

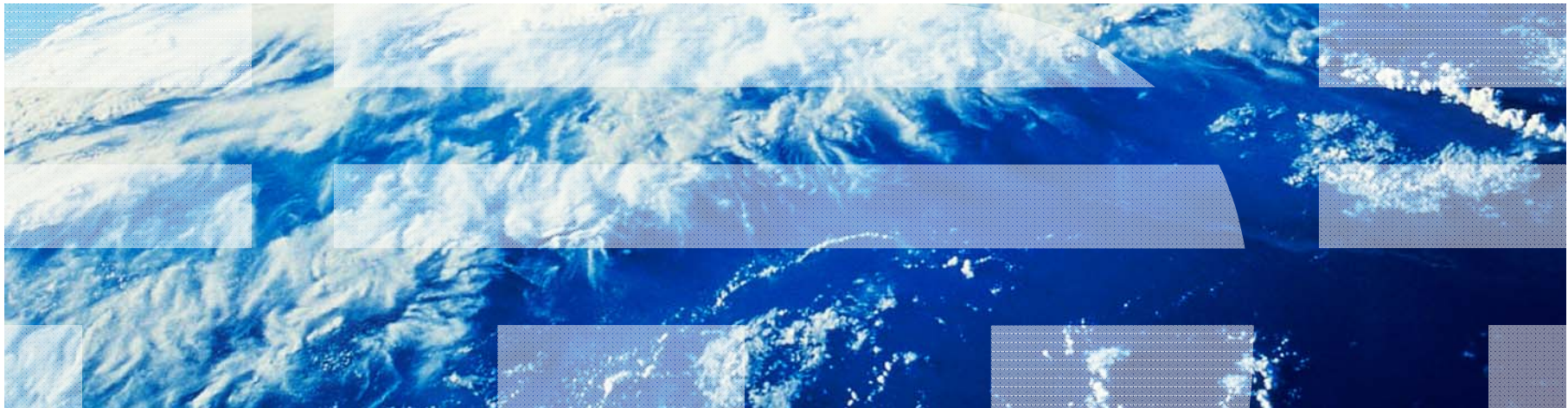
Eduard Lütolf, Director Office of Finance

July 7th, 2010

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# IBM Cognos Infoseminar Consolidation on July 7th



**Business Analytics**

# Introduction to Cognos Controller

# Agenda

- Challenges in financial consolidation and reporting
- Introduction to Cognos Controller
- Demonstration

## Challenges

- Greater need for understanding business performance
- Tighter and more frequent planning processes
- Fast or virtual close together with IPSAS
- Merger and acquisitions
- Higher turnover of key staff
- Greater awareness of stand alone limitations
- Increased maturity for standard applications

IBM Cognos is the market leader for consolidation in Switzerland with a vast experience in all branches

- Complete consolidation functions
- Supporting documents through out-of-the-box system reports
- 180+ Swiss companies trust IBM Cognos to produce their legal and management reporting
- High qualified local resources available at IBM Cognos and certified partners
- Integrated in the modern, web-based IBM 8 CPM-Platform
- Application approach: No coding / No scripting (Easy to handle and lower TCO)



