

Implementing BI Applications for Multiple Source Systems

Apps Associates

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Apps Associates Celebrating 10 Years...

- Founded in 2002 – Consistent Growth
 - Chicago, NY, Acton, Atlanta
 - Germany, The Netherlands, India, Oman
 - 500+ employees across 3 continents
- Global provider of business & technology consulting services
 - E-Business Suite Implementation
 - *OBIEE, BI Applications
 - Hyperion EPM
 - Middleware, Integration
 - Infrastructure Services/DBA
 - Microsoft .Net Dev & Support
- Recognized as one of the fastest growing private US companies by Inc 500/5000 (2011)
- Strategic Partnerships & Certifications
 - Oracle Platinum Partner & BI Pillar Partner
 - Oracle Specializations (EBS, BI, SOA & Database)
 - Microsoft Gold Certified
 - Amazon WS Certified
 - CMMI Level 3 Certification (December, 2012)



BI Leadership

- 6+ Years Oracle BI Experience
- Oracle BI Pillar Partner
- Inaugural Member Oracle BI Leadership Board
- Selected for Oracle BI Product Development Program

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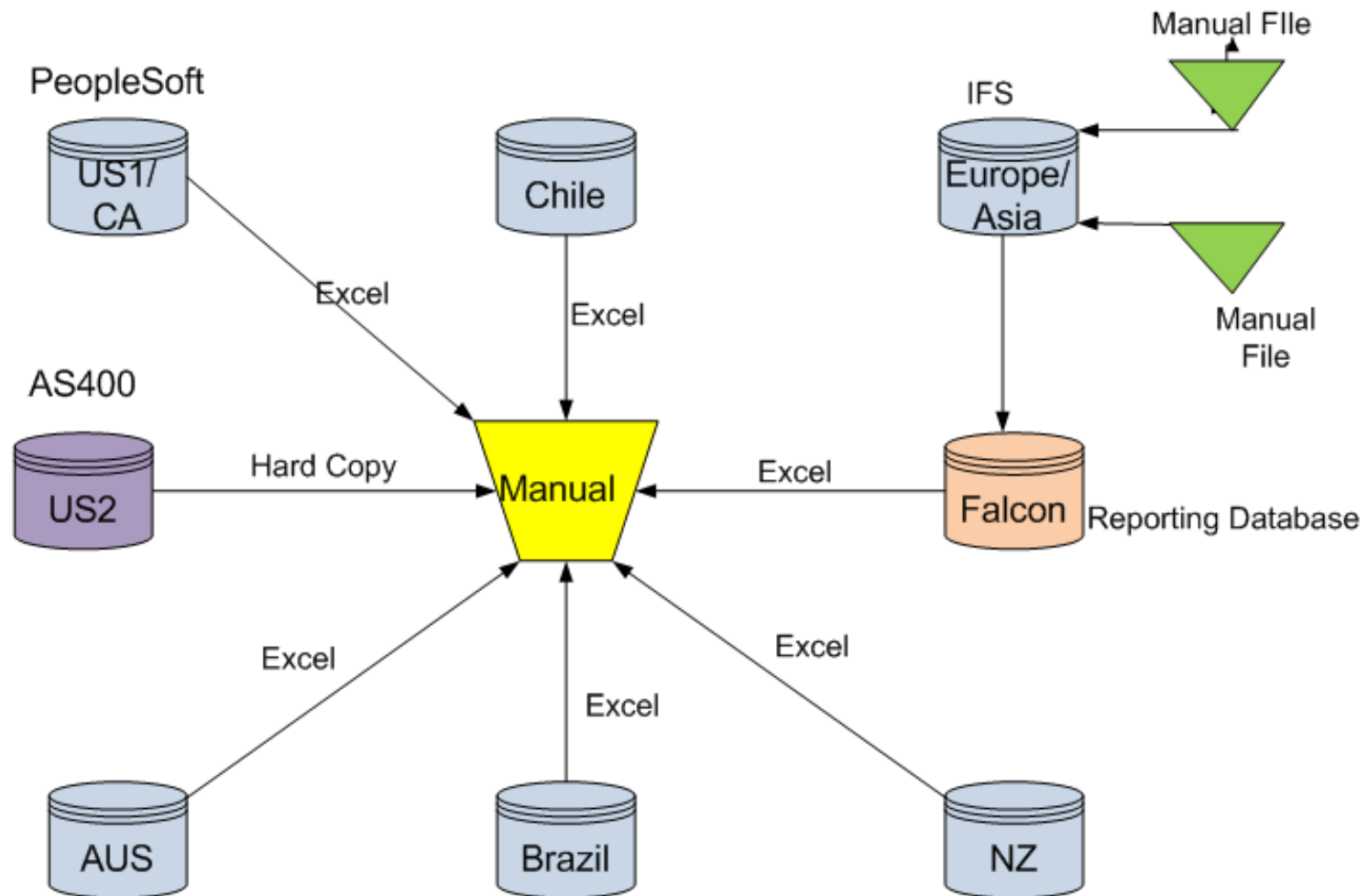
iRobot®

