

# **Oracle® Business Intelligence System**

Implementation Guide

Release 11i

**Part No. A77481-03**

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Oracle Business Intelligence System Implementation Guide, Release 11i

Part No. A77481-03

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Oracle welcomes your comments and suggestions on the quality and usefulness of this document. Your input is an important part of the information used for revision.

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# Preface

Welcome to the Oracle Business Intelligence System Implementation Guide, Release 11i.

This guide assumes you have a working knowledge of the following:

- The principles and customary practices of your business area.
- Oracle Business Intelligence System.

If you have never used Oracle Business Intelligence System, Oracle suggests you attend one or more of the Oracle Applications training classes available through Oracle University.

- The Oracle Applications graphical user interface.

To learn more about the Oracle Applications graphical user interface, read the *Oracle Applications User's Guide*.

See Other Information Sources for more information about Oracle Applications product information.

## How To Use This Guide

The Oracle Business Intelligence System Implementation Guide contains the information you need to understand and use Oracle Business Intelligence System. This guide contains the following chapters:

- Chapter 1 contains an overview of the Oracle Business Intelligence System and the new features included in release 11*i*.
- Chapter 2 contains the latest post-installation procedures for the Oracle Business Intelligence System.
- Chapter 3 contains setup information for each intelligence product.
- Chapter 4 describes periodic processes applicable to specific application groups.
- Chapter 5 describes the Business Views component of the Oracle Business Intelligence System.
- Chapter 6 contains an overview of security for the Oracle Business Intelligence System and information specific to Intelligence Areas.
- Chapter 7 contains a description of the Financials Intelligence workbooks.
- Chapter 8 contains a description of the Human Resource Intelligence workbooks.
- Chapter 9 contains a description of the Operations Intelligence workbooks.
- Chapter 10 contains a description of the Process Manufacturing Intelligence workbooks.
- Chapter 11 contains a description of the Purchasing Intelligence workbooks.
- Appendix A contains summary tables of business areas, intelligence reports, performance measures and analysis workbooks.
- Appendix B contains a table of all performance measures, target levels, alerts and workflow processes provided with this release of the Business Intelligence System.
- Appendix C contains product dependency matrixes for Intelligence Workbooks and Reports.

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## Other Information Sources

You can choose from many sources of information, including documentation, training, and support services, to increase your knowledge and understanding of Oracle Business Intelligence System.

If this guide refers you to other Oracle Applications documentation, use only the Release 11*i* versions of those guides.

### Online Documentation

All Oracle Applications documentation is available online (HTML or PDF).

- **PDF Documentation**- See the Online Documentation CD for current PDF documentation for your product with each release. This Documentation CD is also available on Oracle*MetaLink* and is updated frequently.
- **Online Help** - You can refer to Oracle Applications Help for current HTML online help for your product. Oracle provides patchable online help, which you can apply to your system for updated implementation and end user documentation. No system downtime is required to apply online help.
- **Release Content Document** - See the Release Content Document for descriptions of new features available by release. The Release Content Document is available on Oracle*MetaLink*.
- **About document** - Refer to the About document for information about your release, including feature updates, installation information, and new documentation or documentation patches that you can download. The About document is available on Oracle*MetaLink*.

### Related Guides

Oracle Business Intelligence System shares business and setup information with other Oracle Applications products. Therefore, you may want to refer to other guides when you set up and use Oracle Business Intelligence System.

You can read the guides online by choosing Library from the expandable menu on your HTML help window, by reading from the Oracle Applications Document Library CD included in your media pack, or by using a Web browser with a URL that your system administrator provides.

If you require printed guides, you can purchase them from the Oracle Store at <http://oraclestore.oracle.com>.



## Guides Related to All Products

### **Oracle Applications User's Guide**

This guide explains how to enter data, query, run reports, and navigate using the graphical user interface (GUI). This guide also includes information on setting user profiles, as well as running and reviewing reports and concurrent processes.

You can access this user's guide online by choosing "Getting Started with Oracle Applications" from any Oracle Applications help file.

# Installation and System Administration

## **Oracle Applications Concepts**

This guide provides an introduction to the concepts, features, technology stack, architecture, and terminology for Oracle Applications Release 11*i*. It provides a useful first book to read before an installation of Oracle Applications. This guide also introduces the concepts behind Applications-wide features such as Business Intelligence (BIS), languages and character sets, and Self-Service Web Applications.

## **Installing Oracle Applications**

This guide provides instructions for managing the installation of Oracle Applications products. In Release 11*i*, much of the installation process is handled using Oracle Rapid Install, which minimizes the time to install Oracle Applications and the Oracle technology stack by automating many of the required steps. This guide contains instructions for using Oracle Rapid Install and lists the tasks you need to perform to finish your installation. You should use this guide in conjunction with individual product user guides and implementation guides.

## **Upgrading Oracle Applications**

Refer to this guide if you are upgrading your Oracle Applications Release 10.7 or Release 11.0 products to Release 11*i*. This guide describes the upgrade process and lists database and product-specific upgrade tasks. You must be either at Release 10.7 (NCA, SmartClient, or character mode) or Release 11.0, to upgrade to Release 11*i*. You cannot upgrade to Release 11*i* directly from releases prior to 10.7.

## **“About” Document**

For information about implementation and user documentation, instructions for applying patches, new and changed setup steps, and descriptions of software updates, refer to the “About” document for your product. “About” documents are available on Oracle *MetaLink* for most products starting with Release 11.5.8.

## **Maintaining Oracle Applications**

Use this guide to help you run the various AD utilities, such as AutoUpgrade, AutoPatch, AD Administration, AD Controller, AD Relink, License Manager, and others. It contains how-to steps, screenshots, and other information that you need to run the AD utilities. This guide also provides information on maintaining the Oracle applications file system and database.

### **Oracle Applications System Administrator's Guide**

This guide provides planning and reference information for the Oracle Applications System Administrator. It contains information on how to define security, customize menus and online help, and manage concurrent processing.

### **Oracle Alert User's Guide**

This guide explains how to define periodic and event alerts to monitor the status of your Oracle Applications data.

### **Oracle Applications Developer's Guide**

This guide contains the coding standards followed by the Oracle Applications development staff and describes the Oracle Application Object Library components that are needed to implement the Oracle Applications user interface described in the *Oracle Applications User Interface Standards for Forms-Based Products*. This manual also provides information to help you build your custom Oracle Forms Developer forms so that the forms integrate with Oracle Applications.

### **Oracle Applications User Interface Standards for Forms-Based Products**

This guide contains the user interface (UI) standards followed by the Oracle Applications development staff. It describes the UI for the Oracle Applications products and how to apply this UI to the design of an application built by using Oracle Forms.

## **Other Implementation Documentation**

### **Oracle Applications Product Update Notes**

Use this guide as a reference for upgrading an installation of Oracle Applications. It provides a history of the changes to individual Oracle Applications products between Release 11.0 and Release 11i. It includes new features, enhancements, and changes made to database objects, profile options, and seed data for this interval.

### **Oracle Workflow Administrator's Guide**

This guide explains how to complete the setup steps necessary for any Oracle Applications product that includes workflow-enabled processes, as well as how to monitor the progress of runtime workflow processes.

### **Oracle Workflow Developer's Guide**

This guide explains how to define new workflow business processes and customize existing Oracle Applications-embedded workflow processes. It also describes how to define and customize business events and event subscriptions.

### **Oracle Workflow User's Guide**

This guide describes how Oracle Applications users can view and respond to workflow notifications and monitor the progress of their workflow processes.

### **Oracle Workflow API Reference**

This guide describes the APIs provided for developers and administrators to access Oracle Workflow.

### **Oracle Applications Flexfields Guide**

This guide provides flexfields planning, setup and reference information for the Oracle Business Intelligence System implementation team, as well as for users responsible for the ongoing maintenance of Oracle Applications product data. This guide also provides information on creating custom reports on flexfields data.

### **Oracle eTechnical Reference Manuals**

Each eTechnical Reference Manual (eTRM) contains database diagrams and a detailed description of database tables, forms, reports, and programs for a specific Oracle Applications product. This information helps you convert data from your existing applications, integrate Oracle Applications data with non-Oracle applications, and write custom reports for Oracle Applications products. Oracle eTRM is available on Oracle *Metalink*

### **Oracle Applications Message Manual**

This manual describes all Oracle Applications messages. This manual is available in HTML format on the documentation CD-ROM for Release 11*i*.

# Training and Support

## **Training**

Oracle offers a complete set of training courses to help you and your staff master Oracle Business Intelligence System and reach full productivity quickly. These courses are organized into functional learning paths, so you take only those courses appropriate to your job or area of responsibility.

You have a choice of educational environments. You can attend courses offered by Oracle University at any one of our many education centers, you can arrange for our trainers to teach at your facility, or you can use Oracle Learning Network (OLN), Oracle University's online education utility. In addition, Oracle training professionals can tailor standard courses or develop custom courses to meet your needs. For example, you may want to use your organization structure, terminology, and data as examples in a customized training session delivered at your own facility.

## **Support**

From on-site support to central support, our team of experienced professionals provides the help and information you need to keep Oracle Business Intelligence System working for you. This team includes your technical representative, account manager, and Oracle's large staff of consultants and support specialists with expertise in your business area, managing an Oracle server, and your hardware and software environment.

## Do Not Use Database Tools to Modify Oracle Applications Data

***Oracle STRONGLY RECOMMENDS that you never use SQL\*Plus, Oracle Data Browser, database triggers, or any other tool to modify Oracle Applications data unless otherwise instructed.***

Oracle provides powerful tools you can use to create, store, change, retrieve, and maintain information in an Oracle database. But if you use Oracle tools such as SQL\*Plus to modify Oracle Applications data, you risk destroying the integrity of your data and you lose the ability to audit changes to your data.

Because Oracle Applications tables are interrelated, any change you make using Oracle Applications can update many tables at once. But when you modify Oracle Applications data using anything other than Oracle Applications, you may change a row in one table without making corresponding changes in related tables. If your tables get out of synchronization with each other, you risk retrieving erroneous information and you risk unpredictable results throughout Oracle Applications.

When you use Oracle Applications to modify your data, Oracle Applications automatically checks that your changes are valid. Oracle Applications also keeps track of who changes information. If you enter information into database tables using database tools, you may store invalid information. You also lose the ability to track who has changed your information because SQL\*Plus and other database tools do not keep a record of changes.

## About Oracle

Oracle develops and markets an integrated line of software products for database management, applications development, decision support, and office automation, as well as Oracle Applications, an integrated suite of more than 160 software modules for financial management, supply chain management, manufacturing, project systems, human resources and customer relationship management.

Oracle products are available for mainframes, minicomputers, personal computers, network computers and personal digital assistants, allowing organizations to integrate different computers, different operating systems, different networks, and even different database management systems, into a single, unified computing and information resource.

Oracle is the world's leading supplier of software for information management, and the world's second largest software company. Oracle offers its database, tools, and applications products, along with related consulting, education, and support services, in over 145 countries around the world.

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# Overview

This chapter gives you an overview of the Oracle Business Intelligence System 11*i* and introduces new features in this release. The following information is included in this chapter:

- Oracle Business Intelligence System on page 1-2
- New Features on page 1-7

## Oracle Business Intelligence System

Oracle Business Intelligence System is a new, web-enabled Oracle Applications product that allows customers to measure, monitor and manage enterprise performance in order to make better, more timely decisions. The Business Intelligence System is a pre-packaged decision support solution that is integrated with Oracle Applications. Users access the Business Intelligence System through a customizable web page for easy access to vital information. They can receive notifications when enterprise performance does not meet predefined targets. These notifications include web links to related reports. Reporting is easy to understand, crosses functional areas and provides different levels of analysis, depending on the needs of each user. Managers can respond immediately to Business Intelligence System workflow notifications in order to share information or take corrective actions. Oracle Business Intelligence System provides a powerful corporate management framework for enhanced and timely decision making by enabling managers to proactively measure and analyze corporate performance.

Oracle Business Intelligence System is divided into eight intelligence areas: Call Center, Customer, Financials, Human Resources, Marketing, Operations, Purchasing, and Process Manufacturing. Each intelligence area is further divided into focus areas that address key business questions and provides detailed content.

Oracle Business Intelligence System is accessed through the Personal Homepage which contains a customizable view of Intelligence Reports, Performance Measures and Alert Notifications. The Personal Homepage also provides links to the revenue growth focus area and other focus areas through the Navigate region. The Business Intelligence System also provides analysis workbooks and business views.

## Components

The Oracle Business Intelligence System contains the following components:

- Personal Homepage
- Performance Management Framework
- Intelligence Reports
- Analysis Workbooks and End User Layer (EUL)

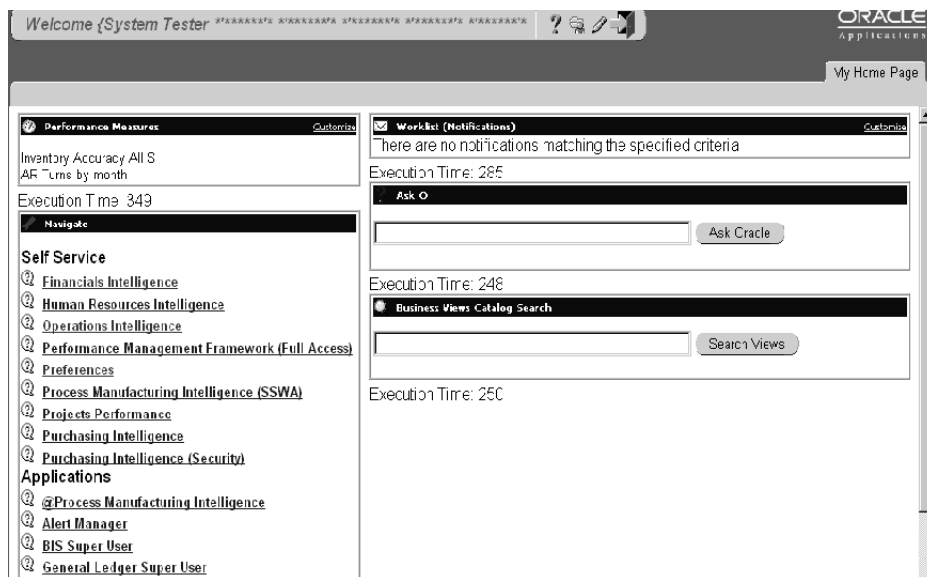
### Personal Homepage

The Personal Homepage is the starting point for each Oracle Business Intelligence System user. It provides a quick and easy way to view enterprise performance. You can easily customize the Personal Homepage to include the information you require in the format you desire. As a point of universal access, the Personal Homepage includes seven predefined regions:

- The Navigate region gives you access to reports and analysis workbooks.
- The Favorites region allows you to save your favorite reports, workbooks and URL links for easier access.
- The Graphs region allows you to display performance measures graphically.
- The Worklist region displays notifications when your performance measures are out of tolerance.
- The Performance Measures region shows your actual values for each defined Performance Measure.
- The Ask Oracle region is a context-based search engine which is used to show application-related links rather than generic Web site information. The results of searches are based upon three sources: Help Text, Function Definitions and Ask Oracle Questions (related to reports and workbooks).
- The Business Views Catalog is a context-based search engine which is related to the business views and business areas. This search engine matches key words with those found in the Discoverer End User Layer, including Folder name, description and Business Areas.

See: *Business Intelligence System 11i User Guide Online Help* for more information.

**Figure 1–1 Personal Homepage**



## Performance Management Framework

A framework for setting corporate performance measures and setting goals, tracking and measuring performance against these goals and acting upon performance exceptions

## Intelligence Reports

Predefined reports covering Call Center Intelligence, Customer Intelligence, Financials Intelligence, Human Resources Intelligence, Marketing Intelligence, Operations Intelligence, Process Manufacturing Intelligence, and Purchasing Intelligence.

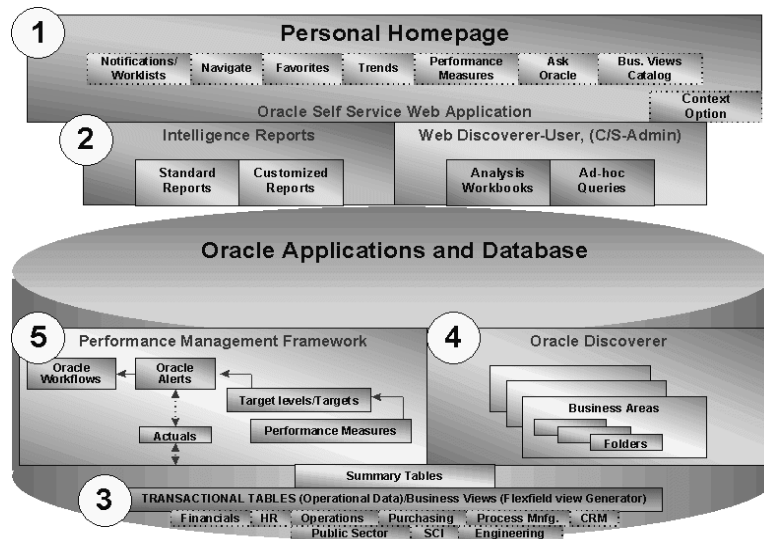
See: *Business Intelligence System 11i User Guide Online Help* for more details.

## Analysis Workbooks and End User Layer (EUL)

Predefined workbooks, worksheets and an End User Layer with predefined Business Views covering all major areas of Oracle Applications.

## Architectural Process Schema

The following diagram illustrates the Oracle Business Intelligence System architecture:



**Figure 1-2 Business Intelligence System Architectural Schema**

## Enterprise-wide Support and Information Integration

Business Intelligence allows for the retrieval and combination of data from multiple sources. To users it should not matter where the information resides, since it is unimportant if their view of the company is based on one or more transactional systems. It is irrelevant whether data comes from one or more business areas, as long as it answers your business questions.

Since business intelligence is focused on information access, it needs to be able to answer the kinds of business questions that arise everyday, such as:

**Capacity utilization** “How much can I grow sales before outgrowing manufacturing capacity? What should I out-source first to postpone building a new plant?”

**Procurement** “Who are my most efficient suppliers? How much can I save by consolidating to my best suppliers?”

**Time and expense analysis** “Why have my expenses increased in a particular region?”

**Customers** “Which customers should I target for sale of a brand new product?”

**Campaign efficiency** “Which marketing programs have been most cost-effective and why?”

**Training** “How well are my training programs paying off? How has training affected productivity?”

**Cash flow** “What are my anticipated cash inflows and outflows by currency?”

Answers may be collected from all areas of the enterprise, offering a well-rounded view of performance and allowing decision makers to apply their business knowledge to make decisions and improvements.

## New Features

This section gives you an overview of the new features in Oracle Business Intelligence System. The following topics are covered:

- Intelligence Reports, Analysis Workbooks and Performance Measures
- Common Dimensions
- Flexfield Mapping
- Extensible Links
- Parameter Passing
- Performance Management Framework (PMF)

## Intelligence Reports, Analysis Workbooks and Performance Measures

In Oracle Business Intelligence System 11i, more content is provided for all Intelligence Areas:

- New Management Areas
- New Intelligence Reports
- New Analysis Workbooks
- New Business Views
- New Performance Measures with attached Workflows and Alerts
- Improved User Interface for Intelligence Reports, including:
  - Consistency in parameter forms
  - Consistency in report layouts
  - Introduction of extensible links and parameter passing
  - Introduction of common dimensions and flexfield mapping
- Improved security

Please refer to Appendix A, "Summary of BIS 11i Content" for a complete content overview.

## Common Dimensions

To link reports together and provide a company-wide view of the information, common dimensions are introduced in order to move seamlessly among reports within specific focus areas. The common dimensions in Oracle Business Intelligence System Release 11*i* are:

- Organization
- Product
- Geography
- Sales Channel
- Time

### Organization

The Organization Dimension is defined as the overall name describing the business group, set of books, legal entity, operating unit or inventory organization.

### Product

The Product Dimension stores the master list of product families and product items produced for sale by an enterprise. The product dimension allows users to view data by product categories and items.

### Geography

The Geography Dimension reflects a physical location on earth. Within the geography dimension you may define an area as large as a geographical point in the world or as small as a grid location on a building floor. Three levels of geography dimension are defined. They are:

- Area (parent of country)
- Country (parent of region)
- Region

For information on implementing the Geography dimension, refer to the *Business Intelligence System 11i User Guide Online Help*.

### Sales Channel

The Sales Channel dimension reflects sales information coming from lookups in Order Management.



## Time

The Time Dimension reflects either a calendar year, fiscal year, General Ledger periods, Accounts Payable periods or Human Resources periods. A Human Resources period may be one across which a salary is quoted, for example, thirteen- or fourteen-month periods, a PO period, the Manufacturing calendar or the 445 calendar. A week is defined as part of the 445 calendar or the lunar month and year.

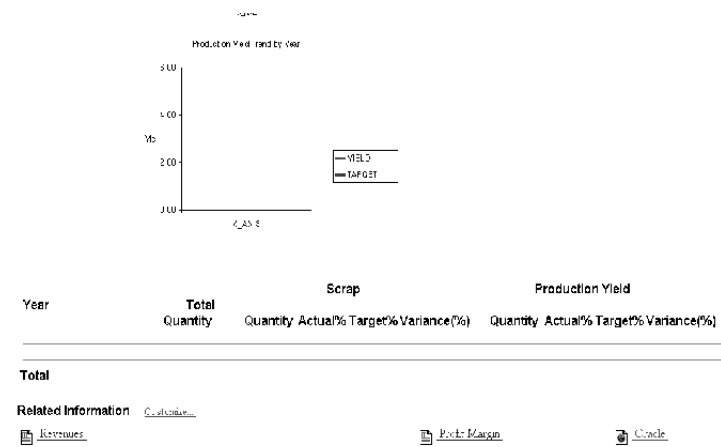
## Flexfield Mapping

A Flexfield Mapping form is provided to handle the mapping of customer-specific descriptive flexfields or key flexfield segments to any of the common dimensions in Oracle Business Intelligence System. Refer to the “BIS Flexfield Mapping Form” in the *Business Intelligence System 11i User Guide Online Help*.

## Extensible Links

Extensible Links allow users to customize each Related Information section of a report with the information they choose. When using a report, users can navigate to other, related reports, workbooks or web links to view different perspectives. For example, the Revenue report can be related to the Expenses report, as it provides additional financial information for your organization.

Figure 1–3 Extensible Links



Extensible Links Features

Features provided by Extensible Links include:

User-Defined Links to Reports

**Externally Defined Links for Reports** Oracle Business Intelligence System reports can contain links to related reports that users can navigate to. Users can also define links and configure them dynamically without having to rewrite reports. For example, links can be defined between the Profit Margins report or any related report, such as the Contribution Margin or Expense reports.

**User-Defined Links to Workbooks** Links can be defined from a report to Oracle Web Discoverer workbooks.

## Parameter Passing

---

---

**Note:** For Oracle Business Intelligence System Release 11i, parameter passing is introduced as a new feature and is not implemented in any reports.

---

---

Users can enter specific parameters for a report that are stored in a run-time repository to be saved or passed to another report or workbook. Drilldown reports receive all parameters applicable to the higher level report. For example, if a report receives the value "USA," it is recognized as corresponding to the geography dimension at the country level. All common dimensions are displayed in reports as "view-by" radio buttons, so by clicking on the Product dimension button, you can change report content without requerying or changing the parameters.

When drilldown reports do not receive enough parameters to run, the parameter form is displayed and prefilled with default values. Users can then choose to run the report with the default values or change the parameters prior to running the report.

When parameters are passed to a related report that cannot be used by that report, they are ignored. For example, if a user enters the value "USA" in the geography dimension in a top-level revenue focus report and it is passed to the Nonconformance report, which does not require geography, it is ignored. If the user then runs the Manpower report, which does use geography, the Manpower report is run for the United States.

Parameter passing is allowed only from a top-level report to a related drilldown report. Parameters cannot be passed from drilldown reports to other top-level reports. For example, if a user wants to run a report after running a drilldown report, the user must return to the higher level report before moving to the new report without having the parameter page redisplayed.

Users should be able to change parameters at any point during report processing. Changes are reflected in all reports run after they are made.

## Performance Management Framework (PMF)

### Description

The Performance Management Framework (PMF) is an integral component of Oracle Business Intelligence System. The Performance Management Framework makes it possible to track performance measures—indicators used to determine enterprise performance and success. You can use the Performance Management Framework to identify relevant performance measures, set goals, monitor performance and manage exceptions.

The Performance Management Framework is accessed through the Personal Homepage, which you can customize for easy access to corporate performance information. Forms in the Performance Management Framework let you identify and store performance measures, targets and tolerance ranges. The Performance Management Framework is activated by Oracle Alert and Oracle Workflow. Oracle Alerts calculate actual values (actuals) and Oracle Workflows take action when actuals are out of tolerance range.

Refer to “The Performance Management Framework” in the *Business Intelligence System 11i User Guide Online Help* for detailed information about the new Performance Management Framework features and how to use, view, setup and define performance measures and targets in Oracle Business Intelligence System.

---

# Post-Installation for Oracle Business Intelligence System

This chapter contains post-installation setup information for Oracle Business Intelligence System. It includes the following topics:

- Post-installation for the Oracle Business Intelligence System on page 2-2
  - Oracle Reports Post-installation Tasks on page 2-3
  - Oracle Discoverer Post-installation Tasks on page 2-4
  - Oracle Discoverer Upgrade Tasks on page 2-14
  - Other Business Intelligence System-Related Post-installation Tasks on page 2-17
  - Test the System on page 2-20

## Post-installation for the Oracle Business Intelligence System

This section contains the post-installation tasks required to configure the Oracle Business Intelligence System, Release 11i. There are two post-installation paths available, each of which is documented below.

### Post-installation for a New Installation of Oracle BIS

For those who are installing Oracle Business Intelligence System for the first time, complete all of the steps in the following sections:

- Oracle Reports Post-installation Tasks
- Oracle Discoverer Post-installation Tasks
- Other Business Intelligence System-Related Post-installation Tasks
- Test the System

### Post-installation for an Upgrade Installation of Oracle BIS

For those who are upgrading their Oracle Business Intelligence System from any previous installation, complete all of the steps in the following sections:

- Oracle Reports Post-installation Tasks
- Oracle Discoverer Upgrade Tasks
- Other Business Intelligence System-Related Post-installation Tasks
- Test the System

## Oracle Reports Post-installation Tasks

This section describes tasks related to Oracle Reports. Before you start, you must have completed the following activities:

1. Install the Oracle Developer/2000 Reports and Graphics components and configure the Oracle Developer/2000 Report Server.

If you installed BIS using RapidInstall, then the Oracle Developer/2000 reports and graphics components are automatically installed and configured for your system. For more information, see: *Installing Oracle Applications, Release 11i*.

2. Install Online Help.

Refer to the "Install Online Help" section of *Installing Oracle Applications, Release 11i*.

3. Define values for Profile Options.

Refer to the "Profile Options" section of *Installing Oracle Applications, Release 11i*.

4. Check that the following reports environmental variables are set correctly:

**Table 2–1 Environment Variables**

Name	Description	Example Value
REPORTS60_SHARED_CACHE	Specifies whether the location of the Report Server cache is shared with the Web server's cache.	YES
REPORTS60_VIRTUAL_MAP	The virtual directory where the Web server looks for the report output.	/CACHE
REPORTS60_PHYSICAL_MAP	The physical location where the Web server looks for the report output.	/d4/db/db/dev60/reports60/server/cache
REPORTS60_OWSMAP or REPORTS60_CGIMAP	For the Reports Web CGI or the Reports Web Cartridge. Defines fully qualified file name/location of the RWCGI60 or RWOWS map file (if map file configuration is used).	\$ORACLE_HOME/reports60/CGIcmd.dat
REPORTS60_CGINODIAG or REPORTS60_OWSNODIAG	For the Reports Web CGI or the Reports Web Cartridge. When defined, it disables all debugging/diagnostic output such as help and showmap, from RWCGI60 or RWOWS.  For example, http://your_webserver/rwows/help? will not work when REPORTS60_CGINODIAG is defined.  It's an extremely useful variable for debugging but should not be set in secured environments since diagnostic output might display connect information for the Apps user schema.	

## Oracle Discoverer Post-installation Tasks

This section describes tasks related to installing and setting up Oracle Discoverer for use with Oracle Business Intelligence System, Release 11i. For Business Intelligence System 11i you must use the Administrator Edition of Discoverer or client/server. For the User Edition, you must use the Web Discoverer version, with a few exceptions, which are noted in this section. Before you start, you must complete the following activities:

1. Install Oracle Discoverer Administration Edition.

To access the Discoverer Workbooks provided with Business Intelligence System, install Oracle Discoverer. Refer to the *Oracle Discoverer 3.1 Administration Guide*.

2. Install Oracle Web Discoverer.

Refer to the *Oracle Discoverer 3.1 Installation and Administration Guide*.

3. Install Oracle Discoverer End User Layer.

Refer to the "Install Application End User Layer" section of the *Oracle Discoverer 3.1 Administration Guide*.

4. Generate your Business Views.

Refer to the *Oracle Applications Flexfields Guide*.

When you have completed the steps above, verify that:

- The end user layer owner (database user) id has a suffix corresponding to the end user language, for example:  
`EUL_US`
- The end user layer owner has necessary privileges to FND objects.  
Refer to the *Oracle Discoverer 3.1 Administration Guide* for details.
- An application mode end user layer owner has been created. When creating the end user layer the `/APPS_MODE` parameter was added to the command line.
- The ICX profiles in Oracle Applications are correct, for example: `ICX_DISCOVERER_LAUNCHER`, or `ICX_DEFAULT_EUL`.

### Oracle Discoverer Post-installation Tasks Checklist

The following tasks are covered in this section:

- Modify the End User Layer Owner's Indexes



- Copy Files to Discoverer Administration Tier
- Connect to Discoverer Administration Edition
- Import the End User Layer EEX File
- Set Up Access to Business Areas and End User Discoverer Edition
- Refresh Business Areas
- Connect to Discoverer User Edition
- Install the Business Intelligence System Workbooks for Discoverer
- Set Up Access to Business Intelligence System Workbooks
- Set Up Oracle InterMedia Indexes on the End User Layer

### **Modify the End User Layer Owner's Indexes**

Follow the steps below to modify the maximum extents of the indexes in the End User Layer.

#### **■ To modify the End User Layer Owner's Indexes:**

From the R11 Admin Tier:

1. Connect to your database server using SQL/Plus as the End User Layer (for example, EUL\_US) owner.
2. At the SQL prompt, enter

```
$BIS_TOP/admin/SQL/BISALTIN.sql
```

### **Copy Files to Discoverer Administration Tier**

In order to access Discoverer-related files through the Discoverer Administration and End User Editions, they must be copied to the Discoverer Administration Tier. The file biseul.eex is created in the \$AU\_TOP/discoverer/<language>/ directory when you install the Oracle Business Intelligence System product.

#### **■ To copy files to the Discoverer Administration Tier:**

1. Copy the file biseul.eex from the \$AU\_TOP/discoverer/<language>/ directory to an appropriate directory from where it can be imported into the Discoverer Administration Edition.
2. Copy the sql script BISEULBA.sql from the \$BIS\_TOP/admin/sql/ directory into the same temporary directory you used in step 1. Optionally, mount the

\$AU\_TOP/discover/<language> directory on to the Discovery Administration Tier.

3. Copy the Discoverer Workbooks from the \$AU\_TOP/discoverer/<language>/ directory to a new directory where they can be saved to the database using the Discoverer User Edition. The workbooks installed are:

BISTEMP.dis  
CSTDMALE.dis  
CSTREVTR.dis  
FIIARBIL.dis  
FIIARCTS.dis  
FIIGLREV.dis  
FIIPACOS.dis  
FIIPAMAR.dis  
FIIPAREV.dis  
FIIXTRCF.dis  
FIIXTRLU.dis  
FIIXTRNP.dis  
HRIPMGBT.dis  
HRIPRAPP.dis  
HRIPREFF.dis  
HRIPRTAP.dis  
HRIPRTIM.dis  
HRITCSRV.dis  
HRITEXTS.dis  
HRITINTS.dis  
HRITTOTS.dis  
INVSCIAL.dis  
MRPDFCTA.dis  
PMICSTAN.dis  
PMIPRDAN.dis  
POASVNGS.dis  
QLTGBRWB.dis  
QLTNCRWB.dis  
WIPBIUTZ.dis  
WIPSCPYPD.dis

## Connect to Discoverer Administration Edition

### ■ To invoke Oracle Discoverer Administration Edition:

1. Log in to the Discoverer Administration Edition in application mode, for example:

```
D:\orant\DISCV31\DIS31ADM.EXE /APPS_MODE
```

2. Connect to the database, for example:

```
eul_us/eul@cus115
```

3. Select File > Set Default EUL.

### Import the End User Layer EEX File

Select the EUL for which you would like the EEX file to be imported, for example, EUL\_US.

---

**Note:** Before beginning the import process, increase the size of the Rollback Segments to a minimum of 10 megabytes. After the import has been completed, reset the Rollback Segments to their original sizes.

---

### ■ To import the EEX File:

1. The BIS EEX file must be imported into the Discoverer End User Layer. To do so, open an MS-DOS command window and navigate to the directory in which the EEX file is located. Execute the following commands from the command prompt:

```
start /wait <ORACLE_HOME>\discvr31\dis31adm /CONNECT
<EUL_Owner>/<EUL_Owner_password>@<Connect_string> /CREATE_EUL /APPS_MODE

start /wait <ORACLE_HOME>\discvr31\dis31adm /APPS_MODE
/CONNECT<EUL_Owner>/EUL_Owner_password>@<Connect_string>
/IMPORT biseul.eex /eul<EUL_Owner_in_uppercase>
/log eulimport.log
```

Where:

- <ORACLE\_HOME> is the top directory for Oracle products installed on the NT server

- <EUL Owner> is the database user created above
- <EUL Owner password> is the database owner password
- <Connect\_string> is SQL\*Net database connect string
- <EUL\_Owner\_in\_uppercase> Make sure you specify the owner in uppercase for the key /EUL when executing the second command.

For example:

```
start /wait d:\orant\discvr31\dis31adm /CONNECT eul_us/eul@apps  
/log eulimport.log
```

```
start /wait d:\orant\discvr31\dis31amd /APPS_MODE  
/CONNECT eul_us/eul@apps /IMPORT biseul.eex /eul EUL_US  
/log eulimport.log
```

---

---

**Note:** Make sure that the EUL owner schema is entered in UPPERCASE after the key /eul when executing the second command.

---

---

The import process takes approximately one to three hours depending upon the system load on the database server. Check on the progress of the import process by pointing to the Discoverer icon in the right lower corner of your toolbar.

2. Inspect the eulimport.log file to ensure that the BIS EEX file was imported into the End User Layer successfully.

### **Set Up Access to Business Areas and End User Discoverer Edition**

Follow the steps in the first section below to grant Oracle Applications Users/Responsibilities access to the Discoverer Administration and User Editions.

Then complete the steps in the second section to grant access to Business Areas to Oracle Applications Users/Responsibilities.

#### **■ To grant user access to Oracle Discover Administration and User Editions:**

1. Log in to the Discoverer Administration Edition in application mode, for example:

```
D:\orant\DISCVR31\DIS31ADM.EXE/APPS_MODE
```

2. Select Tools > Privileges.

3. Select the user/responsibility (role) to which you need to grant access, for example, Business Views Setup.
4. Grant the responsibility, either the User Edition or the Administration Edition access.

---

**Note:** Remember that if this responsibility is not a Self-Service Responsibility it cannot be accessed through the Self-Service Applications logon.

---

#### ■ To grant user/responsibilities access to Business Areas:

1. Log in to the Discoverer Administration Edition in application mode, for example:  
  
D:\orant\DISCV31\DIS31ADM.EXE/APPS\_MODE
2. Select Tools > Security.
3. Select the user/responsibility (role) to which you need to grant access, for example, Business Views Setup.
4. Select the business areas to which you want to grant this user/responsibility access.
5. Check the Allow Administration checkbox for the business areas if this responsibility needs administration access for tasks such as Refresh from the database.

### Refresh Business Areas

The steps in this section synchronize the information in the Discoverer End User Layer and the underlying Oracle Applications data model.

---

**Note:** In order to complete the steps below, you must first complete the “Business View Generation for Oracle Business Intelligence System” process as documented in the *Oracle Applications Flexfields Guide*.

---

1. Open an MS\_DOS command window and execute the following commands from the command prompt:

```
plus80 <EUL_Owner>/EUL_Owner_password>@<Connect_string>@BISEULBA.sql
```

For Example:

```
plus80 eul_us/eul@apps @BISEULBA.sql
```

Provide the following information in response to the prompts:

- ORACLE\_HOME location (default is c:\orant)
- EUL username (default is EUL\_US)
- EUL password (default is EUL)
- database connect string (default is orcl)

The BISEULBA.sql script takes from four to six hours to run depending upon the system load. Check the progress by pointing to the Discoverer icon in the lower right corner of your toolbar.

2. Once the script has finished running, inspect the log file eulrsh\_ba<connect\_string> to ensure that the business areas were refreshed successfully.

## Connect to Discoverer User Edition

### ■ To invoke Discoverer User Edition:

1. Log in to the Discoverer User Edition in application mode, for example:

```
D:\orant\DISCVR31\DIS31USR.EXE
```

2. Connect to the database, for example:

```
AOLCUSTOMER:Business Views Setup/welcome98@cus115
```

3. Select Tools > Options.
4. Select the EUL tab and check the default EUL, for example, EUL\_US.

## Install the Business Intelligence System Workbooks for Discoverer

The steps in this section explain how to save the workbooks to your database so that they can be accessed by Oracle Web Discoverer. Prior to completing these steps you must have completed the steps in the following task sections:

- Copy Files to Discoverer Administration Tier on page 2-5
- Set Up Access to Business Areas and End User Discoverer Edition on page 2-8
- Refresh Business Areas on page 2-9

**D To install the Business Intelligence System Workbooks:**

1. Log in to the Discoverer User Edition in application mode, for example:

```
D:\orant\DISCVR31\DIS31USR.EXE
```

When asked for the login information, select Cancel.

2. While in Discoverer 3.1 User Edition, select Tools > Options and ensure that the checkbox labeled “Display warning when opening workbook saved in a different database account” is checked.
3. Exit from the Discoverer User Edition.
4. To save the Discoverer workbooks from the temporary staging area into the database, open an MS-DOS window and change directories to the staging area where the workbooks were saved. Refer to the section “To copy files to the Discoverer Administration Tier” for more information.
5. Execute the following command from the command prompt:

```
start /wait for %%f in (*.dis) do
  <ORACLE_HOM>\discvr31\dis31usr /connect
  "<EUL_Owner>" /EUL_Owner_password>@<Connect_string>
  /savedb % %f /batch
```

---

**Important:** The EUL\_Owner parameter in the command string above must be entered with quotation marks.

Ensure that the syntax is typed in one line in a batch file. This script or command will not work if typed on the command line and must be run in a batch file. The batch file could get hidden control characters or spaces, so you may need to cut and paste the commands into a new batch file or retype the command in a new batch file.

If for some reason the script fails, you can load each workbook manually through the Discoverer User Edition GUI.

---

For example:

```
start /wait for %%f in (*.dis) do
  c:\orant\discvr31\dis31usr /connect
  "SYSTEST:Business Views Setup"/welcome98@apps
  /savedb % %f /batch
```

6. Once the workbooks are saved in the database, change the EUL Owner (eul\_us) End User Layer (eul) password from the default password to a new, secure password.

### **Set Up Access to Business Intelligence System Workbooks**

In this task, you set up access to Discoverer workbooks through the Discoverer User Edition.

#### **■ To set up Access to Business Intelligence System Workbooks:**

1. Log in to the Discoverer User Edition in application mode, for example:

```
D:\orant\DISCVR31\DIS31USR.EXE
```

2. Open the workbook to which you need to grant other users/responsibilities access.
3. Select File > Manage Workbooks > Sharing.
4. Select User > Workbook tab.
5. Select the user/responsibility to grant access.
6. Select the workbooks you need to grant access to and move them to the Shared section of the Share workbook dialog box.

### **Set Up Oracle InterMedia Indexes on the End User Layer**

In this task you create indexes for the InterMedia Indexes in the Discoverer Folders defined in the End User Layer.

#### **■ To set up the indexes:**

1. From the R11 Administration Tier, connect to the database server using SQL/Plus as the End User Layer owner, for example, EUL\_US.
2. From the SQL/Plus prompt, run the \$BIS\_TOP/admin/sql/BISPBVI.sql script passing language code as the parameter (see the table below for valid codes and definitions). The following example shows the script command with a parameter:

```
$BIS_TOP/admin/sql/BISPBVI.sql US
```

If the language for the database has changed since the original installation and another language needs to be supported, follow the steps in the next section to



drop the current InterMedia indexes and create new ones with the new language code as the parameter.

**Table 2–2 Valid Business Intelligence System Language Codes and Definitions**

Language Code	Definition
US	American English
GB	English
NL	Dutch
F	French
FRC	Canadian French
D	German
I	Italian
E	Spanish
ESA	Latin American Spanish

**■ To change the indexes to support a new language:**

1. From the R11 Administration Tier, connect to the database server using SQL/Plus as the End User Layer owner.

Steps 2 and 3 show an example of changing the language code from American English to French:

2. From the SQL/Plus prompt, run the \$BIS\_TOP/admin/sql/BISPBVD.sql script passing the language code of the language that needs to be dropped as parameter. For example:

```
$BIS_TOP/admin/sql/BISPBVD.sql US
```

3. Then run the script \$BIS\_TOP/admin/sql/BISPBVI.sql passing the language code of the new language to be used. For example:

```
$BIS_TOP/admin/sql/BISPBVI.sql F
```

## Oracle Discoverer Upgrade Tasks

This section is intended for those who are upgrading their installation from any previous version of Oracle Business Intelligence System.

### Tasks Checklist

The following tasks are covered in this section:

- Export Custom Business Areas to a Separate EEX file
- Save the Custom Workbooks to the File System
- Drop the End User Layer
- Implement Steps in the Fresh Installation Section
- Import the EEX file Containing the Custom Business Areas
- Set Up Security Access
- Save Custom Workbooks from the File System to the Database

### Export Custom Business Areas to a Separate EEX file

1. Invoke the Oracle Discoverer Administration Edition.
2. Connect to the appropriate database.
3. Select the custom Business Areas.
4. Select File > Export.
5. Specify the export file name.
6. Save as type: Discoverer EUL Export File (\*.eex).

### Save the Custom Workbooks to the File System

1. Invoke the Oracle Discoverer User Edition.
2. Connect to the appropriate database.
3. Select Open an existing workbook.
4. Select Database.
5. For each of the custom workbooks complete the following steps:
  - a. Open the workbook.
  - b. Select No when asked “Do you want to run the query for the sheet?”

- c. Select File > Save As.
- d. Select My Computer.
- e. Select Save and specify the file name.
- f. Save as type: Oracle Discoverer Workbooks (\*.dis).

### Drop the End User Layer

1. Log in to SQL\*Plus as System Administrator, for example:

```
sqlplus system/manager@cusdb
```

2. From the SQL\*Plus prompt, drop the Oracle Discoverer End User Layer owner, for example:

```
drop eul_us cascade;
```

### Implement Steps in the Fresh Installation Section

Perform all of the steps in the section "Oracle Discoverer Post-installation Tasks" beginning on page 2-4. Then proceed with the rest of the topics in this section.

### Import the EEX file Containing the Custom Business Areas

1. Invoke the Oracle Discoverer Administration Edition.
2. Connect to the appropriate database.
3. Select File > Import.
4. Specify the file name that contains the exported Business Areas. Refer to the section "Export Custom Business Areas to a Separate EEX file".
5. Save as type Discoverer EUL Export file (\*.eex).

---

**Note:** Do not import objects into the Business Areas if they already exist.

---

### Set Up Security Access

1. Invoke the Oracle Discoverer Administration Edition.
2. Connect to the appropriate database.
3. Select Tools > Security.

4. Set up appropriate security for your Business Areas for the responsibilities.

---

---

**Note:** Check the Allow Administration checkbox where necessary.

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5. Select Privileges from the menu.
6. Set up appropriate User and Administration Edition access for your Application Users and Responsibilities.

### **Save Custom Workbooks from the File System to the Database**

1. Invoke the Oracle Discoverer End User Edition.
2. Connect to the appropriate database.
3. Select Open an existing workbook.
4. Select My Computer.
5. For each custom workbook, complete the following steps:
  - a. Open the workbook.
  - b. Select No when asked “Do you want to run the query for the sheet?”
  - c. Select File > Save As.
  - d. Select Database from the list of options.
  - e. Select Save.
  - f. Specify a file name.
  - g. Save as type Oracle Discoverer workbook (\*.dis).

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**Note:** If you get an error when opening a workbook, you must resolve the error. For example, if you get the error “Missing Item,” you can select one of the resolutions provided by the User Edition to either substitute the item with another one, ignore the missing item, etc.

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## Other Business Intelligence System-Related Post-installation Tasks

This section describes the following tasks:

- Set Up Self-Service Web Applications Homepage
- Grant User Access
- Enable Alerts
- Run and Schedule Prerequisite Processes

### Set Up Self-Service Web Applications Homepage

Refer to the *Oracle Self-Service Web Applications Implementation Manual* for instructions.

The table that follows lists the Self-Service Web Applications profiles that must be set up.

**Table 2–3 Self Service Web Applications Profiles**

Profile	Description	Value	Example Value
Applications Web Agent	Identifies the location of the Web agent.	http://your_web_server:port/<plsql cartridge virtual path>/	http://ap242sun.us.oracle.com:8090/bis115/plsql/
ICX: Report Images	This value is embedded into HTML report output so that reports can include standard image files.	http://your_web_server:port/OA_MEDIA	http://ap242sun.us.oracle.com:8090/OA_MEDIA
ICX: Report Launcher	Identifies the Report Server that will run reports and produce HTML output.	http://your_web_server:port/cgi-bin/rwcgi60	http://ap242sun.us.oracle.com:8090/cgi-bin/rwcgi60
ICX: Report Link	This value is embedded into HTML report output so that reports can include drill down links to other reports. This is similar to the value you enter when Modifying the Signon window. <reports instance name> is defined in tnsnames.ora file	http://your_web_server:port/<plsql cartridge virtual path>/	http://ap242sun.us.oracle.com:8090/bis115/plsql/
ICX: Report Server	Provide the name of the Report Server service [REPSERV] that you created on the Report Server.	http://<reports instance name>	http://ap242repserver_bis115

**Table 2–3 Self Service Web Applications Profiles**

Profile	Description	Value	Example Value
ICX: Limit connect	Determines the maximum number of page hits per session.	Number (hits allowed)	1000
ICX: Limit time	Determines the maximum number of hours a user can be logged on per session.	Number (hours)	4
ICX: Report Format	Determines the report output format. This value must be set to HTML	HTML or PDF	HTML
ICX:Report Cache	Identifies the virtual directory for Report Cache at the HTTP listener.	http://your_web_server:port/cache/	http://ap242sun.us.oracle.com:8090/cache/
ICX: Language	Determines the default language.  This must be the same as the value in ICX: Date Language	Language	American English
ICX: Date language	Determines the default language in which dates are displayed.  This must be the same as the value in ICX: Language.	Language	American English
ICX: Date format mask	Determines the date format mask to use	Date Format Mask	The American English default is DD-MON-RRRR, for example, 12-NOV-1997
ICX: Numeric characters	Determines the characters to use to delimit numbers.	,	,
ICX: Territory	The geographical area.	Geographical Area	America
ICX: Discoverer Launcher	Identifies the Discover Server that runs reports and produces HTML output.	http://your_discover_server:port/webdis/html/english/netscape/start.htm?Connect=[APPS_SECURE]	http://ap152wgs.us.oracle.com/webdis/html/english/netscape/start.htm?Connect=[APPS_SECURE]

## Grant User Access

At this point, all of the technology pieces have been installed. You must now grant user access to the Oracle Business Intelligence System. Use Oracle Applications Release 11i to assign appropriate Business Intelligence System responsibilities to users who need access to the system. For new users, you may also need to create user accounts; this is optional. We provide the following Business Intelligence System responsibilities as templates:

- BIM Performance Management Framework — Access to Marketing Intelligence Performance Measures
  - BIS Superuser — Access to Flexfield Mapping, Territory hierarchy (Geography Dimension), Regions and Area setup (Geography Dimension)
  - BIX Performance Management Framework — Access to Call Center Intelligence Performance Measures
  - Business Views Setup — Access to Business Views Setup
  - Call Center Intelligence — Access to Business Intelligence System Call Center Reports
  - Financials Intelligence — Access to Business Intelligence System Financials Reports
  - Human Resources Intelligence — Access to Business Intelligence System Human Resources Reports
  - Marketing Intelligence Collection Manager — Access to run the Marketing Intelligence concurrent programs
  - Marketing Intelligence Report Manager — Access to Business Intelligence System Marketing Reports
  - Operations Intelligence — Access to Business Intelligence System Operations Reports
  - Performance Management Framework (Full Access) — Access to Performance Measure and Target forms
  - Performance Management Framework (Targets Access) — Access to Target forms
  - Preferences — Access to Configure Homepage regions
  - Sales Intelligence — Access to Sales Reports
- **To grant users access to the Business Intelligence System:**
1. (Optional) If you do not want to use the responsibilities provided, you can create new responsibilities for accessing the Business Intelligence System.
  2. Set the Oracle Self-Service Web Applications flag to true for the responsibilities provided and any new responsibilities you have created.

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**Note:** Initially, the responsibilities provided are flagged as Oracle Applications responsibilities and do not appear on the web.

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See: *Oracle Applications System Administrator Guide*

3. Assign Business Intelligence System responsibilities to those users who need to access the Business Intelligence System.

### Enable Alerts

Navigate to Alerts and enable alerts. Refer to the *Oracle Alert User Guide* for further information.

### Run and Schedule Prerequisite Processes

Some of the reports available in the Oracle Business Intelligence System require that you prepare summarized data before the reports are run by users. The summarized data is created by running various concurrent programs from Oracle Applications. See Chapter 4, "Periodic Processes" for detailed information.

## Test the System

Once you have finished installing the Oracle Business Intelligence System and performing all the post-installation tasks, perform the following steps to verify that the installation was successful. If you have any problems, review the installation steps to make sure you completed all of them correctly.

1. Log in to Self-Service Applications and check that the Personal Homepage is operational.
2. Check to see that you can execute reports by selecting any report from the Self-Service Applications menu.

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**Note:** Some reports may require additional implementation steps before they can execute correctly. Please see the following sections in this manual for more information:

- "Financials Intelligence" setup information in Chapter 3
  - "Human Resources Intelligence" setup information in Chapter 3
  - "Run and Schedule Prerequisite Processes" in Chapter 4
- 
-



- 3.** Check to see that you can access Discoverer Workbooks by selecting any workbook from the Self-Service Applications menu.



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## Setup for Intelligence Areas

This chapter contains set up information by intelligence product. It includes the following topics:

- Call Center Intelligence on page 3-2
- Customer Intelligence on page 3-32
- Financials Intelligence on page 3-42
- Human Resources Intelligence on page 3-68
- Marketing Intelligence on page 3-88
- Operations Intelligence on page 3-93
- Process Manufacturing Intelligence on page 3-94
- Purchasing Intelligence on page 3-101

## Call Center Intelligence

### Set Up and Customize Call Center Intelligence Performance Measures

The following topics are covered in this section:

- Abandon Call Rate Performance Measure
- Average Talk Time Performance Measure
- Average Wait Time to Abandon Performance Measure
- Calls Answered Performance Measure
- Occupancy Rate Performance Measure
- Service Level Performance Measure
- Utilization Rate Performance Measure
- Speed to Answer Benchmark Performance Measure

#### Abandon Call Rate Performance Measure

The Abandon Call Rate performance measures compares actual abandoned call rate against the target. For flexibility, one performance measure level has been defined for Abandon Call Rate:

- BIX Abandon Call Rate By Month By Center

Each performance measure is associated with a target level.

The Abandon Call Rate formula in the Abandon Call Rate Report for a certain period of time is defined as:

- $\text{Abandon Call Rate} = \text{Total Calls Abandoned} / \text{Total Calls}$

#### ■ To Set Up Abandon Call Rate Performance Measure:

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**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

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1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. You have three choices:

**Performance Measures** - Edit existing or create new performance measures.

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**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

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**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Abandon Call Rate performance measure.
5. Click on View Target Levels.
6. Select target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:

**a. Access Region**

Assign those responsibilities that need to use the performance measures. For example, if individuals with the Call Center Intelligence responsibility need to use the BIX Abandon Call Rate By Month By Center target level, move Call Center Intelligence to the Selected Responsibilities window.

**b. Corrective Action Region**

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

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---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

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8. Click on Save Changes to save your changes.

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**Note:** The Time and Organization dimensions have been predefined for the performance measure.

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---

9. Click on Done to exit the form.

## Set Up Targets

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**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

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From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values, choose BIX Abandon Call Rate By Month By Center performance measure.
3. Select the Organization for which you want to define targets.
4. Click on New Targets.

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---

**Note:** If there are already targets in the system, click on Edit Targets.

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5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

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**Note:** The responsibility being notified should have access to the organization.

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6. Click on Save to save your work.

7. Click on Done to exit the form.

### **Oracle Alerts**

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### **■ To schedule Alerts:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the alert type BIX: Abandon Call Rate Alert
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

#### **■ To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.

7. Submit the request.

### Average Talk Time Performance Measure

The Average Talk Time measure compares actual average talk time against actual. For convenience, one performance measure level has been defined for Average Talk Time:

- Average Talk Time By Month By Center for All Org

Each performance measure is associated with a target level. The Average Talk Time formula in the Average Talk Time Report for a certain period of time for a call center is defined as:

- $\text{Average Talk Time} = \text{Total Talk Time} / \text{Total Calls Answered}$

### ■ To Set Up Average Talk Time Performance Measure:

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**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

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---

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. There are three choices:

**Performance Measures** - Edit or create new performance measures.

---

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measures with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.



3. Click on Performance Measures.
4. Select the BIX Average Talk Time Measurement performance measure.
5. Click on View Target Levels.
6. Select the target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:

- a. Access Region

Assign those responsibilities that need to use the performance measure. For example, if the individuals with the Call Center Intelligence responsibility need to use the Average Talk Time By Month By Center for All Org target level, move Call Center Intelligence to the Selected Responsibilities window.

- b. Corrective Action Region

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

---

8. Click on Save Changes to save your changes.

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---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---

---

9. Click on Done to exit the form.

## Set Up Targets

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**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

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From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values select the BIX Abandon Call Rate By Month By Center performance measure.
3. Select Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If there are already targets in the system, click on Edit Targets.

---

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

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---

**Note:** The responsibility being notified should have access to the organization.

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6. Click on Save to save your work.
7. Click on Done to exit the form.

### Oracle Alerts

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### ■ To schedule Alerts:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the BIX: Average Talk Time Alert.
6. **Optional:** Enter a description.

7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

■ **To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

### **Average Wait Time to Abandon Performance Measure**

The Average Wait Time to Abandon performance measures compares actual Average Wait Time to Abandon against the target. For flexibility one performance measure level has been defined for Average Wait Time to Abandon:

- Average Wait Time to Abandon By Month By Center for All Org

Each performance measure is associated with a target level. The Average Wait Time to Abandon formula in the Average Wait Time to Abandon Report for a certain period of time for a call center is defined as:

- $\text{Average Wait Time to Abandon} = \text{Total wait time to abandon} / \text{Total Calls}$

■ **To Set Up Average Wait Time to Abandon Performance Measure:**

---

**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

---

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. There three choices:

**Performance Measures** -Edit existing or create new performance measures.

---

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

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---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Average Wait Time to Abandon Measurement performance.
5. Click on View Target Levels.
6. Select a target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:
  - a. Access Region  
Assign those responsibilities that need to use the performance measures For example, if the individuals with the Call Center Intelligence responsibility need to use the Average Wait Time to Abandon By Month By Center for All Org target level, move Call Center Intelligence to the Selected Responsibilities window.
  - b. Corrective Action Region  
Select the following:  
**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

---

8. Click on Save Changes to save your changes.

---

---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---

---

9. Click on Done to exit the form.

## Set Up Targets

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**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---

---

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values, choose the Average Wait Time to Abandon By Month By Center for All Org performance measure.
3. Select the Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If there are already targets in the system, click on Edit Targets.

---

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

---

**Note:** The responsibility being notified should have access to the organization.

---

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

### **Oracle Alerts**

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### **■ To schedule Alerts:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the BIX: Average Wait to Abandon Alert.
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

#### **■ To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.

4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

### Calls Answered Performance Measure

The Calls Answered performance measures compares actual Calls Answered against the target. For flexibility one performance measure level has been defined for Calls Answered:

- Calls Answered for All Org By Month by Center

Each performance measure is associated with a target level. The Calls Answered formula in the Calls Answered Report for a certain period of time is defined as:

- $\text{Calls Answered} = \text{Total Calls Answered} / \text{Total Calls}$

### ■ To Set Up Calls Answered Performance Measure:

---

**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

---

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. There are three choices:

**Performance Measures** - Edit new or create new performance measures.

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results

---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Calls Answered Measurement performance measure.
5. Click on View Target Levels.
6. Select a target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:

**a. Access Region**

Assign those responsibilities that need to use the performance measure. For example, if you want the individuals with the Call Center Intelligence responsibility need to use the Calls Answered for All Org By Month By Center target level, move Call Center Intelligence to the Selected Responsibilities window.

**b. Corrective Action Region**

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

---

8. Click on Save Changes to save your changes.

---

---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---

---

9. Click on Done to exit the form.



## Set Up Targets

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---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---

---

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values, choose the Calls Answered for All Org By Month By Center performance measure.
3. Select an Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If there are already targets in the system, click on Edit Targets.

---

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

---

**Note:** The responsibility being notified should have access to the organization.

---

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

## Oracle Alerts

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

### ■ To schedule Alerts:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.

3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the alert type BIX: Calls Answered Alert.
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

■ **To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

### **Occupancy Rate Performance Measure**

The BIX Occupancy Rate Measurement performance measures compares actual abandoned call rate against the target. For flexibility one performance measure level has been defined for BIX Occupancy Rate Measurement:

■ **BIX Occupancy Rate By Month By Center**

Each performance measure is associated with a target level. The Occupancy Rate formula in the Occupancy Rate Report for a certain period of time is defined as:

- $$\text{Occupancy Rate} = \text{Sum (talk time)} / \text{Sum (Talk Time + Idle Time)}$$

## ■ To Set Up Occupancy Rate Performance Measure:

---

**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

---

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. There are three choices:

**Performance Measures** - Edit existing or create new performance measures.

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Occupancy Rate Measurement performance measure.
5. Click on View Target Levels.
6. Select a target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:

- a. Access Region

Assign those responsibilities you want to use the performance measures. For example, if you want the individuals with the Call Center Intelligence responsibility to use the BIX Occupancy By Month By Center target level, move Call Center Intelligence to the Selected Responsibilities window.

**b. Corrective Action Region**

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

---

8. Click on Save Changes to save your changes.

---

---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---

---

9. Click on Done to exit the form.

### Set Up Targets

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---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---

---

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values select the BIX Occupancy Rate By Month By Center performance measure.
3. Select an Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If there are already targets in the system, click on Edit Targets.

---

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

**Note:** The responsibility being notified should have access to the organization.

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

### Oracle Alerts

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### ■ To schedule Alerts:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the BIX: Occupancy Rate Alert.
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

#### ■ To run an Alert on demand:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.

3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

### Service Level Performance Measure

The BIX Service Level Performance Measurement performance measures compares actual service level against the target. For flexibility one performance measure level has been defined for BIX Service Level PMF Measurement:

- Service Level By Month By Center for All Org

Each performance measure is associated with a target level. The BIX Service Level Performance Measurement formula in the Service Level Report for a certain period of time for a call center is defined as:

- $\text{Service Level} = \text{Total Calls Answered Live} / \text{Total Calls}$

#### ■ To Set Up Service Level Performance Measure:

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**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

---

---

1. Log on to your Business Intelligence System Homepage (Self-Service Web applications).
2. Click on Performance Management Framework in the Navigate menu bar. The Performance Management Framework menu appears on the right. There are three choices:

**Performance Measures** - Edit existing or create new performance measures.

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Service Level Measurement performance measure.
5. Click on View Target Levels.
6. Select target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:

**a. Access Region**

Assign those responsibilities that need to use the performance measures. For example, if the individuals with the Call Center Intelligence responsibility need to use the Service Level By Month By Center for All Org target level, move Call Center Intelligence to the Selected Responsibilities window.

**b. Corrective Action Region**

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

8. Click on Save Changes to save your changes.

---

---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---

---

9. Click on Done to exit the form.

## Set Up Targets

---

---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---

---

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values select the Service Level By Month By Center for All Org performance measure.
3. Select Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If there are already targets in the system, click on Edit Targets.

---

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

---

**Note:** The responsibility being notified should have access to the organization.

---

---

6. Click on Save to save your work.
7. Click on Done to exit the form.



## Oracle Alerts

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

### ■ To schedule Alerts:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the alert type BIX: Service Level PMF Alert.
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

### ■ To run an Alert on demand:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

## Utilization Rate Performance Measure

The Utilization Rate performance measures compares actual utilization rate against the target. For flexibility one performance measure level has been defined for Utilization Rate:

- BIX Utilization Rate By Month By Center for All Org

Each performance measure is associated with a target level. The Utilization Rate formula in the Utilization Rate Report for a certain period of time is defined as:

- $\text{Utilization Rate} = \text{Sum (talk time)} / \text{sum (talk time + idle time)}$

### **D To Set Up Utilization Rate Performance Measure:**

---

---

**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

---

---

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. There are three choices:

**Performance Measures** - Edit existing or create new performance measures.

---

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Utilization Rate Measurement performance measure:

5. Click on View Target Levels.
6. Select a target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:

- a. Access Region

Assign those responsibilities that need to use the performance measure. For example, if the individuals with the Call Center Intelligence responsibility need to use the BIX Utilization Rate By Month By Center for All Org target level, move Call Center Intelligence to the Selected Responsibilities window.

- b. Corrective Action Region

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---



---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---



---

8. Click on Save Changes to save your changes.

---



---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---



---

9. Click on Done to exit the form.

## Set Up Targets

---



---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---



---

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values select the BIX Utilization Rate By Month By Center for All Org performance measure.
3. Select Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If there are already targets in the system, click on Edit Targets.

---

---

5. In order to set targets for a specific organization, you must have the appropriate responsibility. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

---

**Note:** The responsibility being notified should have access to the organization.

---

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

### Oracle Alerts

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### ■ To schedule Alerts:

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the alert type BIX: Utilization Rate Alert.
6. **Optional:** Enter a description.

7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields if required for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

■ **To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

### **Speed to Answer Benchmark Performance Measure**

The BIX Speed to Answer performance measures compares actual average speed to answer against the target. For flexibility one performance measure level has been defined for BIX Speed to Answer:

- Speed to Answer By Month By Center for All Org

Each performance measure is associated with a target level. The Average Speed to Answer formula in the Average Speed to Answer Report for a certain period of time is defined as:

- $\text{Average Speed to Answer} = \text{Sum (speed to answer)} / \text{Total number of Calls}$

■ **To Set Up Speed to Answer Benchmark Performance Measure:**

---

**Note:** You must have access to the Performance Management Framework in order to perform the required steps.

---

1. Log on to your Business Intelligence System Homepage (Self-Service Web applications).
2. Click on Performance Management Framework under the Navigate menu bar. The Performance Management Framework menu appears on the right. You have three choices:

**Performance Measures** - Edit existing or create new performance measures.

---

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measure with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set target tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

---

**Performance Targets** - Define new or edit existing targets and variance settings.

**Notifications** - Lists all the notifications that have been received by the current user.

3. Click on Performance Measures.
4. Select the BIX Speed to Answer Benchmark performance measure.
5. Click on View Target Levels.
6. Select target level name in order to add responsibilities that can access the target.
7. To add responsibilities to the selected target level, define the following regions:
  - a. Access Region

Assign those responsibilities you want to use the performance measures. For example, if you want the individuals with the Call Center Intelligence responsibility to use the Speed to Answer By Month By Center for All Org target level, move Call Center Intelligence to the Selected Responsibilities window.

- b. Corrective Action Region

Select the following:

**Workflow:** BIX Corrective Action

**Process:** BIX Send Notification

**Role:** Establishes a default notification responsibility

---

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

---

8. Click on Save Changes to save your changes.

---

---

**Note:** The Time and Organization dimensions have been predefined for the performance measure.

---

---

9. Click on Done to exit the form.

## Set Up Targets

---

---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---

---

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values, the Speed to Answer By Month By Center for All Org performance measure.
3. Select Organization for which you want to define targets.
4. Click on New Targets.

---

---

**Note:** If you already have targets in the system, click on Edit Targets.

---

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

---

**Note:** The responsibility being notified should have access to the organization.

---

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

### **Oracle Alerts**

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### **■ To schedule Alerts:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIX% in the Name field.
5. Select the BIX: Average Speed to Answer Alert.
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

#### **■ To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.



4. Select Call Center Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

## Customer Intelligence

There are five main tasks involved in setting up Customer Intelligence in the Oracle Business Intelligence System. This section guides you to:

- Set Up Profile Options
- Define Setup Data Using Setup Forms
- Execute Concurrent Programs
- Set Up Users
- Set Up and Customize Performance Measures and Alerts

### Set Up Profile Options

It is necessary to set up Profile Options specific to Customer Intelligence. These are set up using the System Administration responsibility.

#### Summary Extraction Date (BIC\_SMRY\_EXTRACTION\_DATE)

This profile option indicates the last date when the extraction program was run. When you install the Customer product, set this date as the earliest one for which the various measures need to be calculated. This profile option can be set only at the site level. During the execution of the Summary Extraction program, if the start date is not specified, the value of this profile option is used instead. If this profile option is not set, and the start date parameter is not specified for the Summary Extraction program, it will fail.

#### Number of records in Customer reports (BIC\_CUSTREP\_NUM)

This profile option indicates the number of records shown in the customer transaction summary reports (e.g. Orders List, Invoices List, etc.). It can be set to any level. If this profile option is not set, the transaction summary reports will show all transactions if a date range is not specified.

#### Debug (BIC\_DEBUG)

This profile option is used to log debug messages in the BIC\_DEBUG table. The possible values are Y (Yes) and N (No). If the value is set to Y, the system logs debug messages in BIC\_DEBUG table when reports are run. It can be set at any level. When the Customer product is installed, this profile option should be set to N at the site level.

**CRMBIS:Currency Code**

This profile option is used to setup the currency used to display all revenue and cost information in reports. All revenue and cost transactions are converted to the specified currency.

**CRMBIS:GL Conversion Type**

This profile option designates the conversion type to be used while converting to the currency specified in the profile option CRMBIS:Currency Code.

**CRMBIS:Period Set Name**

This profile option designates which Accounting Calendar is used in concurrent programs to populate summary tables and in the time dimension of reports. The calendar refers to the GL period set for which different periods are defined. Refer to the *Oracle General Ledger User Guide* for the Accounting Calendar.

**CRMBIS:Period Type**

This profile option defines the lowest granularity of time at which you can collect and view data. This refers to the Period Types setup in the Accounting Calendar.

## Define Setup Data Using Setup Forms

There are five setup forms for Customer Intelligence:

- Acquisition and Retention
- Lifecycle
- Satisfaction Benchmark
- Satisfaction
- Loyalty

All forms are accessible from the CRM Administrator Console. Choose the CI System Administrator responsibility to access the forms.

**Acquisition and Retention**

This form allows System Administrators to specify the values which determine Customer Acquisition and Retention.

1. Set up Activation Period.

Activation Period is the length of period (measured in days) from the acquired date for a customer to activate his or her account (through the customer's first purchase).

2. Set up Attrition Period.

Attrition Period is the period (measured in days) of purchase inactivity that signals an end to the business relationship. Customers who do not buy anything for longer than this period are considered "lost".

3. Set up First Retention Period.

First Retention Period is the earliest period you want the Customer Intelligence System to start calculating the customer retention rate.

## Lifecycle

As customers are acquired, they start their business relationship with a company as New customers. Over time, as customers are no longer deemed new, they begin to show one of the following patterns: spending more, remaining the same, greatly reducing spending, spending very little, or defecting to competitors. In other words, they are migrating through a customer lifecycle which can be defined by the following stages:

- New
- Growing
- Stable
- Declining
- Defected
- Insignificant

1. Choose the Measure used for categorizing customers into different lifecycles:

- **Revenue:** Total money received through sales of products and/or services
- **Number of Orders:** The total number of orders placed
- **Quantity of Purchase:** The total number of items purchased (one order can contain many items)

2. Determine the Lifecycle Calculation Period.

Customer Lifecycle is determined by comparing the same measures from two periods. Users can decide what granularity level to use for the two comparison periods (Lifecycle Calculation Period).

3. Select one of the following Comparison Methods to be used to calculate lifecycles:
  - **Period over Period**, for example, Q2-99 vs. Q1-99, Mar-99 vs. Feb-99, etc.
  - **Year over Year by Period**, for example, Q2-99 vs. Q2-98, Mar-99 vs. Mar-98, etc.
4. Select First Lifecycle Period for which you want a lifecycle calculation to be computed.
5. Set up New Customer Period.
 

The New Customer Period is the length of time when a customer is deemed to be "New" after being acquired. Valid values are:

  - Month
  - Quarter
  - 6 Months
  - 1 Year.
6. Set up Insignificant Level.
 

The Insignificant Level is the level of purchases (revenue, number of orders, or quantity of purchases) that makes a customer insignificant to a company in both Comparison Periods.
7. Set up Lifecycle Thresholds.
  - Lifecycle Factor (LCF)
 

Lifecycle Factor is defined as the formula below over two comparison periods:

$$\text{Lifecycle Factor} = (\text{Absolute Measure Difference}) * (\text{Percentage Measure Growth})$$
  - Lifecycle Thresholds

The table below provides examples of how users can combine parameters such as Account Creation Date, Revenue, Revenue Growth and Lifecycle Factor to determine a customer’s stage in the lifecycle.

**Table 3–1   Lifecycle Threshold Setup Examples**

Cohorts	Criteria	Number of Customers
New	Accounts Created After 4/1/2000	705,417
Insignificant	P1 Revenue < 5 and P2 Revenue < 5	736,936
Growing	LCF >= 6 and Revenue Growth >= 10%	915,843
Defected	LCF <= (7) and Revenue Growth <= (40%)	423,120
Declining	LCF <= (3) and Revenue Growth <= (10%)	473,498
Stable	All Other Accounts	996,853

**Satisfaction Benchmark**

This Form is provided for entering the Customer Satisfaction Index values for the Industry Standard or Benchmark. Values are entered for each period and are shown in Satisfaction reports to compare against the actual values.

## **Satisfaction**

This Form allows System Administrators to specify the weights for the sub-indexes that make up the Overall Satisfaction Index, a weighted average of five sub-indexes.

A subindex is composed of the weighted average of several measures. For each subindex, you can specify the weight for each measure. For each measure, buckets can be created by specifying value ranges and scale points.



## Loyalty

This form allows System Administrators to specify the range of values and weights (importance of values) for the seeded Loyalty measures. For each measure, buckets can be created by specifying value ranges and the scale points.

## Execute Concurrent Programs

After setting up the profile options and the setup data, the concurrent program for extracting summary data should be run before using the reports. To ensure that the users have up-to-date information for their reports, this program should be run periodically afterwards. See "Customer" in Chapter 4, "Periodic Processes" for more information.

## Set Up Users

The responsibility which is predefined for Customer Intelligence is Customer Intelligence User. This responsibility can be added to an existing user or a new user can be created for this responsibility. All Customer Intelligence reports are accessible from this responsibility.

## Set Up and Customize Performance Measures and Alerts

The person doing this work must have the appropriate security level in order to accomplish these tasks. Please refer to the *Oracle BIS 11i User Guide Online Help* for additional information about the Performance Measures and the Performance Management Framework.

### Viewing Performance Targets

#### ■ To view Performance Targets:

1. Log on to the Business Intelligence System Personal Homepage.
2. Choose BIC Performance Management Framework menu option from the Navigate Region.
3. Choose Performance Targets submenu. The Performance Target Level Selection screen appears.
4. Choose the desired Target Level from the list of values.
5. Choose an Organization from the list of values.

6. Click on Find Targets. The dimensions associated with the chosen measure appear.
7. Choose values for the dimensions. If no values are chosen, all targets for the chosen organization displayed.
8. Click on Retrieve. A table of target data for the Standard business plan is displayed.
9. To view targets for a different business plan (for example, the Industry Benchmark), choose the desired business plan from the List of Values.
10. Click on Refresh. A table of target data for the chosen business plan is displayed. To view the next 10 values, click on Next 10, and so forth.
11. When finished viewing targets, click one button. The Targets screen appears.

### **Set Up Performance Targets**

#### **■ To set up Performance Targets**

1. Log on to the Business Intelligence System Personal Homepage.
2. Choose the BIC Performance Management Framework menu option from the Navigate Region.
3. Choose the Performance Targets submenu. The Performance Target Level Selection screen appears.
4. Choose a Target Level from the list of values.
5. Choose an Organization from the list of values.
6. Click on Find Targets. Dimensions associated with the chosen performance measure, target level and organization appear.
7. Choose values for the dimensions. If no values are chosen, then all targets for the chosen organization (of the selected measure) are displayed.
8. Click on Retrieve. A table of target data for the Standard business plan is displayed.
9. To view targets for a different business plan (for example, the Industry Benchmark), choose a Business Plan from the list of values.
10. Click on New. The Performance Target Details screen, with additional regions, appears.
11. Choose a Dimension value from the list of values.

**Selecting Business Plans**

12. Choose a Business Plan from the list of values in the Targets region.
13. Enter a numeric value in the Target field.

---

---

**Important:** If a function has been set to compute the target, entering a number in the Target field overrides the computing function.

---

---

**Filling-in Tolerance Ranges and Selecting Responsibilities**

14. Enter the first Tolerance Range percentages for this target.
15. Choose the responsibility to be notified if Actual performance falls outside of the first tolerance range.
16. Repeat steps 14 and 15 for the second and third tolerance ranges.

---

---

**Note:** We recommend notifications be escalated as the tolerance range increases.

---

---

17. Click on Done to save your work. The target data table with the new targets appears.
18. Click on the Home icon at the top of the window to return to the Personal Homepage.

---

---

**Notes:** You can now monitor the performance of the actual value compared to the target on the Personal Homepage.

At any point, you can click on Save Changes to save intermediate work

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## Financials Intelligence

This section contains the tasks required to set up Financials Intelligence performance measures and Financials Intelligence workbooks. The following topics are covered:

- Set Up and Customize Financials Intelligence Performance Measures on this page
- Set Up and Customize Financials Intelligence Workbooks on page 3-59
- Set Up General Ledger to Support Business Intelligence System Reporting on page 3-63

### Set Up and Customize Financials Intelligence Performance Measures

The following topics are covered in this section:

- Accounts Receivable Turnover Performance Measure
- Days Sales Outstanding Performance Measure
- Revenue Performance Measure

#### Accounts Receivable Turnover Performance Measure

The Accounts Receivable Turnover (AR turnover) performance measures compares actual AR Turnover results against the target. For flexibility three performance measures have been defined for AR Turnover:

- AR Turnover PTD (period-to-date)
- AR Turnover QTD (quarter-to-date)
- AR Turnover YTD (year-to-date)

Each performance measure is associated with a target level. You can set up to three targets for each target level to monitor your actual AR Turnover results.

---

**Note:** A Performance Measure is associated with a Target Level. Target Levels are Performance Measures with specific sets of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric value. A target may have up to three tolerance ranges. When actual results exceed the set tolerance ranges, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

The Accounts Receivable Turnover formula in the Collection Indicators Report for a certain period of time is defined as:

**AR Turnover** = Net Sales / Average Receivables

**Net Sales** = Sum of Invoices Issued in the period

**Average Receivables** =  
(Receivables at period beginning + Receivables at period end)/2

You can set up targets for the following target levels:

- AR Turnover PTD by Operating Unit
- AR Turnover QTD by Operating Unit
- AR Turnover YTD by Operating Unit

#### ■ To Set Up AR Turnover Performance Measures:

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region.

---

**Note:** You must have access to the Performance Management Framework in order to perform the outlined steps.

---

The Performance Management Framework menu appears on the right. There are three choices:

- **Performance Measures** - Edit existing or create new performance measures.
- **Performance Targets** - Define new or edit existing targets and variance settings.

- **Notifications** - Lists all the notifications that have been received by the current user.
3. Click on Performance Measures.
  4. Select one of the three predefined performance measures:
    - AR Turnover PTD
    - AR Turnover QTD
    - AR Turnover YTD

---

---

**Note:** The Time and Organization dimensions have been predefined for the three performance measures.

---

---

5. Click on View Target Levels.
6. Select target level name in order to add responsibilities that can access the target.

---

---

**Note:** When you associate responsibilities with a target level it means that the user with that responsibility can access the target level.

---

---

7. To add responsibilities to the selected target level, define the following regions:

- a. Access Region

Assign those responsibilities you want to use the performance measures. For example, if you want the individuals with the Financial Intelligence responsibility to use the AR Turnover PTD by Operating target level, move Financials Intelligence to the Selected Responsibilities window.

- b. Corrective Action Region

Select the following:

**Workflow:** FII BIS Corrective Action

**Process:** FII Send Notification

**Role:** Establishes a default notification responsibility

8. Click on Save Changes to save your changes.
9. Click on Done to exit the form.

## Set Up Targets

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values, choose one of the following:
  - AR Turnover PTD by Operating Unit
  - AR Turnover QTD by Operating Unit
  - AR Turnover YTD by Operating Unit
3. Select Organization for which you want to define targets.

---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---

4. Click on New Targets.

---

**Note:** If you already have targets in the system, click on Edit Targets.

---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance ranges.

---

**Note:** The responsibility being notified should have access to the organization.

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

## Oracle Alerts

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

■ **To schedule Alerts:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on FII% in the Name field.
5. Select an alert type, one of:
  - FII: AR Turnover PTD
  - FII: AR Turnover QTD
  - FII: AR Turnover YTD
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

■ **To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Financials Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.



## Days Sales Outstanding Performance Measure

The Days Sales Outstanding (DSO) performance measure compares actual Days Sales Outstanding results against the target. For flexibility, three performance measures have been defined for Days Sales Outstanding:

- Days Sales Outstanding PTD (period-to-date)
- Days Sales Outstanding QTD (quarter-to-date)
- Days Sales Outstanding YTD (year-to-date)

Each performance measure is associated with a target level. You can set up to three targets for each target level to monitor your actual Days Sales Outstanding results.

---

**Note:** A Performance Measure is associated with a target level. A Target Level is a Performance Measure with a specific set of dimensions, for example, Time, Organization, etc. Each Target Level (for example, Sales by Organization) is associated with a numeric target. A target has up to three tolerance ranges. When actual results exceed a set tolerance range, Workflow notifications are sent to designated responsibilities in your organization informing them of the results.

---

The Days Sales Outstanding formula in the Days Sales Outstanding for a specified period of time is defined as:

**DSO** = Total Outstanding Receivables / Average Sales per Day

**Total Outstanding Receivables** = Sum of Outstanding Receivables in the period

**Average Sales per Day** = Sum of all Receivables in the period / Days in the period

You can set up targets for the following target levels:

- Days Sales Outstanding PTD by Operating Unit
- Days Sales Outstanding QTD by Operating Unit
- Days Sales Outstanding YTD by Operating Unit

### ■ To Set Up Days Sales Outstanding Performance Measures:

Complete the following tasks during initial setup:

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region.

---

---

**Note:** You must have access to the Performance Management Framework responsibility in order to perform the outlined steps.

---

---

The Performance Management Framework menu appears on the right. There are three choices:

- **Performance Measures** - Edit existing or create new performance measures.
  - **Performance Targets** - Define new or edit existing targets and variance settings.
  - **Notifications** - Lists all the notifications that have been received by the current user.
3. Click on Performance Measures
  4. Select one of the three predefined performance measures:
    - Days Sales Outstanding PTD
    - Days Sales Outstanding QTD
    - Days Sales Outstanding YTD

---

---

**Note:** The Time and Organization dimension have been predefined for the three performance measures.

---

---

5. Click on View Target Levels.
6. Select target level name in order to add responsibilities that can access the target.

---

---

**Note:** When you associate responsibilities with a target level it means that users with that responsibility can access the target level.

---

---

7. To add responsibilities to the selected target level, define the following regions:
  - a. Access Region

Assign those responsibilities that need to use the performance measures. For example, if individuals with the Financials Intelligence responsibility need to use the Days Sales Outstanding PTD by Operating Unit target level, move Financials Intelligence to the Selected Responsibilities window.

**b. Corrective Action Region**

Select the following:

**Workflow:** FII BIS Corrective Action

**Process:** FII Send Notification

**Role:** Establishes a default notification responsibility

8. Click on Save Changes to save your changes.
9. Click on Done to exit the form.

## Set Up Targets

From the Performance Management Framework Menu:

1. Click on Performance Targets.
2. From the Display Name list of values, choose one of the following:
  - Days Sales Outstanding PTD by Operating Unit
  - Days Sales Outstanding QTD by Operating Unit
  - Days Sales Outstanding YTD by Operating Unit
3. Select the Organization for which you want to define targets.

---



---

**Note:** In order to set targets for a specific organization, you must have the appropriate responsibility.

---



---

4. Click on New Targets.

---



---

**Note:** If you already have targets in the system, click on Edit Targets.

---



---

5. In the Target Region, enter Target, Variance Ranges and select which responsibility to Notify if actuals fall outside variance range.