## Consolidation – A Compliance and Performance Management Process

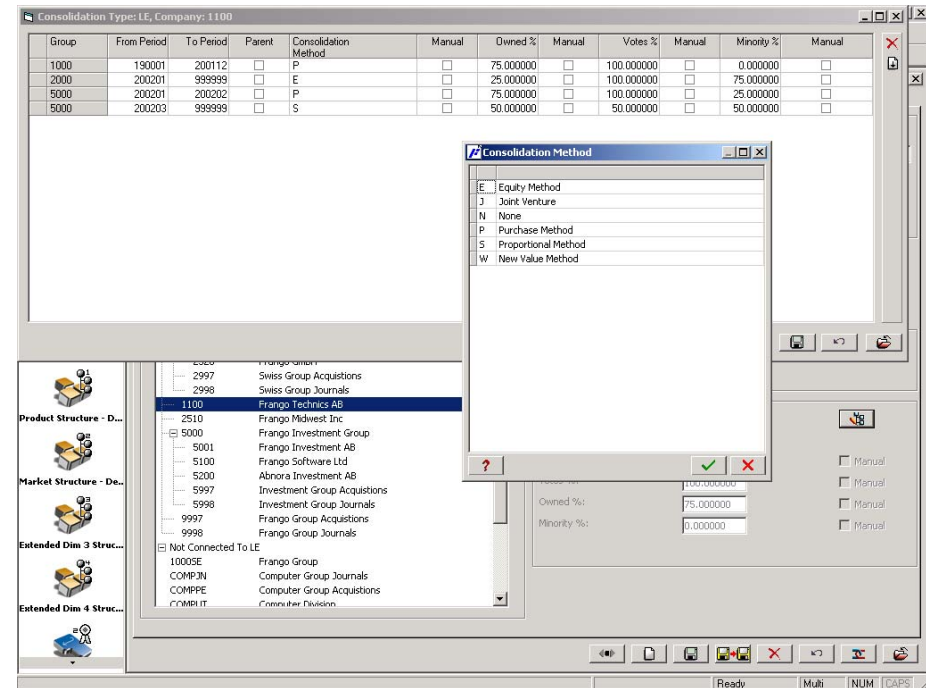
- Collecting the Data
- Managing Consolidation Structures
- Financial Consolidation Intelligence
  - Complex ownership structures, acquisition modeling
  - Intercompany eliminations and reconciliations
  - Currency Translation
  - Process Control
- Reporting, analysis, and information delivery

## Managing Structures – Multiple Dimensions

- Pre-defined dimensions
  - Consolidation Type
  - Company
  - Account
  - Etc...
  
- Extended dimensions
  - Product
  - Market
  - etc...

# Financial Consolidation Intelligence – Company Structures

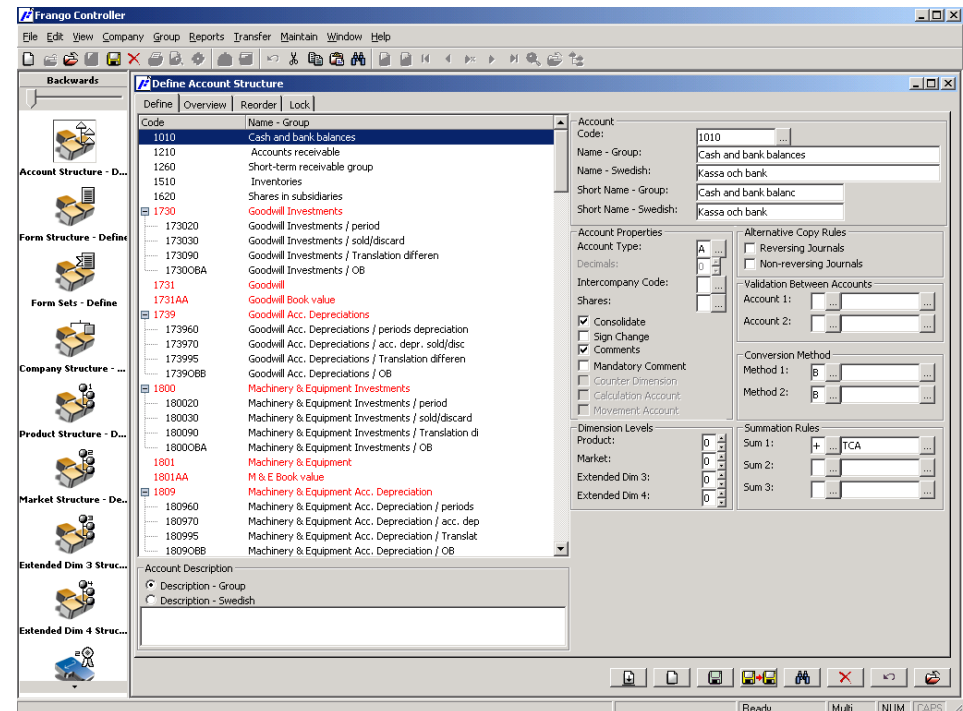
- Company
  - Standard consolidation method
  - Multiple consolidation structures with period stamp
  - Ownership (when bought, goodwill,...)
  - Additional details (directors, dates,...)





