

# Oracle® Fusion Cloud EPM

## Working with Profitability and Cost Management



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Oracle Fusion Cloud EPM Working with Profitability and Cost Management,

E93971-10

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# 1

## Creating and Running an EPM Center of Excellence

A best practice for EPM is to create a CoE (Center of Excellence).

An **EPM CoE** is a unified effort to ensure adoption and best practices. It drives transformation in business processes related to performance management and the use of technology-enabled solutions.

Cloud adoption can empower your organization to improve business agility and promote innovative solutions. An EPM CoE oversees your cloud initiative, and it can help protect and maintain your investment and promote effective use.

The EPM CoE team:

- Ensures cloud adoption, helping your organization get the most out of your Cloud EPM investment
- Serves as a steering committee for best practices
- Leads EPM-related change management initiatives and drives transformation

All customers can benefit from an EPM CoE, including customers who have already implemented EPM.

### How Do I Get Started?

Click to get best practices, guidance, and strategies for your own EPM CoE: [Introduction to EPM Center of Excellence](#).

### Learn More

- Watch the Cloud Customer Connect webinar: [Creating and Running a Center of Excellence \(CoE\) for Cloud EPM](#)
- Watch the videos: [Overview: EPM Center of Excellence](#) and [Creating a Center of Excellence](#).
- See the business benefits and value proposition of an EPM CoE in *Creating and Running an EPM Center of Excellence*.





# 2

## Getting Started with Profitability and Cost Management

### Related Topics


- [About Profitability and Cost Management](#)  
To maximize profitability, a business must be able to accurately measure, allocate, and manage costs and revenue.
- [User Types and Documentation](#)
- [Architecture](#)
- [About Profitability and Cost Management Applications](#)  
Profitability and Cost Management supports those with more knowledge of domain analysis than scripting.
- [Essential Concepts](#)
- [Guidelines for Working With a Profitability and Cost Management Application](#)
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When you log in, you see the Profitability and Cost Management Home page.
- [Common Feature Controls](#)  
Many feature screens in Profitability and Cost Management include the controls discussed in this topic.
- [Activating Accessibility Features](#)  
You can activate accessibility features in Profitability and Cost Management.
- [Using Profitability and Cost Management Library](#)  
The Profitability and Cost Management Library offers a variety of free instructional content developed by Oracle subject-matter experts.

### About Profitability and Cost Management


To maximize profitability, a business must be able to accurately measure, allocate, and manage costs and revenue.

Profitability and Cost Management is an analytic software tool that manages the cost and revenue allocations that are necessary to compute profitability for a business segment, such as a product, customer, region, or branch. Profitability and Cost Management enables you to use cost decomposition, consumption-based costing and scenario-playing to measure profitability for effective planning and decision support.

## Videos

Your Goal	Watch This Video
Take a tour of Profitability and Cost Management	 <a href="#">Overview Tour Video</a>
Get more information about getting started with Profitability and Cost Management	 <a href="#">Overview: Getting Started in Profitability and Cost Management Cloud</a>

## Tutorials

Your Goal	Learn How
Access a set of tutorial learning paths that guide you through documentation and videos about getting started with Profitability and Cost Management,	 <a href="#">Getting Started Tutorials</a>

## User Types and Documentation

Many of the features of Profitability and Cost Management are designed for specialized use, reflected in the accompanying documentation:

**Table 2-1 Documentation, Contents, and Target Audience**

Title	Contents	Target Audience
<i>Getting Started with Oracle Enterprise Performance Management Cloud for Administrators</i>	How to launch and navigate Profitability and Cost Management; how to install client software; how to define users; how to perform other security and setup tasks	Identity Domain Administrators and Service Administrators who will add users to the system and perform other preliminary system administration tasks
<i>Getting Started with Oracle Enterprise Performance Management Cloud for Users</i>	How to launch and navigate Profitability and Cost Management; how to install client software	Power Users, Users, and Viewers who will design, create, and use Profitability and Cost Management applications

Table 2-1 (Cont.) Documentation, Contents, and Target Audience

Title	Contents	Target Audience
<i>Administering Profitability and Cost Management</i>	How to administer data access, manage data, create and manage applications for analyzing cost and revenue allocations, and set up analytics tools	Service Administrators and Power Users with design-level security provisioning
<i>Working with Profitability and Cost Management</i>	How to launch and navigate Profitability and Cost Management, and view analytics results, queries, and reports	Users or Viewers who need to enter or view data, and analyze cost and revenue allocations
<i>Oracle Enterprise Performance Management Cloud Operations Guide</i>	Review <a href="#">Troubleshooting Calculation Issues</a> for information on how to troubleshoot calculation issues in Profitability and Cost Management Review <a href="#">Application Design Best Practices</a> for information on managing application scalability, dimension design, and application logic design.	Services administrators who need to troubleshoot calculation issues and review application design best practices in Profitability and Cost Management.

Additional documentation is available for code developers and those requiring accessibility accommodations. See [Activating Accessibility Features](#) and [Using Profitability and Cost Management Library](#).

## Architecture

Profitability and Cost Management uses an Oracle Essbase cube for data storage and uses other related software to handle and calculate a variety of data.

The application data and calculated results can be output in a variety of reporting and analysis tools, including Oracle Smart View for Office and Financial Reporting.

## About Profitability and Cost Management Applications

Profitability and Cost Management supports those with more knowledge of domain analysis than scripting.

Profitability and Cost Management applications are designed for use by analysts who have deep domain experience in the computation and reporting methods of management reporting, but who may not have much experience with Oracle Essbase and scripting syntax or programming languages.

Data for Profitability and Cost Management applications is housed in both Essbase multidimensional databases and relational databases. Users with Service Administrator security provisioning can create and populate an application in the Profitability Application Console. Those with Service Administrator and Power User roles can define the hierarchy of accounts, activities, and operations within the organization using dimensions and dimension members.

## Essential Concepts

To model cost and revenue flows with Profitability and Cost Management, you must understand the following essential concepts:

- **Dimensions**—Data categories in an underlying database used to organize data for retrieval and preservation of values. Dimensions usually contain hierarchies of related **members** grouped within them. For example, a Period dimension often includes members for each time period, such as Quarter or Month.
- **Application**—A related set of dimensions and dimension members that is used to meet a specific set of analytical or reporting requirements.
- **Modeling elements**—Application parts used in a Profitability and Cost Management application that apply allocation logic to dimensions and members. Modeling elements include cost allocation rules and analysis definitions that reflect existing or proposed business cases.

Together these elements organize the allocation points in the application into a logical flow. Careful modeling can capture the actual processes and activities, enabling you to realistically allocate costs and revenues.

A Profitability and Cost Management application is a representation of part or all of an organization, and contains costs and revenue categories that are similar to the organization's chart of accounts and general ledger. Profitability and Cost Management applications enable you to accurately trace the processes and activities that contribute to costs and revenue within the organization.

# Guidelines for Working With a Profitability and Cost Management Application

## Overview

This topic describes an approach to designing and building applications based on your security role and the tasks it enables you to perform.

## For Service Administrators and Power Users

Service Administrators and Power Users of Profitability and Cost Management can perform the following steps to set up an application (only Service Administrators can actually create an application):

1. Define the requirements and the allocation methods required before creating the application.

You should establish the business requirements for the application and the reporting expectations. Using pencil and paper, discussion among stakeholders, flowcharting, diagramming software and other tools, draft the conception of what the application needs to contain in order to accomplish the goals. In some instances, it may be useful to identify the results you want to achieve first, and then work backwards to formulate the best strategy to meet these goals.

When designing the dimension outline, carefully define the reporting objectives and requirements. The effort expended in designing the outline is rewarded when generating reports.

2. Define dimensions (such as Rule, Balance, business dimensions, POV dimensions, and so on) using Profitability Application Console to build the main objects within the application.
3. Deploy the Profitability and Cost Management database.

After an application is deployed, users with appropriate security provisioning can perform modeling tasks to show the flow of funds to specific cost and revenue allocations. Both the source and destination ranges of allocations are defined as allocation and custom calculation rules using the Profitability and Cost Management user interface. Points of view (POVs) represent specific modeling conditions and can be used, for example, to view values for different months or quarters, to compare budget versus actual figures, or to play scenarios to measure the impact of various changes on the bottom line.

4. Populate the underlying Oracle Essbase database with cost and revenue data, through Profitability and Cost Management or directly into the database.
5. Identify drivers to specify how to calculate cost and revenue data. These will be added as you define allocations (rules).
6. Create rule sets and rules.

All modeling structure is controlled through the organization of rule sets and rules under POVs. For each POV, rules are organized into groups that run against the same or similar region of the database and at the same or similar time. These groups are called rule sets. They determine the order in which rules run. Rules can inherit default member selections from the POV or rule set level so users can define a region of the database once and use it many times without having to specify it each time. These defaults are called "contexts".

7. Validate the Profitability and Cost Management application structure to ensure that the application structure conforms to validation rules.

The modeling structure of the application is validated after creation to ensure that all allocations are have been accounted for, and calculations are balanced. Following validation, you deploy the database, and then calculate the application, and analyze the results.

8. Set up analysis views and other analytic tools so those with User and Viewer roles can use them.
9. Calculate the application.

### For Users and Viewers

All users, including Users and Viewers, can do most of the following:

- Analyze the calculated results. You can use the trace allocation feature to visually follow the flow of funds throughout the entire application, either forward or backward.
- Use the analytics features to track and report on revenue and cost allocations.

#### Tip:

Descriptions are an important way to document the allocation process and are used in the Program Documentation report. They are also guides to Users and Viewers when selecting analysis views and other analytic tools. For easy of use, include a meaningful and complete description whenever you can.

