

**Case study : Financial reporting and commercial reporting synergies**

 TOYOTA TSUSHO CORPORATION

IBM Cognos 8 and TM1 approach to align consistency between financial data and Management KPI's



Cognos Software

Prévisions glissantes.  
**Exemples tirés de la pratique.**

Hôtel Beau-Rivage Palace, Lausanne



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**DRIVE YOUR PERFORMANCE**

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**The Strategic Management Context**  
**Our EPM / CPM Services**  
**EPM / CPM Framework & Approach**  
**Toyota experience**  
**Questions and answers**

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In troubled times, execution continues to be a major concern of most executives

**THE WALL STREET JOURNAL**

WSJ.com

CAREERS | NOVEMBER 20, 2008, 12:21 A.M. ET

**Executives Shift to Survival Mode**

*Work-Force Issues Move to Back Burner as Financial Worries Take Precedence*

By GARI TUNA

Business executives are shuffling their priorities, as concerns about confidence and risk-management supplant work-force issues.

The Conference Board last month again surveyed the chief executives, chairmen and company presidents who were asked in July and August to list their top concerns. The differing results reflect the impact of the credit crunch, which deepened in September, and the slowing global economy.

Among the 190 executives who responded to both surveys, execution of business strategy remained the top priority. But nearly twice as many -- 47% of respondents, up from 25% in late summer -- said they were especially concerned about "speed, flexibility [and] adaptability to change." Global economic performance and financial risk were the fourth- and fifth-most-pressing concerns. Neither were among executives' top-10 priorities in the earlier poll.

**Crisis Management**

Top five concerns among executives world-wide

■ Oct.  
■ July/Aug.

Relative rankings July/Aug.	Oct.	Challenges	Cite challenge as being of 'greatest concern'
1	1	Excellence in execution	55.4% 46.0%
3	2	Consistent execution of strategy by top management	47.0 41.9
7	3	Speed, flexibility, adaptability to change	46.6 24.5
16	4	Global economic performance	44.6 17.2
11	5	Financial risk, including liquidity, volatility, and credit risk	43.8 20.8

Note: The global top 5 list is weighted by regional representation in global GDP as established by the International Monetary Fund

Source: The Conference Board

# Executive Challenges

## Business Issues

Difficulty gaining alignment of key resources to strategic goals and objectives

Setting guidance and meeting stakeholder expectations

Delivering timely and accurate information to internal and external audiences

Growing costs and complexity to meet global compliance requirements

## Business Needs

Strategic planning and scorecarding solution that promotes alignment

Integrated solution for financial reporting and planning

Reporting and analysis environment that integrates data from multiple sources

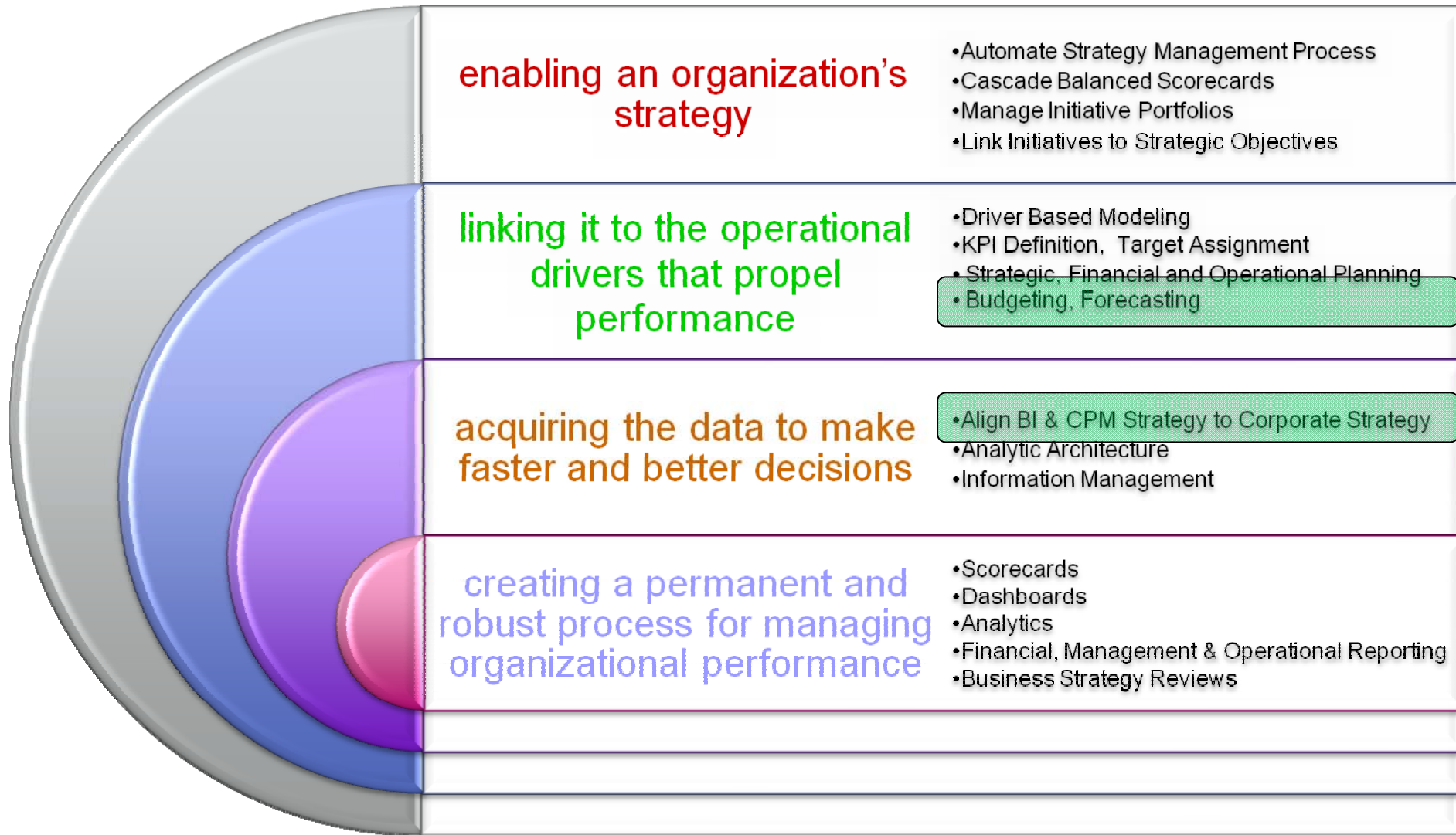
Single solution that supports all global accounting and reporting standards

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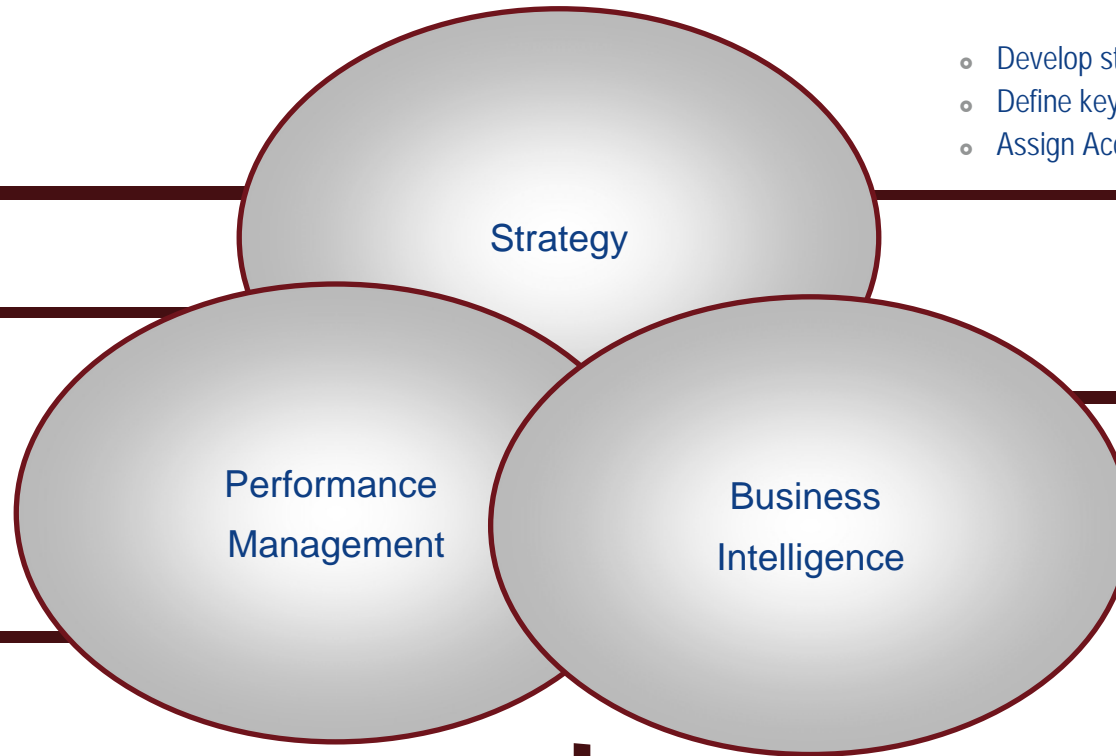
Our EPM / CPM services



