

EXCELENCIA FINANCIERA



#SAPForum

SAP







Planificación

Consolidación

Análisis



Planificación

Consolidación

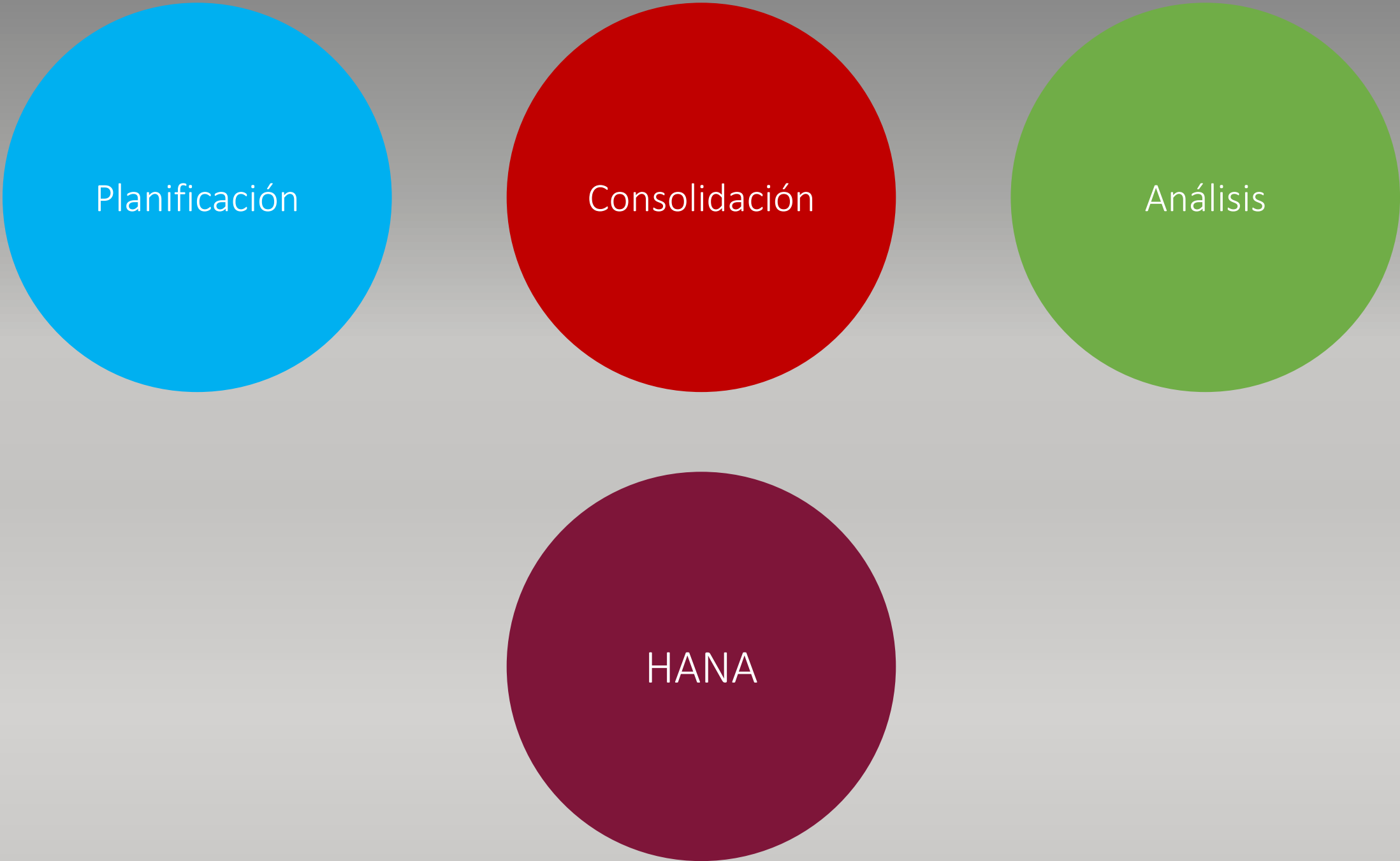
Análisis



Planificación

Consolidación

Análisis

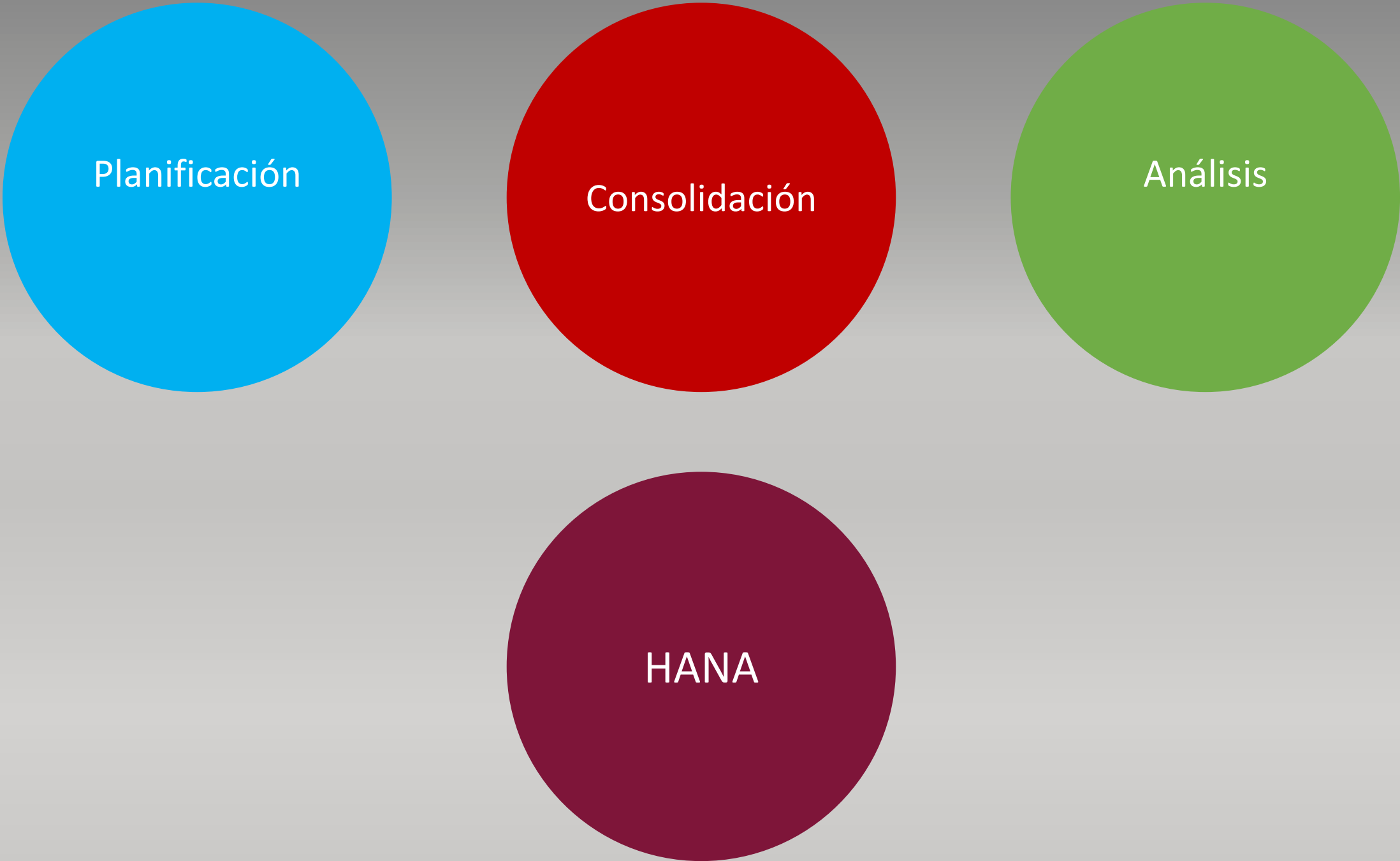


Planificación

Consolidación