### Videos

Your Goal	Watch This Video
Learn how to model data in Profitability and Cost Management	 <a href="#">Overview: Modeling Data in Oracle Profitability and Cost Management Cloud</a>



## Launching Profitability and Cost Management

You can launch Profitability and Cost Management from the Web browser.

To open Profitability and Cost Management:

1. In the Web browser, click the link provided by Oracle.
2. Enter your user name and password.

If requested, select an application.

#### Note:

The password is case-sensitive.

3. Click **Sign In**.

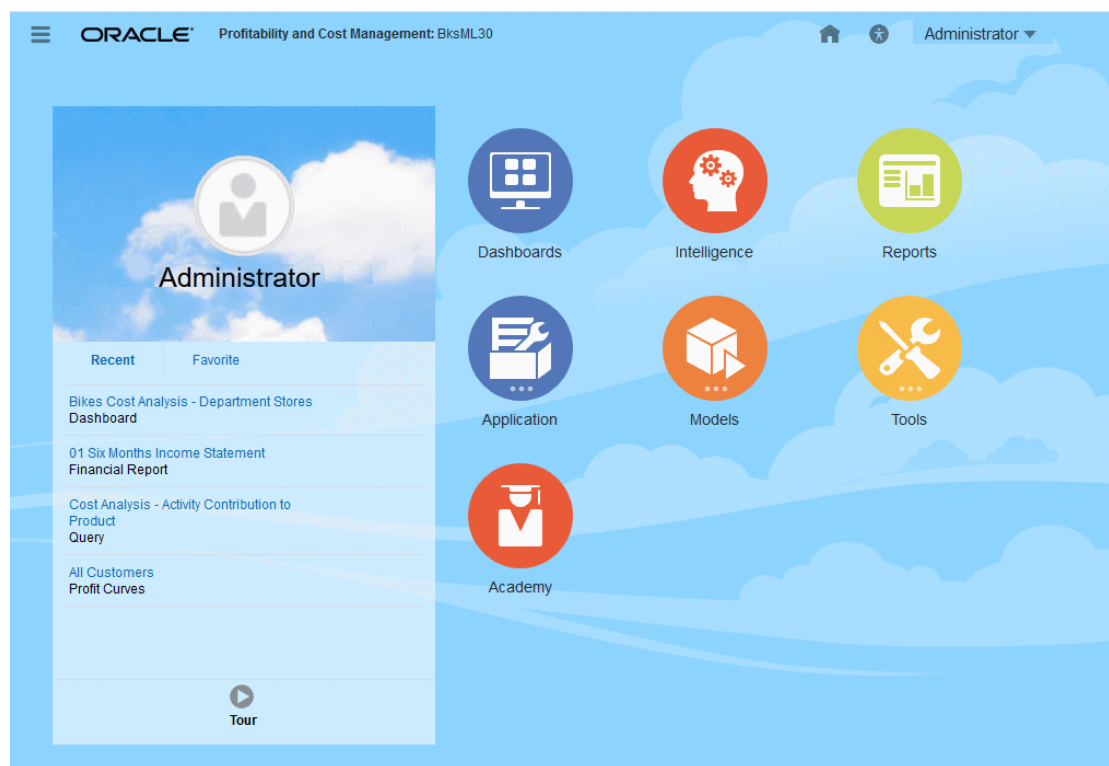
The [Profitability and Cost Management Home Page](#) opens.

## Profitability and Cost Management Home Page


When you log in, you see the Profitability and Cost Management Home page.

Your security level, role, and theme selection determine the exact appearance of Profitability and Cost Management. The following figure shows the current default **Sky Blue** background and icons. Your screen may look slightly different depending on selections available through **Tools, Appearance**.



**Figure 2-1 Profitability and Cost Management**



The Home page contains these main areas:

- The [Navigator Screen](#), accessed with 
- The [Announcements Area](#), with space for messages, favorite links, recent files opened, and other information
- The [Home Page Cluster Icons](#)

Other Home page contents include:

- , Home Page icon (jumps to the Home page from other locations)
- , Accessibility icon (displays accessibility settings), see [Activating Accessibility Features](#)

- The **Settings and Actions** menu with your user name in the header (**Administrator ▼**). Click it to view online help and other information. You can also download client software, such as Oracle Smart View for Office, from this menu. Click **Downloads** and select from available software.


For more information about help and learning assistance, see [Using Profitability and Cost Management Library](#).



#### Note:

What you see and the features you can use are determined by your security provisioning, so your Home page may look different from what is described and shown here. To change its appearance, select Tools, and then Appearance.


### Navigator Screen

Click  to display the **Navigator** screen. This screen serves as a sitemap of the application features and displays links to all of the pages you can access. Use the **Navigator** screen to navigate among the processes required to build, validate, and calculate the application, and to report results. You can also use **Navigator** to install client applications such as Smart View or Financial Reporting.

### Announcements Area

The Announcements area displays any posted announcements. You can upload a photo ([Setting User Preferences](#)), view recently-accessed files (**Recent** tab), and add favorite links to analytics charts or views (**Favorites** tab). You can also run a Tour video about key features.

To add items to **Favorites**:

1. Select a dashboard, an analysis view, a scatter analysis graph, or a profit curve.
2. Click **Actions**, , and then select **Add as Favorite**.



#### Note:

For information about the items you can select as Favorites, see the Analytics chapter of *Administering Profitability and Cost Management or Working with Profitability and Cost Management*.

### Home Page Cluster Icons

Use the icons to view and analyze data and related information for each cluster of features. Depending on the theme you have selected, icons appear somewhat different from those shown here, but the main symbols are similar.



**Figure 2-2 Profitability and Cost Management Home Page Icons**



Table 1 shows the Home page icons and their uses.

**Table 2-2 Home Page Icons**








Icon Name	Icon	Uses
Dashboards		Create, modify, or view dashboards
Intelligence		Create, modify, or view analysis views, scatter analysis graphs, profit curves, allocation traces, queries, and key performance indicators
Reports		Create, modify, or view financial reports








Table 2-2 (Cont.) Home Page Icons

Icon Name	Icon	Uses
Application		Create and modify an application, import and export artifacts
Models		Run calculations; work with points of view (POVs), create and modify applications
Tools		Customize Home page background and logos, set daily maintenance time, control application access
Academy		View documentation and videos




## Common Feature Controls

Many feature screens in Profitability and Cost Management include the controls discussed in this topic.

Table 2-3 Common Controls on the Profitability and Cost Management Feature Screens

Control	Name	Action
	<b>Search</b> box	Searches for the entered text
	<b>Create</b> button	Creates a new item of the displayed type
	<b>Delete</b> button	Removes the selected item from the list
	<b>Edit</b> button	Opens the selected item for editing
	<b>Copy</b> button	Copies the selected item for pasting with another name
	<b>Inspect</b> button	Displays information about the selected item, such as a job in the <b>Job Library</b>
	<b>Refresh</b> button	Updates displayed items with the latest data


**Table 2-3 (Cont.) Common Controls on the Profitability and Cost Management Feature Screens**

Control	Name	Action
	<b>Sort box</b>	Sorts the displayed table according to your selection; for example, in the Job Library, you can sort these columns: <b>Start Date</b> , <b>End Date</b> , <b>User</b> , or <b>Job Type</b> ; the upward-pointing triangle sorts in ascending order and the downward-pointing triangle sorts in descending order
	<b>Actions button</b>	Offers a menu of actions for the selected item
	<b>Help button</b>	Offers access to general online help, help on the current window, access to Cloud Customer Connect, an opportunity to provide feedback, and Oracle Support

## Activating Accessibility Features

You can activate accessibility features in Profitability and Cost Management.

To activate visual accessibility features:

1. On the **Home** page, click .
2. In the **Accessibility Settings** window, select from the following:
  - **Screen Reader Mode**, to enable a screen reader to read the text on the screen
  - **High Contrast**, to sharpen screen contrast

To learn more about about Profitability and Cost Management accessibility features, see the *Accessibility Guide for Profitability and Cost Management* .

## Using Profitability and Cost Management Library

The Profitability and Cost Management Library offers a variety of free instructional content developed by Oracle subject-matter experts.

To access the Library, on the Profitability and Cost Management Home page, click the **Settings and Actions** menu with your user name, such as **Administrator** ▼, in the screen header.

On most screens, you can click **Help on this topic** to view online help related to that screen. Otherwise, click **Help** to open the Learning Library for Oracle Profitability and Cost Management Cloud, and then click one of the following links on the navigation pane:

- **Books**, to view and download complete Profitability and Cost Management documentation in HTML and PDFformats, including other relevant documents
- **Videos**, to view overview and tutorial videos
- **Tutorials**, for step by step assistance with Profitability and Cost Management tasks

# 3

## Tracing Allocations

### Related Topics

- [Overview of Allocation Tracing](#)  
With appropriate security provisioning, you can use the **Trace Allocations** feature to select a model view and POV.
- [About Tracing Allocations](#)  
You begin an allocation trace by selecting a focal node, defined by the POV and model view entered into the **Trace Parameters** screen. You can trace forward or back from the focal node.
- [Performing an Allocation Trace](#)  
You can perform an allocation trace in Profitability and Cost Management.
- [Viewing Allocation Trace Results](#)  
When you first perform a trace, the focal node is displayed.

## Overview of Allocation Tracing

With appropriate security provisioning, you can use the **Trace Allocations** feature to select a model view and POV.

You can then trace forward or back from that point to see allocation inputs and outputs for a selected dimension.

While rule balancing, described in *Administering Profitability and Cost Management*, presents some similar information in a grid format, tracing allocations shows graphically how allocation amounts are flowing in and out of application elements. You can use this information for evaluation and validation. When you trace, you can select a particular generation level or always roll up data to the top. For details, see the listed topics.



