



Performance Management mit IBM Cognos 8

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SWINGING DATA / 27. Mai 2009
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Group DWH and BI Manager, Special Projects

www.bwt-group.com



1. Das Unternehmen – BWT
2. IBM Cognos im Einsatz
 - a. Allgemeine Info
 - b. CPM Water + More
 - c. BWT Group Reporting
 - d. BWT Wassertechnik – Report Umsatz via Lager
 - e. Dashboard HOH BC – Norwegen
 - f. Dashboard CKWT - UK



Das Unternehmen BWT AG

BWT Heute, Produkte

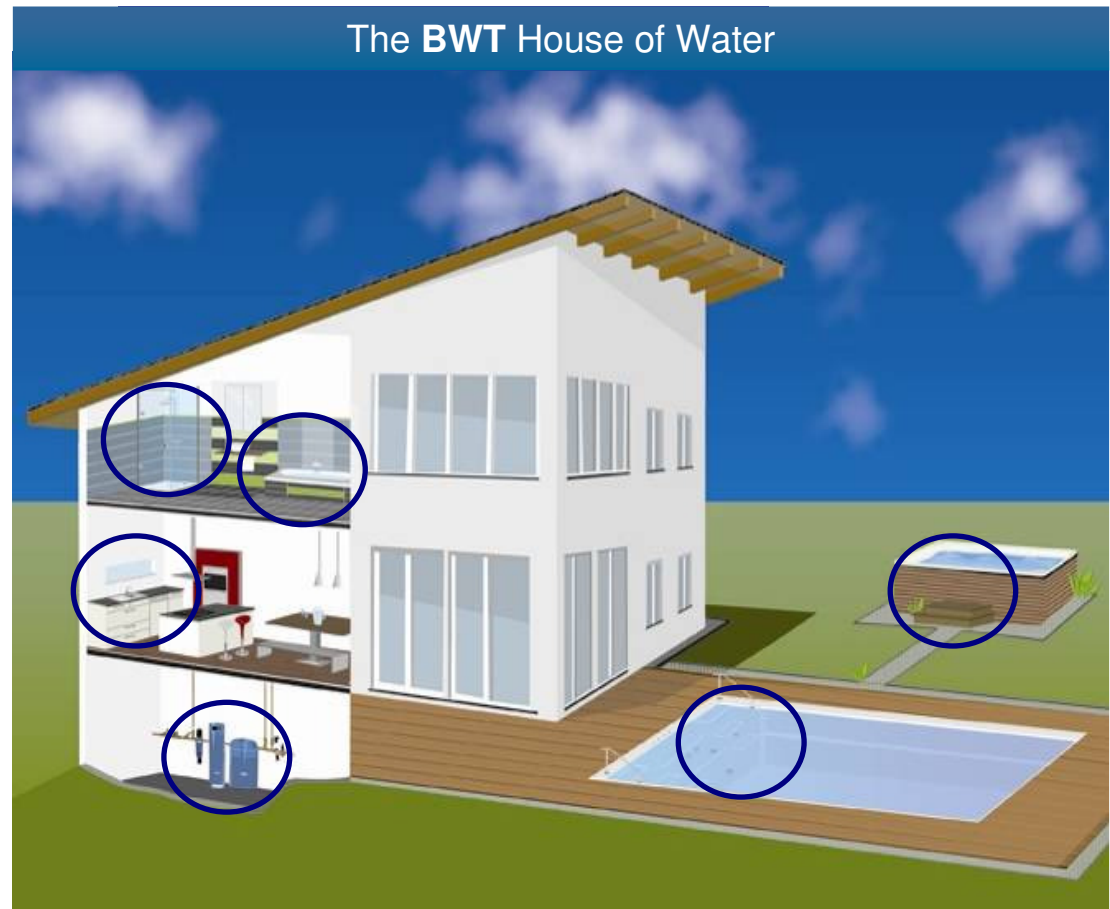
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 **BWT**
BEST WATER TECHNOLOGY

- Europas führende Wassertechnologiegruppe:
 - 74 Tochter- und Beteiligungsunternehmen
 - 4 Hauptproduktionsstätten
 - 2.400 Mitarbeiter
 - > € 400 Mio. Umsatz
- Sicherheit, Hygiene und Gesundheit im täglichen Umgang mit dem Lebenselixier Wasser”, Wasseraufbereitung mit Verantwortung
- Trinkwasser, Prozesswasser – Point-of-Entry, Point-of-Use
- Innovative Produkte und Konzepte für Wasseraufbereitung, umfassendes Service, führende Marken
- BWT – der Innovator im der Wasseraufbereitung
- Wachstum: 12% CAGR seit 1990 (MBO, börsennotiert seit 1992) inkl. CHRIST (ausgegliedert und börsennotiert seit Nov. 2005)

BWT entwickelt, erzeugt, verkauft
und wartet Produkte zur
Behandlung von

- Trinkwasser
 - Prozesswasser für
 - Heizung
 - Kühlung
 - Klimaanlage
 - Schwimmbadwasser
 - PoE (Point-of-Entry)
 - PoU (Point-of-Use)
- Fokus auf Sicherheit, Hygiene
und Gesundheit





BWT - The Water Company

AQA perla - weiches Wasser - Ihr täglicher Genuss



Gesundheit Sicherheit Hygiene Gesundheit Sicherheit Hygiene Gesundheit Sicherheit Hygiene Gesundheit Sicherheit Hygiene



BWT

BEST WATER TECHNOLOGY

BWT - The Water Company

AQA total Energy - Ihr persönlicher gesunder Trinkgenuss



Gesundheit Sicherheit Hygiene Gesundheit Sicherheit Hygiene Gesundheit Sicherheit Hygiene Gesundheit Sicherheit Hygiene





