IBM Performance 2011

Smarter Decisions. Better Results.

Smarter planning and analyses with IBM Cognos TM1

Yves Baggen: Client Technical Professional

13 November 2011

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It's all about planning……..isn't??

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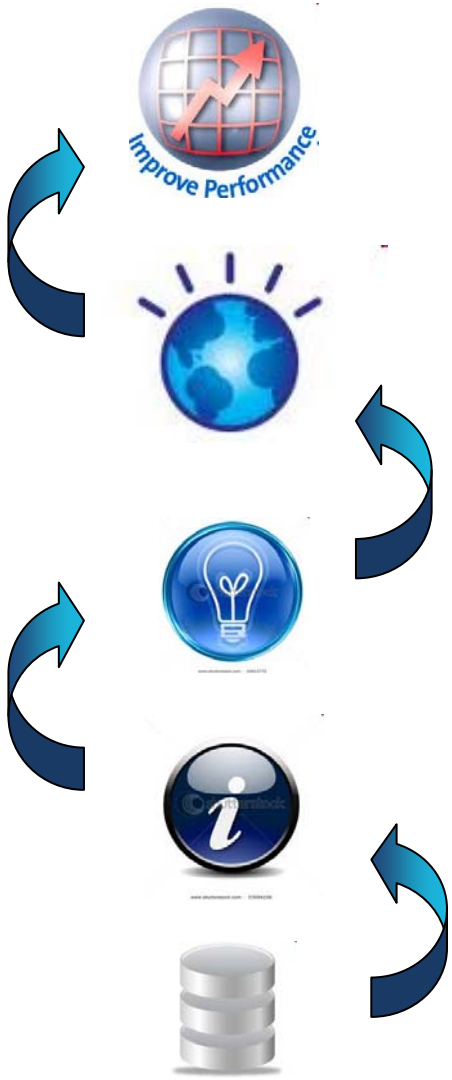
What do we want?



Improved performance

Smart decisions

Actionable insights

More and better information

Better and trustable data

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How do we reach that goal?

- **By conducting Performance Management**
  - How are we doing?
  - Why?
  - What should we be doing?
- **With IBM Business Analytics Cognos 10 BI and TM1 planning**

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Challenges Facing Business

Wanted: better performance through better actionable insights

- Unable to readily view and use their information
- Over-reliance on spreadsheets
- Need solutions to drive competitive advantage
- Need better integration of Business Intelligence and Performance Management

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Don’t we all want a better insight in life..?

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Risk of a bad performance….failure or success?

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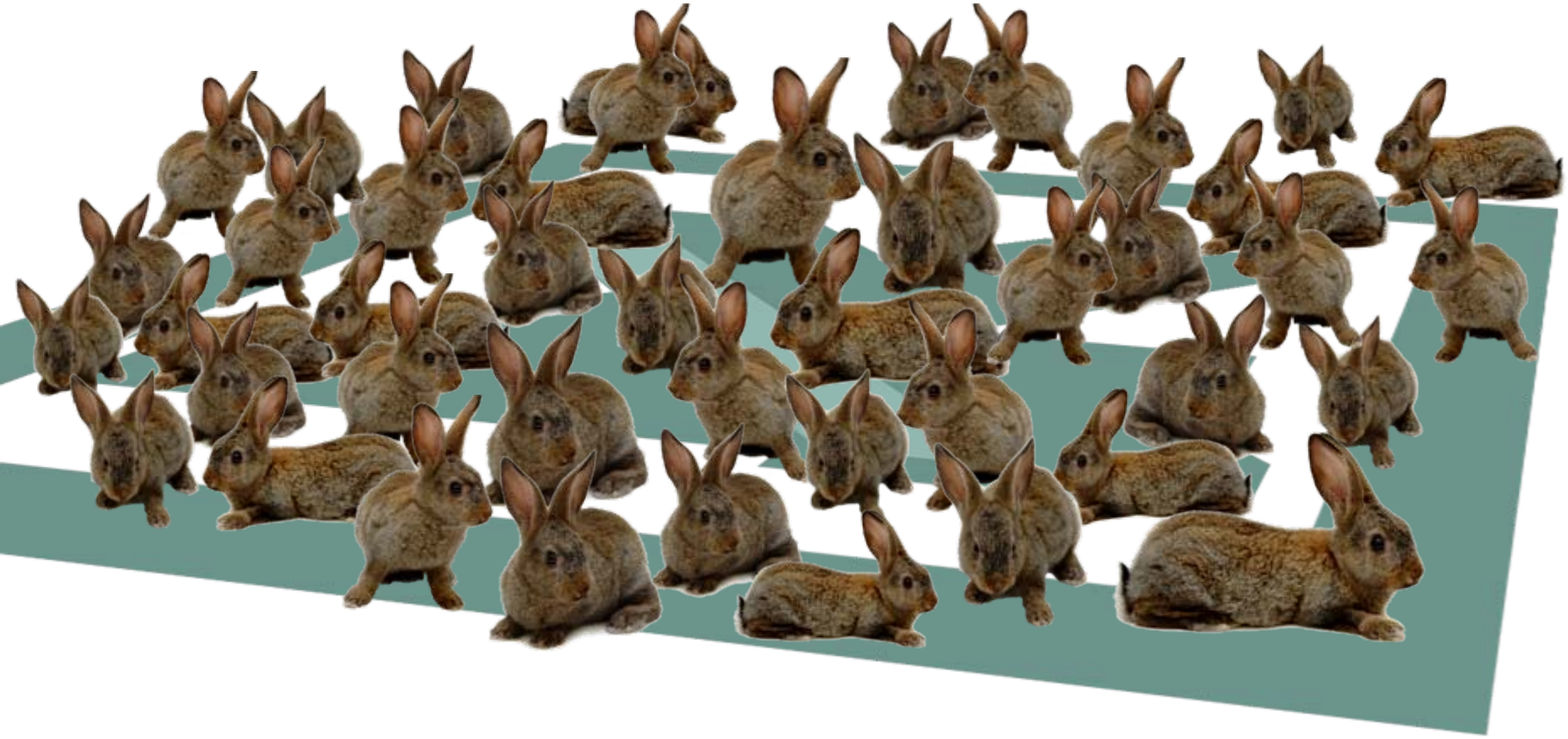

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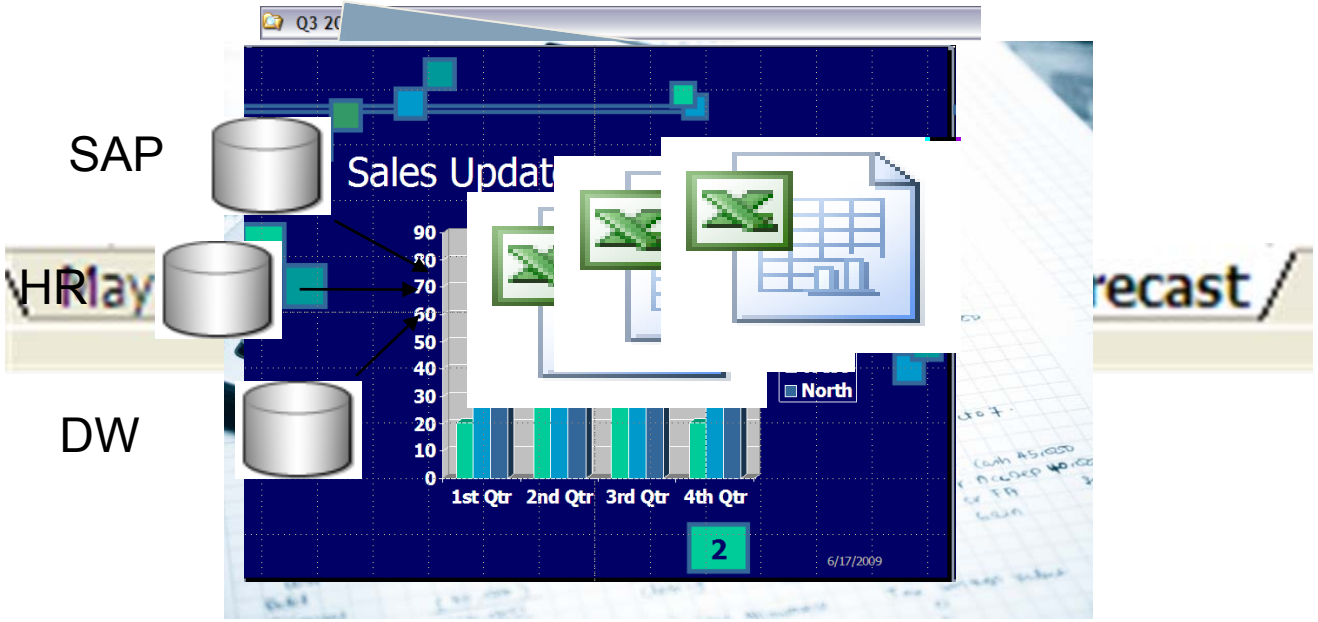

