



**Understanding your IBP for finance  
deployment options**

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# LEARNING POINTS

- Gain a better understanding on how Integrated Business Planning for Finance Impacts your SAP BPC investment and other SAP planning solutions.
- Understand the 3 ways the solution integrates including its master data, transaction data and the SAP technology platform.



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# ALPHABET SOUP OF ACRONYMS

## **BOBJ**

Business Objects

## **EPM**

Enterprise Performance Management

## **SAP**

Systems, Applications and Products

## **XLS**

Excel Spreadsheet

## **SEM-BPS**

SAP Strategic Enterprise Management Business, Planning and Simulation

## **ERP**

Enterprise Resource Planning

## **BW-BPS**

SAP Business Information Warehouse Business, Planning and Simulation

## **BW-IP**

SAP NetWeaver BW Integrated Planning

## **NW**

SAP NetWeaver

## **HANA**

High-Performance Analytic Appliance

## **HEC**

HANA Enterprise Cloud

## **C4P**

Cloud for Planning

## **BPC MS**

SAP Business Planning and Consolidation, version for the Microsoft platform

## **HCP**

HANA Cloud Platform

## **SFIN**

Simple Finance

## **S4HANA**

SAP Business Suite 4 SAP HANA

## **S&OP**

Sales and Operations Planning

## **IBP**

Integrated Business Planning

## **APO-DP**

Advanced Planner and Optimizer - Demand Planning



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# 3 WAYS THE SOLUTION INTEGRATES

BPC

- HTML5 Web Interface
- Work Status
- Business Process Flows

BW

- VirtualProviders and Multi-Providers
- Reusable and extensible BI Content

HANA

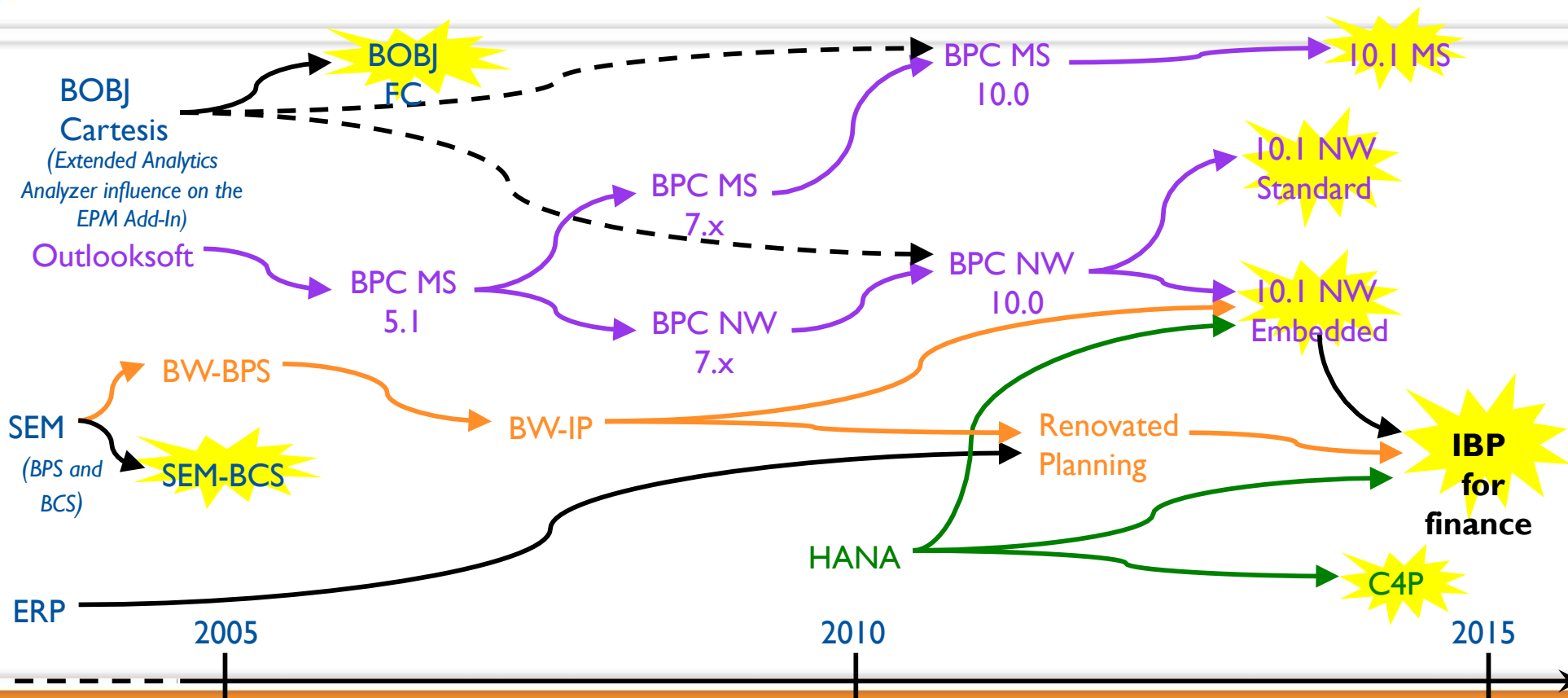
- Extensible HANA views on SAP ERP tables
- HANA-enabled planning and analysis



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# PRODUCT ANCESTORY



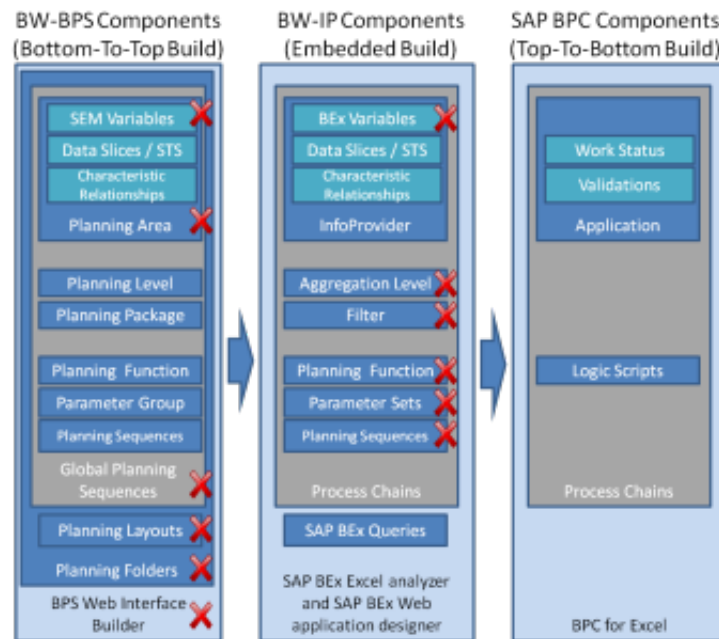
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# WHY ACQUIRE OUTLOOKSOFT?

- “Law of parsimony” at work before Simple Finance...



Source: “Creating value with SAP BusinessObjects Planning and Consolidation, version for SAP NetWeaver” by David Dixon, 2010



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# BPC INTEGRATION ASPECTS

BPC

- HTML5 Web Interface
- Work Status
- Business Process Flows

BW

- VirtualProviders and MultiProviders
- Reusable and extensible BI Content

HANA

- Extensible HANA views on SAP ERP tables
- HANA-enabled planning and analysis

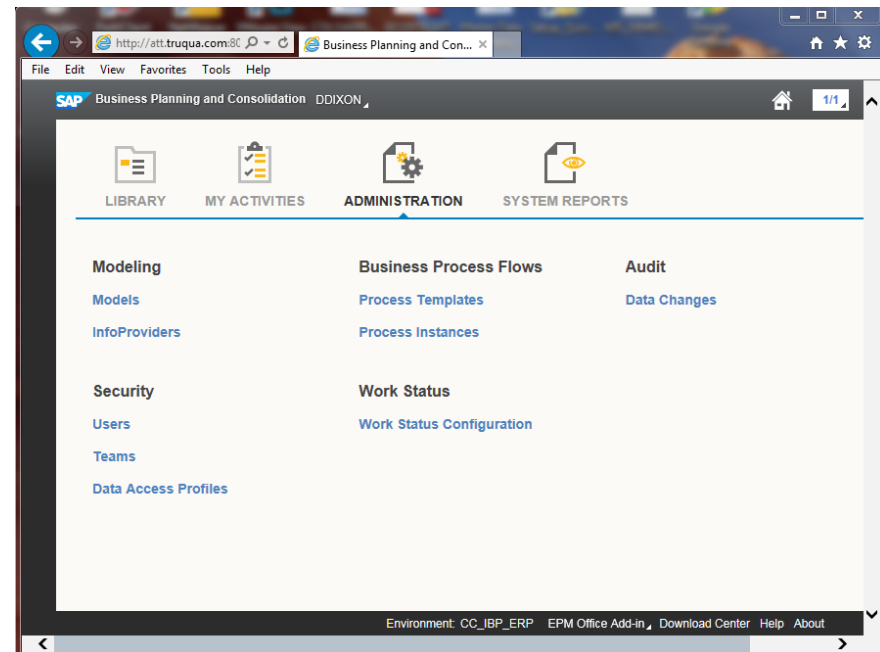


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# SAP BPC FUNCTIONALITY

- SAP BPC functionality listed under administration:
  - Local Providers
  - Security
  - BPFs
  - Work Status
  - Audit
- SAPUI5 interface



