SAP Financial Analytics

Dashboards and Crystal Reports
Enhancement Package 5 for ERP 6.0

ERP Financials

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Agenda

1. **Financial Analytics – Overview**

2. Technical Architecture

3. Details

   3.1 Xcelsius Dashboards in SAP Collections Management

   3.2 Xcelsius Dashboards in SAP Credit Management

   3.3 Xcelsius Dashboards in SAP Dispute Management

   3.4 Xcelsius Dashboards in SAP Cash Management

   3.5 Crystal Reports in SAP FI-GL,FI-AR,FI-AP,FI-AA,CO…

Financial Analytics EHP5
Integration with Crystal Reports and Dashboard

SAP

Benefits	Business Function: FIN_REP_SIMPL_3

- Unifies look and feel of financial reports and an attractive user interface.
- Reduces learning costs.
- Offers scalability in back-end technology.
- Allows switching between direct access for lean back-end scenarios and replicated data for high-volume environments.

New Features	Description	Target Users
Crystal Reports for FI-GL	- Balance Sheet - Income Statement - Cash Flow Statement - Financial Statement Actual / Actual Comparison - Account Balances - Account Line Items - Document Journal	- G/L Accountant - Corporate controllers - Other users in corporate finance
Crystal Reports for FI-AR	- Customer DSO Analysis - Customer Due Date Analysis	A/R Accountant
Crystal Reports for FI-AP	Vendor Due Date Analysis	A/P Accountant
Crystal Reports for FI-AA	- Asset History Sheet - Planned Depreciation	Asset accountants
Crystal Reports for CO	- Cost Centers: Actual/Plan/Variance – Cost Elements - Orders: Actual/Plan/Variance – Cost Elements - Orders: Cumulative Actual/Plan/Variance – Cost Elements - Profitability Analysis: Operating Profit	- Corporate controllers - Business unit analyst - Other users in corporate finance
Dashboard for FSCM	- Dispute Management – 12 dashboards - Credit Management – 1 dashboard - Collection Management – 5 dashboards	- Dispute Manager - Credit Manager - Collection Manager
Dashboard for Cash Management	Cash Management – 1 dashboards with 4 tabs	Cash Manager

Report Launchpad
Integration with Crystal Reports and Dashboard

SAP

Role

- Workcenter Pool Role for all reports: com.sap.pct.erp.common.13.wcp_role

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| ng | System Connections | Business Unit Analysis | Collection Mananger | FIN Reorganization | Financial MDM | Home | Delegated User Administration | **Financial Reporting** | SAP Dispute Management | SAP Credit Management | SAP Cash Management | Content Administration |

porting

Financials Reporting | History Back Forward

Change Launchpad

Profit Center Reporting (FI-GL)

Profit Center: Receivables (List)
  Customer-specific open general ledger line items for one or more profit centers (or a profit center group).

Profit Center: Receivables (Analysis)
  Customer-specific open general ledger line items for one or more profit centers (or a profit center group).

Profit Center: Payables (List)
  Vendor-specific open general ledger line items for one or more profit centers (or a profit center group).

Profit Center: Payables (Analysis)
  Vendor-specific open general ledger line items for one or more profit centers (or a profit center group).

Profit Center: Master Data Index (List)
  Displays profit center master data for information and documentation purposes.

Profit Center: Master Data Index (Analysis)
  Displays profit center master data for information and documentation purposes.

Profit Center Group: Plan/Actual/Variance (Analysis)
  Compares the financial statement actual data of a group of profit centers with the data of two plan versions. Displays a hierarchy of financial statement items or a hierarchy of profit centers.

Profit Center Group: Plan/Plan/Actual Versions (Analysis)
  Compares the financial statement actual data of a group of profit centers with the data of two plan versions. Displays a hierarchy of financial statement items or a hierarchy of profit centers.

Profit Center Group: Key Figures (Analysis)
  Displays several key figures based on financial statement data of a group of profit centers within a specific analysis period both for the actual version and a plan version.

Profit Center Comparison: Return on Investment (Analysis)
  Compares the return on investment for two specific profit centers. The calculation is based on financial statement data and given both in the actual version and in a plan version.

Segment Reporting (FI-GL)

Segment: Receivables (List)
  Customer-specific open general ledger line items for one or more segments.

Segment: Receivables (Analysis)
  Customer-specific open general ledger line items for one or more segments.

Segment: Payables (List)
  Vendor-specific open general ledger line items for one or more segments.

Segment: Payables (Analysis)
  Vendor-specific open general ledger line items for one or more segments.

Product Cost Reporting (CO-PC)

Production Cost Analysis: Order List (List)
  Lists selected orders with costs and quantities based on such production-relevant categories as target, actual, WiP, and variances.

Production Cost Analysis: Order Details (List)
  Detailed analysis of production order costs based on cost elements and business transactions.

Production Cost Analysis: Work in Process (List)
  Aggregated analysis of production costs based on dimensions such as material, product group, plant, order and period. Four views are provided: actual, target/actual variance, WiP and variance category data.

Production Cost Analysis: Work in Process (Analysis)
  Aggregated Work in Process (WiP) analysis based on production orders.

Production Cost Analysis: Variance Categories (List)
  Aggregated variance category analysis based on production orders.

Production Cost Analysis: Variance Categories (Analysis)
  Aggregated variance category analysis based on production orders.

Production Cost Analysis: Variances (List)
  Aggregated target/actual variance analysis based on production orders.

Production Cost Analysis: Variances (Analysis)
  Aggregated target/actual variance analysis based on production orders.

Production Cost Analysis: Actual Cost (List)
  Aggregated actual cost analysis based on production orders.

Production Cost Analysis: Actual Cost (Analysis)
  Aggregated actual cost analysis based on production orders.

Product Costing Analysis: Overview (List)
  Overview of material cost based on selection criteria.

Product Costing Analysis: Overview (Analysis)
  Overview of material cost based on defined selection criteria.

Product Costing Analysis: Cost Component Split (List)
  Detailed material cost analysis based on cost components.

Product Costing Analysis: Cost Component Split (Analysis)
  Detailed material cost analysis based on cost components.

Product Costing Analysis: Itemization (List)
  Detailed material cost analysis based on multi-level itemization.

Product Costing Analysis: Itemization (Analysis)
  Detailed material cost analysis based on multi-level itemization.

Cash Manager Role
Integration with Crystal Reports and Dashboard

SAP

Role

- Cash Manager Role for cash dashboard : com.sap.pct.erp.cashmngr.cash_manager

| System Connections | Business Unit Analysis | Collection Mananger | FIN Reorganization | Financial MDM | Home | Delegated User Administration | Financial Reporting | SAP Dispute Management | SAP Credit Management | **SAP Cash Management** |

Reports | Service Map

Reports

Reports

Change Launchpad

Bank Statement Reports

Compare Value Dates

The report to compare value dates is used to compare the planned or set value date with the actual value date. The report shows the corresponding account entry for each item cleared in a bank clearing account.

Payment Reports

Display Payment Request

Additional, detailed information is provided as well as corresponding accounting documents and payment documents.

Outstanding Checks

You can obtain an overview of your outstanding checks and bills of exchange. The list of G/L account balances displays the following figures: Balance carried over to the start of the fiscal year, debit total of the reporting period, credit total of the reporting time, and credit balances for the entire year.

G/L Account Cashed Checks

For each G/L account, you can access data such as the average period outstanding on checks already cashed, the average period outstanding on checks that have not yet been cashed, and the number of checks still outstanding.

Payment Advice Journal

You can list all payment advices created, changed, archived, or reactivated on a specific day.

Comparison Reports

Compare Payment Advices with Account

With this report you can select payment advices and compare them with the postings on the bank account.

Compare Payment Advices with Bank Statement Payment Advice Notes

This report can be used to reconcile bank statement payment advices and manual advices.

Check Returned Vendor Checks

Using this report, you can display the outstanding period, that is the difference between cashing date and posting date, for each G/L account managed on an open-item basis for each vendor.

Compare Payment Advices with Bank Statement

With this report you can simplify the comparison of payment advices with electronic bank statements.

Check Interest Calculation

This report generates an interest scale (account balance interest calculation) for G/L accounts in local currency, and outputs a list.

Cash Management Reconciliation Reports

Totals Records Cash Management

The report displays the totals records created in Cash Management and compares them with the summarized line item accounts are compared directly with the G/L transaction figures.

Cash Mgmt. Data in Accounting Documents

You can obtain an overview of open items from customers and vendors as well as the open items from G/L accounts

Planned Item Journal

You can list all the planned items created, changed, archived, or reactivated on a particular day.

Cash Management Data in Material Documents X

This report lists the Material Management line items that are updated in Cash Management for purchase orders.

Dashboard

Cash Manager Dashboard

Dashboard of Cash Balances by Bank Group, Currencies, Companies and Planning Analysis

Cash Manager Dashboard with Variable Screen

Dashboard of Cash Balances by Bank Group, Currencies, Companies and Planning Analysis

Xcelsius Dashboards
SAP Collections Management

In **SAP Collections Management** 5 new dashboards are available. These dashboards help you to analyze / answer following questions:

- How much did my collection teams / collection specialists collect?

- Did my collections teams / collection specialists collect meet their targets?

- What was the workload of my collections teams / collection specialists?

- Which activities did my collections teams / collection specialists carry out in detail during the collection process?

- What was the net impact of all collection activities on my days of sales outstanding (DSO)?
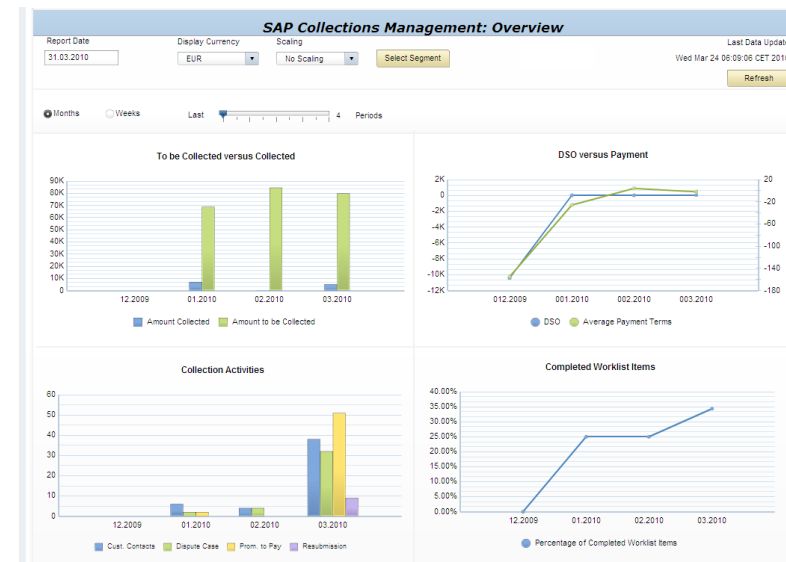
Based on this **insight**, following **action** might be taken (examples):

- Adjust collection strategies.

- Optimize the allocation of collection strategies to groups of customers / customers (assign appropriate strategy to each customer).

- Optimize the organization of collection teams in order to improve the workload distribution.

Xcelsius Dashboards
SAP Credit Management

In **SAP Credit Management** one new dashboards is available. This dashboard helps you to analyze / answer following questions:

- What is the credit exposure to customers of various risk classes?
- What is the average credit limit utilization of customers of various risk classes?
- How do these figures look by country?
- How do these figures look by organizational entity (=credit segment)?

Based on this **insight**, following **action** might be taken (examples):

- Take provisions for anticipation credit default.
- Take measures to reduce overall credit exposure in critical risk classes if respective exposure appears to be too high.
- Try to optimize customer portfolio considering risk profile.

Xcelsius Dashboards
SAP Dispute Management

In **SAP Dispute Management** 12 new dashboards are available. These dashboards help you to analyze / answer following questions:

- Why did customers raise disputes?
- How many disputes were raised? How much money is "in dispute"?
- How much time did it take to resolve disputes?
- How were disputes resolve (customer finally paid, you gave a credit, written-off)?
- What is the workload of my dispute resolution team(s)?
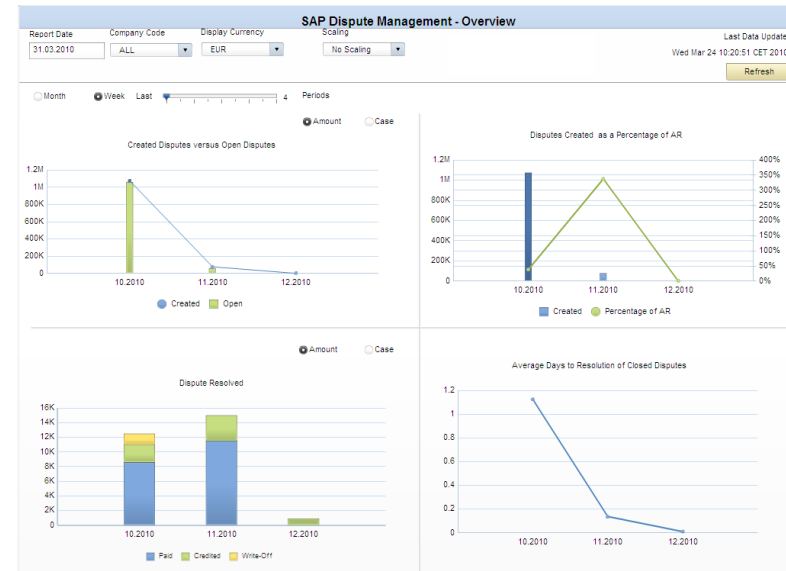
Based on this **insight**, following **action** might be taken:

- Improve quality of concerned processes in order to pro-active avoid motivation of future disputes.
- Streamline internal dispute resolution process.
- Adjust assignment of areas of responsibility of dispute resolution teams.

Xcelsius Dashboards
SAP Cash Management

In **SAP Cash Management** one new dashboards is available. This dashboard helps you to analyze / answer following questions:

- How about my cash position recently?
- How about my cash position in the near future?
- Which region will be short in cash in the next days?
- What's the cash position by Bank Group? Can I look into related bank accounts?
- What's the cash position for my top 10 companies?
- Do I need to buy EUR this Friday?

Based on this **insight**, following **action** might be taken:

- Check the detailed planning of one currency in back-end.
- Buy some EUR to fund the account and prevent this check from overdrawing the account..
- Execute cash concentration to a concentration account.
- Execute some short term investment.

Crystal Reports
SAP FI-GL,FI-AR,FI-AP,FI-AA,CO...

In general, 16 new formatted reports are available:

- Balance Sheet
- Income Statement
- Cash Flow Statement
- Financial Statement Actual / Actual Comparison
- Account Balances
- Account Line Items
- Document Journal

- Customer DSO Analysis
- Customer Due Date Analysis
- Vendor Due Date Analysis

- Asset History Sheet
- Planned Depreciation

- Cost Centers: Actual/Plan/Variance – Cost Elements
- Orders: Actual/Plan/Variance – Cost Elements
- Orders: Cumulative Actual/Plan/Variance – Cost Elements
- Profitability Analysis: Operating Profit

Balance Sheet

Fiscal Year: 2008 | Period: 12 | Ledger: 0L | Currency: EUR | Page 1 of 1

Last Data Update: 4/30/2009 — Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:

Assets	Current Year	Previous Year	Liabilities & Shareholders' Equity	Current Year	Previous Year
Fixed Assets	5,185,260.40	5,181,104.40	Capital and Reserves	-223,061,576.23	-211,148,129.58
Intangible Assets	0.00	0.00	Subscribed Capital	-400,000.00	-400,000.00
Tangible Assets	5,185,227.40	5,181,104.40	Capital Reserves	0.00	0.00
Financial Assets	33.00	0.00	Profit Reserves	0.00	0.00
Current Assets	238,969,932.84	227,006,352.05	Retained Earnings	-222,661,576.23	-210,748,129.58
Stocks	238,561,492.49	226,732,787.01	Provisions	9,989.50	10,025.00
Receivable and Other Assets	337,634.08	274,898.77	Payables	-21,503,806.51	-21,449,551.87
Securities	0.00	0.00	Other Liabilities	400,000.00	400,000.00
Cash	70,806.27	-1,333.73	Total Liabilities	-244,155,393.24	-232,187,656.45
Other Assets	200.00	200.00			
Total Assets	244,155,393.24	232,187,656.45			

G/L Accounts: Balances

Fiscal Year: 2008 | Period: 1-12 | Ledger: 0l | Page 2 of 7

Last Data Update: 4/30/2009 — Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:
Currency Type: 10

Company Code: 1000 IDES AG
Currency Type: 10 Currency: EUR

Account Number	G/L Account	Balance Carryforward	Balance Previous	Cum. Balance Previous	Debit Total	Credit Total	Cumulated Debit Balance	Cumulated Credit Balance	Cumulated Balance
INT/113100	Deutsche Bank (domestic)	-23,171,400.00	0.00	-23,171,400.00	115,585.00	58,023.00	0.00	-23,113,838.00	-23,113,838.00
INT/113103	Deutsche Bank - foreign bank transfers	2,200,000.00	0.00	2,200,000.00	0.00	0.00	2,200,000.00	0.00	2,200,000.00
INT/113105	Deutsche Bank - other postings	0.00	0.00	0.00	892.04	0.00	892.04	0.00	892.04
INT/113109	Deutsche Bank - customer payments	0.00	0.00	0.00	400.00	500.00	0.00	-100.00	-100.00
INT/113110	Deutsche Bank- guarantees received	0.00	0.00	0.00	0.00	12,001,500.00	0.00	-12,001,500.00	-12,001,500.00
INT/113400	Barclays Bank PLC	-100.00	0.00	-100.00	0.00	10.00	0.00	-110.00	-110.00
INT/117100	ZA Bank (domestic)eeeee	7,980,000.00	0.00	7,980,000.00	0.00	0.00	7,980,000.00	0.00	7,980,000.00
INT/117101	Deutsche Bank - checks payable	-9,980,000.00	0.00	-9,980,000.00	0.00	0.00	0.00	-9,980,000.00	-9,980,000.00
INT/140000	Trade Receivables - domestic	73,479.45	0.00	73,479.45	82,054.63	23,412.69	132,121.39	0.00	132,121.39
INT/146500	Credit card receivables --> Header account	0.00	0.00	0.00	2,929.10	892.04	2,037.06	0.00	2,037.06
INT/151000	Prepayment - Inventory	-1,168,602.00	0.00	-1,168,602.00	0.00	0.00	0.00	-1,168,602.00	-1,168,602.00
INT/154000	Input tax (See account assignment text)	198,173.39	0.00	198,173.39	6,026.22	0.00	204,199.61	0.00	204,199.61
INT/159000	Other down payments - current assets	0.00	0.00	0.00	20.00	0.00	20.00	0.00	20.00
INT/160000	Trade Payables - domestic	-9,565.57	0.00	-9,565.57	0.00	111,968.68	0.00	-121,534.25	-121,534.25

Agenda

1. Financial Analytics – Overview
2. **Technical Architecture**
3. Details

   3.1 Xcelsius Dashboards in SAP Collections Management

   3.2 Xcelsius Dashboards in SAP Credit Management

   3.3 Xcelsius Dashboards in SAP Dispute Management

   3.4 Xcelsius Dashboards in SAP Cash Management

   3.5 Crystal Reports in SAP FI-GL,FI-AR,FI-AP,FI-AA,CO…

Business Suite Analytics

End User Environment
- Business Client
- Enterprise Portal

Report Access
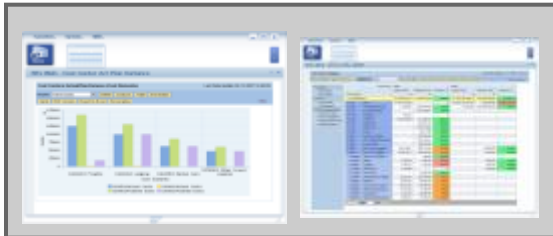
Push → Pull
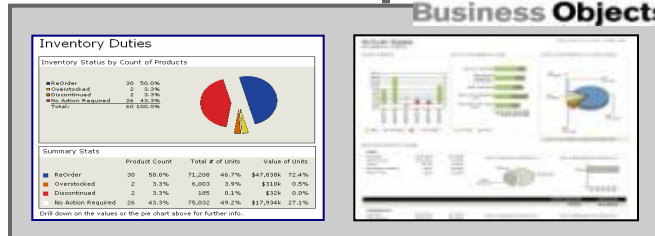
- Application
- Process
- Launchpad

SAP BI

Business Objects

GRC

...