---

---

**Note:** The responsibility being notified must have access to the organization.

---

---

6. Click on Save to save your work.
7. Click on Done to exit the form.

### **Oracle Alerts**

Alerts can be scheduled to run at almost any frequency and time desired. Alerts can also be run on demand. When an Alert is run for BIS, the target values for the performance are compared against the actual results. If the Alert detects a variance exceeding the set range, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

#### **■ To schedule Alerts:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on FII% in the Name field.
5. Select an alert type, one of:
  - FII: Days Sales Outstanding PTD
  - FII: Days Sales Outstanding QTD
  - FII: Days Sales Outstanding YTD
6. Optional: Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

**D To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Financials Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

**Revenue Performance Measure**

The Revenue Performance Measure compares actual revenue results against the current budget in Oracle General Ledger.

---

**Note:** The Revenue Performance Measure uses the existing GL Budget as a target.

---

You can set up to three target levels to monitor revenue results against your budget at the parent or lower levels of your account structure. When actual results exceed a set variance against your budgeted revenue, Workflow notifications can be sent to designated responsibilities in your organization informing them of the results.

The Revenue Performance Measure reflects results as of the last run date of your Financial Item Data Collection program which collects data from General Ledger tables. You can set up targets (variance ranges) for the following target levels:

- **Revenue by Organization** - Revenue for your set of books.
- **Revenue by GL Company** - Revenue for any segment value you define, for example company, cost center, or department. It is recommended, but not required, that you assign the Balancing Segment (typically the company segment) to the General Ledger Company.
- **Revenue by GL Company and GL Secondary Measure** - Revenue for the General Ledger Company and Secondary Measure segment values you define, for example, Company / Department and Cost Center / Account.

---

---

**Caution!** Flexfields must be correctly mapped to dimension levels in Oracle Business Intelligence System to display and calculate accurate accounting information for this feature. Revenue accounts must also be defined in the Financial Items form in Oracle General Ledger. See: "Mapping Flexfields to Dimension Levels" and "Defining Financial Items" later in this chapter, or contact your System Administrator. Incorrect mapping can cause the program to fail.

---

---

To set up the Revenue Performance Measure for Business Intelligence System the following tasks must have been completed:

1. Map flexfields to dimension levels.  
See: "Map Flexfields to Dimension Levels" on page 3-63.
2. Define Revenue accounts in the Financial Items form.  
See: "Define Financial Items" on page 3-64.
3. Enable responsibilities to set up targets for a given target level.
4. Set up targets for a performance measure period and select a responsibility to be notified if the target exceeds a defined variance percentage.
5. Set up Alert frequencies in Oracle Applications.

---

---

**Note:** Once you map flexfields and define performance measures and targets, you have established fixed relationships. Before you change the mapping to different flexfields, you must remove the old performance measures and targets. Update your mapping, then define performance measures and targets based on the new mapping.

---

---

**D To set up your Revenue Performance Measures:**

Complete the following steps during initial setup:

1. Log on to the Business Intelligence System Personal Homepage.
2. Click on Performance Management Framework in the Navigate region. The Performance Management Framework menu appears on the right. There are three choices:

- **Performance Measures** - Edit existing or create new performance measures.
  - **Performance Targets** - Define new or edit existing targets and variance settings.
  - **Notifications** - Lists all the notifications that have been received by the current user.
3. Click on Performance Measures.
  4. From the Display Name list of values, select Revenue.

---

**Note:** The Revenue Performance Measure is already set up for you. For each Target Level, set the responsibilities in the Access regions and the role in the Corrective Action field. Do not modify any other fields.

---

5. Click on the View Target Levels button.
6. Select a Target Level, one of:
  - **Revenue by Organization** - Revenue for a set of books
  - **Revenue by GL Company** - Revenue for your company level or other segment value (for example, department)
  - **Revenue by GL Company and GL Secondary Measure** - Revenue for any segment value combination you define, for example company and department, department and product
7. Define the following regions:
  - a. Access Region
 

Assign those responsibilities you want to use performance measures. For example, if individuals with the Financials Intelligence responsibility need to set their own monitoring criteria for Revenue by Organizations, move Financials Intelligence from the Available Responsibilities window to the Selected Responsibilities window.
  - b. Corrective Action Region
 

Select the following:

**Workflow:** FII BIS Corrective Action

**Process:** FII Revenue Notification

**Role:** Establishes a default notification responsibility

8. Click on Save to save your changes.
9. Click on Done to exit the form.

■ **To set up targets:**

1. Return to the Performance Management Framework Menu page.
2. Choose Performance Targets.
3. Choose a Target Level.
4. Choose the organization you want associated with the Target Level.  
Organizations available to you are sets of books. For security reasons, access to sets of books are associated with responsibilities. See your System Administrator for more information.
5. Click on the New Targets button.
6. In the Dimensions region, select a time period. Define targets for each period for the performance measure. If you are defining targets for:
  - a. **Revenue by Organization** - No additional parameters are required.
  - b. **Revenue by GL Company** - Choose a GL Company.
  - c. **Revenue by GL Company and GL Secondary Measure** - Choose a GL Company and GL Secondary Measure.
7. Select a business plan from the Business Plan list of values.
8. In the Target region, enter the below and above percentage amounts to set the variance for actual results vs. budgeted amounts. Enter a positive number.  
  
For example, your company 01 budget establishes September 99 revenue at \$500,000. You enter 5 (5%) in the above and below fields and select Financials Intelligence as the notification responsibility. Individuals with the Financials Intelligence responsibility are notified if actual September 99 revenue varies \$25,000 (5%) from budget (below \$475,000 or above \$525,000). In this example you would:
  - a. Enter a percentage below your target for which you want to be notified in the Below field.
  - b. Enter a percentage above your target for which you want to be notified in the Above field.



---

**Note:** For the Revenue Performance Measure you do not need to enter the target number. Just enter the below and above percentage amounts used to calculate the actual results versus the budget amount variance range.

---

9. Select a responsibility (or the responsibilities) you want to be notified if your actual results exceed or fall below your budgeted amounts.

---

**Note:** The Financial Item Data Collection program extracts balances from Revenue accounts defined in the Financial Items form in Oracle General Ledger. Targets should be defined accordingly.

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*See: Oracle General Ledger User Guide*

---

10. Click on Save Changes and then Done to save your work and close the window.

A list of targets you defined appears. If all of your targets do not appear, modify the dates in the Time fields to include the targets you want to review and click on Refresh.

You can review all the parameters you previously defined. You can change the parameters by clicking on Comp in the Target column.

## Oracle Alerts

Oracle Alerts can be schedule to run at almost any frequency and time you desire. Alerts can also be scheduled to run on demand. When an Alert is run for BIS, the target values for the performance measure are computed to the current budget and compared against actual results. If the Alert detects a variance exceeding the set range set, Workflow is launched and the appropriate notifications are sent to individuals belonging to the designated responsibility.

---

**Note:** Alerts use information from General Ledger gathered by the Financial Item Data Collection program. Make sure this program is run frequently to ensure that the Alert is using updated General Ledger data.

---

A sample notification message is detailed below:

**Subject:** June-99 actual revenue is less than planned revenue (for GL Company, Total GL Secondary Measures): (Actual:-1300 Planned:-13684)

**Message:** A performance measure has been set up to monitor actual revenue against planned revenue. The planned revenue has not been reached for the following:

Organization: Vision Operations Set of Books  
Fiscal Month: July-99  
GL Company: 01  
GL Secondary Measure: Total GL Secondary Measures  
  
Actual Revenue: -13000  
Planned Revenue: -13684  
Variance: -684  
Variance Percentage Range: -4 to 4  
Variance Percentage: -4.999

To view the actual and planned revenue, run the Revenue report using the link specified below.

### Exception Details

You can schedule three types of alerts. To illustrate the three types available, assume a current period of March, 1999.

- **Latest Closed** - This alert allows you to see final revenue figures for the most recently closed period. It is recommended that you schedule this alert to run on the date immediately following your company's financial close. If the Jan-99 period was closed on Feb-5-99, then this alert would be run on Feb-5-99.
- **Previous Open** - Use this alert to let management know how close your company revenue results will be to achieving set revenue targets. You can run this alert during the time between the last day of the previous period and the interim days until the period is actually closed. For example, assuming the Feb-99 period is closed on Mar-5-99, then this alert would be run from Feb-28-99 through Mar-5-99.
- **Current Period** - It is recommended that you use this alert to give management advance notice of how your company is performing against targeted levels prior to the close cycle. Run this alert throughout the last part of the current period. In the table below, this would be Mar-15-99 through Mar-31-99.

The table below outlines alert scheduling recommendations.

**Table 3–2 Alert Scheduling**

<b>Calendar Month:</b>	<b>January 1999</b>	<b>February 1999</b>	<b>March 1999</b>	<b>May 1999</b>
<b>Period Type:</b>	Latest Closed Period	Previous Open Period	Current Period	Latest Opened Period
<b>Alert:</b>	BIS: GL Latest Closed Period Revenue Alert	BIS: GL Previous Open Period Revenue Alert	BIS: GL Current Period Revenue Alert	no alert
<b>Recommended Alert Frequency:</b>	On demand	Daily (during the closing cycle)	Weekly	N/A

■ **To schedule Alerts:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Alert > Define. The Alerts window opens.
4. Query on BIS: GL% in the Name field.
5. Select an alert type, one of:
  - BIS: GL LATEST CLOSED PERIOD REVENUE ALERT
  - BIS: GL PREVIOUS OPEN PERIOD REVENUE
  - BIS: GL CURRENT PERIOD REVENUE ALERT
6. **Optional:** Enter a description.
7. Choose the Periodic tab.
8. Select a frequency from the Frequency list of values.
9. Complete the Day, Start Time and End Time fields, if required, for the frequency selected. No other fields are required.
10. Click on Save to save your work.
11. Click on Done to exit the form.

■ **To run an Alert on demand:**

1. Log on to Oracle Applications.
2. Select the Alert Manager responsibility.
3. From the Navigator, select Request > Check. The Request Periodic Alert Check window appears.
4. Select Financials Intelligence from the Application list of values.
5. Select one of the three alert types from the Alert list of values.
6. Change the default date and time if you do not want the request to run immediately.
7. Submit the request.

## Set Up and Customize Financials Intelligence Workbooks

### GL Workbook

The GL Workbook reflects results as of the last run date of your Financial Item Data Collection program which collects data from GL tables. See "General Ledger" in Chapter 4, "Periodic Processes" for more information.

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**Note:** Segment Value Security must be enabled in order for the GL workbook to work properly.

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### Accounts Receivable Workbooks

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**Note:** You must refresh the Receipts Analysis and Billing Analysis business areas in order for the Accounts Receivable workbooks to work.

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### Project Workbooks

Complete the tasks in Step 1, below, to set up the System Administrator Profile Options. This step is required for the Project workbooks so they appropriately map the data.

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**Note:** You must complete the Projects summarization program before executing Step 1. See "Projects" in Chapter 4, "Periodic Processes".

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---

Complete the tasks in Step 2, below, to associate reporting budget types to budget amounts. This step is optional.

### Step 1 System Administrator Profile Options Setup (Required)

Because of many-to-many relationships of Class Categories to Projects, Role Types to Projects and Budget Types to Budget amounts, you must map your values to the provided Profile Names at the Site level in order for the workbook to correctly report the data.

The System Administrator must define values for the following Profile Names:

- PA: Reporting Class Category 1

- PA: Reporting Class Category 2
- PA: Reporting Class Category 3
- PA: Reporting Role Type 1 (System Default: Project Manager)
- PA: Reporting Role Type 2
- PA: Reporting Role Type 3
- PA: Reporting Budget Type 1 (Cost) (System Default: Approved Cost Budget)
- PA: Reporting Budget Type 2 (Cost) (System Default: Forecasted Cost Budget)
- PA: Reporting Budget Type 3 (Revenue) (System Default: Approved Revenue Budget)
- PA: Reporting Budget Type 4 (Revenue) (System Default: Forecasted Revenue Budget)

■ **To define the Values for Profile Name:**

1. Log on to Oracle Applications.
2. Select the System Administrator responsibility.
3. From the Navigator, select Profile > System. The System Profile Values window appears.
4. In the Profile field, select one of the Profile Names listed above, for example, PA: Reporting Class Category 1.
5. Click Find. The System Profile Values window appears.
6. At the Site Level, define your value with the Profile name, for example, Geography.
7. Repeat steps 4 through 6 for each of the Profile names listed above.

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**Note:** If the Class Code or Key Member is null for the selected Reporting Class Category or Reporting Role Type, Discoverer groups them as Unclassified in the workbook. If you do not want Unclassified Classes or Key Members to show in a workbook, you can add a filter condition to exclude null items from the query.

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## Step 2 Associate Reporting Budget Types to Budget Amounts

The names of all the budget amounts should be changed to reflect the correct profile budget type. In the two summary views, PA\_RPT\_PRJ\_SUMMARY\_V and PA\_RPT\_CUST\_SUMMARY\_V, the amounts are differentiated by numbers for each budget type. For example:

- Budget Type1 = Reporting Budget Type 1 (Cost)
- Budget Type2 = Reporting Budget Type 2 (Cost)
- Budget Type3 = Reporting Budget Type 3 (Revenue)
- Budget Type4 = Reporting Budget Type 4 (Revenue)

Each budget amount Heading should be renamed to reflect the profile value's budget type. Report column headings can also be changed on the reports themselves in the Discoverer User edition.

### ■ To change the name of the Budget Type:

1. Log on to the Discoverer Administration Edition.
2. Select the Project Analysis Business Area.
3. Expand the folder FII\_PA\_RPT\_Prj\_Summary or FII\_PA\_RPT\_Cust\_Summary.
4. Select the item you want to change, for example, Reporting Budget Type 1.
5. Select Edit > Properties.
6. Change the name of the item to a name that appropriately reflects your profile value for Reporting Budget Type 1.
7. Repeat steps 4 through 6 for as many Reporting Budget Type items as you have.
8. Repeat steps 1 through 7 to change the item headings.

For example, if your Reporting Budget Type 2 (Cost) is set to Forecast Cost Budget, the item Base Burdened Cost ITD2 may be changed to Forecasted Burdened Costs ITD. Or, if your Reporting Budget Type 1 (Cost) is set to Approved Cost Budget, the item Base Burdened Cost ITD1 may be changed to Approved Burdened Costs ITD.

### **Customize the Project Identifier**

The project identifier is predefined for projects reports to show a project's number and name delimited by a colon. If you want to change the format of this item, you can do so in the Discoverer Administrator by modifying the Formula attribute. Currently the formula is:

Project Number | |: ' | | Project Name

#### **■ To Customize the Project Identifier:**

1. Log on to the Discoverer Administration Edition.
2. Select the Project Analysis Business area.
3. Expand the folder FII\_PA\_RPT\_Project\_Attributes.
4. Select Project Identifier.
5. Select Edit > Properties.
6. Change the Formula attributes as you desire.



## Set Up General Ledger to Support Business Intelligence System Reporting

The tasks necessary to set up your General Ledger to support Business Intelligence System reporting are:

- Set Up Your GL Company and GL Secondary Measure
- Map Flexfields to Dimension Levels
- Define Financial Items
- Enter Common Stock and Dividends
- Specify your Current Budget
- Enable Segment Value Security for Business Views (for non-GL responsibilities only) see "Enabling Segment Value Security for Business Views" in Chapter 6, "Security Overview"
- Run the concurrent program GLOSUM - Financial Item Data Collection (See "General Ledger" in Chapter 4, "Periodic Processes")

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**Note:** You cannot create new financial items. You can only specify accounts that comprise financial data.

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For additional setup information affecting reports and information about using General Ledger data, see Chapter 4.

### Set Up Your GL Company and GL Secondary Measure

To define the data extracted from General Ledger and how it is viewed by Business Intelligence System reports you must set up your GL Company and Secondary Measure.

### Map Flexfields to Dimension Levels

The Map Flexfields window allows you to map flexfields to Business Intelligence System dimension levels. There are two dimensions for Oracle General Ledger:

- GL Company
- GL Secondary Measure

We recommend that you assign the GL Company to your Balancing Segment (usually Company); however, this is not required. The GL Secondary Measure can be assigned to any valid segment in the same Chart of Accounts. For example, the GL Secondary Measure can be mapped to accounts, department or project.

If you want to map only one accounting segment, you must set the GL Secondary Measure to the same segment as the GL Company to satisfy Business Intelligence System requirements.

■ **To map flexfields to dimension levels:**

1. Logon to Oracle Applications as the Business Intelligence System Support User Responsibility.
2. Navigate to the Map Flexfields window.
3. Query the Flexfield Name **Accounting Flexfield**. Note that the query is case-sensitive.
4. Select a Dimension. Map both the GL Company and GL Secondary Measure.
5. Click on the Segment Mapping button. Identify the flexfield structure(s) and segment(s) the dimension is mapped to in the Flexfield Mapping window.
6. Enter or query the Structure Name (Chart of Accounts) to be used.
7. Enter or query the Segment Name in the Chart of Accounts to which you want to assign the dimension.
8. Save your work.

### **Define Financial Items**

The financial items defined in General Ledger determine how actual and budget account balances are summarized for display in Oracle Business Intelligence System reports. The Business Intelligence System also uses financial items to calculate key business indicators such as current ratio.

For example, you probably have numerous General Ledger accounts to track your organization's expenses. For Oracle Business Intelligence System reporting purposes, you need to summarize the balances from all of these expense accounts into one financial item, Expenses. This is the summary balance in the financial item displayed in the Profit Margin report.

There are six predefined financial items:

- Expenses

- Revenues
- Current Assets
- Current Liabilities
- Variable Costs
- Preferred Stock Dividends

Specify all of the natural accounts that roll up into each financial item.

■ **To specify natural accounts that roll up into financial items:**

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**Note:** Map at least one account to each of the Financial Items or the collection program cannot execute properly.

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1. Navigate to the Financial Items window.
2. Choose Query > Find to see a list of financial items.
3. Select an item from the list and choose OK.
4. In the Account fields, enter each natural account or parent account whose balances you want to roll up into the financial item. Use parent accounts to summarize multiple child segment values.

For example, enter all the expense accounts that roll up into the financial item Expenses. Choose an account from the list of values or enter a natural account directly. An account is entered, the Description field is displayed.

---



---

**Note:** The Financial Item window allows you to enter a parent account and child account associated with the parent account. Although your financial item may contain two entries for the same account, the collections program has a mechanism to prevent double counting.

---



---

5. Save your work.
6. Repeat steps 1 through 4 for each financial item.

## Enter Common Stock and Dividends

The Business Intelligence System uses information about common stock and dividends to calculate earnings per share and diluted earnings per share in the Earnings Per Share report. The numbers of shares outstanding are also displayed in the report.

### ■ To enter common stock information:

1. Navigate to the Common Stock window.
2. Choose Common Stock from the list of values.
3. Complete the following fields:

**Year** - Enter the year for which you are entering stock information.

**Share Measure** - Choose Basic or Diluted.

**Measure Type** - Choose Actual or Planned.

---

**Note:** Select Planned to enter budgeted numbers of shares outstanding. Note that Planned amounts are not used by any current BIS reports.

---

**Number of Shares Outstanding** - Enter the total number of shares outstanding for each quarter.

4. Repeat step 3 for each combination of year, share measure and measure type for which you want to enter numbers of shares outstanding.
5. Save your work.

### ■ To enter stock splits and dividends:

1. Navigate to the Common Stock window.
2. Choose Stock Splits/Dividends from the list of values.
3. Complete the following fields:

**Date** - Enter the effective date of your stock split or dividend payment.

**Activity** - Choose Split or Dividend.

4. If you chose Split as the Activity, enter the Split Ratio for the stock.
5. If you chose Dividend for the Activity, enter the Dividend%.

6. Save your work.

### **Specify your Current Budget**

Business Intelligence System reports and workbooks allow you to compare actual balances against budget balances for the financial items you defined. To reference budget balances, you must specify one of your GL Budgets as the Current Budget.

See: "Defining Budgets," *Oracle General Ledger User Guide*

## Human Resources Intelligence

This section contains the steps you need to set up and customize your reports and workbooks. It includes information on how to use Oracle FastFormula with Human Resources Intelligence.

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**Note:** This information also includes Human Resources-specific postinstallation steps. These must be completed before you start using Human Resources Intelligence.

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### Postinstallation Steps for Human Resources Intelligence

Once you have completed the postinstallation and implementation steps for Oracle Human Resources, you must compile your Human Resources Intelligence predefined Oracle FastFormula.

To compile your formulas use the Bulk Compile Formula process using the Submit a New Request window.

See: "Submitting a Request," *Oracle Applications User Guide*

# Set up and Customize Human Resources Intelligence Reports and Discoverer Workbooks

Oracle Human Resources and Oracle Training Administration provide you with Intelligence Reports and predefined Discoverer Workbooks which answer a wide range of tough business questions.

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**Note:** The reports and workbooks can be used with Oracle FastFormula. It is important to decide how you set up your formulas as they will affect your results. Some reports, such as the Hours Worked report, cannot be run until you have set up your formulas.

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The information in this section guides you to:

- Populate the Organization Hierarchy Tables
- Set Up a Currency Conversion Rate Type
- Set Up and Customize the Training Hours
- Set Up and Customize Manpower
- Set Up Revenue Growth and Manpower
- Set Up and Customize the Hours Worked
- Set Up and Customize the Absence Hours

## Populate the Organization Hierarchy Tables

You must populate two summary tables with the organization hierarchies used by your reports. These tables ensure that you are getting the best possible performance from your reports. To do this, use the concurrent process BIS Load Organization Hierarchy Summary Table.

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**Note:** You must run this concurrent process before you use your reports.

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Ensure that the concurrent process is run at regular intervals, for example, every day or every week. This process creates the organization hierarchies that your reports are based on.

You must also run this process when there are changes to organization hierarchies and you want to reflect them in your reports. Reports will not display accurate information if you do not run this process periodically to update the summary tables.

Add the BIS Load Organization Hierarchy Summary Table concurrent process to a request group using the Request Group window.

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**Note:** The request group must be used by the responsibility which runs the concurrent process.

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Then schedule and run the request group using the Submit Request window.

See: "Request Group" window, *Oracle Applications System Administrator's Guide* and "Submitting a Request," *Oracle Applications User Guide*

## Set Up a Currency Conversion Rate Type

Human Resources Intelligence uses the conversion rates set up in the GL Daily Rate window. You can enter a specific conversion rate type for Human Resources Intelligence, such as corporate or spot.

Use the Oracle Human Resources Table Values window.

### ■ To enter a conversion rate type:

1. Query EXCHANGE\_RATE\_TYPES in the Table field.
2. Enter BIS in the Exact field.
3. Enter the conversion type you want Human Resources Intelligence to use in the Value field, such as spot type.
4. Save the conversion rate type for Human Resources Intelligence.

Human Resources Intelligence now uses the conversion rates set up in the General Ledger Daily Rates window for the conversion rate type you have selected.



## Set Up and Customize the Training Hours

The number of training hours for your employees is displayed in the Training Success report and in the following workbooks:

- Training Success Rate
- Internal Student Success Rate
- External Student Success Rate
- Training Cost and Revenue

The duration of training events set up within Oracle Training Administration (OTA) calculates the number of hours an event runs.

Within Oracle Training Administration you can record the duration of a training event using a time period of your choice. For example, rather than recording an event in hours you might record it in weeks or months. To enable the report to display the number of hours of an event, a predefined Oracle FastFormula, `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`, converts your time periods into hours.

OTA is installed with four predefined time periods. If you record the duration of events using these predefined time periods the formula automatically converts them into the following hours:

- D (Day) = 8 Hours
- W (Week) = 40 Hours
- M (Month) = 169 Hours
- Y (Year) = 2028 Hours

---

---

**Note:** You set up time periods in Oracle Training Administration using the Lookup type `FREQUENCY`.

---

---

However, you can copy and amend the formula if the:

- Number of hours per time period do not match those of your enterprise.
- You have set up different time periods using the Lookup type `FREQUENCY`.

---

---

**Attention: Additional frequencies you have set up are not automatically converted to hours using the predefined formula. If you want to include these hours in the report and workbooks you must copy and amend the predefined template.**

---

---

### Amending the Default Hours

To ensure that the report and workbooks calculate the correct hours for your training events you can customize the predefined formula. For example, if you record the duration of a training event in days and within your training organization a day is 10 hours, you would:

1. Copy the predefined template formula  
TEMPLATE\_BIS\_TRAINING\_CONVERT\_DURATION.

You must name the new formula BIS\_ TRAINING\_CONVERT\_DURATION.  
Otherwise, the report and workbooks cannot use it.

2. Replace the number of hours a training event runs in a day.

In the predefined formula the number of hours are set as follows:

```
hours_per_day = 8
```

Replace the number of hours with 10:

```
hours_per_day = 10
```

3. Compile the new formula.

### Adding Additional Time Periods

If you have defined your own time periods using the FREQUENCY Lookup you must copy and amend the predefined formula. If you do not add your additional time periods to the formula the hours for these events will not be included in the report and workbooks.

For example, if you set up a time period called Fortnight using the Lookup code of F (Fortnight) you must:

1. Copy the predefined template formula  
TEMPLATE\_BIS\_TRAINING\_CONVERT\_DURATION.

You must name the new formula BIS\_ TRAINING\_CONVERT\_DURATION.  
Otherwise, the report and workbook cannot use it.

2. Add the additional text shown in bold to set up the formula so that it converts fortnight into hours:

```

/* Main Body of Formula */
hours_per_day    = 8
hours_per_week   = hours_per_day * 5
hours_per_fortnight = hours_per_week * 2
hours_per_month  = hours_per_week * 4.225
hours_per_year   = hours_per_month * 12

/* Calculate Duration in Hours */
IF (from_duration_units = 'Y') THEN
    hours = from_duration * hours_per_year
ELSE IF (from_duration_units = 'M') THEN
    hours = from_duration * hours_per_month
ELSE IF (from_duration_units = 'F') THEN
    hours = from_duration * hours_per_fortnight
ELSE IF (from_duration_units = 'W') THEN
    hours = from_duration * hours_per_week
ELSE IF (from_duration_units = 'D') THEN
    hours = from_duration * hours_per_day
ELSE IF (from_duration_units = 'H') THEN
    hours = from_duration
ELSE
    hours = 0

/* Calculate Duration in desired units */
IF (to_duration_units = 'H') THEN
    to_duration = hours
ELSE IF (to_duration_units = 'D') THEN
    to_duration = hours / hours_per_day
ELSE IF (to_duration_units = 'W') THEN
    to_duration = hours / hours_per_week
ELSE IF (to_duration_units = 'F') THEN
    to_duration = hours / hours_per_fortnight
ELSE IF (to_duration_units = 'M') THEN
    to_duration = hours / hours_per_month
ELSE IF (to_duration_units = 'Y') THEN
    to_duration = hours / hours_per_year
ELSE
    to_duration = 0
RETURN to_duration

```

See: *Using Oracle FastFormula*

## Set Up and Customize Manpower

Manpower is one of the key areas of your enterprise you can investigate using the Oracle Human Resources and Oracle Training Administration reports.

Manpower is not necessarily a count of the number of employees within your enterprise. Instead, it is a count based on employee assignments and budget measurement type.

### Calculating Manpower

Manpower is always based on a single budget measurement type. When running a report you select the budget measurement type as a parameter. If you enter targets for the predefined manpower performance measures they are either based on the headcount (HEAD) or Full Time Equivalent (FTE) budget measurement type.

Within Oracle Human Resources a budget measurement type and budget value can be set up for each employee assignment. When the report or performance measure runs, the manpower is calculated using this budget value.

However, if you have not entered a default budget measurement type and budget value for an assignment and a Business Group default does not exist, then manpower is either counted using Oracle FastFormula, or the manpower for the assignment is not included in the report or performance measure check.

---

---

**Note:** You can also use Oracle FastFormula if you want to customize how manpower is counted.

---

---

### Calculating Manpower using Oracle FastFormula

---

---

**Attention:** Oracle FastFormula is only used to calculate manpower if you do not have a budget value entered for an assignment.

---

---

Any formula you use has to match the budget measurement type entered in the parameters of the report. For example, if you select the budget measurement type of MONEY, then a formula must exist which is called BUDGET\_MONEY. This formula calculates manpower when a budget value does not exist for an assignment.

There are two predefined manpower formulas installed with Human Resources Intelligence. These calculate manpower if a budget value does not exist for the budget measurement type HEAD (headcount) or FTE (Full Time Equivalent).

---

**Note:** To use the predefined formula you must select Headcount or Full Time Equivalent in the reports parameter.

---

You must write a new Oracle FastFormula or amend the existing Oracle FastFormula if you want to report on other budget measurement types and include assignments which do not have budget values set up.

### Predefined Manpower Formula

Human Resources Intelligence is installed with the following two predefined Oracle FastFormulas:

- TEMPLATE\_HEAD
- TEMPLATE\_FTE

Use these formulas if:

- You have not written your own formulas.
- A value is not entered for the budget measurement type.
- You have selected the predefined budget measurement type of Headcount or Full Time Equivalent on a report, or you are using one of the following performance measures:
  - Recruitment Success by FTE
  - Recruitment Success by Headcount
  - Manpower Separation by FTE
  - Manpower Separation by Headcount
  - Manpower Variance by FTE
  - Manpower Variance by Headcount

---

**Note:** You can view the two predefined formulas using the Oracle Human Resources Formula window.

---

### TEMPLATE\_HEAD

This formula calculates the manpower as follows:

- If a value does not exist, but the assignment is a primary assignment, a default value of 1 is used. Otherwise, the assignment is ignored.

**TEMPLATE\_FTE**

If a value for Full Time Equivalent is not set up, the employment category is used to calculate the value as follows:

- If the employment category is Full Time, the value is taken as 1.
- If the employment category is Part Time, the working hours for an employee are considered. The formula uses the standard working hours for the assignment and compares them to those on either the position, organization or Business Group to determine the value for the full-time equivalent.
- If the employment category is not set up, the assignment is ignored.

The TEMPLATE\_FTE formula uses the predefined meanings set up for the Lookup types EMP\_CAT and FREQUENCY. If you have changed the predefined meanings you must copy and amend the predefined formula.

The following table lists the lookup codes and meanings for EMP\_CAT (Employment Category).

**Table 3–3   Lookup Codes and Meanings for EMP\_CAT (Employee Category)**

Lookup Code	Lookup Meaning
FR	Full-time-Regular
FT	Full-time-Temporary
PR	Part-time-Regular
PT	Part-time-Temporary

The following table lists the Lookup codes and meanings for FREQUENCY.

**Table 3–4   Lookup Codes and Meanings for FREQUENCY**

Lookup Code	Lookup Meaning
D	Day
HO	Hour
W	Week

---

**Note:** If you update a lookup meaning you must copy and amend the predefined formula.

---

For example, the predefined TEMPLATE\_FTE has the following lines which reference two of the Lookup meanings for EMP\_CAT:

```
/* If assignment is Full Time then FTE=1 */
IF asg_employment_category_code = 'FR'
OR asg_employment_category_code = 'FT' THEN
fte = 1
```

## Amending Predefined Formulas

You can also amend the predefined formulas.

---

**Note:** The Intelligence Reports and Performance Measures will use formulas you have written yourself (if they are available) before using the predefined formula.

---

You can amend predefined formulas as follows:

1. Copy the existing formula into a new formula.
2. Amend the formula to suit your enterprise.
3. If you do this, you must call the formula BUDGET\_<BUDGET-MEASUREMENT-TYPE>. Oracle Human Resources looks at a formula prefixed with BUDGET first and uses this formula rather than the predefined formula.

See: *Using Oracle FastFormula*

## Writing a User-Defined Formula

For the Human Resources Intelligence reports you can also select budget measurement types which you have set up using the BUDGET\_MEASUREMENT\_TYPE Lookup rather than using the predefined Lookups such as HEAD and FTE.

You can then set up formulas which are used when you select the user-defined budget measurement types and an assignment exists without a budget value.

---

---

**Note:** The Intelligence Reports and Performance Measures will use formulas you have written yourself (if they are available) before using the predefined formula.

---

---

If you define your own formula you must name it as follows:

BUDGET\_<BUDGET-MEASUREMENT-TYPE>

Where <BUDGET-MEASUREMENT-TYPE> is the budget measurement value you set up for the Lookup type BUDGET\_MEASUREMENT\_TYPE. For example, if you have set up a new Lookup value of PER for person, you must name your formula BUDGET\_PER. If you do not name the formula as described, the reports cannot use it to calculate the budget values.

Finally, if you are using budget measurement types in a formula they must have a corresponding database item. The following predefined database items exist:

- ASG\_FTE\_VALUE
- ASG\_HEAD\_VALUE
- ASG\_MONEY\_VALUE
- ASG\_PFT\_VALUE



## Set Up Revenue Growth and Manpower

The following Manpower Analysis reports use Revenue Model dimensions:

- Summary Manpower Analysis
- Manpower Gains
- Manpower Losses
- Separations Trends By Leaving Reason
- Separations Trends By Service Band
- Separations By Leaving Reason
- Separations By Service Band
- Separations By Competence

The Revenue Model dimensions are:

- Time

This is automatically set up within Oracle Human Resources.

- Geography

To set up geography, follow the steps in the *Business Intelligence System 11i User Guide Online Help*.

- Product

Human Resources Intelligence uses only one level of product called Product Category. Follow the steps in "Setting Up Product Categories" in the next section.

---



---

**Note:** All the performance measures, apart from Manpower Separation, use time and geography. The performance measures do not use Product Category.

---



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### Setting Up Product Categories

To set up product categories you must:

1. Associate the predefined value set HRI\_PRODUCT\_CATEGORIES with the product category segment.
2. Enter your product categories using the Oracle Human Resources Job window.

3. Map the product category to the product category dimension for the report using the Flexfield Mapping window.

■ **To set up a value set using the Value Sets window:**

1. Enter a value set name and description for your product category value set.
2. Enter format validation for your value set. You must enter:
  - The format type of Char
  - A maximum size
3. Enter the validation type of Table.
4. Click Edit Information.
5. Enter the table application of Oracle Applications BIS.
6. Enter the table name of BIS\_PRODUCT\_CATEGORIES\_V.
7. Enter the table column value of Value.
8. Save your work.

You can now use this product value set for your product category segment.

■ **To set up product categories in the Descriptive Flexfield Segments window:**

1. Select Additional Job Details in the Title field.
2. Unfreeze the flexfield.
3. Open the Global Segment.
4. Set up a segment called Product or Product Category.
5. Select the product category value set HRI\_PRODUCT\_CATEGORIES.
6. Freeze the flexfield.
7. Compile the flexfield.

See: "Defining Descriptive Flexfield Structures," *Oracle Applications Flexfields Guide*

■ **To enter product categories using the Job Window:**

1. Select the job.
2. Enter the product category in the Job Descriptive Flexfield.

3. Save your job.

See: "Defining a Job," *Using Oracle Human Resources - The Fundamentals*

■ **To map product categories using the Flexfield Mapping Window:**

1. Map the Product Category segment to the Product category dimension.

---

---

**Note:** To use the Flexfield Mapping window you use the Oracle Applications BIS Super User responsibility.

---

---

See: *Flexfield Mapping User Procedures*

## Set Up and Customize the Hours Worked

The Hours Worked report enables you to investigate the number of regular hours and overtime hours worked by a selection of employees in your enterprise.

Within Oracle Human Resources the number of regular and overtime hours worked are recorded using elements. You can set up different elements to represent overtime bands and regular hours. This gives you the freedom to record and pay employees exactly how you want.

You need to set up information about how you are recording regular and overtime hours. To do this you use Oracle FastFormula.

---

---

**Note:** You must set up the Regular Hours and Overtime band Oracle FastFormulas before you run the Hours Worked report.

---

---

### Regular Hours Formula

The first formula you set up needs to calculate the regular hours recorded for your employees.

The regular hours formula must be called:

BIS\_REG\_HOURS

You must call the formula BIS\_REG\_HOURS because the report only looks for this formula when calculating the regular hours. The formula type must be QuickPaint.

### Example: Regular Hours Formula

The follow example shows a simple formula which can be set up to display the regular hours on the report:

```
default for regular_hours_worked_pay_value_entry_value is
'0.00'
hours_worked =
to_number(regular_hours_worked_pay_value_entry_value)
Return hours_worked
```

In this example, you create a database item which includes the following:

- **regular\_hours\_worked:** This is a predefined US element used to record regular hours worked. When you write your formula use the name of your regular hours element. If you are using Human Resources in the US and use the predefined element, you can copy the example.

- **pay\_value:** The input value.
- **entry\_value:** This adds together all the hours worked for each assignment in a payroll period.

The formula also uses the following:

- **to\_number:** Which converts the result into a number.
- **hours\_worked:** Which is the variable in the return statement. You can give this variable any name.
- code to ensure that the formula always starts counting at zero.

### Overtime Band FastFormula

Overtime within your enterprise is recorded using elements. Most enterprises have more than one overtime band set up. For example, you may have an overtime band for double time, time and a half, triple time and so on.

For each overtime band you use, you must set up a formula. Each overtime band is shown as a different section of the bar on the graph. The formulas must be called:

- BIS\_OT\_BAND1
- BIS\_OT\_BAND2
- BIS\_OT\_BAND3

and so on.

The number at the end of the formula name should change with each overtime band. The report shows up to 10 overtime bands, therefore you can write up to 10 formulas.

When you set up your formula in the Oracle Human Resources Formula window, the description you enter in the Description field is used by the Hours Worked report to label each overtime bar on the chart. Only the first 20 characters of the description are used.

Set up the Oracle FastFormula type as QuickPaint.

---

**Note:** If you are using Oracle Human Resources in the United States and have used the predefined Overtime element, refer to “Overtime Band FastFormulas in the United States” on page 3-85.

---

Elements can be set up in different ways to record overtime. The following two examples illustrate the formulas to write for different elements.

### **Example 1 - A Single Element with Input for Each Overtime Band**

An element is set up called Overtime. The element has the following input values, each recording information about a different overtime band:

- Time and a Half Hours (Hours)
- Double Time Hours (Hours)
- Triple Time Hours (Hours)

This element records three overtime bands, therefore you need to set up three formulas.

#### **Formula 1**

The first formula is called BIS\_OT\_BAND1 and is shown below:

```
default for overtime_time_and_a_half_hours_entry_value is '0.00'  
hours_worked = to_number(overtime_time_and_a_half_hours_entry_value)  
return hours_worked
```

#### **Formula 2**

The second formula is called BIS\_OT\_BAND2 and is shown below:

```
default for overtime_double_time_hours_entry_value is '0.00'  
hours_worked = to_number(overtime_double_time_hours_entry_value)  
return hours_worked
```

#### **Formula 3**

The third formula is called BIS\_OT\_BAND3 and is shown below:

```
default for overtime_triple_time_hours_entry_value is '0.00'  
hours_worked = to_number(overtime_triple_time_hours_entry_value)  
return hours_worked
```

### **Example 2 - Multiple Elements, One for Each Overtime Band**

In this example a different element is set up for each overtime band. The following three elements are set up:

- Time and a Half
- Double Time

## ■ Triple Time

You need to set up a formula for each element.

### Formula 1

The first formula is called BIS\_OT\_BAND1 and is shown below:

```
default for time_and_a_half_hours_entry_value is '0.00'
hours_worked = to_number(time_and_a_half_hours_entry_value)
return hours_worked
```

### Formula 2

The second formula is called BIS\_OT\_BAND2 and is shown below:

```
default for double_time_hours_entry_value is '0.00'
hours_worked = to_number(double_time_hours_entry_value)
return hours_worked
```

### Formula 3

The third formula is called BIS\_OT\_BAND3 and is shown below:

```
default for triple_time_hours_entry_value is '0.00'
hours_worked = to_number(triple_time _hours_entry_value)
return hours_worked
```

## Overtime Band FastFormulas in the United States

If you are using Oracle Human Resources in the United States and you used the predefined Overtime element to record information about overtime, writing the formula is simple. Oracle Human Resources provides a predefined example of the formula you need to write. The example formula is called EXAMPLE\_BIS\_OT\_BAND1 and can be viewed using the Formula window.

The sample formula is shown below:

```
/*****
FORMULA NAME: EXAMPLE_BIS_OT_BAND1
FORMULA TYPE: Quickpaint
DESCRIPTION: This is an example of the syntax required for the
              formula you need to set up for use with
              the Hours Worked Report. The function
              get_hours_worked calculates total hours worked from
              the Overtime element predefined with US Payroll.
INPUTS:      None
DBI Required: None
Change History
```

```

10 Sep 98      jmay      Created
*****/
/* Defaults Section */
/* Inputs Section */
/* Main Body of Formula */
hours_worked = get_hours_worked(1.5)
RETURN hours_worked

```

---



---

**Note:** This example only works if you use the predefined US Overtime element.

---



---

## Setting up the formulas

### ■ To set up formulas for your overtime bands:

1. Set up a new formula for each overtime band you use. Each overtime band is shown as a different section of the bar on the graph. The formulas must be called:
  - BIS\_OT\_BAND1
  - BIS\_OT\_BAND2
  - BIS\_OT\_BAND3
 and so on.
2. Copy the text from the example. The `get_hours_worked` function uses the correct US predefined element.
3. Adjust the multiplication factor. This is in the first line of the formula and is shown below in bold.

```
hours_worked = get_hours_worked(1.5)
```

This example formula has been written using a multiplication factor of 1.5 (time and a half). If you are setting up the formula for double time, change the multiplication factor to 2. If you are setting the formula for triple time, change the multiplication factor to 3, and so on.

4. Save the formula.



## Set Up and Customize the Absence Hours

The Absence Hours report retrieves a record of the number of absence hours for each employee. If you do not record the time in hours, a predefined formula is used to convert the time into hours.

The predefined formula, `TEMPLATE_DAYS_TO_HOURS`, uses the working hours and frequency set up as standard working conditions to convert the number of days to hours.

If you have not set up standard working conditions for your employees or the standard working conditions do not provide the number of hours in a day, the predefined template makes the following assumptions:

- 8 hours are worked per day.
- 5 days are worked per week.
- 21 days are worked per month.

By copying the template, you can amend the working hours rules to those of your enterprise. You can also write a new working hours formula. If you do copy or replace the predefined template you must name the new template `TEMPLATE_BIS_DAYS_TO_HOURS`.

See: *Using Oracle FastFormula*

## Marketing Intelligence

This section contains the tasks required to set up and customize Marketing Intelligence reports and performance measures. The information in this section guides you to:

- Set Up Profile Options
- Verify Inventory Items Assigned to Sales Categories
- Verify Interaction Outcomes and Results
- Run Concurrent Programs
- Set Up and Customize Performance Measures and Alerts

---

---

**Note:** The first four tasks must be completed before users can run Marketing Intelligence reports.

---

---

### Set Up Profile Options

It is necessary to set up the following Profile Options to run the Marketing Intelligence concurrent programs and reports. These are set up using the System Administration responsibility.

#### CRM BIS:Period Set Name

This profile is used to set the calendar which will be used for reporting.

#### CRM BIS:Period Type

This profile is used to set the period level at which you would like to summarize and store your data. For example, if you set the period type to be Month, then the data is summarized and stored by the months defined for the calendar that was chosen in the profile CRM BIS: Period Set Name.

---

---

**Note:** Period Types and Calendars must first be defined in Oracle General Ledger using the GL Super User responsibility.

See: *Oracle General Ledger User Guide* for more information on creating user types and calendars.

---

---

## Verify Inventory Items Assigned to Sales Categories

In order to report on revenue by product, inventory items must be assigned to the sales categories within the Sales Category Set. If no Sales Categories exist:

1. Define Sales Categories within the Sales Category Set. The Sales Category Set has been provided.
2. Assign Inventory Items to the Sales Categories within the Sales Category Set.

See: *Oracle Inventory User Guide* for details on how to define categories and assign items to categories.

## Verify Interaction Outcomes and Results

In order to report on Response Rates, the following flags must be set for Interaction Outcomes and Results:

- Positive Outcome flag for those outcomes that identify the interaction as a Target
- Positive Response flag for those outcomes that identify the interaction as a Response

### ■ To set the flags:

1. Log in to the Business Intelligence System and assume the CRM Administrator responsibility.
2. Select the Interaction History Administration form.
3. Set the Positive Outcome Flag to Y for those outcomes that identify the interaction as a Target.
4. Set the Positive Response Flag to Y for those results that identify the interaction as a Response.

## Run Concurrent Programs

The Marketing Intelligence reports available with this release of the Business Intelligence System rely on summarized data that is created by running various concurrent programs from Oracle Applications. Refer to "Marketing" in Chapter 4, "Periodic Processes" for all the steps to run each of the programs.

## Set Up and Customize Performance Measures and Alerts

The person doing this work must have the appropriate security level in order to accomplish these tasks. Please refer to the *Oracle BIS 11i User Guide Online Help* for additional information about the Performance Measures and the Performance Management Framework.

### Viewing Performance Targets

#### ■ To view Performance Targets:

1. Log on to the Business Intelligence System Personal Homepage.
2. Choose BIM Performance Management Framework menu option from the Navigate Region.
3. Choose Performance Targets submenu. The Performance Target Level Selection screen appears.
4. Choose a Target Level from the list of values.
5. Choose an Organization from the list of values.
6. Click on Find Targets. The dimensions associated with the chosen measure appear.
7. Choose values for the dimensions. If no values are chosen, all targets for the chosen organization displayed.
8. Click on Retrieve. A table of target data for the Standard business plan is displayed.
9. To view targets for a different business plan (for example, the Industry Benchmark), choose the desired business plan from the List of Values.
10. Click on Refresh. A table of target data for the chosen business plan is displayed. To view the next 10 values, click on Next 10, and so forth.
11. When finished viewing targets, click one button. The Targets screen appears.

## Set Up Performance Targets

### ■ To set up Performance Targets:

1. Log on to the Business Intelligence System Personal Homepage.
2. Choose the BIM Performance Management Framework menu option from the Navigate Region.
3. Choose the Performance Targets submenu. The Performance Target Level Selection screen appears.
4. Choose a Target Level from the list of values.
5. Choose an Organization from the list of values.
6. Click on Find Targets. Dimensions associated with the chosen performance measure, target level and organization appear.
7. Choose values for the dimensions. If no values are chosen, all targets for the chosen organization (of the selected measure) are displayed.
8. Click on Retrieve. A table of target data for the Standard business plan is displayed.
9. To view targets for a different business plan (for example, the Industry Benchmark), choose a Business Plan from the list of values.
10. Click on New. The Performance Target Details screen, with additional regions, appears.
11. Choose a Dimension value from the list of values.

### Selecting Business Plans

12. Choose a Business Plan from the list of values.
13. Enter a numeric value in the Target field.

---

**Important:** If a function has been set to compute the target, entering a number in the Target field overrides the computing function.

---

### Filling-in Tolerance Ranges and Selecting Responsibilities

14. Enter the first Tolerance Range percentages for this target.

15. Choose the responsibility to be notified if Actual performance falls outside of the first tolerance range.
16. Repeat steps 14 and 15 for the second and third tolerance ranges.

---

---

**Note:** We recommend notifications be escalated as the tolerance range increases.

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---

17. Click on Done to save your work. The target data table with the new targets appears.
18. Click on the Home icon at the top of the window to return to the Personal Homepage.

---

---

**Notes:** You can now monitor the performance of the actual value compared to the target on the Personal Homepage.

At any point, you can click on Save Changes to save your intermediate work

---

---

# Operations Intelligence

## Set Up and Customize Operations Intelligence Workbooks

The Expired Inventory Worksheet, which is part of the Supply Chain Inventory Analysis Workbook, displays data in the following hierarchical fashion:

- Level 1: Onhand Balances.Organization Name
- Level 2: Onhand Balances.Subinventory Name
- Level 3: Onhand Balances.KF:Inventory Item Name
- Level 4: Onhand Balances.Lot Number

The third level KF:Inventory Item Name is a key flex column for Item Name and is defined in the Onhand Balances folder. Whenever this folder is refreshed from the database, this key flex column is replaced with the database column that stores the concatenated item name. This means that the refresh process causes the last two levels to disappear from the hierarchy.

When you complete your implementation of the Business Intelligence System and have refreshed all of the folders, you must recreate the hierarchy with the correct column name for the third level.

*See: Flexfield Mapping User Procedures*

## Process Manufacturing Intelligence

This section contains the steps you need to setup and customize Process Manufacturing Intelligence before using your Oracle Business Intelligence System reports and workbooks.

---

---

**Note:** This information also includes postinstallation steps specific to Process Manufacturing Intelligence. All steps must be completed before you start using Process Manufacturing Intelligence.

---

---

The following topics are covered:

- Set Up Profile Options
- Verify Inventory, Cost, and GL Calendars
- Verify Item Cost
- Set the UOM Conversion Factor
- Enabling Segment Value Security for Business Views
- Security Model for Process Manufacturing Intelligence
- Performance Measures and Target Levels
- Periodic Processes

### Set Up Profile Options

It is necessary to set up Profile Options specific to Oracle Process Manufacturing. These are set up using the System Administration responsibility.

#### PMI: Default UOM Conversion

This profile is used to set the global Unit Of Measure conversion value across Oracle Process Manufacturing. All item quantities shown in Process Manufacturing Intelligence reports are expressed in this global UOM. You must set conversion factors, if needed, to convert from each item's primary UOM to the UOM specified here. If you do not set the conversion factor for any items, then converted quantities are set to zero. This profile option is set only at the site level.



**PMI: Default Company All**

This profile is used by PMI security to provide access to data for a company. Set this profile option at the responsibility level. Refer to the topic on Security Model for Process Manufacturing Intelligence for more details.

---

---

**Note:** This information also includes postinstallation steps specific to Process Manufacturing Intelligence. All steps must be completed before you start using Process Manufacturing Intelligence.

---

---

**PMI: Default Company**

This profile is used by PMI Security to select a particular company.

**PMI: Reason Code**

When the batch is completed, the transaction in the inventory transaction table does not reflect the correct grade of the product. The value specified for the PMI: Reason Code profile is used by PMI to display the production grade of the product from the grade immediate transaction by selecting the right transaction. When the grade of a manufactured lot is determined, it is assigned using the change grade transaction. When performing this task, use this reason code to identify the grade change as a manufacturing result. The reason code identified by the PMI: Reason Code profile is reserved for this purpose. It enables PMI to distinguish manufacturing grade changes from those resulting from damage, contamination, expiration, and so on.

**PMI: Reason Code for Batch Adjustment**

This profile option is used by the Production Analysis workbook to calculate the number of times the batch is adjusted. If any new ingredient is added or any ingredient is changed, then that batch is considered as adjusted.

**PMI: Late Batches Threshold (in Hours)**

The profile value is used in generating the Late Completed Batches report output. If this profile value is set to 1, then the batch is considered late when its actual completion time is greater than the planned completion time by more than an hour.

**PMI: Lot Genealogy Late Refresh Date**

This profile value is read and updated by the Lot Genealogy summary refresh concurrent program to store the date and time of the last refresh. Do not update the value, unless you have been instructed by the Oracle Support.

## Verify Inventory, Cost, and GL Calendars

### Inventory Calendar

The Inventory Calendar is used to control inventory transactions posting. Each company is attached to the individual fiscal year. The Inventory Calendar can be in any of three states: Open, Preliminary, or Closed. If it is closed, you cannot process any inventory transactions for the closed period. The Inventory Calendar must be set for all the companies for the Fiscal Year and Period which are used in PMI.

To set up Inventory Calendar:

1. Set the default company using the Session Parameters window.
2. Navigate to the Inventory Calendar window in the Oracle Process Manufacturing Inventory Setup.
3. Query by fiscal year. If no records are found for the calendar you are searching,
4. Enter the Calendar information.

### Cost Calendar

The Cost Calendar is used in cost posting. It must be set for all the companies for Fiscal Year and Cost Method. The Cost Calendar can be in any of three states: Open, Preliminary or Final Close. If a period is closed you cannot process any item cost transactions for the closed period. Refer to the *Oracle Process Manufacturing Cost Management User's Guide* for setting up cost calendars.

---

---

**Note:** We suggest you keep all three calendars synchronized. When any of the calendars is closed, you must run the summary table population concurrent programs before running your reports.

---

---

### GL Calendar

This calendar must be set for all the companies for Fiscal Year, Quarter and Period. Refer to the *Oracle General Ledger User's Guide* to set up GL Calendar.

## Verify Item Cost

### Item Cost

Run the Cost Rollup and Cost Update concurrent programs to update the cost of individual items. You can also set up item cost directly in the Cost Details window.

If you do not update your item costs, the summary population table populates the value as 0 even if the quantity is greater than 0.

To set up Item Cost:

1. Navigate to Cost Details in Oracle Process Manufacturing Financials.
2. Select OPM Financials > Cost Management > Standard Costs > Cost Rollup.
3. Select OPM Financials > Mfg Acctg Controller > GL Cost Update.
4. Enter the cost for each item.

See: *Oracle Process Manufacturing Implementation Guide* for more details.

## Set the UOM Conversion Factor

Set the conversion factor for each individual item for the UOM set in the PMI: Default UOM Conversion profile option.

**To set the UOM Conversion Factor:**

- Navigate to Units of Measure in Oracle Process Manufacturing System Administration.
- Query the UOM code and set the conversion factor.

## Enabling Segment Value Security for Business Views

Segment value security is now provided for the General Ledger business views using the profile option Initialization SQL Statement Oracle. Use the following guidelines to enable segment value security for your General Ledger Business Views.

### General Ledger Responsibilities

If you are accessing the GL business view using a GL responsibility:

1. Ensure that segment value security rules are defined for your GL responsibility.
2. The profile option Initialization SQL Statement Oracle is already populated and segment value security is already enabled for the GL application. This means that any GL responsibility you use already has segment value security enabled.

There are no additional setup steps required.

## Responsibilities Not Associated with General Ledger

If you want to access the GL business views with a responsibility not associated with the General Ledger:

1. Ensure that segment value security rules are defined for your responsibility.
2. Ask your Application Administrator to populate the profile option Initialization SQL Statement Oracle for the responsibility by entering the following text:

```
begin gl_security_pkg.init; end;
```

---

### Notes:

- Refer to the *Oracle Human Resources User Guide* for more details.
  - Segment Value is used in addition to Set of Books security for the GL workbook.
- 

## Performance Measures and Target Levels

Every Target Level is secured to a responsibility. Only responsibilities that have been granted access to a target level may set targets for the performance measure, receive notifications or monitor the target level on the Personal Homepage.

### Granting Access to Target Levels

Perform the following steps to grant access to Performance Measures-Target Levels to Responsibilities:

To grant access to a target level:

1. Go to the Performance Measure form and choose Target Levels.
2. In the Access region of the Target Level form, select from the list of responsibilities in the Available section and move them to the Selected section.

Refer to the *Business Intelligence System 11i User Guide Online Help* for details on the Performance Management Framework feature and how to add or update Performance Measures, Targets and Target Levels.

### Targets

Users can set targets for the target levels they have access to. The list of organizations a user can choose from the Targets form is restricted by his or her responsibilities.

- Operating Units—Secured by profile option MO: Operating Unit
- Inventory Organizations—Security set using the Organization Access form
- Process Manufacturing Companies—Secured by responsibility
- Process Manufacturing Organizations—Secured by responsibility
- Process Manufacturing Warehouses—Secured by responsibility

The list of time periods a user can choose is dependent upon the organization's calendar (period set). All organizations other than Human Resources (HR) Organizations are assumed to use the financial calendars from GL

**Process Manufacturing Intelligence Performance Measures**

Following are the performance measure of PMI:

- OPM % Production Completed Late Measure
- OPM Gross Margin % Measure
- OPM Production Usage Value Measure
- OPM Production Usage Variance Measure
- OPM Production Yield Value Measure
- OPM Production Yield Variance Measure
- OPM Yield vs Usage Ratio Measure

The following levels are supported for the measures listed above.

**Table 3–5   Production Levels**

Inventory Location	Organization	Time
Process Manufacturing Organization	Process Manufacturing Company	Fiscal Month
Process Manufacturing Organization	Process Manufacturing Company	Fiscal Quarter
Process Manufacturing Organization	Process Manufacturing Company	Fiscal Year
Total Inventory Locations	Process Manufacturing Company	Fiscal Month
Total Inventory Locations	Process Manufacturing Company	Fiscal Quarter
Total Inventory Locations	Process Manufacturing Company	Fiscal Year

- OPM Inventory Turns Measure
- OPM Onhand Inventory Value Measure

The following levels are supported for the measures listed above..

**Table 3–6 Inventory Levels**

<b>Inventory Location</b>	<b>Organization</b>	<b>Time</b>
Process Manufacturing Organization	Process Manufacturing Company	Fiscal Month
Process Manufacturing Organization	Process Manufacturing Company	Fiscal Quarter
Process Manufacturing Organization	Process Manufacturing Company	Fiscal Year
Process Manufacturing Warehouse	Process Manufacturing Company	Fiscal Month
Process Manufacturing Warehouse	Process Manufacturing Company	Fiscal Quarter
Process Manufacturing Warehouse	Process Manufacturing Company	Fiscal Year
Total Inventory Locations	Process Manufacturing Company	Fiscal Month
Total Inventory Locations	Process Manufacturing Company	Fiscal Quarter
Total Inventory Locations	Process Manufacturing Company	Fiscal Year

- OPM Current Expired Items Value % Measure

The following levels are supported for the measures listed above..

**Table 3–7 Current Expired Item Levels**

<b>Inventory Location</b>	<b>Organization</b>	<b>Time</b>
Process Manufacturing Organization	Process Manufacturing Company	Total Time
Process Manufacturing Warehouse	Process Manufacturing Company	Total Time
Total Inventory Locations	Process Manufacturing Company	Total Time

## Purchasing Intelligence

Security Access to Purchasing Intelligence reports is determined by the profile option setting for "POA: Global Security," and by the responsibilities assigned to the user.

### **Set Purchasing Intelligence Global Security Profile Option**

The system administrator sets the profile option at the Site, Application, Responsibility or User level. Purchasing Intelligence reports determine the security access by looking at the lowest level (User) first. If a value is not set at this level, the next level up is considered until a value is found or all levels have been checked. If no value is set at any of the levels, the profile option defaults to No, meaning no global access. The user still has access to at least one operating unit if the profile option is set to No.

When the profile option is set to Yes, the user has access to all operating units. If the Profile option is set to No, the reports include data from the set of operating units that correspond to each of the responsibilities assigned to the user.

1. Select the system administrator responsibility.
2. Navigate to Profile > System.
3. Query for the POA:Global Security profile option, at the level for which you want to set the profile option.
4. Assign the value desired.
5. Save your work.



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## Periodic Processes

The chapter describes how to run and schedule periodic processes for specific application groups. Concurrent processes for the following applications are covered:

- Call Center on page 4-2
- Customer on page 4-2
- General Ledgerr on page 4-3
- Human Resources on page 4-4
- Inventory on page 4-5
- Marketing on page 4-5
- Planning on page 4-11
- Process Manufacturing on page 4-12
- Projects on page 4-14
- Purchasing on page 4-15
- Quality on page 4-15
- Web Employees on page 4-17
- Work in Process on page 4-17

### Run and Schedule Prerequisite Processes

Some of the reports available in the Oracle Business Intelligence System require that you prepare summarized data before the reports are run by users. The summarized data is created by running various concurrent programs from Oracle Applications.

---

To ensure that your BIS users always have up-to-date information for their reports, we suggest that you schedule the concurrent programs to run at specified intervals. Use the Oracle Applications Standard Request Submission (SRS) feature to schedule the programs.

See: *Oracle Applications System Administrator Guide*

## Call Center

The Call Center Intelligence reports available in the Oracle CRM Business Intelligence System report on summarized data. The summarized data is created by running various concurrent programs from Oracle Applications.

Run the concurrent program BIXSUMPB — BIX Interaction Summary Load program to populate the Interaction Summary tables. Run the concurrent program BIXSERSB — BIX Server Summary Load program to populate the Server Summary tables. In order to have the most current data, we suggest that these programs be scheduled to hourly. Run the concurrent program BIXPURIN every 48 hours to purge the interactions tables.

### ■ To run the Call Center Intelligence concurrent programs individually

1. Navigate to the Submit Requests window.
2. Choose the Single Request option.
3. Choose a concurrent program from the list of values.
4. Specify the Program Parameters.
5. Submit your request.

**Customer** Use the Oracle Applications Standard Request Submission (SRS) feature to schedule the programs. Select the concurrent program Customer Summary Extraction from the Standard Request Submission (SRS) form.

### ■ To run the Customer Summary Extraction (BICSUMM) program:

1. Navigate to the Submit Requests window.
2. Choose Program - Customer Summary Extraction.
3. Specify program parameters from the table that follows:

---

**Table 4–1 Customer Summary Extraction Program Parameters**

Parameter Name	Description
Start Date	Date of the period start for the extraction process
End Date	Date of the period end for the extraction process
Delete Flag	Default is N. If set to Y, first delete records for the date range, measure and organization.
Measure Code	Default is null. If specified, extract data for only that measure.
Operating Unit	Default is null. If specified extract data for only that organization.

The first time this program is run, do not specify any parameters, so that the defaults will be used. Make sure the profile option BIC\_SMRY\_EXTRACTION\_DATE is setup for the earliest date for which summary data should be extracted.

## General Ledger

The financial reports available in BIS require that you prepare summarized data before the reports are run by users. The summarized data is created by running a concurrent program in General Ledger.

To ensure that your BIS users always have up-to-date information for their reports, we suggest that you schedule the concurrent program to run at specified intervals. Use the Oracle Applications Standard Request Submission (SRS) feature to schedule the programs.

See: *Oracle Applications User Guide* and *Oracle Applications System Administrator Guide*

Run the concurrent program GLOSUM — Financial Item Data Collection before your BIS users run the following General Ledger reports:

GLXOAFIR.rdf — Expenses

GLXOAFIR.rdf — Revenues

GLXOAFIR.rdf — Current Ratio

GLXOAFIR.rdf — Profit Margin

GLXOAFIR.rdf — Contribution Margin

GLXOAEPS.rdf — Earnings Per Share

■ **To run the Financial Item Data Collection concurrent program:**

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**Note:** You must complete the Defining Financial Items task before running the Financial Item Data Collection program. See Chapter 3 for details.

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1. Navigate to the Submit Requests window.
2. Choose Program - Financial Item Data Collection from the list of values.
3. Specify the Program Parameters:

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**Note:** If the chosen period is not the last period of a quarter, the Earnings Per Share report displays Earnings Per Share amounts for the previous quarter. If the chosen period is the last period of a quarter, the Earnings Per Share report displays Earnings Per Share amounts for that quarter.

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**Secondary Drilldown Segment:** Choose Department to enable secondary drilldown in Business Intelligence System reports by department. Choose Sub-Account to enable secondary drilldown in Business Intelligence System reports by subaccount. Choose Product to enable secondary drilldown in Business Intelligence System reports by product.

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**Note:** This parameter has no impact on Earnings Per Share reports. You cannot drill down to a secondary segment in the Earnings Per Share report.

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4. Submit your request.

## Human Resources

See Chapter 3, *Setup for Intelligence Areas* for detailed information regarding Human Resources postinstallation steps.

Marketing

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## Inventory

Run the concurrent program INVTURNITMS — Summarize Balances at Item Level for Open Periods — before your users run the following Inventory Reports:

INVTURNS.rdf — Inventory Turns by Period

INVTNORG.rdf — Inventory Turns by Organization

Run the same concurrent program before your users run the following worksheets in the Discoverer workbook INVSCIAL.dis:

Inventory Turns (for Organizations by Year)

Inventory Turns (by Organizations by Month)

Inventory Turns (by Organization Items by Year)

Inventory Turns (by Organization Items by Month)

Inventory Carrying Costs (for Organizations by Year)

Inventory Carrying Costs (for Organizations by Month)

Inventory Carrying Costs (for Organization Items by Year)

Inventory Carrying Costs (for Organization Items by Month)

The concurrent program INVTURNITMS is included in the All Inclusive GUI request group for Oracle Inventory, for standard submission. The concurrent program also runs automatically when a period is closed.

## Marketing

The Marketing Intelligence reports available in the Oracle CRM Business Intelligence System rely on summarized data. The summarized data is created by running various concurrent programs from Oracle Applications.

You can run the programs either individually or collectively using the request set that we have provided. We suggest that you run the programs collectively using the request set provided to collect your data. You need to log in using the Marketing Intelligence Collection Manager responsibility in order to run the programs.

You also need to complete the following steps before you run any of the Marketing Intelligence programs:

1. Set up profile options for Reporting Calendar and Period Type. See "Set Up Profile Options" in the "Marketing Intelligence" section of Chapter 3, "Setup for Intelligence Areas".

- 
2. Assign Inventory Items to Sales Categories. See "Verify Inventory Items Assigned to Sales Categories" in the "Marketing Intelligence" section of Chapter 3, "Setup for Intelligence Areas".
  3. Set up interaction outcomes and results. See "Verify Interaction Outcomes and Results" in the "Marketing Intelligence" section of Chapter 3, "Setup for Intelligence Areas".

Run the concurrent program CSTBISLD — BIS Margin Analysis Load Run — before you run the other Marketing Intelligence concurrent programs. This program collects revenue and margin information which is used by some of the other Marketing Intelligence concurrent programs.

■ **To run the program CSTBISLD — BIS Margin Analysis Load Run:**

1. Navigate to the Submit Requests window.
1. Choose the Single Request option.
2. Choose the program BIS Margin Analysis Load Run from the list of values.
3. Specify the Program Parameters as follows:

**From Date:** This is an optional parameter. If you leave it blank, the program processes all data.

**To Date:** This parameter is optional. If you leave it blank, the program will process all the data up to the current system date.

**Overlap Days:** This parameter is optional. If the Load Option is Incremental and the From Date is not blank, then the program processes all data from the previous program run date - overlap days up to the To Date.

**Load Option:** This parameter is mandatory and can either be Refresh or Incremental. If you choose the Refresh option, the program processes all data. We recommend that you run the program with the Incremental option.

4. Submit your request.

■ **To run the Marketing Intelligence Data Collection programs collectively:**

1. Navigate to the Submit Requests window.
2. Choose the option Request Set.
3. Choose the Request Set BIM OLTP COLLECTION.
4. Specify the Program Parameters for the first collection program as follows:

---

**Period Year:** Year for which you would like to collect the data.

**Start Period:** Enter the period number for the start period. For example, if the CRM BIS:Period Type profile is set to Month, then the valid period numbers are 1 through 12.

**End Period:** Enter the period number for the end period.

---

**Note:** If you do not specify any parameters, the data is only collected for the current period as determined by the profile option.

---

5. Submit your request.

■ **To run the Marketing Intelligence Data Collection programs individually:**

1. Navigate to the Submit Requests window.
2. Choose the option Single Request.
3. Choose a concurrent program from the list of values.
4. Specify the Program Parameters as mentioned above.
5. Submit your request.

---

**Warning:** If you change any profile options after data has been collected for the first time, we highly recommend that you run the programs again to recollect all your data from the beginning or you may get incorrect data in your reports.

---

Collection details for each concurrent program can be viewed in the concurrent program log files.

## Reports

Marketing Intelligence uses meta data-driven reporting. All the queries for the reports are stored in the ak repository. The AK tables used for storing the meta data are:

- AK\_REGIONS
- AK\_REGION\_ITEMS
- AK\_QUERY\_OBJECTS

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- **AK\_QUERY\_OBJECT\_LINES**

Each report is assigned a unique region code and all reports categorized into templates based on the layout of the report data and the graph type. This means any template (rdf file) can be used to run all the reports which have the same look and feel. Region code is passed as a parameter to the report to fetch the query from the AK repository and run the respective report.

**Performance and Acquisition Reports:** The table below lists concurrent programs that populate the Performance and Acquisition summary tables:

***Table 4–2 Performance and Acquisition Concurrent Programs and Summary Tables***

<b>Concurrent Program</b>	<b>Summary Table Loaded</b>
BIM_CMPGN_PERF_SUMM_PKG	BIM_CMPGN_PERF_SUMM
BIM_CUSTOMER_REV_PKG	BIM_CUSTOMER_REV_SUMM
BIM_EVENT_PERF_SUMM_PKG	BIM_EVENT_PERF_SUMM
BIM_TRGT_SGMT_PERF_PKG	BIM_TRGT_SGMT_PERF_SUMM

Run these concurrent programs prior to running the following Performance and Acquisition reports:

BIMTPL03.rdf and BIMTPL04.rdf:

- Campaign Performance
- Campaign Activity Performance
- Marketing Channel Performance
- Event Performance
- Event Offering Performance
- Target Segment Performance
- Sales Channel Revenue Performance
- Product Performance

BIMTPL05.rdf and BIMTPL06.rdf:

- Campaign Acquisition Reports
- Campaign Activity Acquisition Reports



- Marketing Channel Acquisition  
BIMTPL01.rdf and BIMTPL02.rdf — Market Segment Revenue  
BIMTPL08.rdf and BIMTPL09.rdf — Sales Channel Comparison  
BIMSCLPP.rdf — Sales Channel Product Performance

**Response Rate Reports:** The table below lists concurrent programs that populate the Response Rate summary tables:

**Table 4–3 Response Rate Concurrent Programs and Summary Tables**

Concurrent Program	Summary Table Loaded
BIM_CMPGN_RESP_SUMM_PKG	BIM_CMPGN_RESP_SUMM
BIM_EVENT_RESP_SUMM_PKG	BIM_EVENT_RESP_SUMM

Run these concurrent programs prior to running the following Response Rate reports:

BIMTPL05.rdf and BIMTPL06.rdf:

- Campaign Response Rates
- Campaign Activity Response Rates
- Marketing Channel Response Rates
- Event Results
- Event Offering Results
- Target Segment Response Rates
- Market Segment Response Rates
- Source List Response Rates

BIMTPL10.rdf:

- Event Results
- Event Offering Results

**Cost and Profitability Reports:** The table below lists concurrent programs that populate the Cost and Profitability summary tables:

---

**Table 4–4 Cost and Profitability Concurrent Programs and Summary Tables**

Concurrent Program	Summary Table Loaded
BIM_CMPGN_RVCST_SUMM_PKG	BIM_CMPGN_REVCOST_SUMM
BIM_EVNT_RVCST_SUMM_PKG	BIM_EVENT_REVCOST_SUMM
BIM_SRCLIST_PROFIT_PKG	BIM_SLIST_PROFIT_SUMM

Run these concurrent programs prior to running the following Cost and Profitability reports:

BIMTPL01.rdf:

- Campaign Costs
- Event Costs
- Event Offering Costs

BIMTPL01.rdf and BIMTPL02.rdf — Market Segment Revenue

BIMTPL06.rdf:

- Campaign Cost Per Lead
- Event Cost Per Lead
- Event Offering Cost Per Lead

BIMTPL11.rdf — Campaign Revenue

BIMTPL08.rdf and BIMTPL09.rdf:

- Campaign Activity Profitability
- Marketing Channel Profitability

BIMTPL09.rdf — Source List Profitability

**Lead Analysis and Sales Cycle Reports:** The table below lists the concurrent programs that load the Lead Analysis and Sales Cycle summary tables:

**Table 4–5 Lead Analysis and Sales Cycle Concurrent Programs and Summary Tables**

Concurrent Program	Summary Table Loaded
BIM_LEAD_CONV_SUMM_PKG	BIM_LEAD_CONV_SUMM
BIM_OPPr_CYCLE_SUMM_PKG	BIM_OPPr_CYCLE_SUMM

---

Run these concurrent programs prior to running the following Lead Analysis and Sales Cycle reports:

BIMLEDAG.rdf — Lead Aging

BIMLEDPP.rdf — Lead Conversion

BIMTPL05.rdf and BIMTPL06.rdf:

- Sales Channel Sales Cycle Time
- Market Segment Sales Cycle Time

## Planning

Set the profile options MRP: Plan Revenue Price List and MRP: Plan Revenue Discount Percent.

To set the profile options, log on to Oracle Applications using the System Administrator responsibility. Navigate to the System Profile Values window then set the profile options at the Application level.

See: *Oracle Applications System Administrator Guide*

Set the profile options as indicated below:

**MRP: Plan Revenue Price List** — Enter the Price List used to calculate revenue of a plan or forecast as part of Plan Performance Indicators.

**MRP: Plan Revenue Discount Percent** — Enter the Average Discount to be applied when calculating Revenue of a plan or forecast as part of Plan Performance Indicators.

After installing BIS, run your planning program again in order to populate the summary tables.

Run the following Planning reports:

MRPEPPS.rdf — Plan Performance

MRPEPPO.rdf — Organization Plan Performance

MRPEPPT.rdf — Plan Performance Trends

MRPLSO.rdf — Late Sales Order

Run the concurrent program MRPPBIS — Populate Forecast Analysis data before your BIS users run the following Planning reports:

MRPFSETA.rdf — Forecast Accuracy

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MRPDCLA.rdf — Demand Class Accuracy

MRPFSETT.rdf — Forecast Trend

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**Note:** To navigate to the Populate Forecast Analysis concurrent program, choose Populate Forecast Analysis from the Reports menu entry.

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## Process Manufacturing

Run the concurrent program PMI Onhand Sales Summary (PMI\_ONHAND\_SALE\_SUMMARY) Inventory Data Collection before your BIS users run the following Inventory reports:

PMINVTRN.rdf—OPM Inventory Turns

PMIOHDQT.rdf—OPM Onhand Inventory

Run this program daily.

Run the concurrent program PMI Production Summary (PMI\_PROD\_SUMMARY) Production Data Collection before your Business Intelligence System users run the following production reports:

PMIYLDUS.rdf—OPM Production Yield vs. Usage

PMIPRDYD.rdf—OPM Production Yield

PMIPRDUS.rdf—OPM Production Usage

PMIT10PR.rdf—OPM Top Ten Products

PMIT10US.rdf—OPM Top Ten Ingredients

Run this program daily.

Previous versions of concurrent programs did not contain debugging messages. Error messages from all of the new versions of these programs are logged to a concurrent program log file. There are two types of errors:

- **Errors** are problems severe enough to stop the concurrent program processing.
- **Warnings** provide information about problems that must be fixed to collect correct data for reports.

Alerts are designed to run the PL/SQL procedures that compare target settings against actual values and send notifications to designated responsibilities if there are deviations. Schedule the following alerts as recommended:

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BIS: OPM Inventory Turns Cmp Year

BIS: OPM Inventory Turns Org Year

BIS: OPM Inventory Turns Whs Year

We suggest you schedule this alert to run on the last day of your fiscal year.

BIS: OPM Inventory Turns Cmp Quarter

BIS: OPM Inventory Turns Org Quarter

BIS: OPM Inventory Turns Whs Quarter

We suggest you schedule this alert to run on the last day of each fiscal quarter.

BIS: OPM Inventory Turns Cmp Period

BIS: OPM Inventory Turns Org Period

BIS: OPM Inventory Turns Whs Period

We suggest you schedule this alert to run on the last day of each period.

The navigation for scheduling these alerts is:

Alert Manager > Alert > Periodic Set >

See: *Oracle Alert User Guide* for more details

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**Note:** Make sure that your Workflow background engine is scheduled to run on a regular periodic basis.

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## PMI Onhand Sales Summary

This concurrent process populates onhand and sales details for item, warehouse, Oracle GL accounting period level. The following PMI reports use the data retrieved by this concurrent process:

- OPM Inventory Turns
- OPM Onhand Inventory (Period)
- OPM Onhand Inventory (Quarter)
- OPM Onhand Inventory (Year)

---

### **PMI Production Summary**

This concurrent process populates yield and usage details for item, warehouse, Oracle GL accounting period level. The following PMI reports use the data retrieved by this concurrent process:

- OPM Top 10 Products
- OPM Top 10 Ingredients
- OPM Production Yield vs. Usage
- OPM Production Yield
- OPM Production Usage

### **PMI Batch Status Summary**

This concurrent process populates the batch status summary table. The OPM Production Analysis workbook uses the data retrieved by this concurrent process.

### **PMI Lot Genealogy Summary**

This concurrent process populates lot-to-lot associations in the Lot Genealogy summary table. The OPM Lot Genealogy workbook uses the data retrieved by this concurrent process.

### **Purge PMI Summary Table**

This concurrent process is used to purge the data for the following summary tables:

- Onhand Sales Summary
- Production Summary

## **Projects**

Run the concurrent programs PAXACMPT — PRC: Update Project Summary Amounts and PABISUMS — PRC: Refresh OBIS Summary Amounts before your Business Intelligence System users run the following Projects report:

PAPERFAN.rdf — Projects Performance Analysis

The Refresh BIS Summary Amounts process uses information created by the Update Project Summary Amounts process. Therefore, you should run the Update Project Summary Amounts process first, then the Refresh Business Intelligence System Summary Amounts process.

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**Note:** You must log in using the Project Super User responsibility in order to run the concurrent programs described above.

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## Purchasing

Run the concurrent program POAFTXPO — Populate Procurement Fact Tables before your BIS users run the following Purchasing reports:

- POASPANA.rdf — Purchases
- POASPERF.rdf — Supplier Performance
- POASPCOR.rdf — Supplier Consolidation Impact
- POASVNGS.rdf — Contract Savings Summary
- POALSSUP.rdf — Contract Savings
- POACTLKG.rdf — Contract Leakage Trend
- POASPSAL.rdf — Purchases to Sales Ratio

## Quality

Run the QLTBISB—BIS Non Conformance Load concurrent program—before your users run the Nonconformance Report. We suggest you schedule this concurrent program using the incremental rebuild method, which is the most efficient, to run on a daily basis. Selecting the "Complete Rebuild" option, while less efficient, is recommended if Quality results are deleted from the QA\_RESULTS table. This ensures that only actual results are used to generate the report.

### Quality Nonconformance Load Program

The nonconformance load program is used to transfer results from the QA\_RESULTS table to the QA\_BIS\_RESULTS TABLE. This summary table is used to generate the Nonconformance Reports. The load program is accessed from Oracle Quality in Oracle Applications. Select the menu item Quality > Other > BIS Nonconformance Loader.

This concurrent program can be set to run periodically by your Business Intelligence System users. They can select the rebuild method to be used by the program. Using the Incremental Rebuild option is the most efficient method of populating the summary table. If any Quality results are removed from the table, they must run the load program using the Complete Rebuild option in order to ensure that only actual results are used to generate the Nonconformance report.

---

### **Refresh Global Quality Results Workbook**

The Global Quality Results workbook must be refreshed whenever either of the following events takes place:

- A new collection plan is created
- A new collection element is added to an existing plan

The frequency of refreshes necessary is determined by how often changes are made to the collection plans. A refresh must be done in both the Administrator and the End User edition of Oracle Discoverer.

#### **■ To refresh the Discoverer Administration Edition:**

1. Open Business Area > Quality Data Collection Analysis. Two folders are shown: Quality Global Results and Quality Nonconformance.
2. Refresh the Business Area.
3. Click Finish. An Impact Box appears with 30 to 40 new elements, all of which are checked.
4. Click OK. The refresh is complete.

#### **■ To refresh the Discoverer User Edition:**

1. Open the workbook  
/Discoverer/QA\_Workbooks/qltnrcrb.dis:Nonconformance WB.
2. Select Edit Sheet. An Impact Box appears with 30 to 40 new elements, all of which are checked.
3. Include all elements / conditions you want.
4. Click OK. The refresh is complete.

## **Web Employees**

The sources of data in the Travel and Entertainment Metrics are the AP\_EXPENSE\_REPORT\_HEADERS and the AP\_EXPENSE\_REPORT\_LINES tables. However, the data in these tables can be deleted by the Payables Invoice Import Program. (The Payables Invoice Import Program converts expense reports into invoices.) To ensure that the data in these tables is not deleted, leave the Purge Data blank when submitting the Payables Invoice Import Program. In addition, ask your system administrator to provide additional space for these two tables.



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## Work in Process

Run the concurrent program WIPBIND — Capture Production Indicators before your BIS users run the following Work in Process reports:

- WIPBIEFE.rdf — Production Efficiency
- WIPBIEFO.rdf — Production Efficiency by Period
- WIPBIEFD.rdf — Production Efficiency by Period
- WIPBIEFW.rdf — Production Efficiency by Department
- WIPBIUZW.rdf — Utilization by Department
- WIPBISQU.rdf — Product Quality

We suggest you schedule this concurrent program to run weekly.

Run the concurrent program WIPBPTP - Capture Production Performance before your BIS users run the following Work in Process reports:

- WIPBIPPE.rdf — Performance to MPS
- WIPBIPPO.rdf — Performance to MPS by Week
- WIPBIPPC.rdf — Performance to MPS by Week
- WIPBIPPW.rdf — Performance to MPS by Product Category

We suggest you schedule this concurrent program to run weekly.

---

**Note:** The MRP Profile Options, MRP: Plan Revenue Discount Percent and MRP: Plan Revenue Price List, must be set before running the Work in Process Production Per Employee (WIPBIPAE.rdf) and Production Per Employee by Period (WIPBIPAO.rdf) reports.

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# End User Layer, Business Areas and Business Views

This chapter describes the Business Views component of Oracle Business Intelligence System, including:

- Overview of Business Views on page 5-2
- Business Areas on page 5-6
- Using Business Views on page 5-7
- Discoverer Query Tips on page 5-8

## Overview of Business Views

Supporting the Business Intelligence System are more than 700 business views residing in the Oracle Applications database. Based upon Business Logical Data Model Entities, the views sort underlying applications data into an understandable and consolidated set of information. Oracle Business Intelligence System has an End User Layer (EUL), with business areas, that translates business view column names into industry-standard terminology. The End User Layer hides the database complexity and gives users easy access to the data stored in Oracle Applications. The system also includes a flexfield view generator to capture customized flexfields in the business views.

Oracle Business Intelligence System supports Oracle Applications (OA) security in Discoverer by requiring users to choose an applications responsibility when logging in. End users and analysts can easily customize or create new workbooks using Discoverer User Edition in conjunction with the predefined Business Areas. In order to fully utilize Business Intelligence System features, Discoverer version 3.3 is mandatory with this release.