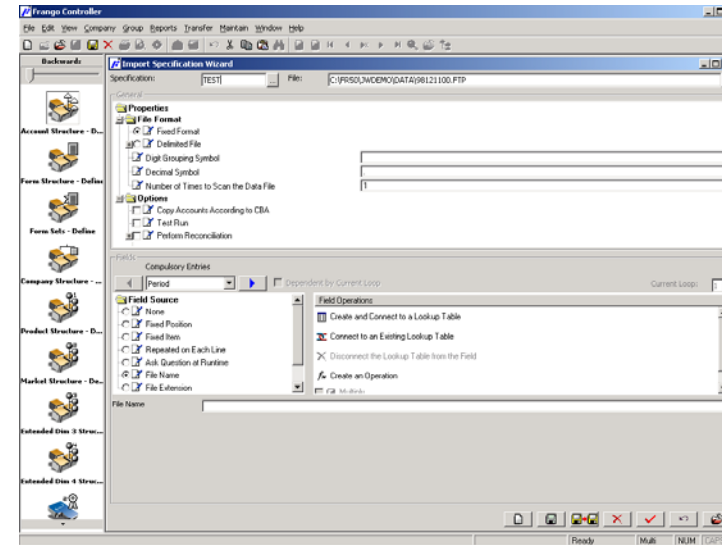
# Financial Consolidation Intelligence – Accounts

- Account / movement type
  - Conversions
  - Reconciliations
  - Summations
  - Text (Accounting Manual)



# Collecting the Data

- From Disparate Systems
  - ERP Systems
  - General Ledgers
  - Excel, ASCII, Text



