



A HiQube solution for decision making



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ABSTRACT

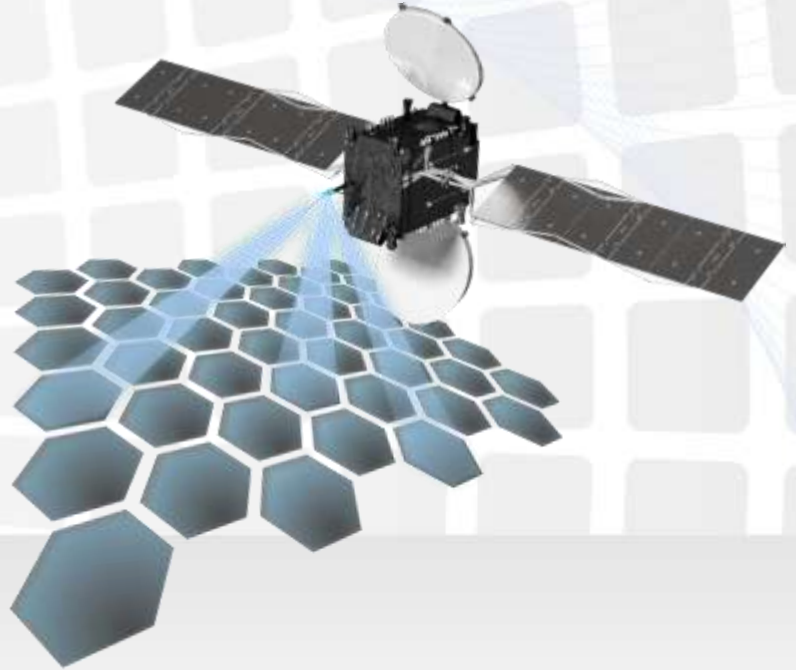
- Usually companies and their managers crush with the impossibility to get data that they need in order to monitor and control their enterprise in a fast and effective way.
- HyperControl is a suite of models that, relying on the unique features of HiQube, aims to satisfy all the needs of the decision makers.

BROWSING THE ENTERPRISE

- Targets to reach
- Adequate measures
- Adequate tools



- Decisions need KNOWLEDGE
- Knowledge is needed TO MAKE
- To get knowledge measures ARE NEEDED

