

IBM Performance 2011

Smarter Decisions. Better Results.



Smarter planning and analyses with IBM Cognos TM1

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13 November 2011

It's all about planning.....isn't??



What do we want?



Improved performance

Smart decisions

Actionable insights

More and better information

Better and trustable data

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**

Challenges Facing Business



Wanted: better performance through better actionable insights

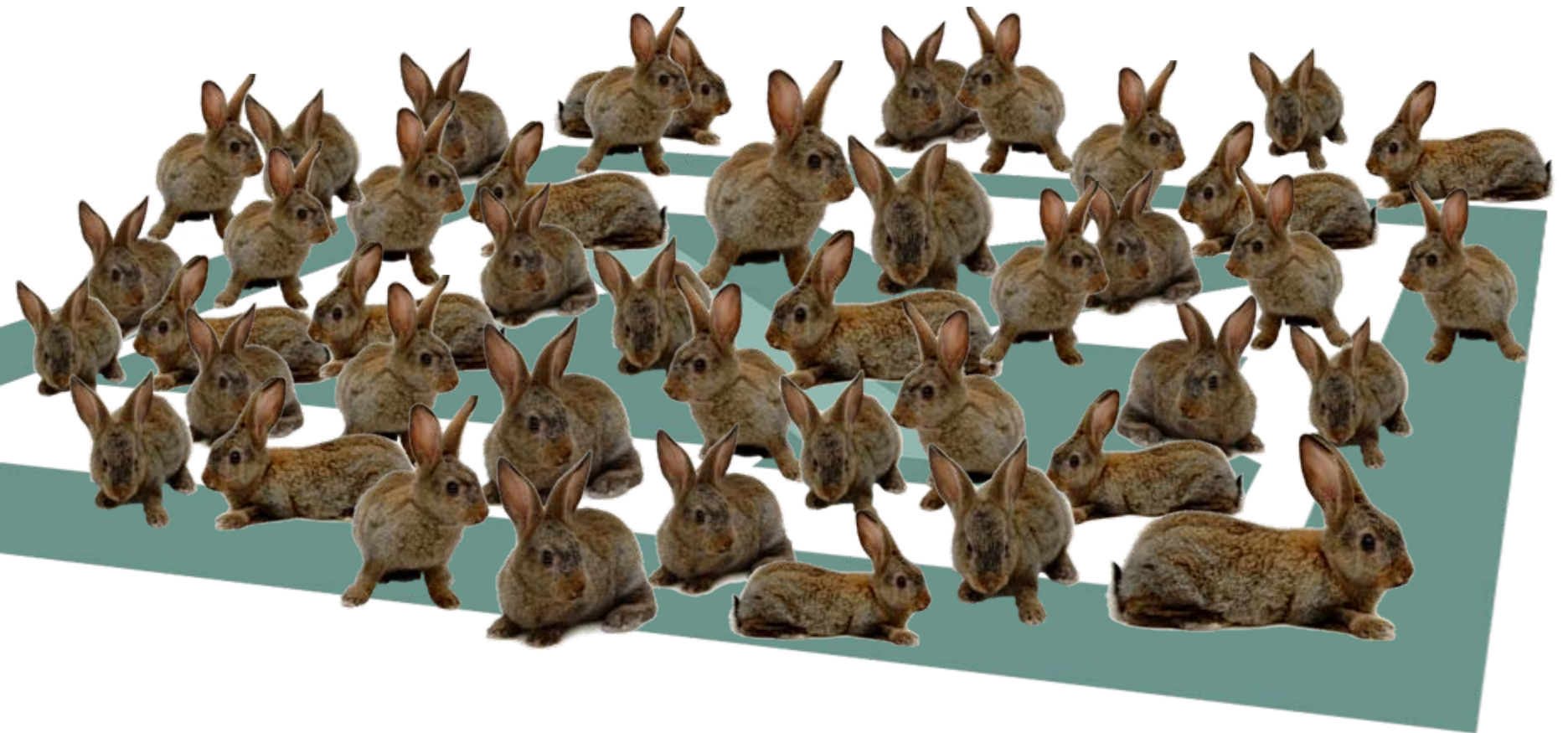
- **Unable to readily view and use their information**
- **Over-reliance on spreadsheets**
- **Need solutions to drive competitive advantage**
- **Need better integration of Business Intelligence and Performance Management**

