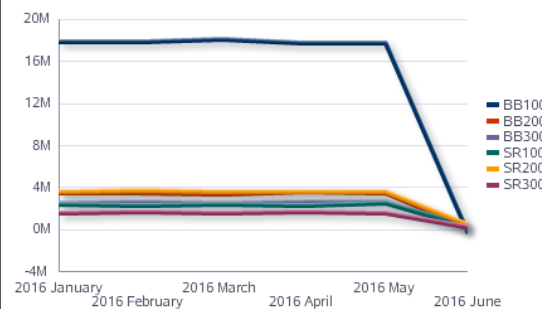
Average -2.51

Population 1001

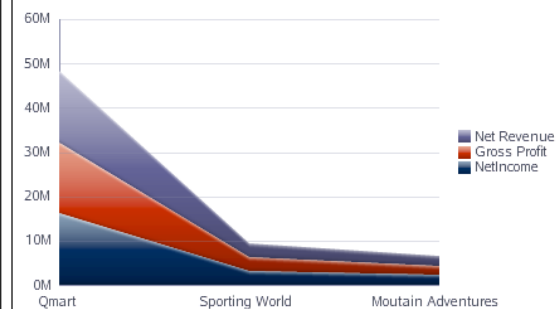
11.69%

Specialty Retailers  
Silver Player

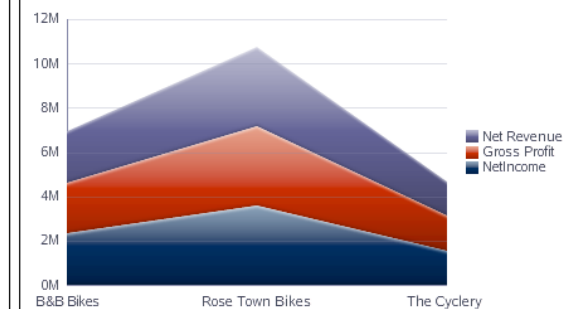
#### Trend Analysis | Profit | 6 Month



#### Department Stores Performance



#### Specialty Retailers Performance



# Create Dashboards through GUI

**Create Dashboard** 👤 | Select Layout Save Save and Close Close

**\* Name** Home Dashboard

**Description**

**Header**

**Enabled**

**Line**

**Bar**

**Pie**

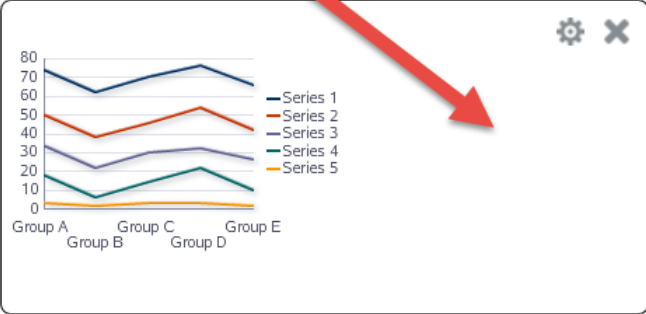
**Stacked Area**

**Scatter**

**Bubble**

**Column**

**Key Performance**



Group	Series 1	Series 2	Series 3	Series 4	Series 5
Group A	75	50	30	15	5
Group B	60	40	20	10	5
Group C	70	55	30	15	5
Group D	75	50	30	15	5
Group E	65	45	25	10	5

The screenshot shows a 'Create Dashboard' interface. On the left is a sidebar with chart type icons: Line, Bar, Pie, Stacked Area, Scatter, Bubble, Column, and Key Performance. The 'Line' chart type is selected. The main area contains a form with fields for Name (Home Dashboard), Description, and Header, and an 'Enabled' checkbox. Below the form is a dashboard grid with four empty slots. The top-left slot contains a line chart with five data series (Series 1-5) plotted across five groups (Group A-E). A red arrow points from the 'Line' chart type in the sidebar to the line chart in the dashboard grid.

- Score
- Rank
- What rank is my store?
- What quartile is my store?

Speciality R... 

Close

Refresh

Average -2.51

Population 1001

11.69%

Specialty Retailers

Silver Player

## Edit Key Performance Indicator



Save

Save a

Base Definition

Data Slice

Statistics

**Score Category**

Comparison

Display Options

Add

Score Category Name	Start Value	End Value	Delete	Move Up	Move Down
Gold Player	30	100	×	↑	↓
Silver Player	10	29.99	×	↑	↓
Bronze Player	4	9.99	×	↑	↓
Challenged	-2.99	3.99	×	↑	↓
Severly Challenged	-100	-3	×	↑	↓

- Produces a simple table of data
  - One dim in the row and column
  - Data slice
  - See slide
  