- **Client Company Profile and its Challenges**
- **Reporting Without BI**
- **Reporting with BI**
- **Apps Associates New BI Offering**

- **Provides products/services in Wood Preservation and Utility & Railroad Services Asset Management**
- **Owns subsidiaries in over 20 countries**
- **Has IT information stored on over 7 separate network systems**

- **PeopleSoft/SQL Server (US and CAN)**
 - Used by US HQ and Canada
 - Stores GL, AP, AR, HR, SC
 - Used Wall Street Journal for currency services
- **IFS/Oracle (UK and 11 other countries)**
 - Used by UK and 11 other countries
 - Stores GL, AP, AR
 - Used Financial World for currency services
- **AS400 (Mainframe) (US entry)**
 - Used by one of the companies in the US
 - US operations only
- **Others (AUS/NZ/Chile/Brazil)**

Financial Reporting Without BI

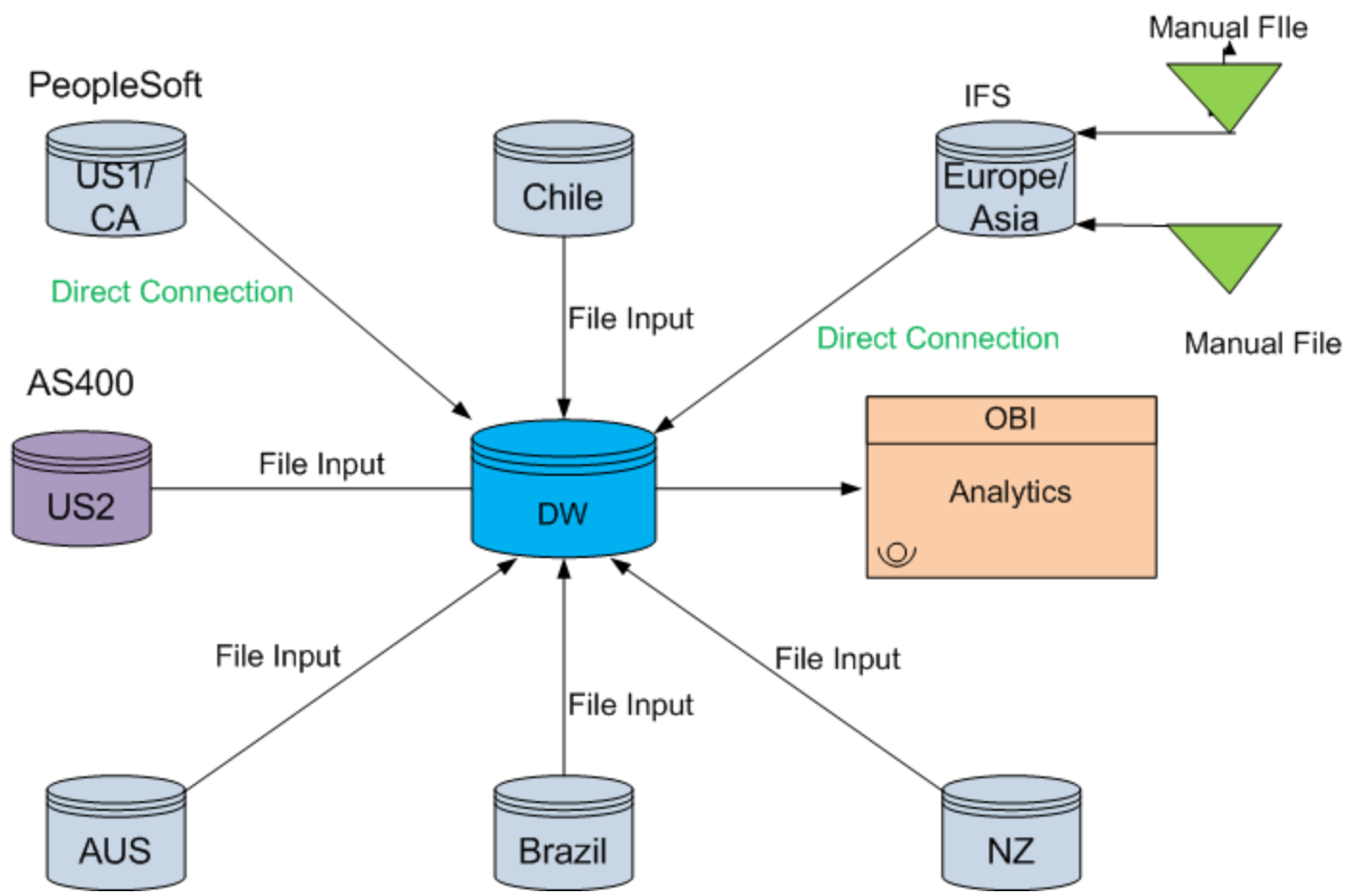


Business Challenges at Osmose

- Data stored on separate network systems/platforms
- No easy access to information
- No visibility to supporting details of the reports
- Key resources investing a lot of time preparing financial reports
- Manual process to consolidate reports from different entities
- Monthly period closing taking a long time
- Each department with its own reporting format (20 + 6 PnL formats)
- LOB not part of GL Code String, Reporting by company, by depart, by LOB
- Different chart of accounts used
- Definitions of Income Statements changing over time
- Difficulties to maintain reports when business requirements change

- **Load data from:**
 - **PeopleSoft (GL, AP & AR)**
 - **IFS (GL, AP, AR)**
 - **AS400 (GL)**
 - **Other systems**
- **Standardize Financial Reporting**
- **Improve Business Processes**

BI Source Systems



Data input of BI

- **Direct connection to transactional database on the same network for PeopleSoft**