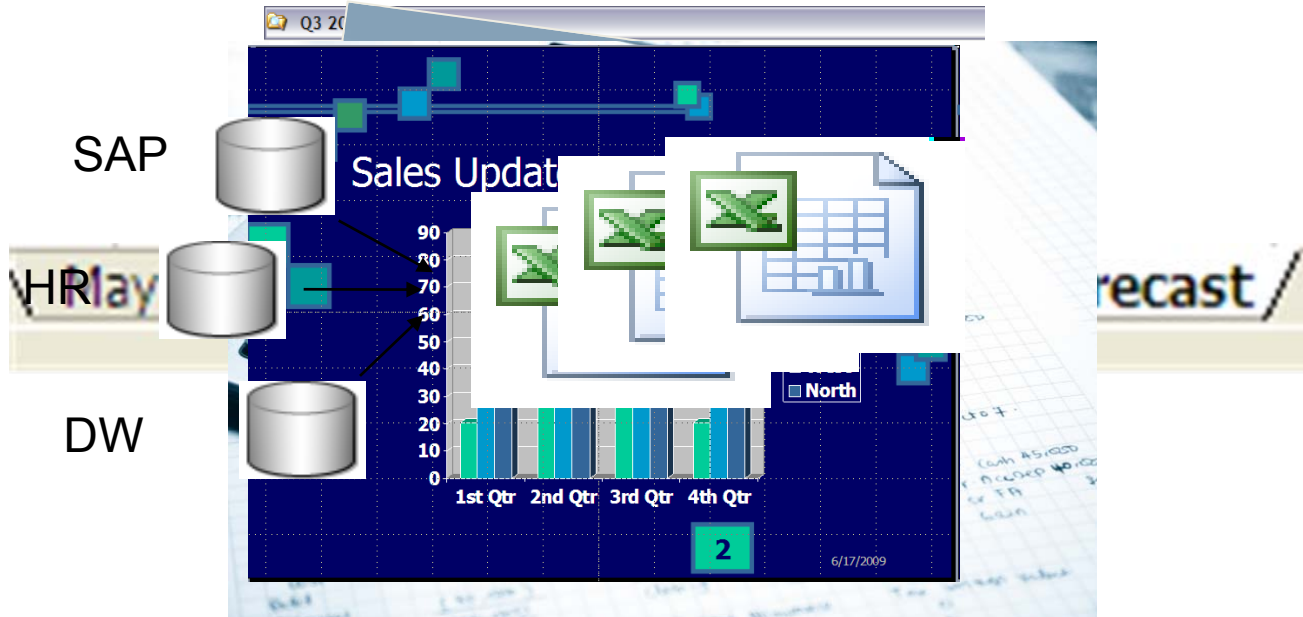
Don't we all want a better insight in life..?



Risk of a bad performance....failure or success?







