

# Business Analytics **Forum**

See The Future Of Decision Making



## Juniper Group builds financial plans and forecasts with Soul

Greg Drummond  
Juniper Development Group

Rob Melloy  
Bistech



# Juniper Development Group Overview

- Queensland Based Developer, Privately Owned
- Extensive Portfolio of Premium Residential Projects
  - Sunshine Coast
  - Port Douglas
  - Gold Coast
- Established in 1992
- One of Australia's Premium Property Developers



# Juniper Projects – Sunshine Coast



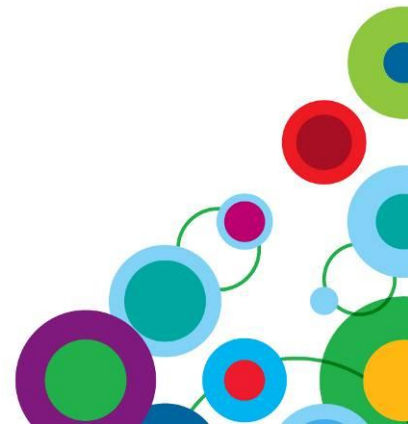
- Quality products
- Premium locations
- Lifestyle and investment focus
- Continually lifting the standards



# Juniper Projects – Tropical North QLD

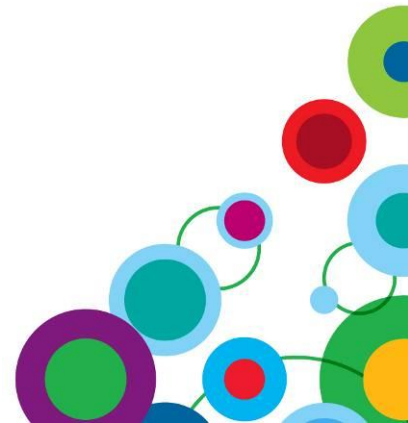


- Sea Temple Resorts
  - Palm Cove
  - Port Douglas
  - Golf and Country Club Residential Homes
- Coconut Grove -- Centre of Port Douglas



## Juniper -- Retail

- Restaurants, cafes, gifts, fashion, spas
  - Mooloolaba, Sunshine Coast
  - Surfers Paradise, Gold Coast
  - Macrossan Street, Port Douglas
  - Cairns Square,  
Cairns City Centre



# Juniper Projects – Gold Coast

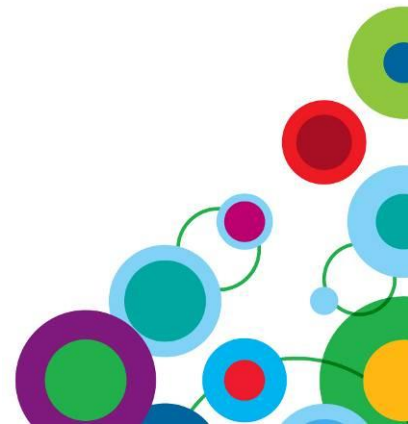
- Waterline at Broadbeach
  - Juniper's first venture on QLD's Gold Coast



# Soul – Surfers Paradise Beach, Gold Coast



- 77 levels, 245m above street level
- 25m heated outdoor pool, 25m heated indoor lap pool
- Spa, steam and sauna rooms, Children's pool
- Residents' poolside lounge
- Tropical gardens and BBQ Area



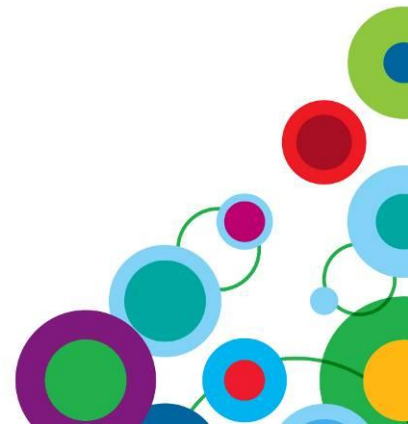
# Soul – Surfers Paradise Beach, Gold Coast

- Development Area

– Basement	22,224m <sup>2</sup>
– Tower/Resort (Lvl 1-3)	4,921m <sup>2</sup>
– Tower (Lvl 4-77)	58,724m <sup>2</sup>
– Retail	7,935m <sup>2</sup>
Total	<u>93,804m<sup>2</sup></u>