Análisis

HANA



Planificación

Consolidación

Análisis

HANA

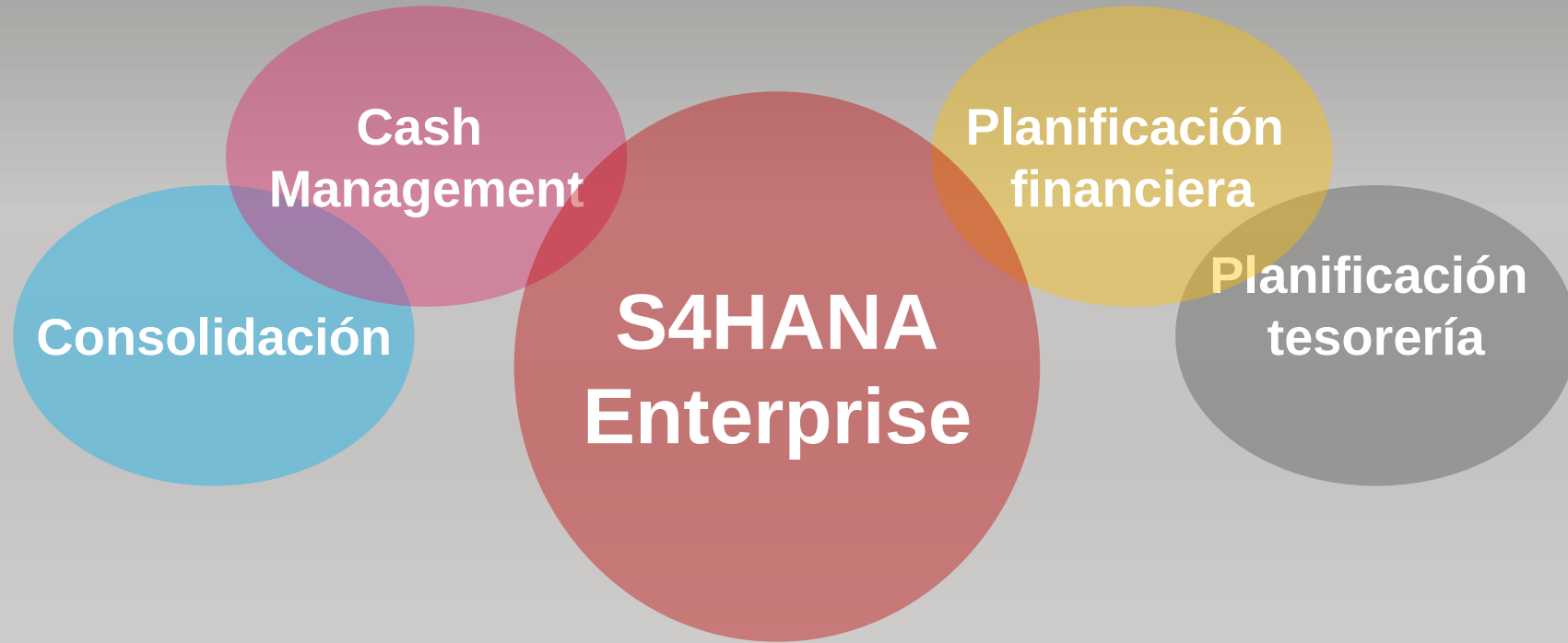


S4HANA Enterprise Finance



S4HANA cambia las reglas del juego

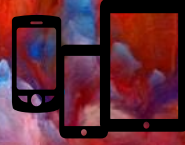
UNA plataforma
UN único dato
MENOS integración
MAS innovación