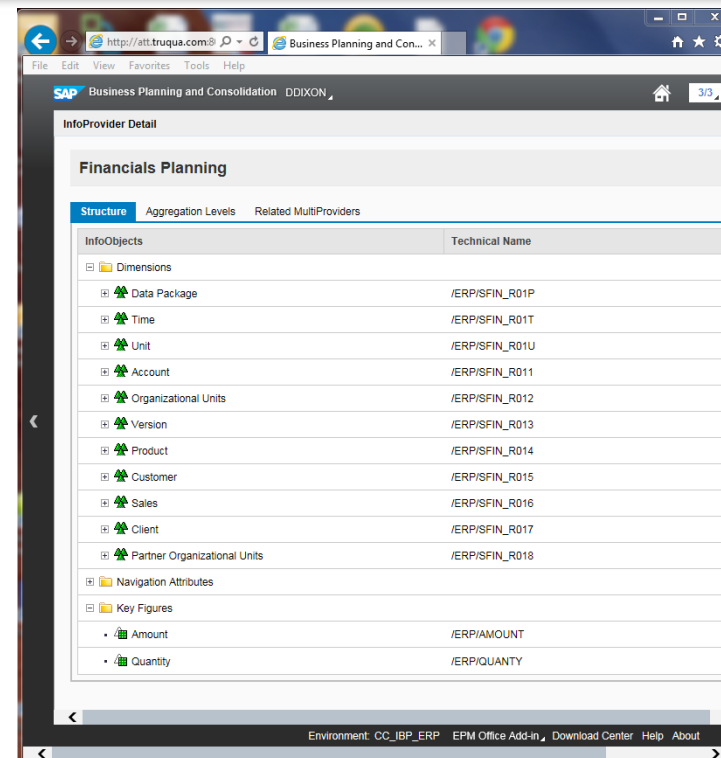
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# SAP BPC MODEL INTEGRATION

- SAP BPC Model is mapped to an InfoProvider
  - Model is display only
  - Pre-delivered with Real-time InfoCube /ERP/SFIN\_R01
- Note that plan data is stored in an extensible InfoCube and not in standard and fixed SAP planning tables



# BW INTEGRATION ASPECTS

BPC

- HTML5 Web Interface
- Work Status
- Business Process Flows

BW

- VirtualProviders and MultiProviders
- Reusable and extensible BI Content
- Analysis for Office

HANA

- Extensible HANA views on SAP ERP tables
- HANA-enabled planning and analysis

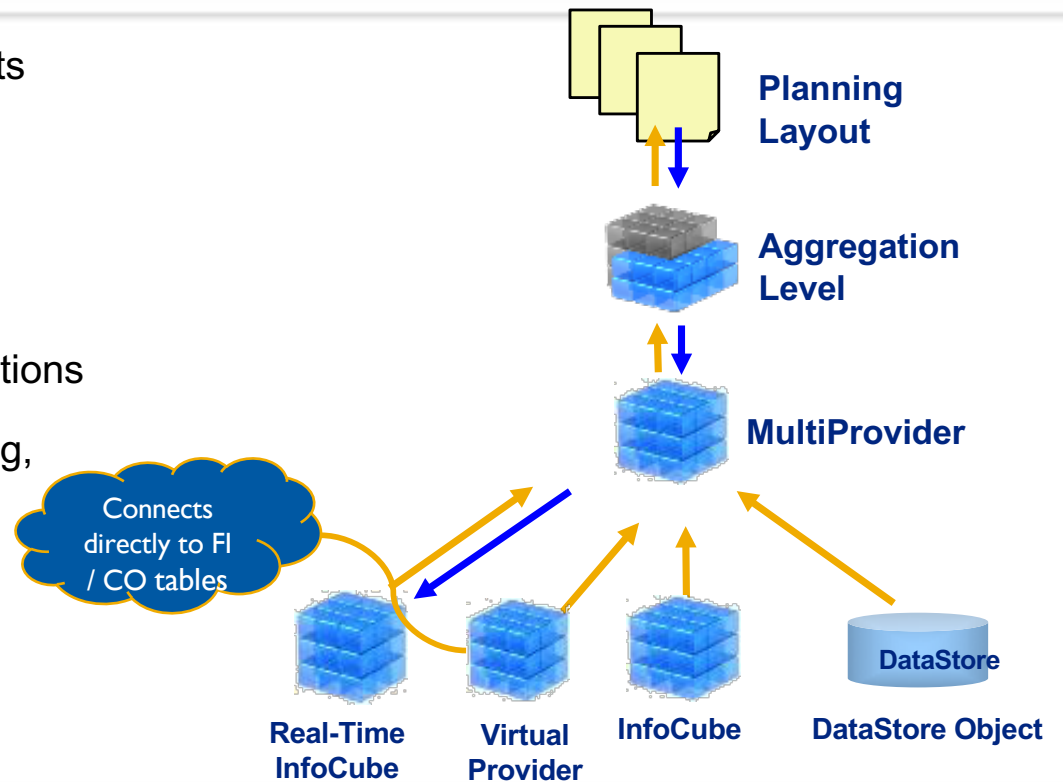


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# BW VIRTUALIZATION OPTIONS

- Leverage existing data warehouse objects
- Reduce ETL requirements
- Leverage standard SAP NetWeaver functions such as security, information broadcasting, BW Content and more



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# REAL-TIME INTEGRATED DATA

- SAP Simple Finance 1.0 on CO Line Items

The screenshot shows the SAP 'Display InfoCube' configuration interface. The left pane displays a tree view of InfoProviders, with 'Financials Actuals via Hana' selected. The main area shows the configuration for this InfoCube, including the 'Create InfoCube' section with fields for InfoCube and InfoArea. The 'InfoProvider Type' section is set to 'VirtualProvider' with the option 'Based on a SAP HANA Model' selected, indicated by a red arrow. The 'Properties of Virtual InfoProviders' section shows the package 'sap\_erp.sfn.co.pl' and the HANA Information Model 'COPA\_DOC' highlighted with a red box. The 'Settings' section includes options for 'Name of Delta Cache Class' and 'Derive Selection Conditions from Attribute'.

# UNIVERSALIZED INTEGRATION

- SAP Simple Finance 1503 on Universal Journal

The screenshot displays the SAP S/4HANA configuration interface for an InfoCube. The main window shows the 'InfoCube' configuration for 'Financials Actuals via Hana' with dimensions like 'Data Package', 'Time', 'Unit', 'Ledger', 'Version', 'Account', 'Organizational Units', 'Partner Organizational Units', 'Product', 'Customer', 'Sales', and 'Client'. A 'Virtual InfoProvider Based on SAP-HANA Model' dialog is open, showing 'Package' as 'sap.erp.sfin.co.pl' and 'HANA Information Model' as 'FCO\_C\_IBP\_ACDOCA'. A 'Create InfoCube' dialog is also visible, showing 'InfoCube' as '/ERP/SFIN\_V01' and 'InfoArea' as '/ERP/SFIN'. The 'InfoProvider Type' is set to 'VirtualProvider'.