Update Models

Distribute Models

Aggregate data

What-if & Optimize



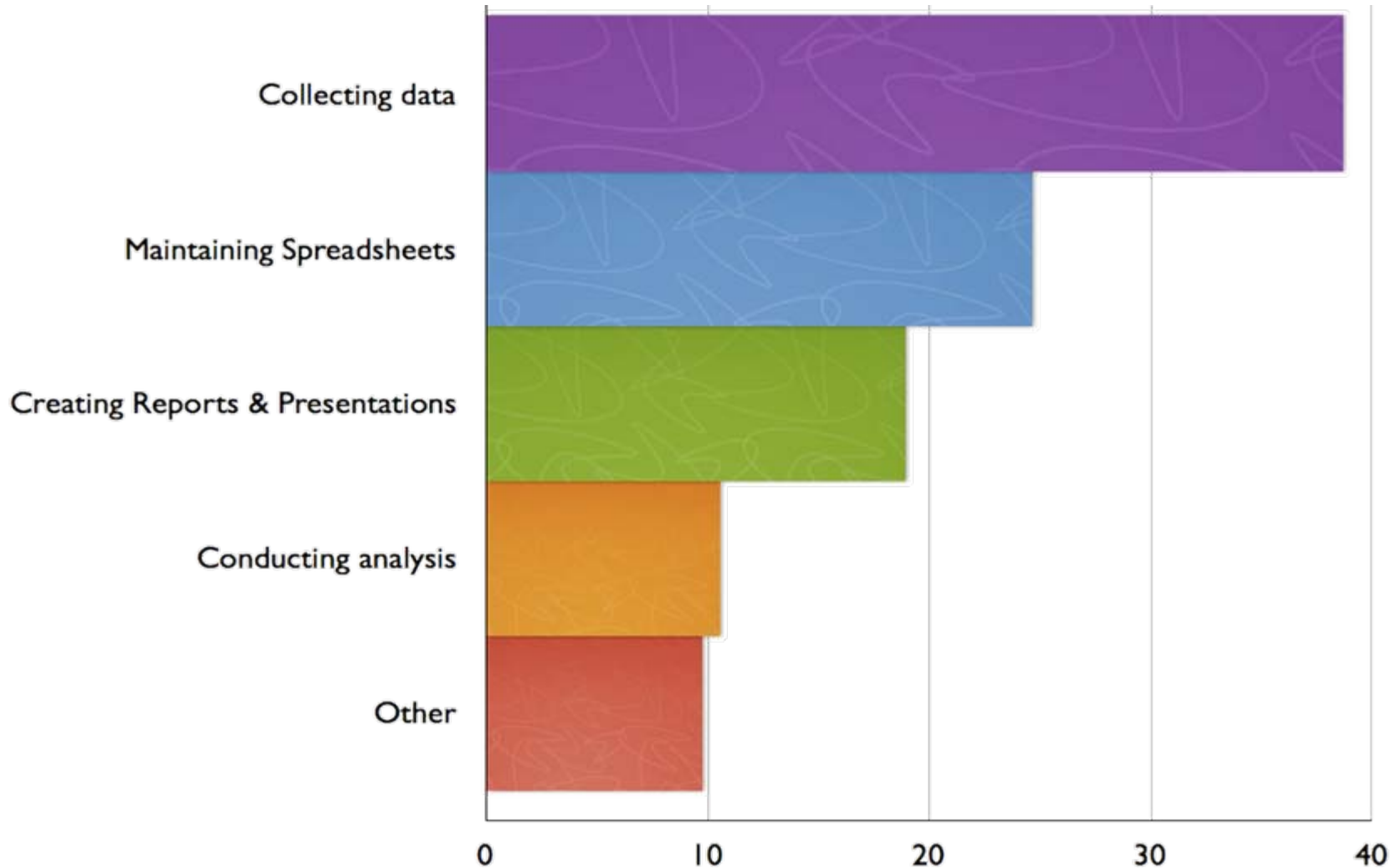
New version

Load Actuals

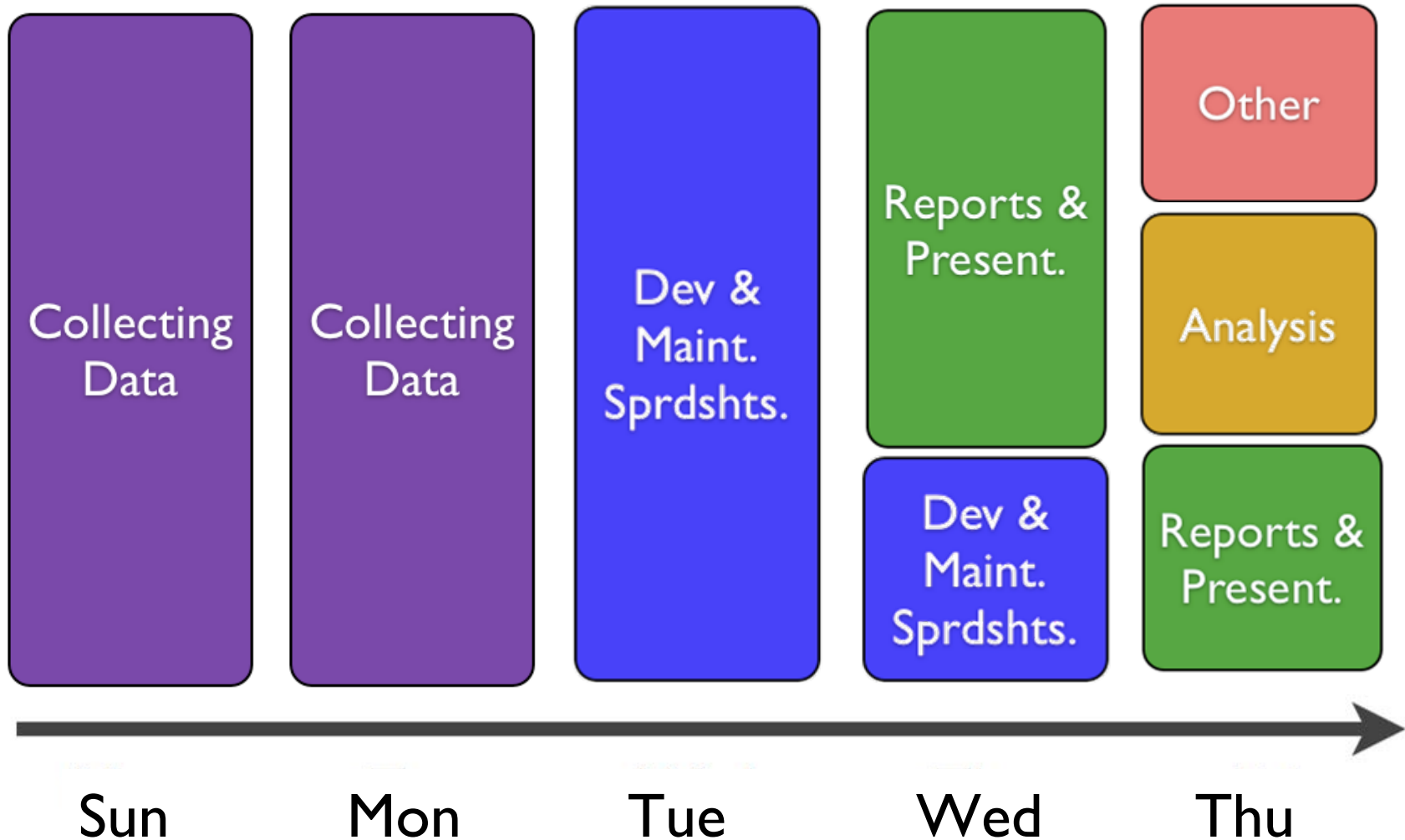
Collect Data

Report & Analyze

How do we spend our time?