# Enterprise Performance Management components

- Long term planning scenarios
- Set strategic targets
- Capital structure/financing

- Develop strategies and goals
- Define key initiatives
- Assign Accountability



- Strategy Maps, Scorecards
- Metrics, Targets, KPIs
- Operational dashboards

- Analytics
- Key trends across LOBs
- BI Applications
- Operational Effectiveness

- Allocate strategic targets
- Financial budgeting
- Operational planning
- Profitability Modelling

- Financial & Statutory
- Management Reporting
- Compliance
- Metrics

- Rolling forecasts



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The Strategic Management Context  
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Challenge: How to link Financial reporting an operational BI reporting to drive performance?

Executive Team



Are we executing our strategy?

What KPIs and action plans will achieve our targets?

Business Manager



Does our plan reflect current business conditions?

Finance Manager



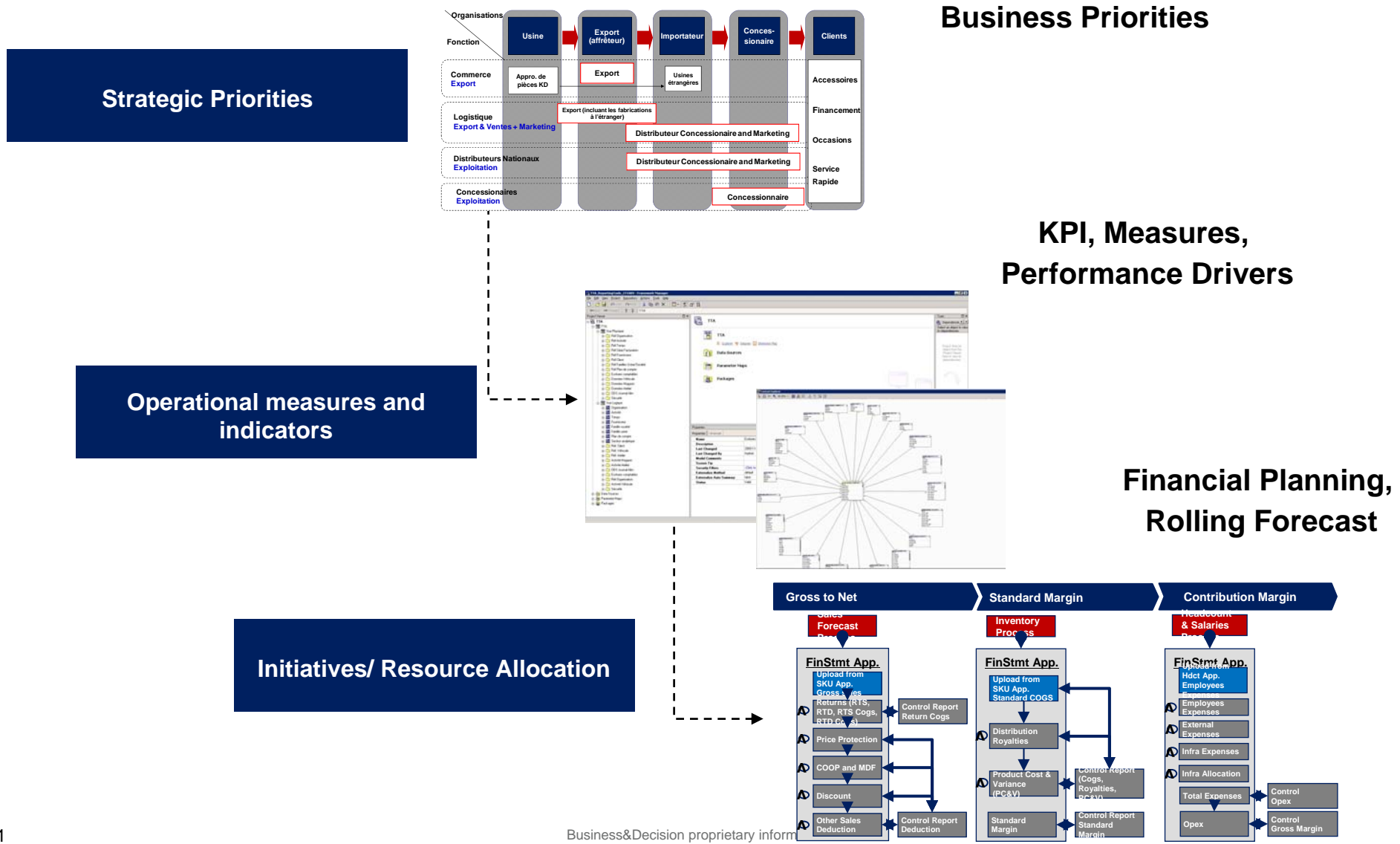
Strategic Priorities

Operational Drivers

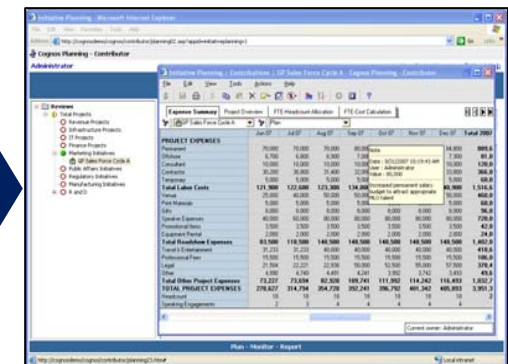
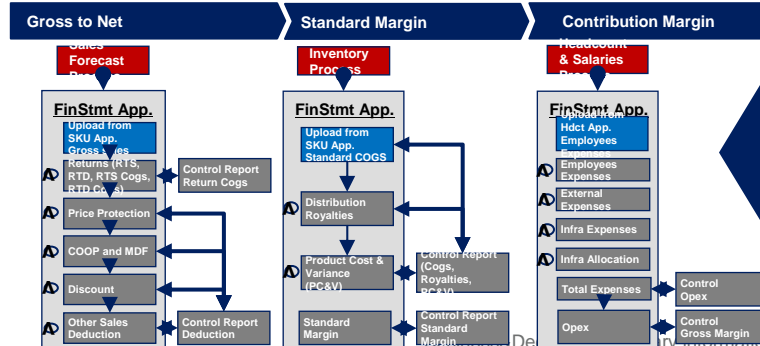
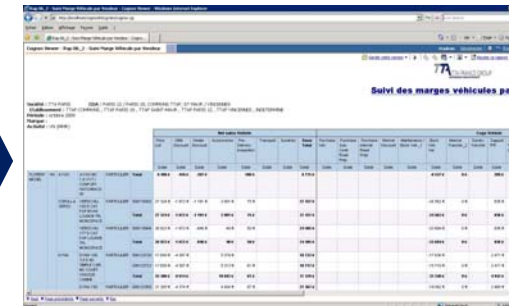
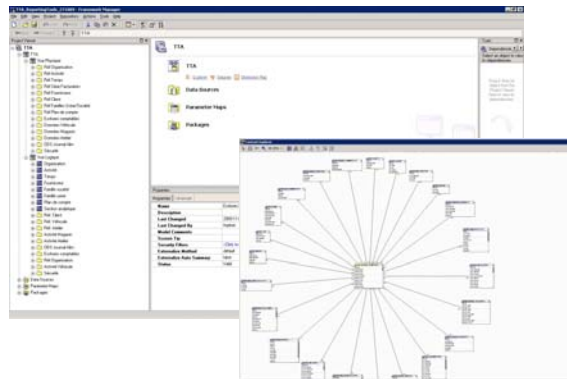
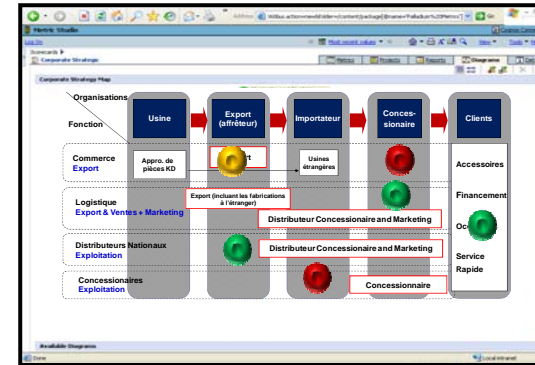
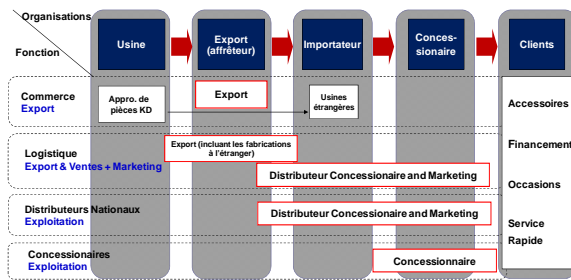
Plans and Budgets