(v) hybris







SAP Accounting
powered by SAP
HANA

SAP Cash
Management
powered by SAP
HANA

Planning and
consolidation

S4
HANA

SAP HANA Platform



My Home

My Spend



Error

Post General Journal Entries



Manage Cost Center Master Data



分析报表

Cost Centers Plan/Actual



Cost Centers Plan/Actual YTD



Cost Center Planning On Periods



Analyze Payment Details

0

Unreconciled Payments



Cash Flow Analysis Month-to-date

Cannot load tile

Vendor Payment Analysis Open Payments

-2,72 K

USD

Cash Flow Analysis Month-to-date

Cannot load tile

Aging Analysis Payable Amount

...

Vendor Payment Analysis Open Payments

-2,72 K

USD

Financial Planning Analyst

Business Planning and Consolidation ECN-IBP

Current Month Actual and Planning AO workbook

Retract IBP data back to ECC AO workbook

PL planning on Periods AO workbook

Next Year CC planning on Periods AO workbook

←

→

https://ciecn.wdf.sap.corp:50081/sap/epm/bpc/web/index.html?sap-c

Home

Business Planning and Con... x

SAP Business Planning and Consolidation IBP01

1/2

LIBRARY

MY ACTIVITIES

PROCESS MONITOR

ADMINISTRATION

SYSTEM REPORTS

Processes

Active

↻

Process Name	Activity	Context	Status	Comment	Performer	Reviewer
CC_PLAN K4/2015; Calendar year, 4 spec. per... Running	Cost Center Planning	Sales Territory M1	Open - To perform		ADMIN	ADMIN
	Cost Center Planning	Sales Territory M2	Open - To perform		ADMIN	ADMIN
	Cost Center Planning	Sales Territory M3	Open - To perform		ADMIN	ADMIN
	Cost Center Planning	Sales Territory M4	Open - To perform		ADMIN	ADMIN

Environment: IBP

EPM Office Add-in

Download Center

Help

About

EN

19:12 PM

04.01.2016

Business Planning and Consolidation IBP01

Cost Center Planning - Sales Territory M1

Process: CC_PLAN - K4/2015, Calendar year, 4 spec. periods

Submit

Switch Activities

Overview

Change Work Status

Planning and Analysis

GL Accounting and Maintenance

Fiscal year: K4/2015

Fiscal year variant: Calendar year, 4 spec. periods

Controlling Area: <Undefined>

Cost Center: Sales Territory M1

Category: <Undefined>

>>

Dashboard

Design Studio Dashboard to integrate all functions

AO - Current month actual and planning

AO workbook with current moth's actual and plan by cost center

AO - Next year's cost center planning on periods

AO workbook with next year's planning by cost center and periods

AO - PL Planning on Periods

AO Workbook with standard IBP query P&L planning on periods

AO - Retract IBP data back to ERP

AO Workbook for writing back IBP data to ECC

BPC Web - Review current month variance and plan data

BPC Web input form to review and modify planning data, also ch...

Environment: IBP EPM Office Add-in Download Center Help About

EN 19:23 PM 04.01.2016

H15-788.52

Business Planning and Consolidation IBP01

Cost Center Planning - Sales Territory A1

Process: CC_PLAN - K4/2015, Calendar year, 4 spec. periods

Submit

Switch Activities

Overview

Change Work Status

Planning and Analysis

GL Accounting and Maintenance

Fiscal year: K4/2015

Fiscal year variant: Calendar year, 4 spec. periods

Controlling Area: <Undefined>

Cost Center: Sales Territory A1

Category: <Undefined>

Fiori Launchpad for Finance

Launch the Fiori Launchpad for Finance

Fiori - Post GL Document

Post GL document in transaction FB50 using Fiori application

Fiori - Manage Cost Center Master Data

Manage cost center master data using Fiori application

Fiori - My Spend

Track budget and spending status of departments and projects

NWBC - Post GL Document

Post GL document in transaction FB50 using NW Business Client

NWBC - Manage Cost Center Master Data

Manage cost center master data using NW Business Client

Environment: IBP

EPM Office Add-in

Download Center

Help

About

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15:43 PM

05.01.2016

Post General Journal Entries

Document Date: 31.12.2014	Company Code: 3000	Intercompany Transac:
Posting Date: 31.12.2014	Transaction Currency: USD	Header Text:
Period: 12	Ledger Group:	Translation Date: 30.12.2014
Journal Entry Type: SA	Reference:	

Line Items (2) Total Debit: 700,00 USD Total Credit: 700,00 USD **Total Balance: 0,00 USD**

Company Code	*G/L Account	*Debit (USD)	*Credit (USD)	Item Text	Assignment
3000	475510	700,00	0,00		

