Oracle® Integrated Margin Planning, Fusion Edition

User's Guide

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MANAGEMENT SYSTEM

Integrated Margin Planning User's Guide, 11.1.2.1.00

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1 Getting Started with Integrated Margin Planning

In This Chapter

About Integrated Margin Planning

Oracle Integrated Margin Planning, Fusion Edition is a packaged Enterprise Performance Management application that enables businesses to reliably project margins and Cost of Goods sold (COGS) using detailed planning models that integrate operational and financial elements. With the Integrated Margin Planning solution, financial analysts and management can effectively model operational drivers, assumptions, and constraints to develop more accurate and robust COGS and margin projections.

The Margin Planning Business Challenge

Finance executives and managers in every business are under tremendous pressure to make realistic and achievable projections regarding key financial metrics such as revenues, COGS, and gross margins. In the face of today's extreme business volatility, they are struggling to capture the impact of rapid changes in costs and operational drivers, and to incorporate them into their financial planning process in a timely manner to support proactive decisions.

Existing planning solutions in finance and operations provide little value in addressing the margin planning challenge. Today's financial planning systems make simplistic assumptions on costs and do not model concepts such as bill of materials and production lead times. On the other hand, while supply chain planning applications do model the supply complexities, they are invariably unable to support interactive what-if analysis on these cost drivers and to tie the impacts of the demand and supply changes to the financial world. As a result, financial planners typically struggle with offline spreadsheet models to manually piece together a reasonable picture of costs and margins. This results in substantial value loss from ineffective margin management and poor productivity.

The Integrated Margin Planning Solution

Integrated Margin Planning is a purpose-built solution designed to address the margin planning challenge. Key elements of the Integrated Margin Planning solution include:

- Estimate costs and margins based on forward-looking changes to operational drivers and assumptions (for example, materials costs, energy costs, and transportation costs)
- Identify gaps between projected costs and profit margins versus annual operating plan targets
- Close gaps using scenario analysis (for example, price change and product mix revision scenarios)

Integrated Margin Planning solution content includes:

- Predefined cubes, dimensions, and measures for margin and COGS modeling
- Predefined operational models for granular calculations of material costs, transportation costs, and labor costs, including bill-of-material and capacity calculations
- Key financial, operational, and cost assumptions directly linked to the core models. These are used to assess financial impacts of changes to forward-looking assumptions such as inflation, raw material costs, and labor rates.
- Packaged Excel templates for plan review and scenario analysis
- Predefined Oracle Business Intelligence Enterprise Edition repository and dashboard content that have Integrated Margin Planning as the data source
- Standard set of data interfaces that are prewired into the core model

Prerequisites

Before you set up and manage Integrated Margin Planning, ensure that one of the following is installed:

- Oracle Integrated Operational Planning, Fusion Edition Release 11.1.2.0
- Hyperion Planning Suite Release 11.1.1.1

In addition, you should understand:

- Integrated Operational Planning functionality (see the *Oracle Integrated Operational Planning User's Guide*)
- The margin planning challenge and solution (see "About Integrated Margin Planning" on page 9)
- The Integrated Margin Planning structure (see Appendix A, Integrated Margin Planning Structure)

Loading Information into Integrated Margin Planning

Integrated Margin Planning is preconfigured to load data from Excel spreadsheets or from database tables. For rapid testing and model evaluation, you can populate Excel files with your data, load the model from these Excel files, and have a model with your own data to review.

Review the following sections:

- Integrated Margin Planning Excel Files
- Integrated Margin Planning CSV Files
- Integrated Margin Planning Input Tables

Note: See "Predefined Input Tables" on page 49 for detailed information on the predefined input tables and how they are wired to the Excel and CSV files.

Integrated Margin Planning Excel Files

Integrated Margin Planning Excel files include:

- **Imp_dimensional_data.xls**—Master data elements that populate the model dimensions
  - **Products**—Members of the Product hierarchy and their relationships
  - **Geographies**—Members of the Geography hierarchy and their relationships
  - **Customers**—Members of the Customer hierarchy and their relationships
  - **Plants**—Members of the Plant hierarchy and their relationships. Also defined is the associated geography and local currency for each plant.
  - **DCs**—Members of the Distribution Center hierarchy and their relationships
  - **TransportModes**—Members of the Transport Mode hierarchy and their relationships
  - **BOM**—Bill of Materials relationships, including parent, child, and Quantity Per Assembly (QPA)
- **Imp_datafeeds.xls**—Details on the transactional data elements that can be fed into the model. It is expected that this data will be obtained from source ERP systems.
  - **Financial_Plan**—Data for the top-down annual operating plan
  - **Demand_Plan**—Data for the demand plan quantity input (This data can come from a demand planning tool.)
  - **Shipped_sales_orders**—Data for shipped sales orders
  - **Open_sales_orders**—Data for open sales orders
  - **Inventory**—Latest inventory snapshot
  - **WIP**—Latest Work-In-Progress snapshot
  - **Inventory_DC**—Latest inventory snapshot for Distribution Centers
  - **WIP_DC**—Latest Work-In-Progress snapshot for Distribution Centers

- **Imp_assumptions.xls**—Forward-looking assumptions driving the model. The data for these assumptions can be sourced from external systems or maintained within Integrated Margin Planning.
  - **Currency_Exchange**—Time-phased currency exchange rates
  - **Overhead_Expenses**—Time-phased assumptions on R&D expenses and SG&A expense ratios
  - **Inflation**—Time-phased assumptions on inflation rates by region
  - **Market_Size**—Time-phased assumptions on total addressable market and market growth rates by product family and geography
  - **Product_ASP**—Time-phased assumptions on product Average Selling Price (ASP) by finished good, customer, geography, and time
  - **Transport_Details**—Time-phased assumptions on mode mix percent across different transport modes between plant and DC. It also captures the transport lead times.
  - **Transport_Cost**—Time-phased assumptions on transport cost per unit for each product from each plant to each Distribution Center by individual transport mode
  - **Plant_Sourcing**—Time-phased assumptions on plant sourcing percentage by each product family and DC
  - **DC_Sourcing**—Time-phased assumptions on sourcing percent for each geography from each DC
  - **Labor_Rates**—Time-phased assumptions on labor rates per hour in local currency for each plant
  - **Labor_Details**—Time-phased assumptions on labor hours per unit produced by product and plant
  - **Capacity**—Time-phased assumptions on available capacity per week by product family and plant
  - **Material_Details**—Time-phased assumptions on unit cost and manufacturing/ procurement lead times by part and plant
  - **Plant_Overhead_Expenses**—Time-phased assumptions on plant overhead expenses per month

Integrated Margin Planning CSV Files

Integrated Margin Planning CSV files include:

- **Imp_calendar.csv**—Details of the time dimension used to populate the "Fiscal" and the "Manufacturing" time dimensions, including the dates and the corresponding member names. This information can be used to define the system calendar.
- **Imp_users.csv**—Users that can initialize the system

Integrated Margin Planning Input Tables

The data in the XLS and CSV files is loaded into the following input tables:

- IS_MP_BOM
- IS_MP_CALENDAR
- IS_MP_CAPACITY
- IS_MP_CUSTOMERS
- IS_MP_DC_SOURCING
- IS_MP_DEMAND
- IS_MP_DISTRIBUTION_CENTER
- IS_MP_EXCHANGERATES
- IS_MP_FINANCIALPLAN
- IS_MP_GEOGRAPHIES
- IS_MP_INFLATION
- IS_MP_INVENTORY
- IS_MP_INVENTORY_DC
- IS_MP_LABORDETAILS
- IS_MP_LABORRATES
- IS_MP_MARKET_SIZE
- IS_MP_MATERIALMETRICS
- IS_MP_OPEN_ORDER_SALES
- IS_MP_OVERHEAD_EXPENSES
- IS_MP_PLANT_SOURCING
- IS_MP_PLANTS
- IS_MP_PRODUCT_ASP
- IS_MP_PRODUCTS
- IS_MP_SHIPPED_ORDER
- IS_MP_TRANSPORT_COST
- IS_MP_TRANSPORT_DETAILS
- IS_MP_TRANSPORT_MODE
- IS_MP_WIP
- IS_MP_WIP_DC

Tip: For implementations, these tables can be populated directly by scripts, and the model can be populated using the tables.

Logging in to Integrated Margin Planning

➤ To log in to Integrated Margin Planning:

1 **In an Internet Explorer browser window, enter the following URL:**

`http://myhost.domain.com:port/interlace`

where *myhost.domain.com* is the server name set up by the administrator, and *port* is the HTTP port number set up by the administrator.

2 **On the Oracle Identity Management page, enter your user name and password and click OK.**

Passwords are case-sensitive.

Initializing the Predefined Model

The Integrated Margin Planning model loads predefined:

- Cubes
- Dimensions
- Row Sources
- Data Sources
- Measures/Metrics
- Assumptions
- Business Rules/Exceptions
- Dashboard, Reports, and Charts

For information on initializing the predefined Integrated Margin Planning model, see "Installing Integrated Margin Planning" in the *Oracle Integrated Margin Planning Installation Guide*.

Tip: Before you initialize the predefined model, study Appendix A, Integrated Margin Planning Structure. Review the predefined elements, identifying which elements you can use and which elements you need to customize. The better you understand the model, the easier it will be to use Integrated Margin Planning.

2 Working with Integrated Margin Planning

In This Chapter

Understanding the Integrated Margin Planning User Interface

The user interface provides several ways to create and monitor scenarios, work with exceptions, perform an analysis, view reports and charts, and manage tasks.

The top right of the screen contains a Help link and a Logout link. If you log in as the administrator, you can toggle between the Planning Workbench and the Administration Workbench.

Using the Planning Workbench

The Planning Workbench includes the following sections, accessed by selecting a link on the left of the screen.

- **Home**—Displays exceptions, scenarios, tasks, and the weekly calendar (This page is displayed when you first log in to Integrated Margin Planning.)
- **Analysis Workbench**—Used to create and modify scenarios
- **Review Exceptions**—Displays the exceptions assigned to you
- **Review Reports**—Displays predefined tabular reports and charts
- **Manage Tasks**—Displays tasks related to specific analysis types or scenarios
- **Publish Plan**—Displays scripts to perform specific activities in Integrated Margin Planning

The screen title shows your location in the Planning Workbench. The title includes the section, subsection, current task, and the path to navigate to that screen.

Note: For detailed information about the Planning Workbench, see "About the Planning Workbench" in the *Oracle Integrated Operational Planning User's Guide*.

Using the Administration Workbench

The Administration Workbench is visible only if you log in as the administrator and user with the Integrated Operational Planning Administrator provision. It includes the following sections:

- **Model**—Create and edit data models. Manage data sources, row sources, dimensions, and cubes.
- **Presentation**—Manage analysis types, queries, and report templates; review changes made to worksheets and workbooks.
- **Administration**—Configure Essbase connections and manage the job queue, script editor, script templates, security filters, system settings, and users and groups.

Note: For detailed information about the Administration Workbench, see "About the Administration Workbench" in the *Oracle Integrated Operational Planning User's Guide*.

Creating and Managing Scenarios

In Integrated Margin Planning, a planner or analyst can create and manage one or more scenarios. In each of these scenarios, the analyst can perform "what-if" analysis by changing forward-looking assumptions or data elements and by analyzing the impact of changes on the business plan.

You create and manage scenarios in the Margin Planning section in the Analysis Workbench.

Note: For detailed information on creating and managing scenarios, see "Working with Scenarios" in the *Oracle Integrated Operational Planning User's Guide.*

Reviewing and Maintaining Assumptions

Integrated Margin Planning includes a set of predefined assumptions. These are forward-looking, time-phased assumptions that a financial analyst or a financial manager might make and manage. Analysts can make changes to one or more key assumptions and see the immediate impact on the overall financial plan.

Predefined assumptions in Integrated Margin Planning include:

- **Financial Assumptions**—Currency Exchange Rates, Inflation, Overhead Expenses
- **Demand Assumptions**—Market Size and Growth, ASP by Product
- **Supply Assumptions**—Transportation Costs, Transport Details, Demand Sourcing by DC, Supply Sourcing by Plant, Labor Rates, Labor Details, Key Material Costs, Plant Overhead Expenses

Note: See "Predefined Assumptions" on page 159 for detailed information on the predefined assumptions in Integrated Margin Planning.

Accessing an Assumptions Sheet

➤ To access an assumptions sheet:

1 **Open a scenario in Excel. (See "Opening a Scenario in Excel" on page 18.)**

2 **Click the tab corresponding to the assumption.**

Analyzing the Impact of Assumptions Changes

➤ To analyze the impact of changes to an assumption:

1 **Access the appropriate assumptions sheet by performing an action:**

- In Excel, open a Margin Planning Analysis Sheet and click 

. In the Show Impact dialog box, click a Key Assumption.
- Click the tab corresponding to the assumption at the bottom of Excel.

2 **Optional: On the Assumptions sheet, click** 

to filter the information displayed.

3 **On the Assumptions sheet, make the desired changes.**

4 **Click** 

to apply the changes to the database.

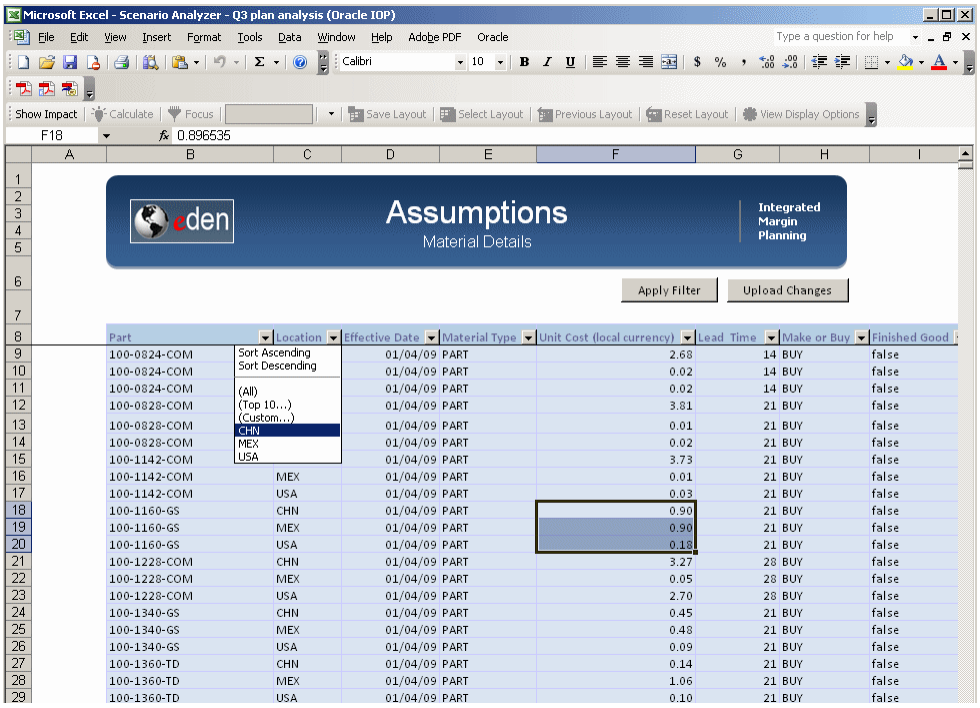
5 **Return to a Margin Planning Analysis Sheet to see the impact on your plan.**

For example, assume that you want to change some unit costs in China because you anticipate a price increase. To do this you would:

1. Click the **Material Details** tab at the bottom of Excel.
2. Click 

3. Limit the location to China by selecting CHN as the filter for the Location assumption.

Figure 1 Location Assumption Filtered by China



4. Change the desired unit costs.
5. Click Apply Changes.
6. Click Show Impact to show the plan with the changes incorporated.

Conducting a Detailed Plan Analysis

Conducting a detailed plan analysis involves:

- Opening a Scenario in Excel
- Changing How Data is Displayed
- Analyzing Financials
- Analyzing Demand
- Analyzing Transportation Costs
- Analyzing Production Plans and Labor Costs
- Analyzing Materials Costs
- Analyzing the Impact of Plan Changes

Opening a Scenario in Excel

After creating a scenario in Integrated Margin Planning, use the analysis tools in Excel to conduct a detailed plan analysis.

➤ To open a scenario's planning workbook in Excel:

1 **In the Integrated Margin Planning Analysis Workbench, display a list of scenarios.**

2 **Do one of the following:**

- Click  next to the scenario.
- Click the scenario, click Actions, and select Analyze *Scenario Name*.

The scenario's planning workbook is opened in Excel, and an Introduction tab is displayed. The Introduction tab lists the Margin Planning Analysis Sheets and the Assumptions Sheets associated with the scenario.

The data initially presented in the analysis sheets is from the underlying predefined Integrated Margin Planning model. If desired, you can load the Integrated Margin Planning model with data specific to your business (see "Loading Information into Integrated Margin Planning" on page 11). This business-specific data can be sourced from financial planning systems or operational planning systems. If you load the model with your own data, the data is displayed in the analysis sheets.

The following predefined Margin Planning Analysis Sheets are available:

- Financials
- Demand
- Transportation
- Production
- Materials

Note: For details on the content in the predefined Margin Planning Analysis Sheets, see "Predefined Cubes" on page 40.

Note: For details on performing scenario analysis, see "Performing an Analysis" in the *Oracle Integrated Operational Planning User's Guide*.

Changing How Data is Displayed

You can change display options for planning worksheets in Excel by using Oracle toolbar and menu commands and by using context menus. Two of the most common worksheet layout changes are:

- Focusing on Items
- Zooming In and Out

Note: For details on Oracle toolbar options and menu commands see "Changing the Worksheet Layout" in the *Oracle Integrated Operational Planning User's Guide*.

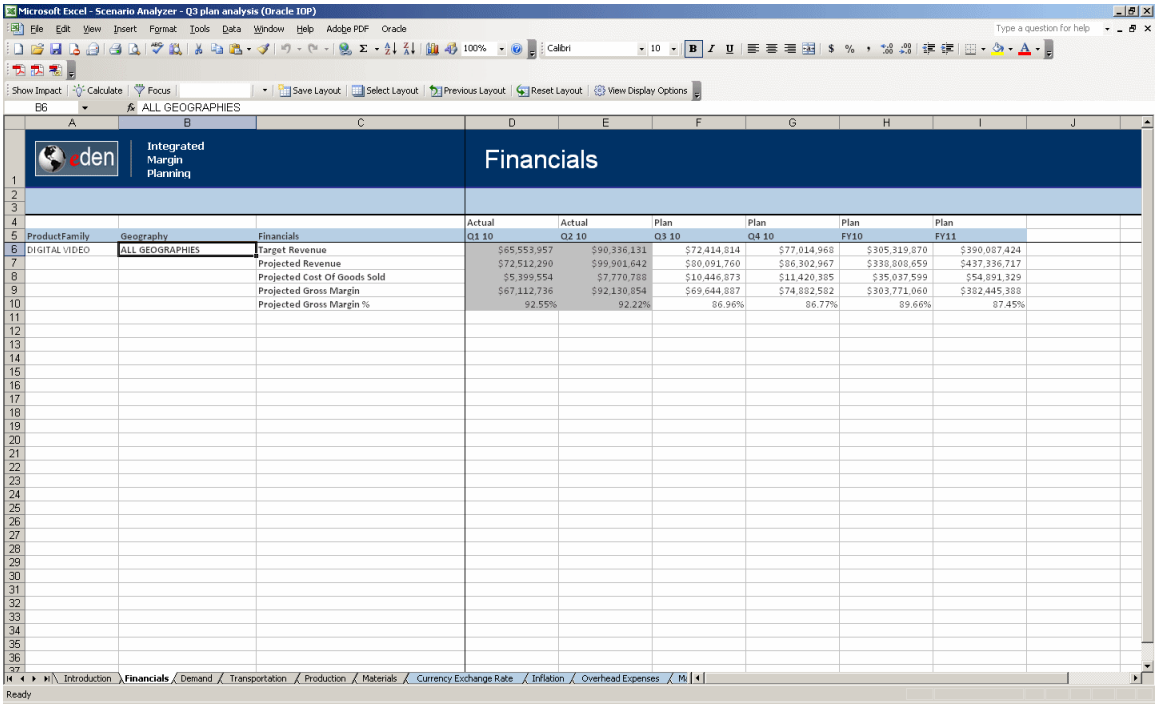
Focusing on Items

➤ To focus on an item, select the item and click 

.