Update Models

Distribute Models

Aggregate data

What-if & Optimize

New version

Load Actuals

Collect Data

Report & Analyze

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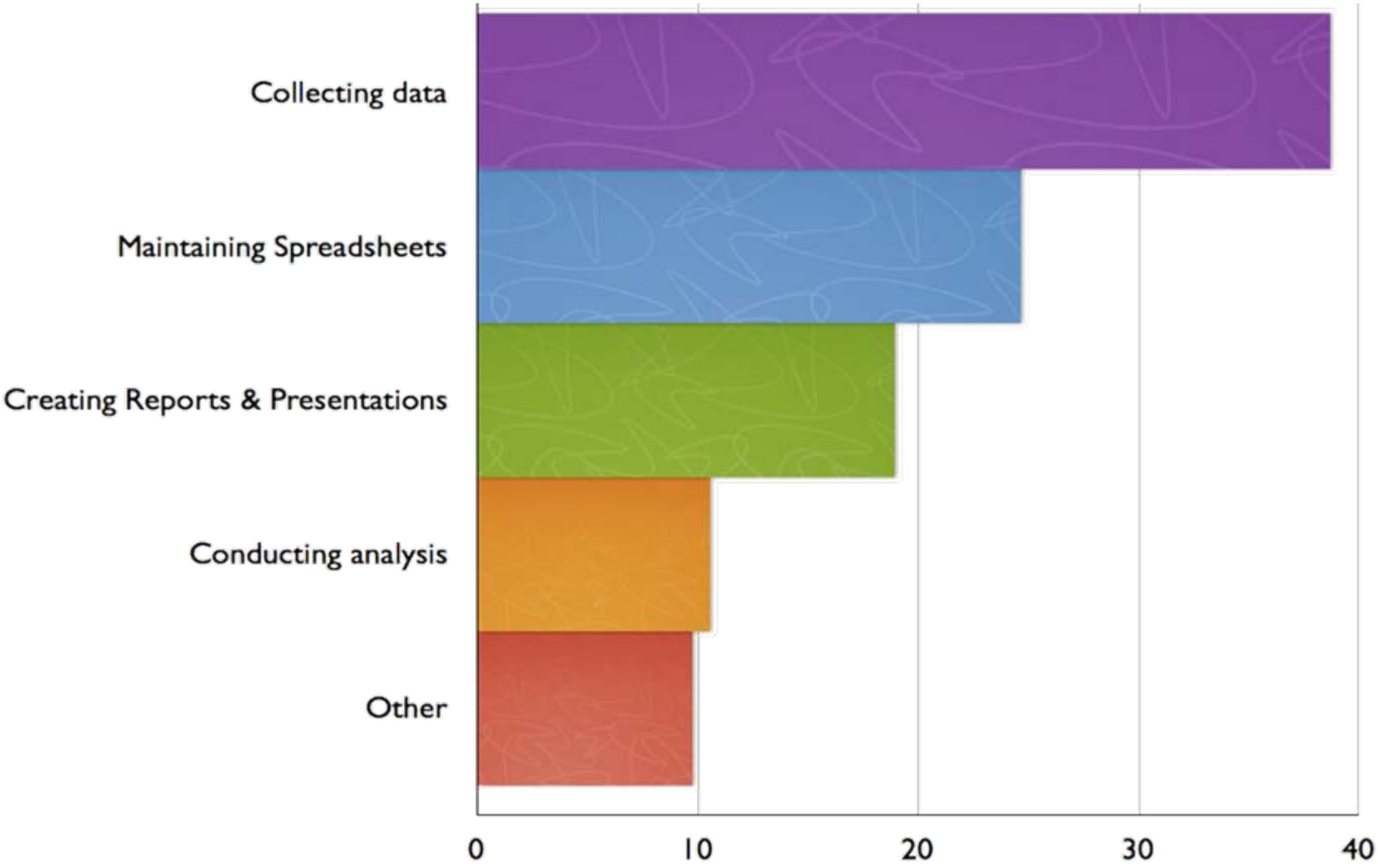
How do we spend our time?



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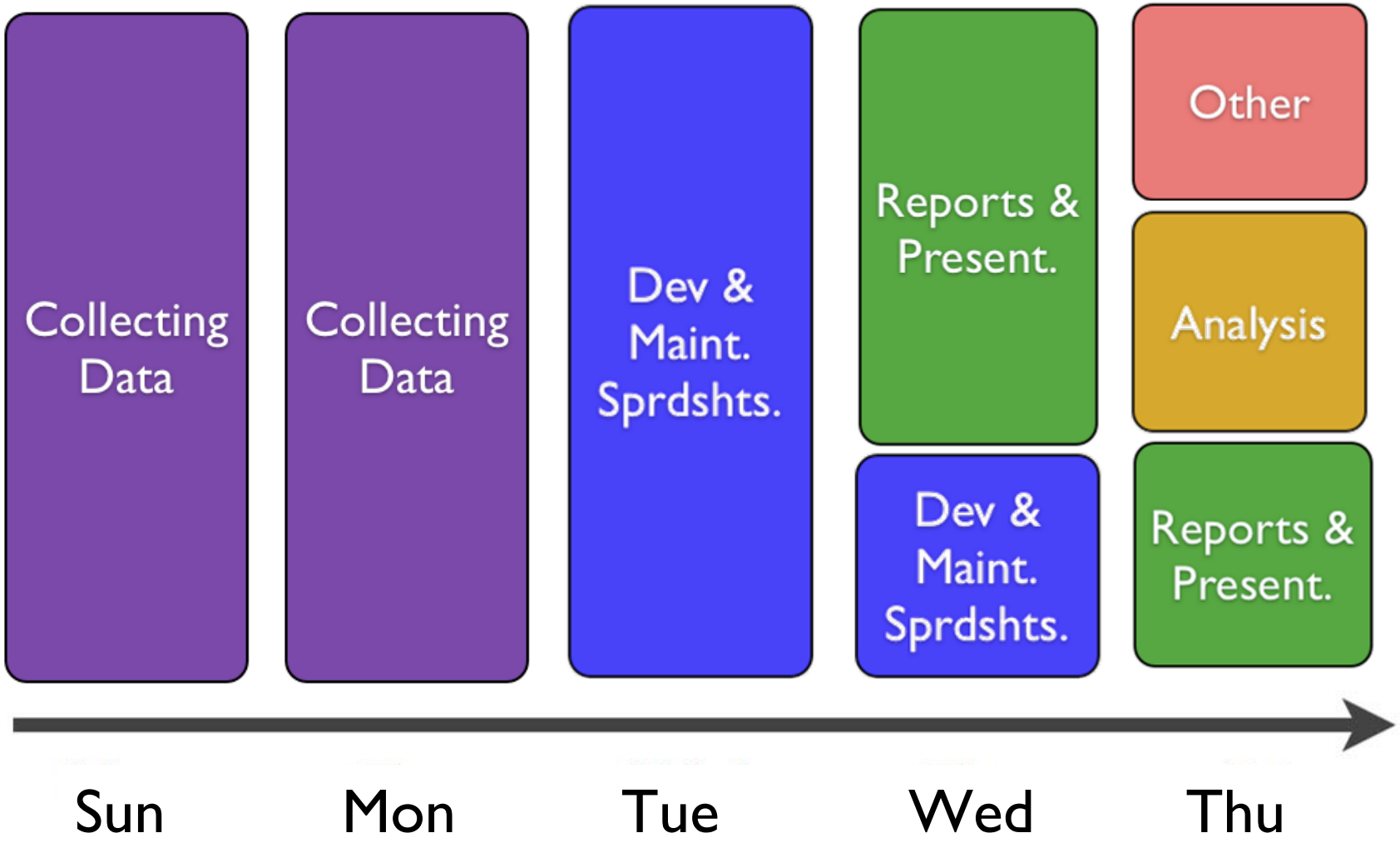
Cognos Finance Survey 2008