??

# Step 1: Align appropriate frameworks to support an integrated strategy management process



# Step 2: Use BI & CPM tools to enable and automate the integrated management process



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The Strategic Management Context  
Our EPM / CPM Services  
EPM / CPM Framework & Approach

**Toyota experience**

***Toyota: Company's presentation***

*Project context*

*Solution implemented*

*Solution added-value*

Questions and answers

## Toyota Tsusho Corporation Company's presentation

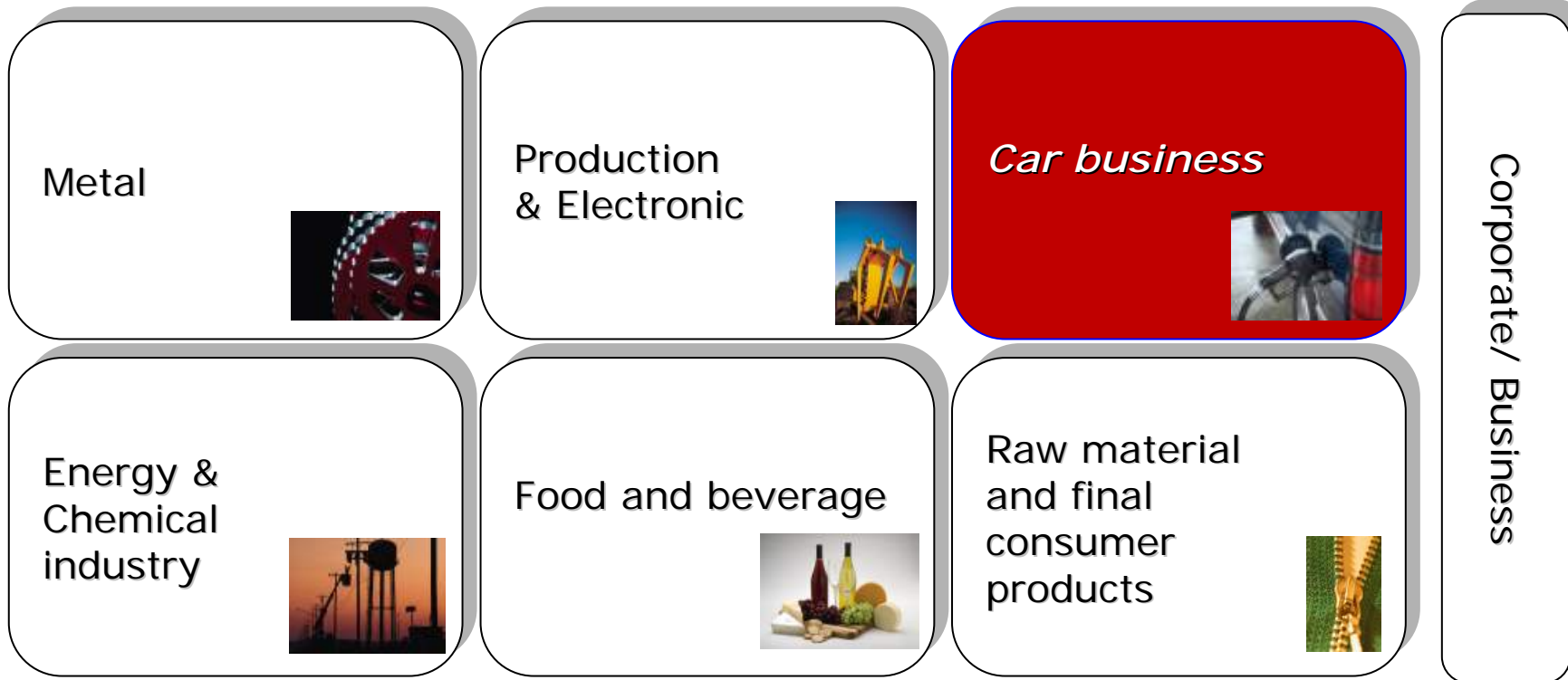
 TOYOTA TSUSHO CORPORATION

- Fondered : July 1948
- Management : Junzo Shimizu - CEO
- Shares : 64.936 billion Yen
- Shareholders :
  - Toyota Motor Corporation 21.7%
  - Toyota Industries Corporation 11.2%
- Turnover : 6 286.9 billion Yen (FY08)
- Consolidated Net Results: 98.4 billion Yen (FY08)
- Line of business: Import/Export, Retail, Insurance