For example, focusing on DIGITAL VIDEO in the Financials analysis sheet displays the following information:

Figure 2 Financials Analysis Sheet Focused on Digital Video

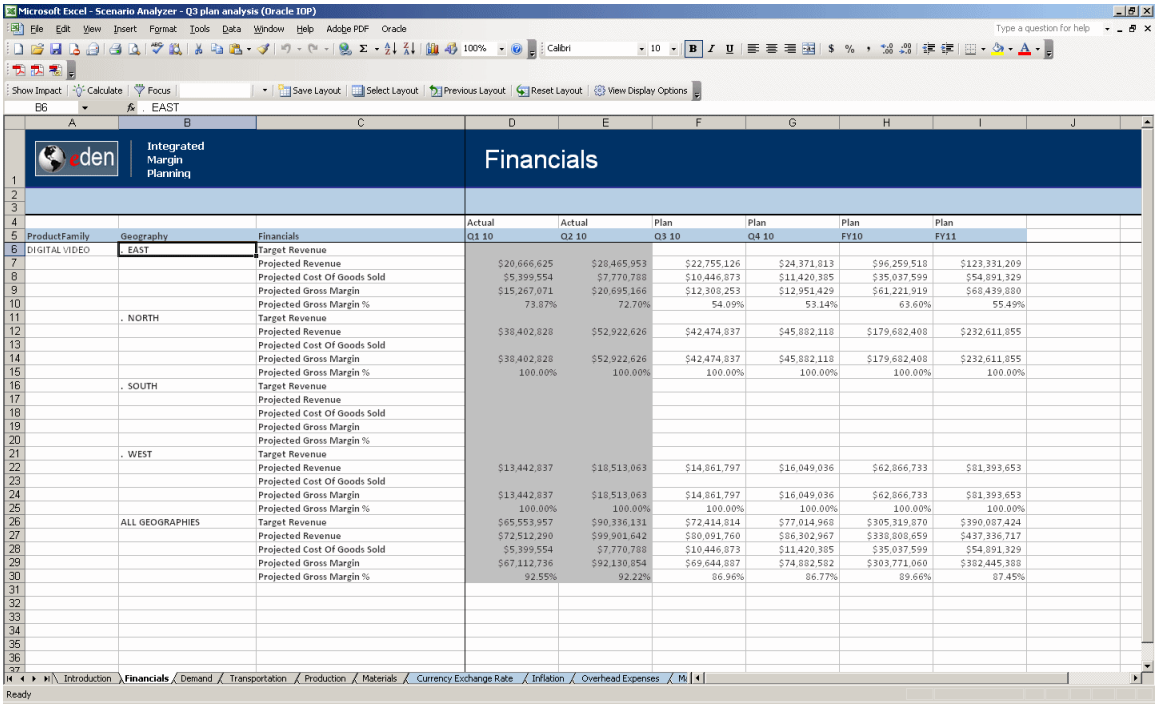


Zooming In and Out

➤ To display more or less detail about an item, right-click the item and select **Zoom In** or **Zoom Out**.

For example, zooming in on ALL GEOGRAPHIES in the Financials analysis sheet displays the following information:

Figure 3 Financials Analysis Sheet Zoomed in on All Geographies



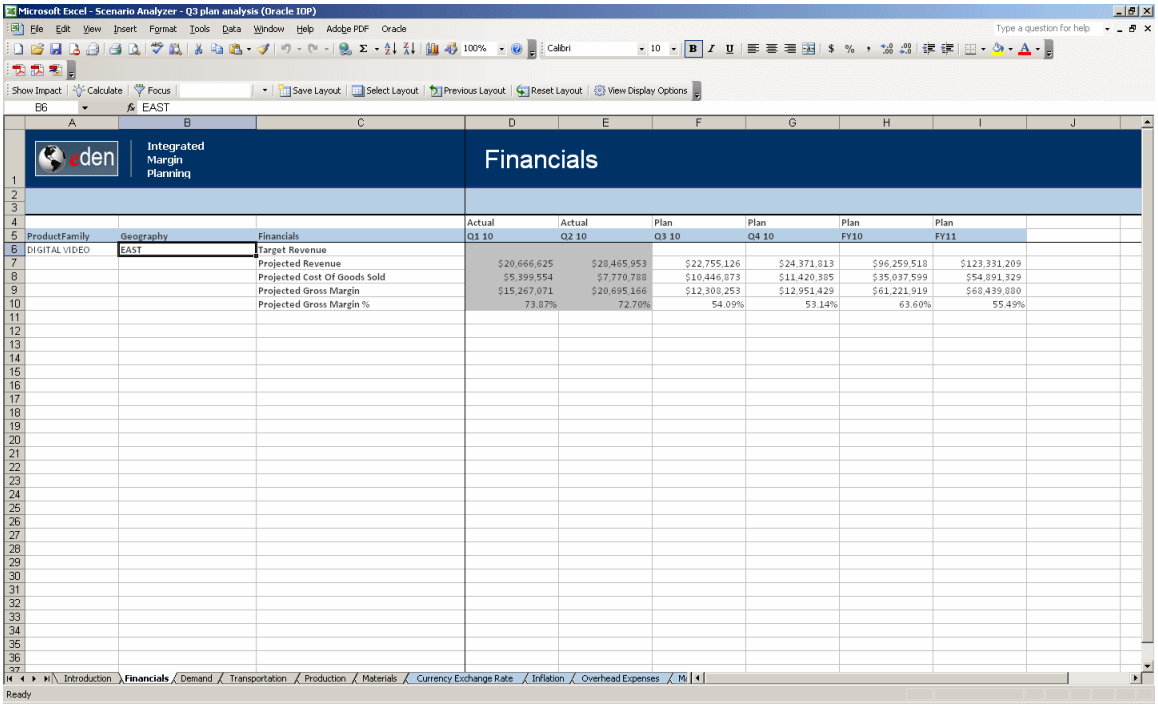
ProductFamily	Geography	Financials	Actual Q1 10	Actual Q2 10	Plan Q3 10	Plan Q4 10	Plan FY10	Plan FY11
DIGITAL VIDEO	. EAST	Target Revenue						
		Projected Revenue	$20,666,625	$28,465,953	$22,755,126	$24,371,813	$96,259,518	$123,331,209
		Projected Cost Of Goods Sold	$5,399,554	$7,770,788	$10,446,873	$11,420,385	$35,037,599	$54,891,329
		Projected Gross Margin	$15,267,071	$20,695,166	$12,308,253	$12,951,429	$61,221,919	$68,439,880
		Projected Gross Margin %	73.87%	72.70%	54.09%	53.14%	63.60%	55.49%
	. NORTH	Target Revenue						
		Projected Revenue	$38,402,828	$52,922,626	$42,474,837	$45,882,118	$179,682,408	$232,611,855
		Projected Cost Of Goods Sold						
		Projected Gross Margin	$38,402,828	$52,922,626	$42,474,837	$45,882,118	$179,682,408	$232,611,855
		Projected Gross Margin %	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	. SOUTH	Target Revenue						
		Projected Revenue						
		Projected Cost Of Goods Sold						
		Projected Gross Margin						
		Projected Gross Margin %						
	. WEST	Target Revenue						
		Projected Revenue	$13,442,837	$18,513,063	$14,861,797	$16,049,036	$62,866,733	$81,393,653
		Projected Cost Of Goods Sold						
		Projected Gross Margin	$13,442,837	$18,513,063	$14,861,797	$16,049,036	$62,866,733	$81,393,653
		Projected Gross Margin %	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	ALL GEOGRAPHIES	Target Revenue	$65,553,957	$90,336,131	$72,414,814	$77,014,968	$305,319,870	$390,087,424
		Projected Revenue	$72,512,290	$99,901,642	$80,091,760	$86,302,967	$338,808,659	$437,336,717
		Projected Cost Of Goods Sold	$5,399,554	$7,770,788	$10,446,873	$11,420,385	$35,037,599	$54,891,329
		Projected Gross Margin	$67,112,736	$92,130,854	$69,644,887	$74,882,582	$303,771,060	$382,445,388
		Projected Gross Margin %	92.55%	92.22%	86.96%	86.77%	89.66%	87.45%

Tip: To further focus on a item on which you have zoomed in, click 

again.

For example, focusing on EAST in the Financials analysis sheet displays the following information:

Figure 4 Financials Analysis Sheet Focused on the East Geography



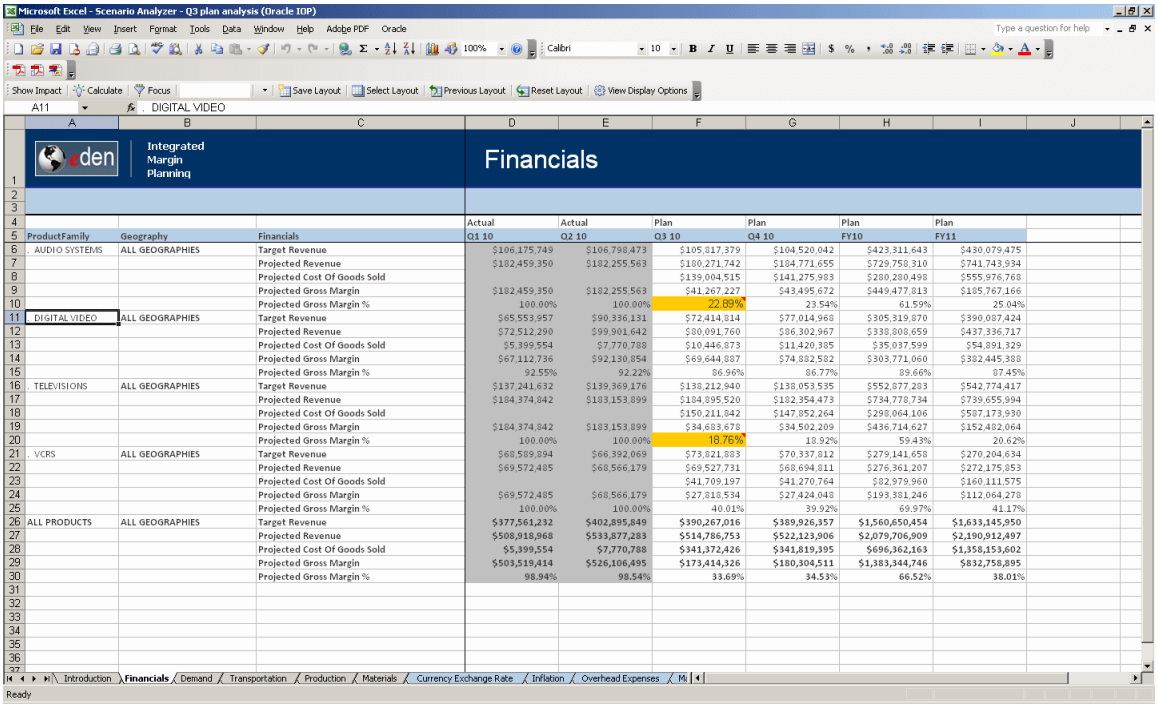
You can continue focusing and zooming in on items until you have reached the bottom level of the hierarchy.

Analyzing Financials

The Financials analysis sheet shows key revenue and margin metrics by product family, geography, and month. The default view shows the following measures:

- Target Revenue—Top-down revenue targets by product family and month
- Projected Revenue— Latest rolling bottom-up revenue projections by product family, geography, and month
- Projected Cost of Goods Sold—Latest rolling bottom-up projections on cost of goods sold by product family, geography, and month
- Projected Gross Margin—Latest rolling bottom-up projections on gross margin by product family, geography, and month
- Projected Gross Margin Percentage—Latest rolling bottom-up projections on gross margin percentage by product family, geography, and month

Figure 5 Default View of the Data in the Financials Analysis Sheet



Note: See "Financials Cube" on page 46 for detailed information about the predefined content in the Financials analysis sheet.

Right-click an item to change the data display. Table 1 describes the display options available for the items in the Financials analysis sheet.

Table 1 Financials Items and Their Display Options

Item in Excel	Display Options
Product	Zoom In Zoom Out Include Parent Show Summary Show Product Family Show Product Line Show Product Model Show Description

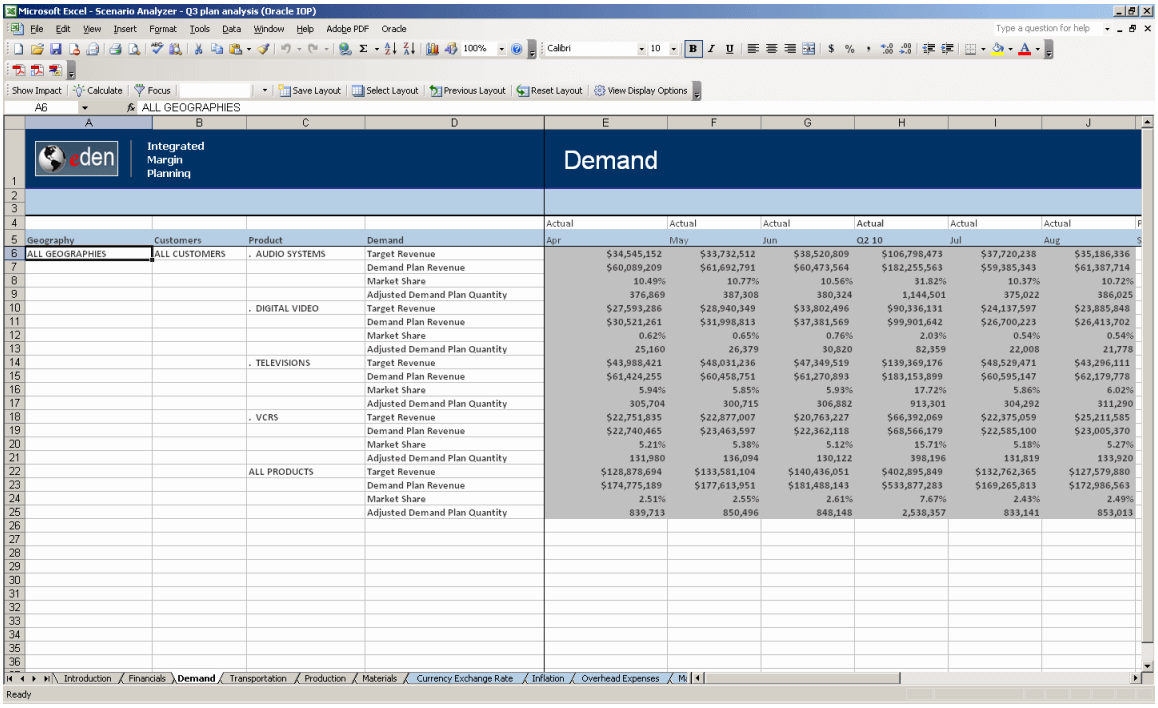
Item in Excel	Display Options
Geography	Zoom In
	Zoom Out
	Include Parent
	Show Summary
	Show Region
	Show Territory
	Show Description
Financials	Select Measures
	Show Summary
	Show COGS Details
	Show Detail
	Show Debug Measures
	Show Description
	Show Formula
Time Period	Insert/Edit Comment
	Add to Key Metrics
	Currency Exchange Details
	Financial Targets
	Inflation Assumptions
	Overhead Expense Details
	Clear Report

Analyzing Demand

The Demand analysis sheet shows demand and revenue plan details by geography, customer segment, product, and month. Use the Demand analysis sheet to understand how the revenue numbers in your plan were calculated. The default view shows the following measures:

- Target Revenue—Top-down revenue targets by product family and month
- Demand Plan Revenue—Latest rolling bottom-up revenue projections by product, geography, customer, and month. Displayed as Projected Revenue in the Financials analysis sheet.
- Market Share—Percentage of the market captured by the company
- Adjusted Demand Plan Quantity— Latest rolling bottom-up units or volume projections by product, geography, customer, and month

Figure 6 Default View of the Data in the Demand Analysis Sheet



Geography	Customers	Product	Demand	Actual Apr	Actual May	Actual Jun	Actual Q2 10	Actual Jul	Actual Aug
ALL GEOGRAPHIES	ALL CUSTOMERS	. AUDIO SYSTEMS	Target Revenue	$34,545,152	$33,732,512	$38,520,809	$106,798,473	$37,720,238	$35,186,336
			Demand Plan Revenue	$60,089,209	$61,692,791	$60,473,564	$182,255,563	$59,385,343	$61,387,714
			Market Share	10.49%	10.77%	10.56%	31.82%	10.37%	10.72%
			Adjusted Demand Plan Quantity	376,869	387,308	380,324	1,144,501	375,022	386,025
		. DIGITAL VIDEO	Target Revenue	$27,593,286	$28,940,349	$33,802,496	$90,336,131	$24,137,597	$23,885,848
			Demand Plan Revenue	$30,521,261	$31,998,813	$37,381,569	$99,901,642	$26,700,223	$26,413,702
			Market Share	0.62%	0.65%	0.76%	2.03%	0.54%	0.54%
			Adjusted Demand Plan Quantity	25,160	26,379	30,820	82,359	22,008	21,778
		. TELEVISIONS	Target Revenue	$43,988,421	$48,031,236	$47,349,519	$139,369,176	$48,529,471	$43,296,111
			Demand Plan Revenue	$61,424,255	$60,458,751	$61,270,893	$183,153,899	$60,595,147	$62,179,778
			Market Share	5.94%	5.85%	5.93%	17.72%	5.86%	6.02%
			Adjusted Demand Plan Quantity	305,704	300,715	306,882	913,301	304,292	311,290
		. VCRS	Target Revenue	$22,751,835	$22,877,007	$20,763,227	$66,392,069	$22,375,059	$25,211,585
			Demand Plan Revenue	$22,740,465	$23,463,597	$22,362,118	$68,566,179	$22,585,100	$23,005,370
			Market Share	5.21%	5.38%	5.12%	15.71%	5.18%	5.27%
			Adjusted Demand Plan Quantity	131,980	136,094	130,122	398,196	131,819	133,920
		ALL PRODUCTS	Target Revenue	$128,878,694	$133,581,104	$140,436,051	$402,895,849	$132,762,365	$127,579,880
			Demand Plan Revenue	$174,775,189	$177,613,951	$181,488,143	$533,877,283	$169,265,813	$172,986,563
			Market Share	2.51%	2.55%	2.61%	7.67%	2.43%	2.49%
			Adjusted Demand Plan Quantity	839,713	850,496	848,148	2,538,357	833,141	853,013

Note: See "Demand Cube" on page 40 for detailed information about the predefined content in the Demand analysis sheet.

Right-click an item to change the data display. Table 2 describes the display options available for the items in the Demand analysis sheet.