Same data – different perspective



Solution: IBM Cognos TM1



IBM Cognos TM1



64-bit In-Memory OLAP

Read & Write

High Performance

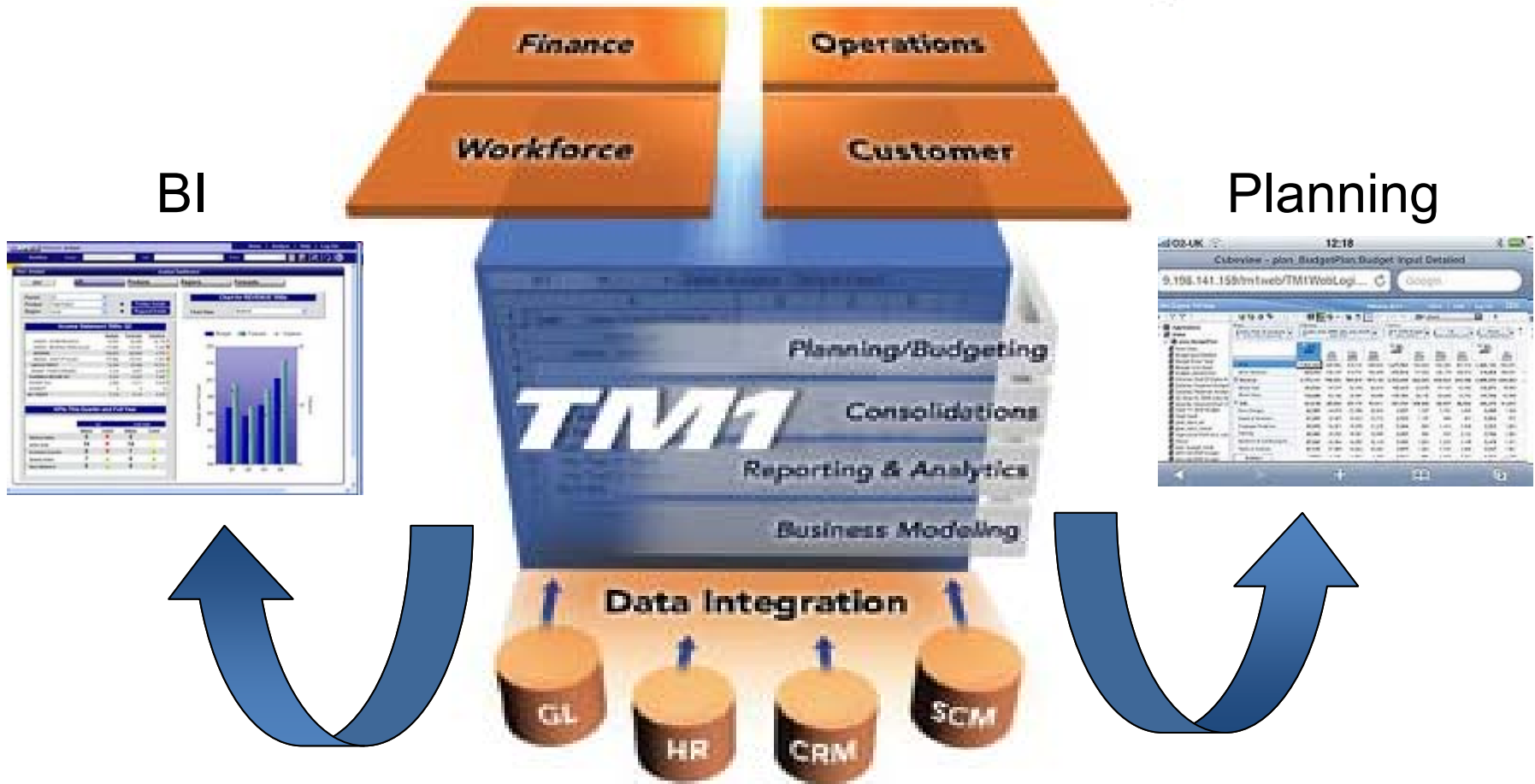
Flexible

Intuitive Maintenance

TM1 in your infrastructure

BI

Planning



Budget

- Budget
- Scenario 1
- Scenario 2
- Scenario 3
- Oct-08 Forecast
- Nov-08 Forecast

views

- Total Demand
- Regional Accounts
 - Eastern Region
 - New York
 - Orlando
 - Atlanta
 - Central
 - Western Region

Net Sales	Month -3	Month -2	Last Month
	Oct-08	Nov-08	Dec-08
Current Forecast - Upside	4,620	4,630	4,498
Current Forecast	4,620	4,630	4,498
Current Forecast - Downside	4,620	4,630	4,498