- Basis for dashboards

**20 Activities Costs by Product YTD**

Entity  
Entity

Actions View Export To Excel Detach

Activity	All Products	Bikes	Standard Cruiser	Custom Cruiser	Limited Edition Beach Cruiser	Bike Trailer	Accessories	High Bar	Low Bar	Logo Seat
Returns Processing	478,236.00	336,711.00	88,665.00	63,278.00	59,593.00	125,176.00	141,524.00	43,061.00	42,663.00	55,800.00
Service Calls	925,221.00	391,161.00	185,328.00	78,813.00	64,065.00	62,955.00	534,059.00	154,586.00	154,162.00	225,311.00
Finishing	544,373.00	226,007.00	107,456.00	44,902.00	37,033.00	36,617.00	318,366.00	89,725.00	91,889.00	136,751.00
Building	2,871,854.00	2,871,854.00	848,498.00	709,111.00	1,169,677.00	144,568.00				
Testing	793,081.00	713,773.00	56,649.00	101,968.00	181,276.00	373,881.00	79,308.00	11,330.00		67,978.00
Attend Trade Shows	104,454.00	104,454.00	31,336.00	31,336.00	31,336.00	10,445.00				
Delivery Processing	127,486.00	121,240.00	22,044.00	22,044.00	22,044.00	55,109.00	6,246.00	2,755.00	2,755.00	735.00
Order Assembly	892,404.00	848,683.00	154,306.00	154,306.00	154,306.00	385,765.00	43,720.00	19,288.00	19,288.00	5,144.00
Campaign Developme	365,589.00	365,589.00	109,677.00	109,677.00	109,677.00	36,559.00				
Sales Calls	171,962.00	72,861.00	34,585.00	14,479.00	11,863.00	11,934.00	99,101.00	28,486.00	28,699.00	41,915.00
Support Activity Cha	4,916,390.00	3,458,268.00	1,007,058.00	787,527.00	1,036,215.00	627,468.00	1,458,122.00	644,994.00	448,720.00	364,408.00
Rework	1,098,862.00	671,231.00	215,752.00	161,066.00	249,807.00	44,607.00	427,632.00	231,032.00	137,992.00	58,608.00
Sales Visits	120,697.00	51,135.00	24,287.00	10,154.00	8,320.00	8,374.00	69,562.00	19,993.00	20,151.00	29,419.00
Media Buying	574,497.00	574,497.00	172,349.00	172,349.00	172,349.00	57,450.00				
Handling Materials	434,300.00	382,914.00	113,133.00	94,548.00	155,957.00	19,276.00	51,386.00	33,984.00	17,402.00	
Sales Order Process	364,041.00	154,245.00	73,219.00	30,651.00	25,113.00	25,263.00	209,795.00	60,305.00	60,757.00	88,733.00
Fabrication	1,370,302.00						1,370,302.00	906,252.00	464,050.00	

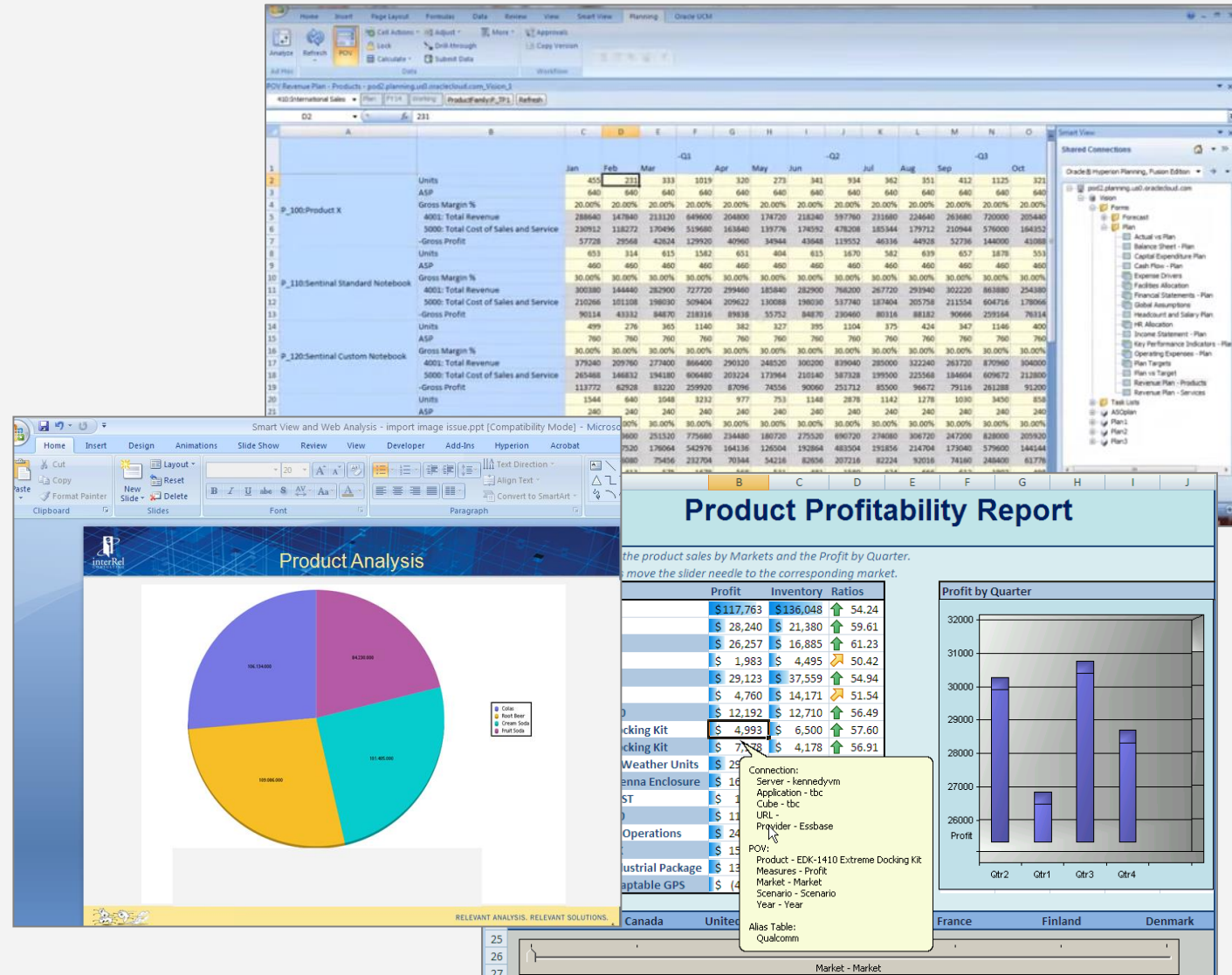
## Analysis Views ?