PoU: TischTrinkwasserfilter, Filterkerzen & Wasserspender



BWT Point-of-Use application range



**Kaffee
maschinen**



Verkaufsautomaten



Backöfen



Kombidampföfen



IBM Cognos 8 im Einsatz

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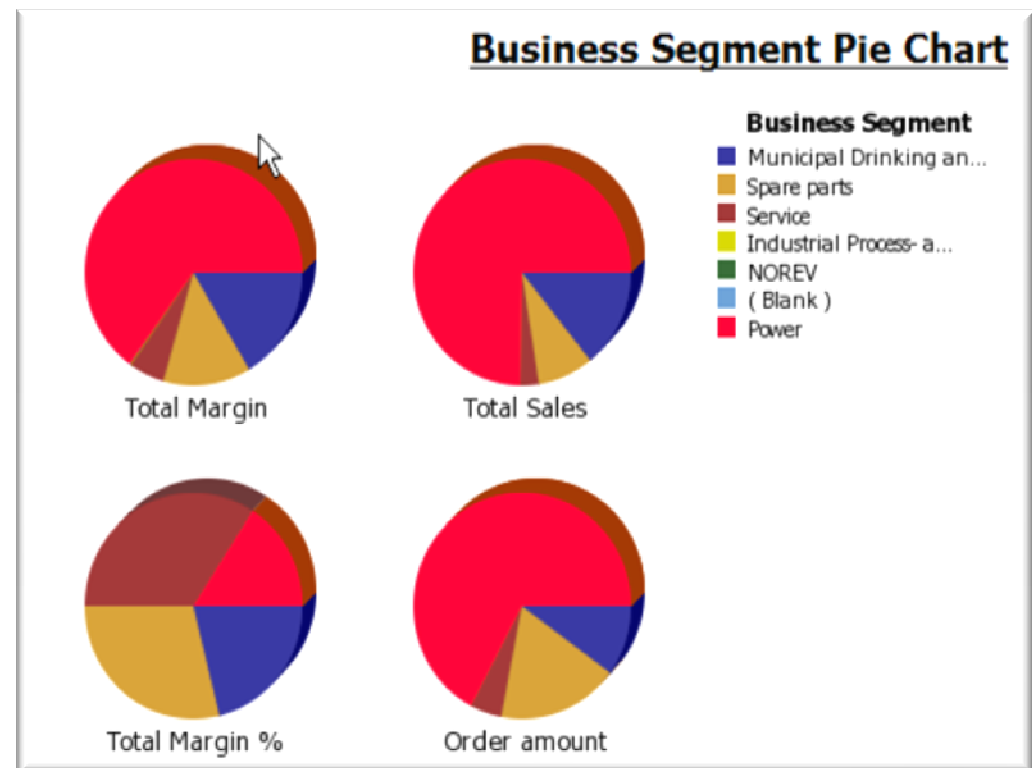
 **BWT**
BEST WATER TECHNOLOGY

26.05.2009

IBM Cognos bei BWT AG

Cognos ist BI Standardsoftware bei der BWT AG!
225 BI User + 10 Planning user

- Management reports
- Sales reports
- Finance reports
- BWT Group reports
- Rolling Forecast W+M



BWT – permo – HOH – Cillit – CHRIST aqua – Aqua Service – water+more by BWT

Cognos Produkte seit 2001, Start mit Version 6.3
Seit Jänner 2009 Version 8.4 inkl. Cognos Planning

- **IBM Cognos 7.4 (PC-Client)**
 - Impromptu
 - PowerPlay Transformer
 - PowerPlay
- **IBM Cognos 8.4 (Browser)**
 - Framework Manager
 - Query Studio
 - Analysis Studio
 - Reporting Studio
 - Event Studio
 - Planning

CPM

Corporate-Performance-Management (CPM) beschreibt Methoden, Werkzeuge und Prozesse zur Verbesserung der Leistungsfähigkeit und Profitabilität von Unternehmen.



Datawarehouse

Ein **Data-Warehouse** bzw. **Datenlager** ist eine zentrale Datensammlung (meist eine [Datenbank](#)), deren Inhalt sich aus Daten unterschiedlicher Quellen zusammensetzt.

➤ Annual Budget – > Finance figures

- _Budget 2009 pro Firma und Produkt (GrossSales, Qty., Margin , Avg. Salesprice in Planning)
- NetSales pro Monat, Firma und Produktgruppe in MIS OnVision

➤ Rolling Forecast - > Quantity based figures

- Monatlicher Forecast pro Artikel, mind. 3 Monate im voraus wird geplant (nur Mengen)

➤ Datawarehouse

- Monatliche Sammlung von Rechnungsinformation, Kunden und Produkten, Daten aus MIS OnVision (Wechselkurse, NetSales, GrossSales, Budget, pro Produktgruppe), Daten aus Dynamcis AX (Konzernartikelstamm)

➤ Reporting and Analyse mit C8

- Package Relational, Multidimensional modelliert, Würfel für PU01 = Professional Solution Water + More, Dashboard, Standardisierte Berichte

CPM bei Water + More



- [BWT Austria \(AT \)](#)
- [BWT Wassertechnik GmgH \(D \)](#)
- [Water + More by BWT GmbH \(D \)](#)
- [BWT France \(FR \)](#)
- [Water + More Italy S.R.L. \(I \)](#)
- [HOH Water Technology A/S \(DK \)](#)
- [Water + More Iberica \(ES \)](#)
- [BWT Belgium \(BE \)](#)

| PU | Point of use |
|-------------|--|
| PU01 | Professional solutions (water & more) |
| PU0101 | High volume systems (Series A) |
| PU0102 | Inline filter cartridges (Series F) |
| PU0103 | Offline (tank) filter cartridges (Series K) |
| PU0107 | Accessories |
| PU0108 | BWT produced spare parts |
| PU0109 | Third party spares |

| |
|--|
| AT AQA total / Physical devices |
| CH Chemicals |
| CT Commercial technology |
| DT Domestic technology |
| MF Mondseer Fittings |
| PE Project Engineering |
| PT Pool technology |
| PU Point of use |
| SE Service |
| SF Sanitary fittings / wellness products |
| SR Spare parts |



Filter der Serie A zum Anschließen an die Trinkwasserleitung

- hohe Kapazität - jetzt noch ergiebiger
- Aktivkohleblock - für besseren Geschmack
- Partikelfreies Wasser - garantiert
- leichtes Entlüften - einfache Inbetriebnahme
- Kapazität bis 20.000 Liter*

[>>mehr...](#)



bestmax Filterkerzen für den Festwasseranschluss

- sehr kompakt - für jede Einbausituation
- praktisch - horizontal und vertikal einsetzbar
- flexibel - ein Anschlusskopf für alle Filtergrößen
- hohe Kapazität (bis 6.000 Liter*) - für mehr Effizienz
- Aktivkohlevlies - verbessert den Geschmack
- 4-Stufen-Filtration - für optimales partikelfreies Wasser

[>>mehr...](#)



Filterkartuschen zum Einsetzen in den Tank von Kaffeemaschinen

- Anschlusstechnik - individuell für jede Kaffeemaschine
- Kapazität - für Höchstleistung und Effizienz
- Aktivkohlevlies - für den guten Geschmack
- 4-Stufen-Filtration - für optimales partikelfreies Wasser
- Kapazität bis 200 Liter*

CPM bei Water + More

Der water+more-Product-Locator

Ein Filterkopf für alle Anwendungen und Größen.

- Universell-Einkaufspunkt für alle Anwendungsbereiche
- Sicherer und schneller Filterwechsel
- Automatische Wasserrückspülung bei Filterwechsel
- Einfache einmalige Bypass-Einstellung