- Construction Details

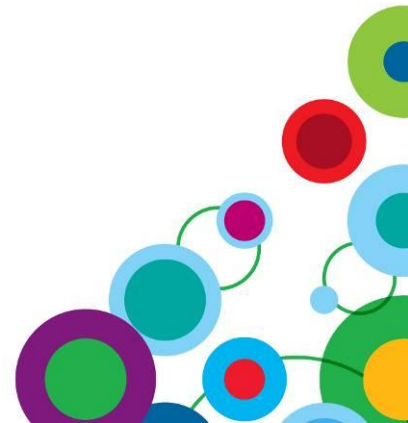
- Concrete Quantity = 49,000 m<sup>2</sup>
- Reinforcing Steel = 8,700 tonne
- External window & door area = 19,800 m<sup>2</sup>
- Glazed balustrade area = 8,300 m<sup>2</sup>





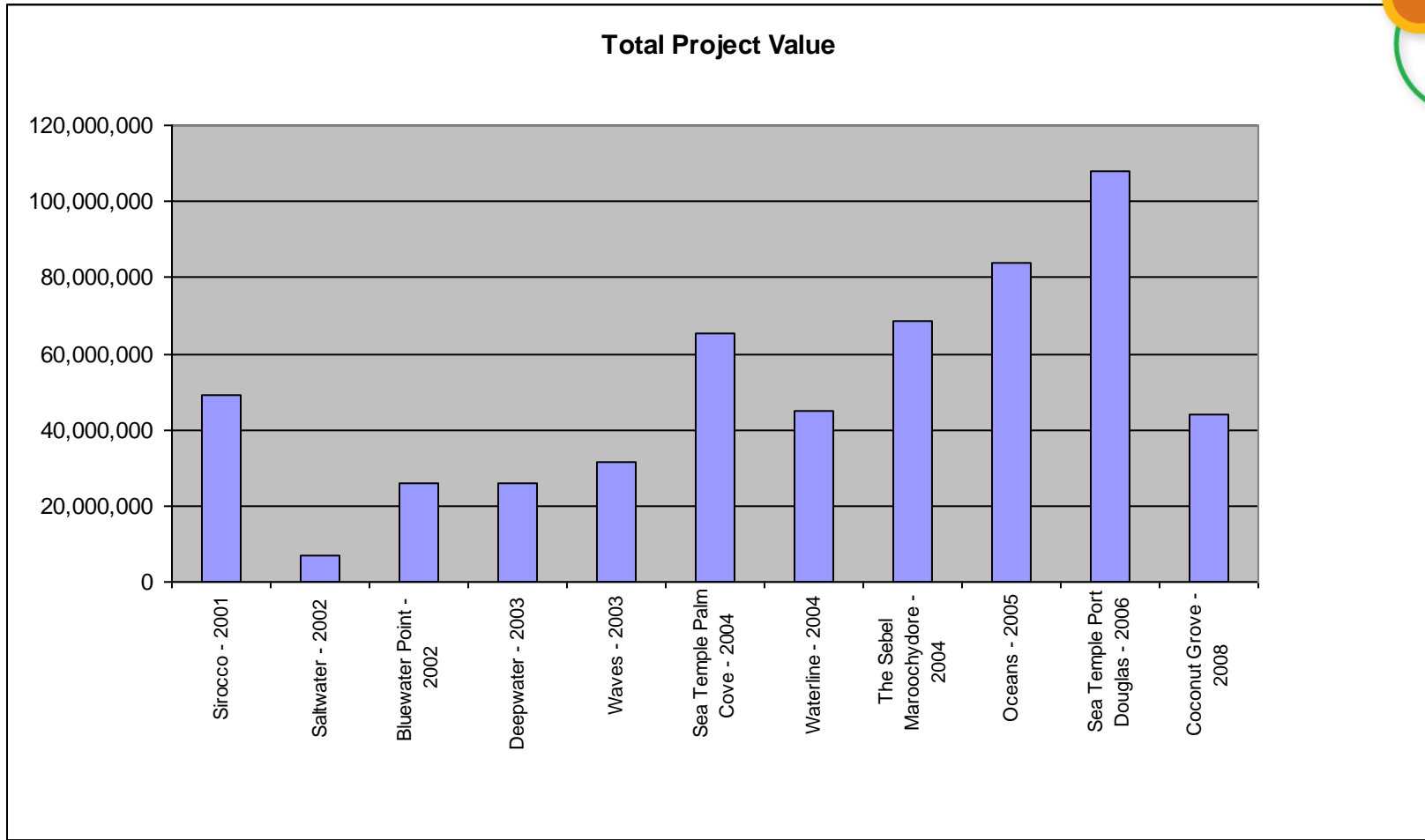
# Soul Commercial Necessities

- Management of Contingencies
- Comparable KPIs
- True accounting for time risks
  - 9 year project
  - 4 years for design and approvals
  - 18 months to finance
  - 3½ years to construct
  - 5 years of marketing to date