Tax Jurisdiction	Cost Center	Order	WBS Element	Sales Order	Sales Order Item
	3351				
Sales Order Schedule	Network	Operation/Activity	Cost Object	Business Area	Trading Partner's BA
Settlement Period	Material Number	Plant	Quantity Base Unit	Personnel No.	Profit Center
			0.000		
Functional Area	Segment	Partner Profit Ctr.	Baseline Date		
			dd.MM.yyyy		

Company Code	*G/L Account	*Debit (USD)	*Credit (USD)	Item Text	Assignment
3000	113100	0,00	700,00		

Tax Jurisdiction WBS Element Business Area Trading Partner's BA Profit Center Segment

Simulate **Post**

Journal Entry

Journal Entry (100003421) - Entry View

- HEADER
- 0 ATTACHMENTS
- 0 NOTES
- 2 RELATED DOCUMENTS

Document Date: 30.12.2014 Company Code: BestRun USA (3000) Reference:
Posting Date: 30.12.2014 Transaction Currency: USD Ref. Transaction: Actg doc.direct inpt (BKPFF)
Period: 12 / 2014 Header Text:
Journal Entry Type: G/L account document (SA) Created: by IBP01 on 04.01.2016

Line Items (2) Default

Item	G/L Account	Profit Center	Debit		Credit	
000001	475510 (Market Event - Gen.)	Sales Territory 1 (30810)	700,00	USD	0,00	USD
000002	113100 (Citibank Account)		0,00	USD	700,00	USD

Tax (0) Default

Sales/Purchases Tax	G/L Account	Tax Base Amount	Debit	Credit	Percent
No data					

Cost Center Planning - Sales Territory A1

Process: CC_PLAN - K4/2015, Calendar year, 4 spec. periods

Submit

Switch Activities

Fiscal year: K4/2015

Fiscal year variant: Calendar year, 4 spec. periods

Controlling Area: <Undefined>

Cost Center: Sales Territory A1

Category: <Undefined>

Overview

Change Work Status

Planning and Analysis

GL Accounting and Maintenance



[Fiori Launchpad for Finance](#)

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[Fiori - My Spend](#)

Track budget and spending status of departments and projects



[NWBC - Post GL Document](#)

Post GL document in transaction FB50 using NW Business Client



[NWBC - Manage Cost Center Master Data](#)

Manage cost center master data using NW Business Client

Cost Center: 3351, Sales Territory A1

Save | **Cancel** | **Edit** | **New** | **Validity Periods** | **Check** | **Where-Used List** | **Hierarchy Area** | **You can also**



General Data

Controlling Area:	2000	CO N. America	User Responsible:	IBP01
* Cost Center:	3351	Sales Territory A1	* Person Responsible:	IBP01
Cost Center Description:	Sales Territory A1		Department:	Eastern Reg
Valid From:	01.01.2011		* Cost Center Category:	3 Sales
Valid To:	31.12.9999			

Organizational Units

* Hierarchy Area:	H3350	Demo Sales Operations	Functional Area:	0300	Sales & Marketing
* Company Code:	3000	BestRun USA	Currency:	USD	US Dollar
* Business Area:	0001	Business area 0001	Profit Center:	30810	Sales Territory 1

Control

Templates

Address

Communication

Translation and Long Text

Compliance

Business Planning and Consolidation IBP01

Cost Center Planning - Sales Territory M1

Process: CC_PLAN - K4/2015, Calendar year, 4 spec. periods

Submit

Switch Activities

Overview

Change Work Status

Planning and Analysis

GL Accounting and Maintenance

Fiscal year: K4/2015

Fiscal year variant: Calendar year, 4 spec. periods

Controlling Area: <Undefined>

Cost Center: Sales Territory M1

Category: <Undefined>

Dashboard

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AO Workbook for writing back IBP data to ECC

BPC Web - Review current month variance and plan data

BPC Web input form to review and modify planning data, also ch...

Environment: IBP

EPM Office Add-in

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05.01.2016

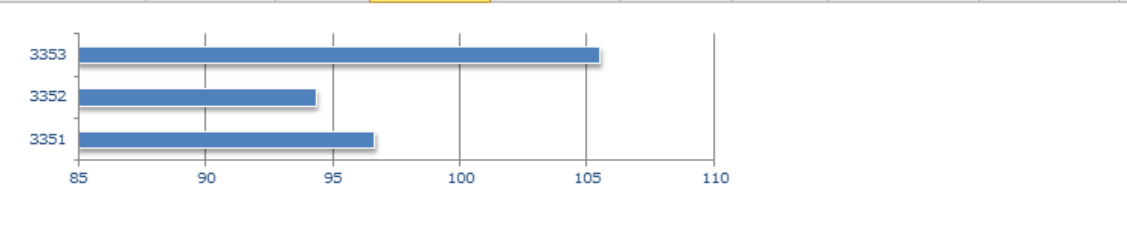
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A B C D E F G H I J K L M N O P Q R S T

