



# Planning Analytics – Updates

## Case Study – Demand Forecasting, Customer Profitability

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# Planning Analytics – What’s New (Released)

- As of PA 2.0.9.2, TM1 Web is no longer included in the release, but rather still available in a separate installer “IBM Planning Analytics Spreadsheet Services Installer”
- In PA 2.0.9 – dynamic shaped and images are supported – images will change when the value of a cell changes (logos, pictures, flags, products images, etc.)



# Planning Analytics – What’s New (Released)

- In PA 2.0.9, websheets open on the tab that was active when the websheet was saved
- TM1 Operations Console has been deprecated – IBM Planning Analytics Administration is now used to monitor databases

# Planning Analytics – What's Coming \*\*\*

- Big changes are coming to Planning Analytics in 4<sup>th</sup> Quarter !!!!
- Release date is scheduled for October 15<sup>th</sup>



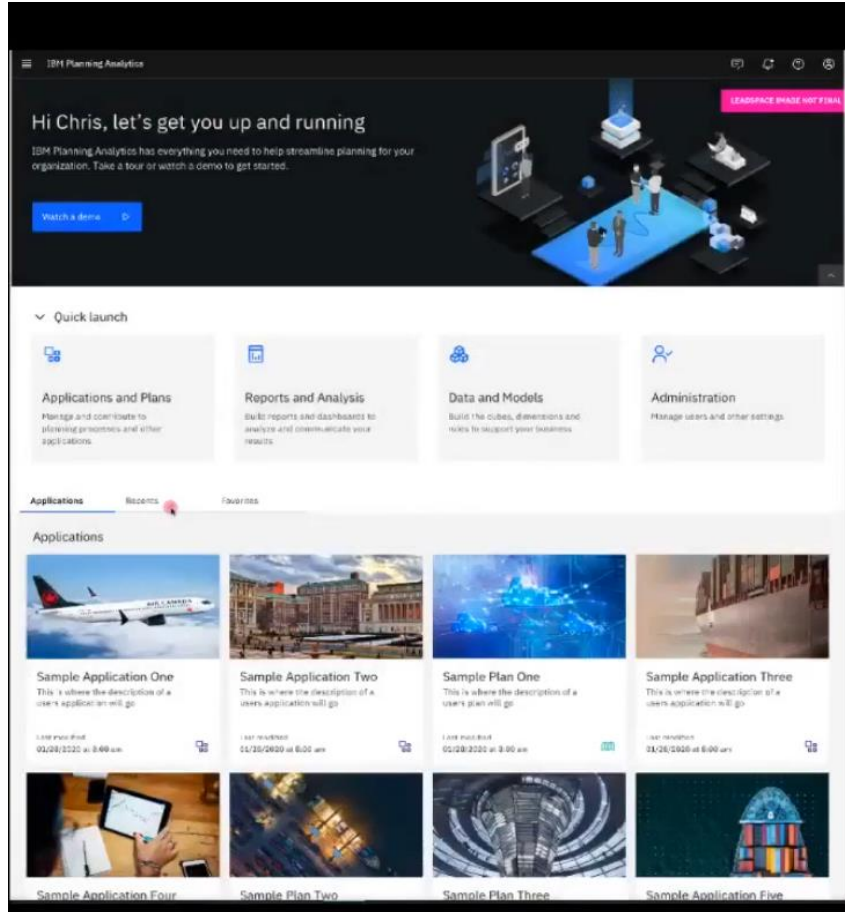
\*\*\* Content showed here is still in final stages of development

# Planning Analytics – Coming Soon

The image displays four panels of the IBM Planning Analytics user interface:

- Welcome and navigation:** Shows a dashboard with a greeting "Hi Chika, let's get you up and running" and a "Quick start" section with four main areas: Applications and Plans, Reports and Analytics, Data and Models, and Administration. Below this is an "Applications" section with four cards for Custom Application One, Custom Application Two, Custom Application Three, and Custom Application Four.
- Plans and applications:** Shows the "2020 Annual Operating Plan" with an "Announcements" section dated 2 Jul 2019. The announcement states: "Welcome to the 2020 Annual Operating Plan! Our goal is to have this year's process complete by mid-August. Please do your best to submit your data on time and check back." Below this is a "Complete the following steps:" section with two tasks: "1. Verify actuals" (due 5 Jul 2019) and "2. Enter revenue and expenses" (due 15 Jul 2019). Under the first task, there are radio buttons for "Income Statement", "Balance Sheet", and "Cash Flow", with a "Submit" button below. Under the second task, there are radio buttons for "Sales", "COGS", "SG&A", and "Income Statement".
- AI Forecasting:** Displays a line chart titled "Linear Interpolation model, 90% confidence range" showing data points over time with a shaded confidence interval. Below the chart is a "Predictive forecast statistical details" table with columns for "Metric", "Accuracy", "Season", and "Parameters".
- Dashboard and charting:** Shows two charts. The top one is a grouped bar chart comparing "Actuals" and "Forecast" across multiple categories. The bottom one is a waterfall chart showing the contribution of different metrics to a total value.