T

Name	Description
10 Chain Level Financials Period POV	Chain Level Jan 2016 Financials with Period POV Option
10 Chain Level Jan 2016 Profit	Chain Level Jan 2016 Profit
10 Chain Profitability - Trailing 6 Months - Chain Profitability - Trailing 6 Months	
10 Chain Profit Margin % - Trailing 6 Mon	Chain Profit Margin % - Trailing 6 Months
10 Department Stores Period POV	Department Stores Financials w. Period POV
10 Department Stores YTD	Department Stores YTD Financials
10 Specialty Retailer Period POV	Specialty Retailer Financials w. Period POV
10 Specialty Retailers YTD	Specialty Retailers YTD Financials
20 Activities Costs by Product YTD	Activities Costs by Product YTD

✓	✗	⚙️
✓	✗	⚙️
✓	✗	⚙️
✓	✗	⚙️

- Common Microsoft add-in for Oracle EPM solutions (both on premise and Cloud)
- Submit data into PCMCS
- Perform analysis and create highly formatted reports
- Free form ad hoc
- Create Excel formatted reports
- Often used by power users and analysts who like to work in the Excel interface
- Integrate Oracle EPM Cloud data to Word, PowerPoint, Excel, and Outlook



The image displays the Oracle EPM Smart View interface, which integrates with Microsoft Office applications. It shows a financial model in Excel, a PowerPoint slide with a pie chart, and a report with a table and bar chart.

**Product Profitability Report**

the product sales by Markets and the Profit by Quarter.  
move the slider to the corresponding market.

Profit	Inventory	Ratios
\$117,763	\$136,048	54.24
\$28,240	\$21,380	59.61
\$26,257	\$16,885	61.23
\$1,983	\$4,495	50.42
\$29,123	\$37,559	54.94
\$4,760	\$14,171	51.54
\$12,192	\$12,710	56.49
\$4,993	\$6,500	57.60
\$7,988	\$4,178	56.91

Profit by Quarter

32000  
31000  
30000  
29000  
28000  
27000  
26000

Qtr2 Qtr1 Qtr3 Qtr4

Canada United Kingdom France Finland Denmark

Market - Market

# Smart View Analysis

- View the input \$, allocated in and out \$ and the net balance \$

A	B	C	D	E	F	G	H	I	J	K	L	M	N
		FY16	Final	Actual	Jan	No Product	No Customer						
		7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	Square Feet			
		Input	Adjustment In	Adjustment Out	Allocation In	Allocation Out	Net Change	Net Balance	Input		Excel Check		
											Calculated	Allocated Dollars	
Calculation Rules	International Sales	4000	-	-	8235.294118		8235.294118	12235.29412	10000		0.294118	8235.294	
Calculation Rules	Sales Mid-Atlantic	4000	-	-	7411.764706		7411.764706	11411.76471	9000		0.264706	7411.765	
Calculation Rules	Sales South	4000	-	-	6588.235294		6588.235294	10588.23529	8000		0.235294	6588.235	
Calculation Rules	Sales Central	4000	-	-	5764.705882		5764.705882	9764.70588	7000		0.205882	5764.706	
Calculation Rules	Sales	16000	-	-	28000		28000	44000	34000				
Calculation Rules	Manufacturing	8000	-	-		-8000	-8000	0	110000				
Calculation Rules	Finance and Accounting	8000	-	-		-8000	-8000	0	10000				
Calculation Rules	HR and Administration	12000	-	-		-12000	-12000	0	24000				
Calculation Rules	Total Department	44000	-	-	28000	-28000	0	44000	178000				
Calculation Rules	Total Entity	44000			28000	-28000	0	44000	178000				

Input data

Allocated data to Sales entities based on Sq Ft

Allocated data out of source entities

Net Change

Ending Balance

Driver used for allocation

# Allocate In / Allocate Out

- Use these “ins and outs” to create journal entries by rule to load into other systems

A	B	C	D	E	F	G	H	I	J	K	L	M	N
		FY16	Final	Actual	Jan	No Product	No Customer						
		7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	7004: Total Facility Services Expenses	Square Feet	<i>Excel Check</i>		
		Input	Adjustment In	Adjustment Out	Allocation In	Allocation Out	Net Change	Net Balance	Input		<i>Calculated</i>	<i>Allocated Dollars</i>	
Calculation Rules	International Sales	4000	-	-	8235.294118		8235.294118	12235.29412	10000		0.294118	8235.294	
Calculation Rules	Sales Mid-Atlantic	4000	-	-	7411.764706		7411.764706	11411.76471	9000		0.264706	7411.765	
Calculation Rules	Sales South	4000	-	-	6588.235294		6588.235294	10588.23529	8000		0.235294	6588.235	
Calculation Rules	Sales Central	4000	-	-	5764.705882		5764.705882	9764.705882	7000		0.205882	5764.706	
Calculation Rules	Sales	16000	-	-	28000		28000	44000	34000				
Calculation Rules	Manufacturing	8000	-	-		-8000	-8000	0	110000				
Calculation Rules	Finance and Accounting	8000	-	-		-8000	-8000	0	10000				
Calculation Rules	HR and Administration	12000	-	-		-12000	-12000	0	24000				
Calculation Rules	Total Department	44000	-	-	28000	-28000	0	44000	178000				
Calculation Rules	Total Entity	44000	-	-	28000	-28000	0	44000	178000				