Same data – different perspective



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Solution: IBM Cognos TM1

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IBM Cognos TM1

64-bit In-Memory OLAP

Read & Write

High Performance

Flexible

Intuitive Maintenance

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TM1 in your infrastructure

BI

Planning

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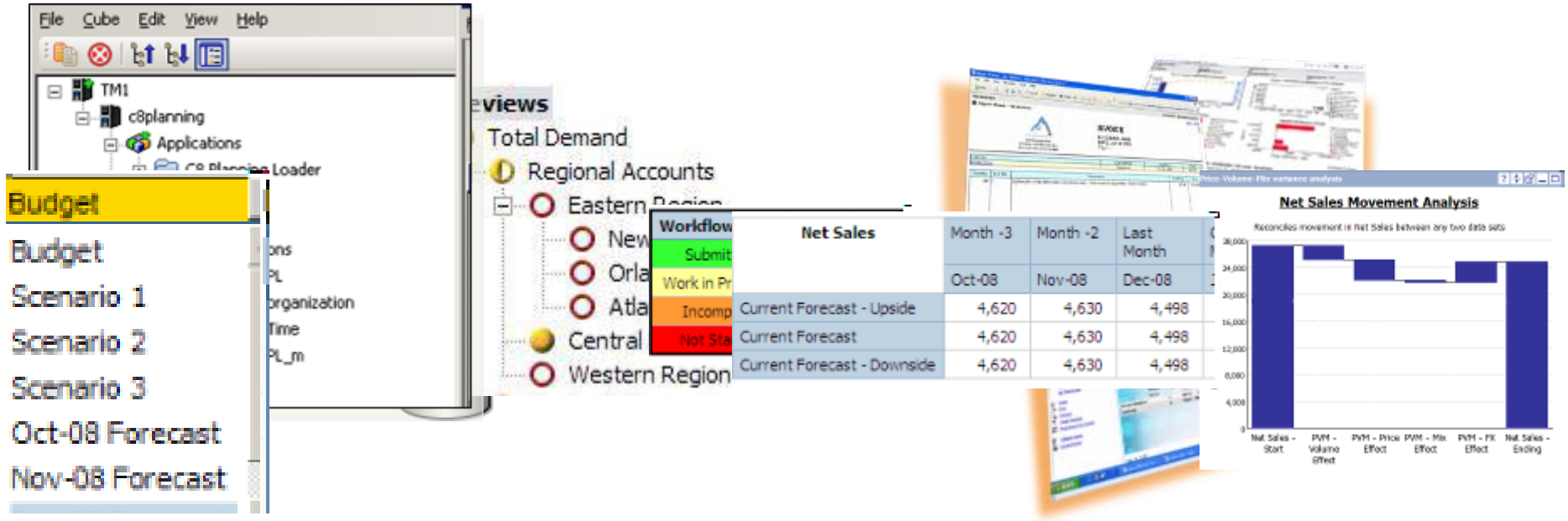

Centralized Updates

Workflow

Real-time, automatic aggregation

What-if

Simple Versioning

Automatic Interface

Easy and safe Interface

Report & Analyze

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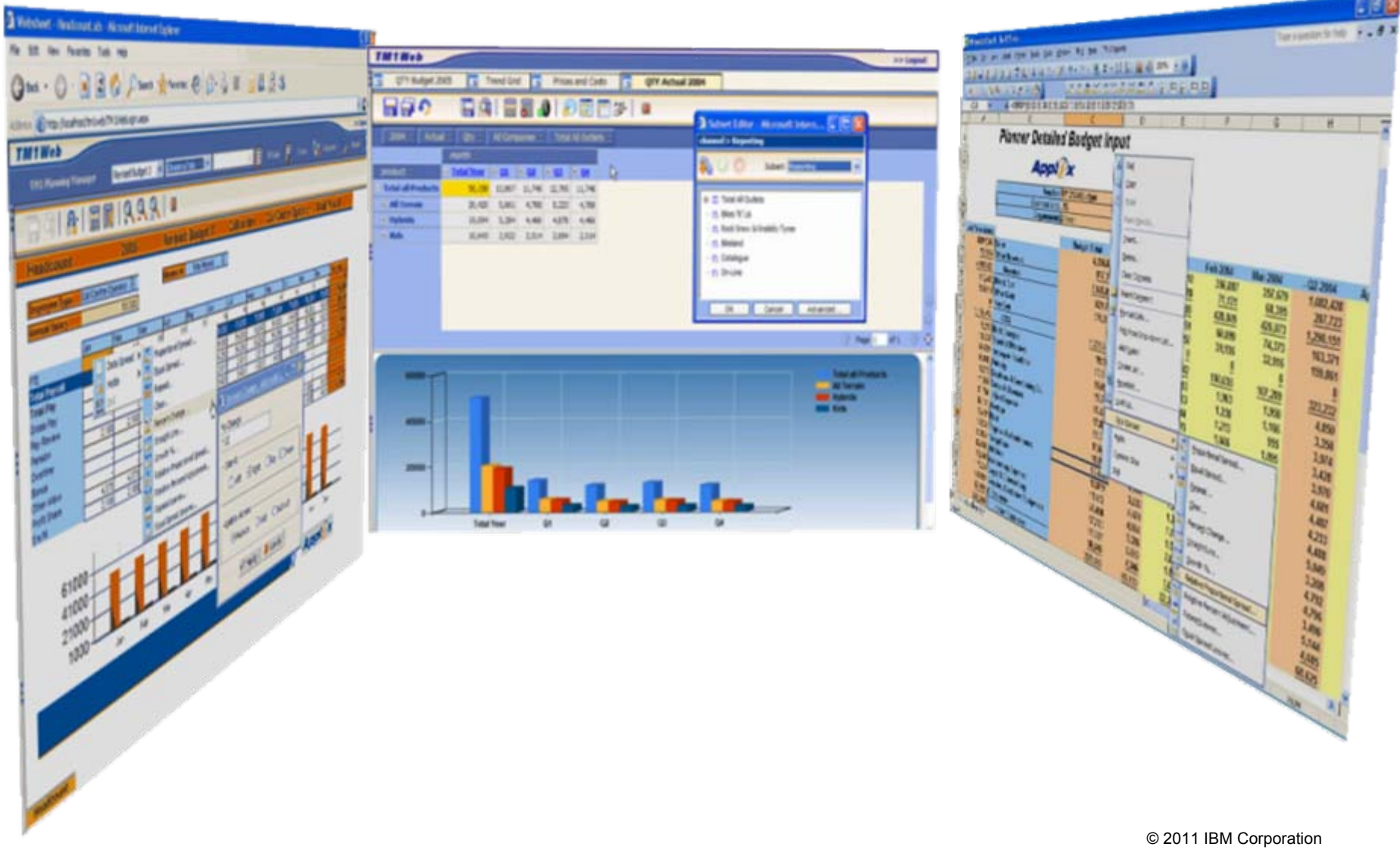
Planning, Budgeting and Forecasting