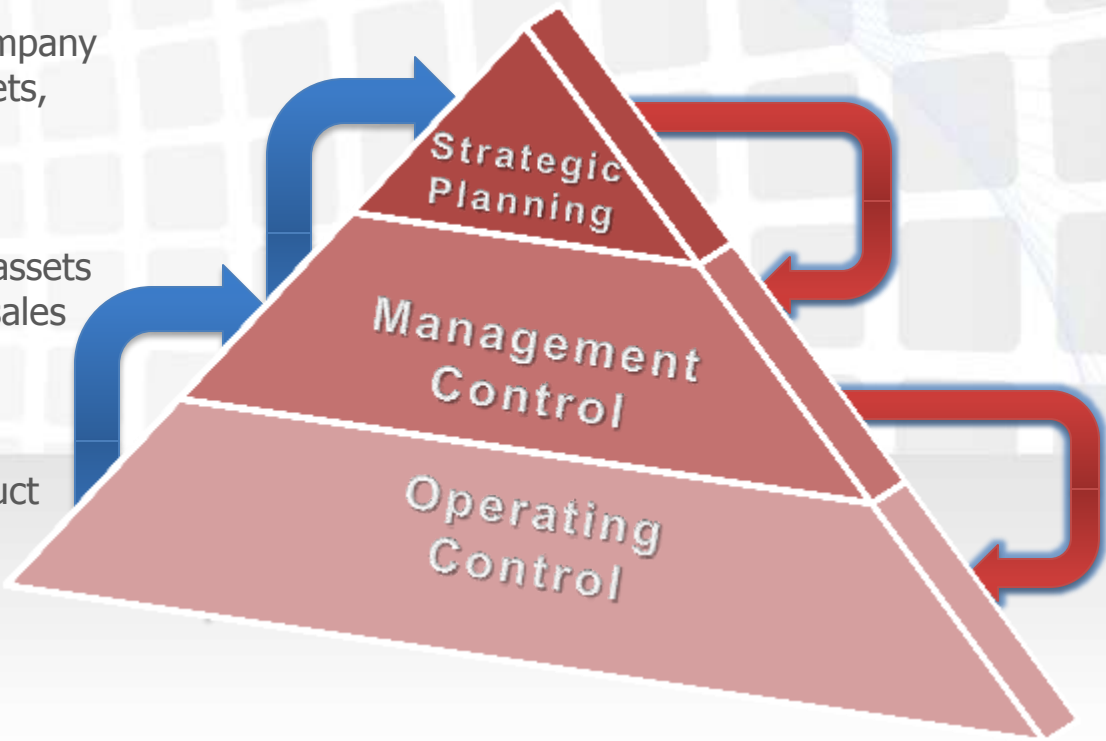


PLANNING AND CONTROL SYSTEM

Strategic planning: determines and controls Company global targets (i.e. which products, which markets, which plants)

Management Control: determines and controls assets and economics targets (i.e. financial planning, sales forecast)

Operating Control: targets execution, (i.e. product delivery schedules), insuring proper activities advancing.

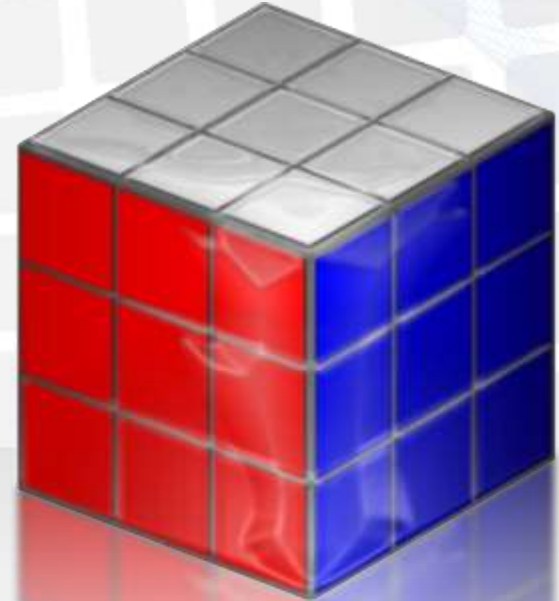


ENTERPRISE NEEDS A TOOL:

*“A man with a watch knows what time it is.
A man with two is never sure”*

Mark Twain *

- That gathers data from internal and external repositories.
- That WELL combines data to pull out significances.
- That allows to adopt decisions and find solutions.



SHAREABLE



* Reported in:

Data driven: profiting from your most important business asset, by Thomas C. Redman – Harvard Business Press

SOME PROBLEMS IN USING DATA TO TAKE DECISIONS:

- We have tons of data, but we aren't able to use them!
- How is it possible that people in the same role present different results?
- We need to collect, group, handle data in every possible way!
- Show me only what is really important!
- I need this report, now!