Net Sales Movement Analysis

Reconciles movement in Net Sales between any two date sets

Centralized Updates

Workflow

Real-time, automatic aggregation

What-if



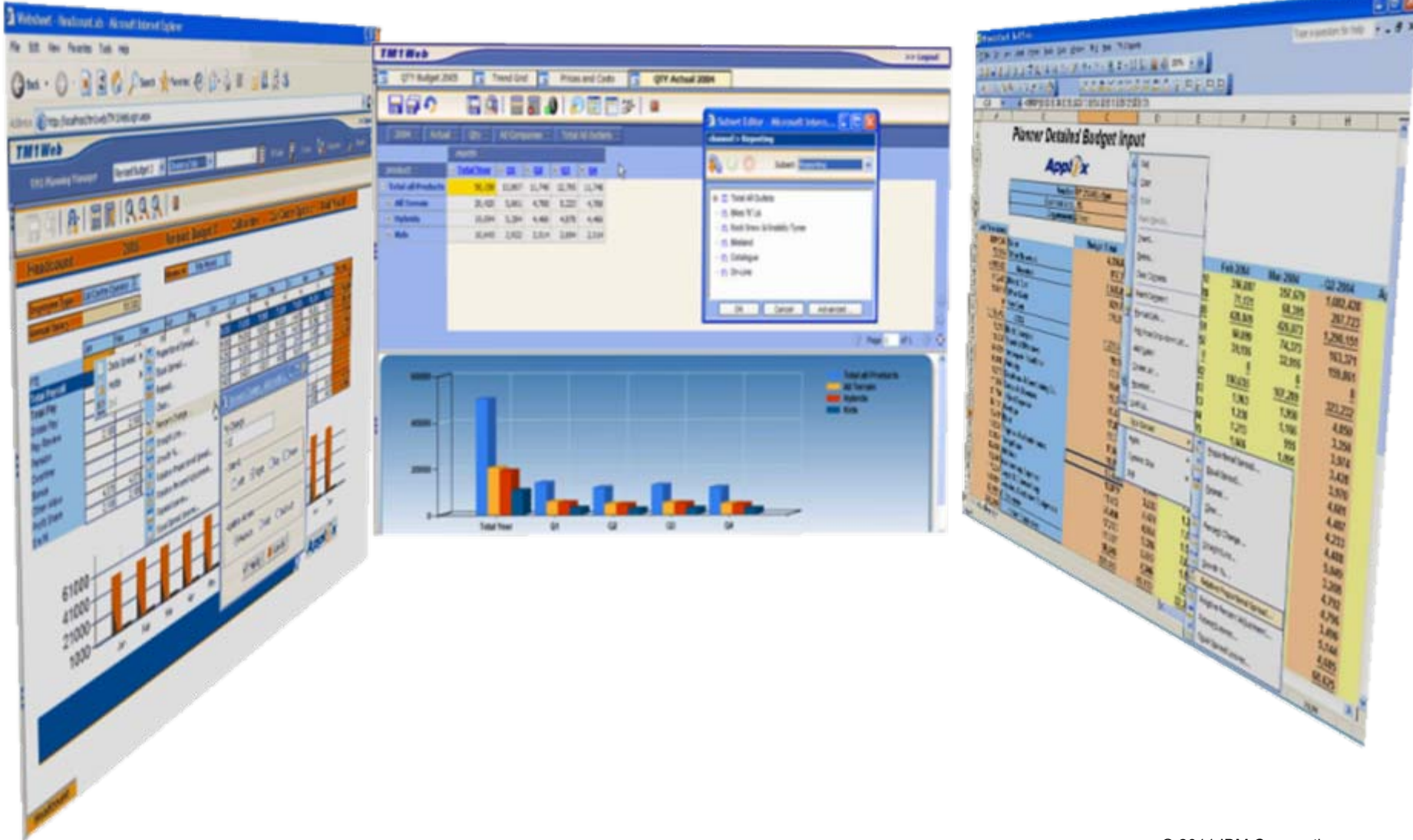
Simple Versioning

Automatic Interface

Easy and safe Interface

Report & Analyze

Planning, Budgeting and Forecasting



Salary Planning

TM1 Web

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		-	-	-	-	-	-
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

Integrated Workflow

The screenshot displays a Microsoft Excel spreadsheet titled "plan_planner_budget_input.xls" with a menu bar (File, Edit, View, Insert, Format, Tools, Data, Window, TML, SubMan, Help) and a toolbar. The active sheet is "FY 2004 Budget" with the selected cell range "Sales (UK) - Submitted". A workflow menu is open over cell A57, showing "All Actions" with options: Approve, Reject, and Revoke. A "Version Status" dialog box is also open, showing a hierarchical tree of budget versions:

- All Active Versions
 - FY 2004 Budget
 - Total Business Unit
 - Europe [In Progress]
 - UK [In Progress]
 - Sales (UK) [Submitted]
 - Germany [Rejected]
 - Sales (Germany) [Approved]
 - North America [In Progress]
 - Canada [Submitted]
 - US [Approved]
 - PacRim [Rejected]
 - ROW [Approved]
 - FY 2004 Q4 Rolling Forecast