### Note:

To trace allocations in a Profitability and Cost Management application, a compatible version of Adobe Flash Player must be installed for your browser. Currently Flash Player 10 or higher is required. The current location for downloading Adobe Flash Player is:

<http://get.adobe.com/flashplayer/>

## About Tracing Allocations

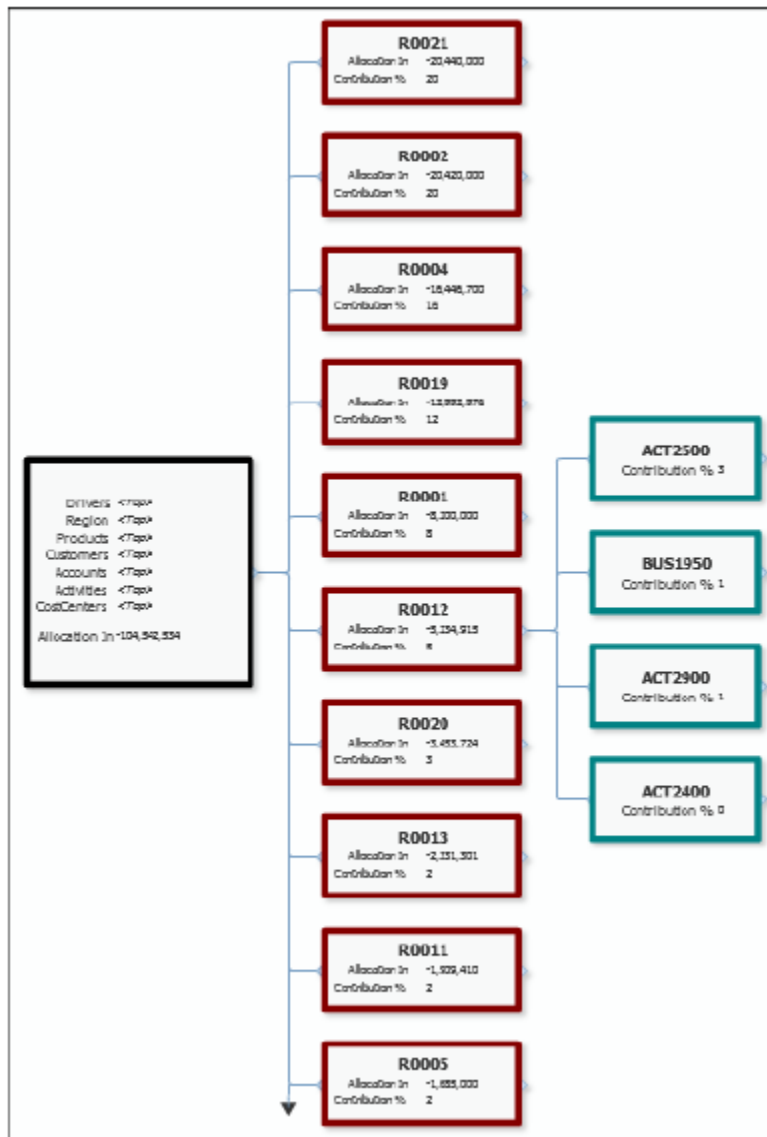
You begin an allocation trace by selecting a focal node, defined by the POV and model view entered into the **Trace Parameters** screen. You can trace forward or back from the focal node.

When you trace back, you display allocations that contribute to the selected dimension of the focal node. The first level back from the focal node is the rule node, which shows the contribution from each rule. The next level back from the rule node is the dimension node. Dimension nodes show the contribution from each member for the selected dimension at the top level or the selected generation or level ([Figure 1](#)).

 **Note:**

This figure is a "zoomed out" view to display many nodes. You can zoom in to view details and can move the chart around the screen to focus on different parts ([Performing an Allocation Trace](#)).

Figure 3-1 Trace Allocations Area with Nodes, Tracing Back





In default layout, the nodes display in columns. The single focal node is followed by a column of rule nodes, and then by a column of dimension nodes for the expanded rule node. The rule nodes and dimension nodes display the percentage of their contribution to the value in the focal node.

When you trace forward from the focal node, the rule nodes and dimension nodes display contributions (Allocations Out) from their predecessors — from the focal node to the rule nodes, and then from the rule nodes to the dimension nodes.

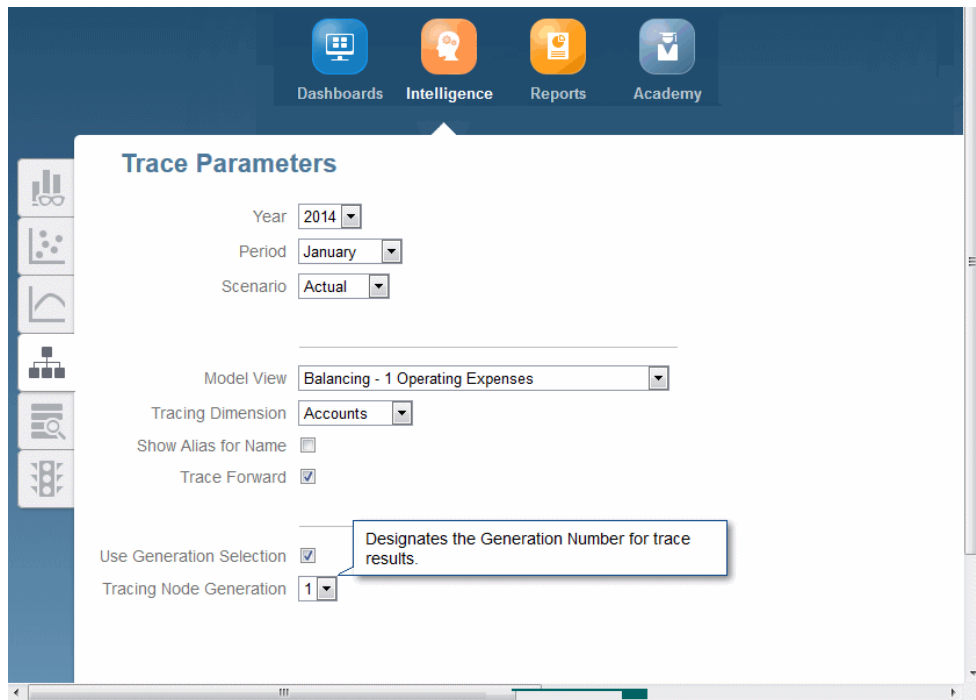
## Performing an Allocation Trace

You can perform an allocation trace in Profitability and Cost Management.

To perform a trace:

1. On the Profitability and Cost Management **Home** page, click , the **Intelligence** icon.
2. Click  to display the **Trace Parameters** screen.

**Figure 3-2 Trace Parameters Screen**



3. Select POV information and a model view for the focal mode, the starting point for the trace ([About Tracing Allocations](#)).
4. Select a **Tracing Dimension**, the dimension of interest for your trace.
5. Indicate whether you want to use aliases instead of names.
6. Indicate whether you want to select a particular level of the tracing dimension or just display the bottom level (0).
7. Click **Trace Forward** or **Trace Back**, depending on whether you want to trace allocations coming from the focal node or contributing to it ([About Tracing Allocations](#)).
8. Click **Continue** in the upper right part of the screen to View the trace results ([Viewing Allocation Trace Results](#)). You can zoom or move around the results to show more or less detail or a different part of the chart.

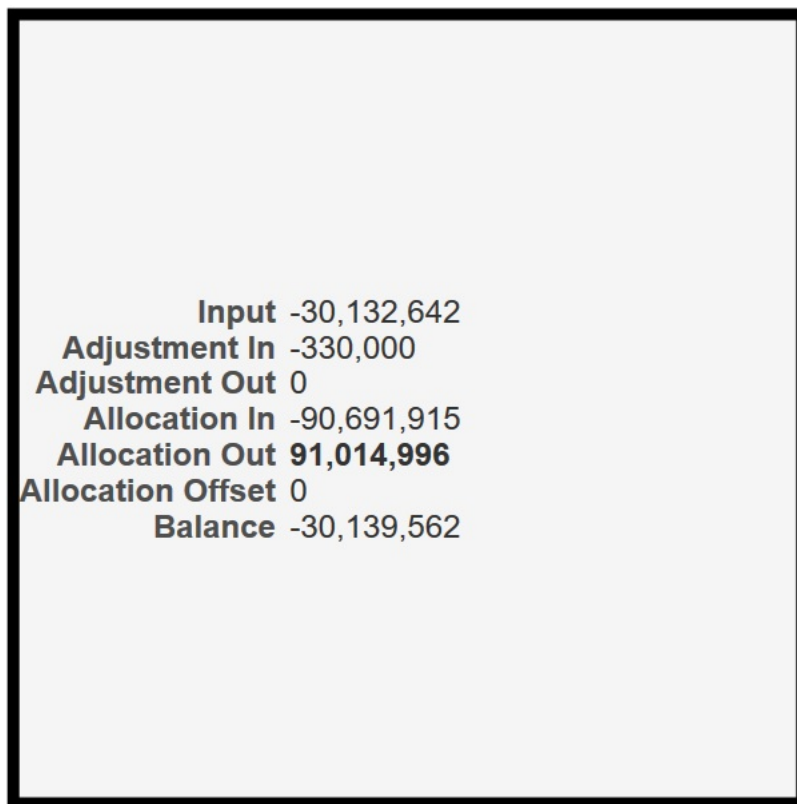
To trace further, you can change the POV, model view, dimension, or generation level. For example, you could make a dimension member the focal node for a new trace.



## Viewing Allocation Trace Results

When you first perform a trace, the focal node is displayed.

**Figure 3-3 Allocation Trace Focal Node Example**



At full size (100% "zoom"), the focal node shows the following: balance, input, adjustment in, adjustment out, allocation in, allocation out, and allocation offset amount.

If the focal node is only partially visible, you can use the **Zoom and Center** tool to move it:



Click the dot in the center to center the chart. Click the arrows to move the chart background. This has the effect of moving the chart in the opposite direction.