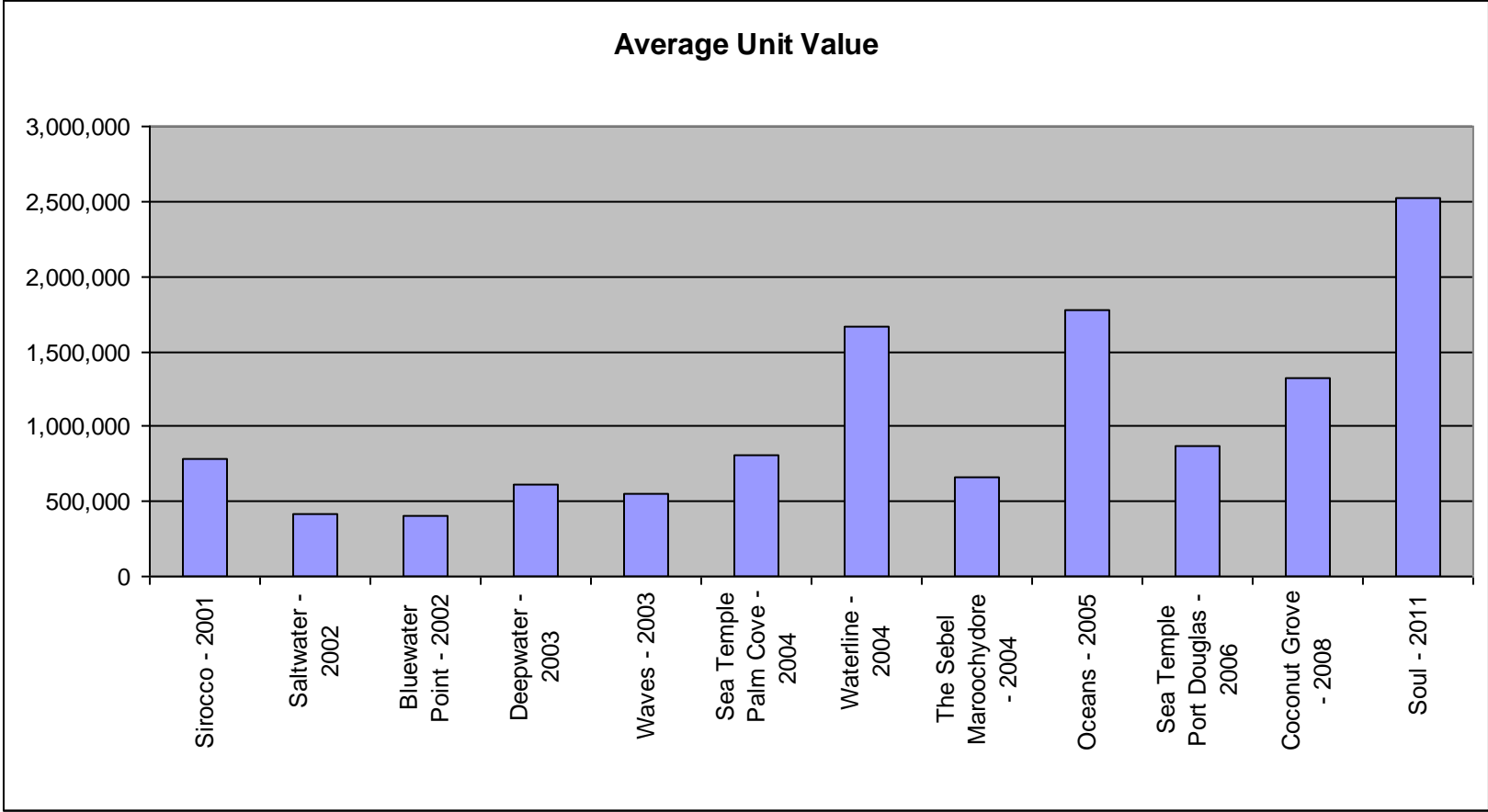


# Juniper Group Project Values 2001 to 2009





# Juniper Group Average Unit Values 2001 to 2011



# Importance of Rolling Forecast Accuracy

- Quarterly Rolling Forecasts Vs Annual Budget
  - Always looking at least 12 months forward
- Forecasts entered by Departmental Managers
  - Ownership of Forecasting Responsibility
- Bottom Up Accuracy
  - Consolidated for Cash Flow Forecasting
- Out grew Spreadsheets
  - Needed a Database solution to consolidate