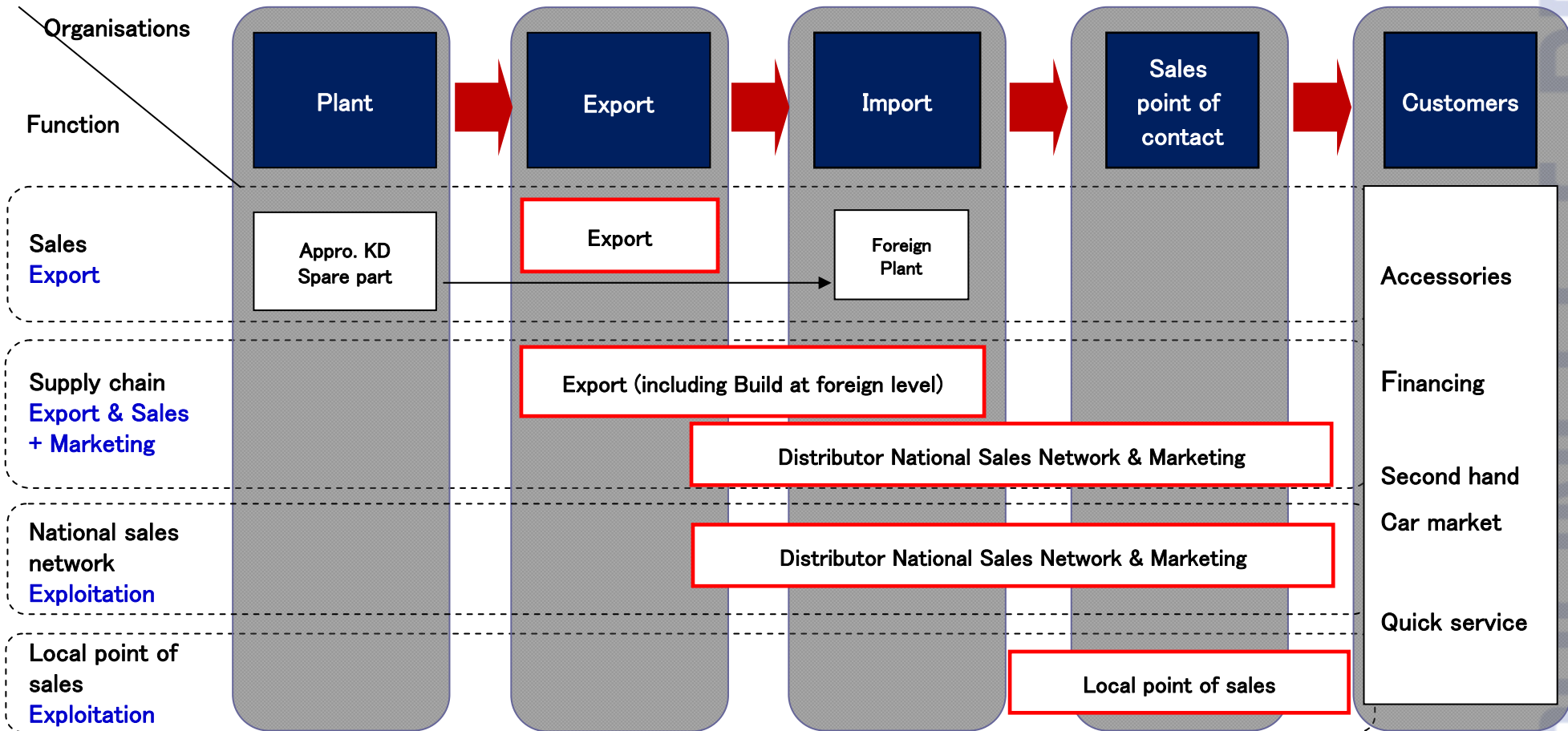
# Toyota Tsusho Corporation

- Group organization



# TTC : Car business

- Support expansion of Car sales round 142 countries, (including emerging markets)
- Brands : Toyota, Lexus, Daihatsu, Hino, Subaru & Suzuki





## Information System Roadmap 2008/2009

### 1. Stakes

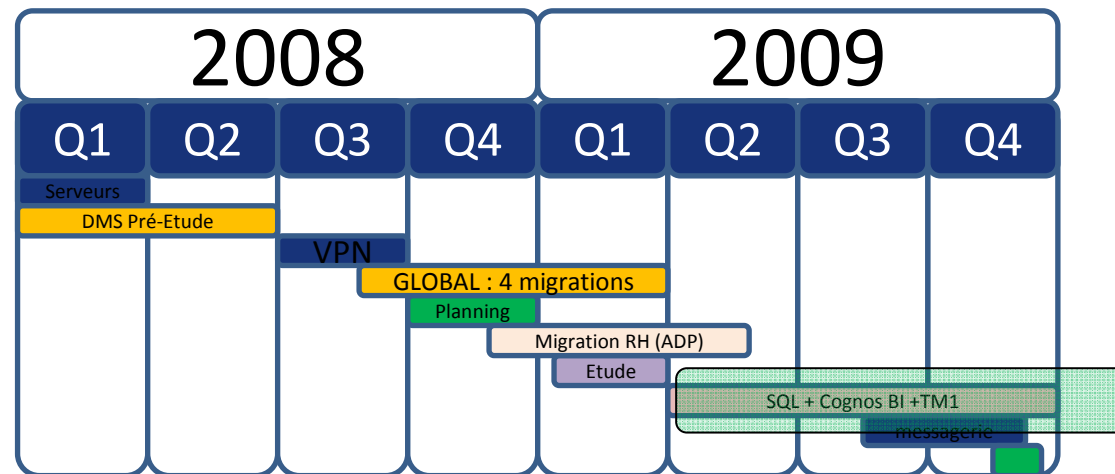
- Time : Operational roll-out of complet ERP 01/04/09
- Functionalities Change management round PDCA initiative (Plan/Do/Check/Act)
- But : Système d'Informations partagées / Unifiées pour les Opérationnels et les Administratifs.

### 2. Constraints

- Multiples reporting (Statutory / Management / Toyota France / fiscal)
- Human : limited resoruces
- DMS Choice

### 3. Action plan :

- TM1 is part of IS RoadMap....



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## Project context

- End 2008, Roll-out of Budget Reporting and Planning solution based on Cognos Planning (replace of complex « full » Excel process)
- Beginning 2009, implementation of complete ERP solution ERP : Reynolds & Reynolds
- Issues : Poor analytical system
  - ✓ How to manage and to Sales activities ?
  - ✓ How to perform quick reporting to Distributor National Sales Network ?
  - ✓ How to avoid complex calculation and cross check based on Excel and manual processes ?
  - ✓ How to monitor and anticipate business decision ?
- Solution :
  - ✓ Automate Management reporting based on ERP source of data
  - ✓ Provide to Management Performance management and analysis features

## Project objectives

- Implement a powerful solution:
  - ✓ Provide data quality and reconciliation between Accounting data and Management data
  - ✓ Monitor activities
  - ✓ Provide information to management and users
  - ✓ Analyze data based on dimensions (companies, car categorie,...)
  - ✓ Provide a secured environnement solution
  - ✓ Provide automation process for data sourcing
  - ✓ Provide a dynamic and flexible solution
  
- Solution should be implemented before ERP complete Roll-out

## Project Challenge

- Feasibility study:
  - ✓ reconciliation between Accounting data and Management data
- Project issues:
  - ✓ Migration from Development to Production ERP
  - ✓ Source of data not stabilized and checked (multi-sites, non data quality process)
  - ✓ Evolutive business rules, not shared,
  - ✓ Difficulties to validate functional design and new business rules
  - ✓ Quick and rationalized implementation process

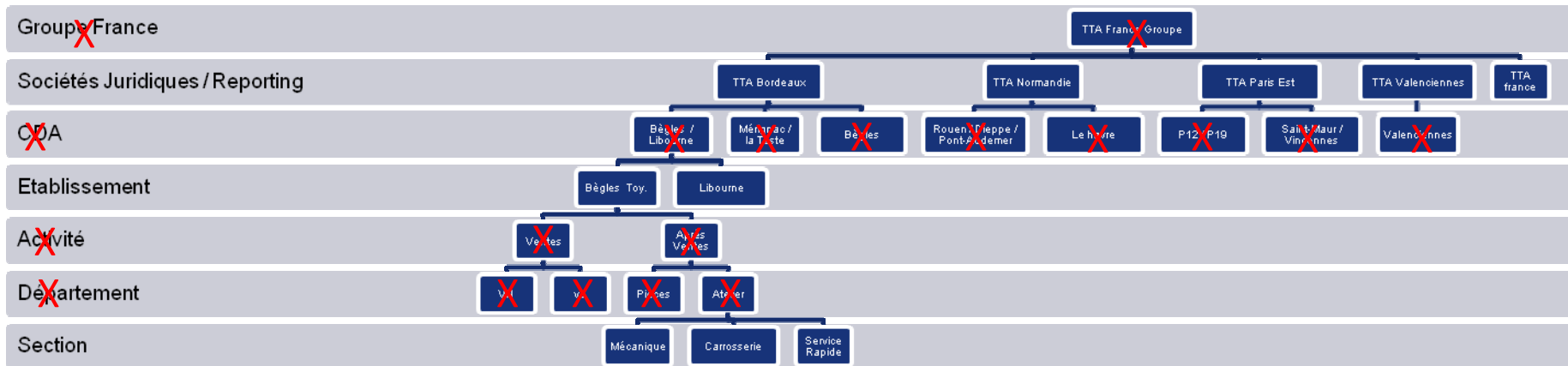
**One unique flexible solution, easy to build and implement,  
answering pragmatic and short term requirements**



**Evolutive Performance architecture, covering user-friendliness  
Functionalities like IBM-Cognos TM1 and IBM-Cognos BI**

## Cognos BI / TM1 aims

1. Poor DMS Analytical system
  - Analytical accounting system not performant



## 2. Solution

- On going Interface project (starting in 2004) Global-> Cognos => Start from existing “Upstream” (Extract of data) package
- Pre-study with Business & Decision on feasibility and appropriate solution to build
- Identification of two distinct groups of users
  - ✓ Operational user who need detailed level of information => **Cognos BI**
  - ✓ Support functions who require « drill-down » features and aggregated and intermediate level of data => **TM1**
- 2 dedicated Applications based on one unique SQL Platform (managing all “Upstream” processes and files (70).

