



# Arisoft BIFM – Hierarchy Management Introduction

**Imtiaz Lodhi / Rob Wiersma**

[www.arisoftglobal.com](http://www.arisoftglobal.com)

October 2010

## Arisoft BIFM

### Business Views and Hierarchy Management Solution

- ✓ Empower Business users to manage their custom Business Views and Reporting Hierarchies
- ✓ Business Ownership – no more IT dependencies or excel/flat files maintenance
- ✓ Tag, Group and Monitor Master Data Attributes
- ✓ Improved Financial Data Consolidation and Reporting
- ✓ Seamless integration with IBM Cognos or any BI products
- ✓ Tangible ROI
  - ✓ Less dependency on outside consultants
  - ✓ No need to start development project when hierarchies change
  - ✓ Minimum development downstream impact dev-to-QA and QA-to-Prod

## Current Business Challenges

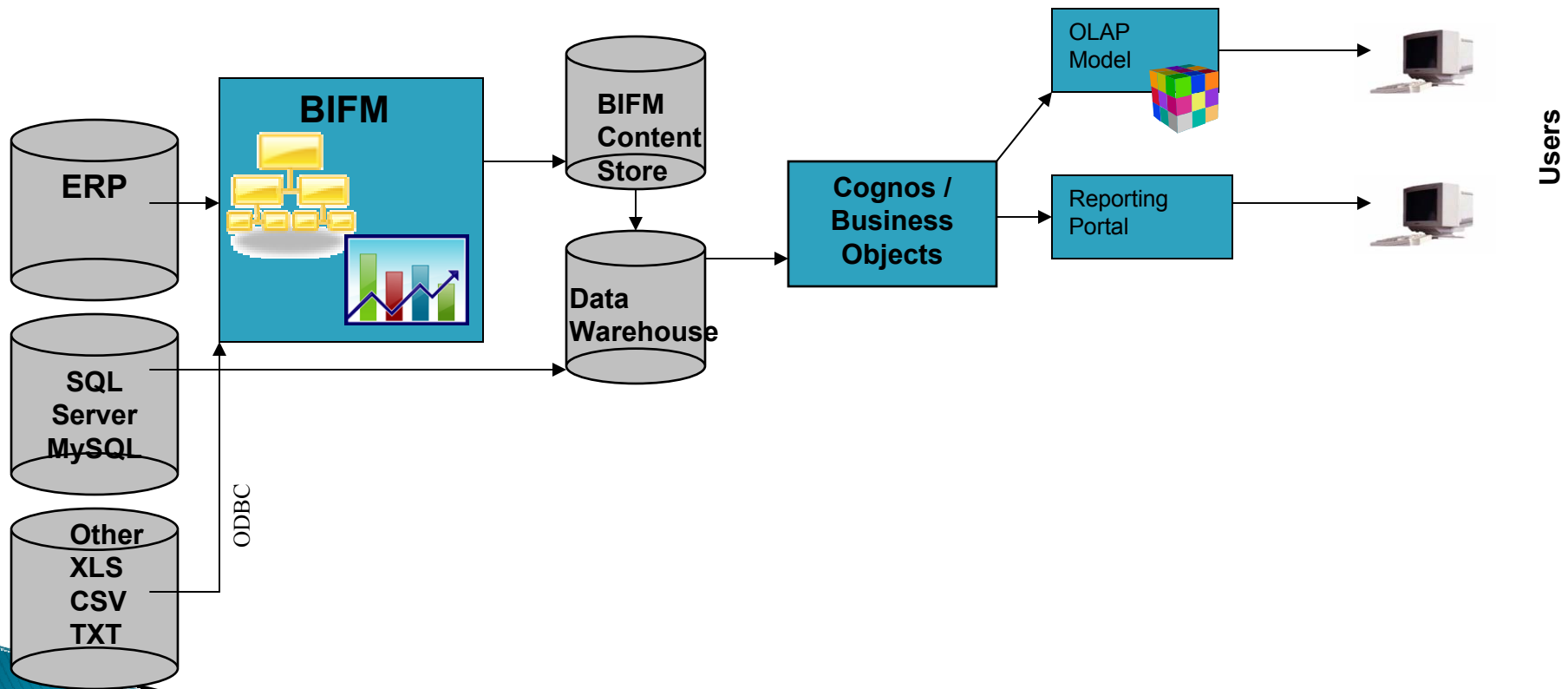
***Do you know the steps involved to obtain P&L or Sales Reports? Most people think it's as simple as pressing button. Ask the users who manage, they will tell you different.***