FINDING DATA UNDERSTANDING DATA TIMING



HiQube

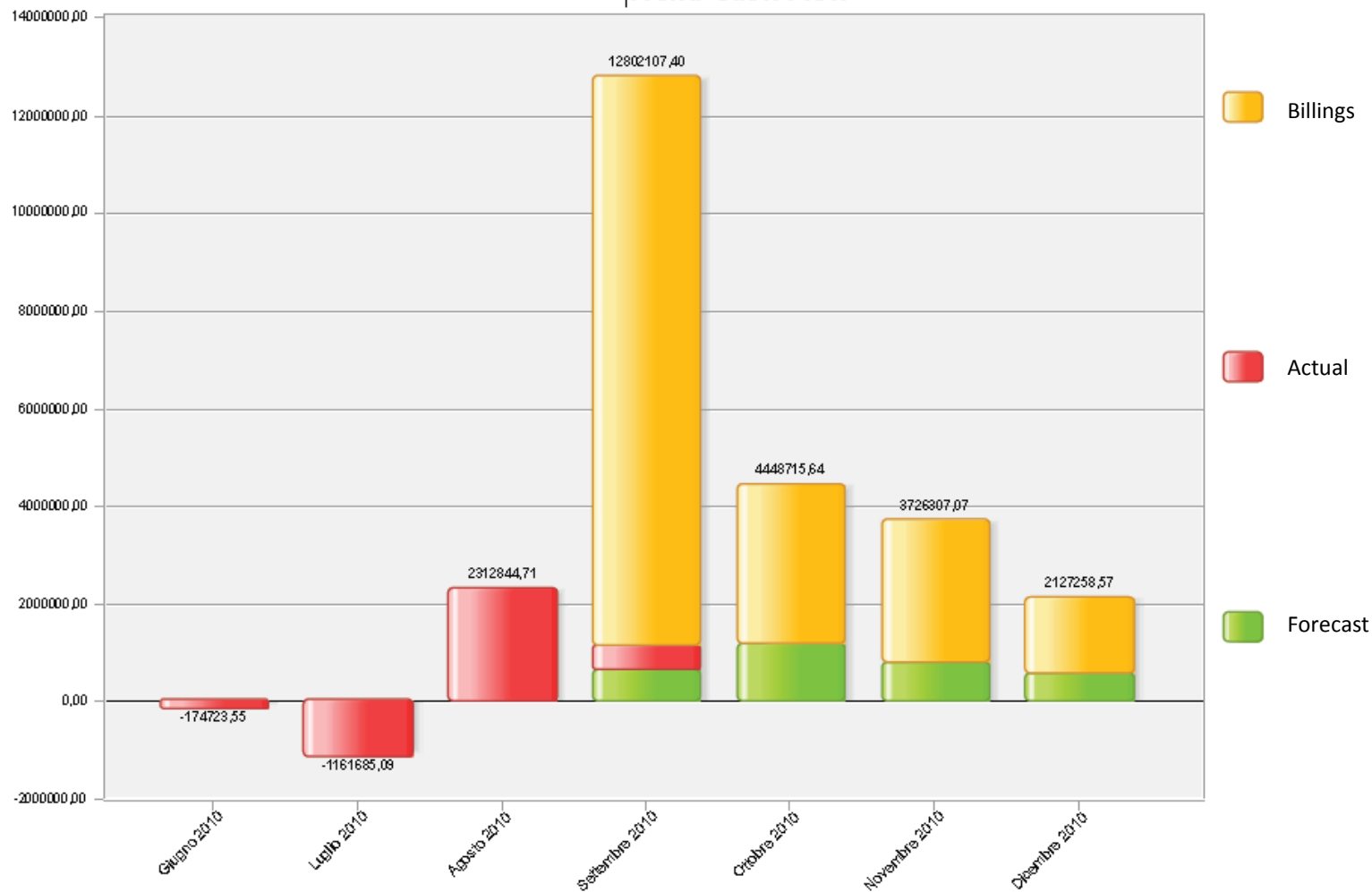
HOW DO I DEAL WITH THE PROBLEMS?

- Cash Forecasting
- Delta Analysis
- What-if analysis

CASH FORECASTING: WHAT ARE MY CASH NEEDS IN THE FUTURE?

- Invoices financial effect
- Billings financial effect
- Other forecastable financial effects (eg: Loans)