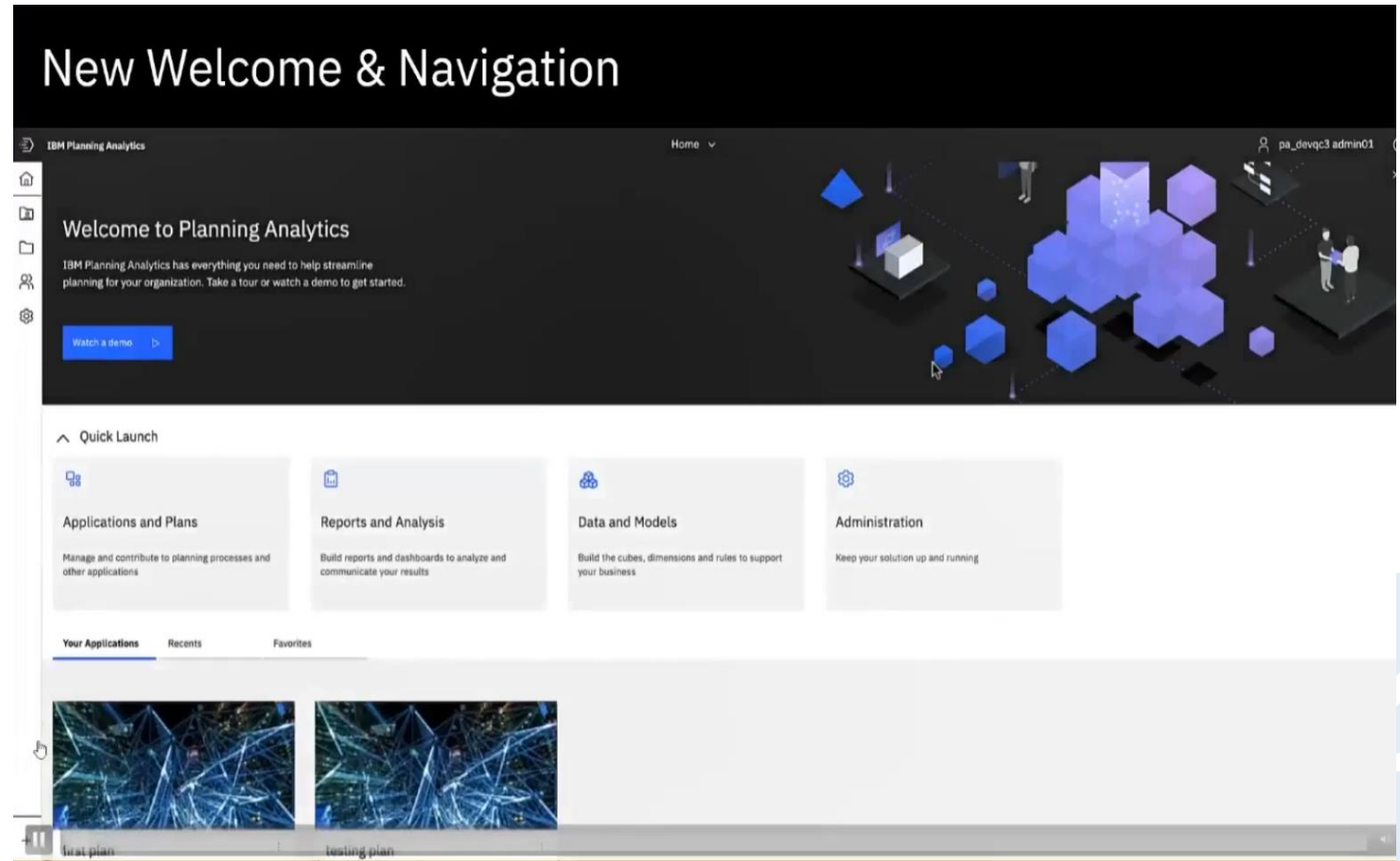
# PAW – New Layout



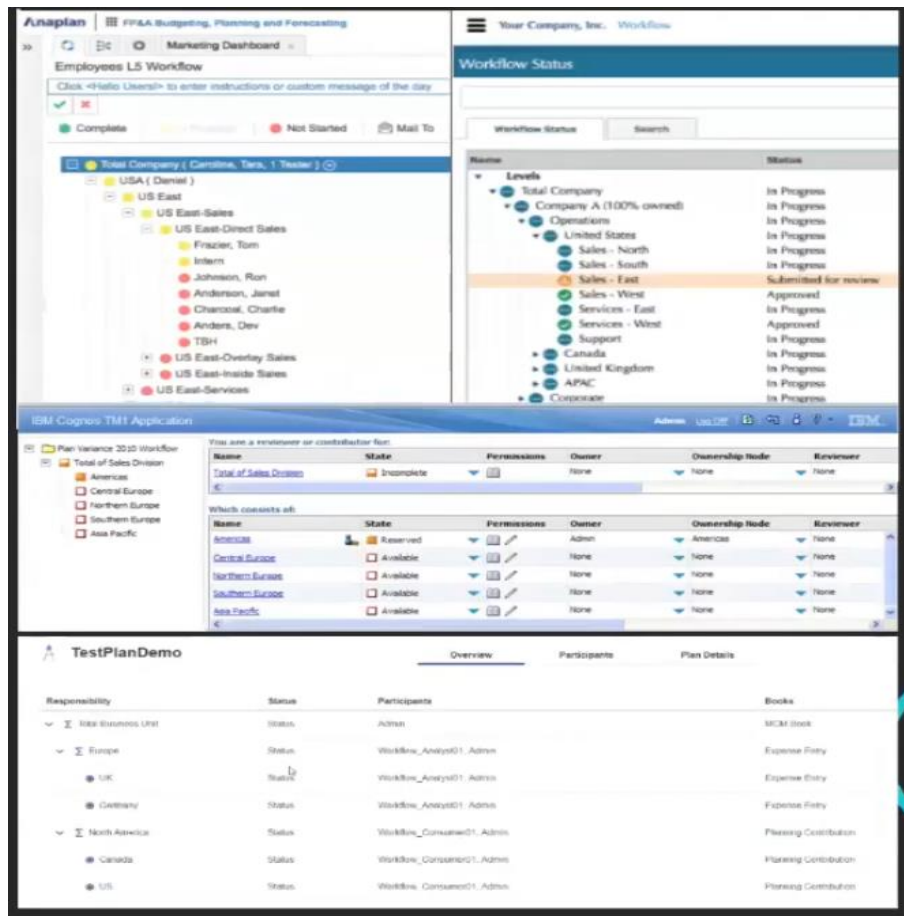
- A new unified experience for all reporting, analytics, modeling and administration
- Content can now be organized
- Users can track favorites and recently used items
- Books and content can now display images

# PAW – Navigation and Welcome

- Welcome Banner (can be turned on or off)
- Quick launch areas for Applications and Plans (Workflow), Reports, Data and Models and Admin
- Navigation toolbar on left allows users to jump to public and private content



# Workflow? Yes, now will be available in PAW



- Old (Contributor based) workflow had usability issues:
  - Workflow was solely based and centered on an organizational hierarchy
  - Value was solely in submission, review and approval of data
  - Using a single dimension to govern assignments was in realistic
  - Solution was very security heavy on server side



IBM Planning Analytics

Plans

2020 Annual Operating Plan

Plan is closed [Open](#)

35 days left

Select a model

Click to add a logo

This plan enables FP&A, procurement, and Produj

Planning Process	Books, Websheets and Views	Group(s)	Due Date	Require Submission	Progress
<input type="checkbox"/> Closed 1 Verify historicals	<ul style="list-style-type: none"> <li>Income Statement</li> <li>Balance Sheet</li> </ul>	All groups	5 July 2019	Y	
<input type="checkbox"/> Closed 2 Enter revenue and expenses	<ul style="list-style-type: none"> <li>Income Statement</li> <li>Sales</li> <li>COGS</li> <li>SG&amp;A</li> </ul>	All groups	15 July 2019	N	
<input type="checkbox"/> Closed 3 Enter projected balances	<ul style="list-style-type: none"> <li>Balance Sheet</li> </ul>	All groups	31 July 2019	N	

Click to add step +

**Announcements**

Type your announcement here 350 characters left [Make announcement](#)



# New and Improved Workflow Overview

- Allows users to add Views, PAW Books, Worksheets into Planning Sprints
- Planning Sprints can be opened and closed individually without disabling the entire plan
- Each section can have a different deadline and submission requirement
- Progress is measured for each sprint individually
- Integration for email messaging



☰  Income Statement

---

☰  Closed 3 Enter projected balances  Balance Sheet All groups 31 July 2019 N

---

☰  Closed 4 Review quarterly cash flow projections  Cash Flow Sales mm/dd/yyyy  N ▾

Cancel

---

**Announcements**

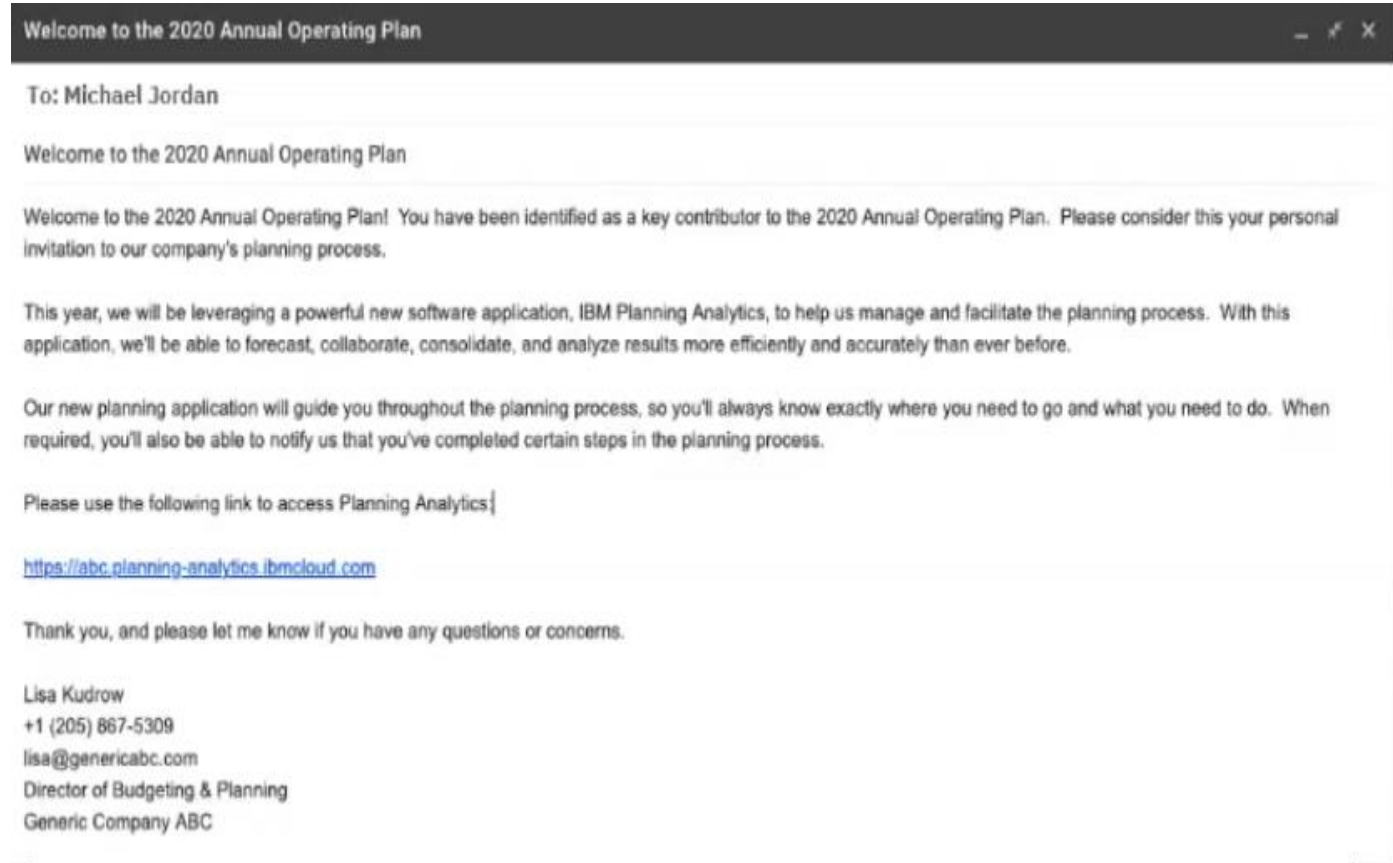
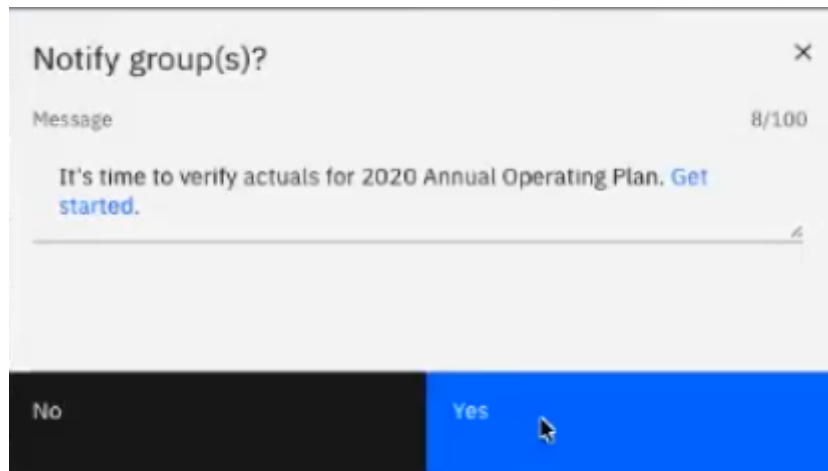
Type your announcement here

< August 2019 >

S	M	T	W	T	F	S
24	25	26	27	28	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

- “Date picker” allows user to choose dates based on an actual calendar
- Announcement area can optionally send out email to all users involved in the plan

# Built-In Email Notification



# What the Plan Participants See

### 2020 Annual Operating Plan

**ANNOUNCEMENTS**

**20 Jul 2019**  
The first pass of the 2020 AOP is complete and is currently under review by executive management. We hope to begin a second pass in the next three days. You'll receive a notification when we reopen the plan.

**1. Verify actuals** 5 Jul 2019

Actuals through the month of August have been loaded. Please view each financial statements and submit after verifying.