Table 2 Demand Items and Their Display Options

Item in Excel	Display Options
Geography	Zoom In Zoom Out Include Parent Show Summary Show Region Show Territory Show Description
Customers	Zoom In Zoom Out Include Parent Show Summary Show Customer Show Description

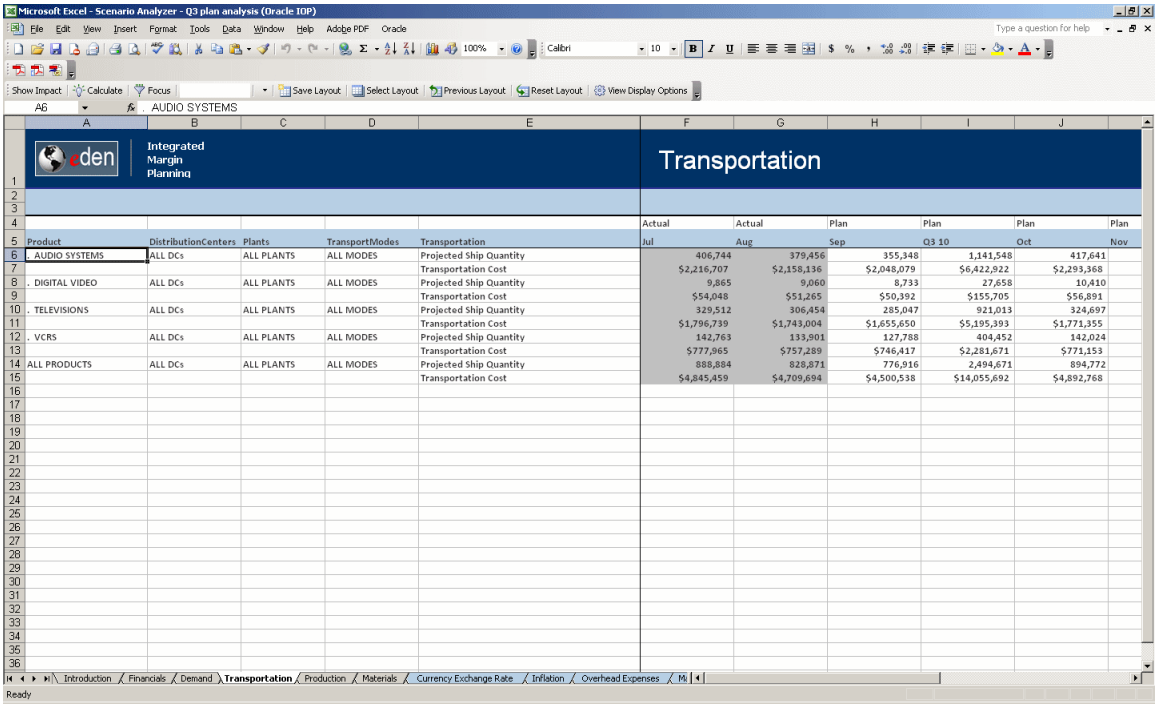
Item in Excel	Display Options
Product	Zoom In
	Zoom Out
	Include Parent
	Show Summary
	Show Product Family
	Show Product Line
	Show Product Model
	Show Description
Demand	Select Measures
	Show Summary
	Show Units
	Show Dollars
	Show Details
	Show Debug Measures
	Show Description
	Show Formula
Time Period	Insert/Edit Comment
	Add to Key Metrics
	ASP Details
	Financial Target Details
	Market Details
	Clear Report

Analyzing Transportation Costs

The Transportation analysis sheet shows the details on the computations for finished goods transportation costs. The default view shows the following measures:

- Projected Ship Quantity—Projections on number of units shipped by finished good, source, destination, transport mode, and week
- Transportation Cost—Estimate of how much it will cost to ship the products

Figure 7 Default View of the Data in the Transportation Analysis Sheet



						Actual	Actual	Plan	Plan	Plan	Plan
Product	DistributionCenters	Plants	TransportModes	Transportation		Jul	Aug	Sep	Q3 10	Oct	Nov
AUDIO SYSTEMS	ALL DCs	ALL PLANTS	ALL MODES	Projected Ship Quantity		406,744	379,456	355,348	1,141,548	417,641	
				Transportation Cost		$2,216,707	$2,158,136	$2,048,079	$6,422,922	$2,293,368	
. DIGITAL VIDEO	ALL DCs	ALL PLANTS	ALL MODES	Projected Ship Quantity		9,865	9,060	8,733	27,658	10,410	
				Transportation Cost		$54,048	$51,265	$50,392	$155,705	$56,891	
. TELEVISIONS	ALL DCs	ALL PLANTS	ALL MODES	Projected Ship Quantity		329,512	306,454	285,047	921,013	324,697	
				Transportation Cost		$1,796,739	$1,743,004	$1,655,650	$5,195,393	$1,771,355	
. VCRS	ALL DCs	ALL PLANTS	ALL MODES	Projected Ship Quantity		142,763	133,901	127,788	404,452	142,024	
				Transportation Cost		$777,965	$757,289	$746,417	$2,281,671	$771,153	
ALL PRODUCTS	ALL DCs	ALL PLANTS	ALL MODES	Projected Ship Quantity		888,884	828,871	776,916	2,494,671	894,772	
				Transportation Cost		$4,845,459	$4,709,694	$4,500,538	$14,055,692	$4,892,768	

Note: See "Transportation Cube" on page 42 for detailed information about the predefined content in the Transportation analysis sheet.

Right-click an item to change the data display. Table 3 describes the display options available for the items in the Transportation analysis sheet.

Table 3 Transportation Items and Their Display Options

Item in Excel	Display Options
Product	Zoom In Zoom Out Include Parent Show Summary Show Product Family Show Product Line Show Product Model Show Description

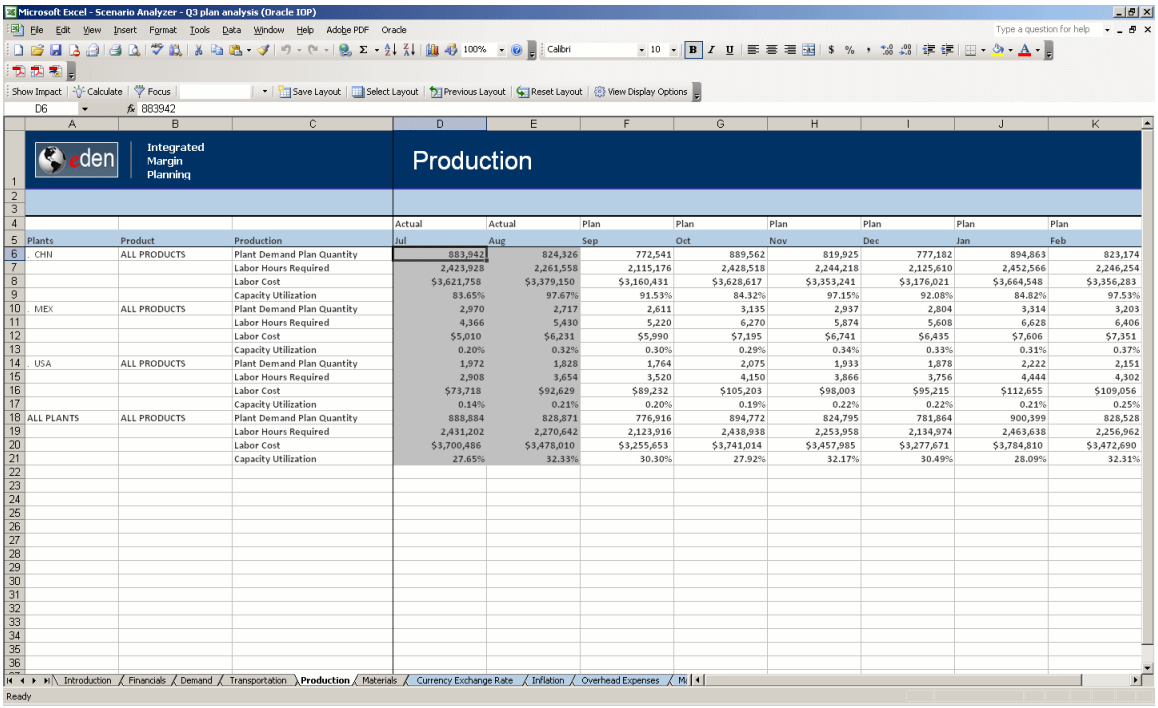
Item in Excel	Display Options
Distribution Centers	Zoom In Zoom Out Include Parent Show Summary Show Distribution Center Show Description
Plants	Zoom In Zoom Out Include Parent Show Summary Show Plant Show Description
Transport Modes	Zoom In Zoom Out Include Parent Show Summary Show Transport Mode Show Description
Transportation	Select Measures Show Summary Show Details Show Debug Measures Show Description Show Formula
Time Period	Insert/Edit Comment Add to Key Metrics DC Inventory Details DC Sourcing Details Plant Sourcing Details Transport Cost Details Clear Report

Analyzing Production Plans and Labor Costs

The Production analysis sheet shows finished goods labor costs and capacity plans. The default view shows the following measures:

- Plant Demand Quantity—Demand quantity by finished good, plant, and week
- Labor Hours Required—Projections on labor hours required based on the plant demand quantity
- Labor Cost—Projections on labor cost based on the labor hours required
- Capacity Utilization—Projections on capacity used to available capacity

Figure 8 Default View of the Data in the Production Analysis Sheet



Note: See "Production Cube" on page 44 for detailed information about the predefined content in the Production analysis sheet.

Right-click an item to change the data display. Table 4 describes the display options available for the items in the Production analysis sheet.

Table 4 Production Items and Their Display Options

Item in Excel	Display Options
Plants	Zoom In Zoom Out Include Parent Show Description

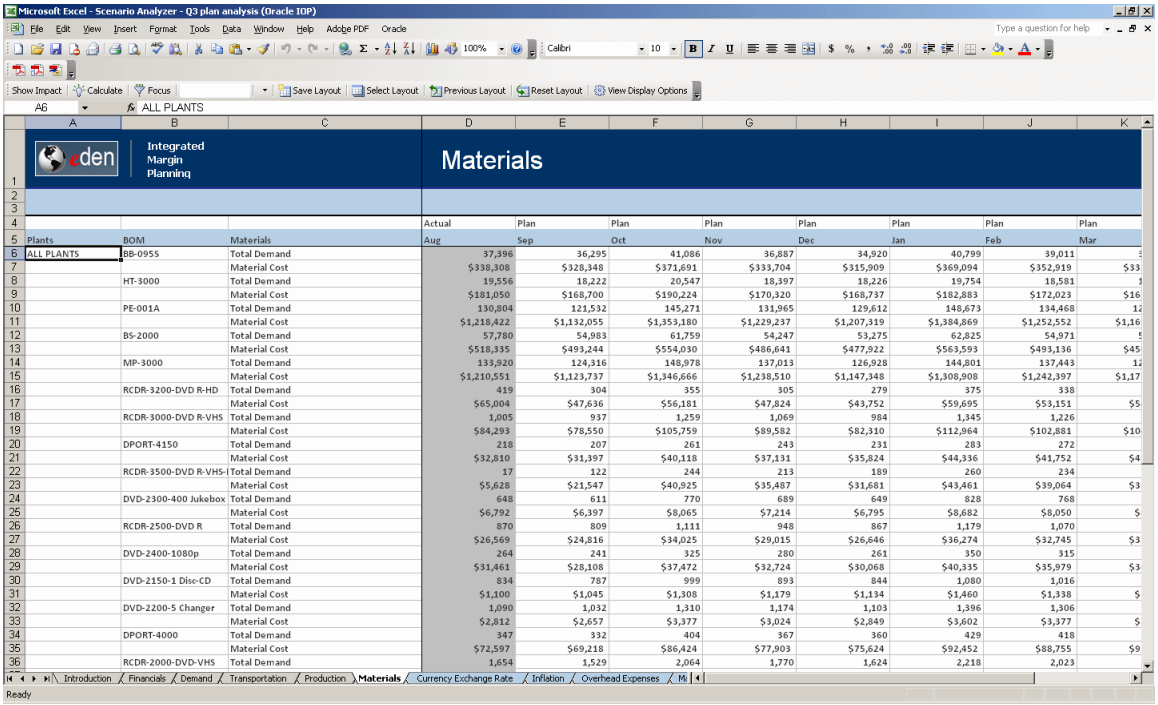
Item in Excel	Display Options
Product	Zoom In Zoom Out Include Parent Show Summary Show Product Family Show Product Line Show Product Model Show Description
Production	Select Measures Show Summary Show Labor Cost Details Show Capacity Details Show Details Show Debug Measures (available only when you log in as the administrator and user with the IOP Administrator provision) Show Description Show Formula
Time Period	Insert/Edit Comment Add to Key Metrics Capacity Details Inventory Details Labor Details Labor Rates Material Details Overhead Cost Breakdown Clear Report

Analyzing Materials Costs

The Materials analysis sheet shows materials costs and availabilities based on bill of material calculations. The default view shows the following measures:

- Total Demand—Demand quantity by component/raw material, plant, and week
- Materials Cost—Projected material cost based on procurement costs as well as in-house manufacturing/assembly costs

Figure 9 Default View of the Data in the Materials Analysis Sheet



				Actual	Plan	Plan	Plan	Plan	Plan	Plan	Plan
Plants	BOM	Materials		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
ALL PLANTS	BB-0955	Total Demand		37,396	36,295	41,086	36,887	34,920	40,799	39,011	
		Material Cost		$338,308	$328,348	$371,691	$333,704	$315,909	$369,094	$352,919	$33
	HT-3000	Total Demand		19,556	18,222	20,547	18,397	18,226	19,754	18,581	
		Material Cost		$181,050	$168,700	$190,224	$170,320	$168,737	$182,883	$172,023	$16
	PE-001A	Total Demand		130,804	121,532	145,271	131,965	129,612	148,673	134,468	12
		Material Cost		$1,218,422	$1,132,055	$1,353,180	$1,229,237	$1,207,319	$1,384,869	$1,252,552	$1,16
	BS-2000	Total Demand		57,780	54,983	61,759	54,247	53,275	62,825	54,971	
		Material Cost		$518,335	$493,244	$554,030	$486,641	$477,922	$563,593	$493,136	$45
	MP-3000	Total Demand		133,920	124,316	148,978	137,013	126,928	144,801	137,443	12
		Material Cost		$1,210,551	$1,123,737	$1,346,666	$1,238,510	$1,147,348	$1,308,908	$1,242,397	$1,17
	RCDR-3200-DVD R-HD	Total Demand		419	304	355	305	279	375	338	
		Material Cost		$65,004	$47,636	$56,181	$47,824	$43,752	$59,695	$53,151	$5
	RCDR-3000-DVD R-VHS	Total Demand		1,005	937	1,259	1,069	984	1,345	1,226	
		Material Cost		$84,293	$78,550	$105,759	$89,582	$82,310	$112,964	$102,881	$10
	DPORT-4150	Total Demand		218	207	261	243	231	283	272	
		Material Cost		$32,810	$31,397	$40,118	$37,131	$35,824	$44,336	$41,752	$4
	RCDR-3500-DVD R-VHS-I	Total Demand		17	122	244	213	189	260	234	
		Material Cost		$5,628	$21,547	$40,925	$35,487	$31,681	$43,461	$39,064	$3
	DVD-2300-400 Jukebox	Total Demand		648	611	770	689	649	828	768	
		Material Cost		$6,792	$6,397	$8,065	$7,214	$6,795	$8,682	$8,050	$
	RCDR-2500-DVD R	Total Demand		870	809	1,111	948	867	1,179	1,070	
		Material Cost		$26,569	$24,816	$34,025	$29,015	$26,646	$36,274	$32,745	$3
	DVD-2400-1080p	Total Demand		264	241	325	280	261	350	315	
		Material Cost		$31,461	$28,108	$37,472	$32,724	$30,068	$40,335	$35,979	$3
	DVD-2150-1 Disc-CD	Total Demand		834	787	999	893	844	1,080	1,016	
		Material Cost		$1,100	$1,045	$1,308	$1,179	$1,134	$1,460	$1,338	$
	DVD-2200-5 Changer	Total Demand		1,090	1,032	1,310	1,174	1,103	1,396	1,306	
		Material Cost		$2,812	$2,657	$3,377	$3,024	$2,849	$3,602	$3,377	$
	DPORT-4000	Total Demand		347	332	404	367	360	429	418	
		Material Cost		$72,597	$69,218	$86,424	$77,903	$75,624	$92,452	$88,755	$9
	RCDR-2000-DVD-VHS	Total Demand		1,654	1,529	2,064	1,770	1,624	2,218	2,023	

Note: See "Materials Cube" on page 45 for detailed information about the predefined content in the Materials analysis sheet.

Right-click an item to change the data display. Table 5 describes the display options available for the items in the Materials analysis sheet.

Table 5 Materials Items and Their Display Options

Item in Excel	Display Options
Plants	Zoom In Zoom Out Include Parent Show Description
BOM	Zoom In Zoom Out

Item in Excel	Display Options
Materials	Select Measures
	Show Summary
	Show Inventory Details
	Show Material Cost Details
	Show Details
	Show Debug Measures
	Show Description
	Show Formula
Time Period	Insert/Edit Comment
	Add to Key Metrics
	BOM Review
	Component Metrics
	Material Cost Breakdown
	Where Used
	Clear Report

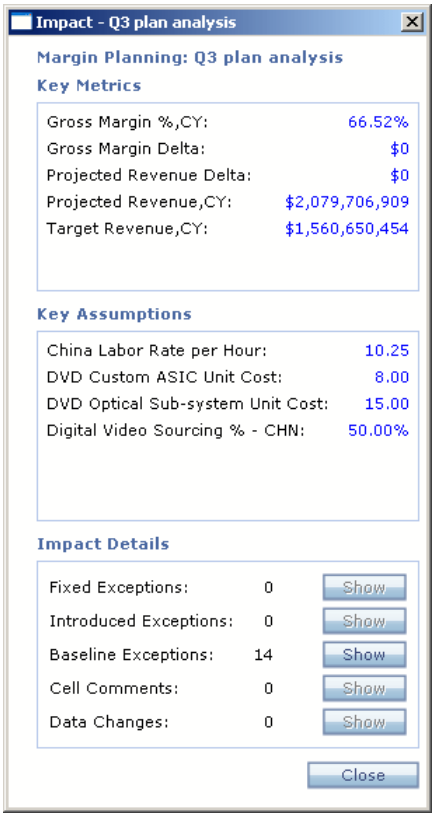
Analyzing the Impact of Plan Changes

➤ To analyze the impact of changes to your latest plan, click 

.

The Show Impact dialog box shows the Key Metrics, Key Assumptions, and Impact Details associated with your plan.

Figure 10 Show Impact Dialog Box

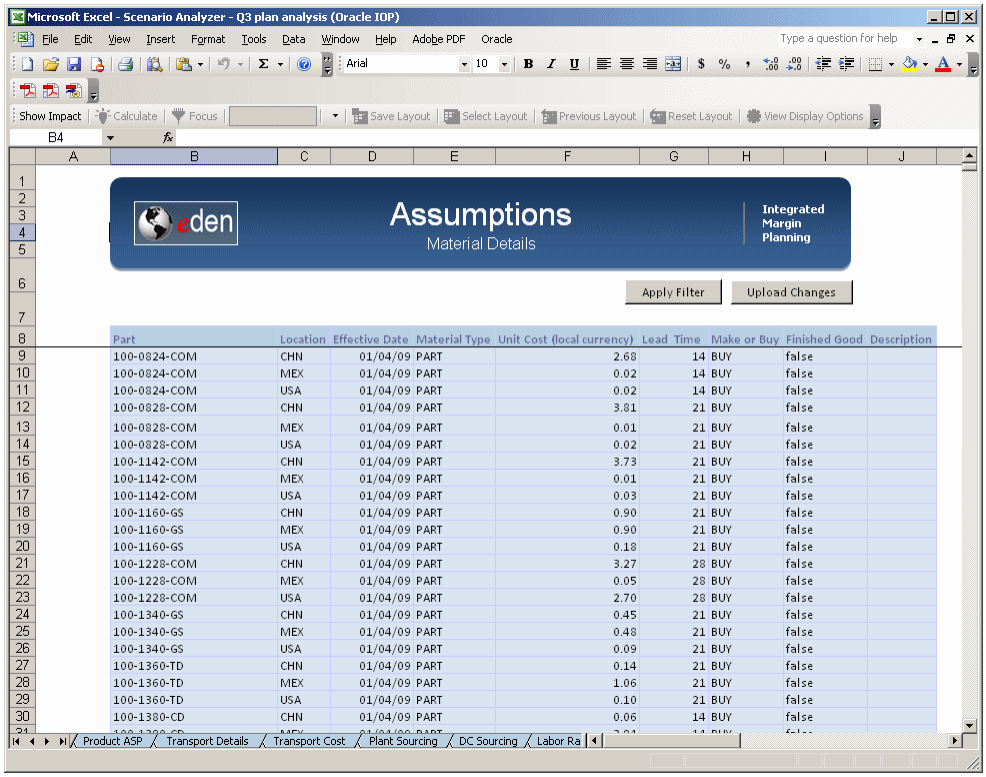


Displaying Key Metric and Assumptions Details

➤ To display the details for an item in the Key Metrics or Key Assumptions section, click the metric or assumption.

When you click a metric or assumption, you are taken to a tab in the Excel workbook with the metric or assumptions details. For example, clicking on DVD Optical Sub-system Unit Cost displays details about the assumptions used for the unit cost.