**TM1 Database Solution**



# Partnering with Bistech

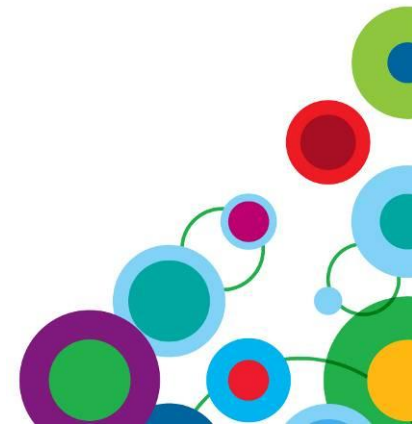
Delivering more  
than just **Service**



Delivering **Solutions.**



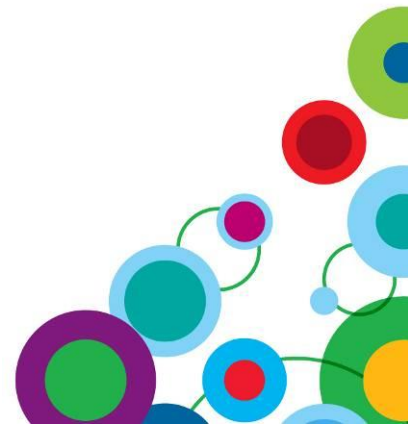
- IBM Premier Business Partner
- Providing IBM Cognos solutions since the year 2000
- A team of fully trained and **certified** senior IBM Cognos Consultants
- Providing services across the full suite of Cognos applications including Cognos 8, Cognos TM1 and Cognos Planning
- [www.bistech.com.au/our-success-testimonials](http://www.bistech.com.au/our-success-testimonials)



# Partnering with Bistech

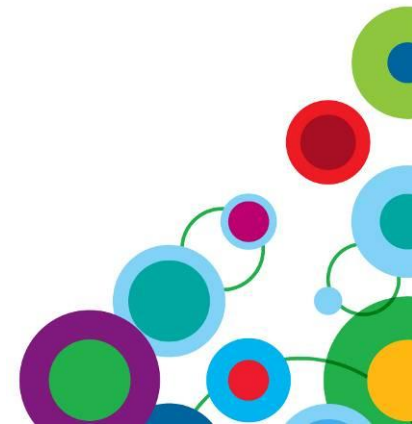
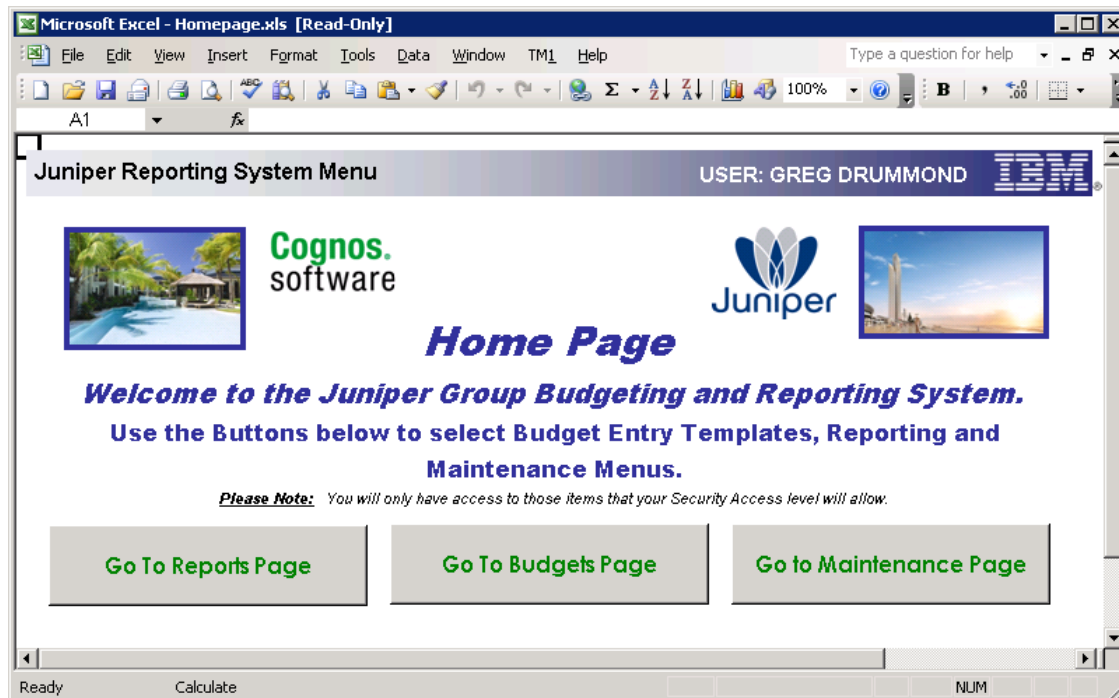