# Cognos BI / TM1 Solution

## 1. Principle

- All financial measures and KPIs which should be analyzed and/or communicated are based on « Financial and accounting » databases, including TM1, guarantee of accuracy of data :
- One financial thruth
- Provide consistency between financial figures and management figures (Invoiced hourly volume quantity, Purchased volume quantity, Sold quantity, Financing Sold quantity)
- Only non financial event are dealing with non accounting data (Supplier Order, Customer purchase order, Backlog)

## 2. Example :

Cube Finance - VUE\_PNL\_COGS\_MMR-View1

Par défaut - 2009  
Par défaut - 10  
Par défaut - Section\_Analytique  
Par défaut - TOUS\_BOSSIERS\_VEHICULES  
Par défaut - Structure\_Toyota  
Par défaut - TOUS\_TYPES\_CLIENTS

ORGANISATIO N	Mesure	27532-PARIS 12/PARIS 19	27532-PARIS 12/PARIS 19
COMPTES			
Net Sales	2414 261,61	148	22
Net sales Vehicle	1947 603,61	103	22
Net sales Used Car	190 762,25	40	0
Net sales Parts	145 365,15	0	0
Net sales Workshop	124 023,15	0	0
Net sales Others	1 562,95	0	0
Net COGS	(2200 230,56)	0	0
Cogs Vehicle	(1 938 212,63)	0	0
Cogs Used Car	(172 556,23)	0	0
Cogs Parts	(50 061,64)	0	0
Cogs Workshop	(76 109,71)	0	0
Cogs Others	(5 890,40)	0	0
Other Operational Revenue	79 948,76	0	0
Commission (Finance/Insurance...)	10 894,76	0	0
Incentives/Bonus income	69 054,00	0	0
Overall Personnel Expenses	(123 370,22)	0	0
Personnel Expenses (Vehicle)	(54 962,96)	0	0
Personnel Expenses/ Commissions on Sales	(11 647,72)	0	0
Personnel Expenses (Parts)	(8 966,15)	0	0
Personnel Expenses (Service Admin)	(19 387,39)	0	0
Personnel Expenses (Admin)	(40 053,72)	0	0
Advertising Expenses	(6 782,46)	0	0
Depreciation Expenses	(14 145,70)	0	0
Provision for Bad Debt	4 460,40	0	0
Provision for Obsolete Stock	7 834,11	0	0
Accrual / Assets_2	0,00	0	0
Accrual Courtesy Cars	(2 778,65)	0	0
Accrual Demo Cars	(6 596,06)	0	0
Accrual Others	0,00	0	0
Accrual Parts	(338,21)	0	0
Accrual Used Car	(3 200,00)	0	0
Accrual Vehicle	25,46	0	0
Reversal / Assets_3	0,00	0	0
Reversal Courtesy Cars	3 035,55	0	0
Reversal Demo Cars	14 666,95	0	0
Reversal Others	0,00	0	0
Reversal Parts	0,00	0	0
Reversal Used Car	0,00	0	0
Reversal Vehicle	2 595,07	0	0
Other expenses	(129 323,01)	0	0
Non-Operational Income	1 390,39	0	0
Non-Operational Expenses	(7 814,24)	0	0
Taxation	0,00	0	0
Net Profit (Loss)	26 219,98	148	22

TTA FRANCE GROUP

### Suivi des marges véhicules

Société : TTA PARIS  
Marque :  
CDA : PARIS 12 / PARIS 19  
Période : octobre Activité : VN (MMR)

Ettablissement : TTAPARIS 19 , TTAPARIS 12

		Coût Véhicule	Provision	Cumul	Coût. MMR	Coût. MMR	Total	Total	Coût Véhicule	Coût Véhicule	Coût Véhicule	Coût Véhicule	Coût Véhicule	Coût Véhicule	Coût Véhicule
		So. lés	So. lés		Amortis	Amortis	Total	Total	So. lés	So. lés	So. lés	So. lés	So. lés	So. lés	So. lés
	Total	-8 081 €	-27 186 €	-35 267 €	648,9 %	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
VO	AURIS	-8 081 €	-27 186 €	-35 267 €	648,9 %	1 939 €	12,2 %	-3 084 €	-16,2 %	1 000 €	0 €	0 €	0 €	0 €	-11 900 €
	AVENSE	10 939 €	716 989 €	1 046 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	AYGO	17 590 €	18 289 €	1 150 €	1,24 %	8,6 %	2 504 €	11,2 %	-3 872 €	-11,6 %	2 000 €	0 €	0 €	0 €	0 €
	COROLLA VERSO	40 630 €	-23 163 €	3 107 €	-2,81 €	6,5 %	6 649 €	11,7 %	-8 812 €	-17,5 %	2 000 €	0 €	0 €	0 €	0 €
	HILUX	37 434 €	-46 531 €	1 893 €	2,00 €	6,6 %	4 086 €	10,9 %	-4 740 €	-11,6 %	1 000 €	0 €	0 €	0 €	0 €
	IQ	41 194 €	-40 469 €	4 464 €	3,86 €	1,7 %	6 183 €	12,6 %	-3 079 €	-14,4 %	2 100 €	0 €	0 €	0 €	-2 000 €
	URBAN CRUISER	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	YARIS	43 211 €	-41 376 €	2 534 €	1,35 €	4,2 %	4 669 €	10,3 %	-3 620 €	-16,7 %	4 000 €	0 €	0 €	0 €	-4 000 €
VO	Total	-194 555 €	-150 514 €	-14 567 €	-3,76 €	3,6 %	21 426 €	11,0 %	-16 700 €	-16,6 %	14 100 €	0 €	0 €	0 €	-14 000 €
VK	AURIS	18 446 €	18 932 €	2 586 €	1,34 €	-0,3 %	1 866 €	10,7 %	-4 369 €	-22,0 %	1 000 €	0 €	0 €	0 €	-1 000 €
	PRIVUS	0 €	-1 554 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	RAV4	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
VN	Total	18 446 €	-18 932 €	2 586 €	-1,75 %	0,0 %	331 €	2,1 %	-4 369 €	-22,0 %	1 000 €	0 €	0 €	0 €	-1 000 €
	AURIS	18 735 €	-18 932 €	1 746 €	4,46 €	-0,8 %	1 695 €	6,6 %	-3 003 €	-16,3 %	1 100 €	0 €	0 €	0 €	0 €
	AVENSE	0 €	-204 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	AYGO	33 932 €	-78 864 €	3 376 €	4,7 %	0 €	-7 867 €	-8,0 %	8 100 €	11 900 €	0 €	0 €	0 €	0 €	0 €
	COROLLA VERSO	334 936 €	-309 939 €	16 398 €	4,8 %	0 €	-63 092 €	-16,4 %	17 100 €	11 400 €	0 €	0 €	0 €	0 €	-4 000 €
	IQ	109 336 €	-106 728 €	1 220 €	3,72 €	3,8 %	6 385 €	4,9 %	-9 063 €	-7,7 %	8 300 €	0 €	0 €	0 €	0 €
	LAND CRUISER	303 746 €	-294 166 €	9 580 €	3,2 %	0 €	-42 823 €	-14,2 %	6 000 €	4 000 €	0 €	0 €	0 €	0 €	-1 000 €
	PRIVUS	512 777 €	-432 538 €	33 339 €	6,0 %	0 €	-32 776 €	-14,2 %	24 700 €	28 400 €	0 €	0 €	0 €	0 €	0 €
	RAV4	106 777 €	-102 939 €	4 177 €	3,9 %	0 €	-17 189 €	-14,0 %	6 200 €	10 000 €	0 €	0 €	0 €	0 €	0 €
	URBAN CRUISER	16 936 €	-18 524 €	301 €	3,8 %	0 €	-1 191 €	-7,1 %	1 100 €	1 200 €	0 €	0 €	0 €	0 €	0 €
	YARIS	268 918 €	-244 239 €	12 320 €	4,7 %	0 €	-33 380 €	-11,3 %	22 600 €	25 800 €	0 €	0 €	0 €	0 €	0 €
VO	Total	1 741 333 €	-1 840 532 €	2 386 €	0,30 %	4,8 %	82 245 €	4,8 %	-256 473 €	-11,0 %	80 200 €	108 100 €	0 €	0 €	-12 000 €
	AUTRES	1 742 €	33 €	1 765 €	102,9 %	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	AYGO	17 €	17 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	YARIS	16 €	16 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	RAV4	84 €	84 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
Total	Total	1 271 €	59 €	1 321 €	103,9 %	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €	0 €
	Total	1 847 808 €	-1 886 213 €	20 732 €	62,38 €	2,7 %	73 115 €	3,8 %	-286 828 €	-12,3 %	108 200 €	108 200 €	0 €	0 €	-12 000 €