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**Additional Information:** For more information on views, see *Oracle Applications Business Objects Technical Reference Manual*.

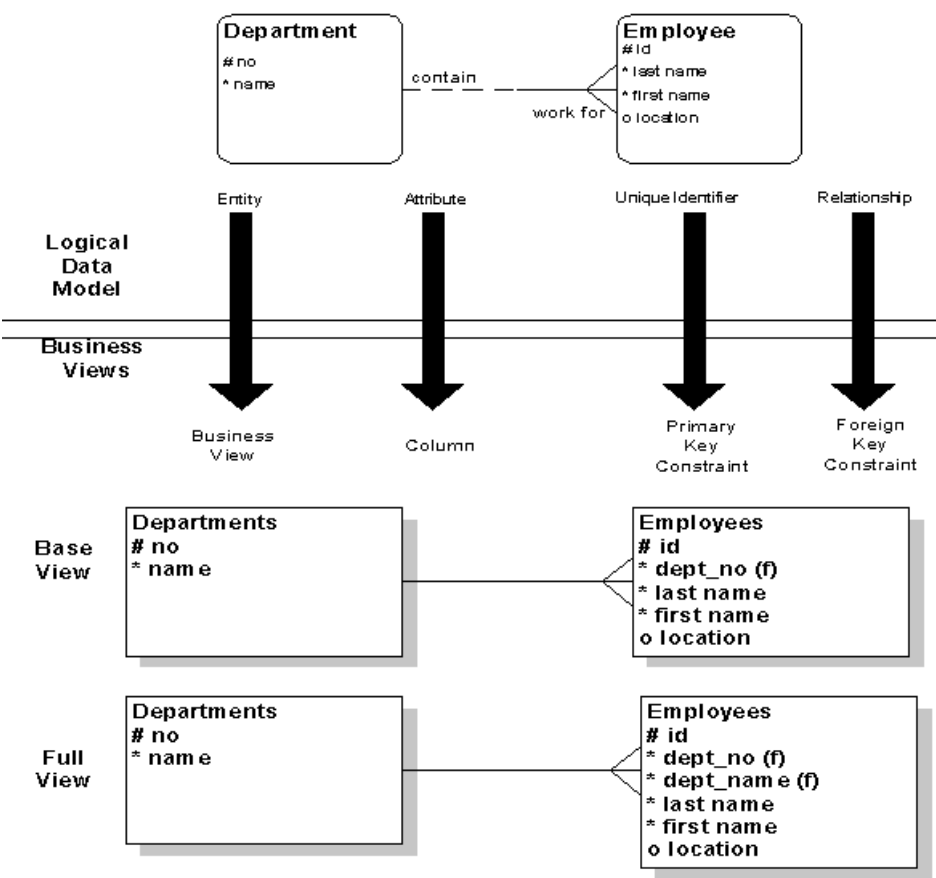
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Oracle Business Intelligence System includes two types of Business Views:

- **Base views:** Base views represent business objects as defined by the Oracle Applications Logical Data Model. They are named after the entities defined in the Logical Data Model and include one column for each attribute of the entity and one column implementing the foreign key corresponding to each relationship.
- **Full views:** Full views are similar to base views but, in addition, they resolve the foreign keys to the related objects. This concept is explained in the following example.

In this example, the Logical Data Model includes two entities, Department and Employee. Four views are provided, two base views and two full views. The base view for Employee contains a column, dept\_no, for the foreign key to Department. The corresponding full view resolves the foreign key and includes a column for dept\_name as well.



Both the Business Views and their columns are named using clear and concise business-oriented names. The names simplify construction of queries for end users by eliminating matching columns between views.

## Support for Flexfields

Business Views are designed to include setup-specific information that is unique to your installation such as:

- **Key Flexfield:** Business Views referencing a Key Flexfield include a column containing the concatenated value of the Flexfield including only the segments enabled at your site. When relevant, Business Views also include one column for each individual segment in your Key Flexfield structure and are named after the prompt provided in your setup.
- **Descriptive Flexfield:** Business Views referencing a Descriptive Flexfield include a column containing the Flexfield context, one column for the concatenated values and one column for each individual segment.

This is achieved by generating the Business Views at your site after you have completed Flexfield setup. Oracle Business Intelligence System includes a set of Business View Templates and a View Generator that, for each view, reads the template and generates the Business View.

## Support for Lookup Codes

Business Views are designed to include lookup codes and lookup values as well as providing the user-friendly representation for each code.

In order to boost performance, most lookup codes are resolved into the corresponding value by the View Generator that reads the lookup type definition and includes it in the Business View.

## Security by Organization

Business Views secure the selected rows by Organization allowing the user to query information pertaining to the Organization to which they have been granted access.

By default, Business Views reads the Multiple Organization Setup and allows the user to query information related to the Organization associated with the responsibility to which they are connected. Also, it is possible to grant access to more than one Organization at a time and to enable cross-organization analysis.

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**Note:** Human Resources uses security profiles for data security, not for multi-org Organizations.

General Ledger business views use segment value security on the accounting flexfields.

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## Discoverer End User Layer

Together with Business Views, Oracle Business Intelligence System includes an End User Layer (EUL) for Oracle Discoverer containing:

- A Business Area for each Oracle Applications Logical Data Model diagram
- A Folder for each full Business View

The EUL makes it very easy to take full advantage of Business Views and to perform even the most complex queries and analysis.

See: *Oracle Business Intelligence System Logical Data Models* for more information about Logical Data Models.

See: *Oracle Applications Business Objects TRM* for details on views and business areas.

## Business Areas

The following are all of the Business Areas as they are associated with Intelligence Areas supported in BIS Release 11i:

- Financials Intelligence
  - Fixed Assets
  - Cash Management
  - General Ledger
  - Accounts Receivables
  - Accounts Payables
  - Global Accounting Engine
  - Projects
- Human Resources Intelligence
  - Human Resources
  - Training Administration
- Operations Intelligence
  - Bills of Material and Engineering
  - Cost Management
  - Inventory
  - Items
  - Planning
  - Product Configuration
  - Work in Process (WIP)
- Process Manufacturing Intelligence
  - Process Manufacturing
- Purchasing Intelligence
  - Purchasing

See Chapter 7, "Workbook Descriptions," for information about analysis workbooks and detailed descriptions of worksheets.



## Using Business Views

This section provides you with information on how to use Business Views with your Oracle Applications data, including:

- Using Business Views with Oracle Discoverer
- Searching Business Views

### Using Business Views with Oracle Discoverer

Oracle Discoverer 3.1 provides an Applications mode that has been tailored to fit this End User Layer. In this mode, the user can connect to the Discoverer User Edition by using the Applications username and password, and indicating an Applications responsibility. This way, Discoverer users do not need to know the password for the APPS schema of your database.

For detailed instructions on using Oracle Discoverer, see the *Oracle Discoverer User Guide*.

### Searching Business Views

Oracle Business Intelligence System provides you with the ability to search Business Views in the Discoverer End User Layer.

You can customize your homepage and include the Business Views Catalog search engine. You can then specify any word or sentence in natural language and submit a search. The search engine uses Oracle ConText to query the view names, view descriptions and column names for a match based on your criteria. It returns the list of folders referencing the desired Business View; and, for each folder, it lists the folder description and the corresponding Business Area that the user can access to query it. The results are sorted according to the quality of the match.

## Discoverer Query Tips

### Avoid Blind Queries

#### What is a Blind Query?

A blind query is a query that selects most or all of the items from a business view folder without specifying any conditions.

#### Why avoid Blind Queries?

Since no condition is specified in a blind query, the query is not able to efficiently use the indexes created for the underlying tables. You may encounter poor query performance if your database contains a large amount of data.

### Account Balance Views

The following five folders in the GL business area correspond to five individual business views that refer to the account balance data in the GL\_BALANCES or GL\_DAILY\_BALANCES tables:

- Actual Balances
- Budget Balances
- Encumbrance Balances
- GL Standard Balances
- GL Average Balances

#### Period Name Index

When you create a workbook using any of the folders listed above, we suggest that you create a condition for the Period Name item. This allows the query to take advantage of the Period Name index and thus improves its performance.

Oracle also recommends using the OR statement in your condition rather than the IN statement. For example, you should use:

Period Name = Feb-99 OR Period Name = Mar-99

instead of:

Period Name IN (Feb-99, Mar-99)

## Join to GL Periods Folder

Another way to avoid a long-running query is to join your Account Balance views to the GL Periods folder. This join enables you to drill up and down among the Period Year, Quarter Number and Period Name items. A predefined hierarchy enables you to do the drills without any additional setup steps.

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**Note:** You must create a condition for the Accounting Calendar item to specify which Accounting Calendar your selected Set of Books uses. If you do not, your query may return incorrect period data.

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## Accounting Flexfield Segment Items

When you create a workbook using any of the folders mentioned above, we also suggest that you create one or more conditions for the accounting flexfield segment items such as Company, Cost Center, Account, etc. Using such conditions generally improves query performance.

# Journal Views

## Journal Batches

When you create a workbook that refers to the Journal Batches folders (including Journal Batches, Actual Journal Batches, Budget Journal Batches and Encumbrance Journal Batches), we recommend that you create conditions for Journal Batch Name and Period Name items, if possible. This allows the query to take advantage of the underlying index and thus improves its performance.

## Journal Entries

When you create a workbook that refers to the Journal Entries folders (including Journal Entries, Actual Journal Entries, Budget Journal Entries and Encumbrance Journal Entries), we recommend that you create conditions for Journal Entry Name and/or Period Name items, if possible. This allows the query to take advantage of the underlying index and thus improves its performance.

## Journal Lines

When you create a workbook that refers to the Journal Lines folders (including Journal Lines, Actual Journal Lines, Budget Journal Lines and Encumbrance Journal Lines), we recommend that you create conditions for Journal Entry Name and

Period Name items, if possible. This allows the query to take advantage of the underlying index and thus improves its performance.

### **Complex Queries**

When you create a workbook that joins two or more of the folders listed above, we recommend that you create conditions for Journal Batch Name, Journal Entry Name and/or Period Name items. This allows the query to take advantage of the underlying indexes and thus improves its performance.

### **Accounting Flexfield Segment Items**

When you create a workbook using any of the folders listed above, we also suggest that you create one or more conditions for the accounting flexfield segment items such as Company, Cost Center, Account, etc. Using such items generally improves your query performance.

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## Security Overview

Security in the Business Intelligence System Release 11*i* is handled differently for some areas. This section covers the following topics:

- Intelligence Reports on page 6-2
- Analysis Workbooks and Business Views/End User Layer on page 6-10
- Performance Management Framework on page 6-11
- The Personal Homepage and its regions on page 6-13

## Intelligence Reports

### **Oracle Applications Security**

For most reports, security is handled using the standard Oracle Applications security model. This means that security is related to the applications responsibility that a user selects at log in time. A user can then only view data and run reports as designated by the user's profile options, and the functions, menus (reports, forms and workbooks) that the responsibility is assigned.

### **A Users Union of Responsibilities**

Some reports require data across sets of books and operating units, etc. This means that the user must have responsibilities assigned for all operating units to allow at least view access to each operating unit's data. A union of responsibilities is a way of allowing the user to see data in several operating units at once, without having to switch responsibilities.

### **Global Security**

Purchasing reports use a security profile option set at the user level. When this profile option is set, it enables a global view of information across the enterprise. When this profile is not set, the purchasing reports are using "a user's union of responsibilities" security.

### **Total Enterprise Access**

Several reports have not implemented Oracle Applications security as they allow access to the entire enterprise.

## Customer Intelligence

Customer Intelligence reports use the Total Enterprise Access security to allow access to the entire enterprise.

## Financials Intelligence

This section describes the Security Models used in Financials Intelligence reports and workbooks. The following topics are covered:

- Security by Set of Books
- Security by Operating Unit
- Security by Company
- Security by HR Profile

### Security by Set of Books

Some of the Financials Intelligence Reports and workbooks use the GL Set of Books security model. In order to set up the correct security profile you must associate the appropriate user with the set of books id.

The following reports and workbooks are affected by the GL Set of Books security model:

- Revenues
- Profit Margin
- Contribution Margin
- Earnings Per Share
- Current Ratio
- Analyst Summary
- Expenses
- Revenue Analysis Workbook

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**Note:** For more details refer to the *Oracle General Ledger User Guide*.

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#### ■ To associate a responsibility with a GL Set of Books ID:

1. Log into the Oracle System Administrator responsibility.
2. Select Profile > System.
3. Find a System profile:
  - **Applications** - Oracle Applications BIS

- **Responsibility** - This depends upon the responsibilities that are associated with Oracle Applications BIS, for example, choose "Financials Intelligence"
  - **User** - This depends upon the user associated with the responsibility selected above, for example, Finance
  - **Profile** - "GL Set of Books ID" or "GL Set of Books Name"
4. Click Find.
  5. Associated the appropriate Set of Books ID or Set of Books Name with your user.
  6. Save your changes.

### Security by Operating Unit

Another set of reports and workbooks in the Financials Intelligence area uses the MO: Operating Unit security model. Follow steps 1 through 6 in the previous section to associate a responsibility with the MO:Operating Unit ID. Under step 3, select the Profile as "MO:Operating Unit."

The following reports and workbooks are affected by the MO:Operating Unit security model:

- Invoices and Payments
- Expense Report
- Collection Indicators
- Project Performance
- Project Margin Analysis Workbook
- Project Revenue Analysis Workbook
- Project Cost Analysis Workbook

### Security by Company

The Treasury workbooks in the Financials Intelligence area use the Company Security model. The following workbooks use this model:

- Cash Flow Analysis
- Net Positions Analysis
- Limits Utilization Analysis



**D To associate a company to a user:**

1. Log into the Treasury Responsibility.
2. Select Setup > System > User Access Levels.
3. Query your user in the Application User field.
4. Assign the appropriate companies to the user.

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**Note:** Refer to the *Oracle Treasury User Guide* for more details.

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**Security by HR Profile**

The Accounts Receivables workbooks in the Financials Intelligence area use the HR:Security profile model. This security option allows you to view your accounts receivables information across multiple sets of books. The following workbooks use the HR:Security profile model:

- Receipts Analysis
- Billings Analysis

**D To set up the HR:Security Profile:**

1. Log into the Business Views Setup responsibility.
2. Select Security > Organization Hierarchy.
3. Define Organization Hierarchy.
4. Select Security > Security Profile.
5. Create a security profile and associate the organization hierarchy to the Security Profile.
6. Switch responsibility to System Administrator.
7. Select Profile > System.
8. Find a System profile:
  - **Applications:** Oracle Applications BIS
  - **Responsibility:** This depends upon the responsibilities that are associated with Oracle Applications BIS. For example, choose "Financials Intelligence."
  - **User:** This depends upon the user associated with the responsibility selected above. For example, "Finance."

- **Profile:** HR:Security Profile.
- 9. Click Find.
- 10. Assign this security profile to a given responsibility.
- 11. Save your changes.

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**Note:** Refer to the *Oracle Human Resources User Guide* for more details.

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## Enabling Segment Value Security for Business Views

Segment value security is now provided for the General Ledger business views using the profile option Initialization SQL Statement Oracle. Use the following guidelines to enable segment value security for your General Ledger Business Views.

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**Note:** Segment Value is used in addition to Set of Books security for the GL workbook.

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### General Ledger Responsibilities

If you are accessing the GL business view using a GL responsibility:

1. Ensure that segment value security rules are defined for your GL responsibility.
2. The profile option Initialization SQL Statement Oracle is already populated and segment value security is already enabled for the GL application. This means that any GL responsibility you use already has segment value security enabled. There are no additional setup steps required.

### Responsibilities Not Associated with General Ledger

If you want to access the GL business views with a responsibility not associated with the General Ledger:

1. Ensure that segment value security rules are defined for your responsibility.
2. Ask your Application Administrator to populate the profile option Initialization SQL Statement Oracle for the responsibility by entering the following text:

```
begin gl_security_pkg.init; end;
```

## Human Resources Intelligence

Human Resources reports are secured by Human Resources organizational security.

## Operations Intelligence

Operations reports use the Total Enterprise Access security model with some exceptions.

## Process Manufacturing Intelligence

The Security Model used in the Process Manufacturing Intelligence module is discussed in the subsequent topics. The following topics are covered:

- Security by Company/Organization
- Setting Up Company/Organization Security

### Security by Company/Organization

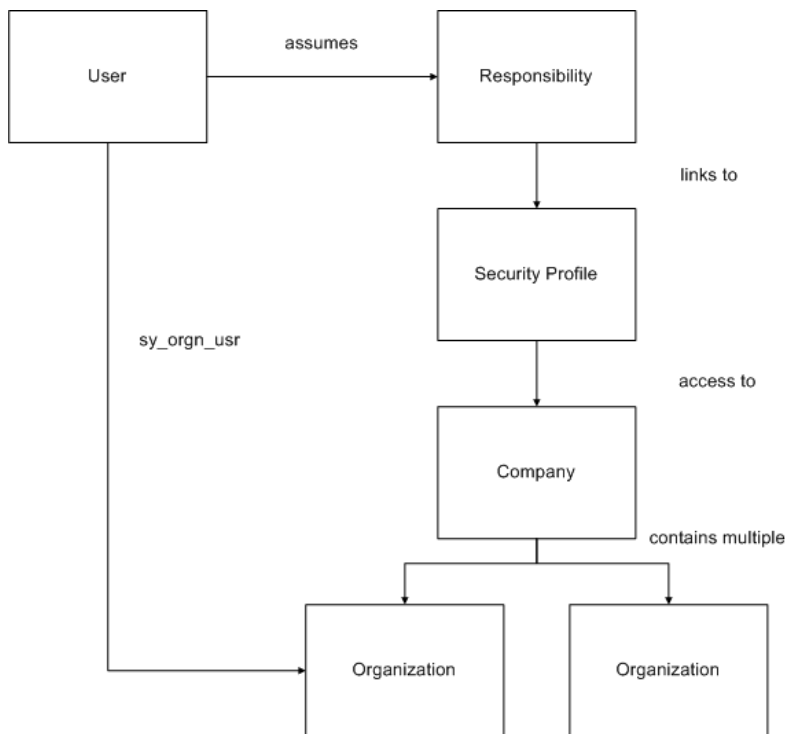
In this task, you setup your Company, Organization hierarchy and security profile and assign them to responsibilities. This method helps you to allow users to query only data pertaining to the Company/Organization defined in the hierarchy.

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**Note:** This section provides an overview of the Security Model used by Process Manufacturing Intelligence. Use this section in conjunction with Chapter 5 for detailed information.

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The following diagram illustrates the security model used in the Process Manufacturing Intelligence module:

**Figure 6–1 Security Model**

The existing Security model is implemented by associating organizations to users. You can allow users to access data from only the organizations that are attached to the user. The Company may have several organizations. There is no direct security attached to a company. If a company has four organizations, but you attach only three organizations to the user, then the user can process data only from those three organizations.

The security model used by Process Manufacturing Intelligence is described in the following paragraphs. Process Manufacturing Intelligence has one more level of hierarchy besides Organization which is called a Company. A Company can have several Organizations. You can allow users to access data from a particular company or all companies. For example, there is a company called ABC that has four organization, A1, B1, C1, and D1. If you want to allow users to access all four organizations, then you need not associate each organization to the user. Instead,

you can provide access to the company ABC that would allow the user to access data from all the four organizations.

You can grant data access to users at the company level by setting the PMI: Default Company All or PMI: Default Company profile options. If the PMI: Default Company All profile option is set, then the user has access to all companies. If the PMI: Default Company profile option is set to a company, then the user has access to all organizations in that company. Organizations are resolved from sy\_orgn\_mst table. If you do not set these profile options, then the user would have access at the organization level and can process data only from organizations that are attached to the users.

### **Setting Up Company/Organization Security**

To associate security profiles to user responsibilities:

1. Create a Responsibility for a particular company.
2. Attach the responsibility to the user's list of responsibilities.
3. Specify the name of the company as the value for the PMI: Default Company profile option for the responsibility created in step 1. Repeat this step to provide access to multiple companies. If PMI: Default Company All is setup with the value All Companies, then the user has access to all the companies.

## **Purchasing Intelligence**

Purchasing reports use the Global View security profile option POA:Global Security. If the profile option is set to No, which means no global access, the security is set to the user's union of responsibilities.

## Analysis Workbooks, Business Views and End User Layer

See: AOL for a complete overview of Business Views and End User Layer Security Setup.

See: Chapter 7, "Workbook Descriptions," for security details for analysis workbooks.

Security for Business Views follows a model similar to Human Resources security which is based on the concept of security profiles linked to an organizational hierarchy. Discoverer also handles set of books based security (GL) for Business Intelligence System 11i.

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**Note:** In order to access the Business Views in the respective Business Areas, access must be granted using the Discoverer Administrator (client/server) edition for each Business Area to assign responsibilities.

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# Performance Management Framework Security Rules

## Performance Measures and Target Levels

Every Target Level is secured to a responsibility. Only responsibilities that have been granted access to a target level may set targets for the performance measure, receive notifications or monitor the target level on the Personal Homepage.

### Granting Access to Target Levels

Perform the following steps to grant access to Performance Measures-Target Levels to Responsibilities:

■ **To grant access to a target level:**

1. Go to the Performance Measure form and choose Target Levels.
2. In the Access region of the Target Level form, select from the list of responsibilities in the Available section and move them to the Selected section.

Refer to the *Business Intelligence System 11i User Guide Online Help* for details on the Performance Management Framework feature and how to add or update Performance Measures, Targets and Target Levels.

## Targets

Users can set targets for the target levels they have access to. The list of organizations a user can choose from the Targets form is restricted by his or her responsibilities.

- Business Groups—Secured by profile option HR: Business Group
- HR Organizations—Secured by the business group
- Set of Books—Secured by profile option GL: Set of Books ID or GL: Set of Books Name
- Legal Entities—Secured by the business group
- Operating Units—Secured by profile option MO: Operating Unit
- Inventory Organizations—Security set using the Organization Access form
- Process Manufacturing Companies—Secured by responsibility
- Process Manufacturing Organizations—Secured by responsibility

- Process Manufacturing Warehouses—Secured by responsibility

The list of time periods a user can choose is dependent upon the organization's calendar (period set). All organizations other than Human Resources (HR)

Organizations are assumed to use the financial calendars from GL.



## Personal Homepage

Four BIS-related regions of the Personal Homepage have restricted access based upon a user's responsibilities:

- Performance Measures Region
- Navigate Region
- Favorites Region
- Trends Region

### Performance Measures Region

In this region you are able to view Performance Measures, Target Levels and actual values. Security access is given to specific responsibilities when you setup performance measures and target levels in the Performance Management Framework.

### Navigate and Favorites Regions

In these two regions, you can only view or choose those items that are associated with your user id's responsibilities. Security access is set by the system administrator.

### Trends Region

This region is also restricted to allow you to view only what matches your user id's responsibilities. For example, if you have access to Financials Intelligence, you have the option to view the graph called EPS (Earnings Per Share) as it belongs to the Financials Intelligence area.



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## Financials Intelligence Workbooks

This chapter describes each Discoverer Workbook currently available in Financials Intelligence.

Each Discoverer Workbook contains one or more worksheets. Worksheets consist of various row data, column data and related charts. Detailed descriptions of each workbook and worksheet are included in this chapter.

There are nine analysis workbooks in Financials Intelligence. You can find information about individual workbooks in the following order:

- Billing Analysis on page 7-1
- Cash Flow Analysis on page 7-13
- Limits Utilization Analysis on page 7-26
- Net Position Analysis on page 7-29
- Project Cost Analysis on page 7-35
- Project Margin Analysis on page 7-41
- Project Revenue Analysis on page 7-50
- Receipts Analysis on page 7-56
- GL Analysis on page 7-67

### Billing Analysis Workbook

The Billing Analysis workbook allows you to evaluate your customers' billing, debit memos, credit memos and adjustment amount information. You can view this information by customer name, customer site, Standard Industry Code (SIC), customer category and customer class across multiple sets of books.

## **Worksheets**

Worksheets included in this workbook are:

- Billing Summary Worksheet
- Adjustments Summary Worksheet

## **Security**

The Billing Analysis workbook uses the HR:Security Profile to restrict you from accessing organizations. The HR:Security Profile allows you to view information across multiple sets of books. Refer to Chapter 6, "Security Overview" for more information.

## Billing Summary Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- Who are my top twenty customers?
- How are my billings changing over time?
- How many bills are manually processed and how may I reduce manual processing?
- What are the main industries I sell to?

The Billing Summary worksheet helps you to answer these questions by letting you analyze and manipulate billing information by Set of Books, Organization, Customer Name, Customer Site, Standard Industry Code (SIC) and other attributes.

In addition, this worksheet lets you investigate billing information by currency, transaction class (invoice, debit memo, charge back, etc.) and industry proxy to help identify your top customer relationships.

### Parameter Page

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue under the Tools menu.

#### Invoice From Date

A required date that identifies the beginning transaction date range for which you want to view data.

#### Invoice To Date

A required date that identifies the ending transaction date range for which you want to view data.

#### Organization

You can choose one or more organizations for which you want to view data.

#### Customer Start With

You can choose a customer for which you want to view data.

Conditions

Conditions are filters in the worksheet that you can turn on or off. In addition to the parameters, the following additional condition has been predefined for the Billing Summary worksheet and is not set by default:

Invoice Currency = USD

Restricts the query to only those invoices transacted in the specified currency.

**Note:** In a workbook with multiple worksheets you can see conditions from both worksheets in one list.

Opening View

ORACLE®  
Applications

Billings Summary (As Of : 04-JAN-2000)

Invoice From Date: 01-JAN-1998  
Invoice To Date: 01-JUL-1999

Page Items:

Set Of Books: Vision Operations ▼ Organization: Vision Operations ▼ Sic Code: E

	Currency	CAD	FRF	GBP			
	Invoice Type	Billings	Billings	Billings			
		Amount	Count	Amount	Count	Amount	Count
Year							
1998		60,000	1	59,629,200	7	7,574,000	
1999							
Grand Total		60,000	1	59,629,200	7	7,574,000	

Billing Summary

Adjustment Summary

Figure 7–1 Billing Summary Worksheet

Page Items

Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

**Organization**

The name of an organization within your company.

**SIC Code**

The Standard Industry Classification code defined by the U.S. government and used to categorize businesses.

**Customer Category**

A category you have defined in the Receivables Lookup window with the lookup type "Categories for Customers." This field is used for information purposes only.

**Customer Class**

A category that you have defined in the Receivables Lookup window with the lookup type of "Customer Class." You can classify your customers by industry, location or size. This field is used for information purposes only.

**Customer Name**

Name(s) of one or more bill-to customer(s) (as stored in the Bill to Customer field in Oracle Applications) for which you are viewing information.

**Column Dimensions****Amount**

Total original value of billings for invoices, debit memos, credit memos and charge-back transactions.

**Count**

Numerical count of invoices, credit memos, debit memos and charge-back transactions.

**Currency**

The currency type in which the transactions are recorded.

**Invoice Type**

Invoice can be one of three types:

- Billings
- Credit Memos
- Debit Memos
- Deposits and Guarantees.

## **Row Dimensions**

### **Year**

The year(s) for which you are viewing information.



## Adjustments Summary Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- How are my adjustments changing over time?
- What do I need to do to eliminate adjustments so that I can realize the most revenue possible?
- Which customers have the highest amount of adjustments? Why?

The Adjustments Summary worksheet helps you to answer these questions by letting you analyze and manipulate billing information by Set of Books, Organization, Customer Name, Customer Site, SIC Code and other attributes. In addition, you can investigate the reasons adjustments have been made.

### Parameter Page

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue under the Tools menu.

### Adjustment From Date

A date that identifies the beginning transaction date for which you want to view adjustments.

### Adjustment To Date

A date that identifies the ending transaction date for which you want to view adjustments.

### Organization

You can choose one or more organizations for which you want to view data.

### Customer Start With

You can choose a customer for which you want to view data.

Opening View

ORACLE®  
Applications

Adjustments Summary (As Of : 04-JAN-2000)  
Adjustment From Date: 01-JAN-1999  
Adjustment To Date: 01-JUL-1999

Page Items: Set Of Books: Vision Operations Organization: Vision Operations Sic Code: 3

	Currency	USD					
		Net Adjustments	Positive Adjustments (Credits)	Credit Count	Negative Adjustments (Debits)	Debit Count	Total Count
Year							
1999		-\$9.50	\$2,500.00	1	\$2,509.50	3	4
Grand Total		-\$9.50	\$2,500.00	1	\$2,509.50	3	4

Billing Summary Adjustment Summary

Figure 7–2 Adjustments Summary Worksheet

Conditions

Conditions are filters in the worksheet that you can turn on or off. In addition to the parameters, the following additional condition has been predefined for the Adjustments Summary worksheet and is not set by default:

**FII AR Adjustment Distributions. Adjustment Status Code = A**  
Restricts the query to only approved adjustments.

**Note:** In a workbook with multiple worksheets you can see all of the conditions for both worksheets in one list.

Page Items

Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

**Organization**

The name of an organization within your company.

**SIC Code**

A Standard Industry Classification code created by the U.S. government and used to categorize businesses.

**Customer Category**

A category you have defined in the Receivables Lookup window with the lookup type "Categories for Customers." This field is used for information purposes only.

**Customer Class**

A classification that you have defined in the Receivables Lookups window with the lookup type of "Customer Class." You can classify your customers by industry, location or size.

**Customer**

Name of the customer for which you are viewing information.

**Column Dimensions****Currency**

The currency type in which the transactions are recorded.

**Net Adjustments**

Net value of negative (debit) and positive (credit) adjustment transactions.

**Positive Adjustments (Credit)**

Total value of positive (credit) adjustment transactions.

**Credit Count**

Numerical count of positive (credit) adjustment transactions.

**Negative Adjustments (Debit)**

Total value of all negative (debit) adjustment transactions.

**Debit Count**

Numerical count of all negative (debit) adjustment transactions.

**Total Count**

Numerical sum of Debit Count plus Credit Count.

Row Dimensions

Year

The year(s) for which you are viewing information.

Additional Information

**Note:** The Billing Analysis Business Area contains the Billings and Adjustments worksheets. These worksheets are designed to have a common business area between the billings (or invoice-related) folders and the adjustments folders. The common (sharing) folder is the Customer folder. There are no joins that allow you to view both the Billings and Adjustments folders in the same worksheet.

The table that follows lists additional items you can add to either the Billing Summary or the Adjustments Summary worksheets.

Table 7-1 Additional Items for the Billing Analysis Worksheets

Business Area	Folder	Item	Adjustments	
			Billing Analysis	Analysis
Billing Analysis	FII AR Customers (Billings)	Account Status	•	•
		Active Flag	•	•
		Allow Discount Flag	•	•
		Alternate Name	•	•
		Credit Hold Flag	•	•
		Credit Rating	•	•
		Current Year Revenue	•	•
		Customer Number	•	•
		Customer Type	•	•
		Discount Grace Days	•	•
		Next Year Revenue	•	•
		Number of Employees	•	•
		Receipt Grace Days	•	•

**Table 7–1 Additional Items for the Billing Analysis Worksheets**

Business Area	Folder	Item	Billing Analysis	Adjustments Analysis
		Risk Code	•	•
		Sales Channel	•	•
		Tax Registration Number	•	•
		Taxpayer ID	•	•
	FII AR Invoices	Balance Due	•	
		Class	•	
		Class Code	•	
		Amount Collected	•	
		Receivable Charges Charged	•	
		Receivable Charges Remaining	•	
		Balance Due in Functional Curr	•	
		Dispute Amount	•	
		Dispute Date	•	
		Due Date	•	
		General Ledger Date	•	
		Invoice Currency Code	•	
		Original Tax	•	
		Original Amount Due	•	
		Original Freight	•	
		Original Line Amount	•	
		Reason	•	
		Remaining Freight	•	
		Remaining Line Amount	•	
		Remaining Tax	•	
		Transaction Date	•	
		Transaction Number	•	

**Table 7–1 Additional Items for the Billing Analysis Worksheets**

<b>Business Area</b>	<b>Folder</b>	<b>Item</b>	<b>Billing Analysis</b>	<b>Adjustments Analysis</b>
	FII AR Invoice Date	Accounting Calendar	•	
		Period Name	•	
		Period Number	•	
		Period Start Date	•	
		Period End Date	•	
		Quarter Number	•	
		Set of Books Short Name	•	
	FII AR Adjustments	Account Type		•
		Adjustment Date		•
		Adjustment Reason		•
		Functional Debit Amount		•
		Functional Credit Amount		•
		General Ledger Date		•
		Transaction Date		•
		Transaction Number		•
	FII AR Adjustment Date	Accounting Calendar		•
		Period Name		•
		Period Number		•
		Period Start Date		•
		Period End Date		•
		Quarter Number		•
		Set of Books Short Name		•

## Cash Flow Analysis Workbook

The Cash Flow Analysis workbook contains two worksheets that you can use to analyze your projected cash flows. Cash flows can be queried by currency, company, portfolio and other variables. This information can assist you in making your borrowing and investment decisions.

### Worksheets

There are two worksheets in the Cash Flow Analysis workbook. They are:

- Cash Flow Summary Worksheet
- Cash Flow Detail Worksheet

### Security

The Oracle Treasury application uses a company security model that allows users access to one or multiple companies. See Chapter 2 of the *Oracle Treasury User Guide* for more information.

## Cash Flow Summary Worksheet

### Business Question

The business question answered by this worksheet is:

- What are my cash inflows and outflows?

This worksheet compares cash flow activity by company, currency and deal type.

### Parameter Page

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue under the Tools menu.

### Company

A company is the party that initiates deals and runs an in-house bank. Companies are associated with legal entities and a set of books.

### Until Date

Cash Flow is retrieved from the current day through the until date.



## Opening View

ORACLE Applications		Cash Flow Summary Until: 31-DEC-1999	
Page Items: Company: CD CUST Curr: EUR Deal Type: CA			
	Position		
	Portfolio	CASH	
	Product Type	NOT APPLIC	
	Deal Subtype	INVEST	
	Amount Type	BAL	
Amount Date Year			
> 2001		125,000	
End Position		125,000	

**Figure 7-3 Cash Flow Summary Worksheet**

## Conditions

Conditions are filters in the worksheet that you can turn on or off. In addition to the parameters, the following conditions have been predefined for the Cash Flow Summary worksheet and are not enabled by default:

#	Condition	Description
1	Portfolio = Enter Your Portfolio	Restricts the query to transactions for a specified portfolio.
2	Deal Type = Enter Your Deal Type	Restricts the query to transactions for a specified deal type.
3	Deal Subtype = Enter Your Deal Subtype	Restricts the query to transactions for a specified deal subtype.
4	Product Type = Enter Your Product Type	Restricts the query to transactions for a specified product type.
5	Amount Type = Enter Your Amount Type	Restricts the query to transactions for a specified amount type.

#	Condition	Description
6	Currency = USD	Restricts the query to transactions for a specified currency.

---

---

**Note:** In a workbook with multiple worksheets you can see conditions from both worksheets in one list.

---

---

## Page Items

### Company

A company is the party that initiates deals and runs an in-house bank. Companies are associated with legal entities and a set of books.

### Currency

The currency in which the transactions were completed.

### Deal Type

A user-defined deal or instrument type.

## Column Dimensions

### Portfolio

A high-level grouping of deals for accounting, reporting and trading strategies. Portfolios are used to separate hedging transactions from speculative transactions.

### Product Type

User-defined short code for classifying the different financial products that exist for a particular deal type.

### Deal Subtype

User-defined categorizations of different subtypes within each deal type.

### Amount Type

User-defined amount type.

**Row Dimensions****Amount Date Year**

Date on which the principal amount of a note, draft, acceptance, bond, short term or other debit instrument becomes due.

### **Cash Flow Detail Worksheet**

This worksheet displays all the transaction details for a specific company, portfolio, product type, deal type, deal subtype and amount type.

### **Parameter Page**

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue under the Tools menu.

### **Company**

A company is the party that initiates deals and runs an in-house bank. Companies are associated with legal entities and a set of books.

### **Until Date**

Cash flows are retrieved from the current day to until date.

## Opening View

	Deal Num	Trans Num	Amount Date	Amount	Status	Cparty	Dealer
1	122	1	15-FEB-2000	8,000,000	CURRENT	BK-TWO	
2				Sum: 8,000,000			

**Figure 7-4 Cash Flow Detail Worksheet**

## Conditions

Conditions are filters in the worksheet that you can turn on or off. In addition to the parameters, the following additional conditions are predefined for the Cash Flow Detail worksheet and are not set by default:

#	Condition	Description
1	Portfolio = Enter Your Portfolio	Restricts the query to transactions for a specified portfolio.
2	Deal Type = Enter Your Deal Type	Restricts the query to transactions for a specified deal type.
3	Deal Subtype = Enter Your Deal Subtype	Restricts the query to transactions for a specified deal subtype.
4	Product Type = Enter Your Product Type	Restricts the query to transactions for a specified product type.
5	Amount Type = Enter Your Amount Type	Restricts the query to transactions for a specified amount type.

#	Condition	Description
6	Currency = USD	Restricts the query to transactions for a specified currency.

**Note:** In a workbook with multiple worksheets you can see conditions from both worksheets in one list.

**Page Items**

**Company Code**

A code that describes a company.

**Currency**

The currency in which the transactions were made.

**Portfolio**

A high-level grouping of deals for accounting, reporting and trading strategies. Portfolios are used to separate hedging transactions from speculative transactions.

**Product Type**

User-defined short code for classifying the different financial products that exist for a particular deal type.

**Deal Type**

A user-defined deal or instrument type.

**Deal Subtype**

User-defined values for different subtypes within a deal type.

**Amount Type**

User-defined amount type.

**Column Dimensions**

**Deal Number**

Unique, system-assigned number that identifies a deal.

**Transaction Number**

Unique reference number assigned to a transaction.

**Amount Date**

Date on which the principal amount of a note, draft, acceptance, bond, short term or other debit instrument becomes due.

**Status**

Status of a deal and or transaction.

**Cparty**

Code that identifies the organization or party (counterparty) with whom the deal is being transacted.

**Dealer**

Code for Treasury users.

**Client**

Code that identifies the client on whose behalf you are conducting financial market transactions.

**Transaction Rate**

Exchange rate used for a foreign exchange deal or the interest rate used for a money market deal.

**Account Number**

An alpha-numeric reference to a financial account of Treasury entities.

**Amount**

Deal or transaction amount.

**Settle**

A flag that indicates whether a deal has been settled or not.

**System Amount Type**

Amount type tied to a specific deal type, for example, settle, maturity or premium.

**Amount Date Year**

The year in which an amount is recorded.

**Amount Date Quarter**

The quarter in which an amount was recorded.

**Amount Date Month**

The month in which an amount was recorded.

**Amount Day Date**

The day on which an amount was recorded.

**Row Dimensions**

The row dimensions in the Cash Flow Detail worksheet are the detail transactions.

**Additional Information**

The table that follows lists additional items you can add to either the Cash Flow Summary or the Cash Flow Detail worksheets.

**Table 7–2    Additional Items for Cash Flow Analysis Worksheets**

Business Area	Folder	Item
Treasury Analysis	FII Xtr Cashflows	Amount
		Amount Date Day
		Amount Date Month
		Amount Date Quarter
		Amount Date Year
		Category
		Client Code
		Company Account
		Deal Number
		Dealer
		Multiple Settlements
		Status Code
		Sys Deal Type
		Transaction Number
		Cparty
		Settle
		Company Name
		Deal Type
		Deal Subtype



**Table 7–2 Additional Items for Cash Flow Analysis Worksheets**

<b>Business Area</b>	<b>Folder</b>	<b>Item</b>
	FII Xtr Cashflow Details	Transaction Rate
		Account Number
		Client
		Settle
		Status
		System Amount Type
		Amount Date Quarter
		Amount Date Month
		Amount Date Day
		Company Name
		Transaction Name
		Deal Type
		Deal Subtype
		Amount Type
		Cparty
		Dealer
		Amount
		Amount Date Year
	FII Xtr Transaction Details	Transaction Rate
		Acceptor
		Deal Number
		Transaction Number
		Company
		Counterparty
		Client
		Deal Type

**Table 7–2 Additional Items for Cash Flow Analysis Worksheets**

<b>Business Area</b>	<b>Folder</b>	<b>Item</b>
		Deal Subtype
		Product
		Portfolio
		Currency
		Amount
		Settlement Amount
		Transaction Rate
		Dealer
		Premium Account
		Fx Buy Settlement Amount
		Fx Sell Settlement Amount
		Settlement Acct
		Status
		Limit Code
		Deal Link
		Letter Printed
		Settlement Action
		Premium Action
		Rolled From Fx Contract
		Predelivered From Fx Contract
		Comments
		Action Status
		Authorized By
		Authorized On
		Broker Amount
		Broker Code

**Table 7–2 Additional Items for Cash Flow Analysis Worksheets**

Business Area	Folder	Item
		Broker Rate
		Company Settlement Acct
		Consideration Amount
		Contract Subtype
		Contract Type
		Contract Type Name
		Contract Status
		Counterparty Acct Ref
		Coupon Rate
		Created By
		Created On
		Deal Date
		Drawer
		Endorser
		Expiration Date
		Fixed Float Basis
		Maturity Date
		Premium Amount
		Premium Date
		Sell Amount
		Sell Currency
		Settlement Date
		Settlement Rate
		Start Date
		Tax Amount
		Tax Code

**Table 7–2    Additional Items for Cash Flow Analysis Worksheets**

Business Area	Folder	Item
		Tax Rate

## Limit Utilizations Analysis Workbook

The Limit Utilizations Analysis workbook allows you to monitor limit utilization based upon the limit policies and categories you have setup, such as counterparty limits, group limits, country limits, currency limits, etc.

### Worksheets

There is one worksheet in the Limit Utilizations workbook:

- Limit Utilizations Analysis Worksheet

### Security

The Oracle Treasury application uses a company security model. A user can have access to one or multiple companies. See Chapter 2 of the *Oracle Treasury User Guide* for more information.

### Limit Utilizations Analysis Worksheet

#### Business Question

The business question answered by this worksheet is:

- How do I comply with the treasury limits policy?

#### Parameter Page

There are no parameters defined for this worksheet.

## Opening View

ORACLE® Applications		Limit Utilizations As of: 04-JAN-2000						
Page Items:		Limit Type: GLOBAL ▼						
	Company	Limit Code	Country	Country Name	Currency	Limit Group	Limit Amount	Utilized
1	FB	FD_C	N/A		N/A	CF	10,000,000,000	(
2	FB-ASGS	FD_C	N/A		N/A	CF	1,000,000,000	(
3	FB-EURG	FD_C	N/A		N/A	CF	3,000,000,000	(
4	NICKIEU	FD_C	N/A		N/A	CF	3,000,000,000	(
5	CD CUST	FD	N/A		N/A	FD	15,000,000	16,306,12
6	FB	FD-EX	N/A		N/A	FD	10,000,000,000	(
7	FB	XD	N/A		N/A	FD	100,000,000	(
8	FB-ASGS	FD_EX	N/A		N/A	FD	1,000,000,000	(
9	FB-EURG	FD_EX	N/A		N/A	FD	3,000,000,000	(

**Figure 7-5** *Limit Utilizations Worksheet*

## Conditions

Conditions are filters in a worksheet that you can turn on or off. In addition to the parameters, the following conditions have been predefined for the Limit Utilizations worksheet and are not set by default:

**Limits + Settlement (Next 7 Days)**

**Limits + Settlement for Today**

**Limits + Settlement (Next 30 Days)**

## Page Items

### Limit Type

Type of limit, either counterparty, company, group, sovereign, settlement or currency limit.

## **Column Dimensions**

### **Company**

Code that defines a company (does not apply to currency limit).

### **Limit Code**

Code that defines a limit (only applies to company and counterparty limits).

### **Country**

Code that defines a country (only applies to counterparty and sovereign limits).

### **Country Name**

The name of a country.

### **Currency**

Code that defines a currency (only applies to currency limits).

### **Limit Group**

A category for group limits or limit type if company limits.

### **Limit Amount**

The amount of the limit.

### **Utilized**

The amount of the limit that has been utilized.

### **Effective Date**

Effective date of the limit.

## **Row Dimensions**

The row dimensions in the Limit Utilizations worksheet are the detail transactions.

### Additional Information

The table below lists additional items you can add to the Limit Utilizations worksheet.

**Table 7–3 Additional Items for Limit Utilizations Worksheet**

Business Area	Folder	Item
Treasury Analysis	FII Xtr Utilization Overview	Available
		Cparty
		Limit Type
		Company Name

## Net Position Analysis Workbook

The Net Position Analysis workbook allows you to analyze your net position for each deal type. You can also drill down to view individual investment and debt transactions that make up the positions.

### Worksheet

There is one worksheet in the Net Position Analysis workbook:

- Net Transaction Summary Worksheet

### Security

The Oracle Treasury application uses a company security model. A user can have access to one or multiple companies. See Chapter 2 of the *Oracle Treasury User Guide* for more information.

### Net Transaction Summary Worksheet

#### Business Questions

The business question answered by this worksheet is:

- What are the average weighted invested amounts?

#### Parameter Page

There are no parameters defined for this worksheet.

Opening View

ORACLE®  
Applications

Net Transaction Summary  
As of: 04-JAN-2000

Page Items: Company Name: CD CENTRAL TREASURY Deal Type: ONC

	Deal Subtype	Product Type	Portfolio	Cparty	Curr	Curr Combination	Gross Amount
1	FUND	CALL	CASH	BK-ONE	EUR		900,000
2	FUND	CALL	HEDGE	BK-ONE	USD		100,000
3	FUND	CALL	HEDGE	CITI-NY	USD		47,500,000
4	INVEST	CALL	HEDGE	CITI-NY	USD		990,000

Net Transaction Summary

Figure 7–6 Net Transaction Summary Worksheet

Conditions

Conditions are filters in a worksheet that you can turn on or off. The following condition has been predefined for the Net Transaction Summary Worksheet:

Deal Type = Enter Your Deal Type

Restricts the query to transactions for a specified deal type.

Page Items

Company Name

A company is the party that initiates deals and runs an in-house bank. Companies are associated with legal entities and a set of books.

Deal Type

A user-defined deal or instrument type.



**Column Dimensions****Deal Subtype**

User-defined categorizations of different subtypes within each deal type.

**Product Type**

User-defined short code for classifying the different financial products that exist for a particular deal type.

**Portfolio**

A high-level grouping of deals for accounting, reporting and trading strategies. Portfolios are used to separate hedging transactions from speculative transactions

**Cparty**

Code that identifies the other organization (counterparty) or party on whom limits are imposed.

**Curr**

The currency in which the transactions were completed.

**Curr Combination**

The base currency amount for quotations which combine a base and counter currency.

**Gross Amount**

Displays the gross unit cost of the comparison set (comparison calendar).

**Reporting Curr Amount**

Value of the gross amount in the reporting currency using the most recent exchange rate or cross currency rate.

**Avg Rate**

The daily dollar-weighted average interest rate for a position.

**Min Rate**

The actual minimum interest rate among the deals in a position.

**Max Rate**

The actual maximum interest rate of the deals in a position.

**No. of Deals**

Number of deals that make up a position.

**Min Gross**

The smallest deal, measured by gross amount, among the deals in a position.

**Max Gross**

The largest deal, measured by gross amount, among the deals in a position.

**Row Dimensions**

The row dimensions in the Net Transaction Summary worksheet are the detail transactions.

**Additional Information**

The table below lists additional items you can add to the Net Positions Summary worksheet.

**Table 7–4    Additional Items for Net Positions Summary Worksheet**

Business Area	Folder	Item
Treasury Analysis	FII Xtr Net Position Details	Amount Indic
		Company
		Company Name
		Country Name
		Cross Ref to Other Party
		Currency Combination
		Limit Code
		Limit Type
		Dealer
		Country
		Account Number
		Sys Deal Type
		Status Code
		Limit Party
		Deal Type

Business Area	Folder	Item
		Deal Subtype
		Deal Number
		Transaction Number
		Portfolio
		Amount Date
		Transaction Rate
		Currency
		Amount
		Product Type
		Reporting Currency Amount
		Reporting Curr Utilized
		Sys Deal Subtype
		Utilized Amount
	FII Xtr Transaction Details	Acceptor
		Deal Number
		Transaction Number
		Company
		Counterparty
		Client
		Deal Type
		Deal Subtype
		Product
		Portfolio
		Currency
		Amount
		Settlement Amount
		Transaction Rate

Business Area	Folder	Item
		Dealer
		Premium Account
		Fx Buy Settlement Account
		Fx Sell Settlement Account
		Settlement Acct
		Status
		Limit Code
		Deal Link
		Letter Printed
		Settlement Action
		Premium Action
		Rolled From Fx Contract
		Predelivered From Fx Contract
		Comments
		Action Status
		Authorized By
		Authorized On
		Broker Amount
		Broker Code
		Broker Rate
		Company Settlement Acct
		Consideration Amount
		Contract Subtype
		Contract Type
		Contract Type Name
		Contract Status
		Counterparty Acct Ref

Business Area	Folder	Item
		Coupon Rate
		Created By
		Created On
		Deal Date
		Drawer
		Endorser
		Expiration Date
		Fixed Float Basis
		Maturity Date
		Premium Amount
		Premium Date
		Sell Amount
		Sell Currency
		Settlement Date
		Settlement Rate
		Start Date
		Tax Amount
		Tax Code
		Tax Rate

## Project Cost Analysis Workbook

The Project Cost Analysis workbook allows you to analyze project expenses along organizational lines or from a project type perspective.

### Worksheet

There is one worksheet in the Project Cost Analysis workbook:

- Cost Analysis Worksheet

## **Security**

The Project Cost Analysis workbook uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that a user selects at log in time. A user can only view data and run reports as designated by the profile options, reports, menus and organizations that the responsibility has assigned to it. Refer to Chapter 6, "Security Overview" for more information.

## **Cost Analysis Worksheet**

### **Parameter Page**

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue under the Tools menu.

### **Project Status**

Project status is the classification of your project. You can select one or multiple statuses.

## Opening View

<b>ORACLE® Applications</b>		<b>Cost Analysis</b>		
		<b>Operating Unit Name: Vision Services</b>		
		<b>04-JAN-2000</b>		
Page Items:		Reporting Period: MAR-W2-00 ▼	Operating Unit Name: Vision Services ▼	
		ITD Cost	Commitments	Total Cost
				ITD Bgt Cost
▶ Consulting-East		2,486,525	111,406	2,597,931
▶ Construction		152,104	10,585	162,689
▶ test.0503.capital: test.0503.capita		46,862	0	46,862
▶ test.0512.cap: test.0512.cap		23,000	0	23,000
▶ test.0629.cap: test.0629.cap		58,247	10,275	68,522
▶ test.0721.cap: test.0721.cap		5,940	0	5,940
▶ test.0809.cap: test.0809.cap		16,380	0	16,380
▶ test.1122cap: Nov17Freeze-Capita		650	0	650

**Figure 7–7 Cost Analysis Worksheet**

## Conditions

Conditions are filters in the worksheet that you can turn on or off. The following condition has been predefined for this worksheet and is set by default:

### Status Reportable Flag = Yes

Includes projects where the Status Reportable Flag has been set to Yes. This filter mimics the behavior of the Project Status Inquiry window in Oracle Projects

## Page Items

### Reporting Period

Last accumulated General Ledger (GL) or Projects (PA) period.

### Operating Unit

Name of the organization's operating unit you have access to.

## **Column Dimensions**

### **ITD Cost**

Total burdened project costs since its inception.

### **Commitments**

Commitments are transactions entered in AP or PO that are charged to a project but not yet interfaced to the Projects module. The amounts that appear in this workbook are burdened amounts.

### **Total Cost**

An amount calculated as:

$$\text{ITD Cost} + \text{Commitments}$$

### **ITD Bgt Cost**

Total budgeted project cost since inception. This is also referred to as the base burdened cost.

### **ITD Var**

The Inception to Date Variance calculated as:

$$\text{ITD Bgt Cost} - \text{Total Cost}.$$

### **ITD Var %**

The Inception to Date Variance percentage calculated as:

$$(\text{ITD Bgt Cost} - \text{Total Cost}) / \text{ITD Bgt Cost}$$

### **Total Bgt Cost**

Total budget cost (burdened).

### **Total Orig Bgt Cost**

Original burdened budget cost.

### **Total F. Bgt Cost**

The total forecast budget cost.

## **Row Dimensions**

### **Project Organization Name**

Organization name.



**Project Type Name**

A name that identifies the project type.

**Project Identifier**

The concatenation of Project Number and Project Name.

**Additional Information**

The table below lists items that can be added to the Project Cost Analysis worksheet.

**Table 7–5 Additional Items for the Project Cost Analysis Worksheet**

Business Area	Folder	Item
Project Analysis	FII PA Rpt Project Attributes	Class Category
		Pm Product
		Project Organization Id
		Project Organization Name
		Project Type
		Operating Unit Name
		Project Class Code
		Status Reporting Flag
		Project Identifier
		Closed Date
		Completion Date
		Completion Date (by Year, Quarter, Month, Week or Day)
		Closed Date (by Year, Quarter, Month, Week or Day)
		Org Id
		Pm Project Reference
		Project Id
		Project Keymember
		Project Name
		Project Number
		Project Role Type

**Table 7–5 Additional Items for the Project Cost Analysis Worksheet**

<b>Business Area</b>	<b>Folder</b>	<b>Item</b>
		Project Status
		Project Type Class Code
		Start Date
		Start Date (by Year, Quarter, Month, Week or Day)
	FII PA Rpt Prj Summary	Cmt Raw Cost
		Cmt Burdened Cost
		Project Id
		Project Accum Id
		Raw Cost (ITD, YTD, PTD)
		Billable Raw Cost (ITD, YTD, PTD)
		Burdened Cost (ITD, YTD, PTD)
		Billable Burdened Cos (ITD, YTD, PTD)
		Labor Hours (ITD, YTD, PTD)
		Billable Labor Hours (ITD, YTD, PTD)
		Revenue (ITD, YTD, PTD)
		Budget Type Code
		Budget Type
		Base Raw Cost (ITD, YTD, PTD)
		Base Burdened Cost (ITD, YTD, PTD)
		Original Raw Cost (ITD, YTD, PTD)
		Original Labor Hours (ITD, YTD, PTD)
		Base Labor Hours (ITD, YTD, PTD)
		Original Labor Hours Total
		Base Labor Hours Total
		Base Raw Cost Total
		Base Burdened Cost Total

**Table 7–5 Additional Items for the Project Cost Analysis Worksheet**

Business Area	Folder	Item
		Original Raw Cost Total
		Original Burdened Cost Total
		Accum Period

## Project Margin Analysis Workbook

The Project Margin analysis workbook allows you to analyze your projects' margins by customer class for the current reporting period and from your projects' inceptions. In addition, you can compare your actual margins to the current and original budgeted margins.

### Worksheets

There are two worksheets in the Project Margin Analysis workbook:

- Period-to-Date (PTD) & Inception-to-Date (ITD) Margin Analysis Worksheet
- ITD Actual vs. Budget Margin Analysis Worksheet

### Security

The Project Margin Analysis workbook uses the standard Oracle Applications security model. This means that security is related to the applications responsibility that a user selects at log in time. A user can only view data and run reports as designated by the profile options, reports, menus and organizations that the responsibility has assigned to it. Refer to Chapter 6, "Security Overview" for more information.

**Period-to-Date (PTD) & Inception-to-Date (ITD) Margin Analysis Worksheet**

This worksheet compares Period-to-Date and Inception-to-Date margin by customer class, customer name and project identifier.

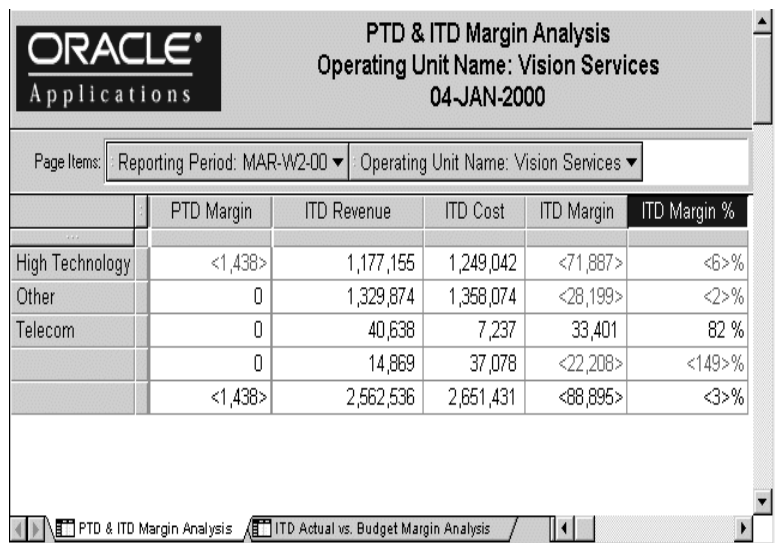
**Parameter Page**

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue from the Tools menu.

**Project Status**

Project status is the classification of your project. You can select one or multiple statuses.

**Opening View**



**Figure 7–8 PTD & ITD Margin Analysis Worksheet**

**Conditions**

Conditions are filters in a worksheet that can be turned one or off. In addition to the parameters, the following additional conditions have been predefined for the PTD & ITD Margin Analysis worksheet:

**Status Reportable Flag = Yes**

Includes only those projects where the Status Reportable Flag is set to Yes. This condition mimics the behavior of the Project Status Inquiry window in Oracle Projects. This condition is enabled by default.

---

**Note:** In a workbook with multiple worksheets you can see conditions from both worksheets in one list.

---

**Page Items****Reporting Period**

Last accumulated General Ledger (GL) or PA (Projects) period.

**Operating Unit Name**

Name of the organization.

**Column Dimensions****PTD Revenue**

Period to Date revenue for a GL or PA period.

**PTD Cost**

Period to Date burdened cost for a GL or PA period.

**PTD Margin**

The Period to Date Margin amount calculated as:

$$(\text{PTD Revenue} - \text{PTD Cost})$$

**PTD Margin %**

The Period to Date Margin percentage calculated as:

$$(\text{PTD Revenue} - \text{PTD Cost}) / \text{PTD Revenue}$$

**ITD Revenue**

Inception to Date revenue for the Project.

**ITD Cost**

Inception to Date burdened cost for the Project.

**ITD Margin**

The Inception to Date Margin amount calculated as:

(ITD Revenue - ITD Cost)

**ITD Margin %**

The Inception to Date Margin percentage calculated as:

$(\text{ITD Revenue} - \text{ITD Cost}) / \text{ITD Revenue}$

**Row Dimensions**

**Customer Class**

A category that you have previously defined in the Receivables Lookup window with the classification of "Customer Class." You can classify customers by industry, location or size.

**Customer Name**

The name of a customer.

**Project Identifier**

A concatenation of Project Number and Project Name.

**ITD Actual vs. Budget Margin Analysis Worksheet**

This worksheet compares Inception-to-Date actual margin, the margin based on the current budgeted revenue/cost, and the margin based on the original budgeted revenue/cost.

**Parameter Page**

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue from the Tools menu.

**Project Status**

Project status is the classification of your project. You can select one or multiple statuses.

Opening View

ORACLE® Applications		ITD Actual vs. Budget Margin Analysis Operating Unit Name: Vision Services 04-JAN-2000			
Page Items:		Reporting Period: MAR-W2-00 ▼		Operating Unit Name: Vision Services ▼	
	ITD Revenue	ITD Cost	Margin %	Bgt Margin %	Bgt Margin Var %
High Technology	1,177,155	1,249,042	<6>%	43 %	49 %
Other	1,329,874	1,358,074	<2>%	53 %	55 %
Telecom	40,638	7,237	82 %	49 %	<33>%
	14,869	37,078	<149>%	90 %	239 %
	2,562,536	2,651,431	<3>%	53 %	57 %

PTD & ITD Margin AnalysisITD Actual vs. Budget Margin Analysis

Figure 7–9 ITD Actual vs. Budget Margin Analysis Worksheet

Conditions

Conditions are filters in a worksheet that you can turn on or off. In addition to the parameters, the following conditions have been predefined for the ITD Actual vs. Budget Margin Analysis Worksheet:

Status Reportable Flag = Yes

Includes only those projects where the Status Reportable Flag is set to Yes. This condition mimics the behavior of the Project Status Inquiry window in Oracle Projects. This condition is enabled by default.

Note: In workbooks with multiple worksheets, conditions for all worksheets are displayed in a single list.

Page Items

Reporting Period

Last accumulated General Ledger (GL) or PA (Projects) period.



**Operating Unit**

Name of the organization.

**Column Dimensions****ITD Revenue**

Inception-to-Date revenue for the Project.

**ITD Cost**

Inception-to-Date burdened cost for the Project.

**Margin %**

The Margin percentage calculated as:

$$(\text{ITD Revenue} - \text{ITD Cost}) / \text{ITD Revenue}$$

**Bgt Margin%**

The Budgeted Margin percentage calculated as:

$$(\text{Base ITD Revenue} - \text{Base Burdened ITD Cost}) / \text{Base ITD Revenue}$$

**Bgt Margin Var %**

The Budgeted Margin Variance percentage calculated as:

$$\text{Bgt Margin\%} - \text{Margin \%}$$

**Orig Bgt Margin %**

The Original Margin percentage calculated as:

$$(\text{Original ITD Revenue} - \text{Original Burdened ITD Cost}) / \text{Original ITD Revenue}$$

**Orig Bgt Margin Var %**

The Original Budgeted Margin Variance percentage calculated as:

$$\text{Original Budgeted Margin\%} - \text{Margin \%}$$

**Row Dimensions****Project Identifier**

A concatenation of project number and project name.

**Customer Class**

A category that you have previously defined using the Receivables lookup window. You can classify your customers by industry, location, or size.

**Customer Name**

The name of a customer.

**Additional Information**

The table that follows lists additional items that you can add to either the PTD & ITD Margin Analysis or the ITD vs. Actual Budget Margin Analysis worksheets.

**Table 7–6    Additional Items for the Project Margin Analysis Worksheets**

Business Area	Folder	Item
Project Analysis	FII PA Rpt Project Attributes	Class Category
		Pm Product
		Project Organization Id
		Project Organization Name
		Project Type
		Operating Unit Name
		Project Class Code
		Status Reporting Flag
		Project Identifier
		Closed Date
		Completion Date
		Completion Date (by Year, Quarter, Month, Week or Day)
		Closed Date (by Year, Quarter, Month, Week or Day)
		Org Id
		Project Id
		Project Keymember
		Project Name
		Project Number
		Project Role Type
		Project Status

**Table 7–6 Additional Items for the Project Margin Analysis Worksheets**

Business Area	Folder	Item
		Project Type Class Code
		Start Date
		Start Date (by Year, Quarter, Month, Week or Day)
	FII PA Rpt Cust Summary	Accum Period
		Base Burdened Cost (ITD, PTD, YTD)
		Base Burdened Cost Total
		Base Labor Hours (ITD, PTD, YTD)
		Base Labor Hours Total
		Base Raw Cost (ITD, PTD, YTD)
		Base Raw Cost Total
		Billable Burdened Cost (ITD, PTD, YTD)
		Billable Labor Hours (ITD, PTD, YTD)
		Billable Raw Cost (ITD, PTD, YTD)
		Budget Type
		Budget Type Code
		Burdened Cost (ITD, PTD, YTD)
		Customer Id
		Labor Hours (ITD, PTD, YTD)
		Orig Burdened Cost (ITD, PTD, YTD)
		Orig Labor Hours (ITD, PTD, YTD)
		Original Labor Hours Total
		Orig Raw Cost (ITD, PTD, YTD)
		Original Raw Cost Total
		Project Accum Id
		Project Id

**Table 7–6    Additional Items for the Project Margin Analysis Worksheets**

Business Area	Folder	Item
		Raw Cost (ITD, PTD, YTD)
		Revenue (ITD, PTD, YTD)
	FII PA Customers	Customer Name
		Customer Number
		Alternate Name
		Customer Type
		Customer Class
		Customer Category
		SIC Code
		Sales Channel

## Project Revenue Analysis Workbook

The Project Revenue Analysis workbook allows you to analyze your backlog revenue amounts by project class category, class codes and key members. You can track how much actual revenue is to be earned to meet the total contract value.

**Note:** Only contract projects are included in this workbook.

### Worksheet

There is only one worksheet in this workbook:

- Revenue and Backlog Analysis Worksheet

### Security

The Project Revenue Analysis workbook uses the same security model as the setup for Oracle Projects. The security is based on a user’s logon id. This model is based on a single organization for the Projects view as defined in the Operating Unit

setup. This also utilizes Projects security, which is based upon the Projects security client extension.

## Revenue and Backlog Analysis Worksheet

### Parameter Page

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue from the Tools menu.

### Project Status

Project status is the classification of your project. You can select one or multiple statuses.

### Opening View

<div> <div>ORACLE® Applications</div> <div>Revenue Analysis</div> <div>Operating Unit Name: Vision Services</div> <div>04-JAN-2000</div> </div>						
<div> <div>Page Items:</div> <div>Reporting Period: MAR-W2-00 ▼</div> <div>Operating Unit Name: Vision Services ▼</div> </div>						
	ITD Revenue	ITD Margin %	Total Egt Revenue	Backlog	% Backlog	Ow
► Non-classified	648,312	<201>%	53,547,811	,899,499	97%	
► Product 1	1,184,969	<34>%	1,761,100	,413,908	3%	<
► Product 2	729,256	3 %	635,500	402,750	1%	<
	2,562,536	<66>%	55,944,411	,716,157		<1,

**Figure 7–10 Revenue and Backlog Analysis Worksheet**

### Conditions

Conditions are filters in the worksheet that you can turn on or off. In addition to the parameters, the following conditions have been predefined for the Revenue & Backlog Analysis worksheet:

**Status Reportable Flag = Yes**

Includes only those projects where the Status Reportable Flag is set to Yes. This condition mimics the behavior of the Project Status Inquiry window in Oracle Projects. This condition is enabled by default.

**Project Type Class Code = Contract**

Includes only contracted projects. This condition is disabled by default.

**Page Items**

**Reporting Period**

Last accumulated General Ledger (GL) or PA (Projects) period.

**Operating Unit**

Name of the organization.

**Column Dimensions**

**PTD Revenue**

Period-to-date revenue for GL or PA period.

**PTD Margin %**

Period-to-date margin percentage calculated as:

$$(\text{PTD Revenue} - \text{PTD Cost}) / \text{PTD Revenue}$$

**ITD Revenue**

Inception-to-date revenue.

**ITD Margin %**

Inception-to-date margin percentage calculated as:

$$(\text{ITD Revenue} - \text{ITD Cost}) / \text{ITD Revenue}$$

**Total Bgt Revenue**

Total base revenue.

**Backlog**

An amount calculated as:

$$\text{Total Budget Revenue} - \text{ITD Revenue}$$

**% Backlog**

Amount that represents a percentage of Grand Total Backlog.

**ITD Cost**

Inception-to-date cost of the project.

**PTD Burdened Cost**

Period-to-date burdened cost of the project.

**Over Bgt**

Inception-to-date Revenue over the Total Budget Revenue calculated as:

$$\text{ITD Revenue} - \text{Total Budget Revenue}$$

**Row Dimensions****Project Class Code**

A code that defines the project class.

**Project Key Member**

The key member affiliated with the project.

**Project Identifier**

A concatenation of Project Number and Project Name.

**Additional Information**

The table that follows lists items that can be added to the Revenue and Backlog Analysis worksheet.

**Table 7–7 Additional Items for the Project Revenue Analysis Workbook**

Business Area	Folder	Item
Project	FII PA Rpt Project Attributes	Class Category
		Closed Date
		Completion Date
		Completion Date Year
		Completion Date Quarter
		Completion Date Month
		Completion Date Week
		Completion Date Day

**Table 7–7 Additional Items for the Project Revenue Analysis Workbook**

<b>Business Area</b>	<b>Folder</b>	<b>Item</b>
		Org ID
		Project Id
		Project Name
		Project Number
		Project Role Type
		Project Status
		Project Type Class Code
		Start Date
		Start Date Year
		Start Date Quarter
		Start Date Month
		Start Date Week
		Start Date Day
	FII PA Rpt Cust Summary	Accum Period
		Base Burdened Cost (ITD, PTD, YTD)
		Base Burdened Cost Total
		Base Labor Hours (ITD, PTD, YTD)
		Base Labor Hours Total
		Base Raw Cost (ITD, PTD, YTD)
		Base Raw Cost Total
		Billable Burdened Cost (ITD, PTD, YTD)
		Billable Labor Hours (ITD, PTD, YTD)
		Billable Raw Cost (ITD, PTD, YTD)
		Budget Type
		Budget Type Code
		Burdened Cost (ITD, PTD, YTD)



**Table 7–7 Additional Items for the Project Revenue Analysis Workbook**

<b>Business Area</b>	<b>Folder</b>	<b>Item</b>
		Customer ID
		Labor Hours (ITD, PTD, YTD)
		Orig Burdened Cost (ITD, PTD, YTD)
		Orig Labor Hours (ITD, PTD, YTD)
		Original Labor Hours Total
		Orig Raw Cost (ITD, PTD, YTD)
		Original Raw Cost Total
		Project Accum Id
		Project Id
		Raw Cost (ITD, PTD, YTD)
		Revenue (PTD, YTD)
	FII PA Rpt Prj Summary	Cmt Raw Cost
		Cmt Burdened Cost
		Project Id
		Project Accum Id
		Raw Cost (ITD, PTD, YTD)
		Billable Raw Cost (ITD, PTD, YTD)
		Burdened Cost (ITD, PTD, YTD)
		Billable Burdened Cost (ITD, PTD, YTD)
		Labor Hours (ITD, PTD, YTD)
		Billable Labor Hours (ITD, PTD, YTD)
		Revenue
		Budget Type Code
		Budget Type
		Base Raw Cost (ITD, PTD, YTD)

**Table 7–7    Additional Items for the Project Revenue Analysis Workbook**

Business Area	Folder	Item
		Base Burdened Cost (ITD, PTD, YTD)
		Original Raw Cost (ITD, PTD, YTD)
		Original Burdened Cost (ITD, PTD, YTD)
		Original Labor Hours (ITD, PTD, YTD)
		Base Labor Hours (ITD, PTD, YTD)
		Original Labor Hours Total
		Base Labor Hours Total
		Base Raw Cost Total
		Base Burdened Cost Total
		Original Raw Cost Total
		Original Burdened Cost Total

# Receipts Analysis Workbook

The Receipts Analysis workbook allows you to evaluate your customers’ receipts, discounts and reversals information. You can view this information by Customer Name, Customer Site, SIC code, Customer Category and Customer Class across multiple sets of books.

## Worksheets

There are two worksheets in the Receipts Analysis workbook:

- Receipts Summary Worksheet
- Discount Summary Worksheet

## Security

The Receipts Analysis Workbook uses HR Security Profile to restrict you from accessing organizations. The HR Security Profile allows you to get information

across multiple set of books. See Chapter 6, "Security Overview" for more information.

## Receipts Summary Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- What is the total number and what are the amounts of my Accounts Receivables payments?
- What is the total number and what are the amounts of my Accounts Receivables reversals?
- What do I need to do to reduce the number of manual receipts processed?
- Where are my best opportunities to increase my net receipts and create stronger business relationships by creating new discounts for my key customers?

This worksheet helps you to analyze reversal and discount information for your company. You can analyze and manipulate payment and reversal information by Customer Name, Customer Site, SIC code and other attributes. In addition, you can investigate receipts information by currency, receipts type and reversal reasons to help identify your top customer relationships and understand their payment processes.

### Parameter Page

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue from the Tools menu.

#### Receipt From Date

Beginning transaction date that restricts the amount of data being queried.

#### Receipt To Date

End transaction date that restricts the amount of data being queried.

#### Organization

You can choose one or multiple organizations for which to list information.

#### Customer Starting With

You can choose one or multiple customers for which to list information.

## Opening View

**ORACLE® Applications**

**Receipts Summary (As Of : 04-JAN-2000)**  
 Receipt From Date: 01-JAN-2000  
 Receipt To Date: 01-DEC-2000

Page Items: Set of Books: Vision Operations ▼ Organization: Vision Operations ▼ SIC: 1960 ▼

Currency		USD	
Receipt Type		Receipts	
		Amount	Count
Year			
2000		\$86,700	3
<b>Grand Total</b>		<b>\$86,700</b>	<b>3</b>

Receipts Summary Discount Summary

**Figure 7–11 Receipts Summary Worksheet**

## Conditions

Conditions are filters in the worksheet that you can turn on or off. In addition to the parameters, the following condition has been predefined for the Receipts Summary worksheet:

### Receipts Currency Code = USD

Code that describes a currency and restricts your query to items recorded in that currency.

---

**Note:** In a workbook with multiple worksheets you can see conditions from both worksheets in one list.

---

## Page Items

### Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

**Organization**

Name of an organization within your company.

**SIC Code**

A Standard Industry Classification code created by the U.S Government and used to categorize businesses.

**Customer Category**

A category that you have previously defined in the Receivables Lookups window with the lookup type "Categories for Customers." This field is used for information purposes only.

**Customer Class**

A category that you have previously defined in the Receivables Lookup window with the lookup type "Customer Class." You can classify your customers by industry, location, or size.

**Customer**

Name of a customer.

**Column Dimensions**

**Currency**

The currency in which the transactions are posted.

**Receipt Type**

A code that describes the type of transaction, for example, receipt, reversal, etc.

**Receipt Amount**

Total value of all receipts that are posted.

**Receipt Count**

Numeric count of all receipt transactions for a year.

**Reversal Amount**

Total value of all reversals that are posted.

**Reversal Count**

Numeric count of all reversal transactions for a year.

**Row Dimensions**

**Year**

The year for which you are listing information.

## Discount Summary Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- Are my customers utilizing discounts?
- Which customers utilize earned discounts?
- What do I need to do to limit unearned discounts so that I can realize the most revenue?

This worksheet helps to analyze discount information for your company. You can analyze and manipulate discount information by Customer Name, Customer Site, SIC code and other attributes. In addition, you can investigate receipts information by currency, receipts type and reversal reasons to help identify your top customer relationships and understand their payment processes.

### Parameter Page

Parameters are predefined conditions enabled by default that you can leave on or turn off by selecting the Conditions dialogue from the Tools menu.

#### Apply From Date

Beginning transaction date that restricts the amount of data being queried.

#### Apply To Date

End transaction date that restricts the amount of data being queried.

#### Organization

You can choose one or multiple organizations for which to list information.

#### Customer

You can choose one or multiple customers for which to list information.



## Opening View

**ORACLE® Applications**

**Discounts Summary (As Of: 04-JAN-2000)**  
 Apply From Date: 01-JAN-1999  
 Apply To Date: 01-JUL-1999

Page Items: Set Of Books: Vision Operations Organization: Vision Operations Sic Code:

	Currency	USD	Total Discounts	Earned Discounts	Unearned Discounts
Year					
1999			\$2.00	\$2	\$0
Grand Total			\$2.00	\$2	\$0

Receipts Summary Discount Summary

**Figure 7-12 Discounts Summary Worksheet**

## Conditions

There are no predefined conditions for this worksheet.

## Page Items

### Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

### Organization

The name of an organization within your company.

### SIC Code

A Standard Industry Classification code created by the U.S. government used to categorize businesses.

**Customer Category**

A category that you have previously defined in the Receivables Lookups window with the lookup type "Categories for Customers."

**Customer Class**

A category that you have previously defined in the Receivables Lookups window with the lookup type "Customer Class."

**Customer**

The name of a customer.

**Column Dimensions**

**Currency**

Currency in which the transactions are recorded.

**Total Discounts**

Total value of discount transactions.

**Total Earned Discounts**

Total value of earned discount transactions.

**Total Unearned Discounts**

Total value of unearned discount transactions.

**Row Dimensions**

**Year**

The year for which you are listing information.

**Additional Information**

---

---

**Note:** The Receipts Analysis Business Area contains Receipts and Discounts worksheets. the worksheets are designed to have a common business area between Receipts (or receipt-related) folders and Discounts folders. The common (or sharing) folder is the Customer folder. There are no joins that allow you to view both Receipts and Discounts folders in the same worksheet.

---

---

The table that follows lists items that can be added to either the Receipts Summary or the Discounts Summary worksheet.

**Table 7–8 Additional Items for the Receipts Analysis Worksheets**

Business Area	Folder	Item	Receipts Summary	Discounts Summary
Receipt	FII AR Customers (Receipts)	Account Status	•	•
		Active Flag	•	•
		Allow Discount Flag	•	•
		Alternate Name	•	•
		Charge Interest Flag	•	•
		Credit Hold Flag	•	•
		Credit Rating	•	•
		Current Year Revenues	•	•
		Customer Number	•	•
		Customer Type	•	•
		Discount Grace Days	•	•
		Interest Period	•	•
		Next Year Revenue	•	•
		Number of Employees	•	•
		Receipt Grace Days	•	•
		Risk Code	•	•
		Sales Channel	•	•
		Tax Registration Number	•	•
		Taxpayer Id	•	•
	FII AR Receipts	Currency Exchange Rate	•	
		Currency Exchange Rate Date	•	
		Currency Exchange Rate Type	•	
		Deposit Date	•	
		Receipt Class	•	
		Receipt Date	•	
		Receipt Method	•	
		Receipt Number	•	
		Receipt Status	•	
		Receipt Status Code	•	

**Table 7–8 Additional Items for the Receipts Analysis Worksheets**

Business Area	Folder	Item	Receipts Summary	Discounts Summary
		Reversal Category	•	
		Reversal Date	•	
		Reversal Reason	•	
	FII AR Receipt Date	Accounting Calendar	•	
		Period End Date	•	
		Period Name	•	
		Period Number	•	
		Period Start Date	•	
		Quarter Number	•	
		Set of Books Short Name	•	
	FII AR Discounts	Amount Applied		•
		Amount Applied Base		•
		Apply Date		•
		Earned Discounts		•
		Earned Discount Base		•
		Transaction Number		
		Unearned Discounts		•
		Unearned Discount Base		•
	FII AR Discounts Apply	Accounting Calendar		•
		Period End Date		•
		Period Name		•
		Period Number		•
		Period Start Date		•
		Quarter Number		•
		Set of Books Short Name		•

## GL Analysis Workbook

The GL Analysis workbook allows you to assess your revenue, expense and margin positions. You can view information by primary and secondary segments across multiple sets of books.

### Worksheets

- Revenue Analysis Worksheet
- Expense Analysis Worksheet
- Profit Margin Analysis Worksheet
- Contribution Margin Analysis Worksheet
- Current Ratio Analysis Worksheet

### Security

Oracle Applications security is extended to the GL Analysis workbook. You can further refine Oracle Applications security by setting security and privileges in Oracle Discoverer.

See: *Oracle Discoverer User Guide*, *Oracle General Ledger User Guide*, and *Oracle Applications User Guide*

## Revenue Analysis Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- Did revenues meet or exceed planned amounts?
- How do revenues compare to the same period last year?
- Which products or geographic regions are my top performers?
- Did last year's reorganization improve revenue growth?

This worksheet helps you to analyze revenue information for your company. You can review revenue by any Set of Books available to you and determine if actual results achieved planned amounts. You can also examine the actual or percentage variance for monthly and annual periods. It is also possible to evaluate your actual and planned revenue by primary and secondary segments, however you must set up the Revenue Financial Item. For example, you can look at revenue by cost center, department, account, product or balancing segment (typically company).

### Parameter Page

There are no predefined parameters for this worksheet.

## Opening View

ORACLE® Applications		Set Of Books Name: BIS Reports Revenue Analysis 30-NOV-1999		
Page Items: Set Of Books Name: BIS Reports ▼				
	Actual Revenue	Planned Revenue	Variance	% Variance
▶ 1999	1,146,914	1,050,966	95,949	8 %
▶ Distribution (Vision Sirgapore)	360,654	318,749	41,905	12 %
▶ Operations (Vision USA)	83,711	73,474	10,237	12 %
▶ Project Mfg (Vision MRC)	70,623	67,511	3,112	4 %
▶ 2000	75,920	74,332	1,588	2 %
▶ Distribution (Vision Sirgapore)	62,964	50,504	12,460	20 %
▶ Operations (Vision USA)	62,964	55,000	7,964	13 %
▶ Project Mfg (Vision MRC)	74,369	69,491	4,878	7 %
▶ 2001	74,369	72,242	2,127	3 %
▶ Distribution (Vision Sirgapore)	209,494	204,595	4,899	2 %
▶ Operations (Vision USA)	49,564	40,384	9,180	19 %
▶ Project Mfg (Vision MRC)	49,524	44,815	4,709	10 %

**Figure 7–13 Revenue Analysis Worksheet**

## Conditions

Conditions are filters in the worksheet that you can turn on or off. The following condition has been predefined for the Revenue Analysis worksheet and is set by default:

### Financial Item ID = Revenue

Restricts data to revenues only.

---

**Note:** In a workbook with multiple worksheets you can see conditions from all worksheets in one list.

---

## Page Items

### Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

## Column Dimensions

### Actual Revenue

Total revenue as defined by your GL Financial Item, Revenue.

### Planned Revenue

Budgeted revenue based on your current budget.

### Variance

The difference between actual and planned revenue calculated as:

$$\text{Actual Revenue} - \text{Planned Revenue}$$

### % Variance

Variance expressed as a percent of Planned Revenue calculated as:

$$(\text{Actual Revenue} - \text{Planned Revenue}) / \text{Planned Revenue}$$

## Row Dimensions

### Year

The calendar year for which you are viewing information.

### Company

A company, usually balancing segment.

### Secondary Segment

A secondary segment, for example, cost center, department, account, or product. To drill into the Secondary Segment, double click the Company.