Data Provisioning

BI Query

Business Data Provisioning
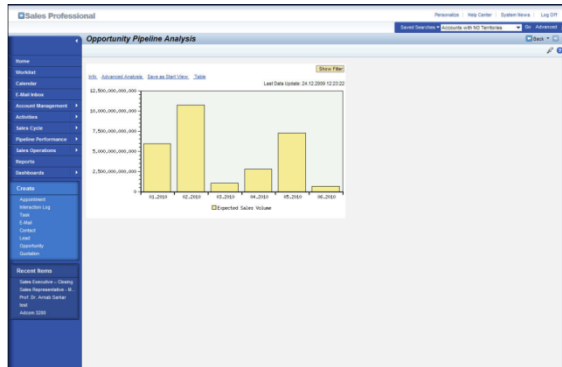
Direct Access   Staging

Suite Database

Operational Information Provider (OIP)

SAP Business Suite before

- Legacy reporting technologies

- Analytics more suitable for more sophisticated business users

- Limited formatting capabilities for specific reporting needs, e.g., regulatory and compliancy reporting

SAP Business Suite after *Embedded Analytics*

- Get real-time access to information with best-of-breed user experience

- Gain insight in context and across multiple business activities

- Provide basis for smarter and actionable business decisions

SAP BusinessObjects Business Content
Complementing Existing Business Content

- **Pre-defined and delivered Crystal reports and Xcelsius dashboards**
  - SAP Business Suite customers have access to new Business Content
  - Embedded within the standard business processes of the SAP Business Suite
  - Across all SAP Business Suite applications: ERP, CRM, SCM, PLM, and SRM

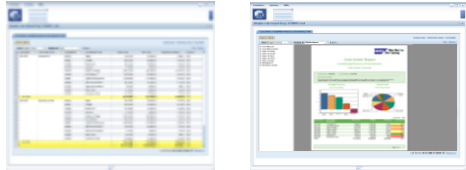- **Low TCO with deep integration to SAP Business Process Platform**
  - Direct access to transaction data and metadata in the SAP Business Suite
  - Unified life cycle management to deploy reports and dashboards
  - Integrated design experience to build/embed within business processes

- **Customers need to explore investing further in SAP BusinessObjects**
  - To take advantage of pre-defined reports and dashboards outside of standard business processes
  - To modify pre-defined dashboards, or design new reports or dashboards

Business Objects Integration Scenarios for SAP Business Suite 7 Innovations 2010

	Scenario 1 Embedding in Tabular Structures	Scenario 2 Embedding as Standard BI Content	Scenario 3 Embedded UI Components
Scenario Description	■ Transfer data from SAP GUI ALV & WebDynpro ALV (incl. POWER List) to Crystal Reports as layout option ■ Generic Crystal Reports for any ALV layout without specific efforts ■ Specific Crystal Reports for dedicated ALV layouts	■ Standard content using Crystal Reports and Xcelsius following Simplified Reporting approach ■ Role, process and application integration via Launchpad	■ Tight coupling of Xcelsius content within SAP Business Suite applications ■ Xcelsius content integrates into the process
Value Proposition	■ Use state of the art Business Objects solution for formatted reporting immediately across the whole Suite ■ Solves issue of printing / formatting for lists ■ Customers can easily build own content (may require additional licenses)	■ Significant improvements in the areas of formatted reporting and dashboards ■ Scenario uses established lifecycle management processes of BI Content ■ Customers can easily build own content (may require additional licenses)	■ This highest level of integration makes Analytics integral part of (transactional) applications ■ Seamless end user experience
Tool Decision for 2010 Shipment	■ Crystal Reports	■ Crystal Reports ■ Xcelsius	■ Xcelsius

Business Objects Integration Scenario 1
Crystal Reports on Top of ALV

Central idea:

- Using Crystal Reports as layout option for Web Dynpro ALV and SAP GUI ALV.
- Leverage ALV lifecycle management (LCM)

Two Flavors:

- Generic Crystal Report:
  Enable usage of Business Objects tools immediately across all ALVs within the whole suite (e.g. for printout or as starting point to define Specific Crystal Reports)

- Specific Crystal Report:
  Using formatting features on top of data of a dedicated ALV layout. Can be shipped as content or defined by customer.

Business Objects Integration Scenario 1
Crystal Reports on Top of ALV

SAP
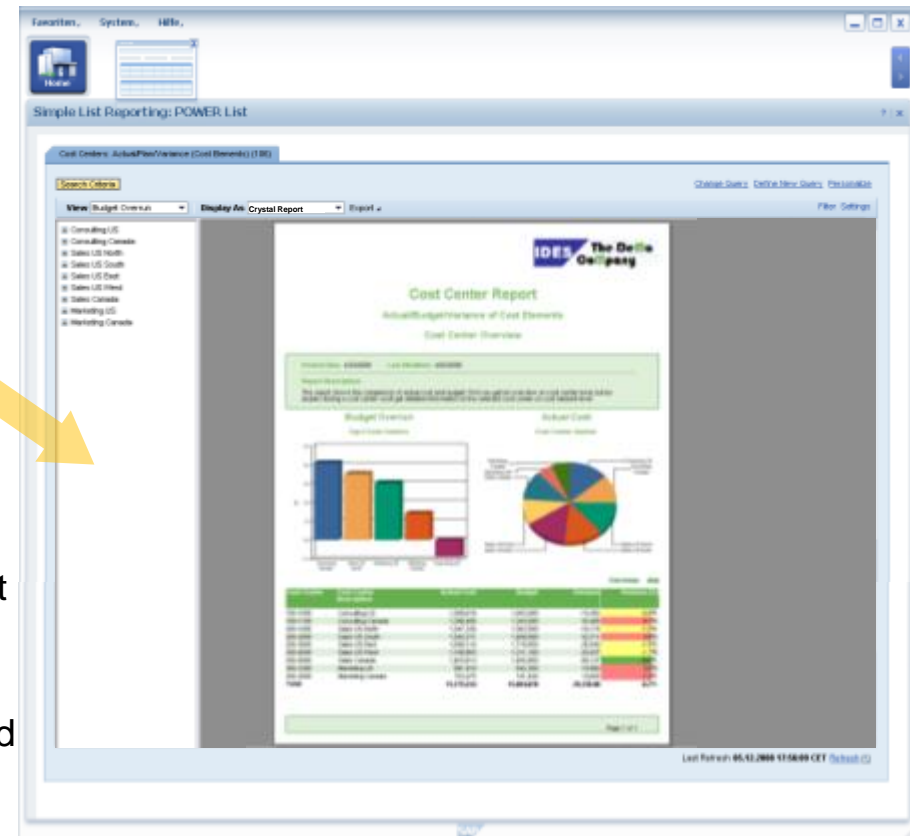
Use cases:

- Push data from ALV to Crystal Reports for printout and formatting purposes

Environment:

- Web Dynpro ABAP ALV (incl. POWER List)
- SAP GUI ALV (more precisely ALV Grid)

SAP content delivery:

- SAP defined and delivers Generic Crystal Report (which can be used for any respective ALV layout)
  → Use Crystal Reports immediately across the whole Suite without dedicated content development effort
- SAP is also able to define and deliver Specific Crystal Reports for dedicated ALV layouts
  → Provide sophisticated UI alternative for specific ALV layouts
- Software lifecycle fully integrated with ALV layout procedure

Customers' options:

- Use Generic Crystal Reports and Specific Crystal Reports delivered by SAP without having Crystal Reports Designer or any additional server component in place
- Define own Generic and Specific Crystal Reports
  → Crystal Reports Designer is required
  → May require additional licenses

Usage variants:

- In place as layout option (replace ALV table by Crystal Report)
- Starting the Crystal Report directly in place without displaying the grid first

Business Objects Integration Scenario 1
Technical Prerequisites

SAP

Client

**Crystal Reports
.net Viewer**

SAP GUI 7.10

**Crystal Reports 2008 SP02
(only for design time)**

Server

Business Suite 7
Innovations 2010

NW 7.02

Business Objects Integration Scenario 2
Crystal Reports and Xcelsius on Top of BI Query

Central ideas:

- Develop and deliver standard BI content using Crystal Reports and Xcelsius following Simplified Reporting approach

- Data retrieval via BI Queries

Key rational:

- Business Objects reports fully integrated into BI content development & deployment

- Leverage existing BI Content
  → investment protection

- Portal roles of Business Suite use Launchpads as access point for the most important reports nonregarding the technology behind → Apply concept to Business Objects as well

Business Objects Integration Scenario 2
Crystal Reports and Xcelsius on Top of BI Query

Use cases:
- Formatted reporting
  → Crystal Reports (as successor of Report Designer) shall be used
- Dashboarding and visualization
  → Xcelsius shall be used

SAP content delivery:
- For Crystal Reports and Xcelsius it is possible to develop, deliver & maintain standard content (in analogy to what has been done with BI content so far)
- For investment protection of the existing content the content definition will take place on top of existing or new BI content (BI query as unified data interface to various consumers)
- This includes the possibility to create Crystal Reports and Xcelsius dashboards directly in the backend (via BI queries on Transient Providers)
- Business Objects tools provide added value (e.g. significantly increased usability and display options) and at the same time the idea of independency of frontend tool decision and backend data provisioning (i.e. backend scalability) remains

Customers' options:
- Consume delivered Business Objects content
- Define own content based on delivered BI content or their own BI queries
  → this may require additional licenses

Scenario variants:
- Launch reports via Launchpad iView
- Launchpad can be used inplace within an application → allows to hand over application context to report
- Direct integration into Enterprise Portal / NWBC via iView

Business Objects Integration Scenario 2
Technical Prerequisites for Xcelsius

SAP

Client

SAP GUI 7.10

Flash Player

**Xcelsius 2008
Enterprise SP02
(only for design time)**

Server

Business Suite 7
Innovations 2010

NW 7.02

BI_CONT
7.05

BI_CONT_EXT
7.05

Business Objects Integration Scenario 2 Technical Prerequisites for Crystal Reports

SAP

Client

SAP GUI 7.10

BO Integration for SAP XI 3.1 SP02

Crystal Reports 2008 SP02
(only for design time)

Server

Business Suite 7
Innovations 2010

NW 7.02

BI_CONT
7.05

BI_CONT_EXT
7.05
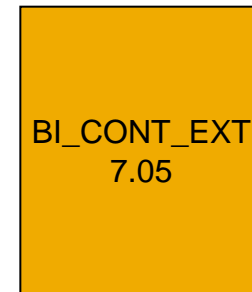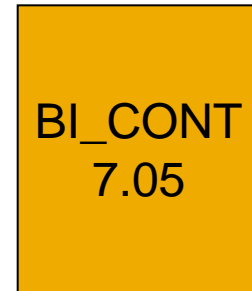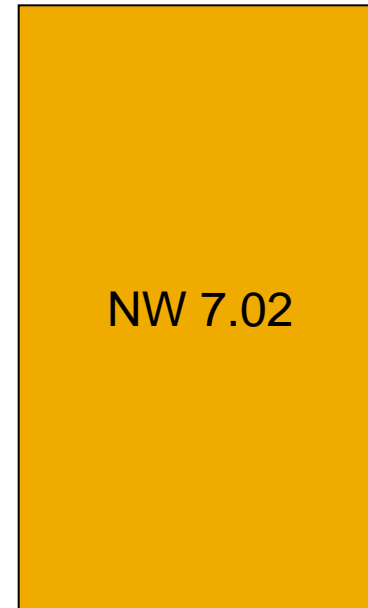
BO Integration for SAP XI 3.1 SP02

BOE XI 3.1 SP02

Business Objects Integration Scenario 3
Apps with UI Embedded Xcelsius Components
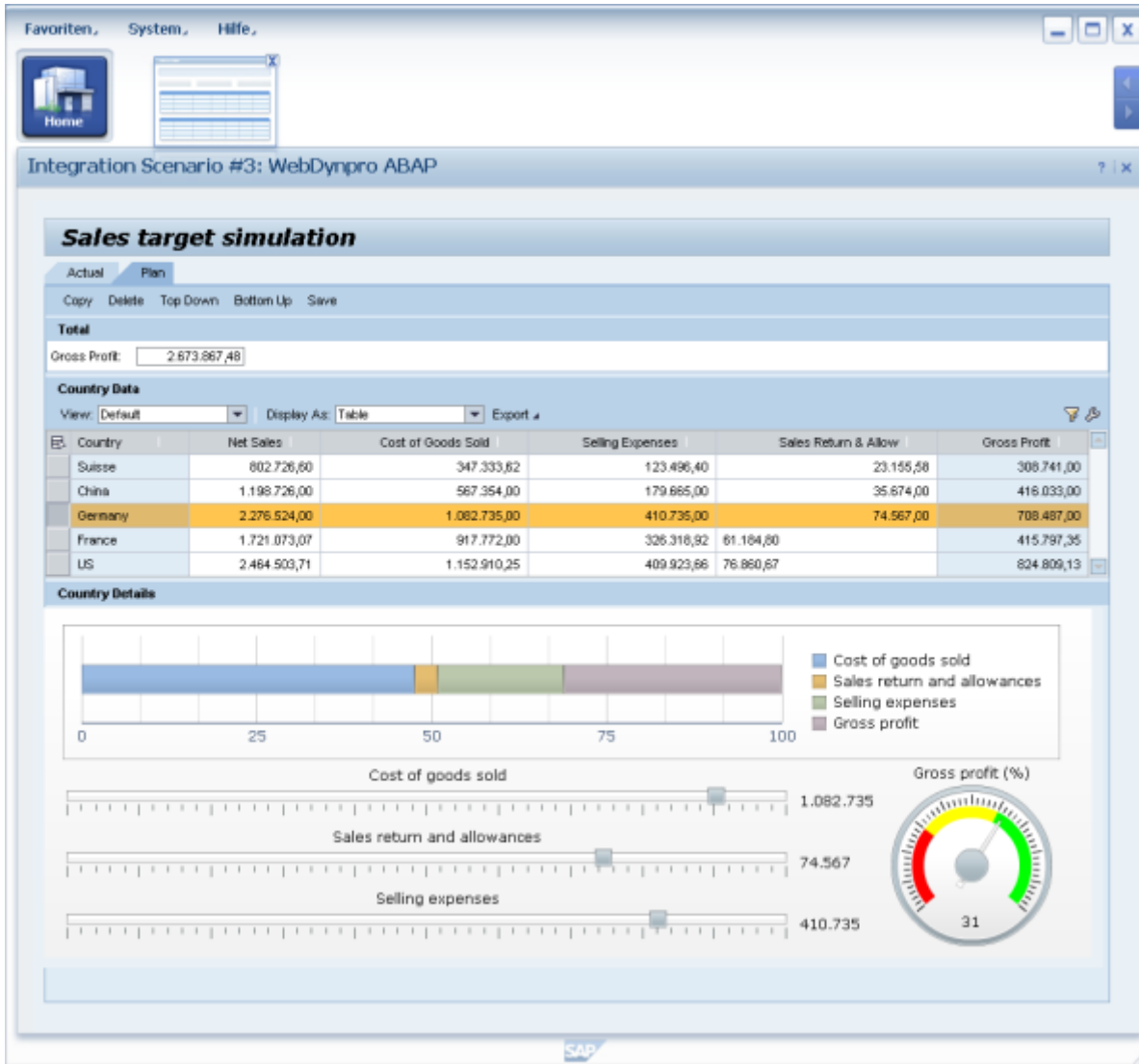
Central idea:

- Xcelsius components become part of SAP Business Suite applications.

- Web Dynpro UI Islands for Flash (Flash Islands) will be used for this (respective BSP solution used for SAP CRM).

Key rational:

- Showing tight application and UI integration of Analytical Components based on Xcelsius.

- One- and two-way communication between application and integrated Analytical Component is supported.