Income Statement

Balance Sheet

Cash Flow

[Submit now](#)

**2. Enter revenue and expenses** 15 Jul 2019

Sales

COGS

SG&A

Income Statement

**3. Enter projected balances** 15 Jul 2019

Balance Sheet

**4. Review quarterly cash flow projections** 31 Aug 2019

Cash Flow

REVENUE	2019	2020	2021	2022	2023
Gross Sales	\$ 200.00	\$ 300.00	\$ 400.00	\$ 500.00	\$ 600.00
Less Sales Returns and Allowances	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 12.00
<b>NET SALES</b>	<b>\$ 190.00</b>	<b>\$ 290.00</b>	<b>\$ 390.00</b>	<b>\$ 490.00</b>	<b>\$ 588.00</b>

COST OF SALES	2019	2020	2021	2022	2023
Beginning Inventory	\$ 300.00	\$ 310.00	\$ 320.00	\$ 330.00	\$ 340.00
Plus Goods Purchased or Manufactured	\$ 100.00	\$ 120.00	\$ 140.00	\$ 160.00	\$ 170.00
<b>TOTAL GOODS AVAILABLE</b>	<b>\$ 400.00</b>	<b>\$ 430.00</b>	<b>\$ 460.00</b>	<b>\$ 490.00</b>	<b>\$ 510.00</b>
Less ending inventory	\$ 200.00	\$ 250.00	\$ 300.00	\$ 350.00	\$ 350.00
<b>TOTAL COST OF GOODS SOLD (COGS)</b>	<b>\$ 200.00</b>	<b>\$ 180.00</b>	<b>\$ 160.00</b>	<b>\$ 140.00</b>	<b>\$ 160.00</b>
<b>GROSS PROFIT (LOSS)</b>	<b>\$ (10.00)</b>	<b>\$ 110.00</b>	<b>\$ 230.00</b>	<b>\$ 350.00</b>	<b>\$ 428.00</b>

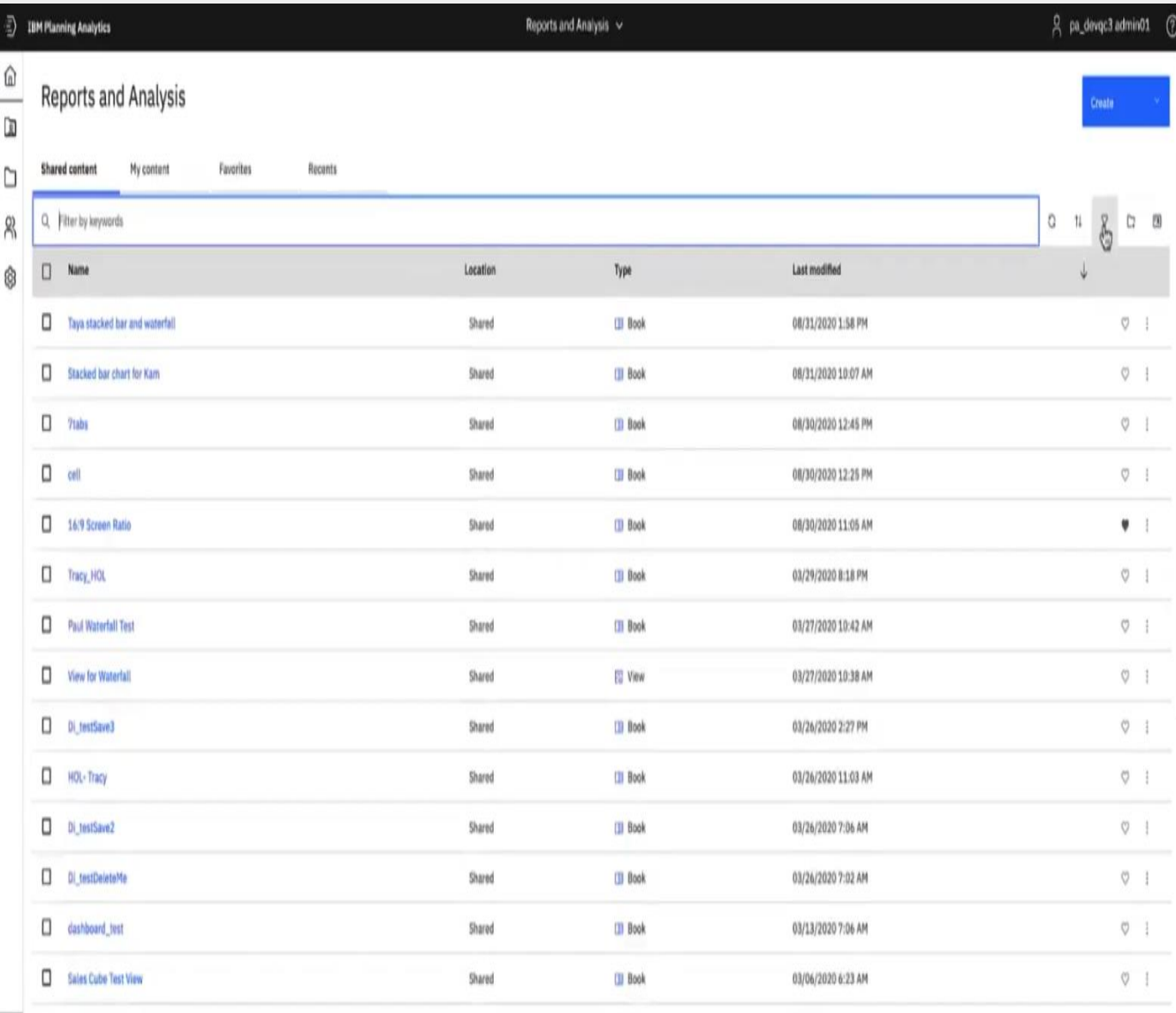
  

OPERATING EXPENSES	2019	2020	2021	2022	2023
<b>SELLING</b>					
Salaries and Wages	\$ 30.00	\$ 35.00	\$ 40.00	\$ 45.00	\$ 50.00
Commissions	\$ 10.00	\$ 20.00	\$ 30.00	\$ 40.00	\$ 40.00
Advertising	\$ 10.00	\$ 20.00	\$ 30.00	\$ 40.00	\$ 40.00
Depreciation	\$ 20.00	\$ 30.00	\$ 40.00	\$ 50.00	\$ 50.00
Other (i.e., Professional Fees)	\$ 5.00	\$ 6.00	\$ 7.00	\$ 8.00	\$ 8.00
<b>TOTAL SELLING EXPENSES</b>	<b>\$ 75.00</b>	<b>\$ 111.00</b>	<b>\$ 147.00</b>	<b>\$ 183.00</b>	<b>\$ 188.00</b>
<b>GENERAL AND ADMINISTRATION</b>					
Salaries and Wages	\$ 7.00	\$ 8.00	\$ 9.00	\$ 10.00	\$ 11.00
Employee Benefits	\$ 3.00	\$ 4.00	\$ 5.00	\$ 6.00	\$ 6.00
Payroll Taxes	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.00
Insurance	\$ 5.00	\$ 6.00	\$ 7.00	\$ 8.00	\$ 8.00
Rent	\$ 7.00	\$ 8.00	\$ 9.00	\$ 10.00	\$ 10.00
Utilities	\$ 2.00	\$ 3.00	\$ 4.00	\$ 5.00	\$ 5.00
Depreciation and Amortization	\$ 3.00	\$ 4.00	\$ 5.00	\$ 6.00	\$ 6.00
Office Supplies	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.00
Travel and Entertainment	\$ 6.00	\$ 7.00	\$ 8.00	\$ 9.00	\$ 9.00
Postage	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.00
Equipment Maintenance and Rental	\$ 2.00	\$ 3.00	\$ 4.00	\$ 5.00	\$ 5.00
Interest	\$ 1.00	\$ 2.00	\$ 3.00	\$ 4.00	\$ 4.00
Furniture and Equipment	\$ 4.00	\$ 5.00	\$ 6.00	\$ 7.00	\$ 7.00
<b>TOTAL GENERAL AND ADMINISTRATION EXPENSES</b>	<b>\$ 43.00</b>	<b>\$ 56.00</b>	<b>\$ 69.00</b>	<b>\$ 82.00</b>	<b>\$ 83.00</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 118.00</b>	<b>\$ 167.00</b>	<b>\$ 216.00</b>	<b>\$ 265.00</b>	<b>\$ 271.00</b>

# New Navigation Screen - Content

The screenshot displays the 'Reports and Analysis' section of the IBM Planning Analytics interface. The top navigation bar includes the title 'Reports and Analysis' and a 'Create' button. Below this, there are tabs for 'Shared content', 'My content', 'Favorites', and 'Recents'. The main area contains a table with the following columns: Name, Location, Type, and Last modified. The table lists various reports such as 'Taya stacked bar and waterfall', 'Stacked bar chart for Kam', and '7tabs'. Each row includes a checkbox, a name, a location (all 'Shared'), a type (mostly 'Book'), and a last modified date. There are also icons for favorite and delete actions on the right side of each row.

Name	Location	Type	Last modified
Taya stacked bar and waterfall	Shared	Book	08/31/2020 1:58 PM
Stacked bar chart for Kam	Shared	Book	08/31/2020 10:07 AM
7tabs	Shared	Book	08/30/2020 12:45 PM
cell	Shared	Book	08/30/2020 12:25 PM
16:9 Screen Ratio	Shared	Book	08/30/2020 11:05 AM
Tracy_HOL	Shared	Book	03/29/2020 8:18 PM
Paul Waterfall Test	Shared	Book	03/27/2020 10:42 AM
View for Waterfall	Shared	View	03/27/2020 10:38 AM
DI_testSave3	Shared	Book	03/26/2020 2:27 PM
HOL- Tracy	Shared	Book	03/26/2020 11:03 AM
DI_testSave2	Shared	Book	03/26/2020 7:06 AM
DI_testDeleteMe	Shared	Book	03/26/2020 7:02 AM
dashboard_test	Shared	Book	03/13/2020 7:06 AM
Sales Cube Test View	Shared	Book	03/06/2020 6:23 AM
Joanne CF DEMO 2	Shared	Book	02/27/2020 7:18 AM



The screenshot shows the 'Reports and Analysis' interface in IBM Planning Analytics. It features a search bar with the placeholder text 'Filter by keywords'. Below the search bar is a table listing various reports and analysis items. The table has columns for Name, Location, Type, and Last modified. Each row includes a checkbox, the item name, its location (all are 'Shared'), its type (mostly 'Book', one 'View'), and its last modified date. There are also heart and vertical ellipsis icons for each item, indicating favorite and options menus.