water + more

| Kaffee | Heiß- und Kaltgetränke mit AromaPLUS | Vending | Kombi-Dämpfer/Backöfen | Kaffee und Vending | Kaffee und Vending | Kaffee und Vending | Kaffee | Demineralisierung |
|---|---|--|--|---|--|---|---|---|
| <p>Bestmax</p> <p>Der Standard für alle Kaffeeanstalten für Kaffeeautomaten mit Dampferzeuger</p> <ul style="list-style-type: none"> • Optimales Kaffeevolumen – bester Geschmack und stabile Crema • Wirkhafter Kalkschutz • Einfach zu installieren | <p>Bestmax</p> <p>Mit der AromaPLUS-Formel für alle Getränke</p> <ul style="list-style-type: none"> • Für alle Heiß- und Kaltgetränke • PREMIUM-Geschmack in Tassen und Becher • Ausgewogene Mineralisierung zusammen von Magnesium • Mit allen Vorteilen von bestmax-Standard | <p>Bestmax</p> <p>Der Spezialist für alle Vendingautomaten und Table-Top-Becklä</p> <ul style="list-style-type: none"> • Für Vendingraum oben bis 95 °C Wassertemperatur • Hohe Filterkapazität • Beste Wirtschaftlichkeit • Sicherer Kalkschutz • Montagefreundlich und Platz sparend | <p>Bestmax</p> <p>Die Lösung für alle Kombidämpfer/Backöfen</p> <ul style="list-style-type: none"> • Für optimalen Reinheitsgrad als Geruchsmittel • Schutz vor Kalkablagerungen in Perleiten • Weniger Wartungsaufwand und geringere Servicekosten • Montagefreundlich und Platz sparend | <p>Bestprotect</p> <p>Optimaler Kalk- und Korrosionsschutz</p> <ul style="list-style-type: none"> • Für alle Halbgrößenbehalter • Minimiert Korrosionsprobleme • Sicherer Kalkschutz • Weniger Wartungsaufwand und geringere Servicekosten | <p>Bestmin</p> <p>Keine Aufnahmefähigkeit bei starkem Wasser</p> <ul style="list-style-type: none"> • Für alle Heiß- und Kaltgetränke • Optimale Geschmack oder Getränke • Vermeidet Korrosionsprobleme • Montagefreundlich und Platz sparend | <p>Besttaste</p> <p>Ideal bei niedriger Karbonathärte</p> <ul style="list-style-type: none"> • Für alle Heiß- und Kaltgetränke • Bester Geschmack und bester Aroma über Getränke • Dünn, partiell ohne Wasser • Minimiert Fremdgeschmack und -geruch | <p>Besteam</p> <p>Ideal für besten Rindampf in Kaffeeautomaten</p> <ul style="list-style-type: none"> • Für alle Halbgrößenbehalter mit Dampferzeuger • Sicherer Schutz vor Kalkablagerungen im Dampfkanal • Vollentzug nach Entleerung • Nur in Kombination mit bestmax-Filterelementen | <p>Bestdemin</p> <p>Sichere Vollentzung bei starkem Wasser</p> <ul style="list-style-type: none"> • Für optimalen schmecken Wasser • Optimale Schutz vor Kalkablagerungen • Weniger Wartungsaufwand und geringere Servicekosten • Deutsche Produktion der Leichtigkeit |

¹ Typische Kapazität bei 10 °l/h, gerundet, Heißgetränkbehalter mit Dampf.
² Typische Kapazität bei 10 °l/h, gerundet, Heißgetränkbehalter ohne Dampf.
³ Typische Kapazität bei 10 °l/h, gerundet, Backöfen/Verdampfer.

Water + More Annual Budget



BWT Annual Plan - Microsoft Internet Explorer provided by IT Dept BWT Mondsee

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail

Address <http://localhost/cognos8/cgi-bin/cognosisapi.dll> Go Links

Contributor Rainer Helmut Log off Home Launch ?

- Reviews
 - 100 BWT AG
 - 101 BWT Austria GmbH
 - 130 Water + More by BWT GmbH
 - Henckell, Thilo
 - Wiesheu Gmbh, 71563 Affalte
 - Sielaff GmbH & Co. KG, 91567
 - Unox Vertrieb Deutschland, 3
 - Alle anderen Kunden Henckell
 - Huebner, Michael
 - Sara Lee Deutschland, 55129
 - JURA Gastro Vertrieb, 82491
 - Frank Utsch, 65232 Taunusst
 - Alle anderen Kunden Huebner
 - Neuhausen, Frank
 - WMF AG, 73309 Geislingen
 - Dekic, Dragan
 - Tschechische Republik
 - Israel
 - Lettland
 - Serbien
 - Russische Föderation
 - Schweiz
 - Slowenien
 - Slowakei
 - Grossbritannien
 - Alle anderen Länder
 - 140 BWT France
 - 165 Water + More Italy S.R.L.
 - 170 HOH Water Technology A/S
 - 185 Water + More Iberica
 - 200 BWT Belgium
 - SalesManager 200 BWT Belgium

You are a reviewer for:

| Name | State | Ownership | Reviewer | Last Data Change |
|----------------------------|-------|---------------------------|----------|---------------------------------------|
| 100 BWT AG | Ready | Email All | | 23:06:28 - Freitag, 21. November 2008 |

Which is made up of:

| Name | State | Ownership | Reviewer | Last Data Change |
|---|--------|---------------------------|--------------------------------|--|
| 100 BWT AG (All) | | Email All | | |
| 101 BWT Austria GmbH | Locked | Email All | WM Plan REVIEW | 15:24:51 - Montag, 10. November 2008 |
| 130 Water + More by BWT GmbH | Locked | Email All | WM Plan REVIEW | 23:06:28 - Freitag, 21. November 2008 |
| 140 BWT France | Locked | Email All | WM Plan REVIEW | 23:54:01 - Dienstag, 18. November 2008 |
| 165 Water + More Italy S.R.L. | Locked | Email All | WM Plan REVIEW | 16:18:13 - Montag, 10. November 2008 |
| 170 HOH Water Technology A/S | Locked | Email All | WM Plan REVIEW | 11:17:29 - Donnerstag, 20. November 2008 |
| 185 Water + More Iberica | Locked | Email All | WM Plan REVIEW | 10:26:47 - Donnerstag, 20. November 2008 |
| 200 BWT Belgium | Locked | Email All | WM Plan REVIEW | 23:43:51 - Dienstag, 18. November 2008 |



Water + More Annual Budget



IBM Cognos Planning Contributor

BWT Annual Plan | 130 Water + More by BWT GmbH - Cognos Planning - Contributor

Annual Plan

130 Water + More by BWT | FS00Y00X00 Filter Head bestme | Budget1

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | FULL YEAR |
|-------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Costs | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 |
| Margin % | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 | 18,6 |
| Average Sales price | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 | 188,16 |
| Sales Quantity | 78 | 78 | 78 | 78 | 78 | 78 | 78 | 78 | 78 | 78 | 78 | 78 | 936 |
| Gross Sales amount | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 14.676 | 176.118 |
| Margin | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 2.298 | 27.572 |
| Currency | EUR | EUR | EUR | EUR | EUR | EUR | EUR | EUR | EUR | EUR | EUR | EUR | EUR |
| Rate | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 | 1,00 |
| IC-Price EUR | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 | 148,32 |
| Overhead costs % | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 | 7,0 |
| Overhead costs EUR | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 10,38 | 124,59 |
| Costs EUR | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 158,70 | 1.904,43 |
| Gross Sales amount EUR | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 14.676,48 | 176.117,76 |

Water + More Rolling Forecast



BWT Rolling Forecast84 - Microsoft Internet Explorer provided by IT Dept BWT Mondsee

http://bwt-dwh/cognos8/cgi-bin/cognos.cgi

Contributor Rainer Helmut Log off Launch

- Reviews
- 100 BWT AG
 - 101 BWT Austria GmbH
 - 130 Water + More by BWT GmbH
 - 140 BWT France
 - 165 Water + More Italy S.R.L.
 - 170 HOH Water Technology A/S
 - 185 Water + More Iberica
 - 200 BWT Belgium