Past Suite Analytics Architecture (< ERP 6.03)
Separate vertical stacks for ES, OLTP, BW
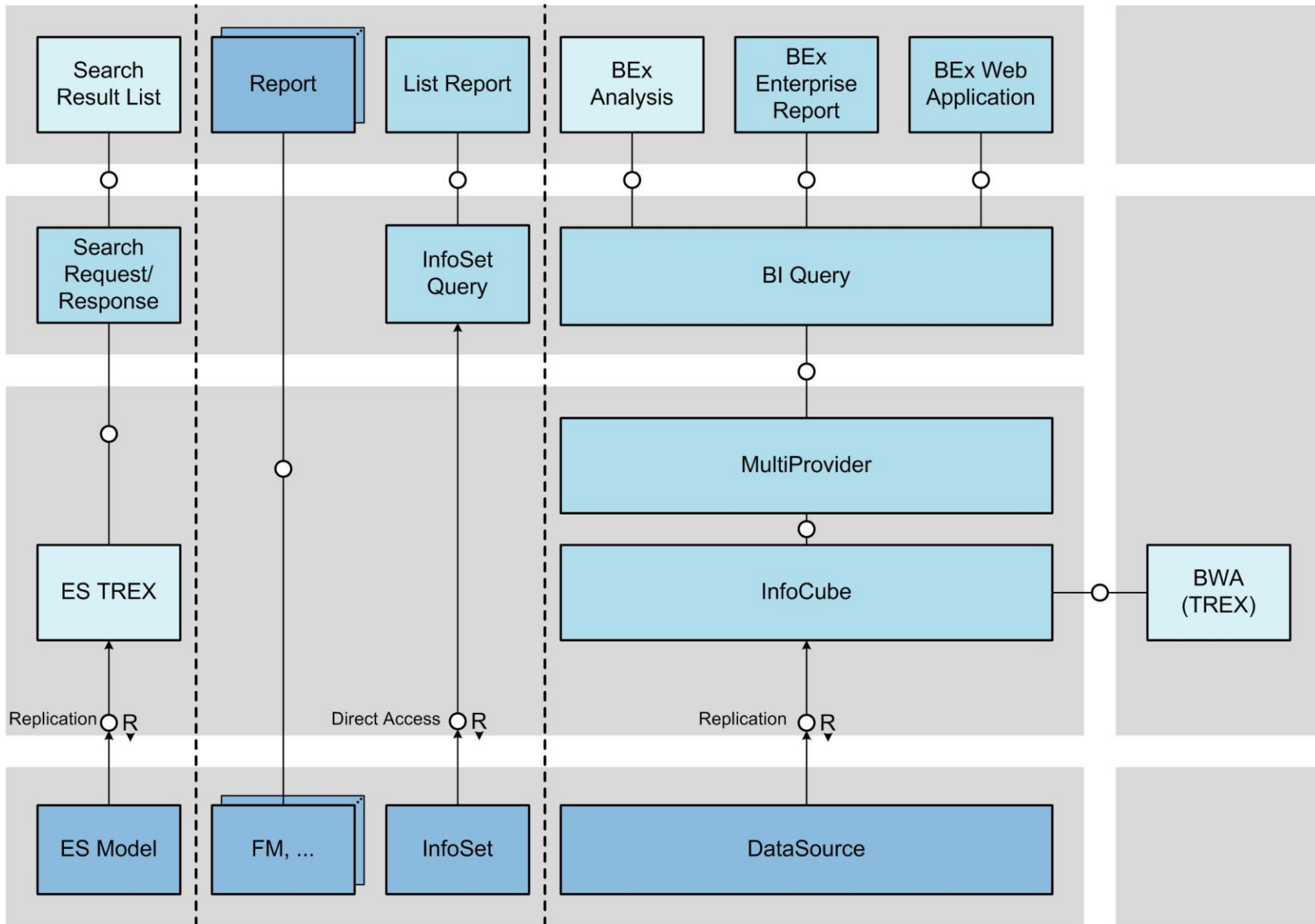
Suite Analytics Architecture in BS7i2010
BI Query as Unified Interface for Analytical Frontends
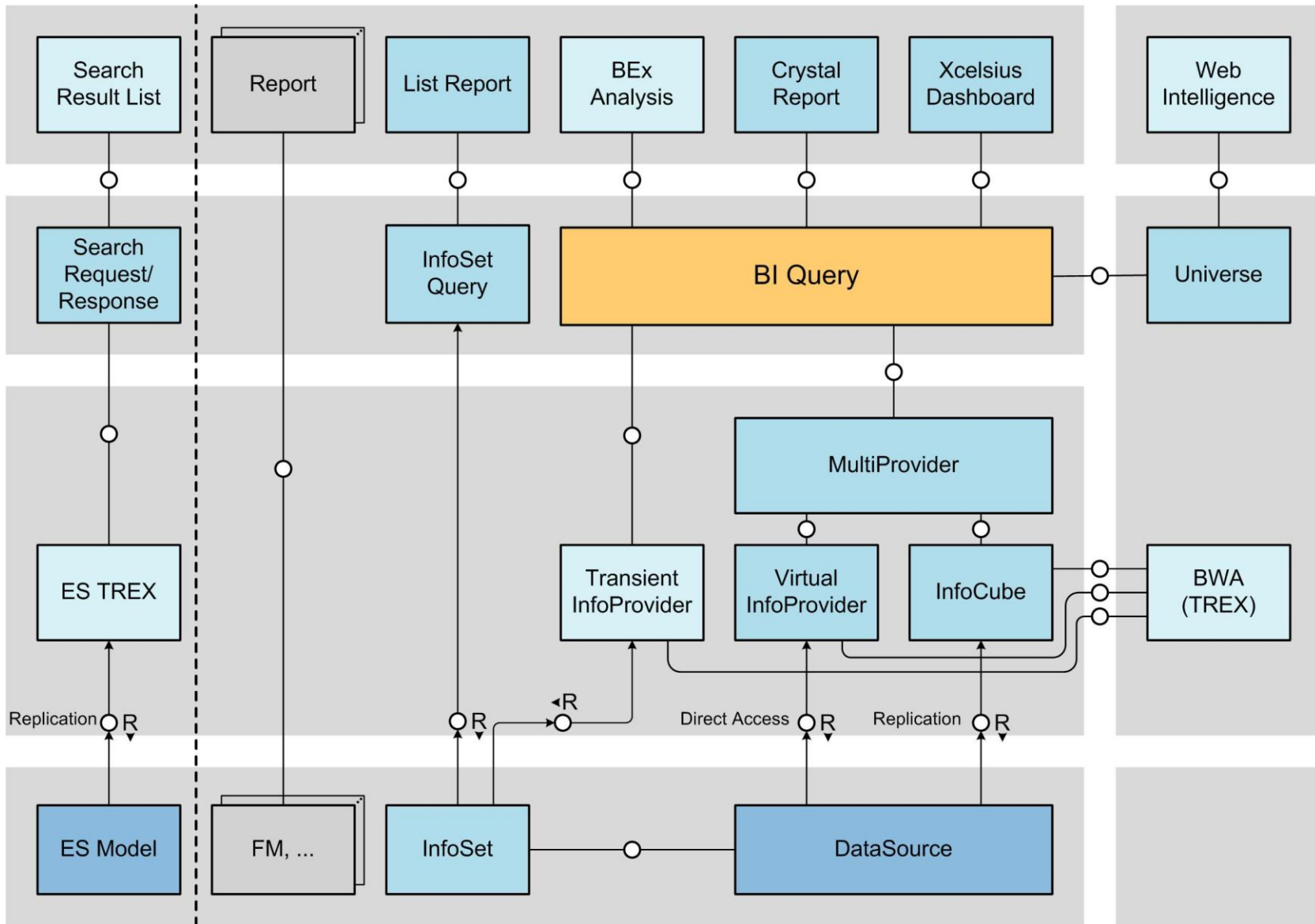
Suite Analytics Architecture in BS7i2011
Unified Data Provisioning for Analytics & Search via ODP
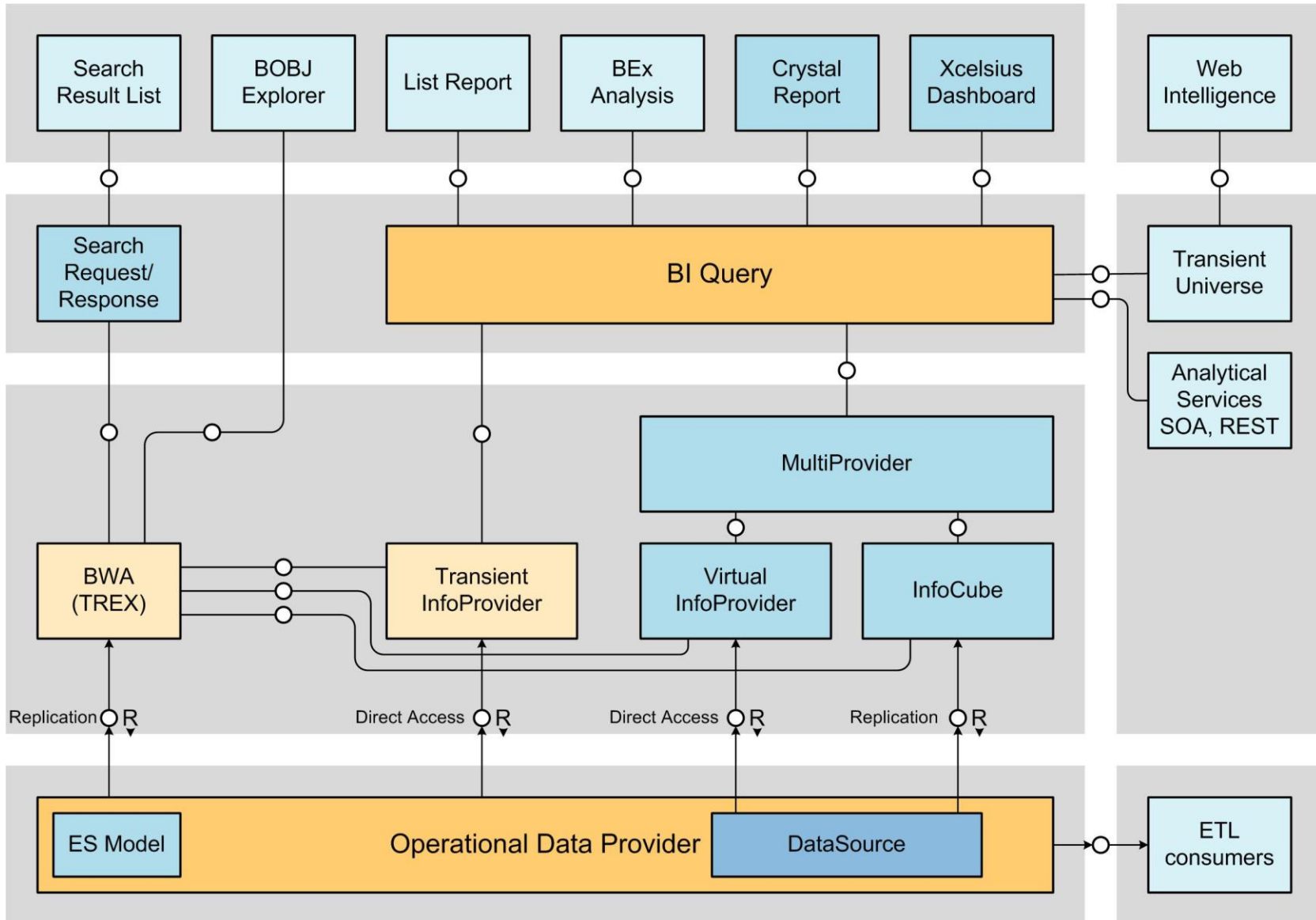
Agenda

1. Financial Analytics – Overview
2. Technical Architecture
3. **Details**

   3.1 Xcelsius Dashboards in SAP Collections Management

   3.2 Xcelsius Dashboards in SAP Credit Management

   3.3 Xcelsius Dashboards in SAP Dispute Management

   3.4 Xcelsius Dashboards in SAP Cash Management

   3.5 Crystal Reports in SAP FI-GL,FI-AR,FI-AP,FI-AA,CO…

Financial Supply Chain Management with SAP
SAP Collections Management

| SAP Credit Management | SAP Biller Direct (Electronic Bill Present-ment and Payment) | SAP Dispute Management | SAP Collections Management |

| Check Credit Worthiness | Issue Invoice | Forecast Cash | Finance Working Capital | Resolve Disputes | Collect Cash | Settle & Pay | Reconcile |

Order-to-Cash

Establish a customer centric receivables management with SAP Collections Management

- Evaluate, identify and prioritize accounts
- Collect receivables proactively
- Process optimization for high volumes of open items

Dashboard "SAP Collections Management: Overview"

Focus:

Get a quick 360° overview about the situation in receivables collections

KPI:

Amounts to be collected versus amounts collected,
DSO versus payment terms,
collection activities,
degree of worklist processing

Selection by:

Collection segment,
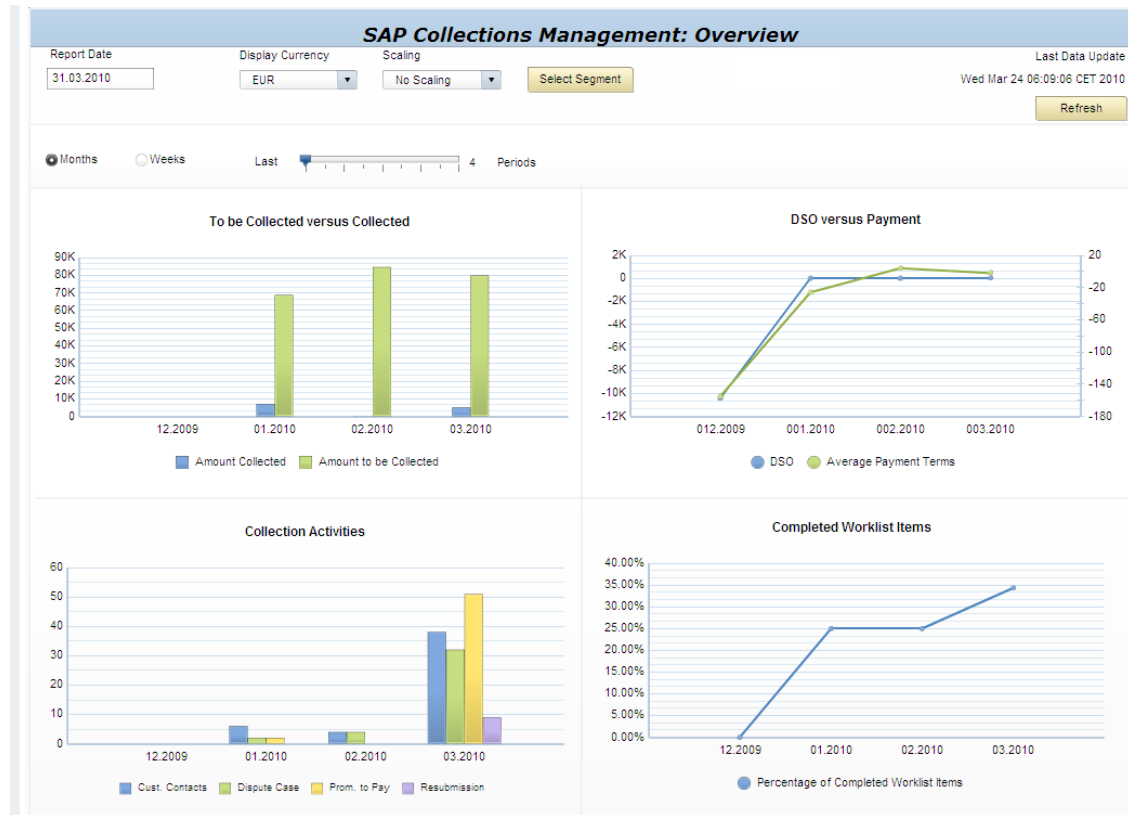
Technical name:

0XC_COLLECTION_MANAGEMENT_D01

Used BI queries:

0CLM_M10_Q0001
0CLM_IS07_Q0001
0CLM_M20_Q0001

Dashboard "SAP Collections Management: Outstanding versus completed Collections"

Focus:

Check if collections groups and collection specialist met their collection targets (according to amount)

KPI:

Amounts to be collected / amounts collected by collection group and by specialist

Selection by:

Collection segment, collection group,
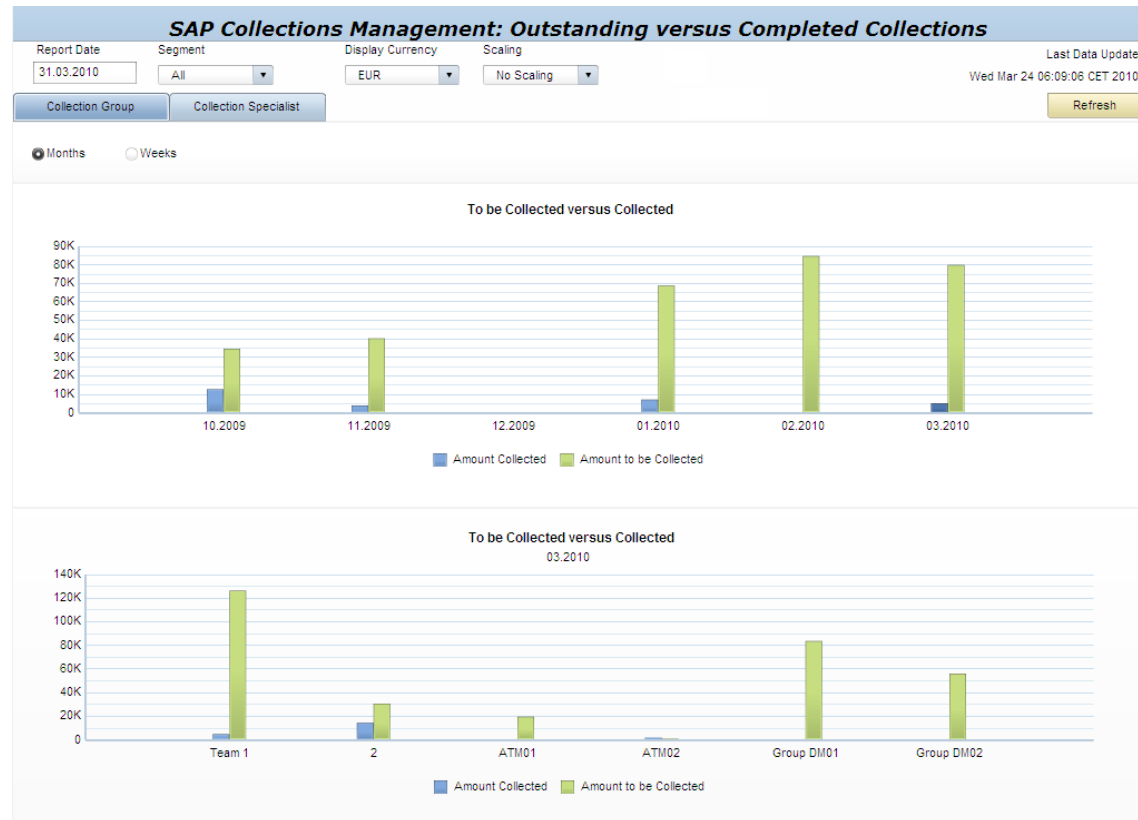
Technical name:
0XC_CLM_M10_01

Used BI queries:
0CLM_M10_Q0001
0CLM_M10_Q0002

Dashboard "SAP Collections Management: Collection Activity Counters"

Focus:

Check quantity of customer contacts and what was done in detail during customer contact by collection groups / by collection specialists

KPI:

Number of customer contacts; number of promises to pay, dispute cases, resubmission created during customer contacts

Selection by:

Collection segment, collection group,
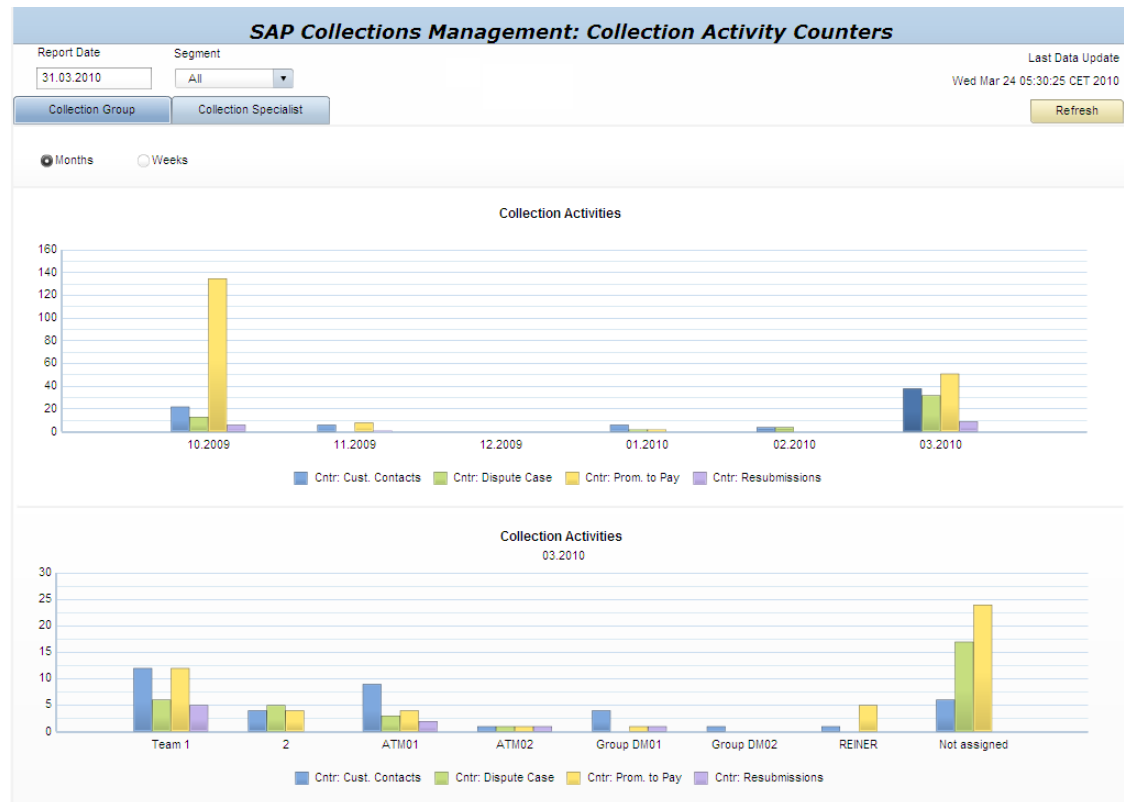
Technical name:

0XC_CLM_MC2_Q0002

Used BI queries:

0CLM_M20_Q0001
0CLM_M20_Q0002

Dashboard "SAP Collections Management: Evaluate Completion Rates"

Focus:

Check if collections groups and collection specialist manage to complete their worklists (according to amount)

KPI:

Ratio of completed worklist entries by priority and by collection group / specialist

Selection by:

Collection segment, collection group,
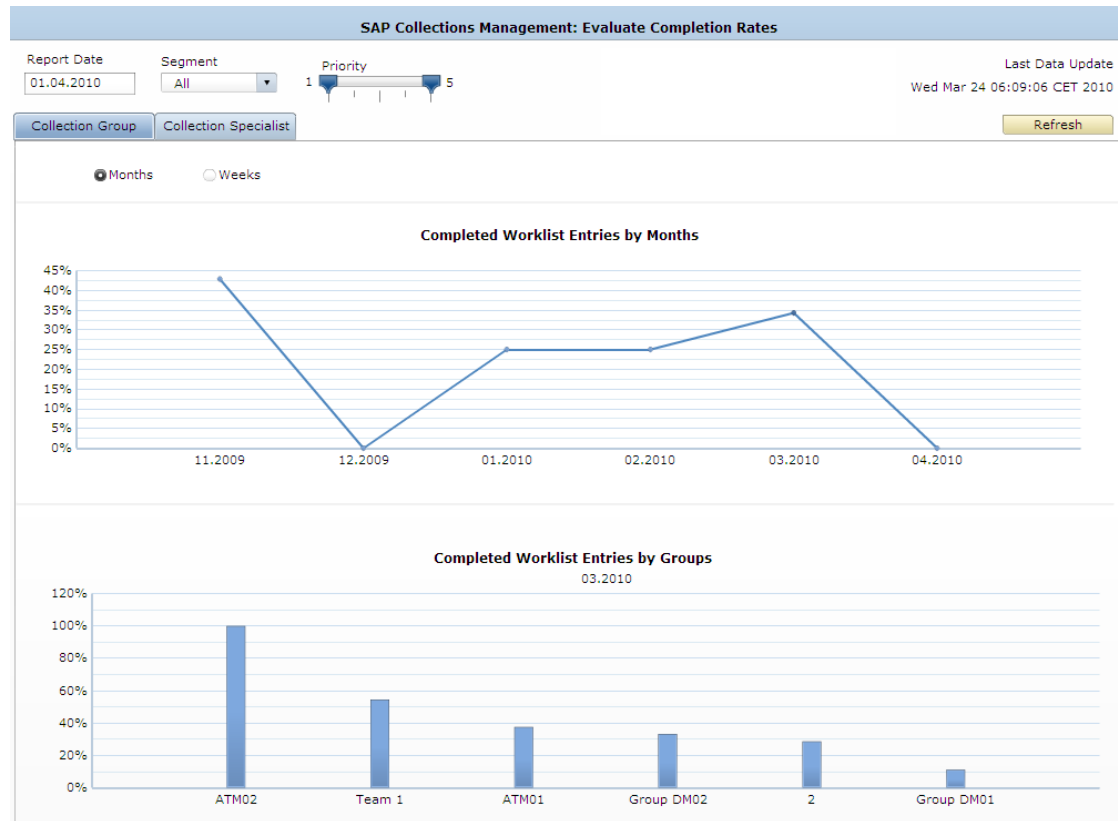
Technical name:

0XC_CLM_M10

Used BI queries:

0CLM_M10_Q0001
0CLM_M10_Q0003

Dashboard "SAP Collections Management: Compare Instances and Amounts"

Focus:

Check if collections groups and collection specialist have the right balance between collection activities (instances) and actually collected receivables (amounts)

KPI:

Number of customer contacts resubmissions, promised amounts and disputed amounts by collection group / specialist

Selection by:

Collection segment, collection group,
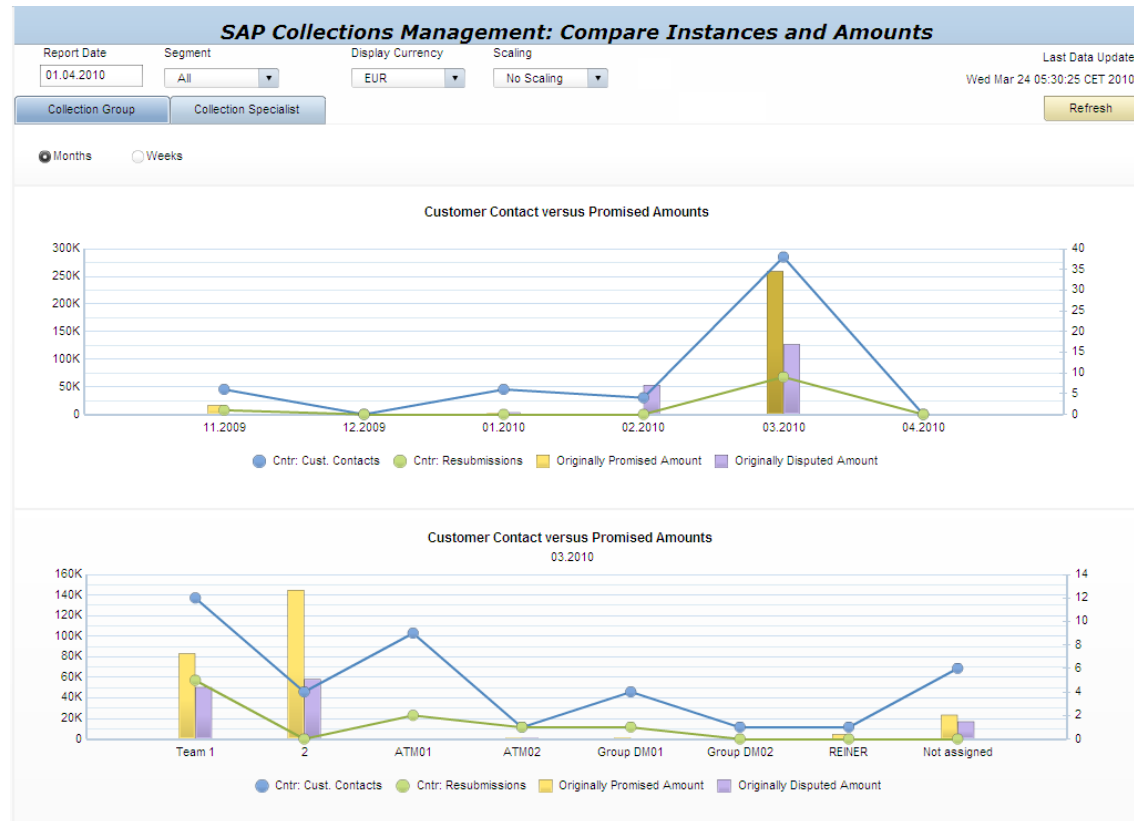
Technical name:

0XC_CLM_M20

Used BI queries:

0CLM_M20_Q0001
0CLM_M20_Q0002

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1. Financial Analytics – Overview
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Financial Supply Chain Management with SAP
SAP Credit Management
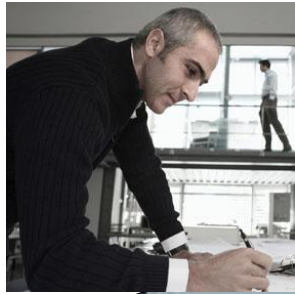
SAP Credit Management

SAP Biller Direct (Electronic Bill Present-ment and Payment)

SAP Dispute Management

SAP Collections Management

| Check Credit Worthiness | Issue Invoice | Forecast Cash | Finance Working Capital | Resolve Disputes | Collect Cash | Settle & Pay | Reconcile |

Order-to-Cash

Increase the financial visibility of your customer base with SAP Credit Management

- Control your customer's credit exposure
- Optimize terms for your customers
- Reduce amount of bad or doubtful debt

Dashboard SAP Credit Management

Focus:

Monitor customer credit exposure and credit limit utilization by credit segment and by customer risk class

KPI:

Credit exposure, total of credit limits assigned, average credit limit utilization

Selection by:

Credit segment,
Risk class
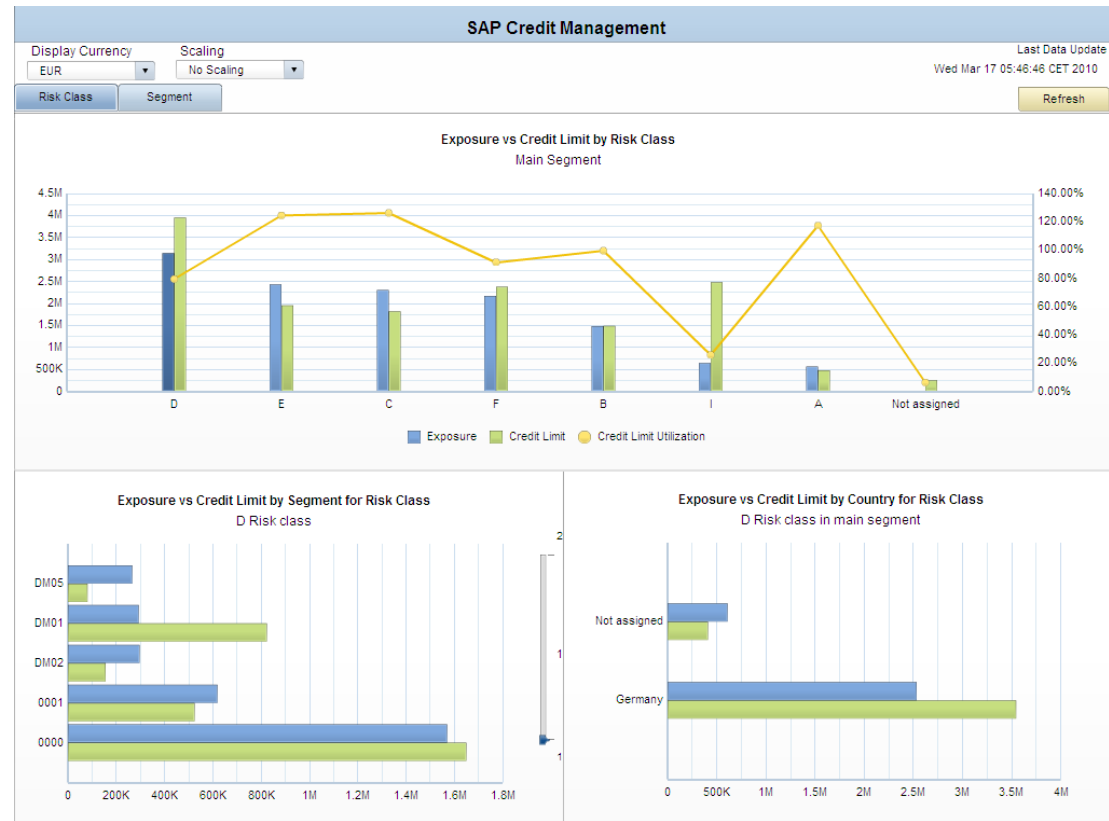
Technical name:
0XC_CDM_M10_D01

Used BI queries:
0CDM_M10_Q0001

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1. Financial Analytics – Overview
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   3.1 Xcelsius Dashboards in SAP Collections Management

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   3.4 Xcelsius Dashboards in SAP Cash Management

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Financial Supply Chain Management with SAP
SAP Dispute Management

SAP Credit Management

SAP Biller Direct (Electronic Bill Present-ment and Payment)

SAP Dispute Management

SAP Collections Management

| Check Credit Worthiness | Issue Invoice | Forecast Cash | Finance Working Capital | Resolve Disputes | Collect Cash | Settle & Pay | Reconcile |

Order-to-Cash

Reduce DSO (Days Sales Outstanding) and increase customer profitability with SAP Dispute Management

- Identify issues and disputes earlier in the payment cycle
- Track and monitor reasons that drive DSO Streamline process of dispute resolution

Dashboard "SAP Dispute Management: Overview"

Focus:

Get a quick 360° overview about arisen disputes and the dispute resolution process

KPI:

Number of disputes created, total disputed amounts; number of disputes credited / written-off / paid; disputed amounts which were later credited / written-off / paid; ratio of disputed amounts of total AR; average days of resolution

Selection by:

Company code, case type, category, reason code, coordinator, person responsible, processor
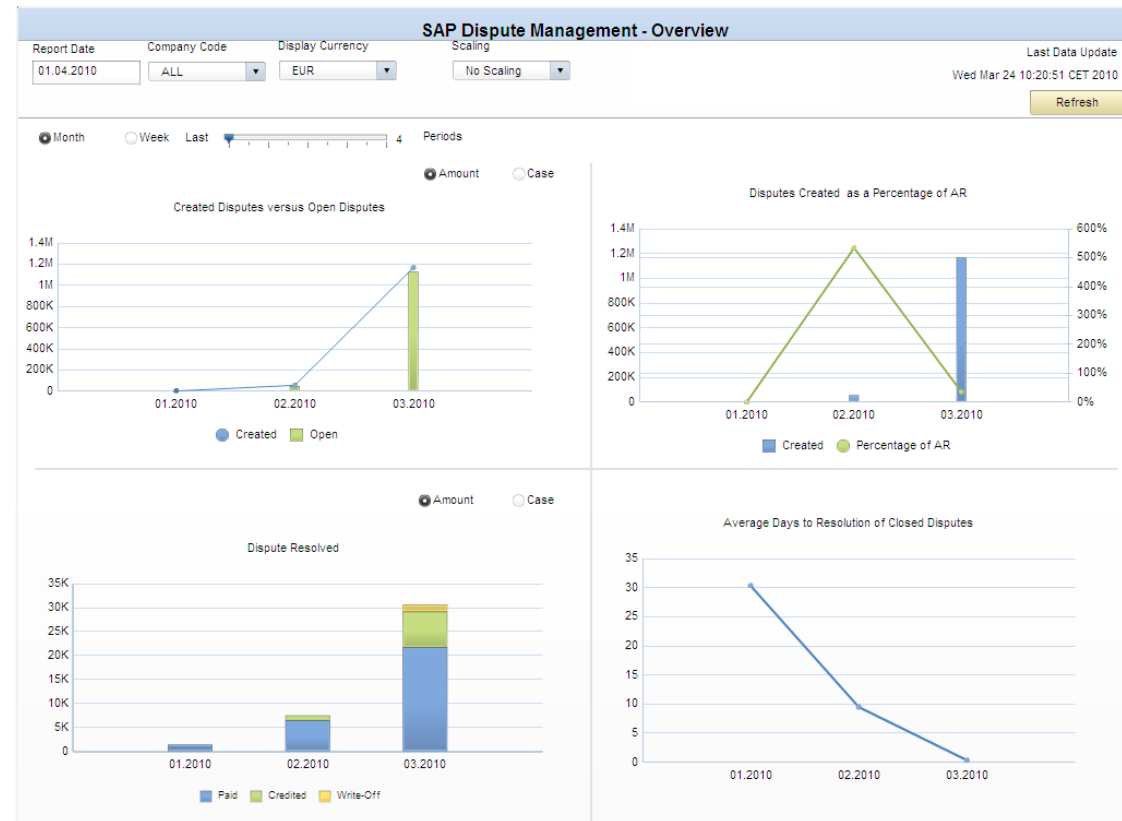
Technical name:

0XC_DISPUTE_MANAGEMENT_D01

Used BI queries:

0DPM_M10_Q0001
0DPM_M20_Q0001

Dashboard "SAP Dispute Management – Open Disputes versus Created Disputes by Team"

Focus:

Check workload of team members in various roles

KPI:

Number of disputes created, originally disputed amounts of disputes created; number of disputes open, disputed amounts of open disputes

Selection by:

Company code, coordinator, person responsible, processor

Technical name:

0XC_DISPUTE_MANAGEMENT_D02

Used BI queries:

0DPM_M10_Q0001
0DPM_M10_Q0002

Dashboard "SAP Dispute Management – Resolved Disputes by Team"

Focus:

Check how disputes got resolved by team members in various roles

KPI:

Number of disputes resolved, originally disputed amounts of disputes resolved; number of disputes credited / written-off / paid; disputed amounts which were later credited / written-off / paid

Selection by:

Company code, coordinator, person responsible, processor
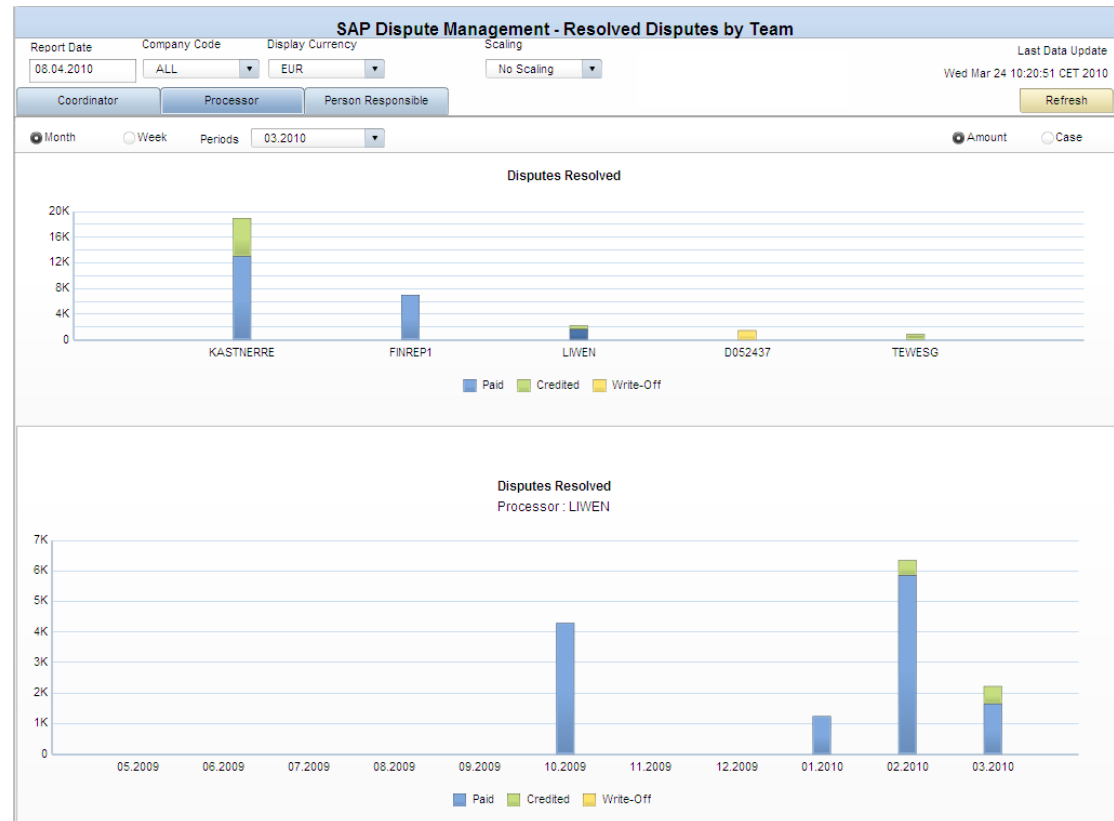
Technical name:

0XC_DISPUTE_MANAGEMENT_D03

Used BI queries:

0DPM_M10_Q0001
0DPM_M10_Q0003

Dashboard "SAP Dispute Management – Average Days to Resolution by Team"

Focus:
Check how long it took to resolve disputes by team members in various roles

KPI:
Average number of days to resolve disputes

Selection by:
Company code, coordinator, person responsible, processor
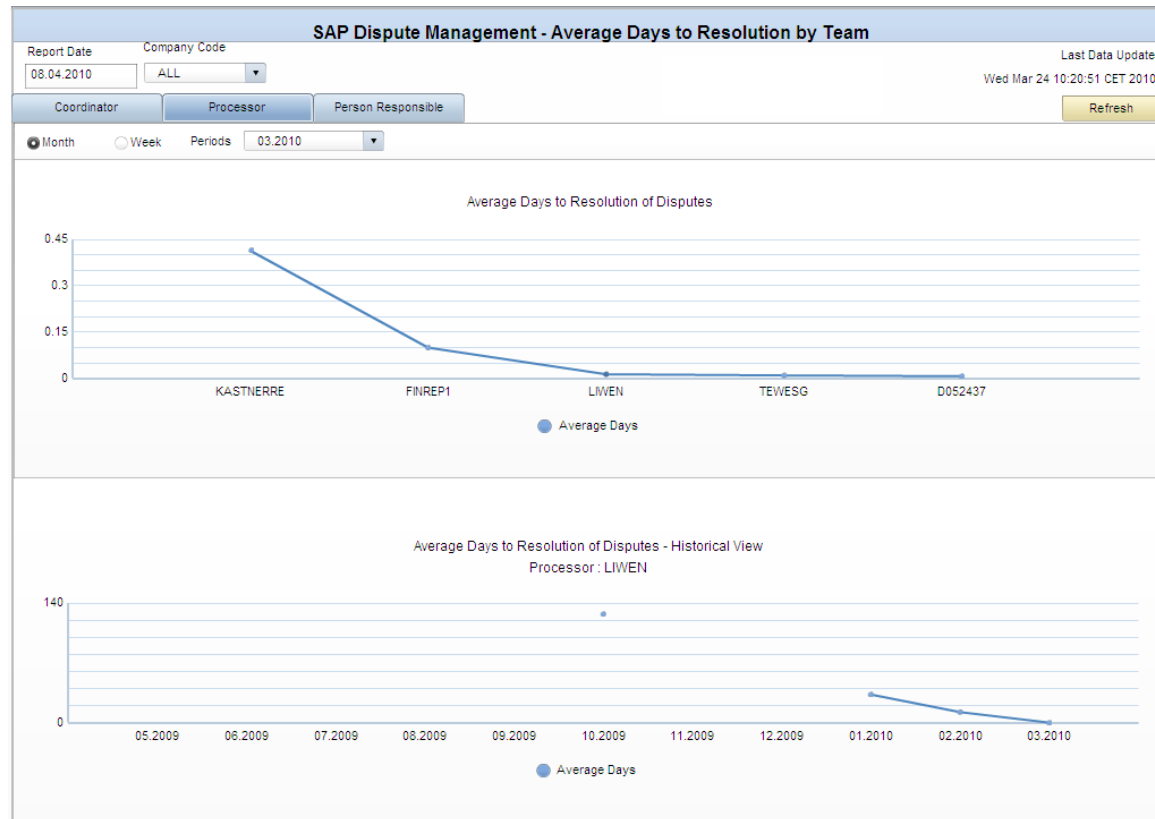
Technical name:
0XC_DISPUTE_MANAGEMENT_D04

Used BI queries:
0DPM_M10_Q0001
0DPM_M10_Q0004

Dashboard "SAP Dispute Management: Open Disputes versus Created Disputes by Category"

Focus:

Check main dispute case categories and dispute case reason codes of disputes (in absolute numbers and disputed amounts)