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Our EPM / CPM Services  
EPM / CPM Framework & Approach

**Toyota experience**

*Toyota: Company's presentation*

*Project context*

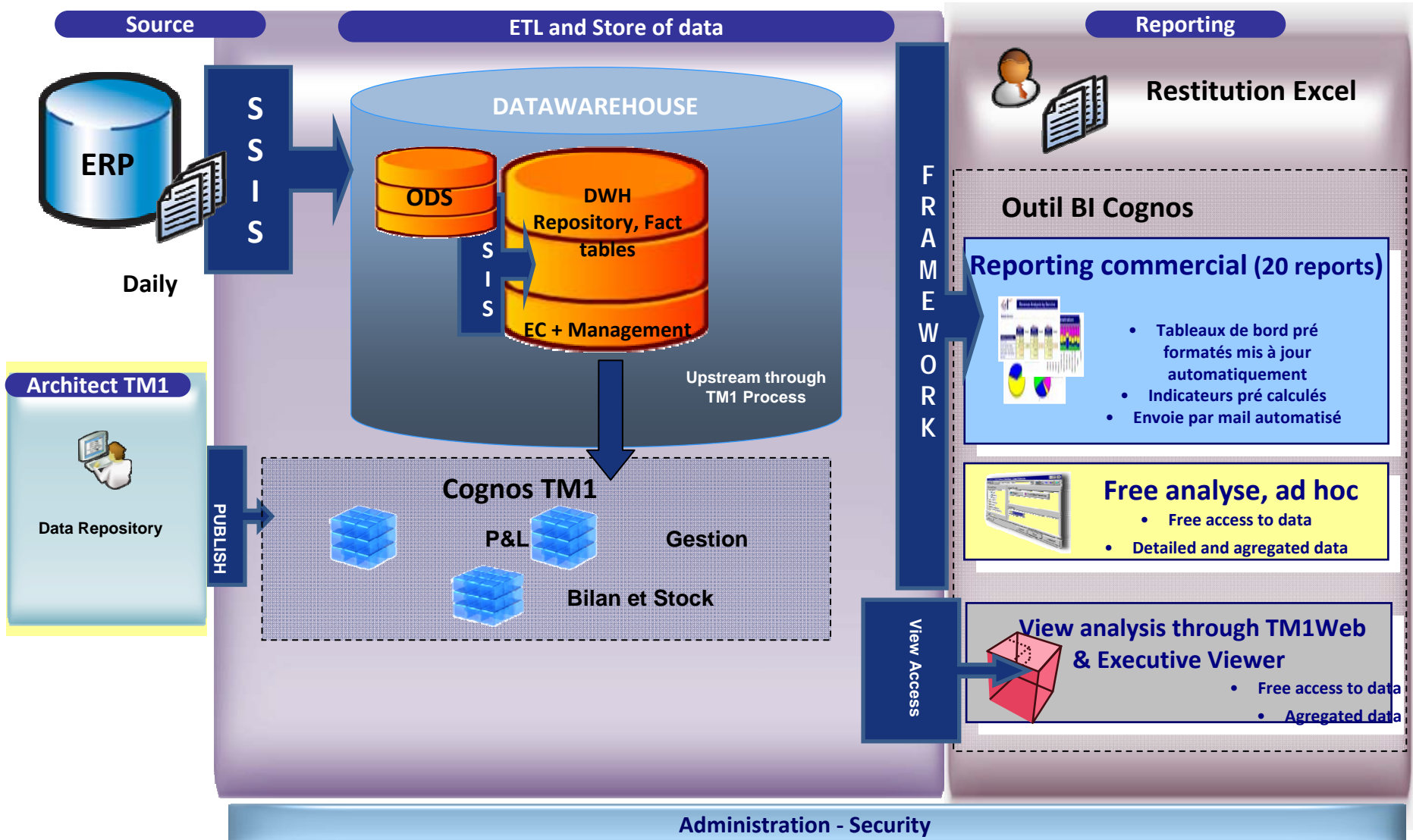
**Solution implemented**

*Solution added-value*

Questions and answers



# Solution implemented



## Top-Down analysis: vision 360, quick and easy-to-use

- **Cubes P&L and Balance Sheet**

- ✓ Point of sales (Site, concession)
- ✓ Customer (Type of Customer)
- ✓ Product (Vehicle, service)
- ✓ Chart of accounts
- ✓ Time (Year, Month, Day), Exercise

- **Cube Management**

- ✓ Point of sales (Site, concession, detailed Business unit)
- ✓ Customer (Type of Customer)
- ✓ Product (Vehicle, service)
- ✓ Vehicle Pack
- ✓ Time (Year, Month, Day), Exercise

# Framework Manager, Logical and Physical organisation

The screenshot displays the Business & Decision Framework Manager interface for a project named 'TTA\_ReportingTools\_271009'. The interface is divided into several panes:

- Project Viewer:** A tree view on the left showing the project structure. It is organized into two main views:
  - Vue Physique (Physical View):** A hierarchical list of folders representing physical data sources and reports, such as 'Réf Organisation', 'Réf Activité', 'Réf Temps', 'Réf Série Facturation', 'Réf Fournisseur', 'Réf Client', 'Réf Familles Usine/Société', 'Réf Plan de compte', 'Ecritures comptables', 'Données Véhicule', 'Données Magasin', 'Données Atelier', 'ODS Journal Alim', and 'Sécurité'.
  - Vue Logique (Logical View):** A list of logical components including 'Organisation', 'Activité', 'Temps', 'Fournisseur', 'Familie société', 'Familie usine', 'Plan de compte', 'Section analytique', 'Réf. Client', 'Réf. Véhicule', 'Réf. Atelier', 'Activité Magasin', 'Activité Atelier', 'ODS Journal Alim', 'Ecritures comptables', 'Réf Organisation', 'Activité Véhicule', and 'Sécurité'.
- Main Workspace:** Displays the selected project 'TTA' with icons for 'Data Sources', 'Parameter Maps', and 'Packages'. Below this is a 'Properties' pane with a table of metadata.
- Properties Table:**

Property	Value
Name	Ecritures (
Description	
Last Changed	2009-11-0
Last Changed By	Radmin
Model Comments	
Screen Tip	
Security Filters	<Click to e
Externalize Method	default
Externalize Auto Summary	false
Status	Valid
- Content Explorer:** A diagram on the right showing a complex network of dependencies between various components, represented as boxes connected by lines.
- Tools:** A small panel on the far right with a 'Dependency' dropdown and a 'Select an object to view its dependencies' instruction.

# TM1 Server

TM1 Architect : Explorateur de serveur

Fichier Cube Edition Affichage Aide

TM1

- tta\_tm1\_rec
  - Applications
    - TTA\_Paris
  - Cubes
    - Cube Finance
  - Dimensions
    - Vues
    - Cube Finance
    - Cube Finance Jour
    - Cube Gestion
  - Process
    - Chargement\_Dimension\_Exercice
    - Chargement\_Dimension\_Fournisseur
    - Chargement\_Dimension\_Jour

Nom	Ordre	Propriétaire de la sécurité	Serveur de réplicat
ORGANISATION	1	ND	
EXERCICE	2	ND	
PERIODE	3	ND	
SECTION ANALYTIQUE	4	ND	
COMPTES	5	ND	
PRODUIT	6	ND	
CLIENT	7	ND	
DOSS_VEHICULE	8	ND	
Mesure	9	ND	

Source de données: tta\_tm1\_rec->Chargement\_Cube\_Finance

Source de données | Variables | Mapping | Avancé | Planning

Variable d'élément	Valeur d'exemple	Dimension	Place dans le cube	Action	Type d'élément	Ordre des éléments
COMPTES	6037500121200	COMPTES			Nom	1
ORGANISATION	LOT_E3	ORGANISATION			Nom	2
SECTION_ANALYTIQUE	25	SECTION_ANALYTIQUE			Nom	4
PRODUIT	12120	PRODUIT			Nom	6
CLIENT	018648_GIE_L01	CLIENT			Nom	7
DOSS_VEH	N	DOSS_VEH			Nom	8
ANNEE	2009	PERIODE			Nom	3
MOIS	06	PERIODE			Nom	3
(Variables de données)		Mesure			Nom	9