- **Direct connection to transactional database over VPN for IFS**
- **Flat file interface with AS400**
- **Temporary flat file input for non-PeopleSoft/IFS/AS400 ERP systems**
- **Flat file input for manually derived data**

Benefits:

- **Data from all sources stored in a central location**
- **No data left on spreadsheets**
- **Unified reporting platform**
- **Input to BI controlled by IT**
- **Transparent logic**

BI Functionalities used at Osmose:

- **Drilldowns provide easy access to supporting details**
 - From balance sheets/PnL to account details
 - From account details to journal transactions
 - From journal transactions to AP/AR transactions
- **Briefing Books make it easy to store gold copies of reports**
- **Oracle BI Mobile provides easy access to BI applications**

Benefits:

- **Easy access to intelligence information of the entire company**
- **Easy access to supporting details**
- **Review reports on iPhone/iPad while watching football games**
- **Issue resolution easier**

Automation:

- **Currency conversions**
- **Preparation of management reports**
- **Preparation of consolidated financial statements**
- **Elimination of hard copies involved**
- **Minimize usage of Excel spread sheets involved**
- **Reports in both local and global amounts**
- **Conversion rates available at users' fingertips**

Benefits:

- **Reduced closing/post closing time**
- **Released resources for analysis instead of “reporting”**
- **Reporting process more reliable**

The Situation

- **New departments added over time because of acquisitions**
new account group definitions added
- **Income statement layout changes over time**
- **Different reporting structures**
 - **Balance sheet is company based**
 - **Income statement is department based**
 - **Reporting by LOB also needed**