# See the impact of each allocation rule

- NoRule (input), R0001(rule one), R0002 (rule 2), ..., Rule (final \$)


A	B	C	D	E	F	G	H
		FY16	Final	Actual	Jan	No Product	No Customer
		NoRule	R0001	R0002	R0003	Calculation Rules	
		Net Balance	Net Balance	Net Balance	Net Balance	Net Balance	
Operating Expenses	International Sales	\$ 524,000	\$ 8,235	\$ 9,333	\$ 355,600	\$ 897,169	
	Sales Mid-Atlantic	\$ 524,000	\$ 7,412	\$ 9,333	\$ 711,200	\$ 1,251,945	
	Sales South	\$ 524,000	\$ 6,588	\$ 9,333	\$ 1,066,800	\$ 1,606,722	
	Sales West	\$ 524,000	\$ 5,765	\$ 9,333	\$ 1,422,400	\$ 1,961,498	
	Manufacturing - Memphis	\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	
	Manufacturing - Seattle	\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	
	Finance	\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	
	Payroll	\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	
	HR and Administration	\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	
		\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	
		\$ 524,000	\$ (4,000)	\$ (12,000)	\$ (508,000)	\$ -	

Once we create the rest of the rules, we can see the impact of each rule

# Zoom Out and View Across the Dimensions

- Leverage the hierarchies of Essbase
- Zoom in and out across dimensions

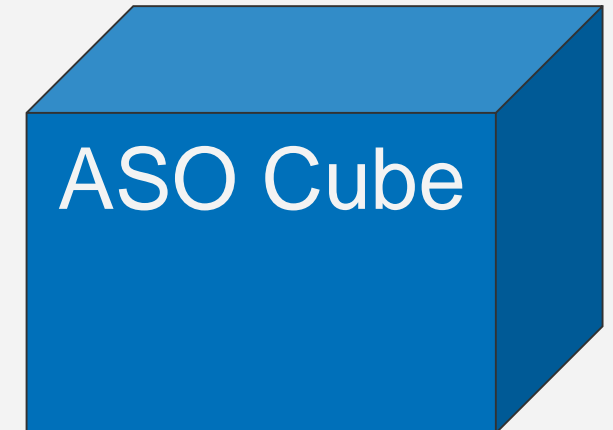
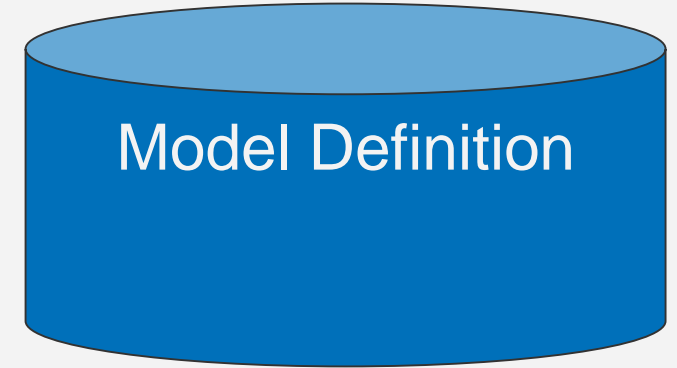
	A	B	C	D	E
1		FY16	Final	Actual	Jan
2		7004: Total Facility Services Exp			Operating Expenses
3		Rule		Rule	
4		Balance		Balance	
5	International Sales	\$ 12,235		\$ 532,235	
6	Sales Mid-Atlantic	\$ 11,412		\$ 531,412	
7	Sales South	\$ 10,588		\$ 530,588	
8	Sales Central	\$ 9,765		\$ 529,765	
9	Sales	\$ 44,000		\$ 2,124,000	
10	Manufacturing	\$ -		\$ 1,040,000	
11	Finance and Accounting	\$ -		\$ 1,040,000	
12	HR and Administration	\$ -		\$ 1,560,000	
13	Total Department	\$ 44,000		\$ 5,764,000	
14					



# PCMCS Under the Covers

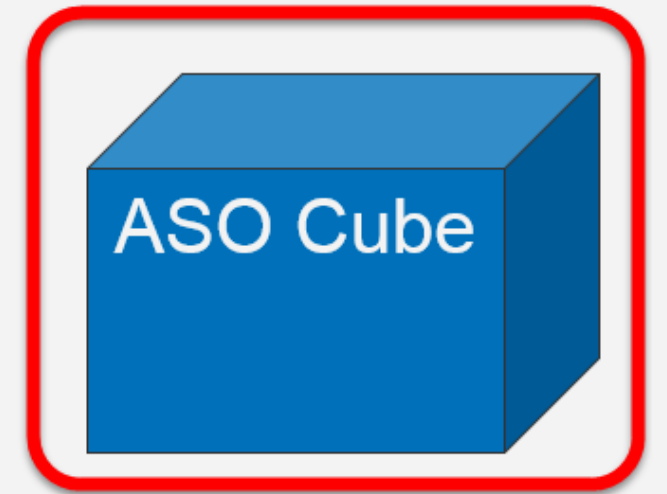
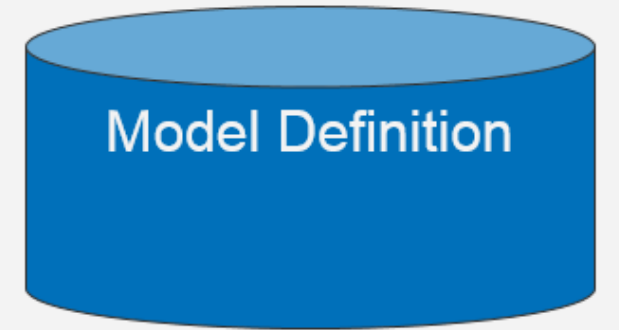
- HPCM plus...
  - New application console
  - New embedded reporting
    - FR engine with Desktop and web clients
  - New dashboards
  - New Intelligence screens
    - Trace, Profit curve, SV Queries
  - EPM Cloud Platform
    - Smart View
    - Data Management
    - EPM Automate