Editeur de sous-ensemble : tta\_tm1\_rec->COMPTES->Par défaut [Publique]\*

Sous-ensemble Edition Affichage Outils Aide

Par défaut

Libellé

Nom	Propriétaire de la sécurité	Type	Niveau	Ponc
Σ G.P.Ratio		Consolidé	2	1
Σ Gross Profit		Consolidé	2	1
Σ YMC		Consolidé	2	1
Σ (Accum.Deprec.)		Consolidé	2	1
Σ A/C Payable - Trade		Consolidé	2	1
Σ A/C Receivable-Trade		Consolidé	2	1
Σ Accrued Expenses		Consolidé	2	1
Σ Advance Paid		Consolidé	2	1
Σ A/C Receivable-Trade		Consolidé	2	1
Σ Advance Received		Consolidé	2	1
Σ Advertising Expenses		Consolidé	2	1
Σ Bank Overdraft		Consolidé	2	1
Σ Cash & Bank		Consolidé	2	1
Σ Advance Received		Consolidé	2	1
Σ Advertising Expenses		Consolidé	2	1
Σ Bank Overdraft		Consolidé	2	1
Σ Cash & Bank		Consolidé	2	1
Σ Depreciation Expenses		Consolidé	2	1
Σ Dividend payable		Consolidé	2	1
Σ Intangibles		Consolidé	2	1
Σ Cash & Bank		Consolidé	2	1
Σ Inventories		Consolidé	2	1
Σ L/T Borrowings		Consolidé	2	1
Σ Land / Buildings		Consolidé	2	1
Σ Dividend payable		Consolidé	2	1
Σ Land / Buildings		Consolidé	3	1
Σ Net COGS		Consolidé	2	1
Σ Inventories		Consolidé	2	1
Σ L/T Borrowings		Consolidé	3	1
Σ Land / Buildings		Consolidé	2	1
Σ Net COGS		Consolidé	2	1
Σ Non-Operational Income		Consolidé	2	1
Σ Net profit/loss		Consolidé	2	1
Σ Net Sales		Consolidé	2	1
Σ Non-Operational Expense		Consolidé	2	1
Σ Non-Operational Income		Consolidé	3	1
Σ Other Operational Revenue		Consolidé	3	1

OK Annuler

Source de données: tta\_tm1\_rec->Chargement\_Cube\_Finance

Source de données | Variables | Mapping | Avancé | Planning

Variable	Type de variable	Valeur d'exemple	Contenu	Formule	Nouvelle variable
1 COMPTES	Chaîne	6037500121200	Élément		
2 ORGANISATION	Chaîne	LOT_E3	Élément		
3 SECTION_ANALYTIQUE	Chaîne	25	Élément		
4 PRODUIT	Chaîne	12120	Élément		
5 CLIENT	Chaîne	018648_GIE_L01	Élément		
6 DOSS_VEH	Chaîne	N	Élément		
7 ANNEE	Chaîne	2009	Élément		
8 MOIS	Chaîne	06	Élément		
9 CREDIT	Nom	0.00000	Comptes		
10 DEBIT	Nom	53.00000	Comptes		
11 SOLDE	Nom	53.00000	Comptes		
12 QTE_VEN	Nom	0.00000	Comptes		
13 QTE_ACH	Nom	0.00000	Comptes		
14 QTE_STK	Nom	0.00000	Comptes		
15 QTE_VAR_STK	Nom	0.00000	Comptes		
16 QTE_VN	Nom	0.00000	Comptes		

Source de données: tta\_tm1\_rec->Chargement\_Cube\_Finance

Source de données | Variables | Mapping | Avancé | Planning

Cube: Cube Finance

Action de cube

- Créer un cube
- Réviser un cube
- Mettre à jour un cube
- Purifier

Action de données

- Afficher les valeurs
- Accumuler les valeurs

Activer le journal de cube

# Report Studio Reporting (bases on Datawarehouse)

BUSINESS & DECISION

Rap 06\_2 - Suivi Marge Véhicule par Vendeur - Cognos Viewer - Windows Internet Explorer

http://localhost/cognos84/cgi-bin/cognos.cgi

Cognos Viewer - Rap 06\_2 - Suivi Marge Véhicule par Vendeur

Société : TTA PARIS CDA : PARIS 12 / PARIS 19, COMMUNS TTAP, ST MAUR / VINCENNES  
 Etablissement : TTAP COMMUNS, TTAP PARIS 19, TTAP SAINT-MAUR, TTAP PARIS 12, TTAP VINCENNES, INDETERMINE  
 Période : octobre 2009  
 Marque :  
 Activité : VN (MMR)

		Net sales Vehicle					Cogs Vehicle												
		Price List	OEM Discount	Dealer Discount	Accessories	Pre-Delivery Inspection	Transport	Sundries	Sous Total	Purchase Veh.	Purchase Sub-Contr. Road Prep.	Purchase Internal Road Prep.	Internal Discount	Maintenance / Stock Veh._1	Stock Veh. Var.	Internal Transfer_2	Sundry Transfer	Support TFR	Supp TFR (Cy)
		Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde
FLORENT MICHEL	VN	9 490 €	-418 €	-397 €					100										
	AYGO MC 1.0 VVT I CONFORT HATCHBACK SP																		
	COROLLA VERSO	27 324 €	-1 672 €	-1 191 €	2 901 €				75										
	AYGO MC 1.0 VVT I CONFORT HATCHBACK SP																		
	VERSIO NG 150 D CAT FAP BVAS LOUNGE 7PL MONOSPACE	27 324 €	-1 672 €	-1 191 €	2 901 €				75										
	VERSIO NG 177 D CAT FAP LOUNGE 7PL MONOSPACE	26 923 €	-1 672 €	-846 €	40 €				50										
	DYNA	17 650 €	-4 307 €		5 379 €														
	DYNA 100 3.0 D 4D SIMPLE CAB. MC COURT CHASSIS CABINE	17 650 €	-4 307 €		5 313 €				61										
	DYNA 150	21 200 €	-4 374 €		4 454 €				87										

Rap 03 - Suivi des ventes Pièces - Cognos Viewer - Windows Internet Explorer

http://localhost/cognos84/cgi-bin/cognos.cgi?b\_action=cognosviewer&action=unsub&object=%3fcontent%2fpackage%5b%40name%3d%27TTA%27%5d%3freport%5b%40name%3d%27Rap%2003%20%3d%27

Cognos Viewer - Rap 03 - Suivi des ventes Pièces

Société : TTA PARIS CDA : PARIS 12 / PARIS 19, COMMUNS TTAP, ST MAUR / VINCENNES  
 Etablissement : TTAP COMMUNS, TTAP PARIS 19, TTAP SAINT-MAUR, TTAP PARIS 12, TTAP VINCENNES, INDETERMINE Département : Magasin  
 Période : novembre 2009