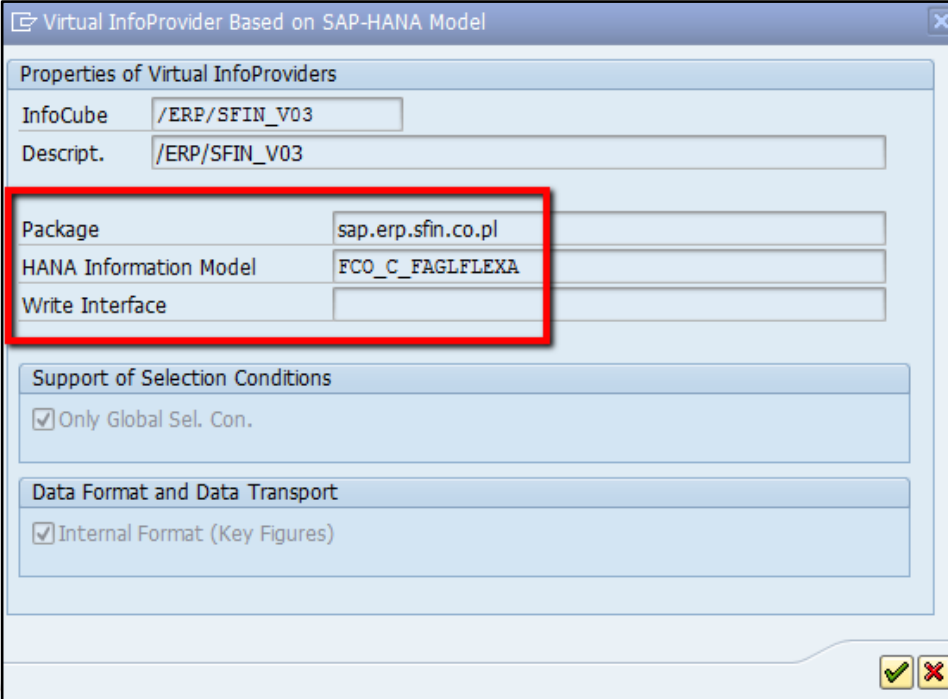


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# FULL TRIAL BALANCE INTEGRATION

- SAP Simple Finance 1.0 and SAP Simple Finance 1503 on “New” GL



The screenshot shows a SAP configuration window titled "Virtual InfoProvider Based on SAP-HANA Model". The window contains several sections for configuring the virtual info provider. The "Properties of Virtual InfoProviders" section includes fields for InfoCube, Descript., Package, HANA Information Model, and Write Interface. The "Support of Selection Conditions" section has a checked checkbox for "Only Global Sel. Con.". The "Data Format and Data Transport" section has a checked checkbox for "Internal Format (Key Figures)". A red box highlights the Package, HANA Information Model, and Write Interface fields.

Properties of Virtual InfoProviders	
InfoCube	/ERP/SFIN_V03
Descript.	/ERP/SFIN_V03
Package	sap.erp.sfin.co.pl
HANA Information Model	FCO_C_FAGLFLEXA
Write Interface	

Support of Selection Conditions

Only Global Sel. Con.

Data Format and Data Transport

Internal Format (Key Figures)



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# REAL-TIME MASTER DATA

- Can be enhanced to integrate planning master data

The screenshot displays the SAP S/4HANA 'Display Characteristic /ERP/MATERIAL: Details' interface. The 'Master Data Read Access' section is highlighted with a red box, showing the following configuration:

Field	Value
Master Data Access	SAP HANA View
Master Data Read Class	CL_RSMD_RS_HANA_ATTRIBUTE_VIEW
Read Class Parameters	
SAP HANA Package	sap.erp.sfin.co.pl
SAP HANA View	FCO_C_PRODUCT

Other visible fields include:

- Characteristic: /ERP/MATERIAL
- Long Description: Material
- Short Description: Material
- Version: Active
- Object Status: Active, executable

The interface also shows tabs for General, Business Explorer, Master Data/Texts, Hierarchy, Attributes, and Compounding. The status bar at the bottom indicates the user is logged in as DDIXON.

# RENOVATED PLANNING

- WebDynpro-based interface on top of SAP BW with direct ERP table integration

The screenshot displays the SAP NetWeaver Business Client 5.0 interface for Cost Center Planning. The window title is "SAP NetWeaver Business Client 5.0". The main header shows "Cost Center Planning" with a search bar and navigation icons. A left-hand navigation menu is titled "SFIN Accounting: Planning" and includes options like Home, P+L Planning, Cost Center Planning (selected), Cost Element Planning, Activity Input Planning, Activity Output and Price Planning, Cost Center Planning Classic, Project Planning, Project Planning Classic, Order Planning, Order Planning Classic, Profitability Planning Classic, Reports, and Environment. The main content area is divided into three sections: "Cost Element Planning" (with sub-sections for Top-Down Primary Cost Planning (Basic), Top-Down Primary Cost Planning by Activity, Cost Element Planning (Basic), Cost Element Planning (Additional Features), and Activity Dependent Cost Element Planning), "Activity Input Planning" (with sub-sections for Cost Element Planning Activity Input and Activity Dependent Cost Element Planning with Activity Input), and "Activity Output and Price Planning" (with sub-section for Cost Center: Activity Output and Price Planning). Each sub-section contains a brief description of the planning process.



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# RENOVATED PLANNING CONTENT

- VirtualProvider integration before Simple Finance

The screenshot displays two SAP configuration windows side-by-side. The left window, titled 'Create InfoCube', is used for defining the basic structure of the InfoCube. It includes fields for 'InfoCube' (set to /ERP/COOM\_V04) and 'InfoArea' (set to /ERP/COOM), along with 'Cost Center: Cost Element Planning' and 'Overhead Cost Controlling'. The 'Template' section shows 'Object Type' as 'InfoCube'. The 'InfoProvider Type' section has 'VirtualProvider' selected, with 'Based on Function Module' chosen as the provider type. The 'Settings' section includes options for delta cache class and selection conditions. The right window, titled 'Virtual InfoProvider with Function Module', shows the 'Properties of Virtual InfoProviders'. It mirrors the 'InfoCube' and 'InfoArea' values and sets the 'Descript.' to 'Cost Center: Cost Element Planning'. The 'FMod/Class' and 'Write Interface' are both set to 'CL\_FCOM\_IP\_IPROV\_WRITABLE'. The 'Support of Selection Conditions' section has 'No Support' selected. The 'Data Format and Data Transport' section has 'Internal Format (Key Figures)' checked. The 'Data Quality' section has 'Data has been sorted' and 'Provide Exact Data' options.

# BW-BASED PLANNING INTEGRATION

- Formula planning function to real-time replicate

The screenshot displays the SAP S/4HANA Planning Function configuration interface for the function **/ERP/SFIN\_A09\_PFO1**, titled "Display Planning Function /ERP/SFIN\_A09\_PFO1".

**Configuration Details:**

- Planning Function: /ERP/SFIN\_A09\_PFO1
- Aggregation Level: /ERP/SFIN\_A09
- Function Type: Formula
- Description: Cost Center Integration: Copy IBP to ERP
- Sub-description: Cost Center Integration of IBP and ERP

**InfoProvider List:**

InfoProvider	Tech. Name
Financials	/ERP/SFIN
/ERP/SFIN_AA0	/ERP/SFIN_AA0
/ERP/SFIN_AA1	/ERP/SFIN_AA1
Cost Center Integration of IBP and ERP	/ERP/SFIN_A09
Cost Center Integration: Copy ERP to IBP	/ERP/SFIN_A09_FIL...
Cost Center Integration: Copy IBP to ERP	/ERP/SFIN_A09_FIL...
Integration of IBP and ERP	/ERP/SFIN_M09
Cost Center: Cost Element Planning	/ERP/COOM_V04
Financials Planning	/ERP/SFIN_R01
Orders: Cost Element Planning	/ERP/COOM_V07
Projects: Activity Input and Secondary Order Costs Plann...	/ERP/COOM_V03
Cost Center Integration: Copy ERP to IBP	/ERP/SFIN_A09_PF02
<b>Cost Center Integration: Copy IBP to ERP</b>	<b>/ERP/SFIN_A09_PFO1</b>
Cost Center Planning on Periods	/ERP/SFIN_A01
Cost Center Planning on Years	/ERP/SFIN_A00
Functional Area Planning on Periods	/ERP/SFIN_A81
Functional Area Planning on Years	/ERP/SFIN_A80
Integrated Business Planning - Complete Set of Fields	/ERP/SFIN_A80
Market Segment Planning on Periods	/ERP/SFIN_A51
Market Segment Planning on Years	/ERP/SFIN_A50
Order Integration of IBP and ERP	/ERP/SFIN_A19
Order Planning on Periods	/ERP/SFIN_A11
Order Planning on Years	/ERP/SFIN_A10
P&L Planning on Periods	/ERP/SFIN_A91
P&L Planning on Years	/ERP/SFIN_A90
Profit Center Planning on Periods	/ERP/SFIN_A71
Profit Center Planning on Years	/ERP/SFIN_A70
Project Integration of IBP and ERP	/ERP/SFIN_A29
Project Planning on Periods	/ERP/SFIN_A21
Project Planning on Years	/ERP/SFIN_A20
/ERP/SFIN_V03	/ERP/SFIN_V03
Financials Actuals	/ERP/SFIN_V02
Financials Actuals via Hana	/ERP/SFIN_V01