KPI:

Number of disputes credited / written-off / paid; disputed amounts which were later credited / written-off / paid

Selection by:

Company code, dispute case categories, dispute case reason codes

Technical name:

0XC_DISPUTE_MANAGEMENT_D05

Used BI queries:

0DPM_M10_Q0001
0DPM_M10_Q0002

Dashboard "SAP Dispute Management: Resolved Disputes by Category"

Focus:

Check how disputes of various dispute case categories and with various dispute case reasons got resolved

KPI:

Number of disputes credited / written-off / paid; disputed amounts which were later credited / written-off / paid

Selection by:

Company code, dispute case categories, dispute case reason codes
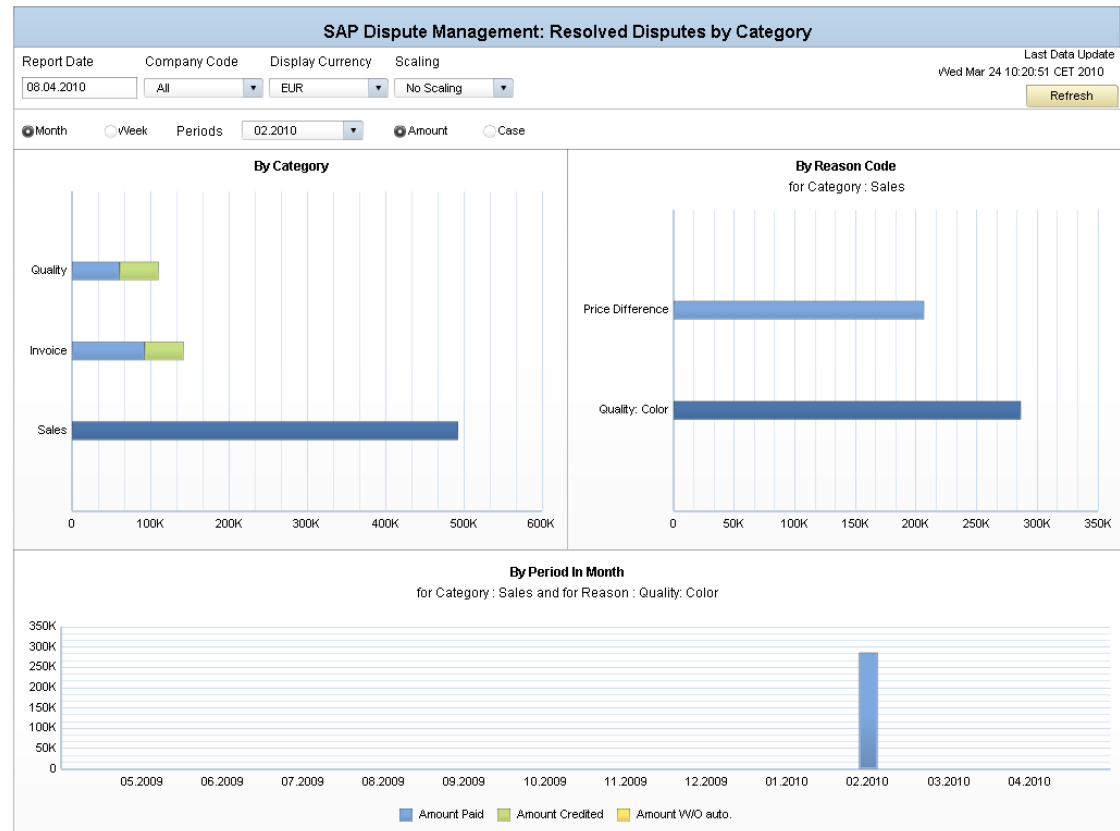
Technical name:

0XC_DISPUTE_MANAGEMENT_D06

Used BI queries:

0DPM_M10_Q0001
0DPM_M10_Q0002

Dashboard "SAP Dispute Management: Average Days to Resolution by Category"

Focus:

Check how long it takes on average to resolve disputes of various dispute case categories and with various dispute case reasons

KPI:

Average number of days to resolve disputes

Selection by:

Company code, dispute case categories, dispute case reason codes
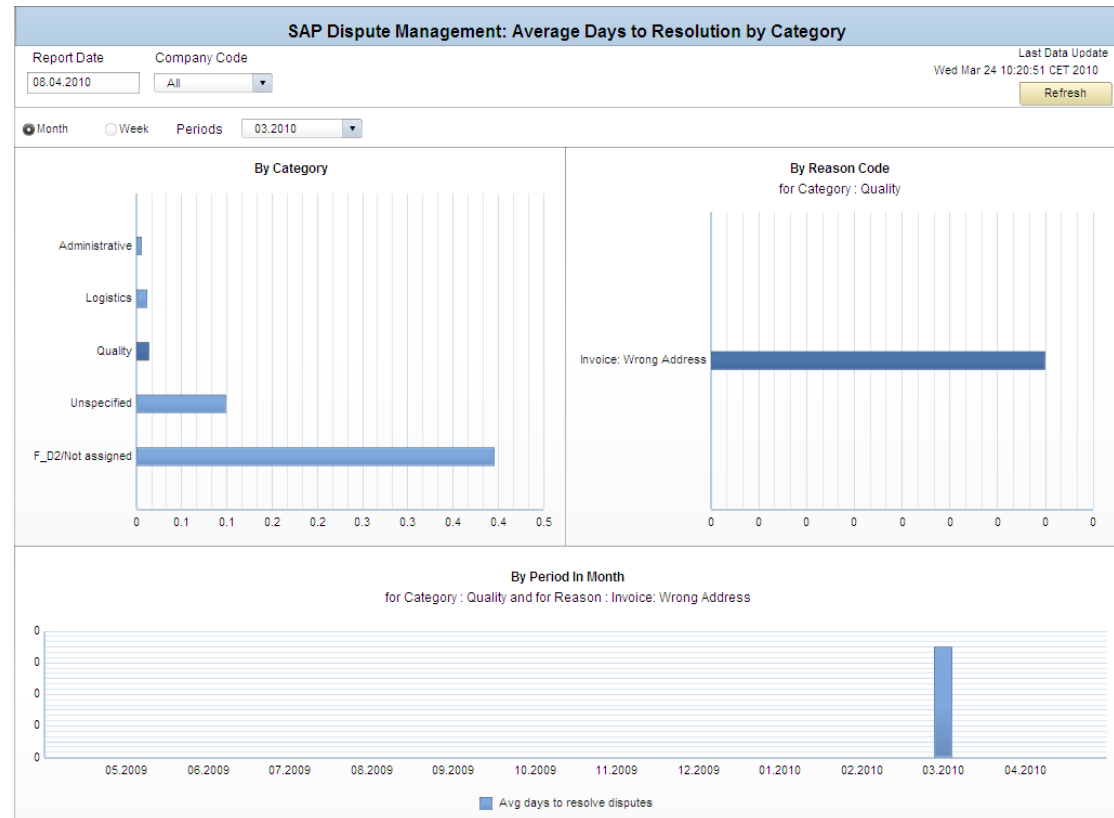
Technical name:

0XC_DISPUTE_MANAGEMENT_D07

Used BI queries:

0DPM_M10_Q0001
0DPM_M10_Q0004

Dashboard "SAP Dispute Management: Disputes Created as Percentage of Accounts Receivables by Category"

SAP

Focus:

Check dispute case categories and dispute case reason codes of disputes relative to the total receivables

KPI:

Ratio of total disputed amounts relative to total receivable amounts (=invoicing volume)

Selection by:

Company code, dispute case categories, dispute case reason codes
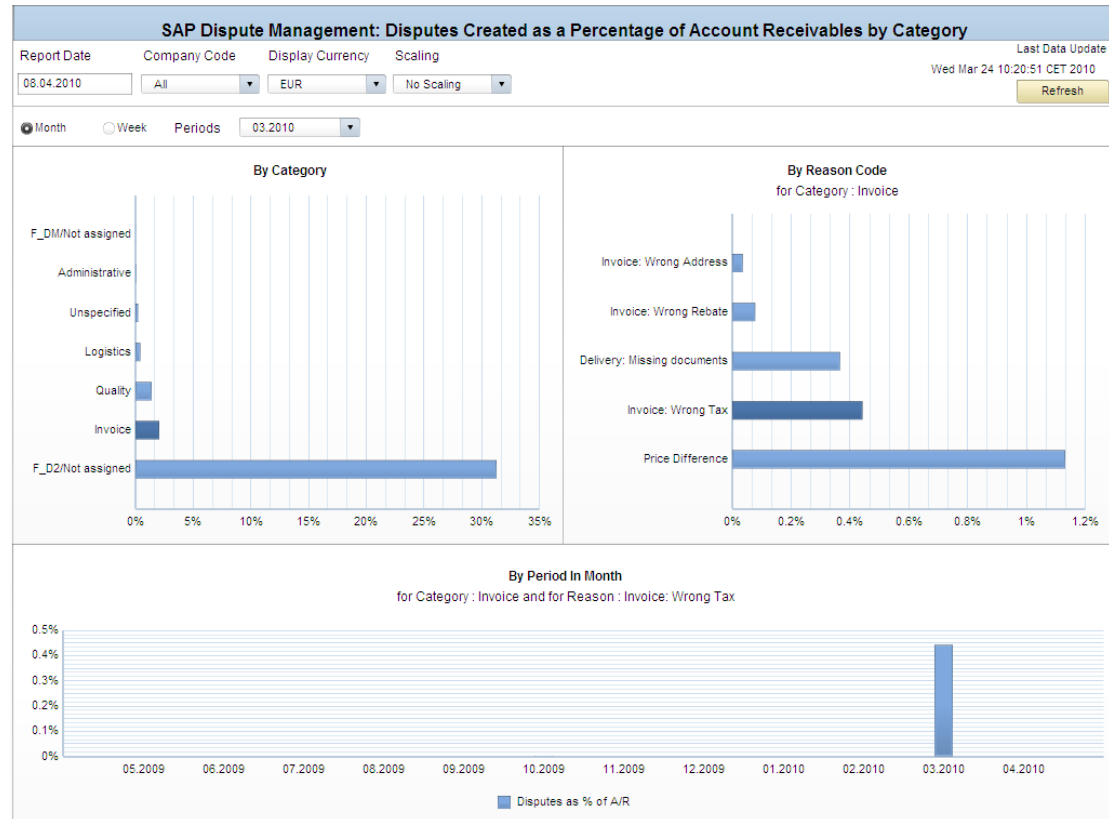
Technical name:

0XC_DISPUTE_MANAGEMENT_D08

Used BI queries:

0DPM_M20_Q0001
0DPM_M20_Q0002

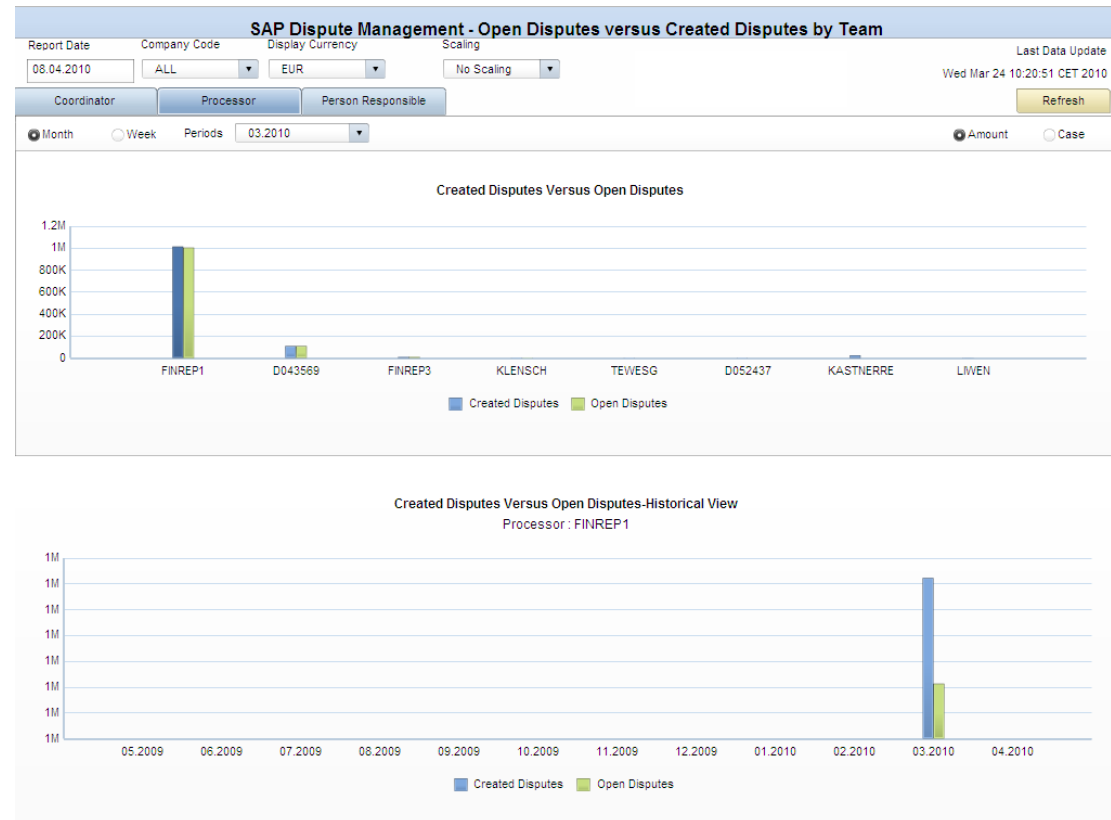# Dashboard "SAP Dispute Management: Open Disputes versus Created Disputes by Region"

Focus:
Check how disputes of various dispute case categories and dispute case reason codes spread over different regions and countries (in absolute numbers and disputed amounts) to detect regional patterns

KPI:
Number of disputes created, originally disputed amounts of disputes created; number of disputes open, disputed amounts of open disputes

Selection by:
Company code, region, country

Technical name:
0XC_DISPUTE_MANAGEMENT_D09

Used BI queries:
0DPM_M10_Q0002

Dashboard "SAP Dispute Management: Resolved Disputes by Region"

Focus:

Check how disputes in different regions and countries got resolved (in absolute numbers and by amounts) to detect regional patterns

KPI:

Number of disputes credited / written-off / paid; disputed amounts which were later credited / written-off / paid

Selection by:

Company code, region, country
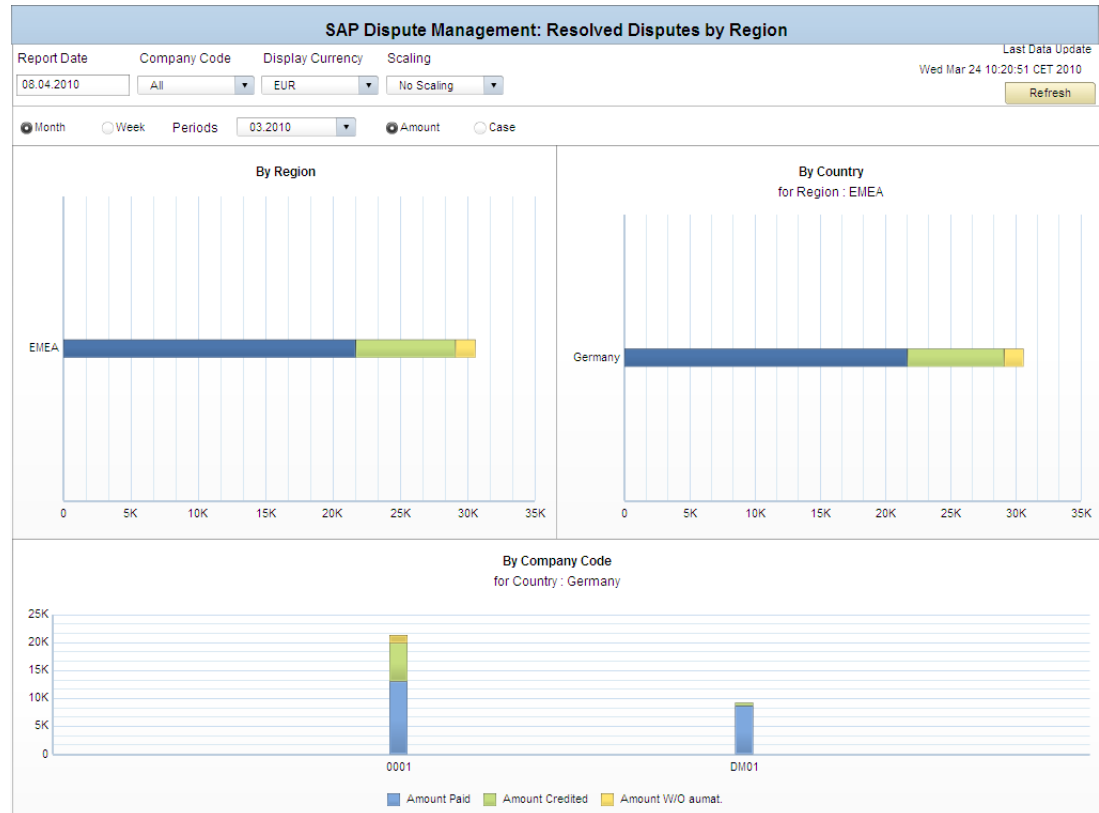
Technical name:

0XC_DISPUTE_MANAGEMENT_D10

Used BI queries:

0DPM_M10_Q0003

Dashboard "SAP Dispute Management: Average Days to Resolution by Region"

Focus:

Check how long it takes on average to resolve disputes in different regions and countries to detect regional patterns

KPI:

Average number of days to resolve disputes

Selection by:

Company code, region, country
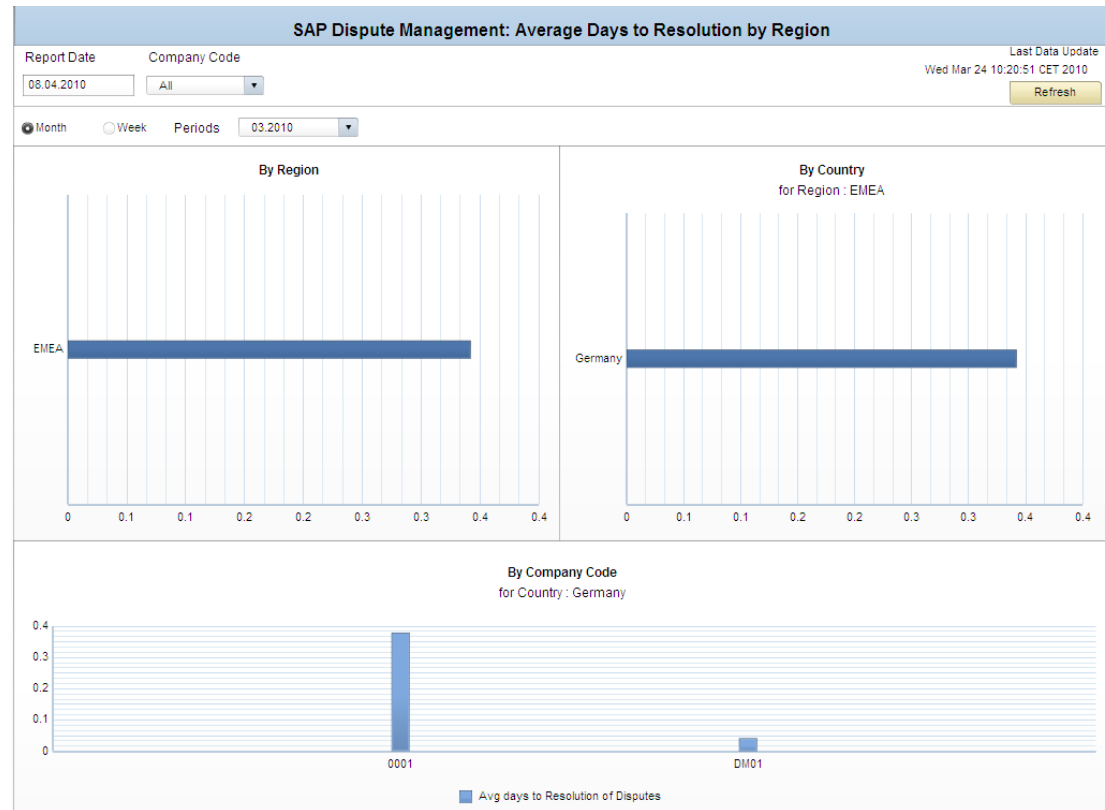
Technical name:

0XC_DISPUTE_MANAGEMENT_D11

Used BI queries:

0DPM_M10_Q0004

Dashboard "SAP Dispute Management: Disputes Created as Percentage of Accounts Receivables by Region"

Focus:

Check the ratios of disputed amounts relative to the total receivables in different regions and countries to detect regional patterns

KPI:

Ratio of total disputed amounts relative to total receivable amounts (=invoicing volume)

Selection by:

Company code, region, country
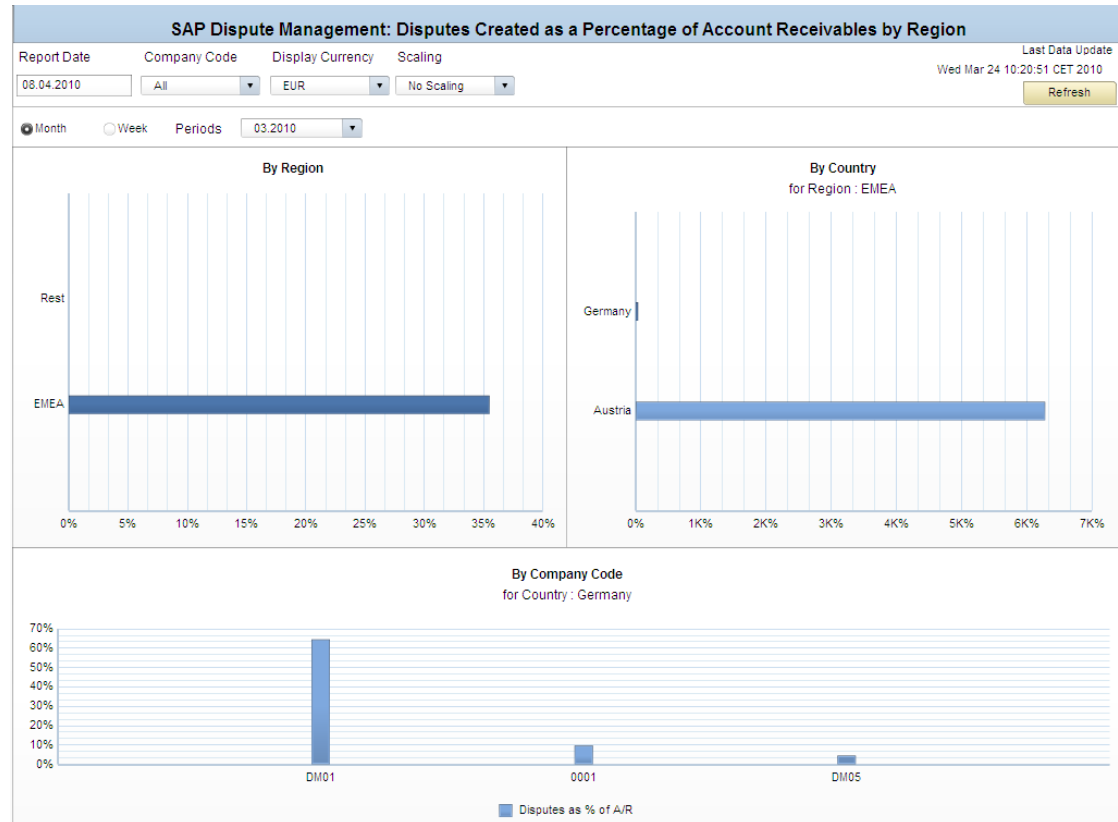
Technical name:

0XC_DISPUTE_MANAGEMENT_D12

Used BI queries:

0DPM_M20_Q0002

Agenda

1. Financial Analytics – Overview
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Manage Cash: Process Overview

Every day the Cash Manager needs to finalize the cash disposition for today. Based on the bank balances of this morning, the outgoing and incoming payments of that day and the resulting bank balances predicted for this evening, a "clean" surplus can be invested or a deficit can be avoided.

Process steps

Cash Management and Short-Term Disposition

1 Inbound Data	2 Reconciliation/ Clearing	3 Outgoings/ Paym. Factory	4 Outbound Data	5 Cash Position/ Forecast	6 Investment Proposal
■ Import Bank Statements, lockbox statements etc. ■ Determination of bank account balances based on value date	■ Reconcile yesterday's Cash Position (value date) ■ Book and offset today's Bank Balances (posting date) ■ moving funds to concentrate balances	■ Centralize external payments, process payments on behalf of subsidiaries ■ Batching and Grouping ■ Approval Workflow and Signature	■ Send payment files to bank	■ Daily Cash Position with balances and transactions on bank accounts ■ Short- /Mid-term (e.g. 3 months) liquidity including sub-ledgers and operational data to determine investment or borrowing needs	■ Short-term investment decision (money market deal, ..), credit line ■ Pool cash and invest to maximize interest income ■ Long Term (stocks, bonds, loans)

Status Tracking and Monitoring Payments

Cash Management provides visibility into and control over short to mid-term cash flows and forecasts and manages cash to ensure the enterprise has sufficient liquidity to fund its operating activities. This dashboard covers the analytical part (step 5) of the cash management process

Xcelsius Dashboards
SAP Cash Management

SAP

In **SAP Cash Management** there is a new dashboard are available with EhP5. This dashboard give you information in four tabs:

- Get overview on actual and plan cash position in the past several days or weeks and the next few days /weeks to come. Details on planning levels and regions available for selected day.

- Display cash position in transaction currency and simulate display currency according to the a variable exchange rate.

- Check current cash position by bank group and list bank accounts of this bank group.

- Get an overview on cash position by company code. Details per company code on bank groups and currencies.

Use Case for: Cash Management Dashboard

Cash Manager

CFO

Check Cash Position

- Check actual and planed cash position of today and going back and forward several days or weeks.
- Check plan cash position in the near future.
- Check actual + plan cash position by planning level.
- Check actual + plan cash position by region.

Simulate Currency Exchange Rate

- Display cash position in transaction currency.
- Display cash position in display currency.
- Simulate change of currency exchange rate.
- Save scenarios of simulated exchange rate changes and their effect on the cash exposure.
- Display currency exposure by currency.
- Display currency exposure by region.

Check Cash Position by Bank Group

- Check current cash position by bank group.
- Drill down into bank account from bank group.
- Drill down into trends with historical and future data from bank group.

Check Cash Position by Company Code

- Check current cash position by company code.
- Drill down into cash position by bank group and company code.
- Drill down into cash position by currency from company code.

Tab "Position Analysis"

Focus:

Get overview on actual and plan cash position in the past several days or weeks and the next few days /weeks to come. Details on planning levels and regions available for selected day.

KPI:

actual and plan data,
by Plan Levels,
by Region

Selection by:
Grouping,
Display Currency,
Planned Currency

Technical name:
0XC_TRCM_M03

Used BI queries:
0TRCM_M03_Q0001
0TRCM_M03_Q0002
0TRCM_M03_Q0003
0TRCM_M03_Q0004

Tab "Currencies"

Focus:

Display cash position in transaction currency and simulate display currency according to the a variable exchange rate.

KPI:

actual data,

Selection by:

Grouping,
Display Currency,

Cash Management

Company	Grouping	Report Date	Display currency	Planned Currency	Scaling	Last Data Update
All	DASHBOARD	02.03.2010	EUR	USD	no Scaling	Thu Apr 01 10:56:20 CEST 2010

Position Analys | Currencies | Bank Groups | Companies

Simulation Exchange Rate (%) ――――――― 0

Transaction Currency	Amount in Transaction Currency	Exchange Rate	Amount in Display Currency	Simulated Exchange Rate	Simulation in Display Currency
Total			-2625934		-2625934
EUR	-953720	1,00	-953720	1,00	-953720
USD	-795280	1,15	-691536	1,15	-691536
JPY	-49226000	134,51	-365952	134,51	-365952
CHF	-472260	1,54	-307561	1,54	-307561
CLP	-49226000	544,25	-90447	544,25	-90447
AUD	-151260	1,70	-88976	1,70	-88976
BRL	-150260	1,85	-81222	1,85	-81222
MXN	-492260	9,18	-53623	9,18	-53623
TWD	100000	2,00	50000	2,00	50000
ZAR	-150260	7,15	-21007	7,15	-21007

Exposure Summary by Currency

(Chart with currencies: EUR USD JPY CHF CLP AUD BRL MXN TWD ZAR INR GBP CAD BMD TRY SGD NZD HUF AED ILS CNY HKD DKK SEK CZK; y-axis from 200K to -1.2M)

■ Amount ■ Simulation

Technical name:
0XC_TRCM_M03

Used BI queries:
0TRCM_M03_Q0005
0TRCM_M03_Q0006
0TRCM_M03_Q0007

Tab "Bank Groups"

Focus:

Check current cash position by bank group and list bank accounts of this bank group.

KPI:

actual and plan data,
by Bank Account,
by Day

Selection by:

Grouping,
Display Currency,
Planned Currency
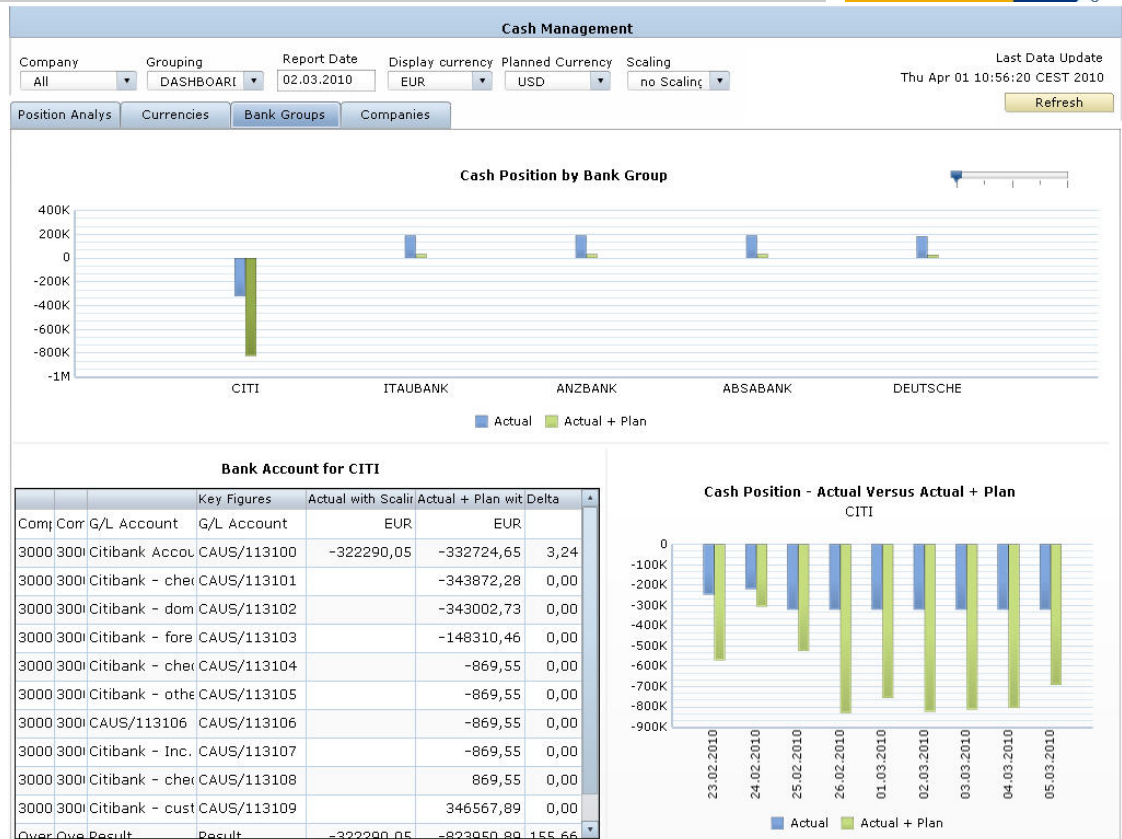
Technical name:
0XC_TRCM_M03

Used BI queries:
0TRCM_M03_Q0001
0TRCM_M03_Q0001
0TRCM_M03_Q0001

Tab "Companies"

Focus:

Get an overview on cash position by company code. Details per company code on bank groups and currencies.

KPI:

actual and plan data,
by Bank Group,
by Currency

Selection by:

Grouping,
Display Currency,
Planned Currency
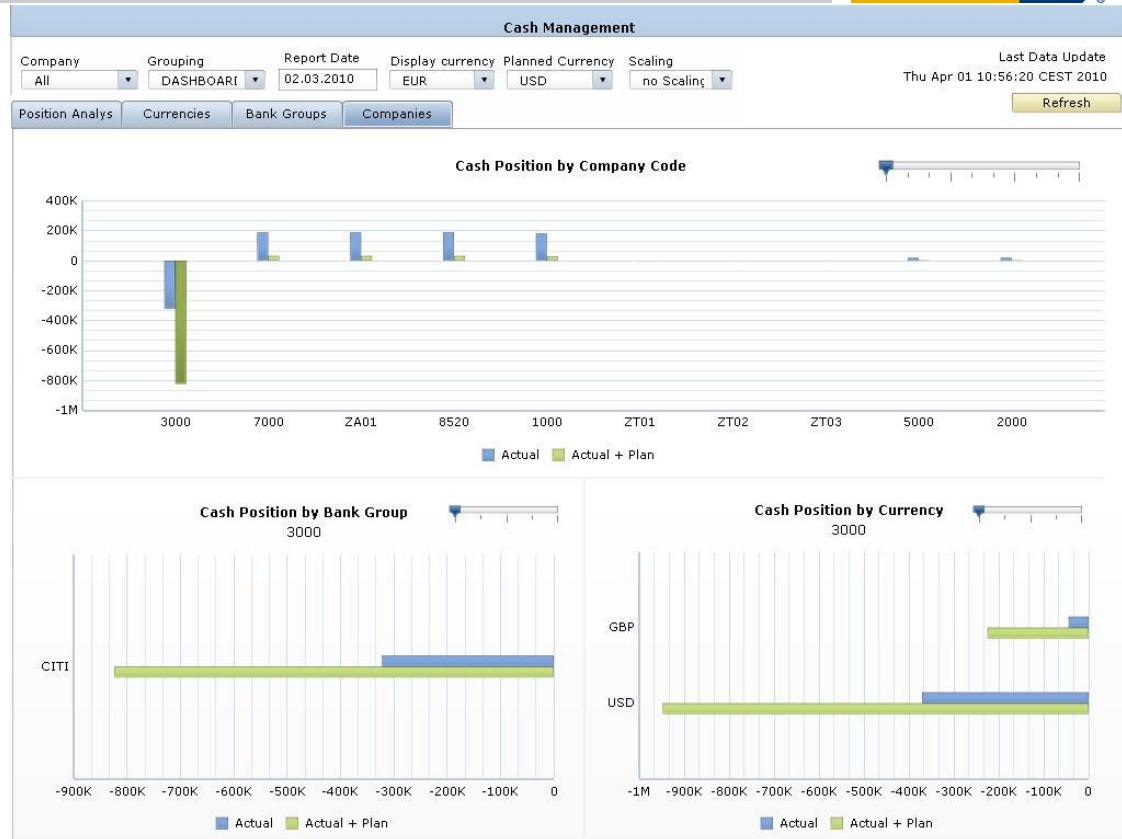
Technical name:
0XC_TRCM_M03

Used BI queries:
0TRCM_M03_Q0011
0TRCM_M03_Q0012
0TRCM_M03_Q0013

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   3.1 Xcelsius Dashboards in SAP Collections Management

   3.2 Xcelsius Dashboards in SAP Credit Management

   3.3 Xcelsius Dashboards in SAP Dispute Management

   3.4 Xcelsius Dashboards in SAP Cash Management

   3.5 Crystal Reports in SAP FI-GL,FI-AR,FI-AP,FI-AA,CO…

Crystal Reports
SAP FI-GL,FI-AR,FI-AP,FI-AA,CO...

In general, 16 new formatted reports are available:

- Balance Sheet
- Income Statement
- Cash Flow Statement
- Financial Statement Actual / Actual Comparison
- Account Balances
- Account Line Items
- Document Journal

- Customer DSO Analysis
- Customer Due Date Analysis
- Vendor Due Date Analysis

- Asset History Sheet
- Planned Depreciation

- Cost Centers: Actual/Plan/Variance – Cost Elements
- Orders: Actual/Plan/Variance – Cost Elements
- Orders: Cumulative Actual/Plan/Variance – Cost Elements
- Profitability Analysis: Operating Profit

Crystal Reports
Balance Sheet

SAP

Focus:
Formatted report for balance sheet

KPI:
Current Year,
Previous Year,

Selection by:
Fiscal Year,
Company Code,
Period,
Currency,
Ledger,
Profit Center

Balance Sheet — Fiscal Year: 2008 — Period: 12 — Ledger: 0L — Currency: EUR — Page 1 of 1

Last Data Update: 4/30/2009 — Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:

Assets	Current Year	Previous Year
Fixed Assets	5,185,260.40	5,181,104.40
Intangible Assets	0.00	0.00
Tangible Assets	5,185,227.40	5,181,104.40
Financial Assets	33.00	0.00
Current Assets	238,969,932.84	227,006,352.05
Stocks	238,561,492.49	226,732,787.01
Receivable and Other Assets	337,634.08	274,898.77
Securities	0.00	0.00
Cash	70,806.27	-1,333.73
Other Assets	200.00	200.00
Total Assets	244,155,393.24	232,187,656.45

Liabilities & Shareholders' Equity	Current Year	Previous Year
Capital and Reserves	-223,061,576.23	-211,148,129.58
Subscribed Capital	-400,000.00	-400,000.00
Capital Reserves	0.00	0.00
Profit Reserves	0.00	0.00
Retained Earnings	-222,661,576.23	-210,748,129.58
Provisions	9,989.50	10,025.00
Payables	-21,503,806.51	-21,449,551.87
Other Liabilities	400,000.00	400,000.00
Total Liabilities	-244,155,393.24	-232,187,656.45

Technical name:
0CR_FIGL_M30_Q0016_EN

Used BI queries:
0FIGL_M30_Q0016

Crystal Reports
Income Statement

Focus:
Formatted report for income statement

KPI:
Current Year,
Previous Year,

Selection by:
Fiscal Year,
Company Code,
Period,
Currency,
Ledger,
Profit Center

Income Statement

Fiscal Year: 2008   Period: 12   Ledger: 0L   Currency: EUR   Page 1 of 1

Last Data Update: 4/30/2009   Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:

	Current Year	Previous Year
Sales Revenues	59,253.00	34,586.00
Inventory Changes	1,450,304.00	18,812,020.00
Work Performed by the Group	0.00	400.00
Other Operating Income	144,164.00	110,537.00
Operating Revenues	**1,653,721.00**	**18,957,544.00**
Material Expenses	7,567,592.00	23,332,690.00
Personal Expenses	20,000.00	0.00
Depreciation	0.00	0.00
Other Operating Expenses	-800,354.00	-433,377.00
Operating Expenses	**6,787,238.00**	**22,899,313.00**
Operating Profit	**8,440,959.00**	**41,856,857.00**
Financial Revenue and Expenses	0.00	0.00
Non-operating Revenue and Expenses	0.00	0.00
Income before Taxes	**8,440,959.00**	**41,856,857.00**
Income Taxes	0.00	0.00
Net Income from Continuing Operations	**8,440,959.00**	**41,856,857.00**
Loss from Discontinued Operations	0.00	0.00
Net Income	**8,440,959.00**	**41,856,857.00**

Technical name:
0CR_FIGL_M30_Q0014_EN

Used BI queries:
0FIGL_M30_Q0014

Crystal Reports
Cash Flow Statement (Indirect Method)

SAP

Focus:

Formatted report for cash flow statement

KPI:

Current Year,
Previous Year,

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,
Profit Center

Cash Flow Statement (Indirect Method)

Ledger: 0L   Currency: EUR   Page 1 of 2

Last Data Update: 4/30/2009   Fiscal Year: 2008   Period: 12   Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:

(6) + Other items from P+L Statement			
Extraordinary Expenses		0.00	0.00
Extraordinary Income		0.00	0.00
Further items from P+L Statement		**0.00**	**0.00**

Operating Activities

(1) Net Income for the year (befor
Sales Revenue
Inventory Changes
Other operating income
Material Costs
Personal Costs
Depreciation
Other Operating Expenses
Operating Profit(new)
Extraordinary Income
Extraordinary Expenses
Tax w/o Income Tax
Net Income before Income Tax