Figure 11 Key Assumption Details



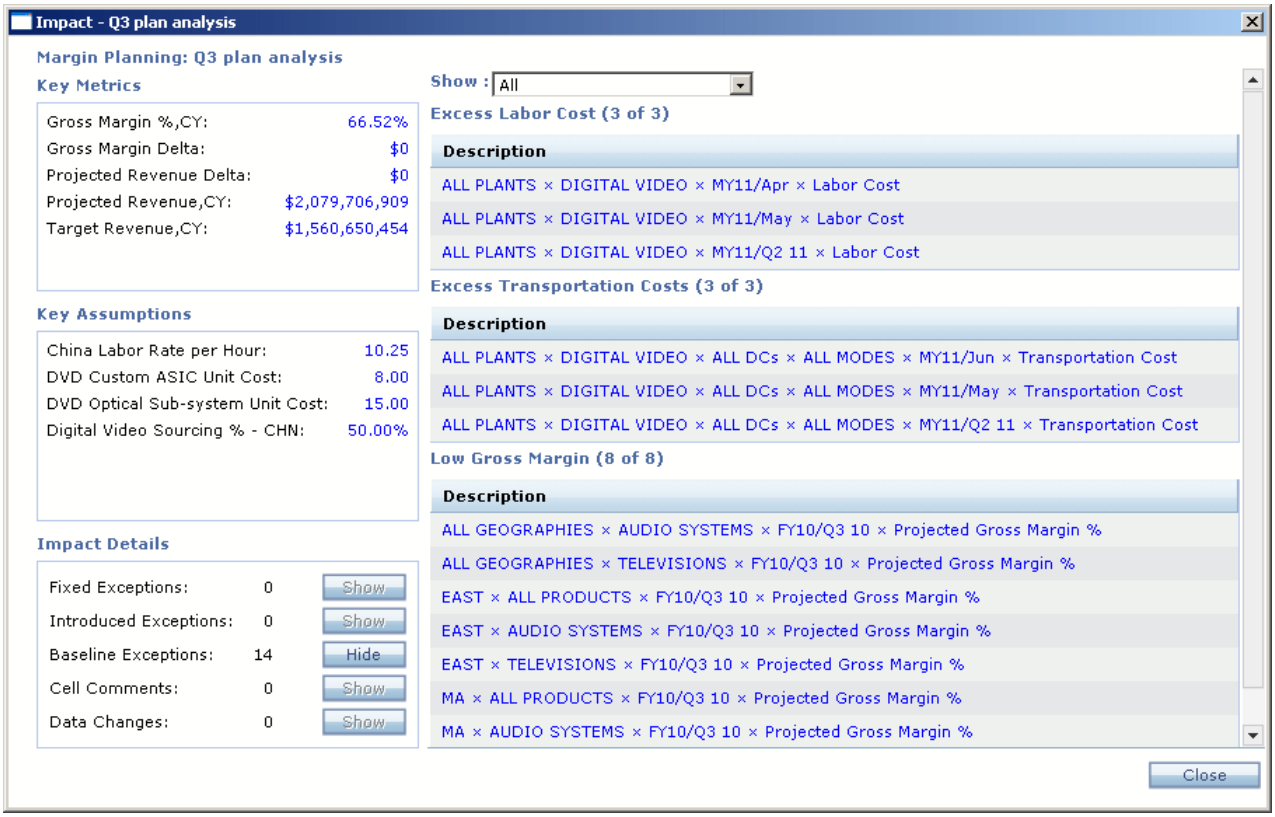
Part	Location	Effective Date	Material Type	Unit Cost (local currency)	Lead Time	Make or Buy	Finished Good	Description
100-0824-COM	CHN	01/04/09	PART	2.68	14	BUY	false	
100-0824-COM	MEX	01/04/09	PART	0.02	14	BUY	false	
100-0824-COM	USA	01/04/09	PART	0.02	14	BUY	false	
100-0828-COM	CHN	01/04/09	PART	3.81	21	BUY	false	
100-0828-COM	MEX	01/04/09	PART	0.01	21	BUY	false	
100-0828-COM	USA	01/04/09	PART	0.02	21	BUY	false	
100-1142-COM	CHN	01/04/09	PART	3.73	21	BUY	false	
100-1142-COM	MEX	01/04/09	PART	0.01	21	BUY	false	
100-1142-COM	USA	01/04/09	PART	0.03	21	BUY	false	
100-1160-GS	CHN	01/04/09	PART	0.90	21	BUY	false	
100-1160-GS	MEX	01/04/09	PART	0.90	21	BUY	false	
100-1160-GS	USA	01/04/09	PART	0.18	21	BUY	false	
100-1228-COM	CHN	01/04/09	PART	3.27	28	BUY	false	
100-1228-COM	MEX	01/04/09	PART	0.05	28	BUY	false	
100-1228-COM	USA	01/04/09	PART	2.70	28	BUY	false	
100-1340-GS	CHN	01/04/09	PART	0.45	21	BUY	false	
100-1340-GS	MEX	01/04/09	PART	0.48	21	BUY	false	
100-1340-GS	USA	01/04/09	PART	0.09	21	BUY	false	
100-1360-TD	CHN	01/04/09	PART	0.14	21	BUY	false	
100-1360-TD	MEX	01/04/09	PART	1.06	21	BUY	false	
100-1360-TD	USA	01/04/09	PART	0.10	21	BUY	false	
100-1380-CD	CHN	01/04/09	PART	0.06	14	BUY	false	

Displaying Impact Details

➤ To display the details for an item in the Impact Details section, click Show.

For example, Figure 12 shows Baseline Exceptions details.

Figure 12 Baseline Exceptions Details



Reviewing Dashboards

You can log in to Oracle BI EE dashboards based on Integrated Margin Planning data and review the following information:

- Costs
- Demand Plans
- Finance Plans

After reviewing the information in the dashboards, click **Scenario Analysis** to create a new scenario or open an existing scenario and perform what-if analysis. See "Conducting a Detailed Plan Analysis" on page 18.

➤ To access an Oracle BI EE dashboard:

1 **Log in to Oracle BI EE.**

2 **Select IMP Shared Dashboards.**

Note: See "Interfacing with Oracle BI EE" on page 38 for more information on managing the Integrated Margin Planning – Oracle BI EE interface. See "Predefined Dashboards, Reports, and Charts" on page 171 for information on the predefined dashboards in Integrated Margin Planning.

3 Customizing Integrated Margin Planning

In This Chapter

About Customizing Your Application

Integrated Margin Planning is a prepackaged model built on top of the Integrated Operational Planning platform. As with any Integrated Operational Planning model, the Integrated Margin Planning model can be customized to fit specific business needs.

You can change the predefined Integrated Margin Planning model in one of the following ways:

- Make incremental changes to the model in the Administrative Workbench and run the "Re-publish with load" command to publish the changes.
- Revert the entire model to an unpublished state and make changes to the unpublished model; then, publish the model with the "Initial Publish" command. Use this option if you need to add or delete dimensions for published cubes, change the row source column type, or delete constraints.

Note: For additional details making model changes, see the *Oracle Integrated Operational Planning, Fusion Edition User's Guide.*

Making Changes to the Input Data Feeds

The Integrated Margin Planning model loads data from predefined input data tables (see "Predefined Input Tables" on page 49.) Once it is loaded into the input tables, the data can be propagated into the model, where it is available to use.

The data is loaded into the predefined tables from Excel files located in `<imp_install>\custom\data`. If desired, you can edit the Excel files or replace the Excel loads with direct ETL loads.

The predefined input tables include the following information:

- **Dimensional data**—All dimensional data, including member names and hierarchies
- **Assumptions data**—All business assumptions and drivers driving the model calculations

These assumptions can be changed to "bootstrap" the system with a starting point on assumptions. Assumptions data can be managed within Integrated Margin Planning, or it can be refreshed from a source system on an ongoing basis.

- **Transactional and Plan Data Feeds From Other Systems**—These data feeds can be changed to load from actual sources of data if desired.

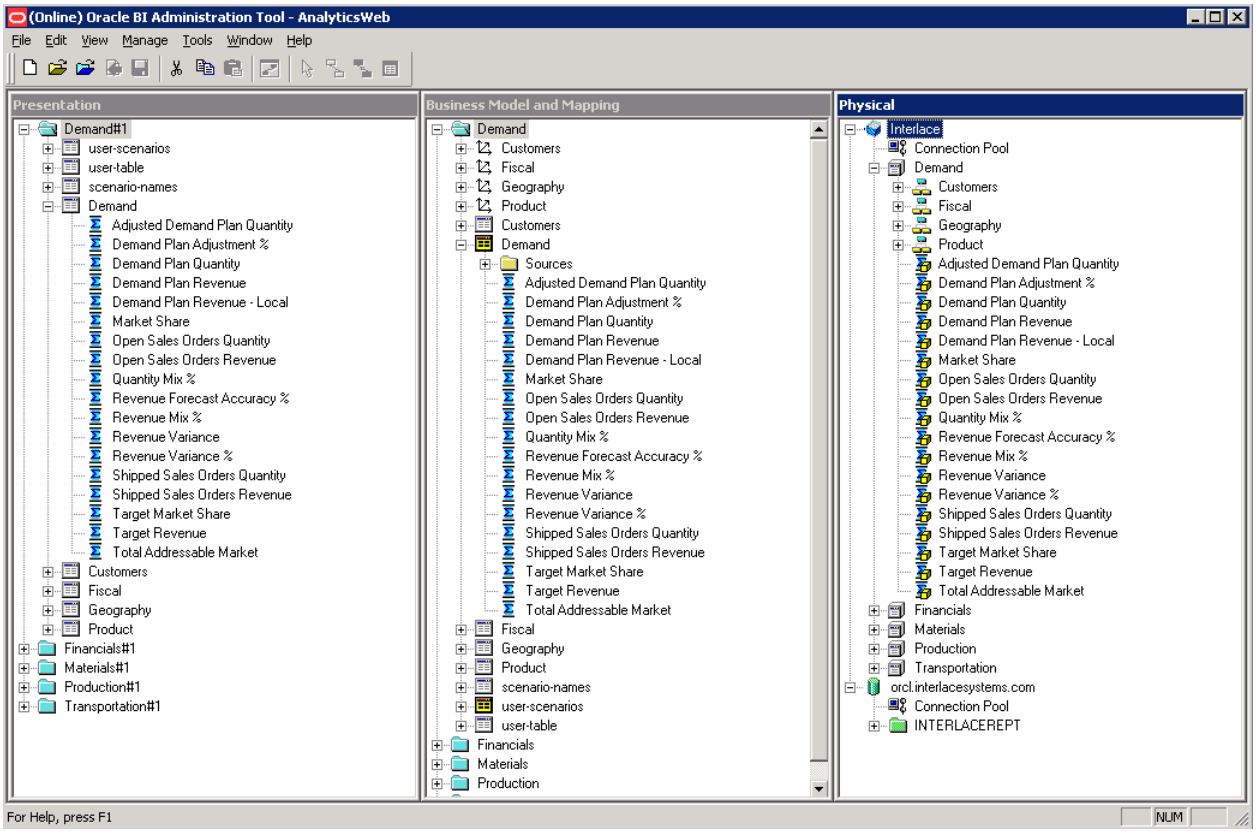
Interfacing with Oracle BI EE

Integrated Margin Planning ships with a predefined set of Oracle BI EE dashboards and reports. You can use these dashboards and reports to leverage your Oracle BI EE investment and to gain insights into Integrated Margin Planning data. See "Predefined Dashboards, Reports, and Charts" on page 171.

Integrated Margin Planning comes with a predefined Oracle BI EE repository and Web catalog. These can be restored in an Oracle BI EE instance to launch the predefined dashboards. See the *Oracle BI EE Administrator's Guide*.

Figure 13 shows the predefined mapping of the Integrated Margin Planning model to the Oracle Business Intelligence Enterprise Edition presentation layer.

Figure 13 Predefined Mapping of the Integrated Margin Planning Model to the Oracle BI EE Presentation Layer



A

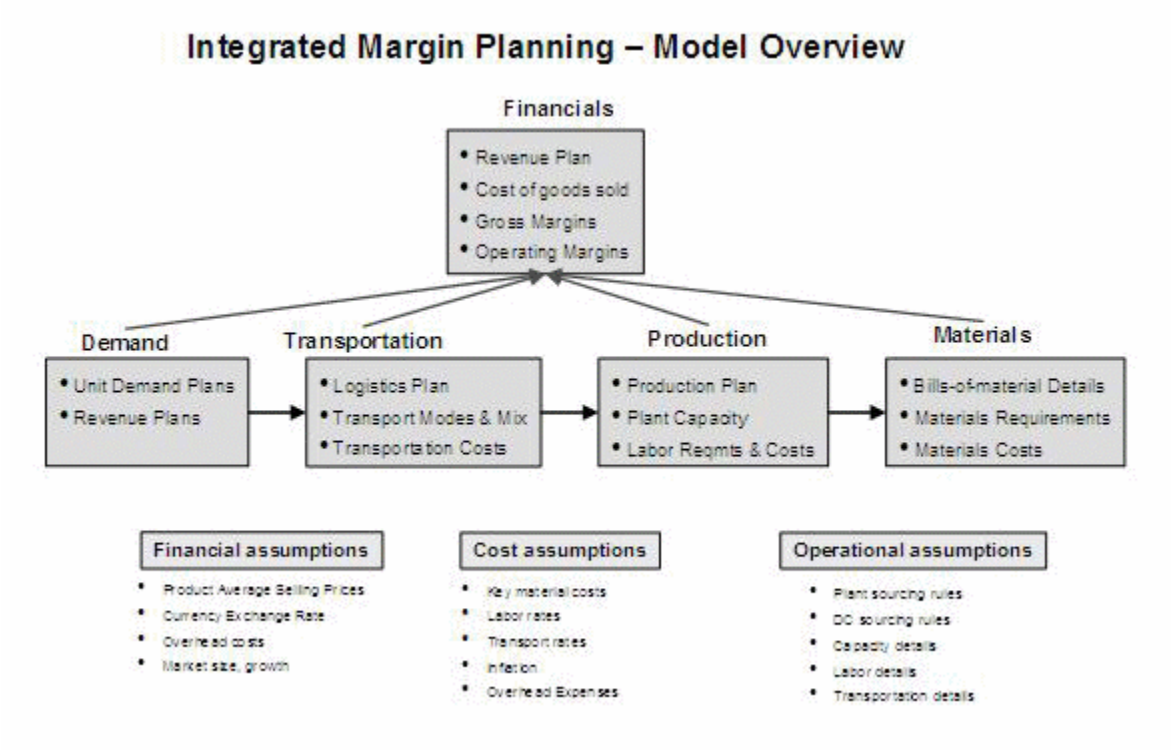
Integrated Margin Planning Structure

In This Appendix

Introduction

This appendix describes the predefined content that is packaged with Integrated Margin Planning and that is available out-of-the-box for use. Figure 13 shows an overview of the Integrated Margin Planning model.

Figure 14 Integrated Margin Planning Model



Predefined Cubes

Integrated Margin Planning comes with the following predefined cubes:

- Demand Cube
- Transportation Cube
- Production Cube
- Materials Cube
- Financials Cube

The cubes are interlinked to propagate data across the cubes at the right level of detail.

Demand Cube

The Demand cube captures demand and revenue plans at the *customer/geography product/fiscal-calendar* level of granularity.

Inputs

- Demand quantities or demand volumes

This information is maintained in the cube by users or is loaded from external data sources. Examples of external data sources: demand planning tools such as Oracle Demantra or equivalent, Oracle Hyperion Planning, Fusion Edition, and Excel spreadsheets.

- Average selling prices per customer, geography, and product

  This information is currently set to be loaded from external systems such as ERP. The information can be altered to compute based on historical information.

- Actuals or historical information
- Target revenues by product family and geography

Decisions

- Simulate change in volumes and average selling prices
- Assess impact in terms of financial desirability and operational feasibility

Outputs

- Demand revenue projections that feed the Financials cube
- Demand volumes that feed the Transportation cube

Table 6 Predefined Information in the Demand Cube

Dimensions	Measures	Constraints	Allocation Maps	Related Objects
Customers Fiscal Geography Product	Adjusted Demand Plan Quantity Demand Plan Adjustment % Demand Plan Quantity Demand Plan Revenue Demand Plan Revenue - Local Market Share Open Sales Orders Quantity Open Sales Orders Revenue Parent Quantity Parent Revenue Quantity Mix % Revenue Forecast Accuracy % Revenue Mix % Revenue Variance Revenue Variance % Shipped Sales Order Quantity Shipped Sales Order Revenue TAM-previous Target Market Share Target Revenue Total Addressable Market	Revenue_ Shortfall	allocate-Adjustment-Customers allocate-Adjustment-Geography allocate-Adjustment-Product	Cubes ● Transportation ● Financials Dimensions ● Customers ● Fiscal ● Geography ● Product Row Sources ● Open_Sales_Orders_RS ● Shipped_Sales_Orders_RS ● Demand_Plan_Rs ● Product_ASP_RS ● Batch_Currency_Exchange_RS ● Financial_Plan_RS ● Market_Size_RS

Transportation Cube

The Transportation cube captures the transportation and logistics of finished goods from the source (manufacturing facility) to the destination (distribution centers) along with the associated direct costs.

Inputs

- Demand volumes from the Demand cube
- Distribution center sourcing percentage that associates sales geography in the Demand cube to the supplying distribution centers in the Transportation cubes

  Percentages can be loaded from external systems or can be maintained in Integrated Margin Planning.
- Plant sourcing percentage that associates the distribution center demand with the manufacturing facility that produces the products
- Inventory levels at the distribution centers (from the ERP system)

- Transportation lead times
- Transportation cost rates
- Budget transportation cost

Decisions

- Simulate changes to potential drivers that impact transportation costs

  For example, distribution center sourcing percentages, plant sourcing percentages, transportation lead times, and transportation costs per unit
- Assess the impact on the total transportation costs and how they compare to budgeted transportation costs

Outputs

- Latest projection on transportation costs fed into the Financials cube
- Plant demand volumes fed into the Production cube

Table 7 Predefined Information in the Transportation Cube

Dimensions	Measures	Constraints	Allocation Maps	Related Objects
DistributionCenters Manufacturing Plants Product TransportModes	Beginning Inventory Budget Transportation Cost DC Demand Plan Quantity DC Inventory Ending Inventory Lead Time Value Netted DC Demand Quantity Projected Ship Quantity Proposed Receipts Proposed Receipts from Plant Scheduled Receipts Shortage Transportation Cost Transportation Cost – Local Currency	Excess_ Transportation_ Costs	None	Cubes • Demand • Production • Financials Dimensions • DistributionCenters • Manufacturing • Plants • Product • TransportModes Row Sources • InventoryDC_RS • WIPDC_RS • Transport_Cost_RS • Financial_Plan_RS • Plant_Sourcing_RS • DC_Sourcing_RS • Batch_Currency_Exchange_RS

Production Cube

The Production cube captures production plans by finished good, manufacturing facility, and week, and translates the information into required labor hours, labor cost projections, and factory capacity requirements.

Inputs

- Plant demand data from the Transportation cube
- Available capacity by product family and plant

  This information can be loaded from a source system or can be maintained in Integrated Margin Planning.
- Budget labor cost

  This information can be sourced from a financial planning tool or maintained in Integrated Margin Planning.
- Current finished goods inventory and work-in-progress (WIP) levels

Decisions

- Analyze the impact of changing production plans on labor and material costs
- Assess available capacity versus required capacity

Outputs

- Labor costs in local currency and base currency
- Required capacity versus available capacity
- Net demand for bill of materials in the Materials cube

Table 8 Predefined Information in the Production Cube

Dimensions	Measures	Constraints	Allocation Maps	Related Objects
Manufacturing Plants Product	Available Capacity Beginning Inventory Budget Labor Cost Capacity Utilization Ending Inventory Force Onchange Labor Cost Labor Cost – local currency Labor Hours Per Unit Labor Hours Ratio Labor Hours Required Lead Time Value Loaded Ending Inventory Material Cost Material Cost – local currency Plant Demand Quantity Plant Overhead Expenses Proposed Receipts Required Schedule Receipts Shortage Unit Material Cost	Capacity_Util_Display Capacity_Utilization Excess_Labor_Cost Product_Stockout	allocate-Plants allocate-Product	Cubes • Transportation • Materials • Financials Dimensions • Manufacturing • Plants • Product Row Sources • Capacity_RS • Labor_Rates_RS • Labor_Details_RS • Material_Details_RS • Inventory_RS • WIP_RS • Financial_Plan_RS • Batch_Currency_Exchange_RS • PlantOverheadExpenses_RS

Materials Cube

The Materials cube allows you to review the bill of materials supporting a finished good and use that level of detail to determine material costs and ending inventory projections.