Name	Location	Type	Last modified
Taya stacked bar and waterfall	Shared	Book	08/31/2020 1:58 PM
Stacked bar chart for Kam	Shared	Book	08/31/2020 10:07 AM
?tabx	Shared	Book	08/30/2020 12:46 PM
cell	Shared	Book	08/30/2020 12:25 PM
16/9 Screen Ratio	Shared	Book	08/30/2020 11:05 AM
Tracy_HOL	Shared	Book	03/29/2020 8:18 PM
Paul Waterfall Test	Shared	Book	03/27/2020 10:42 AM
View for Waterfall	Shared	View	03/27/2020 10:38 AM
DI_testSave3	Shared	Book	03/26/2020 2:27 PM
HOL- Tracy	Shared	Book	03/26/2020 11:03 AM
DI_testSave2	Shared	Book	03/26/2020 7:06 AM
DI_testDeleteMe	Shared	Book	03/24/2020 7:02 AM
dashboard_test	Shared	Book	03/13/2020 7:06 AM
Sales Cube Test View	Shared	Book	03/06/2020 6:23 AM

- Built in filters search content as well as titles of published items
- Items can be marked as favorites and will be stored in a shortcut area

# PAW – Display Options

Payroll impact on income statement

pa\_devqc3 admin01

Tab 1

Organization: Total Company | Year: 2014

### Payroll Expenses

	Year	Q1	Q2	Q3	Q4
6099 PAYROLL	531,798	128,047	140,038	136,298	127,415
6005 Bonus	61,814	14,829	16,087	15,781	15,337
6010 Benefits	303,569	72,201	78,874	76,956	75,538
6015 Employer Taxes	154,747	38,259	42,166	40,881	33,640
6020 Cell Phones	11,669	2,958	2,911	2,900	2,900

### Income Statement

	Q1	Q2	Q3	Q4
Net Profit After Allocations	30,477,471	20,442,432	22,629,751	26,245,926
Total Operating Expense	1,720,097	1,810,898	1,942,263	2,497,094
6099 PAYROLL	128,047	140,038	136,298	127,415
6299 TRAVEL	391,483	261,020	260,698	459,954
6199 OFFICE EXPENSE	159,916	160,333	160,393	159,624
6399 OCCUPANCY	651,114	500,692	499,222	739,052
6499 MARKETING	242,871	244,084	243,600	243,504
6599 DEPRECIATION	146,655	504,732	642,053	767,545
Gross Margin	10,650,979	7,729,746	8,614,633	9,963,876
Rev per FTE	1,526,514	897,083	1,031,869	1,181,841





# PAW – New Formatting Options



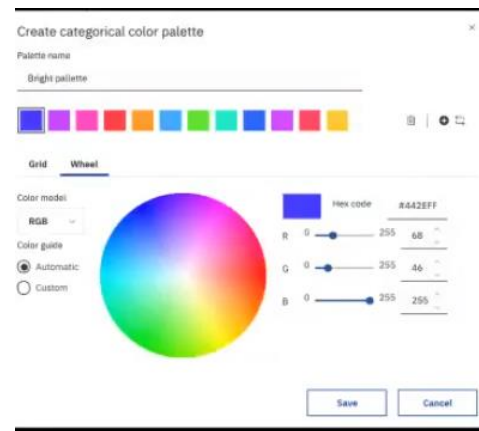
- New alignment and positioning tools
- Can align and group multiple objects
- Sheet and tab options to mimic presentation mode
- Optimize screen size, ratio and zoom

# PAW Formatting Options

The screenshot displays the PAW software interface. On the left is a 'Data' sidebar with a tree view of dimensions and views. The central area shows 'Tab 1' with a data table for 'Organization Massachusetts' and 'Currency Calc Base'. The table has columns for months (Jan, Feb, Mar, Apr, May) and rows for various financial metrics. On the right is the 'Dashboard properties' panel, which is currently open to the 'Canvas' section. A dropdown menu for 'Page size' is open, showing options like 'Screen 16:9', 'Screen 4:3', 'Letter', 'Legal', 'A4', 'Tabloid', and 'Infographic'. The 'Screen 16:9' option is selected. Other settings in the panel include 'Layout positioning' (Relative), 'Fit page', 'Grid' (Show grid, Snap to grid, Snap to objects), and 'Color and theme'.

	Jan	Feb	Mar	Apr	May
4999 Gross Reve...	531,437	541,894	544,845	551,156	540
5999 Cost of Sales	432,743	443,600	449,172	457,637	452
Gross Margin	90,080	97,731	103,454	102,176	97
6099 PAYROLL	7,139	9,174	11,279	11,480	11
6199 OFFICE EX...	5,492	5,492	5,492	5,492	5
6299 TRAVEL	36,912	36,912	36,912	36,912	36
6399 OCCUPANCY	21,846	10,817	8,150	5,483	5
6499 MARKETING	8,150	8,150	8,150	8,150	8

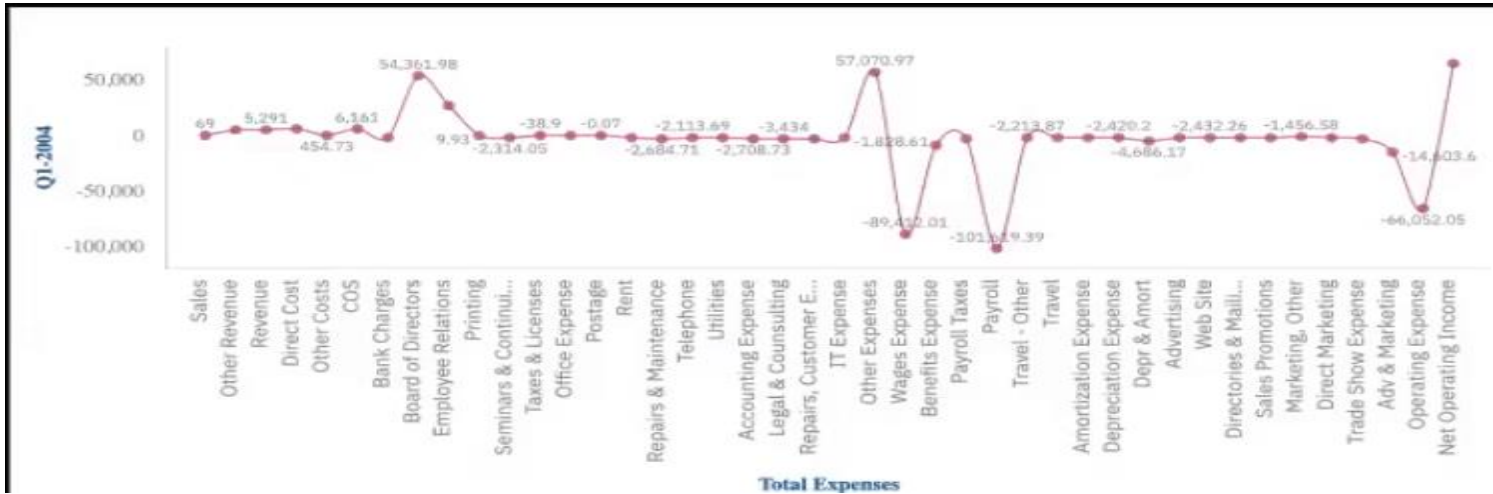
# PAW Custom Color Palette



- Create user-defined custom color palette
- Apply saved palettes across multiple books, views, etc



# Charting –Format Options



**Visualization properties**

Visualization General Synchronize

**Color**

**Axis**

Maintain axis scale

Value axis minimum value 500

Value axis maximum value 100

**Item axis title**

Show item axis title

Item axis title New title

Font family Euphoria Script

Font size 16px

Item axis title color

**Item axis label**

Show item axis labels

Show item axis ticks

Item axis label orientation Automatic

Font family Automatic

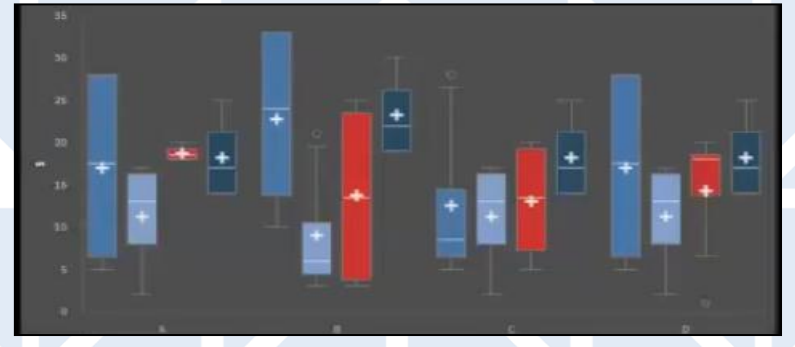
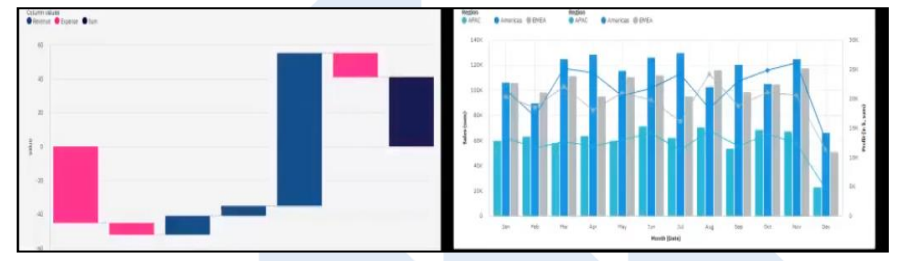
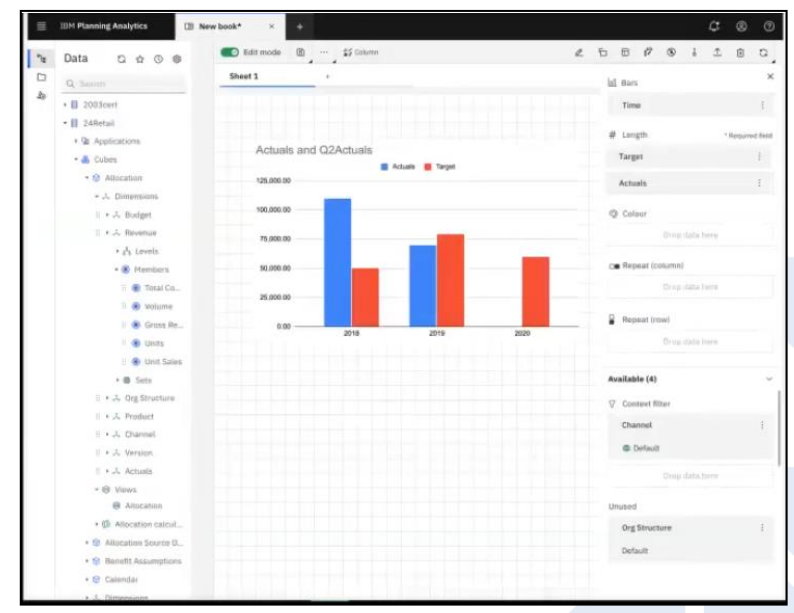
Font size Automatic