(7) + Increase in short term payables			
Changes in Accr.Expense+Deferr.income		0.00	24.45
Changes for Payables for Goods & Services		-112,088.68	244,719,889.56
Changes in Down Payments received		48.00	-400.44
Increase in Short Term Payables		**112,041.00**	**-244,719,514.00**

(8) - Increase in short term receivables			
Changes in Receivables from Goods & Services		58,641.94	-57,891,882,625.34
Changes in Down Payments made		0.00	-1,168,602.00
Changes in Current Prepaid / Deferred items		0.00	0.00

(2) + Decrease in Value
Depreciation on assets
Amortization of Financial Assets
Optional additional items
Value Decrease

(3) - Increase in Value
Gains from retransfer of special ite
Value Increase

Cash Flow Statement (Indirect Method)

Ledger: 0L   Currency: EUR   Page 2 of 2

Last Data Update: 4/30/2009   Fiscal Year: 2008   Period: 12   Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:

(4) + Increase/ Decrease of Provis
Changes in Provision for Pension
Changes in Provision for Taxation
Changes in other Provisions
Changes in Provision

Operating Activities	Current Year	Previous Year
Increase in Short Term Receivables	**58,641.94**	**-57,893,051,227.34**

(5) - Investments
Increase in Stocks
Other capitalized gds/services on
Investments

Cash Flow		
Cash Flow	**9,944,626.00**	**57,707,264,457.00**

Technical name:
0CR_FIGL_M30_Q0015_EN

Used BI queries:
0FIGL_M30_Q0015

Crystal Reports
Financial Statement Actual / Actual Comparison

SAP

Focus:

Formatted report for financial statement actual/actual comparison

KPI:

Current Year,
Previous Year,
Variance,
Var.(%)

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,
Profit Center

Financial Statement: Actual/Actual Comparison

Last Data Update: 2009-5-14　　　　Printed by: on 2009-5-14

Selection Criteria

Company Code:	1000
Profit Center:	
Currency Type:	[0CURTYPE].[10]

Company Code: 1000 IDES AG　Currency Type: 10　Currency: EUR

Financial Statement Item	2008 Per. 1-16 0I	2007 Per. 1-16 0I	Variance	Var.(%)
Commercial balance sheet	.00	.00	.00	.00
A S S E T S	244,155,393.24	232,187,656.45	11,967,736.79	.05
Subscriptions to capital stock	200.00	200.00	.00	.00
Called	200.00	200.00	.00	.00
INT/50000	200.00	200.00	.00	.00
Fixed assets	5,185,260.40	5,181,104.40	4,156.00	.00
Tangible assets	5,185,227.40	5,181,104.40	4,123.00	.00
INT 1032010	125,223.00	125,100.00	123.00	.00
Acquisition value	125,223.00	125,100.00	123.00	.00
INT/1000	125,223.00	125,100.00	123.00	.00
Plant and machinery	4,099,600.00	4,095,600.00	4,000.00	.00
Acquisition value	4,075,400.00	4,071,400.00	4,000.00	.00
INT/11000	4,075,400.00	4,071,400.00	4,000.00	.00
Accumulated depreciation	24,200.00	24,200.00	.00	.00
INT/11010	24,200.00	24,200.00	.00	.00
Payments on account and tangib	400.40	400.40	.00	.00
Acquisition value	400.40	400.40	.00	.00

Technical name:
0CR_FIGL_M30_Q0001

Used BI queries:
0FIGL_M30_Q0001

Crystal Reports
Account Balances

Focus:

Formatted report for account balance

KPI:

Balance Carryforward,
Balance Previous,
Cum. Balance Previous,
Debit,
Credit,
Cumulated Debit Balance,
Cumulated Credit Balance,
Cumulated Balance

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,
Profit Center

G/L Accounts: Balances

Fiscal Year: 2008   Period: 1-12   Ledger: 0I   Page 1 of 7

Last Data Update: 4/30/2009   Printed by: on 4/30/2009

Selection Criteria

Company Code: 1000
Profit Center:
Currency Type: 10

Company Code: 1000   IDES AG

Currency Type: 10   Currency: EUR

Account Number	G/L Account	Balance Carryforward	Balance Previous	Cum. Balance Previous	Debit Total	Credit Total	Cumulated Debit Balance	Cumulated Credit Balance	Cumulated Balance
INT/1000	INT/1000	125,100.00	0.00	125,100.00	123.00	0.00	125,223.00	0.00	125,223.00
INT/11000	INT/11000	4,071,400.00	0.00	4,071,400.00	4,000.00	0.00	4,075,400.00	0.00	4,075,400.00
INT/11010	INT/11010	24,200.00	0.00	24,200.00	0.00	0.00	24,200.00	0.00	24,200.00
INT/32000	INT/32000	400.40	0.00	400.40	0.00	0.00	400.40	0.00	400.40
INT/41000	INT/41000	0.00	0.00	0.00	33.00	0.00	33.00	0.00	33.00
INT/50000	INT/50000	200.00	0.00	200.00	0.00	0.00	200.00	0.00	200.00
INT/60000	INT/60000	960,004.00	0.00	960,004.00	0.00	0.00	960,004.00	0.00	960,004.00
INT/70000	INT/70000	-400,000.00	0.00	-400,000.00	0.00	0.00	0.00	-400,000.00	-400,000.00
INT/78200	Transfer of reserves acc. (see account ass. text)	400,000.00	0.00	400,000.00	0.00	0.00	400,000.00	0.00	400,000.00
INT/79200	Provisions for missing costs	0.00	0.00	0.00	0.00	75,000.00	0.00	-75,000.00	-75,000.00
INT/79300	Provisions for missing costs	0.00	0.00	0.00	0.00	799,999.00	0.00	-799,999.00	-799,999.00
INT/86300	Delivery costs provision (MM)	0.00	0.00	0.00	4.50	0.00	4.50	0.00	4.50
INT/89000	Other provisions	0.00	0.00	0.00	535.00	4,583.76	0.00	-4,048.76	-4,048.76
INT/100000	Petty cash	-1,333.73	0.00	-1,333.73	82,140.00	10,000.00	70,806.27	0.00	70,806.27

Technical name:

0CR_FIGL_M20_Q0002

Used BI queries:

0FIGL_M20_Q0002

Crystal Reports
Account Line Items

SAP

Focus:
Formatted report for
GL account line items

KPI:
Amount,

G/L Accounts: Line Items

	Fiscal Year: 2008	Period: 12	Ledger: 0L	Seite 1 von 1

Last Data Update: 18.06.2009 — Printed by: on 19.06.2009

Company Code: 1000 IDES AG **Currency:** Euro **G/L Account:** INT/113100 Dte Bank (domestic)

Document Number	Document Type	Document Date	Posting Date	Assignment	Clearing Doc. Number	Posting Key	Amount
1400000008	DZ	15.12.2008	15.12.2008	20081215	#	40	500,00
1400000007	DZ	11.12.2008	11.12.2008	20081211	#	40	342,00
1400000010	DZ	15.12.2008	15.12.2008	20081215	#	40	500,00
1400000011	DZ	16.12.2008	16.12.2008	20081216	#	40	600,00
1400000012	DZ	17.12.2008	17.12.2008	20081217	#	40	500,00
1400000006	DZ	02.12.2008	02.12.2008	20081202	#	40	343,00
1400000009	DZ	15.12.2008	15.12.2008	20081215	#	40	500,00
Total							**3.285,00**

Selection by:
Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Technical name:
0CR_FIGL_M40_Q0001

Used BI queries:
0FIGL_M40_Q0001

Crystal Reports
Document Journal

Focus:
Formatted report for document journal

KPI:
Debit,
Credit

Selection by:
Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Document Journal

| | | | | | | | | Fiscal Year: 2008 | Period: 12 | Ledger: 0L | Page 1 of 13 |

Last Data Update: 4/30/2009 — Printed by: on 4/30/2009

Company Code: Company 0001 0001   Currency: EUR

Document No.	Document Date	Posting Date	Doc. Type	Doc.No. (GL view)	Line Item	Acc. Type	Customer	Vendor	Account No.	G/L Account	Tax Code	Debit Amount	Credit Amount
100001083	04.12.2008	04.12.2008	RV	100001083	2	S	Not assigned	Not assigned	INT/89000	Reserves for other I	#	0.00	1.00
100001083	04.12.2008	04.12.2008	RV	100001083	1	S	Not assigned	Not assigned	INT/884010	Rebate accruals	#	1.00	0.00
100001084	04.12.2008	04.12.2008	RV	100001084	2	S	Not assigned	Not assigned	INT/89000	Reserves for other I	#	0.00	10.00
100001084	04.12.2008	04.12.2008	RV	100001084	1	S	Not assigned	Not assigned	INT/884010	Rebate accruals	#	10.00	0.00
100001085	04.12.2008	04.12.2008	RV	100001085	2	S	Not assigned	Not assigned	INT/89000	Reserves for other I	#	0.00	2.00
100001085	04.12.2008	04.12.2008	RV	100001085	1	S	Not assigned	Not assigned	INT/884010	Rebate accruals	#	2.00	0.00
100001086	04.12.2008	04.12.2008	RV	100001086	2	S	Not assigned	Not assigned	INT/89000	Reserves for other I	#	0.00	20.00
100001086	04.12.2008	04.12.2008	RV	100001086	1	S	Not assigned	Not assigned	INT/884010	Rebate accruals	#	20.00	0.00
100001087	05.12.2008	05.12.2008	RV	100001087	1	D	Test Zentrale	Not assigned	INT/140000	Trade Receivables -	A1	0.00	35.15
100001087	05.12.2008	05.12.2008	RV	100001087	3	S	Not assigned	Not assigned	INT/175000	Output tax	A1	4.85	0.00
100001087	05.12.2008	05.12.2008	RV	100001087	2	S	Not assigned	Not assigned	INT/800000	Sales revenues - dom	A1	30.30	0.00
100001088	05.12.2008	05.12.2008	RV	100001088	1	D	Test Zentrale	Not assigned	INT/140000	Trade Receivables -	A1	0.00	351.51
100001088	05.12.2008	05.12.2008	RV	100001088	3	S	Not assigned	Not assigned	INT/175000	Output tax	A1	48.48	0.00
100001088	05.12.2008	05.12.2008	RV	100001088	2	S	Not assigned	Not assigned	INT/800000	Sales revenues - dom	A1	303.03	0.00
100001089	05.12.2008	05.12.2008	RV	100001089	1	D	Test Zentrale	Not assigned	INT/140000	Trade Receivables -	A1	0.00	773.34
100001089	05.12.2008	05.12.2008	RV	100001089	3	S	Not assigned	Not assigned	INT/175000	Output tax	A1	106.67	0.00
100001089	05.12.2008	05.12.2008	RV	100001089	2	S	Not assigned	Not assigned	INT/800000	Sales revenues - dom	A1	666.67	0.00
100001090	31.12.2008	31.12.2008	RV	100001090	1	D	Regulierer	Not assigned	INT/140000	Trade Receivables -	**	372.74	0.00
100001090	31.12.2008	31.12.2008	RV	100001090	5	S	Not assigned	Not assigned	INT/175000	Output tax	A1	0.00	18.18

Used BI queries:
0FIGL_M40_Q0006

Used BI queries:
0FIGL_M40_Q0006

Crystal Reports
Customer DSO Analysis

SAP

Focus:

Formatted report for DSO Analysis

KPI:

DSO of Current Year,
DSO of Previous Year,
Open Items of Cur Year,
Open Items of Pervious Year,
Sales of Current Year,
Sales of Previous Year,

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

DSO Analysis

Last Data Update: 4/30/2009

Printed by: on 4/30/2009

| Company Code: | 1000 | IDES AG | Currency: | EUR |

DSO - Top 5 Customers
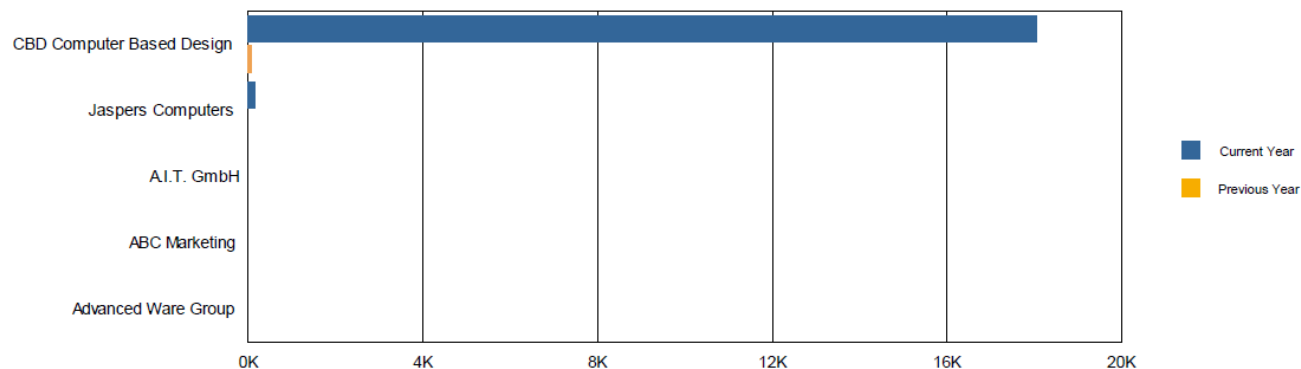
Customer No.	Customer Name	DSO of Current Year	DSO of Previous Year	Open Items of Current Year	Open Items of Previous Year	Sales of Current Year	Sales of Previous Year
1172	CBD Computer Based Design	18,056.00	46.61	196,323.05	171,812.35	326.19	110,594.98
2141	Jaspers Computers	169.00	0.00	982.25	0.00	174.00	0.00
1000	Becker Berlin	0.00	-1,230.00	3,300.00	4,100.00	0.00	-100.00
1001	Lampen-Markt GmbH	0.00	661.15	438.00	343.80	0.00	15.60
1002	Omega Soft-Hardware Markt	0.00	0.00	-72.98	-36.49	0.00	0.00
1012	Autohaus Franzl GmbH	0.00	0.00	0.00	0.00	0.00	0.00
1032	Institut fuer Umweltforschung	0.00	184.89	451,557.50	450,790.40	0.00	73,146.10
1033	Karsson High Tech Markt	0.00	423,052.63	272,702.22	272,586.91	0.00	19.33
1034	ERL Freiburg	0.00	0.00	0.00	0.00	0.00	0.00
1050	Becker AG	0.00	30.00	2,779,192.97	579,194.96	0.00	579,194.96
1100	Phundix KG	0.00	0.00	0.00	0.00	0.00	0.00
1111	P.S.G. GmbH	0.00	0.00	0.00	0.00	0.00	0.00
1170	Buy & Fly Supermarkt	0.00	0.00	0.00	0.00	0.00	0.00

Technical name:
0CR_FIAR_M20_Q0003

Used BI queries:
0FIAR_M20_Q0003

Crystal Reports
Customer Due Date Analysis

SAP

Focus:

Formatted report for Customer Due Date Analysis

KPI:

Due Value,
Not Due Value,
Balance Value

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Customer Due Date Analysis

Open on Key Date: 24.04.2004 — Page 1 of 10

Last Data Update: 4/30/2009 — Printed by: on 4/30/2009

Company Code: 1000 IDES AG Currency: EUR

Due Value - Top 10 Customers
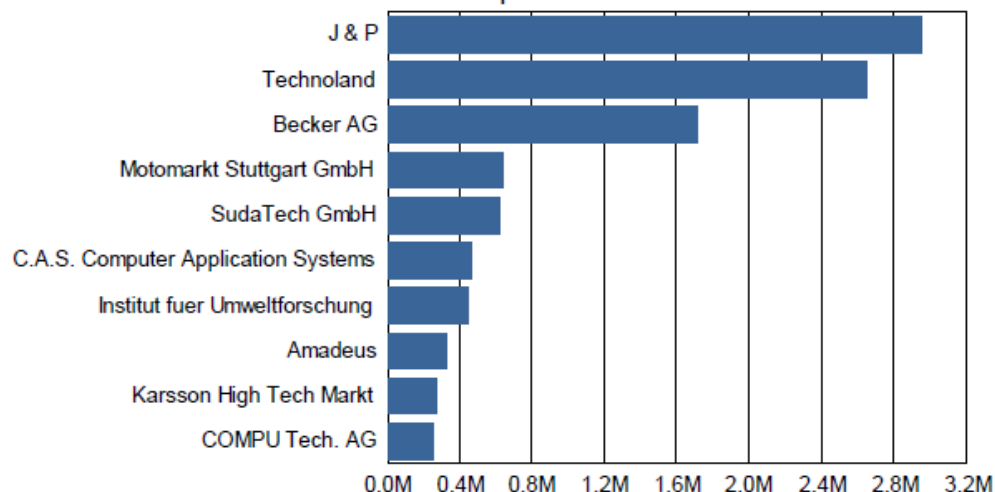
Customer No.	Customer Name	Due Value	Not Due Value	Balance Value
1900	J & P	2,948,720.00	0.00	2,948,720.00
1050	Becker AG	1,716,128.13	711,118.98	2,427,247.11
1174	Motomarkt Stuttgart GmbH	639,741.54	57,420.00	697,161.54
2004	SudaTech GmbH	620,529.01	0.00	620,529.01
1460	C.A.S. Computer Application Systems	470,024.69	0.00	470,024.69
1032	Institut fuer Umweltforschung	451,301.80	255.70	451,557.50
1360	Amadeus	333,192.91	0.00	333,192.91
1033	Karsson High Tech Markt	272,629.27	34.96	272,664.23
2130	COMPU Tech. AG	250,434.55	0.00	250,434.55
2200	HTG Komponente GmbH	239,817.71	0.00	239,817.71

Technical name:

0CR_FIAR_M30_Q0002

Used BI queries:

0FIAR_M30_Q0002

Crystal Reports
Vendor Due Date Analysis

Focus:

Formatted report for Vendor Due Date Analysis

KPI:

Due Value,
Not Due Value,
Balance Value

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Vendor Due Date Analysis

Open on Key Date: 24.04.2004	Page 1 of 8
Last Data Update: 4/30/2009	Printed by: on 4/30/2009

Company Code: 1000 IDES AG   Currency: EUR

Due Value - Top 10 Vendors
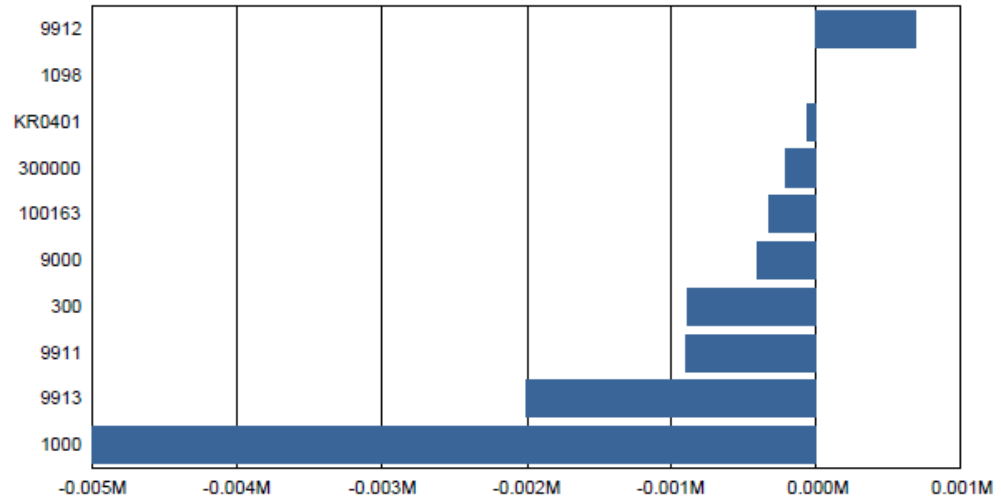
Vendor No.	Vendor Name	Due Value	Not Due Value	Balance Value
9912	9912	681.14	0.00	681.14
1098	1098	0.00	0.00	0.00
KR0401	KR0401	-68.43	-22.81	-91.24
300000	300000	-220.01	0.00	-220.01
100163	100163	-319.00	0.00	-319.00
9000	9000	-408.02	0.00	-408.02
300	300	-890.88	0.00	-890.88
9911	9911	-904.52	0.00	-904.52
9913	9913	-2,004.75	0.00	-2,004.75
1000	1000	-5,000.00	0.00	-5,000.00

Technical name:
0CR_FIAP_M30_Q0002

Used BI queries:
0FIAP_M30_Q0002

Crystal Reports
Asset History Sheet

SAP

Focus:
Formatted report for Asset History Sheet

KPI:
more than ten

Selection by:
Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Asset History Sheet