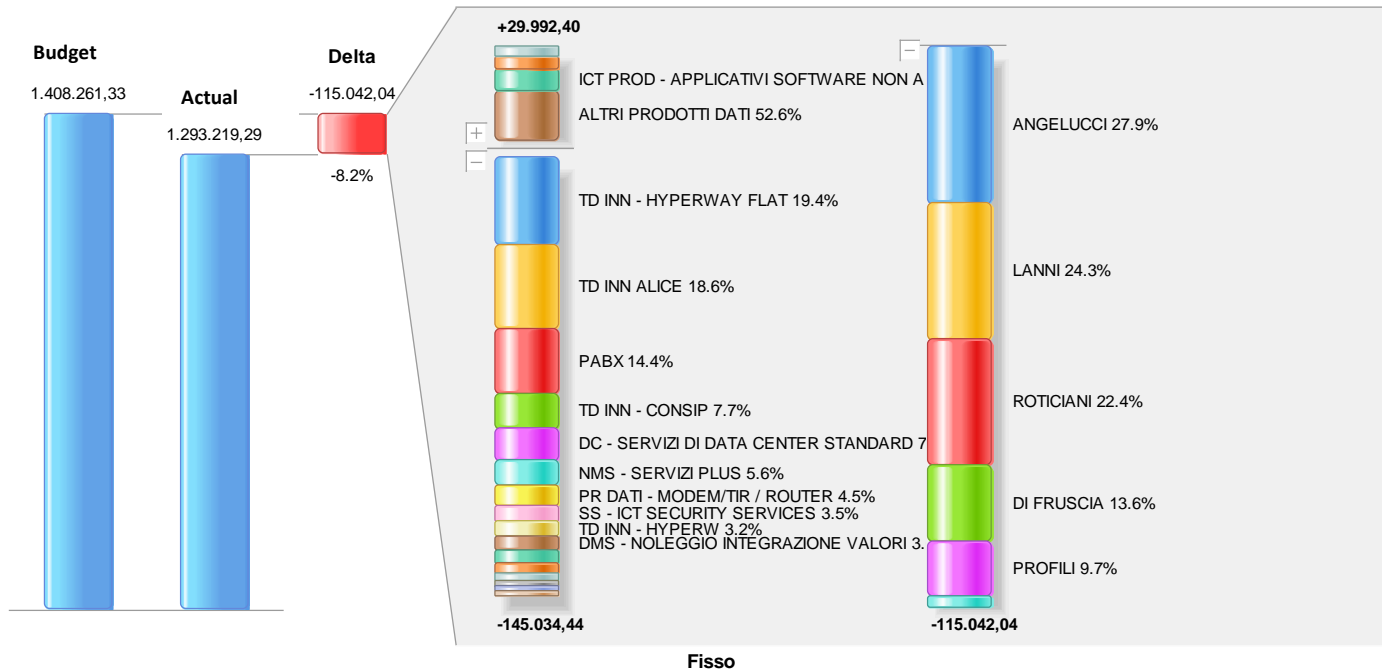
Trend Cash Flow



DELTA ANALYSIS: WHY MY FORECAST IS DIFFERENT THAN MY ACTUAL?

Delta Analysis

Totale Ragione Sociale - Totale Tipo Contratto - Totale Stato - 100 - 1 - Margine



WHAT - IF?

Crescita Prezzi

Sola Lettura Visualizza [dropdown] [check] [refresh]

Voci What If : Fattore di crescita

Years : 2002

	Simulazione 1	Simulazione 2
Asia	2,0%	3,9%
Far East	4,0%	2,5%
USA	1,0%	3,9%
Rest of the world	3,0%	3,4%
Europe	5,0%	3,2%
<input type="checkbox"/> Total		

Crescita Costi

Sola Lettura Visualizza [dropdown] [check] [refresh]

Voci What If : Fattore di crescita

Years : 2002

	Simulazione 1	Simulazione 2
Appliances	2,0%	2,1%
Electromotors	6,0%	2,5%
Spare Parts	1,6%	1,5%

Quantità

Sola Lettura Visualizza [dropdown] [check] [refresh]

Voci What If : Quantità

Simulazione : Simulazione 1

Years : 2002

	Asia	Far East	USA	Rest of the world	Europe	<input type="checkbox"/> Total
Appliances	1 500,00	2 500,00	2 000,00	900,00	5 000,00	12 410,00
Electromotors	3 500,00	5 500,00	10 000,00	2 500,00	6 500,00	28 000,00
Spare Parts	630 000,00	12 500 000,00	3 000 000,00	400 000,00	1 000 000,00	17 530 000,00