- Report developers can now customize report axis, labels, colors and scale all through the PAW interface
- Additional options include font, font size and the ability to put values on the chart itself

# Chart Improvements



- Waterfall, boxplot, multi-line column
- Data is assigned to bars, sections
- Can show data directly in chart



# PAW New Chart Editor

The screenshot displays the PAW New Chart Editor interface. On the left is a 'Data' tree with categories like Rate BOM, Revenue, Dimensions, and Version. The central area shows a bar chart titled 'Budget Target' with two bars: a blue 'Budget' bar at approximately 180 and a green 'Target' bar at 500. The y-axis is labeled 'Unit Cost' and ranges from 0 to 600. The x-axis is labeled 'Year' with a 'Y' marker. On the right, a 'Fields' panel is open, showing configuration options for the chart. The 'Y' axis is set to 'Unit Cost', and the 'Target' series is selected. The 'Repeat (column)' and 'Repeat (row)' options are also visible.

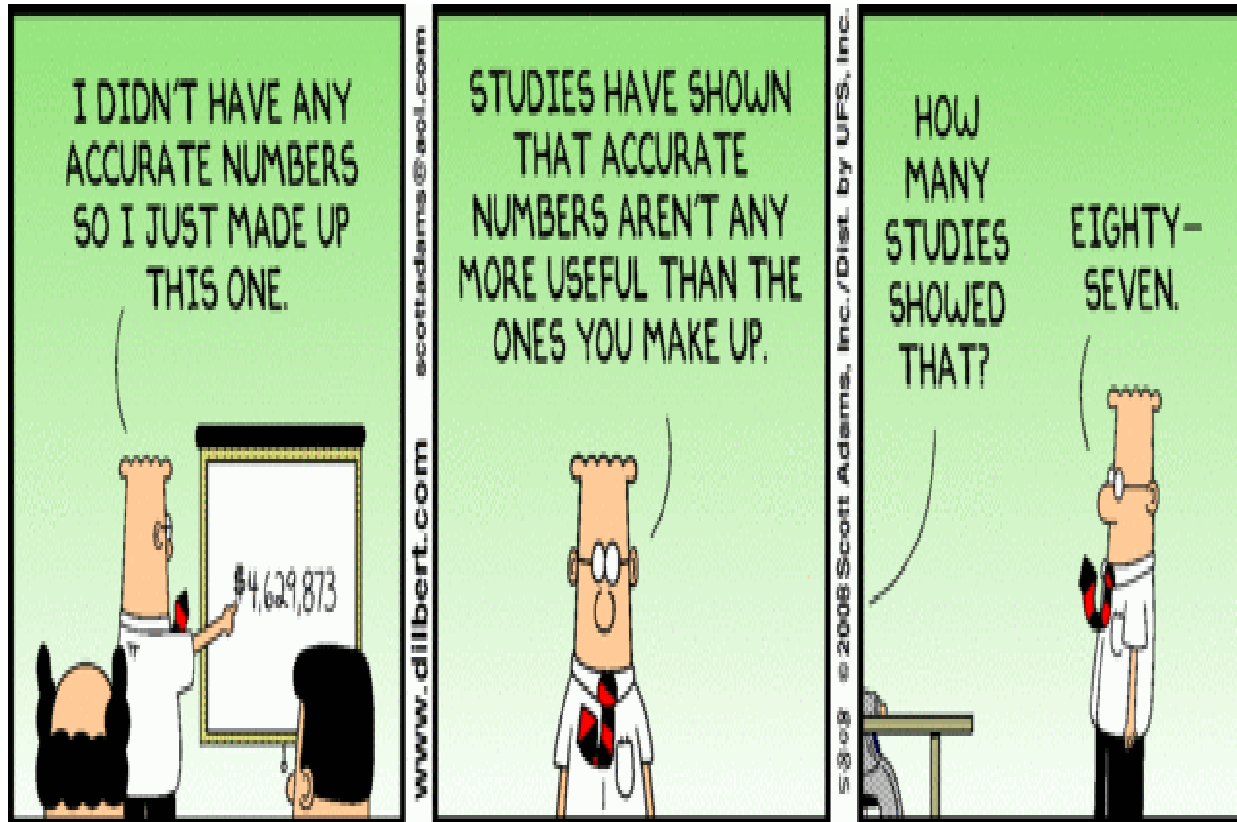
Series	Value
Budget	180
Target	500

# Create Custom Axis Lines

The screenshot shows a configuration panel for axis lines. At the top, there is a 'Change color palette' link. Below it, the 'Current heat palette' is set to 'IBM heat palette 1', with a color gradient bar and a 'Change heat palette' link. The 'Axis' section is expanded, showing a 'Maintain axis scale' toggle switch. Below this are two input fields for 'Value axis minimum value' and 'Value axis maximum value'. The 'Item axis title' section includes a 'Show item axis title' toggle switch and an input field containing 'Years and Variance'. At the bottom, there are dropdown menus for 'Font family' and 'Font size', both set to 'Automatic', and a color selection icon for 'Item axis title color'.

- New Capabilities:
- Change axis scale
- Specify maximum and minimum axis values
- Change color palette and font specifics