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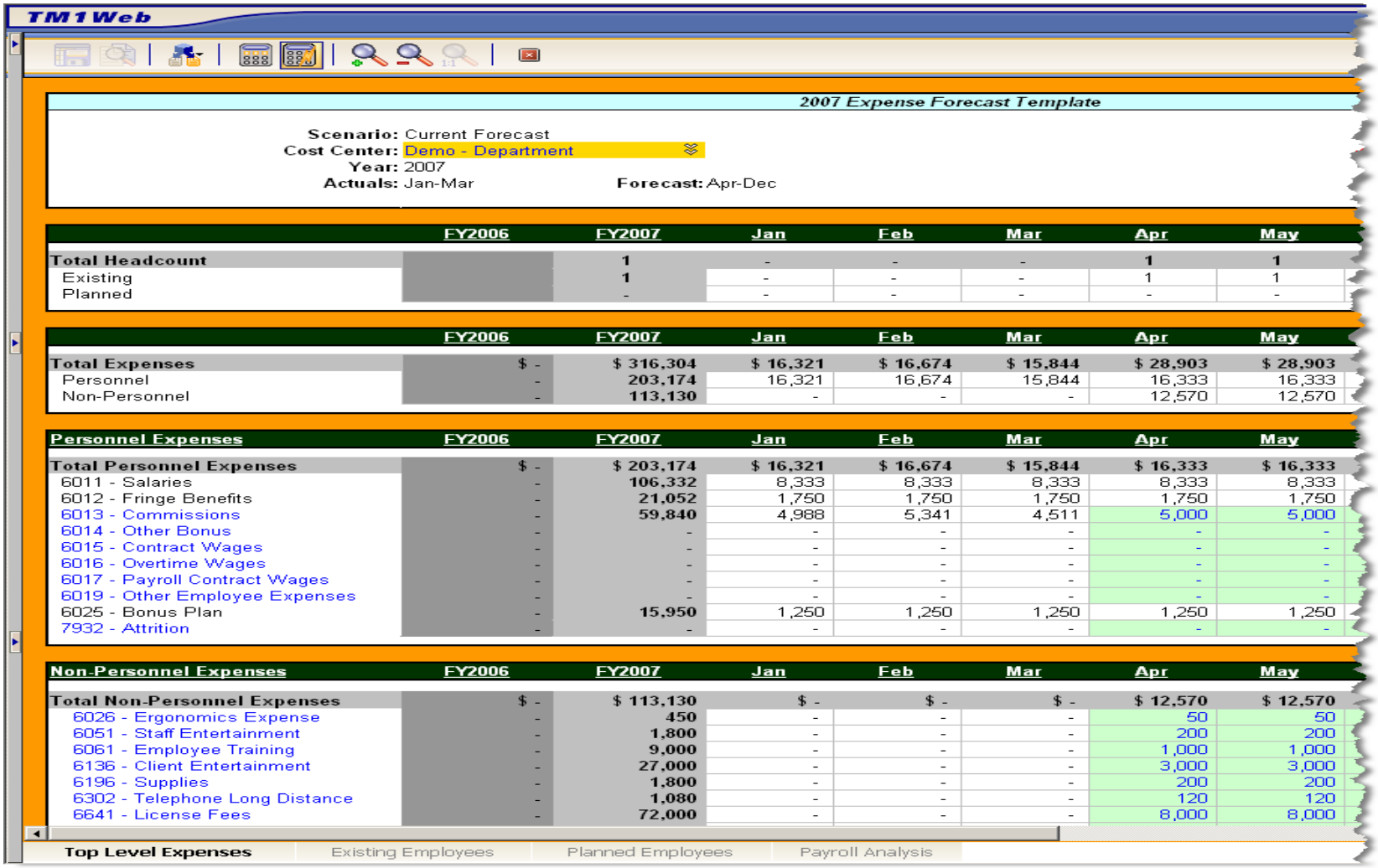
Salary Planning



TM1Web

2007 Expense Forecast Template

Scenario: Current Forecast
Cost Center: Demo - Department
Year: 2007
Actuals: Jan-Mar
Forecast: Apr-Dec

	FY2006	FY2007	Jan	Feb	Mar	Apr	May
Total Headcount		1	-	-	-	1	1
Existing		1	-	-	-	1	1
Planned		-	-	-	-	-	-

	FY2006	FY2007	Jan	Feb	Mar	Apr	May
Total Expenses	$ -	$ 316,304	$ 16,321	$ 16,674	$ 15,844	$ 28,903	$ 28,903
Personnel	-	203,174	16,321	16,674	15,844	16,333	16,333
Non-Personnel	-	113,130	-	-	-	12,570	12,570

Personnel Expenses	FY2006	FY2007	Jan	Feb	Mar	Apr	May
Total Personnel Expenses	$ -	$ 203,174	$ 16,321	$ 16,674	$ 15,844	$ 16,333	$ 16,333
6011 - Salaries	-	106,332	8,333	8,333	8,333	8,333	8,333
6012 - Fringe Benefits	-	21,052	1,750	1,750	1,750	1,750	1,750
6013 - Commissions	-	59,840	4,988	5,341	4,511	5,000	5,000
6014 - Other Bonus	-	-	-	-	-	-	-
6015 - Contract Wages	-	-	-	-	-	-	-
6016 - Overtime Wages	-	-	-	-	-	-	-
6017 - Payroll Contract Wages	-	-	-	-	-	-	-
6019 - Other Employee Expenses	-	-	-	-	-	-	-
6025 - Bonus Plan	-	15,950	1,250	1,250	1,250	1,250	1,250
7932 - Attrition	-	-	-	-	-	-	-

Non-Personnel Expenses	FY2006	FY2007	Jan	Feb	Mar	Apr	May
Total Non-Personnel Expenses	$ -	$ 113,130	$ -	$ -	$ -	$ 12,570	$ 12,570
6026 - Ergonomics Expense	-	450	-	-	-	50	50
6051 - Staff Entertainment	-	1,800	-	-	-	200	200
6061 - Employee Training	-	9,000	-	-	-	1,000	1,000
6136 - Client Entertainment	-	27,000	-	-	-	3,000	3,000
6196 - Supplies	-	1,800	-	-	-	200	200
6302 - Telephone Long Distance	-	1,080	-	-	-	120	120
6641 - License Fees	-	72,000	-	-	-	8,000	8,000