SAP IBP for Finance - Actual & Planning

System: ECN / User IBP01

Company: 3000 - BestRun USA / Category: PLAN01



				12 2014 Actual	12 2014 Plan	% of Plan	Actual - Plan	1 2015 Actual	1 2015 Plan	Comment	Q4 2014 Actual	2014 Actual
Cost Center		G/L Account		\$	\$		\$		\$		\$	\$
Overall Result				195,617	200,598	98	-4,981		173,775		518,711.88	1,898,773.60
3351	Sales Territory A1	417000	Purchased services	13,584	12,905	105	679		11,614		36,676.05	135,988.35
		430100	Salaries & Wages	12,491	13,115	95	-624		12,838		34,937.58	132,137.79
		430200	Benefits	4,261	4,517	94	-256		4,149		11,444.93	42,685.58
		430300	Recruiting Costs	11,838	12,311	96	-473		11,468		31,695.40	114,236.70
		430410	Internal Training	11,726	12,782	92	-1,056		9,837		29,555.41	102,328.11
		474240	T&E - others	9,120	9,941	92	-821		9,036		24,623.79	91,300.69
		475510	Market Event - Gen.	13,848	13,937	99	-89		13,521		37,554.42	138,917.32
		Result		76,868	79,508	97	-2,640		72,463		206,487.58	757,594.54
3352	Sales Territory M2	415000	External procurement	8,685	9,119	95	-434		7,970		23,448.63	86,943.37
		430100	Salaries & Wages	17,147	18,518	93	-1,371		13,703		41,345.47	150,188.41
		430200	Benefits	7,652	8,264	93	-612		4,706		15,880.34	56,955.77
		430300	Recruiting Costs	7,065	6,712	105	353		4,755		16,712.70	59,323.16
		430410	Internal Training	13,725	14,686	93	-961		9,682		31,968.75	109,725.74
		474240	T&E - others	6,615	7,210	92	-595		6,490		17,860.27	66,223.90
		475510	Market Event - Gen.	15,620	16,557	94	-937		13,046		39,093.98	144,425.33
		Result		76,509	81,066	94	-4,557		60,352		186,310.14	673,785.68
3353	Sales Territory M3	415000	External procurement	3,025	3,207	94	-182		2,944		8,168.46	30,288.32
		430100	Salaries & Wages	11,090	9,981	111	1,109		10,186		32,638.24	120,287.04
		430200	Benefits	2,375	2,351	101	24		3,295		9,053.77	35,079.76
		430300	Recruiting Costs	8,042	6,755	119	1,287		7,621		23,723.64	86,414.79
		430410	Internal Training	1,868	1,699	110	169		2,066		6,472.16	23,052.37
		474240	T&E - others	5,851	5,441	108	410		5,263		15,796.39	58,570.24
		475510	Market Event - Gen.	9,990	10,590	94	-600		9,585		30,061.50	113,700.86
		Result		42,240	40,024	106	2,216		40,960		125,914.16	467,393.38

Cost Center Planning - Sales Territory A1

Process: CC_PLAN - K4/2015, Calendar year, 4 spec. periods

Submit

Switch Activities

Overview

Change Work Status

Planning and Analysis

GL Accounting and Maintenance

Fiscal year: K4/2015

Fiscal year variant: Calendar year, 4 spec. periods

Controlling Area: <Undefined>

Cost Center: Sales Territory A1

Category: <Undefined>



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AO Workbook for writing back IBP data to ECC



BPC Web - Review current month variance and plan data

BPC Web input form to review and modify planning data, also ch...

Simple Finance Integrated Business Planning

Category Plan01 Plan Year 2015

Cost Center : ☒ ALL ☐ Sales Territory A1 ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,617	200,598	518,712	1,898,774		173,775
\$	\$	\$	\$	\$	\$

Actual & Planning AD-hoc analysis Sales Chart

Sort Totals Exceptions Plan

Cost Center		G/L Account	12 2014 Actual	12 2014 Plan	% of Plan	Actual - Plan	1 2015 Actual	1 2015 Plan	Comment	Q4 2014 Actual	2014 Actual
			\$	\$		\$		\$		\$	\$
Overall Result			195,617	200,598	98	-4,981		173,775	#	518,712	1,898,774
3351	Sales Territory A1	417000 Purchased services	13,584	12,905	105	679		11,614	#	36,676	135,988
		430100 Salaries & Wages	12,491	13,115	95	-624		12,838		34,938	132,138
		430200 Benefits	4,261	4,517	94	-256		4,149	#	11,445	42,686
		430300 Recruiting Costs	11,838	12,311	96	-473		11,468		31,695	114,237
		430410 Internal Training	11,726	12,782	92	-1,056		9,837		29,555	102,328
		474240 T&E - others	9,120	9,941	92	-821		9,036		24,624	91,301
		475510 Market Event - Gen.	13,848	13,937	99	-89		13,521		37,554	138,917
		Result	76,868	79,508	97	-2,640		72,463	#	206,488	757,595
3352	Sales Territory M2	415000 External procurement	8,685	9,119	95	-434		7,970		23,449	86,943
		430100 Salaries & Wages	17,147	18,518	93	-1,371		13,703		41,345	150,188
		430200 Benefits	7,652	8,264	93	-612		4,706		15,880	56,956
		430300 Recruiting Costs	7,065	6,712	105	353		4,755		16,713	59,323
		430410 Internal Training	13,725	14,686	93	-961		9,682		31,969	109,726
		474240 T&E - others	6,615	7,210	92	-595		6,490		17,860	66,224
		475510 Market Event - Gen.	15,620	16,557	94	-937		13,046		39,094	144,425
		Result	76,509	81,066	94	-4,557		60,352		186,310	673,786
3353	Sales Territory M2	415000 External procurement	3,025	3,207	94	-182		2,944		8,168	30,288
		430100 Salaries & Wages	11,090	9,981	111	1,109		10,186		32,638	120,287
		430200 Benefits	2,375	2,351	101	24		3,295		9,054	35,080
		430300 Recruiting Costs	8,042	6,755	119	1,287		7,621		23,724	86,415