## Hierarchies

Discoverer Hierarchies are predefined rollups of data items that allow you to drill to one or more lower levels of detail. The Revenue Analysis worksheet has the following predefined hierarchies:

- GL Period Name > GL Fiscal Calendar Year
- Secondary Segment > Company Segment



## Expense Analysis Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- Are expenses within planned amounts?
- Which of my departments had the highest expenses?
- How do expenses compare to the same period last year?
- Did I anticipate the large increase in expenses for the quarter?

This worksheet helps to analyze expense information for your company. You can examine expense information by Set of Books, Company and Secondary Segment.

### Parameter Page

There are no predefined parameters for this worksheet.

Opening View

ORACLE' Applications		Set Of Books Name: BIS Reports Expense Analysis 30-NOV-1999		
Page/Items: Set Of Books Name: BIS Reports ▼				
	Actual Expense	Planned Expense	Variance	% Variance
1999	57,225	54,874	2,351	4.29 %
Operations (Vision USA)	57,225	54,874	2,351	4.29 %
2000	16,350	16,042	308	1.92 %
Operations (Vision USA)	16,350	16,042	308	1.92 %

Figure 7-14 Expense Analysis Worksheet

Conditions

Conditions are like filters for the worksheet that you can turn on or off. The following condition is applicable to this worksheet and is enabled by default:

Financial ITEM ID = Expense

Restricts data selection to include expenses only.

Note: In workbooks with multiple worksheets, conditions for all worksheets are displayed in a single list.

Page Items

Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

## Column Dimensions

### **Actual**

Actual expense as defined by GL Financial Items.

### **Planned**

Budgeted expense for the current period.

### **Variance**

A difference between the actual expense and the planned expenses calculated as:

$$\text{Actual Expense} - \text{Planned Expense}$$

### **% Variance**

Variance expressed as a percent of Planned Expense calculated as:

$$(\text{Actual Expense} - \text{Planned Expense}) / \text{Planned Expense}$$

## Row Dimensions

### **Year**

The calendar year for which you are viewing information.

### **Company**

A GL Company, usually balancing segment

### **Secondary Segment**

Secondary Segment. For example, cost center, department, account, or product. To drill into the Secondary Segment, double click the Company.

## Hierarchies

Discoverer Hierarchies are predefined rollups of data items that allow you to drill to one or more lower levels of detail. The Expense Analysis worksheet has the following predefined hierarchies:

- GL Period Name > GL Fiscal Calendar Year
- Secondary Segment > Company Segment

## **Profit Margin Analysis Worksheet**

### **Business Questions**

Some of the business questions answered by this worksheet are:


- Am I more or less profitable compared to the same period last year?
- Which of my non-performing entities or lines of business should I consider divesting?
- Which products have the highest profit margins?

This worksheet helps to analyze profit margin information for your company. You can examine profit margin information by Set of Books, Company, and Secondary Segment.

### **Parameter Page**

There are no predefined parameters for this worksheet.

## Opening View

		Set Of Books Name: BIS Reports Profit Margin Analysis 05-NOV-1999	
Page Items: Set Of Books Name: BIS Reports ▼			
	Actual Profit Margin	Planned Profit Margin	Variance
▶ 1999	113.22 %	82.80 %	30.42 %
▶ Distribution (Vision Singapore)	100.00 %	100.00 %	0.00 %
▶ Operations (Vision USA)	139.65 %	48.39 %	91.26 %
▶ Project Mfg (Vision MRC)	100.00 %	100.00 %	0.00 %
▶ 2000	113.22 %	0.00 %	113.22 %
▶ Distribution (Vision Singapore)	100.00 %	0.00 %	100.00 %
▶ Operations (Vision USA)	139.65 %	0.00 %	139.65 %
▶ Project Mfg (Vision MRC)	100.00 %	0.00 %	100.00 %

**Figure 7-15 Profit Margin Analysis Worksheet**

## Conditions

There are no predefined conditions for this worksheet.

## Page Items

### Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency and accounting calendar.

## Column Dimensions

### Actual Profit Margin

Actual profit margin as defined by the GL Financial Items, Revenue and Expense:  
Profit Margin calculated as:

$$(\text{Actual Revenues} - \text{Actual Expenses}) / \text{Actual Revenues}$$

**Planned Profit Margin**

Planned Profit Margin calculated as:

$$(\text{Planned Revenue} - \text{Planned Expense}) / \text{Planned Revenue}$$

**Variance %**

A percentage of variance calculated as:

$$\text{Actual Profit Margin} - \text{Planned Profit Margin}$$

**Row Dimensions****Year**

The calendar year for which you are viewing information.

**Company**

A GL Company, usually balancing segment.

**Secondary Segment**

A secondary segment, for example, cost center, department, account or product. To drill into the Secondary Segment, double click the Company.

**Hierarchies**

Discoverer Hierarchies are predefined rollups of data items that allow you to drill to one or more lower levels of detail. The Profit Margin Analysis worksheet has the following predefined hierarchies:

- GL Period Name > GL Fiscal Calendar Year
- Secondary Segment > Company Segment

## **Contribution Margin Analysis Worksheet**

Contribution Margin is a measure that can tell you how well you are controlling variable costs in your business.

### **Business Questions**

Some of the business questions answered by this worksheet are:

- Am I managing my variable costs properly to maintain profitability?
- Which of my departments had the highest expenses?
- Which of my divisions is best at controlling variable costs?
- How does each incremental sale contribute to my profitability?

This worksheet helps you to analyze contribution margin information for your company. You can examine contribution margin by Set of Books, Company and Secondary Segment.

### **Parameter Page**

There are no predefined parameters for this worksheet.

Opening View


		Set Of Books Name: BIS Reports Contribution Margin Analysis 05-NOV-1999		
Page Items: Set Of Books Name: BIS Reports ▼				
	Actual Contribution Margin	Planned Contribution Margin	Variance	
1999	105.44 %	92.47 %	12.97 %	
Distribution (Vision Singapore)	100.00 %	100.00 %	0.00 %	
Operations (Vision USA)	116.32 %	77.42 %	38.90 %	
Project Mfg (Vision MRC)	100.00 %	100.00 %	0.00 %	
2000	105.44 %	0.00 %	105.44 %	
Distribution (Vision Singapore)	100.00 %	0.00 %	100.00 %	
Operations (Vision USA)	116.32 %	0.00 %	116.32 %	
Project Mfg (Vision MRC)	100.00 %	0.00 %	100.00 %	

Figure 7-16 Contribution Margin Analysis Worksheet

Conditions

There are no predefined conditions for this worksheet.

Page Items

Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency, and accounting calendar.

Column Dimensions

Actual Contribution Margin

Actual contribution margin as defined by the GL Financial Items Revenues and Variable Costs. Contribution Margin is calculated as:

$$(\text{Revenues} - \text{Variable Costs}) / \text{Revenues}.$$



**Planned Contribution Margin**

Budgeted contribution margin as defined by budgeted revenue and variable costs for the current period. Planned Contribution Margin is calculated as:

$$(\text{Planned Revenue} - \text{Planned Variable Costs}) / \text{Planned Revenue}$$

**% Variance**

A variance percentage calculated as:

$$\text{Actual} - \text{Planned contribution margin.}$$

**Row Dimensions****Year**

The calendar year for which you are reviewing information.

**Company**

A GL Company, usually balancing segment

**Secondary Segment**

A secondary segment, for example, cost center, department, account or product. To drill into the Secondary Segment, double click the Company.

**Hierarchies**

Discover Hierarchies are predefined rollups of data items that allow you to drill to one or more lower levels of detail. The Contribution Margin Analysis worksheet has the following predefined hierarchies:

- GL Period Name > GL Fiscal Calendar Year
- Secondary Segment > Company Segment

## **Current Ratio Analysis Worksheet**

The Current Ratio Analysis worksheet is one tool to measure the liquidity of your company.

### **Business Questions**

Some of the business questions answered by this worksheet are:

- Am I as solvent as I was last year?
- How well are my subsidiaries positioned to meet their short term debt obligations?
- Will banks and vendors extend me credit to purchase raw materials and supplies?

This worksheet helps to analyze current ratio information for your company. You can examine the current ratio by Set of Books, Company and Secondary Segment.

### **Parameter Page**

There are no predefined parameters for this worksheet.

## Opening View

ORACLE® Applications		Set Of Books Name: BIS Reports Current Ratio Analysis 05-NOV-1999		
Page Items:		Set Of Books Name: BIS Reports ▼		
		Actual Current Ratio	Planned Current Ratio	% Variance
▶ 1999	▶ Jan-99	<0.94>	1.47	<164.12>%
	▶ Feb-99	<0.94>	1.47	<164.12>%
	▶ Mar-99	<0.94>	1.47	<164.12>%
	▶ Apr-99	<0.94>	1.47	<164.12>%
	▶ May-99	<0.94>	1.47	<164.12>%
	▶ Jun-99	<0.94>	1.47	<164.12>%
	▶ Jul-99	<0.94>	1.47	<164.12>%
	▶ Aug-99	<0.94>	1.47	<164.12>%
	▶ Sep-99	<0.94>	1.47	<164.12>%
	▶ Oct-99	<0.94>	1.47	<164.12>%
	▶ Nov-99	<0.94>	1.47	<164.12>%
	▶ Dec-99	<0.94>	1.47	<164.12>%

**Figure 7–17 Current Ratio Analysis Worksheet**

## Conditions

There are no predefined conditions for this worksheet.

## Page Items

### Set of Books

A financial reporting entity that uses a particular chart of accounts, functional currency, and accounting calendar.

## Column Dimensions

### Actual Current Ratio

Actual current ratio, as defined by the GL Financial Items, Current Assets and Current Liabilities calculated as:

$$\text{Current Ratio} = \text{Current Assets} / \text{Current Liabilities.}$$

**Planned Current Ration**

Budgeted current ratio for the current period calculated as:

$$\text{Planned Current Ratio} = \text{Planned Assets} / \text{Planned Liabilities}.$$

**% Variance**

A percentage variance between Actual and Planned Current Ratios calculated as:

$$(\text{Actual Current Ratio} - \text{Planned Current Ratio}) / \text{Planned Current Ratio}.$$

**Row Dimensions**

**Year**

The calendar year for which you are viewing information.

**Company**

A GL Company, usually balancing segment

**Secondary Segment**

A secondary segment, for example, cost center, department, account or product. To drill into Secondary Segment, double click the Company.

**Hierarchies**

Discoverer Hierarchies are predefined rollups of data items that allow you to drill to one or more lower levels of detail. The Current Ratio Analysis worksheet has the following predefined hierarchies:

- GL Period Name > GL Fiscal Calendar Year
- Secondary Segment > CoCompany Segment

**Additional Information**

The table below lists additional items you can add to any of the Revenue Analysis worksheets.

**Table 7–9 Additional Items for the Revenue Analysis Worksheets**

Business Area	Folder	Item
General Ledger BIS	Financial Item Summary Data	Set of Books Name
		Fin Item ID
		Fin Item Name
		Actual Flag

**Table 7–9 Additional Items for the Revenue Analysis Worksheets**

Business Area	Folder	Item
		Amount Type
		Company Value
		Secondary Segment Value
		Period
		Period Number
		Year
		Period To Date
		Quarter To Date
		Year To Date
		Actual Revenue
		Planned Revenue
		Actual Expense
		Planned Expense
		Actual Asset
		Planned Asset
		Actual Liability
		Planned Liability
		Actual Varcost
		Planned Varcost
		Company
		Secondary Segment



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# Human Resources Workbooks

This chapter contains describes each Discoverer Workbook currently available for Human Resources Intelligence.

Each Discoverer Workbook contains one or more worksheets. Worksheets consist of various row data, column data and related charts. Detailed descriptions of each workbook and worksheet are included in this chapter.

There are nine analysis workbooks in Human Resources Intelligence. You can find information about individual workbooks in the following order:

Manpower Workbook:

- Manpower Budget Analysis on page 8-2

Recruitment Workbooks:

- Application Analysis on page 8-26
- Recruitment Efficiency on page 8-42
- Recruitment Time on page 8-56
- Terminated Applications on page 8-62

Training Workbooks:

- External Student Success Rate on page 8-68
- Internal Student Success Rate on page 8-75
- Training Cost and Revenue on page 8-89
- Training Success Rate on page 8-141

## Manpower Budget Analysis Workbook

This workbook enables you to investigate the difference between budgeted and actual manpower for your enterprise.

When you set up a budget you can link it to an organization, job, position and grade. These are called budget elements. The budget workbook uses a different budget element for each worksheet. Only budgets which have the correct element are included in the worksheet. For example, the Budgets by Positions worksheet only includes budgets which have a position, the Budgets by Grade only includes budgets which have grades, and so on.

All assignments for the budget element are counted at each element level. For example, if you set up two budgets for the organization Sales West:

- Sales West Grade 1 Budget  
Budget Value = 10 FTE
- Sales West Grade 2 Budget  
Budget Value = 15 FTE

The Budget by Job worksheet ignores the grade elements and displays the value for the organization Sales West as 25 FTE.

When using this workbook you should ensure that rollup budgets have not been set up as they are included in the workbook totals. Using the above example again, if you set up a rollup budget for Sales West with a budget value of 25 combining the budget values for Grade 1 and Grade 2, the workbook includes the rollup budget and calculates the total budget value for Sales West as 50.

### Worksheets

The Manpower Budget Analysis workbook contains the following worksheets:

- Budgets by Organization Worksheet
- Budgets by Position Worksheet
- Budgets by Job Worksheet
- Budgets by Grade Worksheet



## Budgets by Organization Worksheet

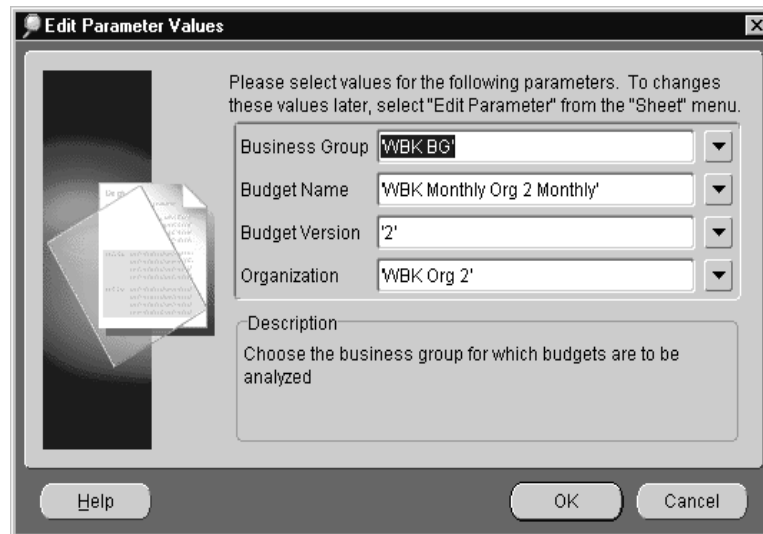
### Business Question

The business question answered by this worksheet is:

- How does my actual manpower compare with my budgeted manpower for an organization within my enterprise?

This worksheet compares the manpower budget values with the corresponding manpower actuals over a number of time periods, for a specific organization or group of organizations.

### Parameter Page



**Figure 8–1** Budgets by Organization Parameter Page

Enter the following parameters. The worksheet cannot retrieve any information if any of the parameters are left blank:

#### Business Group

The Business Group you want to investigate.

---

---

**Note:** If you are set up to use Human Resources Management System Cross Business Group Responsibility security and your responsibility is linked to more than one Security Group/Business Group combination you can select more than one Business Group.

---

---

**Budget Name**

The name of the budget. Using the Oracle Human Resources Management System Budget window, you can set up human resource budgets to record the amount of manpower budgeted for different organizations, positions, jobs and grades.

**Budget Version**

The version of the budget. Using the Budget window you can set up different versions of a budget for different time periods in your financial year.

**Organization**

The organization element for the selected budget. You can select a single organization or multiple organizations to include in the worksheet.

## Opening View

Page Items: Business Group: WBK BG Budget: WBK Monthly Org 2 Monthly Budget Version: 2 Budget Type: Full Time Equivalent

**Budgets by Organization**  
13-DEC-99 03:49:38 AM

Organization	Start Date	End Date	Budget	Actual	Variance	Variance %
WBK Org 2	01-JAN-2000	31-JAN-2000	4.00	2	-2.00	-50.00%
	01-FEB-2000	29-FEB-2000	4.00	1.5	-2.50	-62.50%
	01-MAR-2000	31-MAR-2000	4.00	0	-4.00	-100.00%
	01-APR-2000	30-APR-2000	4.00	6.1	2.10	52.50%
	01-MAY-2000	31-MAY-2000	4.00	6.1	2.10	52.50%
	01-JUN-2000	30-JUN-2000	4.00	6.1	2.10	52.50%
	01-JUL-2000	31-JUL-2000	4.00	6.1	2.10	52.50%
	01-AUG-2000	31-AUG-2000	4.00	8.6	4.60	115.00%
	01-SEP-2000	30-SEP-2000	5.00	8.7	3.70	74.00%
	01-OCT-2000	31-OCT-2000	3.00	7.1	4.10	136.67%
	01-NOV-2000	30-NOV-2000	3.00	7.1	4.10	136.67%

Page 1 of 1 50 Rows Per Page

Budgets by Organization Budgets by Position Budgets by Job Budgets by Grade

**Figure 8–2 Budgets by Organization Worksheet**

## Exceptions

There are no exceptions defined for this worksheet.

## Conditions

The following conditions are predefined and turned on when the worksheet is first opened:

### Organization Name

Controls the organization elements used in the worksheet.

### Budget Version Number

Controls the version numbers of the budget used in the worksheet.

### Budget Name

Controls the budgets used in the worksheet.

**Business Group Name**

Controls the Business Groups used in the worksheet. This does not override Human Resources Management System security.

Turning off any of these conditions overrides the parameters. For example, turning off the Budget Name condition causes the worksheet to include all budgets.

The following conditions are predefined but turned off when the worksheet is first opened:

**Grade Name**

Controls the grade element.

**Position Name**

Controls the position element.

**Job Name**

Controls the job element.

Turning on any of these conditions enables you to include them in your parameter selections. For example, turning on the Grade Name condition in the parameters page enables you to select by Business Group, budget name, budget version, organization and grade.

**Page Items****Business Group**

The Business Group entered in the parameters.

**Budget**

The name of the budget entered in the parameters.

**Budget Version**

The version of the budget entered in the parameters.

**Budget Type**

The budget type of the selected budget. When you set up a budget using the Oracle Human Resources Management System Budget window you enter a budget measurement type, such as headcount or fulltime equivalent.

## Column Dimensions

### Organization

The budget, manpower and variance information for each organization selected using the parameter page.

### Start Date and End Date

The start and end date of each time period for the budget. You set up a budget calendar using the Oracle Human Resources Management System Budgetary Calendar window.

### Budget

The amount of manpower budgeted for the time period.

### Actual

The actual manpower within the organization for the time period.

The actual amount of manpower is calculated on the last day of the time period. Manpower can be calculated using a predefined or user-defined Oracle FastFormula.

The Oracle Human Resources Management System Budget window displays actual manpower using the budget measurement values set up at assignment or organization level. The budget window does not use formulas. Therefore, depending on how you are using formulas the actual shown in the worksheet may differ from those shown in the Oracle Human Resources Management System Budget window.

For more information about how manpower is calculated see "Set Up and Customize Manpower" beginning on page 3-74.

### Variance Amount

The difference between the actual manpower and the budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

### Variance%

The percentage variance between actual manpower and budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

## Row Dimensions

There are no row items in this worksheet.

## **Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or standard system security.

## Budgets by Position Worksheet

### Business Question

The business question answered by this worksheet is:

- How does my actual manpower compare with my budgeted manpower for positions within my enterprise?

This worksheet compares the manpower budget values with the corresponding manpower actuals over a number of time periods, for specific positions or a group of positions.

If there is more than one budget element for the chosen position, the budget amounts for each element are summed together. For example, if you have set up two budgets:

- **Budget One**

This budget has the budget elements of position (manager) and grade (level 1) with a budgeted manpower of 20 fulltime equivalents.

- **Budget Two**

This budget has a budget element of position (manager) and grade (level 2) with a budgeted manpower of 10 fulltime equivalents.

As the worksheet is investigating manpower at the position level Budget One and Budget Two are summed together. The budgeted manpower for the position of manager is 30 fulltime equivalents.

## Parameter Page

**Figure 8–3 Budgets by Position Parameter Page**

Enter all of the following parameters. The worksheet cannot retrieve any information if any of the parameters are left blank.

### Business Group

The Business Group you want to investigate.

---

**Note:** If you are set up to use Human Resources Management System Cross Business Group Responsibility security and your responsibility is linked to more than one Security Group/Business Group combination you can select more than one Business Group.

---

### Budget Name

The name of the budget. Using the Oracle Human Resources Management System Budget window, you can set up human resource budgets to record the amount of manpower budgeted for different organizations, positions, jobs and grades.



### Budget Version

The version of the budget. Using the Oracle Human Resources Management System Budget window you can set up different versions of a budget for different time periods in your financial year.

### Position

The position element for the budget. Select a single position or multiple positions to include in the worksheet.

### Opening View

Position	Start Date	End Date	Budget	Actual	Variance	Variance %
WBK ORG 1 JOB 2...	01-JAN-1998	31-JAN-1998	100.00	0	-100.00	-100.00%
	01-FEB-1998	28-FEB-1998	100.00	0	-100.00	-100.00%
	01-MAR-1998	31-MAR-1998	100.00	0	-100.00	-100.00%
	01-APR-1998	30-APR-1998	100.00	0	-100.00	-100.00%
	01-MAY-1998	31-MAY-1998	100.00	0	-100.00	-100.00%
	01-JUN-1998	30-JUN-1998	100.00	0	-100.00	-100.00%
	01-JUL-1998	31-JUL-1998	100.00	0	-100.00	-100.00%
	01-AUG-1998	31-AUG-1998	100.00	0	-100.00	-100.00%
	01-SEP-1998	30-SEP-1998	100.00	0	-100.00	-100.00%
	01-OCT-1998	31-OCT-1998	100.00	0	-100.00	-100.00%
	01-NOV-1998	30-NOV-1998	100.00	0	-100.00	-100.00%

**Figure 8–4** Budgets by Position Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

The following conditions are predefined and turned on when the worksheet is opened:

**Position Name**

Controls the position elements used in the worksheet.

**Budget Version Number**

Controls the version numbers of the budget used in the worksheet.

**Budget Name**

Controls the budgets used in the worksheet.

**Business Group Name**

Controls the Business Groups used in the worksheet. This does not override Human Resources Management System security.

Turning off any of these conditions overrides the parameters. For example, turning off the Budget Name condition causes the worksheet to include all budgets.

The following conditions are predefined but turned off when the worksheet is opened:

**Grade Name**

Controls the grade element.

**Organization Name**

Controls the organization element.

**Job Name**

Controls the job element.

Turning on any of these conditions enables you include them in your parameter selections. For example, if you turn on the Grade Name condition on the parameters page you can select by Business Group, budget name, budget version, position and grade.

**Page Items**

**Business Group**

The Business Group you entered in the parameters.

**Budget**

The name of the budget you entered in the parameters.

**Budget Version**

The version of the budget you entered in the parameters.

**Budget Type**

The budget type for the selected budget. When you set up a budget using the Oracle Human Resources Management System Budget window you enter a budget measurement type, such as headcount or fulltime equivalent.

**Column Dimensions****Position**

The budget, manpower and variance information for each position you entered in the parameter page.

**Start Date and End Date**

The start and end date of each time period for the budget. You set up a budget calendar using the Oracle Human Resources Management System Budgetary Calendar window.

**Budget**

The amount of manpower budgeted for the time period.

**Actual**

The actual manpower within the organization for the time period.

The actual amount of manpower is calculated on the last day of the time period. Manpower can be calculated using a predefined or user-defined Oracle FastFormula.

The Oracle Human Resources Management System Budget window displays actual manpower using the budget measurement values set up at assignment or organization level. The budget window does not use formulas. Therefore, depending on how you are using formulas the actual shown in the workbook may differ from those shown on the Budget window.

For more information about how manpower is calculated see "Set Up and Customize Manpower" beginning on page 3-74.

**Variance Amount**

The difference between the actual manpower and the budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

**Variance%**

The percentage variance between actual manpower and budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

**Row Dimensions**

There are no row items in this worksheet.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or standard system security.

## Budgets by Job Worksheet

### Business Question

The business question answered by this worksheet is:

- How does my actual manpower compare with my budgeted manpower for jobs within my enterprise?

This worksheet compares the manpower budget values with the corresponding manpower actuals over a number of time periods, for a specific job or a group of jobs.

If there is more than one budget element for the chosen job, the budget amounts for each element are summed. For example, if you have set up two budgets:

- **Budget One**

This budget has the budget elements of job (technical author) and grade (level 1) with a budgeted manpower of 20 fulltime equivalents.

- **Budget Two**

This budget has a budget element of job (technical author) and grade (level 2) with a budgeted manpower of 10 fulltime equivalents.

As the worksheet is investigating manpower at the job level, Budget One and Budget Two are summed together. The budgeted manpower for the job of technical author is 30 fulltime equivalents.

## Parameter Page

**Edit Parameter Values**

Please select values for the following parameters. To changes these values later, select "Edit Parameter" from the "Sheet" menu.

Business Group: WBK BG

Budget Name: WBK Budget Org 1 Monthly

Budget Version: 1

Job: WBK1.WBK JOB 1

Description: Select the job for which budget elements are displayed

Help OK Cancel

**Figure 8–5 Budgets by Job Parameter Page**

You must enter the following parameters. The worksheet cannot retrieve any information if you leave any of the parameters blank.

### Business Group

The Business Group you want to investigate.

---

**Note:** If you are set up to use Human Resources Management System Cross Business Group Responsibility security and your responsibility is linked to more than one security group / Business Group combination, you can select more than one Business Group.

---

### Budget

The name of the budget. Using the Oracle Human Resources Management System Budget window, you can set up human resource budgets to record the amount of manpower budgeted for different organizations, positions, jobs and grades.

## Budget Version

The version of the budget. Using the Oracle Human Resources Management System Budget window you can set up different versions of a budget for different time periods in your financial year.

## Job

The job element for the selected budget. You can select a single organization or multiple organizations to include in the worksheet.

## Opening View

Oracle Discoverer - [Hripmbgt]

File Edit Sheet Tools Help

Page Items: Business Group: WBK BG Budget: WBK Budget Org 1 Monthly Budget Version: 1 Budget Type: Full Time Equivalent

**Budgets by Job**  
10-DEC-99 07:19:32 AM

Job	Start Date	End Date	Budget	Actual	Variance	Variance %
WBK1.WBK JOB 1	01-JAN-1998	31-JAN-1998	12.00	0	-12.00	-100.00%
	01-FEB-1998	28-FEB-1998	12.00	0	-12.00	-100.00%
	01-MAR-1998	31-MAR-1998	12.00	0	-12.00	-100.00%
	01-APR-1998	30-APR-1998	12.00	0	-12.00	-100.00%
	01-MAY-1998	31-MAY-1998	12.00	0	-12.00	-100.00%
	01-JUN-1998	30-JUN-1998	12.00	0	-12.00	-100.00%
	01-JUL-1998	31-JUL-1998	12.00	2.4	-9.60	-80.00%
	01-AUG-1998	31-AUG-1998	15.00	2.4	-12.60	-84.00%
	01-SEP-1998	30-SEP-1998	15.00	2.4	-12.60	-84.00%
	01-OCT-1998	31-OCT-1998	15.00	2.4	-12.60	-84.00%
	01-NOV-1998	30-NOV-1998	15.00	2.4	-12.60	-84.00%

Page 1 of 1

50 Rows Per Page

Budgets by Organization Budgets by Position Budgets by Job Budgets by Grade

**Figure 8–6** *Budgets by Job Worksheet*

## Exceptions

There are no exceptions defined for this worksheet

## Conditions

The following conditions are predefined and turned on when the worksheet is opened:

**Job Name**

Controls the job elements used in the worksheet.

**Budget Version Number**

Controls the version numbers of the budget used in the worksheet.

**Budget Name**

Controls the budgets used in the worksheet.

**Business Group Name**

Controls the Business Groups used in the worksheet. This does not override Human Resources Management System security.

Turning off any of these conditions overrides the parameters. For example, turning off the Budget Name condition cause the worksheet to include all budgets.

The following conditions are predefined but turned off when the worksheet is opened:

**Grade Name**

Controls the grade element.

**Position Name**

Controls the position element.

**Organization Name**

Controls the organization element.

Turning on any of these conditions enables you include them in your parameter selections. For example, if you turn on the Grade Name condition on the parameters page you can select by Business Group, budget name, budget version, job and grade.

**Page Items**

**Business Group**

The Business Group you entered in the parameters.

**Budget**

The name of the budget you entered in the parameters.

**Budget Version**

The version of the budget you entered in the parameters.



**Budget Type**

The budget type defaults from the selected budget. When you set up a budget using the Oracle Human Resources Management System Budget window you enter a budget measurement type, such as headcount or fulltime equivalent.

**Column Dimensions****Job**

The budget, manpower and variance information for each job you enter on the parameter page.

**Start Date and End Date**

The start and end date of each time period for the budget. You set up a budget calendar using the Oracle Human Resources Management System Budgetary Calendar window.

**Budget**

The amount of manpower budgeted for the time period.

**Actual**

The actual manpower within the organization for the time period.

The actual amount of manpower is calculated on the last day of the time period. Manpower can be calculated using a predefined or user-defined Oracle FastFormula.

The Oracle Human Resources Management System Budget window displays actual manpower using the budget measurement values set up at assignment or organization level. The budget window does not use formulas. Therefore, depending on how you are using formulas the actual shown in the workbook may differ from those shown on the Budget window.

For more information about how manpower is calculated see "Set Up and Customize Manpower" beginning on page 3-74.

**Variance Amount**

The difference between the actual manpower and the budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

**Variance%**

The percentage variance between actual manpower and budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

**Row Dimensions**

There are no row items in this worksheet.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Budgets by Grade Worksheet

### Business Question

The business question answered by this worksheet is:

- How does my actual manpower compare with my budgeted manpower for grades within my enterprise?

This worksheet compares the manpower budget values with the corresponding manpower actuals over a number of time periods, for a specific grade or group of grades.

If there is more than one budget element for the chosen grade, the budget amounts for each element are summed together. For example, if you have set up two budgets:

- **Budget One**

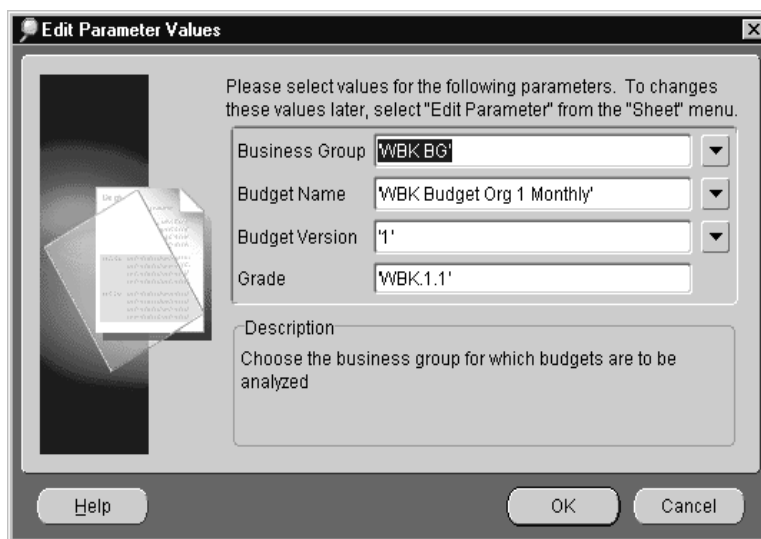
This budget has the budget elements of grade (senior manager A.1) and job (developer) with a budgeted manpower of 5 fulltime equivalents.

- **Budget Two**

This budget has a budget element of grade (senior manager A.1) and job (technical author) with a budgeted manpower of 10 fulltime equivalents.

As the worksheet is investigating manpower at the grade level, Budget One and Budget Two are summed together. The budgeted manpower for the grade of senior manager A.1 is 15 fulltime equivalents.

## Parameter Page



**Figure 8–7** *Budgets by Grade Parameter Page*

### Business Group

The Business Group you want to investigate.

---

---

**Note:** If you are set up to use Human Resources Management System Cross Business Group Responsibility security and your responsibility is linked to more than one Security Group/Business Group combination you can select more than one Business Group.

---

---

### Budget Name

The name of the budget. Using the Oracle Human Resources Management System Budget window, you can set up human resource budgets to record the amount of manpower budgeted for different organizations, positions, jobs and grades.

### Budget Version

The version of the budget. Using the Oracle Human Resources Management System Budget window you can set up different versions of a budget for different time periods in your financial year.

## Grade

The grade element for the selected budget. You can select a single grade or multiple grades to include in the worksheet.

## Opening View

Grade	Start Date	End Date	Budget	Actuals	Variance	Variance %
WBK1.1	01-JAN-2000	31-JAN-2000	90.00	2.7	-87.30	-97.00%
	01-FEB-2000	29-FEB-2000	91.00	2.7	-88.30	-97.03%
	01-MAR-2000	31-MAR-2000	92.00	2.7	-89.30	-97.07%
	01-APR-2000	30-APR-2000	93.00	2.7	-90.30	-97.10%
	01-MAY-2000	31-MAY-2000	94.00	2.7	-91.30	-97.13%
	01-JUN-2000	30-JUN-2000	95.00	2.7	-97.70	-102.84%

**Figure 8–8** *Budgets by Grade Worksheet*

## Exceptions

There are no exceptions defined for this worksheet

## Conditions

The following conditions are predefined and turned on when the worksheet is opened:

### Grade Name

Controls the grade elements used in the worksheet.

### Budget Version Number

Controls the version numbers of the budget used in the worksheet.

**Budget Name**

Controls the budgets used in the worksheet.

**Business Group Name**

Controls the Business Groups used in the worksheet.

Turning off any of these conditions overrides the parameters. For example, turning off the Budget Name condition causes the worksheet to include all budgets.

The following conditions are predefined but turned off when the worksheet is opened:

**Organization Name**

Controls the organization element.

**Position Name**

Controls the position element.

**Job Name**

Controls the job element.

Turning on any of these conditions enables you include them in your parameter selections. For example, if you turn on the Job Name condition on the parameters page you can select by Business Group, budget name, budget version, grade and job.

**Column Dimensions****Grade**

The budget, manpower and variance information for each grade you enter on the parameter page.

**Start Date and End Date**

The start and end date of each time period for the budget. You set up a budget calendar using the Oracle Human Resources Management System Budgetary Calendar window.

**Budget**

The amount of manpower budgeted for the time period.

**Actual**

The actual manpower for the time period.

The actual amount of manpower is calculated on the last day of the time period. Manpower can be calculated using a predefined or user-defined Oracle FastFormula.

The Oracle Human Resources Management System Budget window displays actual manpower using the budget measurement values set up at assignment or organization level. The budget window does not use formulas. Therefore, depending on how you are using formulas the actual shown in the workbook may differ from those shown on the Budget window.

For more information about how manpower is calculated see "Set Up and Customize Manpower" beginning on page 3-74.

**Variance Amount**

The difference between the actual manpower and the budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

**Variance%**

The percentage variance between actual manpower and budgeted manpower for the time period. If the actual manpower is less than the budgeted manpower the variance displays as a negative number.

**Row Dimensions**

There are no row items in this worksheet.

**Security**

This worksheet uses the security model set up for Oracle Human Resources Management System, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

Additional Information

The table that follows lists items that can be added to the Manpower Budget Analysis worksheets.

Table 8–1 Additional Items for the Manpower Budget Analysis Worksheets

Business Area	Folder	Item	Budgets by Organization	Budgets by Job	Budgets by Grade	Budgets by Position
Human Resources	Manpower Budgets	Frequency	•	•	•	•
		Budget Version Start Date	•	•	•	•
		Budget Version End Date	•	•	•	•
	Grades	"Key Flexfield Items"			•	
	HR Organizations	Organization Type	•			
		Location	•			
		Address	•			
	Positions	"Key Flexfield Items"				•

Application Analysis Workbook

This workbook enables you to investigate applications for vacancies within your enterprise. You can investigate the following by vacancy, recruitment activity and applicant status:

- number of openings for a vacancy
- new applicants
- applications which have been terminated
- offers to applicants
- accepted offers by applicants
- number of applicants who accepted jobs and are still employed
- number of applicants hired

This workbook also enables you to analyze the current age of applicants for different vacancies.



## **Worksheets**

The worksheets included in the Application Analysis Workbook are:

- Vacancy Summary Worksheet
- Recruitment Activity Summary Worksheet
- Applicant Statuses Worksheet
- Age Analysis Worksheet

## **Vacancy Summary Worksheet**

### **Business Question**

The business question answered by this worksheet is:

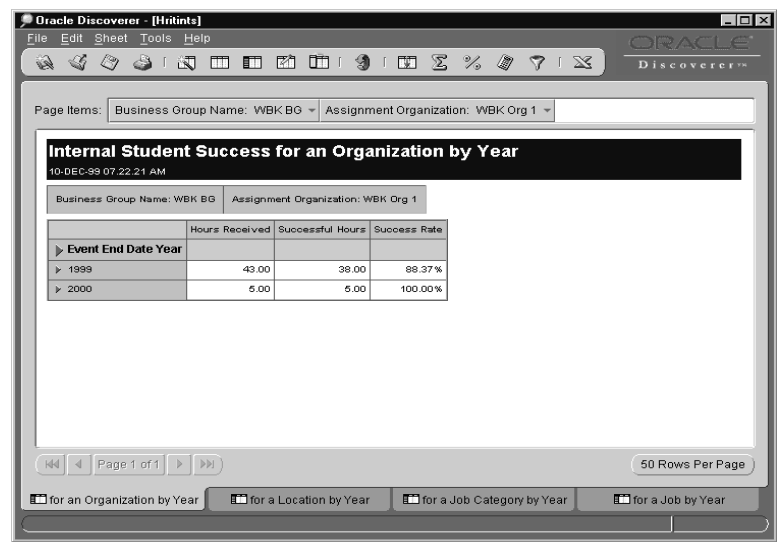
- What is the current status of vacancies in my Business Group?

This worksheet enables you to investigate vacancies within your Business Group. You can analyze the current status of vacancies, such as the number of remaining applicants, the number of new applicants and the number of terminated applicants. You can view vacancy information for a Business Group, recruitment type and recruitment activity.

### **Parameter Page**

There is no parameter page for this worksheet.

## Opening View



**Figure 8–9** *Vacancy Summary Worksheet*

## Exceptions

There are no exceptions defined for this worksheet.

## Conditions

There are no conditions defined for this worksheet.

## Page Items

### Business Group

If you use Cross Business Group Responsibility security and have set up more than one Business Group/Security Group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

**Recruitment Type**

The type of recruitment you want to investigate. You set up Recruitment types in Oracle Human Resources Management System using the lookup type REC\_TYPE.

**Recruitment Activity**

The recruitment activity you want to investigate, set up using the Oracle Human Resources Management System Recruitment Activity window.

**Budget**

The planned cost of the recruitment activity, set up using the Oracle Human Resources Management System Recruitment Activity window.

**Actual**

The actual cost of the recruitment activity, set up using the Oracle Human Resources Management System Recruitment Activity window.

**Hires**

The number of hires for all vacancies in the recruitment activity.

**Column Dimensions****Requisition**

The requisition you want to investigate. You set up using the Oracle Human Resources Management System Requisitions and Vacancy window. You can have a number of vacancies for one requisition.

**Vacancy**

The name of the vacancy.

**Openings**

The number of openings recorded for the vacancy.

**New Applicants**

The number of applicants for the vacancy who have the status of Active Application.

**Terminations**

The number of applicants whose applicant assignment has ended and for whom an employee assignment has not been created.

**Accepts**

The number of applicants that have the status of Accept.

**Offers**

The number of applicants that have the status of Offer. Applicants can only have one status at any one time, therefore this is the number of offers made and not yet accepted. It does not include offers that have subsequently been accepted.

**Still Employed**

The number of applicant assignments converted to employee assignments and are still active.

**Hires**

The number of hires for vacancies associated with the recruitment activity selected in the page items. This is the number of applicant assignments converted to employee assignments, regardless of whether the applicant already works for your enterprise.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Recruitment Activity Summary Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the current status of recruitment activities within my Business Group?

This worksheet enables you to investigate recruitment activities within your Business Group. You can analysis the current status of recruitment activities, such as the number of new applicants, the number of offers made and the number of terminated applicants. You can view recruitment activity information for a Business Group, requisition, vacancy and recruitment type.

### Parameter Page

There is no parameter page for this worksheet.

Opening View

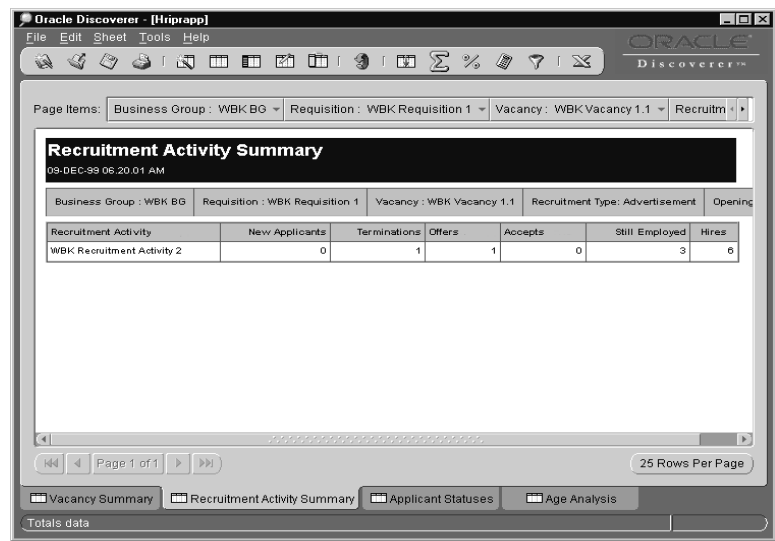


Figure 8–10 Recruitment Activity Summary Worksheet

Exceptions

There are no exceptions for this worksheet.

Conditions

There are no conditions for this worksheet.

Page Items

Business Group

If you use Cross Business Group Responsibility security and have set up more than one Business Group/Security Group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

**Requisition**

The requisition you want to investigate. You set up requisitions using the Oracle Human Resources Management System Requisitions and Vacancy window. You can have a number of vacancies for one requisition

**Vacancy**

The vacancy you want to investigate. You can have a number of openings for one vacancy.

**Opening**

The number of openings for the vacancy.

**Recruitment Type**

The recruitment type for the vacancy. You can set up a single vacancy against different recruitment activities.

**Column Dimensions****Recruitment Activity**

The recruitment activities. You set up recruitment activities using the Oracle Human Resources Management System Recruitment Activity window.

**New Applicants**

The number of applicants who have the status of Active Application.

**Terminations**

The number of applicants whose applicant assignment has ended and for whom an employee assignment has not been created

**Offers**

The number of applicants that have the status of Offer. Applicants can only have one status at any one time, therefore this is the number of offers made and not yet accepted. It does not include offers that have subsequently been accepted.

**Accepts**

The number of applicants that have the status of Accepts.

**Still Employed**

The number of applicant assignments converted to employee assignments and are still active.



**Hires**

The number of hires for vacancies associated with the recruitment activity selected in the page items. This is the number of applicant assignments converted to employee assignments, regardless of whether the applicant already works for your enterprise.

**Row Dimensions**

There are no row items in this worksheet.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Applicant Statuses Worksheet

### Business Question

The business question answered by this worksheet is:

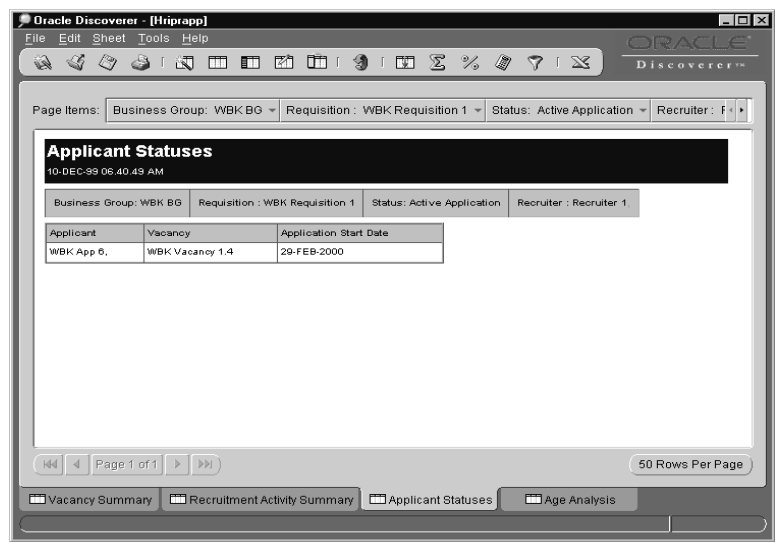
- What is the status of my applicants?

This worksheet enables you to investigate the applications that exist for a Business Groups, requisition, status and recruiter.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



**Figure 8–11** *Applicant Statuses Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

There are no conditions defined for this worksheet.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

**Requisition**

The requisition you want to investigate. You set up requisitions using the Oracle Human Resources Management System Requisitions and Vacancy window. You can have a number of vacancies for one requisition.

**Status**

The status of the vacancies.

**Recruiter**

The recruiter assigned to the vacancy, set up using the Oracle Human Resources Management System View Vacancies window.

**Column Dimensions****Applicant**

Applicants which exists for the Business Group, requisition, status and recruiters

**Vacancy**

The applicant's vacancy. This must have the Selected status.

**Applicant Start Date**

The date the application started.

**Row Dimensions**

There are no row items in this worksheet.

## **Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Age Analysis Worksheet

### Business Question

The business question answered by this worksheet is:

- What are the different ages of applicants for a vacancy?

This worksheet enables you to investigate the current age of applicants for a particular vacancy. The ages that are shown on the worksheet are the current ages of the applicant, not their ages when they applied for the vacancy.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

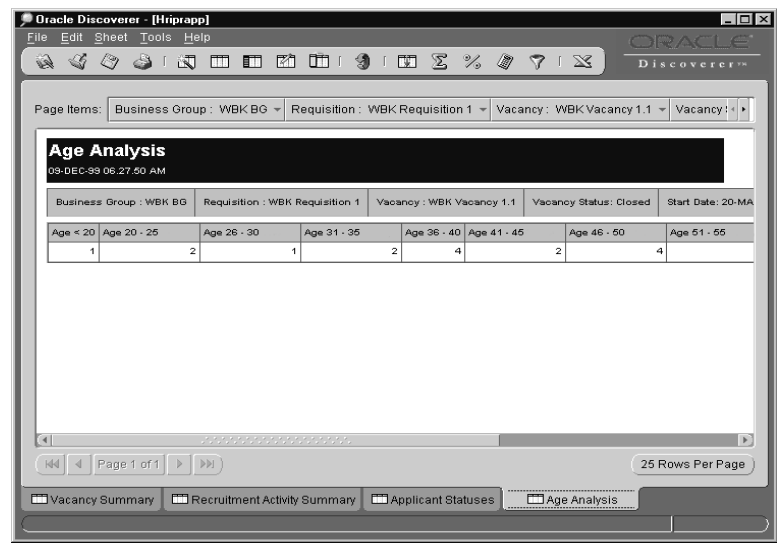


Figure 8-12 Age Analysis Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

There are no conditions defined for this worksheet.

### **Page Items**

#### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/Security Group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

#### **Requisition**

The requisition you want to investigate. You set up using the Oracle Human Resources Management System Requisitions and Vacancy window. You can have a number of vacancies for one requisition

#### **Vacancy**

The vacancy you want to investigate.

#### **Vacancy Status**

The status of the vacancy.

#### **Start Date**

The start date of the vacancy.

#### **End Date**

The end date of the vacancy.

### **Column Dimensions**

#### **Age <20**

The number of applicants for the vacancy that are currently less than 20 years old.

#### **Age 20 -25**

The number of applicants for the vacancy that are currently between 20 and 25 years old.

#### **Age 31 - 35**

The number of applicants for the vacancy that are currently between 31 and 35 years old.

**Age 36 - 40**

The number of applicants for the vacancy that are currently between 36 and 40 years old.

**Age 41 - 45**

The number of applicants for the vacancy that are currently between 41 and 45 year old.

**Age 46 - 50**

The number of applicants for the vacancy that are currently between 46 and 50 years old.

**Age 51 - 55**

The number of applicants for the vacancy that are currently between 51 and 55 year old.

**Age 56 - 60**

The number of applicants for the vacancy that are currently between 56 and 60 years old.

**Age 61 - 65**

The number of applicants for the vacancy that are currently between 61 and 65 years old.

**Age 66 - 70**

The number of applicants for the vacancy that are currently between 66 and 70 years old.

**Age > 70**

The number of applicants for the vacancy that are currently more than 70 years old.

**Age Unknown**

The number of applicants for the vacancy who do not have a date of birth.

**Row Dimensions**

There are no row items in this worksheet.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

Additional Information

The table that follows lists additional items that can be added to the Applications Analysis worksheets.

Table 8–2 Additional Items for Applications Analysis Worksheets

Business Area	Folder	Item	Vacancy Summary	Recruitment Activity Summary	Applicant Statuses	Age Analysis
Human Resources	Calculations	Recruitment Activity	•	•		
		Vacancy Hires				
		Planned cost with currency		•		
		Actual cost with currency		•		
		Vacancy Hires	•	•	•	
		Recruitment Activity Hires		•		
	Analysis	Age In Years			•	
	Personal Details	Gender			•	•
		Registered Disabled			•	
		Nationality			•	•
		Marital Status			•	
	Job Applications	Person Name	•	•		
	Recruitment Activities	Start Date		•		
		End Date		•		
	Vacancies	Start Date	•		•	
		End Date	•		•	
		Job Name	•		•	
		Location	•		•	

Recruitment Efficiency Workbook

This workbook enables you to investigate the how efficiently you are recruiting new employees into your organization. For recruitment activities and vacancies within a recruitment activity you can analyze the:



- number of openings, offers and hires
- percentage of hires against offers and openings
- planned and actual cost of hiring for an activity
- cost of hiring for each vacancy

**Worksheets**

The worksheets included in the Recruitment Efficiency workbook are:

- Vacancy Ratios Worksheet
- Vacancy Ratios by Recruitment Activity Worksheet
- Recruitment Activity Ratios Worksheet
- Hires vs. Openings Summary Worksheet

## Vacancy Ratios Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the ratio of employees hired against the available openings and offers made?

This worksheet enables you to analyze the efficiency of your recruitment. For each vacancy you can investigate:

- number of available openings
- number of offers made
- number of people hired
- percentage of people hired against the number of openings
- percentage of people hired against the number of offers made

### Parameter Page

There are no parameters defined for this worksheet.

## Opening View

Page Items: Business Group Name: WBK BG

**Vacancy Ratios**  
13-DEC-99 01:46:07 AM

Business Group Name: WBK BG

Vacancy Name	Openings	Offers	Hires	Hires / Openings	Hires / Offers
WBK Vacancy 1.1	8	14	17	212.50%	121.43%
WBK Vacancy 1.2	2	4	6	300.00%	150.00%
WBK Vacancy 1.3	16	5	10	62.50%	200.00%
WBK Vacancy 1.4	5	3	5	100.00%	166.67%
WBK Vacancy 1.5	1	0	0	0.00%	
WBK Vacancy 2.1	5	0	1	20.00%	
WBK Vacancy 2.2	2	2	2	100.00%	100.00%

Page 1 of 1 50 Rows Per Page

Vacancy Ratios Vacancy Ratios by Recruitment Act... Recruitment Activity Ratios Hires vs Openings Summary

**Figure 8–13 Vacancy Ratios Worksheet**

## Exceptions

There are no exceptions defined for this worksheet.

## Conditions

There are no conditions defined for this worksheet.

## Page Items

### Business Group

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

## **Column Dimensions**

### **Vacancy Name**

The vacancy name. The worksheet displays all vacancies set up against the Business Group. A vacancy can be open or closed.

### **Openings**

The number of openings recorded for the vacancy.

### **Offers**

The number of applications with the status of Offer.

Applicants can only have one status at any one time, therefore the number of offers represents offers that made and not yet accepted. It does not include offers which have subsequently been accepted.

### **Hires**

The number of applicant assignments converted to employee assignments for the vacancy, regardless of whether the applicants already work for the enterprise.

### **Hires/Openings**

The percentage of hires against openings calculated as:

$$\text{Hires/Openings} \times 100 = \text{Hires/Openings}\%$$

### **Hires/Offers**

The percentage of hires against offers calculated as:

$$\text{Hires/Offers} \times 100 = \text{Hires/Offers}\%.$$

## **Row Dimensions**

There are no row items in this worksheet.

### **Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Vacancy Ratios by Recruitment Activity Worksheet

### Business Questions

Some of the business questions answered by this worksheet are:

- What are the planned costs and actual costs of a vacancy?
- How much does it cost to fill a vacancy in different recruitment activities?
- How many people are hired compared with offers, or hired compared with the number of vacancies for different recruitment activities?

This worksheet enables you to analyze the efficiency of your recruitment. For each vacancy included in a recruitment activity you can investigate the:

- actual and planned cost of recruitment activities for selected vacancies
- cost of hiring a person for the recruitment activity
- number of offers made and people
- percentage of hires against offers and openings

### Parameter Page

There are no parameters defined for this worksheet.

Opening View

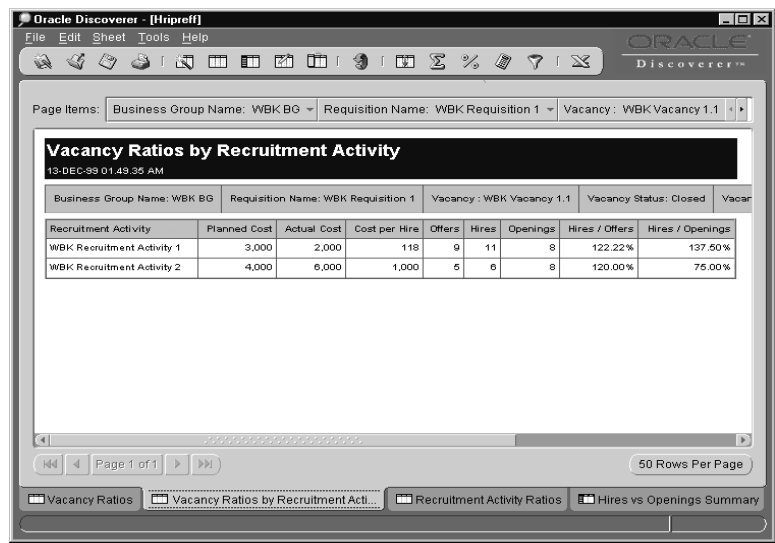


Figure 8–14 Vacancy Ratios by Recruitment Activity Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Business Group Name

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

Requisition Name

The requisition raised for the vacancies.

**Vacancy**

The vacancy for the worksheet.

**Vacancy Status**

The status of the vacancy, for example First Interview, Second Interview or hired. This defaults from the vacancy.

**Vacancy Start Date and End Date**

The start and end date of the vacancy.

**Column Dimensions****Recruitment Activities**

The recruitment activity the select vacancy is recorded against.

**Planned Cost**

The planned cost of the recruitment activity. This is recorded for a recruitment activity and not for each relevant vacancy.

**Actual Cost**

The actual cost of the recruitment activity. This is recorded for a recruitment activity and not for each relevant vacancy.

**Cost per Hire**

The cost of each recruitment activity hire, not the cost of each vacancy hire calculated as:

$$\text{Actual Cost/Recruitment Activity Hires} = \text{Cost per Hire}$$

**Offers**

The number of applicants that have the status of Offer for the vacancy.

Applicants can have only one status at any one time, therefore the number of offers represent offers made and not yet accepted. It does not include offers that have subsequently been accepted.

**Hires**

The number of applicant assignments converted to employee assignments for a recruitment activity, regardless of whether the applicants already work for the enterprise.

**Openings**

The number of openings recorded for the vacancy.

**Hires/Offers**

The percentage of recruitment activity hires against offers calculated as:

$$\text{Hires/Offers} \times 100 = \text{Hires/Offers}\%$$

**Hires/Openings**

The percentage of recruitment activity hires against openings calculated as:

$$\text{Hires/Openings} \times 100 = \text{Hires/Openings}\%$$

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.



## Recruitment Activity Ratios Worksheet

### Business Question

Some of the business questions answered by this worksheet are:

- What are the planned costs and actual costs of different recruitment activities?
- How much does it cost to hire a person in different recruitment activities?
- How many people are offered jobs and hired?
- What is the percentage of hires to offers?

This worksheet enables you to analyze the efficiency of your recruitment activities. It does not enable you to analyze information at the vacancy level. To do this, use the Vacancy Ratio by Recruitment worksheet. For each recruitment activity you can analyze the:

- actual and planned cost of recruitment activities
- cost of hiring people for a recruitment activity
- number of offers and hires made for a recruitment activity
- percentage of hires against offers

### Parameter Page

There are no parameters defined for this worksheet.

Opening View

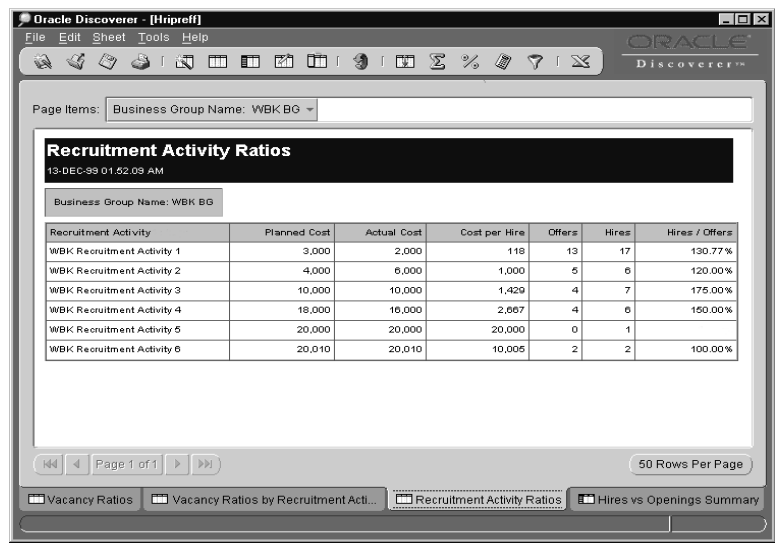


Figure 8–15 Recruitment Activity Ratios Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Business Group

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

## Column Dimensions

### Recruitment Activities

All recruitment activities set up for the Business Group.

### Planned Cost

The planned cost of the recruitment activity. This is recorded for a recruitment activity and not for each relevant vacancy.

### Actual Cost

The actual cost of the recruitment activity. This is recorded for a recruitment activity and not for each relevant vacancy.

### Cost per Hire

The cost of each recruitment activity hire, not the cost of each vacancy hire calculated as:

$$\text{Actual Cost/Recruitment Activity Hires} = \text{Cost per Hire}$$

### Offers

The Number Of Applicants That Have The Status Of Offer for vacancies within the recruitment activity.

Applicants can only have one status at any one time, therefore the number of offers represents offers which have been made and not yet accepted. It does not include offers which have subsequently been accepted.

### Hires

The number of applicant assignments converted to employee assignments for this recruitment activity. Regardless of whether the applicants already work for the enterprise.

### Hires/Offers

The percentage of hires against offers calculated as:

$$\text{Hires/Offers} \times 100 = \text{Hires/Offers}\%$$

### Security

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Hires vs. Openings Summary Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the percentage of hires against openings for vacancies in different recruitment activities?

This worksheet enables you to investigate the percentage of people hired for the available openings. The percentage of hires against openings displays for each vacancy associated with the recruitment activity in your Business Group.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

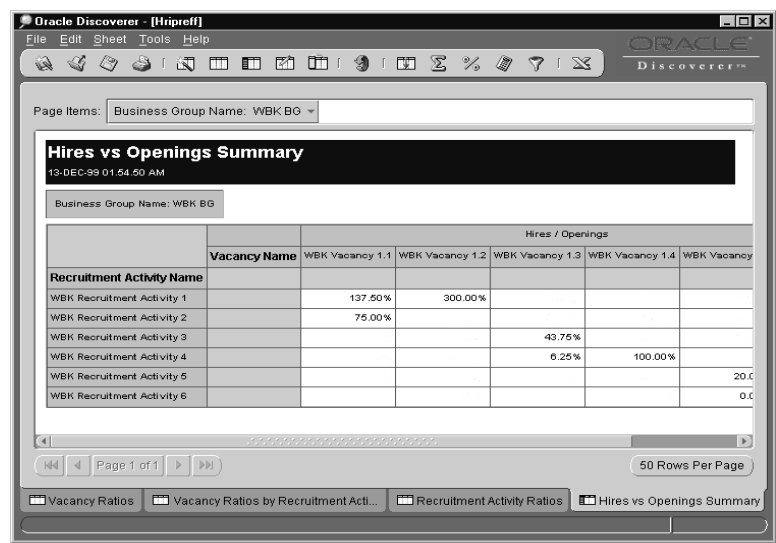


Figure 8–16 Hires vs. Openings Summary Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

There are no conditions defined for this worksheet.

**Page Items****Business Group**

If you use Multiple Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

**Column Dimensions****Hires/Opening by Vacancy**

For each vacancy associated with the recruitment activity the percentage of hires against openings displays:

$$\text{Hires/Opening} \times 100 = \text{Hires/Opening} \%$$

Where:

**Hires** is the number of applicant assignments converted to employee assignments for this recruitment activity regardless of whether the applicants already work for the enterprise.

**Openings** is the number of openings recorded for the vacancies in the recruitment activity.

**Row Dimensions****Recruitment Activities Name**

The name of the recruitment activities set up in your Business Group.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

Additional Information

The table that follows lists additional items that can be added to the Recruitment Efficiency worksheets.

Table 8–3 Additional Items for the Recruitment Efficiency Analysis Worksheets

Business Area	Folder	Item	Vacancy Ratios	Vacancy Ratios by Recruitment	Recruitment Activity Ratios	Hire vs. Openings
Human Resources	Calculations	Recruitment Activity		•	•	•
		Vacancy Hires				
		Planned Cost with Currency		•	•	
		Actual Cost with Currency		•	•	
		Vacancy Hires	•	•	•	
	Job Applications	Recruitment Activity Hires		•	•	
		Occurrences	•	•		
		Personal Details				
		Person Name	•	•	•	
		Recruitment Activities				
	Recruitment Activities	Recruitment Activity Name	•	•	•	•
		Start Date	•	•	•	
		End Date	•	•	•	
		Currency Code	•	•	•	
		Vacancies				
	Vacancies	Vacancy Name	•	•	•	•
		Start Date	•	•	•	
		End Date	•	•	•	
		Job Name	•	•	•	
		Location	•	•	•	

Recruitment Time Workbook

This workbook enables you to investigate the days it takes to fill vacancies within a recruitment activity. You can analyze the information either by vacancy or location.

Worksheets

The worksheets included in the Recruitment Time workbook are:

- Time To Recruit by Vacancy Worksheet
- Time To Recruit by Location Worksheet

## Time To Recruit by Vacancy Worksheet

### Business Question

The business question answered by this worksheet is:

- How many days is it taking to recruit employees for a vacancy?

This worksheet enables you to investigate whether it is taking longer to recruit employees for particular vacancies in a recruitment activity. The worksheet lists all filled vacancies in the Business Group, each with the number of days it has taken to fill the vacancy.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

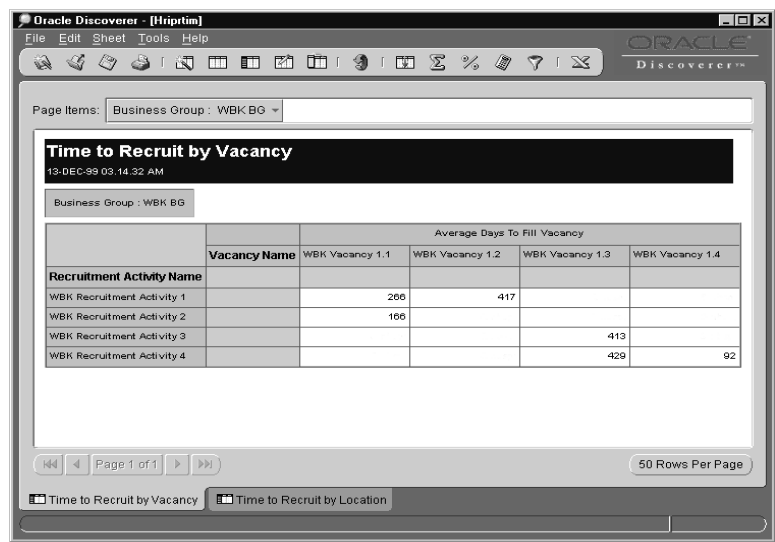


Figure 8–17 Time to Recruit by Vacancy Worksheet

### Exceptions

There are no exceptions defined for this worksheet.



## **Conditions**

### **Hired In (Yes)**

Ensures the worksheet only includes hired applicants in the Average Days To Fill Vacancy count. If you turn off this condition the worksheet displays the average number of days for all vacancies, including vacancies not yet filled.

## **Page Items**

### **Business Group**

If you use Multiple Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

## **Column Dimensions**

### **Average Days to Fill Vacancy**

Displays the average number of days to hire applicants for the vacancy. The worksheet includes all vacancy openings that have been closed.

If the Average Days to Fill Vacancy is blank then either no one has been hired for vacancy or the vacancy is not associated with the recruitment activity.

## **Row Dimensions**

### **Recruitment Activity Name**

The recruitment activity for the vacancies.

### **Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Time To Recruit by Location Worksheet

### Business Question

The business question answered by this worksheet is:

- How many days is it taking to recruit employees in specific locations?

This worksheet enables you to investigate whether it is taking longer to recruit employees in particular locations. The worksheet displays all locations for a recruitment activity, each with the number of days it has taken to fill the location.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

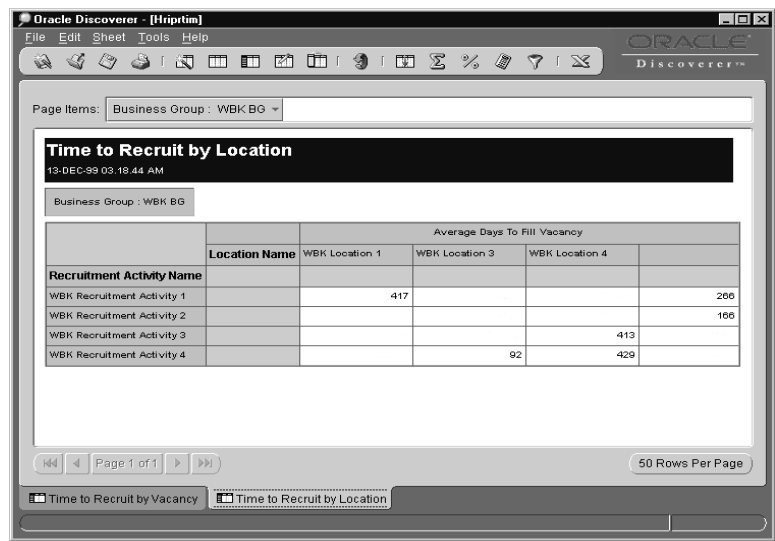


Figure 8–18 Time to Recruit by Location Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

### **Hired In (Yes)**

Ensures the worksheet only includes hired applicants in the Average Days To Fill Vacancy count. If you turn off this condition the worksheet displays the average number of days for all vacancies, including vacancies not yet filled.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

## **Column Dimensions**

### **Average Days to Fill Vacancy**

Displays the average number of days to hire applicants for the vacancy. All openings for a vacancy which have been filled are included in the count.

If a recruitment activity does not have a location the average days to fill the vacancy still displays but the Location is blank.

If the Average Days to Fill Vacancy is blank then either no one has been hired for vacancy or the vacancy is not associated with the recruitment activity.

## **Row Dimensions**

### **Recruitment Activity**

The recruitment activity for the vacancies.

### **Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

Additional Information

The table that follows lists additional items that can be added to the Recruitment Time worksheets.

Table 8–4 Additional Items for the Recruitment Time Analysis Worksheets

Business Area	Folder	Item	Time to Recruit by Vacancy	Time to Recruit by Location
Human Resources	Calculations	Recruitment Activity	•	
		Vacancy Hires		
		Planned Cost with Currency		
		Actual Cost with Currency		
		Vacancy Hires	•	
	Job Applications	Recruitment Activity Hires	•	•
		Organization Name	•	•
		Vacancy Name	•	•
	Recruitment Activities	Recruitment Activity Name	•	•
		Start Date	•	•
		End Date	•	•

Terminated Applications Workbook

This workbook enables you to investigate the reasons why your enterprise has terminated applications for different vacancies and for individual applicants.

Worksheets

The worksheets included in the Terminated Applications workbook are:

- Termination Reasons by Vacancy Worksheet
- Termination Details Worksheet

## Termination Reasons by Vacancy Worksheet

### Business Question

The business question answered by this worksheet is:

- Why are applicants for specific vacancies being terminated?

This worksheet enables you to investigate the different reasons given for terminating applications. The number of applications terminated for each termination reason is shown by vacancy.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group : WBK BG

**Termination Reasons by Vacancy**  
13-DEC-99 02:50:18 AM

Business Group : WBK BG

Vacancy Name	Termination Reason	Occurrences SUM		
		Not Suitable	Personality	
WBK Vacancy 1.1			3	1
WBK Vacancy 1.2			1	4
WBK Vacancy 1.3			2	1
WBK Vacancy 1.4			3	1
WBK Vacancy 2.1				3

Page 1 of 1 50 Rows Per Page

Termination Reasons by Vacancy Termination Details

**Figure 8–19** *Termination Reasons by Vacancy Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

### **Application Terminated**

Only terminated applicants are included in the worksheet. If you turn off this condition the worksheet displays all applicants, including those who have not been terminated.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

## **Column Dimensions**

### **Occurrences Sum**

The number of applicants terminated for different termination reasons. Termination reasons are set up in the Oracle Human Resources Management System Terminate Applicant window.

The worksheet also shows the number of applicants who have been terminated without entering a termination reason or have been terminated using the Mass Update of Applicants window. These display under a blank column heading.

## **Row Dimensions**

### **Vacancy Name**

All vacancies terminated for the Business Group using the Terminate Applicant window or Mass Update of Applicants window.

### **Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Termination Details Worksheet

### Business Question

The business question answered by this worksheet is:

- Why are individual applicants being terminated?

This worksheet enables you to investigate the different reasons given for terminating applicants. The termination reason and termination end date are shown for each applicant.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Applicant	End Date	Termination Reason
WBK Fail App 1.	30-JUN-1998	Personality
WBK Fail App 2.	30-JUN-1998	
WBK Fail App 4.	01-OCT-1998	
WBK App 1.	13-DEC-1999	Not Suitable
WBK App 2.	13-DEC-1999	Not Suitable
WBK App 4.	13-DEC-1999	Not Suitable

**Figure 8-20** Termination Details Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

### **Application Terminated**

Only terminated applicants are included in the worksheet. If you turn off this condition the worksheet shows all applicants, including those who have not been terminated.

## **Page Items**

### **Business Group**

If you use Multiple Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Requisition**

The requisition opened for the vacancies. Requisitions are set up using the Oracle Human Resources Management System Requisition and Vacancy window.

### **Vacancy**

The vacancy to investigate terminated applications.

### **Vacancy Status**

The vacancy status for the vacancy selected. For example First Interview, Provisional, Offer, Ability Test and so on.

### **Start Date and End Date**

The start and end date for the vacancy.

## **Column Dimensions**

### **Applicant**

The applicant's surname, title and first name.

### **End Date**

The date the application was terminated.

### **Termination Reason**

The reason the applicant was terminated, for example too expensive, over qualified and so on.



## Row Dimensions

There are no row items in this worksheet.

## Security

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Additional Information

The table that follows lists additional items that can be added to the Terminated Applications worksheets.

**Table 8–5 Additional Items for the Terminated Applications Worksheets**

Business Area	Folder	Item	Termination Reasons by Vacancy	Termination Details
Human Resources	Calculations	Recruitment Activity Vacancy Hires	•	•
		Planned Cost With Currency		
		Actual Cost With Currency		
		Vacancy Hires	•	•
		Recruitment Activity Hires		
	Personal Details	Person Name		•
		Gender		•
		Registered Disabled		•
		Nationality		•
		Marital Status		•
	Recruitment Activities	Recruitment Activity Name	•	•
		Vacancy Name	•	•
		Start Date	•	•
		End Date	•	•
		Job Name	•	•
		Location	•	•

## External Student Success Rate Workbook

This workbook enables you to investigate the number of external training hours delivered to customers and the number of these hours that were recorded as successful. You can analyze this by company and year.

This workbook calculates success using events, for an event to be included it must:

- be scheduled
- have an end date which is prior to the present date
- have a status of Normal or Closed
- not be a canceled event

The hours of an event are calculated using a predefined Oracle FastFormula. Depending on how you record the duration of events you may need to customize the formula, see "Set up and Customize Training Hours" in Chapter 3.

### Worksheets

The worksheets included in the External Student Success Rate workbook are:

- External Student Success Rate By Company Worksheet
- External Student Success Rate for a Company by Year Worksheet

## External Student Success Rate By Company Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful are external students from a particular company?

This worksheet enables you to analyze the number of training hours delivered to external students for a company and the success of these training hours. You can investigate this for a Business Group and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

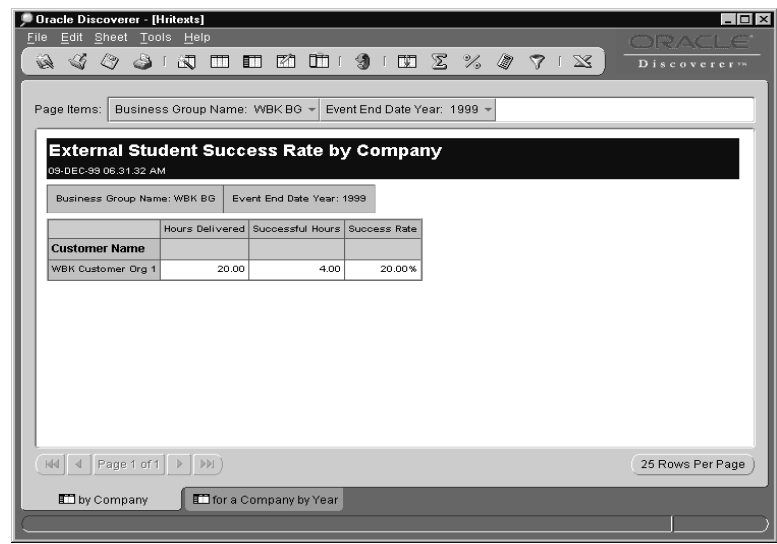


Figure 8–21 External Student Success Rate by Company Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following conditions are predefined and turned on when you open the worksheet:

### **Event End Date < SYSDATE**

Only events which have an end date less than the system date are included in the worksheet.

### **Enrollment Status Type = Attended**

Only students with the enrollment status of Attended are included in the worksheet.

### **Event Status != Cancelled**

All events which do not have a status of Cancelled are included in the worksheet.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/Security Group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

### **Event End Date - Year**

The year the training event ended.

## **Column Dimensions**

### **Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

### **Successful Hours**

Using the Oracle Training Administration Enrollment Details window or Mass Update feature you can record whether a student has successfully attended an event. If you record a student as successfully having attended an event, then all the hours for the event (for that student) are counted as successful hours.

The worksheet displays the total successful hours for all students in all relevant training events.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Company Name**

The company name associated with external students. You use the Oracle Training Administration Enrollment Details window to enroll external customers for a training event.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## External Student Success Rate for a Company by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful are external students from a particular company in different years?

This worksheet enables you to analyze the number of training hours delivered to external students for a company and the success of these hours in different years. You can investigate this for a Business Group and company.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

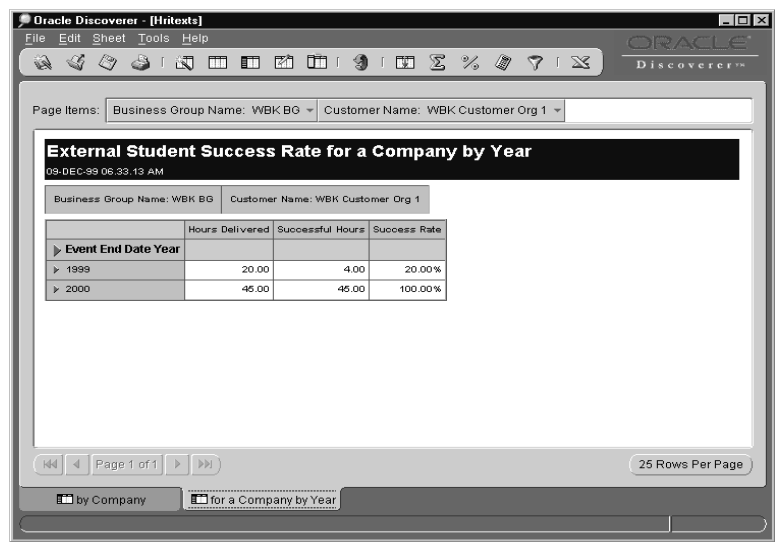


Figure 8–22 External Student Success Rate for a Company by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following conditions are predefined and turned on when you open the worksheet:

**Event End Date < SYSDATE**

Only events which have an end date less than the system date are included in the worksheet.

**Enrollment Status Type = Attended**

Only students with the enrollment status of Attended are included in the worksheet.

**Event Status != Cancelled**

All events which do not have a status of Cancelled are included in the worksheet.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security you can only select the Business Group for your current responsibility.

**Company**

Name of the company associated with external students. External customers enroll in a training event by using the Oracle Training Administration Enrollment Details window

**Column Dimensions****Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or Mass Update feature you can record whether a student has successfully attended an event. If you record a student as successfully having attended an event, then all the hours for the event (for that student) are counted as successful hours.

The worksheet displays the total successful hours for all students in all relevant training events.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions**

**Year**

The year of the external student success rate.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.



### Additional Information

The table that follows lists additional items that can be added to the External Student Success Rate worksheets.

**Table 8–6 Additional Items for the External Student Success Rate Analysis Worksheets**

Business Area	Folder	Items	by Company	for a Company by Year
Human Resources	External Training Event Enrollments	No. of Places	•	•
		Attendance Result	•	•
		Failure Reason	•	•
		Successful Attendance Rate	•	•
		Training Center	•	•
	Scheduled Training Events	Activity Name	•	•
		Event Name	•	•
		Duration	•	•
		Duration Units	•	•
		Supplier Name	•	•
	Training Event Competencies	Competency Name	•	•
		Competency Type	•	•
		Proficiency	•	•

## Internal Student Success Rate Workbook

This workbook enables you to investigate how successfully you are training your own employees. To use this workbook you must have set up training and employee information using Oracle Training Administration (OTA) and Oracle Human Resources.

Success is calculated using Oracle Training Administration events. For an event to be included it must:

- be scheduled
- have an end date which is prior to the present date
- have a status of Normal or Closed
- not be a canceled event

The hours of an event are calculated using a predefined Oracle Human Resources Management System FastFormula. Depending on how you record the duration of events you may need to customize the formula. See "Set up and Customize Training Hours" in Chapter 3.

---

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**Note:** Students are categorized as internal if they are linked to an internal organization.

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### **Worksheets**

The worksheets included in the Internal Student Success Rate workbook are:

- Student Success Rate for an Organization by Year Worksheet
- Student Success Rate for a Location by Year Worksheet
- Student Success Rate for a Job Category by Year Worksheet
- Student Success Rate for a Job by Year Worksheet

## Student Success Rate for an Organization by Year Worksheet

### Business Questions

The business question answered by this worksheet is:

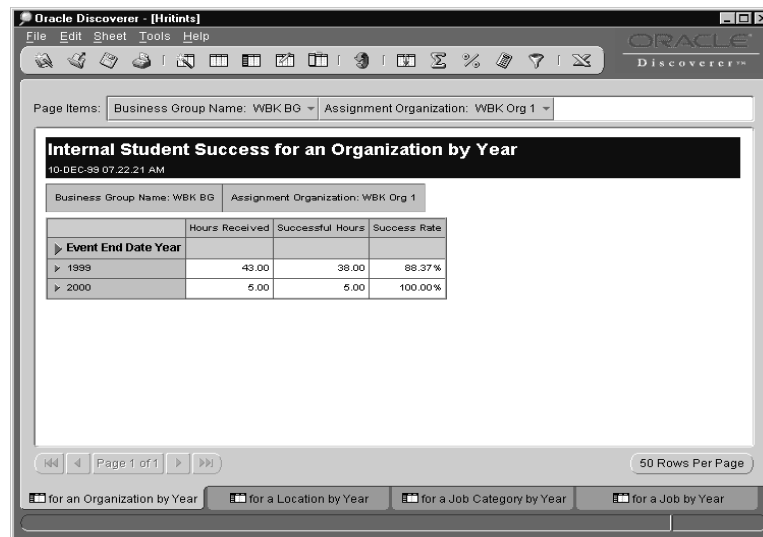
- How successful are internal students in an organization?

This worksheet enables you to analyze the number of training hours delivered to internal student each year and the success of these hours. You can investigate student success rates for a Business Group and organization within your enterprise.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



Page Items: Business Group Name: WBK BG Assignment Organization: WBK Org 1

**Internal Student Success for an Organization by Year**  
10-DEC-99 07:22:21 AM

Business Group Name: WBK BG Assignment Organization: WBK Org 1

	Hours Received	Successful Hours	Success Rate
► Event End Date Year			
► 1999	43.00	38.00	88.37%
► 2000	5.00	5.00	100.00%

Page 1 of 1 50 Rows Per Page

for an Organization by Year for a Location by Year for a Job Category by Year for a Job by Year

**Figure 8–23** *Internal Student Success Rate for an Organization by Year Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following conditions are predefined and turned on when you open the worksheet:

### **Event End Date < SYSDATE**

Only events which have an end date less than the system date are included in the worksheet.