You are a reviewer for:

| Name | State | Ownership | Reviewer | Last Data Change |
|----------------------------|------------|------------------|----------|--|
| 100 BWT AG | Incomplete | Domänen-Benutzer | | 15:14:05 - Donnerstag, 04. Dezember 2008 |

Which is made up of:

| Name | State | Ownership | Reviewer | Last Data Change |
|---|------------------|----------------------------|------------------|--|
| 101 BWT Austria GmbH | Not Started | Rainer Helmut | Domänen-Benutzer | 16:20:29 - Donnerstag, 20. November 2008 |
| 130 Water + More by BWT GmbH | Not Started | None | Domänen-Benutzer | 16:20:29 - Donnerstag, 20. November 2008 |
| 140 BWT France | Not Started | None | Domänen-Benutzer | 16:20:28 - Donnerstag, 20. November 2008 |
| 165 Water + More Italy S.R.L. | Not Started | Planning Contributor Users | Domänen-Benutzer | 16:20:27 - Donnerstag, 20. November 2008 |
| 170 HOH Water Technology A/S | Not Started | None | Domänen-Benutzer | 16:20:27 - Donnerstag, 20. November 2008 |
| 185 Water + More Iberica | Not Started | None | Domänen-Benutzer | 16:20:28 - Donnerstag, 20. November 2008 |
| 200 BWT Belgium | Work In Progress | Rainer Helmut | Domänen-Benutzer | 15:14:05 - Donnerstag, 04. Dezember 2008 |

Workflow information for 100 BWT AG:

Current state: Incomplete.
Some items that make up this e.List item are not started. [More...](#)

Time of last state change: 15:14:05 - Donnerstag, 04. Dezember 2008

User who last changed state: Rainer Helmut

Viewed: no
Reviewed: no
Document Attached: no

Water + More Rolling Forecast



BWT Rolling Forecast84 | Contributions | 200 BWT Belgium - Contributor

File Edit View Workflow Actions Help



Forecast Actual/Forecast Flag

Rows: [1 Forecast]

Columns: [4 Months FC]

Context: FS26I00A00 bestmax L Cartridge single [2 Products] 200 BWT Belgium [2 Elist]

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | FULL YEAR | Jan+1 | Feb+1 | Mar+1 |
|-------------------------------|---------------|-----------------|---------------|--------------|---------------|---------------|------------|-------------|---------------|---------------|---------------|------------|-----------------|------------|------------|------------|
| Act./FC Flag | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | Forecast | | Forecast | Forecast | Forecast |
| Prev. Year Sales Quantity | 0 | 0 | 0 | 0 | 0 | 0 | 23 | 0 | 25 | 46 | 25 | 38 | 157 | 0 | 0 | 0 |
| Budget Sales Quantity | 92 | 92 | 92 | 92 | 92 | 134 | 50 | 50 | 134 | 92 | 92 | 92 | 1.104 | 0 | 0 | 0 |
| Actual Sales Quantity | 43 | 7 | 34 | 53 | 14 | 61 | 51 | 48 | 64 | 34 | 35 | 0 | 444 | 0 | 0 | 0 |
| Actual vs. Budget | -49 | -85 | -58 | -39 | -78 | -73 | 1 | -2 | -70 | -58 | -57 | -92 | -660 | 0 | 0 | 0 |
| Actual vs. Budget % | -114 % | -1.214 % | -171 % | -74 % | -557 % | -120 % | 2 % | -4 % | -109 % | -171 % | -163 % | 0 % | -2.694 % | 0 % | 0 % | 0 % |
| Trend Sales Quantity | 92 | 92 | 92 | 92 | 92 | 134 | 50 | 50 | 134 | 92 | 92 | 92 | 1.104 | 0 | 0 | 0 |
| Adjustment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| FC Sales Quantity | 92 | 92 | 92 | 92 | 92 | 134 | 50 | 50 | 134 | 92 | 92 | 92 | 1.104 | 0 | 0 | 0 |
| .. | | | | | | | | | | | | | | | | |
| Oders on Hand | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Range of Coverage (in months) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| On Hand Stock | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 82 | 38 | 83 | 0 | 0 | 0 | 0 | 0 |



Cognos Navigator

Cognos > Public Folders > **W+M**

- | | |
|--|--|
| <p> Austria February 19, 2009 3:53:39 PM More...</p> <p> BWT Annual Plan84 February 11, 2009 10:34:27 AM More...</p> <p> Danmark December 22, 2008 9:18:07 AM More...</p> <p> Germany March 2, 2009 1:58:19 PM More...</p> <p> International February 27, 2009 9:44:08 AM More...</p> <p> Jobs BWT DWH January 23, 2009 7:21:57 PM More...</p> | <p> Belgium February 13, 2009 11:14:48 AM More...</p> <p> BWT Rolling Forecast84 May 5, 2009 5:49:48 PM More...</p> <p> France December 22, 2008 9:19:29 AM More...</p> <p> Iberica March 2, 2009 2:05:50 PM More...</p> <p> Italia December 22, 2008 9:24:37 AM More...</p> <p> Cognos Business Intelligence Portal BWTAquanet March 6, 2009 9:11:00 AM More...</p> |
|--|--|

Sales and Margin Analyses - PU01 Professional Solution - Water + More

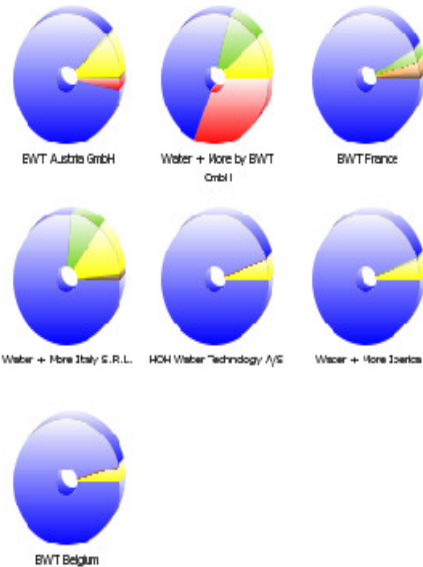
Cognos Viewer



Gross Sales per Company - Top 20 products

* 2008 2009

[Deselect all](#)