When you point to the middle of the right edge of the focal node, a + (plus) sign is displayed:



You can click the + sign to expand the chart and show the rule nodes (Figure 2).

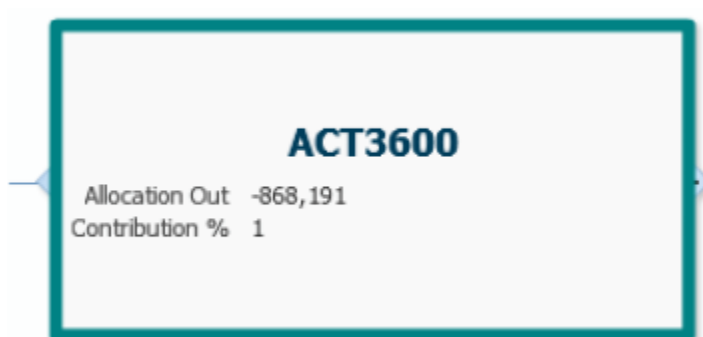
**Figure 3-4 Allocation Trace Rule Node**



At 100% zoom, a rule node shows the rule number, name, and rule set. It also shows the allocation driver, allocation in (back trace, allocation out (forward trace), and the contribution to the total allocation shown in the focal node.

If you point to the right edge of the rule node, you can click the + sign to show the dimension nodes (Figure 3). If you click the symbol on the left side, the rule node detaches and is displayed without the rest of the chart. Click the arrow symbol to return to the chart view.





**Figure 3-5 Allocation Trace Dimension Node**



At 100% zoom, the dimension nodes show the member name, allocation out (back trace), allocation in (forward trace), and percent of contribution to or from the focal node. If you click the symbol on the left edge of the node, it detaches from the rest of the chart. Click the arrow to restore it.


#### Additional Chart Controls

The remaining chart controls perform the following actions:

-  — Changes the configuration of the node tree
-  — Zooms out to display as much of the chart as possible. Up to ten rule and dimension nodes are displayed; arrows following the last node of each type indicate that there are more to display.
-  — When clicked, enlarges the chart by a step (zooms in)
-  — When clicked, shrinks the chart by a step (zooms out)

 **Note:**

As you zoom in and out, an arrow moves between the two Zoom icons to show the relative degree of "zoom".

-  — Hides the control panel; click to show it again


For Zoom levels of 100%, 75%, and 50%, hyperlinks display for AllocationIn and AllocationOut amounts on the focal node and rule nodes. You can click these to launch Oracle Smart View for Office , similar to the way ilinks work in the Rule Balancing screen.

# 4

## About Profitability and Cost Management Calculations

If you have a Service Administrator or Power User role, you can calculate a deployed application in Profitability and Cost Management.

Service Administrators and Power Users must perform calculations before Users and Viewers can create or view analyses and reports. The topics in this section describe how calculations work in Profitability and Cost Management.

Basically, rules run and perform financial allocations according to how the rules are defined. Originally, you could use only the **Calculation** option, available through the **Navigator** menu, , to perform basic single-POV calculations. For single-POV calculations, you select a point of view (POV) to calculate and, by default, its rules are applied to its own data.

Now, if you have the Administrator or Power User rule, you can use **Execution Control**, available in the **Models** cluster to perform single- or multiple-POV calculations. While you can apply the rules from one POV against its own data, you also can apply the rules from one POV against the data for one or more different POVs. You can use the **Execution Control** and **Run Express Calculation** screens to select one or more data POVs, and then a model POV with rules to run against the data.

- For an overview of basic calculations using the **Navigator**, view the following video:



[Video Overview: Calculation and Validation in Oracle Profitability and Cost Management Cloud](#)

- For a tutorial about performing basic calculations using the **Navigator** and validating models, view this video:



[Calculating and Validating Models in Oracle Profitability and Cost Management Cloud](#)

- For a step-by-step tutorial about performing basic calculations using the **Navigator**, see this learning path:



[Calculating Models in Oracle Profitability and Cost Management](#)

# 5

## Rule Balancing for Application Validation

Use rule balancing menus and tool bar buttons to perform application validation.

### Related Topics


- [About Rule Balancing](#)  
Rule balancing can help you validate applications.
- [Performing Rule Balancing Tasks](#)  
Use the Rule Balancing menus and tool bar buttons to perform tasks.
- [Viewing the Rule Balancing Screen](#)  
The Rule Balancing screen shows how all rules affect the selected slice of the database.

## About Rule Balancing

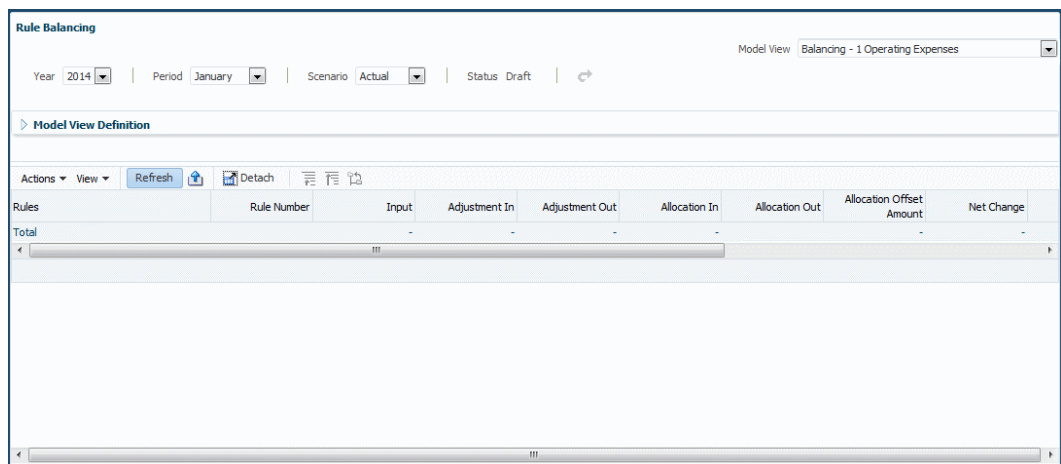
Rule balancing can help you validate applications.

- Calculation results validation — Following a calculation, you can validate the results by reviewing calculation results for individual rules, reviewing the impacts of those rules, and evaluating the effect of all rules on a particular slice of the database. You can verify that the calculations are producing expected results and also determine if the collection of rules is affecting the database slice as expected.
- Contribution analysis and trace — Using the same screen and isolating a segment of the database, you can evaluate the balances at that segment and how the rules contributed to the final result. Then, you can use this information to relate final results to individual rules to trace the effects of application logic on the final allocation results.

To display rule balancing data, calculate the application and then follow these steps:

1. In an open application, click  and then select **Rule Balancing**.  
The **Rule Balancing** screen is displayed.

**Figure 5-1 Rule Balancing Screen**








2. Select a **Model View** from the list at the top, and then select a POV (**Year**, **Period**, and **Scenario**, here). Click **Refresh**.  
Appropriate values are displayed in the columns.
3. Review the data and manage it as described in [Viewing the Rule Balancing Screen](#) and [Performing Rule Balancing Tasks](#).

 **Note:**

You can change the POV or Model View to review a different set of data.

## Performing Rule Balancing Tasks

Use the Rule Balancing menus and tool bar buttons to perform tasks.

- Click **View** to display and rearrange the columns.
- Click **Refresh** or select **Actions**, and then **Refresh** to reload calculation results.
- Click , or select **Actions**, and then **Export To Excel** to export data in the table to a Microsoft Excel file.
- Select **Actions**, and then **Format** to indicate the number of decimal places to display in the table.
- Use **Detach**, , to display the table in its own window.
- Use the level buttons,   , to go up or down a level or show the current selection as the top level.

If a value in the Rule Balancing table is displayed in blue and underlined when you point to it, this indicates a Oracle Smart View for Office hyperlink. You can click these hyperlinks to launch Smart View and drill down further on input or allocation data.

 **Note:**


To display the Rule Balancing screen, see [Viewing the Rule Balancing Screen](#).

 **Note:**

For a description of the Rule Balancing screen, see [Viewing the Rule Balancing Screen](#).

## Viewing the Rule Balancing Screen

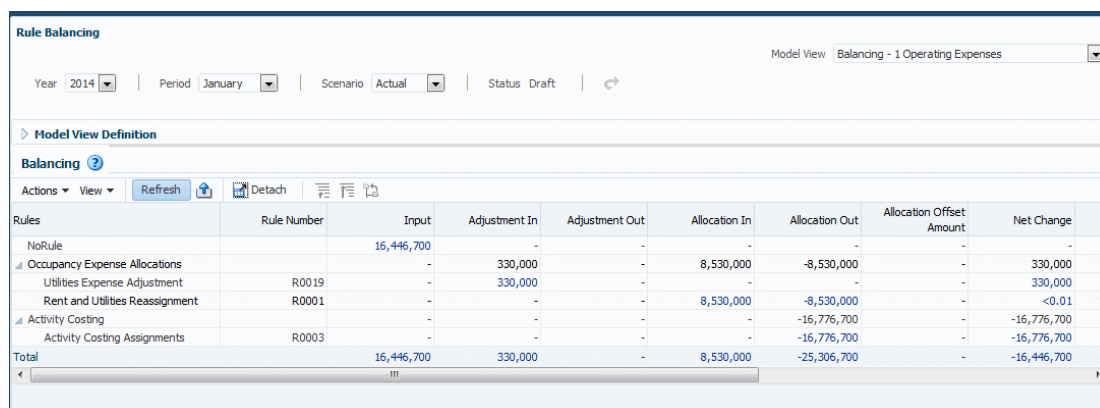
The Rule Balancing screen shows how all rules affect the selected slice of the database.