A Design for Today and Tomorrow

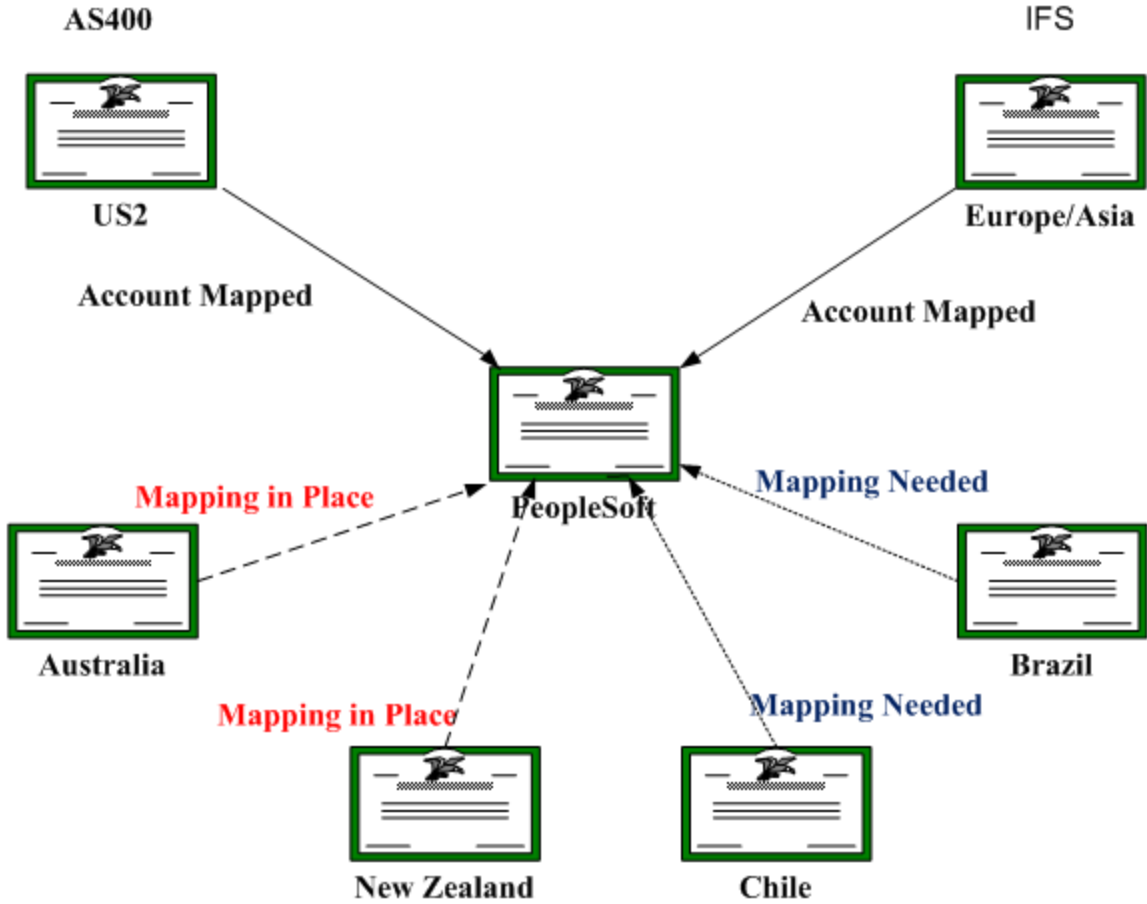
The Solution

No code change needed for:

- New item added
- Account range changes

	CURRENT MONTH	% OF SALES	MONTH PRIOR YEAR	% OF SALES	YEAR TO DATE	% OF SALES	PRIOR YEAR TO DATE	% OF SALES
REVENUE								
SALES	224,995.45	100.00%	218,827.52	100.00%	1,604,010.99	100.00%	1,448,068.92	100.00%
COST OF GOODS SOLD								
COST OF MATERIALS	163,592.91	72.71%	120,392.48	55.02%	1,216,573.16	75.85%	1,111,365.96	76.75%
FREIGHT OUT	634.10	0.28%	12,659.28	5.79%	41,836.59	2.61%	18,958.29	1.31%
COST OF SALES	164,227.01	72.99%	133,051.76	60.80%	1,258,409.75	78.45%	1,130,324.25	78.06%
GROSS PROFIT	60,768.44	27.01%	85,775.76	39.20%	345,601.24	21.55%	317,744.67	21.94%
EXPENSES								
SALARIES	17,830.59	7.92%	12,513.19	5.72%	99,832.88	6.22%	73,917.37	5.10%
COMMISSIONS	1,000.00	0.44%	1,000.00	0.46%	1,000.00	0.06%	1,000.00	0.07%
BONUS	1,667.00	0.74%	1,667.00	0.76%	10,002.00	0.62%	10,002.00	0.69%
STOCK OPTION GRANTS	0.00	0.00%	463.00	0.21%	0.00	0.00%	463.00	0.03%
PAYROLL TAXES	1,167.18	0.52%	1,381.32	0.63%	6,939.89	0.43%	9,302.44	0.64%
MEDICAL PREMIUMS	2,070.90	0.92%	1,731.84	0.79%	11,747.28	0.73%	10,391.04	0.72%
PENSION	1,005.33	0.45%	172.43	0.08%	6,162.48	0.38%	1,287.30	0.09%
ADVERTISING	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
CO-OP	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
CUSTOMER & PRODUCT DEVELOPMENT	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
SALES PROMOTION	229.58	0.10%	0.00	0.00%	1,251.49	0.08%	256.80	0.02%
PRODUCTION EXPENSE	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
RETENTION CREDITS	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
TRAVEL & ENTERTAINMENT	10,664.48	4.74%	7,697.60	3.52%	83,076.59	5.18%	49,101.47	3.39%
POSTAGE & FREIGHT	1,424.02	0.63%	747.32	0.34%	8,204.59	0.51%	6,690.66	0.46%
MISCELLANEOUS	0.00	0.00%	0.00	0.00%	99.15	0.01%	0.00	0.00%
TOTAL EXPENSES	50,783.92	22.57%	48,551.04	22.19%	321,283.70	20.03%	275,666.93	19.04%
INCOME FROM OPERATIONS	9,984.52	4.44%	37,224.72	17.01%	24,317.54	1.52%	42,077.74	2.91%
OTHER INCOME AND (EXPENSES)								
GAIN ON SALE OF FIXED ASSETS	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
OTHER INCOME	391.60	0.17%	277.83	0.13%	9,665.77	0.60%	19,409.93	1.34%
TRANSPORTATION INCOME	0.00	0.00%	0.00	0.00%	0.00	0.00%	0.00	0.00%
TOTAL OTHER INCOME AND (EXPENSES)	391.60	0.17%	277.83	0.13%	9,665.77	0.60%	19,409.93	1.34%
INCOME BEFORE CORPORATE OVERHEAD	10,376.12	4.61%	37,502.55	17.14%	33,983.31	2.12%	61,487.67	4.25%
CORPORATE OVERHEAD	5,833.00	2.59%	5,833.00	2.67%	34,998.00	2.18%	34,998.00	2.42%
NET PROFIT OR (LOSS)	4,543.12	2.02%	31,669.55	14.47%	(1,014.69)	-0.06%	26,489.67	1.83%