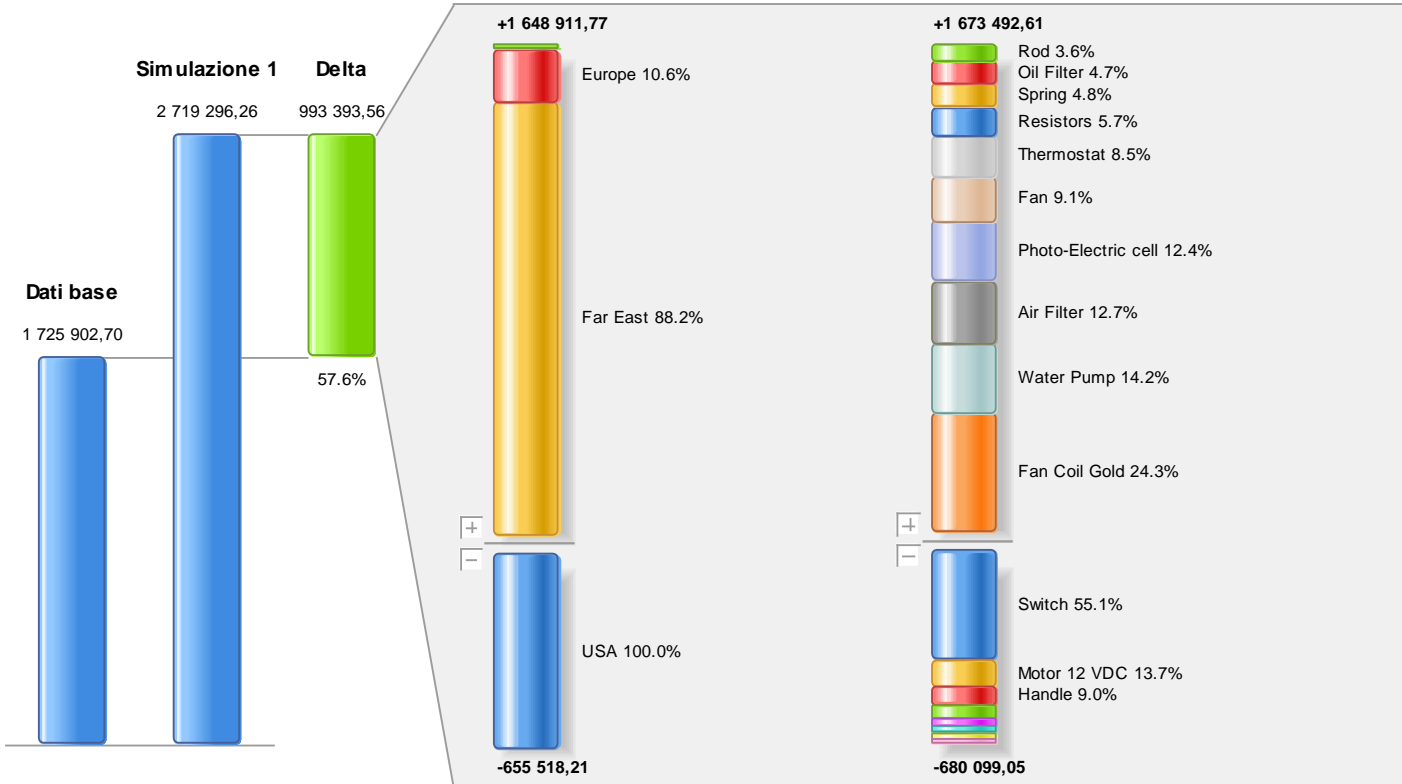
Years : 2001

Markets : Asia

	Air Conditioner Dati base	Air Conditioner Simulazione 1	Fan Coil Platinum Dati base	Fan Coil Platinum Simulazione 1	Microwave A 1E Dati base	Microwave A 1E Simulazione 1	Microwave W 1F Dati base	Microwave W 1F Simulazione 1	Washing Machine Dati base	Wa: Simi
Quantità	108	108	191	191	207	207	392	392	180	
Fatturato	€ 44 800,07	€ 44 800,07	€ 44 760,67	€ 44 760,67	€ 23 315,38	€ 23 315,38	€ 19 603,58	€ 19 603,58	€ 52 261,59	
Prezzo medio	€ 412,98	€ 412,98	€ 234,30	€ 234,30	€ 112,70	€ 112,70	€ 50,05	€ 50,05	€ 289,57	
Costi unitario	€ 240,15	€ 240,15	€ 138,26	€ 138,26	€ 65,67	€ 65,67	€ 29,52	€ 29,52	€ 163,50	
Costo del venduto	26 051,88	26 051,88	26 412,85	26 412,85	13 586,11	13 586,11	11 562,87	11 562,87	29 507,60	
Margine lordo	18 748,19	18 748,19	18 347,82	18 347,82	9 729,27	9 729,27	8 040,71	8 040,71	22 753,99	
Margine%	41,85	41,85	40,99	40,99	41,73	41,73	41,02	41,02	43,54	
Costi commerciali	4 857,03	4 857,03	4 569,02	4 569,02	2 264,96	2 264,96	1 830,12	1 830,12	4 329,26	
Contribuzione	13 891,16	13 891,16	13 778,80	13 778,80	7 464,31	7 464,31	6 210,59	6 210,59	18 424,73	
Contribuzione%	31,01	31,01	30,78	30,78	32,01	32,01	31,68	31,68	35,25	

Planning Simulation

2002 Contributions