Inputs

- Finished goods production plans from the Production cube
- Inventory and work-in-progress (WIP) levels at semifinished goods and component levels
- Bill of materials details

Decisions

- Analyze the impact of changing raw material costs on material cost projections
- Analyze the impact of changing production plans on ending inventory levels and material costs

Outputs

- Material cost projections by component and finished goods
- Ending inventory levels by component and finished goods

Table 9 Predefined Information in the Materials Cube

Dimensions	Measures	Constraints	Allocation Maps	Related Objects
BOM Manufacturing Plants	Aggregated Children Material Cost Aggregated Cost Per Unit Beginning Inventory Budget Material Cost Commit Dependent Demand Ending Inventory Ending Inventory Local Currency Excess Inventory Excess Inventory Local Currency Excess Inventory Threshold Independent Demand Inventory Exposure Local Currency Inventory Exposure Units Material Cost Material Cost in Local Currency Product Family Material Cost Product Family Total Material Cost – Local Currency Production Required Requested Required Supply Plan Total Demand Unit Cost	Component_ Shortage Excess_ Material_Costs	MaterialBOM-Child-to-Parent-Level SummaryLevel-To-LeafLevel	Cubes • Production • Financials Dimensions • BOM • Manufacturing • Plants Row Sources • WIP_RS • Financial_Plan_RS • Inventory_RS • Material_Details_RS • Batch_Currency_ Exchange_RS

Financials Cube

The Financials cube assembles revenue and cost information from the other cubes to make financial projections on gross margins.

Inputs

- Revenue projections from the Demand cube

- Cost projections from the Transportation, Production, and Materials cubes

Decisions

- Analyze the financial impact of changing assumptions such as currency exchange rate and inflation

Outputs

- Revenue, cost of goods sold, and gross margin projections by product family, geography, and month

Table 10 Predefined Information in the Financials Cube

Dimensions	Measures	Constraints	Allocation Maps	Related Objects
Fiscal Geography ProductFamily	Actual COGS Actual Revenue COS Rate Cumulative Inflation Rate Labor Costs – Local Currency Labor Costs – Pre-Inflation Loaded COS Rate Material Costs – Local Currency Material Costs – Pre-Inflation Operating COS Operating Gross Profit Operating Revenue Other Expenses Projects Cost of Goods Sold Project Gross Margin Projected Gross Margin % Projected Labor Costs Projected Material Costs Projected Operating Expenses Projected Operating Margin Project Operating Margin % Projected R and D Expenses Projected Revenue Projected Revenue Ratio Projected SG and A Expenses Projected Transportation Costs Revenue – Local Currency Target Operating Margin % Target Revenue Transportation Costs – Local Currency Transportation Costs – Pre-Inflation	Low Gross Margin Negative Gross Margin	allocate-geography allocate-product	Cubes ● Demand ● Transportation ● Production ● Materials Dimensions ● Fiscal ● Geography ● Product Row Sources ● Financial_Plan_RS ● Rolling_Financial_Plan_RS ● Shipped_Sales_Orders_RS ● Overhead_Expenses_RS ● Inflation_RS ● Currency_Exchange_RS

Predefined Input Tables

Predefined input tables in Integrated Margin Planning are populated with sample Excel files. You can replace the Excel loads with loads from other data sources as appropriate. The tables populate Integrated Margin Planning data sources, row sources, and dimensions.

Table 11 lists the predefined input data tables in Integrated Margin Planning and the target modeling objects and input Excel files to which the tables are wired.

Table 11 Predefined Input Tables

Input Data Table	Target Object Type	Target Object Name	Input Excel File	Excel Tab
IS_MP_BOM	Dimension	BOM	imp_dimension_data.xls	BOM
IS_MP_CALENDAR	Dimension	Fiscal, Manufacturing	imp_calendar.csv	
IS_MP_CAPACITY	Row Source	Capacity_RS	imp_assumptions.xls	Capacity
IS_MP_CUSTOMERS	Dimension	Customers	imp_dimension_data.xls	Customers
IS_MP_DC_SOURCING	Row Source	DC_Sourcing_RS	imp_assumptions.xls	DC Sourcing
IS_MP_DEMAND	Row Source	Demand_Plan_RS	imp_datafeeds.xls	Demand Plan
IS_MP_DISTRIBUTION_ CENTER	Dimension	DistributionCenter	imp_dimension_data.xls	DCs
IS_MP_EXCHANGERATES	Row Source	Currency_Exchange_RS	imp_assumptions.xls	Exchange Rates
IS_MP_FINANCIALPLAN	Row Source	Financial_Plan_RS	imp_datafeeds.xls	Financial Plan
IS_MP_GEOGRAPHIES	Dimension	Geography	imp_dimension_data.xls	Geographies
IS_MP_INFLATION	Row Source	Inflation_RS	imp_assumptions.xls	Inflation
IS_MP_INVENTORY	Row Source	Inventory_RS	imp_datafeeds.xls	Inventory
IS_MP_INVENTORY_DC	Row Source	InventoryDC_RS	imp_datafeeds.xls	Inventory_DC
IS_MP_LABORDETAILS	Row Source	LaborDetails_R	imp_assumptions.xls	Labor details
IS_MP_LABORRATES	Row Source	LaborRates_RS	imp_assumptions.xls	Labor Rates
IS_MP_MARKET_SIZE	Row Source	Market_Size_RS	imp_assumptions.xls	Market Size
IS_MP_MATERIALMETRICS	Row Source	Material_Details_RS	imp_assumptions.xls	Material Details
IS_MP_OPEN_ORDER_SALES	Row Source	Open_Sales_Orders_RS	imp_datafeeds.xls	Open Sales Orders
IS_MP_OVERHEAD_ EXPENSES	Row Source	Overhead_Expenses_RS	imp_assumptions.xls	Overhead Expenses
IS_MP_PLANT_SOURCING	Row Source	Plant_Sourcing_RS	imp_assumptions.xls	Plant Sourcing
IS_MP_PLANTS	Dimension	Plants	imp_dimension_data.xls	Plants

Input Data Table	Target Object Type	Target Object Name	Input Excel File	Excel Tab
IS_MP_PRODUCTS	Dimension	Product	imp_dimension_data.xls	Products
IS_MP_SHIPPED_ORDER	Row Source	Shipped_Sales_Orders_RS	imp_datafeeds.xls	Shipped Sales Orders
IS_MP_TRANSPORT_COST	Row Source	Transport_Cost_RS	imp_assumptions.xls	Transport Cost
IS_MP_TRANSPORT_DETAILS	Row Source	Transport_Details_RS	imp_assumptions.xls	Transport Details
IS_MP_TRANSPORT_MODE	Dimension	TransportMode	imp_dimension_data.xls	TransportModes
IS_MP_WIP	Row Source	WIP_RS	imp_datafeeds.xls	WIP
IS_MP_WIP_DC	Row Source	WIPDC_RS	imp_datafeeds.xls	WIP_DC

Predefined Dimensions

Integrated Margin Planning comes with the following predefined dimensions:

- BOM
- Customers
- DistributionCenters
- Fiscal
- Geography
- Manufacturing
- Plants
- Product
- ProductFamily
- TransportModes

BOM

Table 12 Predefined Information in BOM

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: BOM Default: True	None	Cube • Materials

Customers

Table 13 Predefined Information in Customers

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: Customers Default: True Root: Customers Levels: Summary, Customer	None	Cube ● Demand Data Source ● Customer

DistributionCenters

Table 14 Predefined Information in DistributionCenters

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: DistributionCenters Default: True Root: DistributionCenters Levels: Summary, Distribution Center	None	Cube ● Transportation Data Source ● Distribution Center

Fiscal

Table 15 Predefined Information in Fiscal

Type	Hierarchies	Attributes	Related Objects
Time	Name: Fiscal Default: True Root: Fiscal Levels: Summary, Year, Quarter, Month	shortName	Cubes ● Demand ● Financials Data Source ● CalendarDS

Geography

Table 16 Predefined Information in Geography

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: Geography Default: True Root: Geography Levels: Summary, Region, Territory	Currency	Cubes ● Demand ● Financials Data Source ● Geography

Manufacturing

Table 17 Predefined Information in Manufacturing

Type	Hierarchies	Attributes	Related Objects
Time	Name: Manufacturing Default: True Root: Manufacturing Levels: Summary, Year, Quarter, Month, Week	shortName	Cubes ● Transportation ● Production ● Materials Data Source ● CalendarDS

Plants

Table 18 Predefined Information in Plants

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: Plants Default: True Root: Plants Levels: Summary, Plant	Associated Geography Currency	Cubes ● Transportation ● Production ● Materials Data Source ● Plants

Product

Table 19 Predefined Information in Product

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: Product Default: True Root: Product Levels: Summary, Product Family, Product Line, Product Model	None	Cubes ● Demand ● Transportation ● Production Data Source ● Products

ProductFamily

Table 20 Predefined Information in ProductFamily

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: ProductFamily Default: True Root: ProductFamily Levels: Summary, Product Family	None	Data Source ● Products

TransportModes

Table 21 Predefined Information in TransportModes

Type	Hierarchies	Attributes	Related Objects
Sparse	Name: TransportModes Default: True Root: TransportModes Levels: Summary, Transport Mode	None	Cube ● Transportation Data Source ● Transport Mode

Predefined Row Sources

Integrated Margin Planning comes with the following predefined row sources:

- Batch_Currency_Exchange_RS
- BOM_RS
- Capacity_RS

- Currency_Exchange_RS
- DC_Sourcing_RS
- Demand_Plan_RS
- Financial_Plan_RS
- Inflation_RS
- InventoryDC_RS
- Inventory_RS
- Labor_Details_RS
- Labor_Rates_RS
- Market_Size_RS
- Material_Details_RS
- Open_Sales_Orders_RS
- Overhead_Expenses_RS
- PlantOverheadExpenses_RS
- Plant_Sourcing_RS
- Product_ASP_RS
- Rolling_Financial_Plan_RS
- Shipped_Sales_Orders_RS
- Transport_Cost_RS
- Transport_Details_RS
- WIPDC_RS
- WIP_RS

Batch_Currency_Exchange_RS

Table 22 Predefined Information in Batch_Currency_Exchange_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	TERM_CURRENCY	BASE_CURRENCY Type: String Nullable: False TERM_CURRENCY Type: String Nullable: False EXCHANGE_RATE Type: Double Nullable: False	Cubes ● Demand ● Transportation ● Production ● Materials Data Source ● Currency Exchange

BOM_RS

Table 23 Predefined Information in BOM_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	ASSEMBLY COMPONENT	ASSEMBLY Type: String Nullable: False COMPONENT Type: String Nullable: False QUANTITY Type: Double Nullable: True	Data Source ● BomDS

Capacity_RS

Table 24 Predefined Information in Capacity_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	FAMILY PLANT	FAMILY Type: String Nullable: False PLANT Type: String Nullable: False AVAILABLE_CAPACITY_PER_WEEK Type: Double Nullable: True	Cube ● Production Data Source ● Capacity

Currency_Exchange_RS

Table 25 Predefined Information in Currency_Exchange_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	TERM_CURRENCY	BASE_CURRENCY Type: String Nullable: False TERM_CURRENCY Type: String Nullable: False EXCHANGE_RATE Type: Double Nullable: False	Cube ● Financials Data Source ● Currency Exchange

DC_Sourcing_RS

Table 26 Predefined Information in DC_Sourcing_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	GEOGRAPHY DC	**Row Source Columns** GEOGRAPHY Type: String Nullable: False DC Type: String Nullable: False SOURCING_PERCENT Type: Double Nullable: True **Row Source Indices** DCtoGeoIndex Unique: False Columns: DC GEOtoDCIndex Unique: False Columns: GEOGRAPHY	Cube ● Transportation Data Source ● DC Sourcing

Demand_Plan_RS

Table 27 Predefined Information in Demand_Plan_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	GEOGRAPHY CUSTOMER PRODUCT MONTH	GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False PRODUCT Type: String Nullable: False MONTH Type: Date Nullable: False DEMAND_PLAN_QUANTITY Type: Double Nullable: True	Cube ● Demand Data Source ● Demand Plan

Financial_Plan_RS

Table 28 Predefined Information in Financial_Plan_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	GEOGRAPHY FAMILY MONTH	GEOGRAPHY Type: String Nullable: False FAMILY Type: String Nullable: False MONTH Type: Date Nullable: False TARGET_REVENUE Type: Double Nullable: True TARGET_OPERATING_MARGIN Type: Double Nullable: True TARGET_MATERIAL_COST Type: Double Nullable: True TARGET_LABOR_COST Type: Double Nullable: True TARGET_TRANSPORTATION_COST Type: Double Nullable: True	Cubes ● Demand ● Transportation ● Production ● Materials ● Financials Data Source ● Financial Plan

Inflation_RS

Table 29 Predefined Information in Inflation_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	GEOGRAPHY	GEOGRAPHY Type: String Nullable: False ANNUAL_INFLATION_RATE Type: Double Nullable: True MONTHLY_INFLATION_RATE Type: Double Nullable: True	Cube ● Financials Data Source ● Inflation

InventoryDC_RS

Table 30 Predefined Information in InventoryDC_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	PART DC DATE	PART Type: String Nullable: False DC Type: String Nullable: False DATE Type: Date Nullable: False INVENTORY Type: Double Nullable: True	Cube ● Transportation Data Source ● InventoryDC

Inventory_RS

Table 31 Predefined Information in Inventory_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	PART PLANT DATE	PART Type: String Nullable: False PLANT Type: String Nullable: False DATE Type: Date Nullable: False INVENTORY Type: Double Nullable: True	Cubes ● Production ● Materials Data Source ● Inventory

Labor_Details_RS

Table 32 Predefined Information in Labor_Details_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	FAMILY PLANT	FAMILY Type: String Nullable: False PLANT Type: String Nullable: False LABOR_HOURS_PER_UNIT Type: Double Nullable: True	Cube ● Production Data Source ● Labor Details

Labor_Rates_RS

Table 33 Predefined Information in Labor_Rates_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	PLANT	PLANT Type: String Nullable: False LBR_RTE_HR_LCL_CURR Type: Double Nullable: True	Cube ● Production Data Source ● Labor Rates

Market_Size_RS

Table 34 Predefined Information in Market_Size_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	FAMILY GEOGRAPHY	FAMILY Type: String Nullable: False GEOGRAPHY Type: String Nullable: False TOTAL_ADDRESSABLE_MARKET Type: Double Nullable: True ANNUAL_MARKET_GROWTH_RATE Type: Double Nullable: True MONTHLY_MARKET_GROWTH_RATE Type: Double Nullable: True	Cube ● Demand Data Source ● Market Size

Material_Details_RS

Table 35 Predefined Information in Material_Details_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	PART LOCATION	PART Type: String Nullable: False LOCATION Type: String Nullable: False DESCRIPTION Type: String Nullable: True TYPE Type: String Nullable: True UNIT_COST Type: Double Nullable: True MAKEBUY Type: String Nullable: True LEADTIME Type: Double Nullable: True FINISHEDGOOD Type: String Nullable: True	Cubes ● Production ● Materials Data Source ● Material Details

Open_Sales_Orders_RS

Table 36 Predefined Information in Open_Sales_Orders_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	GEOGRAPHY CUSTOMER PRODUCT MONTH	GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False PRODUCT Type: String Nullable: False MONTH Type: Date Nullable: False OPEN_SALES_ORDER_QTY Type: Double Nullable: True OPEN_SALES_ORDER_REV Type: Double Nullable: True	Cube ● Demand Data Source ● Open Sales Orders

Overhead_Expenses_RS

Table 37 Predefined Information in Overhead_Expenses_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	FAMILY GEOGRAPHY	FAMILY Type: String Nullable: False GEOGRAPHY Type: String Nullable: False RD_EXPENSE_RATIO Type: Double Nullable: True SGA_EXPENSE_RATIO Type: Double Nullable: True	Cube ● Financials Data Source ● Overhead Expenses

PlantOverheadExpenses_RS

Table 38 Predefined Information in PlantOverheadExpenses_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	PLANT	PLANT Type: String Nullable: False OVERHEAD_EXPENSES Type: Double Nullable: True	Cube ● Production Data Source ● PlantOverheadExpenses

Plant_Sourcing_RS

Table 39 Predefined Information in Plant_Sourcing_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	FAMILY PLANT DC	FAMILY Type: String Nullable: False DC Type: String Nullable: False PLANT Type: String Nullable: False SOURCING_PERCENT Type: Double Nullable: True	Cube ● Transportation Data Source ● Plant Sourcing

Product_ASP_RS

Table 40 Predefined Information in Product_ASP_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	PRODUCT GEOGRAPHY CUSTOMER	PRODUCT Type: String Nullable: False GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False ASP Type: Double Nullable: True	Cube ● Demand Data Source ● Product ASP

Rolling_Financial_Plan_RS

Table 41 Predefined Information in Rolling_Financial_Plan_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	GEOGRAPHY FAMILY YEAR MONTH MEASURE	GEOGRAPHY Type: String Nullable: False FAMILY Type: String Nullable: False YEAR Type: String Nullable: False MONTH Type: String Nullable: False MEASURE Type: String Nullable: False VALUE Type: Double Nullable: True	Cube ● Financials Data Source ● HP_Financial_Plan_DS

Shipped_Sales_Orders_RS

Table 42 Predefined Information in Shipped_Sales_Orders_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	GEOGRAPHY CUSTOMER PRODUCT_FAMILY PRODUCT MONTH	GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False PRODUCT Type: String Nullable: False PRODUCT_FAMILY Type: String Nullable: False MONTH Type: Date Nullable: False SHPPD_SLS_ORDR_QTY Type: Double Nullable: True SHPPD_SLS_ORDR_REV Type: Double Nullable: True SHIPPED_SALES_ORDER_COGS Type: Double Nullable: True	Cubes ● Demand ● Financials Data Source ● Shipped Sales Orders

Transport_Cost_RS

Table 43 Predefined Information in Transport_Cost_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	FAMILY PLANT DC TRANSPORTMODE	FAMILY Type: String Nullable: False PLANT Type: String Nullable: False DC Type: String Nullable: False TRANSPORTMODE Type: String Nullable: False TRANSPORT_COST_PER_UNIT Type: Double Nullable: True	Cube ● Transportation Data Source ● Transport Cost

Transport_Details_RS

Table 44 Predefined Information in Transport_Details_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	True	PLANT DC TRANSPORTMODE	PLANT Type: String Nullable: False DC Type: String Nullable: False TRANSPORTMODE Type: String Nullable: False MODE_PERCENT Type: Double Nullable: True TRANSPORT_LEAD_TIME Type: Double Nullable: True	Data Source ● Transport Details

WIPDC_RS

Table 45 Predefined Information in WIPDC_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	PART DC DATE	PART Type: String Nullable: False DC Type: String Nullable: False DATE Type: Date Nullable: False COMMIT_QUANTITY Type: Double Nullable: True	Cube ● Transportation Data Source ● WIPDC

WIP_RS

Table 46 Predefined Information in WIP_RS

Type	Time Varying	Key	Row Source Columns	Related Objects
Application	False	PART PLANT DATE	PART Type: String Nullable: False PLANT Type: String Nullable: False DATE Type: Date Nullable: False COMMIT_QUANTITY Type: Double Nullable: True	Cubes • Production • Materials Data Source • WIP

Predefined Data Sources

Integration Margin Planning comes with the following predefined data sources:

- BOMDS
- CalendarDS
- Capacity
- Currency Exchange
- Customer
- DC Sourcing
- Demand Plan
- Distribution Center
- Financial Plan
- Geography
- HP_Financial_Plan_DS
- Inflation
- Inventory
- InventoryDC
- Labor Details
- Labor Rates

- Market Size
- Material Details
- Open Sales Orders
- Overhead Expenses
- Plant Sourcing
- PlantOverheadExpenses
- Plants
- Product ASP
- Products
- Shipped Sales Orders
- Transport Cost
- Transport Details
- Transport Mode
- WIP
- WIPDC

BOMDS

Table 47 Predefined Information in BOMDS

Data Fields	Related Objects
ASSEMBLY Type: String Nullable: False COMPONENT Type: String Nullable: False QUANTITY Type: Integer Nullable: True	Row Sources ● BOMRS

CalendarDS

Table 48 Predefined Information in CalendarDS

Data Fields	Related Objects
STARTDATE Type: Date Nullable: True FISCAL_YEAR Type: Integer Nullable: True WEEKS_IN_YEAR Type: Integer Nullable: True FISCAL_QTR Type: Integer Nullable: True WEEKS_IN_QTR Type: Integer Nullable: True FISCAL_MONTH Type: String Nullable: True FISCAL_MONTH_SHORT Type: String Nullable: True WEEKS_IN_MONTH Type: Integer Nullable: True WEEK Type: Integer Nullable: True	Dimensions ● Fiscal ● Manufacturing

Capacity

Table 49 Predefined Information in Capacity

Data Fields	Related Objects
FAMILY Type: String Nullable: False PLANT Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False AVAILABLE_CAPACITY_PER_WEEK Type: Double Nullable: True	Row Sources ● Capacity_RS

