

# Examination of Revenue Reporting

Review of the data flow and the accompanying automation. Final process analysis and any further findings.

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Operational Finance Placement



Load Data

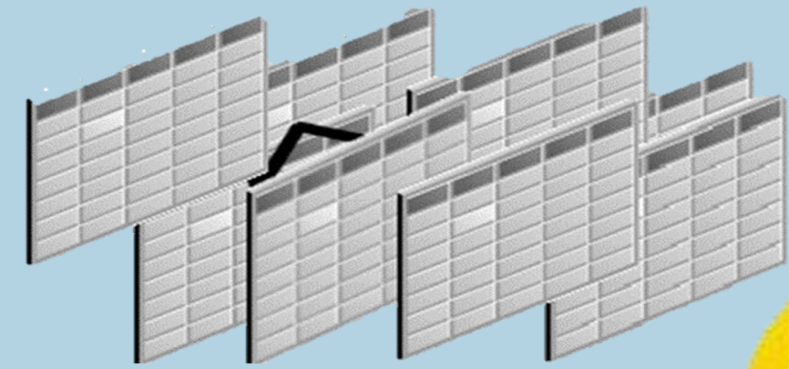
Consolidate Data

View Data

## FARNBOROUGH, UK

In Farnborough we use SAP P31, a centralised ERP (Enterprise Resource Planning) system that uses transactional processing.

- Transactional processing is designed to store and retrieve transactional information as quickly as possible. Transactional data is usually stored in relational tables consisting of rows and columns. These tables are linked together using primary and secondary keys.



- This type of processing is good for storing and retrieving data quickly, but since data is stored in separate tables with no hierarchy or relationship between them, complex queries are required to do any analysis on the data.



Import, validate, export & certify

FDMee

Consolidate into total business

### WHAT IS FDMEE?

- Financial Data Quality Management, Enterprise Edition (FDMee) is a data extract, transformation (mapping), and load tool.

- It is used to load data from flat files or a direct database connection (ex: EBS, PeopleSoft, SAP, interface table) to HFM & Planning.
- FDMee provides a uniform data collection process for all reporting units within an organisation, ensuring the integrity and mapping consistency of source financial data.
- Reduces the time that users, administrators and auditors must spend investigating, identifying and troubleshooting issues.
- This is a standardised process across the entire business.

### PROJECT - Weekly Revenue File Automation

#### Introduction

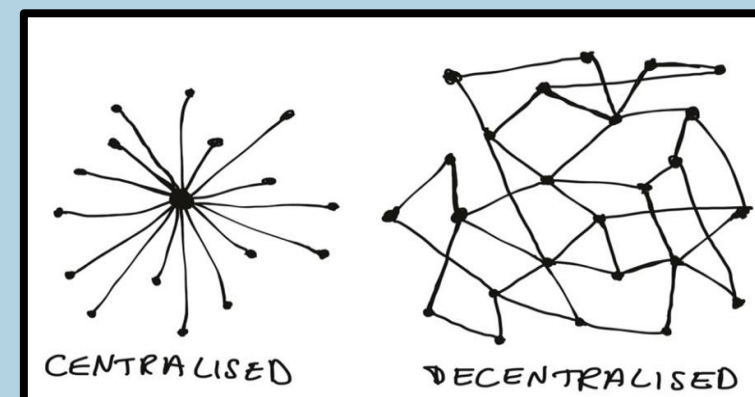
- A weekly report summarising revenue progression is distributed to Sales Leaders and Finance Managers.

#### File Capabilities

- Using Excel VBA, this file interfaces with SAP, extracting three reports which are subsequently combined together in Excel. The imported data feeds into a premade dashboard tailored to the stakeholders needs.
- Directly from Excel, a text file can be created instantly which is used in our load to FDMee & HFM ^^ see above.
- Revenue figures combined with a COM (Cost or Manufacturing) report extracted from SAP shows the margin made for a particular sale.