Top Level Expenses | Existing Employees | Planned Employees | Payroll Analysis

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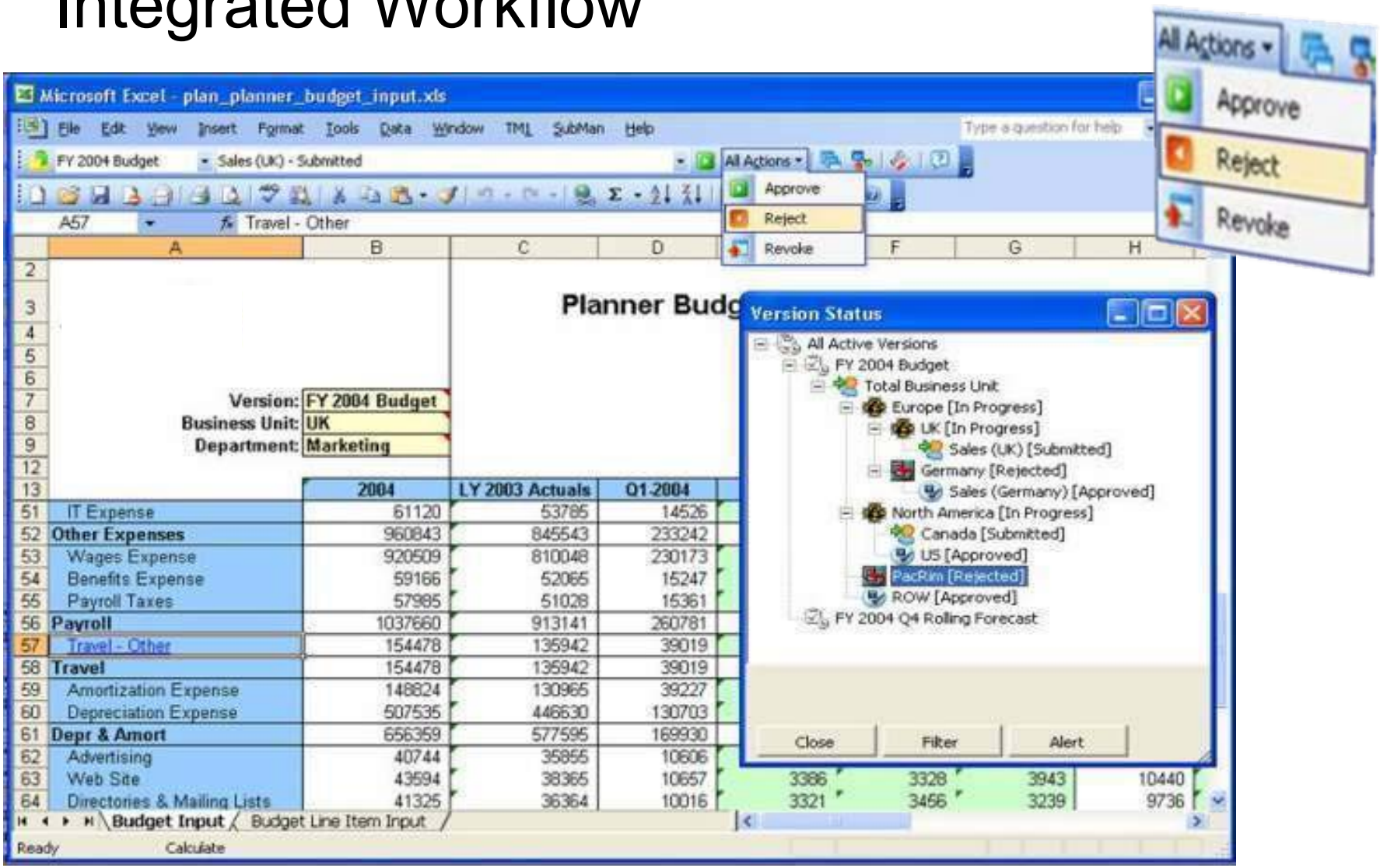
Integrated Workflow



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Financial Reporting

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Dashboards

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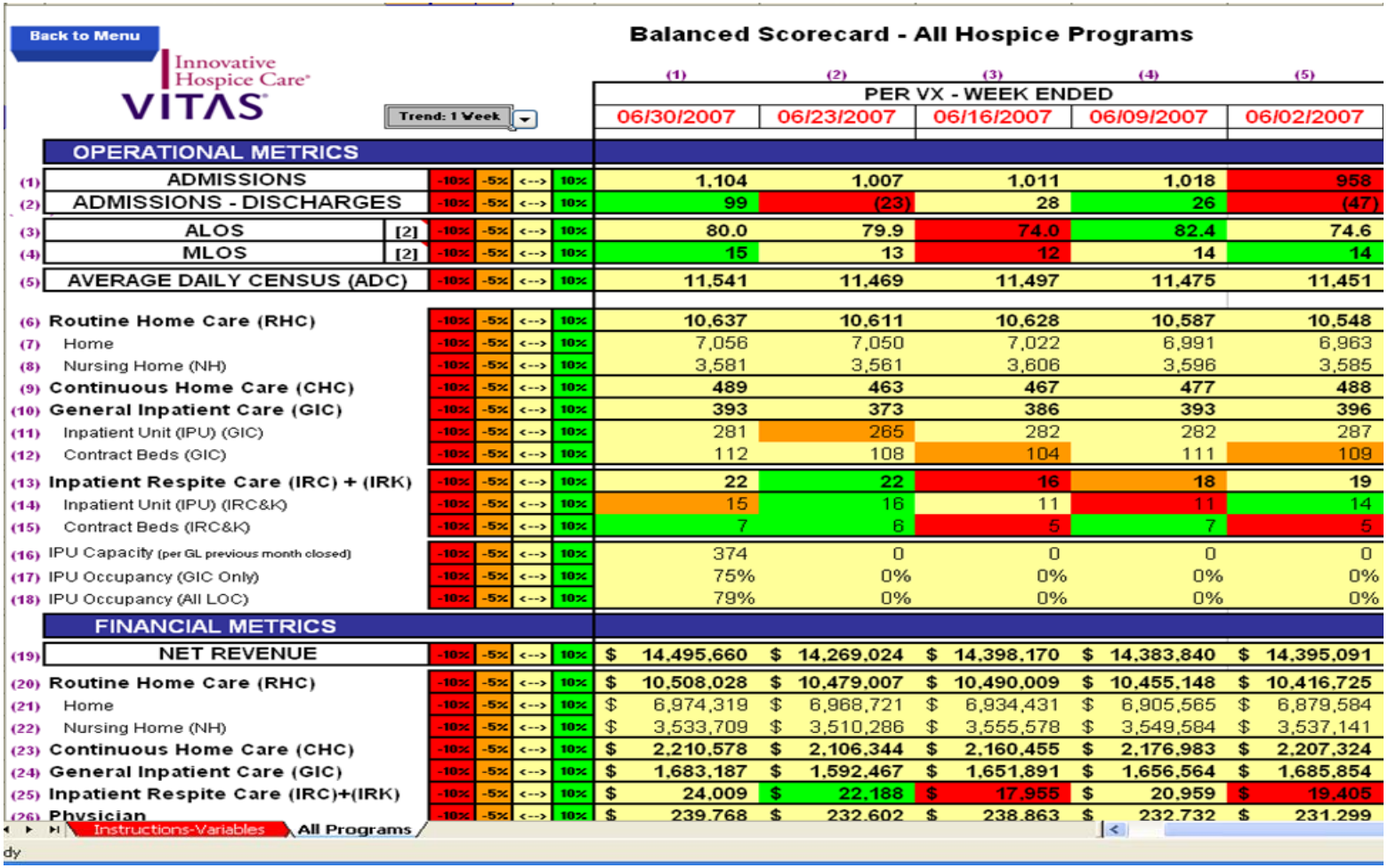
Scorecards