To open the Rule Balancing screen, click the **Navigator** menu, , and then click **Rule Balancing** in the **Manage** group.

### ⚠ Caution:

Users and Viewers with data grants may see incomplete data when using the Rule Balancing screen. Service Administrators should make sure that users accessing the Rule Balancing screen have appropriate data grants to allow them to see the data required for their investigation.

**Figure 5-2 Rule Balancing Screen with Data**



Rules	Rule Number	Input	Adjustment In	Adjustment Out	Allocation In	Allocation Out	Allocation Offset Amount	Net Change
NoRule		16,446,700	-	-	-	-	-	-
Occupancy Expense Allocations		-	330,000	-	8,530,000	-8,530,000	-	330,000
Utilities Expense Adjustment	R0019	-	330,000	-	-	-	-	330,000
Rent and Utilities Reassignment	R0001	-	-	-	8,530,000	-8,530,000	-	<0.01
Activity Costing		-	-	-	-	-16,776,700	-	-16,776,700
Activity Costing Assignments	R0003	-	-	-	-	-16,776,700	-	-16,776,700
<b>Total</b>		16,446,700	330,000	-	8,530,000	-25,306,700	-	-16,446,700

The layout illustrates the sequence of rule sets and rules that ran, the corresponding rule numbers, and the specific impacts of a rule displayed across columns. The columns include input values, additions and subtractions, running total, and final balances. By default, the following data displays: the POV members selected in the POV bar, the POV's global context, the tops of all other business dimensions, and the balance and rule members corresponding to the rows (rules) and columns (balances) displayed in the table. You can change this view by creating model views that show different slices of data, and then selecting one in the **Model View** list at the top of the task area.

By default, table columns are as follows (use the scroll bar and the View menu to display and rearrange the columns):

- **Rules** — Displays the calculation program as a hierarchy of rule sets and the rules contained within each rule set. You can expand or contract rule sets to see or hide the rules contained within each. The rule sets and rules are displayed in the same order as in the Rules screen when sorted by sequence number. If rule sets or rules have the same sequence number, the secondary sort for this column is the same secondary sort used in the Rules screen.
- **Rule Number** — Displays the rule dimension member corresponding to the rule.

- **Input** — Displays the value of the input member corresponding to the slice indicated by the combination of POV and the rule number of the row. For all rows except the first, Input is typically blank.
- **Adjustment In** — Displays the Adjustment In member corresponding to the slice indicated by the combination of POV and rule number of the row.
- **Adjustment Out** — Displays the Adjustment Out member corresponding to the slice indicated by the combination of the POV and rule number of the row.
- **AllocationIn** — Displays the AllocationIn member corresponding to the slice indicated by the combination of the POV and the rule number of the row.
- **AllocationOut** — Displays the AllocationOut member corresponding to the slice indicated by the combination of the POV and the rule number of the row.
- **Allocation Offset Amount** — Displays an amount that further reduces an AllocationIn member, if one was used in addition to the AllocationOut.
- **Net Change** — Displays the Net Change member corresponding to the slice indicated by the combination of the POV and the rule number of the row.
- **Remainder** — Displays the difference between AllocationIn and AllocationOut plus Allocation Offset Amount, if any, for each row.
- **Running Remainder** — Displays the sum of the prior row's running remainder and the current row's net change column. This column serves like a checkbook register to indicate the remainder as of the execution of the rule corresponding to the current row. For rule set summary rows, this column shows the same running remainder as the last rule within that rule set.
- **Balance** — The amount resulting when adjustments, allocations, and offsets are taken into account. It should equal the Input.
- **Running Balance** — Displays the sum of the prior row's running balance and the current row's net change column. This column is similar to a checkbook register to indicate the balance as of the execution of the rule corresponding to the current row. For rule set summary rows, this column shows the same running balance as the last rule within that rule set.

For information about actions you can perform in this screen, see [Performing Rule Balancing Tasks](#).



# 6

## Working with Profitability and Cost Management Analytics Features

For an overview of these powerful features, see [About the Profitability and Cost Management Analytics Features](#).

### About the Profitability and Cost Management Analytics Features


Profitability and Cost Management offers a variety of features for viewing sets of data, defined using analysis views and queries in charts and reports.

Service Administrators and Power Users can set up these tools for viewing by Users and Viewers.





View this video for an overview of the Profitability and Cost Management analytics features:



[Overview Video: Analytics Features in Profitability and Cost Management Cloud](#)


To display the analytics features, listed in [Table 1](#), click **Intelligence**, , on the Profitability and Cost Management Home page.

**Table 6-1 Profitability and Cost Management Analytics Features**




Icon	Name	Description	Link
	<b>Dashboards</b>	Create or view charts of values and trends for selected dimensions	<a href="#">Working with Dashboards</a>
	<b>Intelligence</b>	Create or generate analysis views, scatter analysis graphs, profit curve charts, allocation trace charts, queries, and key performance indicators (KPIs):	<a href="#">Table 2</a>
	<b>Reports</b>	Define or generate tables of query results	<a href="#">Working With Profitability and Cost Management Financial Reports</a>
	<b>Academy</b>	Overview and tutorial content about Profitability and Cost Management	

 **Note:**



Academy content is available in a number of places and doesn't relate only to analytics.

The **Intelligence** icon, , accesses the following features ([Table 2](#)).


**Table 6-2 Profitability and Cost Management Intelligence Analytics Features**

Tab	Description	Link
 , Analysis Views	Analysis views provide a way to locate and save sets of data drawn from the database cube for the application.	<a href="#">Working with Analysis Views</a>
 , Scatter Analysis Graph	Scatter analysis graphs plot one value against another for the same member.	<a href="#">Working with Scatter Analysis Graphs</a>
 , Profit Curves	Profit curves are useful for profitability analysis. A population dimension, such as Customers or Products, displays along the x-axis in descending order by profit yields.	<a href="#">Working with Profit Curves</a>

**Table 6-2 (Cont.) Profitability and Cost Management Intelligence Analytics Features**

Tab	Description	Link
 Trace Allocations	You begin an allocation trace by selecting a POV and model view to define a focal node to display allocations that contribute to the selected dimension of the focal node.	<a href="#">About Tracing Allocations</a>
 Queries	Service Administrators and others with sufficient security provisioning can define queries to gather data for management reporting, segmented profitability analysis, rule analysis, input data verification. You can run queries from the <b>Intelligence</b> screen.	<a href="#">Running Queries from the Intelligence Panel</a>

**Table 6-2 (Cont.) Profitability and Cost Management Intelligence Analytics Features**

Tab	Description	Link
 Key Performance Indicators	Key Performance Indicators (KPIs) are display tiles that show one value for one dimension. For example, you might show net income for a customer for the previous quarter.	<a href="#">Working with Key Performance Indicators</a>

## Working with Analysis Views

Similar to queries, analysis views provide a way to locate and save sets of data drawn from the database cube for the current application.

You can specify dimensions and members to view. Once created, analysis views are displayed in a selection list. You can use them as basic data reports, as the basis for dashboards, and to build profit curve charts. You can also export their data to Microsoft Excel for further processing.

You can run analysis views unless they contain restricted data. With appropriate security provisioning, you also can create and edit analysis views.



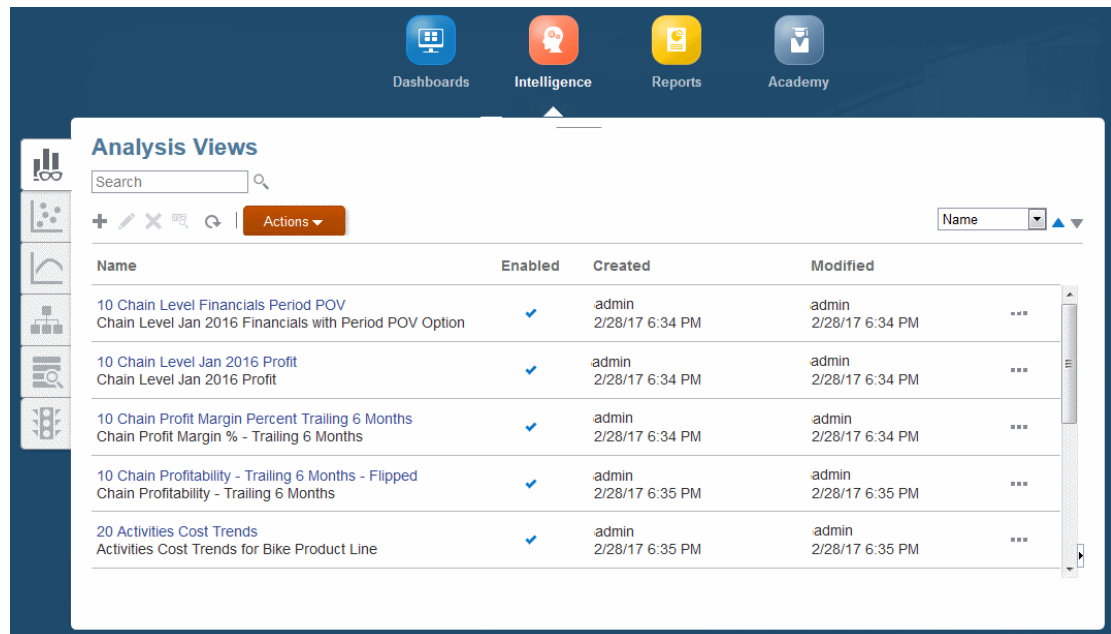
To run, create, or edit an analysis view, click **Intelligence**, , and then .

Figure 6-1 Analysis Views Screen



As shown in Analysis View Screen, the **Analysis Views** screen contains a list of analysis views and space for optional descriptions. A check in the **Enabled** column indicates that an analysis view is ready for use.