# Forecasting – How do you produce an accurate prediction of the future?



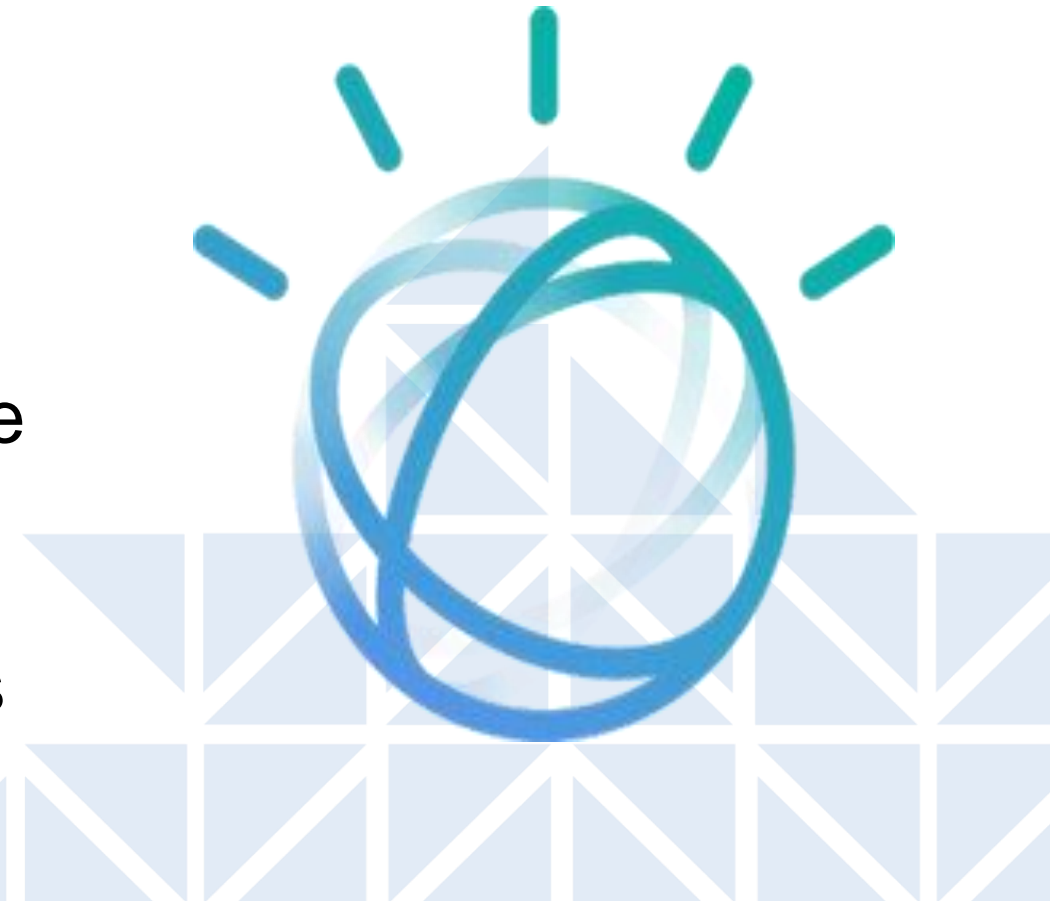




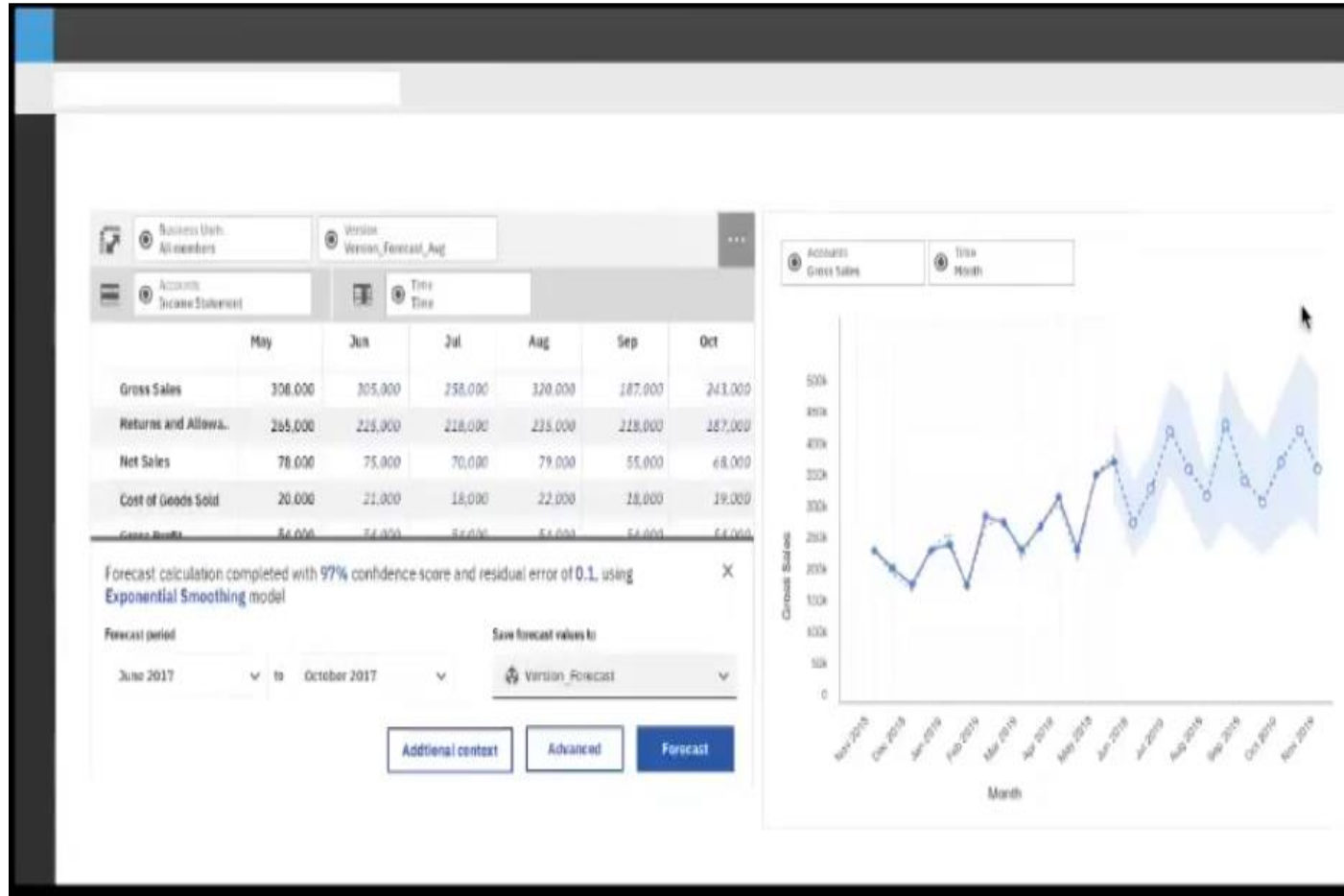
# Taking PA to the Next Level – Adding AI

## Why AI?

- Accuracy – Statistical models based on historical data can improve the accuracy of predictions of forecasted periods
- Consistency – Not dependent solely on the business knowledge and history of the forecaster
- Timeliness – Forecasts can be generated (and re-generated as business conditions change) quickly

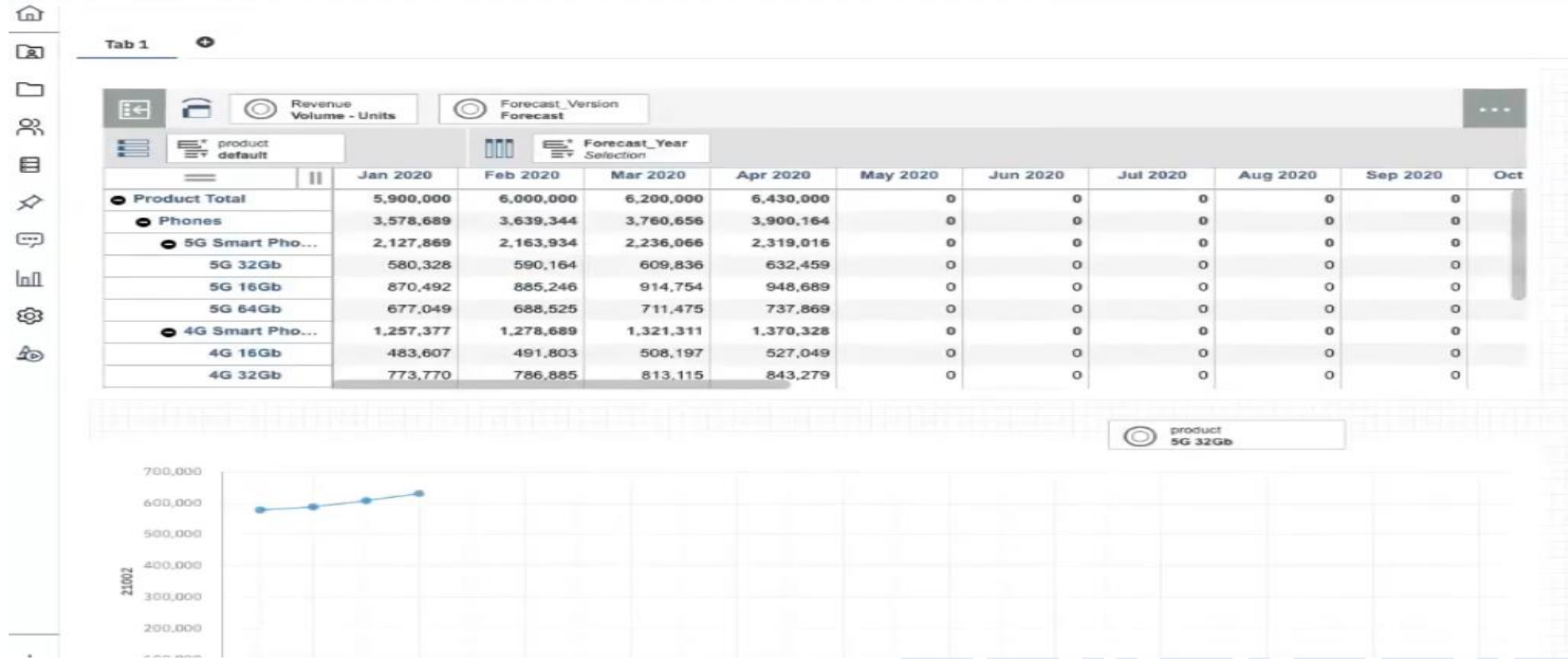


# AI Forecasting in Planning Analytics



- Time-series based predictions
- Minimal data movement – can embed predictions in existing scenarios
- Guide people through advanced forecasting operations (statistical modeling)
- PA model analyzes best outcome from multiple time series methods

# Forecast Starting With Actuals



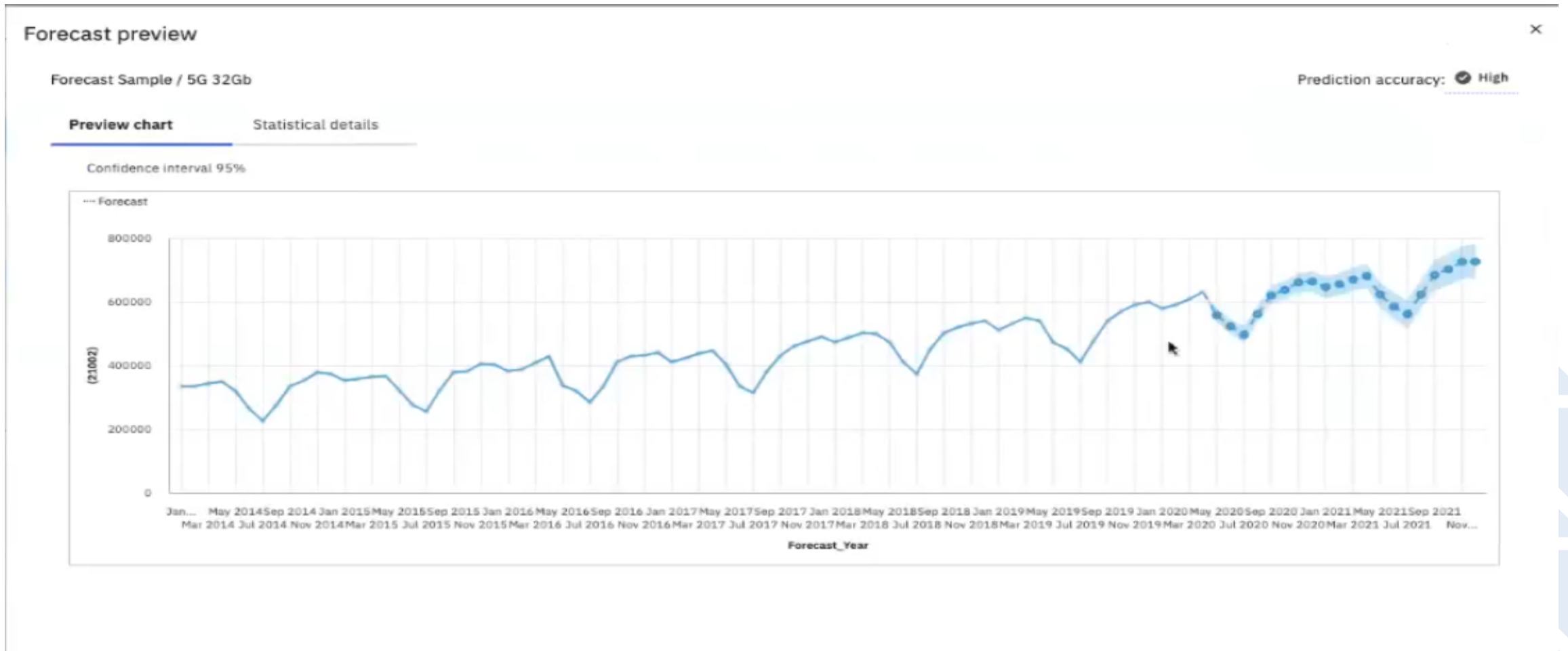
# Set Up Prediction

The screenshot displays a software interface for setting up a prediction. On the left, a data table shows revenue and volume for various products from January 2020 to October. The '5G 32Gb' product is highlighted. On the right, a 'Forecast' configuration panel is visible, showing options for 'Set up forecast' and 'Advanced' views, and fields for 'Forecast period start' (May 2020) and 'Forecast period end' (Dev 2021).