- Juniper and Bistech working in partnership since 2005
- Guidance Engagement Model
  - Bistech provided guidance throughout the TM1 implementation
    - Scope and Design / Solution Architecture
    - Q&A
  - Juniper undertook the vast majority of the build tasks
    - Lowered Implementation and TCO Costs
    - Enforced self reliance
    - Optimised the opportunity for gaining Knowledge Transfer
- [www.bistech.com.au/our-success-case-studies-juniper](http://www.bistech.com.au/our-success-case-studies-juniper)



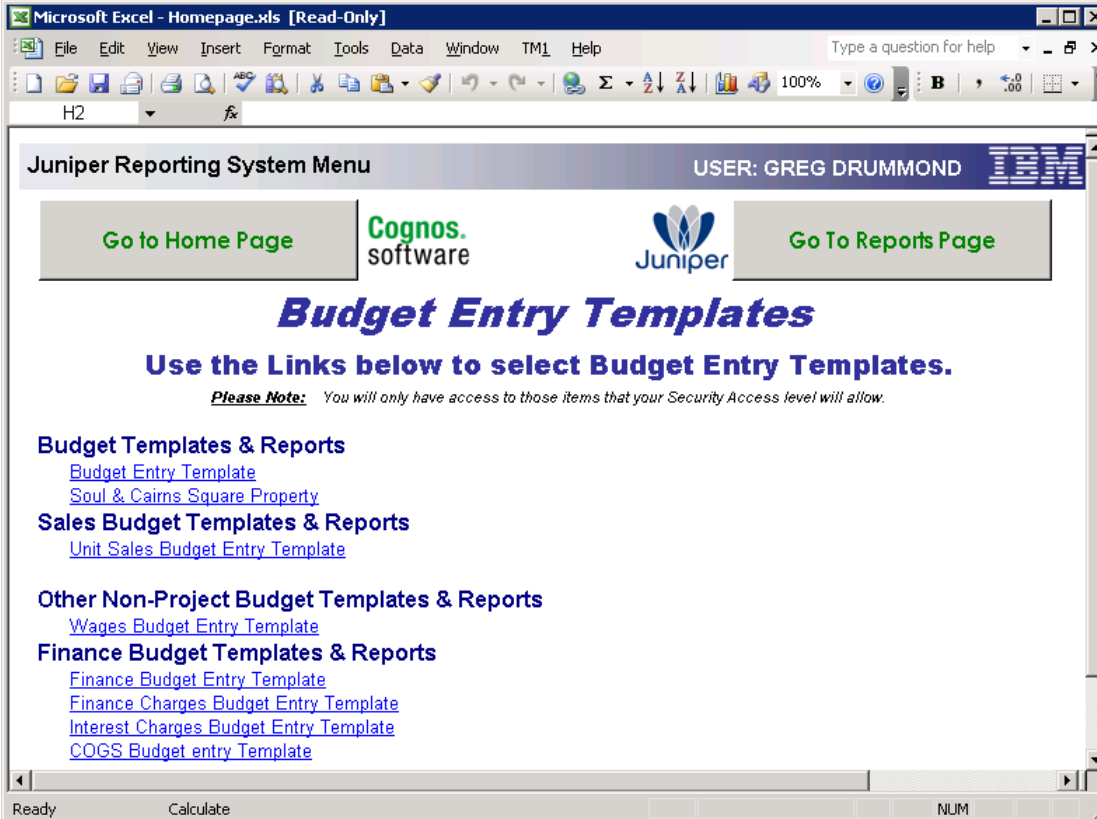
# TM1 Implementation

- Perspectives for Excel was the preferred interface
  - Users Comfortable with Excel
  - Great flexibility in Screen Layout
  - Easy add-on to existing in-house Excel expertise
  - Flexible Printing and Charting options



# TM1 – Excel Flexible Menu System

- Ease of use for the End Users
  - Consistency
    - Forecast Entry is Consistent from all Departments
    - Report for Directors is Consistent across Group



Microsoft Excel - Homepage.xls [Read-Only]

File Edit View Insert Format Tools Data Window TM1 Help

USER: GREG DRUMMOND IBM

Go to Home Page Cognos software Juniper Go To Reports Page

## Budget Entry Templates

Use the Links below to select Budget Entry Templates.