The spreadsheet data is as follows:

	2004	LY 2003 Actuals	Q1-2004	
IT Expense	61120	53785	14526	
Other Expenses	960843	845543	233242	
Wages Expense	920509	810048	230173	
Benefits Expense	59166	52065	15247	
Payroll Taxes	57985	51028	15361	
Payroll	1037660	913141	260781	
Travel - Other	154478	135942	39019	
Travel	154478	135942	39019	
Amortization Expense	148824	130965	39227	
Depreciation Expense	507535	446630	130703	
Depr & Amort	656359	577595	169930	
Advertising	40744	35855	10606	
Web Site	43594	38365	10657	
Directories & Mailing Lists	41325	36364	10016	
				3386 3328 3943 10440
				3321 3455 3239 9736

Financial Reporting

Aqua, Inc Profit & Loss Report

Finance

Menu

Aqua Inc	Total Cost Centre	Year	2009			2008		
			Actual	Forecast.2	Variance	Actual	Forecast.2	Variance
NET PROFIT			67,313,983	68,897,889	158,906	75,820,400	74,256,878	1,563,522
INCOME TAX			2,276,442	4,143,090	(1,866,648)	2,346,847	1,918,875	(427,972)
INTEREST			1,541,327	2,805,801	(1,264,474)	1,568,907	1,299,004	(269,903)
EBIT			71,131,751	73,647,958	(2,516,207)	78,906,244	77,479,457	1,426,787
TOTAL REVENUE			185,172,991	193,031,878	(7,858,887)	117,851,321	114,822,038	2,929,283
600000 - OTHER INCOME			50,351,325	52,388,872	(2,037,547)	56,111,650	54,722,426	1,389,224
610000 - Interest On Short Term Deposits			11,552,358	11,972,623	(420,265)	12,823,451	12,505,918	317,533
610100 - Interest on STD/FID			11,552,358	11,972,623	(420,265)	12,823,451	12,505,918	317,533
610200 - Interest On STD (OCCF/SM)								
610300 - Interest on STD (MAS)								
620000 - Dividends			14,786,477	15,322,991	(536,514)	16,411,678	16,005,491	406,187
630000 - Rental			1,542,966	1,598,058	(55,092)	1,712,682	1,670,283	42,399
630100 - Rental Office			1,528,224	1,583,778	(55,554)	1,696,328	1,654,325	42,004
630200 - Rental Co. House								
630300 - Rental Apartments (PD)			14,477	15,033	(556)	16,000	15,671	329
630400 - Rental Apartments (Garding)			364	374	(10)	294	286	8
640000 - Interest on Staff Loans			380,457	311,378	68,079	333,507	325,249	8,258
640100 - Interest Housing Loans			263,160	272,727	(9,567)	282,108	284,875	(2,767)
640200 - Interest Vehicle Loans			34,302	36,119	(1,817)	38,095	37,727	368
640300 - Interest Advance/Other			2,445	2,534	(89)	1,274	2,647	(1,373)
640400 - Interest Staff MIDT								
640500 - Interest Staff MIDFCS								
650000 - Interest On Promissory Notes			1,555,910	1,715,795	(159,885)	1,837,727	1,782,222	55,505
650100 - Interest Promissory Notes / Bonds			1,555,910	1,715,795	(159,885)	1,837,727	1,782,222	55,505
650200 - Interest ICR Advances								
660000 - Bad Debts Recovered			234,291	242,818	(8,527)	250,074	252,034	(1,960)
670000 - Laundry Receipts			214,203	221,989	(7,786)	237,705	231,879	5,826
670100 - Other Receipts			207,280	215,137	(7,857)	230,426	224,720	5,706
670200 - Library Membership Fees			6,923	6,852	71	7,279	7,159	120
680000 - Provision For Depreciation			20,265,553	21,002,258	(736,705)	22,484,764	21,007,752	1,477,012