- Relational repository to store rule definitions, POV
  - Generates calculation and allocation scripts
- ASO Essbase database
  - ASO = aggregate storage option
  - Where calculation and allocation scripts are executed
  - Stores all data (the numbers)



- 1 application
- Test and Prod instance
- 150GB per pod

- PCMCS will create an ASO database in Essbase
- Each database has an outline
- Database outline provides the data structure for the model via dimensions
- Dimensions in the Essbase outline are hierarchical
- Data is stored at dimension intersections
- Members can include calculations via member formulas



# Types of Management Ledger Dimensions

## System dimensions

Balance

Rule

## POV dimensions

Year

Period

Scenario

Version

## Business dimensions

Product

Entity

Customer

Geography

Account

## Attribute dimensions

Product type

Customer type

*Any attribute  
about another  
stored dimension*

- POV dimensions
  - Must have at least one
  - Can have up to four (e.g. Year, Period, Scenario, Version)

## Points of View Manager

### Available Points of View

Actions View + X Pencil Eraser Refresh Attach Detach


Year	Period	Scenario	Version	Status
FY16	Jan	Actual	Final	Draft
FY16	Feb	Actual	Final	Draft
FY17	Jan	Plan	Final	Draft
FY16	Jan	Actual	Sandbox1	Draft

Outline Properties Query Hints Text List Manager

Outline: VisPC2C (Active Alias Table: Default)

- + Rule Dynamic <2> (Label Only)
- + Balance Dynamic <3> (Label Only)
- + Period Stored # Default # <3> (Never Share) ←
- + Account Dynamic <3> (Never Share)
- + Year Stored # Default # <10> (Never Share) ←
- + Scenario Stored # Default # <7> (Never Share)
- + Version Stored # Default # <4> (Never Share) ←
- + Entity Multiple Hierarchies Enabled <4> (Label Only)
- + Product Stored # Default # <1> (Never Share)
- + Customer Stored # Default # <2>

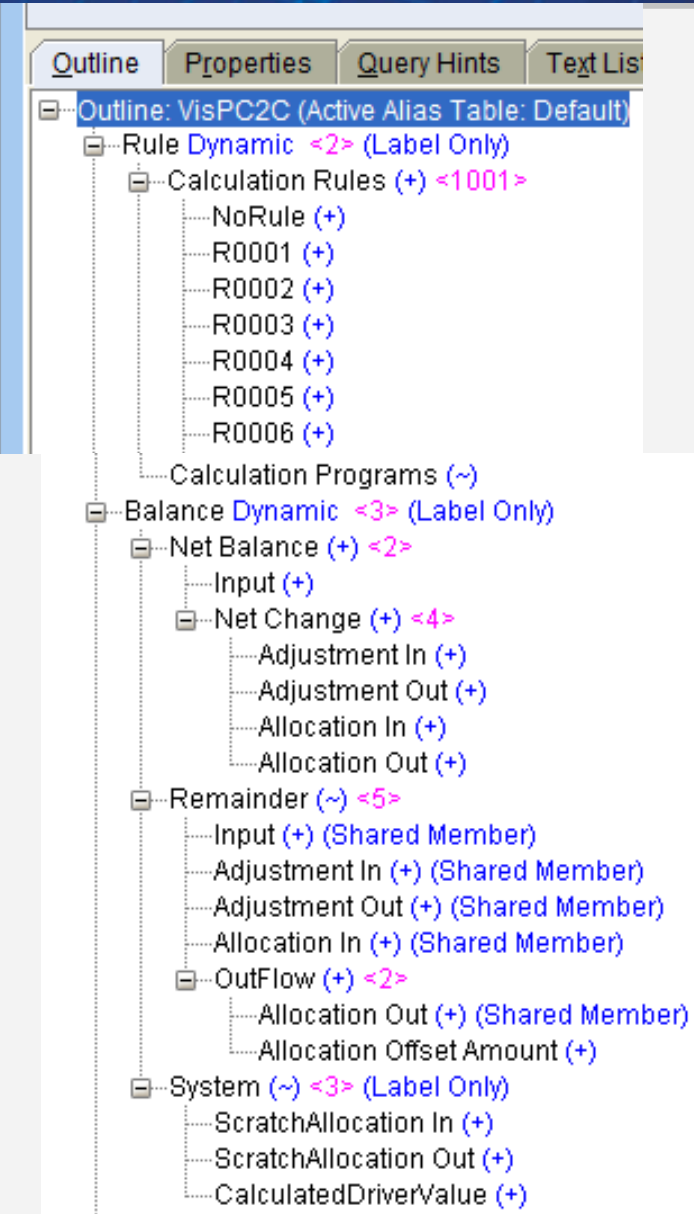
- Dimensions that you will allocate and report on
- Good to create an “All XXX” member
  - E.g., All Products, Total Customer



The screenshot shows a software interface with a tree view of business dimensions. The tree is titled 'Outline: VisPC2C (Active Alias Table: Default)'. It contains several levels of nodes, each with a plus sign icon and a label indicating its name, default value, and share status. The nodes are:

- [-] Rule Dynamic <2> (Label Only)
- [-] Balance Dynamic <3> (Label Only)
- [-] Period Stored # Default # <3> (Never Share)
- [-] Account Dynamic <3> (Never Share)
- [-] Year Stored # Default # <10> (Never Share)
- [-] Scenario Stored # Default # <7> (Never Share)
- [-] Version Stored # Default # <4> (Never Share)
- [-] Entity Multiple Hierarchies Enabled <4> (Label Only)
  - [-] Total Entity Stored # Default # (+) <2> (Never Share)
    - [-] TD (+) <8> (Alias: Total Department) (Never Share)
      - 000 (+) (Alias: No Department)
      - 100 (+) <6> (Alias: Resources) (Never Share)
      - 200 (+) <4> (Alias: Other Corporate) (Never Share)
      - 403 (+) <8> (Alias: Sales) (Never Share)
      - 500 (+) <18> (Alias: Manufacturing) (Never Share)
      - 601 (+) <1> (Alias: Other Departments) (Never Share)
      - 700 (+) <9> (Alias: Finance and Accounting) (Never Share)
      - 800 (+) <4> (Alias: HR and Administration) (Never Share)
    - Enterprise Global (+)
  - Unspecified Entity Stored # Default # (+)
  - No Entity Stored # Default # (~)
  - Management Rollup Stored # Default # (~) <2>
- [-] Product Stored # Default # <1> (Never Share)
  - [-] P\_TP (+) <2> (Alias: Total Product) (Never Share)
    - P\_000 (+) (Alias: No Product)
    - [-] All products (+) <3>
      - P\_TP3 (+) <4> (Alias: Computer Services) (Never Share)
      - P\_TP2 (+) <9> (Alias: Computer Accessories) (Never Share)
      - P\_TP1 (+) <6> (Alias: Computer Equipment) (Never Share)
- [-] Customer Stored # Default # <2>
  - [-] Total Customer (+) <5>
  - No Customer (+)

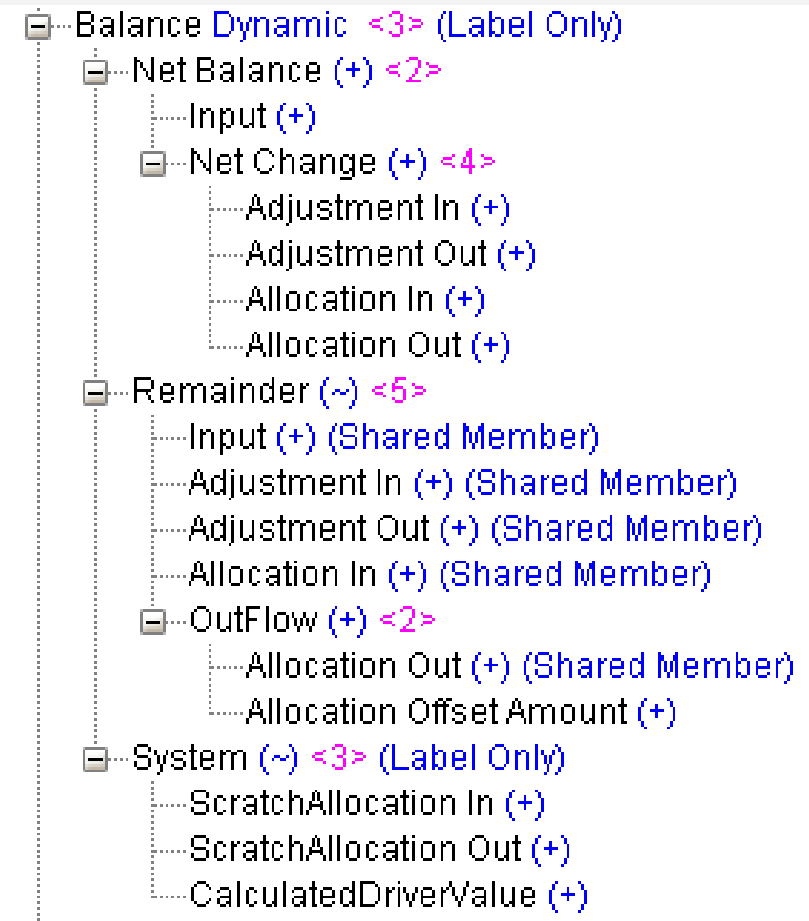
- Rule (dynamic hierarchy)
- Balance (dynamic hierarchy)
- Can't really edit/change these dimensions
  - Documentation says that you can delete members, add members, create alternate hierarchies but none of that worked for me
  - Every time I refreshed the application (master source Essbase cube), it blew away my changes
- Only load data to “NoRule” and “Input” members; all others are used for calculation purposes