Simple Finance Integrated Business Planning

Cost Center : ☒ ALL ☐ Sales Territory A1 ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,617	200,598	518,712	1,898,774		173,775
\$	\$	\$	\$	\$	\$

- Actual & Planning
- AD-hoc analysis
- Sales Chart

Navigation Panel

Company Code

Controlling Area

Fiscal Year Variant

G/L Account

Fiscal year

Posting period

Cost Center

Clear Filters

Fiscal year	Cost Center	Key Figures	/ERP/T_FISCYEAR01& Actual	/ERP/T_FISCYEAR01& Plan	% of Plan
			\$	\$	
2012	Result		717,535.00		DIF0
	3351	Sales Territory A1	229,820.00		DIF0
	3352	Sales Territory M2	336,415.00		DIF0
	3353	Sales Territory M3	151,300.00		DIF0
2013	Result		1,884,852.43		DIF0
	3351	Sales Territory A1	747,211.17		DIF0
	3352	Sales Territory M2	681,159.97		DIF0
	3353	Sales Territory M3	456,481.29		DIF0
2014	Result		1,898,773.60		DIF0
	3351	Sales Territory A1	757,594.54		DIF0
	3352	Sales Territory M2	673,785.68		DIF0
	3353	Sales Territory M3	467,393.38		DIF0
	3354	Sales Territory M4	0.00		DIF0
2015	Result			173,775.00	
	3351	Sales Territory A1		72,463.00	
	3352	Sales Territory M2		60,352.00	
	3353	Sales Territory M3		40,960.00	
Overall Result			4,501,161.03	173,775.00	2,590.2236

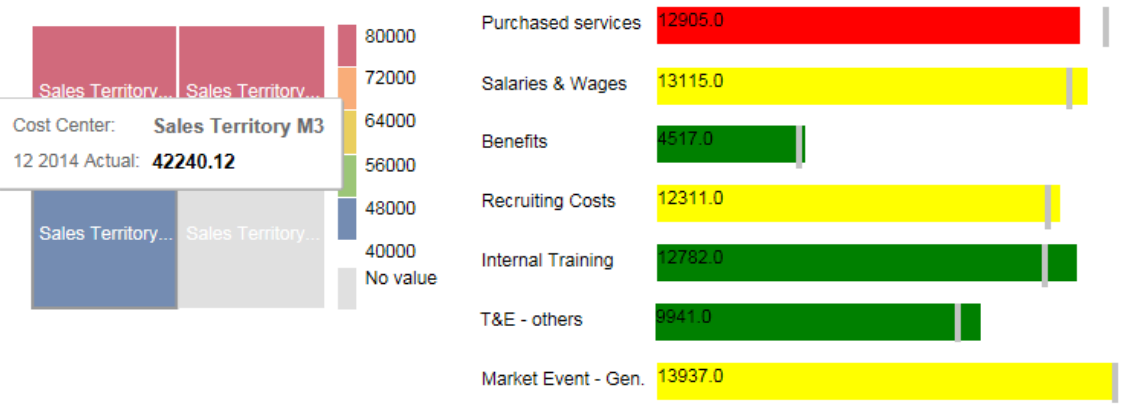
Simple Finance Integrated Business Planning

Category: Plan01 Plan Year: 2015

Cost Center : ☒ ALL ☐ Sales Territory say HI ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,641	200,598	518,736	1,898,798		173,775
\$	\$	\$	\$	\$	\$

Actual & Planning AD-hoc analysis Sales Chart



Simple Finance Integrated Business Planning

Category Plan01 Plan Year 2015

Cost Center : ☒ ALL ☐ Sales Territory A1 ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,617	200,598	518,712	1,898,774		173,775
\$	\$	\$	\$	\$	\$

Actual & Planning AD-hoc analysis Sales Chart

Sort Totals Exceptions

Plan

Cost Center		G/L Account	12 2014 Actual	12 2014 Plan	% of Plan	Actual - Plan	1 2015 Actual	1 2015 Plan	Comment	Q4 2014 Actual	2014 Actual
			\$	\$		\$		\$		\$	\$
Overall Result			195,617	200,598	98	-4,981		173,775	#	518,712	1,898,774
3351	Sales Territory A1	417000 Purchased services	13,584	12,905	105	679		11,614	#	36,676	135,988
		430100 Salaries & Wages	12,491	13,115	95	-624		12,838		34,938	132,138
		430200 Benefits	4,261	4,517	94	-256		4,149	#	11,445	42,686
		430300 Recruiting Costs	11,838	12,311	96	-473		11,468		31,695	114,237
		430410 Internal Training	11,726	12,782	92	-1,056		9,837		29,555	102,328
		474240 T&E - others	9,120	9,941	92	-821		9,036		24,624	91,301
		475510 Market Event - Gen.	13,848	13,937	99	-89		13,521		37,554	138,917
		Result	76,868	79,508	97	-2,640		72,463	#	206,488	757,595
3352	Sales Territory M2	415000 External procurement	8,685	9,119	95	-434		7,970		23,449	86,943
		430100 Salaries & Wages	17,147	18,518	93	-1,371		13,703		41,345	150,188
		430200 Benefits	7,652	8,264	93	-612		4,706		15,880	56,956
		430300 Recruiting Costs	7,065	6,712	105	353		4,755		16,713	59,323
		430410 Internal Training	13,725	14,686	93	-961		9,682		31,969	109,726
		474240 T&E - others	6,615	7,210	92	-595		6,490		17,860	66,224
		475510 Market Event - Gen.	15,620	16,557	94	-937		13,046		39,094	144,425
		Result	76,509	81,066	94	-4,557		60,352		186,310	673,786
3353	Sales Territory M2	415000 External procurement	3,025	3,207	94	-182		2,944		8,168	30,288
		430100 Salaries & Wages	11,090	9,981	111	1,109		10,186		32,638	120,287
		430200 Benefits	2,375	2,351	101	24		3,295		9,054	35,080
		430300 Recruiting Costs	8,042	6,755	119	1,287		7,621		23,724	86,415