THE FUTURE: OPTIMIZATION

- For several what-if economic problems we can ask to an algorithm to give us the best solution:
 - Marketing Mix
 - Production Mix
 - Financial optimization

THE SUITE

P & L Analysis

Reprocessing P&L to get KPIs.

Sales – Marketing

Sales/Business Margin Analysis.

Production Costs

Gathers, balances and compares finished product costs.

Margin Analysis

Sales Profitability Analysis

Stock Valorization

Computes measures and KPIs

Credits/Debits

Analysis & KPI

Financial Monitor

Enterprise Financial Monitoring

Ad-Hoc Analysis

Ad Hoc statistical models.

Customers-suppliers Rating

Risk containment and control



Financial Monitor

Credit-Debit Analysis
Customer/Suppliers Rating

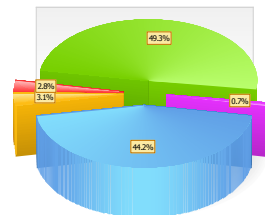
An Analysis & Simulation Solution to support Administration & Finance Department

A unique tool able to:

- Support daily decisions in Finance matters
- Manage Data and Analysis to support long Term Strategies.
- Support relationship with Banks

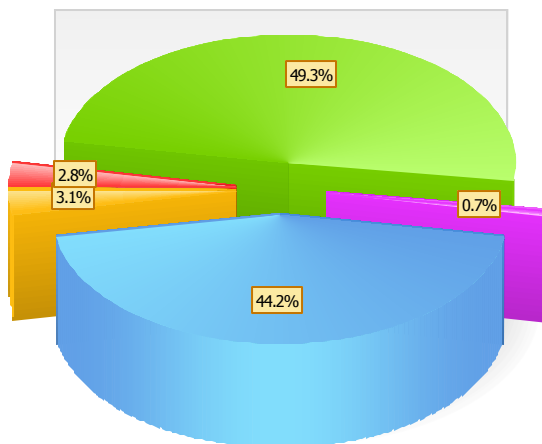
Periodo di analisi scelto: Giugno-2010 / Agosto-2010

Analisi Tipologia di Movimento



- BANCA NAZIONALE DEL LAVORO-BNL
- CASSA DI RISPARMIO DI CESENA-CRC
- CASSA DI RISPARMIO DI RIMINI-CRR
- UNICREDIT BANCA D'IMPRESA SPA-UNIC
- ALTRI