**Please Note:** You will only have access to those items that your Security Access level will allow.

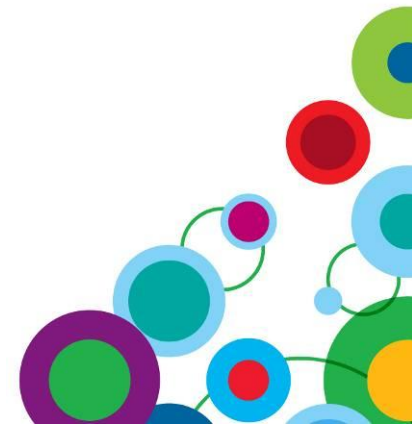
**Budget Templates & Reports**  
[Budget Entry Template](#)  
[Soul & Cairns Square Property](#)

**Sales Budget Templates & Reports**  
[Unit Sales Budget Entry Template](#)

**Other Non-Project Budget Templates & Reports**  
[Wages Budget Entry Template](#)

**Finance Budget Templates & Reports**  
[Finance Budget Entry Template](#)  
[Finance Charges Budget Entry Template](#)  
[Interest Charges Budget Entry Template](#)  
[COGS Budget entry Template](#)

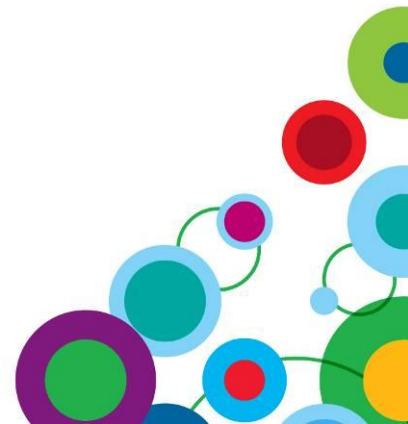
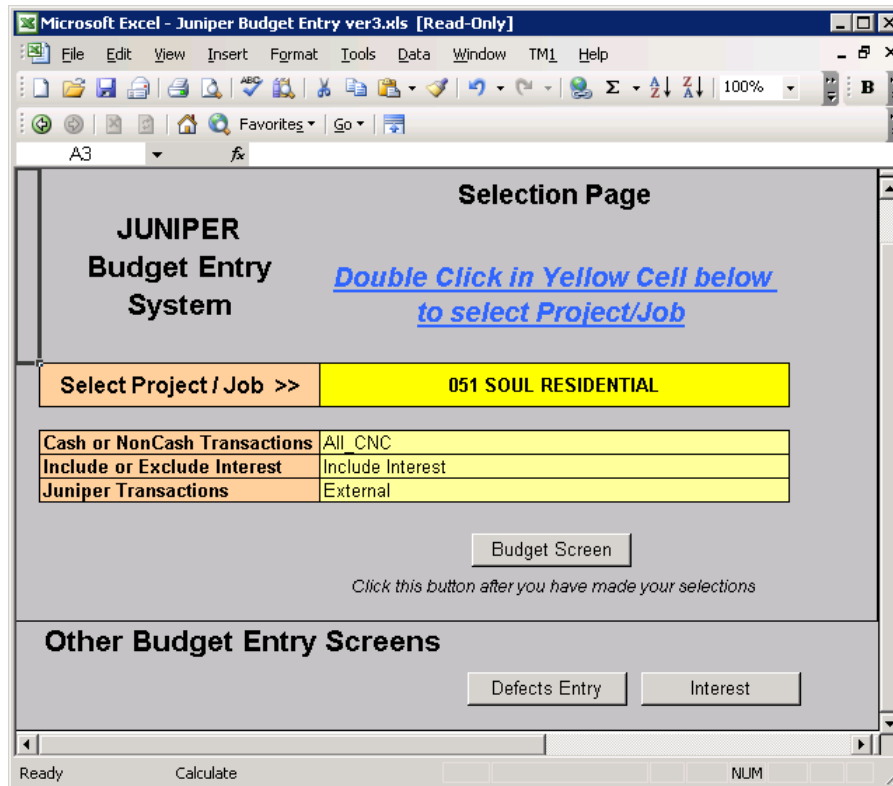
Ready Calculate NUM





# TM1 Flexible Security

- Important that Data is Kept Secure
  - Project Managers only have Access to their Projects
  - Interest & Non-Cash Items (depreciation) accessible only by Finance Dept
  - Wage and Salary Data also needed to be kept secure



# TM1 Perspectives for Excel

- Familiar Data Input Screens
  - Adapted existing data screens to work with TM1
  - TM1 Database allowed added features
  - Macros accessed by Excel Buttons to aid ease of use

Microsoft Excel - Juniper Budget Entry ver3.xls [Read-Only]