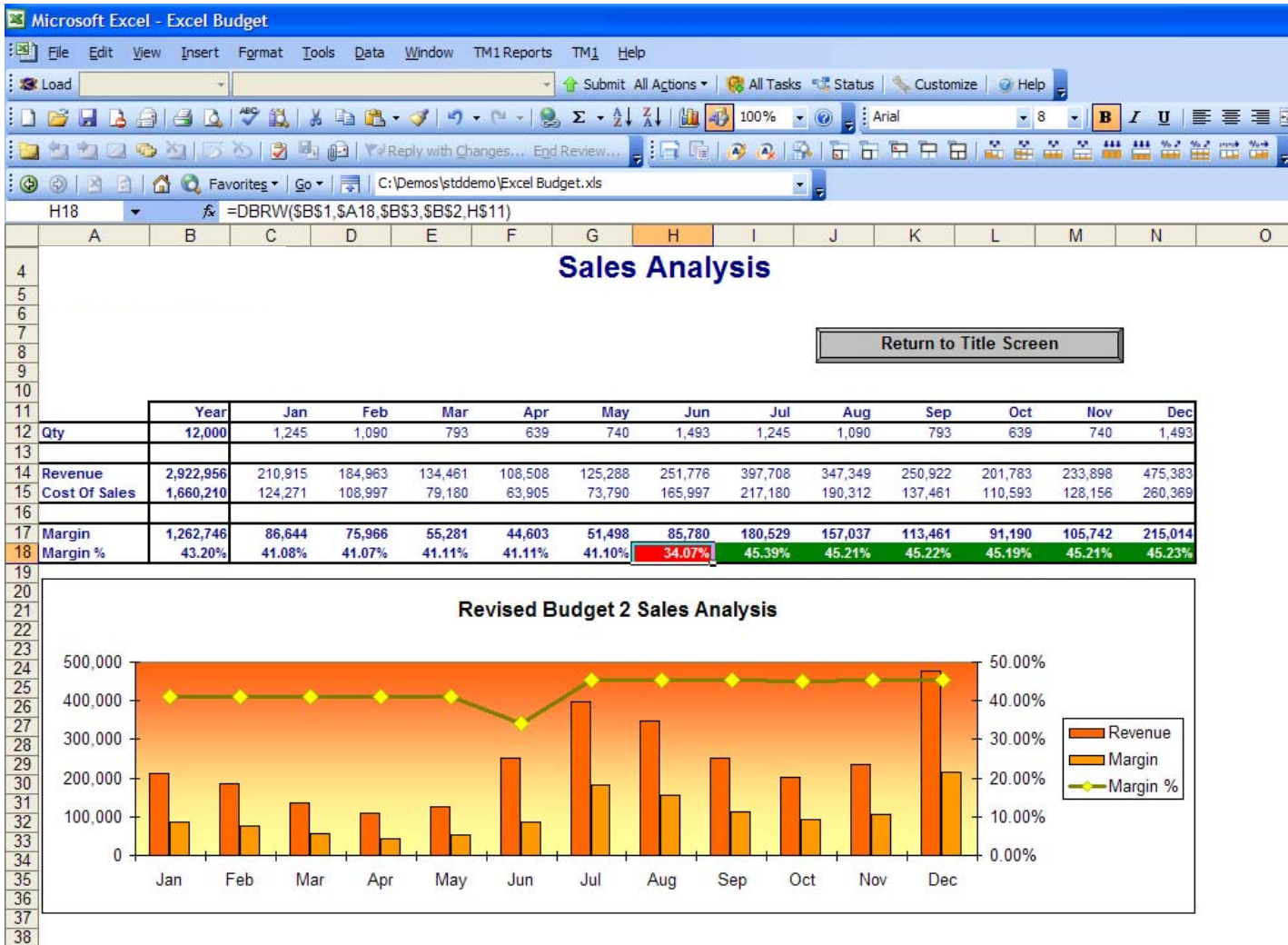
Dashboards



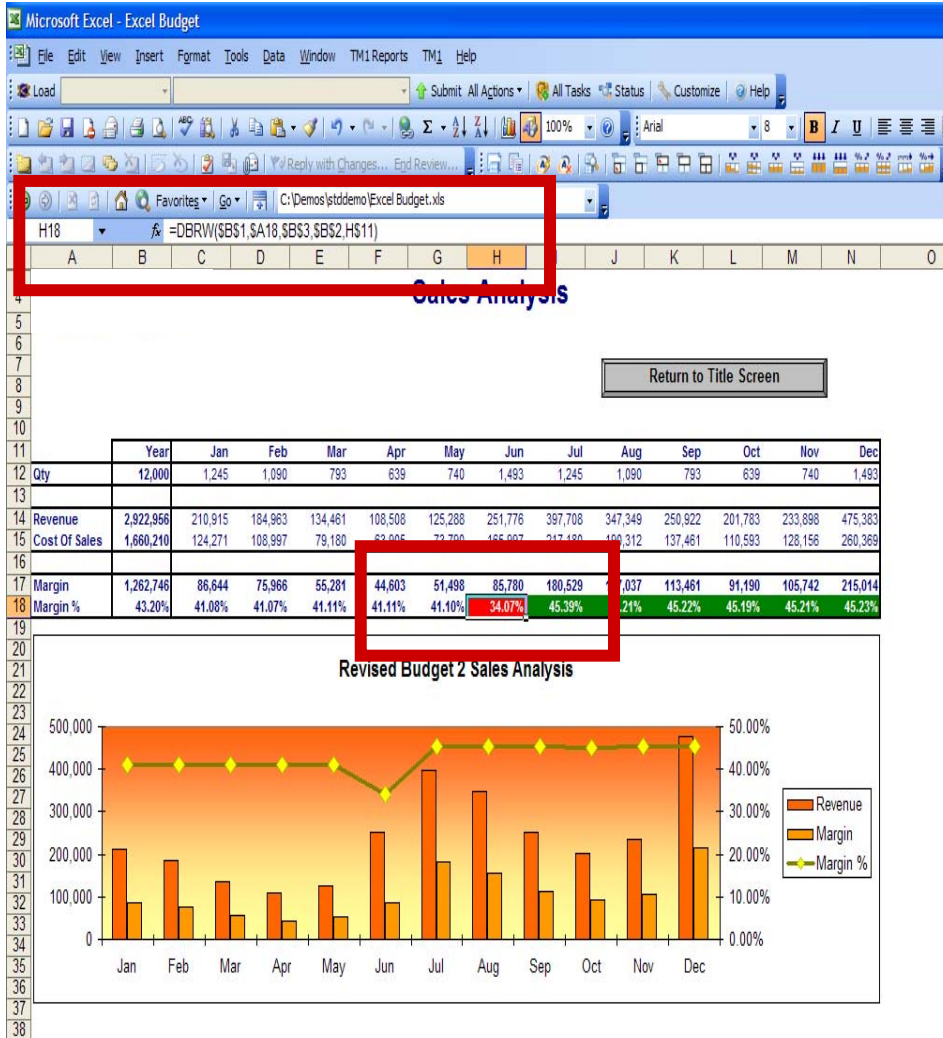
Scorecards

				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	3,806	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	\$ 6,905,585	\$ 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	

Analytics



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.

Source systems



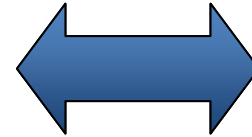
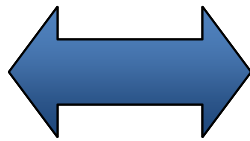
ERP



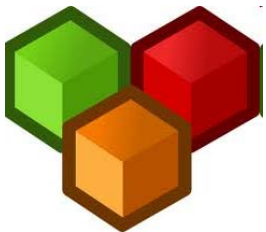
DWH



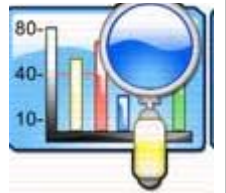
Fin



TM1



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The Transformation is Complete!



Cognos TM1 enables the transformation from

Errors



Accuracy

Untrustworthy data

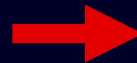


Trusted information

Unsecure

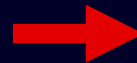
Auditable

Cumbersome

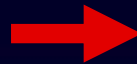


Speed

Fragility



Agility