	Giugno 2010	Luglio 2010	Agosto 2010	Settembre 2010	Ottobre 2010	Novembre 2010	Dicembre 2010
Saldi Iniziali	-17.625.781	-17.625.781	-17.625.781	-17.625.781	-17.625.781	-17.625.781	-17.625.781
Entrate	7.827.567	15.750.453	19.952.263	20.122.671	20.122.671	20.122.671	20.122.671
Uscite	-4.592.552	-8.387.229	-9.190.302	-7.890.760	-7.890.760	-7.890.760	-7.890.760
Insoluti	-694.214	-978.684	-1.099.083	-1.132.682	-1.132.682	-1.132.682	-1.132.682
Gestione Finanziamenti							
Flussi							
Oneri Finanziari	-60.165	-83.869	-203.912	-203.936	-203.936	-203.936	-203.936
Accrediti generici	1.544.471	3.924.181	3.927.394	3.927.394	3.927.394	3.927.394	3.927.394



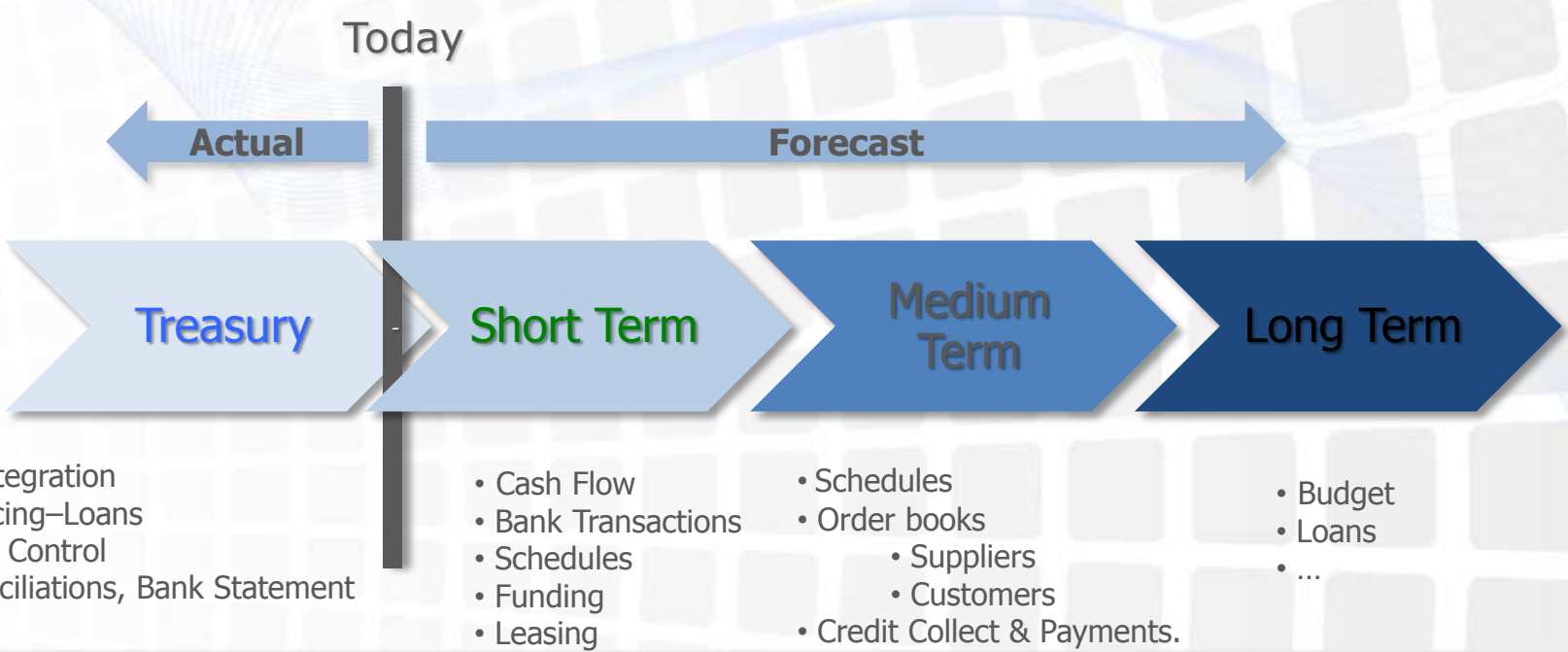
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- **ALTRI**