Different Chart of Accounts Mapped

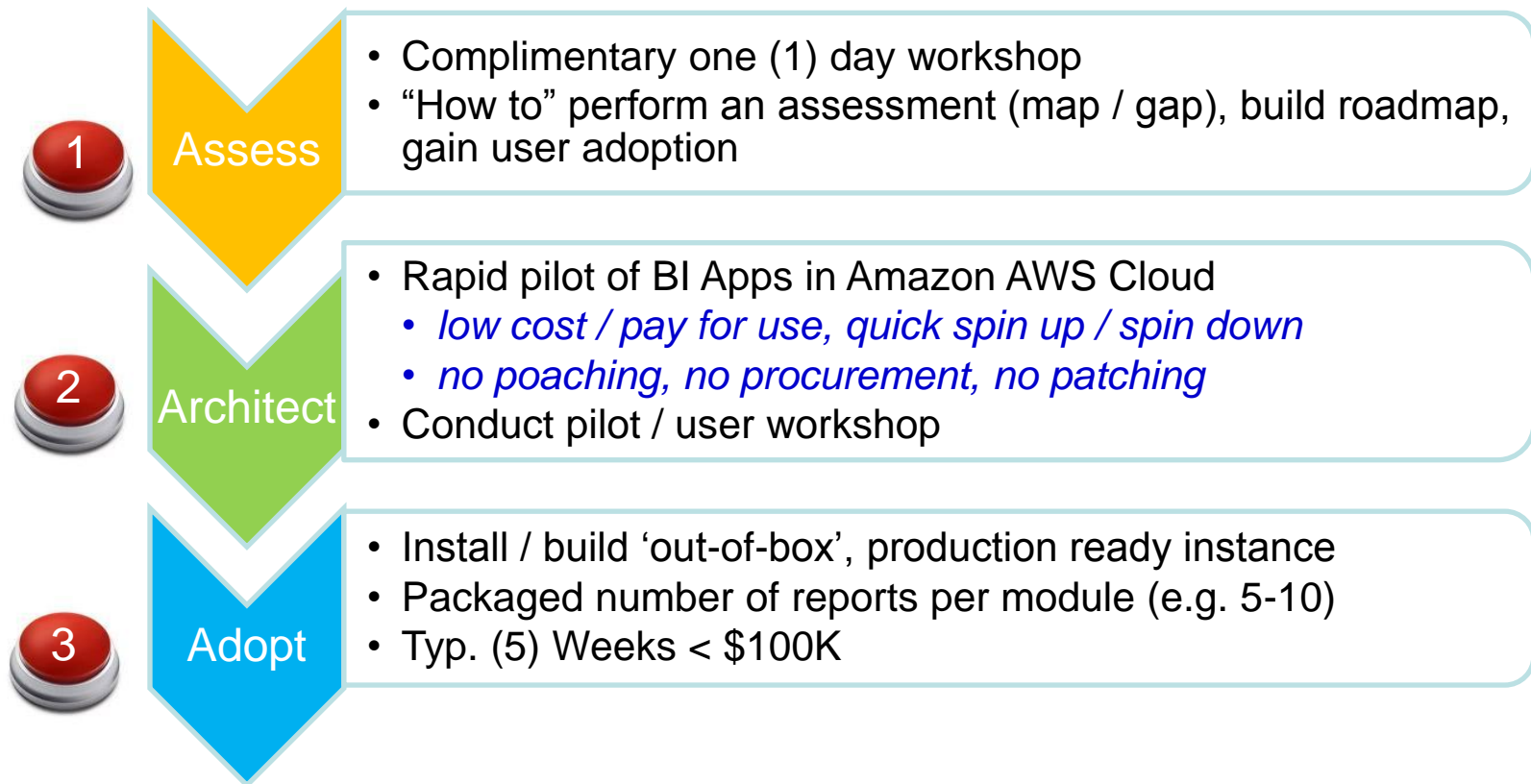


- **Created a separate business unit to capture all intercompany entries**
- **Adopted a currency conversion service for all the entities worldwide**
- **Standardized period closing process**
- **Standardized reporting formats**

- **Corporate IT participating in implementations of new ERP systems for all subsidiaries**
- **All entities worldwide to use the same chart of accounts and other setups if possible**
- **More communications between different entities**
- **Approval/review processes added for new functional setups for subsidiaries**

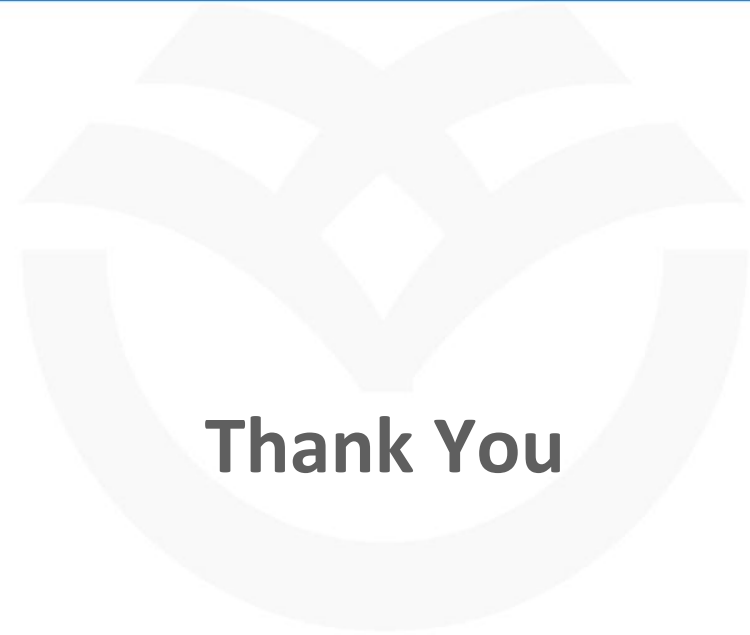
- **Trusted and reconcilable financial reports (nVision)**
- **Monthly corporate close time reduced**
- **Security implemented**
- **IT and admin staff trained on OBI**
- **Operational consistency**
- **Direct data access for all users**
- **True self-service report model established**
- **Business process improvements achieved**

New BI Offering





Apps Associates is pleased to donate \$2 to the Make-A-Wish Foundation for every participant



Thank You



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