

Forecasts

Jonathan Gurnham, Consultant

Imran Moghal, Senior Business Analyst



Agenda

- Objectives
- Budget vs. Forecast – Why Forecast?
- Steps to Generate a Forecast in Prophix
- Prophix Demo



Objectives

- Leverage Prophix to save time
- Automate forecasting processes
- Produce your first forecast!
- Take advantage of functionality already available to you

Budget vs. Forecast



	2014M01	2014M02	2014M03	2014M04	2014M05	2014M06	2014M07	2014M08	2014M09	2014M10	2014M11	2014M12	2014 (+)
Employee Salaries	361,811	361,811	361,811	361,811	361,811								1,809,054
Overtime	1,264	3,341	3,198	9,144	6,890								23,838
Payroll Taxes	7,681	8	7,831	722	9,204								25,447
Benefits	57,182	57,182	57,182	57,182	57,182								285,911
Temp Labor	1,265	482	1,515	4,591	2,753								10,605
Temp Agency Costs	56	439	1,096	994	2,766								5,352
Bonuses	6,389	11,994	7,892	7,081	5,489								38,846
Commissions													
401K	9,121	3,300	8,119	6,053	2,603								29,196
Medical Insurance	610	697	665	2,105	2,470								6,547
Payroll Costs (+)	445,380	439,254	449,310	449,682	451,169								2,234,796
Office Expense	678	403	864	379	414								2,738
Bad Debts	252	201	826	1,794	1,360								4,434
Equipment Maintenance & Repairs	930	2,451	20	502	1,187								5,100

Why forecast?

- Variances between actual and budget
- Things change
 - Economy
 - Knowledge
 - Technology
- Improved foresight



How do we forecast in Prophix?




Steps to Forecast

1. Define forecast setup
2. Infoflex plan data into forecast version
3. Distribute forecast template to division managers for data gathering
4. Additional changes to the forecast
5. Finalize forecast

Define Forecast Version

- Carry forward from

Key:	F1406
Name:	June 2014 Forecast
Version Type:	Plan
Status:	Active
Rule Set:	Plan
Start Date:	(2014M06) June
End Date:	(2014M12) December
Carry Forward from:	ACT
Version Note:	Not defined



Infoflex Plan Data to Forecast Version

- Infoflex Process

Process Group

- Root process
 - Step 2 - Info Flex Budget data to Forecast Version
 - Straight Plan Transfer
 - Remove Data
 - InfoFlex**
 - Update Cube
 - Run Rate Transfer
 - InfoFlex
 - Update Cube
 - Step 4 - Additional Changes to Forecast Version
 - InfoFlex
 - Update Cube
 - Step 5 - Finalize Forecast (Copy to Final Version)
 - InfoFlex
 - Update Cube

Source/Target Members

Source Data

Dimension	Selected Member(s)	Member Count
Time Perspective	Base	1
Measures	Value	1
Versions	Plan 2016	1

Target Members

Dimension	Selected Member(s)	Member Count
Versions	Forecast + Reforecast Working Version	1

Demo – Exercise I



Distribution of Forecast Template

- Workflow
 - Attach the template
 - Select multiple users for input
 - Add multiple approvers

The screenshot displays the Prophix software interface. At the top, there is a ribbon with tabs for 'File', 'Home', 'Navigate', and 'Help'. The 'Home' tab is active, showing various icons for actions like 'Refresh Status', 'Add', 'Delete', 'Cut', 'Copy', 'Paste', 'Restart', 'Expand All', 'Collapse All', and 'Find'. Below the ribbon, the 'Project Definition' window is open, showing a tree view of project tasks on the left and a 'Basic Properties' panel on the right. The tree view includes tasks such as 'Getting Ready to Start', 'Starting up', 'Import Updated Actuals', 'Verify and Update', 'Corporate Allocation', 'Approval', and 'Report Distribution'. The 'Basic Properties' panel contains the following information:

- Basic Properties:**
 - Name: Monthly Reporting Workflow Project
 - Status: Prepare
- User Properties:**
 - Project Administrator: [Michael Robin](#)
- Other Properties:**
 - Start Date: Monday, October 05, 2015
 - Notifications/Actions: Inherit system default settings
 - Approvers Can Edit: Inherit system default settings
 - Approval Method: Inherit system default settings
 - Offline Task Text: (empty text area)

Collection of Information

- Data Entry
 - Division managers input data into template

Reporting Currency		Versions		Time Perspective		Organization	
Native		REFOR.WIP1		Base		Consumer Division	
	C	D	E	F	G	H	
		(2016M01) January	(2016M02) February	(2016M03) March	(2016M04) April	(2016M05) May	
7							
8							
9							
10							
11							
12							
13	Revenue from product sales	1,514,936	4,473,232	5,934,738	1,430,624	2,169,436	
14	Revenue from services	280,263	827,548	1,097,927	223,291	112,868	
15	Other Revenue	153,099	76,550	229,649	136,498	146,500	
16							
17	Gross Sales	1,948,298	5,377,329	7,262,314	1,790,413	2,428,805	
18							
19	Cost of Goods Sold	984,708	2,907,601	3,857,580	929,905	1,410,134	