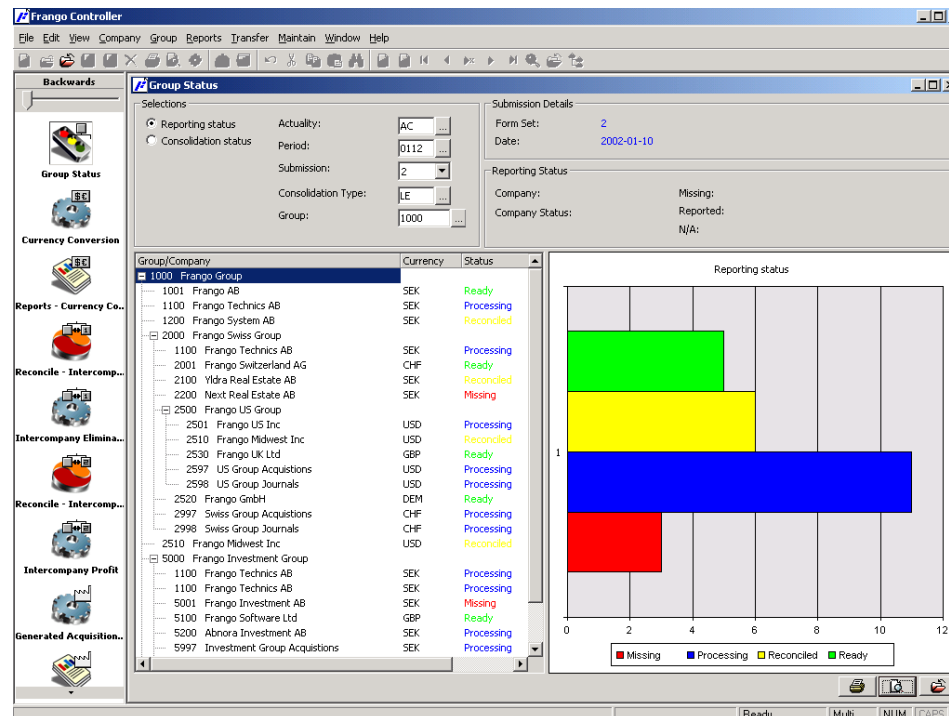
Company: Frango System AB		Actual 2001 December	Budget 2001 December	Variance Between Actual and Budget	Variance in % of Budget	Actual 2000 December
3000	Sales income	345 600	411 364	-66564	-16	194 400
4000	Operating expenses	162 000	192 706	-30706	-16	97 200
	<b>GP INCOME BEFORE DEPRECIATION</b>	<b>183 600</b>	<b>218 658</b>	<b>-34878</b>	<b>-16</b>	<b>97 200</b>
	Contribution I	53.1	53.1			50.0
7900	Scheduled depreciation	22 680	26 988	-4308	-16	21 600
	<b>IAD INCOME AFTER DEPRECIATION</b>	<b>160 920</b>	<b>191 670</b>	<b>-30670</b>	<b>-16</b>	<b>75 600</b>
8010	Dividends group					
8020	Interest income	1 080	1 284	-204	-16	
8060	Interest income group					
8120	Interest expense group	31 320	37 272	-5952	-16	52 400
8160	Interest expense group	2 160	2 560	-408	-16	
8190	Other financial items					
	<b>IAF INCOME AFTER FINANCIAL ITEMS</b>	<b>128 520</b>	<b>152 934</b>	<b>-24414</b>	<b>-16</b>	<b>43 200</b>
	Contribution II	37.2	37.2			22.2
8310	Capital gains	1 080	1 284	-204	-16	
8410	Other extraordinary income					
	Minority share I					
	<b>IBA INCOME BEFORE ALLOCATIONS</b>	<b>129 600</b>	<b>154 218</b>	<b>-24618</b>	<b>-16</b>	<b>43 200</b>
8990	Change in period reserve	-43200	-51000			



- Via Manual Entry
  - Easy to use forms
  - Inter-company pop-up screens
  - Import Data
  - Comments

# Financial Consolidation Intelligence – Process Controls

- Process Controls
  - Accounts
  - Forms
  - Reporting entities
  - Consolidation