Simple Finance Integrated Business Planning

Category: Plan01 Plan Year: 2015

Cost Center : ☒ ALL ☐ Sales Territory say HI ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,641	200,598	518,736	1,898,798		173,775
\$	\$	\$	\$	\$	\$

Actual & Planning AD-hoc analysis Sales Chart

Copy Act to Plan Copy IBP TO ERP Recalculate Undo Reset Save Plan

Cost Center		G/L Account		12 2014 Actual	12 2014 Plan	% of Plan	Actual - Plan	1 2015 Actual	1 2015 Plan	Comment	Q4 2014 Actual	2014 Actual
				\$	\$		\$		\$		\$	\$
Overall Result				195,641	200,598	98	-4,957		173,775	NOT_EXIST	518,736	1,898,798
3351	Sales Territory say HI	417000	Purchased services	13,584	12,905	105	679		11,614	#	36,676	135,988
		430100	Salaries & Wages	12,491	13,115	95	-624		12,838		34,938	132,138
		430200	Benefits	4,261	4,517	94	-256		4,149	#	11,445	42,686
		430300	Recruiting Costs	11,838	12,311	96	-473		11,468		31,695	114,237
		430410	Internal Training	11,750	12,782	92	-1,032		9,837		29,579	102,352
		474240	T&E - others	9,120	9,941	92	-821		9,036		24,624	91,301
		475510	Market Event - Gen.	13,848	13,937	99	-89		13,521		37,554	138,917
		Result		76,892	79,508	97	-2,616		72,463	#	206,512	757,619
3352	Sales Territory M2	415000	External procurement	8,685	9,119	95	-434		7,970		23,449	86,943
		430100	Salaries & Wages	17,147	18,518	93	-1,371		13,703		41,345	150,188
		430200	Benefits	7,652	8,264	93	-612		4,706	test	15,880	56,956
		430300	Recruiting Costs	7,065	6,712	105	353		4,755		16,713	59,323
		430410	Internal Training	13,725	14,686	93	-961		9,682		31,969	109,726
		474240	T&E - others	6,615	7,210	92	-595		6,490		17,860	66,224
		475510	Market Event - Gen.	15,620	16,557	94	-937		13,046		39,094	144,425
		Result		76,509	81,066	94	-4,557		60,352	test	186,310	673,786
3353	Sales Territory M3	415000	External procurement	3,025	3,207	94	-182		2,944		8,168	30,288
		430100	Salaries & Wages	11,090	9,981	111	1,109		10,186		32,638	120,287
		430200	Benefits	2,375	2,351	101	24		3,295		9,054	35,080
		430300	Recruiting Costs	8,042	6,755	119	1,287		7,621		23,724	86,415

Simple Finance Integrated Business Planning

Category Plan01 Plan Year 2015

Cost Center : ☒ ALL ☐ Sales Territory A1 ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,617	200,598	518,712	1,898,774		173,775
\$	\$	\$	\$	\$	\$

Actual & Planning AD-hoc analysis Sales Chart

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Cost Center		G/L Account	12 2014 Actual	12 2014 Plan	% of Plan	Actual - Plan	1 2015 Actual	1 2015 Plan	Comment	Q4 2014 Actual	2014 Actual
			\$	\$		\$		\$		\$	\$
Overall Result			195,617	200,598	98	-4,981		173,775	#	518,712	1,898,774
3351	Sales Territory A1	417000 Purchased services	13,584	12,905	105	679		11,614	#	36,676	135,988
		430100 Salaries & Wages	12,491	13,115	95	-624		12,838		34,938	132,138
		430200 Benefits	4,261	4,517	94	-256		4,149	#	11,445	42,686
		430300 Recruiting Costs	11,838	12,311	96	-473		11,468		31,695	114,237
		430410 Internal Training	11,726	12,782	92	-1,056		9,837		29,555	102,328
		474240 T&E - others	9,120	9,941	92	-821		9,036		24,624	91,301
		475510 Market Event - Gen.	13,848	13,937	99	-89		13,521		37,554	138,917
		Result	76,868	79,508	97	-2,640		100,000 x	#	206,488	757,595
3352	Sales Territory M2	415000 External procurement	8,685	9,119	95	-434		7,970		23,449	86,943
		430100 Salaries & Wages	17,147	18,518	93	-1,371		13,703		41,345	150,188
		430200 Benefits	7,652	8,264	93	-612		4,706		15,880	56,956
		430300 Recruiting Costs	7,065	6,712	105	353		4,755		16,713	59,323
		430410 Internal Training	13,725	14,686	93	-961		9,682		31,969	109,726
		474240 T&E - others	6,615	7,210	92	-595		6,490		17,860	66,224
		475510 Market Event - Gen.	15,620	16,557	94	-937		13,046		39,094	144,425
		Result	76,509	81,066	94	-4,557		60,352		186,310	673,786
3353	Sales Territory M2	415000 External procurement	3,025	3,207	94	-182		2,944		8,168	30,288
		430100 Salaries & Wages	11,090	9,981	111	1,109		10,186		32,638	120,287
		430200 Benefits	2,375	2,351	101	24		3,295		9,054	35,080
		430300 Recruiting Costs	8,042	6,755	119	1,287		7,621		23,724	86,415