	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct
Product Total	5,900,000	6,000,000	6,200,000	6,430,000	0	0	0	0	0	0
Phones	3,578,689	3,639,344	3,760,656	3,900,164	0	0	0	0	0	0
5G Smart Pho...	2,127,869	2,163,934	2,236,066	2,319,016	0	0	0	0	0	0
5G 32Gb	580,328	590,164	609,836	632,459	0	0	0	0	0	0
5G 16Gb	870,492	885,246	914,754	948,689	0	0	0	0	0	0
5G 64Gb	677,049	688,525	711,475	737,869	0	0	0	0	0	0
4G Smart Pho...	1,257,377	1,278,689	1,321,311	1,370,328	0	0	0	0	0	0
4G 16Gb	483,607	491,803	508,197	527,049	0	0	0	0	0	0
4G 32Gb	773,770	786,885	813,115	843,279	0	0	0	0	0	0



# Statistical Prediction Results and Confidence Interval



# Statistical Model Results

## Forecast preview

Forecast Sample / 5G 32Gb

Prediction accuracy:  High

Preview chart

Statistical details

Exponential smoothing

Accuracy details		Value	Seasonality		Value
AIC		1452.61	Period		12
MAE		8856.56	Strength		0.67
MAPE		0.02	Type		Additive
MASE		0.31	<b>Trend details</b>		<b>Value</b>
RMSE		11534.46	Strength		0.08
Accuracy		0.69	Type		Additive
Parameters		Value			
Alpha		0.28			
Beta		0.07			
Gamma		0.09			



## Forecast preview

Forecast Sample / 5G 32Gb

Prediction accuracy:  High

Preview chart

Statistical details

Exponential smoothing

### Accuracy details

#### Value



AIC

1452.61

A model selection measure. The AIC penalizes models with many parameters, and so attempts to choose the best model with a preference towards simpler models. The AIC is the sum of the logarithm of non-adjusted MSE multiplied by the number of historical points and the number of model parameters and initial smoothing states that are multiplied by 2.

8856.56

0.02

0.31

11534.46

Accuracy

0.69

### Parameters

#### Value

Alpha

0.28

Beta

0.07

Gamma

0.09

### Seasonality

#### Value

Period

12

Strength

0.67

Type

Additive

### Trend details

#### Value

Strength

0.08

Type

Additive

# Statistical Model - Details

The screenshot shows a software interface with a table of revenue data and a 'Comments' window overlaid on top.

**Table Data:**

	Jan 2020	Feb 2020	Mar 2020
Product Total	5,900,000	6,000,000	6,200,000
Phones	3,578,689	3,639,344	3,760,651
5G Smart Pho...	2,127,869	2,163,934	2,236,061
5G 32Gb	580,328	590,164	609,831
5G 16Gb	870,492	885,246	914,751
5G 64Gb	677,049	688,525	711,471
4G Smart Pho...	1,257,377	1,278,689	1,321,311
4G 16Gb	483,607	491,803	508,191
4G 32Gb	773,770	786,885	813,111

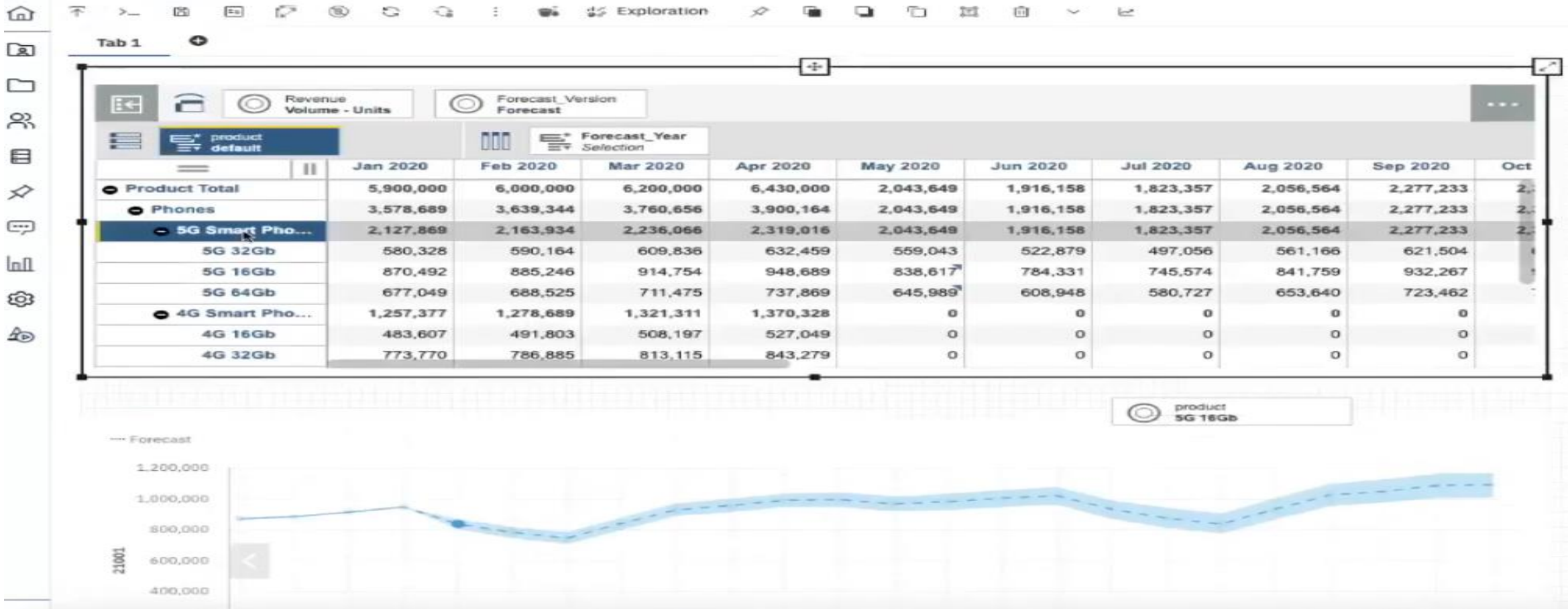
**Comments Window:**

**Comments** (1 comments)

Comment	Value	User	Date
<input type="checkbox"/> STATISTICAL SUMMARY Accuracy: 0.7 High Seasonality: 0.69 Strong Trend: 0.22 Weak  INPUT PARAMETERS Confidence interval: 95 Seasonality: Auto Ignore historical data from: Not Selected	838,617	Planning Analytics/pa_prestgqc3 admin01	9/1/2020, 11:58:19 AM

Buttons: Previous, Add comment, Close







# How Do I Get This New Version?

Cloud Customers:

October 15<sup>th</sup> \* - Administrator can select “Preview” in PAW After testing, Administrator can upgrade PAW, but cannot revert back to classic version once upgraded

On-premise customers:

October 15<sup>th</sup> \* - Download new PAW version and install

# Cloud Customer – Preview and Upgrade

The screenshot displays the IBM Planning Analytics user interface. At the top, the navigation bar includes the IBM Planning Analytics logo, a 'Welcome' dropdown, a 'Preview new experience' button, and a user profile for Christopher Ly. The main workspace area features the IBM Planning Analytics logo and the tagline 'Speed. Agility. Foresight.' on the left, and an 'Administration' section on the right. Below the workspace, a toolbar contains icons for Search, New, Folder Permissions, Filter, and Sort. A left-hand sidebar shows navigation options for Shared, Personal, and Users. The main content area displays a 'Shared' folder containing several items: three 'BOOK' files named 'text', 'ViewAppearance', and 'Budget', and two 'FOLDER' items named 'Test67' and 'Test66', followed by another 'BOOK' file named 'andrew db test'.

# Testing in Preview Mode

## Previewing books in the new UI

The screenshot shows a web application interface for '24Retail' with the following components:

- Navigation Bar:** Includes 'OpEx Analysis', 'Line Item Detail', 'Phased Cost', and 'Income Statement' (selected).
- Header:** 'OpEx Income Statement' with filters for 'organization Massachusetts', 'Year 2019', and 'Version Budget'.
- Left Sidebar:** A menu with options like 'Return Home', 'Financial Summary', 'IFS', 'Dept P&L', 'Target Setting', 'Dashboard', 'Headcount', 'OpEx', 'Capital', 'Revenue Plan', 'Products', 'Units', and 'Supply Chain'.
- Main Content Area:**
  - Income Statement by Quarter:** A table showing quarterly and yearly data for various expense categories.
  - OpEx Budget vs Target:** A table comparing Budget and Target values for specific accounts.
  - OpEx Budget vs Target (Chart):** A dot plot comparing Budget (purple) and Target (blue) for five accounts.
  - OpEx Year Over Year:** A stacked bar chart showing expense trends for 2019, 2020, and 2021 across six accounts.