Currency Exchange

Table 50 Predefined Information in Currency Exchange

Data Fields	Related Objects
BASE_CURRENCY Type: String Nullable: False TERM_CURRENCY Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False EXCHANGE_RATE Type: Double Nullable: False	Row Sources ● Currency_Exchange_RS ● Batch_Currency_Exchange_RS

Customer

Table 51 Predefined Information in Customer

Data Fields	Related Objects
SUMMARY Type: String Nullable: False SUMMARY_DISPLAYNAME Type: String Nullable: True CUSTOMER Type: String Nullable: False CUSTOMER_DISPLAYNAME Type: String Nullable: True DESCRIPTION Type: String Nullable: True	Dimensions ● Customers

DC Sourcing

Table 52 Predefined Information in DC Sourcing

Data Fields	Related Objects
GEOGRAPHY Type: String Nullable: False DC Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False SOURCING_PERCENT Type: Double Nullable: False	Row Source ● DC_Sourcing_RS

Demand Plan

Table 53 Predefined Information in Demand Plan

Data Fields	Related Objects
GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False PRODUCT Type: String Nullable: False MONTH Type: Date Nullable: False DEMAND_PLAN_QUANTITY Type: Double Nullable: True	Row Source ● Demand_Plan_RS

Distribution Center

Table 54 Predefined Information in Distribution Center

Data Fields	Related Objects
SUMMARY Type: String Nullable: False SUMMARY_DISPLAYNAME Type: String Nullable: True DISTRIBUTION_CENTER Type: String Nullable: False DIST_CENTER_DISPLAYNAME Type: String Nullable: True DESCRIPTION Type: String Nullable: True	Dimensions ● DistributionCenters

Financial Plan

Table 55 Predefined Information in Financial Plan

Data Fields	Related Objects
GEOGRAPHY Type: String Nullable: False FAMILY Type: String Nullable: False MONTH Type: Date Nullable: False TARGET_REVENUE Type: Double Nullable: False TARGET_OPERATING_MARGIN Type: Double Nullable: False TARGET_MATERIAL_COST Type: Double Nullable: False TARGET_LABOR_COST Type: Double Nullable: False TARGET_TRANSPORATATION_COST Type: Double Nullable: False	Row Source ● Financial_Plan_RS

Geography

Table 56 Predefined Information in Geography

Data Fields	Related Objects
SUMMARY Type: String Nullable: False SUMMARY_DISPLAYNAME Type: String Nullable: True REGION Type: String Nullable: False REGION_DISPLAYNAME Type: String Nullable: True TERRITORY Type: String Nullable: False TERRITORY_DISPLAYNAME Type: String Nullable: True DESCRIPTION Type: String Nullable: True CURRENCY Type: String Nullable: True	Dimension ● Geography

HP_Financial_Plan_DS

Table 57 Predefined Information in HP_Financial_Plan_DS

Data Fields	Related Objects
ENTITY Type: String Column: A Nullable: True SEGMENTS Type: String Column: B Nullable: True YEAR Type: String Column: C Nullable: True PERIOD Type: String Column: D Nullable: True ACCOUNT Type: String Column: E Nullable: True CELLVALUE Type: Double Column: F Nullable: True CHANNELS Type: String Column: G Nullable: True CURRENCY Type: String Column: H Nullable: True HSP_RATES Type: String Column: I Nullable: True SCENARIO Type: String Column: J Nullable: True	Row Source ● Rolling_Financial_Plan_RS

Inflation

Table 58 Predefined Information in Inflation

Data Fields	Related Objects
GEOGRAPHY Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False ANNUAL_INFLATION_RATE Type: Double Nullable: True MONTHLY_INFLATION_RATE Type: Double Nullable: False	Row Source ● Inflation_RS

Inventory

Table 59 Predefined Information in Inventory

Data Fields	Related Objects
PART Type: String Nullable: False PLANT Type: String Nullable: False EFFDATE Type: Date Nullable: False INVENTORY Type: Double Nullable: True	Row Source ● Inventory_RS

InventoryDC

Table 60 Predefined Information in InventoryDC

Data Fields	Related Objects
PART Type: String Nullable: False DC Type: String Nullable: False EFFDATE Type: Date Nullable: False INVENTORY Type: Double Nullable: True	Row Source ● InventoryDC_RS

Labor Details

Table 61 Predefined Information in Labor Details

Data Fields	Related Objects
FAMILY Type: String Nullable: False PLANT Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False LABOR_HOURS_PER_UNIT Type: Double Nullable: True	Row Source ● Labor_Details_RS

Labor Rates

Table 62 Predefined Information in Labor Rates

Data Fields	Related Objects
PLANT Type: String Nullable: False EFFDATE Type: Date Nullable: False LABOR_HOURS_PER_UNIT Type: Double Nullable: True	Row Source ● Labor_Rates_RS

Market Size

Table 63 Predefined Information in Market Size

Data Fields	Related Objects
FAMILY Type: String Nullable: False GEOGRAPHY Type: String Nullable: False EFFDATE Type: Date Nullable: False TOTAL_ADDRESSABLE_MARKET Type: Double Nullable: True ANNUAL_MARKET_GROWTH_RATE Type: Double Nullable: True MONTHLY_MARKET_GROWTH_RATE Type: Double Nullable: True	Row Source ● Market_Size_RS

Material Details

Table 64 Predefined Information in Material Details

Data Fields	Related Objects
PART Type: String Nullable: False LOCATION Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False DESCRIPTION Type: String Nullable: True TYPE Type: String Nullable: False UNIT_COST Type: Double Nullable: True MAKEBUY Type: String Nullable: False LEADTIME Type: Double Nullable: True FINISHEDGOOD Type: String Nullable: True	Row Source ● Material_Details_RS

Open Sales Orders

Table 65 Predefined Information in Open Sales Orders

Data Fields	Related Objects
GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False PRODUCT Type: String Nullable: False MONTH Type: Date Nullable: False OPEN_SALES_ORDER_QTY Type: Double Nullable: True OPEN_SALES_ORDER_REV Type: Double Nullable: True	Row Source ● Open_Sales_Order_RS

Overhead Expenses

Table 66 Predefined Information in Overhead Expenses

Data Fields	Related Objects
FAMILY Type: String Nullable: False GEOGRAPHY Type: String Nullable: False EFFDATE Type: Date Nullable: False RD_EXPENSE_RATIO Type: Double Nullable: True SGA_EXPENSE_RATIO Type: Double Nullable: True	Row Source ● Overhead_Expenses_RS

Plant Sourcing

Table 67 Predefined Information in Plant Sourcing

Data Fields	Related Objects
FAMILY Type: String Nullable: False DC Type: String Nullable: False PLANT Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False SOURCING_PERCENT Type: Double Nullable: True	Row Source ● Plant_Sourcing_RS

PlantOverheadExpenses

Table 68 Predefined Information in PlantOverheadExpenses

Data Fields	Related Objects
PLANT Type: String Column: A Nullable: True EFFECTIVE_DATE Type: Date Column: B Nullable: True OVERHEAD EXPENSES Type: Double Column: C Nullable: True	Dimension ● PlantOverheadExpenses_RS

Plants

Table 69 Predefined Information in Plant

Data Fields	Related Objects
SUMMARY Type: String Nullable: False SUMMARY_DISPLAYNAME Type: String Nullable: True PLANT Type: String Nullable: False PLANT_DISPLAYNAME Type: String Nullable: True DESCRIPTION Type: String Nullable: True ASSOCIATEDGEOGRAPHY Type: String Nullable: False CURRENCY Type: String Nullable: False	Dimension ● Plants

Product ASP

Table 70 Predefined Information in Product ASP

Data Fields	Related Objects
PRODUCT Type: String Nullable: False GEOGRAPHY Type: String Nullable: False CUSTOMER Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False ASP Type: Double Nullable: False ASP_USD Type: Double Nullable: False	Row Source ● Product_ASP_RS

Products

Table 71 Predefined Information in Products

Data Fields	Related Objects
SUMMARY Type: String Nullable: False SUMMARY_DISPLAYNAME Type: String Nullable: True FAMILY Type: String Nullable: False FAMILY_DISPLAYNAME Type: String Nullable: True LINE Type: String Nullable: False LINE_DISPLAYNAME Type: String Nullable: True MODEL Type: String Nullable: False MODEL_DISPLAYNAME Type: String Nullable: True DESCRIPTION Type: String Nullable: True	Dimensions ● Product ● ProductFamily

Shipped Sales Orders

Table 72 Predefined Information in Shipped Sales Orders

Data Fields	Related Objects
GEOGRAPHY Type: String String: False CUSTOMER Type: String String: False PRODUCT Type: String String: False MONTH Type: Date String: False SHPPD_SLS_ORDR_QTY Type: Double String: False SHPPD_SLS_ORDR_REV Type: Double String: False ORDER_COGS Type: Double String: False PRODUCT_FAMILY Type: String String: False	Row Source ● Shipped_Sales_Orders_RS

Transport Cost

Table 73 Predefined Information in Transport Cost

Data Fields	Related Objects
FAMILY Type: String Nullable: False PLANT Type: String Nullable: False DC Type: String Nullable: False TRANSPORTMODE Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False TRANSPORT_COST_PER_UNIT Type: Double Nullable: True	Row Source ● Transport_Cost_RS

Transport Details

Table 74 Predefined Information in Transport Details

Data Fields	Related Objects
PLANT Type: String Nullable: False DC Type: String Nullable: False TRANSPORTMODE Type: String Nullable: False EFFECTIVE_DATE Type: Date Nullable: False MODE_PERCENT Type: Double Nullable: True TRANSPORT_LEAD_TIME Type: Double Nullable: False	Row Source ● Transport_Details_RS

Transport Mode

Table 75 Predefined Information in Transport Mode

Data Fields	Related Objects
SUMMARY Type: String Nullable: False SUMMARY_DISPLAYNAME Type: String Nullable: True TRANSPORT_MODE Type: String Nullable: False TRANSPORT_MODE_DISPLAYNAME Type: String Nullable: True DESCRIPTION Type: String Nullable: True	Dimension ● TransportModes

WIP

Table 76 Predefined Information in WIP

Data Fields	Related Objects
PART Type: String Nullable: False PLANT Type: String Nullable: True EFFDATE Type: Date Nullable: True COMMIT_QUANTITY Type: Double Nullable: True	Row Source ● WIP_RS

WIPDC

Table 77 Predefined Information in WIPDC

Data Fields	Related Objects
PART Type: String Nullable: False DC Type: String Nullable: True EFFDATE Type: Date Nullable: True COMMIT_QUANTITY Type: Double Nullable: True	Row Source • WIPDC_RS

Predefined Measures/Metrics

Integrated Margin Planning includes the following predefined measures:

- Predefined Measures for the Demand Cube
- Predefined Measures for the Financials Cube
- Predefined Measures for the Materials Cube
- Predefined Measures for the Production Cube
- Predefined Measures for the Transportation Cube

Predefined Measures for the Demand Cube

Predefined measures for the Demand cube include:

- Adjusted Demand Plan Quantity
- Demand Plan Adjustment %
- Demand Plan Quantity
- Demand Plan Revenue
- Demand Plan Revenue - Local
- Market Share
- Open Sales Orders Quantity
- Open Sales Orders Revenue

- Parent Quantity
- Parent Revenue
- Quantity Mix %
- Revenue Forecast Accuracy
- Revenue Mix %
- Revenue Variance
- Revenue Variance %
- Shipped Sales Orders Quantity
- Shipped Sales Orders Revenue
- TAM-previous
- Target Market Share
- Target Revenue
- Total Addressable Market

Adjusted Demand Plan Quantity

Type

Derived

Description

Demand Plan Quantity after applying Demand Plan Adjustment %

Measure Formula

```
"Adjusted Demand Plan Quantity" = "Demand Plan Quantity" +
pctof("Demand Plan Adjustment %", "Demand Plan Quantity")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Demand Plan Adjustment %

Type

Input

Description

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	Custom
Fiscal	None	None
Geography	None	Custom
Product	None	Custom

Demand Plan Quantity

Type

Loaded

Description

Row Source

Demand_Plan_RS

Row Source Column

DEMAND_PLAN_QUANTITY

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Demand Plan Revenue

Type

Derived

Description

Measure Formula

```
"Demand Plan Revenue" = "Demand Plan Revenue - Local" /
Batch_Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Demand Plan Revenue - Local

Type

Derived

Description

Measure Formula

```
"Demand Plan Revenue - Local" = "Adjusted Demand Plan Quantity" *
"Product_ASP_RS".ASP
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	None	None
Product	Sum	None

Market Share

Type

Derived

Description

Measure Formula

```
"Market Share" = "Demand Plan Revenue" / "Total Addressable Market"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Open Sales Orders Quantity

Type

Loaded

Description

Row Source

Open_Sales_Orders_RS

Row Source Column

OPEN_SALES_ORDER_QTY

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	Sum	None
Product	Sum	None

Open Sales Orders Revenue

Type

Loaded

Description

Row Source

Open_Sales_Orders_RS

Row Source Column

OPEN_SALES_ORDER_REV

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Parent Quantity

Type

Derived

Description

Used to roll down the summary value from Product dimension for quantity

Measure Formula

```
"Parent Quantity"[level(Product.Product.Summary)] = "Demand Plan
Quantity"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	Custom

Parent Revenue

Type

Derived

Description

Used in the "Revenue Mix %" formula Used to roll down the summary value from the Product dimension for quantity.

Measure Formula

```
"Parent Revenue"[level(Product.Product.Summary)] = "Demand Plan Revenue"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	Custom

Quantity Mix %

Type

Derived

Description

Measure Formula

```
"Quantity Mix %" = pct ( "Demand Plan Quantity" , "Parent Quantity")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Revenue Forecast Accuracy

Type

Derived

Description

Measure Formula

```
"Revenue Forecast Accuracy %" = if(isPast() and !isNull("Shipped Sales
Orders Revenue") and ("Shipped Sales Orders Revenue" <> 0), ("Demand
Plan Revenue" - "Shipped Sales Orders Revenue") / "Shipped Sales Orders
Revenue")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Revenue Mix %

Type

Derived

Description

Measure Formula

```
"Revenue Mix %" = pct ( "Demand Plan Revenue" , "Parent Revenue")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Revenue Variance

Type

Derived

Description

Measure Formula

```
"Revenue Variance" = "Target Revenue" - "Demand Plan Revenue"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Revenue Variance %

Type

Derived

Description

Measure Formula

```
"Revenue Variance %" = "Revenue Variance" / "Target Revenue"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Shipped Sales Orders Quantity

Type

Loaded

Row Source

Shipped_Sales_Orders_RS

Row Source Column

SHPPD_SLS_ORDR_QTY

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Shipped Sales Orders Revenue

Type

Loaded

Description

Row Source

Shipped_Sales_Orders_RS

Row Source Column

SHPPD_SLS_ORDR_REV

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

TAM-previous

Type

Derived

Description

Measure Formula

```
"TAM-previous" = "Total Addressable Market"[previous (Fiscal)]
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Last	None
Geography	Sum	None
Product	Sum	None

Target Market Share

Type

Derived

Description

Measure Formula

```
"Target Market Share" = "Target Revenue" / "Total Addressable Market"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	None	None
Fiscal	None	None
Geography	None	None
Product	None	None

Target Revenue

Type

Loaded

Description

Row Source

Financial_Plan_RS

Row Source Column

TARGET_REVENUE

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Total Addressable Market

Type

Derived

Description

Measure Formula

```
"Total Addressable Market" = if (isPast() or
isCurrent(parent(parent(Fiscal), "Fiscal")) ,
Market_Size_RS.TOTAL_ADDRESSABLE_MARKET , "TAM-previous" *(1 +
Market_Size_RS.MONTHLY_MARKET_GROWTH_RATE))
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Customers	Sum	None
Fiscal	Last	None
Geography	Sum	None
Product	Sum	None

Predefined Measures for the Financials Cube

Predefined measure for the Financials cube include:

- Actual COGS
- Actual Revenue
- COS Rate
- Cumulative Inflation Rate
- Labor Costs - Local Currency
- Labor Costs - Pre-Inflation
- Loaded COS Rate
- Material Costs - Local Currency
- Material Costs - Pre-Inflation
- Operating COS
- Operating Gross Profit
- Operating Revenue
- Other Expenses
- Projected Cost Of Goods Sold
- Projected Gross Margin
- Projected Gross Margin %
- Projected Labor Costs

- Projected Material Costs
- Projected Operating Expenses
- Projected Operating Margin
- Projected Operating Margin %
- Projected R and D Expenses
- Projected Revenue
- Projected Revenue Ratio
- Projected SG and A Expenses
- Projected Transportation Costs
- Revenue - Local Currency
- Target Operating Margin %
- Target Revenue
- Transportation Costs - Local Currency
- Transportation Costs - Pre-Inflation

Actual COGS

Type

Loaded

Description

Row Source

Shipped_Sales_Orders_RS

Row Source Column

SHIPPED_SALES_ORDER_COGS

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Actual Revenue

Type

Loaded

Description

Row Source

Shipped_Sales_Orders_RS

Row Source Column

SHPPD_SLS_ORDR_REV

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

COS Rate

Type

Derived

Description

Measure Formula

```
"COS Rate" = if ( isPast() and isLevel(Month) and isLevel(Territory)
and isLevel("Product Family"), "Loaded COS Rate", "Projected Cost Of
Goods Sold" / "Projected Revenue")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	None	None
Geography	None	None

Dimension	Rollup	Rolldown
Product	None	None

Cumulative Inflation Rate

Type

Derived

Description

Cumulative-inflation-rate (t) = if isCurrentYear or isPast, 1, else Cumulate-inflation-rate(t-1) * (1 + inflation.monthly_inflation_rate(t))

Measure Formula

```
"Cumulative Inflation Rate" = if
(isCurrent(parent(parent(Fiscal),"Fiscal")), 1, if (isPast(Fiscal), 1,
"Cumulative Inflation Rate"[previous(Fiscal)] * (1 +
Inflation_RS.MONTHLY_INFLATION_RATE)))
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Last	None
Geography	None	None
Product	None	None

Labor Costs - Local Currency

Type

Cross-cube

Description

Cube

Production

Measure

Labor Cost – local currency

Measure Formula

```
"Labor Costs - Local Currency" = "Labor Costs - Local Currency" +
Production."Labor Cost - local currency"
```

Onchange Formula

```
"Labor Costs - Local Currency" = "Labor Costs - Local Currency" +
deltaValue (Production."Labor Cost - local currency")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	None	None
Product	Sum	None

Labor Costs - Pre-Inflation

Type

Derived

Description

Measure Formula

```
"Labor Costs - Pre-Inflation" = "Labor Costs - Local Currency" /
Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Loaded COS Rate

Type

Loaded

Description

Row Source

Rolling_Financial_Plan_RS

Row Source Column

VALUE

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	None	None
Geography	None	None
Product	None	None

Material Costs - Local Currency

Type

Cross-cube

Description

Cube

Materials

Measure

Material Cost in Local Currency

Measure Formula

```
"Material Costs - Local Currency" = "Material Costs - Local Currency" +
Materials."Material Cost in Local Currency"
```

Onchange Formula

```
"Material Costs - Local Currency" = "Material Costs - Local Currency" +
deltaValue (Materials."Material Cost in Local Currency")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	None	None
Product	Sum	None

Material Costs - Pre-Inflation

Type

Derived

Description

Measure Formula

```
"Material Costs - Pre-Inflation" = "Material Costs - Local Currency" /
Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Operating COS

Type

Derived

Description

Measure Formula

```
"Operating COS" = "Operating Revenue" * "COS Rate"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Operating Gross Profit

Type

Derived

Description

Measure Formula

```
"Operating Gross Profit" = "Operating Revenue" - "Operating COS"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Operating Revenue

Type

Loaded

Description

Row Source

Rolling_Financial_Plan_RS

Row Source Column

VALUE

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Other Expenses

Type

Input

Description

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Projected Cost Of Goods Sold

Type

Derived

Description

Measure Formula

```
"Projected Cost Of Goods Sold" = if ( isPast(), "Projected Revenue" *
"Loaded COS Rate", "Projected Labor Costs" + "Projected Transportation
Costs" + "Projected Material Costs")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	Sum	None
Product	Sum	None

Projected Gross Margin

Type

Derived

Description

Measure Formula

```
"Projected Gross Margin" = "Projected Revenue" - "Projected Cost Of
Goods Sold"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Projected Gross Margin %