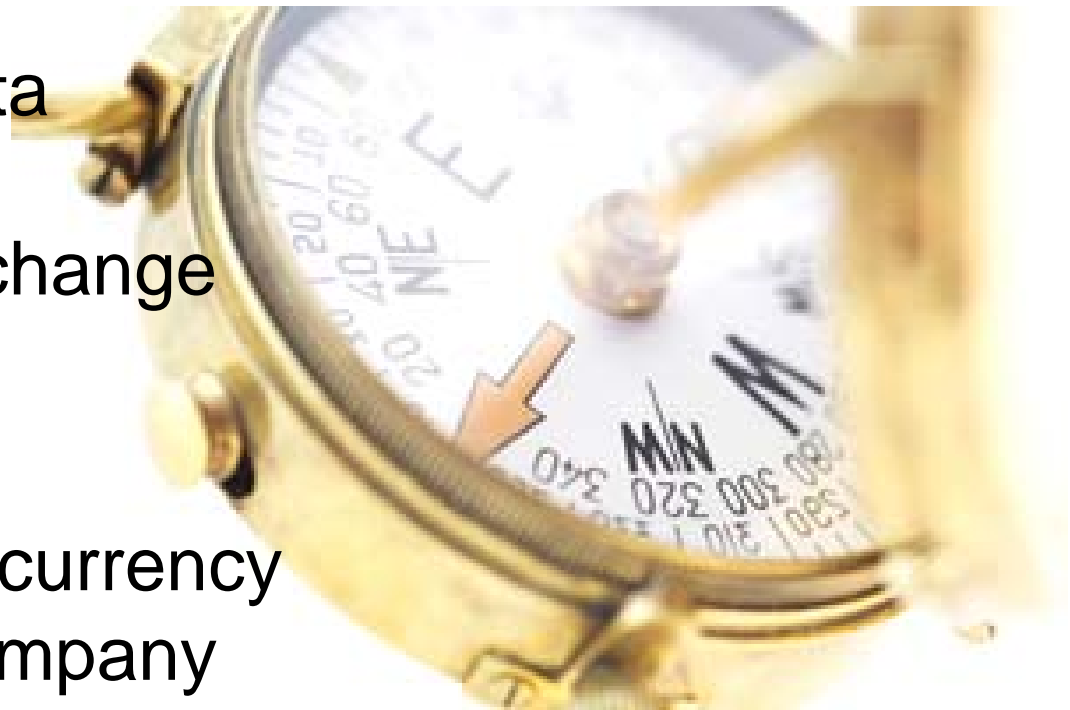
## Consolidation

- Currency conversion
  - Different conversion methods
  - Analysis of currency effects
- Support with intercompany reconciliations
  - Automatic intercompany eliminationen at every group level
  - Automatic intercompany profit eliminationen at every group level
- Acquisition calculation
- Deffered tax calculation



## Audit Trail

- Audit trail on meta data
  - SOX Act.
  - Time, user, which change
- Audit trail on data
  - System reports for currency conversion, intercompany elimination ...



# Report Production / Distribution

- Standard Reports
- Report Books
  - Automated reporting
  - E-mail enabled
  - Web Publishing
  - Excel
- Ad-hoc Analysis and Dashboards
- FAP

The screenshot shows the 'Frango Controller' application window. The main area displays a list of reports under 'Reports and Forms'. On the right, there are settings for 'Data Selection' (Actuality, Period, Forecast Actuality) and 'Output Selection' (Preddefined, Printer, Preview, Frango Navigator, File, E-mail).

The screenshot shows a web browser displaying a dashboard report. The report is titled 'Report Viewer - D2G Compound Dashboard Report' and includes several sections:

- Internal Perspective:** A table showing metrics like Customer Renewal %, Renewal %, Quote Win Loss, and Car Win Loss with their respective status, value, and target.
- Sales Processes:** A table showing metrics like Customer Renewal %, Renewal %, Quote Win Loss, and Car Win Loss with their respective status, value, and target.
- SALES PERFORMANCE (QTD - Thousands):** A section containing a pie chart for '2002' with values 391,062, 97,350, 279,375, and 624,011 (Expected Volume). Below it is a line chart for 'Expected Sales Data (QTD)' showing trends for Accessories, DVDs, Electronics, Movies, and PDAs.
- Customer Perspective:** A table showing metrics like Accessories, DVDs, Electronics, Movies, and PDAs with their respective values and trends.
- Sales Force Performance V Target:** A table showing metrics like Accessories, Electronics, Movies, MP3s, and PDAs with their respective actual and target values and percentages.
- Higs & Lows:** A table showing metrics like Accessories, Electronics, Movies, MP3s, and PDAs with their respective high and low values.
- BUSINESS SFE METRICS (QTD - Thousands):** A section at the bottom of the dashboard.



# Delivering CCR performance blueprints



Internal Control Blueprint  
(Released March 19<sup>th</sup>, 09)

Internal control collection and assessment

Pre-built controls and templates

84 certified controls with blueprint

Easily customized

Integrated reporting

Semansys XBRL Partner Blueprint  
(Release May 27<sup>th</sup>, 09)

Integrated delivery connected at the data source

Generic support XBRL

taxonomies

Third party data and commentary

Full audit & control

# De mo





## Key Benefits: Cognos Controller



- One single version of corporate financial data
- Multi dimensional analysis
- Built-in intelligence for consolidation
- Supporting different GAAPs
- Audit-trail
- Web-enabled
- Multi-language support

Thank  
You