- Productgroup1**
- PU0101 High volume syste...
 - PU0102 Inline filter cartridg...
 - PU0103 Offline (lenik) filter u...
 - PU0107 Accessories
 - PU0108 BWT produced spar..
 - PU0109 Third party spares

| | Gross Sales EUR | Invoice quantity | Invoice Avg. Salesprice | Margin % |
|---|-----------------|------------------|-------------------------|----------|
| FS24100A00 bestmax M Cartridge single | 463,051 | 10,590 | 43,72 | 31,0% |
| FS28100A00 bestmax XL Cartridge single | 349,292 | 4,786 | 72,77 | 19,4% |
| AW16E00A00 A-200 Exchange WMF | 269,234 | 6,021 | 44,72 | 2,2% |
| FS28101A00 bestmax XL - Installation Set | 195,119 | 2,094 | 93,19 | 40,6% |
| FW28101A00 bestmax XL / Typ WF - Installation Set | 179,590 | 2,901 | 61,94 | 46,4% |
| FS26100A00 bestmax L Cartridge single | 139,234 | 2,212 | 62,72 | 33,1% |
| FS22100A00 bestmax S Cartridge single | 115,927 | 4,141 | 28,14 | 16,1% |
| FS24101A00 bestmax M - Installation Set | 114,421 | 2,425 | 47,19 | 32,6% |
| FW24101A00 bestmax M / Typ WF - Installation Set | 111,410 | 2,287 | 48,71 | 42,0% |
| FS00Y03A00 Aquameter with LCD Display | 89,212 | 2,239 | 39,89 | 29,4% |
| FW28100A00 bestmax XL / Typ WF - Cartridge single | 65,792 | 2,029 | 32,42 | 44,1% |
| KW34100F00 WMF-Cartridge 100l 6 pce | 60,110 | 2,300 | 26,14 | 26,1% |
| AS16E00A00 A-200 Exchange | 56,628 | 394 | 143,63 | 13,6% |
| FS00Y00X00 Filter Head bestmax 24 pce | 55,757 | 461 | 120,97 | 47,1% |
| FS26101A00 bestmax L - Installation Set | 48,829 | 507 | 96,31 | 19,4% |
| FS00Y11A00 bestmax Connection - Set Sara Lee | 49,160 | 466 | 105,28 | 12,1% |
| FL28100A00 bestmax XL / Typ SL - Cartridge single | 42,697 | 662 | 64,36 | 43,7% |
| FW24100A00 bestmax M / Typ WF - Cartridge single | 40,426 | 306 | 132,11 | 25,1% |
| AW19E00A00 A-300 Exchange WMF | 39,613 | 422 | 93,87 | 28,1% |
| KW36100D00 WMF-Cartridge 200l 4 pce | 36,340 | 2,798 | 13,00 | 46,1% |



W+M Product Locator



Time: 2009 Company: HOH Water Technology A/S

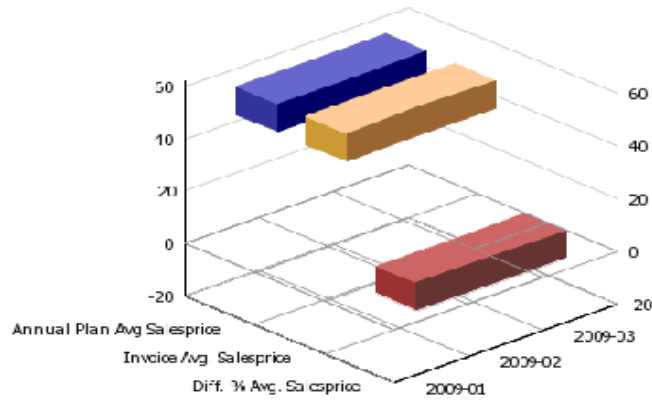
| | Gross Sales EUR | Invoice quantity | Invoice Avg. Salesprice | Margin % |
|------------------------------------|------------------|------------------|-------------------------|----------------|
| <i>bestmax</i> | 2,029,792 | 34,270 | 59,23 | 51,3% |
| <i>Header</i> | 103,992 | 4,290 | 24,29 | |
| <i>Others not in Productmaster</i> | 35,296 | 1,288 | 27,40 | |
| <i>besttaste</i> | 9,036 | 472 | 19,10 | |
| <i>Other</i> | 1,392 | 1,926 | 2,28 | |
| <i>bestmax AromaPLUS</i> | 149 | 6 | 24,83 | |
| <i>bestmin</i> | 59 | 22 | 2,68 | |
| Total | 2,192,705 | 42,200 | 159,72 | -733,9% |





17. Average Sales price - Annual plan via Actual

FS24I00A00 bestmax M Cartridge single



| | 2009-01 | 2009-02 | 2009-03 | 2009 |
|----------------------------|---------|---------|---------|--------|
| Annual Plan Avg Salesprice | 46.33 | 46.33 | 46.50 | 46.54 |
| Invoice Avg. Salesprice | 46.08 | 46.53 | 46.18 | 46.38 |
| Diff. % Avg. Salesprice | -0.54% | 0.42% | -0.68% | -0.33% |

Presentation Finance Meeting 2009

| Name | Actions |
|--|-----------------|
| 01. Productgroup Gross Sales via Annual plan W+M | [Icons] More... |
| 02. Analyse Gross Sales, Drill down product, sort descending | [Icons] More... |
| 03. Filter Top 20 products, add Margin Measures | [Icons] More... |
| 04. Drag and Drop Customergroup for Customergroup report | [Icons] More... |
| 05. Drill down to customer -> Top 10 customers | [Icons] More... |
| 06. Report per country | [Icons] More... |
| 07. Show values as % from Total | [Icons] More... |
| 08. Products with Margin lower than 40 % | [Icons] More... |
| 09. 80 / 20 report for PU0101 | [Icons] More... |
| 10. Margin development per Productlocator | [Icons] More... |
| 11. Average salesprice for PU0102 | [Icons] More... |
| 12. Year comparison report Avg. SP 2008 - 2009 with Diff. % | [Icons] More... |
| 13. Product locator reporting | [Icons] More... |
| 16. Qty Annual plan via Actual | [Icons] More... |
| 17. Average Sales price - Annual plan via Actual | [Icons] More... |
| Batch Job - all Reports Finance Meeting | [Icons] More... |



Insertable Objects

- [-] DWH_PU01
 - [+] Date
 - [+] Company
 - [+] Productgroup
 - [+] Customer
 - [+] Customer
 - [+] Customergroup
 - [+] Country
 - [+] Product Locator
 - [+] Product Locator
 - [+] Size Filtercartridge
 - [+] Set or Single
 - [+] Customer Products
 - [+] New/Refill
 - [+] Customer-Product (50+)
 - [+] Kennzahlen
 - Gross Sales EUR
 - [+] Gross Sales Amount EUR
 - Annual Plan Gross Sales
 - Invoice Gross Sales
 - Diff. Gross Sales
 - Diff. % Gross Sales
 - [+] Costs EUR
 - [+] Margin
 - [+] Quantity
 - [+] Avg. Salesprice EUR

Rows: Combination Columns: Combination Context filter: YTD

| Measure | Single | Set | Other | Others | Set or Single | NewInstallation | Refill | Total |
|-----------------------------|--------|-----|-------|--------|---------------|-----------------|--------|-------|
| Header | | | | | | | | |
| bestmax | | | | | | | | |
| besttaste | | | | | | | | |
| bestmin | | | | | | | | |
| bestmax AromaPLUS | | | | | | | | |
| Other | | | | | | | | |
| Product Locator | | | | | | | | |
| S | | | | | | | | |
| M | | | | | | | | |
| L | | | | | | | | |
| V | | | | | | | | |
| X | | | | | | | | |
| XL | | | | | | | | |
| Other | | | | | | | | |
| Size Filtercartridge | | | | | | | | |
| W+M | | | | | | | | |
| WMF | | | | | | | | |
| Wiesheu | | | | | | | | |
| Sara Lee | | | | | | | | |
| Customer Products | | | | | | | | |