**Characteristic Usage Table:**

InfoObject	Char.	Fields to be changed	Fields for Conditions
/ERP/ACTTYPE	Activity Type	<input type="radio"/>	<input type="radio"/>
/ERP/CATEGORY	Category	<input type="radio"/>	<input type="radio"/>
/ERP/CHRTACCT	Chart of Accounts	<input type="radio"/>	<input type="radio"/>
/ERP/COSTCNTR	Cost Center	<input type="radio"/>	<input type="radio"/>
/ERP/COSTELMT	Cost Element	<input type="radio"/>	<input type="radio"/>
/ERP/CO_AREA	Controlling Area	<input type="radio"/>	<input type="radio"/>
/ERP/CURTYPE	Currency Type	<input type="radio"/>	<input type="radio"/>
/ERP/DCINDCO	Debit/Credit Indicator CO	<input type="radio"/>	<input type="radio"/>
/ERP/GL_ACCT	G/L Account	<input type="radio"/>	<input type="radio"/>
/ERP/METTYPE	Key Figure Type	<input type="radio"/>	<input type="radio"/>
/ERP/PACTTYPE	Partner Activity Type	<input type="radio"/>	<input type="radio"/>
/ERP/PCOORDER	Partner Order Number	<input type="radio"/>	<input type="radio"/>
/ERP/PCOSTCTR	Partner Cost Center	<input type="radio"/>	<input type="radio"/>
/ERP/PPROJECT	Partner Project Definition	<input type="radio"/>	<input type="radio"/>
/ERP/PWBSELMT	Partner WBS Element	<input type="radio"/>	<input type="radio"/>
/ERP/VERSION	Version	<input type="radio"/>	<input type="radio"/>
/ERP/VTDETAIL	Detailing the Value Type	<input type="radio"/>	<input type="radio"/>
/ERP/VTTYPE	Value Type for Reporting	<input type="radio"/>	<input type="radio"/>

**Instructions:**

- For which characteristics do you want to write to a changed characteristic value in your formula? (must be in operands)
- Mark these characteristics as 'to be changed'.
- If you want to work with conditions, mark the characteristics that you want to create conditions for.

# SAP BEX PLANNING INTEGRATION

SAP NetWeaver Business Client 5.0

Analysis Office Launcher

Search or enter application name or transaction code

SFIN Accounting: Planning

- Home
- P+L Planning
  - Cost Center Planning on Periods
  - Cost Center Planning on Years
  - Cost Center Planning: Integration with ERP Planning
  - Functional Area Planning on Periods
  - Functional Area Planning on Years
  - Internal Order Planning on Periods
  - Internal Order Planning on Years
  - Internal Order Planning: Integration with ERP Planning
  - Market Segment Planning on Periods
  - Market Segment Planning on Years
  - P&L Planning on Periods
  - P&L Planning on Years
  - Profit Center Planning on Periods
  - Profit Center Planning on Years
  - Project Planning on Periods
  - Project Planning on Years
  - Project Planning: Integration with ERP Planning
- Cost Center Planning
- Cost Center Planning Classic
- Project Planning

ERP/SFIN\_A01\_WB01.xlsm - Microsoft Excel

File Home Insert Page Layout Formulas Data Review View EPM Data Manager Analysis

H27 941.66

Data Source Information

System: AE2 Client: 800

User: DDIXON

Plan Data Selection

Fiscal Year: 2014

Category: PLAN01

Company: 3000

Cost Center: 1814; 1815; 1820

G/L Hierarchy: CAUSTOTAL

G/L Account:

Currency: USD

Prompt Variables Save Clear Plan Back to Saved State Copy Actual to Plan Recalculate

Cost Center	G/L Account	[+] Total Actual 2013	[-] Total Plan 2014	Period 1	Period 2	Period 3	Period 4	Period 5
1814	Sales East 1	56,560.01	106,029.00	8,835.76	8,835.73	8,835.76	8,835.76	8,835.73
	[+] CAUSTOTAL	56,560.01	106,029.00	8,835.76	8,835.73	8,835.76	8,835.76	8,835.73
	[-] CAUSPRIMARY	56,560.01	106,029.00	8,835.76	8,835.73	8,835.76	8,835.76	8,835.73
	[-] CAUSOTR_CST_EL	56,560.01	106,029.00	8,835.76	8,835.73	8,835.76	8,835.76	8,835.73
	[+] CAUSEXT_SERVIS	8,596.17	15,400.00	1,283.34	1,283.32	1,283.34	1,283.34	1,283.32
	[-] CAUSOTHERS	47,963.84	90,629.00	7,552.42	7,552.41	7,552.42	7,552.42	7,552.41
1815	Sales International 1	33,405.50	195,430.00	16,285.83	16,285.84	16,285.83	16,285.83	16,285.84
	[+] CAUSTOTAL	33,405.50	195,430.00	16,285.83	16,285.84	16,285.83	16,285.83	16,285.84
	[-] CAUSPRIMARY	33,405.50	195,430.00	16,285.83	16,285.84	16,285.83	16,285.83	16,285.84
	[-] CAUSOTR_CST_EL	33,405.50	195,430.00	16,285.83	16,285.84	16,285.83	16,285.83	16,285.84
	[+] CAUSEXT_SERVIS	13,333.53	26,500.00	2,208.33	3,000.00	2,208.33	2,208.33	2,208.34
	417000	5,637.09	11,300.00	941.67	941.66	941.67	941.67	941.66
	451000	4,507.50	9,000.00	750.00	750.00	750.00	750.00	750.00

Recalculate

Recalculate plan values

Analysis

Press F1 for add-in help.

AE2 (800) | DDIXON [EN]