The **Analysis Views** screen contains the following controls: **Create**, **Edit**, **Delete**, **Inspect**, and **Refresh**. The name of each displays when you point to it. For icons and descriptions, see [Common Feature Controls](#).

The **Actions** menu offers two options:

- **Copy** -- Saves the selected view with a different name.
- **Diagnose** -- Displays the underlying query and performance information for you to view and save as a file.


#### Note:

The control functionality and **Actions** menu options are also available through the **Actions** button, **...**. You can also choose to add the selected analysis view to the **Favorites** list on the **Home** page.

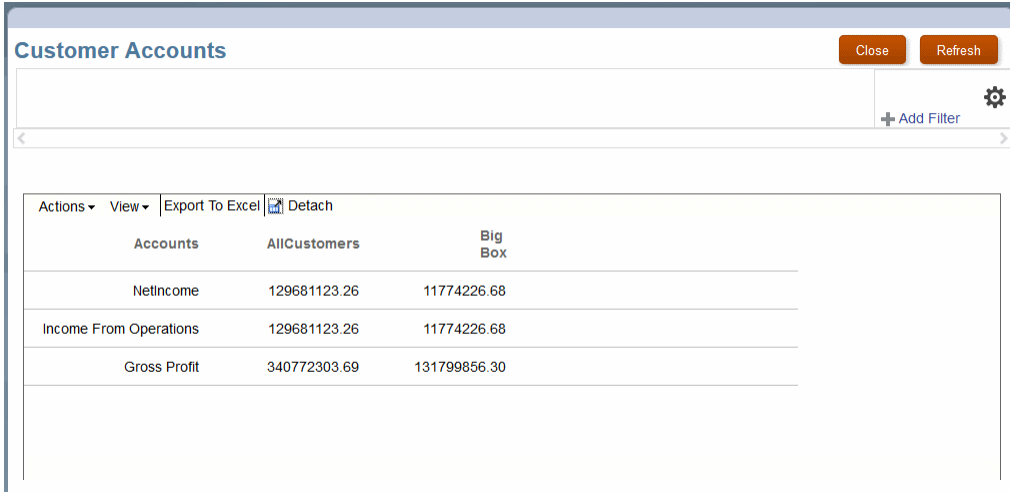
## Generating Analysis View Results

Analysis views are similar to queries. With access to underlying data, you can run an analysis view to create a table of results for the selected view definition. Then, you can use the table to confirm or troubleshoot the definition, or you can use it for further analysis in Microsoft Excel or other applications with compatible formats.

To generate analysis view results:

1. Display the **Analysis Views** screen (see the following figure).
2. Click **Refresh**, , and then click the **Name** of an analysis view.


**Figure 6-2 Analysis View Results Table**



Accounts	AllCustomers	Big Box
NetIncome	129681123.26	11774226.68
Income From Operations	129681123.26	11774226.68
Gross Profit	340772303.69	131799856.30

In this case, the table of results shows net income, income from operations, and gross profit for all customers and a set of customers categorized as Big Box.

With appropriate security provisioning, you can use the buttons and menus to perform the following operations in this table:

- Drag the right edge of each column to change the column width (or use the **Actions** menu).
- Click each heading to sort the table.
- Use the **Actions** menu to change the font size.
- Use the **View** menu to hide and show columns and change column order.
- If a Point of View bar displays above the results table, you can click the link below a label to select a member for that dimension to refine the results.
- Use  to list additional dimensions not included in the results.
- Use the **View** menu or the **Detach** button to move the table to a separate window and back to the main window.
- If a Point of View bar displays above the results table, you can click the link below a label to select a member for that dimension.
- Click the **Export...** button to export the table to Microsoft Excel.

You can also apply filters to the table to show only data that meets certain criteria. To apply filters:

1. Click **Add Filter**.
2. Select a dimension member.
3. Select a comparison operator.

- Enter one or more values, depending on the selected operator.
- Click **OK** to apply the filter.

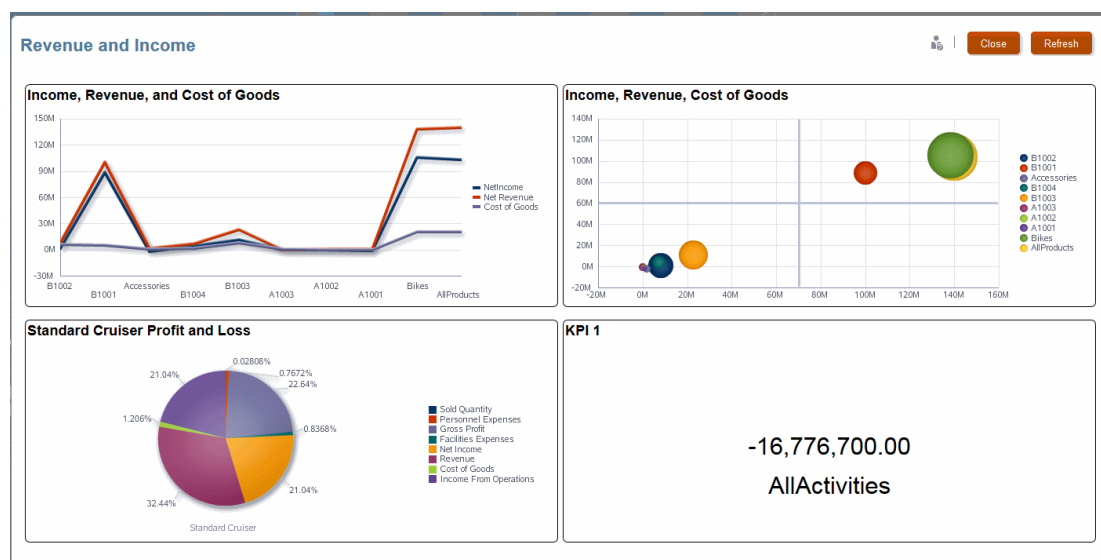
You can create a filter for each member offered in the **Add Filter** list.

## Working with Dashboards

Dashboards in Profitability and Cost Management are sets of small-scale charts that display values and trends.



They are based on analysis views ([Working with Analysis Views](#)). As with other analytics features, virtually all users can view dashboards after they are defined by administrators and others with sufficient security provisioning.

**Figure 6-3 A Four-cell Dashboard**



## Displaying Dashboards

To display a set of dashboards with the latest data:

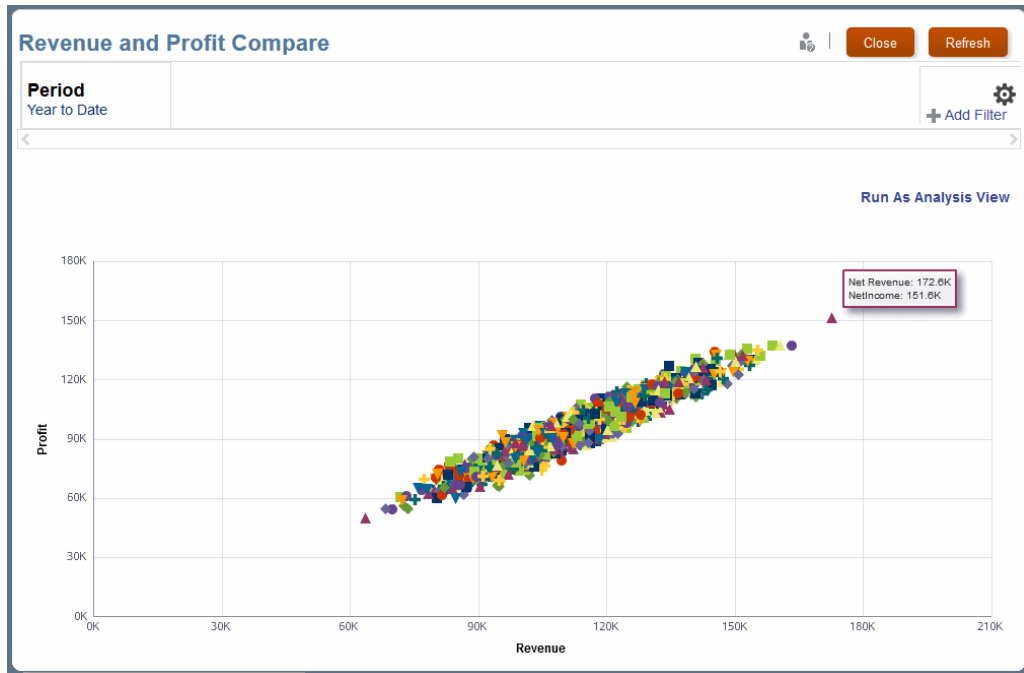
- On the Profitability and Cost Management **Home** page, click **Dashboards**, .
- Click **Refresh**, , and then click the **Name** of a dashboard to display those dashboard charts with the latest data.

## Working with Scatter Analysis Graphs

Scatter analysis graphs plot one value against another for the same member.

When plotted for a number of members, you can identify trends and also determine if some members deviate strongly from those trends ([Figure 1](#)). The following graph of Profit against Revenue shows a strong linear correlation of these variables throughout the range of values.

**Figure 6-4** A Scatter Analysis Graph of Profit Against Revenue



For illustrations of a scatter analysis graph definition and results, see [Scatter Analysis Graph Example](#).

Most users can generate scatter analysis graphs from existing definitions, but only administrators and others with sufficient security provisioning can define scatter analysis graphs.

## Scatter Analysis Graph Example

[Figure 1](#) shows the definition for a scatter analysis graph.



**Figure 6-5 Definition for a Scatter Analysis Graph**

When you select and run this definition and apply a filter, the scatter analysis graph displays as shown in [Figure 2](#). All data is included, but values are filtered to show only profit-revenue pairs with net revenue greater than \$120,000. The graph is quite linear, which suggests a strong relationship between net profit and net revenue. You can click **Run As Analysis View** to display the graphed data in a table for further analysis.