### **Enrollment Status Type = Attended**

Only students with the enrollment status of Attended are included in the worksheet.

### **Event Status != Cancelled**

All events which do not have a status of Cancelled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Internal Booking Flag = Yes**

If you turn this condition on, the worksheet includes internal students who are set up as internal using the Internal field in the Oracle Training Administration Enrollment Details window.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/Security Group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Assignment Organization**

The internal organization you want to investigate.

## **Column Dimensions**

### **Year**

The year of the internal student success rate.

### **Hours Received**

The total number of training hours employees attended for all relevant training events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or Mass Update feature you can record whether a student has successfully attended an event. If you record a student as successfully having attended an event, then all the hours for the event (for that student) are counted as successful hours.

The worksheet displays the total successful hours for all students in all relevant training events.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Student Success Rate for a Location by Year Worksheet

### Business Questions

The business question answered by this worksheet is:

- How successful are internal students in a location?

This worksheet enables you to analyze the number of training hours delivered to internal students each year and the success of these hours. You can investigate student success rates for a Business Group and location within your enterprise.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

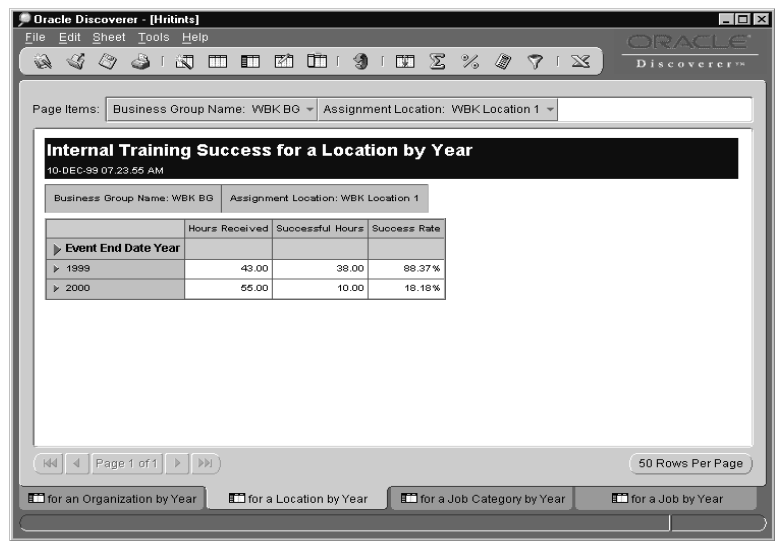


Figure 8–24 Internal Training Success Rate for a Location by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following conditions are predefined and turned on when you open the worksheet:

**Event End Date < SYSDATE**

Only events which have an end date less than the system date are included in the worksheet.

**Enrollment Status Type = Attended**

Only students with the enrollment status of Attended are included in the worksheet.

**Event Status != Cancelled**

All events which do not have a status of Cancelled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Internal Booking Flag = Yes**

If you turn this condition on, the worksheet includes internal students who are set up as internal using the Internal field in the Oracle Training Administration Enrollment Details window.

**Page Items****Business Group**

If you use Multiple Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Assignment Location**

The Oracle Human Resources Management System location of internal students' primary assignment.

**Column Dimensions****Year**

The year of the internal student success rate.

**Hours Received**

The total number of training hours employees have attended for all relevant training events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or Mass Update feature you can record whether a student has successfully attended an event. If you record a student as successfully having attended an event, then all the hours for the event (for that student) are counted as successful hours.

The worksheet displays the total successful hours for all students on all relevant training events.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions**

There are no row items in this worksheet.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.



## Student Success Rate for a Job Category by Year Worksheet

### Business Questions

The business question answered by this worksheet is:

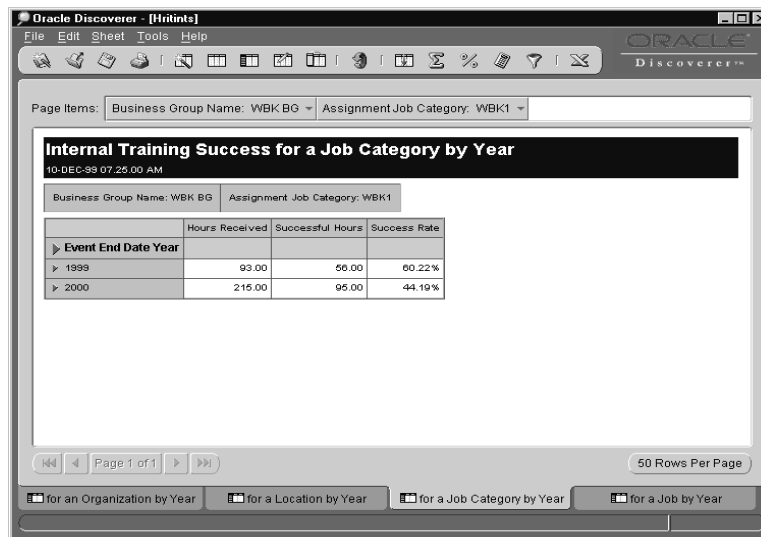
- How successful are internal students in a job category?

This worksheet enables you to analyze the number of training hours delivered to internal students each year and the success of these hours. You can investigate student success rates for a Business Group and job category within your enterprise.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



Oracle Discoverer - [Hints]

File Edit Sheet Tools Help

Page Items: Business Group Name: WBK BG Assignment Job Category: WBK1

**Internal Training Success for a Job Category by Year**  
10-DEC-99 07:25:00 AM

Business Group Name: WBK BG Assignment Job Category: WBK1

	Hours Received	Successful Hours	Success Rate
► Event End Date Year			
► 1999	93.00	56.00	60.22%
► 2000	215.00	95.00	44.19%

Page 1 of 1

50 Rows Per Page

for an Organization by Year for a Location by Year for a Job Category by Year for a Job by Year

**Figure 8–25** Internal Training Success Rate for a Job Category by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following conditions are predefined and turned on when you open the worksheet:

### **Event End Date < SYSDATE**

Only events which have an end date less than the system date are included in the worksheet.

### **Enrollment Status Type = Attended**

Only students with the enrollment status of Attended are included in the worksheet.

### **Event Status != Cancelled**

All events which do not have a status of Cancelled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Internal Booking Flag = Yes**

If you turn this condition on, the worksheet includes internal students who are set up as internal using the Internal field in the Oracle Training Administration Enrollment Details window.

## **Page Items**

### **Business Group**

If you use Multiple Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Assignment Job Category**

The Oracle Human Resources Management System job category for the job assigned to the internal student. Job categories are set up as Extra Information Types (ITs) and assigned to a job using the Oracle Human Resources Management System Job window.

## **Column Dimensions**

### **Year**

The year of the internal student success rate.

**Hours Received**

The total number of training hours employees attended for all relevant training events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or Mass Update feature you can record whether a student has successfully attended an event. If you record a student as successfully having attended an event, then all the hours for the event (for that student) are counted as successful hours.

The worksheet displays the total successful hours for all students on all relevant training events.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Student Success Rate for a Job by Year Worksheet

### Business Questions

The business question answered by this worksheet is:

- How successful is internal training for student with a particular job?

This worksheet enables you to analyze the number of training hours delivered to internal students each year and the success of these hours. You can investigate student success rates for a Business Group and job within your enterprise.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

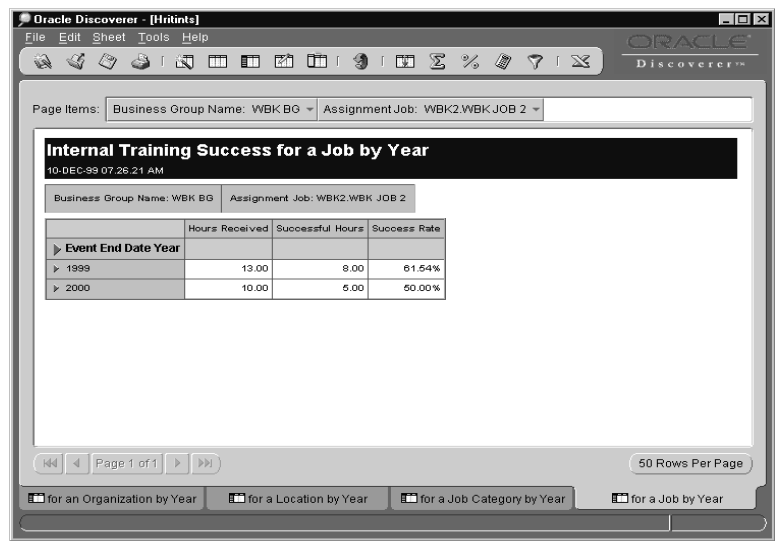


Figure 8–26 Internal Training Success Rate for a Job by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following conditions are predefined and turned on when you open the worksheet:

**Event End Date < SYSDATE**

Only events which have an end date less than the system date are included in the worksheet.

**Enrollment Status Type = Attended**

Only students with the enrollment status of Attended are included in the worksheet.

**Event Status != Cancelled**

All events which do not have a status of Cancelled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Internal Booking Flag = Yes**

If you turn this condition on, the worksheet includes internal students who are set up as internal using the Internal field in the Oracle Training Administration Enrollment Details window.

**Page Items****Business Group**

If you use Multiple Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Assignment Job**

The Oracle Human Resources Management System job set up using the Oracle Human Resources Management System Job window.

**Column Dimensions****Year**

The year of the internal student success rate.

**Hours Received**

The total number of training hours employees attended for all relevant training events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or Mass Update feature you can record whether a student has successfully attended an event. If you record a student as successfully having attended an event, then all the hours for the event (for that student) are counted as successful hours'.

The worksheet displays the total successful hours for all students on all relevant training events.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions**

There are no row items in this workbook.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

### Additional Information

The table that follows lists additional items that can be added to the Internal Student Success Rate worksheets.

**Table 8–7 Additional Items for the Internal Student Success Rate Analysis Worksheets**

Business Area	Folder	Item	for an Organization by Year	for a Location by Year	for a Job Category by Year	for a Job by Year
Human Resources	Internal Training Event Enrollments	Person Name	•	•	•	•
		Event Name	•	•	•	•
		Assignment Organization		•	•	•
		Assignment Location	•		•	•
		Assignment Job Category	•	•		•
		Assignment Job	•	•	•	
		Assignment Grade	•	•	•	•
		Assignment Position	•	•	•	•
		Failure Reason	•	•	•	•
	Scheduled Training Events	Activity Name	•	•	•	•
		Duration	•	•	•	•
		Duration Units	•	•	•	•
	Personal Details	Gender	•	•	•	•
		Email Address	•	•	•	•
	Training Event Competencies	Competency Name	•	•	•	•
		Competency Type	•	•	•	•
		Proficiency	•	•	•	•

## Training Cost and Revenue Workbook

This workbook uses information entered in Oracle Training Administration (OTA) and Oracle Human Resources. It enables you to investigate whether training within your enterprise is cost effective.

For an event to be included it must:

- be scheduled
- have a status of Normal or Closed
- not be a canceled event

### **Worksheets**

The worksheets included in the Training Cost and Revenue workbook are:

- Training Costs and Revenue by Training Activity Worksheet
- Training Cost and Revenue for a Training Activity by Year Worksheet
- Training Costs and Revenue by Sponsoring Organization Worksheet
- Training Costs and Revenue for a Sponsoring Organization by Year Worksheet
- Training Cost and Revenue by Training Center Worksheet
- Training Cost and Revenue for a Training Center by Year Worksheet
- Training Cost and Revenue by Training Category Worksheet
- Training Cost and Revenue for a Training Category by Year Worksheet
- Training Cost and Revenue by Competence Worksheet
- Training Cost and Revenue for a Competence by Year Worksheet



## Training Costs and Revenue by Sponsoring Organization Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the cost and revenue for organizations which sponsored a training event?

This worksheet enables you to analyze the cost and revenue of training events for different organizations. You can investigate the cost and revenue for a Business Group and a specific year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group: WBK BG Event End Date - YEAR: 1999

**Training Costs and Revenue - By Sponsoring Organization**  
10-DEC-99 04:22:50 AM

Business Group: WBK BG Event End Date - YEAR: 1999

Sponsoring Organization	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Cost Per Student	Revenue Per Student	Hours
WBK Org 1	11,000.00	7,000.00	7,800.00	11	636.36	709.09	
WBK Org 2	0.00	0.00	6,000.00	5	0.00	1200.00	

Page 1 of 1 50 Rows Per Page

By Training Activity Training Activity by Year By Sponsoring Or... Sponsoring Org... By Training Ce...

**Figure 8–27 Training Costs and Revenue - By Sponsoring Organization Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

## Conditions

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

## Page Items

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/Security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Event End Date - Year**

The year the events included in the worksheet ended.

## Column Dimensions

### **Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours for all events in the program divided by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

**Actual Cost**

The actual cost of the schedule event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

**Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled event.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event on a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time units, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see: "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event multiplies by the prorated number of hours for an individual event.
7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the number of students enrolled.

**Revenue per Student**

The actual revenue divided by the number of students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions****Sponsoring Organization**

The sponsoring organization for the event which is set up using the Oracle Training Administration Scheduled Event window.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Costs and Revenue for a Sponsoring Organization by Year Worksheet

### Business Question

The business question answered by this worksheet is:

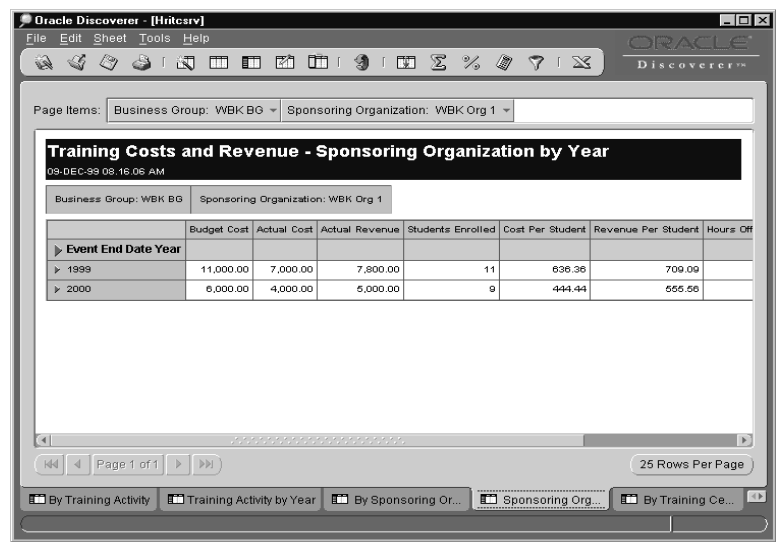
- What is the cost and revenue of training events for a sponsoring organization each year?

This worksheet enables you to analyze the cost and revenue in different years. You can investigate the cost and revenue for a Business Group and sponsoring organization.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



Page Items: Business Group: WBK BG Sponsoring Organization: WBK Org 1

**Training Costs and Revenue - Sponsoring Organization by Year**  
09-DEC-99 08:16:06 AM

Business Group: WBK BG Sponsoring Organization: WBK Org 1

Event End Date Year	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Cost Per Student	Revenue Per Student	Hours Off
1999	11,000.00	7,000.00	7,800.00	11	636.36	709.09	
2000	6,000.00	4,000.00	5,000.00	9	444.44	555.56	

Page 1 of 1 25 Rows Per Page

By Training Activity Training Activity by Year By Sponsoring Org... Sponsoring Org... By Training Ce...

**Figure 8-28** *Training Costs and Revenue - Sponsoring Organization by Year Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Sponsoring Organization**

The sponsoring organization of events, set up using the Oracle Training Administration Scheduled Event window.

**Column Dimensions****Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information see: "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated the number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

#### **Actual Cost**

The actual cost of the scheduled event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Therefore, the cost is multiplied by the quantity of resource required and the number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

#### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled event.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.



---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event on a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see: "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event is and multiply by the prorated number of hours for an individual event.

7. Calculates the external revenue cost of the program event and multiplied by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions****Year**

The calendar year that the event ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Costs and Revenue by Training Activity Worksheet

### Business Question

The business question answered by this worksheet is:

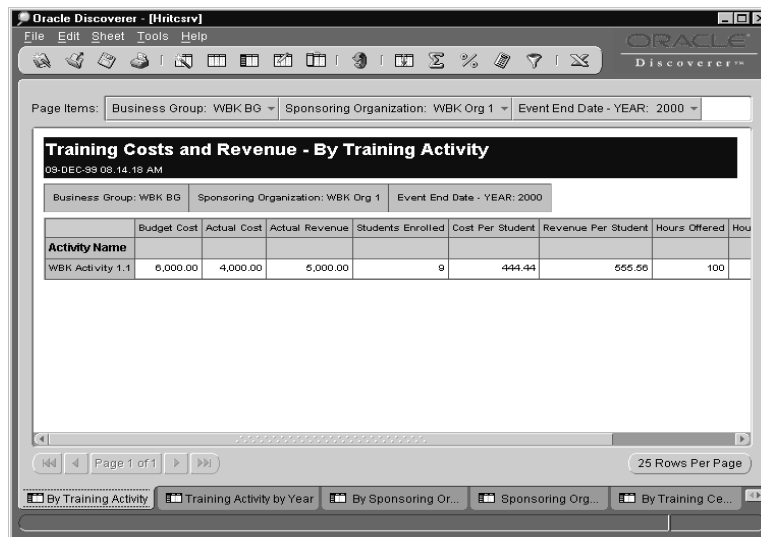
- What is the cost and revenue for training activities?

This worksheet enables you to analyze the cost and revenue of training activities. You can investigate training activities for a specific Business Group, sponsoring organization and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



Page Items: Business Group: WBK BG Sponsoring Organization: WBK Org 1 Event End Date - YEAR: 2000

**Training Costs and Revenue - By Training Activity**  
09-DEC-99 08:14:18 AM

Business Group: WBK BG Sponsoring Organization: WBK Org 1 Event End Date - YEAR: 2000

Activity Name	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Cost Per Student	Revenue Per Student	Hours Offered
WBK Activity 1.1	6,000.00	4,000.00	5,000.00	9	444.44	555.56	100

Page 1 of 1 25 Rows Per Page

By Training Activity Training Activity by Year By Sponsoring Org... Sponsoring Org... By Training Ce...

**Figure 8–29** *Training Costs and Revenue - By Training Activity Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

The following condition is predefined and turned on when you open the worksheet:

#### **Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

#### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

### **Page Items**

#### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

#### **Sponsoring Organization**

The sponsoring organization of the event rather than the training activity set up using the Oracle Training Administration Scheduled Event window.

#### **Event End Date - Year**

The end date of the event entered as a year. Only events which ended in this calendar year are included in the worksheet.

### **Column Dimensions**

#### **Budgeted Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours of all events in the program divided by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event ,the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the schedule event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the events.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Therefore, the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled events.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

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---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event on a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours for all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event is and multiplies by the prorated number of hours for an individual event.
7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the number of students enrolled.

**Revenue per Student**

The actual revenue divided by the number of students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions****Activity Name**

The name of the activity which runs the events.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Cost and Revenue for a Training Activity by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the cost and revenue for a training activities in different years?

This worksheet enables you to analyze the cost and revenue of training activities for different years. You can investigate a Business Group, sponsoring organization and training activity.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Event End Date Year	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Cost Per Student	Revenue Per Student	Hours Off
1999	9,000.00	6,000.00	7,800.00	6	1000.00	1300.00	
2000	6,000.00	4,000.00	5,000.00	9	444.44	555.56	

Figure 8–30 Training Cost and Revenue - Training Activity by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.



**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Sponsoring Organization**

The sponsoring organization of the event rather than the training activity, set up using the Oracle Training Administration Scheduled Event window.

**Activity Name**

The name of the activity which runs the events.

**Column Dimensions****Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours for all events in the program divided by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the schedule event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled events.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this on the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line, this includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event in a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time units, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions**

**Year**

The year the training events ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Cost and Revenue by Training Center Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the cost and revenue for training activities by training center?

This worksheet enables you to analyze the cost and revenue of training event for a training center. You can investigate cost and revenue for a Business Group, sponsoring organization and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group: WBK BG | Sponsoring Organization: WBK Org 1 | Event End Date - YEAR: 1999

**Training Costs and Revenue - By Training Center**  
10-DEC-99 03:27:15 AM

Business Group: WBK BG | Sponsoring Organization: WBK Org 1 | Event End Date - YEAR: 1999

Training Center	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Revenue Per Student	Cost Per Student	Hours Offered
Pittsburgh	9,000.00	6,000.00	7,800.00	6	1300.00	1000.00	100
Redwood Shores	2,000.00	1,000.00	0.00	5	0.00	200.00	180

Page 1 of 1 | 25 Rows Per Page

By Training Activity | Training Activity by Year | By Sponsoring Or... | Sponsoring Org... | By Training Ce...

**Figure 8–31** *Training Cost and Revenue - By Training Center Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

The following condition is predefined and turned on when you open the worksheet:

#### **Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

#### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

### **Page Items**

#### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

#### **Sponsoring Organization**

The sponsoring organization of the event rather than the training activity, set up using the Oracle Training Administration Scheduled Event window.

#### **Event End Date - Year**

The event end date entered as a year. Only events which ended in this calendar year are included in the worksheet.

### **Column Dimensions**

#### **Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information, see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.

3. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.

4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the schedule event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Therefore, the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled events.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event in a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event is and multiply by the prorated number of hours for an individual event.
7. Calculates the external revenue cost of the program event and multiplied by the prorated number of hours for an individual event.



These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions****Training Center**

The training center set up using the Oracle Training Administration Scheduled Event window.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Cost and Revenue for a Training Center by Year Worksheet

### Business Question

The business question answered by this worksheet is:

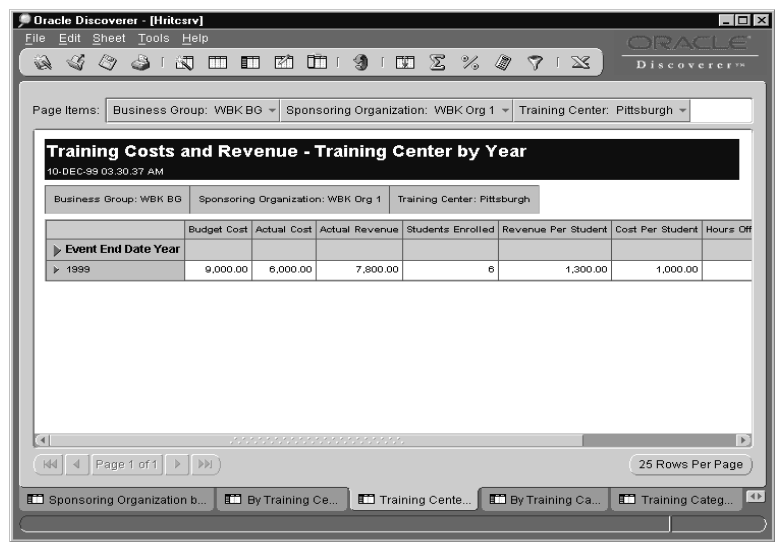
- What is the cost and revenue for training events in a training center for different years?

This worksheet enables you to analyze the cost and revenue of training activities for a training center over different years. You can investigate cost and revenue by Business Group, sponsoring organization and training center.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



Oracle Discoverer - [Hrtrsvr]

Page Items: Business Group: WBK BG Sponsoring Organization: WBK Org 1 Training Center: Pittsburgh

**Training Costs and Revenue - Training Center by Year**  
10-DEC-99 03:30:37 AM

	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Revenue Per Student	Cost Per Student	Hours Off
► Event End Date Year							
► 1999	9,000.00	6,000.00	7,800.00	6	1,300.00	1,000.00	

Page 1 of 1 25 Rows Per Page

Sponsoring Organization b... By Training Ce... Training Cente... By Training Ca... Training Categ...

Figure 8–32 Training Cost and Revenue - Training Center by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Sponsoring Organization**

The sponsoring organization of the event rather than the training activity set up using the Oracle Training Administration Scheduled Event window.

**Training Center**

The training center set up using the Oracle Training Administration Scheduled Event window.

**Column Dimensions****Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information, see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the scheduled event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled event.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event in a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time units, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the duration in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions**

**Year**

The year the events ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Cost and Revenue by Training Category Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the cost and revenue of training events by training category?

This worksheet enables you to analyze the cost and revenue of training events for a training category. You can investigate the cost and revenue for a Business Group, sponsoring organization and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group: WBK BG Sponsoring Organization: WBK Org 1 Event End Date - YEAR: 1999

**Training Costs and Revenue - By Training Category**  
10-DEC-99 02:40:50 AM

Business Group: WBK BG Sponsoring Organization: WBK Org 1 Event End Date - YEAR: 1999

Category Name	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Revenue Per Student	Cost Per Student	Hours Offered	Hours Used
Winter Discount	11,000.00	7,000.00	7,800.00	11	709.09	636.36	280	280

Page 1 of 1 25 Rows Per Page

By Training Center Training Center by Year By Training Category Training Categor... By Competence

**Figure 8–33 Training Cost and Revenue - By Training Center Category Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Sponsoring Organization**

The sponsoring organization of the event, rather than the training activity, set up using the Oracle Training Administration Scheduled Event window.

### **Event End Date - Year**

The event end date entered as a year. Only events which ended in this calendar year are included in the worksheet.

## **Column Dimensions**

### **Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet therefore the cost of an individual event is calculated.



The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information, see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours of all events in the program divided by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the scheduled event, set up in the Oracle Training Administration Scheduled Event window, and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled events.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event in a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event and multiplies it by the prorated number of hours for an individual event.
7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions****Training Category**

The training categories for the activity. Training Categories are set up in Oracle Training Administration using the lookup type ACTIVITY\_CATEGORY.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Cost and Revenue for a Training Category by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the cost and revenue for a training category by year?

This worksheet enables you to analyze the cost and revenue of training events in different years. You can investigate cost and revenue for a Business Group, sponsoring organization and training category.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Event End Date Year	Budget Cost	Actual Cost	Students Enrolled	Actual Revenue	Revenue Per Student	Cost Per Student	Hours Offered
1999	11,000.00	7,000.00	11	7,800.00	709.09	636.36	280
2000	6,000.00	4,000.00	9	5,000.00	555.56	444.44	100

Figure 8–34 Training Cost and Revenue - Training Category by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Sponsoring Organization**

The sponsoring organization of the event rather than the training activity set up using the Oracle Training Administration Scheduled Event window.

**Training Category**

The training categories for the activity. Training Categories are set up in Oracle Training Administration using the lookup type ACTIVITY\_CATEGORY.

**Column Dimensions****Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information, see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours of all events in the program divided by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the scheduled event, set up in the Oracle Training Administration Scheduled Event window, and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled events.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event on a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours for all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

7. Calculates the external revenue cost of the program event and multiplied by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions**

**Year**

The year the events ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.



## Training Cost and Revenue by Competence Worksheet

### Business Question

The business question answered by this worksheet is:

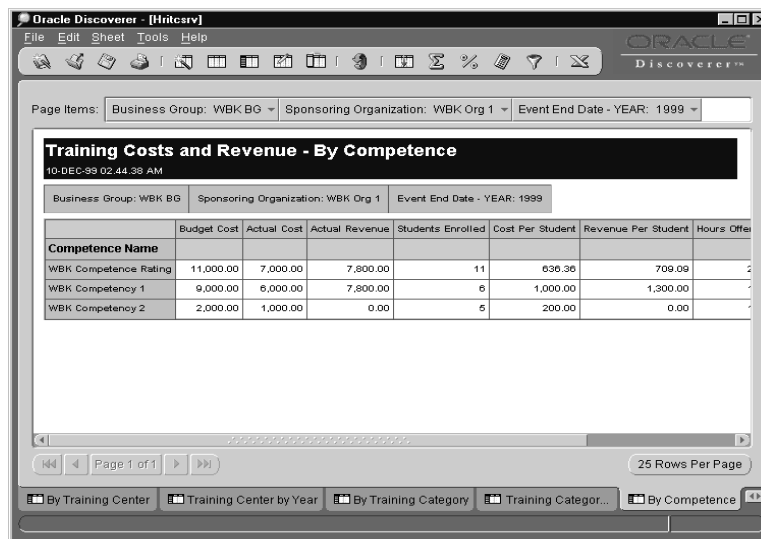
- What is the cost and revenue by competence?

This worksheet enables you to analyze the cost and revenue of training activities by the competence achieved if a student successfully completes the training event.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View



Page Items: Business Group: WBK BG Sponsoring Organization: WBK Org 1 Event End Date - YEAR: 1999

**Training Costs and Revenue - By Competence**  
10-DEC-99 02:44:38 AM

Competence Name	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Cost Per Student	Revenue Per Student	Hours Offered
WBK Competence Rating	11,000.00	7,000.00	7,800.00	11	636.36	709.09	2
WBK Competency 1	9,000.00	6,000.00	7,800.00	6	1,000.00	1,300.00	-
WBK Competency 2	2,000.00	1,000.00	0.00	5	200.00	0.00	-

Page 1 of 1 25 Rows Per Page

By Training Center Training Center by Year By Training Category Training Categor... By Competence

**Figure 8–35 Training Cost and Revenue - By Competence Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Sponsoring Organization**

The sponsoring organization of the event rather than the training activity set up using the Oracle Training Administration Scheduled Event window.

### **Event End Date - Year**

The event end date entered as a year. Only events which ended in this calendar year are included in the worksheet.

## **Column Dimensions**

### **Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information, see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.

3. Divides the total duration in hours of all events in the program divided by the duration in hours of the individual event. This is the prorated number of hours for an individual event.

4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the schedule event, set up in the Oracle Training Administration Scheduled Event window and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled event.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.

---

---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event in a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event and multiplies by the prorated number of hours for an individual event.
7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions****Competence Name**

The competence for the training activity.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Cost and Revenue for a Competence by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- What is the cost and revenue for different competencies each year?

This worksheet enables you to analyze the cost and revenue of training for a competence associated with a training event.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Oracle Discoverer - [Hrtrsv]

Page Items: Business Group: WBK BG Sponsoring Organization: WBK Org 1 Competence: WBK Competence Rating

**Training Costs and Revenue - Competence by Year**  
10-DEC-99 02:46:10 AM

	Budget Cost	Actual Cost	Actual Revenue	Students Enrolled	Cost Per Student	Revenue Per Student	Hours Off
► Event End Date Year							
► 1999	11,000.00	7,000.00	7,800.00	11	636.36	709.09	
► 2000	6,000.00	4,000.00	5,000.00	9	444.44	555.56	

Page 1 of 1 25 Rows Per Page

Training Center by Year By Training Category Training Categor... By Competence Competence by ...

Figure 8–36 Training Cost and Revenue - Competence by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Sponsoring Organization**

The sponsoring organization of the event rather than the training activity set up using the Oracle Training Administration Scheduled Event window.

**Competence Name**

The competence for the training activity.

**Column Dimensions****Budget Cost**

This is calculated using the costs of scheduled events and events included in a program.

You set up the budget cost for scheduled events using the Oracle Training Administration Scheduled Event window.

You set up the single budget cost for all events in a program using the Oracle Training Administration program window. Not all events included in a program may be relevant to the worksheet, therefore the cost of an individual event is calculated.

The worksheet calculates the budget cost of an individual event using the following steps:

1. Calculates the duration in hours.

You can record the duration of an event in many different time units, such as days, weeks or months. To convert the duration time into hours the worksheet uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information, see "Set Up and Customize the Training Hours" beginning on page 3-71.

2. Adds together the duration in hours for all events in the program.
3. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
4. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.

The worksheet repeats these calculations for each event which is part of a program.

To calculate the final budget cost of an event the scheduled budget cost of the event is added to the program budget cost of the event.

### **Actual Cost**

The actual cost of the scheduled event, set up in the Oracle Training Administration Scheduled Event window, and the cost of resources booked for the event.

You enter the cost of a resource for an event in the Book Resources window. For the cost of a resource to be included it must be confirmed and associated with the event. You enter a cost for one resource per day. Then the cost is multiplied by the quantity of resource required and number of days.

The actual cost of an event is the actual cost plus the cost of all resources for the event.

### **Actual Revenue**

Actual revenue is the sum of internal and external revenue for each scheduled events.

Internal revenue is calculated by finding all the internal enrollments for a scheduled event. You set up internal enrollments in the Enrollment Details window using the organization type. The worksheet only includes enrollments with a status of Attended.



---

**Note:** The workbook does not use the Internal checkbox on the Enrollment Details window.

---

The number of places for all internal enrollments are then added together. This is then multiplied by the price basis amount for the event. You enter this in the Scheduled Events window.

External revenue is calculated by finding all the external enrollments for a scheduled event. External enrollments are entered in the Enrollment Details window using the Customer type. For the enrollment to be included it must have a status of Attended.

External enrollments are linked to a finance line which includes the cost of the enrollment. For a finance line to be included it must be of the type Enrollment and must not be cancelled.

The total external revenue is the sum of the finance line amounts, summed over all the external bookings.

Events can also be part of a program. The internal and external revenue costs for each event on a program must also be calculated. To do this the workbook:

1. Calculates the duration of each event in hours.
2. Converts the duration time into hours.

The duration of an event can be recorded in many different time unit, such as days, weeks or months. To convert the duration time into hours the workbook uses the predefined Oracle FastFormula `TEMPLATE_BIS_TRAINING_CONVERT_DURATION`. For more information on using this formula, see "Set Up and Customize the Training Hours" beginning on page 3-71.

3. Adds the durations in hours of all events in the program.
4. Divides the total duration in hours of all events in the program by the duration in hours of the individual event. This is the prorated number of hours for an individual event.
5. Multiplies the budget cost of the program event by the prorated number of hours for an individual event.
6. Calculates the internal revenue cost of the program event is and multiplies by the prorated number of hours for an individual event.

7. Calculates the external revenue cost of the program event and multiplies by the prorated number of hours for an individual event.

These calculations are repeated for each event which is part of a program.

To calculate the total actual revenue the external and internal revenue of all events are added together. This is then added to the external and internal revenue of all events included in a program.

**Students Enrolled**

The total number of external students enrolled added to the total number of internal students enrolled.

**Cost per Student**

The actual cost divided by the students enrolled.

**Revenue per Student**

The actual revenue divided by the students enrolled.

**Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Cost per Hour**

The actual costs divided by the hours delivered.

**Row Dimensions**

**Year**

Year the event ended

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

### Additional Information

The table that follows lists additional items that can be added to the Training Cost and Revenue worksheets.

**Table 8–8 Additional Items for the Training Cost and Revenue Analysis Worksheets**

Business Area	Folder	Item	Training Activity	Sponsoring Organization	Training Center	Training Category	Competence
Human Resources	Calculations	Cost Per Hour	•	•	•	•	•
		Hours Delivered	•	•	•	•	•
		Hours Offered	•	•	•	•	•
		Cost Per Student	•	•	•	•	•
		Revenue Per Student	•	•	•	•	•
		Students Enrolled	•	•	•	•	•
	Training Activity	Description	•				
	Scheduled Training Event	Activity Name		•			
		Event Name		•	•	•	•
		Duration	•				
		Maximum Attendees	•				
	Training Event Competencies	Description					•
		Proficiency					•

## Training Success Rate Workbook

This workbook enables you to investigate the total training hours offered against the successful training hours and the training hours delivered.

This workbook calculates success using events, for an event to be included it must:

- be scheduled
- have an end date which is prior to the present date
- have a status of Normal or Closed, if the event is scheduled
- not be a canceled event

The hours of an event are calculated using a predefined Oracle FastFormula. Depending on how you record the duration of events you may need to customize the formula, see "Set up and Customize Training Hours" in Chapter 3.

### **Worksheets**

The worksheets included with the Training Success workbook are:

- Training Success Rate by Sponsoring Organization Worksheet
- Training Success Rate for a Sponsoring Organization by Year Worksheet
- Training Success Rate by Training Activity Worksheet
- Training Success Rate for a Training Activity by Year Worksheet
- Training Success Rate by Training Center Worksheet
- Training Success Rate for a Training Center by Year Worksheet
- Training Success Rate by Training Category Worksheet
- Training Success Rate for a Training Category by Year Worksheet
- Training Success Rate by Competence Worksheet
- Training Success Rate for a Competence by Year Worksheet

## Training Success Rate by Sponsoring Organization Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is training for a sponsoring organization?

This workbook enables you to investigate the success rate of training events for different sponsoring organizations.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group Name: WBK BG Event End Date Year: 1999

**Training Success Rate by Sponsoring Organization**  
10-DEC-99 02:47:52 AM

Business Group Name: WBK BG Event End Date Year: 1999

Sponsoring Organization	Hours Offered	Hours Delivered	Successful Hours	Utilization	Success Rate
WBK Org 1	280.00	50.00	40.00	17.86%	80.00%
WBK Org 2	480.00	80.00	32.00	16.67%	40.00%

Page 1 of 1 25 Rows Per Page

by Sponsoring Organ... for a Sponsor Org... by Training Activity for a Training Ac... by Training Center

**Figure 8–37** *Training Success Rate by Sponsoring Organization Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

## **Page Items**

### **Business Group Name**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the Business Group for your responsibility is defaulted.

### **Event End Date Year**

The year a training event ended. All training events that ended in this year are included in the worksheet.

## **Column Dimensions**

### **Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

### **Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

### **Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours is the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Sponsoring Organizations**

The organization recorded within Oracle Training Administration as sponsoring the training.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate for a Sponsoring Organization by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is training for a sponsoring organization in a year?

This workbook enables you to investigate the training success rate of training events for a sponsoring organization. The success of your training is calculated for each year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

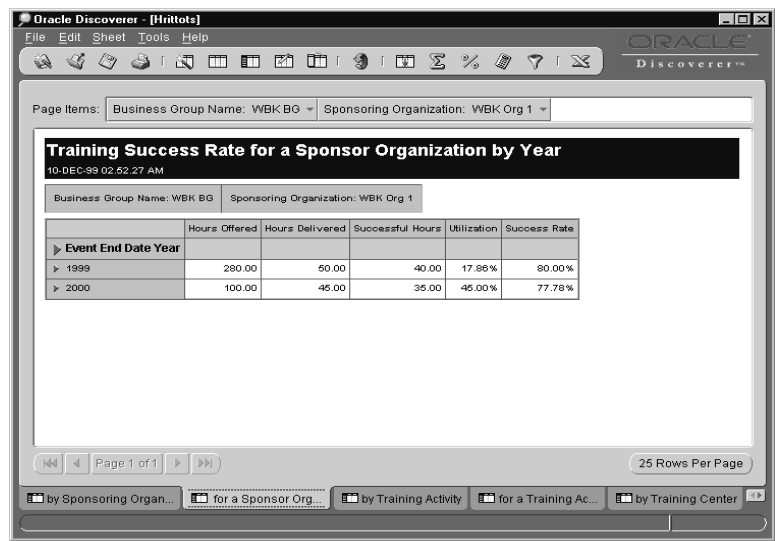


Figure 8–38 Training Success Rate for a Sponsoring Organization by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.



**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Sponsoring Organization**

The sponsoring organization set up for the event using the Oracle Training Administration Scheduled Event window.

**Column Dimensions****Event End Date Year**

The year the events included in the training success rates ended.

**Row Dimensions****Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate would be 80%.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate by Training Activity Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is training for different training activities?

This workbook enables you to investigate the training success rate of different training activities. You can investigate training activities for a year and sponsoring organization.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group Name: WBK BG Event End Date Year: 1999

**Training Success Rate by Training Activity**  
10-DEC-99 02:54:44 AM

Business Group Name: WBK BG Event End Date Year: 1999

Activity Name	Hours Offered	Hours Delivered	Successful Hours	Utilization	Success Rate
WBK Activity 1.1	100.00	30.00	20.00	30.00%	66.67%
WBK Activity 1.2	480.00	80.00	32.00	16.67%	40.00%
WBK Activity 2.1	180.00	20.00	20.00	11.11%	100.00%

Page 1 of 1 25 Rows Per Page

by Sponsoring Organ... for a Sponsor Org... by Training Activity for a Training Ac... by Training Center

**Figure 8–39 Training Success Rate by Training Activity Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

The following condition is predefined and turned on when you open the worksheet:

#### **Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

#### **Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

### **Page Items**

#### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the Business Group for your responsibility is defaulted.

#### **Event End Date Year**

The year the events ended.

### **Column Dimensions**

#### **Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

#### **Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

#### **Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours were successful, the success rate would be 80%.

**Row Dimensions****Activity Name**

The names of the activities in your Business Group. Activities are set up in Oracle Training Administration using the Activities window.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate for a Training Activity by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is a training activity in different years?

This workbook enables you to investigate the training success rate of a training activities each year. You can investigate training activities for a Business Group and training activity.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

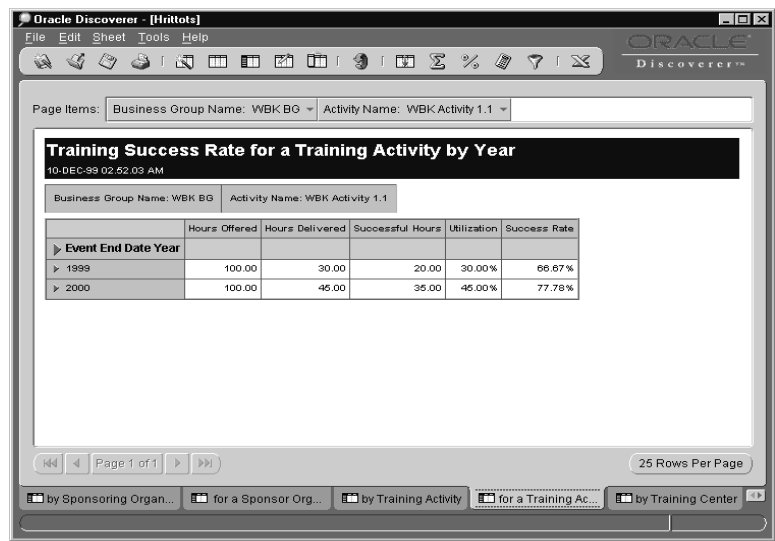


Figure 8-40 Training Success Rate for a Training Activity by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition may be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Activity Name**

The names of the activities in your Business Group. Activities are set up in Oracle Training Administration using the Activities window.

**Column Dimensions****Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Event End Date Year**

The year the events ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.



## Training Success Rate by Training Center Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is training in a training center?

This workbook enables you to investigate the training success rate of different training center. You can investigate training centers for a Business Group and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group Name: WBK BG Event End Date Year: 1999

**Training Success Rate by Training Center**  
10-DEC-99 03:40:34 AM

Business Group Name: WBK BG Event End Date Year: 1999

Training Center	Hours Offered	Hours Delivered	Successful Hours	Utilization	Success Rate
Pittsburgh	100.00	30.00	20.00	30.00%	66.67%
Reading	480.00	80.00	32.00	16.67%	40.00%
Redwood Shores	180.00	20.00	20.00	11.11%	100.00%

Page 1 of 1 25 Rows Per Page

by Sponsoring Organ... for a Sponsor Org... by Training Activity for a Training Ac... by Training Center

**Figure 8–41** *Training Success Rate by Training Center Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition can be turned on to include events which have end dates less than the system date.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the Business Group for your responsibility is defaulted.

### **Event End Date Year**

The year the events ended.

## **Column Dimensions**

### **Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

### **Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

### **Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Training Center**

The training center set up using the Oracle Training Administration Scheduled Event window.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate for a Training Center by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is a training center in different years?

This workbook enables you to investigate the training success rate of a training center over a number of different years. You can analyze training success for a Business Group and training center.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

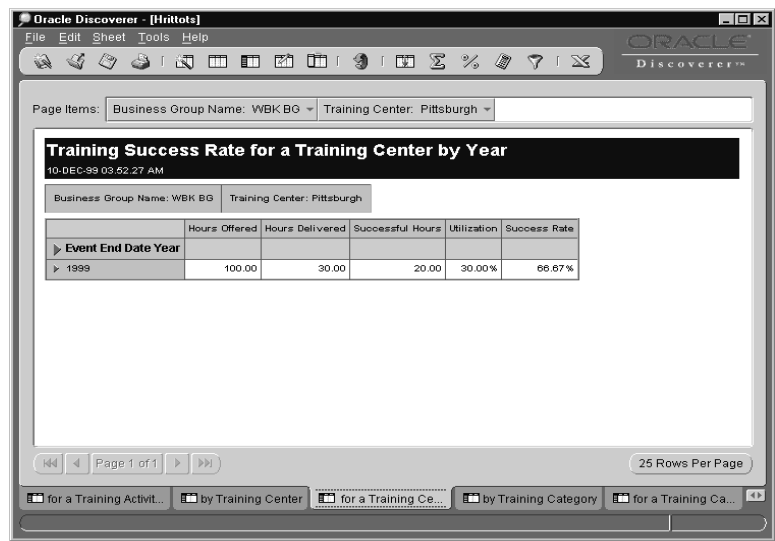


Figure 8-42 Training Success Rate for a Training Center by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of Canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition can be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Training Center**

The training center set up against an event using the Oracle Training Administration Scheduled Events window.

**Column Dimensions****Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Event End Date Year**

The year the events ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate by Training Category Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is training in different training categories?

This worksheet enables you to investigate the training success rate of training events by training category. You can investigate different training categories for a Business Group and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group Name: WBK BG Event End Date Year: 2000

**Training Success Rate by Training Category**  
10-DEC-99 03:54:35 AM

Business Group Name: WBK BG Event End Date Year: 2000

Category Name	Hours Offered	Hours Delivered	Successful Hours	Utilization	Success Rate
Shadowing	1800.00	920.00	320.00	51.11%	34.78%
Winter Discount	100.00	1566.00	35.00	1566.00%	2.23%

Page 1 of 1 25 Rows Per Page

for a Training Activ... by Training Center for a Training Ce... by Training Category for a Training Ca...

**Figure 8–43 Training Success Rate by Training Category Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition can be turned on to include events which have end dates less than the system date.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Event End Date Year**

The year the events ended.

## **Column Dimensions**

### **Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

### **Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

### **Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.



**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Training Category**

The training categories for the activity. Training Categories are set up in Oracle Training Administration using the lookup type `ACTIVITY_CATEGORY`.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate for a Training Category by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful is a training category over different years?

This worksheet enables you to investigate the training success rate of a training events in different years. You can analyze training success for a Business Group and a training category.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

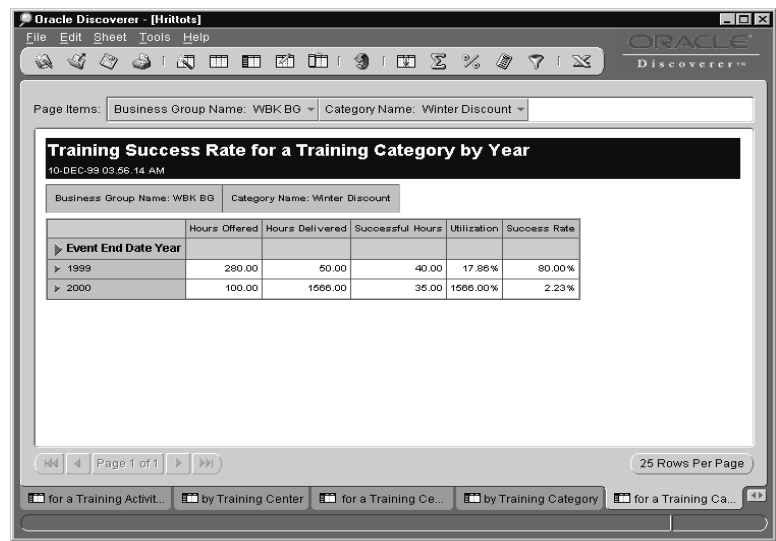


Figure 8-44 Training Success Rate for a Training Category by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition can be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the Business Group defaults from your responsibility.

**Training Category**

The training categories set up for your Business Group. Training Categories are set up in Oracle Training Administration using the lookup type ACTIVITY\_CATEGORY.

**Column Dimensions****Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions**

**Event End Date Year**

The year the event ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate by Competence Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful are training activities for different competencies?

This worksheet enables you to investigate the training success rate of a training activities different competencies. You can investigate different competencies for a sponsoring organization and year.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

Page Items: Business Group Name: WBK BG Event End Date Year: 2000

**Training Success Rate by Competence**  
10-DEC-99 03:57:57 AM

Business Group Name: WBK BG Event End Date Year: 2000

Competence Name	Hours Offered	Hours Delivered	Successful Hours	Utilization	Success Rate
WBK Competence Rating	1900.00	2486.00	355.00	130.84%	14.28%
WBK Competency 1	100.00	45.00	35.00	45.00%	77.78%
WBK Competency 2	1800.00	2441.00	320.00	135.61%	13.11%

Page 1 of 1 25 Rows Per Page

for a Training Centre... by Training Category for a Training Ca... by Competence for a Competence ...

**Figure 8–45 Training Success Rate by Competence Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

## **Conditions**

The following condition is predefined and turned on when you open the worksheet:

### **Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

### **Event End Date < SYSDATE**

This condition can be turned on to include events which have end dates less than the system date.

## **Page Items**

### **Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

### **Event End Date Year**

The year the events ended.

## **Column Dimensions**

### **Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

### **Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

### **Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Competence Name**

The competence for the training activity.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

## Training Success Rate for a Competence by Year Worksheet

### Business Question

The business question answered by this worksheet is:

- How successful are training activities for a competence in different years?

This worksheet enables you to investigate the training success rate of a training activities for a competence over previous years. You can investigate a competence for a sponsoring organization.

### Parameter Page

There are no parameters defined for this worksheet.

### Opening View

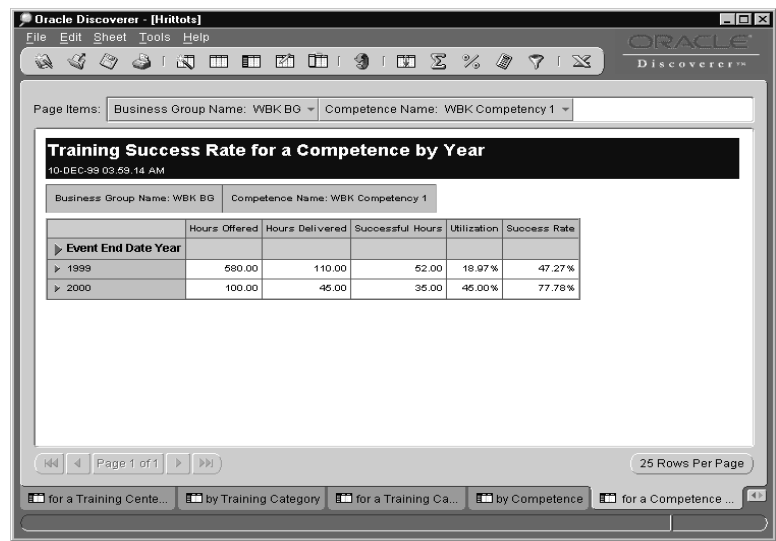


Figure 8–46 Training Success Rate for a Competence by Year Worksheet

### Exceptions

There are no exceptions defined for this worksheet.



**Conditions**

The following condition is predefined and turned on when you open the worksheet:

**Event Status != Canceled**

All events which do not have a status of canceled are included in the worksheet.

The following condition is predefined but turned off when you open the worksheet:

**Event End Date < SYSDATE**

This condition can be turned on to include events which have end dates less than the system date.

**Page Items****Business Group**

If you use Cross Business Group Responsibility security and have set up more than one Business Group/security group and responsibility combination, you can select a Business Group.

If you use Standard Human Resources Management System security the worksheet uses the Business Group associated with your responsibility.

**Competence Name**

The name of the competency set up against a recruitment activity in your Business Group.

**Column Dimensions****Hours Offered**

The number of training hours multiplied by the number of places available, summed across all relevant events.

**Hours Delivered**

The number of training hours multiplied by the number of places filled by students, summed across all relevant events.

**Successful Hours**

Using the Oracle Training Administration Enrollment Details window or the Mass Update feature the organizer of the event can record whether a student has successfully attended the event. If so, the employee's hours for this event are recorded as successful hours.

The successful hours are the total number of successful hours for all relevant events.

**Utilization%**

The percentage of the total hours delivered against the hours offered. For example, if 5 hours are delivered and 10 hours are offered, the utilization percentage is 50%.

**Success Rate%**

The percentage of hours delivered against the successful hours. For example, if 10 hours are delivered and 8 hours are successful, the success rate is 80%.

**Row Dimensions****Event End Date Year**

The year the events ended.

**Security**

This worksheet uses the security model set up for Oracle Human Resources, either Cross Business Group Responsibility security or Standard Human Resources Management System security.

### Additional Information

The table that follows lists additional items that can be added to the Training Success Rate worksheets.

**Table 8–9 Additional Items for the Training Success Rate Analysis Worksheets**

Business Area	Folder	Item	Training Activity	Sponsoring Organization	Training Center	Training Category	Competence
Human Resources	Calculations	Success Rate	•	•	•	•	•
		Successful Hours	•	•	•	•	•
		Utilization	•	•	•	•	•
		Hours Offered	•	•	•	•	•
		Hours Delivered	•	•	•	•	•
	Training Activity	Description	•				
		Success Criteria	•				
	Scheduled Training Event	Activity Name		•	•	•	•
		Event Name		•	•	•	•
		Duration		•	•	•	•
		Maximum Attendees		•	•	•	•
	Training Event Competencies	Description					•
		Proficiency					•



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## Operations Intelligence Workbooks

This chapter describes each Discoverer Workbook currently available for Operations Intelligence.

Each Discoverer Workbook contains one or more worksheets. Worksheets consist of various row data, column data and related charts. Detailed descriptions of each workbook and worksheet are included in this chapter.

There are four Operations Workbooks included with Oracle Business Intelligence System Release 11i. They are:

- Resource Utilization on page 9-1
- Quality Nonconformance on page 9-4
- Quality Global Results on page 9-9
- Supply Chain Inventory Analysis on page 9-11

### Resource Utilization Workbook

The Resource Utilization Workbook provides a detailed means to view and analyze resource utilization. The same data is also readily available via a BIS Self-Service Web Application report which allows the data to be viewed by organization, geography, time and product.

The workbook provides a different tool to analyze the data.

#### Worksheets

The Resource Utilization Analysis workbook contains one worksheet:

- Resource Utilization Analysis Worksheet

### **Resource Utilization Analysis Worksheet**

The Resource Utilization Analysis Worksheet data is displayed with time on the left hand side and with the organization dimension levels on the right (legal entity, organization and department). The user can look at time in more granularity by year, quarter and period. On the right-hand side, the data can be displayed in the following levels within the organization dimension:

- legal entity, operating unit, organization, department or resource

### **Business Question**

The business question answered by this worksheet is:

- What is the utilization of my resources at different levels of the organization?

What different ways can I view the information to gain a full perspective of resource utilization in my organization?

### **Parameter Page**

A parameter page is defined for the user to select a particular set of books. This is necessary because the set of books determines which calendar is to be used when displaying the time dimension.



## **Column Dimensions**

### **Resource Utilization**

Displays the utilization percentage for the selected organizational level for the selected time interval.

## **Quality Nonconformance Workbook**

This workbook can be used to perform analysis using data collected to report and track nonconforming material in Oracle Quality. Using the workbook, the analyst can better understand the source and nature of the nonconforming material. For example, the analyst can find out the most frequently occurring defect in a particular organization.

### **Worksheets**

The Quality Nonconformance Workbook contains one worksheet:

- Quality Nonconformance Worksheet

### **Quality Nonconformance Worksheet**

#### **Business Questions**

Business questions answered by this worksheet include:

- Which are the most frequently occurring defects in a particular inventory organization over a given period?
- What items had the highest quantity defective?
- What was the type of defect?

This worksheet helps to track the type of nonconformance, or defects, by organization, collection plan type, collection plan, item, or lot number. The worksheet enables you to compare both the quantity defective as well as the individual occurrences of specific nonconformance over a given period.

You must have the collection elements item, defect code, quantity defective and lot number in your collection plans in order to use this workbook effectively.



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**Note:** If you are performing inspections on single units and do not have the need for the collection element Quantity Defective in the collection plan, we assume that the quantity defective and occurrence equals one if you have a value in the defect code column.

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### **Parameter Page**

There are no parameters defined for this worksheet.

### **Opening View**

There is no screen associated with this worksheet.

### **Exceptions**

There are no exceptions defined for this worksheet.

### **Conditions**

There are no conditions defined for this worksheet.

### **Page Items**

#### **REQUEST ID**

Standard WHO column.

#### **PROGRAM APPLICATION ID**

Standard WHO column.

#### **PROGRAM ID**

Standard WHO column.

#### **PROGRAM UPDATE DATE**

Standard WHO column.

#### **CREATED BY**

Standard WHO column.

#### **CREATION DATE**

Standard WHO column.

**LAST UPDATE LOGIN**

Standard WHO column.

**LAST UPDATED BY**

Standard WHO column.

**LAST UPDATE DATE**

Standard WHO column.

**QA CREATION DATE**

Standard WHO column.

**QA LAST UPDATE DATE**

Standard WHO column.

**ORGANIZATION ID**

Standard WHO column.

**ORGANIZATION NAME**

The name given to an inventory organization.

**PLAN ID**

**PLAN NAME**

The name given to a Quality plan.

**COLLECTION ID**

An identifier for a group of quality results.

**OCCURRENCE**

Each incident of encountering nonconforming material is a single incidence. A single occurrence may have a quantity defective greater than one.

**PLAN TYPE CODE****PLAN TYPE MEANING****ITEM ID****ITEM****LOT CONTROL CODE****LOT NUMBER****DEFECT CODE**

You can associate different values for defect codes. For example: short circuit, dimensional, visual, etc.

**QUANTITY DEFECTIVE**

Refers to the number of units that you report as being defective.

**Column Dimensions****REQUEST ID**

Standard WHO column.

**PROGRAM APPLICATION ID**

Standard WHO column.

**PROGRAM ID**

Standard WHO column.

**PROGRAM UPDATE DATE**

Standard WHO column.

**CREATED BY**

Standard WHO column.

**CREATION DATE**

Standard WHO column.

**LAST UPDATE LOGIN**

Standard WHO column.

**LAST UPDATED BY**

Standard WHO column.

**LAST UPDATE DATE**

Standard WHO column.

**QA CREATION DATE**

Standard WHO column.

**QA LAST UPDATE DATE**

Standard WHO column.

**ORGANIZATION ID**

Standard WHO column.

**ORGANIZATION NAME**

The name given to an inventory organization

**PLAN ID**

**PLAN NAME**

The name given to a Quality plan.

**COLLECTION ID**

An identifier for a group of quality results.

**OCCURRENCE**

Each incident of encountering nonconforming material is a single incidence. A single occurrence may have a quantity defective greater than one.

**PLAN TYPE CODE****PLAN TYPE MEANING****ITEM ID****ITEM****LOT CONTROL CODE****LOT NUMBER****DEFECT CODE**

You can associate different values for defect codes. For example: short circuit, dimensional, visual, etc.

**QUANTITY DEFECTIVE**

Refers to the number of units that you report as being defective.

**Row Dimensions**

There are no row items for this worksheet.

**Security**

There is no special security associated with this worksheet.

## Quality Global Results Workbook

**Worksheet**

The Quality Global Results Workbook contains one worksheet:

- Quality Global Results Worksheet

**Quality Global Results Worksheet****Business Questions**

Business questions answered by this worksheet include:

- What is the average voltage measurement for the power supplies that were purchased from three different manufacturers for a given period?
- Which manufacturer's supplies exhibited the greatest variation?

This workbook can be used to perform analysis using the entire set of data collected in Oracle Quality. Since this data can originate from the entire enterprise and pertain to a cross section of operations, the user has the flexibility to use the worksheet to perform any meaningful analysis.

Before using the worksheet or whenever a new collection element or plan is added to Oracle Quality and your analysis requires the use of this element or plan, you must perform a refresh in the Discoverer Administrative and User editions.

### **Parameter Page**

There are no parameters defined for this worksheet.

### **Opening View**

There is no screen associated with this worksheet.

### **Exceptions**

There are no exceptions defined for this worksheet.

### **Conditions**

There are no conditions defined for this worksheet.

### **Page Items**

#### **Creation Date**

The date when a record was created in Quality's results repository.

### **Column Dimensions**

#### **Creation Date**

The date when a record was created in Quality's results repository.

### **Row Dimensions**

There are no row items for this worksheet.

### **Security**

There is no special security associated with this worksheet.

**Additional Information**

You can add any item that you have created in Quality's results repository. Oracle Quality provides you with the flexibility to create any item that you want to collect data on, and to further use it for reporting and analysis.

## Supply Chain Inventory Analysis Workbook

The Supply Chain Inventory Analysis workbook is part of a reporting and analytical framework for Operations Intelligence within the Oracle Business Intelligence System. As a tool for supply chain performance management, the Inventory Analysis workbook provides powerful decision support to help companies achieve the following:

- Define measurable performance goals
- Provide intelligent information
- Analyze reasons for current performance in order to take corrective action
- Increase inventory visibility throughout the supply chain
- Increase inventory turns and velocity
- Reduce product expiration

**Worksheets**

The Supply Chain Inventory Analysis workbook consists of ten worksheets that answer critical business questions in inventory management. You can customize these worksheets according to your business needs quickly and easily. The worksheets are as follows:

- Supply Chain Inventory Worksheet
- Expired Inventory Worksheet
- Inventory Turns (for Organizations by Year) Worksheet
- Inventory Turns (for Organizations by Month) Worksheet
- Inventory Turns (for Organization Items by Year) Worksheet
- Inventory Turns (for Organization Items by Month) Worksheet
- Inventory Carrying Cost (for Organizations by Year) Worksheet
- Inventory Carrying Cost (for Organizations by Month) Worksheet
- Inventory Carrying Cost (for Organization Items by Year) Worksheet

- **Inventory Carrying Cost (for Organization Items by Month) Worksheet**

The Inventory Turns and Inventory Carrying Cost worksheets are broken out four ways in each case because of performance targets. A performance target (for example, target inventory turns) can only be displayed for a single column and row dimension combination in a Discoverer worksheet. If the Inventory Turns worksheet was a single worksheet offering you the ability to drill up and down through multi-dimensional hierarchies, you would still see the same target value at every level. To avoid this confusion, each worksheet displaying target information has been restricted to a single column dimension and a single row dimension without drilldown capability.



## Supply Chain Inventory Worksheet

### Business Questions

Business questions answered by this worksheet include:

- How much on-hand and in-transit inventory exists in an organization?
- What is the actual currency value of the inventory?
- What is the value of a particular item or inventory within a subinventory as a percentage of total inventory in the organization?

The Supply Chain Inventory worksheet includes on-hand, in-transit and total inventory quantities and material valuations. Total inventory is reported in currency values as well as percentages.

The Supply Chain Inventory worksheet supports the organizational hierarchy of: inventory organization, subinventory, item.

Currency values are always displayed in the default currency for the set of books of an inventory organization. You need to be aware of the default currency when comparing material values across sets of books.

Quantities are always displayed in the primary unit of measure of an item in an inventory organization. You need to be aware of this when viewing quantities across items with different primary units of measure, or when viewing the same item in different inventory organizations.

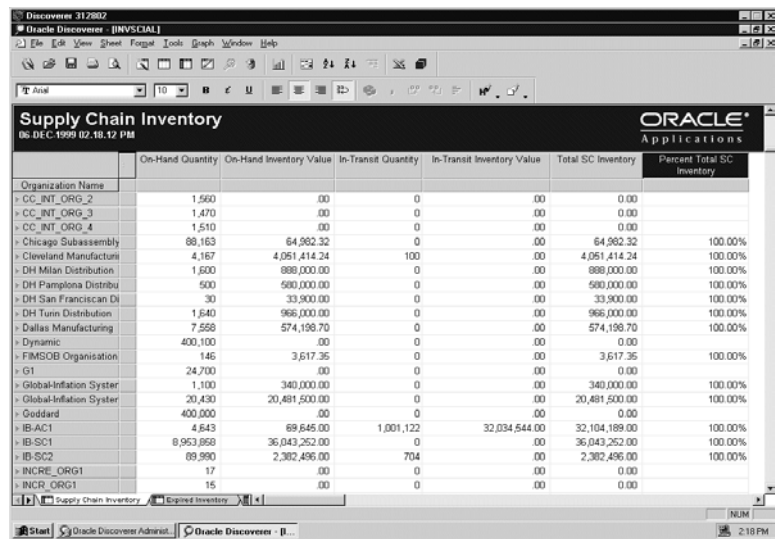
Zero values and null values are displayed as zero values.

### Parameter Page

There is no parameter page for this worksheet.

Opening View

When you first open the Supply Chain Inventory worksheet, you are given the option to run the worksheet query. If you run the query, the opening view of the worksheet looks similar to the following image:



Organization Name	On-Hand Quantity	On-Hand Inventory Value	In-Transit Quantity	In-Transit Inventory Value	Total SC Inventory	Percent Total SC Inventory
> CC_INT_ORG_2	1,560	.00	0	.00	0.00	
> CC_INT_ORG_3	1,470	.00	0	.00	0.00	
> CC_INT_ORG_4	1,510	.00	0	.00	0.00	
> Chicago Subassembly	86,163	64,962.32	0	.00	64,962.32	100.00%
> Cleveland Manufactur	4,167	4,051,414.24	100	.00	4,051,414.24	100.00%
> DH Milan Distribution	1,600	888,000.00	0	.00	888,000.00	100.00%
> DH Pamplona Distribu	500	500,000.00	0	.00	500,000.00	100.00%
> DH San Franciscan Di	30	33,900.00	0	.00	33,900.00	100.00%
> DH Tunis Distribution	1,640	966,000.00	0	.00	966,000.00	100.00%
> Dallas Manufacturing	7,568	574,198.70	0	.00	574,198.70	100.00%
> Dynamic	400,100	.00	0	.00	0.00	
> FIMSOB Organisation	146	3,617.35	0	.00	3,617.35	100.00%
> G1	24,700	.00	0	.00	0.00	
> Global-Inflation Syster	1,100	340,000.00	0	.00	340,000.00	100.00%
> Global-Inflation Syster	20,430	20,481,600.00	0	.00	20,481,600.00	100.00%
> Goddard	400,000	.00	0	.00	0.00	
> IB-AC1	4,643	69,645.00	1,001,122	32,034,644.00	32,104,189.00	100.00%
> IB-SC1	8,953,868	36,043,252.00	0	.00	36,043,252.00	100.00%
> IB-SC2	89,990	2,382,496.00	704	.00	2,382,496.00	100.00%
> INCR_ORG1	17	.00	0	.00	0.00	
> INCR_ORG1	15	.00	0	.00	0.00	

Figure 9–1 Supply Chain Inventory Worksheet

Exceptions

Exceptions that have been predefined in the worksheet are as follows (all are active in the default view):

- Percent Total SC Inventory <= 0%

Conditions

There are no conditions defined for this worksheet.

## Page Items

### On-Hand Quantity

Represents the physical quantity of an item existing in inventory at the time the worksheet is run. It is a snapshot at a specific moment, not a representation of historical transaction usage.

### On-Hand Inventory Value

Represents the on-hand quantity multiplied by the unit cost of an item.

### In-Transit Quantity

Represents items being shipped from one inventory organization to another. This quantity is visible in an in-transit "location" during an inter-organization transfer if an enterprise chooses not to do direct inter-organizational transfers when one organization has shipped the item quantities but the receiving organization has not yet received them.

In this worksheet, whether this column refers to inbound in-transit or outbound in-transit inventory depends on the freight on board (FOB) location. If the FOB is the point of origin, then the column displays inbound in-transit for the receiving subinventory in the receiving organization. In other words, you can view what is expected in the receiving organization from inter-organizational transfers in progress. If the FOB is the destination point, then the column displays outbound in-transit for the shipping subinventory in the shipping organization. In other words, you can view what you have sent to another organization but you still own since ownership is transferred upon receipt.

### In-Transit Inventory Value

Represents the in-transit quantity multiplied by the unit cost of an item.

### Total SC Inventory

For a given row dimension (Organization, Subinventory or Item), represents the sum of on-hand inventory value and in-transit inventory value.

### Percent Total SC Inventory

Represents the total Supply Chain inventory value for a given row dimension (Organization, Subinventory, or Item) as a percentage of the total Supply Chain inventory value for the entire inventory organization.

## Column Dimensions

There are no column dimensions for this worksheet.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

### **Subinventory Name**

Displays values and quantities for a subgrouping of item quantities corresponding to a subinventory within an inventory organization. This is the level at which on-hand balances of an item are typically viewed in Oracle Inventory. In the absence of locator control, it is also the level at which quantities are transacted (issued in or out, or transferred).

### **Inventory Item Name**

Displays values and quantities for any part number/name that is stored or tracked in Oracle Inventory. An item may be located in one or more subinventories and one or more inventory organizations.

## Expired Inventory Worksheet

### Business Questions

Business questions answered by this worksheet include:

- What is the currency value of lot-controlled inventory in an organization that will expire in a future timeframe?
- How much inventory has expired in the past?
- How much total expired inventory is sitting in the organization?

The Expired Inventory worksheet includes, for a given time period: Actual Expired Inventory, Projected Expiration and Inventory Quantity. Expired inventory is reported in currency values and percentages. Additionally, the worksheet gives Total Actual Expired (everything that has expired to date) and Total Projected Expiration (everything that will expire in the future, based on lot expiration dates).

The Expired Inventory worksheet supports the organization hierarchy of: inventory organization, subinventory, item and lot. The worksheet also supports the calendar time hierarchy of: year, quarter, month, day and expiration date.

Currency values are always displayed in the default currency for the set of books of an inventory organization. You need to be aware of the default currency when comparing material values across sets of books.

Quantities are always displayed in the primary unit of measure of an item in an inventory organization. You need to be aware of this when viewing quantities across items with different primary units of measure, or when viewing the same item in different inventory organizations.

Zero values and null values are displayed as zero values.

### Parameter Page

#### Period Start Date

Specifies the earliest date you wish to view in column dimensions (calendar time). Also determines the earliest possible lot expiration date the query looks for in determining actual expired inventory.

#### Period End Date

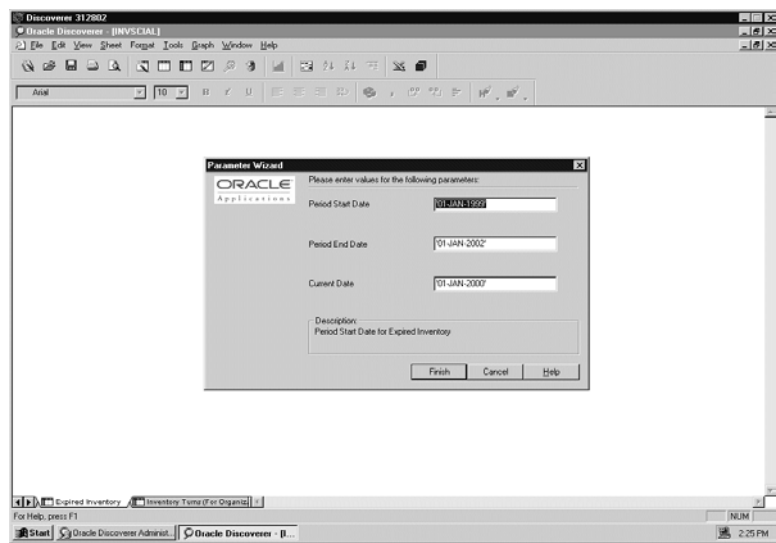
Specifies the latest date you wish to view in column dimensions (calendar time). Also determines the last possible lot expiration date the query looks for in determining projected expiration inventory.

**Current Date**

Specifies a point of reference in calendar time for the query to determine actual expired (past) and projected expiration (future). Actual expired is calculated for the time range = current date minus period start date. Projected expiration is calculated for the time range = period end date minus current date.

**Opening View**

When you first open the Expired Inventory worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:



**Figure 9–2** *Expired Inventory Parameters screen*

After you select the parameters and run the query the following image appears:

Oracle Discoverer 312802  
Oracle Discoverer - [INVSCIAL]  
File Edit View Sheet Format Tools Graph Window Help  
T Anal  
Expired Inventory  
06 DEC 1999 02:20:37 PM  
Expiration Date Year > 2000  
Inventory Quantity  
Actual Expired  
Projected Expiration  
Percent Actual Expired  
Percent Projected Expiration  
Actual Expired  
Prop

Organization Name	Actual Expired	Projected Expiration	Percent Actual Expired	Percent Projected Expiration	Inventory Quantity	Actual Expired	Prop
Dallas Manufacturing	23,976.00	220,794.00	100.00 %	100.00 %	12,656.00	0.00	
IB-SC1	0.00	0.00			2,500.00	0.00	
K&M MANUFACTURING	0.00	40.75		100.00 %	1.00	0.00	
M&K MANUFACTURING						0.00	
PB-ORG						0.00	
R1 Organization						0.00	
Seattle Manufacturing	0.00	53,277.45		100.00 %	69.00		
Vision Operations	0.00	0.00			2.00	0.00	

Supply Chain Inventory > Expired Inventory  
Start Oracle Discoverer Admin... Oracle Discoverer - B...  
NUM  
2:20 PM

Figure 9–3 Expired Inventory Worksheet

Exceptions

Exceptions that have been predefined in the worksheet are as follows (all are active in the default view):

- Percent Actual Expired <= 0%
- Percent Projected Expiration <= 0%

Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the Supply Chain Inventory worksheet are as follows (all are active in the default view):

Expiration Date Year IS NOT NULL

Restricts query to those inventory item lots that have an expiration date defined.

**Expiration Date <= End Date**

Restricts query to lot expiration dates no later than the user-specified Period End Date parameter value.

**Expiration Date >= Start Date**

Restricts query to lot expiration dates no sooner than the user-specified Period Start Date parameter value.

**Page Items**

**Actual Expired**

Represents the currency value of item lot quantities (on-hand quantity multiplied by the item unit cost) that have expired to date, that is, lot expiration for those time dimension periods <= Current Date, but >= user-specified Period Start Date parameter value.

For a given column dimension (calendar time), it represents the value of item lots with lot expiration dates within that time period.

**Projected Expiration**

Represents the currency value of item lot quantities (on-hand quantity multiplied by the item unit cost) that will expire in the future, that is, lot expiration for those time dimension periods > Current Date, but <=user-specified Period End Date parameter value.

For a given column dimension (calendar time), it represents the value of item lots with lot expiration dates within that time period.

**Percent Actual Expired**

For a given column dimension (time period), represents the Actual Expired value of a row dimension (Organization, Subinventory, Item or Lot) as a percentage of the Actual Expired across the entire inventory organization.

**Percent Projected Expiration**

For a given column dimension (time period), represents the Actual Expired value of a row dimension (Organization, Subinventory, Item or Lot) as a percentage of the Actual Expired across the entire inventory organization.

**Inventory Quantity**

Represents the total physical quantity of lot-controlled items whose values are represented in Actual Expired and/or Projected Expiration for a row dimension (Organization, Subinventory , Item or Lot).



**Total Actual Expired Inventory**

Represents the sum of Actual Expired inventory values across all time dimensions queried in the worksheet, based on the date parameters you select, for a given row dimension.

**Total Projected Expiration Inventory**

Represents the sum of Projected Expiration inventory values across all time dimensions queried in the worksheet, based on the date parameters you select, for a given row dimension.

**Column Dimensions****Expiration Date Year**

Displays the values and quantities for a calendar year.

**Quarter in Year**

Displays the values and quantities for a quarter in the calendar year.

**Month in Year**

Displays the values and quantities for a month in the calendar year.

**Day in Month**

Displays the values and quantities for a day in a calendar month.

**Expiration Date**

Displays the same level of information as Day in Month dimension, but the exact date replaces the number of the day of the month. This facilitates your ability to view data without forcing you to scroll horizontally to determine the month and year of the expiration date.

**Row Dimensions****Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management, and Quality.

**Subinventory Name**

Displays values and quantities for a subgrouping of item quantities corresponding to a subinventory within an inventory organization. This is the level at which

on-hand balances of an item are typically viewed in Oracle Inventory. In the absence of locator control, it is also the level at which quantities are transacted (issued in or out or transferred).

**Inventory Item Name**

Displays values and quantities for any part number/name that is stored or tracked in Oracle Inventory. An item may be located in one or more subinventories and one or more inventory organizations.

**Lot Number**

Displays values and quantities for a specific lot number of an inventory item. This is the level at which the lot expiration date is defined in the system, which is the basis for all calculations in the Expired Inventory worksheet.

## Inventory Turns (for Organizations by Year) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- What are the average inventory turns for my organization?
- How do my inventory turns compare across organizations?
- How many days of inventory does each organization or warehouse have on-hand?
- How do my actual inventory turns compare to my targets?

The Inventory Turns (for Organizations by Year) worksheet includes Average Inventory, Cost of Goods Sold, Actual Inventory Turns, Days of Inventory On-hand, and Target Inventory Turns.

The Inventory Turns (for Organizations by Year) worksheet supports the organization hierarchy of: inventory organization. The worksheet also supports the fiscal time hierarchy of: year.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations.

#### From Accounting Period Year

Specifies the earliest fiscal year displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year displayed on the column dimension.

Opening View

When you first open the Inventory Turns (for Organizations by Year) worksheet, you are given the option to run the worksheet query. f you choose to run the query, the following window prompts you to select parameters:

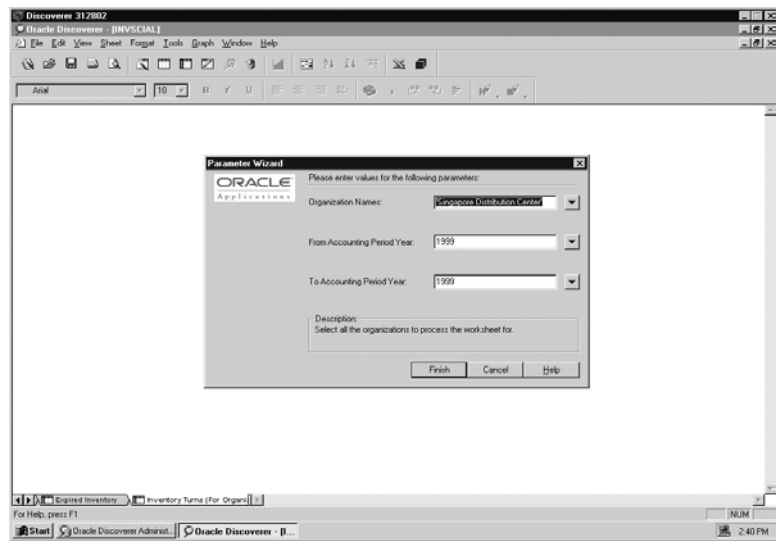
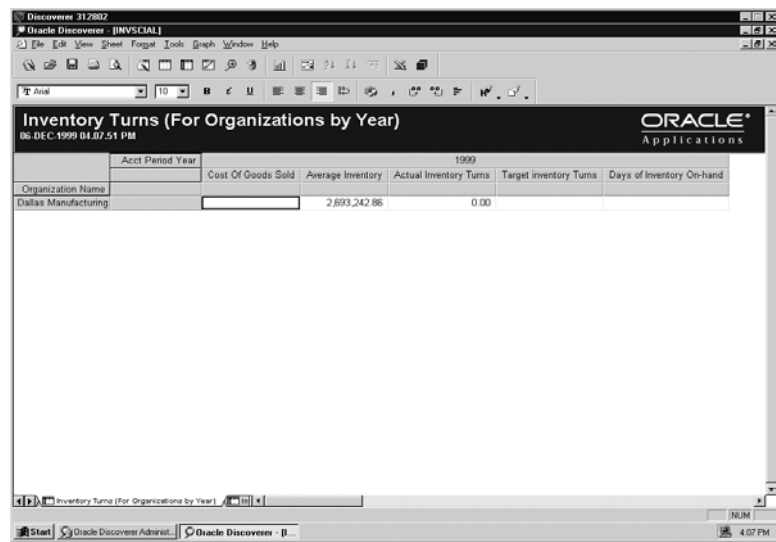


Figure 9–4 Inventory Turns Parameters screen

After you select the parameters and run the query, the following image appears:



**Figure 9–5** *Inventory Turns (for Organizations by Year) Worksheet*

**Exceptions**

There are no exceptions defined for this worksheet.

**Conditions**

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

**Organization Name IN (: "Organization Names:")**

Restricts query to inventory organization(s) you specify in the parameters.

**Acct Period Year >= From Accounting Period Year**

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

**Acct Period Year <= To Accounting Period Year**

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.

## **Page Items**

### **Average Inventory**

For a given period of time, average inventory value = average on-hand value + average inbound in-transit value + average WIP value. (WIP value is only included when the worksheet is run after the close of the period.)

Average on-hand value for a period = (beginning on-hand quantity + ending on-hand quantity) X item unit cost / 2.

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is a fiscal year.

### **Cost of Goods Sold**

Cost of goods sold is actually the general ledger account code combination affected by receipts, issuances and shipments of an inventory item. In the worksheet, this column represents the costs associated with the products sold during a given period of time, that is, the currency value debited for sales order issue transactions.

In this worksheet, the period of time is a fiscal year.

### **Actual Inventory Turns**

Inventory turns is defined as the number of times an inventory cycles during a given period of time, typically a year. For a given period of time, inventory turns = cost of goods sold / average inventory value.

In this worksheet, the period of time is a fiscal year.

### **Target Inventory Turns**

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you define the target inventory turns for each inventory organization and each fiscal year.

### **Days of Inventory On-Hand**

For a given period of time, days of inventory on-hand = number of days in period / inventory turns for the period.

In this worksheet, the period of time is a fiscal year, so days of inventory on-hand = 365 / annual inventory turns.

**Column Dimensions****Acct Period Year**

Displays the actual and target data for a fiscal year.