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# HANA INTEGRATION ASPECTS

BPC

- HTML5 Web Interface
- Work Status
- Business Process Flows

BW

- VirtualProviders and MultiProviders
- Reusable and extensible BI Content

HANA

- Extensible HANA views on SAP ERP tables
- HANA-enabled planning and analysis

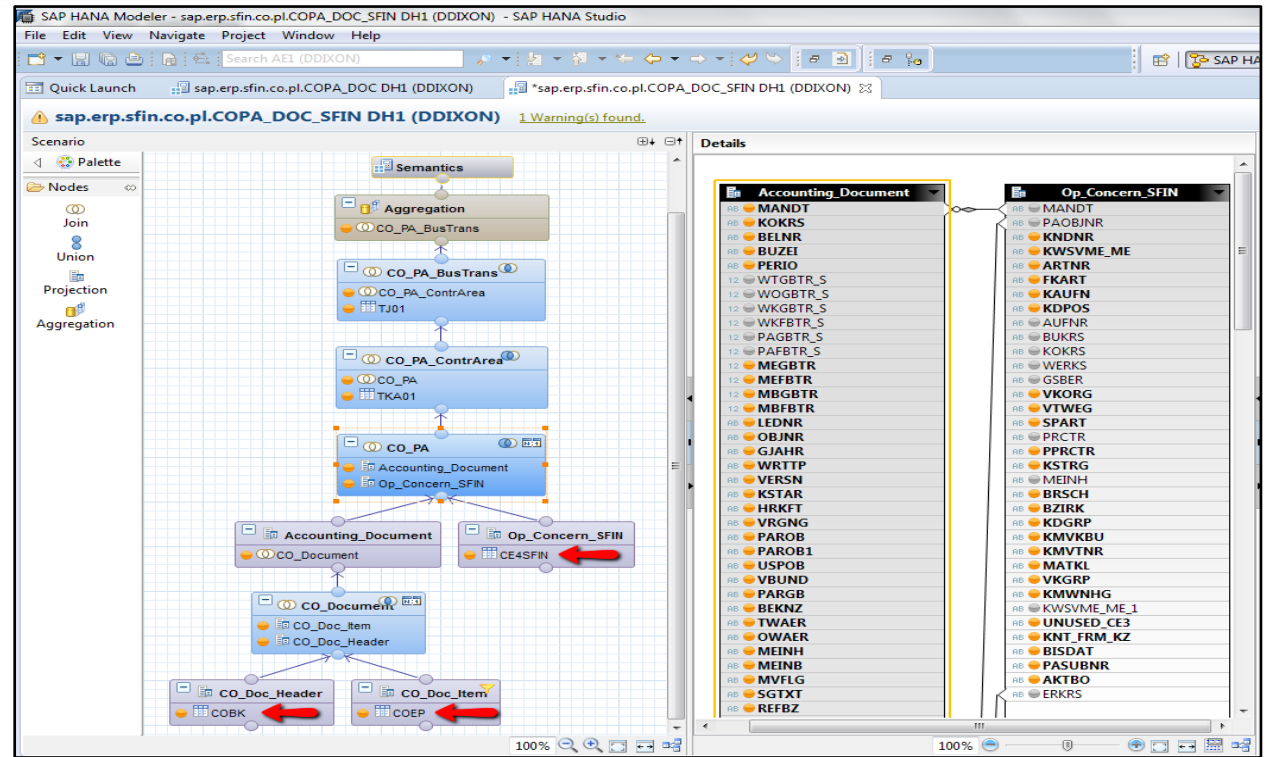


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# REAL-TIME INTEGRATED DATA

- SAP Simple Finance 1.0 on CO Line Items

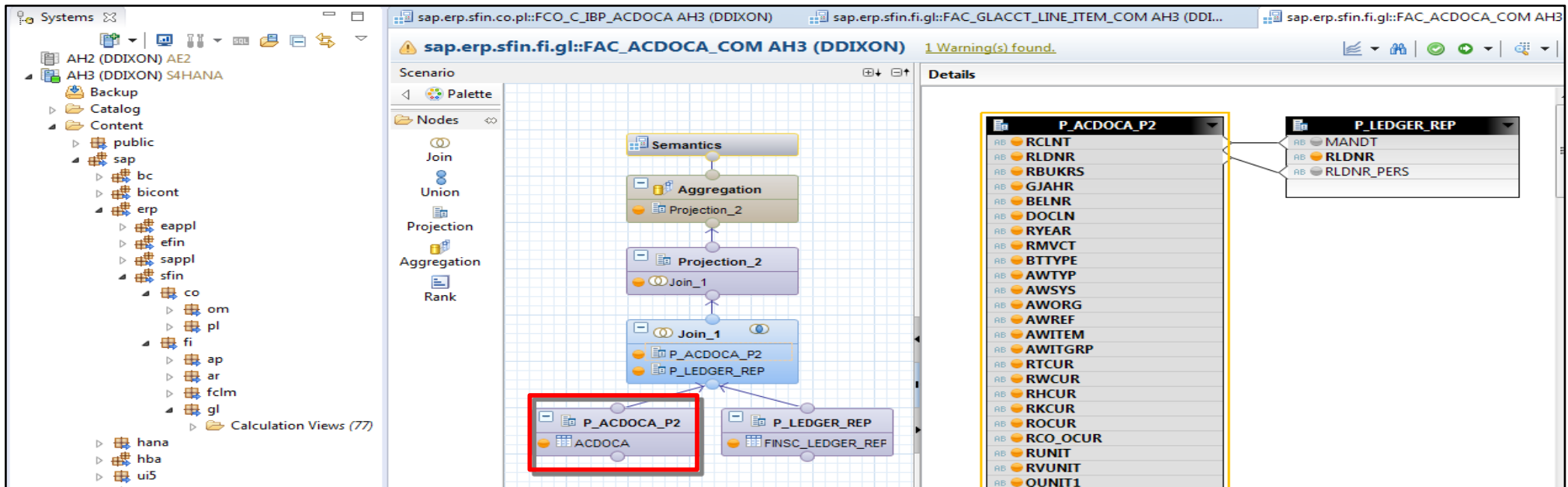


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# UNIVERSALIZED INTEGRATION

- SAP Simple Finance 1503 on Universal Journal



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# FULL TRIAL BALANCE INTEGRATION

- SAP Simple Finance 1.0 and SAP Simple Finance 1503 on “New” GL

The screenshot displays the SAP HANA Studio interface for a semantic model. The main workspace shows a hierarchical tree of nodes: Semantics, Aggregation, Projection, and Join. A red arrow points to the 'FCO\_C\_FAGLFLEXA' node in the 'Projection\_6' layer. The 'Details' pane on the right shows properties for 'FCO\_C\_FAGLFLEXA', including 'Default Client: Session Client' and 'Default Schema: SAP\_ECC (SAPDE1)'. Below the details, a 'Column' table lists various SAP tables and their labels.

Type	Name	Label	Aggregation	Variable
RE	KOKRS	KOKRS		
RE	KOSTL	KOSTL		
RE	S_CATEGO...	S_CATEGORY		
RE	FISCPER	FISCPER		
RE	MANDT	MANDT		
RE	RYEAR	RYEAR		
RE	DOCNR	DOCNR		
RE	RLDNR	RLDNR		
RE	RBUKRS	RBUKRS		
RE	DOCLN	DOCLN		
RE	ACTIV	ACTIV		
RE	RMVCT	RMVCT		
RE	RTCUR	RTCUR		
RE	RUNIT	RUNIT		
RE	AWTYP	AWTYP		
RE	RRCTY	RRCTY		
RE	RVERS	RVERS		
RE	LOGSYS	LOGSYS		

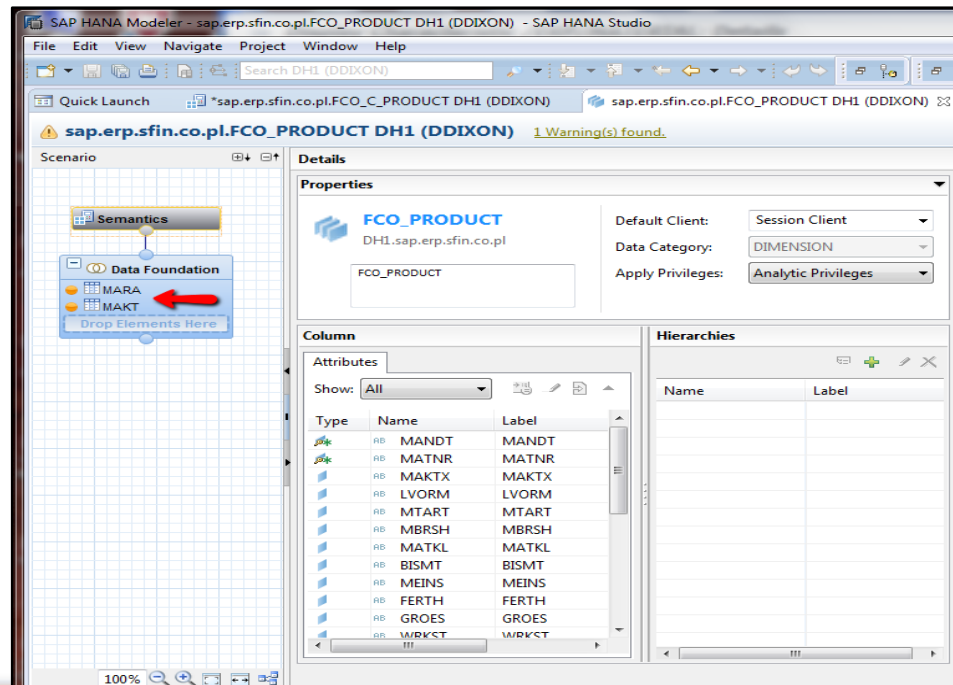
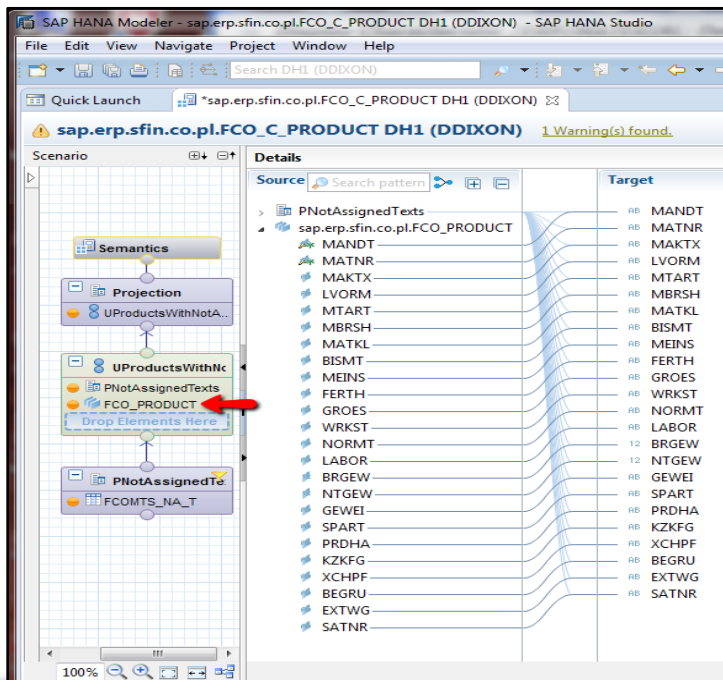