Back to Menu

Innovative Hospice Care® VITAS®

Trend: 1 Week

Balanced Scorecard - All Hospice Programs

				(1)	(2)	(3)	(4)	(5)
				PER VX - WEEK ENDED				
				06/30/2007	06/23/2007	06/16/2007	06/09/2007	06/02/2007
	OPERATIONAL METRICS							
(1)	ADMISSIONS		-10% -5% <--> 10%	1,104	1,007	1,011	1,018	958
(2)	ADMISSIONS - DISCHARGES		-10% -5% <--> 10%	99	(23)	28	26	(47)
(3)	ALOS	[2]	-10% -5% <--> 10%	80.0	79.9	74.0	82.4	74.6
(4)	MLOS	[2]	-10% -5% <--> 10%	15	13	12	14	14
(5)	AVERAGE DAILY CENSUS (ADC)		-10% -5% <--> 10%	11,541	11,469	11,497	11,475	11,451
(6)	**Routine Home Care (RHC)**		-10% -5% <--> 10%	10,637	10,611	10,628	10,587	10,548
(7)	Home		-10% -5% <--> 10%	7,056	7,050	7,022	6,991	6,963
(8)	Nursing Home (NH)		-10% -5% <--> 10%	3,581	3,561	3,606	3,596	3,585
(9)	**Continuous Home Care (CHC)**		-10% -5% <--> 10%	489	463	467	477	488
(10)	**General Inpatient Care (GIC)**		-10% -5% <--> 10%	393	373	386	393	396
(11)	Inpatient Unit (IPU) (GIC)		-10% -5% <--> 10%	281	265	282	282	287
(12)	Contract Beds (GIC)		-10% -5% <--> 10%	112	108	104	111	109
(13)	**Inpatient Respite Care (IRC) + (IRK)**		-10% -5% <--> 10%	22	22	16	18	19
(14)	Inpatient Unit (IPU) (IRC&K)		-10% -5% <--> 10%	15	16	11	11	14
(15)	Contract Beds (IRC&K)		-10% -5% <--> 10%	7	6	5	7	5
(16)	IPU Capacity (per GL previous month closed)		-10% -5% <--> 10%	374	0	0	0	0
(17)	IPU Occupancy (GIC Only)		-10% -5% <--> 10%	75%	0%	0%	0%	0%
(18)	IPU Occupancy (All LOC)		-10% -5% <--> 10%	79%	0%	0%	0%	0%
	FINANCIAL METRICS							
(19)	NET REVENUE		-10% -5% <--> 10%	$ 14,495,660	$ 14,269,024	$ 14,398,170	$ 14,383,840	$ 14,395,091
(20)	**Routine Home Care (RHC)**		-10% -5% <--> 10%	$ 10,508,028	$ 10,479,007	$ 10,490,009	$ 10,455,148	$ 10,416,725
(21)	Home		-10% -5% <--> 10%	$ 6,974,319	$ 6,968,721	$ 6,934,431	$ 6,905,565	$ 6,879,584
(22)	Nursing Home (NH)		-10% -5% <--> 10%	$ 3,533,709	$ 3,510,286	$ 3,555,578	$ 3,549,584	$ 3,537,141
(23)	**Continuous Home Care (CHC)**		-10% -5% <--> 10%	$ 2,210,578	$ 2,106,344	$ 2,160,455	$ 2,176,983	$ 2,207,324
(24)	**General Inpatient Care (GIC)**		-10% -5% <--> 10%	$ 1,683,187	$ 1,592,467	$ 1,651,891	$ 1,656,564	$ 1,685,854
(25)	**Inpatient Respite Care (IRC)+(IRK)**		-10% -5% <--> 10%	$ 24,009	$ 22,188	$ 17,955	$ 20,959	$ 19,405
(26)	**Physician**		-10% -5% <--> 10%	$ 239,768	$ 232,602	$ 238,863	$ 232,732	$ 231,299

Instructions-Variables | All Programs

dy

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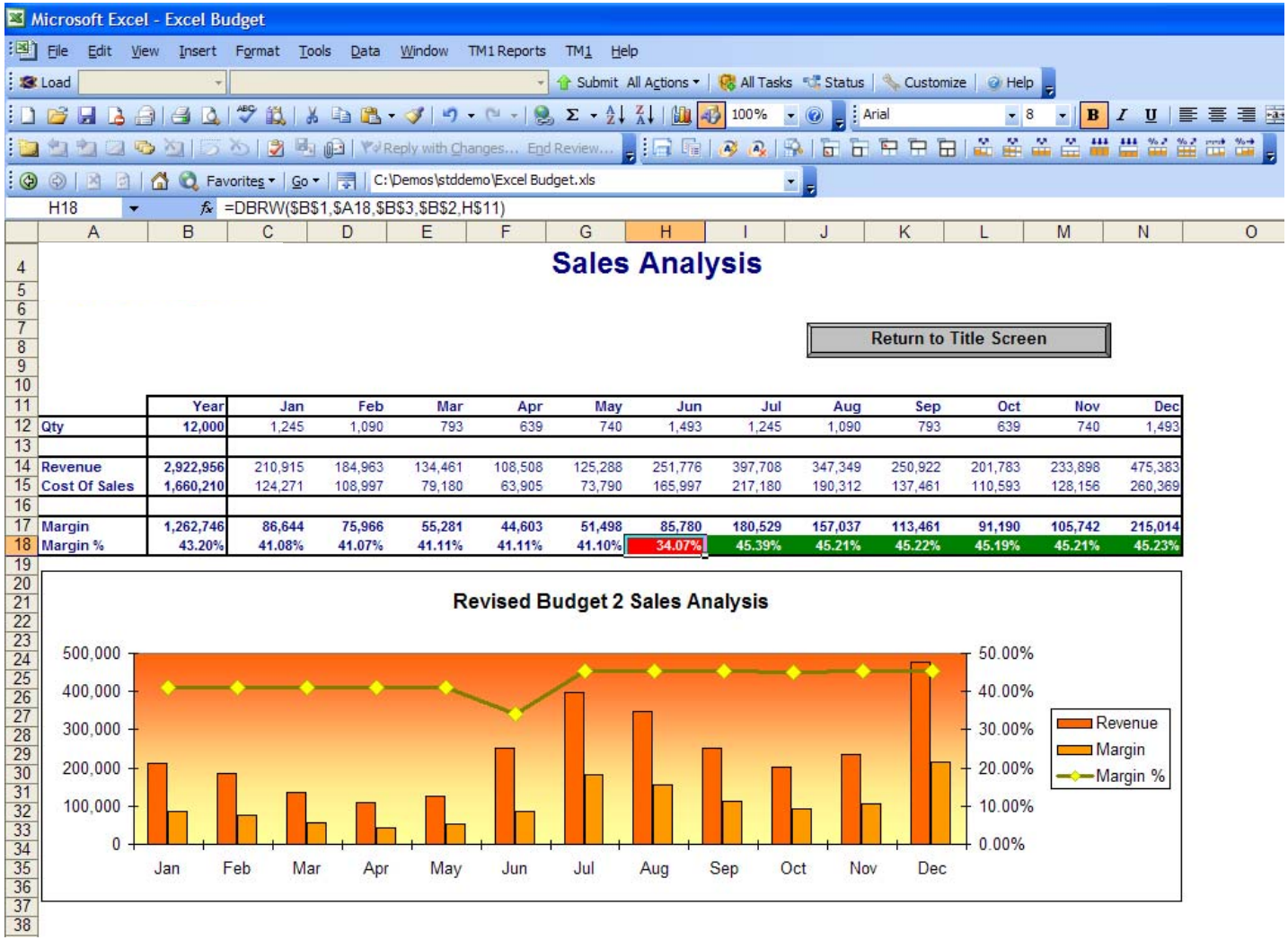
Analytics



	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Qty	12,000	1,245	1,090	793	639	740	1,493	1,245	1,090	793	639	740	1,493
Revenue	2,922,956	210,915	184,963	134,461	108,508	125,288	251,776	397,708	347,349	250,922	201,783	233,898	475,383
Cost Of Sales	1,660,210	124,271	108,997	79,180	63,905	73,790	165,997	217,180	190,312	137,461	110,593	128,156	260,369
Margin	1,262,746	86,644	75,966	55,281	44,603	51,498	85,780	180,529	157,037	113,461	91,190	105,742	215,014
Margin %	43.20%	41.08%	41.07%	41.11%	41.11%	41.10%	34.07%	45.39%	45.21%	45.22%	45.19%	45.21%	45.23%