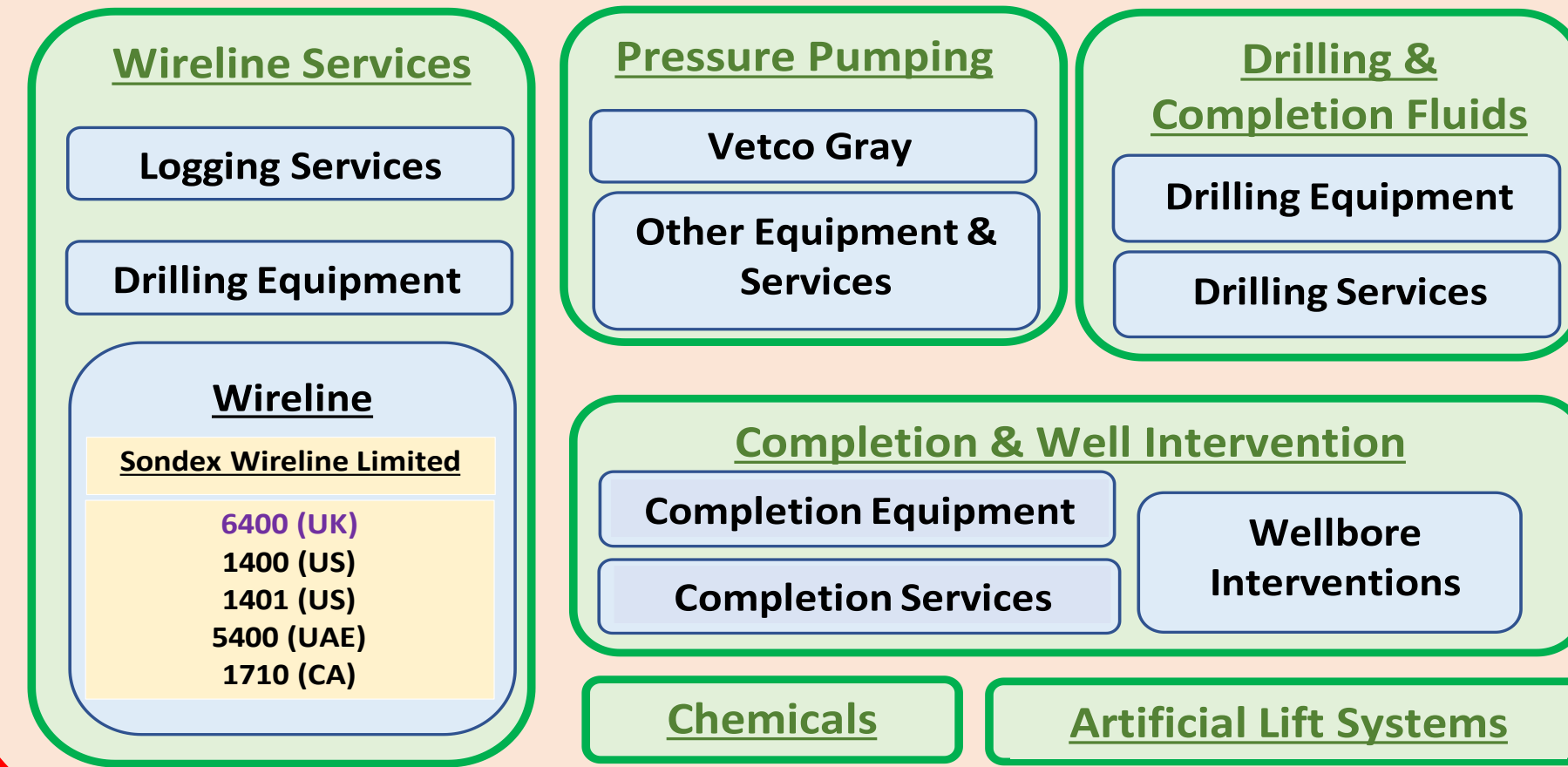
#### Results

- Actionable analysis: this automation & insight has lead to the Operational Finance Manager look into contractual discounts given to particular customers.



### Multidimensional Hierarchical System

#### Oilfield Services (OFS)



### HFM, Multidimensional Analysis

- Multidimensional processing is designed to provide for a detailed analysis of the imported data.
- Data is organized into dimensions based on the organization's analysis requirements, such as product line, market and geographical region.
- All data is associated to a member of every dimension. Dimensions are specific to company, product line, accounts, geography, time, etc.. As a whole, the dimensions and their members form a cube.
- By design, users can query and report on data at various points in the hierarchies. The hierarchies are how HFM aggregates / consolidates the data and allow users to retrieve this data quickly.

### Regional Discounting Trends 2018

Discount: a deduction from the usual price. Premium: a sum added to the usual price.

- Where there is a large discount you'll often find a high premium; if a salesman knows their customer is likely to request a discount, they'll enter the negotiation with a higher premium.
- Under the 2018 market conditions, the highest % discounted of the "usual price" occurred in "Rest of World" (Middle East, North Africa, Turkey & China).