		Net sales Parts				Magasin				Total		Discount %		Margin		Margin%		Cumul				
		Price List	PR Discount	Sundries	Total	Purchase PR	Stock PR	Transport / Sales	Total	Total	Solde	Net sales	Cogs	Discount %	Margin	Margin%	Net sales	Cogs	Discount %	Margin	Margin%	
		Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde	Solde
M.R.A.	TTAP PARIS 19	11 €			11 €			-6 €	-6 €	5 €		11 €	-6 €	-1,9 %	30 €	47,7 %	63 €	-33 €	-1,9 %	30 €	47,7 %	
	DUTARC	64 €	-1 €		63 €			-33 €	-33 €	30 €		63 €	-33 €	-1,9 %	30 €	47,7 %	63 €	-33 €	-1,9 %	30 €	47,7 %	
	EL BOURAÏSSI MUSTAPHA	411 €	-67 €		344 €			-263 €	-263 €	81 €		344 €	-263 €	-16,3 %	81 €	23,5 %	344 €	-263 €	-16,3 %	81 €	23,5 %	
	JM S	256 €	-36 €		260 €			0 €	0 €	260 €		260 €	0 €	-12,0 %	260 €	100,0 %	260 €	0 €	-12,0 %	260 €	100,0 %	
	JACQUELIN BRUNO	-11 €	2 €		-9 €			7 €	7 €	-2 €		-2 €	7 €	-17,0 %	-2 €	20,6 %	-2 €	7 €	-17,0 %	-2 €	20,6 %	
	BOUJAR AMARA	136 €	-42 €		92 €			-60 €	-60 €	32 €		92 €	-60 €	-31,4 %	32 €	34,6 %	92 €	-60 €	-31,4 %	32 €	34,6 %	
	LALRAY STEPHANE	117 €	-12 €		105 €			-62 €	-62 €	43 €		105 €	-62 €	-10,0 %	43 €	41,2 %	105 €	-62 €	-10,0 %	43 €	41,2 %	
	LEPPANC ALAIN	1 930 €	-321 €		1 610 €			-1 223 €	-1 223 €	386 €		1 610 €	-1 223 €	-16,6 %	386 €	24,0 %	1 610 €	-1 223 €	-16,6 %	386 €	24,0 %	
	LESCAUT	0 €	0 €		0 €			0 €	0 €	0 €		0 €	0 €	0 %	0 €	0 %	0 €	0 €	0 %	0 €	0 %	
	LEVASTRE CAROLE ELISA	290 €	-48 €		241 €			-184 €	-184 €	58 €		241 €	-184 €	-16,7 %	58 €	24,0 %	241 €	-184 €	-16,7 %	58 €	24,0 %	
	LORRAIN JEANNINE	1 409 €	-186 €		1 222 €			-977 €	-977 €	246 €		1 222 €	-977 €	-13,2 %	246 €	20,1 %	1 222 €	-977 €	-13,2 %	246 €	20,1 %	
	MARTINEZ DAVID	15 €	-2 €		13 €			-11 €	-11 €	3 €		13 €	-11 €	-12,0 %	3 €	18,8 %	13 €	-11 €	-12,0 %	3 €	18,8 %	
	MULLER FERNANDE	150 €	-27 €		123 €			-95 €	-95 €	28 €		123 €	-95 €	-17,9 %	28 €	22,9 %	123 €	-95 €	-17,9 %	28 €	22,9 %	
	NACOMA	226 €	-38 €		187 €			-142 €	-142 €	45 €		187 €	-142 €	-17,0 %	45 €	24,3 %	187 €	-142 €	-17,0 %	45 €	24,3 %	
	NOBBAL FMC	2 375 €	-382 €		1 994 €			-1 516 €	-1 516 €	478 €		1 994 €	-1 516 €	-16,1 %	478 €	24,0 %	1 994 €	-1 516 €	-16,1 %	478 €	24,0 %	
	NOUVELLE DE CHANDY *	80 €	-11 €		77 €			-62 €	-62 €	15 €		77 €	-62 €	-12,3 %	15 €	19,2 %	77 €	-62 €	-12,3 %	15 €	19,2 %	
	OURCO AUTO	229 €	-39 €		190 €			-144 €	-144 €	46 €		190 €	-144 €	-17,0 %	46 €	24,3 %	190 €	-144 €	-17,0 %	46 €	24,3 %	
	PEPRONI JEAN MARIE ROBERGEL	200 €	-42 €		238 €			-173 €	-173 €	65 €		238 €	-173 €	-15,0 %	65 €	27,2 %	238 €	-173 €	-15,0 %	65 €	27,2 %	
	ROBERGEL	3 €	-1 €		3 €			-2 €	-2 €	1 €		3 €	-2 €	-17,1 %	1 €	24,1 %	3 €	-2 €	-17,1 %	1 €	24,1 %	

# TM1 Perspectives views

The image displays three overlapping Microsoft Excel windows showing TM1 Perspectives views. The top window shows a cube structure with dimensions like 'VEVEUR' and 'COMPTES'. The middle window shows a detailed financial table with columns for 'GROUPE\_TTA', 'P01-TTA PARIS', 'N01-TTA NORMANDIE', and 'L01-T. T. A. Bordeaux'. The bottom window shows a list of 'VENDEURS' with columns for 'Net sales Vehicle', 'Cogs Vehicle', etc.

	GROUPE_TTA	P01-TTA PARIS	N01-TTA NORMANDIE	L01-T. T. A. Bordeaux
Net Sales	71152 570,05	19869 079,28	17256 868,58	27051 501,35
Net sales Vehicle	46128 276,36	15013 131,40	10826 114,22	15752 682,40
Net sales Used Car	13286 156,68	1787 909,22	3595 017,36	6676 264,93
Net sales Parts	7163 903,82	1676 411,77	1759 458,94	3033 705,15
Net sales Workshop	4376 520,98	1373 407,26	1016 648,74	1520 117,66
Net sales Others	197 712,21	18 219,63	59 629,32	109 731,22
Net COGS	(65140 677,38)	(18182 477,45)	(15854 770,85)	(24676 875,68)
Cogs Vehicle	(44740 981,34)	(14546 063,49)	(10451 777,59)	(15178 636,80)
Cogs Used Car	(13196 590,39)	(1763 988,02)	(3679 307,81)	(6608 348,67)
Cogs Parts	(4940 110,98)	(1153 766,77)	(1210 707,97)	(2071 820,76)
Cogs Workshop	(2225 950,30)	(688 725,86)	(511 278,71)	(816 963,82)
Cogs Others	(37044,37)	(29 353,31)	(1 698,77)	(1 105,63)
Other Operational Revenue	1984 553,97	695 215,30	487 464,34	622 436,92
Commission (Finance/Insurance...)	359 402,63	91 348,51	96 848,79	151 521,92
Incentives/Bonus income	1625 151,34	603 866,79	390 615,55	470 915,00
Overall Personnel Expenses	(4525 726,26)	(1311 509,60)	(1052 395,07)	(1720 044,50)
Personnel Expenses (Vehicle)	(2469 449,33)	(634 611,78)	(681 911,90)	(963 584,61)
Personnel Expenses / Commissions on Sales	(612 855,25)	(94 831,92)	(136 484,11)	(326 839,40)
Personnel Expenses (Parts)	(847 101,74)	(122 796,94)	(66 511,64)	(145 534,22)
Personnel Expenses (Service Admin.)	(757 604,23)	(201 603,61)	(115 904,95)	(349 849,17)
Personnel Expenses (Admin)	(951 570,96)	(352 497,27)	(188 066,58)	(261 076,50)
Advertising Expenses	(421 132,73)	(82 899,64)	(113 837,30)	(180 281,80)

# TM1 Web views

The screenshot displays the IBM Cognos TM1 Web interface with three overlapping views of a cube:

- Top View (Pivot Table):** Shows 'Net sales Vehicle' and 'Cogs Vehicle' data. The columns include 'VENDEUR', 'STATUT', 'CLIENT', 'DOSS\_VEHICULE', 'Qté Vendue', 'Qté Financée', 'Qté Achetée', 'Variation Stock', and 'Sold'. The 'Net sales Vehicle' total is 2,742,787.05.
- Bottom Left View (Table):** A detailed table of vendors and clients. The columns are 'VENDEUR', 'STATUT', 'CLIENT', 'DOSS\_VEHICULE', 'Net sales Vehicle', and 'Cogs Vehicle'. It lists various vendors like 'TOUS\_VENDEURS', '1\_CESSION\_TTA PARIS', etc.
- Bottom Right View (Charts):** Contains a pie chart for 'Qté Vendue' (split into red and green) and a bar chart for 'Qté Financée' (red bars) comparing 'TOUS\_VENDEURS' and 'TOUS\_DOSSIERS\_VEHICULES'.

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The Strategic Management Context  
Our EPM / CPM Services  
EPM / CPM Framework & Approach

**Toyota experience**

*Toyota: Company's presentation*

*Project context*

*Solution implemented*

***Solution added-value***

Questions and answers



## Solution added value

- Consistency check between accounting and management set of data
- Centralised and secured data
- One unique repository shared between Vehicle and Legal structure
- Automation of reporting to commercial team
- Short Project Implementation cycles
- Dynamic analysis functionalities provided to Financial Planning & Analysis team
- Open and evolutive technical architecture : New cubes are « **forecasted** »
- Shared platform between modules : potential link with Cognos C8, Cognos TM1 & Cognos Planning
- Functional administration oriented Final user

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## Questions and answers