Measure
Include a measure from: Kennzahlen



File Edit View Settings Run Help



Insertable Objects

- BWT Group
 - Business View
 - BWT Group
 - Companies
 - Date
 - Product Group posted
 - Product
 - BUDGETVERSION
 - W+M Product Master
 - W+M Product Locator
 - W+M Customer Products
 - W+M Size Filtercartridge
 - W+M Set or Single
 - DOM-EXP-IC
 - Customer Group
 - Customer
 - Invoice Number
 - Invoice Measures
 - Netsales Measures
 - Annual Plan Measures
 - Rolling Forecast Measures
 - Group Measures
 - Filter

Rows: Group Companies... Columns: Date (list) Context filter:

| Invoice quantity | 2006 | 2007 | 2008 | 2009 | Total |
|------------------------------------|-------------------|-------------------|-------------------|------------------|-------------------|
| 120 BWT Wassertechnik GmbH | 400,235 | 444,976 | 697,207 | 98,737 | 1,641,154 |
| 10 Cilit S. A. | 29,651 | 30,012 | 26,208 | 5,364 | 91,235 |
| 200 BWT Belgium | 7,363 | 35,519 | 63,928 | 21,876 | 128,686 |
| 902 Claro GmbH | 1,935,674 | 1,760,641 | 1,568,941 | 418,073 | 5,683,329 |
| 914 BWT International Trading Ltd. | | | 357,900 | 25,907 | 383,807 |
| 165 Water + More Italy S.R.L. | | 95,881 | 19,477 | 19,472 | 134,830 |
| 930 ANNA International | 80,844 | 1,377,770 | 1,083,650 | 74,388 | 2,616,652 |
| 130 Water + More by BWT GmbH | 29,329 | 47,057 | 93,163 | 34,780 | 204,329 |
| 140 BWT France | 7,468,631 | 6,666,893 | 6,790,784 | 1,451,037 | 22,377,345 |
| 151 Christ Aqua AG | 250,143 | 220,609 | 303,931 | 73,889 | 848,572 |
| 185 Water + More Iberica | | 10,529 | 17,933 | 6,357 | 34,819 |
| 240 BWT Polska | 148,230 | 135,509 | 168,523 | 52,882 | 505,144 |
| 260 BWT Ceska Republica s.r.o. | 6,728 | 8,379 | 8,311 | 2,428 | 25,846 |
| 901 Arcana Pool Systems GmbH | 433,856 | 729,208 | 678,385 | 86,098 | 1,927,546 |
| 101 BWT Austria GmbH | 2,055,068 | 1,574,133 | 1,792,850 | 660,616 | 6,082,667 |
| 142 C.P.E.D | 201,515 | 174,221 | 215,390 | 65,630 | 656,756 |
| 170 HOH Water Technology A/S | | 550 | 3,727 | 1,649 | 5,926 |
| 173 HOH Birger Christensen A/S | 53,406 | 56,703 | 52,936 | 10,944 | 173,990 |
| Group Companies(All) | 13,100,674 | 13,368,590 | 13,943,243 | 3,110,126 | 43,522,634 |

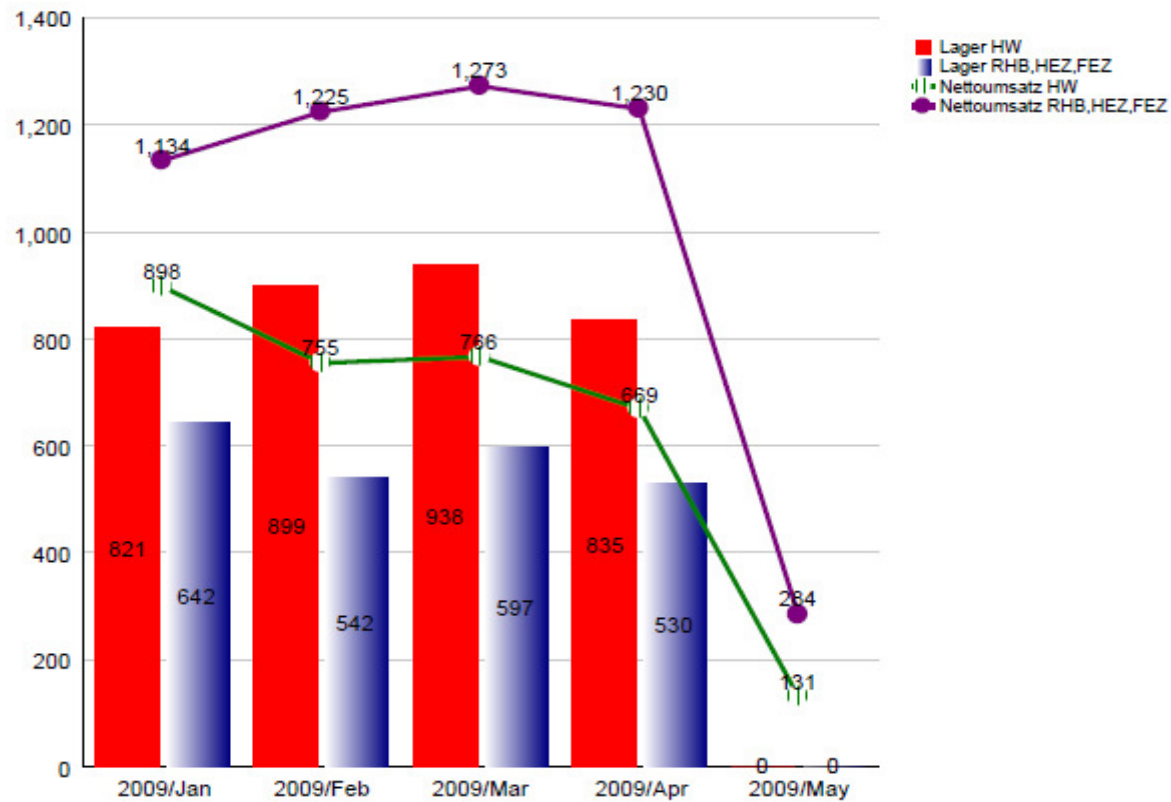
Companies



Übersicht Umsatz - Lager Verhältnis in Tausend

DT Domestic technology

001 BWT Wassertechnik



Sales and Finance reports HOH BC

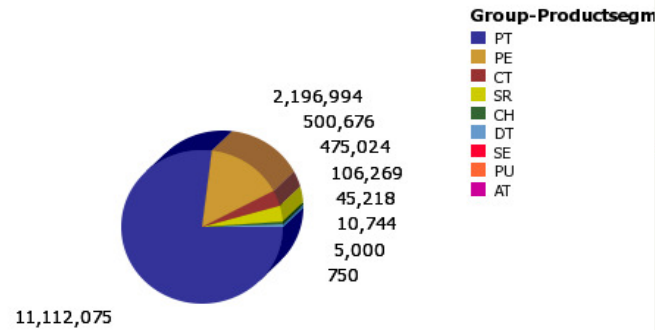


HOH NO

Orders on hand per Productgroup

Orders on hand per Productgroup

Group-Productsegment - (Open Order amount ungleich 0)



Open Order amount

| Group-Productsegment | Open Order amount |
|----------------------|-------------------|
| PT | 11,112,075 |
| PE | 2,196,994 |

Cognos Viewer

P&L Report per Department

Blank lines are chart of accounts that are not linked to an BWT Group account!