File Edit View Insert Format Tools Data Window TM1 Help

Type a question for help

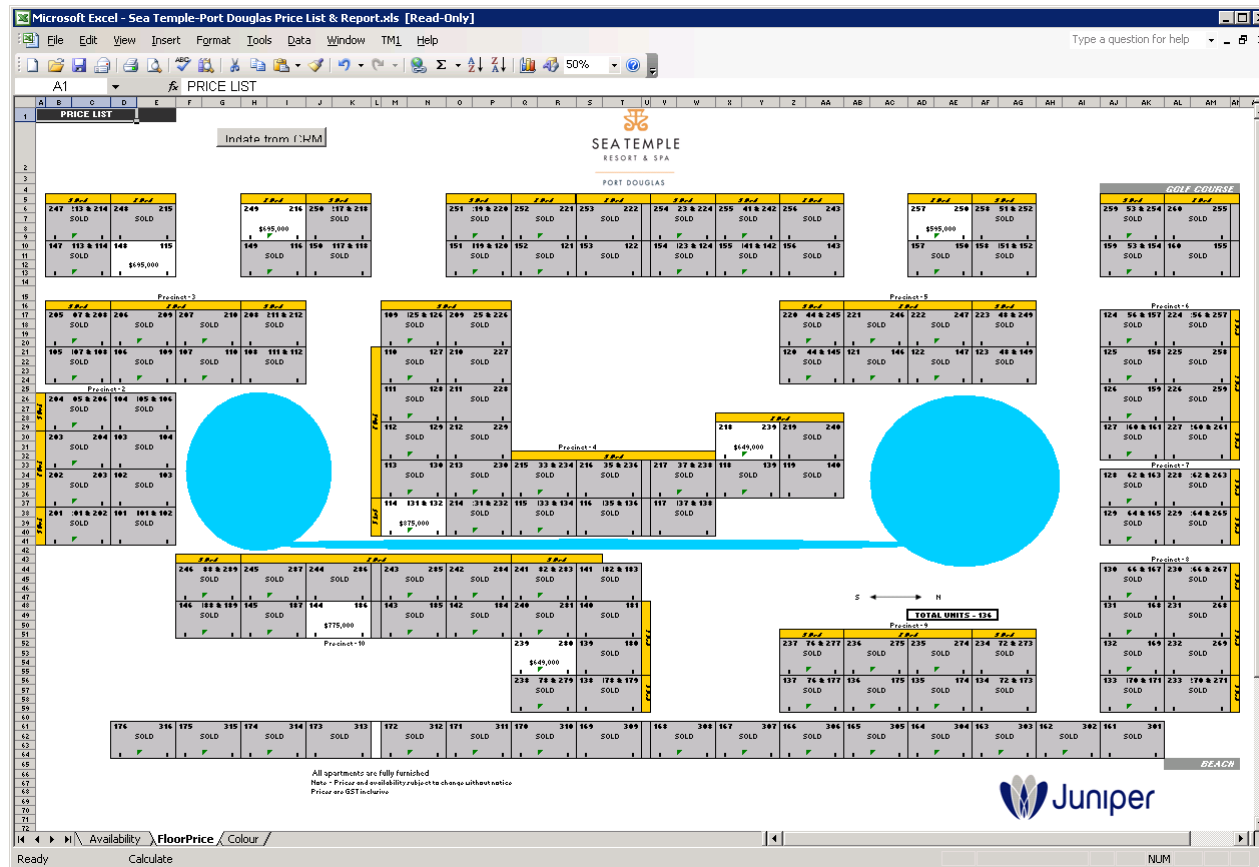
C26 fx

Budget Screen		Select Cost Code to Add extra Comment Line		Click to Add Line	Selection Page	Actual Amounts	Director/Manager Budget Review	Transactions	Budget V Act	
Budget Entry Screen		051 SOUL RESIDENTIAL		Comments	All Periods Timberline Revised Budget	All Periods Actual	Project Forecast Budget	All Periods New Forecast	Oct 10 Budget	Nov 10 Budget
From Oct 10 to Sep 14		Line								
Cost Code & Job Number										
32	Land Purchase	01-001	051-1-01 Site Acquisition	1						
33	Site Acquisition Costs	01-002	051-1-01 Site Valuation	1						
34		01-004	051-1-01 Legal Fees - Acquisition	1						
35	Vacant Possession	01-011	051-1-01 Legal Fees - Vacant Possess	1						
36		01-011	051-2-01 Legal Fees - Vacant Possess	1						
37		02-110	051-2-01 Sundry Vacant Possession	1						
38		04-120	051-2-01 Lease Terminations	1						
39		04-125	051-2-01 Sundry Termination Costs	1						
40	Stamp Duty	01-006	051-1-01 Stamp Duty	1						
41	Other Acquisition Costs	01-008	051-1-01 Sundry Site Costs	1						
42	Rates & Charges	01-005	051-1-01 Rates & Charges	1						
43		01-005	051-2-01 Rates & Taxes	1						
44	Land Tax	01-018	051-1-01 Land Tax	1						
45		01-018	051-2-01 Land Tax	1						
46	Sundry Holding	50-028	051-2-01 Unsold Stock Other Holding C	1						
47		50-999	051-2-01 Sundry Holding Costs	1						
48	Legals	55-105	051-2-01 Legals - Holding	1						