**Row Dimensions****Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

## Inventory Turns (for Organizations by Month) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- What are the average inventory turns for my organization?
- How do my inventory turns compare across organizations?
- How many days of inventory does each organization or warehouse have on-hand?
- What is the 12-month trend of days of inventory on-hand?
- How do my actual inventory turns compare to my targets?

The Inventory Turns (for Organizations by Month) worksheet includes Average Inventory, Cost of Goods Sold, Actual Inventory Turns, Days of Inventory On-hand and Target Inventory Turns.

The Inventory Turns (for Organizations by Month) worksheet supports the organization hierarchy of: inventory organization. The worksheet also supports the fiscal time hierarchy of: accounting period number, accounting period name.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations.

#### From Accounting Period Year

Specifies the earliest fiscal year for which months are displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year for which months are displayed on the column dimension.



Opening View

When you first open the Inventory Turns (for Organizations by Month) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:

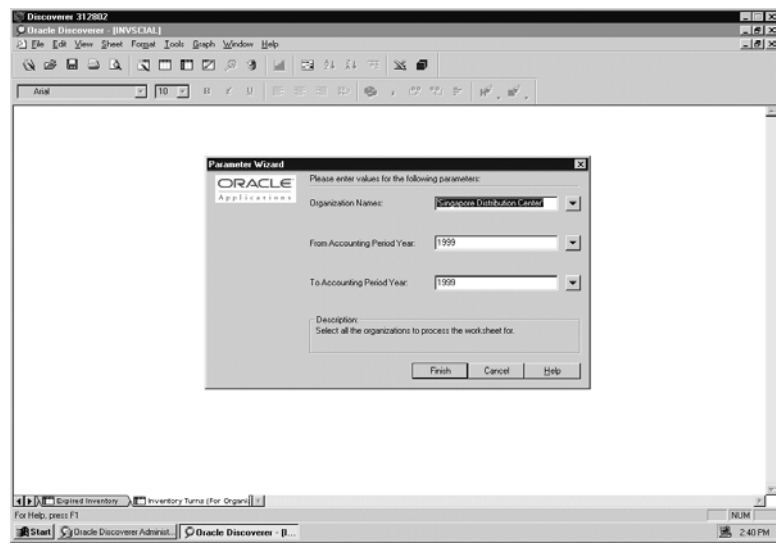


Figure 9–6 Inventory Turns Parameters screen

After you select the parameters and run the query, the following image appears:

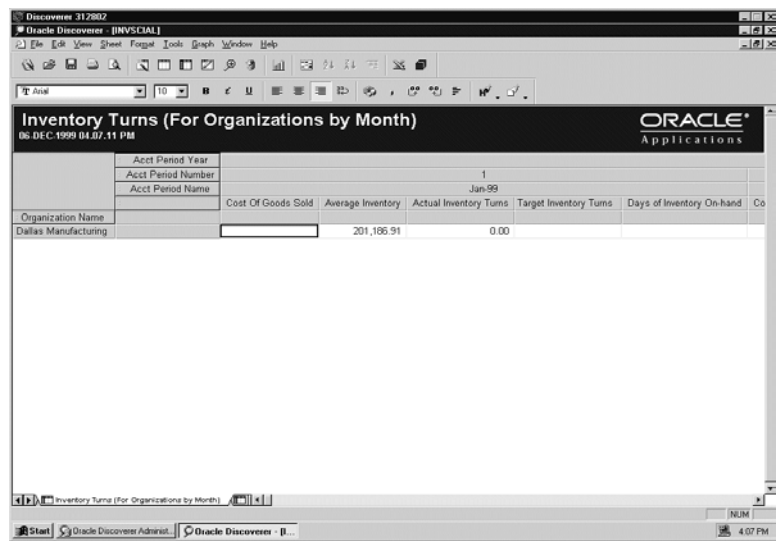


Figure 9–7 *Inventory Turns (For Organizations by Month) Worksheet*

Exceptions

There are no exceptions defined for this worksheet.

Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

Organization Name IN (: "Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters

Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value

Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value

## Page Items

### Average Inventory

For a given period of time, average inventory value = average on-hand value + average inbound in-transit value + average WIP value. (WIP value is only included when the worksheet is run after the close of the period.)

Average on-hand value for a period = (beginning on-hand quantity + ending on-hand quantity) X item unit cost / 2.

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is an accounting period.

### Cost of Goods Sold

Cost of goods sold is actually the general ledger account code combination affected by receipts, issuances and shipments of an inventory item. In the worksheet, this column represents the costs associated with the products sold during a given period of time, that is, the currency value debited for sales order issue transactions.

In this worksheet, the period of time is an accounting period.

### Actual Inventory Turns

Inventory turns is defined as the number of times an inventory cycles during a given period of time. For a given period of time, inventory turns = cost of goods sold / average inventory value.

In this worksheet, the period of time is an accounting period.

### Target Inventory Turns

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you must define the target inventory turns for each inventory organization and each accounting period.

### Days of Inventory Onhand

For a given period of time, days of inventory on-hand = number of days in period / inventory turns for the period.

In this worksheet, the period of time is an accounting period, so days of inventory on-hand = 30 / inventory turns for the accounting period.

## **Column Dimensions**

### **Acct Period Year**

Displays the actual and target data for a fiscal year.

### **Acct Period Number**

Displays the actual and target data for an accounting period. The dimension headings correspond to the sequence numbers of the accounting periods in the accounting calendar year.

### **Acct Period Name**

Related one to one with the Acct Period Number dimension. Adds the actual names of the accounting periods as additional dimension headings to make the worksheet user-friendly.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management, and Quality.

## Inventory Turns (for Organization Items by Year) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- What are the average inventory turns for each item in my organization?
- How do my inventory turns compare across organizations?
- How many days of inventory does each organization or warehouse have on-hand down to the item level?
- How do my actual inventory turns compare to my targets?

The Inventory Turns (for Organization Items by Year) worksheet includes Average Inventory, Cost of Goods Sold, Actual Inventory Turns, Days of Inventory On-hand and Target Inventory Turns.

The Inventory Turns (for Organization Items by Year) worksheet supports the organization hierarchy of: inventory organization and inventory item. The worksheet also supports the fiscal time hierarchy of: year.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations. The worksheet displays all items within the specified organization(s).

#### From Accounting Period Year

Specifies the earliest fiscal year displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year displayed on the column dimension.

Opening View

When you first open the Inventory Turns (for Organization Items by Year) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:

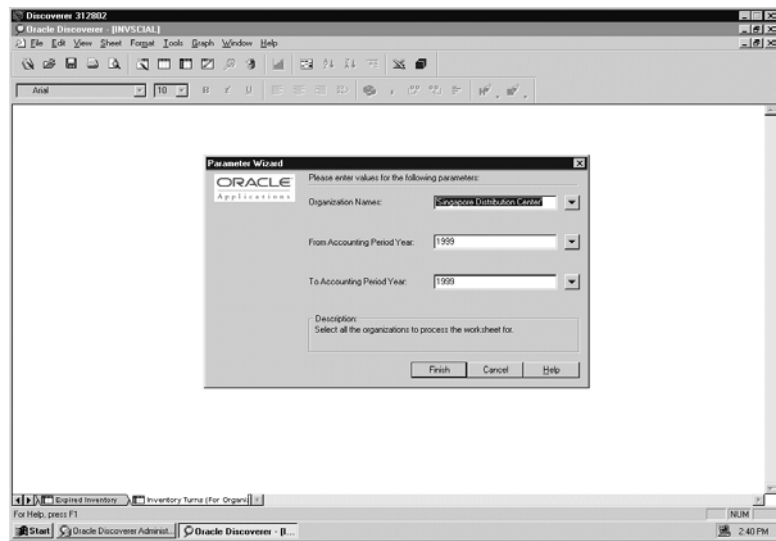


Figure 9–8 Inventory Turns Parameters screen

After you select the parameters and run the query, the following image appears:

Discoverer 317802

Oracle Discoverer - INVSAL

File Edit View Sheet Format Tools Graph Window Help

Inventory Turns (For Organization Items by Year)

06 DEC 1999 04:06:26 PM

ORACLE®  
Applications

Act Per Year		1999				
Organization Name	Item	Cost Of Goods Sold	Average Inventory	Actual Inventory Turns	Target Inventory Turns	Days of Inventory On-hand
Dallas Manufacturing	AITG7_B/I		0.00	0.00		
	AS18947		1,424,711.70	0.00		
	AS54900		195,369.10	0.00		
	AS72111		167,874.02	0.00		
	AS92699		219,848.56	0.00		
	ASH050486		0.00	0.00		
	AT23808		0.00	0.00		
	CM08830		6,196.80	0.00		
	CM11062		60,984.00	0.00		
	CM11222		3,682.80	0.00		
	CM13139		2,979.30	0.00		
	CM13375		<106.92>	0.00		
	CM15138		<1,302.66>	0.00		
	CM15140		17,964.00	0.00		
	CM15374		1,844.40	0.00		
	CM18769		<185.88>	0.00		
	CM18761		3,254.16	0.00		
	CM22473		3,206.10	0.00		
	CM25175		<108.78>	0.00		
	CM25267		1,384.80	0.00		
	CM25287		363.52	0.00		

Inventory Turns (For Organization Items by Year)

Start Oracle Discoverer Admin... Oracle Discoverer - B...

NUM 4.06 PM

Figure 9-9 Inventory Turns (For Organization Items by Year) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

Organization Name IN (:"Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters.

Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.

## **Page Items**

### **Average Inventory**

For a given period of time, average inventory value = average on-hand value + average inbound in-transit value + average WIP value. (WIP value is only included when the worksheet is run after the close of the period.)

Average on-hand value for a period = (beginning on-hand quantity + ending on-hand quantity) X item unit cost / 2.

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is a fiscal year.

### **Cost of Goods Sold**

Cost of goods sold is actually the general ledger account code combination affected by receipts, issuances and shipments of an inventory item. In the worksheet, this column represents the costs associated with the products sold during a given period of time, that is, the currency value debited for sales order issue transactions.

In this worksheet, the period of time is a fiscal year.

### **Actual Inventory Turns**

Inventory turns is defined as the number of times an inventory cycles during a given period of time, typically a year. For a given period of time, inventory turns = cost of goods sold / average inventory value.

In this worksheet, the period of time is a fiscal year.

### **Target Inventory Turns**

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you must define the target inventory turns for each inventory item within each inventory organization and for each fiscal year.

### **Days of Inventory Onhand**

For a given period of time, days of inventory on-hand = number of days in period / inventory turns for the period.

In this worksheet, the period of time is a fiscal year, so days of inventory on-hand = 365 / annual inventory turns.



## **Column Dimensions**

### **Acct Period Year**

Displays the actual and target data for a fiscal year.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

### **Inventory Item Name**

Displays values and quantities for any part number/name that is stored or tracked in Oracle Inventory. An item may be located in one or more inventory organizations.

## Inventory Turns (for Organization Items by Month) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- What are the average inventory turns for each item in my organization?
- How do my inventory turns compare across organizations?
- How many days of inventory does each organization or warehouse have on-hand down to the item level?
- What is the 12-month trend of days of inventory on-hand?
- How do my actual inventory turns compare to my targets?

The Inventory Turns (for Organization Items by Month) worksheet includes Average Inventory, Cost of Goods Sold, Actual Inventory Turns, Days of Inventory On-hand, and Target Inventory Turns.

The Inventory Turns (for Organization Items by Month) worksheet supports the organization hierarchy of: inventory organization and inventory item. The worksheet also supports the fiscal time hierarchy of: accounting period number and accounting period name.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations. The worksheet displays all items within the specified organization(s).

#### From Accounting Period Year

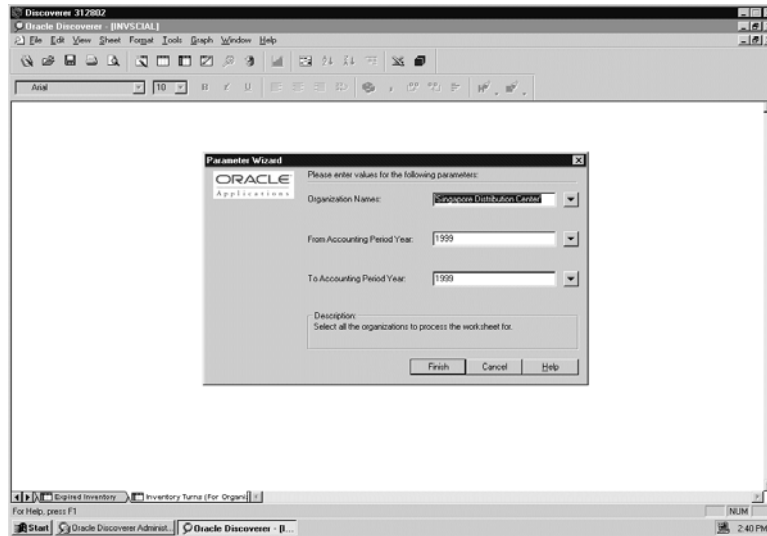
Specifies the earliest fiscal year displayed in the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year displayed in the column dimension.

## Opening View

When you first open the Inventory Turns (for Organization Items by Month) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:



**Figure 9–10** *Inventory Turns Parameters screen*

After you select the parameters and run the query, the following image appears:

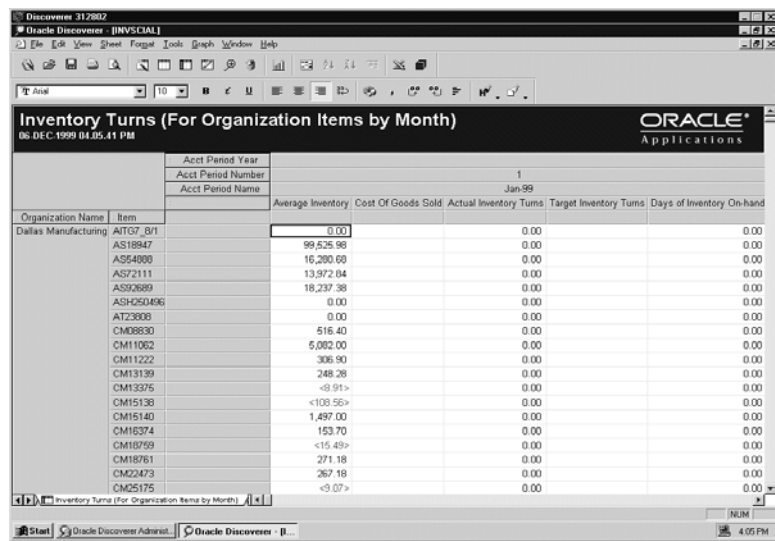


Figure 9–11 Inventory Turns (For Organization Items by Month) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

Organization Name IN (: "Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters.

Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.

## Page Items

### Average Inventory

For a given period of time, average inventory value = average on-hand value + average inbound in-transit value + average WIP value. (WIP value is only included when the worksheet is run after the close of the period.)

Average on-hand value for a period = (beginning on-hand quantity + ending on-hand quantity) X item unit cost / 2.

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is an accounting period.

### Cost of Goods Sold

Cost of goods sold is actually the general ledger account code combination affected by receipts, issuances and shipments of an inventory item. In the worksheet, this column represents the costs associated with the products sold during a given period of time, that is, the currency value debited for sales order issue transactions.

In this worksheet, the period of time is an accounting period.

### Actual Inventory Turns

Inventory turns is defined as the number of times an inventory cycles during a given period of time, typically a year. For a given period of time, inventory turns = cost of goods sold / average inventory value.

In this worksheet, the period of time is an accounting period.

### Target Inventory Turns

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you must define the target inventory turns for each inventory item within each inventory organization and for each accounting period.

### Days of Inventory Onhand

For a given period of time, days of inventory on-hand = number of days in period / inventory turns for the period.

In this worksheet, the period of time is an accounting period, so days of inventory on-hand = 30 / annual inventory turns.

## **Column Dimensions**

### **Acct Period Year**

Displays the actual and target data for a fiscal year.

### **Acct Period Number**

Displays the actual and target data for an accounting period. The dimension headings correspond to the sequence numbers of the accounting periods in the accounting calendar year.

### **Acct Period Name**

Related one to one with the Acct Period Number dimension. Adds the actual names of the accounting periods as additional dimension headings to make the worksheet user-friendly.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

### **Inventory Item Name**

Displays values and quantities for any part number/name that is stored or tracked in Oracle Inventory. An item may be located in one or more inventory organizations.

## Inventory Carrying Cost (for Organizations by Year) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- How do my actual inventory turns compare to my target inventory turns?
- How much money can my company save by increasing my inventory turns from the current actual value to my target value?
- How does the actual average value of inventory carried in my organization compare to my target value?
- What is the resulting working capital variance?

The Inventory Carrying Cost (for Organizations by Year) worksheet includes Actual and Target Inventory Turns, Actual and Target Inventory Value, and Working Capital Variance.

The Inventory Carrying Cost (for Organizations by Year) worksheet supports the organization hierarchy of: inventory organization. The worksheet also supports the fiscal time hierarchy of: year.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations.

#### From Accounting Period Year

Specifies the earliest fiscal year displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year displayed on the column dimension.

Opening View

When you first open the Inventory Carrying Cost (for Organizations by Year) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:

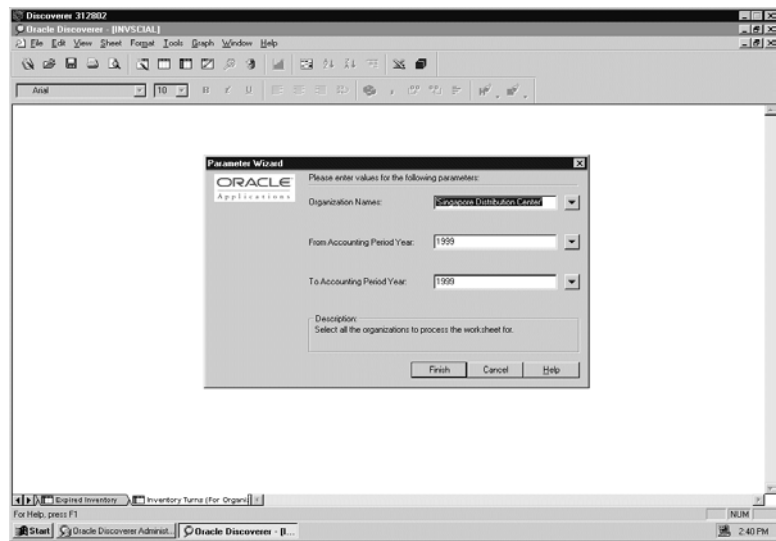


Figure 9–12 Inventory Carrying Cost Parameters screen



After you select the parameters and run the query, the following image appears:

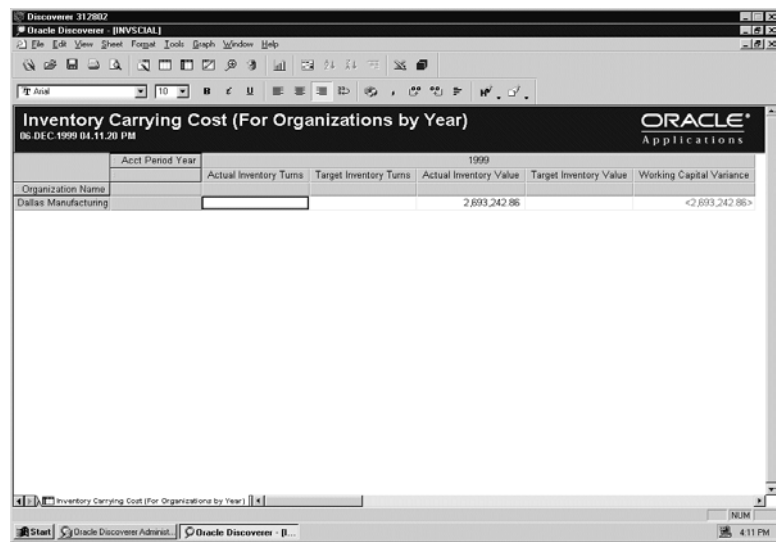


Figure 9–13 Inventory Carrying Cost (For Organizations by Year) Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

#### Organization Name IN (: "Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters.

#### Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

#### Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.

## **Page Items**

### **Actual Inventory Turns**

Inventory turns is defined as the number of times an inventory cycles during a given period of time, typically a year. For a given period of time, inventory turns = cost of goods sold / average inventory value.

In this worksheet, the period of time is a fiscal year.

### **Target Inventory Turns**

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you define the target inventory turns for each inventory organization and each fiscal year.

### **Actual Inventory Value**

Displays the actual average inventory value. For a given period of time, average inventory value = average on-hand value + average inbound in-transit value + average WIP value. (WIP value is only included when the worksheet is run after the close of the period.)

Average on-hand value for a period = (beginning on-hand quantity + ending on-hand quantity) X item unit cost / 2.

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is a fiscal year.

### **Target Inventory Value**

Target inventory value is what you would expect your average inventory value to be if you were to achieve your target inventory turns. Target inventory value is calculated in the worksheet as follows: target inventory value = cost of goods sold / target inventory turns.

### **Working Capital Variance**

Working capital variance measures your cost savings resulting from an increase of inventory turns from the actual turns to your target turns. Working capital variance = target inventory value minus actual inventory value.

**Column Dimensions****Acct Period Year**

Displays the actual and target data for a fiscal year.

**Row Dimensions****Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

## Inventory Carrying Cost (for Organizations by Month) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- How do my actual inventory turns compare to my target inventory turns?
- How much money can my company save by increasing my inventory turns from the current actual value to my target value?
- How does the actual average value of inventory carried in my organization compare to my target value?
- What is the resulting working capital variance?

The Inventory Carrying Cost (for Organizations by Month) worksheet includes Actual and Target Inventory Turns, Actual and Target Inventory Value and Working Capital Variance.

The Inventory Carrying Cost (for Organizations by Month) worksheet supports the organization hierarchy of: inventory organization. The worksheet also supports the fiscal time hierarchy of: accounting period number and accounting period name.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations.

#### From Accounting Period Year

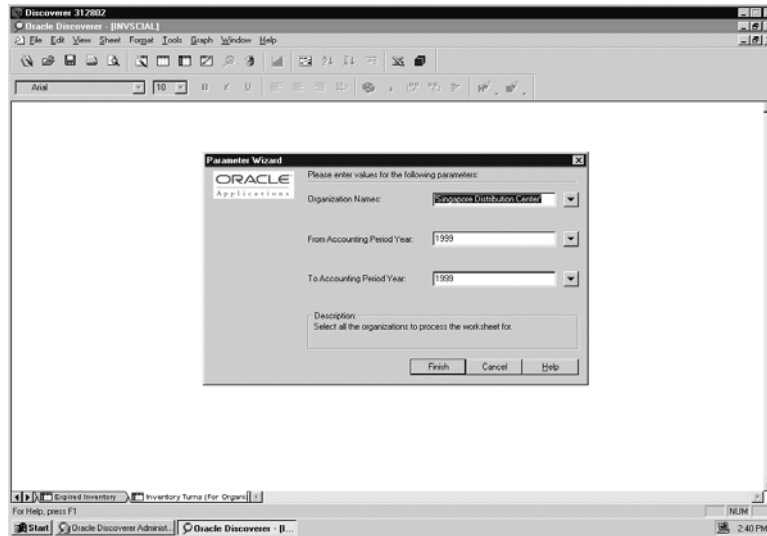
Specifies the earliest fiscal year for which months are displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year for which months are displayed on the column dimension.

## Opening View

When you first open the Inventory Carrying Cost (for Organizations by Month) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:



**Figure 9–14** Inventory Carrying Cost Parameters screen

After you select the parameters and run the query, the following image appears:

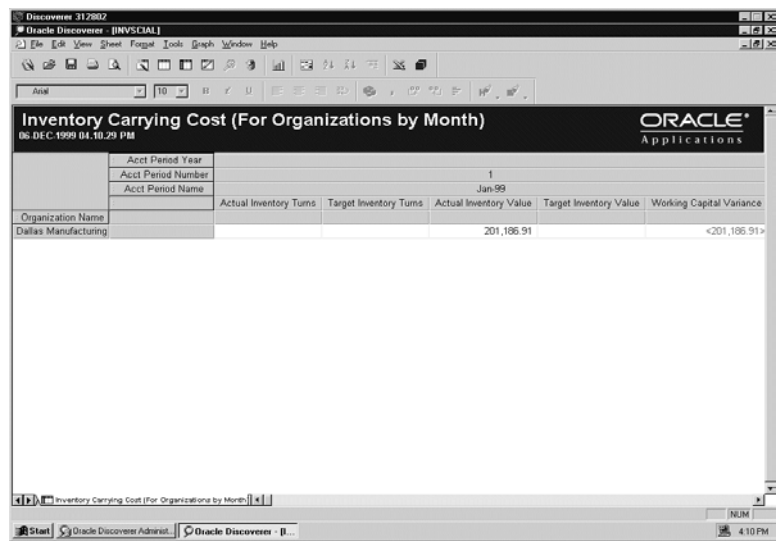


Figure 9–15 Inventory Carrying Cost (For Organizations by Month) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

Organization Name IN (: "Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters.

Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.

## Page Items

### Actual Inventory Turns

Inventory turns is defined as the number of times an inventory cycles during a given period of time. For a given period of time,  $\text{inventory turns} = \text{cost of goods sold} / \text{average inventory value}$ .

In this worksheet, the period of time is an accounting period.

### Target Inventory Turns

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you must define the target inventory turns for each inventory organization and each accounting period.

### Actual Inventory Value

Displays the actual average inventory value. For a given period of time,  $\text{average inventory value} = \text{average on-hand value} + \text{average inbound in-transit value} + \text{average WIP value}$ . (WIP value is only included when the worksheet is run after the close of the period.)

$\text{Average on-hand value for a period} = (\text{beginning on-hand quantity} + \text{ending on-hand quantity}) \times \text{item unit cost} / 2$ .

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is an accounting period.

### Target Inventory Value

Target inventory value is what you would expect your average inventory value to be if you were to achieve your target inventory turns. Target inventory value is calculated in the worksheet as follows:  $\text{target inventory value} = \text{cost of goods sold} / \text{target inventory turns}$ .

### Working Capital Variance

Working capital variance measures your cost savings resulting from an increase of inventory turns from the actual turns to your target turns.  $\text{Working capital variance} = \text{target inventory value} - \text{actual inventory value}$ .

## **Column Dimensions**

### **Acct Period Year**

Displays the actual and target data for a fiscal year.

### **Acct Period Number**

Displays the actual and target data for an accounting period. The dimension headings correspond to the sequence numbers of the accounting periods in the accounting calendar year.

### **Acct Period Name**

Related one to one with the Acct Period Number dimension. Adds the actual names of the accounting periods as additional dimension headings to make the worksheet user-friendly.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.



## Inventory Carrying Cost (for Organization Items by Year) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- How do my actual inventory turns compare to my target inventory turns?
- How much money can my company save by increasing my inventory turns from the current actual value to my target value?
- How does the actual average value of inventory carried in my organization compare to my target value?
- What is the resulting working capital variance?

The Inventory Carrying Cost (for Organization Items by Year) worksheet includes Actual and Target Inventory Turns, Actual and Target Inventory Value and Working Capital Variance.

The Inventory Carrying Cost (for Organization Items by Year) worksheet supports the organization hierarchy of: inventory organization. The worksheet also supports the fiscal time hierarchy of: year.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations. The worksheet displays all items within the specified organization(s).

#### From Accounting Period Year

Specifies the earliest fiscal year displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year displayed on the column dimension.

Opening View

When you first open the Inventory Carrying Cost (for Organization Items by Year) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window would prompt you to select parameters:

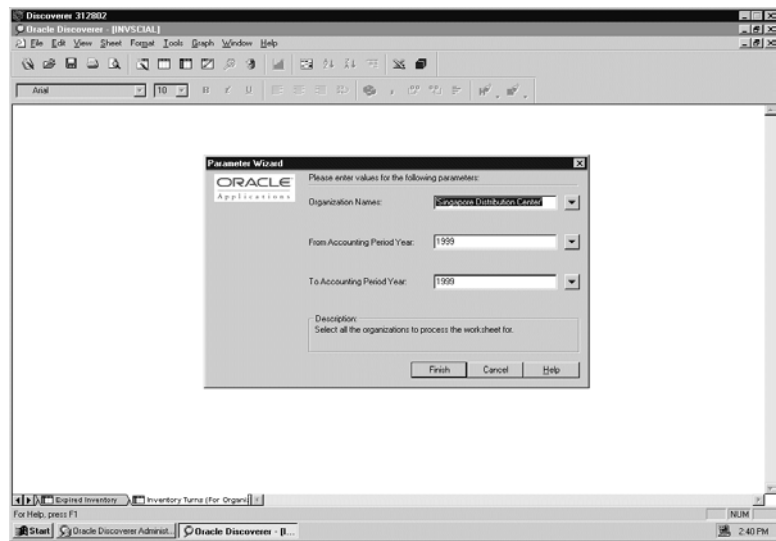


Figure 9–16 Inventory Carrying Cost Parameters screen

After you select the parameters and run the query, the following image appears:

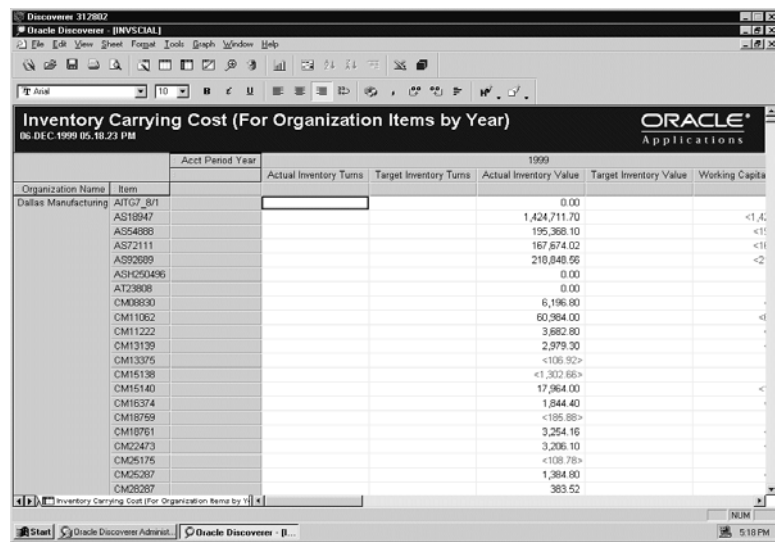


Figure 9-17 Inventory Carrying Cost (For Organization Items by Year) Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

#### Organization Name IN (: "Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters.

#### Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

#### Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.

## **Page Items**

### **Actual Inventory Turns**

Inventory turns is defined as the number of times an inventory cycles during a given period of time, typically a year. For a given period of time, inventory turns = cost of goods sold / average inventory value.

In this worksheet, the period of time is a fiscal year.

### **Target Inventory Turns**

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you must define the target inventory turns for each inventory item within each inventory organization and for each fiscal year.

### **Actual Inventory Value**

Displays the actual average inventory value. For a given period of time, average inventory value = average on-hand value + average inbound in-transit value + average WIP value. (WIP value is only included when the worksheet is run after the close of the period.)

Average on-hand value for a period = (beginning on-hand quantity + ending on-hand quantity) X item unit cost / 2.

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is a fiscal year.

### **Target Inventory Value**

Target inventory value is what you would expect your average inventory value to be if you were to achieve your target inventory turns. Target inventory value is calculated in the worksheet as follows: target inventory value = cost of goods sold / target inventory turns.

### **Working Capital Variance**

Working capital variance measures your cost savings resulting from an increase of inventory turns from the actual turns to your target turns. Working capital variance = target inventory value minus actual inventory value.

## **Column Dimensions**

### **Acct Period Year**

Displays the actual and target data for a fiscal year.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

### **Inventory Item Name**

Displays values and quantities for any part number/name that is stored or tracked in Oracle Inventory. An item may be located in one or more inventory organizations.

## Inventory Carrying Cost (for Organization Items by Month) Worksheet

### Business Questions

Business questions answered by this worksheet include:

- How do my actual inventory turns compare to my target inventory turns?
- How much money can my company save by increasing my inventory turns from the current actual value to my target value?
- How does the actual average value of inventory carried in my organization compare to my target value?
- What is the resulting working capital variance?

The Inventory Carrying Cost (for Organization Items by Month) worksheet includes Actual and Target Inventory Turns, Actual and Target Inventory Value and Working Capital Variance.

The Inventory Carrying Cost (for Organization Items by Month) worksheet supports the organization hierarchy of: inventory organization. The worksheet also supports the fiscal time hierarchy of: accounting period number and accounting period name.

### Parameter Page

#### Organization Names

Specifies which inventory organization(s) you wish to view in the row dimension. You may choose a single organization or you may select multiple values from a list of organizations. The worksheet displays all items within the specified organization(s).

#### From Accounting Period Year

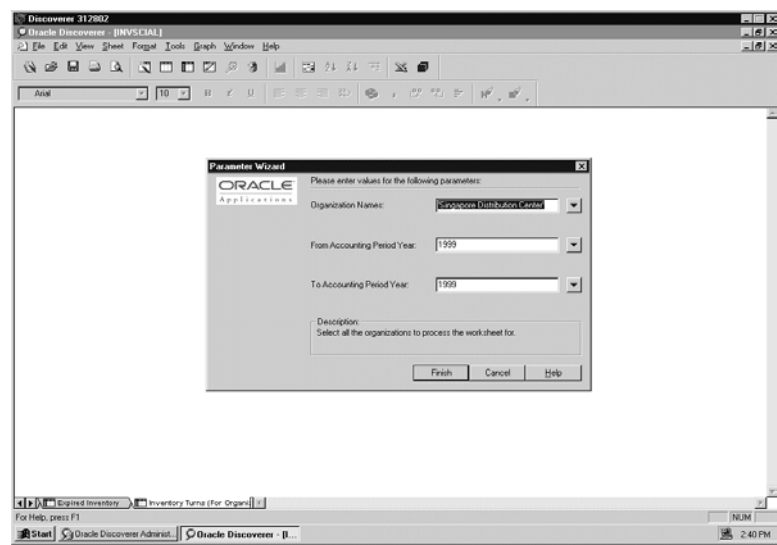
Specifies the earliest fiscal year displayed on the column dimension.

#### To Accounting Period Year

Specifies the latest fiscal year displayed on the column dimension.

### Opening View

When you first open the Inventory Carrying Cost (for Organization Items by Month) worksheet, you are given the option to run the worksheet query. If you choose to run the query, the following window prompts you to select parameters:



**Figure 9–18** *Inventory Carrying Cost Parameters screen*

After you select the parameters and run the query, the following image appears:

Organization Name	Item	Actual Inventory Turns	Target Inventory Turns	Actual Inventory Value	Target Inventory Value	Working Capital Value
Dallas Manufacturing	AIT07_B/I	0.00		0.00	0.00	
	AS18947	0.00		99,626.98	0.00	<99,626.98
	AS54000	0.00		16,200.68	0.00	<16,200.68
	AS72111	0.00		13,972.84	0.00	<13,972.84
	AS92689	0.00		18,237.38	0.00	<18,237.38
	ASH050406	0.00		0.00	0.00	
	AT23008	0.00		0.00	0.00	
	CM08830	0.00		516.40	0.00	<516.40
	CM11062	0.00		5,002.00	0.00	<5,002.00
	CM11222	0.00		306.90	0.00	<306.90
	CM13139	0.00		248.26	0.00	<248.26
	CM13375	0.00		<8,911>	0.00	
	CM15138	0.00		<108,56>	0.00	108,560
	CM15140	0.00		1,497.00	0.00	<1,497.00
	CM16374	0.00		153.70	0.00	<153.70
	CM18759	0.00		<15,43>	0.00	
	CM18761	0.00		271.18	0.00	<271.18
	CM22473	0.00		267.18	0.00	<267.18
	CM25175	0.00		<9,07>	0.00	

Figure 9–19 Inventory Carrying Cost (For Organization Items by Month) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

Conditions are like filters in a worksheet that you can turn off or on. Conditions that have been predefined in the worksheet are as follows (all are active in the default view):

Organization Name IN (: "Organization Names:")

Restricts query to inventory organization(s) you specify in the parameters.

Acct Period Year >= From Accounting Period Year

Restricts query to fiscal year(s) starting from the user-specified From Accounting Period Year parameter value.

Acct Period Year <= To Accounting Period Year

Restricts query to fiscal year(s) ending with the user-specified To Accounting Period Year parameter value.



## Page Items

### Actual Inventory Turns

Inventory turns is defined as the number of times an inventory cycles during a given period of time, typically a year. For a given period of time,  $\text{inventory turns} = \text{cost of goods sold} / \text{average inventory value}$ .

In this worksheet, the period of time is an accounting period.

### Target Inventory Turns

Target inventory turns is defined as the number of times a company wishes inventory to cycle during a given period of time. The target inventory turns, like other BIS performance targets, are specified by the BIS user through the BIS Self-Service Web Applications front end, in the Performance Management Framework responsibility. For this worksheet to display a target value, you must define the target inventory turns for each inventory item within each inventory organization and for each accounting period.

### Actual Inventory Value

Displays the actual average inventory value. For a given period of time,  $\text{average inventory value} = \text{average on-hand value} + \text{average inbound in-transit value} + \text{average WIP value}$ . (WIP value is only included when the worksheet is run after the close of the period.)

$\text{Average on-hand value for a period} = (\text{beginning on-hand quantity} + \text{ending on-hand quantity}) \times \text{item unit cost} / 2$ .

Average in-transit value and average WIP value are calculated similarly.

In this worksheet, the period of time is an accounting period.

### Target Inventory Value

Target inventory value is what you would expect your average inventory value to be if you were to achieve your target inventory turns. Target inventory value is calculated in the worksheet as follows:  $\text{target inventory value} = \text{cost of goods sold} / \text{target inventory turns}$ .

### Working Capital Variance

Working capital variance measures your cost savings resulting from an increase of inventory turns from the actual turns to your target turns. Working capital variance equals the target inventory value minus the actual inventory value.

## **Column Dimensions**

### **Acct Period Year**

Displays the actual and target data for a fiscal year.

### **Acct Period Number**

Displays the actual and target data for an accounting period. The dimension headings correspond to the sequence numbers of the accounting periods in the accounting calendar year.

### **Acct Period Name**

Related one to one with the Acct Period Number dimension. Adds the actual names of the accounting periods as additional dimension headings to make the worksheet user-friendly.

## **Row Dimensions**

### **Organization Name**

Displays values and quantities for an inventory organization defined in the Oracle Manufacturing Applications organizational hierarchy. This is the level at which most transactions and setups are performed in Oracle Inventory as well as manufacturing applications such as Work in Process, Bills of Material, Cost Management and Quality.

### **Inventory Item Name**

Displays values and quantities for any part number/name that is stored or tracked in Oracle Inventory. An item may be located in one or more inventory organizations.

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## Process Manufacturing Workbooks

This chapter describes each Discoverer Workbook currently available for Process Manufacturing Intelligence.

Each Discoverer Workbook contains one or more worksheets. Worksheets consist of various row data, column data and related charts. Detailed descriptions of each

Process Manufacturing has two analysis workbooks:

- OPM Cost Analysis Workbook on page 10-1
- OPM Product Analysis Workbook on page 10-56
- OPM Cost Variance Analysis Workbook on page 10-83
- OPM Lot Genealogy Workbook on page 10-96

### OPM Cost Analysis Workbook

OPM Cost Analysis Workbook enhances cost management for process manufacturers by providing pre-built, configurable worksheets. It allows pivoting of summary- and detailed-level cost information that displays a different data relationship and analysis in a worksheet. The OPM Cost Analysis Workbook allows you to analyze cost by batch, formula ingredient, item costs, purchased material, or resources as well as from a cost comparison, cost composition, cost development, or cost impact perspective.

#### Worksheets

The following worksheets are available on OPM Cost Analysis Workbook:

- Item Cost Listing (CDA) Worksheet
- Item Cost Listing (GL) Worksheet

- Item Component Costs (CDA) Worksheet
- Item Component Cost Variance (CDA) Worksheet
- Product Cost Summary (CDA) Worksheet
- Rollup Formula Details (CDA) Worksheet
- Rollup Routing Details Worksheet
- Rollup Overhead (Burden) Details (CDA) Worksheet
- Item - Effective Formulas Worksheet
- Material Inventory Activity Worksheet
- Period Inventory Valuation Worksheet
- System Units of Measure Worksheet
- Material Variance Summary Worksheet
- Perpetual Inventory Summary Worksheet
- Item Cost Mismatch Worksheet

## Item Cost Listing (CDA) Worksheet

### Business Question

One of the business questions answered by this worksheet is:

- What are my Item Costs?

This worksheet displays a concise list of all inventory items and their associated costs in the Cost Development Area (CDA).

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively before using this worksheet.

### Parameter Page

#### Start Date

Enter the start date from when the cost will be retrieved.

#### End Date

Enter the end date until when the cost will be retrieved.

**Note:** Cost is retrieved for all periods that fall between the specified start and end dates.

Opening View

Item	Description	UOM	Warehouse	Currency	Cost
BING1	BIS Ingredient 1	KGM	BAWA	USD	20.0000
		KGM	BAWB	USD	20.0000
BING10	BIS Ingredient 10	KGM	BAWA	USD	30.0000
		KGM	BAWB	USD	30.0000
BING11	BIS Ingredient 11	KGM	BAWA	USD	20.0000
		KGM	BAWB	USD	20.0000
BING12	BIS Ingredient 12	KGM	BAWA	USD	10.0000
		KGM	BAWB	USD	10.0000
BING2	BIS Ingredient 2	KGM	BAWA	USD	30.0000
		KGM	BAWB	USD	30.0000
BING3	BIS Ingredient 3	KGM	BAWA	USD	40.0000
		KGM	BAWB	USD	40.0000
BING4	BIS Ingredient 4	KGM	BAWA	USD	50.0000

Figure 10–1 Item Cost Listing (CDA) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

**Period End Date >= :From AND Period Start date <= :To**

This condition includes all the periods that fall between the Start and End Date parameters including the broken periods.

**Page Items****Cost Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

**Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

**Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

**Column Dimensions****Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Description**

A detailed description of the item.

**UOM**

The primary unit of measurement for a particular inventory item.

**Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

**Currency**

Indicates the currency in which the cost is specified in a warehouse. This is the base currency of the company to which the warehouse belongs to.

**Cost**

The total item cost (material, resource, overhead, and other) per unit of Item in its primary UOM.

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**Note:** These columns may appear on a report or on a graph.

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**Security**

This worksheet uses Organization level security.



## Item Cost Listing (GL) Worksheet

### Business Question

The business question answered by this worksheet is:

- Did I update my Item Cost to the GL Area?

This worksheet displays a concise list of all inventory items and their associated costs in the OPM General Ledger (OPM GL) area.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet.

### Parameter Page

#### Start Date

Enter the start date from when the cost will be retrieved.

#### End Date

Enter the end date until when the cost will be retrieved.

**Note:** Cost is retrieved for all periods that fall between the specified start and end dates.

Opening View

Item	Description	UOM	Warehouse	Currency	Cost
BING1	BIS Ingredient 1	KGM	BAWA	USD	10.0000
		KGM	BAWB	USD	10.0000
BING10	BIS Ingredient 10	KGM	BAWA	USD	40.0000
		KGM	BAWB	USD	40.0000
BING11	BIS Ingredient 11	KGM	BAWA	USD	30.0000
		KGM	BAWB	USD	30.0000
BING12	BIS Ingredient 12	KGM	BAWA	USD	20.0000
		KGM	BAWB	USD	20.0000
BING2	BIS Ingredient 2	KGM	BAWA	USD	20.0000
		KGM	BAWB	USD	20.0000
BING3	BIS Ingredient 3	KGM	BAWA	USD	30.0000
		KGM	BAWB	USD	30.0000
BING4	BIS Ingredient 4	KGM	BAWA	USD	40.0000

Figure 10–2 Item Cost Listing (GL) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

**Period End Date >= :From AND Period Start date <= :To**

This condition includes all the periods that fall between the Start and End Date parameters including the broken periods.

**Page Items****Cost Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

**Cost Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

**Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

**Column Dimensions****Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Description**

A detailed description of the item.

**UOM**

Displays the primary unit of measurement for a particular inventory item.

**Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

**Currency**

Indicates the currency in which the cost is specified in a warehouse. This is the base currency of the company to which the warehouse belongs to.

**Cost**

The total item cost (material, resource, overhead, and other) per unit of Item in its primary UOM.

**Status**

Indicates if costs can be modified for this item in the Cost Development Area and updated to OPM GL area. The value Open indicates that cost can be modified and the value Frozen indicates that costs are final and cannot be modified.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Item Component Costs (CDA) Worksheet

### Business Question

The business question answered by this worksheet is:

- How much do my Cost Components contribute to the total Cost of producing this item?

This worksheet displays a detailed view of inventory costs in the Cost Development Area (CDA) focusing specifically on the break up of the cost based on the source. For example, material cost or cost incurred due to resources and overheads. By selecting a particular item, cost calendar, cost period, cost method (actual or standard), warehouse, the worksheet displays the cost of each of the material, resource, and overhead components classified by component classes and analysis codes. This report is a handy reference tool for Cost and Inventory Managers when analyzing product or inventory data.

### Parameter Page

#### Start Date

Enter the start date from when the cost will be retrieved.

#### End Date

Enter the end date until when the cost will be retrieved.

**Note:** Cost is retrieved for all periods that fall between the specified start and end dates.

Opening View



Figure 10–3 Item Component Costs (CDA) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

**Period End Date >= :From AND Period Start date <= :To**

This condition includes all the periods that fall between the Start and End Date parameters including the broken periods.

Cost Calendar

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

**Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

**Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

**Column Dimensions****Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Description**

A detailed description of the item.

**UOM**

The primary unit of measurement for a particular inventory item.

**Component Usage**

Indicates the functional grouping of Cost Component Classes to identify source or origin of the cost.

**Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis.

---

---

**Note:** There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

---

---

**Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting.

**Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

**Component Cost**

Represents the cost associated with specific component and analysis code.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.



## Item Component Cost Variance (CDA) Worksheet

### Business Question

The business question answered by this worksheet is:

- Did my costs vary from last period? By how much?

This worksheet helps to track historical variations of costs in the Cost Development Area (CDA) over a period of time or to compute different cost methods against one another. This worksheet allows you to compare costs between two periods within the same calendar or between same period under two different cost calendars.

The item can be an item, ingredient, or product. Remember that you will not always get a match for both cost methods. When a calendar is established within the Costing module, it is defined with a reference to one cost method. However, when a cost engine is run, you can select a different cost method. This report uses warehouse, item, and two sets of calendar, period, and cost method. The two sets of calendar, period, and method are referred to as Base and Comparison are defined in the Parameters list.

### Parameter Page

#### Base Cost Calendar

A cost calendar is the designation of yearly periods for defining and maintaining historical and current cost of Inventory. This is used as basis for comparison.

#### Base Cost Period

Cost period is a user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information. This is used as basis for comparison.

#### Base Cost Method

Cost method specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This is used as basis for comparison.

#### Compare Cost Calendar

This cost calendar is used for retrieving comparison cost.

#### Compare Cost Period

This cost period is used for retrieving comparison cost.

Compare Cost Method

This cost method is used for retrieving comparison cost.

Opening View

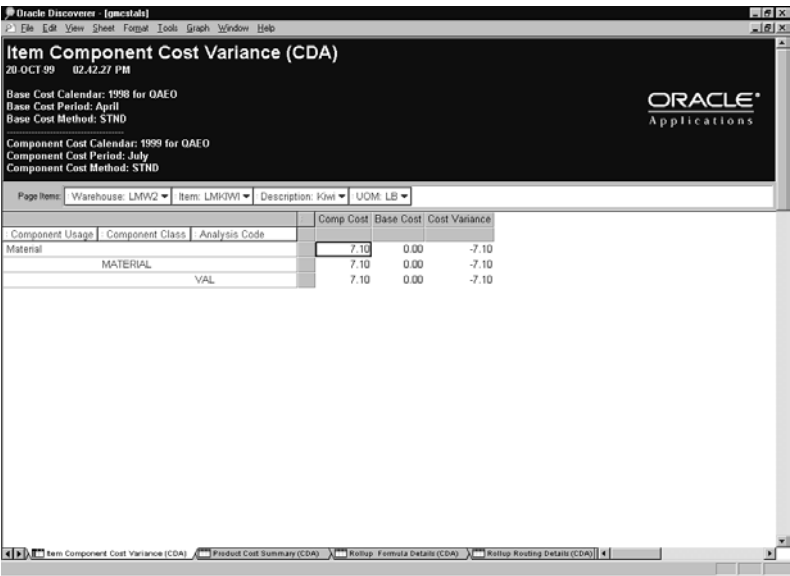


Figure 10–4 Item Component Cost Variance (CDA) Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following condition:

Base Cost Parameters OR Comparison Cost Parameters

Select rows that match either base cost parameter or comparison cost parameter.

**Page Items****Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

**Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a

**Description**

A detailed description of the item.

**UOM**

Indicates the primary unit of measurement for the particular inventory item.

**Column Dimensions****Comparison Cost**

Displays the unit cost of the comparison set (comparison calendar, period, and cost method).

**Base Cost**

Displays the unit cost of the base set (base calendar, period and cost method).

**Cost Variance**

Displays the actual calculated dollar difference between Base and Comparison sets.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Row Dimensions****Component Usage**

Indicates the functional grouping of Cost Component Classes to identify source or origin of the cost.

**Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting.

### **Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis.

---

---

#### **Notes:**

- There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.
  - These rows may appear on a report or on a graph.
- 
- 

### **Security**

This worksheet uses Organization level security.

## Product Cost Summary (CDA) Worksheet

### Business Question

The business question answered by this worksheet is:

- Which Formula did I use to Cost this Item?

This worksheet provides a concise, functional listing of a product's costs utilizing the component usage specification (for example, material, routing, overhead, expense allocation, and standard cost adjustment). It also provides formula and routing information for Standard Costed Items.

All costs are per product primary unit of measure.

### Opening View

**Product Cost Summary (CDA)**  
20-OCT-1999 09:19:56 AM

Page Items: Calendar Code: 99 Period: Feb-99 Cost Method: STND Product: BPRD6 Description: BIS Product

Warehouse	Component Usage	Component Class	Cost Analysis Code	Cost Level	MRP Preference	Component Cost
BAWA	Material	MATERIAL	VAL	Data Entry		70.00000000
BAWB	Material	MATERIAL	VAL	Data Entry		70.00000000

Item Component Cost Variance (CDA) Product Cost Summary (CDA) Rollup: Formula Details (CDA) Rollup: Routing

**Figure 10–5 Product Cost Summary (CDA) Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

This worksheet uses the following condition:

#### **Item Type = 1**

The Item Type should be a product.

### **Page Items**

#### **Cost Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

#### **Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

#### **Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

#### **Product**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

#### **Description**

A detailed description of the item.

#### **UOM**

Displays the primary unit of measurement for a particular inventory item.

### **Column Dimensions**

#### **Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

#### **Component Usage**

Indicates the functional grouping of Cost Component Classes to identify source or origin of the cost.

**Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting. Analysis Code

**Cost Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis

---

---

**Note:** There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

---

---

**Cost Level**

Designates the origin of costs; the Lower level are from the ingredients and This level are the routing, overhead, or user-defined

---

---

**Note:** The following column data are only applicable for Standard Costed Items.

---

---

**MRP Preference**

Displays the preference number for the Formula-Routing combination. It prioritizes the effectivity records when multiple effectivity record are valid for a given set of conditions. The lower the preference number, the higher the priority.

**Component Cost**

Represents the cost associated with specific component and analysis code.

**Std Qty**

Displays the standard quantity for which costs are calculated (as it appears in the effectivity).

An effectivity is a set of parameters that specify under what circumstances a formula can be used. These parameters include date of production and product quantity. Effectivities also link formula with routings. For detailed information on Effectivities, refer to *OPM Formula Management User Guide*.

**Formula**

The "recipe" upon which production Batches are based. A formula consists of products, ingredients, and optionally, by-products. The formula also specifies the quantities of each item, UOMs, and several other process-related information.

**Formula Version**

A code uniquely identifying each variation of a formula.

**Routing No**

The specific name assigned to a Production Routing.

**Routing Version**

Displays the version of the routing associated with the routing.

**Formula Usage**

Displays the purpose for which the formula is used, such as Production, Planning, Costing, or Material Safety Data Sheets (MSDS).

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.



## Rollup Formula Details (CDA) Worksheet

### Business Question

The business question answered by this worksheet is:

- What part of Costs came from Formula Ingredients?

This worksheet provides a concise view of product costs in the Cost Development Area (CDA) by focusing at lower level costs in summary form. It displays the material composition of selected manufactured products by focusing on the specific contribution of each Ingredient. This worksheet is applicable only for standard cost.

The user should ensure all period standard costs have been processed (cost rollup run) before accessing the worksheet.

### Opening View

Warehouse	Formula	Formula Version	Formula Usage	Component Class	Analysis Code	Ingredient	Ingredient Description	Component Cost	Form
BAWA	BAFORMULA	2	Production	Material Cost	VAL	BING1	BIS Ingredient 1	480	
						BING10	BIS Ingredient 10	180	
						BING11	BIS Ingredient 11	80	
						BING12	BIS Ingredient 12	20	
						BING2	BIS Ingredient 2	660	
						BING3	BIS Ingredient 3	800	
						BING4	BIS Ingredient 4	900	
						BING5	BIS Ingredient 5	960	
						BING6	BIS Ingredient 6	960	
						BING7	BIS Ingredient 7	720	
						BING8	BIS Ingredient 8	500	
						BING9	BIS Ingredient 9	320	

**Figure 10–6 Rollup Formula Details (CDA) Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

There are no conditions defined for this worksheet.

### **Page items**

#### **Cost Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

#### **Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

#### **Product**

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

#### **Description**

A unique, text description for any component of a product, whether it exists as purchased material, an intermediate product, or a finished good.

### **Column Dimensions**

#### **Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

#### **Formula**

The "recipe" upon which production Batches are based. A formula consists of products, ingredients, and optionally, by-products. The formula also specifies the quantities of each item, UOMs, and several other process-related information.

#### **Formula Version**

A code uniquely identifying each variation of a formula.

#### **Formula Usage**

Displays the purpose for which the formula is used, such as Production, Planning, Costing, or Material Safety Data Sheets (MSDS).

#### **Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting.

**Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis

---

---

**Note:** There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

---

---

**Ingredient**

Represents the name of the raw, package, or intermediate component consumed within the production process.

**Ingredient Description**

A detailed description of the ingredient.

**Component Cost**

Displays the material cost of a product based on Product's UOM. Contribution from the Ingredient to the unit cost of the product.

**Formula Quantity**

Represents the applicable amount of the identified ingredient within the formula.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Rollup Routing Details Worksheet

### Business Question

The business question answered by this worksheet is:

- What part of my Costs came from Routing?

This worksheet displays a view of the top level routing cost in the Cost Development Area (CDA) of a manufactured product. It provides a concise view of the product routing cost by focusing on the Resource costs in summary form. It displays the routing composition of selected manufactured products by focusing on line item resource costs to illustrate the cost composition of each routing component. Its purpose is to view the top level routing of a manufactured product. This worksheet is applicable only for standard cost.

Ensure all period standard costs have been processed (run cost rollup) before accessing standard costs.

### Opening View

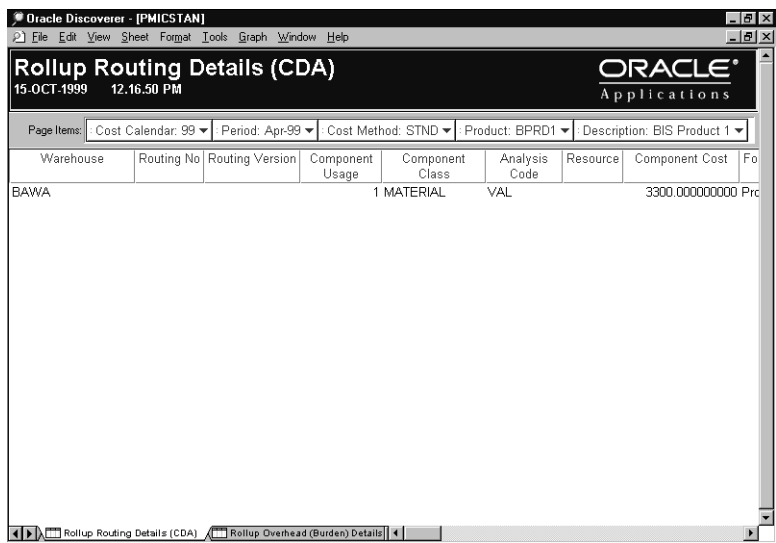


Figure 10–7 Rollup Routing Details Worksheet

**Exceptions**

There are no exceptions defined for this worksheet.

**Conditions**

There are no conditions defined for this worksheet.

**Page Items****Cost Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

**Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

**Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

**Product**

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

**Description**

A detailed description of the product.

**Column Dimensions****Warehouse**

The physical location within an organization where an inventory component is either stored or distributed.

**Routing No**

The specific number sequence assigned to a production routing.

**Routing Version**

A code uniquely identifying each variation of a routing.

**Component Usage**

Indicates the functional grouping of Cost Component Classes to identify source or origin of the cost.

**Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting.

**Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis

---

---

**Note:** There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

---

---

**Resource**

The Labor or Equipment used in a Production Process identified generally as Resources.

**Component Cost**

The material unit cost of a product based on the ingredient's primary unit of measurement.

**Formula Usage**

Displays the purpose for which the formula is used, such as Production, Planning, Costing, or Material Safety Data Sheets (MSDS).

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Rollup Overhead (Burden) Details (CDA) Worksheet

### Business Question

The business question answered by this worksheet is:

- What part of Costs came from Burdens?

This worksheet provides a summary view of indirect product costs in the Cost Development Area (CDA) based on the designated overhead contributions to the total cost. The composition of the specific overhead cost components as defined are displayed. This worksheet is applicable only for standard cost.

Overhead refers to any item burdens, or "add on" costs, machine center costs, other indirect plant, or manufacturing expenses.

### Opening View

Calendar Description	Item Description	Warehouse	Component Usage	Component Class	Analysis Code	Resource
FY-99	BIS Ingredient 1	BAWA	1	MATERIAL	VAL	
		BAWB	1	MATERIAL	VAL	

**Figure 10–8** Rollup Overhead (Burden) Details (CDA) Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### **Conditions**

There are no conditions defined for this worksheet.

### **Page Items**

#### **Cost Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

#### **Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

#### **Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

#### **Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

### **Column Dimensions**

#### **Calendar Description**

A detailed description of the calendar.

#### **Item Description**

A detailed description of the product.

#### **Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

#### **Component Usage**

Indicates the functional grouping of Cost Component Classes to identify source or origin of the cost.



**Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting. Analysis Code

Indicates a user-defined sub-classification of component classes for more granular analysis

---

---

**Note:** There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

---

---

**Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis

---

---

**Note:** There is an established hierarchy between Component Usage, Component Class, and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

---

---

**Resource**

The Labor or Equipment used in a Production Process identified generally as Resources.

**Component Cost**

The material unit cost of a product based on the ingredient's primary unit of measurement.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

Item - Effective Formulas Worksheet

Business Question

The business question answered by this worksheet is:

- Are Effectivities defined for Items?

This worksheet indicates whether you have defined effectivities for any items and provides details about the effectivities such as organization, preference, formula usage, effectivity dates, standard quantity, formula, and routing.

Opening View

Description	Formula Usage	Organization	Effectivity Start Date	Effectivity Expiry Date	Standard Quantity	Minimum Quantity	Maximum Quantity
BIS Product 1	Costing	OPMS	22-JUN-1999	07-JUL-1999	1.00	0.00	1000000000.00
	Costing		07-JUL-1999	01-JAN-2000	1.00	0.00	1000000000.00
	Production		02-SEP-1999	01-JAN-2000	100.00	0.00	1000000000.00
	Production		14-JUN-1997	07-JUL-1999	120.00	0.00	1000000000.00
	Production		14-JUN-1997	07-JUL-1999	1.00	0.00	1000000000.00
	Production		07-JUL-1999	01-JAN-2000	1.00	0.00	1000000000.00
	Production		07-JUL-1999	01-JAN-2000	120.00	0.00	1000000000.00
	Production		02-SEP-1999	01-JAN-2000	100.00	0.00	1000000000.00

Figure 10–9 Item - Effective Formulas Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

There are no conditions defined for this worksheet.

**Page Items****Product**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Column Dimensions****Description**

A detailed description of the product.

**Formula Usage**

Displays the purpose for which the formula is used, such as Production, Planning, Costing, or Material Safety Data Sheets (MSDS).

**Organization**

Displays the organization for the effectivity.

**Effectivity Start Date**

Displays the first day on which the formula becomes effective.

**Effectivity Expiry Date**

Displays the last day after which the formula is no longer effective.

**Standard Quantity**

Displays the standard quantity on the effectivity used to compute costs and to specify the quantity of a typical or base formula.

**Minimum Quantity**

Displays the minimum production quantity for which the formula can be used to produce.

**Maximum Quantity**

Displays the maximum production quantity for which the formula can be used to produce.

**UOM**

Displays the unit of measure in which the minimum and maximum quantities are expressed.

**Formula**

The "recipe" upon which production batches are based. A formula consists of products, ingredients, and optionally, by-products. The formula also specifies the quantities of each item.

**Formula Version**

A code uniquely identifying each variation of a formula.

**Routing**

The specific number sequence assigned to a production routing.

**Routing Version**

Displays the version of the routing associated with the effectivity record.

**MRP Preference**

Displays the preference number for the effectivity. It prioritizes the effectivities when multiple effectivities are valid for a given set of conditions. The lower the preference number, the higher the priority.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Material Inventory Activity Worksheet

### Business Question

The business question answered by this worksheet is:

- What happened to my Inventory this period?

This worksheet provides a view of inventory items within associated warehouses by displaying all period activity for selected ingredients or products. Cost and inventory managers can monitor and reconcile receipts, consumption and adjustments for select items or warehouses. It helps as a critical period ending audit tool.

This worksheet contains a summary of the inventory transactions for each selected inventory item, that is, receipts, consumption, and adjustments. These transactions, added to the beginning period balance for any item, should be equal to the item's period ending balance. Ingredient receipts are considered as purchases and consumption is reflected as a release of the ingredient into a batch. A product receipt is considered as production and consumption is reflected as a sale or shipment

---

---

**Note:** This worksheet takes the completed transactions only from the ic\_tran\_pnd and ic\_tran\_cmp tables.

---

---

### Parameter Page

#### Cost Method Code

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

#### Item Number

Represents a unique, alphanumeric name or designation for any product or component of a product, whether it exists as purchased material, an intermediate product, or a finished good.

#### Start Date of Transaction

The first day of current inventory period.

#### End Date of Transaction

Last date of current inventory period.

Prior Inventory Period

The calendar period immediately preceding the current period as defined by the existing Inventory calendar.

Opening View

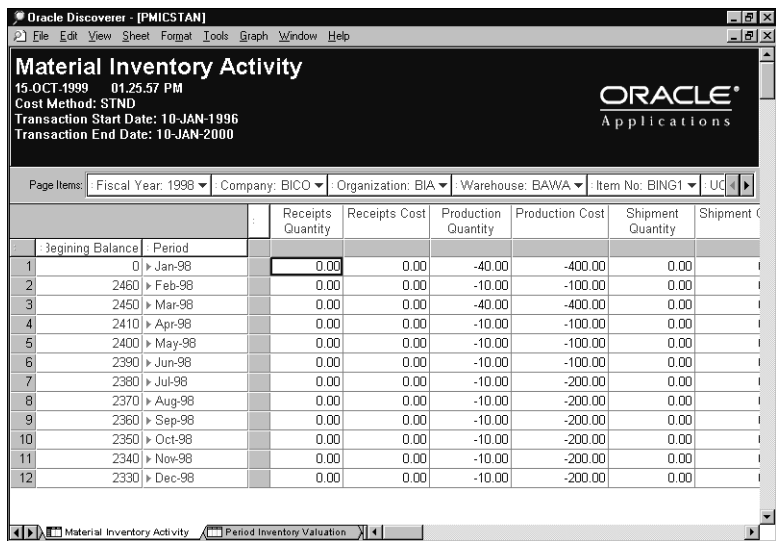


Figure 10–10 Material Inventory Activity Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Item No IN (: "Item Number(s)")

The Item number should be a valid item number specified as a parameter.

Transaction Date <= :Transaction End Date

Transaction Date >= :Transaction Start Date

All transactions must have taken place between the Transaction Start Date and Transaction End Date parameters.

**Page Items****Fiscal Year**

The calendar year defined by the existing Inventory calendar.

**Company**

A company is a legal entity that maintains a balanced set of books.

**Organization**

Organizations are entities to which resources, warehouses, General Ledger accounts, and other cross-module items are assigned. When defining an organization, it is specified whether it is a company, a plant, or both.

**Warehouse**

The physical location within an organization where an inventory component is either stored or distributed.

**Item No.**

Represents a unique, alphanumeric name or designation for any product or component of a product, whether it exists as purchased material, an intermediate product, or a finished good.

**Trans UOM**

The primary unit of measurement for a particular item.

**Description**

A detailed description of the item.

**Column Dimensions****Production Cost**

Represents the cost of the produced quantity.

**Shipment Quantity**

Indicates the quantity that has been shipped.

**Shipment Cost**

Represents the cost of the shipped quantity.

**Adjustment Quantity**

Indicates the quantity that has been adjusted to the Inventory.

**Adjustment Cost**

Represents the cost of the adjusted inventory.

**Transaction Quantity**

Indicates the quantity of the total transactions that includes production, shipment and adjustments.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Row Dimensions**

**Beginning Balance**

Represents the balance on the start date of the current Inventory Period. It is same as the Period Ending Balance of the immediate prior Inventory Period.

**Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information

---

---

**Notes:**

- There is an established hierarchy between Period and Transaction Date. You can drill up or drill down these data items to summarize or get detailed information.
  - These rows may appear on a report or on a graph.
- 
- 

**Security**

This worksheet uses Organization level security.



## Period Inventory Valuation Worksheet

### Business Question

The business question answered by this worksheet is:

- What are my Period End Inventory Balances?

This worksheet displays the inventory balances at the end of an Inventory Period.

### Parameter Page

#### Organization Code

Organizations are entities to which resources, warehouses, General Ledger accounts, and other cross-module items are assigned. When defining an organization, it is specified whether it is a company, a plant, or both.

#### Start Date

Enter the start date from when the cost will be retrieved.

#### End Date

Enter the end date until when the cost will be retrieved.

---

---

**Note:** Cost is retrieved for all periods that fall between the specified start and end dates.

---

---

#### Company

Displays a unique code to identify the company.

#### Cost Method Code

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). Cost method code is used to retrieve the cost of an item as on the period end date

**Note:** The Cost Period and Cost Calendar of this worksheet are determined from the end date of the Inventory Period.

Opening View

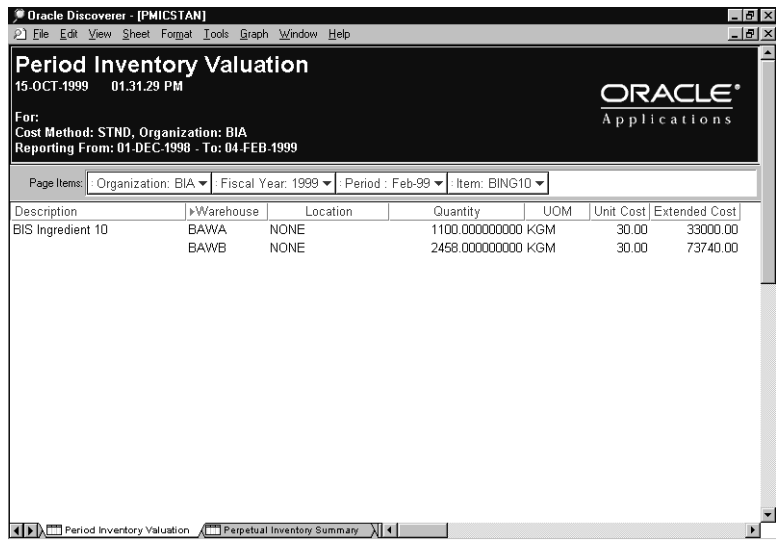


Figure 10–11 Period Inventory Valuation Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

**Period End Date >= :From AND Period Start Date <= :To**

The condition includes all the periods that fall between the start and end date parameters including the broken periods.

**QTY\_Onhand SUM > 0**

Onhand quantity should be greater than zero.

**Period Status = 1**

Indicates that the period status should be closed.

**Organization = :Organization Code**

This should be the organization code entered by the user as a parameter.

**Page Items****Organization**

Organizations are entities to which resources, warehouses, General Ledger accounts, and other cross-module items are assigned. When defining an organization, it is specified whether it is a company, a plant, or both.

**Fiscal Year**

The current calendar year as defined by the existing inventory calendar.

**Period**

The current calendar period as defined by the existing inventory calendar.

**Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Column Dimensions****Description**

A detailed description of the item.

**Warehouse**

The physical location within an organization where an inventory component is either stored or distributed.

**Location**

Represents the physical storage area for placement of inventory within a warehouse.

**Quantity**

Displays the period ending balance in primary UOM.

**UOM**

The primary unit of measurement for a particular product.

**Unit Cost (Component)**

The item's total cost as determined from the CDA area.

**Extended Cost (Component)**

The unit cost multiplied by the on-hand quantity.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## System Units of Measure Worksheet

### Business Question

The business question answered by this worksheet is:

- What are my UOM conversions?

This worksheet displays the units of measure and conversion factors defined in the system.

### Opening View

UOM Type	UOM	Description	Standard UOM	Standard Factor
ACTM	ALB	Active LBS	ALB	1.000000000
	LBF	Pounds Butterfat	ALB	1.000000000
	LBS	Pound Solid	ALB	1.000000000
AREA	JKFG	srktjlkds	SQFT	10.000000000
	SGF	Square Feet	SQFT	1.000000000
	SQFT	Square Feet	SQFT	1.000000000
BAG	BAG	Bag UOM	BAG	1.000000000
BLK	BLK	Block	BLK	1.000000000
CFT	CFT	Cubic Feet	CFT	1.000000000
CNT	CS24	Case of 24	EACH	0.041666667
	CSE	Cases	EACH	1.000000000
	EACH	Each	EACH	1.000000000
	ROLL	Roles	EACH	1.000000000
	YS	YS UOM	EACH	2.000000000

**Figure 10–12 System Units of Measure Worksheet**

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

There are no conditions defined for this worksheet.

**Column Items**

**UOM Type**

UOM types are to classify UOM groups that measure particular physical characteristics For example, UOM types could include volume, mass, length, and count.

**UOM**

**Description**

Description of the unit of measure.

**Standard UOM**

The first UOM specified for each UOM type becomes the standard UOM for that type. All other UOMs of this type are defined in relation to the standard UOM.

**Standard Factor**

Conversion factor from a UOM to the standard UOM defined for the same UOM type.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Material Variance Summary Worksheet

### Business Question

The business question answered by this worksheet is:

- What are the Material Variances for my batches?

This worksheet provides you the capability to highlight batch variances by allowing you to view the comparison of Production Formula versus Costing Formula on a standard costing setup.

This worksheet displays formula quantity and variance only for standard cost methods.

### Cost Method Code

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). It is used to retrieve the costing formula used to cost the primary product in the batch.

---

---

**Note:** The Cost Period and Cost Calendar of this worksheet are determined from the Batch Certification or Batch Close Date whichever is applicable based on the batch status.

---

---

### Plant Code

Indicates a manufacturing plant represented by an organization code.

Opening View

Oracle Discoverer - [PMICSTAN]  
File Edit View Sheet Format Tools Graph Window Help

Material Variance Summary  
15-OCT-1999 01:48:38 PM  
ORACLE Applications

Page Items: Plant Code: OPMU

Batch Number	Status	Certified Date	Closed Date	Formula	Formula Version	Type	Item Number	Item Description	UO
00016	Certified	23-JUL-1999		FM-PARENT1		1 Product	FM-PAREN' lot/grade/status/non-dual	LB	
						Product	FM-PAREN' lot/grade/status/non-dual	LB	
						Ingredient	FM-LB&EA(basic/uom=lb but accepts each EAC		
						Ingredient	FM-3TYPE2lot/sublot/loc/grade/status/dual=KGH		
						Ingredient	FM-3TYPE2lot/sublot/loc/grade/status/dual=KGH		
						Ingredient	FM-INGREC' lot/grade/status/non-dual	LB	
						Ingredient	FM-INTERMbasic item	LB	
						Ingredient	FM-INGREC' lot/grade/status/non-dual	LB	
						Ingredient	FM-INTERMbasic item	LB	
						Co-Product	FM-PAREN basic item	LB	
00017	Certified	23-JUL-1999		FM-INTERM1		1 Product	FM-INTERMbasic item	LB	
						Ingredient	FM-INGREC' basic/dual=fixed kg/lb	KGH	
						Ingredient	FM-INTERMbasic item	LB	
						Ingredient	FM-LB/EAC basic/uom=lb but accepts each LB		
						Ingredient	FM-MATER' lot/grade/status/non-dual	LB	
						Ingredient	FM-INGREC' lot/grade/status/non-dual	LB	
00018	Certified	23-JUL-1999		FM-INTERM2		1 Product	FM-INTERMbasic item	LB	

Material Variance Summary | Material Inventory Activity | NUM

Figure 10–13 Material Variance Summary Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

Plant\_Code IN (:Plant Code)

The Plant code should be a valid product code specified as a parameter.

(Batch Status = 3 OR Batch Status = 4)

Computes variances only for certified or closed batches.

Page Item

Plant Code

Indicates a manufacturing plant represented by an organization code.



## **Column Dimensions**

### **Batch Number**

Indicates the production batch number assigned when you create the batch.

### **Status**

Displays the batch status, whether it has been certified or not.

### **Certified Date**

Indicates the date on which the batch has been completed. Certifying a batch indicates that all product quantities have been recorded.

### **Closed Date**

The last transaction date associated with a production batch, signified by the assignment of a batch close status.

### **Formula**

The "recipe" upon which production batches are based. A formula consists of products, ingredients, and optionally, by-products. The formula also specifies the quantities of each item.

### **Formula Version**

A code uniquely identifying each variation of a formula.

### **Type**

Indicates if the item is a by-product or an ingredient.

### **Item Number**

Indicates a sequential number automatically assigned an item of a particular line type.

### **Item Description**

A detailed description of the item.

### **UOM**

The primary unit of measurement for a particular item.

### **Plan Quantity**

The forecast yield or amount to be produced from a production batch for Product or By-product. Whereas, in the case of Ingredients, the forecast consumption.

**Actual Quantity**

The final yield or output processed related to a production batch for Product or By-product. Whereas, in the case of Ingredients, the final consumption.

**Scaled Cost Formula Quantity**

The applicable amount of the identified item within the formula.

**Variance Quantity**

The difference between the standard or planned product quantity from the costing formula and the actual batch quantity.

**Variance %**

The actual product batch quantity divided by the standard or planned product quantity multiplied by 100.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Perpetual Inventory Summary Worksheet

### Business Question

The business question answered by this worksheet is:

What are my current inventory balances?

This worksheet displays the current on-hand quantity of any Item in a Warehouse, Lot, or Location and the cost applicable at the time of running the report.

### Parameter Page

#### Organization Code

Organizations are entities to which resources, warehouses, General Ledger accounts, and other cross-module items are assigned. When defining an organization, it is specified whether it is a company, a plant, or both.

#### Cost Method Code

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost)

**Note:** The Cost Period and Cost Calendar of this worksheet are determined from the System or Current Date.

Opening View

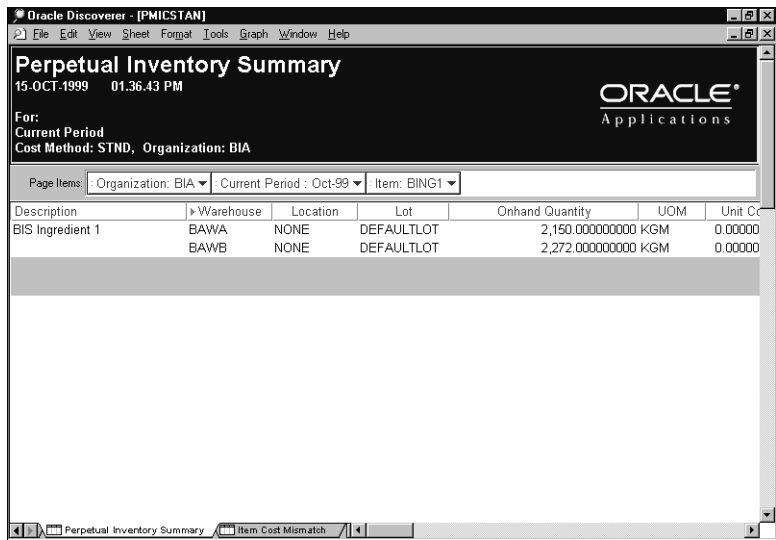


Figure 10–14 Perpetual Inventory Summary Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

This worksheet uses the following conditions:

**QTY\_Onhand SUM > 0**

Onhand quantity should be greater than zero.

**Organization = :Organization Code**

This should be the organization code entered by the user as a parameter.

**Period Status = 0**

Indicates that the period should be a current period.

## Page Items

### Organization

Organizations are entities to which resources, warehouses, General Ledger accounts, and other cross-module items are assigned. When defining an organization, it is specified whether it is a company, a plant, or both.

### Current Period

The current calendar period as defined by the existing inventory calendar.

### Item

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

## Column Dimensions

### Description

A detailed description of the item.

### Warehouse

The physical location within an organization where an inventory component is either stored or distributed.

### Location

Represents the location where the allocated item is stored.

### Lot

Displays a unit used to group quantities of a specific item when subcommunities have slightly different characteristics.

### Onhand Quantity

Displays the current on-hand inventory in the warehouse.

### UOM

The primary unit of measurement for a particular product.

### Unit Cost

Total Cost of Product available in the CDA.

### Extended Cost

The unit cost multiplied by the on-hand quantity.

---

---

**Note:** These columns may appear on a report or on a graph.

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---

**Security**

This worksheet uses Organization level security.

## Item Cost Mismatch Worksheet

### Business Question

The business question answered by this worksheet is:

- Are there any differences in costs between my Cost Development Area and GL Area?

This worksheet identifies whether there are any differences in cost between the Cost Development Area (CDA) and General Ledger (GL) area. It helps you to compare the cost in GL with other Cost Methods in Cost Development Area. If the Cost Development Area and GL cost methods are the same, then it helps you to determine whether the cost has been modified since you last updated to the GL.

### Parameter Page

#### Cost Method Code

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). It is used to retrieve the cost of items as available in the Cost Development Area.

#### GL Cost Method

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). It is used to retrieve the cost of items in GL area.

Opening View

Warehouse	Component Class	Analysis Code	CDA Cost	GL Cost	Cost Difference	Cost Difference %
BAWA	MATERIAL	VAL	10.000000000	10.000000000	0.000000000	0.00
BAWB	MATERIAL	VAL	10.000000000	10.000000000	0.000000000	0.00

Figure 10–15 Item Cost Mismatch Worksheet

Exceptions

Highlight % difference greater than X%.

Conditions

This worksheet uses the following condition:

Upper(Cda\_Cost\_Mthd\_Code) = Upper(:Cost Method) OR

Upper(Gl\_Cost\_Mthd\_Code) = Upper(:GL\_Cost\_Method)

Costs only for Cost Development Area or GL Cost Methods specified as parameters.

Page Items

Cost Calendar

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.



**Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

**Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Column Dimensions****Warehouse**

The physical location within an organization where an inventory component is either stored or distributed.

**Component Class**

Indicates a user-defined classification of ingredient or resource cost for Cost identification and reporting.

**Analysis Code**

Indicates a user-defined sub-classification of component classes for more granular analysis

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**Note:** There is an established hierarchy between Component Class and Analysis Code. You can drill up or drill down these data items to summarize or get detailed information.

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---

**CDA Cost**

Cost as found in Cost Development Area for the Item, Warehouse, Component Class, and Analysis Code for the specified Cost Method.

**GL Cost**

Cost as found in GL area for the Item, Warehouse, Component Class, and Analysis Code.

**Cost Difference**

Difference of the cost between the Cost Development Area and the GL areas.

**Cost Difference %**

Difference as a percentage (%) of Cost Development Area cost.

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---

**Note:** These columns may appear on a report or on a graph.

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---

### **Security**

This worksheet uses Organization level security.

## **OPM Product Analysis Workbook**

OPM Product Analysis Workbook provides pre-built, configurable worksheets, and graphs for process manufacturing executives to see what is their ability to meet customer orders effectively and efficiently. This workbook answers some critical business questions, such as is the product in stock, can the product be made, and what are the product costs. To determine whether orders can be committed, the available inventory that matches customer requirements is displayed. The ingredient drill-down by plant or warehouse and summary of resource bottlenecks also help in estimating the capacity to create more product.

### **Worksheets**

The following worksheets are available on OPM Product Analysis Workbook:

- Inventory Availability Worksheet
- Detailed Inventory View Worksheet
- Customer QC Specification Inventory Match Worksheet
- Ingredient Drilldown Worksheet
- Bottleneck Resource Check Worksheet
- Margin Source Cost Analysis Worksheet
- Bottleneck Resource Graph
- Margin Source Cost Analysis Graph

## Inventory Availability Worksheet

### Business Question

The business question answered by this worksheet is:

- How much of an item do I have available to sell?

This worksheet provides current on-hand inventory and the inventory available (which is not committed to customers in demand field) for a selected item of a selected grade in both units of measure. Total inventory available is highlighted.

### Opening View

Item Description	Warehouse Code	Onhand Inventory	Onhand Ship Inventory	Demand	Available	Item UOM	Responsible
BIS Ingredient 10	BAWA	770.00	770.00	100.00	670.00	KGM	
	BAWB	2439.00	2439.00	3.00	2436.00	KGM	
					<b>Available:</b>		
					<b>3106.00</b>		

**Figure 10–16** Inventory Availability Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

There are no conditions defined for this worksheet.