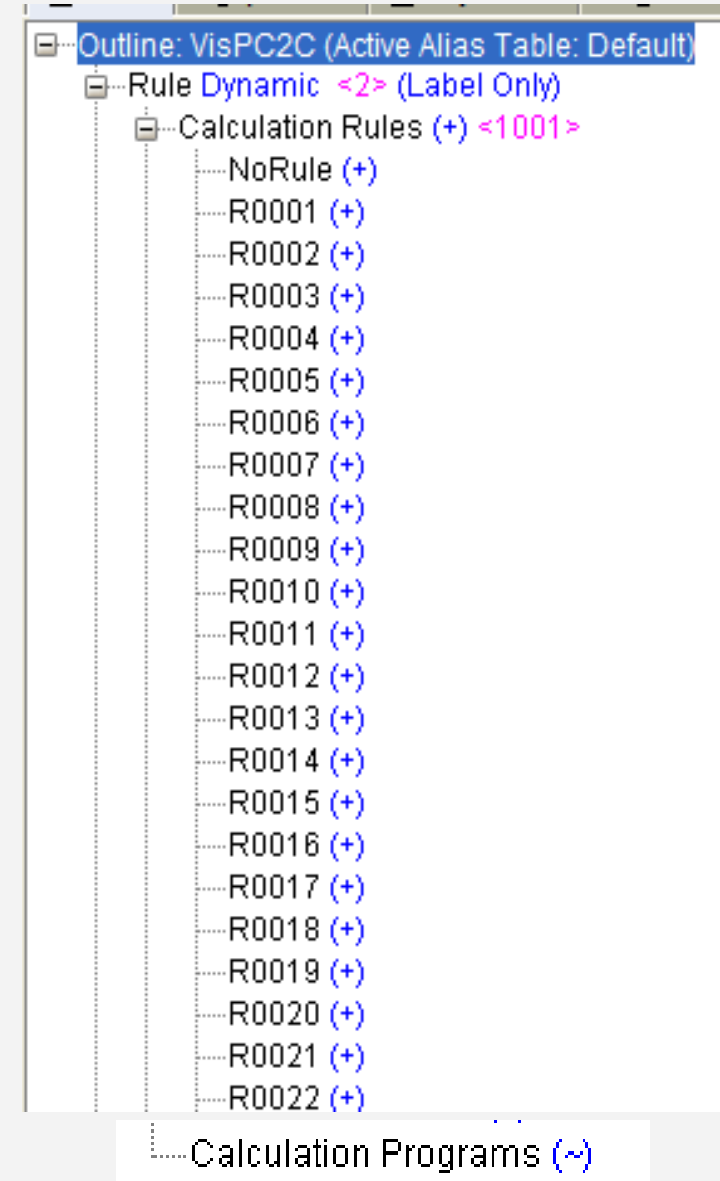
The screenshot shows the Outline pane of a software application with the following structure:

- Outline: VisPC2C (Active Alias Table: Default)
  - Rule Dynamic <2> (Label Only)
    - Calculation Rules (+) <1001>
      - NoRule (+)
      - R0001 (+)
      - R0002 (+)
      - R0003 (+)
      - R0004 (+)
      - R0005 (+)
      - R0006 (+)
    - Calculation Programs (~)
  - Balance Dynamic <3> (Label Only)
    - Net Balance (+) <2>
      - Input (+)
      - Net Change (+) <4>
        - Adjustment In (+)
        - Adjustment Out (+)
        - Allocation In (+)
        - Allocation Out (+)
    - Remainder (~) <5>
      - Input (+) (Shared Member)
      - Adjustment In (+) (Shared Member)
      - Adjustment Out (+) (Shared Member)
      - Allocation In (+) (Shared Member)
      - OutFlow (+) <2>
        - Allocation Out (+) (Shared Member)
        - Allocation Offset Amount (+)
    - System (~) <3> (Label Only)
      - ScratchAllocation In (+)
      - ScratchAllocation Out (+)
      - CalculatedDriverValue (+)

- Users can add data to the Input member of Net Balance
- The remainder of the members reflect inputs and outputs determined by rule sets and rules
- Adjustments are the result of driver calculations
- Allocations are the result of rule allocations
- Offsets result from rule offset definitions
- Data held in intersections with these members is visible in the Rule Balancing screen along with ad hoc via Smart View and reporting in Financial Reporting



- 1000 Rule members are created to store the results of a rule's calculation logic
- To view the rule name, you must view in the PCMCS UI
  - Current version does not put the rule name as the alias
  - The issue right now is that a rule can vary across POV (the same rule number does not persist across the POV)
    - Benefit of the current functionality – Great flexibility in the ability to change / update rules across cycles
    - Consideration is that you can't view the rule name in reports or analysis
  - Also can't group rules to view subtotals with out of the box functionality
  - Workarounds discussed later until this functionality is supported



- Rule dimension is set to 1, by default
- Balance dimension is set to 2, by default
  
- But dimension order doesn't really matter for PCMCS applications
  - Under the covers, ASO
  - Despite what documentation says

- Applications or models must contain at least one POV dimension and can have up to four POV dimensions
- Applications must contain one and only one system dimension named Rule
- Applications must contain one and only one system dimension named Balance
- System dimension members in the Balance dimension cannot be edited
- There should be at least one business dimension with no duplicate members in the primary hierarchy of business dimensions

- New Supported Member Variables and Functions for Analysis views
  - Which are used in Dashboards and other areas
- Current Period/Year
- Last period
- Last quarter
- Trailing 6 periods
- Trailing 4 quarters
- Same Period past year

# Continuing Education

# Play it Forward

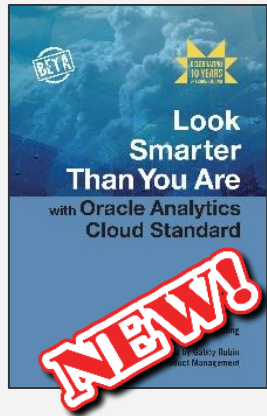


- Videos to expand on what you've learned here
  - Product introductions
  - New Features in Oracle Analytics
  - Cutting Edge Cloud updates
  - Expert-level videos for BI gurus
  - Technical Reference in video form
- To experience the education revolution firsthand, join our community at [epm.bi/videos](https://epm.bi/videos)