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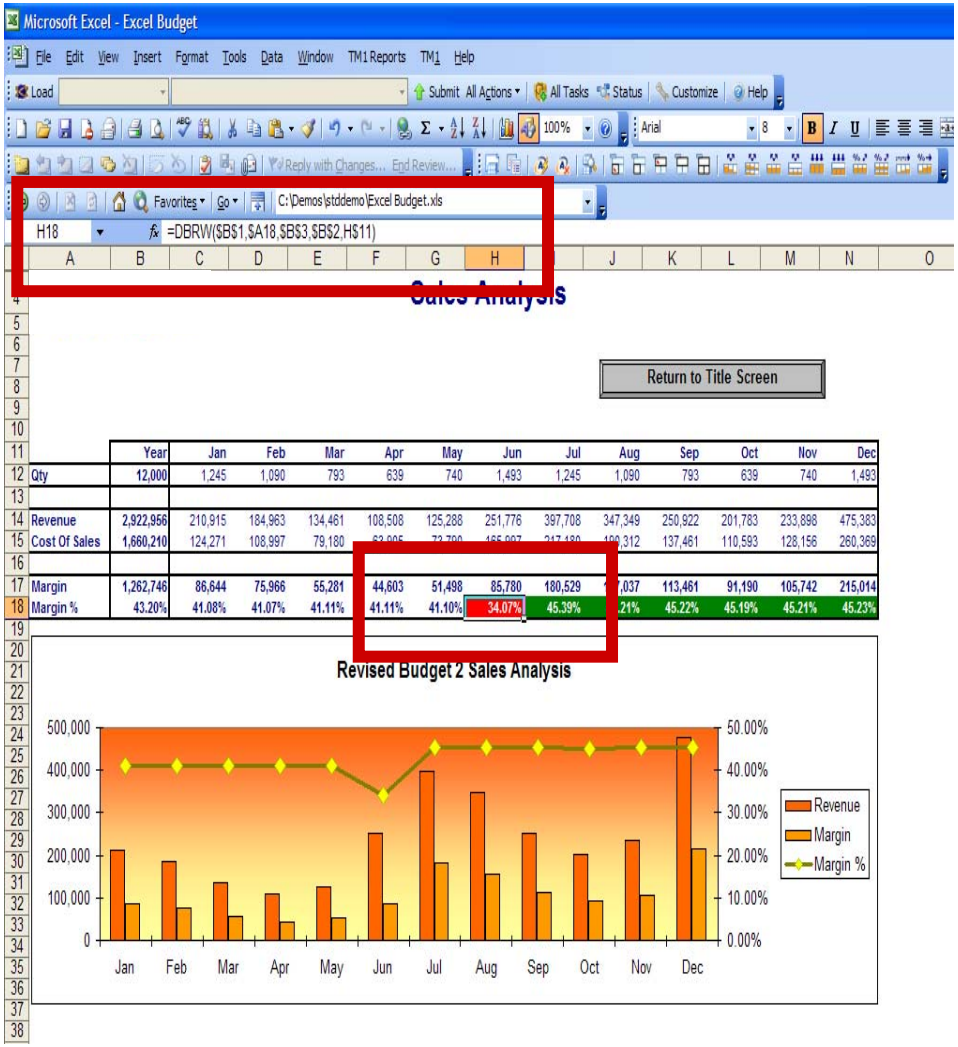
What's the magic here?



Cell H18 contains a "DBRW" formula, a TM1 function that retrieves or writes back a value to a TM1 cube on the server

TM1 data values can be manipulated exactly like Excel values, enabling users to extend the application on their own with Excel functions and graphing features

No data is stored in Excel. It is only used to present the TM1 data, meaning the same TM1 cube data can be presented in an entirely different way for other users or applications.

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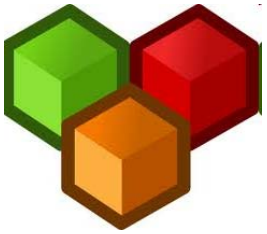
Source systems

ERP

DWH

Fin



TM1

C O G N O S 1 0

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The Transformation is Complete!

Cognos TM1 enables the transformation from

Errors	→	Accuracy
Untrustworthy data	→	Trusted information
Unsecure	→	Auditable
Cumbersome	→	Speed
Fragility	→	Agility

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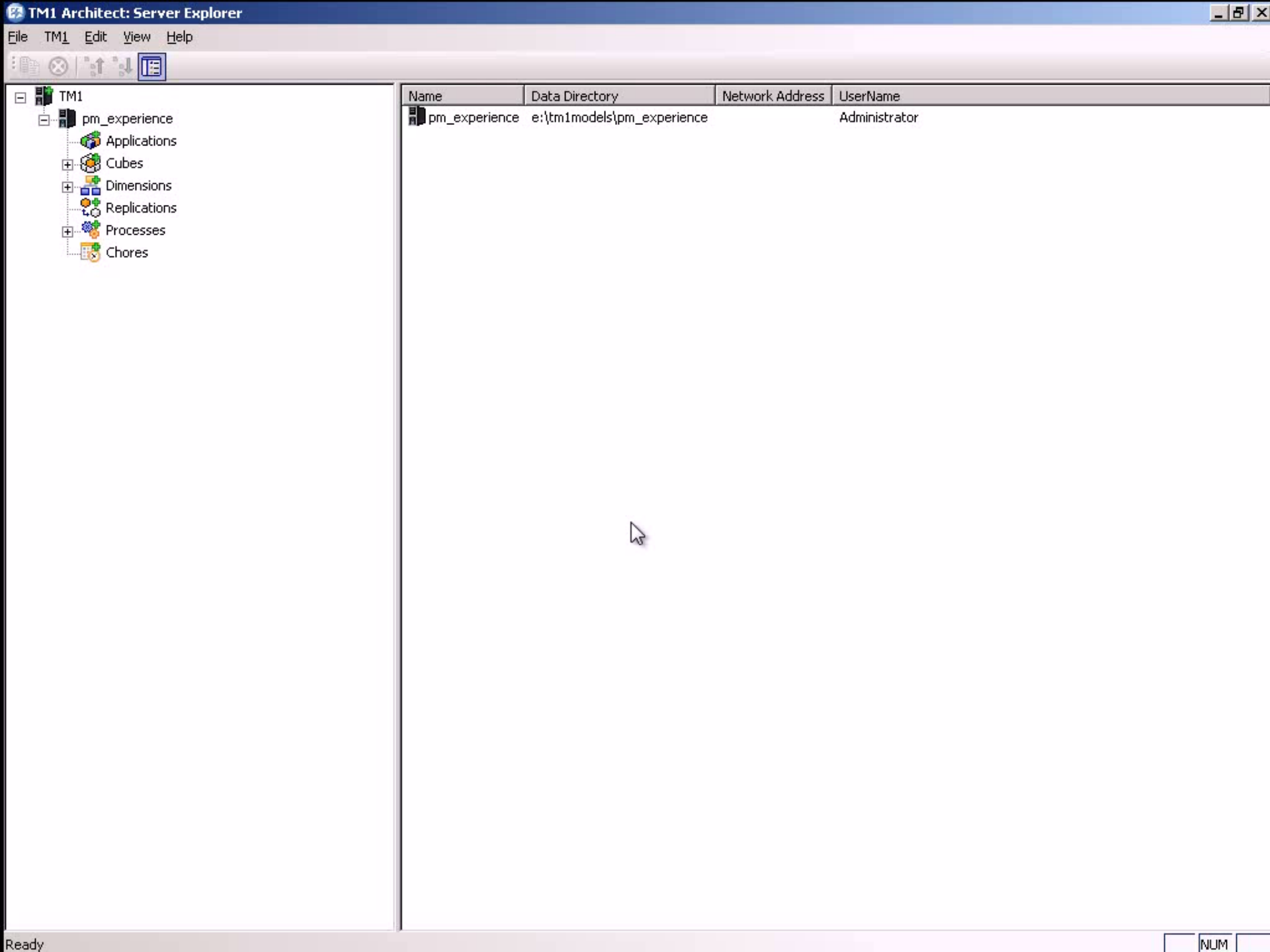
DEMO