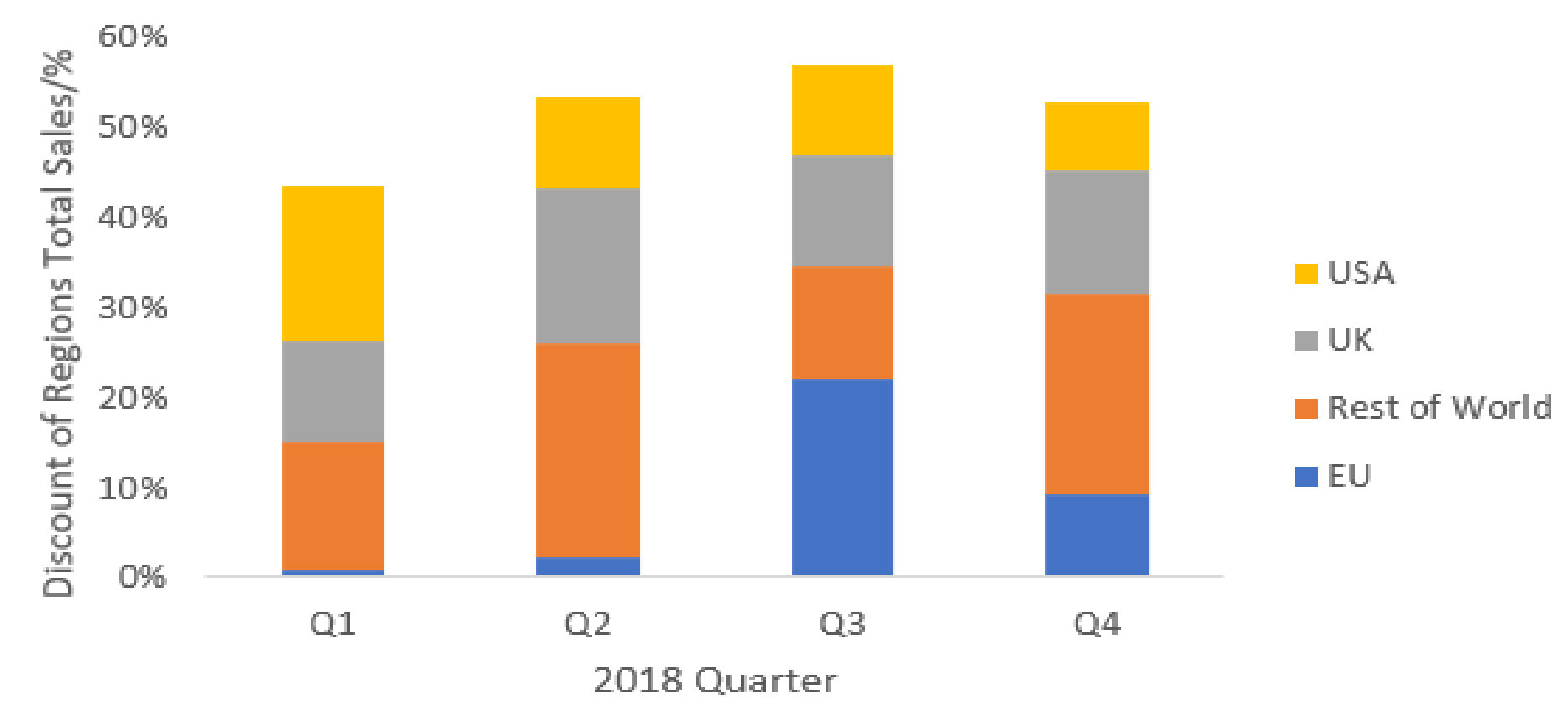
"And this is the exact point we put Scruffy in charge of marketing and sales."

Review std. reports, fix issues in ledger & reload

### Centralised ERP System

- An ERP system stores and processes data. A business is made up by various functions such as Supply Chain, HR, Finance etc; this tool centralises data from various departments, increasing accessibility to information.
- SAP P31 is our local system in Farnborough. BHGE have acquired multiple companies in the past, each with their own system/version of a system – without a tool to combine the various datasets, BHGE would be decentralised & hard to measure.
- In order to measure the entire business (on an HQ level), we require a tool that consolidates all data from multiple ERP systems. The tool we use is called HFM (Hyperion Financial Manager)

### Regional Discounts 2018



### Smart View

- This provides a Microsoft Interface for HFM. Data can be imported, manipulated and distributed in Excel, Word, Outlook and Powerpoint.
- Report and Analysis content (graphs) can be directly transferred to Excel for interpretation.

View Data

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