## **Page Items**

### **Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

### **QC Grade**

Indicates whether the item is QC grade controlled. A grade code represents specific requirements for the item to be acceptable for processing.

## **Column Dimensions**

### **Description**

A detailed description of the item.

### **Warehouse Code**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

### **Onhand Inventory**

Displays the current on-hand inventory in the warehouse.

### **Onhand Ship Inventory**

Displays the current on-hand inventory in the warehouse that are to be shipped.

### **Demand**

Displays the amount of inventory committed to customers.

### **Available**

Displays the current available inventory which is not committed in the Demand field

### **Item UOM**

Displays the primary unit of measurement for a particular inventory item.

### **Responsible**

Displays the name of the person who is responsible for releasing the material.

### **Available Qty UOM #2**

Displays the current available inventory which is not committed in the Demand field based on the secondary unit of measure.

**Onhand Qty #2**

Displays the current on-hand inventory in the warehouse based on the secondary unit of measure.

**Item UOM #2**

Displays the secondary unit of measure for the inventory item.

**Demand Qty UOM #2**

Displays the amount of inventory committed to customers based on the secondary unit of measure.

**Alternate #1**

Indicates the alternate name for the item.

**Alternate #2**Indicates the second alternate name for the item.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Detailed Inventory View Worksheet

### Business Question

The business question answered by this worksheet is:

- How many of inventory do I have and why can't I sell all of them?

This worksheet displays in detail the inventory of an item whether or not it is available using the lot and subplot, warehouse, location and grade. The information is provided in current on-hand inventory in dual units of measure, lot status, expiration date, and days left until expiration. If the expiration has passed, then the Days Until Expiration field is highlighted in red. The total current on-hand inventory is displayed in both units of measure.

### Parameter Page

#### Item Number

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

## Opening View

:

Description	Warehouse Code	Location	Grade	Lot Number	Sublot Number	Vendor Lot Number	Lot Status	Item UOM	Qty On Hand
BIS Ingredient 1	BAWA	NONE	DEFAULTLOT					KGM	
	BAWB	NONE	DEFAULTLOT					KGM	
<b>Total</b>									<b>44</b>

**Figure 10–17 Detailed Inventory View Worksheet**

## Page Items

### Item

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

### Exceptions

The following exception is available on this worksheet:

- Days until expiration  $\leq 0$

### Conditions

This worksheet uses the following conditions:

#### Period Status = 0

Indicates that the period should be a current period.

**QTY\_Onhand > 0**

Onhand quantity should be greater than zero.

**Item\_Number :Item Number**

The Item number should be a valid item number specified as a parameter.

**Column Dimensions**

**Description**

A detailed description of the item.

**Warehouse Code**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

**Location**

Represents the physical storage area for placement of inventory within a warehouse.

**Grade**

Displays the grade code assigned to the lot if the item is grade controlled.

**Lot Number**

**Sublot Number**

The sublot number of the lot if the item is sublot controlled.

**Vendor Lot Number**

Displays the number by which the vendor identifies this lot.

**Lot Status**

Displays the current lot status. The status defines the lot's availability for shipping, production, and order processing.

**Item UOM**

Displays the primary unit of measurement for a particular inventory item.

**Qty Onhand**

Displays the current on-hand inventory quantity in the warehouse.

**Item UOM #2**

Displays the secondary unit of measure for the item.



**Qty Onhand UOM #2**

Displays the current on-hand inventory quantity in the warehouse based on the secondary unit of measure.

**Date Added**

Indicates the date that you created this lot.

**Expire Date**

Specifies the date the lot expires.

**Days until Expiration**

Specifies the number of days left until the lot expiration date.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Customer QC Specification Inventory Match Worksheet

### Business Question

The business question answered by this worksheet is:

- Will the item in inventory satisfy customer quality requirements?

This worksheet shows the results of QC tests for an item by warehouse, location, lot, subplot and assay (test type). Minimum, maximum, and target specifications are shown for the selected customer or the default specifications may be used. Numeric and text results are displayed and when a test fails the result flag field turns red. The Passed All Tests column remains blank, hiding information necessary to count sublots that passed all tests which is displayed at the bottom of the worksheet. It also displays the date of the test, the on-hand inventory quantity, and the unit of measure used for the test results.

### Opening View

Organization Code	Warehouse Code	Location	Lot No	Sublot No	Sample No	Assay Code	SPEC UOM	Minimum Spec	Result
BIA		L1	S1		BPMI1-SAMPLE2	QARANGE-GLB	%	10.0000	40
						QALIST-GLB	CL		WHITE
						QANON-GLB	N/A		TEST100
			S2		BPMI1-SAMPLE3	QARANGE-GLB	%	10.0000	40
						QALIST-GLB	CL		WHITE
						QANON-GLB	N/A		TEST100
					BPMI1-SAMPLE4	QARANGE-GLB	%	10.0000	50
						QALIST-GLB	CL		BLACK
						QANON-GLB	N/A		TEST-10
					BPMI1-SAMPLE5	QANON-GLB	N/A		TEST200
						QALIST-GLB	CL		WHITE
						QARANGE-GLB	%	10.0000	40
					BPMI1-SAMPLE1	QARANGE-GLB	%	10.0000	20
						QALIST-GLB	CL		BLACK

Figure 10–18 Customer QC Specification Inventory Match Worksheet

### Exceptions

The following exceptions are available on this worksheet:

- Result Flag = FAIL (Active in the default view)
- Result Flag = PASS (Active in the default view)

**Conditions**

There are no conditions defined for this worksheet.

**Page Items****Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Description**

A detailed description of the item.

**UOM**

Displays the primary unit of measurement for a particular inventory item.

**Customer**

Indicates the unique identifier of a customer.

**Name**

Indicates the name of the customer.

**Customer Spec**

Indicates the chosen Customer QC specification.

**Column Dimensions****Organization Code**

Displays the organization code.

**Warehouse Code**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

**Location**

Displays the location associated with this item, if it is location controlled.

**Lot Number**

Indicates the lot number of the item.

**Sublot No.**

Indicates the subplot number of the lot if the item is subplot controlled.

**Sample No.**

Indicates the unique identification number of a sample.

**Assay Code**

Displays the assay code established for the item.

**Spec UOM**

Indicates the unit of measure of the specification.

**Minimum Spec**

Displays lower bound for result within specification for assay type 1.

**Result**

Displays the outcome of a QC test performed on a lot.

**Maximum Spec**

Displays upper bound for result within specification for assay type 1.

**Target Spec**

Indicates the specification for assay\_type 1.

**Result Flag**

Displays this field in red when the test result has failed.

**Sample Status**

Displays the status of the specified sample.

**Result Date**

Displays the result date selected, it could be all, one, or range of samples.

**Onhand Quantity**

Displays the current on-hand inventory quantity in the warehouse.

---

**Note:** These columns may appear on a report or on a graph.

---

**Security**

This worksheet uses Organization level security.

## Ingredient Drilldown Worksheet

### Business Question

The business question answered by this worksheet is:

- How much of the product can I make with available ingredients?

This worksheet displays one line for each ingredient in that formula, when you choose an item and a formula in the page items axis. It displays the quantity and UOM for the output of a batch of the formula, the item number, description, quantity, and UOM of each ingredient for a standard batch of the formula output item. It also displays the inventory available to ship for each ingredient. The Qty to Make One field is the amount of ingredient used to make one item by the formula. Potential product is the maximum quantity of the item UOM of the output item that can be made with the available ingredient inventory. The ingredient that is least available will determine the maximum amount of the product that can be made. It is displayed at the bottom of the worksheet as Max Producible.

### Parameter Page

#### Product Item No.

Displays the unique identification number of the product.

## Opening View

Item Description	Formula No	Formula Version	Formula Description	Product Quantity	Product UOM	Ingredient #	Ingredient Description	Qty per Batch	Ing UOM	Ingredient Inventory	Qty to make one	Potential Product
LOT CTRL	RTFORM2		1 test phantom	100.00 LB		RTFG1	GENERIC	40.00 LB		2200.00	0.40	5500.00
						RTRAW1	GENERIC	10.00 LB		990.00	0.10	9900.00
						RTRAW1	GENERIC	50.00 LB		990.00	0.50	1980.00
												Max Productible: 1980.00

**Figure 10–19 Ingredient Drilldown Worksheet**

## Exceptions

There are no exceptions defined for this worksheet.

## Conditions

This worksheet uses the following condition:

### Product\_Item\_No IN :Item Number

The product item number should be a valid product item number specified as a parameter.

### Item

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

## **Column Dimensions**

### **Description**

A detailed description of the item.

### **Formula No**

The "recipe" upon which production Batches are based. A formula consists of products, ingredients, and optionally, by-products. The formula also specifies the quantities of each item, UOMs, and several other process-related information.

### **Formula Version**

A code uniquely identifying each variation of a formula.

### **Formula Description**

A detailed description of the formula.

### **Product Quantity**

Displays the standard quantity for which costs are calculated.

### **Product UOM**

Displays the primary unit of measurement for a particular inventory item.

### **Ingredient #**

Displays the number identifying the ingredient.

### **Ingredient Description**

A detailed description of the ingredient.

### **Qty by Batch**

Formula quantity multiplied by the scale quantity entered and the requirements of the higher level formula.

### **Ing UOM**

Displays the unit of measure in which the ingredient is expressed.

### **Ingredient Inventory**

Displays the available inventory to use as an ingredient.

### **Qty to Make One**

Represents the amount of ingredient used to make one item by the formula.



**Potential Product**

Potential product is the maximum quantity of the item UOM of the output item that can be made with the available ingredient inventory.

---

---

**Note:** These columns may appear on a report or on a graph.

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---

**Security**

This worksheet uses Organization level security.

## Bottleneck Resource Check Worksheet

### Business Question

The business question answered by this worksheet is:

- Do I have the resources available to make the product?

This worksheet displays the availability of a selected resource based on the Available UOM, for each day. It displays the minimum and maximum capacity of the resource, and the daily available use based on the Avail UOM, on the Page Item axis when you open the worksheet.

### Opening View

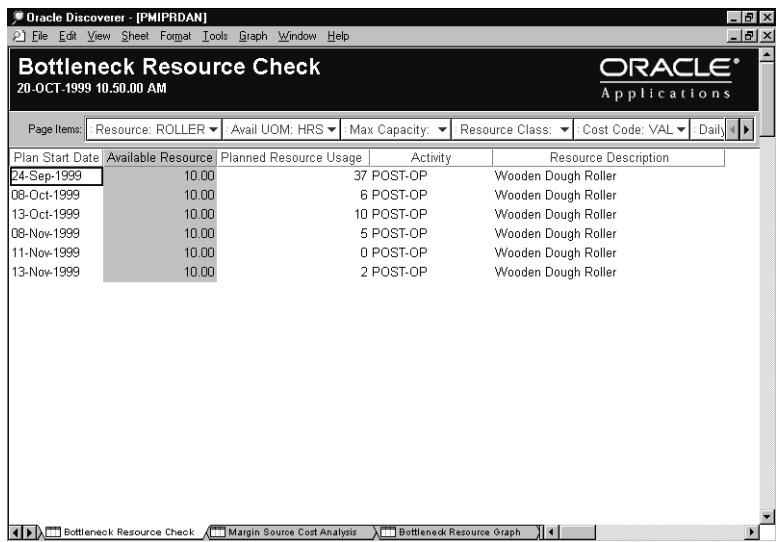


Figure 10-20 Bottleneck Resource Check Worksheet

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

There are no conditions defined for this worksheet.

**Page Items****Resource**

Displays resource used for the product in batches within the warehouse, calendar, and period.

**Avail UOM**

Represents the unit of measure in which the available resource is displayed.

**Max Capacity**

Maximum throughput capacity.

**Resource Class**

Represents the code for the resource class.

**Cost Code**

Indicates a user-defined sub-classification of component classes for more granular analysis.

**Daily Avail Use**

Indicates the number of hours the resource is available in the plant each day.

**Min Capacity**

Minimum throughput capacity.

**Column Dimensions****Plan Start Date**

Indicates the planned release date or time for the batch.

**Available Resource**

Displays the amount of resource unplanned and available.

**Planned Resource Usage**

Displays the amount of the resource planned for usage.

**Activity**

The activity performed by the resource to create the operation line.

**Resource Description**

A detailed description of the resource.

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---

**Note:** These columns may appear on a report or on a graph.

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### **Security**

This worksheet uses Organization level security.

## Margin Source Cost Analysis Worksheet

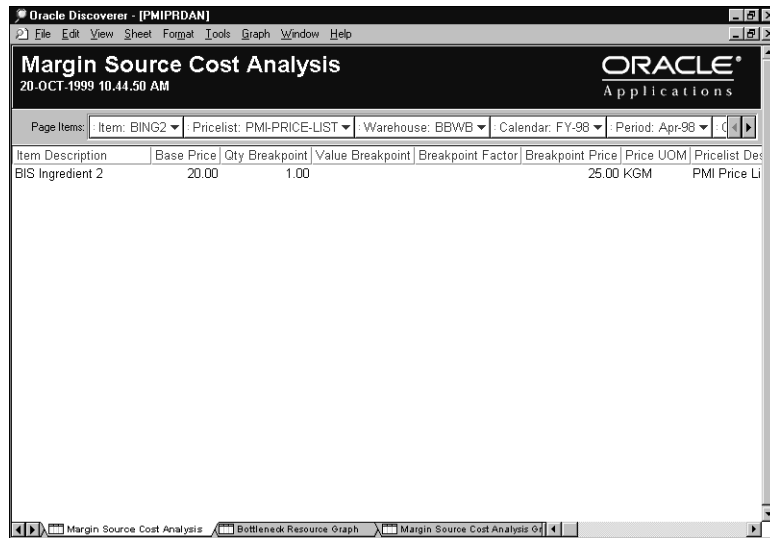
### Business Question

The business question answered by this worksheet is:

- Can I sell the product at that price and make money?

This worksheet displays the price of the product for various quantities, the cost of the product, and the profit margin if sold at that price for the selected item, price list, warehouse, cost calendar code, cost period code and cost method.

### Opening View



**Figure 10–21** *Margin Source Cost Analysis Worksheet*

### Exceptions

There are no exceptions defined for this worksheet.

### Conditions

There are no conditions defined for this worksheet.

## **Page Items**

### **Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

### **Pricelist**

Displays the price list that you want to make a mass price change to.

### **Warehouse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

### **Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

### **Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

### **Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

## **Column Dimensions**

### **Item Description**

A detailed description of the item.

### **Base Price**

Base price of the item, item class, warehouse, QC grade, freight bill method, or UOM combination.

### **Qty Breakpoint**

Displays the quantity break for the charge.

**Value Breakpoint**

Displays the value break for the charge. Value is taken as either the entire order value, if the charge is calculated for an entire order or as the value of the line, if the charge is calculated for a line item.

**Breakpoint Factor**

Displays the percent which is added or subtracted from the base amount or base per unit price of the charge to arrive at the actual charge. Depending on the type of charge, this field may display a charge which is percent.

**Breakpoint Price**

Displays the unit price entered for the break. This is the price per unit of either the entire order or the order line that is added as an additional charge. If charge is defined as a discount then the charge is displayed as positive, but stored as a negative.

**Price UOM**

Indicates the unit of measure in which the price is displayed.

**Pricelist Description**

A detailed description of the price list.

**Cost**

Cost to produce this product using the selected Cost Method.

**Margin**

Displays the profit.

**Margin %**

Displays the profit in percent.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## Bottleneck Resource Graph

This worksheet graphically displays the resources from the Bottleneck Resource Check worksheet to quickly determine where the bottlenecks are in the resources known to be required for production. Negative bars indicate the bottlenecks, where there are not enough available resources for the planned activities.

## Opening View

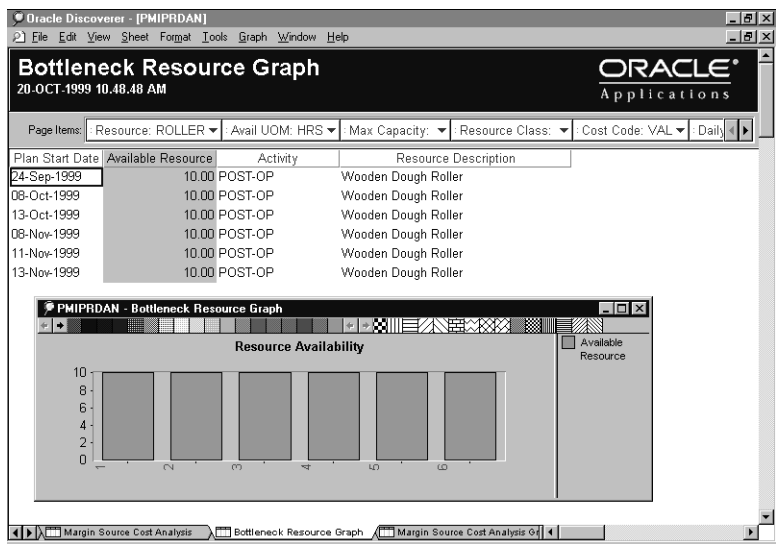


Figure 10-22 Bottleneck Resource Graph

## Exceptions

There are no exceptions defined for this worksheet.

## Conditions

There are no conditions defined for this worksheet.



**Page Items****Resource**

Displays resource used for the product in batches within the warehouse, calendar, and period.

**Avail UOM**

Represents the unit of measure in which the available resource is displayed.

**Max Capacity**

Maximum throughput capacity.

**Resource Class**

Represents the code for the resource class.

**Cost Code**

Indicates a user-defined sub-classification of component classes for more granular analysis.

**Daily Avail Use**

Indicates the number of hours the resource is available in the plant each day.

**Min Capacity**

Minimum throughput capacity.

**Column Dimensions****Plan Start Date**

Indicates the planned release date or time for the batch.

**Available Resource**

Displays the amount of resource unplanned and available.

**Activity**

The activity performed by the resource to create the operation line.

**Resource Description**

A detailed description of the resource.

---

---

**Note:** These columns may appear on a report or on a graph.

---

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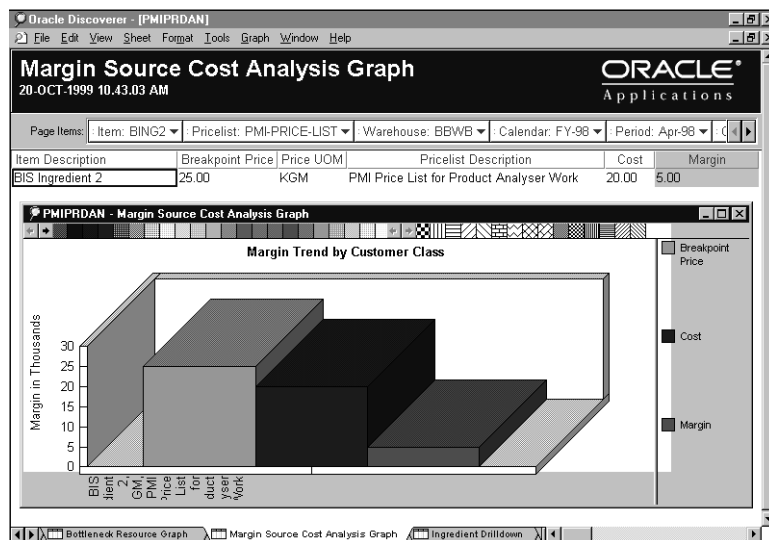
### **Security**

This worksheet uses Organization level security.

## Margin Source Cost Analysis Graph

This worksheet graphically displays the price list and costs from the Margin Source Cost Analysis Worksheet to quickly determine if selling an item at that price would result in a profit or loss. If the price bar is lower than the cost bar, this indicates a potential loss. Various cost methods can be compared in this way to see if an expected profit with standard cost method would be a loss with actual cost method.

## Opening View



**Figure 10–23** *Margin Source Cost Analysis Graph*

## Exceptions

There are no exceptions defined for this worksheet.

## Conditions

There are no conditions defined for this worksheet.

## **Page Items**

### **Item**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

### **Pricelist**

Displays the price list that you want to make a mass price change to.

### **Whse**

Indicates the physical location within an organization where an inventory component is either stored or distributed.

### **Calendar**

The designation of yearly periods for defining and maintaining historical and current cost of Inventory.

### **Period**

A user-specific designation of a single or successive date ranges within an annual calendar for the purposes of further classifying cost information.

### **Cost Method**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost).

## **Column Dimensions**

### **Item Description**

A detailed description of the item.

### **Breakpoint Price**

Displays the unit price entered for the break. This is the price per unit of either the entire order or the order line that is added as an additional charge. If charge is defined as a discount then the charge is displayed as positive, but stored as a negative.

### **Price UOM**

Indicates the unit of measure in which the price is displayed.

**Pricelist Description**

A detailed description of the price list.

**Cost**

Cost to produce this product using the selected Cost Method.

**Margin**

Displays the profit.

---

---

**Note:** These columns may appear on a report or on a graph.

---

---

**Security**

This worksheet uses Organization level security.

## OPM Cost Variance Analysis Workbook

This chapter describes the pre-defined worksheets available under OPM Cost variance Analysis workbook.

The following topics are covered:

- Batch Output Lot List
- Batch Input Plan vs Actual Variance
- Batch Input Scaled vs Actual Variance
- Batch Output Plan vs Actual Variance
- Batch Output Scaled vs Actual Variance

### Batch Output Lot List

This worksheet displays batches produced by selected plants for the time period. It also shows the lots produced by these batches with lot attributes such as product and quantity.

#### Parameter Page

**Plant Code**

Indicates a manufacturing plant represented by an organization code. You can choose from the list of values.

### **Cost Method Code**

Specifies how costs are determined for a calendar. It is based on either process formulas, routings, and assigned costs (various types of Standard Costs) or receipts, production batches, and invoice expenses for Items (various types of Actual Costs). It is used to retrieve the costing formula used to cost the Primary Product in the Batch. You can choose from the list of values.

The Cost Period and Cost Calendar on this worksheet are determined from the Batch Certification or Batch Close Date whichever is applicable based on the batch status.

### **Start Date**

Enter the start date from which the period is included.

### **End Date**

Enter the end date until which the period is included.

### **Conditions**

This worksheet uses the following condition:

- Batch Number IN (Batch Output Plan vs. Actual Variance)

The batch number must exist in the worksheet.

### **Page Item**

### **Plant Code**

Indicates a manufacturing plant represented by an organization code.

### **Column Items**

### **Batch Number**

Indicates the production batch number assigned when you create the batch. This batch number must exist in the Material Cost Variance Summary worksheet.

### **Lot Number**

Displays the lot number if the item is lot-controlled. Lot is a unit used to group quantities of a specific item when subcommunities have slightly different characteristics.

**Sublot Number**

Displays the sublot number if the item is sublot-controlled.

**Item Number**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Item Description**

A detailed description of the item.

**Batch Close Date**

Indicates the batch close date.

**Lot Quantity**

Displays the lot quantity

**UOM**

Displays the unit of measure of the lot.

**Product Type**

Indicates if the item is a byproduct or coproduct.

**Security**

This worksheet uses Organization level security.

**Batch Input Plan vs Actual Variance**

This worksheet shows the Material variance of the raw materials used in the production process. Variances are calculated based on the plan quantity.

**Parameter Page****Plant Code**

Indicates a manufacturing plant represented by an organization code. You can choose from the list of values.

**Cost Method Code**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Costs) or receipts, production batches, and invoice expenses for Items (various types of Actual Costs). It is used to retrieve the costing formula used to cost the Primary Product in the Batch. You can choose from the list of values.

The Cost Period and Cost Calendar on this worksheet are determined from the Batch Certification or Batch Close Date whichever is applicable based on the batch status.

**Start Date**

Enter the start date from which the period is included.

**End Date**

Enter the end date until which the period is included.

**Exceptions**

There are no exceptions defined for this worksheet.

**Conditions**

This worksheet uses the following condition:

- Line type not Ingredient  
This worksheet does not compute cost variances for ingredients.
- Plant\_Code IN (:Plant Code)  
The Plant code should be a valid product code specified as a parameter.
- (Batch Status = 4)  
Computes variances only for certified or closed batches.
- Batch Close Date BETWEEN: From AND: To dates  
Includes the batches that were closed between the from and to dates period specified.



**Page Item****Plant Code**

Indicates a manufacturing plant represented by an organization code.

**Column Items****Batch Number**

Indicates the production batch number assigned when you create the batch. This batch number must exist in the Material Cost Variance Summary worksheet.

**Close Date**

Indicates the date on which the batch was closed.

**Item Number**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Item Description**

A detailed description of the item.

**UOM**

Displays the unit of measure of the lot.

**Plan Quantity**

The forecast yield or amount to be produced from a production batch for a product or byproduct.

**Actual Quantity**

The final yield or output processed related to a production batch for a product or byproduct.

**Input Plan Quantity Variance**

Displays the input plan quantity variance. It is calculated as the difference between the standard or planned product quantity from the costing formula and the actual batch quantity.

**Item Unit Cost**

Displays the unit cost of the item extracted from the OPM Cost Management application. It is the item cost calculated at the work in progress warehouse for the specified cost method on the batch close date.

**Input Plan Cost Variance**

Displays the input plan cost variance. It is calculated as the difference between the variance quantity multiplied by the ingredient item unit cost.

**Security**

This worksheet uses Organization level security.

**Batch Input Scaled vs Actual Variance**

This worksheet shows the Material variance of the raw materials used in the production process. Variances are calculated based on the scaled costing formula quantity.

**Parameter Page****Plant Code**

Indicates a manufacturing plant represented by an organization code. You can choose from the list of values.

**Cost Method Code**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Costs) or receipts, production batches, and invoice expenses for Items (various types of Actual Costs). It is used to retrieve the costing formula used to cost the Primary Product in the Batch. You can choose from the list of values.

The Cost Period and Cost Calendar on this worksheet are determined from the Batch Certification or Batch Close Date whichever is applicable based on the batch status.

**Start Date**

Enter the start date from which the period is included.

**End Date**

Enter the end date until which the period is included.

**Conditions**

This worksheet uses the following condition:

- Line type not Ingredient  
This worksheet does not compute cost variances for ingredients.
- Plant\_Code IN (:Plant Code)  
The Plant code should be a valid product code specified as a parameter.
- (Batch Status = 4)  
Computes variances only for certified or closed batches.
- Batch Close Date BETWEEN: From AND: To dates  
Includes the batches that were closed between the from and to dates period specified.

**Page Item****Plant Code**

Indicates a manufacturing plant represented by an organization code.

**Column Items****Batch Number**

Indicates the production batch number assigned when you create the batch. This batch number must exist in the Material Cost Variance Summary worksheet.

**Close Date**

Indicates the date on which the batch was closed.

**Item Number**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Item Description**

A detailed description of the item.

**UOM**

Displays the unit of measure of the lot.

**Plan Quantity**

The forecast yield or amount to be produced from a production batch for a product or byproduct.

**Actual Quantity**

The final yield or output processed related to a production batch for a product or byproduct.

**Costing Formula Quantity**

Indicates the costing formula quantity.

**Input Scaled Quantity Variance**

Displays the input scaled quantity variance. It is calculated as the difference between the costing formula quantity and the actual batch quantity.

**Item Unit Cost**

Displays the unit cost of the item extracted from the OPM Cost Management application. It is the item cost calculated at the work in progress warehouse for the specified cost method on the batch close date.

**Input Scaled Cost Variance**

Displays the input scaled cost variance. It is calculated as the difference between the variance quantity multiplied by the ingredient item unit cost.

**Security**

This worksheet uses Organization level security.

**Batch Output Plan vs Actual Variance**

This worksheet displays the Yield variance of the product resulting from the production process. Variances are calculated based on the plan quantity.

## Parameter Page

### Plant Code

Indicates a manufacturing plant represented by an organization code. You can choose from the list of values.

### Cost Method Code

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Costs) or receipts, production batches, and invoice expenses for Items (various types of Actual Costs). It is used to retrieve the costing formula used to cost the Primary Product in the Batch. You can choose from the list of values.

The Cost Period and Cost Calendar on this worksheet are determined from the Batch Certification or Batch Close Date whichever is applicable based on the batch status.

### Start Date

Enter the start date from which the period is included.

### End Date

Enter the end date until which the period is included.

### Conditions

This worksheet uses the following condition:

- Line type not Ingredient

This worksheet does not compute cost variances for ingredients.

- Plant\_Code IN (:Plant Code)

The Plant code should be a valid product code specified as a parameter.

- (Batch Status = 4)

Computes variances only for certified or closed batches.

- Batch Close Date BETWEEN: From AND: To dates

Includes the batches that were closed between the from and to dates period specified.

## **Page Item**

### **Plant Code**

Indicates a manufacturing plant represented by an organization code.

## **Column Items**

### **Batch Number**

Indicates the production batch number assigned when you create the batch. This batch number must exist in the Material Cost Variance Summary worksheet.

### **Close Date**

Indicates the date on which the batch was closed.

### **Item Number**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

### **Item Description**

A detailed description of the item.

### **UOM**

Displays the unit of measure of the lot.

### **Output Plan Quantity**

The forecast yield or amount to be produced from a production batch for a product or byproduct.

### **Actual Yield Quantity**

The final yield or output processed related to a production batch for a product or byproduct.

### **Output Plan Quantity Variance**

Displays the output yield quantity variance. It is calculated as the difference between the planned product quantity and the actual batch quantity.

**Item Unit Cost**

Displays the unit cost of the item extracted from the OPM Cost Management application. It is the item cost calculated at the work in progress warehouse for the specified cost method on the batch close date.

**Yield Plan Cost Variance**

Displays the yield plan cost variance. It is calculated as the batch plan variance quantity multiplied by the batch item unit cost.

**Product Type**

Indicates if the item is a byproduct or coproduct.

**Security**

This worksheet uses Organization level security.

**Batch Output Scaled vs Actual Variance**

This worksheet displays the Yield variance of the product resulting from the production process. Variances are calculated based on the scaled costing formula quantity.

**Parameter Page****Plant Code**

Indicates a manufacturing plant represented by an organization code. You can choose from the list of values.

**Cost Method Code**

Specifies how costs are determined for a calendar. It can be based on either process formulas, routings, and assigned costs (various types of Standard Costs) or receipts, production batches, and invoice expenses for Items (various types of Actual Costs). It is used to retrieve the costing formula used to cost the Primary Product in the Batch. You can choose from the list of values.

The Cost Period and Cost Calendar on this worksheet are determined from the Batch Certification or Batch Close Date whichever is applicable based on the batch status.

**Start Date**

Enter the start date from which the period is included.

**End Date**

Enter the end date until which the period is included.

**Exceptions**

There are no exceptions defined for this worksheet.

**Conditions**

This worksheet uses the following condition:

- Line type not Ingredient  
This worksheet does not compute cost variances for ingredients.
- Plant\_Code IN (:Plant Code)  
The Plant code should be a valid product code specified as a parameter.
- (Batch Status = 4)  
Computes variances only for certified or closed batches.
- Batch Close Date BETWEEN: From AND: To dates  
Includes the batches that were closed between the from and to dates period specified.

**Page Item****Plant Code**

Indicates a manufacturing plant represented by an organization code.

**Column Items****Batch Number**

Indicates the production batch number assigned when you create the batch. This batch number must exist in the Material Cost Variance Summary worksheet.



**Close Date**

Indicates the date on which the batch was closed.

**Item Number**

Represents a unique, alphanumeric name or designation for any product or ingredient, whether it exists as purchased material, an intermediate product, or a finished good.

**Item Description**

A detailed description of the item.

**UOM**

Displays the unit of measure of the lot.

**Output Plan Quantity**

The forecast yield or amount to be produced from a production batch for a product or byproduct.

**Actual Yield Quantity**

The final yield or output processed related to a production batch for a product or byproduct.

**Costing Formula Quantity**

Indicates the costing formula quantity.

**Output Scaled Quantity Variance**

Displays the output scaled quantity variance. It is calculated as the difference between the costing formula quantity and the actual batch quantity.

**Item Unit Cost**

Displays the unit cost of the item extracted from the OPM Cost Management application. It is the item cost calculated at the work in progress warehouse for the specified cost method on the batch close date.

**Yield Scaled Cost Variance**

Displays the output scaled cost variance. It is calculated as the difference between the variance quantity multiplied by the ingredient item unit cost.

### **Product Type**

Indicates if the item is a byproduct or coproduct.

### **Security**

This worksheet uses Organization level security.

## **OPM Lot Genealogy Workbook**

This topic explains OPM Lot Genealogy Workbook. It provides eleven worksheets to assist quality analysts in the efficient and accurate determination of the scope, root cause, and impact of possible lot quality problems.

The following topics are covered:

- Lot List
- Lot Events
- Lot Source On-Hand
- Lot Source Raw Materials
- Lot Where-Used On-Hand
- Lot Where-Used Shipments
- Shared Ingredients On-Hand
- Shared Ingredients Shipments
- Resource Lot List
- Resource Lot Where-Used On-Hand
- Resource Lot Where-Used Shipments

## **Lot List**

### **Business Question**

One of the business questions answered by this worksheet is:

- What is the list of questionable lots for which genealogies should be traced?

Since the worksheets in this workbook do not display the candidate lot list as a single list, this worksheet provides this list for you. The Lot List worksheet can also be used to expand the scope of an investigation beyond the candidate lots that are

known to be defective. For example, a specific raw material lot may be known to be defective, and you could be interested in following up on any lots of that item which have been received recently from the same vendor.

**Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

**Item**

Enter one or multiple Item numbers from the list of values (LOV).

**Lot**

Enter one or multiple Lot numbers from the LOV.

**Sublot**

Enter one or multiple Sublot numbers from the LOV.

**Organization**

Enter a valid Organization code from the LOV. For lots produced through manufacturing, using this parameter will limit the Lot List to only lots manufactured by the specified plant (organization).

**Vendor**

Enter a valid Vendor number from the LOV.

**Start Date**

Enter the minimum Lot Creation Date. Any lots created prior to this date will be filtered out.

**End Date**

Enter the maximum Lot Creation Date. Any lots created after this date will be filtered out.

**Conditions**

This worksheet uses the following conditions:

- All lots that match the user-specified parameters will be listed.

- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

## **Page Items**

### **Inventory Class**

The Inventory Class of the Item. This may be useful to know when you suspect that a problem may have affected all items within a particular Inventory Class during a period of time, perhaps coupled with a Vendor number or Organization (Plant Code) restriction.

### **Item**

The Item number of the Lots being listed.

### **Item Description**

The Item Description of the Lots being listed.

## **Column Dimensions**

### **Lot**

The Lot number of the Lot entered. It must be combined with Item number to uniquely identify a Lot.

### **Sublot**

The Sublot number of the Lot entered. It must be combined with Item number and Lot number to uniquely identify a Sublot.

### **Lot Creation Date**

The Lot Created date from the Lot/Sublot window. It is filled out automatically when lots are created on allocations windows, and it is editable on the Lot/Sublot window.

### **Grade**

QC Grade of the lot. All quantities of a given lot, even when found in multiple Organizations' Warehouses, all belong to the same QC Grade. QC Grade can be thought of as a summary of the QC results posted against the lot. This could be used to identify exceptions such as: the vendor in question normally ships grade A,

but these few lots were grade B. Their substandard quality may have been the cause of downstream defects.

**Vendor**

The Vendor number of the vendor from which the Lot was received. This is taken from the receipt for lots created via receipt from purchasing. This is taken from the Lot/Sublot setup record for lots that were created using Inventory Adjustment.

**Vendor Name**

The more descriptive Name of the vendor.

**Organization**

The code on the transactions that involved the lot in question. Typically, this field will be used to include lots that were manufactured by a particular organization (an organization in the manufacturing context is a Plant). This field will generally be used in combination with a date qualification: Start Date only, or Start- and End-Date.

**Receipt**

The Receipt number for those lots created through purchasing receipts.

**Batch Number**

Indicates the unique batch number.

## Lot Events

**Business Question**

One of the business questions answered by this worksheet is:

- What lot events have occurred which may have affected the quality of the questionable lots?

The Lot Events worksheet helps answer several questions about what may have affected a lot or, conversely, what a lot may have affected. For example, the Reason Code for an inventory adjustment transaction could provide a clue to the cause of a problem in a lot. The Lot Events worksheet allows you to view when a lot was issued to manufacturing, and later returned to inventory. Let's say a lot were a perishable item that should be kept refrigerated, but it was not, Lot Event

information could explain why the lot deteriorated prior to the expiration date predicted by its shelf life.

This window supports miscellaneous Lot Event queries which may have been triggered in your mind by other worksheets. For the most part, it is redundant with the Lot Events display in OPM's Lot Genealogy Inquiry. It is provided here as a convenience, in order to avoid your need to switch back and forth between Discoverer and the Inventory Control application.

### **Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

#### **Item**

Enter one or multiple Item numbers from the list of values (LOV).

#### **Lot**

Enter one of multiple Lot numbers from the LOV.

#### **Sublot**

Enter a valid Sublot number.

### **Conditions**

This worksheet uses the following conditions:

- All lots that match the user-specified parameters will be listed.
- Only Lot Events with a non-zero net Quantity are displayed.
- Only Lot Events with completed transactions are displayed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

### **Page Items**

#### **Item**

The Item number of the Lots being listed.

**Item Description**

The Item Description of the Lots being listed.

**Lot**

The Lot number of the Lot. It must be combined with Item number to uniquely identify a Lot.

**Sublot**

The Sublot number of the Lot entered. It must be combined with Item number and Lot number to uniquely identify a Sublot.

**Column Dimensions****Date**

The transaction Date from the Inventory Transaction. The Date is truncated to eliminated the time of day portion. This allows a match from the parameter window without having to be concerned about losing events that took place during the day on the End Date.

**Event Type**

The Document Type of the business document that is responsible for the transaction.

**Organization**

The code for the Organization that posted the transaction. This is the Organization Code that is part of the key to the business document that is responsible for the transaction.

- For a Purchase Order, this is the purchasing organization.
- For a Receipt document, this is the receiving organization.
- For an Inventory Adjustment, this is the inventory organization.
- For a Batch, this is the plant.
- For a customer order, this is the sales organization.
- For a shipment, this is the shipping organization.

**Warehouse**

The code for the Warehouse whose inventory was affected by the transaction.

**Location**

The Warehouse Location whose inventory was affected by the transaction.

**Quantity**

The Event Quantity expressed in the primary inventory UOM, as identified on the page axis. Any adjustments to particular lot allocation only show the net Quantity. This is not an edit audit trail. It is the best description for the actual events that inventory transactions document. Corrected lot allocations will be filtered out.

**UOM**

The primary inventory UOM of the item whose lots are listed in the data area of the worksheet.

**Transaction Quantity in Secondary UOM**

The Event Quantity expressed in the secondary inventory UOM. This is relevant only for dual UOM controlled items.

**Secondary UOM**

The secondary inventory UOM of the item whose lots are listed in the data area of the worksheet.

**Reason Code**

Represents the transaction reason code.

**Lot Source On-Hand****Business Question**

Some of the business questions answered by this worksheet are:

- What is the on-hand inventory of the questionable lots and their ingredient (source) lots?
- What is the value of questionable on-hand inventory that may be written off due to being ingredients of a known defective product lot?



This worksheet shows the on-hand balances for all ingredient lots that either directly or indirectly went into the lots specified by the query parameters. This includes any lots in the lot bill of materials, from the point of the lots specified to raw material.

Inventory Class of the Lot Source (Ingredient) could be used to view ingredient lots within one inventory class at a time. For example, you may want to view all of the Dairy class ingredients on-hand balances for testing when you search for a source of unacceptable bacteria count. Or you may want to view all Flavoring class ingredients to determine the cause of flavor notes being off (organoleptic variations).

### **Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

#### **Item**

Enter one or multiple Item numbers from the list of values (LOV).

#### **Lot**

Enter one of multiple Lot numbers from the LOV.

#### **Sublot**

Enter a valid Sublot number.

#### **Conditions**

This worksheet uses the following conditions:

- Only On-Hand Lots that are Source Lots for the Lots identified by the Parameters will be listed.
- Only Warehouse Locations with non-zero balances will be listed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

## **Page Items**

### **Product**

The Item number of the lot whose source lots appear in the detail area of the worksheet.

### **Product Description**

The description of the item identified by the Product field.

### **Product Lot**

The Lot number of the Product lot whose source lots appear in the detail area of the worksheet.

### **Product Sublot**

The Sublot number of the Product lot whose source lots appear in the detail area of the worksheet.

## **Column Dimensions**

### **On-Hand Item**

The Item number of a lot that is the source lot to the one identified in the Page Axis. Source Items include the Product Item itself, since the worksheet indicates where any inventory is located that may have caused the characteristics present in the Product lot. It could be that the defective characteristics present in the Product lot were introduced at this same level. In this case, you may want to test all locations of the Product lot to determine where the Product lot was contaminated.

### **On-Hand Item Description**

The Item Description of the Source item.

### **On-Hand Lot**

The Lot number of the lot which is a source lot to the lot listed in the Page Axis.

### **On-Hand Sublot**

The Sublot number of the lot which is a source lot to the lot listed in the Page Axis.

**Warehouse**

The code of the Warehouse for which the inventory of the Source Lot is being listed.

**Location**

The Location in the Warehouse for which the inventory of the Source Lot is being listed.

**Lot Status**

The Lot Status of the Quantity of the Source Lot/Sublot found in the named Warehouse Location.

**On-Hand Quantity**

The On-Hand Quantity of the Source Lot in the specified Warehouse [Location], expressed in the primary UOM.

**UOM**

The primary UOM of the source Item.

**On-Hand Quantity in Secondary UOM**

The On-Hand Quantity of the Source Lot in the specified Warehouse [Location], expressed in the secondary UOM.

**Secondary UOM**

The secondary UOM of the Source Item. This field is relevant only for Dual UOM controlled Source Items.

## Lot Source Raw Materials

**Business Question**

One of the business questions answered by this worksheet is:

- What raw materials were used as ingredients in the manufacture of the questionable lots?

This worksheet lists the raw materials that were used as ingredients, directly or indirectly, in the lots that were specified by the query parameters. A lot is considered a raw material lot if there are no further ingredient lot levels beneath it.

For any raw material lots that were created using purchase receipt, the attributes of the purchase will be listed with the raw material lots.

### **Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

### **Item**

Enter one or multiple Item numbers from the list of values (LOV).

### **Lot**

Enter one of multiple Lot numbers from the LOV.

### **Sublot**

Enter a valid Sublot number.

### **Conditions**

This worksheet uses the following conditions:

- Only Raw Material Lots that are Source Lots for the Lots identified by the Parameters will be listed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

### **Page Items**

#### **Product**

The Item number of the Lot whose raw materials are listed in the worksheet detail.

#### **Product Description**

The Item Description of the Lot whose raw materials are listed in the worksheet detail.

#### **Product Lot**

The Lot number of the Lot whose raw materials are listed in the worksheet detail.

**Product Sublot**

The Sublot number of the Lot whose raw materials are listed in the worksheet detail.

**Column Dimensions****Raw Material Item**

The Item number of the raw materials lot.

**Raw Material Description**

The Item Description of the raw materials lot.

**Vendor**

The Vendor number of the supplier from which the raw material lot was purchased. This field may or may not be populated, depending on the origination transaction for the raw material lot. If the lot came from a Receiving transaction, there will be a Vendor number available. If the lot was created through Inventory Create Immediate, the Vendor number will only be available if the user has entered it in the Lot/Sublot window.

**Vendor Name**

The Vendor Name of the Vendor from which the raw material lot was purchased.

**Date Received**

The Transaction Date on the transaction that was responsible for creating a raw material lot.

**Organization**

The purchasing organization.

**Purchase Order**

The Purchase Order number.

**Received Quantity**

The Quantity originally received of the Raw Material, expressed in the item's primary UOM. If the raw material lot had been received from a purchase receipt, this would be the Quantity received from the vendor.

**UOM**

The primary UOM of the raw material item.

**Lot**

The Lot number of the raw material lot.

**Sublot**

The Sublot number of the raw material lot.

**Warehouse**

The Warehouse into which the raw material lot was originally received.

**Received Quantity in Secondary UOM**

The Quantity originally received of the Raw Material, expressed in the secondary UOM. If the raw material lot had been received from a purchase receipt, this would be the Quantity received from the vendor.

**Secondary UOM**

The secondary UOM of the raw material item.

## Lot Where-Used On-Hand

**Business Question**

Some of the business questions answered by this worksheet are:

- What is the on-hand inventory of the questionable lots and any Product lots that may contain them as ingredients?
- What is the value of questionable on-hand inventory that may be written off due to its containing defective raw material lots.

This worksheet shows the on-hand balances of all lots in which the specified (by query parameters) lots were used, directly or indirectly. In other words, the query parameters are processed so as to produce a list of lots from which to begin lot genealogy analysis. Where-used analysis is then performed for each lot on that list. The resulting list (which includes the lots that met the parameters) is joined to the on-hand balances. The result is all on-hand balances which contain any of the lots specified by the parameters.

This worksheet is used whenever one or more ingredient lots are known to be defective, and any on-hand balances of lots that contain these ingredient lots must be located in order to quarantine or test them.

**Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

**Item**

Enter one or multiple Item numbers from the list of values (LOV).

**Lot**

Enter one of multiple Lot numbers from the LOV.

**Sublot**

Enter a valid Sublot number.

**Conditions**

This worksheet uses the following conditions:

- Only On-Hand Lots for which the Parameter-identified Lots are Source Lots will be listed.
- Only Warehouse Locations with non-zero balances will be listed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

**Page Items****Source Item**

The Item number of the Source Lot whose where-used genealogy is followed to find all inventory containing the Source Lot.

**Source Item Description**

The Item Description of the Source Lot.

**Source Lot**

The Lot number of the Source Lot.

**Source Sublot**

The Sublot number of the Source Lot.

**Column Dimensions**

**On-Hand Inventory Class**

The Inventory Class of the On-Hand Lot shown.

**On-Hand Item**

The Item number of the On-Hand Lot.

**On-Hand Item Description**

The Item Description of the On-Hand Lot.

**On-Hand Lot**

The Lot number of the On-Hand Lot.

**On-Hand Sublot**

The Sublot number of the On-Hand Lot.

**Warehouse**

The Warehouse code where the On-Hand Lot's balance is found.

**Location**

The Warehouse Location where the On-Hand Lot's balance is found.

**On-Hand Quantity**

The On-Hand Balance of the On-Hand Lot in the Warehouse and Location specified, expressed in the primary UOM of the On-Hand Item.

**UOM**

The primary UOM of the On-Hand Item.



**On-Hand Quantity in Secondary UOM**

The On-Hand Balance of the On-Hand Lot in the Warehouse and Location specified, expressed in the secondary UOM of the On-Hand Item.

**Secondary UOM**

The secondary UOM of the On-Hand Item.

**Lot Where-Used Shipments****Business Question**

Some of the business questions answered by this worksheet are:

- What shipments have been made of the questionable lots and any Product lots that may contain them as ingredients?
- What is the value of lot shipments that may be recalled due to defective raw material lots?

This worksheet shows all shipments that were made against lots that contain the specified lots specified by query parameters. Query parameters are used to get a list of questionable lots from which to begin lot genealogy analysis. For each lot in that list, a where-used analysis is performed. The resulting list of lots includes the original list of questionable lots is matched with shipment records to show all shipments that have been made against these lots.

You can view the Shipped Lots in sets of Inventory Classes of the Shipped Items. If this is not a useful partitioning, move the Shipped Item Inventory Class to the Data Items to view all shipped lots for all inventory Classes at the same time for a single source lot.

**Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

**Item**

Enter one or multiple Item numbers from the list of values (LOV).

**Lot**

Enter one of multiple Lot numbers from the LOV.

**Sublot**

Enter a valid Sublot number.

**Conditions**

This worksheet uses the following conditions:

- Only Shipped Lots for which the Parameter-identified Lots are Source Lots will be listed.
- Only Shipped Lots with completed transactions are displayed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

**Page Items****Source Item**

The Item number of the Source Item that was either shipped or used as an ingredient in end-item lots that were shipped.

**Source Item Description**

The Item Description of the Source Item.

**Source Lot**

The Lot number of the Source Lot that was either shipped or used as an ingredient in end-item lots that were shipped.

**Source Sublot**

The Sublot number of the Source Lot.

**Column Dimensions****Customer**

The Customer number to whom the Shipped Lot was sent.

**Customer Name**

The Customer Name associated with the Customer number.

**Ship Date**

The Date that the Item Lot was shipped.

**Shipped Item**

The Item number of the Shipped Item Lot.

**Shipped Item Description**

The Item Description of the Shipped Item Lot.

**Organization**

The Sales Organization that is associated with the Sales Order.

**Order**

The Sales Order number of the order associated with the shipped lot.

**Shipped Lot**

The Item number of the lot that was shipped to the customer.

**Shipped Sublot**

The Sublot number of the lot that was shipped to the customer.

**Shipped Quantity**

The Quantity of the lot that was shipped to the customer, expressed in the primary UOM of the Shipped Item.

**UOM**

The unit of measure associated with the Shipped Quantity. This is the Primary UOM of the Shipped Item.

**Shipped Quantity in Secondary UOM**

The Quantity of the lot that was shipped to the customer, expressed in the secondary UOM of the Shipped Item.

### **Secondary UOM**

The unit of measure associated with the Quantity2 Shipped. This is the Secondary UOM of the Shipped Item.

### **Warehouse**

The code of the Warehouse from which the shipped lot was shipped.

## **Shared Ingredients On-Hand**

### **Business Question**

Some of the business questions answered by this worksheet are:

- What is the on-hand inventory of any lots that share ingredient lots with the questionable lots?
- What is the value of the questionable on-hand inventory that may be written off due to having shared an ingredient with a known defective Product lot?

This worksheet shows the on-hand balances of any lots that shared the one or more ingredient lots with the questionable lots that matched the query parameters. Query parameters are used to assemble a list of questionable lots from which to begin lot genealogy analysis. A Lot Source Raw Materials analysis is done, and for each of the raw material lots, a where-used analysis is done. The on-hand balances are listed for the resulting list of distinct lots.

This worksheet can be used when the most conservative path to inventory quarantine is taken. This is the most conservative, because it identifies all inventory that contains *any* ingredient lots that are contained in the questionable lot. Since it is unlikely that all of the ingredient lots were defective, this worksheet is used when you do not want to risk using defective material or when you do not know which ingredient lot was the source of a defect.

### **Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

### **Item**

Enter one or multiple Item numbers from the list of values (LOV).

**Lot**

Enter one of multiple Lot numbers from the LOV.

**Sublot**

Enter a valid Sublot number.

**Conditions**

This worksheet uses the following conditions:

- Only On-Hand Lots that share Source Lots with the Parameter-specified Lots will be listed.
- Only Warehouse Locations with non-zero balances will be listed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

**Page Items****Product**

The item number of the known defective lot. It is from this known lot that you can find the other Product lots that share ingredient lots with the known defective lot.

**Product Description**

The item Description of the known lot from which genealogies are traced.

**Product Lot**

The lot number of the known defective lot from which the worksheet's genealogy analysis begins.

**Product Sublot**

The subplot number of the known defective lot from which the worksheet genealogy analysis begins.

## **Column Dimensions**

### **On-Hand Item**

The Item number of the on-hand lot that was found to contain one or more of the same ingredient lots as does the Questionable Item Lot.

### **On-Hand Item Description**

The Item Description for of the On-Hand lot.

### **On-Hand Lot**

The Lot number of the On-Hand lot that was found to contain one or more of the same ingredient lots as does the Questionable Item Lot.

### **On-Hand Sublot**

The Sublot number of the On-Hand lot that was found to contain one or more of the same ingredient lots as does the Questionable Item Lot.

### **Warehouse**

The code of the Warehouse in which a lot was found that contains one or more of the same ingredient lots as does the Questionable Item Lot.

### **Location**

The Warehouse Location of the Warehouse in which a lot was found that contains one or more of the same ingredient lots as does the Questionable Item Lot.

### **On-Hand Quantity**

The On-Hand Quantity of the On-Hand Lot, expressed in the Primary UOM of the item.

### **UOM**

The UOM that the On-Hand Quantity is expressed in. It is the primary UOM of the On-Hand Item.

### **On-Hand Quantity in Secondary UOM**

The On-Hand Quantity of the On-Hand Lot, expressed in the Secondary UOM of the item.

**Secondary UOM**

The UOM that the On-Hand Quantity<sup>2</sup> is expressed in. It is the secondary UOM of the On-Hand Item.

**Shared Ingredients Shipments****Business Question**

Some of the business questions answered by this worksheet are:

- What lots have been shipped that share ingredient lots with the questionable lots?
- What is the value of lot shipments that may be recalled as a result of having shared an ingredient with a known defective Product lot?

This worksheet displays the shipments that have been made against any lot that contains any of the same ingredients as the questionable lots specified by the query parameters. Query parameters generate a list of questionable lots from which to begin analysis. A Lot Source Raw Materials analysis is performed, and for the resulting list, a where-used analysis is done. All shipments are then listed that have been made against the target lots of the where-used analysis.

**Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

**Item**

Enter one or multiple Item numbers from the list of values (LOV).

**Lot**

Enter one of multiple Lot numbers from the LOV.

**Sublot**

Enter a valid Sublot number.

**Conditions**

This worksheet uses the following conditions:

- Only Shipped Lots that share Source Lots with the Parameter-specified Lots will be listed.
- Only Shipped Lots with completed transactions are displayed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

## Page Items

### Product

This is the item number of the starting lot from which genealogy analysis begins. The detail area of the sheet will list shipment against lots that contain any of the same ingredients of the starting lot.

### Product Description

The Item Description of the known defective lot.

### Product Lot

The lot number of the lot that is known to be defective.

### Product Sublot

The sublot number of the lot that is known to be defective.

## Column Dimensions

### Customer

The customer number of the customer to whom a lot was shipped that contained the source lot in the Page Axis.

### Customer Name

The customer name of the customer to whom a lot was shipped that contained the source lot in the Page Axis.

### Shipped Item

The Item number of the lot that was shipped which contains the source lot in the Page Axis.



**Shipped Item Description**

The Item Description of the Shipped Item.

**Ship Date**

The date on which the Shipped Lot was shipped.

**Organization**

The sales organization associated with the Sales Order that the shipped lot was shipped against.

**Order**

The sales order number of the Sales Order that the shipped lot was shipped against.

**Shipped Lot**

The Lot number of the shipped lot that contains the source lot in the Page Axis.

**Shipped Sublot**

The Sublot number of the shipped lot that contains the source lot in the Page Axis.

**Warehouse**

The code of the Warehouse from which the Shipped Lot was shipped.

**Location**

The Warehouse Location from which the Shipped Lot was shipped.

**Shipped Quantity**

The Quantity of the shipped lot that was shipped, expressed in the Shipped Item's primary UOM.

**UOM**

The Primary UOM of the shipped Item.

**Shipped Quantity in Secondary UOM**

The Quantity of the shipped lot that was shipped, expressed in the Shipped Item's secondary UOM.

## **Secondary UOM**

The Secondary UOM of the shipped Item.

## **Resource Lot List**

### **Business Question**

One of the business questions answered by this worksheet is:

- What were the resource-associated lots (manufactured using a particular resource) during a time period?

This worksheet lists all lots that were produced by Production Batches in which one or more of the specified resources (as specified in the query parameters) were used. This worksheet is much like the Lot List worksheet in that it provides an understanding of the scope of lots at a particular level that may have been affected by a common cause (in this case by a particular resource). This would be done when a specific resource is defective (for example malfunctioning, out of calibration, contaminated, or maleficent).

### **Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

### **Item**

Enter one or multiple Item numbers from the list of values (LOV).

### **Organization**

Enter a valid Organization code from the LOV. For lots produced through manufacturing, using this parameter will limit the Lot List to only lots manufactured by the specified plant (organization).

### **Resource**

Enter a valid Resource Code from the LOV.

### **Lot Created Start Date**

Enter the minimum Lot Creation Date. Any lots created prior to this date will be filtered out.

**Lot Created End Date**

Enter the maximum Lot Creation Date. Any lots created after this date will be filtered out.

**Conditions**

This worksheet uses the following conditions:

- All lots that match the user-specified parameters will be listed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

**Page Items****Resource**

The resource code of the resource that was posted as used on the batch.

**Column Dimensions****Item**

The Item number of the Lot.

**Item Description**

The Item Description for the Product.

**Lot**

The Lot number of the lot that was output by a batch which used the Resource named in the Page Axis.

**Sublot**

The Sublot number of the lot that was output by a batch which used the Resource named in the Page Axis.

**Lot Creation Date**

The date on which the Lot was created by the batch which used the Resource.

**Grade**

The QC Grade of the Lot.

## Resource Lot Where-Used On-Hand

### Business Question

Some of the business questions answered by this worksheet are:

- What is the on-hand inventory of resource-associated lots and any lots where the resource-associated lots were used as ingredients?
- What is the value of questionable on-hand inventory that may be written off due to it or any of its ingredients having been processed by a defective resource.

This worksheet displays the on-hand balances for Product lots resulting from performing a where-used analysis on the questionable lots that were processed by a particular resource. The list of questionable lots is produced by the Resource Lot worksheet.

### Parameter Page

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

### Item

Enter one or multiple Item numbers from the list of values (LOV).

### Lot

The Lot number of the known defective lot from which the worksheet's genealogy analysis begins.

### Sublot

The Sublot number of the known defective lot from which the worksheet genealogy analysis begins.

### Conditions

This worksheet uses the following conditions:

- Only On-Hand Lots for which the Parameter-identified Lots are Source Lots will be listed.
- Only Warehouse Locations with non-zero balances will be listed.

- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

## **Page Items**

### **Source Item**

The Item number of the lot that is associated with the resource entered on the parameter form.

### **Source Item Description**

The Item Description of the Source Item.

### **Source Lot**

The Lot number of the lot that is associated with the resource entered on the parameter form.

### **Source Sublot**

The Sublot number of the lot that is associated with the resource entered on the parameter form.

## **Column Dimensions**

### **On-Hand Item**

The Item number of the lot containing the Source Lot.

### **On-Hand Item Description**

The Item Description of the lot containing the Source Lot.

### **On-Hand Lot**

The Lot number of the lot containing the source lot.

### **On-Hand Sublot**

The Sublot number of the lot containing the source lot.

### **On-Hand Quantity**

The on-hand balance, expressed in the On-Hand Item's primary UOM, of the On-Hand Lot in the Warehouse and Location noted.

### **UOM**

The primary UOM of the On-Hand Item.

### **On-Hand Quantity in Secondary UOM**

The on-hand balance, expressed in the On-Hand Item's secondary UOM, of the On-Hand Lot in the Warehouse and Location noted.

### **Secondary UOM**

The secondary UOM of the On-Hand Item.

### **Warehouse**

The Warehouse in which an on-hand balance of a lot containing the Source Lot was found.

### **Location**

The Warehouse Location in which an on-hand balance of a lot containing the Source Lot was found.

### **Security**

This worksheet uses Workbook level security.

## **Resource Lot Where-Used Shipments**

### **Business Question**

Some of the business questions answered by this worksheet are:

- What shipments have been made containing resource-associated lots and any lots where the resource-associated lots were used as ingredients?
- What is the value of lot shipments that may be recalled due to a defective manufacturing resource?

This worksheets isolates shipments that have been made against the lots listed in the Resource Lot worksheet or against any lots that may contain these lots directly or indirectly. In other words, the query parameters are used to isolate a list of lots that were processed by a named resource(s) within the specified date range. For each of the lots in that list, a Lot Where-Used Shipments analysis is done.

**Parameter Page**

Any parameter is optional, however you should always fill out at least one parameter. If you do not do this, the worksheet will attempt to load the lot genealogies for every available lot in history. This results in poor performance.

**Item**

Enter one or multiple Item numbers from the list of values (LOV).

**Lot**

The Lot number of the known defective lot from which the worksheet's genealogy analysis begins.

**Sublot**

The Sublot number of the known defective lot from which the worksheet genealogy analysis begins.

**Conditions**

This worksheet uses the following conditions:

- Only Shipped Lots for which the Parameter-identified Lots are Source Lots will be listed.
- Only Shipped Lots with completed transactions are displayed.
- All parameters set to the default value should be interpreted to mean that the Lot List will not be restricted according to that parameter.

**Page Items****Source Item**

The Item of the lot that is associated with the resource entered on the parameter form.

**Source Item Description**

The Item Description of the Source Item.

**Source Lot**

The Lot number of the lot that is associated with the resource entered on the parameter form.

**Source Sublot**

The Sublot number of the lot that is associated with the resource entered on the parameter form.

**Column Dimensions****Organization**

The sales organization associated with the Sales Order that the shipped lot was shipped against.

**Order No**

The sales order number of the Sales Order that the shipped lot was shipped against.

**Customer**

The customer number of the customer to whom a lot was shipped that contained the source lot in the Page Axis.

**Customer Name**

The customer name of the customer to whom a lot was shipped that contained the source lot in the Page Axis.

**Shipped Item**

The Item number of the lot that was shipped which contains the source lot in the Page Axis.

**Shipped Item Description**

The Item Description of the Shipped Item.

**Shipped Lot**

The Lot number of the shipped lot that contains the source lot in the Page Axis.

**Shipped Sublot**

The Sublot number of the shipped lot that contains the source lot in the Page Axis.

**Ship Date**

The date on which the Shipped Lot was shipped.



**Shipped Quantity**

The Quantity of the shipped lot that was shipped, expressed in the Shipped Item's primary UOM.

**UOM**

The Primary UOM of the shipped Item.

**Shipped Quantity in Secondary UOM**

The Quantity of the shipped lot that was shipped, expressed in the Shipped Item's secondary UOM.

**Secondary UOM**

The Secondary UOM of the shipped Item.

**Warehouse**

The code of the Warehouse from which the Shipped Lot was shipped.

**Location**

The Warehouse Location from which the Shipped Lot was shipped.

## OPM Margin Analysis Workbook

This topic explains OPM Margin Analysis workbook that helps you analyze margin by product, by order size and by customer, margin trend by customer, by product class, and by shipping location.

The following topics are covered:

- Margin by Product
- Margin by Product - Order Detail
- Margin Trend by Product - Graph
- Margin by Billing Customer
- Margin Trend by Billing Customer - Graph
- Margin by Customer - Order Detail
- Margin by Billing Address

- Margin by Shipping Address
- Margin by Top n Billing Customers
- Margin by Top n Products
- Margin by Top n Billing Customers by OU
- Margin by Top n Products by OU

## Margin By Product

### Business Question

One of the business questions answered by this worksheet is:

- How much margin my company is making from a product or a product class?

This worksheet displays revenues, cost of goods sold, margin and margin % for a product in a specified period. It allows you to drill in the Product, Period and Organization dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### Parameter Page

#### Operating Unit

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

#### Sales Company

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

#### Reporting Currency

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin value is negative, then display the row in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

**Sales Organization**

Indicates that the sales are made from this organization.

**Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

**Period**

Indicates the period within which the Ship date falls.

**Base Currency**

Indicates the base currency of the company.

**Row Dimensions****Sales Class**

Indicates the items sales classification code that identifies items with same characteristics and requirements.

**Item Number**

Displays the item code number as shown in the item master.

**Item Description**

Displays a brief description of the item.

**Column Dimensions**

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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**Shipping Company (Top axis)**

Represents the name of the company from which the goods have been shipped.

**Shipping Organization (Top axis)**

Represents the organization from which the goods have been shipped.

**Warehouse Shipped From (Top axis)**

Displays the name of the company from where the goods have been shipped.

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**Note:** The subsequent fields are data points that are repeated for every given shipped warehouse, shipped organization, for a shipped company selected as the parameters.

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**Revenue (A)**

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence convert it into the base currency of the sales organization.

**Margin (A - (B+C))**

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

**Margin%**

Indicates Margin percent calculated as:

Margin% = Margin / (Revenue - Discount) \* 100

## **Security**

This worksheet uses Organization and Operating level security.

## **Margin by Product - Order Detail**

### **Business Question**

Some of the business questions answered by this worksheet are:

- How much margin has been made from each sales order of a product?
- What is the trend of Margin form a product or a product class?

This worksheet displays a detail analysis showing the margin made from each sales order of a product in a specific time period.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### **Parameter Page**

#### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

#### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

#### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

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**Note:** Cost is retrieved for all periods that fall between the specified start year and end year.

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**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin of an Order Line is negative, display the cell in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

## Page Items

### Sales Class

Indicates the items sales classification code that identifies items with same characteristics and requirements.

### Item Number

Displays the item number and a description of the item.

### Fiscal Year

Indicates the fiscal year of the date when the material was shipped.

### Period Name

Indicates the period within which the Ship date falls.

### Base Currency

Indicates the base currency of the company.

## Column Dimensions

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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### Item Description

Displays a brief description of the item.

### Order No

Indicates the unique order number assigned to the sales order when it is created. You cannot edit this field.

### Order Date

Indicates the date the sales order was created.



**Billing Customer Number**

Indicates the customer code. This is unique key combination of customer number and company.

**Customer Name**

Indicates the customer name that is associated with the customer number.

**Order Quantity**

Displays the order quantity from the sales order in the sales order unit of measure.

**Order UOM**

Displays the shipment unit of measure.

**Revenue (A)**

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

**Margin (A - (B + C))**

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

### **Margin%**

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$$

### **Security**

This worksheet uses Organization and Operating unit level security.

## **Margin Trend by Product - Graph**

### **Business Question**

One of the business questions answered by this worksheet is:

- What is the trend of margin from a product or a product class?

This worksheet shows the margin trend of a product. You can compare the margin trend of two or more products.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### **Parameter Page**

#### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

#### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

#### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin of an Order Line is negative, display the cell in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

**Sales Organization**

Indicates that the sales are made from this organization.

**Base Currency**

Indicates the base currency of the company.

**Row Dimensions****Sales Class**

Indicates the items sales classification code that identifies items with same characteristics and requirements.

**Item Number**

Displays the item code number and a description of the item as shown in the item master.

**Item Description**

Displays a brief description of the item.

**Column Dimensions**

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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**Fiscal Year (Top axis)**

Indicates the fiscal year of the date when the material was shipped.

**Period Name (Top axis)**

Indicates the period within which the Ship date falls.

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**Note:** The subsequent field is a data point that is repeated for each given period selected for every reporting year selected as the parameters.

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### **Margin%**

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$$

### **Security**

This worksheet uses Organization and Operating unit level security.

## **Margin by Billing Customer**

### **Business Question**

- How much margin my company is making from a customer or a customer class?

This worksheet displays the revenue, cost of goods sold, and margin for a customer in a given time period. It allows you to drill in Customer dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, the PMI assumes a zero cost.

### **Parameter Page**

#### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

#### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

#### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin value is negative, then the display the row in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

**Sales Organization**

Indicates that the sales are made from this organization.

**Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

**Period**

Indicates the period within which the Ship date falls.

**Base Currency**

Indicates the base currency of the company.

**Row Dimensions**

**Customer Class**

Displays the customer classification code that was used to group this customer.

**Customer Number**

Displays the customer code.

**Customer Name**

Displays the customer name associated with the customer number.

**Column Dimensions**

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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**Shipping Company (Top Axis)**

Represents the name of the company to which the goods have been shipped.



**Shipping Organization (Top Axis)**

Represents the organization to which the goods have been shipped.

**Warehouse Shipped From (Top Axis)**

Displays the name of the company from where the goods have been shipped.

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**Note:** The subsequent fields are data points that are repeated for every given shipped warehouse, shipped organization, for a shipped company selected as the parameters.

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**Revenue (A)**

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

**Margin (A - (B+C))**

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

**Margin%**

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$$

### **Security**

This worksheet uses organization and operating unit level security.

## **Margin Trend by Billing Customer - Graph**

### **Business Question**

One of the business questions answered by this worksheet is:

- How much margin my company is making from a customer or a customer class?

This worksheet displays the trend of margin for a customer. You can compare the trend between two or more customers.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, the PMI assumes a zero cost.

### **Parameter Page**

#### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

#### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

#### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin value is negative, then the display the row in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

### **Sales Organization**

Indicates that the sales are made from this organization.

### **Base Currency**

Indicates the base currency of the company in which the sales are made.

### **Row Dimensions**

#### **Customer Class**

Displays the customer classification code that was used to group this customer.

#### **Billing Customer Number**

Displays the customer number of the billing customer.

### **Column Dimensions**

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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#### **Fiscal Year (Top Axis)**

Indicates the fiscal year of the date when the material was shipped.

#### **Period (Top Axis)**

Indicates the period within which the Ship date falls.

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**Note:** The subsequent field is a data point that is repeated for each given period for every reporting year selected as the parameters.

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#### **Margin%**

Indicates Margin percent calculated as:

$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$

**Security**

This worksheet uses organization and operating unit level security.

**Margin by Customer - Order Detail****Business Question**

- Which sales orders from a customer contribute more towards the margin?

This worksheet displays in detail the margin made from each sales order for a customer in a given period. It allows you to drill in the Customer and Period dimensions.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

**Parameter Page****Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

**Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

**Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

### **Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

### **Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

### **Exceptions**

The exception defined for this worksheet is, if the Margin value is negative, then display the column in Red color.

### **Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

### **Page Items**

#### **Customer Class**

Displays the customer classification code that was used to group this customer.

#### **Customer Number**

Displays the customer code.

#### **Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

**Period Name**

Indicates the period within which the Ship date falls.

**Base Currency**

Indicates the base currency of the company in which the sales are made.

**Column Dimensions**

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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**Customer Name**

Displays the customer name associated with the customer number.

**Order Date**

Indicates the date the sales order was created.

**Order No**

Indicates the unique order number assigned to the sales order when it is created. You cannot edit this field.

**Item Number**

Displays the item code number as shown in the item master.

**Item Description**

Displays a brief description of the item.

**Order Quantity**

Displays total quantity ordered that has been shipped in the order unit of measure.

**Order UOM**

Indicates the order unit of measure.

**Revenue (A)**

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

**Margin (A - (B + C))**

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

**Margin%**

Indicates Margin percent calculated as:

Margin% = Margin / (Revenue - Discount) \* 100

**Security**

This worksheet uses organization and operating unit level security.

## Margin by Billing Address

**Business Question**

- What is my company's revenue or margin based on geographic location by billing address?



This worksheet displays revenue, cost of goods sold and margin in a specific time frame for a product in different Geographic locations. This worksheet allows to drill in Product, Period, and Geography dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

## **Parameter Page**

### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

### **Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

### **Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin value is negative, then display the row in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

**Sales Organization**

Indicates that the sales are made from this organization.

**Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

**Period Name**

Indicates the period within which the Ship date falls.

**Base Currency**

Indicates the base currency of the company in which the sales are made.

## Row Dimensions

### Country

Indicates the country name to which the shipped goods are being billed.

### State

Indicates the state name within the country to where the shipped goods are being billed.

### City

Indicates the city name within the state to where the shipped goods are being billed.

## Column Dimensions

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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### Revenue (A)

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

### Discounts (B)

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

### Cost of Goods Sold (C)

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base

currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

### **Margin (A - (B + C))**

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

### **Margin%**

Indicates Margin percent calculated as:

Margin% = Margin / (Revenue - Discount) \* 100

### **Security**

This worksheet uses organization and operating unit level security.

## **Margin by Shipping Address**

### **Business Question**

- What is my company's revenue or margin based on geographic location by shipping address?

This worksheet displays revenue, cost of goods sold and margin in a specific time frame for a product in different Geographic locations. This worksheet allows to drill down in Product, Period, and Geography dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### **Parameter Page**

### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

**Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

**Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Exceptions**

The exception defined for this worksheet is, if the Margin value is negative, then display the row in Red color.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.

- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.

## Page Items

### **Sales Company**

Indicates that the sales are made from this company.

### **Sales Organization**

Indicates that the sales are made from this organization.

### **Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

### **Period Name**

Indicates the period within which the Ship date falls.

### **Base Currency**

Indicates the base currency of the company in which the sales are made.

## Row Dimensions

### **Country**

Indicates the country name to which the goods are being shipped.

### **State**

Indicates the state name within the country to where the goods are being shipped.

### **City**

Indicates the city name within the state to where the goods are being shipped.

## Column Dimensions

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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### Revenue (A)

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

### Discounts (B)

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

### Cost of Goods Sold (C)

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

### Margin (A - (B + C))

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

### Margin%

Indicates Margin percent calculated as:

Margin% = Margin / (Revenue - Discount) \* 100

## **Security**

This worksheet uses organization and operating unit level security.

## **Margin by Top n Billing Customers**

### **Business Question**

- What are my top n customer based on margin?

This worksheet displays customer number, name, revenue, cost of goods sold, and margin for top n customers in a fiscal year. The top n customer list is based on margin. It allows you to drill in Organization and Period dimension to view different set of top n customers.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

This worksheet displays data from OPM Order Fulfillment.

### **Parameter Page**

#### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

#### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

#### **Top n Customers**

Indicate the number of top billing customers you would like to view based on margin.

#### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.



**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.
- A function would validate whether a product is in Top n List. See Supply Chain Analysis Workbook for more details.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

**Sales Organization**

Indicates that the sales are made from this organization.

**Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

**Period Name**

Indicates the period within which the Ship date falls.

**Base Currency**

Indicates the base currency of the company in which the sales are made.

**Row Dimensions****Customer No**

Displays the customer code.

**Customer Name**

Displays the customer name associated with the customer number.

**Column Dimensions**

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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**Revenue (A)**

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as

Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

**Margin (A - (B + C))**

Indicates the margin calculated as:

$$\text{Margin} = \text{Revenue} - \text{Discount} - \text{Costs of Goods Sold}$$

**Margin%**

Indicates Margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$$

**Security**

This worksheet uses organization and operating unit level security.

## Margin by Top n Product

**Business Question**

Some of the business questions answered by this worksheet are:

- What are my top n products based on margin?

This worksheet displays the total order quantity, revenue, cost of goods sold, and margin for top n products in a fiscal year. The top n products are based on margin or revenue. This worksheet allows drilling in Organization and Period Dimension to view different set of top products.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

## **Parameter Page**

### **Operating Unit**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

### **Sales Company**

A company is a operating unit that maintains a balanced set of books. Enter percentage (%) to display OPM data.

### **Top n Products**

Indicate the number of top products you would like to view based on margin.

### **Reporting Currency**

Indicate the reporting currency of the company. If the Reporting currency is other than the Base currency of the company, then PMI converts the Revenue, Discount cost, and Margin values into the Reporting currency.

### **Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

### **Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

For example, if you want to analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

### **Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for Items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
Ship Date should fall within the Reporting Year and Period.
- Sales Company IN :Sales Company  
Sales Company should be equal to the Sales Company parameter.
- A function would validate whether a product is in Top n List. See Supply Chain Analysis Workbook for more details.

**Page Items****Sales Company**

Indicates that the sales are made from this company.

**Sales Organization**

Indicates that the sales are made from this organization.

**Fiscal Year**

Indicates the fiscal year of the date when the material was shipped.

**Period**

Indicates the period within which the Ship date falls.

**Base Currency**

Indicates the base currency of the company in which the sales are made.

**Row Dimensions****Item Number**

Displays the item code number and a description of the item as shown in the item master.

**Item Description**

Displays a brief description of the item.

## Column Dimensions

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**Note:** There is an empty column at the end of each row. When you see an asterisk in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it has been assumed to be zero. You must not move this column to anywhere else (such as to the Page Item).

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### Revenue (A)

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure (UOM) conversions. The revenue does not exclude the returned quantity.

### Discounts (B)

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and Charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as Tax and Freight. If any charge has been made for the whole order, then it is distributed amount each order line using the Weighted Average Method.

### Cost of Goods Sold (C)

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then OPM Intelligence converts it into the base currency of the sales organization.

### Margin (A - (B + C))

Indicates the margin calculated as:

Margin = Revenue - Discount - Costs of Goods Sold

### Margin%

Indicates Margin percent calculated as:

Margin% = Margin / (Revenue - Discount) \* 100

**Security**

This worksheet uses organization and operating unit level security.

**Margin by Top n Billing Customers by OU****Business Question**

- Who are the top n customers for a operating unit in a fiscal year?

This worksheet displays customer number, name, revenue, cost of goods sold, and margin for the top n customers by operating unit in a fiscal year. The top n customer list is based on margin. It lets drilling in Period dimension to view different sets of top n customers.

Ensure that all actual and standard costs are processed using the Actual Cost process and Standard Cost rollup, respectively. The Cost Update process is run before using this worksheet. If the cost is not available for a period, then PMI assumes a zero cost.

**Parameter Page****Operating Unit Name**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

**Top n Customers**

Indicate the number of top billing customers you would like to view based on margin.

**Reporting Currency**

Indicate the reporting currency of the company. If the reporting currency is other than the base currency of the company, then PMI converts the revenue, discount cost, and margin values into the reporting currency.

**Reporting Year**

Select a valid fiscal year to indicate the reporting year value. You can select one or multiple years to analyze the data corresponding to selected years.

### **Reporting Period**

Specify a valid period for the company in the selected fiscal year. You can select one or multiple periods to analyze the corresponding value.

For example, analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

### **Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

### **Exceptions**

If the margin is less than or equal to zero, then display the value in red.

### **Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
The ship date must fall within the reporting year and period.
- Operating Unit Name =: Operating Unit Name  
An operating unit must be equal to the operating unit specified in the parameter.
- A function validates whether a customer is in the top n list by the operating unit.

### **Page Items**

#### **Operating Unit Name**

Displays the selected operating unit.

#### **Fiscal Year**

Indicates the fiscal year when the material was shipped.



**Period Name**

Indicates the period within which the ship date falls.

**Base Currency**

Indicates the base currency of the company in which the sales are made.

**Row Dimensions**

**Customer Number**

Displays the customer code.

**Customer Name**

Displays the customer name associated with the customer number.

**Column Dimensions**

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**Note:** There is an empty column at the end of each row. When an asterisk displays in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it is assumed to be zero. Do not move this column.

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**Revenue (A)**

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and charges are defined based on the customer or customer class and item or item class. Other charges include discounts and allowances related to sales. It does not include miscellaneous charges such as tax and freight. If any charge has been made for the whole order, then it is distributed for each order line using the weighted average method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base

currency of the sales organization, then PMI converts it into the base currency of the sales organization.

### **Margin (A- (B + C))**

Indicates the margin calculated as:

$$\text{Margin} = (\text{Revenue} - (\text{Discount} + \text{Costs of Goods Sold}))$$

### **Margin%**

Indicates margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$$

### **Security**

This worksheet uses the organization and operating unit level security.

## **Margin by Top n Products by OU**

### **Business Question**

Some of the business questions answered by this worksheet are:

- What are my top n products for an operating unit (OU) in a fiscal year?

This worksheet displays the total order quantity, revenue, cost of goods sold, and margin for specified number of top products by operating unit in a fiscal year. The specified number products are listed based on margin or revenue. This worksheet lets drilling in Period Dimension to view different sets of top products.

Ensure that all actual costs and standard costs are processed using the Actual Cost process and Standard Cost rollup, respectively. The Cost Update process is run before using this worksheet. If the cost is not available for a period, then PMI assumes a zero cost.

### **Parameter Page**

#### **Operating Unit Name**

Specify an operating unit. An operating unit is an organizational entity that encompasses multiple inventory organizations. Each operating unit belongs to a legal entity.

**Cost Method**

Specifies which cost method to be used for calculating cost of goods sold. It can be based on either process formulas, routings, and assigned costs (various types of Standard Cost) or on receipts, production batches, and invoice expenses for items (various types of Actual Cost). This helps you simulate cost of sales and margin based on any cost method of your choice.

**Top n Products**

Indicate the number of top products to view based on margin.

**Reporting Currency**

Indicate the reporting currency of the company. If the reporting currency is other than the base currency of the company, then PMI converts the revenue, discount cost, and margin values into the reporting currency.

**Reporting Year**

Select a valid fiscal year to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify a valid period for the company in the selected fiscal year. You can either select one period or multiple periods to analyze the corresponding value.

For example, analyze and compare data from three years for the period January, then select three years in the Reporting Year parameter and select the period January in the Reporting Period parameter.

**Exceptions**

If the Margin is less than or equal to zero, then display the value in red.

**Conditions**

This worksheet uses the following condition:

- Fiscal Year IN (:Fiscal Year) AND Period Name IN (:Period Name)  
The ship date must fall within the reporting year and period.
- Operating Unit Name =: Operating Unit Name  
An operating unit must be equal to the operating unit specified in the parameter.

- A function would validate whether a product is in the top n list by the operating unit.

## Page Items

### Operating Unit Name

Displays the selected operating unit.

### Fiscal Year

Indicates the fiscal year of the date when the material was shipped.

### Period Name

Indicates the period within which the ship date falls.

### Base Currency

Indicates the base currency of the company in which the sales are made.

## Row Dimensions

### Item Number

Displays the item code number and a description of the item as shown in the Item Master.

### Item Description

Displays a brief description of the product.

## Column Dimensions

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**Note:** There is an empty column at the end of each row. When an asterisk displays in this column for a row, it indicates that the exchange rate was not available for some transactions from base currency to reporting currency and it is assumed to be zero. Do not move this column.

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### Revenue (A)

Displays the extended price based on the shipped quantity from the order line item. This is the shipped quantity multiplied by the unit price with the appropriate unit of measure conversions. The revenue does not exclude the returned quantity.

**Discounts (B)**

These are other charges related to a sales order. Line item discounts and charges are based on the items being charged. Discounts and charges are defined based on customer or customer class and item or item class. Other charges include discounts and allowances related to a sales. It does not include miscellaneous charges such as tax and freight. If any charge has been made for the whole order, then it is distributed amount each order line using the weighted average method.

**Cost of Goods Sold (C)**

Indicates the total cost of goods sold converted into the base currency of the revenue. If the base currency of the shipping organization is different from the base currency of the sales organization, then PMI converts it into the base currency of the sales organization.