Finalizing Forecast

- Infoflex
 - Transfer work in progress reforecast to a final version (e.g. Q1 Reforecast)
 - Ability to look at and compare historical forecasts
 - Final forecast version is locked from further change on annual roll forwards

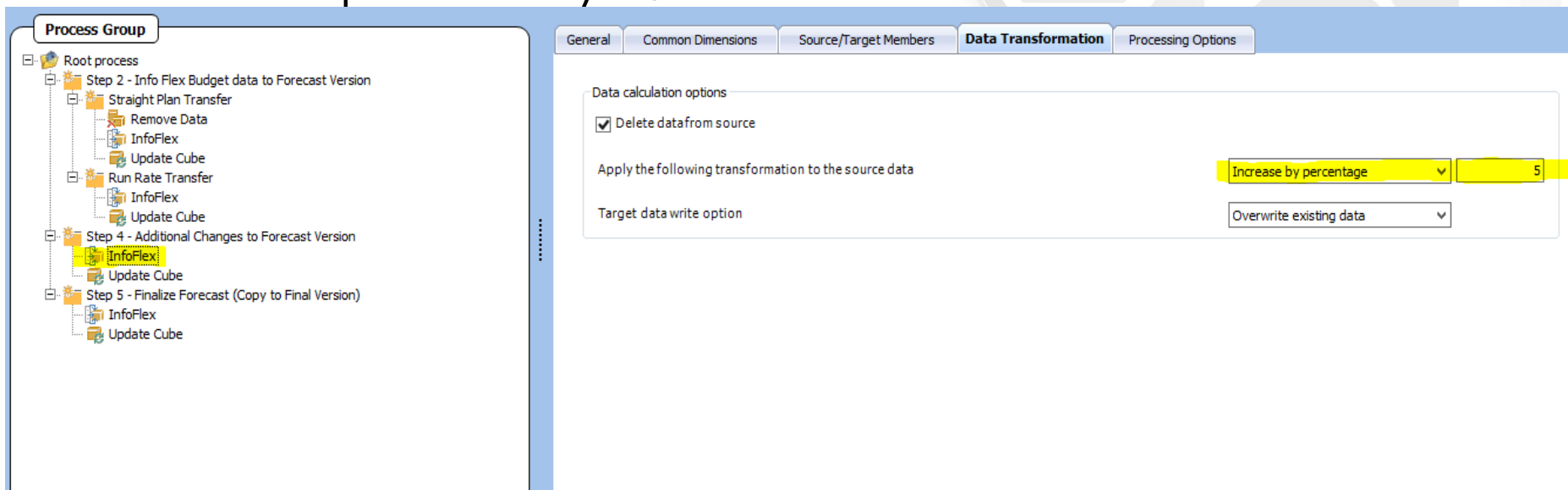
Demo – Exercise II



Changes to Forecast

- Infoflex

- create infoflex to manipulate data on its transfer
- Example: Increase Revenue by 3% and expenses by 5%

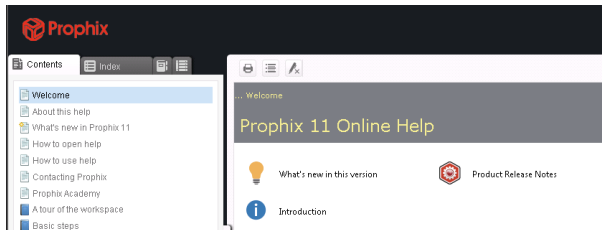
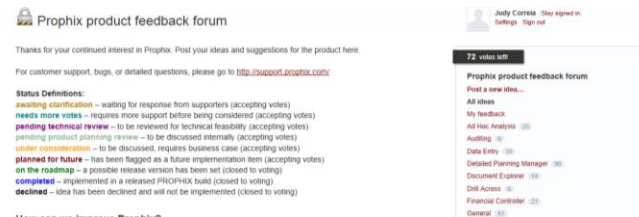


The screenshot displays the SAP BW Data Transformation configuration interface. On the left, a 'Process Group' tree shows a sequence of steps: 'Step 2 - Info Flex Budget data to Forecast Version', 'Step 4 - Additional Changes to Forecast Version', and 'Step 5 - Finalize Forecast (Copy to Final Version)'. The 'InfoFlex' step in Step 4 is highlighted. The main configuration area is divided into tabs: 'General', 'Common Dimensions', 'Source/Target Members', 'Data Transformation', and 'Processing Options'. The 'Data Transformation' tab is active, showing 'Data calculation options' with a checked 'Delete data from source' option. Below this, a transformation rule is defined: 'Apply the following transformation to the source data' with a dropdown set to 'Increase by percentage' and a value of '5'. The 'Target data write option' is set to 'Overwrite existing data'.

Demo – Exercise III



Resources



- <http://support.prophix.com>

- <https://feedback.prophix.com>

- <http://info.prophix.com/cews-overview>

- <https://www.prophixacademy.com>

- <http://documentation.prophix.com/p12help/en/>



Thank You!