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# REAL-TIME MASTER DATA

- Can be enhanced to integrate planning master data

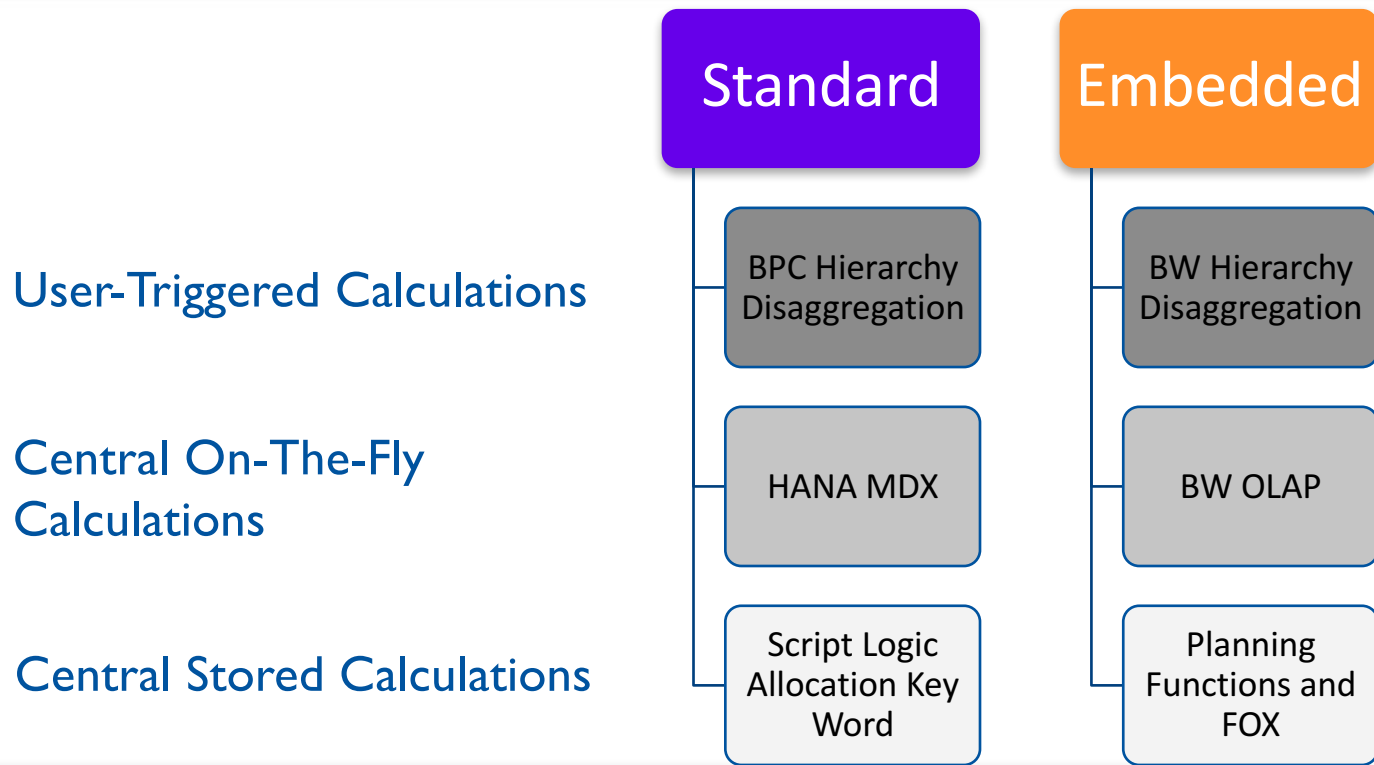


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# HANA ACCELERATED PROCESSING