2008

Rows are suppressed based on zeros and empty cells for HOH BC Structure

Columns are suppressed based on zeros and empty cells for P&L Summary

| Amount | ADM | PRO | POOL | VV | VVS | LAGER | SER | BLANK | HOH B Struct |
|-------------------------------|------------|-----|------|----|-----|-------|-----|-------|--------------|
| 30103 - Gross Sales | 11,112,075 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11,112,075 |
| 30113 - Sales from POC | 6,703,911 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6,703,911 |
| 30320 - Cash discount/bonus | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 30400 - Net Sales | 6,703,911 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6,703,911 |
| 31120 - Material cost | -4,248,918 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4,248,918 |
| 31220 - Project related cost | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 31600 - Margin I | 2,454,993 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,454,993 |
| 32820 - Advertising&promotion | -411,283 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -411,283 |
| 34220 - Employee cost | -2,871,888 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -2,871,888 |
| 33620 - Depreciation | -8,927 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -8,927 |
| 34620 - Other fixed costs | -303,808 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -303,808 |
| 34621 - Other income | 32,561 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 32,561 |

Cognos Navigator

HOHNO

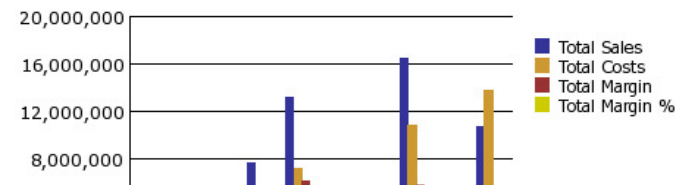
- Administrationsrapporter (06. September 2006 11:11:21) [Weitere...](#)
- Sales (09. September 2008 13:31:26) [Weitere...](#)
- Avdelingsrapporter (12. Oktober 2006 07:10:16) [Weitere...](#)
- Omsetning og DB per Avdeling
- Master (14. Juni 2007 10:16:38) [Weitere...](#)
- Test (10. März 2007 11:02:08) [Weitere...](#)
- Enkel P&L Report per Department (23. Oktober 2008 11:15:04) [Weitere...](#)
- P&L Report per Department

Cognos Viewer

Net Sales and Margin per Salesarea

Group-Productsegment - (Total Sales ungleich 0) UND (Total Costs ungleich 0)

2008



Sales and Finance reports HOH BC



Cognos Navigator

HOHNO

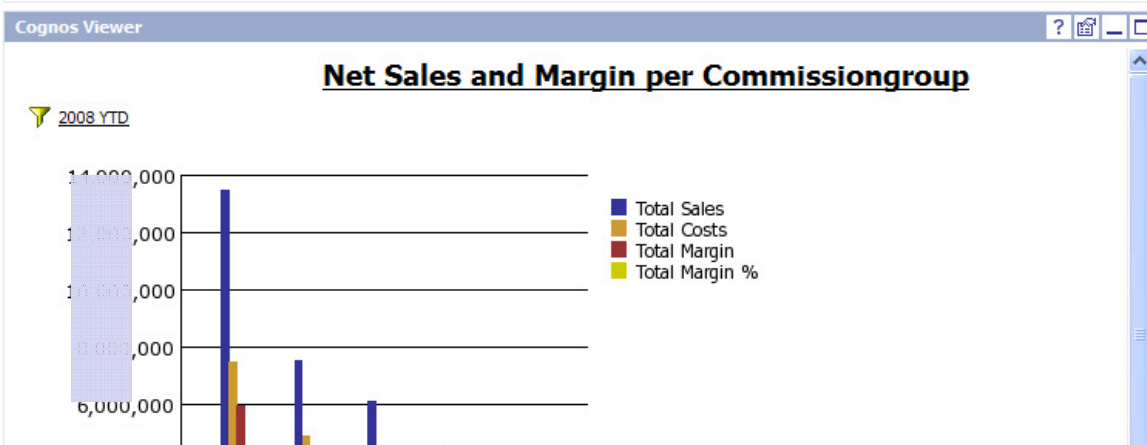
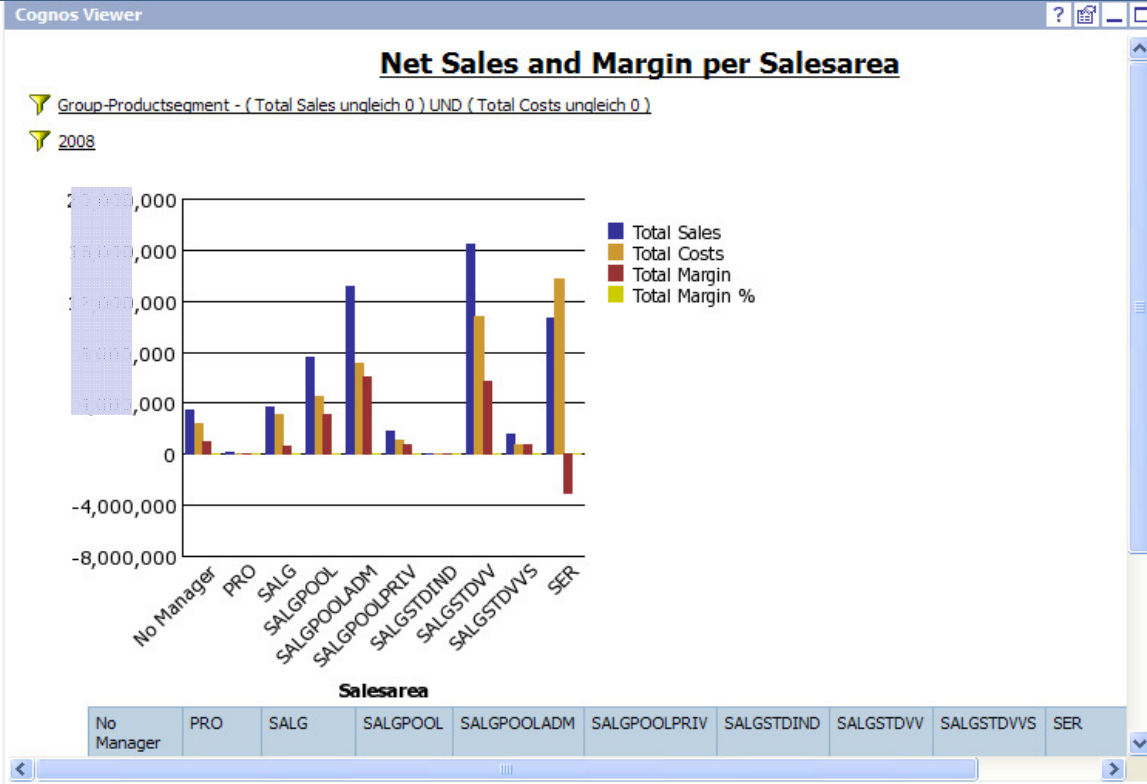
- Administrationsrapporter
 - 06. September 2006 11:11:21
 - Weitere...
- Sales
 - 09. September 2008 13:31:26
 - Weitere...
- Avdelingsrapporter
 - 12. Oktober 2006 07:10:16
 - Weitere...
- Omsetning og DB per Avdeling
 - 15. Juni 2007 15:23:38
 - Weitere...
- Master
 - 14. Juni 2007 10:16:38
 - Weitere...
- Test
 - 10. März 2007 11:02:08
 - Weitere...
- Enkel P&L Report per Departme
 - 23. Oktober 2008 11:15:04
 - Weitere...
- P&L Report per Department
 - 27. Oktober 2008 02:34:10
 - Weitere...