**Figure 6-6 A Filtered Scatter Analysis Graph of Profit Against Revenue**




## Generating Scatter Analysis Graphs

[Working with Scatter Analysis Graphs](#) describes scatter analysis graphs.

To generate a scatter analysis graph:

1. On the **Home** page, click **Intelligence**, , and then .
2. In the **Scatter Analysis** screen, click **Refresh**, , and then click the **Name** of an enabled definition.

Results display as shown in [Scatter Analysis Graph Example](#).

If dimensions display in the Point of View bar, you can click the link beneath a name and select a member. You can click **+** to select a member and then an operator and value or value range to restrict values for that member in the graph. Click  to further control the display.

## Working with Profit Curves

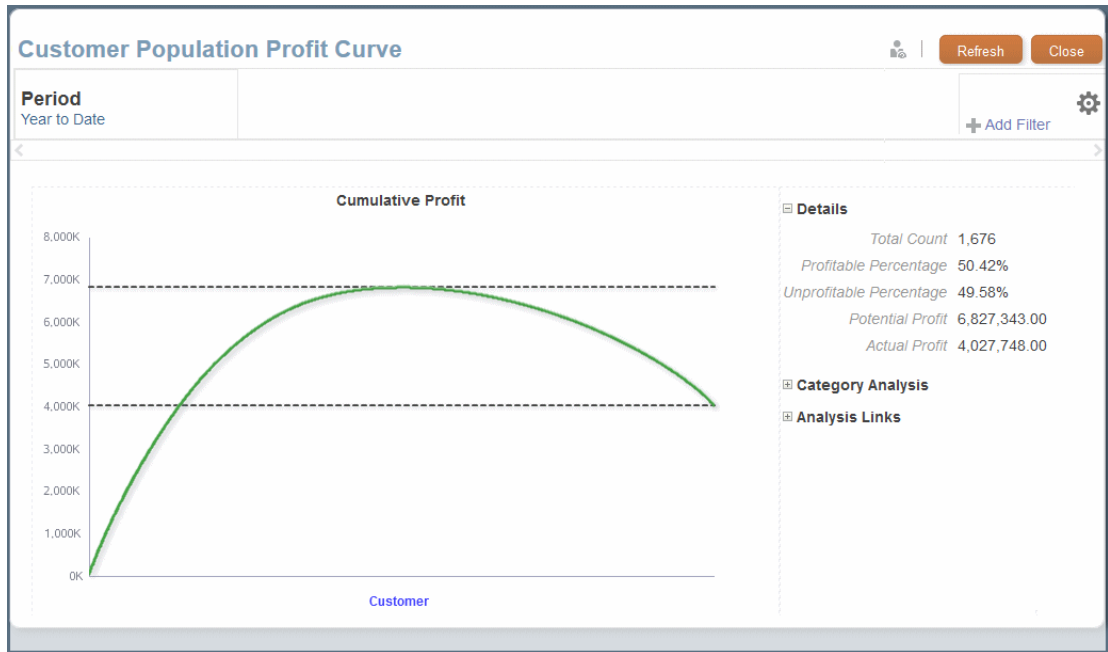
Profit curves are useful for profitability analysis.

For example, a population dimension, such as Customers or Products, displays along the x-axis in descending order by profit yields.

With customers, the most profitable customer is at the far left and the least profitable at the far right. The y-axis shows cumulative values for the account dimension, such as Profit. The most profitable customer's profit is the first y plot. The second y plot is the second customer's profit added to the first, and so on.

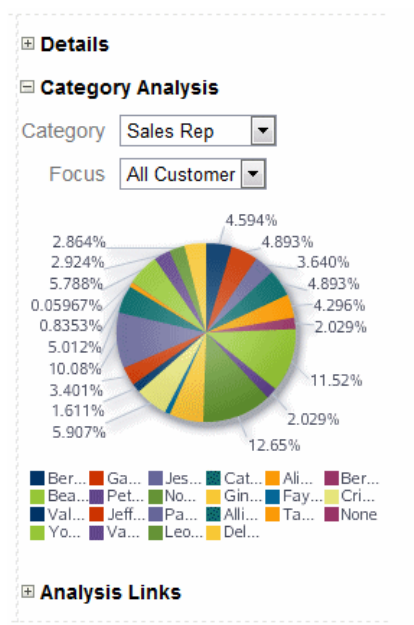
The first part of the curve is the steepest and shows the largest gains in profit. As less profitable customers are added to the curve, it flattens. If profitability goes negative for the least profitable customers, the curve moves downward.

**Figure 6-7 Profit Curve of Net Income for All Products**



You can click **Category Analysis** to show the amount contributed by each member of the selected category.

**Figure 6-8 Profit Curve Category Analysis**






Click **Analysis Links**, and then **Run As Analysis View** to run the underlying analysis view.

As with other Profitability and Cost Management analytics features, virtually all users can generate and view profit curves, but only administrators and others with sufficient security provisioning can define them.


## Generating Profit Curves

[Working with Profit Curves](#) describes profit curves.

To generate a profit curve:

1. On the **Home** page, click **Intelligence**, , and then .
2. Click **Refresh**, , and then click the **Name** of an enabled definition..

Results display as shown in [Figure 1](#). You can do the following to further define the curve:

- If dimensions display in the Point of View bar, you can click the link below a name and select a member.
- You can click **+** to select a member and then an operator and value or value range to restrict values for that member in the graph.
- You can click  to view a list of other dimensions in the data application.

## Running Queries from the Intelligence Panel

Service Administrators and others with sufficient security provisioning can define queries to gather data for management reporting, segmented profitability analysis, rule analysis, input data verification, and more.

You can use queries to generate financial reports ([Working With Profitability and Cost Management Financial Reports](#)). You can also run queries from within the Intelligence panel to display retrieved data in the form of tables. You can then export the tables for printing or further analysis.

### **Note:**

You can use Oracle Smart View for Office as a convenient way to view data from a query. Once the data is in Smart View, you can use it as the starting point for further *ad hoc* analysis.

To run a query, install Oracle Smart View for Office as described in *Getting Started with Oracle Enterprise Performance Management Cloud for Administrators*, and then follow these steps:



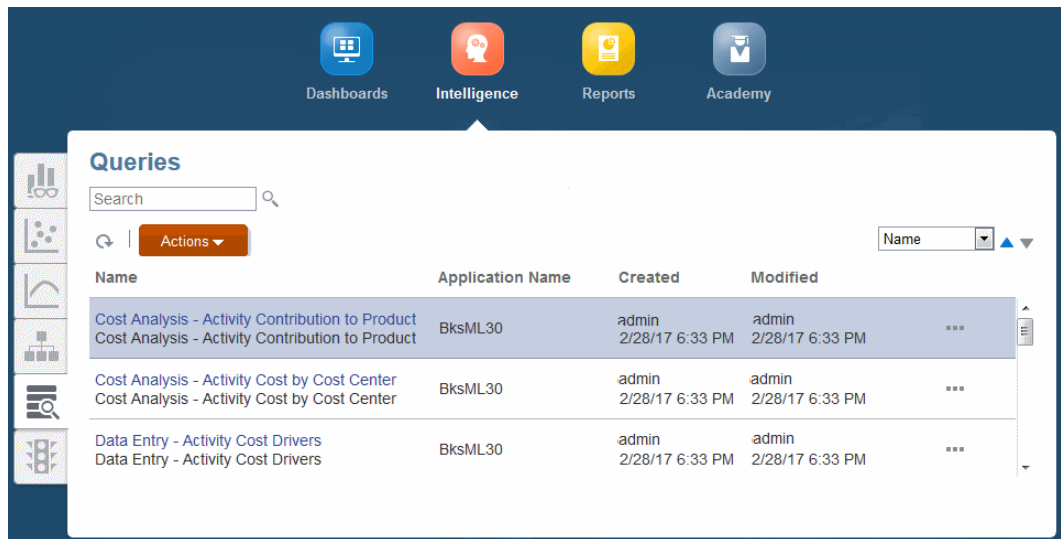

1. On the Profitability and Cost Management **Home** page, click **Intelligence**, , and then .

Figure 6-9 Queries Screen, Intelligence Panel



2. Select a query.

You can use the drop-down menu with column headings to sort the selected column in ascending or descending order.

Click **Refresh**, , and then click the query name to run the query. Connect to Smart View.

Query results display in Smart View for printing and further analysis.

Results have special formatting that makes them easier to interpret and present. For more information, see [Formatting Query Results in Smart View](#).

3. **Optional:** Click **Actions**, and then **Export Query Results** to export the query in .csv format, to import into spreadsheets and other compatible applications.

 **Note:**

**Export Query Results** works for queries that return less than 5 million cells.

You can enter a name for the file, indicate whether to export only Level 0 data (the lowest level data, such as Month for Period data), and specify a **Rounding Precision** level (default is equal to two places). When you click **OK**, the file is sent to the File Explorer **Outbox**.

4. **Optional:** Click **Actions**, and then **Diagnose** to view the following information that can help you fine-tune the query for optimal performance:

- The actual MDX query produced by the selected query definition
- The query run time in seconds
- The number of cells returned by the query

In the Diagnose Query screen, you can click **Refresh** to view the latest information for the selected query. Click **Save to File** to save the information to **result.txt** in the File Explorer **Outbox**.

5. **Optional:** To save the selected query to Favorites on your home page, click **Settings**, **☰** and then click **Add as Favorite**. The query displays on the Home page. You can run it directly from there.

## Formatting Query Results in Smart View

Profitability and Cost Management displays results data within Smart View from the Rule Balancing screen, the Trace screen, and when running a query.

By default, results display with special formatting that makes it easier to interpret and present data. For example, cell colors make it easier to tell editable cells from read-only cells.