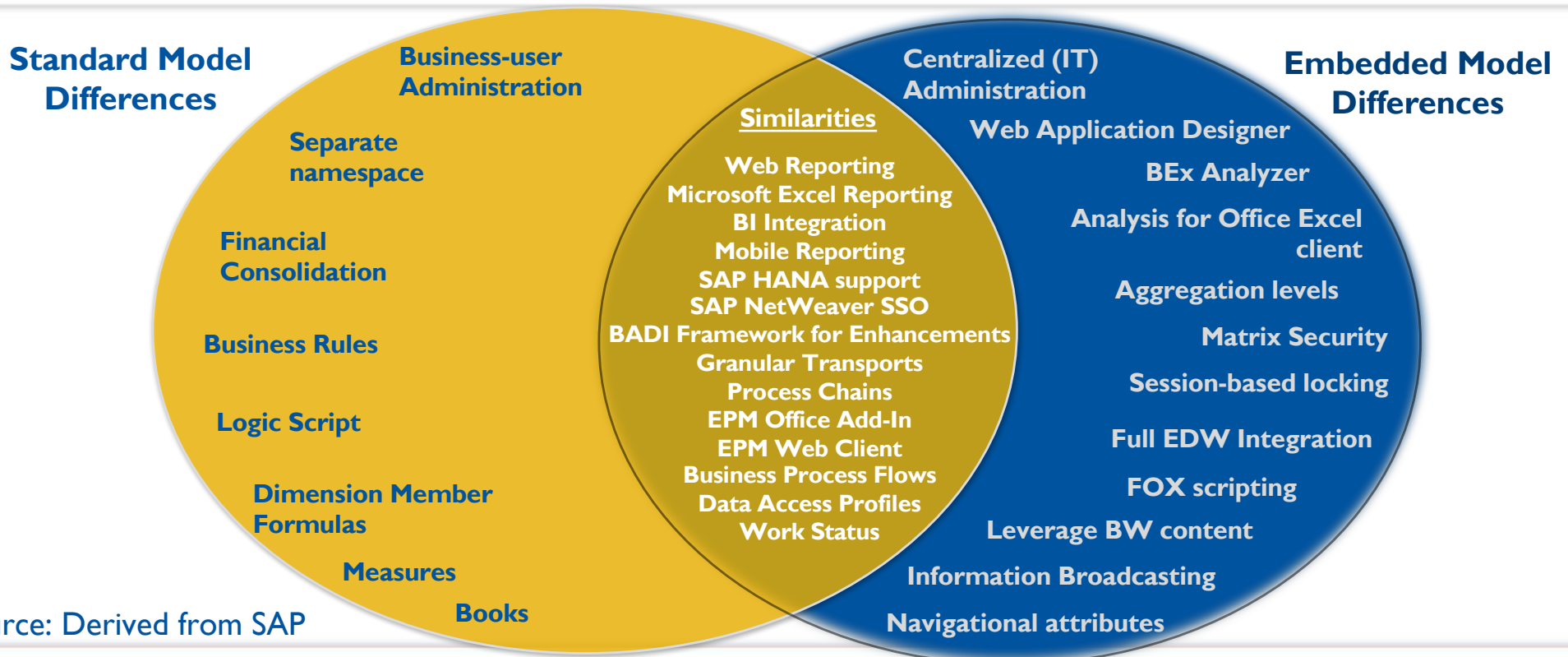


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# STANDARD VERSUS EMBEDDED



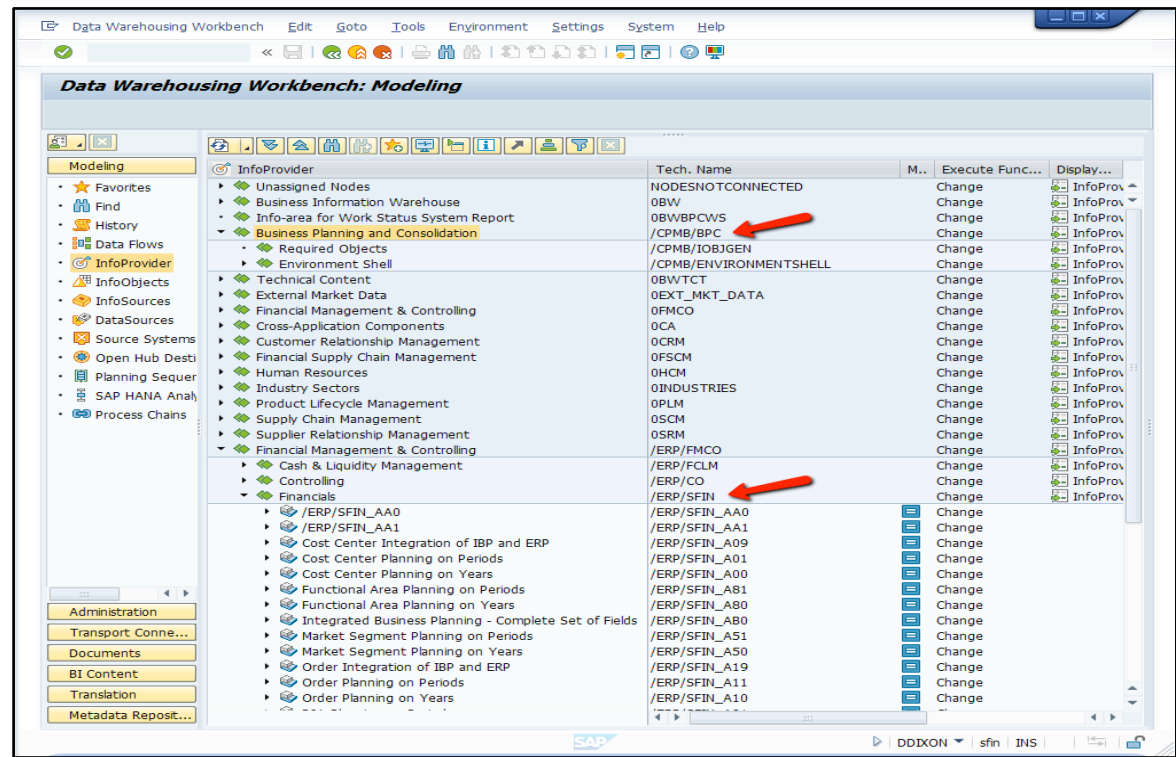
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# STANDARD AND EMBEDDED

- BPC “Standard” can be installed on a Simple Finance system
- Can be used with the “Embedded” Integrated Business Planning for finance



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# STANDARD *FROM* EMBEDDED

- “Standard” can be loaded from “Embedded”

The screenshot shows the Microsoft Excel interface with the EPM (Enterprise Performance Management) add-in. The 'Run Package' dialog box is open, displaying a list of Info Providers. The package 'Load Transaction Data from BW InfoProvider UI' is selected. The dialog box also includes a 'Set Selection' button and a 'Finish' button.

Info Provider Selection

Name	Description
/ERP/LP_IC02	Planning Cube (Exchange Rates for Currency Cor
/ERP/LP_MP01	MultiProvider (New Liquidity Plan)
/ERP/LP_VP01	Cash Position (for Balance)
/ERP/LP_VP02	Actual
/ERP/LP_VP3	Forecast (New Liquidity Plan)
/ERP/LP_VPWS	BPC Work Status
/ERP/SFIN_M01	Financials (Planning and Actuals)
/ERP/SFIN_M02	Financials (Planning and Actuals) for Balance She
/ERP/SFIN_M09	Integration of IBP and ERP
/ERP/SFIN_R01	Financials Planning
/ERP/SFIN_V01	Financials Actuals via Hana
/ERP/SFIN_V02	Financials Actuals
/ERP/SFIN_V03	/ERP/SFIN_V03
/ERP/SFIN_V10	Work Analysis
/ERP/SFIN_V11	WIP Analysis
OBPCBPFF	BPC-IF-Extension BPP System report
OBP_ID	Partner: ID Numbers
OBP_REL	BP: Relationships
OBPA_C20	Cost Centers: Costs and Allocations (Renlocated)



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# MIGRATING BPC STANDARD

- Back up and restore makes it simple to download your investment
- After download, upload the zipped file into a SAP Simple Finance system with the BPC components installed
- Can be migrated to a new version after

The screenshot shows the 'BPC: Backup & Restore Tool' window. It has a title bar with a green icon and the text 'BPC: Backup & Restore Tool'. The interface is divided into several sections:

- Execution:** Contains two radio buttons: 'Execute Backup' (selected) and 'Execute Restore'.
- Execute in...:** Contains two radio buttons: 'Background' and 'Foreground' (selected).
- Parameters & Procedures:** This section contains several fields and checkboxes:
  - Environment ID:** A text box containing 'LEMONADE\_004'.
  - Download Directory Name:** A text box containing 'C:\Users\David Dixon\Desktop'.
  - Backup Metadata Tables:** A group of checkboxes: 'Backup Metadata Tables' (checked), 'DM Data Files' (checked), 'Audit Data' (checked), 'Archived BPF Data' (checked), 'Package File Service' (unchecked), and 'Backup Master Data' (checked).
  - Log Files:** A checkbox (checked).
  - Archived Audit Data:** A checkbox (checked).
  - Backup Transaction Data:** A checkbox (checked).
  - If huge data existed:** A checkbox (unchecked).
  - Use Dummy Value:** A checkbox (unchecked).
  - Application ID ( empty = all ):** A text box.
  - Time (eg. 2014.01, 2015):** A text box.
  - Category:** A text box.
  - Record Count ( 0 = All Records ):** A text box.
  - Packaged by million records:** A text box containing '100'.

At the bottom of the window, there is a note: '(Transaction data will be filtered by Application ID, TIME and Category)'.



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# SAP CLOUD FOR PLANNING

Reports > C4P01\_OP\_INCOME

WELCOME DAVID DIXON

C4P01\_OP\_INCOME

Designer | Point of View | Visualize | Gallery | Details

Measures	SignedData	C	D	E	F	G	H	I	J
Category	Actuals			Forecast					
Version	Actual			Forecast					
Time	2015	Q1	Q2	2015	Q1	Q2	Q3	Q4	
Account									
Finance	-	-	-	-	-	-	-	-	-
Operating Income	-48.65 Million \$	137.52 Million \$	-186.18 Million \$	712.64 Million \$	157.82 Million \$	110.10 Million \$	85.40 Million \$	359.32 Million \$	
Gross Profit	843.21 Million \$	571.29 Million \$	271.92 Million \$	2,498.93 Million \$	720.91 Million \$	574.59 Million \$	606.13 Million \$	597.30 Million \$	
Operating Expenses	891.87 Million \$	433.77 Million \$	458.10 Million \$	1,786.29 Million \$	563.09 Million \$	464.49 Million \$	520.73 Million \$	237.98 Million \$	
Key Performance Indicators									
Gross Margin %	44.0%	52.1%	33.1%	53.3%	52.2%	52.8%	47.6%	63.4%	
Operating Profit %	-2.5%	12.6%	-22.7%	15.2%	11.4%	10.1%	6.7%	38.1%	
Operating Exp Ratio	46.5%	39.6%	55.8%	38.1%	40.7%	42.7%	40.9%	25.2%	

Gross Profit per Category in Million \$

720.9 Million \$ Amount

Quarter: Q1, Year: 2015, Category: Forecast, Account: Gross Profit

Actual: 571.3, Forecast: 720.9

Actual: 271.9, Forecast: 574.6

Actual: 606.1, Forecast: 597.3

Charting Exercise

4/23/2015 10:23

Satwik Das has invited David Dixon.