Type

Derived

Description

Measure Formula

```
"Projected Gross Margin %" = "Projected Gross Margin" / "Projected
Revenue"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	None	None

Dimension	Rollup	Rolldown
Geography	None	None
Product	None	None

Projected Labor Costs

Type

Derived

Description

Measure Formula

```
"Projected Labor Costs" = "Labor Costs - Pre-Inflation" * "Cumulative
Inflation Rate"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Projected Material Costs

Type

Derived

Description

Measure Formula

```
"Projected Material Costs" = "Material Costs - Pre-Inflation" *
"Cumulative Inflation Rate"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	Sum	None
Product	Sum	None

Projected Operating Expenses

Type

Derived

Description

Measure Formula

```
"Projected Operating Expenses" = "Projected R and D Expenses" +
"Projected SG and A Expenses" + "Other Expenses"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Projected Operating Margin

Type

Derived

Description

Measure Formula

```
"Projected Operating Margin" = "Projected Gross Margin" - "Projected
Operating Expenses"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	Sum	None
Product	Sum	None

Projected Operating Margin %

Type

Derived

Description

Measure Formula

```
"Projected Operating Margin %" = "Projected Operating Margin" /
"Projected Revenue"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	None	None
Geography	None	None
Product	None	None

Projected R and D Expenses

Type

Loaded

Description

Measure Formula

```
"Projected R and D Expenses" = "Projected Revenue" *
Overhead_Expenses_RS."RD_EXPENSE_RATIO"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	None	Custom
Product	Sum	Custom

Projected Revenue

Type

Derived

Description

Convert the local currency revenue to base currency revenue

Measure Formula

```
"Projected Revenue" = "Revenue - Local Currency" /
Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Projected Revenue Ratio

Type

Derived

Description

Allocation ratio based on projected revenues

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	None	None

Dimension	Rollup	Rolldown
Geography	None	Custom
Product	None	Custom

Projected SG and A Expenses

Type

Derived

Description

Measure Formula

```
"Projected SG and A Expenses" = "Projected Revenue" *
lookup("Overhead_Expenses_RS", memberName(parent(parent(Product),
"Product")), memberName(member("Geography")), "SGA_EXPENSE_RATIO")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	None	None
Product	Sum	None

Projected Transportation Costs

Type

Derived

Description

Measure Formula

```
"Projected Transportation Costs" = "Transportation Costs - Pre-
Inflation" * "Cumulative Inflation Rate"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	Sum	None
Product	Sum	None

Revenue - Local Currency

Type

Cross-cube

Description

Cube

Demand

Measure

Demand Plan Revenue – Local

Measure Formula

```
"Revenue - Local Currency" = "Revenue - Local Currency" +
Demand."Demand Plan Revenue - Local"
```

Onchange Formula

```
"Revenue - Local Currency" = "Revenue - Local Currency" +
deltaValue( Demand."Demand Plan Revenue - Local")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	None	None
Product	Sum	None

Target Operating Margin %

Type

Loaded

Description

Row Source

Financial_Plan_RS

Row Source Column

TARGET_OPERATING_MARGIN

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Last	None
Geography	Sum	None
Product	None	None

Target Revenue

Type

Loaded

Description

Row Source

Financial_Plan_RS

Row Source Column

TARGET_REVENUE

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	Sum	None
Product	Sum	None

Transportation Costs - Local Currency

Type

Cross-cube

Description

Cube

Transportation

Measure

Transportation Cost – Local currency

Measure Formula

```
"Transportation Costs - Local Currency" = "Transportation Costs - Local
Currency" + Transportation."Transportation cost - Local currency"
```

Onchange Formula

```
"Transportation Costs - Local Currency" = "Transportation Costs - Local
Currency" + deltaValue (Transportation."Transportation cost - Local
currency")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None
Geography	None	None
Product	Sum	None

Transportation Costs - Pre-Inflation

Type

Derived

Description

Measure Formula

```
"Transportation Costs - Pre-Inflation" = "Transportation Costs - Local
Currency"/Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Fiscal	Sum	None

Dimension	Rollup	Rolldown
Geography	Sum	None
Product	Sum	None

Predefined Measures for the Materials Cube

Predefined measures for the Materials cube include:

- Aggregated Children Material Cost
- Aggregated Cost Per Unit
- Beginning Inventory
- Budget Material Cost
- Commit
- Dependent Demand
- Ending Inventory
- Ending Inventory Local Currency
- Excess Inventory
- Excess Inventory Local Currency
- Excess Inventory Threshold
- Independent Demand
- Inventory Exposure Local Currency
- Inventory Exposure Units
- Material Cost
- Material Cost in Local Currency
- Product Family Material Cost
- Product Family Total Material Cost - Local Currency
- Production Required
- Requested
- Required
- Supply Plan
- Total Demand
- Unit Cost

Aggregated Children Material Cost

Type

Derived

Description

Measure Formula

```
Aggregated Children Material Cost = "Aggregated Children Material Cost"
+source("Aggregated Cost Per Unit") * lookup("BOM_STRUCTURE_RS",
property("BomDim", "name"), sourceSparseMember("BomDim"),
"SCALEFACTOR")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	Custom	None
Manufacturing	Last	None
Plants	None	None

Aggregated Cost Per Unit

Type

Derived

Description

Measure Formula

```
"Aggregated Cost Per Unit" = "Unit Cost" + "Aggregated Children
Material Cost"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Beginning Inventory

Type

Loaded

Description

Row Source

Inventory_RS

Row Source Column

INVENTORY

Measure Formula

```
"Beginning Inventory" = "Ending Inventory"[previous(Manufacturing)]
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	First	None
Plants	None	None

Budget Material Cost

Type

Loaded

Description

Row Source

Financial_Plan_RS

Row Source Column

TARGET_MATERIAL_COST

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	None	None

Commit

Type

Loaded

Description

Row Source

WIP_RS

Row Source Column

COMMIT_QUANTITY

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	None	None

Dependent Demand

Type

Derived

Description

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	Custom
Manufacturing	Sum	None
Plants	None	None

Ending Inventory

Type

Derived

Description

Measure Formula

```
"Ending Inventory" = max("Beginning Inventory" + "Supply Plan" - "Total
Demand", null)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Ending Inventory Local Currency

Type

Derived

Description

Measure Formula

```
"Ending Inventory Local Currency" = if ("Ending Inventory" > 0,
Material_Details_RS.UNIT_COST * "Ending Inventory", null)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Excess Inventory

Type

Derived

Description

Measure Formula

```
"Excess Inventory" = if (!(isPast()), max("Ending Inventory" - "Excess
Inventory Threshold", 0) )
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Excess Inventory Local Currency

Type

Derived

Description

Measure Formula

```
"Excess Inventory Local Currency" = if (!(isPast()), "Excess Inventory"
* Material_Details_RS.UNIT_COST )
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Excess Inventory Threshold

Type

Derived

Description

Measure Formula

```
"Excess Inventory Threshold" = if (!(isPast()), sum("Total
Demand"[range( Manufacturing.hierarchy.Manufacturing, 0, 3)] ) )
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Independent Demand

Type

Input

Description

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None

Dimension	Rollup	Rolldown
Plants	Sum	None

Inventory Exposure Local Currency

Type

Derived

Description

Measure Formula

```
"Inventory Exposure Local Currency" = "Inventory Exposure Units" *
Material_Details_RS.UNIT_COST
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None
Plants	None	None

Inventory Exposure Units

Type

Derived

Description

Measure Formula

```
"Inventory Exposure Units" = if ( isCurrent(), max("Ending Inventory",
0), if( isFuture(), "Inventory Exposure Units"[previous(Manufacturing)]
+ "Commit") )
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Last	None

Dimension	Rollup	Rolldown
Plants	None	None

Material Cost

Type

Derived

Description

Measure Formula

```
"Material Cost" = "Material Cost in Local Currency" /
Batch_Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	Sum	None

Material Cost in Local Currency

Type

Derived

Description

Measure Formula

```
"Material Cost in Local Currency" = "Required" * "Aggregated Cost Per
Unit"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None

Dimension	Rollup	Rolldown
Plants	None	None

Product Family Material Cost

Type

Derived

Description

Measure Formula

```
"Product Family Material Cost" = "Product Family Total Material Cost -
Local Currency" / Batch_Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	Sum	None

Product Family Total Material Cost - Local Currency

Type

Derived

Description

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	Custom	None
Manufacturing	Sum	None
Plants	None	None

Production Required

Type

Cross-cube

Description

Cube

Production

Measure

Required

Measure Formula

```
"Production Required"[level(Week)] = "Production Required" +
Production.Required
```

Onchange Formula

```
"Production Required"[level(Week)] ="Production Required" +
deltaValue(Production.Required)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	Sum	None

Requested

Type

Derived

Description

Measure Formula

```
"Requested" = if ("Total Demand" > "Beginning Inventory", "Total
Demand" - "Beginning Inventory", null)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	None	None

Required

Type

Derived

Description

Measure Formula

```
Required[level(Week)] = if (isNull("Production Required"),
"Requested"[lead(Manufacturing, Material_Details_RS.LEADTIME / 7)],
"Production Required")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	None	None

Supply Plan

Type

Derived

Description

Measure Formula

```
"Supply Plan" = if (isPast(), "Requested", if (!
isPast("Requested"[lag(Manufacturing, Material_Details_RS.LEADTIME /
7)]), "Requested", Commit))
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	None	None

Total Demand

Type

Derived

Description

Measure Formula

```
"Total Demand" = if (isNull("Production Required"), "Independent
Demand" + "Dependent Demand", "Independent Demand" + "Production
Required")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	Sum	None
Plants	None	None

Unit Cost

Type

Loaded

Description

Row Source

Material_Details_RS

Row Source Column

UNIT_COST

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
BOM	None	None
Manufacturing	None	None
Plants	None	None

Predefined Measures for the Production Cube

Predefined measures for the Production cube include:

- Available Capacity
- Beginning Inventory
- Budget Labor Cost
- Capacity Utilization
- Ending Inventory
- Force OnChange
- Labor Cost
- Labor Cost - Local Currency
- Labor Hours Per Unit
- Labor Hours Ratio
- Labor Hours Required
- Lead Time Value
- Loaded Ending Inventory
- Material Cost
- Material Cost in Local Currency
- Plant Demand Plan Quantity
- Plant Overhead Expenses
- Proposed Receipts
- Required
- Scheduled Receipts
- Shortage
- Unit Material Cost

Available Capacity

Type

Loaded

Description

Row Source

Capacity_RS

Row Source Column

AVAILABLE_CAPACITY_PER_WEEK

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Beginning Inventory

Type

Derived

Description

Measure Formula

```
"Beginning Inventory" = "Ending Inventory"[previous(Manufacturing)]
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	First	None
Plants	Sum	None

Dimension	Rollup	Rolldown
Product	Sum	None

Budget Labor Cost

Type

Loaded

Description

Row Source

Financial_Plan_RS

Row Source Column

TARGET_LABOR_COST

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Capacity Utilization

Type

Derived

Description

Measure Formula

```
"Capacity Utilization" = ("Proposed Receipts" + "Scheduled Receipts") /
"Available Capacity"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	None	None
Plants	None	None
Product	None	None

Ending Inventory

Type

Derived

Description

Measure Formula

```
"Ending Inventory" = if (not isNull("Loaded Ending Inventory"), "Loaded
Ending Inventory", max("Beginning Inventory" - "Plant Demand Plan
Quantity" + "Scheduled Receipts" + "Proposed Receipts", null))
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None

Force OnChange

Type

Derived

Description

Measure Formula

```
"Force Onchange" = "Plant Overhead Expenses" + "Labor Hours Required"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	None	None
Plants	None	None
Product	None	None

Labor Cost

Type

Derived

Description

Measure Formula

```
"Labor Cost" = "Labor Cost - local currency" /
Batch_Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	None	None

Labor Cost - Local Currency

Type

Derived

Description

Measure Formula

```
"Labor Cost - local currency" = "Labor Hours Required" *
Labor_Rates_RS.LBR_RTE_HR_LCL_CURR
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	None	None
Product	Sum	None

Labor Hours Per Unit

Type

Loaded

Description

Row Source

Labor_Details_RS

Row Source Column

Labor_hours_Per_Unit

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Last	None
Plants	None	None
Product	None	None

Labor Hours Ratio

Type

Derived

Description

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	None	None
Plants	None	None
Product	None	Custom

Labor Hours Required

Type

Derived

Description

(Proposed Receipts + Scheduled Receipts) * LaborDetails.labor_hours_per_unit

Measure Formula

```
"Labor Hours Required" = ("Proposed Receipts" + "Scheduled Receipts") *
"Labor Hours Per Unit"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Lead Time Value

Type

derived

Description

“Associated Geography” for plants are not matching with Location values in Material Details data. Using plant name for now. property(Plants, “Associated Geography”)

Measure Formula

```
"Lead Time Value" = round(lookup("Material_Details_RS",
memberName(member("Product")), memberName(member("Plants")),
"LEADTIME")/7)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	None	None
Plants	None	None
Product	None	None

Loaded Ending Inventory

Type

Loaded

Description

Row Source

Inventory_RS

Row Source Column

INVENTORY

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None

Material Cost

Type

Derived

Description

Measure Formula

```
"Material Cost" = "Material Cost - local currency" /
Batch_Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	None	None
Plants	None	None
Product	None	None

Material Cost - Local Currency

Type

Derived

Description

Measure Formula

```
"Material Cost - local currency" = "Unit Material Cost" * ("Proposed
Receipts" + "Scheduled Receipts")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	None	None
Product	Sum	None

Plant Demand Plan Quantity

Type

Cross-cube

Description

Cube

Transportation

Measure

Projected Ship Quantity

Measure Formula

```
"Plant Demand Plan Quantity" = Transportation."Projected Ship Quantity"
```

Onchange Formula

```
"Plant Demand Plan Quantity" = "Plant Demand Plan Quantity" +
deltaValue(Transportation."Projected Ship Quantity")
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Plant Overhead Expenses

Type

Derived

Description

Measure Formula

```
"Plant Overhead Expenses"[level(Product.Summary)][level(Plants.Plant)]
[level(Week)] = PlantOverheadExpenses_RS.OVERHEAD_EXPENSES
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	Custom

Proposed Receipts

Type

Derived

Description

Measure Formula

```
"Proposed Receipts" = if (! isPast( "Plant Demand Plan
Quantity"[lag(Manufacturing, "Lead Time Value")]), if ("Plant Demand
Plan Quantity" > ("Beginning Inventory" + "Scheduled Receipts"), "Plant
Demand Plan Quantity" - "Beginning Inventory" - "Scheduled Receipts",
null), 0)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Required

Type

Derived

Description

Proposed Receipts would be required offset by MaterialDetails.lead_time.

Measure Formula

```
"Required" = "Proposed Receipts" [lead(Manufacturing, "Lead Time
Value")]
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Scheduled Receipts

Type

Loaded

Description

Row Source

WIP_RS

Row Source Column

COMMIT_QUANTITY

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None

Shortage

Type

Derived

Description

Measure Formula

```
"Shortage" = if ("Plant Demand Plan Quantity" > ("Beginning Inventory"
+ "Scheduled Receipts" + "Proposed Receipts"), "Plant Demand Plan
Quantity" - "Beginning Inventory" - "Scheduled Receipts" - "Proposed
Receipts", null)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None

Unit Material Cost

Type

Derived

Description

Measure Formula

```
"Unit Material Cost" = 0
```

Dimension Summarizations

Dimension	Rollup	Rolldown
Manufacturing	None	None
Plants	None	None
Product	None	None

Predefined Measures for the Transportation Cube

Predefined measures for the Transportation cube include:

- Beginning Inventory
- Budget Transportation Cost
- DC Demand Plan Quantity
- DC Inventory
- Ending Inventory
- Lead Time Value
- Netted DC Demand Quantity
- Projected Ship Quantity
- Proposed Receipts

- Proposed Receipts from Plant
- Scheduled Receipts
- Shortage
- Transportation Cost
- Transportation Cost - Local Currency

Beginning Inventory

Type

Derived

Description

Beginning Inventory at DC

Measure Formula

```
"Beginning Inventory" = "Ending Inventory"[previous(Manufacturing)]
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	First	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

Budget Transportation Cost

Type

Loaded

Description

Row Source

Financial_Plan_RS

Row Source Column

TARGET_TRANSPORTATION_COST

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

DC Demand Plan Quantity

Type

Cross-cube

Description

Cube

Demand

Measure

Adjusted Demand Plan Quantity

Measure Formula

```
"DC Demand Plan Quantity" = div (Demand."Adjusted Demand Plan
Quantity"* lookup("DC_Sourcing_RS",
memberName(sourceMember(Geography)),
memberName(member(DistributionCenters)),"SOURCING_PERCENT"),
siblingCount(Manufacturing))
```

Onchange Formula

```
"DC Demand Plan Quantity" = "DC Demand Plan Quantity" + div
(deltaValue(Demand."Adjusted Demand Plan Quantity")*
lookup("DC_Sourcing_RS", memberName(sourceMember(Geography)),
memberName(member(DistributionCenters)),"SOURCING_PERCENT"),
siblingCount(Manufacturing))
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

DC Inventory

Type

Loaded

Description

Row Source

InventoryDC_RS

Row Source Column

INVENTORY

Measure Formula

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

Ending Inventory

Type

Derived

Description

Measure Formula

```
"Ending Inventory" = if (not isNull("DC Inventory"), "DC Inventory",
max(null, "Beginning Inventory" - "DC Demand Plan Quantity" +
"Scheduled Receipts" + "Proposed Receipts"))
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

Lead Time Value

Type

Derived

Description

Measure Formula

```
"Lead Time Value" = round(lookup("Transport_Details_RS",
memberName(member("Plants")),
memberName(member("DistributionCenters")),
memberName(member("TransportModes")), "TRANSPORT_LEAD_TIME")/7)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	None	None
Manufacturing	None	None

Dimension	Rollup	Rolldown
Plants	None	None
Product	None	None
TransportModes	None	None

Netted DC Demand Quantity

Type

Derived

Description

Net the scheduled receipts and loaded-dc inventory.