- ▶ Countless hours are spent in maintaining excel based hierarchies
- ▶ Manual data extract, manipulation and formatting
- ▶ Process is manual and prone to errors
- ▶ Source data is constantly changing
- ▶ ERP limitations for custom reporting hierarchies e.g. Your Sales Organization vs. fixed buckets
- ▶ Complex Industry specific reporting requirements

## How Arisoft BIFM can help

- ▶ Dynamic access to source data, no-more catch up or excel file update every time a new Product or Customer is added in source system
  - ▶ Centralized Hierarchies for enterprise wide users
  - ▶ Improve departmental synergies and flow of information
  - ▶ No more IT staff dependency, end users can make hierarchy changes with full archive support
  - ▶ Finance users can create multiple P&L views and enhance current reporting capabilities
  - ▶ Sales, Service and Planners can easily Tag/Group products and services
- Seamless integration with IBM Cognos or other BI solutions

## Arisoft BIFM Architecture





## Arisoft BIFM – Hierarchy Management view

**Arisoft BIFM - Administrator**

File Edit View Forecast Hierarchies Tools Windows Help

Root

- Chart of Accounts
  - P&L
    - Volume
      - Volume - Phy
        - Volume - Phy
          - Range
  - Gross Sales
    - Other Sales
      - Range
  - Sales Deductions
    - Trade Allowances
      - Range
- COGS
- General Administration
  - Base Salaries
  - Overtime
  - CPP
  - EI
  - Factory Overhead
- Balance Sheet
  - Assets
  - Equity
  - Liability

Code Info:

Level

Code

Description

Range Maintenance		
From	To	SRM
01AP0200400	01AP0200400	-1

Range Maintenance



## Arisoft BIFM – Range Maintenance view

**Range Maintenance** [Close]

Show All     Show Unselected     Show Selected

**Chart of Accounts**

ACCOUNT	ACCOUNT_DESCRIPTION	ACCOUNT_DESCRIPTION1
01AP0100100	Accounts Receivables ...	Accounts Receivables ...
01AP0100200	Accounts Payables ...	Accounts Payables ...
01AP0100300	Cash Discounts ...	Cash Discounts ...
01AP0200100	A/R Others ...	A/R Others ...
01AP0200200	Freight ...	Freight ...
01AP0200300	Machinery and Equipment ...	Machinery and Equipment ...
01AP0200400	Finished Goods ...	Finished Goods ...
01AP0200500	Raw Materials ...	Raw Materials ...
01AP0200600	Volume - Phy ...	Volume - Phy ...
01AP0200800	Volume - CSU ...	Volume - CSU ...
02IT0100100	Software	Software
02IT0100200	Computers [hardware]	Computers [hardware]

From:

To:

Sign Reversal Multiplier:

**Selected Range**

From	To	SRM
01AP0200400 ...	01AP0200400 ...	-1



## P&L view

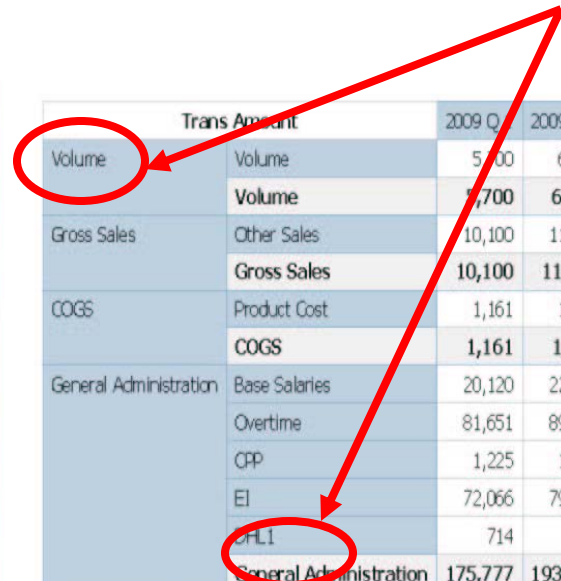
**Before**

**After**

**NEW**

Trans Amount		2009 Q 1	2009 Q 2	2009 Q 3	2009 Q 4	2009
Gross Sales	Other Sales	10,100	11,110	11,312	11,413	43,935
	Gross Sales	10,100	11,110	11,312	11,413	43,935
COGS	Product Cost	1,161	1,277	1,300	1,312	5,049
	COGS	1,161	1,277	1,300	1,312	5,049
General Administration	Base Salaries	20,120	22,132	22,534	22,735	87,522
	Overtime	81,651	89,816	91,449	92,266	355,182
	CPP	1,225	1,348	1,372	1,384	5,329
	EI	72,066	79,273	80,714	81,435	313,489
	General Administration	175,062	192,569	196,070	197,821	761,522
Factory Overhead	( Blank )	1,345	1,480	1,507	1,520	5,853
	Factory Overhead	1,345	1,480	1,507	1,520	5,853
P&L		187,669	206,436	210,189	212,066	816,359

Trans Amount		2009 Q 1	2009 Q 2	2009 Q 3	2009 Q 4	2009
Volume	Volume	5,700	6,270	6,384	6,441	24,795
	Volume	5,700	6,270	6,384	6,441	24,795
Gross Sales	Other Sales	10,100	11,110	11,312	11,413	43,935
	Gross Sales	10,100	11,110	11,312	11,413	43,935
COGS	Product Cost	1,161	1,277	1,300	1,312	5,049
	COGS	1,161	1,277	1,300	1,312	5,049
General Administration	Base Salaries	20,120	22,132	22,534	22,735	87,522
	Overtime	81,651	89,816	91,449	92,266	355,182
	CPP	1,225	1,348	1,372	1,384	5,329
	EI	72,066	79,273	80,714	81,435	313,489
	P&L	714	786	800	807	3,107
Factory Overhead	General Administration	175,777	193,354	196,870	198,628	764,629
	( Blank )	1,345	1,480	1,507	1,520	5,853
Factory Overhead	Factory Overhead	1,345	1,480	1,507	1,520	5,853
P&L		194,083	213,491	217,373	219,314	844,261





## Arisoft BIFM Demo

- ▶ **Business Views / Hierarchy Management**
  - Parent/Child and Range Maintenance
  - User Friendly Single Screen operation
  - P&L hierarchy maintenance with Audience participation
  - Multi-users capability
  - Administrator vs. User version
  
- ▶ **Administration**
  - Create Source Connection
    - Access any database via ODBC
    - 128 bit password encryption
    - SQL Editor – discuss delete/update, multi source ETL scenario
  - Archive/Retrieval
  - Multi purpose User Parameters
  - Unlock Connection
  
- ▶ **Integration with IBM Cognos**
  - Export Hierarchies
  - P&L view – Impact of Hierarchical changes
  
- ▶ **Master Data Management – pull and push capability (time permitting)**



# Summary

## Current Business Challenges

### How Arisoft BIFM can help you!

- ✓ User Friendly Hierarchy Maintenance
- ✓ No more catch up or Excel file update
- ✓ Easy integration to IBM Cognos

## Q & A ?

- ▶ Feedback / Discussions / Improvements
- ▶ Next Steps



# Thank you!

## Contact us

Imtiaz Lodhi

[lodhi@arisoftglobal.com](mailto:lodhi@arisoftglobal.com)

416-939-5204

Rob Wiersma

[rob@arisoftglobal.com](mailto:rob@arisoftglobal.com)

905-220-6840

[www.arisoftglobal.com](http://www.arisoftglobal.com)