**#PlayItForward**

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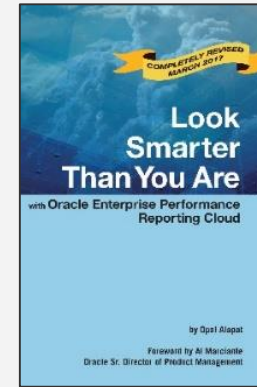
- Steps to set up your Oracle Analytics Cloud instance
- How to build Essbase Cloud cubes from start to finish
- Maintaining dimensions and loading data
- Creating calculations and calculating data
- Assigning security

### PBCS



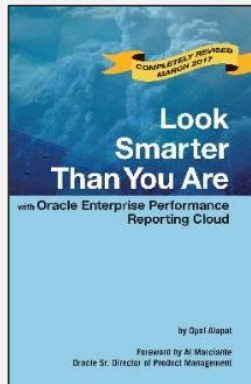
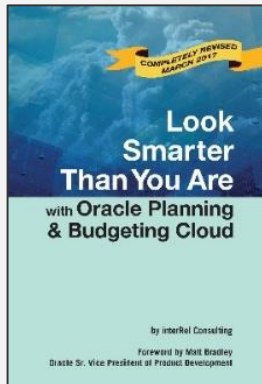
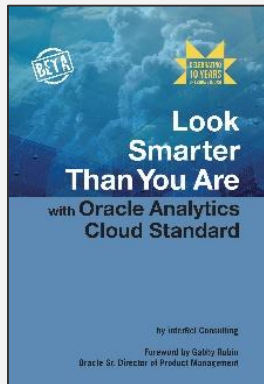
- Build an Oracle Planning & Budgeting Cloud
- Application from start to finish
- Administer and automate your solution
- Migrate from on-premises to the Cloud
- Best practices for setting up your Oracle EPM Cloud Instance

### EPRCS



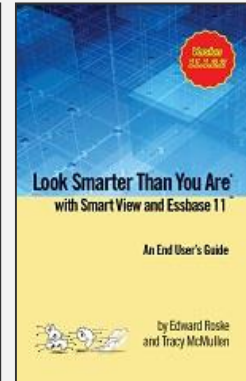
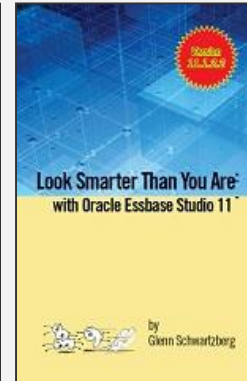
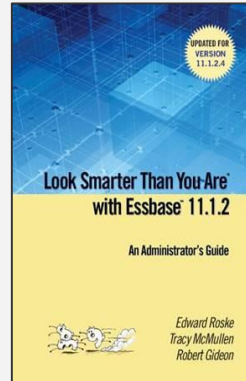
- Build a report package
- Execute the reporting cycle from start to finish
- Sign off or reject the final product
- Assign security
- Migrate objects between environments

### Cloud



Admin/End Users

### Essbase



Admin

Studio

Smart View

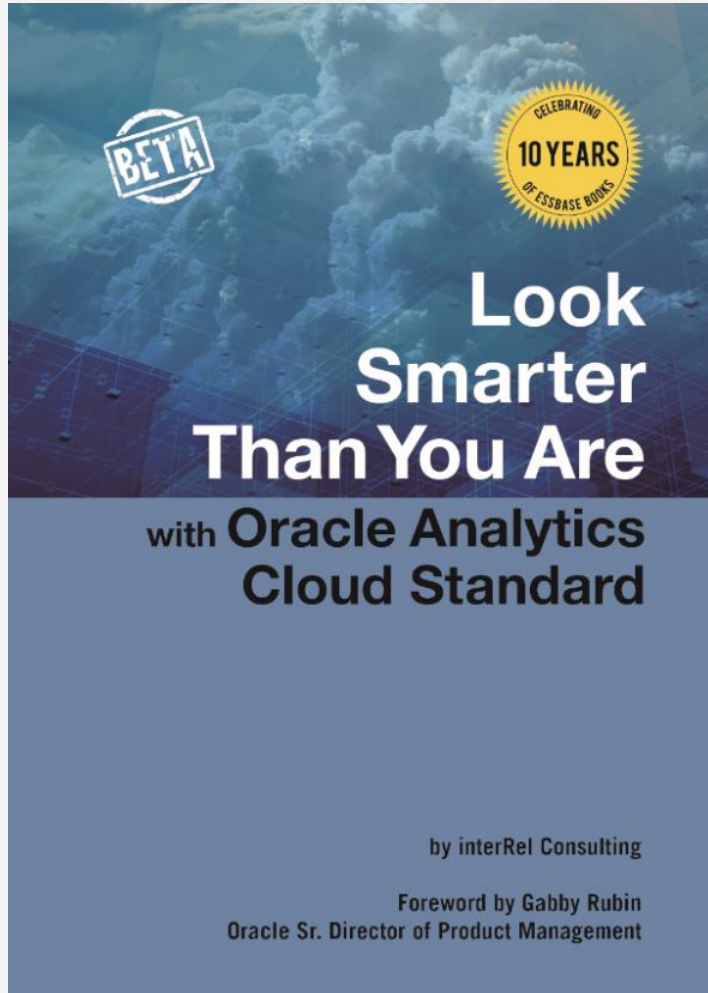
### Planning



Admin

End User

Advanced



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# Jump-starting Your Cost Allocations with Profitability and Cost Management Cloud Service (PCMCS)

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