Measure Formula

```
"Netted DC Demand Quantity" = if (!isPast(), if ("DC Demand Plan
Quantity" > ("DC Inventory" + "Scheduled Receipts"), "DC Demand Plan
Quantity" - "DC Inventory" - "Scheduled Receipts", null), null)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Sum	None
Plants	Sum	Custom
Product	Sum	None
TransportModes	Sum	None

Projected Ship Quantity

Type

Derived

Description

“Proposed Receipts” offset by TransportDetails.lead_time.

Measure Formula

```
"Projected Ship Quantity" = "Proposed Receipts"[lead(Manufacturing,
"Lead Time Value")]
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

Proposed Receipts

Type

Derived

Description

If within transportDetails.lead_time, 0, else “Proposed Receipts from Plant” * TransportDetails.modepercent

Measure Formula

```
"Proposed Receipts" = if (!isPast ("Proposed Receipts from
Plant"[ lag(Manufacturing, "Lead Time Value")]),
lookup("Transport_Details_RS", memberName(member("Plants")),
memberName(member("DistributionCenters")),
memberName(member("TransportModes")), "MODE_PERCENT") * "Proposed
Receipts from Plant", 0)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Sum	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

Proposed Receipts from Plant

Type

Derived

Description

Netted DC Demand Quantity* lookup(Plant_Sourcing, parent(parent(Product)), dc-name, plant-name, percent-column)

Measure Formula

```
"Proposed Receipts from Plant" = lookup("Plant_Sourcing_RS",
memberName(parent(parent(Product), Product)),
memberName(member("DistributionCenters")),
memberName(member("Plants")), "SOURCING_PERCENT") * Netted DC Demand
Quantity"
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	Custom

Scheduled Receipts

Type

Loaded

Description

Row Source

WIPDC_RS

Row Source Column

COMMIT_QUANTITY

Measure Formula

Dimension Summarizations

Shortage

Type

Derived

Description

If Loaded Ending Inventory exists, then that, else Ending Inventory[Previous] - DC Demand Plan Quantity + Scheduled Receipts + Proposed Receipts - maxed. to zero

Measure Formula

```
"Shortage" = if ( "DC Demand Plan Quantity" > ("Beginning Inventory" +
"Scheduled Receipts" + "Proposed Receipts"), "DC Demand Plan Quantity"
- ("Beginning Inventory" + "Scheduled Receipts" + "Proposed
Receipts") , null)
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Last	None
Plants	Sum	None
Product	Sum	None
TransportModes	Sum	None

Transportation Cost

Type

Derived

Description

Measure Formula

```
"Transportation Cost" = "Transportation cost - Local currency" /
Batch_Currency_Exchange_RS.EXCHANGE_RATE
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	None	None
Manufacturing	Sum	None
Plants	Sum	None
Product	None	None
TransportModes	None	None

Transportation Cost - Local Currency

Type

Derived

Description

Measure Formula

```
"Transportation cost - Local currency" = "Projected Ship Quantity" *
Transport_Cost_RS.TRANSPORT_COST_PER_UNIT
```

Dimension Summarizations

Dimension	Rollup	Rolldown
DistributionCenters	Sum	None
Manufacturing	Sum	None
Plants	None	None
Product	Sum	None
TransportModes	Sum	None

Predefined Assumptions

Predefined assumptions include:

- Financial Assumptions
- Demand Assumptions
- Supply Assumptions

Financial Assumptions

Financial Assumptions include:

- Currency Exchange Rates
- Inflation
- Overhead Expenses

Currency Exchange Rates

Based on Finance projections available at <*intranet file location*>. Predefined information includes:

- Term Currency
- Base Currency
- Exchange Rate
- Effective Date

Inflation

Based on EIU report available at <*intranet file location*>. Predefined information includes:

- Geography
- Annual Inflation Rate
- Effective Date
- Monthly Inflation Rate

Overhead Expenses

R&D and SG&A expenses at the product family level. Predefined information includes:

- Family
- Geography
- R&D Monthly Expense (USD)
- SG&A Expense Ratio
- Effective Date

Demand Assumptions

Demand assumptions include:

- Market Size and Growth
- ASP by Product

Market Size and Growth

Based on GMA estimates available at <*intranet file location*>. Predefined information:

- Geography
- Product Family
- Annual Market Growth Rate
- Total Addressable Market
- Effective Date
- Monthly Market Growth Rate

ASP by Product

Based on the latest pricing from marketing available at <*intranet file location*>. Predefined information:

- Geography
- Customer
- Product
- ASP (local currency)
- Effective Date

Supply Assumptions

Supply assumptions include:

- Transportation Costs
- Transport Details
- Demand Sourcing by DC
- Supply Sourcing by Plant
- Labor Rates
- Labor Details
- Key Material Costs

Transportation Costs

Transport costs by product source, destination, and transport mode. Predefined information:

- Product
- Source
- Destination
- Transport Mode

- Transport Cost Per Unit (local currency)
- Effective Date

Transport Details

Transportation lead times and mix percentages by transport mode. Predefined information:

- Source
- Destination
- Transport Mode
- Mode Percent
- Transport Lead Time
- Effective Date

Demand Sourcing by DC

Sourcing percentage by DC for each geography. Predefined information:

- Geography
- Distribution Center
- Effective Date
- Sourcing Percent

Supply Sourcing by Plant

Sourcing percentage by plant for each DC. Predefined information:

- Product
- Distribution Center
- Plant
- Effective Date
- Sourcing Percent

Labor Rates

Average hourly rates by plant in the local currency. Predefined information:

- Plant
- Effective Date
- Labor Rate Per Hour (local currency)

Labor Details

Required labor hours per unit by product family and plant. Predefined information:

- Product Family
- Plant
- Effective Date
- Labor Hours Per Unit

Key Material Costs

Procurement costs for “buy” materials, production and assembly costs for “make” materials. Predefined information:

- Part
- Location
- Effective Date
- Material Type
- Unit Cost (local currency)
- Lead Time
- Make or Buy
- Finished Good
- Description

Predefined Constraints

Integrated Margin Planning comes with the following predefined constraints:

- Revenue Shortfall
- Low Gross Margin
- Negative Gross Margin
- Component Shortage
- Excess Material Costs
- Capacity Utilization Display
- Capacity Utilization
- Excess Labor Cost
- Product Stockout
- Excess Transportation Costs

Note: Constraints are defined in the Administration Workbench in the Model tab in the Constraints section for each cube.

Note: Constraints are referred to as *exceptions* in the Planning Workbench.

Revenue Shortfall

Cube

Demand

Description

Revenue shortfall from target by more than 10 percent

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Demand Plan Revenue

Owner

admin

Due Date

+10 days

Formula

```
Revenue_Shortfall."Demand Plan Revenue"[level(Fiscal.Fiscal.Quarter)]
[level("Product Family")] assert (pct("Demand Plan Revenue","Target
Revenue") > 90 or isPast() or (isNull("Demand Plan Revenue") or
isNull("Target Revenue")))
```

Low Gross Margin

Cube

Financials

Description

Gross Margin Below 30%

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Projected Gross Margin %

Owner

admin

Due Date

+10 days

Formula

```
"Low Gross Margin"."Projected Gross Margin
%"[level(Fiscal.Fiscal.Quarter)] assert once (isNull("Projected Gross
Margin %") or isPast() or ("Projected Gross Margin %" >= 0.30))
```

Negative Gross Margin

Cube

Financials

Description

Negative Gross Margin

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Projected Gross Margin %

Owner

admin

Due Date

+10 days

Formula

```
Negative_Gross_Margin."Projected Gross Margin %" assert !( !
isNull("Projected Gross Margin %") and !isPast() and "Projected Gross
Margin %" < 0 )
```

Component Shortage

Cube

Materials

Description

Component demand exceeds available supply

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Ending Inventory

Owner

admin

Due Date

+10 days

Formula

```
Component_Shortage."Ending Inventory"[level(Month)] assert once
(isPast() or "Ending Inventory" >= 0)
```

Excess Material Costs

Cube

Materials

Description

Projected material costs exceeds budget

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Product Family Material Cost

Owner

admin

Due Date

+10 days

Formula

```
Excess_Material_Costs."Product Family Material
Cost"[level(Plants.Summary)] assert !( !isPast() and !isNull("Budget
Material Cost") and ("Product Family Material Cost" > "Budget Material
Cost") )
```

Capacity Utilization Display

Cube

Production

Description

Capacity utilization approaching maximum threshold

Type

Display Only

Priority

Medium

Measure

Capacity Utilization

Owner

admin

Due Date

+10 days

Formula

```
Capacity_Util_Display."Capacity Utilization"[level(Month)]
[level("Product Family")][level("Plant")] assert !("Capacity
Utilization" > 0.95 and "Capacity Utilization" <= 1.0 and !
isNull("Capacity Utilization") and !isPast())
```

Capacity Utilization

Cube

Production

Description

Capacity utilization exceeds maximum threshold

Type

Display Only

Priority

Medium

Measure

Capacity Utilization

Owner

admin

Due Date

+10 days

Formula

```
Capacity_Utilization."Capacity Utilization"[level(Month)]
[level("Product Family")][level("Plant")] assert !("Capacity
Utilization" > 1.0 and !isNull("Capacity Utilization") and !isPast())
```

Excess Labor Cost

Cube

Production

Description

Projected labor cost exceeds budget

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Labor Cost

Owner

admin

Due Date

+10 days

Formula

```
Excess_Labor_Cost."Labor Cost"[level(Plants.Summary)][level("Product
Family")] assert !( !isPast() and !isNull("Budget Labor Cost") and
("Labor Cost" > "Budget Labor Cost") )
```

Product Stockout

Cube

Produciton

Description

Demand exceeds available supply

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Shortage

Owner

admin

Due Date

+10 days

Formula

```
Product_Stockout."Shortage"[level("Product Model")][level(Month)]
[level("Plant")] assert once (isPast() or "Shortage" <= 0)
```

Excess Transportation Costs

Cube

Transportation

Description

Projected transportation costs exceeds budget

Type

Regular (Batch and Interactive)

Priority

Medium

Measure

Transportation Cost

Owner

admin

Due Date

+10 days

Formula

```
Excess_Transportation_Costs."Transportation Cost"[level("Product
Family")][level(Plants.Summary)][level(DistributionCenters.Summary)]
[level(TransportModes.Summary)] assert !(!isPast() and !isNull("Budget
Transportation Cost") and ("Transportation Cost" > "Budget
Transportation Cost") )
```

Predefined Dashboards, Reports, and Charts

Oracle Integrated Margin Planning, Fusion Edition comes with the following predefined dashboards:

- Costs
- Demand Plans
- Finance Plans

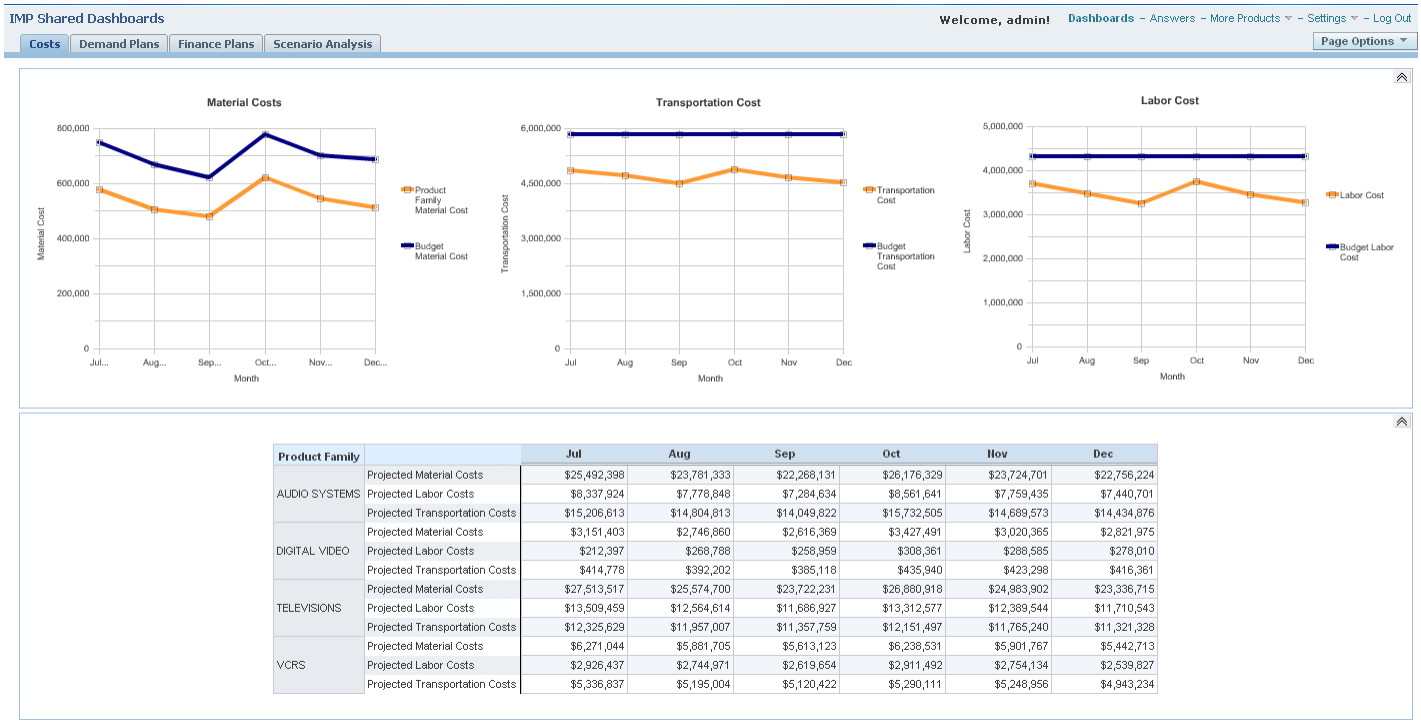
Costs

The Costs dashboard shows:

- Current product family material costs versus budgeted material costs
- Current transportation costs versus budgeted transportation costs
- Current labor costs versus budgeted labor costs

In addition, the projected costs are broken down by product family and month.

Figure 15 Sample Costs Dashboard



Product Family		Jul	Aug	Sep	Oct	Nov	Dec
AUDIO SYSTEMS	Projected Material Costs	$25,492,398	$23,781,333	$22,268,131	$26,176,329	$23,724,701	$22,756,224
	Projected Labor Costs	$8,337,924	$7,778,848	$7,284,634	$8,561,641	$7,759,435	$7,440,701
	Projected Transportation Costs	$15,206,613	$14,804,813	$14,049,822	$15,732,505	$14,689,573	$14,434,876
DIGITAL VIDEO	Projected Material Costs	$3,151,403	$2,746,860	$2,616,369	$3,427,491	$3,020,365	$2,821,975
	Projected Labor Costs	$212,397	$268,788	$258,959	$308,361	$288,585	$278,010
	Projected Transportation Costs	$414,778	$392,202	$385,118	$435,940	$423,298	$416,361
TELEVISIONS	Projected Material Costs	$27,513,517	$25,574,700	$23,722,231	$26,880,918	$24,983,902	$23,336,715
	Projected Labor Costs	$13,509,459	$12,564,614	$11,686,927	$13,312,577	$12,389,544	$11,710,543
	Projected Transportation Costs	$12,325,629	$11,957,007	$11,357,759	$12,151,497	$11,765,240	$11,321,328
VCRS	Projected Material Costs	$6,271,044	$5,881,705	$5,613,123	$6,238,531	$5,901,767	$5,442,713
	Projected Labor Costs	$2,926,437	$2,744,971	$2,619,654	$2,911,492	$2,754,134	$2,539,827
	Projected Transportation Costs	$5,336,837	$5,195,004	$5,120,422	$5,290,111	$5,248,956	$4,943,234

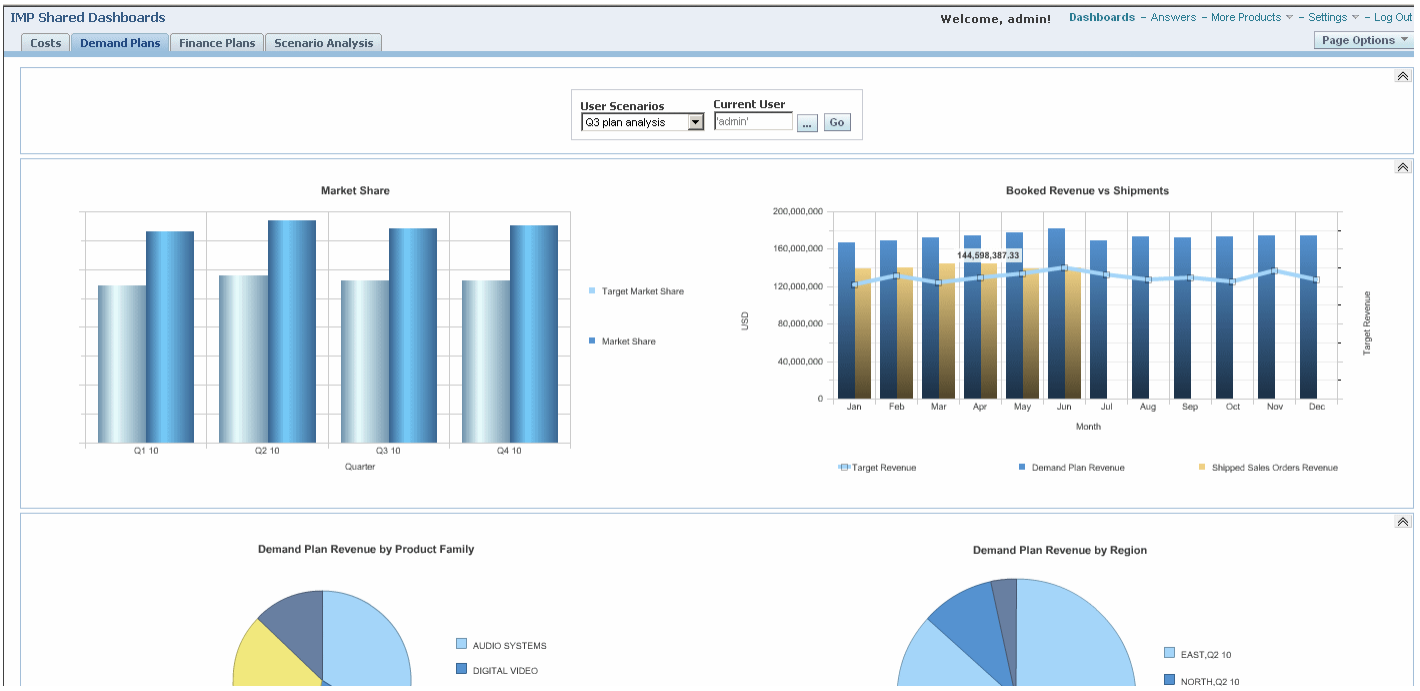
Demand Plans

The Demand Plans dashboard shows:

- Market share
- Booked revenue versus shipments
- Demand plan revenue by product family
- Demand plan revenue by region

You can select a user scenario and a current user.

Figure 16 Sample Demand Plans Dashboard



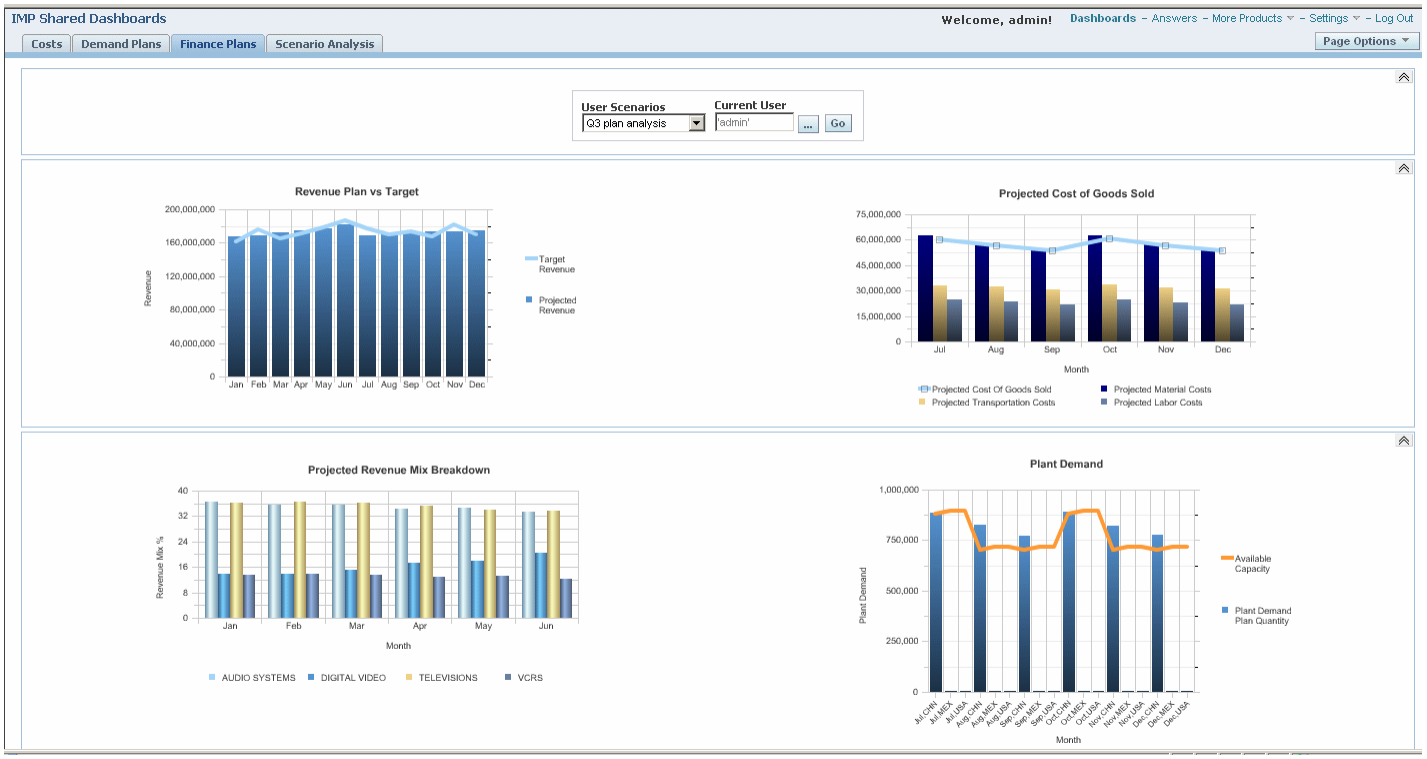
Finance Plans

The Finance Plans dashboard shows:

- Revenue plan versus target revenue
- Projects cost of goods sold
- Projected revenue mix breakdown
- Plant demand

You can select a user scenario and a current user.

Figure 17 Sample Finance Plans Dashboard



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