	Giugno 2010	Luglio 2010	Agosto 2010	Settembre 2010	Ottobre 2010	Novembre 2010	Dicembre 2010
Starting Balance	-17.625.781	-17.625.781	-17.625.781	-17.625.781	-17.625.781	-17.625.781	-17.625.781
Income	7.827.567	15.750.453	19.952.263	20.122.671	20.122.671	20.122.671	20.122.671
Cashout	-4.592.552	-8.387.229	-9.190.302	-7.890.760	-7.890.760	-7.890.760	-7.890.760
Overdue	-694.214	-978.684	-1.099.083	-1.132.682	-1.132.682	-1.132.682	-1.132.682
Financing Mgt							
Money costs	-60.165	-83.869	-203.912	-203.936	-203.936	-203.936	-203.936
Generical accredits	1.544.471	3.924.181	3.927.394	3.927.394	3.927.394	3.927.394	3.927.394

Solution Benefits

- :: ERP integrated solution: avoids existing data input.
- :: Solution “ERP independent”: Financial Monitor can be connected to a new ERP
- :: Integrated Solution for daily analysis and strategies.
- :: Support System to understand of operating decisions and trends
- :: Optimization and Certification of different data sources.

Skyline



OBJECTIVES:

:: Constant monitoring of daily balance, aligned with Banks and internal Admin

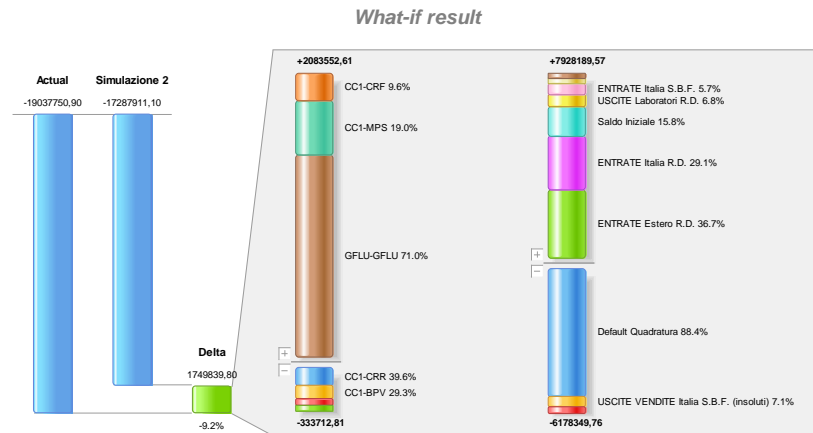
:: Forecasting (short, medium, ...)

:: Multiple scenario projection simulations.

:: Interpretation of trends and operating decision

Support

:: Support decisions aimed to maximize cash-flow.



FEATURES:

The Solution includes:

- A Unique datawarehouse to interface Company ERP
- Features to maximize cash-flow through what-if simulations.
- Historization and Archiving of various feeding sources, with various versioning policies.
- Basic data up to daily granularity.
- Synthesis and historical with monthly granularity.
- Custom attributes based on business types: channel, product family, sales, ...
- Cutting edge analysis and simulation allowed by Altair's HiQube Technology.

BENEFITS:

Among main benefits of Financial Monitor:

- Top line now can understand relapses on cash flow of their business decisions, and more aware of their choices.
- CFO clearly sees not only of the forecasted balance, but realizes phenomena that creates it.
- Enterprise gets better financial cycles, fully leveraging processes impacting on finance.
- Financial Monitor fits into available solutions, complementing ICT tools already deployed. (ERP, Treasury, BI, CPM, CRM...)

Q&A

Thank you for your attention