Simple Finance Integrated Business Planning

Category Plan01 Plan Year 2015

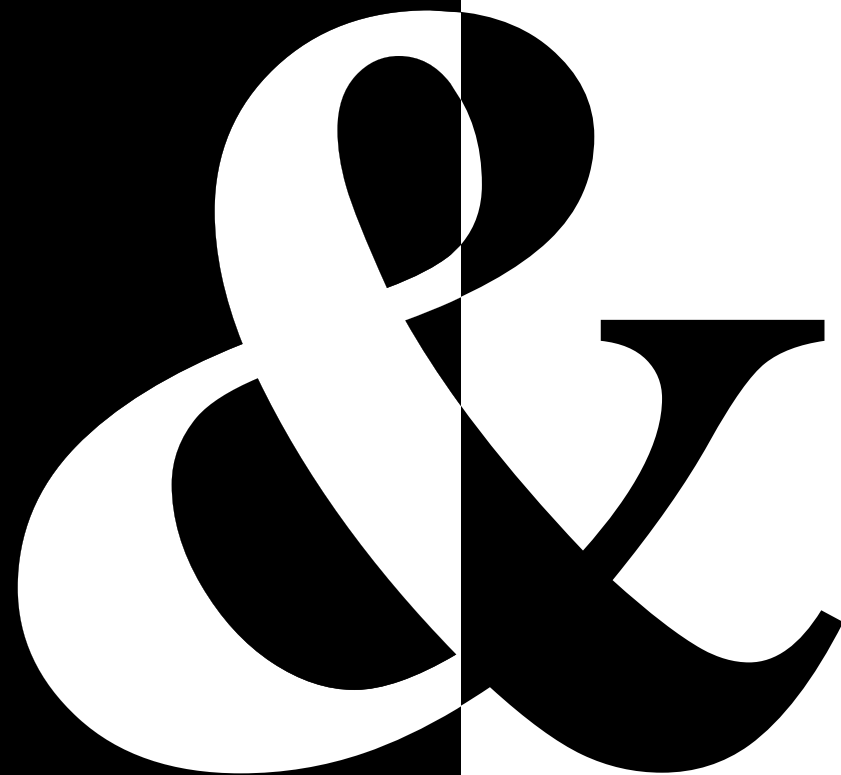
Cost Center : ☒ ALL ☐ Sales Territory A1 ☐ Sales Territory M2 ☐ Sales Territory M3 ☐ Sales Territory M4

Actual DEC 2014	Plan DEC 2014	Actual Q4	Actuals 2014	Actuals JAN 2015	Planning JAN 2015
195,617	200,598	518,712	1,898,774		173,775
\$	\$	\$	\$	\$	\$

Actual & Planning AD-hoc analysis Sales Chart

Copy Act to Plan Copy IBP TO ERP Recalculate Undo Reset Save Plan

Cost Center		G/L Account	12 2014 Actual	12 2014 Plan	% of Plan	Actual - Plan	1 2015 Actual	1 2015 Plan	Comment	Q4 2014 Actual	2014 Actual
			\$	\$		\$		\$		\$	\$
Overall Result			195,617	200,598	98	-4,981		201,312	#	518,712	1,898,774
3351	Sales Territory A1	417000 Purchased services	13,584	12,905	105	679		16,027	#	36,676	135,988
		430100 Salaries & Wages	12,491	13,115	95	-624		17,717		34,938	132,138
		430200 Benefits	4,261	4,517	94	-256		5,726	#	11,445	42,686
		430300 Recruiting Costs	11,838	12,311	96	-473		15,826		31,695	114,237
		430410 Internal Training	11,726	12,782	92	-1,056		13,575		29,555	102,328
		474240 T&E - others	9,120	9,941	92	-821		12,470		24,624	91,301
		475510 Market Event - Gen.	13,848	13,937	99	-89		18,659		37,554	138,917
		Result	76,868	79,508	97	-2,640		100,000	#	206,488	757,595
3352	Sales Territory M2	415000 External procurement	8,685	9,119	95	-434		7,970		23,449	86,943
		430100 Salaries & Wages	17,147	18,518	93	-1,371		13,703		41,345	150,188
		430200 Benefits	7,652	8,264	93	-612		4,706		15,880	56,956
		430300 Recruiting Costs	7,065	6,712	105	353		4,755		16,713	59,323
		430410 Internal Training	13,725	14,686	93	-961		9,682		31,969	109,726
		474240 T&E - others	6,615	7,210	92	-595		6,490		17,860	66,224
		475510 Market Event - Gen.	15,620	16,557	94	-937		13,046		39,094	144,425
		Result	76,509	81,066	94	-4,557		60,352		186,310	673,786
3353	Sales Territory M3	415000 External procurement	3,025	3,207	94	-182		2,944		8,168	30,288
		430100 Salaries & Wages	11,090	9,981	111	1,109		10,186		32,638	120,287
		430200 Benefits	2,375	2,351	101	24		3,295		9,054	35,080
		430300 Recruiting Costs	8,042	6,755	119	1,287		7,621		23,724	86,415



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