Income Statement by Quarter

	Year	Q1	Q2	Q3	Q4
4999 Gross Revenue	9,086,545	1,974,600	2,112,181	2,350,197	2,649,567
5999 Cost of Sales	7,247,224	1,548,083	1,697,791	1,910,321	2,131,029
Gross Margin	1,839,321	426,517	454,390	439,876	518,538
6099 PAYROLL	217,894	50,638	62,911	52,174	52,170
6199 OFFICE EXPENSE	43,128	10,782	10,782	10,782	10,782
6299 TRAVEL	51,324	12,831	12,831	12,831	12,831
6399 OCCUPANCY	330,000	94,038	63,269	109,423	
6499 MARKETING	161,304	40,083	40,083	40,569	40,569
6599 DEPRECIATION	221,183	14,913	53,088	69,196	83,986
Total Operating Expense	1,024,833	223,285	243,964	248,821	309,763
Net Profit	814,488	203,232	211,426	191,055	208,775
6699 ALLOCATIONS	(51,324)	(12,831)	(12,831)	(12,831)	(12,831)
Net Profit After Allocations	865,812	216,063	224,257	203,986	221,696

OpEx Budget vs Target

	Budget	Target
Total Operating Expense	1,024,833	990,000
6099 PAYROLL	217,894	223,960
6199 OFFICE EXPENSE	43,128	43,128
6299 TRAVEL	51,324	51,324
6399 OCCUPANCY	330,000	200,000
6499 MARKETING	161,304	161,304
6599 DEPRECIATION	221,183	221,183

OpEx Budget vs Target



OpEx Year Over Year



# Case Study

- Subject company is a worldwide manufacturer and distributor of consumer and professional products. Their supply chain network services major retailers and pro distribution channels throughout the world.

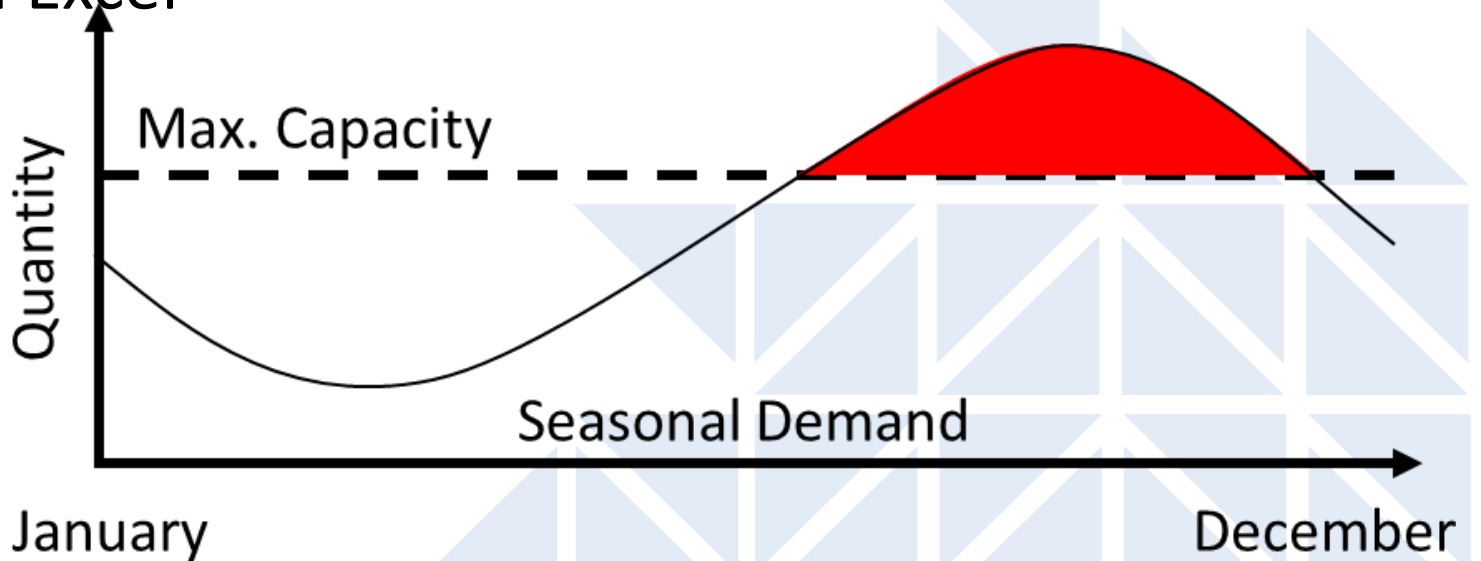




# Case Study

## Business Proposition:

Create a unified planning, budgeting and reporting system that helps automate and streamline the demand planning, financial planning, reporting and customer profitability processes that are currently relying on various tools including the ERP system and Excel



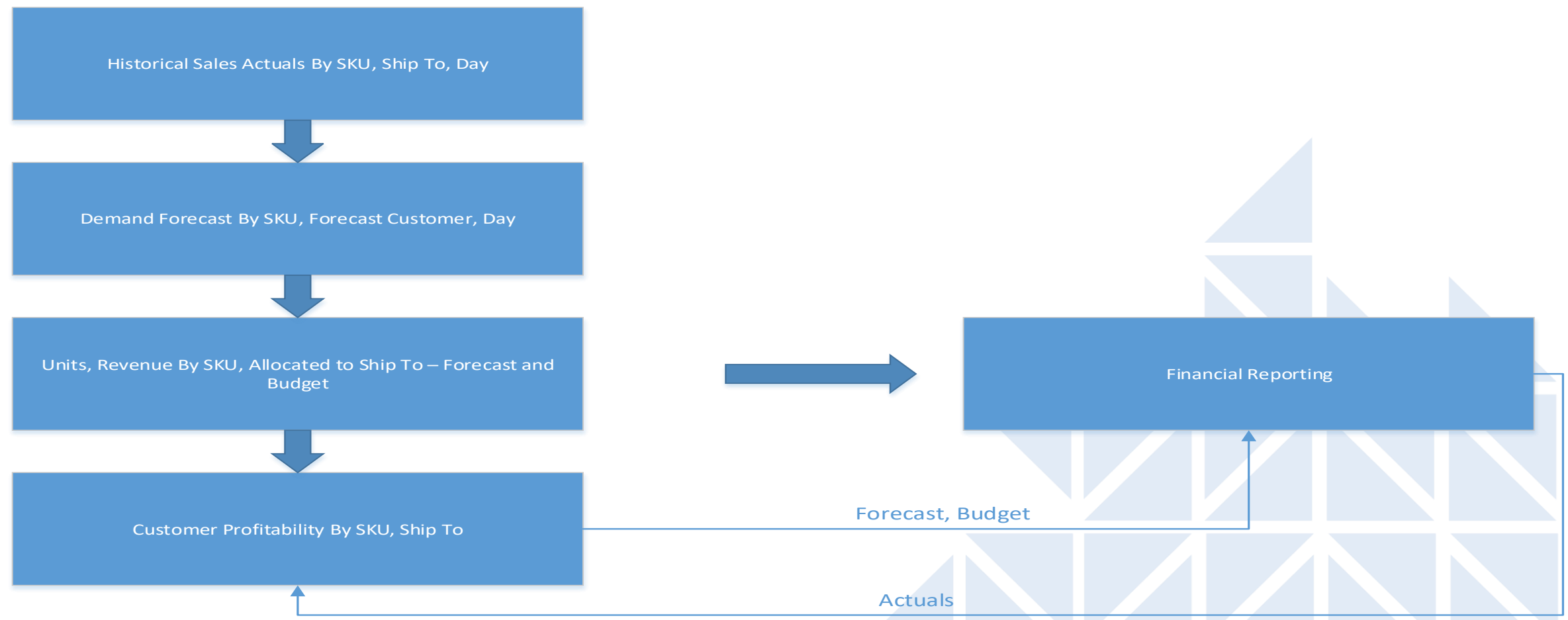


# The Issues At Hand

- Data Integrity
- Data volumes –
  - SKUs – 33,000
  - Customers – 60,000
  - Cost Centers – 3,000
  - Days – 3,000
- Level of Granularity
- Allocation Rules
- Existing Model was error prone (Excel/Cognos) and VERY Manual



# The Business Process







# The Solution

- Planning Analytics Cloud Instance – utilizing PAW and PAX
- Demand Forecasting – Entered at a SKU/Month/Forecast Customer level
  - Spreading done to weeks/days
  - Calculated forecast based on prior year actuals and seasonality
  - Pricing flexibility based on month/SKU/distribution point/Customer
  - Ability to drill down to fine level of detail (Actuals and Forecast)



# The Solution

- Customer Profitability
  - By SKU/Customer Ship To Location
  - Allocations of SG&A, standard costs by SKU, freight analysis
  - Scenario versioning (Actual, Forecast, Budget, Quarterly Forecasts)
- Financial Reporting
  - Currency Conversion with multiple reporting currencies
  - Statistics (Headcount, production stats)
  - World-wide consolidation



- Split up development into small pieces
- Change Management
- Data Integrity – agree on best source of data
- Use of attributes to drive templates and defaults
- Utilization Cognos Command Center

SNOWSETT



LEARNED

# LPA Offer

- Existing cloud customers - we will spend up to 2 hours evaluating your existing cloud environment to determine what capabilities may be added to your environment and how to ensure it is successful – this session will be at no cost to you
- Existing on-premise customers – up to 2 hours spent evaluating upgrade readiness or readiness for cloud deployment
- Please contact us at [marketing@lpa.com](mailto:marketing@lpa.com) for additional information or to schedule a follow up call







# How can LPA help?

- Upgrade and Migration Services

- Upgrade your TM1 9.x, 10.x, Planning Analytics 11.x environments to latest Planning Analytics release
  - Install and configure
  - Upgrade PAX and PAW environments
  - Upgrade and Test Content
  - Go Live Support
- Migrate your TM1/Planning Analytics environments to Planning Analytics - cloud

- Managed Services

- Provide how-to and development support
- Manage Planning Analytics on your behalf

- Health Checks

- Evaluate your Planning Analytics environment
  - Provide feedback for tuning server performance
  - Assistance with Rules and Feeders
  - Review Model design and configuration
  - Analyze server configuration (on-premise)

- Training Services – Including Remote Options

- Planning Analytics Specific materials
  - Administration, Developer, End User, Planning Analytics Workspace – beginner, Planning Analytics Workspace – Developer