Ready Calculate NUM

# TM1 Other Uses

- Dynamic Project Price Lists
- Up to date Contract Status Reports easily accessible
- Annual Statutory Financial Report with links into MS-Word
- Flexible Cash Flow Forecasting for the CFO



Microsoft Excel - Sea Temple-Port Douglas Price List & Report.xls [Read-Only]

File Edit View Insert Format Tools Data Window TM1 Help Type a question for help

PRICE LIST

Intiate from CRM

SEA TEMPLE  
RESORT & SPA  
PORT DOUGLAS

GOLF COURSE

Product-3

Product-4

Product-5

Product-6

Product-7

Product-8

Product-9

Product-10

TOTAL UNITS - 121

BEACH

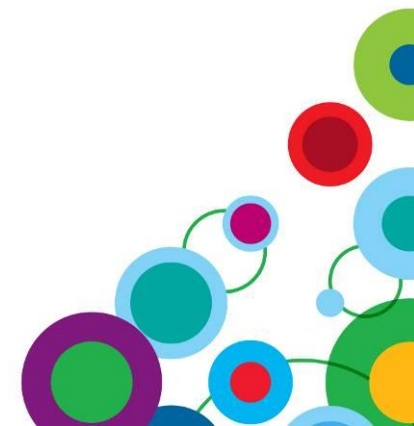
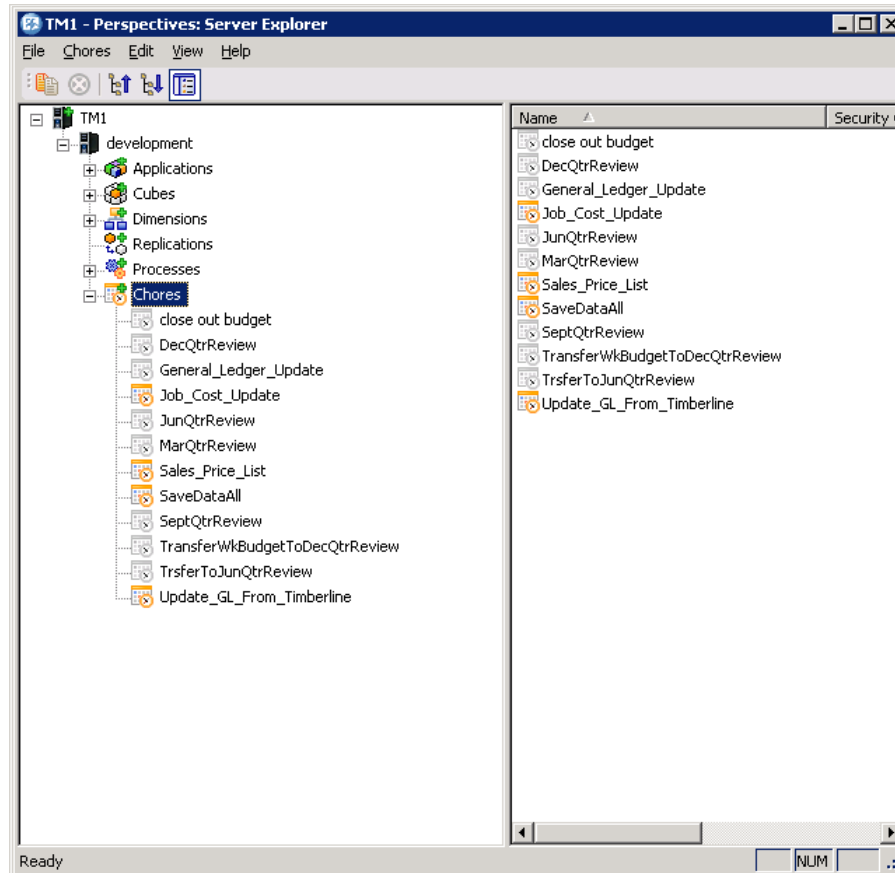
All apartments are fully furnished  
Note - Prices and availability subject to change without notice.  
Prices are GST inclusive.

Juniper

Ready Calculate Availability FloorPrice Colour NUM

# TM1 Flexible Structure

- Quick and Easy to Create Cubes as required for new tasks
- Easy to modify in house, no external consultants required
- Link to Accounting, CRM, SQL Databases, Asset Data etc



# Business Analytics **Forum**



Thank you and Questions



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[www.juniper.com.au](http://www.juniper.com.au)

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