Cell style options are global options, which apply to the entire current workbook, including any *new* worksheets added to the current workbook, and to any workbooks and worksheets that are created after global options are set. You can use the Oracle Smart View for Office **Options** settings to change these defaults. Because cells may belong to more than one type—a member cell can be both parent and child, for example—you can also set the order of precedence for how cell styles are applied.

To specify a style:

1. In Smart View, select **Options**.
2. On the **Cell Styles** page, select **PCM**.
3. Expand the list of available cell types.  
This enables you to view current cell type formatting.
4. Select a cell type.
5. Select **Properties** and specify a font, background color, or border.  
You can set only one style per cell type. For example, you may set a background style *or* a font style for Parent members, but you cannot set both a background *and* font style for Parent members.
6. To reorder precedence of cell styles, use the **Move Up** and **Move Down** buttons or drag and drop the cell styles.
7. Click **OK**. The setting takes effect after you refresh or perform a drill operation.
8. **Optional:** To revert cell styles or precedence to the default styles of Profitability and Cost Management, click **Reset**.
9. **Optional:** To set your selections on this page as default settings, click the arrow in the **OK** button, and then select **Default Styles**.

For more information, see "Cell Styles" in *Oracle Smart View for Office User's Guide* .

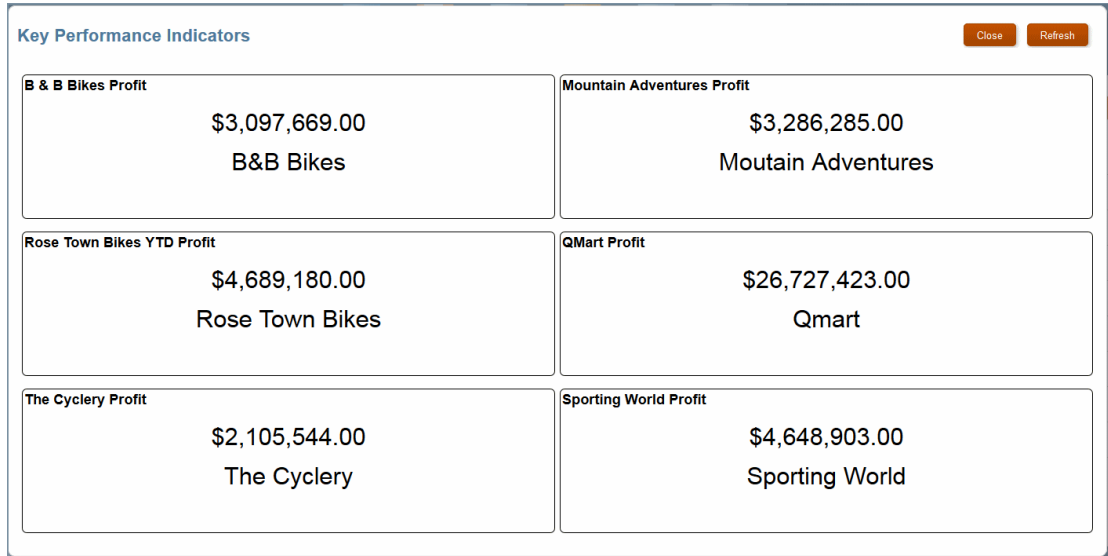
## Working with Key Performance Indicators

Key Performance Indicators (KPIs) are display tiles that show one value for one dimension.

For example, you might show net income for a customer for the previous quarter. The measured dimension, such as Customers, is called the population dimension. Once a value is retrieved for a member of the population dimension, that value can be treated in a number of ways (ranked, averaged, summed, and so on). You can also assign it to

a score range with a label, such as Fair or Poor. You can use member functions for comparison with previous single numbers (such as the previous quarter) or groups of members (the last three quarters). KPIs are most frequently displayed with dashboards ([Working with Dashboards](#)). The following figure shows a dashboard with six KPIs.



**Figure 6-10 Key Performance Indicators in a Dashboard**



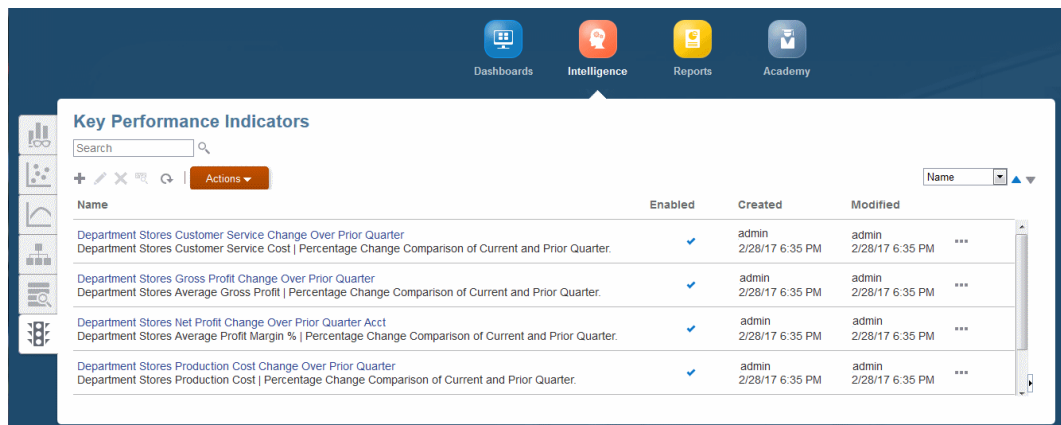
## Generating Key Performance Indicators

[Working with Key Performance Indicators](#) describes Key Performance Indicators.

To display a KPI:

1. Click the **Intelligence** icon, , and then click the **Key Performance Indicator** tab, .

**Figure 6-11 Key Performance Indicators Screen**



 **Note:**

You only see controls that your security provisioning entitles you to use, so the screen you see may look slightly different from the figure.

2. Click the name of a KPI to display it.

## Setting User Preferences

Use the Preferences menu option to set a variety of general preferences and to define a set of dimension members to use as defaults.

Then, when the **Member Selector** offers **User Preferences** as an option, you can apply all these defaults at once.

 **Tip:**

**Preferences** settings are used as defaults in setting up and running features available through the **Dashboards** and **Intelligence** icons.

To set user preferences:

1. Click the **Settings and Actions** menu, **Administrator** ▼, in the Profitability and Cost Management screen header, and then select **Preferences**.
2. **Optional:** In the **General** page of the **Preferences** screen, select a photo to upload to your **Home page**. It can be in one of these file formats: .JPG, .PNG, or .GIF.  
The photo displays in the preview circle near the top of the page.
3. **Optional:** In the **Time Zone** list, select your time zone.
4. **Optional:** In the **Language** list, select the language for your user interface display.
5. **Optional:** Indicate whether to show dimension aliases in the user interface screens.



You can use the **Default** alias table, or select another from the **Alias Table** list.

6. **Optional:** Set default dimensions and members:
  - a. In the Preferences screen, click **Dimensions**.
  - b. Click **Select a Member...** next to a dimension in the list.
  - c. Use the Member Selector to select a dimension tab, drill down to the level you want, and then select a member to use as a default for that dimension.

 **Note:**

You can use the scroll arrows at the end of the dimension tabs to display hidden tabs, if present. Use 🔍 to locate specific dimension members.



- d. **Optional:** Click  next to **Selections** to remove one or all member selections in that window. Or, click  on the other side of the screen to filter selections, show dimension aliases, show the member count, or refresh the screen.
  - e. When your selection is complete, either click **OK** to save all current settings in the Member Selector and close the window or click a tab for another dimension and select default members for it.
7. When all settings on both the General and Dimensions pages are complete, Click **Save**. Otherwise, click **Reset** to restore original settings or click **Close** to exit the Preferences screen without saving the current settings.

 **Note:**

After changing user preferences, log out of Profitability and Cost Management, and then log in again to activate the changes.

## Working With Profitability and Cost Management Financial Reports

With Profitability and Cost Management, you can run basic financial reports from queries displayed in the Intelligence area.

These reports can be further refined using Financial Reporting.

Service Administrators, Power Users, and other users with sufficient security provisioning can also define these reports for Users and Viewers to run. Because reports defined using queries within Profitability and Cost Management are very basic and not formatted, it is recommended that you define reports directly within Financial Reporting.

### Running Financial Reports




[Working With Profitability and Cost Management Financial Reports](#) describes Profitability and Cost Management financial reports.

 **Note:**

Viewer and User roles do not by default have access to run Financial Reporting reports. The Administrator must grant permissions on the PCM application folder or on individual reports within that folder. Permissions can be granted to the seeded Viewer and User roles, to native groups that are assigned to them, or to individual users, using the Edit Permissions option in Explore Repository. Only then will users with the Viewer or User role privileges be able to see and run the Financial Reporting reports in Profitability and Cost Management.

Data Grants are necessary for users with Viewer and User roles to see the data in the reports they run.

To run financial reports:

1. On the Profitability and Cost Management Home page, click **Reports**, .
2. Select a report in the list.
3. Click **Refresh**, , to access the latest report definition and data, and then click the **Actions** button, .
4. Select the report format: **Run as HTML** or **Run as PDF**.

The report displays as illustrated in the following figure. Note that this report includes formatting applied using Financial Reporting and is displayed in **PDF** format.

To close the report, close its tab in your browser.

**Figure 6-12 A Financial Report**

Bikes Corp Income Statement			
Year   Scenario			
	January	February	March
Revenue	44,215,382	44,873,888	44,771,069
<b>Net Revenue</b>	<b>44,215,382</b>	<b>44,873,888</b>	<b>44,771,069</b>
Gross Profit	44,215,382	44,873,888	44,771,069
<b>Net Income</b>	<b>44,215,382</b>	<b>44,873,888</b>	<b>44,771,069</b>
<hr/>			
Gross Profit %	100.00%	100.00%	100.00%
<b>Net Income %</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
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