Modeling with TM1


TM1 Architect: Server Explorer
File
TM1
Edit
View
Help
TM1
pm_experience
Applications
Cubes
Dimensions
Replications
Processes
Chores
Name
Data Directory
Network Address
UserName
pm_experience
e:\tm1models\pm_experience
Administrator
Ready
NUM

DEMO

Planning with TM1

PPO Dashboard

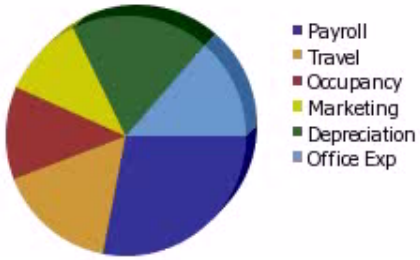
Selected Location: Total Company

Total Company | Finish

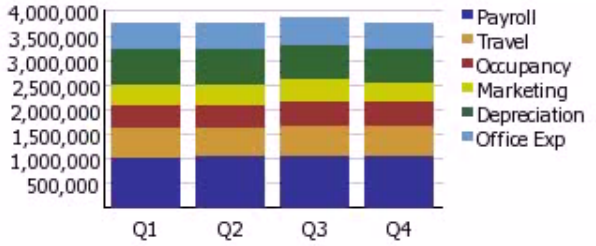
Plan to Target Metrics

	Latest Forecast	Target	Variance	
Gross Revenue	199,495,000	199,550,000	(55,000)	
Gross Margin	30,500,000	30,450,000	50,000	
Total Expense	15,600,000	14,941,846	(658,154)	
Net Profit	15,340,000	15,508,154	(168,154)	
Headcount	45	56	(11)	

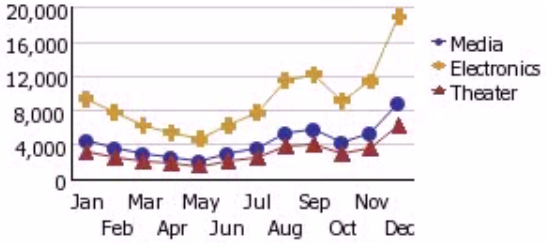
Version 2 Annual Expenses



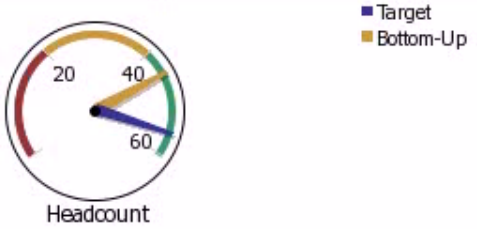
Version 2 Expense Trends



Product Revenue (000's)

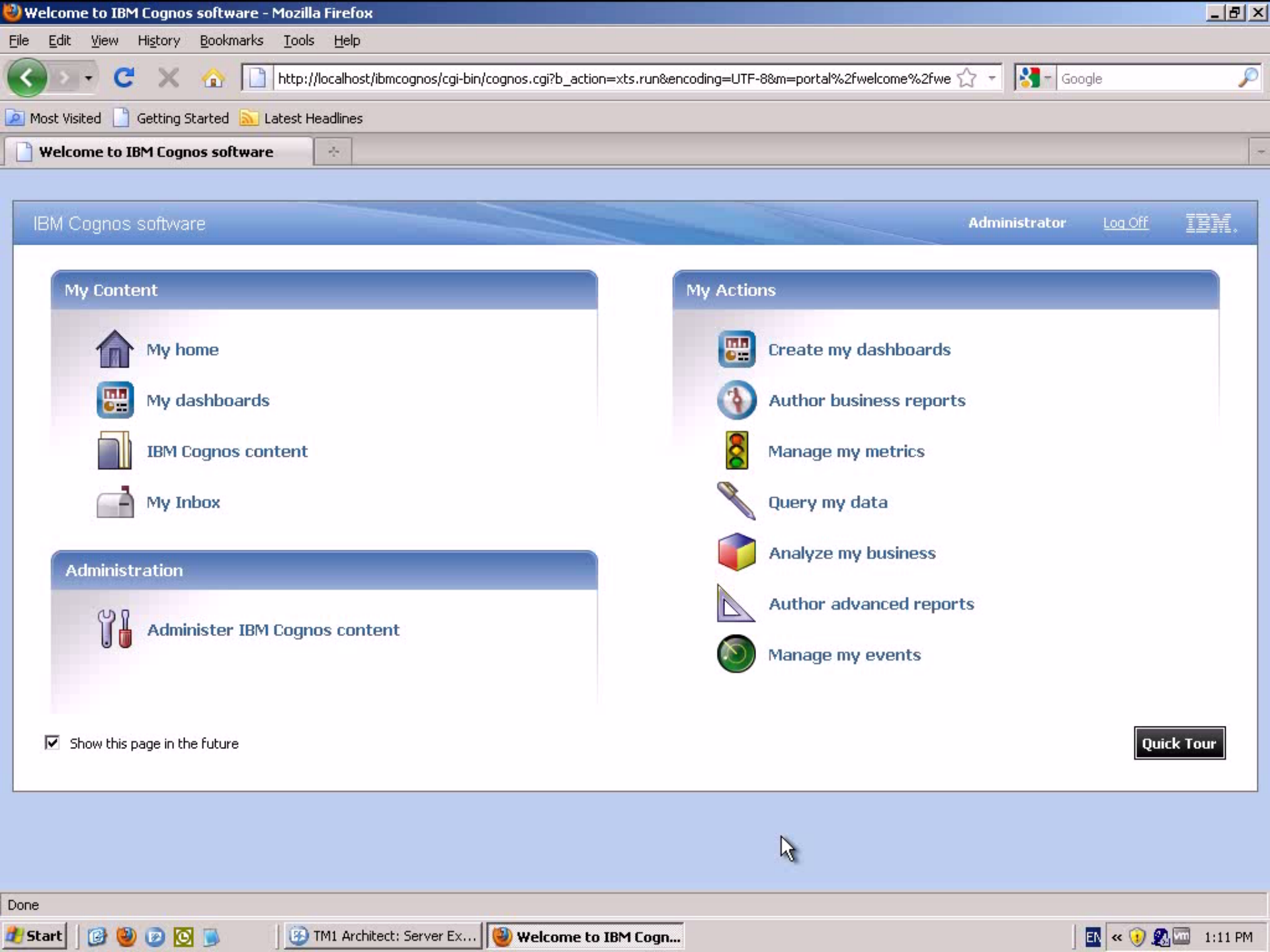


Headcount - Target vs Bottom-Up



DEMO

Integration BI with TM1 planning


Welcome to IBM Cognos software - Mozilla Firefox
File Edit View History Bookmarks Tools Help
http://localhost/ibmcognos/cgi-bin/cognos.cgi?b_action=xts.run&encoding=UTF-8&m=portal%2fwelcome%2fwe
Google
Most Visited Getting Started Latest Headlines
Welcome to IBM Cognos software
IBM Cognos software
Administrator
Log Off
IBM
My Content
My home
My dashboards
IBM Cognos content
My Inbox
Administration
Administer IBM Cognos content
My Actions
Create my dashboards
Author business reports
Manage my metrics
Query my data
Analyze my business
Author advanced reports
Manage my events
Show this page in the future
Quick Tour
Done
Start
TM1 Architect: Server Ex...
Welcome to IBM Cogn...
1:11 PM

Summary

- **Cognos TM1 delivers the best of both worlds**
  - A high-speed centrally-managed server for business data, hierarchies, calculations and workflow
  - A familiar and attractive Excel-based presentation layer, managed by end-users
- **Cognos TM1 + Excel:**
  - enables enhanced insight and proactive management
  - removes artificial barriers to higher growth and business performance
  - provides a secure yet flexible Performance Management environment

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Next Steps...

- Evaluate your current planning & analysis processes
- Look for efficiency & effectiveness gains
- Speak to us about IBM Cognos TM1
- Visit doctor business analytics

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