		Year / Period: 012.2008				Currency: EUR	Page 1 of 68
Last Data Update: 4/30/2009		Depreciation Area: 01					Printed by: on 4/30/2009

Asset number	Sub-number APC fisc year start Depr. fisc year start Book value fisc year	Capital date Acquisition Depreciation	Retirement Depr.Retirement	Transfer Depr.Transfer	Post-Capitalization Depr.Post Cap.	Invest Supports Write-ups	Current APC Accumulated Depreciation Current Book Value
Company code	1000						
Business area	#						
Bal.Sht.Act.APC	INT/1000						
Asset Class	1100						
1000/1158	test1	01.12.2006					
	100.00	0.00	0.00	0.00	0.00	0.00	100.00
	-8.00	-4.00	0.00	0.00	0.00	0.00	-12.00
	92.00						88.00
Asset Class	**1100**						
	100.00	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**	**100.00**
	-8.00	**-4.00**	**0.00**	**0.00**	**0.00**	**0.00**	**-12.00**
	92.00						**88.00**
Asset Class	**3000**						
1000/3395	Test RAHAFA_ALV01	26.04.2006					
	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00
	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	1,000.00						1,000.00
1000/3398	headset	01.05.2006					
	100.00	0.00	0.00	0.00	0.00	0.00	100.00
	-44.00	-17.00	0.00	0.00	0.00	0.00	-61.00
	56.00						39.00
1000/3412	dsf	06.06.2005					
	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00
	-999.00	0.00	0.00	0.00	0.00	0.00	-999.00
	1.00						1.00
1000/3418	"	05.10.2005					
	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00
	-546.00	-165.00	0.00	0.00	0.00	0.00	-711.00
	454.00						289.00
1000/3420	"	05.10.2005					
	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00
	-546.00	-165.00	0.00	0.00	0.00	0.00	-711.00
	454.00						289.00

Technical name:
0CR_FIAA_M20_Q0001

Used BI queries:
0FIAA_M20_Q0001

Crystal Reports
Planned Depreciation

Focus:

Formatted report for Planned Depreciation

KPI:

more than ten

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Planned Depreciation

				Year / Period: 012.2008				Currency: EUR	Page 1 of 49
Last Data Update: 4/30/2009				Depreciation Area: 01				Printed by: on 4/30/2009	

Asset number	Sub-number Dep. key	Capital date Start Date Deprec.	Asset description Useful life in years	Accumulated Transaction	Acq. Value Acq. Value Write-ups	Accumulated Depreciation Planned Depreciation Transaction Acc.Depr.	Start Book Value End Book Value
Company code	1000						
Business area	#						
Bal.Sht.Act.APC	INT/1000						
Asset Class	1100						
1000/1158	1000/1158/0	01.12.2006	test1		100.00	-8.00	92.00
	1000/GD50	01.01.2006	#		0.00	-4.00	
					0.00	0.00	88.00
Asset Class	**1100**				**100.00**	**-8.00**	**92.00**
					0.00	**-4.00**	
					0.00	**0.00**	**88.00**
Asset Class	3000						
1000/3395	1000/3395/0	26.04.2006	Test RAHAFA_ALV01		1,000.00	0.00	1,000.00
	1000/S7DA	01.04.2006	#		0.00	0.00	
					0.00	0.00	1,000.00
1000/3398	1000/3398/0	01.05.2006	headset		100.00	-44.00	56.00
	1000/DG30	01.05.2006	#		0.00	-17.00	
					0.00	0.00	39.00
1000/3412	1000/3412/0	06.06.2005	dsf		1,000.00	-999.00	1.00
	1000/DG30	01.01.2005	#		0.00	0.00	
					0.00	0.00	1.00
1000/3418	1000/3418/0	05.10.2005	*		1,000.00	-546.00	454.00
	1000/DG30	01.10.2005	#		0.00	-165.00	
					0.00	0.00	289.00
1000/3420	1000/3420/0	05.10.2005	*		1,000.00	-546.00	454.00
	1000/DG30	01.10.2005	#		0.00	-165.00	
					0.00	0.00	289.00
1000/3426	1000/3426/0	01.04.2006	dfas		10,000.00	-3,000.00	7,000.00
	1000/RLK1	01.07.2006	#		0.00	-2,000.00	
					0.00	0.00	5,000.00
1000/3427	1000/3427/0	01.04.2006	dsfasdf		10,000.00	-3,000.00	7,000.00
	1000/RLK1	01.07.2006	#		0.00	-2,000.00	
					0.00	0.00	5,000.00
1000/3443	1000/3443/0	01.12.2005	sdafdas		1,000.00	-522.00	478.00
	1000/DG30	01.12.2005	#		0.00	-164.00	
					0.00	0.00	314.00

Technical name:
0CR_FIAA_M20_Q0007

Used BI queries:
0FIAA_M20_Q0007

Crystal Reports
Cost Centers: Actual/Plan/Variance – Cost Elements

SAP

Focus:

Formatted report for Cost Centers: Actual/Plan/Variance - Cost Elements

KPI:

Actual Cost,
Planned Cost,
Variance,
Variance %

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Cost Center Report - Overview

Controlling Area: 1000	Currency: EUR	Page 1 of 2

Last Data Update: 4/30/2009 — Printed by: on 4/30/2009

Budget Overrun in % — Top 5 Cost Centers
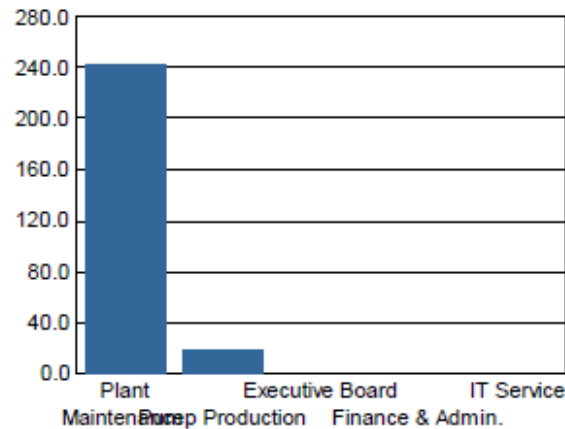
Actual Cost — Top 5 Cost Centers
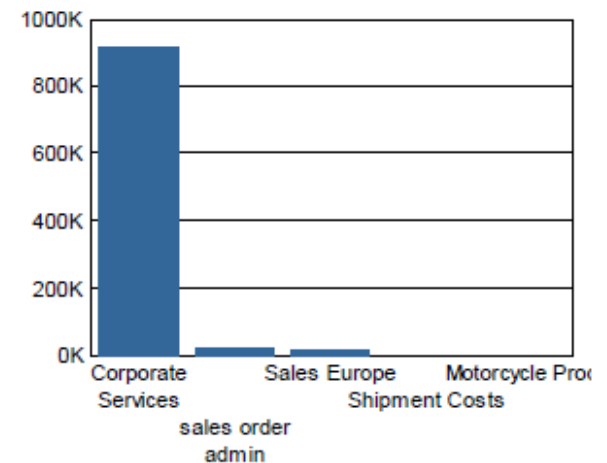
Cost Center	Cost Center Description	Actual Cost	Planned Cost	Variance	Variance (%)
1000/JMW-KOST1	1000/JMW-KOST1	0.00	-6,000,000.12	6,000,000.12	-100.00
1000/4297	Turbine fin. assmbly	-1,661.55	-1,633,699.96	1,632,038.41	-99.90
1000/4295	Elevator Assembly	-1,500.00	-1,558,053.42	1,556,553.42	-99.90
1000/4296	Turbine preassembly	0.00	-1,463,694.71	1,463,694.71	-100.00
1000/1000	Corporate Services	931,204.91	-175,898.20	1,107,103.11	-629.40

Technical name:
0CR_CCA_M20_Q0004

Used BI queries:
0CCA_M20_Q0004

Crystal Reports
Orders: Actual/Plan/Variance – Cost Elements

Focus:

Formatted report for Orders: Actual/Plan/Variance – Cost Elements

KPI:

Actual Cost,
Planned Cost,
Variance,
Variance %

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,


Order Report - Overview — Controlling Area: 1000 — Currency: EUR — Page 1 of 24
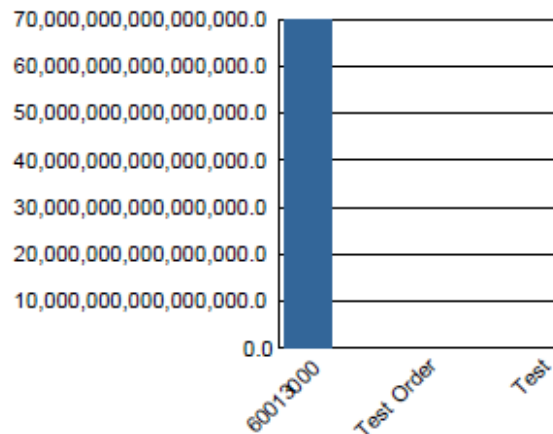
Last Data Update: 4/30/2009 — Fiscal Yea / Period: 001.2008-012.2008 — Printed by: on 4/30/2009

Budget Overrun in % — Top 5 Orders

Actual Cost — Top 5 Orders

Order	Order Description	Actual Cost	Planned Cost	Variance	Variance (%)
101519	Sample Order For Development Orders	12,025,497.00	0.00	12,025,497.00	0.00
60011982	60011982	0.00	-658,277.86	658,277.86	-100.00
60011983	60011983	0.00	-658,277.86	658,277.86	-100.00
60011407	Network Definition	0.00	-121,966.37	121,966.37	-100.00
60012908	60012908	0.00	-55,844.80	55,844.80	-100.00
60012255	60012255	0.00	-24,755.79	24,755.79	-100.00

Technical name:
0CR_OPA_M20_Q0005

Used BI queries:
0OPA_M20_Q0005

Crystal Reports
Orders: Cumulative Actual/Plan/Variance – Cost Elements

SAP

Focus:

Formatted report for Orders:
Cumulative
Actual/Plan/Variance – Cost
Elements

KPI:

Actual Cost Cumulative,
Planned Cost Cumulative,
Variance,
Variance %

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger,

Order Report (Cumulative) - Overview

Currency: EUR   Page 1 of 24

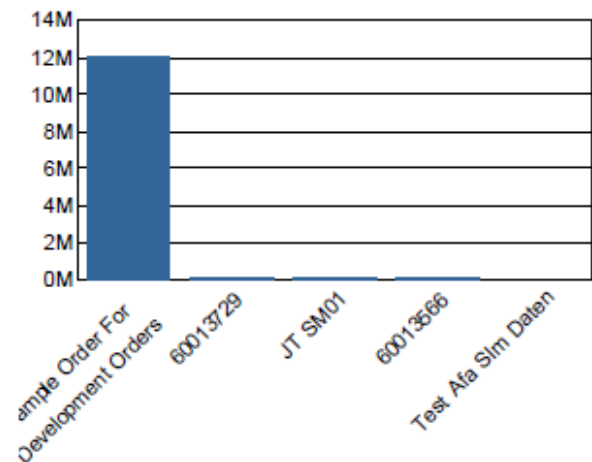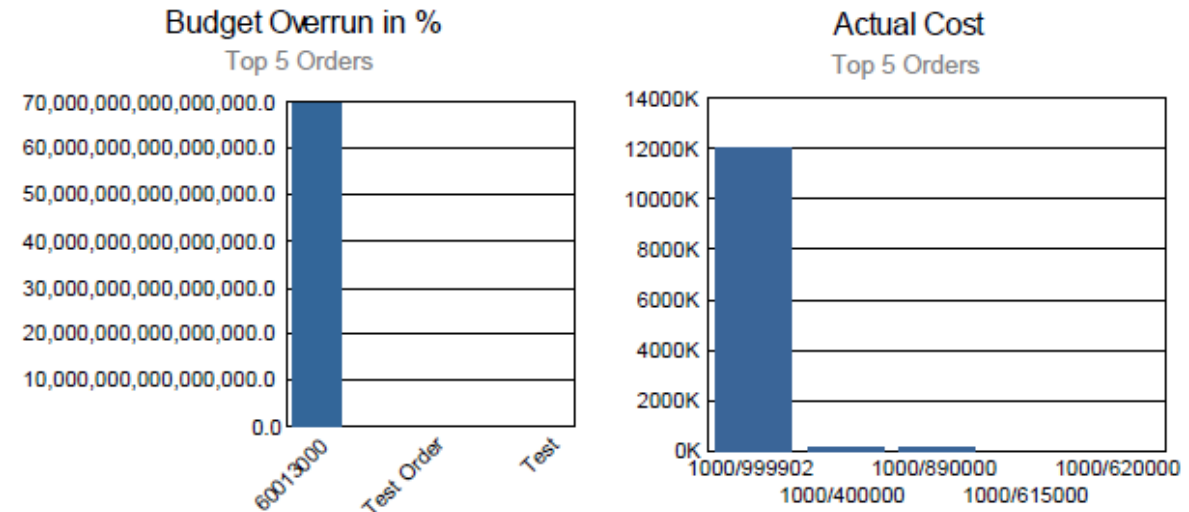| Last Data Update: 4/30/2009 | Controlling Area: 1000 | Fiscal Yea / Period: 001.2008-012.2008 | Printed by: on 4/30/2009 |

Budget Overrun in %
Top 5 Orders

Actual Cost
Top 5 Orders

Order	Order Description	Actual Cost Cumulative	Planned Cost Cumulative	Variance	Variance (%)
101519	Sample Order For Development Orders	12,025,497.00	0.00	12,025,497.00	0.00
60011982	60011982	0.00	-658,277.86	658,277.86	-100.00
60011983	60011983	0.00	-658,277.86	658,277.86	-100.00
60011407	Network Definition	0.00	-121,966.37	121,966.37	-100.00
60012908	60012908	0.00	-55,844.80	55,844.80	-100.00

Technical name:
0CR_OPA_M20_Q0006

Used BI queries:
0OPA_M20_Q0006

Crystal Reports
Profitability Analysis: Operating Profit

SAP

Focus:

Formatted report for Profitability Analysis: Operating Profit

KPI:

Actual,
Plan,
Previous Actual,
Actual vs Plan,
Actual vs Plan(%),
Actual vs Previous,
Act. Vs Prev.(%)

Selection by:

Fiscal Year,
Company Code,
Period,
Currency,
Ledger

Operating Profit

Last Data Update: 4/30/2009   Printed by: on 4/30/2009

	Actual	Plan	Previous Year	Actual vs Plan	Actual vs Plan (%)	Actual vs Previous	Act. vs Prev. (%)
Sales Quantity	4.393.630 PC	10.545.431 PC	13.353.708 PC	-6.151.801 PC	-58,34	-8.960.078 PC	-67,10
Gross Sales	$ 54.830.987	$ 131.763.568	$ 166.897.571	$ -76.932.580	-58,39	$ -112.066.584	-67,15
Customer Discount	$ 1.422.132	$ 3.416.802	$ 4.337.416	$ -1.994.669	-58,38	$ -2.915.283	-67,21
Material Discount	$ 2.911.934	$ 6.963.578	$ 8.866.716	$ -4.051.644	-58,18	$ -5.954.782	-67,16
Quantity Discount	$ 2.307.746	$ 5.520.554	$ 7.019.938	$ -3.212.808	-58,20	$ -4.712.192	-67,13
Cash Discount	$ 659.389	$ 1.579.375	$ 2.005.341	$ -919.987	-58,25	$ -1.345.953	-67,12
Rebates	$ 3.294.378	$ 7.891.251	$ 10.024.918	$ -4.596.872	-58,25	$ -6.730.540	-67,14
Total Sales Deductions	$ 10.595.580	$ 25.371.559	$ 32.254.329	$ -14.775.980	-58,24	$ -21.658.750	-67,15
Net Sales	$ 44.235.408	$ 106.392.008	$ 134.643.242	$ -62.156.601	-58,42	$ -90.407.834	-67,15
Sales Commission	$ 710.939	$ 1.713.242	$ 2.163.776	$ -1.002.303	-58,50	$ -1.452.837	-67,14
Sales Spec Direct Costs	$ 765.645	$ 1.841.550	$ 2.330.293	$ -1.075.905	-58,42	$ -1.564.648	-67,14
Accrued Shipmt Costs	$ 928.788	$ 2.233.718	$ 2.832.587	$ -1.304.930	-58,42	$ -1.903.799	-67,21
Total S&D dir. Costs	$ 2.405.371	$ 5.788.510	$ 7.326.656	$ -3.383.138	-58,45	$ -4.921.285	-67,17
Net Revenue	$ 41.830.036	$ 100.603.499	$ 127.316.586	$ -58.773.462	-58,42	$ -85.486.549	-67,14
Direct Material Costs	$ 7.295.061	$ 17.492.168	$ 22.151.487	$ -10.197.107	-58,30	$ -14.856.425	-67,07
Var. Product. Cost	$ 4.485.577	$ 10.802.177	$ 13.669.093	$ -6.316.600	-58,48	$ -9.183.516	-67,18
Total var. COGM	$ 11.780.638	$ 28.294.345	$ 35.820.579	$ -16.513.707	-58,36	$ -24.039.941	-67,11
CM I	$ 30.049.398	$ 72.309.154	$ 91.496.006	$ -42.259.756	-58,44	$ -61.446.608	-67,16
Mat. OH Costs	$ 4.168.934	$ 10.002.666	$ 12.658.115	$ -5.833.732	-58,32	$ -8.489.181	-67,07
Fixed Product. Costs	$ 3.552.752	$ 14.376.863	$ 20.769.643	$ -10.824.111	-75,29	$ -17.216.891	-82,89
Total fixed Costs	$ 7.721.686	$ 24.379.529	$ 33.427.758	$ -16.657.843	-68,33	$ -25.706.072	-76,90
CM II	$ 22.327.712	$ 47.929.625	$ 58.068.248	$ -25.601.913	-53,42	$ -35.740.536	-61,55
Quantity Variances	$ -1.991.998	$ -4.024.026	$ -5.597.055	$ 2.032.028	-50,50	$ 3.605.056	-64,41
Price Variances	$ 1.090.658	$ 2.205.266	$ 3.072.468	$ -1.114.608	-50,54	$ -1.981.810	-64,50
Other Variances	$ 706.004	$ 1.425.033	$ 1.984.806	$ -719.029	-50,46	$ -1.278.802	-64,43
Total Variances	$ -195.336	$ -393.727	$ -539.780	$ 198.391	-50,39	$ 344.444	-63,81
CM III	$ 22.523.048	$ 48.323.352	$ 58.608.029	$ -25.800.304	-53,39	$ -36.084.981	-61,57
Sales OH Costs	$ 2.649.999	$ 9.501.957	$ 18.475.666	$ -6.851.958	-72,11	$ -15.825.667	-85,66
Admin OH Costs	$ 2.052.355	$ 8.772.941	$ 17.447.353	$ -6.720.585	-76,61	$ -15.394.998	-88,24
Marketing	$ 2.392.626	$ 7.821.112	$ 14.965.239	$ -5.428.485	-69,41	$ -12.572.612	-84,01
R&D Costs	$ 2.318.026	$ 4.199.904	$ 6.815.311	$ -1.881.879	-44,81	$ -4.497.286	-65,99
Other OH Costs	$ 2.982.624	$ 13.428.489	$ 26.998.011	$ -10.445.865	-77,79	$ -24.015.387	-88,95
Total OH Costs	$ 12.395.630	$ 43.724.402	$ 84.701.580	$ -31.328.772	-71,65	$ -72.305.949	-85,37
Operating Profits	$ 10.127.418	$ 4.598.950	$ -26.093.551	$ 5.528.468	120,21	$ 36.220.969	-138,81

Technical name:
0CR_COPA_M10_Q0003_EN

Used BI queries:
0COPA_M10_Q0003

Further Information

SAP Public Web

- http://www.sap.com/

SAP Service Marketplace (log-on required)

- https://service.sap.com/

Documentation on SAP Help Portal

- http://help.sap.com

  (SAP ERP >> SAP ERP Central Component >> SAP ERP EHPs)

Training / SAP Education

- http://www.sap.com/education

User Groups

- http://www.asug.com

- http://www.dsag.de

- http://www.sap.com/communities/usergroups.epx for more

Contact

- Your SAP Account and Consulting Engagement Manager

- a.hu@sap.com Alex Hu (product owner of Financial Analytics)