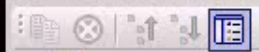




DEMO

Modeling with TM1





TM1

- pm_experience
 - Applications
 - Cubes
 - Dimensions
 - Replications
 - Processes
 - Chores

Name	Data Directory	Network Address	UserName
pm_experience	e:\tm1models\pm_experience		Administrator



DEMO

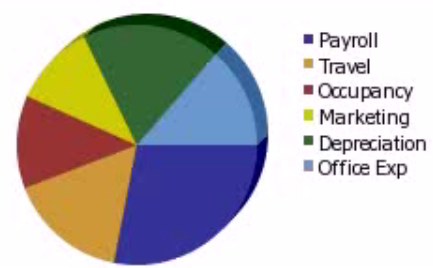
Planning with TM1



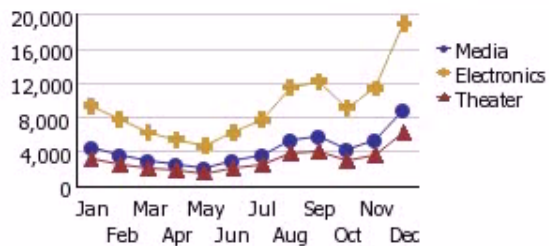
PPO Dashboard Selected Location: Total Company

Total Company

Version 2 Annual Expenses



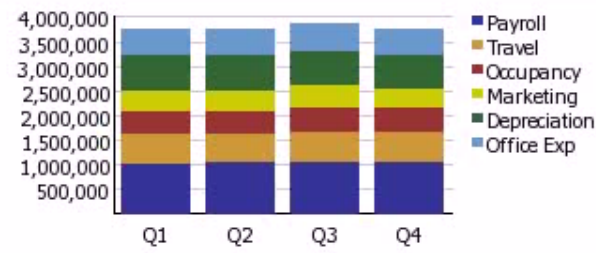
Product Revenue (000's)



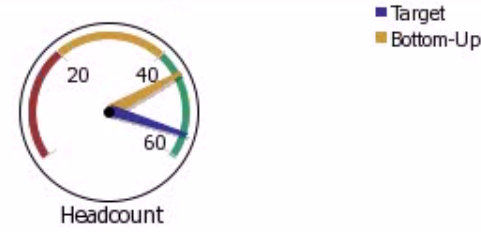
Plan to Target Metrics

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

Version 2 Expense Trends



Headcount - Target vs Bottom-Up





DEMO

Integration BI with
TM1 planning








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

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

Next Steps...

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