**Margin (A - (B + C))**

Indicates the margin calculated as:

$$\text{Margin} = (\text{Revenue} - (\text{Discount} + \text{Costs of Goods Sold}))$$

**Margin%**

Indicates margin percent calculated as:

$$\text{Margin\%} = \text{Margin} / (\text{Revenue} - \text{Discount}) * 100$$

**Security**

This worksheet uses the organization and operating unit level security.

## OPM Production Analysis Workbook

This topic explains OPM Production Analysis Workbook that facilitates measuring Production Efficiency of a plant or an organization for a given time period. It also helps you to analyze Yield and Consumption pattern of a plant due to changes in Formula and Routings, quality of the goods produced from a plant over a period of time and to see the trend and reason for any late completed batches and performance analysis of resources.

The following topics are covered:

- Production Variance Plan Vs. Actual

- Production Variance - Batch Detail
- Formula and Routing Analysis
- Batch Status Analysis
- Late Completed Batches
- Late Completed Batches - Activity Detail
- Production Analysis by Grade
- Production Quality Analysis
- Production Quality Analysis - Batch Detail
- Resource Usage Vs. Plan
- Plant Efficiency
- Production Efficiency: By Product
- Production Efficiency Trend Graph

## Plan Vs. Actual Production Variance

### Business Question

One of the business questions answered by this worksheet is:

- What is the production yield variance for a particular product in a given time period?

This worksheet displays Plan Yield Value, Actual Yield Value, and the variance of a plant in a given time period. It allows you to drill in Product, Period, and Organization dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### Parameter Page

#### Company Code

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

**Conditions**

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Reporting Period) OR '%' = :Reporting Period)  
Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.
- FISCAL\_YEAR IN (:Reporting Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Company Code)  
Company should be equal to the company specified in the Company Code parameter.

**Page Items****Company**

A company is a operating unit that maintains a balanced set of books.

**Plant**

Displays the plant ID code.

**Base Currency**

Indicates the base currency of the company.

## Row Dimensions

### Planning Class

Indicates the item planning classification codes that identify the items with the same characteristics and requirements.

### Item Number

Displays the item code number.

### Description

Displays a brief description of the item.

## Column Dimensions

### Year (Top axis)

Displays the fiscal years that have been selected in the Reporting Year parameter.

### Period Name (Top axis)

Displays the periods that have been selected in the Reporting Period parameter.

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**Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

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### Plan Yield Value

Indicates the total value of the production planned quantity. The plan yield value is is calculated as planned quantity multiplied by the unit cost.

### Actual Yield Value

Indicates the total value of the actual production quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

### Variance (Plan - Actual)

Displays the production variance calculated as the planned yield value minus the actual yield value.



**% Variance**

Displays the production variance in percent value. This is calculated as:

$$\text{Variance \%} = (\text{Variance} / \text{Plan Yield Value}) * 100$$

**Security**

This worksheet uses Organization level security.

**Plan Vs. Actual Yield - Batch Detail****Business Question**

One of the business questions answered by this worksheet is:

- How is the performance of individual batches in a given time period?

This worksheet displays the performance of each batch of a particular product in a specified time period. This allows drilling in product, period and organization dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

**Parameter Page****Company Code**

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

## Conditions

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Reporting Period) OR '%' = :Reporting Period)  
Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.
- FISCAL\_YEAR IN (:Reporting Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Company Code)  
Company should be equal to the company specified in the Company Code parameter.

## Page Items

### Company

A company is a operating unit that maintains a balanced set of books.

### Base Currency

Indicates the base currency of the company.

### Plant

Displays the plant ID code. This is the production organization in which the batch is run.

### Year

Displays the fiscal years that have been selected in the Reporting Year parameter.

### Period Name

Displays the periods that have been selected in the Reporting Period parameter.

### Item Class

Represents the item classification code.

## Column Dimensions

### **Product**

Represents a unique, alphanumeric name or designation for any product, by-product, or co-product which are produced from a batch.

### **Product Description**

A detailed description of the product.

### **Batch Number**

Indicates the unique batch number.

### **Formula**

Represents the formula code on which the batch is based.

### **Formula Version**

Indicates the version number of the formula.

### **Routing**

Indicates the routing ID number.

### **Routing Version**

Indicates the version number of the routing.

### **Plan Yield Value**

Indicates the total value of the production planned quantity. The plan yield value is calculated as planned quantity multiplied by the unit cost.

### **Actual Yield Value**

Indicates the total value of the actual production quantity. The actual yield value is calculated as the actual quantity multiplied by the unit cost.

### **Variance (Plan - Actual)**

Displays the production variance calculated as the planned yield value minus the actual yield value.

**% Variance**

Displays the production variance in percent value. This is calculated as:

Variance % = (Variance / Plan Yield Value) \* 100

**Plan Start Date**

Displays the date you plan the batch to start.

**Actual Start Date**

Displays the actual start date of the batch.

**Plan Completion Date**

Displays the date you plan the batch to complete.

**Actual Completion Date**

Displays the actual completion date of the batch.

**Security**

This worksheet uses Organization level security.

## Formula and Routing Analysis

**Business Question**

One of the business questions answered by this worksheet is:

- How does the Consumption pattern of a plant varies due to changes in Formula and Routings?

This worksheet displays analysis of the Yield versus Usage Ratio and material efficiency of a specified formula and routing in a given time period for a specific plant. You can drill down in Period and Organization dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

## Parameter Page

### Company Code

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

### Reporting Year

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

### Reporting Period

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

### Conditions

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Reporting Period) OR '%' = :Reporting Period)  
Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.
- FISCAL\_YEAR IN (:Reporting Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Company Code)  
Company should be equal to the company specified in the Company Code parameter.

## Page Items

### Company

A company is a operating unit that maintains a balanced set of books.

### Year

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

**Period**

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

**Item Class**

Represents the item classification code.

**Item Number**

Displays the item number of product, co-product, and by-product.

**Description**

Displays a brief description of the item.

**Row Dimensions****Formula**

Represents the formula code on which the batch is based.

**Formula Version**

Indicates the version number of the formula.

**Column Dimensions****Routing (Top axis)**

Indicates the routing ID number.

**Routing Version (Top axis)**

Indicates the version number of the routing.

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**Note:** The subsequent fields are data points that are repeated for each given version number for every routing selected.

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**Plan Yield versus Usage Value**

Displays the ratio of the Plan Yield Value and Planned Ingredient Usage value.

**Actual Yield versus Usage Value**

Displays the ratio of the Actual Yield Value and the Actual Ingredient Usage Value.

**Material Efficiency**

The material efficiency is calculated as:

Material Efficiency = (Plan Yield vs. Usage / Actual Yield vs. Usage) \* 100

**Security**

This worksheet uses Organization level security.

**Late Completed Batches****Business Question**

One of the business questions answered by this worksheet is:

- How many batches were completed late in a given time period? What are the reason?

This worksheet shows the percentage of late completed batches for a product in a given time period. It allows drilling in period, organization and time dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

**Parameter Page****Company Code**

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

### **Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

### **End of First Time Bracket**

Displays the number of batches which are late between zero (0) and n1 day range.

### **End of Second Time Bracket**

Displays the number of batches which are late between n1 and n2 day range.

### **Conditions**

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Reporting Period) OR '%' = :Reporting Period)  
Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.
- FISCAL\_YEAR IN (:Reporting Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Company Code)  
Company should be equal to the company specified in the Company Code parameter.

### **Page Items**

#### **Company**

A company is a operating unit that maintains a balanced set of books.

#### **Base Currency**

Displays the currency of the company.

#### **Plant**

Displays the plant ID code. This is the production organization in which the batch is run.



**Item Class**

Represents the item classification code.

**Item Number**

Displays the item code number.

**Row Dimensions****Year**

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

**Period**

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

**Column Dimensions****Total Batches Completed**

Indicates the number of total batches produced in a given time period.

**Late Batches**

Indicates the number of batches that were completed late. Which means that these batches have their actual completion date greater than the planned completion date.

**% Late Batch**

Indicates the number of batches that were completed late represented in percent value.

**Total Yield Value**

Indicates the production yield value of the late batches. This is calculated as the Late Batch Quantity multiplied by the Unit Cost.

**Late Batch Yield Value**

This is the yield value of the late batches.

### **Late Between 0 to First Time Bucket Days**

Displays the number of batches that are late between zero and first time bucket days. These days are calculated as the Actual Completion date minus the Planned Completion date.

### **Late Between First and Second Time Bucket Days**

Displays the number of batches that are late between first and second time bucket days. These days are calculated as the Actual Completion date minus the Planned Completion date.

### **Greater than Second Time Bucket Days**

Displays the number of batches that are late greater than second time bucket days. These days are calculated as the Actual Completion date minus the Planned Completion date.

### **Security**

This worksheet uses Organization level security.

## **Late Completed Batches - Activity Detail**

### **Business Question**

One of the business questions answered by this worksheet is:

- Which are the resources responsible for a batch to be completed late?

This worksheet provides the Activity detail of a late completed batch. This helps you find any bottleneck resources.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### **Parameter Page**

### **Company Code**

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

**Exceptions**

The exceptions defined for this worksheet are:

- Deviation from Plan (Days  $\geq$  0.0000001  
If the Deviation from Plan (Days) is positive, then highlight the column in Red color.

- Resource Efficiency <= 0.9999

If the Resource Efficiency is less than equal to 1, then highlight the column in Red color.

### Conditions

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Operating Period) OR '%' = :Operating Period)  
Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.
- FISCAL\_YEAR IN (:Reporting Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Company Code)  
Company should be equal to the company specified in the Company Code parameter.
- BATCH\_ACTUAL\_CMPLT\_DATE > BATCH\_EXPCT\_CMPLT\_DATE  
Actual Batch Completion Date should be greater than the Expected Batch Completion Date.

### Page items

#### Company

A company is a operating unit that maintains a balanced set of books.

#### Plant

Displays the plant ID code. This is the production organization in which the batch is run.

#### Year

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

**Period**

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

**Product**

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

**Description**

Displays a brief description of the product.

**Column Dimensions****Batch Number**

Indicates the unique batch number.

**Batch Step Number**

Indicates the batch step number.

**Activity**

The activity performed by the operation.

**Resources**

Displays resource used for the activity.

**Plan Start Date**

Displays the date you plan the operation to start.

**Actual Start Date**

Displays the actual start date of the operation.

**Plan Completion Date**

Displays the date you plan the operation to complete.

**Actual Completion Date**

Displays the actual completion date of the batch.

**Deviation from Plan (Days)**

Indicates the number of days the operation was delayed to be completed. This field is calculated as Actual Completion date minus the Plan Completion date.

**Plan Resource Usage**

Displays the planned amount of resource usage to be used to perform the activity on the operation line.

**Actual Resource Usage**

Displays the actual amount of resource used to perform the activity on the operation line.

**Usage UOM**

Displays the unit of measure in which the quantity is represented.

**Resource Efficiency**

This is calculated as:

Resource Efficiency = ((Output Qty / Actual Time Taken) / (Plan Qty / Schedule Time)) \* 100

**Security**

This worksheet uses Organization level security.

## Batch Status Analysis

**Business Question**

One of the business questions answered by this worksheet is:

- How many batches were Plan to Start, Plan to Complete, Actual Start, and Actual Complete, Cancel or Closed in a given time period for a specific plant or company?

This worksheet analyzes different status of the business for a particular plant in a given time period. It displays the number of batches that were planned to start and planned to complete, actually started and actually completed along with the number of batches that were canceled or closed.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

## **Parameter Page**

### **Company Code**

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

### **Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

### **Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

### **Conditions**

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Status Period) OR '%' = :Status Period)  
Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.
- FISCAL\_YEAR IN (:Reporting Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Company Code)  
Company should be equal to the company specified in the Company Code parameter.

## **Page Items**

### **Company**

A company is a operating unit that maintains a balanced set of books.

### **Plant**

Displays the plant ID code. This is the production organization in which the batch is run.

### **Planning Class**

Indicates the item planning classification codes that identify the items with the same characteristics and requirements.

### **Item Number**

Displays the item code number.

### **Description**

Displays a brief description of the item.

## **Row Dimensions**

### **Year**

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

### **Period**

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

## **Column Dimensions**

### **Batch Status (Top axis)**

Displays the status of the batches. The valid values are Plan Start, Actual Start, Plan Complete, Actual Complete, Cancel, and Close.



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**Note:** The subsequent field is data points that is repeated for each given batch status value.

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### **No of Batches**

Displays the total number of batches that fall under particular batch status.

### **Security**

This worksheet uses Organization level security.

## **Production Analysis by Grade**

### **Business Question**

One of the business questions answered by this worksheet is:

- What are the grades of an item produced in a plant for a given time period?

This worksheet displays the different grades of quality produced for a product in a particular plant and in a given time period. It allows you to drill by organization, product, and period dimension.

Ensure that all actual costs and standard costs are processed using the actual cost process and standard cost rollup respectively and cost update process is run before using this worksheet. In the case where cost is not available for a period, PMI assumes a zero cost.

### **Parameter Page**

#### **Company Code**

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

#### **Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

**Conditions**

This worksheet uses the following condition:

- COMPANY\_CODE IN (:Trans Company)  
Company should be equal to the company specified in the Company Code parameter.
- FISCAL\_YEAR IN (:Trans Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- (PERIOD\_NAME IN (:Trans Period) OR '%' = :Trans Period)  
Periods should be equal to the period specified in the Transaction Period parameter. The percent sign (%) indicates all periods.

**Page Items****Company**

A company is a operating unit that maintains a balanced set of books.

**Plant**

Displays the plant ID code. This is the production organization in which the batch is run.

**Planning Class**

Indicates the item planning classification codes that identify the items with the same characteristics and requirements.

**Product**

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

**Description**

Displays a brief description of the product.

**Base Currency**

Indicates the base currency of the company.

**Row Dimensions****Year**

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

**Period**

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

**Column Dimensions****Grade (Top axis)**

Displays the quality control grade of the lot, if the item is grade-controlled.

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**Note:** The subsequent field is a data point that is repeated for each given grade.

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**Production Yield Value**

Displays the production yield value of a particular grade. This is calculated as the Yield Quantity minus the Unit Cost.

When the batch is completed, the transaction in the inventory transaction table does not reflect the correct grade of the product. PMI takes the Production Grade of the product from the grade immediate transaction by selecting the right transaction using the Reason Code. You can use the profile option PMI: Reason Code for Production Grade Change for this purpose.

**Security**

This worksheet uses Organization level security.

## Production Quality Analysis

### Business Question

One of the business questions answered by this worksheet is:

- Which plant or warehouse is consistently producing better quality product. If not, why?

This worksheet displays the number of times a batch was sampled, adjusted, and the rate of success. It allows you to drill by organization, product, and period dimension.

### Parameter Page

#### Company Code

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

#### Reporting Year

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

#### Reporting Period

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

#### Conditions

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Batch QC Period) OR '%' = :Batch QC Period)

Periods should be equal to the batch quality control period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.

- FISCAL\_YEAR IN (:Batch Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Effi\_Company)  
Company should be equal to the company specified in the Company parameter.

## Page Items

### Company

A company is an operating unit that maintains a balanced set of books.

### Plant

Displays the plant ID code. This is the production organization in which the batch is run.

### Planning Class

Indicates the item planning classification codes that identify the items with the same characteristics and requirements.

### Product

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

### Description

Displays a brief description of the product.

## Row Dimensions

### Year

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

### Period

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

## **Column Dimensions**

### **Batches Completed**

Displays the number of batches produced for a product in a given time period.

### **QC Tested**

Displays the number of batches that have undergone quality control tests.

### **Samples Taken**

Displays the number of samples taken for the batch.

### **Samples Completed**

Displays the number of samples that have completed testing.

### **Samples Passed**

Displays the number of samples that passed the quality control testing.

### **Pass%**

Displays the number of batches that have passed the quality control sample testing in percent value.

### **Number of Times Batch Adjusted**

Displays the number of times the batch was adjusted. Once the batch is completed, if any new ingredient is added or any ingredient is changed then that batch is considered to have been adjusted. In PMI, the adjustment transaction is identified by a reason code which is defined as a profile option PMI: Reason Code for Batch Adjustment.

### **Adjust %**

Displays the number of times a batch is adjusted in percent value.

### **Security**

This worksheet uses Organization level security.

## Production Quality - Batch Detail

### Business Question

One of the business questions answered by this worksheet is:

- Which batch steps need more quality control operation compared to others?

This worksheet displays the detail information of all the samples drawn against each routing steps of all the batches which are produced for a product in a given time period. You would probably access this worksheet from the Production Quality Analysis worksheet.

### Parameter Page

#### Company Code

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

#### Reporting Year

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

#### Reporting Period

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

#### Exceptions

The exceptions defined for this worksheet are:

- If Accept=Fail, then highlight the column in Red color.
- If Accept=Pass, then highlight the column in Green color.

#### Conditions

This worksheet uses the following condition:

- COMPANY\_CODE IN (:QCResult Company)

Company should be equal to the company specified in the Company Code parameter.

- FISCAL\_YEAR IN (:QCResult Year)

Fiscal Year should be equal to the year specified in the Reporting Year parameter.

- (PERIOD\_NAME IN (:QCResult Period) OR '%' = :QCResult Period)

Periods should be equal to the period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.

## Page Items

### Company

A company is a operating unit that maintains a balanced set of books.

### Plant

Displays the plant ID code. This is the production organization in which the batch is run.

### Fiscal Year

Displays the fiscal years of the batch completion date that have been selected in the Reporting Year parameter.

### Period

Displays the periods of the batch completion date that have been selected in the Reporting Period parameter.

### Product

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

### Description

Displays a brief description of the product.



## **Column Dimensions**

### **Batch Number**

Indicates the unique batch number.

### **Batch Adjustments**

Displays the number of times batch was adjusted to pass the quality control test.

### **Routing Number**

Represents the unique routing number used for the batch.

### **Routing Version**

Displays the version number of the routing.

### **Routing Step Number**

Represents the unique routing step number.

### **Operation**

Displays the operation ID code associated with the routing step.

### **Sample**

Displays the sample number for which the result is displayed.

### **Sample Status**

Displays the current status of the sample test.

### **Result Date**

Indicates the date the sample was tested.

### **Assay**

Indicates the code name used to represent the assay.

### **Assay UOM**

Displays the quality control unit of measure set up for the assay.

**Minimum Specification**

Displays the minimum specification value that is acceptable to meet specification requirements.

**Maximum Specification**

Displays the specification maximum value that is acceptable to meet specification requirements.

**Target Specification**

Displays the target value specified within the specification limits.

**Result**

Depending on the assay type, the result is entered as a comment or observation.

**Accept**

Indicates whether the test has been accepted or not.

**Security**

This worksheet uses Organization level security.

## Resource Usage Vs. Plan

**Business Question**

One of the business questions answered by this worksheet is:

- What is the trend of Production Usage compared to the Planned Usage?

This worksheet displays the available resource, planned resource usage, actual resource usage for a particular resource in a given time period. It allows you to drill by organization and period dimension.

**Parameter Page****Company Code**

Displays the company code. You can select either one or multiple company code from the list of values (LOV).

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

**Conditions**

This worksheet uses the following condition:

- COMPANY\_CODE IN (:OPM Company Code)  
Company should be equal to the company specified in the Company Code parameter.
- FISCAL\_YEAR IN (:OPM Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- (PERIOD\_NAME IN (:Operation Period) OR '%' = :Operation Period)  
Periods should be equal to the operation period specified in the Reporting Period parameter. The percent sign (%) indicates all periods.

**Page Items****Resource Class**

Represents the code for the resource classification.

**Resource**

Displays resource used for the product in batches within the warehouse, calendar, and period.

**Description**

Displays a description of the resource.

**Usage UOM**

Represents the unit of measure in which the available resource is displayed.

## Row Dimensions

### Company

A company is a operating unit that maintains a balanced set of books.

### Plant

Displays the plant ID code. This is the production organization in which the batch is run.

## Column Dimensions

### Year (Top axis)

Displays the fiscal years that have been selected in the Reporting Year parameter.

### Period (Top axis)

Displays the periods that have been selected in the Reporting Period parameter.

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**Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

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### Plan Resource Usage

Displays the planned amount of resource to be used to perform the activity on the operation line.

### Actual Resource Usage

Displays the actual amount of resource used to perform the activity on the operation line.

### Resource Variance

This is calculated as:

Resource Variance = (Actual Usage / Plan Usage) \* 100

### Security

This worksheet uses Organization level security.

## Production Efficiency: by Plant

### Business Question

One of the business questions answered by this worksheet is:

- How efficiently a given plant is producing a particular product? What is the trend?

This worksheet displays the production efficiency and material efficiency of a plant for a given time period. It allows you to drill by organization and Period dimension.

### Parameter Page

#### Company Code

Select the company code. You can select either one or multiple company code from the list of values (LOV).

#### Reporting Year

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

#### Reporting Period

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

#### Production Schedule

Specify the Schedule code that will be used to find the shop calendars associated to the plants. These calendars are used for calculating the duration of the batches.

### Exceptions

The exceptions defined for this worksheet are:

- If the Production Efficiency is less than or equal to 10%, then highlight the column in Red color.
- If the Material Efficiency is less than or equal to 10%, then highlight the column background in Red color.

**Conditions**

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Effi\_Period)  
Periods should be equal to the period specified in the Transaction Period parameter.
- FISCAL\_YEAR IN (:Effi\_Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Effi\_Company)  
Company should be equal to the company specified in the Company Code parameter.

**Row Dimensions****Company**

A company is a operating unit that maintains a balanced set of books.

**Plant**

Displays the plant ID code. This is the production organization in which the batch is run.

**Column Dimensions****Year (Top axis)**

Displays the fiscal years that have been selected in the Reporting Year parameter.

**Period (Top axis)**

Displays the periods that have been selected in the Reporting Period parameter.

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**Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

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**Production Efficiency**

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

Production Efficiency = (Actual Qty Produced / Actual Time Taken) / (Standard Qty / Standard Time)

Where:

**Actual Qty Produced** represents the actual quantity the plant has produced.

**Actual Time Taken** indicates the effective hours between the actual start date and the actual completion date of the batch. In OPM, Sop Calendars are associated to the Plants for Planning schedule. There could be multiple schedules for the same plant which meant that there were multiple calendars for one plant. Therefore, in PMI a parameter Schedule has been provided that helps you define which calendar should be used to calculate the Effective Batch Time. You can define a new schedule for PMI and attach calendars to the Plants.

**Standard Qty** indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

**Standard Time** is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each batch and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

**Material Efficiency**

Material Efficiency is calculated as:

Material Efficiency = (Actual Yield Value / Actual Usage Value) / (Plan Yield Value / Plan Usage Value)

Where:

**Actual Yield Value** is calculated as Actual Batch Quantity multiplied by the Unit Cost.

**Actual Usage Value** represents the total value of the raw material used by the batch.

**Plan Yield Value** is calculated as the Plan Batch Quantity multiplied by the Unit Cost.

**Plan Usage Value** represents the total value of the raw material used by the batch.

### **Security**

This worksheet uses Organization level security.

## **Production Efficiency: By Product**

### **Business Question**

Some of the business questions answered by this worksheet are:

- What is the production efficiency of a plant for a given period?
- What is the material efficiency of a plant for a given period?

This worksheet displays the production efficiency and material efficiency of a plant for a given time period. It allows you to drill by Product and Period dimension.

### **Parameter Page**

#### **Company Code**

Select the company code. You can select either one or multiple company code from the list of values (LOV).

#### **Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

#### **Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

#### **Production Schedule**

Specify the Schedule code that will be used to find the shop calendars associated to the plants. These calendars are used for calculating the duration of the batches.

### **Exceptions**

The exceptions defined for this worksheet are:



- If the Production Efficiency is less than or equal to 10%, then highlight the column in Red color.
- If the Material Efficiency is less than or equal to 10%, then highlight the column background in Red color.

### Conditions

This worksheet uses the following condition:

- `(PERIOD_NAME IN (:Effi_Period))`  
Periods should be equal to the period specified in the Transaction Period parameter.
- `FISCAL_YEAR IN (:Effi_Year)`  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- `COMPANY_CODE IN (:Effi_Company)`  
Company should be equal to the company specified in the Company Code parameter.

### Page Items

#### Company

A company is a operating unit that maintains a balanced set of books.

#### Plant

Displays the plant ID code. This is the production organization in which the batch is run.

### Row Dimensions

#### Planning Class

Indicates the item planning classification codes that identify the items with the same characteristics and requirements.

#### Product

A product is an Item in Inventory that is produced through a Production Batch from Ingredients and Resources (identified by a formula).

**Description**

Displays a brief description of the product.

**Column Dimensions****Year (Top axis)**

Displays the fiscal years that have been selected in the Reporting Year parameter.

**Period (Top axis)**

Displays the periods that have been selected in the Reporting Period parameter.

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**Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

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**Production Efficiency**

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

Production Efficiency = (Actual Qty Produced / Actual Time Taken) / (Standard Qty / Standard Time)

Where:

**Actual Qty Produced** represents the actual quantity the plant has produced.

**Actual Time Taken** indicates the effective hours between the actual start date and the actual completion date of the batch. In OPM, Sop Calendars are associated to the Plants for Planning schedule. There could be multiple schedules for the same plant which meant that there were multiple calendars for one plant. Therefore, in PMI a parameter Schedule has been provided that helps you define which calendar should be used to calculate the Effective Batch Time. You can define a new schedule for PMI and attach calendars to the Plants.

**Standard Qty** indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

**Standard Time** is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each batch and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

**Material Efficiency**

Material Efficiency is calculated as:

$$\text{Material Efficiency} = (\text{Actual Yield Value} / \text{Actual Usage Value}) / (\text{Plan Yield Value} / \text{Plan Usage Value})$$

Where:

**Actual Yield Value** is calculated as Actual Batch Quantity multiplied by the Unit Cost.

**Actual Usage Value** represents the total value of the raw material used by the batch.

**Plan Yield Value** is calculated as the Plan Batch Quantity multiplied by the Unit Cost.

**Plan Usage Value** represents the total value of the raw material used by the batch.

**Security**

This worksheet uses Organization level security.

**Production Efficiency Trend Graph****Business Question**

One of the business questions answered by this worksheet is:

- What is the trend of production efficiency of a plant?
- What is trend of material efficiency of a plant?

This worksheet displays the production efficiency trend of a plant for a given time period in graph. It allows you to drill by organization and Period dimension.

**Parameter Page****Company Code**

Select the company code. You can select either one or multiple company code from the list of values (LOV).

**Reporting Year**

Select the valid fiscal year from the list of values to indicate the reporting year value. You can select either one or multiple years to analyze the data corresponding to selected years.

**Reporting Period**

Specify the valid period for the company that for the selected fiscal year. You can either select one period or multiple period to analyze the corresponding value.

**Production Schedule**

Specify the Schedule code that will be used to find the shop calendars associated to the plants. These calendars are used for calculating the duration of the batches.

**Exceptions**

The exceptions defined for this worksheet are:

- If the Production Efficiency is less than 10%, then highlight the column background in Red color.

**Conditions**

This worksheet uses the following condition:

- (PERIOD\_NAME IN (:Effi\_Period)  
Periods should be equal to the period specified in the Transaction Period parameter.
- FISCAL\_YEAR IN (:Effi\_Year)  
Fiscal Year should be equal to the year specified in the Reporting Year parameter.
- COMPANY\_CODE IN (:Effi\_Company)  
Company should be equal to the company specified in the Company Code parameter.

**Row Dimensions****Company**

A company is a operating unit that maintains a balanced set of books.

**Plant**

Displays the plant ID code. This is the production organization in which the batch is run.

**Column Dimensions****Year (Top axis)**

Displays the fiscal years that have been selected in the Reporting Year parameter.

**Period (Top axis)**

Displays the periods that have been selected in the Reporting Period parameter.

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**Note:** The subsequent fields are data points that are repeated for each period selected in a every given reporting year you had selected as the parameters.

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**Production Efficiency**

Represents the actual units produced to the standard rate of production expected in a time period. It is calculated as:

$$\text{Production Efficiency} = (\text{Actual Qty Produced} / \text{Actual Time Taken}) / (\text{Standard Qty} / \text{Standard Time})$$

Where:

**Actual Qty Produced** represents the actual quantity the plant has produced.

**Actual Time Taken** indicates the effective hours between the actual start date and the actual completion date of the batch. In OPM, Sop Calendars are associated to the Plants for Planning schedule. There could be multiple schedules for the same plant which meant that there were multiple calendars for one plant. Therefore, in PMI a parameter Schedule has been provided that helps you define which calendar should be used to calculate the Effective Batch Time. You can define a new schedule for PMI and attach calendars to the Plants.

**Standard Qty** indicates the standard quantity specified in the primary unit of measure produced of the item produced in the plant.

**Standard Time** is calculated as the fixed lead time plus the variable lead time.

Product Efficiency is calculated for each batch and then averaged out based on the dimensions (that is Company, Plant, Year, and Period).

**Security**

This worksheet uses Organization level security.

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## Puchasing Intelligence Workbooks

This chapter describes the Discoverer Workbooks currently available for Purchasing Intelligence.

Each Discoverer Workbook contains one or more worksheets. Worksheets consist of various row data, column data and related charts.

### Contract Savings Workbook

In purchasing organizations, maverick buying prevents the utilization of contracts and reduces leverage opportunities with suppliers. The Contract Savings Workbook quickly identifies savings opportunities and pinpoints areas of focus through its drill down capability.

#### Worksheets

- Contract Savings

#### Contract Savings Worksheet

#### Business Question

The business question answered by this worksheet is:

- What are the potential savings opportunities if contract leakage is eliminated?

#### Parameter Page

There are no parameters defined for this worksheet.

Opening View

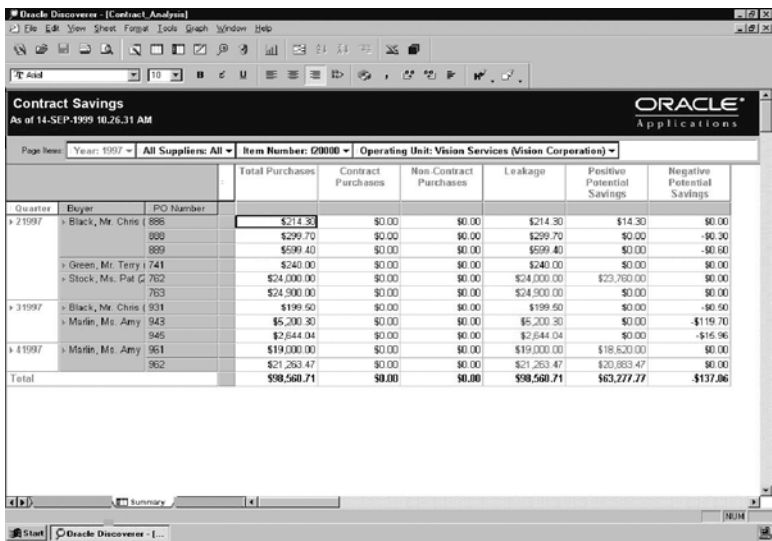


Figure 11–1 Contract Savings Worksheet

Exceptions

There are no exceptions defined for this worksheet.

Conditions

There are no conditions defined for this worksheet.

Page Items

Purchase Creation Date Year

The user selects the year for which the analysis is to be defined. For the specific analysis requirements, the period may be changed based on the scope of the analysis.



## Column Dimensions

### **Total Purchases**

Displays the sum of the value of approved purchase orders placed during the period.

### **Contract Purchases**

Displays the sum of all purchases that referenced a contract when placed. In the procurement framework, a contract is a blanket purchase agreement.

### **Non-Contract Purchases**

Non-Contract Purchases are purchases for items where no contract exists. Displayed is the sum over the analysis period.

### **Leakage**

Leakage is the amount purchased outside of available contract. This is primarily due to maverick buying without the utilization of available contracts.

### **Positive Potential Savings**

Positive potential savings is the amount of saving that would have been realized if contracts were utilized. This measure highlights the need to enforce the use of contracts. Positive Potential Savings is calculated by aggregating the difference between the purchase price and the contract price over the volume purchased.

### **Negative Potential Savings**

Negative potential savings highlight the need to improve contracts. If negative potential savings exist, the purchase price is better than the contract price, thereby highlighting the need to review contract pricing and terms.

## Row Dimensions

### **Operating Unit**

The row shows the list of operating units within the enterprise.

### **Security**

Access to this workbook is defined using the Discoverer Administrative Edition. The default security profile allows a user to see the complete set of data for the enterprise.

**Additional Information**

The Discoverer End User Layer has additional attributes that may be incorporated to complete detailed analysis. The following table lists the attributes available in the Purchasing Business Area.

Business Areas	Attributes
Purchasing	Document Number
	Supplier Site
	Supplier
	Item
	Commodity Assignment
	Ship-to Organization
	Operating Unit
	Buyer
	Purchase Order Date - Year
	Purchase Order Date - Quarter
	Purchase Order Date - Month
	Purchase Order Date - Day

---

## Summary of BIS 11*i* Content

### Intelligence Reports, Analysis Workbooks and Performance Measures

The tables in this chapter summarize the content of Oracle Business Intelligence System, Release 11*i*. They list all of the business perspectives, management areas, intelligence reports, performance measures and analysis workbooks available. There is one table for each Intelligence Area.

Content summaries are presented in the following order:

- Table 1 - BIS Content for Call Center Intelligence
- Table 2 - BIS Content for Customer Intelligence
- Table 3 - BIS Content for Financials Intelligence
- Table 4 - BIS Content for Human Resources Intelligence
- Table 5 - BIS Content for Marketing Intelligence
- Table 6 - BIS Content for Operations Intelligence
- Table 7 - BIS Content for Process Manufacturing Intelligence
- Table 8 - BIS Content for Purchasing Intelligence
- BIS Content for Service Contracts Intelligence

Table 1 - BIS Content for Call Center Intelligence

Perspective	Management Area	Reports
Call Center Intelligence	Abandon Call Reports	Abandon Call Rate
		Abandon Call — Time Series
		Calls Answered vs. Abandoned Calls
		Wait to Abandon — by Wait Ranges
		Wait to Abandon — by Center
	Activity, Transfer and Transaction Reports	All Call Activity
		Average Agent Transaction Time
		Average Caller Transaction Time
		Transferred Call Rate vs. Goal
	Availability, Occupancy and Utilization Reports	Availability Rate
		Occupancy Rate vs. Goal
		Occupancy Rate — Comparison
		Utilization Rate vs. Goal
		Utilization Rate — Comparison
	Calls Answered and Offered Reports	Calls Answered by Type — Bar
		Calls Answered by Center — Bar
		Calls Answered — Time Series
		Calls Offered — Time Series
	Productivity Reports	Agent vs. Goal
		Agent vs. Group
		Agent vs. Campaign
		Agent vs. Center
		Group vs. Center
	Service Level and Speed to Answer Reports	Service Level vs. Goal
		Average Speed to Answer — Bar
		Average Speed to Answer — Line
	Summary Reports	Inbound Agent Summary
		Inbound Center Summary

Perspective	Management Area	Reports
	Time Reports	Contact Center Activity Summary
		Contact Center Activity Center Summary — Comparison
		Outbound Call Center Summary
		Average Talk Time
		Productive vs. Non-Productive Time — Agent Level
	Interaction Blending Reports	Productive vs. Non-Productive Time — Comparison
		Telephone Time
		Blended Occupancy Rate
		Blended Utilization Rate
		Blended Service Level

Table 2 - BIS Content for Customer Intelligence

Perspective	Management Area	Reports	Performance Measures
Customer Intelligence	Customer Overview	Customer Account List	
		Customer Account Information	
		Customer Account Orders List	
		Customer Account Invoices List	
		Customer Account Installed Base List	
		Customer Account Service Requests List	
		Customer Account Contracts List	
		Customer Account Contacts List	
		Customer Account Sales Quotes List	
		Customer Account Sales Revenue List	
		Customer Account Sales Opportunities List	
		Customer Account Interactions List	
		Customer Account Campaigns List	
		Customer Account Order Detail	
		Customer Account Invoice Detail	
		Customer Account Installed Base Detail	
		Customer Account Service Request Detail	
		Customer Account Contract Detail	
		Customer Account Sales Quote Detail	
		Customer Account Revenue Detail	
		Customer Account Sales Opportunity Detail	
		Customer Account Interaction Detail	
		Customer Account Campaign Detail	
		Customer Intelligence Overview — Year over Year	
		Customer Intelligence Overview by Dimension	
	Customer Acquisition	Customer Acquisition Analysis — Year over Year	
		Customer Acquisition Analysis by Dimension	
	Customer Activation	Customer Activation Analysis — Year over Year	
		Customer Activation Analysis by Dimension	

Perspective	Management Area	Reports	Performance Measures
	Customer Retention	Customer Retention Analysis — Year over Year	Customer Retention
		Customer Retention Analysis by Dimension	Customer Retention
		Customer Retention Portfolio Analysis	
	Customer Profitability	Customer Profitability Analysis — Year over Year	Customer Profitability
		Customer Profitability Analysis — by Dimension	Customer Profitability
	Customer Revenue	Customer Revenue Analysis — Year over Year	
		Customer Revenue Analysis by Dimension	
	Customer Costs	Customer Costs Analysis — Year over Year	
		Customer Costs Analysis by Dimension	
	Customer Lifecycle	Customer Lifecycle Analysis — Distribution	
		Customer Lifecycle Analysis — Distribution and Trend	
	Customer Satisfaction	Customer Satisfaction Analysis — Year over Year	Customer Satisfaction
		Customer Satisfaction Analysis by Dimension	Customer Satisfaction
		Customer Satisfaction Analysis — Quality	
		Customer Satisfaction Analysis — Shipment	
		Customer Satisfaction Analysis — Billing	
		Customer Satisfaction Analysis — Service	
		Customer Satisfaction Analysis — Contract	
	Customer Loyalty	Customer Loyalty Analysis — Year over Year	Customer Loyalty
		Customer Loyalty Analysis by Dimension	Customer Loyalty
		Customer Loyalty Analysis by Loyalty Index	

**Table 3 - BIS Content for Financials Intelligence**

<b>Perspective</b>	<b>Management Area</b>	<b>Intelligence Reports</b>	<b>Performance Measures</b>	<b>Analysis Workbooks</b>
Financials Intelligence	Revenue Growth	Revenues	Revenue	GL Analysis
		Sales Revenues	Sales Revenue Growth %	Product Revenue Analysis
		Customer Satisfaction	Return by Value (5)	Customer Satisfaction Analysis
			On-time Shipment by Line (6)	
			On-time Shipment by Value (7)	
			Actual-to-Schedule (8)	
		Product Quality	Scrap %	Product Quality Analysis
			Production Yield	
		Resource Utilization	Resource Utilization (1)	Resource Utilization Analysis
		Manpower Trends > Manpower Analysis (9)		
		Summary Manpower Analysis	Manpower Variance	
		Manpower Gains		
		Manpower Losses	Manpower Separation	
		Separations Trend by Leaving Reason		
		Separations Trend by Service Band		
		Separations by Leaving Reason		
		Separations by Service Band		
		Separations by Competence		
	Profitability	Profit Margin		GL Analysis
		Contribution Margin		GL Analysis
		Earnings Per Share		
		Current Ratio		GL Analysis
		Analyst Summary		



Perspective	Management Area	Intelligence Reports	Performance Measures	Analysis Workbooks
	Expenses	Expenses		
		Invoices and Payments		
		Cash Forecasts		
		Expense Reports		
		Nonconformance by Organization		Quality Nonconformance Analysis
		Nonconformance by Defect Code		Quality Global Results Analysis
		Nonconformance by Item		
		Nonconformance by Lot Number		
		Nonconformance by Plan		
		Nonconformance by Plan Type		
	Asset Utilization	Asset Responsibility		
		Asset Aging		
		Asset Aging by Category		
		Asset Cost Distribution		
		Resource Utilization	Resource Utilization (1)	Resource Utilization Analysis
	Risks	Forecast Accuracy	MRP Forecast Error % (!)	
			MRP Forecast Error % by Demand Class	
		Customer Satisfaction	Return by Value (5)	Customer Satisfaction Analysis
			On-Time Shipment by Line (6)	
			On-time Shipment by Value (7)	
			Actual-to-Schedule (8)	
		Collection Indicators	AR Turnover	
			Days Sales Outstanding	
			Weighted Average Balance	
			Weighted Average Days Late	

Perspective	Management Area	Intelligence Reports	Performance Measures	Analysis Workbooks
		Trading Partners Activity		
				Receipts Analysis
				Billing Analysis
	Cash	Cash Forecasts		Cash Flow Analysis
				Limits Utilization Analysis
				Net Position Analysis
	Projects	Projects Performance		Project Margin Analysis
				Project Revenue Analysis
				Project Cost Analysis

## NOTES:

- (1) This Performance Measure has been renamed Resource Utilization in BIS 11*i* (which comes with alerts and workflows).
- (2) These three performance measures, Gross Margin by Year, Gross Margin by Product and Gross Margin by Sales Channel in BIS 1.2, (with no alerts or workflows) have been merged into Gross Margin, a new performance measure with BIS 11*i*, with alerts and workflows.
- (3) This report is the result of merging six BIS 1.2 reports, Gross Margin by Year, Gross Margin by Quarter, Gross Margin by Period, Gross Margin by Product Group, Gross Margin by Assembly and Gross Margin by Sales Channels.
- (5) This Performance Measure has been renamed Return Percentage for BIS 11*i*.
- (6) This Performance Measure was called On-time Delivery in BIS 1.2.
- (7) This Performance Measure was originally planned to be called On-Time Shipment Delivery for BIS 11*i*.
- (8) This Performance Measure was called On-Time Shipment in BIS 1.2.
- (9) This report has a different menu entry name than the report name. The first name is the menu entry name.
- (!) Indicates content released with the Order Management release as a patch for BIS 11*i*.

**Table 4 - BIS Content for Human Resources Intelligence**

<b>Perspective</b>	<b>Management Area</b>	<b>Intelligence Reports</b>	<b>Performance Measures</b>	<b>Analysis Workbooks</b>
Human Resources Intelligence	Manpower Management	Summary Manpower Analysis	Manpower Variance	
		Manpower Gains		
		Manpower Losses	Manpower Separation	
		Separations Trend by Service Band		
		Separations Trend by Leaving Reason		
		Separations by Leaving Reason		
		Separations by Service Band		
		Separations by Competence		
		Manpower Comparison		
		Manpower Ratio		
		Manpower Budgets (1)		Manpower Budget Analysis
	Manpower Variance by Organization	Organization Manpower		
		Summary Manpower Analysis		
		Organization Separation		
		Separations by Leaving Reason		
		Organization Budget		
	Recruitment	Manpower Budgets (1)		
		Recruitment Success	Recruitment Success	Recruitment Time Analysis (5)
				Recruitment Analysis (2)
				Recruitment Efficiency Analysis (3)

Perspective	Management Area	Intelligence Reports	Performance Measures	Analysis Workbooks
				Terminated Job Applications Analysis (4)
	People Performance	Hours Worked (6)		
		Absence Hours (7)		
	Employee Development	Group Skills > Group Skills Analysis (13)		
		Skill Levels (9)		
		Individual Skills Analysis		
		Training Classes by Competence (11)		
		Training Success	Training Success	
	Employee Compensation	Salary and Grade Range		
		Salary Component Trend		
		Average Salary Trend		
		Salary Spread by Age, Length of Service, Grade		
		Average Salary by Group		
		by EEO Category (US only), Grade, Job, Location, Sex, Performance, Service Band		

- (1) This report was named "Budget Analysis" in BIS 1.2.
- (2) This workbook was named "Summary of Application by Recruitment Activity and Vacancy" in BIS 1.2.
- (3) This workbook was named "Hiring Ratio" in BIS 1.2.
- (4) This workbook was named Application to Drop Out Analysis" in BIS 1.2.
- (5) This workbook was first named "Time to Recruit Analysis" and renamed "Time to Recruit by Vacancy" in BIS 1.2.
- (6) This report was named "Hours Worked Analysis" in BIS 1.2.
- (7) This report was named "Absence Hours Analysis" in BIS 1.2.
- (9) This report was named "Skill Selection" in BIS 1.2.
- (10) Includes a location parameter which is not part of the Geography Dimension.
- (11) This report was named "Training Skills Analysis" in BIS 1.2.
- (13) This report has a different menu entry name than the report name. The first name is the menu entry name.

**Table 5 - BIS Content for Marketing Intelligence**

<b>Perspective</b>	<b>Management Area</b>	<b>Reports</b>
Marketing Intelligence	Campaign	Campaign Performance Summary
		Campaign Acquisition Summary
		Campaign Performance
		Campaign Acquisition
		Campaign Revenue Summary
		Campaign Revenue
	Campaign Activity	Campaign Costs Summary
		Campaign Costs
		Campaign Response Rates
		Campaign Cost Per Lead
		Marketing Generated Revenue Performance
		Campaign Activity Response Rate Summary
	Marketing Channel	Campaign Activity Performance Summary
		Campaign Activity Acquisition Summary
		Campaign Activity Performance
		Campaign Activity Acquisition
		Campaign Activity Profitability Summary
		Campaign Activity Profitability
	Target Segment	Campaign Activity Response Rates
		Marketing Channel Performance Summary
		Marketing Channel Acquisition Summary
		Marketing Channel Performance
		Marketing Channel Acquisition
		Marketing Channel Profitability Summary
	Source List	Marketing Channel Profitability
		Marketing Channel Response Rates
	Target Segment	Target Segment Performance
		Target Segment Response Rates
	Source List	Source List Vendor Performance

Perspective	Management Area	Reports
	Events	Source List Response Rates
		Source List Profitability
		Event Performance Summary
		Event Performance
		Event Revenue
		Event Costs
	Sales Channel	Event Results
		Event Cost Per Lead
		Event Offering Performance
		Event Offering Revenue
		Event Offering Costs
		Event Offering Results
	Product	Event Offering Cost Per Lead
		Channel Performance
		Channel Comparison
		Channel Revenue Performance
	Market Segment	Channel Product Performance
		Channel Sale Cycle Time
		Product Performance
		Product Profitability Comparison by Period
		Product Profitability
		Product Category Profitability
		Product Group Profitability
		Market Segment Performance
		Market Segment Revenue
		Market Segment Response Rates
		Market Segment Cycle Time

**Table 6 - BIS Content for Operations Intelligence**

<b>Perspective</b>	<b>Management Area</b>	<b>Intelligence Reports</b>	<b>Performance Measures</b>	<b>Analysis Workbooks</b>
Operations Intelligence	Production	Plan Performance	MRP Inventory Turns (*)	
		Plan Performance Trend	MRP Gross Margin % (*)	
		Organization Plan Performance	MRP Ontime Delivery % (*)	
		Later Orders	RP Planned Utilization % (*)	
		Resource Utilization	Resource Utilization (1)	Resource Utilization Analysis
		Production Efficiency	Production Efficiency	
		Production Efficiency by Department		
		Production Efficiency by Period		
		Production by Completed Late		
		Nonconformance by Organization		Quality Nonconformance Analysis
		Nonconformance by Defect Code		Quality Global Results Analysis
		Nonconformance by Item		
		Nonconformance by Lot Number		
		Nonconformance by Plan		
		Nonconformance by Plan Type		
		Inventory Turns by Period	Inventory Turns	
		Inventory Turns by Organization		
		WIP Inventory Trends	WIP Inventory Trend	
		Production per Employee	Production per Employee	
		Production per Employee by Period		

Perspective	Management Area	Intelligence Reports	Performance Measures	Analysis Workbooks
	Quality	Performance to MPS		
		Performance to MPS by Product		
		Performance to MPS by Week		
		Projects Performance		Project Margin Analysis
				Project Revenue Analysis
				Project Cost Analysis
		Product Quality (11)	Scrap %	Product Quality Analysis
			Production Yield	
		Nonconformance by Organization		Quality Nonconformance Analysis
		Nonconformance by Defect Code		Quality Global Results Analysis
	Planning	Nonconformance by Item		
		Nonconformance by Lot Number		
		Nonconformance by Plan		
		Nonconformance by Plan Type		
		Scrap by Reason		
		Forecast Accuracy	MRP Forecast Error % (*)	Forecast Analysis
		Forecast Trend	MRP Forecast Error % by Demand Class	
		Demand Class Accuracy		
		Demand Class Trend		
		Plan Performance	MRP Inventory Turns (*)	Forecast Analysis
		Plan Performance Trend	MRP Gross Margin % (*)	
		Organization Plan Performance	MRP Ontime Delivery % (*)	
		Later Orders	MRP Planned Utilization % (*)	



Perspective	Management Area	Intelligence Reports	Performance Measures	Analysis Workbooks
		Performance to MPS		
		Performance to MPS by Product		
		Performance to MPS by Week		
	Planning	Forecast Accuracy	MRP Forecast Error % (*)	Forecast Analysis
		Forecast Trend	MRP Forecast Error % by Demand Class	
		Demand Class Accuracy		
		Demand Class Trend		
		Plan Performance	MRP Inventory Turns (*)	Forecast Analysis
		Plan Performance Trend	MRP Gross Margin % (*)	
		Organization Plan Performance	MRP Ontime Delivery% (*)	
		Later Orders	MRP Planned Utilization% (*)	
		Performance to MPS		
		Performance to MPS by Product		
		Performance to MPS by Week		
	Materials Management	Inventory Value		
		Cycle Count Accuracy by Period	Inventory Accuracy	Supply Chain Inventory Analysis
		Cycle Count Accuracy by Organization		
		Pack Slip Control	Backorders by Line (2)	
		Inventory Value by Organization		Supply Chain Inventory Analysis
		Inventory Turns by Period		Supply Chain Inventory Analysis
		Inventory Turns by Organization		

### NOTES:

(1) This Performance Measure has been renamed to "Resource Utilization" (and comes with alerts and workflows) for BIS 11*i*.

(2) This Performance Measure was called "Backorders" in BIS 1.2.

(\*) These six MRP Performance Measures have alerts that send notifications but do not post the actuals due to planning and functional requirements that BIS does not support at this time. Since the actuals are not posted, they do not show up on the Personal Homepage. This requirement is anticipated to be supported in BIS 11+.

(11) The Product Quality report includes the Production Yield report from BIS 1.2.

(12) This report is the result of merging six reports from BIS 1.2: Gross Margin by Year, Gross Margin by Quarter, Gross Margin by Period, Gross Margin by Product Group, Gross Margin by Assembly and Gross Margin by Sales Channel.

**Table 7 - BIS Content for Process Manufacturing Intelligence**

<b>Perspective</b>	<b>Management Area</b>	<b>Intelligence Reports</b>	<b>Performance Measures</b>	<b>Analysis Workbooks</b>
Process Manufacturing Intelligence	Production	OPM Late Completed Batches	OPM % Production Completed Late Measure	OPM Production Analysis
		OPM Current Batches Status		OPM Cost Variance Analysis
		OPM Top Ten Products		
		OPM Top Ten Ingredients		
		OPM Production Yield	OPM Production Yield Value Measure	
		OPM Production Usage	OPM Production Usage Value Measure	
		OPM Production Yield Versus Usage	OPM Yield vs Usage Ratio Measure	
		OPM Production Yield Variance	OPM Production Yield Variance Measure	
		OPM Production Usage Variance	OPM Production Usage Variance Measure	
	Inventory	OPM Inventory Turns	OPM Inventory Turns Measure	
		OPM Onhand Inventory (Period)	OPM Onhand Inventory Value Measure	
		OPM Onhand Inventory (Quarter)		
		OPM Onhand Inventory (Year)		
		OPM Current Expired Items	OPM Current Expired Value % Measure	

Perspective	Management Area	Intelligence Reports	Performance Measures	Analysis Workbooks
	Costing			OPM Cost Analysis
				OPM Cost Variance Analysis
	Order Management/OPM Order Fulfillment	OPM Gross Margin	OPM Gross Margin % Measure	OPM Margin Analysis
				OPM Product Analysis
				OPM Lot Genealogy Analysis (Includes data from different management areas)

**Table 8 - BIS Content for Purchasing Intelligence**

<b>Perspective</b>	<b>Management Area</b>	<b>Intelligence Reports</b>	<b>Performance Measures</b>	<b>Analysis Workbooks</b>
Purchasing Intelligence	Purchasing	Purchase to Sales Ratio	Purchase to Sales Ratio	Contract Savings Analysis
		Contract Leakage Trend	Contract Leakage %	
		Supplier Performance		
		Supplier Consolidation Impact		
		Contract Savings Summary (2)		
		Contract Savings (1)		
		Purchases (3)		
		Trading Partners Summary		

**NOTES:**

(1) These three reports, "Contract Savings by Commodity," "Contract Savings by Organization" and "Contract Savings by Supplier," have been merged into the new report "Contract Savings" for BIS 11i.

(2) The report "Contract Savings" has been renamed "Contract Savings Summary" for BIS 11i.

(3) The report "Item Purchases" in BIS 1.2 has been renamed to "Purchases" in release 11i and is the result of the merge of two BIS 1.2 reports, "Item Purchase" and "Commodity Purchase."

**BIS Content for Service Contracts Intelligence**

For information on the Service Contracts Intelligence content, see: *Oracle Contracts Intelligence Concepts and Procedures (A95174\_02)*.



## Performance Measures

### PMF Objects

This appendix contains several tables that list all of the Performance Management Framework (PMF) objects available in the Oracle Business Intelligence System, Release 11i.

### Table 1 - Performance Measures, Alerts and Workflows

The first table lists all of the performance measures, alerts and workflows available in the Oracle Business Intelligence System Release 11i.

*Table 11–1 Performance Measures by Release*

Performance Measures	PM Release (1.2/11i)	Alerts Release (1.2/11i)	Workflows Release (1.2/11i)
<b>Financials</b>			
Revenue	11i	11i	11i
*AR Turnover	1.2	11i	11i
*Days Sales Outstanding	1.2	11i	11i
*Weighted Average Balance	1.2		
*Weighted Average Days Late	1.2		
<b>Human Resources</b>			
*Recruitment Success by FTE	11i	11i	11i
*Recruitment Success by Headcount	11i	11i	11i
*Manpower Variance by FTE	11i	11i	11i

**Table 11–1 Performance Measures by Release**

<b>Performance Measures</b>	<b>PM Release (1.2/11i)</b>	<b>Alerts Release (1.2/11i)</b>	<b>Workflows Release (1.2/11i)</b>
*Manpower Variance by Headcount	11i	11i	11i
*Training Success	11i	11i	11i
**Manpower Separations by FTE	1.2	1.2	1.2
**Manpower Separations by Headcount	1.2	1.2	1.2
<b>Operations</b>			
*Sales Revenue Growth%	11i	11i	11i
*Production Yield%	11i	11i	11i
*Returns by Value (1)	11i	11i	11i
Return by Line (2)	1.2		
*Gross Margin	11i	11i	11i
Gross Margin by Year (3)	1.2		
Gross Margin by Product Group (3)	1.2		
Gross Margin by Sales Channel (3)	1.2		
Actual-to-Schedule (4)	1.2		
*On-Time Shipment by Value (5)	11i	11i	11i
On-Time Shipment by Line (6)	1.2		
Schedule-to-Request (7)	1.2		
Inventory Accuracy	1.2		
Inventory Turns	1.2		
MRP Forecast Error% by Demand Class [!]	1.2		
**MRP Forecast Error% [!]	1.2	1.2	1.2
**MRP Inventory Turns [!]	1.2	1.2	1.2
**MRP Gross Margin% [!]	1.2	1.2	1.2
**MRP On Time Delivery% [!]	1.2	1.2	1.2
**MRP Planned Utilization [!]	1.2	1.2	1.2



**Table 11–1 Performance Measures by Release**

<b>Performance Measures</b>	<b>PM Release (1.2/11i)</b>	<b>Alerts Release (1.2/11i)</b>	<b>Workflows Release (1.2/11i)</b>
**Backorders by Line (8)	1.2	1.2	1.2
**Resource Utilization (9)	1.2	1.2	1.2
**WIP Inventory Trend	1.2	1.2	1.2
**Production per Employee	1.2	1.2	1.2
**Production Efficiency	1.2	1.2	1.2
<b>Process Manufacturing</b>			
*OPM Inventory Turns	11i	11i	11i
<b>Purchasing</b>			
***Purchase Sales Ratio	1.2	11i	11i
***Contract Leakage%	1.2	11i	11i

## NOTES:

- (1) This Performance Measure was originally planned to be called “Return Percentage” in release 11i.
- (2) This Performance Measure was called “Return Percent” in release 1.2.
- (3) These three Performance Measures from release 1.2 have been merged into one new PM, “Gross Margin,” in release 11i.
- (4) This Performance Measure was called “On-Time Shipment” in release 1.2.
- (5) This Performance Measure was originally planned to be called “On-Time Shipment Percentage” in release 11i.
- (6) This Performance Measure was called “On-Time Delivery” in release 1.2
- (7) This Performance Measure was called “Fill Rate” in release 1.2.
- (8) This Performance Measure was called “Backorders” in release 1.2.
- (9) This Performance Measure was called “Resource Utilization” in release 1.2.
- [!] These Performance Measures only show notifications (but not Actual Values) on the Personal Homepage in release 11i.
- (\*) New Performance Measure with alerts and workflows for release 11i only. All Financials performance measures are predefined for period-to-date (PTD), quarter-to-date (QTD) and year-to-date (YTD) time dimensions.
- (\*\*) Existing 1.2 Performance Measure with alerts and workflows for release 1.2 and 11i.
- (\*\*\*) Existing 1.2 Performance Measure with new alerts and workflows for release 11i.

Table 2 - Dimensions and Dimension Levels

This table lists all of the dimensions and dimension levels available in Oracle Business Intelligence System 11*i*.

**Table 11–2   Dimensions and Dimension Levels**

Dimension	Dimension Level
Organization	Set of Books
	Legal Entity
	Operating Unit
	OPM Company
	HR Organization
	HR Organization Including Subordinates
	Sales Group
	Total Organization
Inventory Location	Inventory Organization
	Subinventory
	OPM Organization
	OPM Warehouse
	Total Inventory Locations
Time	Fiscal Year
	Fiscal Quarter
	Fiscal Month
	Calendar Year
	Calendar Quarter
	Calendar Month
	Calendar Bi-Month
	Calendar Semi-Year
	Total Time
Geography	Area
	Country
	Region
	Location
	City

**Table 11–2 Dimensions and Dimension Levels**

<b>Dimension</b>	<b>Dimension Level</b>
	State
	Total Geography
<b>Sales Channel</b>	Sales Channel
	Total Sales Channel
<b>Customer</b>	Customer
	Total Customers
<b>Product</b>	Product Category
	Item
	Interest Type
	Total Products
<b>Job</b>	Job
	Job Category
	Total Jobs
<b>Training Category</b>	Training Category
	Total Training Categories
<b>Activity Version</b>	Activity Version
	Total Activity Versions
<b>Budget</b>	HR Budget
	Total Budgets
<b>GL Company</b>	GL Company
	Total GL Company
<b>GL Secondary Measure</b>	GL Secondary Measure
	Total GL Secondary Measure
<b>Market Segment</b>	Market Segment
	Total Market Segment
<b>Call Agent</b>	Center
	Agent
	Group

Table 3 - At-a-Glance Reports, Performance Measures, Target Levels, Alerts and Workflow Processes

This table contains a summary of all reports, performance measures, target levels, alerts and workflows available in Oracle Business Intelligence System 11i.

Table 11–3 Content Summary

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Call Center					
Abandon Call Rate	BIX Abandon Call Rate	BIX Abandon Call Rate by Month by Center	BIX: Abandon Call Rate	BIX: Corrective Action	BIX Send Notification
Average Talk Time	BIX Average Talk Time	BIX Average Talk Time by Month by Center for All Org	BIX: Average Talk Time	BIX Corrective Action	BIX Send Notification
Average Wait Time to Abandon by Center	BIX Average Wait Time to Abandon	BIX Average Wait Time to Abandon by Center for All Org	BIX: Average Wait to Abandon	BIX Corrective Action	BIX Send Notification
Occupancy Rate — Comparison	BIX Occupancy Rate	BIX Occupancy Rate by Month by Center	BIX: Occupancy Rate	BIX Corrective Action	BIX Send Notification
Service Level Versus Goal	BIX Service Level Rate	BIX Service Level by Month By Center for all Org	BIX: Service Level	BIX Corrective Action	BIX Send Notification
Average Speed to Answer — Bar	BIX Speed to Answer Bench-mark	BIX Speed to Answer by Month by Center for all Org	BIX: Average Speed to Answer	BIX Corrective Action	BIX Send Notification
Utilization Rate — Comparison	BIX Utilization Rate	BIX Utilization Rate by Month by Center for All Org	BIX: Utilization Rate	BIX Corrective Action	BIX Send Notification
Calls Answered for All Org by Month by Center	BIX Calls Answered	BIX Calls Answered for All Org by Month by Center		BIX Corrective Action	BIX Send Notification
Customer					
	Measure for Loyalty	BIC Loyalty Total	BIC: Loyalty	BIC Corrective Action	BIC Send Notification

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Collection Indicators	Measure for Profitability	BIC Profitability Total	BIC: Profitability	BIC Corrective Action	BIC Send Notification
		BIC Profitability Customer		BIC Corrective Action	BIC Send Notification
	Measure for Retention	BIC Retention Total	BIC: Retention	BIC Corrective Action	BIC Send Notification
	Measure for Satisfaction	BIC Satisfaction Total	BIC: Satisfaction	BIC Corrective Action	BIC Send Notification
	Financials				
	AR Turnover PTD	AR Turnover PTD by Operating Unit	FII: AR Turnover PTD	FII BIS Corrective Action	FII_SEND_NOTIFICATION
	AR Turnover QTD	AR Turnover QTD by Operating Unit	FII: AR Turnover QTD	FII BIS Corrective Action	FII_SEND_NOTIFICATION
	AR Turnover YTD	AR Turnover YTD by Operating Unit	FII: AR Turnover YTD	FII BIS Corrective Action	FII_SEND_NOTIFICATION
	Days Sales Outstanding PTD	Dales Sales Outstanding PTD by Operating Unit	FII: Days Sales Outstanding PTD	FII BIS Corrective Action	FII_SEND_NOTIFICATION
	Days Sales Outstanding QTD	Dales Sales Outstanding QTD by Operating Unit	FII: Days Sales Outstanding QTD	FII BIS Corrective Action	FII_SEND_NOTIFICATION
Days Sales Outstanding YTD	Dales Sales Outstanding YTD by Operating Unit	FII: Days Sales Outstanding YTD	FII BIS Corrective Action	FII_SEND_NOTIFICATION	
Weighted Average Balance PTD	Weighted Average Balance PTD by Operating Unit				
Weighted Average Balance QTD	Weighted Average Balance QTD by Operating Unit				
Weighted Average Balance YTD	Weighted Average Balance YTD by Operating Unit				
Weighted Average Days Late PTD	Weighted Average Days Late PTD by Operating Unit				

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Revenues	Weighted Average Days Late QTD	Weighted Average Days Late QTD by Operating Unit			
	Weighted Average Days Late YTD	Weighted Average Days Late YTD by Operating Unit			
	Revenue	Revenue by Organization	BIS: GL Latest Closed Period Revenue Alert *	FII BIS Corrective Action	FII_REVENUE_NOTIFICATION
		Revenue by GL Company	BIS: GL Previous Open Period Revenue Alert *	FII BIS Corrective Action	FII_REVENUE_NOTIFICATION
		Revenue by GL Company and GL Secondary Measure	BIS: GL Current Period Revenue*	FII BIS Corrective Action	FII_REVENUE_NOTIFICATION
<b>Human Resources</b>					
Manpower Losses	**Manpower Separations by FTE	FTE, HR Organization, HR Monthly	HR Manpower Separations by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		FTE, HR Organization, HR Quarterly	HR Manpower Separations by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		FTE, HR Organization, HR Yearly	HR Manpower Separations by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
Manpower Losses	**Manpower Separations by Headcount	HC, HR Organization, HR Monthly	HR Manpower Separations by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		HC, HR Organization, HR Quarterly	HR Manpower Separations by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		HC, HR Organization, HR Yearly	HR Manpower Separations by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
Recruitment Success (6)	*Recruitment Success by FTE	Organization, Time, Location, Job, Job Category	HR Recruitment Success by Bi-Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Recruitment Success (6)	*Recruitment Success by Head-count	Organization, Time, Location, Job, Job Category	HR Recruitment Success by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Semi-Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Bi-Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Semi-Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category	HR Recruitment Success by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Bi-Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
Summary Manpower Analysis	*Manpower Variance by FTE	Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Summary Manpower Analysis	*Manpower Variance by Headcount	Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Semi-Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Bi-Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Semi-Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Budget	HR Manpower Variance by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
Training Success	*Training Success	Organization, Time, Location, Job, Job Category, Course*	HR Training Success by Bi-Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Course*	HR Training Success by Month	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Course*	HR Training Success by Quarter	HR BIS Corrective Action	HR_SEND_NOTIFICATION



Table 11–3 Content Summary

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
		Organization, Time, Location, Job, Job Category, Course*	HR Training Success by Semi-Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
		Organization, Time, Location, Job, Job Category, Course*	HR Training Success by Year	HR BIS Corrective Action	HR_SEND_NOTIFICATION
<b>Operations</b>					
P. Slip Control, Prod. Grp./S. Channels backlog	**Backorders by Line (1)	Backordered line numbers	OE Backorders		OE_BACKORDER_SEND_NOTIFICATION
Resource Utilization	**Resource Utilization (2)	Resource Utilization by Operating Unit, by Quarter	BIS Resource Utilization	BIS: Resource Utilization	WIP_UTZ_SEND_NOTIFICATION
		Resource Utilization by Operating Unit, by Month	BIS Resource Utilization	BIS: Resource Utilization	WIP_UTZ_SEND_NOTIFICATION
		Resource Utilization by Legal Entity, by Quarter	BIS Resource Utilization	BIS: Resource Utilization	WIP_UTZ_SEND_NOTIFICATION
		Resource Utilization by Legal Entity, by Month	BIS Resource Utilization	BIS: Resource Utilization	WIP_UTZ_SEND_NOTIFICATION
		Resource Utilization by Organization, by Month	BIS Resource Utilization	BIS: Resource Utilization	WIP_UTZ_SEND_NOTIFICATION
		Resource Utilization by Organization, by Quarter	BIS Resource Utilization	BIS: Resource Utilization	WIP_UTZ_SEND_NOTIFICATION
Production per Employee	**Production per Employee	Prod per Emp Trgt for Org by Prd	BIS: Production per Employee		WIP_SEND_NOTIFICATION
Production Efficiency	**Production Efficiency	Eff Trgt for Org by Prod	BIS: Production Efficiency		WIP_SEND_NOTIFICATION
WIP Inventory Trend	**WIP Inventory Trend		BIS: WIP Inventory Trend		WIP_SEND_NOTIFICATION
Forecast Accuracy	**MRP Forecast Error% [!]	MRP Forecast Error% (All)			

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Plan Performance	**MRP Inventory Turns [!]	MRP Forecast Error% (Detail by Period)			
		MRP Forecast Error% (Organization)			
		MRP Forecast Error% (by Period by Organization)			
		MRP Inventory Turns (All)			MRP_PLAN_PERF
		MRP Inventory Turns (Detail by Period across Organizations)			MRP_PLAN_PERF
Plan Performance	**MRP Gross Margin% [!]	MRP Inventory Turns (Organization)			MRP_PLAN_PERF
		MRP Inventory Turns (by Period within an Organization)			MRP_PLAN_PERF
		MRP Gross Margin% (All)			MRP_PLAN_PERF
Plan Performance	**MRP On-time Delivery% [!]	MRP Gross Margin% (Organization)			
		MRP On-Time Delivery% (All)			
		MRP On-Time Delivery% (Detail by Period across Organizations)			MRP_PLAN_PERF
		MRP On-Time Delivery% (Organization)			MRP_PLAN_PERF
		MRP On-Time Delivery% (by Period within an Organization)			MRP_PLAN_PERF

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Plan Performance	**MRP Planned Utilization% [!]	MRP Planned Utilization% (All)			MRP_PLAN_PER F
		MRP Planned Utilization% (Detail by Period across Organizations)			MRP_PLAN_PER F
		MRP Planned Utilization% (Organization)			MRP_PLAN_PER F
		MRP Planned Utilization% (by Period within an Organization)			MRP_PLAN_PER F
Sales Revenue Growth	*Sales Revenue Growth%				
Customer Satisfaction	*Scrap%				
Product Quality	*Production Yield%				
Customer Satisfaction	*Return by Value (3)				
Customer Satisfaction	*On-time Shipment by Value (4)				
Gross Margin	*Gross Margin (5)		Margin by Period		
			Margin by Quarter		
			Margin by Year		
	<b>Process Manufacturing</b>				
OPM Inventory Turn	OPM Inventory Measure	OPM Inventory Turns Whs/Year	BIS: OPM Inventory Turns Whs Year	PMI BIS Corrective Action	PMI_SEND_NOTIFICATION
		OPM Inventory Turns Whs/Quarter	BIS: OPM Inventory Turns Whs Quarter		

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
		OPM Inventory Turns Whs/Month	BIS: OPM Inventory Turns Whs Month		
		OPM Inventory Turns Org/Year	BIS: OPM Inventory Turns Org Year		
		OPM Inventory Turns Org/Quarter	BIS: OPM Inventory Turns Org Quarter		
		OPM Inventory Turns Org/Month	BIS: OPM Inventory Turns Org Month		
		OPM Inventory Turns Cmp/Year	BIS: OPM Inventory Turns Cmp Year		
		OPM Inventory Turns Cmp/Quarter	BIS: OPM Inventory Turns Cmp Quarter		
		OPM Inventory Turns Cmp/Month	BIS: OPM Inventory Turns Cmp Month		
	<b>Purchasing</b>				
Purchase to Sales Ratio	***Purchase Sales Ratio	Monthly Purchase Sales Ratio -- Ops. Unit	POA Purchase to Sales Ratio: Current Period-Ops. Unit	POA BIS Corrective Action	POA_SEND_PURCHASE_TO_SALES_NOTIFICATION
			POA Purchase to Sales Ratio: Prior Period-Ops. Unit		
		Monthly Purchase Sales Ratio -- All Organization	POA Purchase to Sales Ratio: Current Period-All Organization	POA BIS Corrective Action	POA_SEND_PURCHASE_TO_SALES_NOTIFICATION
			POA Purchase to Sales Ratio: Prior Period-All Organization		

**Table 11–3 Content Summary**

Report	Measure	Target Level	Alert Name	Workflow Name	Workflow Process
Contract Leakage Trend	***Contract Leakage%	Monthly Leakage% -- All Organization	POA Contract Leakage: Current Period- All Organization	POA BIS Corrective Action	POA_SEND_CONTRACT_LEAKAGE_NOTIFICATION
			POA Contract Leakage: Prior Period- All Organization		
		Monthly Leakage% -- Operating Unit	POA Contract Leakage: Current Period- Op. Unit	POA BIS Corrective Action	POA_SEND_CONTRACT_LEAKAGE_NOTIFICATION
			POA Contract Leakage: Prior Period- Op. Unit		
		Monthly Leakage%: Organization	POA Contract Leakage: Current Period- Organization	POA BIS Corrective Action	POA_SEND_CONTRACT_LEAKAGE_NOTIFICATION
			POA Contract Leakage: Prior Period- Organization		

## NOTES:

- (1) This Performance Measure was called “Backorders” in release 1.2.
- (2) This Performance Measure was called “Resource Utilization” in release 1.2
- (3) This Performance Measure was originally planned to be called “Return Percentage” in release 11i.
- (4) This Performance Measure was originally planned to be called “On-Time Shipment Percentage” in release 11i.
- (5) These three Performance Measures from release 1.2 have been merged into one new PM, “Gross Margin,” for release 11i.
- (6) Report used to be called “Recruitment Analysis” in release 1.2.
- [!] These Performance Measures only show notifications (but not Actual Values) on the Personal Homepage in release 11i.
- (\*) New Performance Measure with alerts and workflows for release 11i only. The Revenue alerts can be run with any of the Revenue target measures.
- (\*\*) Existing 1.2 Performance Measure with alerts and workflows for both release 1.2 and 11i.
- (\*\*\*) Existing 1.2 Performance Measure with new alerts and workflows for release 11i.



# Product Dependencies for Intelligence Reports and Workbooks

The tables in this appendix contain product dependencies for the analysis workbooks and reports included with this release of the Oracle Business Intelligence system. Reports and workbooks are listed in the first column of each table and the various products required to support them are listed the remaining columns. There is one table for each Intelligence Area.

**Table 1 - Financials Intelligence Reports/Workbooks Product Dependencies**

Reports / Workbooks	GL	AP	Cash	Treasury	FA	AR	Projects
<b>Revenue Growth</b>							
Revenues	•						
GL Analysis	•						
<b>Profitability</b>							
Profit Margin	•						
Contribution Margin	•						
Earnings Per Share	•						
Current Ratio	•						
Analyst Summary	•					•	
<b>Expenses</b>							
Expenses	•						
Invoice and Payments		•					
Expense Reports		•					
<b>Cash</b>							

<b>Reports / Workbooks</b>	<b>GL</b>	<b>AP</b>	<b>Cash</b>	<b>Treasury</b>	<b>FA</b>	<b>AR</b>	<b>Projects</b>
Cash Forecasts			•				
Cash Flow Analysis				•			
Net Positions Analysis				•			
Limits Utilization Analysis				•			
<b>Asset Utilization</b>							
Asset Responsibility					•		
Asset Aging					•		
Asset Aging by Category					•		
Asset Cost Distribution					•		
<b>Risks</b>							
Collection Indicators						•	
Trading Partners						•	
Receipts Analysis						•	
Billings Analysis						•	
<b>Projects Information</b>							
Project Performance							•
Project Margin Analysis							•
Project Revenue Analysis							•
Project Cost Analysis							•



## Table 2 - Human Resources Intelligence Reports/Workbooks Product Dependencies

Reports / Workbooks	Human Resources	Payroll	Training Administration	Core BIS	Alerts	Workflows
<b>Reports</b>						
HRCOMCMP	•			•		
HRCOMGAP	•			•		
HRCOMPEO	•			•		
HRCOMREC	•			•	•	•
HRCOMTRN	•		•	•		
HRMNPBGT	•			•		
HRMNPCMP	•			•		
HRMNPGAN	•			•		
HRMNPLOS	•			•	•	•
HRMNPRAI	•			•		
HRMNPSCM	•			•		
HRMNPSEP	•			•		
HRMNPSLG	•			•		
HRMNPSPC	•			•		
HRMNPSPM	•			•	•	•
HRORGBGT	•			•		
HRORGCHG	•			•		
HRORGSEP	•			•		
HRSAI.COM	•			•		
HRSAI.GRG	•			•		
HRSAI.GRP	•			•		
HRSAI.SPD	•			•		
JRSALTND	•			•		
HRTRNSUC	•		•	•	•	•
HRUTLABH	•			•		
HRUTLHRS	•			•		
<b>Workbooks</b>						
HRIPMBGT	•			•		

Reports / Workbooks	Human Resources	Payroll	Training Administration	Core BIS	Alerts	Workflows
HRIPRAPP	•			•		
HRIPREFF	•			•		
HRIPRTAP	•			•		
HRIPRTIM	•			•		
HRITCSRV	•		•	•		
HRITTOTS	•		•	•		
HRITINTS	•		•	•		
HRITEXTS	•		•	•		

## Table 3 - Marketing Intelligence Reports/Workbooks Product Dependencies

Reports / Workbooks	Marketing	Field/ Telephone Sales	Order Capture	AR	BOM	Inventory
<b>Campaign</b>						
Campaign Performance Summary	•	•	•	•		•
Campaign Acquisition Summary	•		•	•		•
Campaign Performance	•	•	•	•		•
Campaign Acquisition	•		•			•
Campaign Revenue Summary	•		•	•		
Campaign Revenue	•		•	•		
Campaign Costs Summary	•		•	•		
Campaign Costs	•		•	•		
Campaign Response Rates	•	•				
Campaign Cost Per Lead	•	•				
Marketing Generated Revenue Performance	•		•	•		•
<b>Campaign Activity</b>						
Campaign Activity Response Rate Summary	•	•	•	•		•
Campaign Activity Performance Summary	•	•	•	•		•
Campaign Activity Acquisition Summary	•		•			•
Campaign Activity Performance	•	•	•	•		•
Campaign Activity Acquisition	•		•	•		•
Campaign Activity Profitability Summary	•		•	•		
Campaign Activity Profitability	•		•	•		
Campaign Activity Response Rates	•	•				
<b>Marketing Channel</b>						
Marketing Channel Performance Summary	•	•	•	•		•
Marketing Channel Acquisition Summary	•		•			•
Marketing Channel Performance	•	•	•	•		•
Marketing Channel Acquisition	•		•			•

Reports / Workbooks	Marketing	Field/ Telephone Sales	Order Capture	AR	BOM	Inventory
Marketing Channel Profitability Summary	•		•	•		
Marketing Channel Profitability	•		•	•		
Marketing Channel Response Rates	•	•				
<b>Target Segment</b>						
Target Segment Performance	•	•	•	•		
Target Segment Response Rates	•	•				
<b>Source List</b>						
Source List Vendor Performance	•	•				
Source List Response Rates	•	•				
Source List Profitability	•		•	•		
<b>Events</b>						
Event Performance Summary	•		•	•		
Event Performance	•		•	•		
Event Revenue	•		•	•		
Event Costs	•		•	•		
Event Results	•	•				
Event Cost Per Lead	•	•				
Event Offering Performance	•		•	•		
Event Offering Revenue	•		•	•		
Event Offering Costs	•	•	•	•		
Event Offering Results	•	•				
Event Offering Cost Per Lead	•	•				
<b>Sales Channel</b>						
Channel Performance	•		•	•	•	•
Channel Comparison	•	•	•	•	•	•
Channel Revenue Performance	•		•	•	•	•
Channel Product Performance	•		•	•	•	•
Channel Sale Cycle Time	•	•	•			
<b>Product</b>						
Product Performance	•		•	•		•

Reports / Workbooks	Marketing	Field/ Telephone Sales	Order Capture	AR	BOM	Inventory
Product Profitability Comparison by Period	•					•
Product Profitability	•		•	•	•	•
Product Category Profitability	•					•
Product Group Profitability	•					•
<b>Market Segment</b>						
Market Segment Performance	•		•	•		
Market Segment Revenue	•		•	•		
Market Segment Response Rate	•	•				
Market Segment Sale Cycle Time	•	•	•			

**Table 4 - Operations Intelligence Reports/Workbooks Product Dependencies**

<b>Reports / Workbooks</b>	<b>Closing</b>	<b>Inventory</b>	<b>Quality</b>	<b>Order Manage- ment</b>	<b>Planning</b>	<b>Work In Process</b>	<b>Receiv- ables</b>
Cycle Count Accuracy by Period		•					
Cycle Count Accuracy by Organization		•					
Forecast Accuracy				•	•		
Forecast Analysis				•	•		
Forecast Trend				•	•		
Demand Class Accuracy				•	•		
Demand Class Trend				•	•		
Inventory Turns by Period		•		(1)		•	
Inventory Turns by Organization		•		(1)		•	
Inventory Value		•					
Inventory Value by Organization		•					
Late Orders					•		
Nonconformance by Organization			•				
Nonconformance by Defect Code			•				
Nonconformance by Item			•				
Nonconformance by Lot Number			•				
Nonconformance by Plan			•				
Nonconformance by Plan Type			•				
Organization Plan Performance		•			•		
Performance to MPS					•	•	
Performance to MPS by Product Category					•	•	
Performance to MPS by Week					•	•	
Plan Performance					•		
Plan Performance Trend					•		
Product Margin Analysis	•	•		•			•
Product Quality						•	
Product Quality Analysis						•	
Product Revenue Analysis		•		•			•
Production Efficiency						•	

Reports / Workbooks	Closing	Inventory	Quality	Order Manage- ment	Planning	Work In Process	Receiv- ables
Production Efficiency by Department						•	
Production Efficiency by Period						•	
Production Completed Late						•	
Production per Employee						•	
Production per Employee by Period						•	
Quality Global Results Analysis			•				
Quality Nonconformance Analysis			•				
Resource Utilization						•	
Resource Utilization Analysis						•	
Scrap by Reason						•	
Supply Chain Inventory Analysis				(1)		•	
WIP Inventory Trend						•	

NOTES:

(1) Inventory Turns requires COGS from Shipments (OM).

**Table 5 - Process Manufacturing Intelligence Reports/Workbooks  
Product Dependencies**

Reports / Workbooks	Process Manufacturing	BIS Core	GL	HR	Workflow	Alert	FND	ICX	Oracle Purchasing
<b>OPM Inventory</b>									
OPM Inventory Turns	•	•	•	•	•	•	•	•	•
OPM Onhand Inventory	•	•	•	•			•	•	•
<b>OPM Production</b>									
OPM Late Completed Batches	•	•	•	•			•	•	
OPM Current Batch Status	•	•	•	•			•	•	
OPM Top 10 Products	•	•	•	•			•	•	•
OPM Top 10 Ingredients	•	•	•	•			•	•	•
OPM Production Usage Variance	•	•	•	•			•	•	•
OPM Production Yield Variance	•	•	•	•			•	•	•
OPM Production Yield vs. Usage	•	•	•	•			•	•	•
OPM Production Yield	•	•	•	•			•	•	•
OPM Production Usage	•	•	•	•			•	•	•
<b>OPM Workbooks</b>									
OPM Product Analysis	•	•	•	•			•	•	•
OPM Cost Analysis	•	•	•	•			•	•	•



**Table 6 - Purchasing Intelligence Reports/Workbooks Product Dependencies**

<b>Report/Workbook</b>	<b>Purchasing</b>	<b>OE/OM</b>
Purchase to Sales Ratio Report	•	•
Supplier Performance Report	•	
Contract Leakage Trend Report	•	
Contract Savings Summary Report	•	
Contract Savings Report	•	
Contract Savings Analysis Workbook	•	



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