4/23/2015 10:26

A new task Review Session has been created for David Dixon, Satwik Das.

REPORT: DAVID DEMO EXAMPLE

4/23/2015 10:27

Discuss cell(s) Is this number right



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# CLOUD FROM STANDARD

The screenshot displays the SAP Modeler interface. At the top, the user is identified as 'WELCOME DAVID DIXON'. The main area shows a table of models with columns for Name, Type, and Created. A context menu is open over the table, listing options such as 'Import Model From File', 'Import Data From File', 'Import Model From BPC', 'Import Data From BPC', 'Create Model From HANA CV/AV', and 'Import Analytic Model from File'. Two modal windows are overlaid on the interface: 'New BPC Connection' and 'Import Events From BPC'. The 'New BPC Connection' window has fields for Name/Description, Connect Information (System Type), Port, and Credential (User ID, Password). The 'Import Events From BPC' window has fields for BPC System, Environment, Model, BPF, and BPF Steps. Both windows have 'Create' and 'Import' buttons respectively.

Name	Type	Created
C4P01_OP_INCOME C4P01 Operating Income	Planning	2015.04.2 SDAS
C4P01_SUPPLY_PER C4P01 Supplier Per	Planning	2015.04.2 SDAS

**New BPC Connection**

Name / Description  
Connection Name \*  
Description

Connect Information  
System Type \*  
SAP BPC for Microsoft Platform 10.0  
SAP BPC for Microsoft Platform 10.0  
SAP BPC for NetWeaver Platform 10.0

Port \*

Credential  
User ID \*  
Password \*

Create Cancel

**Import Events From BPC**

BPC System \*  
Please select

Environment \*

Model \*

BPF \*

BPF Steps \*

Import Cancel



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# HYBRID DEPLOYMENT SCENARIOS

- Standard model still needed for financial consolidation
- SAP Cloud for Planning can import and export from standard models

SAP Cloud for Planning

SAP BPC - Standard Model

Integrated Business Planning for finance

Suite on HANA



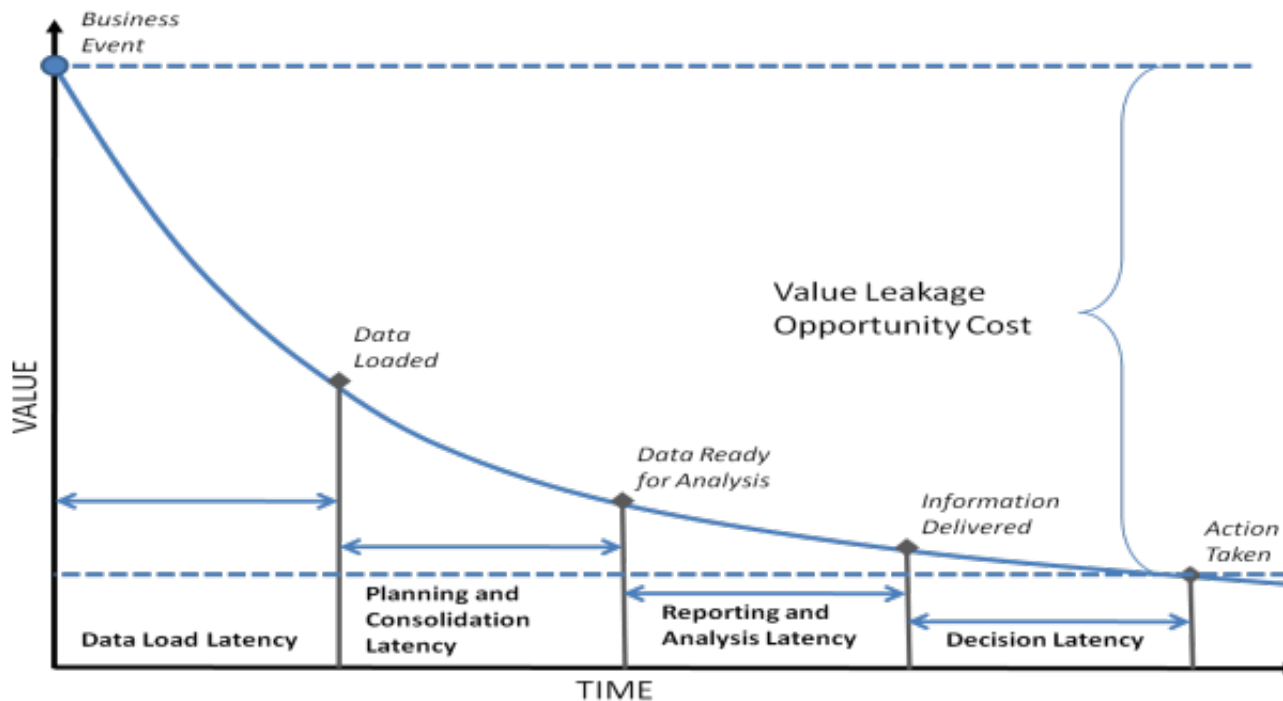
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# RETURN ON INVESTMENT



- Time is Money

- Data Latency
- System Performance
- Reconciliation
- Productive models, tools and analytics

Adapted from: Hackathorn, Richard. "Current Practices in Active Data Warehousing." Boulder Technology, (Nov. 2002)



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# RELAY RACE HAND OFF

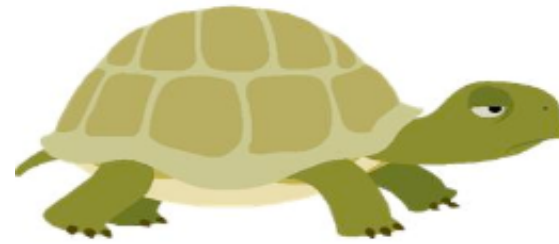
- Better user experience, simplified processes, greater analytic skills and smarter strategies represent the final stretch to value realization

Solution Readiness



Information Delivery  
Efficiency

Organizational Readiness



Insight to Action  
Effectiveness

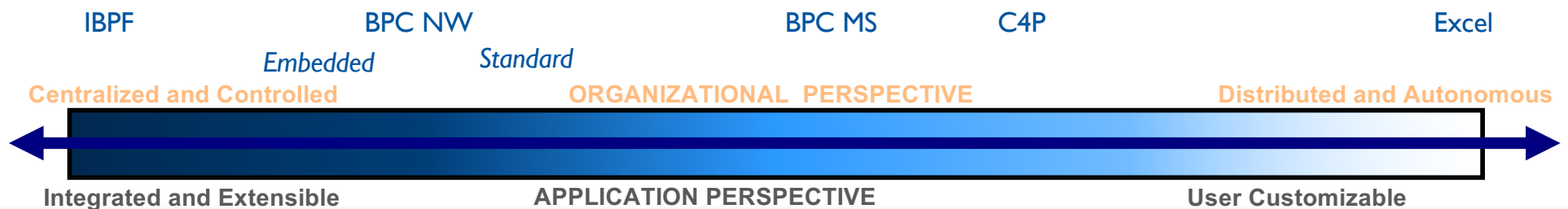


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# GOVERNANCE CONSIDERATIONS

- Spreadsheets versus SAP
  - Spreadsheets enable user autonomy
  - SAP enables enterprise control
  - Co-creation is needed as opposed to competition
- Spreadsheet proliferation outside standardized processes demonstrate user power trumps enterprise control



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# BEST PRACTICES

- Have a clear game plan
  - “Lift and shift” or “rip and replace” or both?
  - Change management strategy
- Define upfront your key decisions
  - Use rapid prototypes to manage risk and clarify options
  - Data federation (virtualization) or traditional “Layered Scalable Architecture”?
  - Tool selection and user impact analysis (e.g. EPM Add-In versus Analysis for Office versus Cloud for Planning)
- Structure implementation team with diverse set of skills that span different domains (biz and tech)
  - Even with SAP holistic skills are needed (e.g. FI/CO, BW, BPC and HANA)



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# KEY LEARNINGS

- While Integrated Business Planning for finance is technically very different than BPC standard
- BPC standard model can be complimentary and integrated with the embedded model within a SAP Simple Finance system
- Customer implementations of the standard model can be backed up, restored into and technically upgraded within SAP Simple Finance
- BPC standard implementations are primarily impacted by how integration is achieved



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