HTML Viewer

Wasser | BWT Gruppe | Invest

WASSER hat viele Gesichter

Sauber und umweltfreundlich



Sales and Business Segment report CKWT



Öffentlicher Ordner | Eigene Ordner | ALL | BWTAT | CKWTUK | BWTBE | ANNA.ML | HOHNO | HOHNO_MR | CKWT - Operations | BWT.AT.Lieboch

KENNICOTT Top 20 Customers Sales

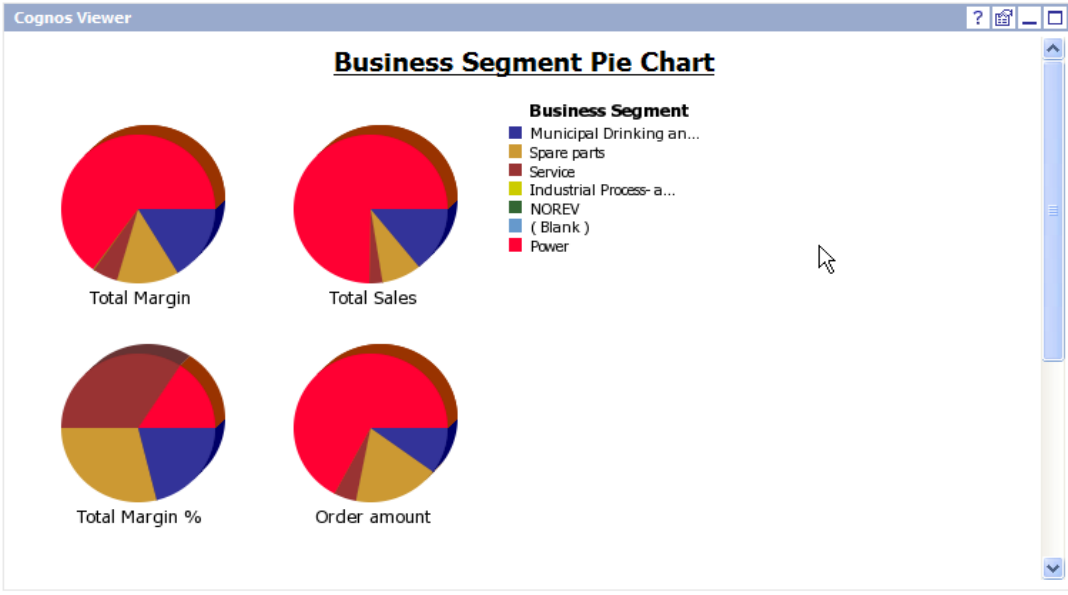
| Customer | Total Sales |
|--|-------------|
| 200009 ALSTOM POWER PLANTS LTD | 1,000,000 |
| 200477 Alstom Power SP Zo.o | 1,000,000 |
| 200008 ALSTOM ENERGY LTD | 1,000,000 |
| 200438 SAUDI KAYAN PETROCHEMICAL COMPANY | 800,000 |
| 200443 Black & Veatch Ltd | 800,000 |
| 200467 ALSTOM SWITZERLAND LTD | 800,000 |
| 200047 CONOCO PHILLIPS | 800,000 |
| 200487 INTERSERVE PROJECT SERVICES LTD | 800,000 |
| 200453 NORWEST HOLST LIMITED | 212,651 |

KENNICOTT Top 20 Customers Order Intake

| Customer | Order amount |
|--|--------------|
| 200009 ALSTOM POWER PLANTS LTD | 1,000,000 |
| 200371 BIWATER TREATMENT LTD | 1,000,000 |
| 200218 WUHAN KAIDI WATER SERVICE CO. LTD | 1,000,000 |
| 200505 Alstom Ireland Ltd | 1,000,000 |
| 200438 SAUDI KAYAN PETROCHEMICAL COMPANY | 1,000,000 |
| 200538 SAUDI KAYAN PETROCHEMICAL CO | 1,000,000 |
| 200059 DRIPLEX WATER ENGINEERING LTD | 1,000,000 |
| 200514 GRANGEMOUTH CHP LTD | 1,000,000 |
| 200362 SEVERN TRENT WATER | 103,103 |

KENNICOTT OPEN ORDERS Per Salespoolid Total

| Salespoolid | Open Order amount |
|-------------------|-------------------|
| PR-NB-POWER | 4,000,000 |
| PR-NB-MUNICIPAL | 1,000,000 |
| AS-SP-POWER | 1,000,000 |
| SC-PHARMA | 1,000,000 |
| SC-POWER | 1,000,000 |
| CONESEPP-LICENCES | 1,000,000 |
| AS-SP-MUNICIPAL | 1,000,000 |
| REFURB | 1,000,000 |



KENNICOTT Business Segment YTD

| | | 1. O. 2008 | 2. O. 2008 | 3. O. 2008 | 4. O. 2008 | 2008 |
|------------------------------------|-----------------------|------------|------------|------------|------------|------------|
| Municipal Drinking and Waste water | Total Sales | 751,733 | 973,851 | 837,787 | 0 | 1,725,571 |
| | Total Margin % | 25.7% | 25.6% | 25.8% | 0 | 25.7% |
| | Order amount | 113,103 | 828,858 | 18,980 | 0 | 949,941 |
| Power | Total Sales | 2,281,712 | 2,083,148 | 2,183,480 | 122,713 | 6,671,053 |
| | Total Margin % | 35.7% | 35.7% | 35.8% | 35.7% | 35.8% |
| | Order amount | 2,778,144 | 1,821,913 | 2,112,674 | 64,353 | 7,777,084 |
| Service | Total Sales | 117,388 | 80,748 | 126,913 | 40,937 | 365,986 |
| | Total Margin % | 27.0% | 27.0% | 27.0% | 27.0% | 27.0% |
| | Order amount | 81,013 | 85,890 | 139,383 | 15,532 | 311,818 |
| Spare parts | Total Sales | 522,480 | 487,228 | 294,397 | 0 | 1,304,105 |
| | Total Margin % | 27.0% | 27.0% | 27.0% | 27.0% | 27.0% |
| | Order amount | 436,333 | 388,708 | 381,383 | 147,456 | 1,553,880 |
| Business Segment | Total Sales | 3,673,313 | 3,624,975 | 3,443,077 | 163,650 | 11,905,016 |
| | Total Margin % | 30.8% | 30.8% | 30.8% | 30.8% | 30.8% |
| | Order amount | 4,414,193 | 3,104,874 | 3,706,520 | 229,138 | 11,454,725 |

Rows are suppressed based on zeros and empty cells for 2008

WATER - a limited resource



**Vielen Dank für Ihre
Aufmerksamkeit**