



Consulting. Integration. Outsourcing.



PERFORMANCE MANAGEMENT

UVEDBA INFORMACIJSKEGA SISTEMA ZA POSLOVNO PLANIRANJE V PODJETJE S&T SLOVENIJA

PORTOROŽ | SLOVENIJA | 18 – 20. APRIL 2011

- OBSTOJEČE STANJE
- MOŽNE REŠITVE
- UVEDENA REŠITEV

OBSTOJEČE STANJE - raznolikost



GEOGRAFIJA



ORGANIZIRANOST

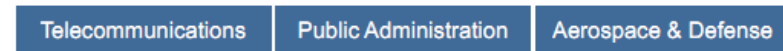
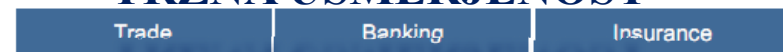
PRODUKTI



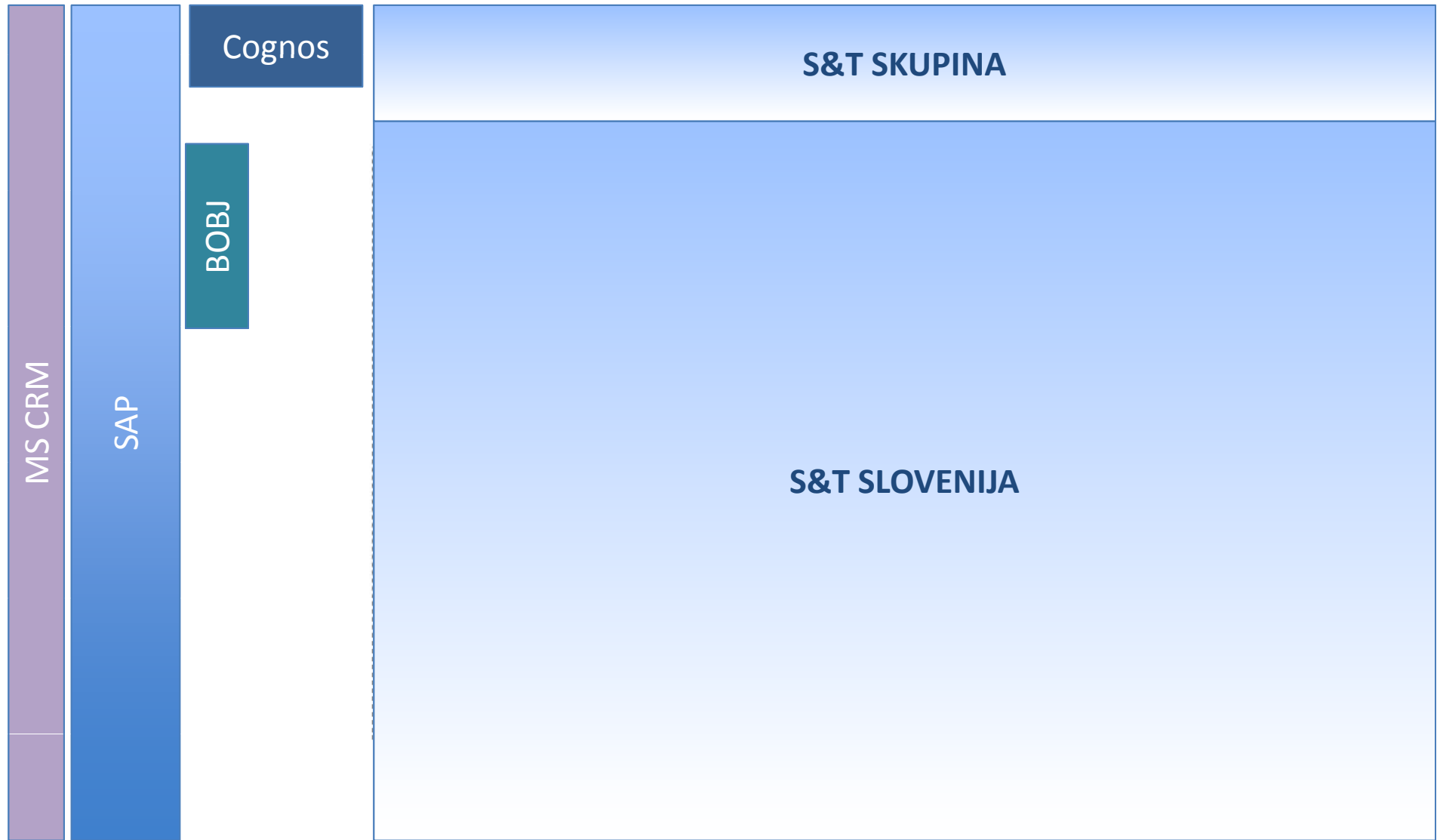
STORITVE



TRŽNA USMERJENOST



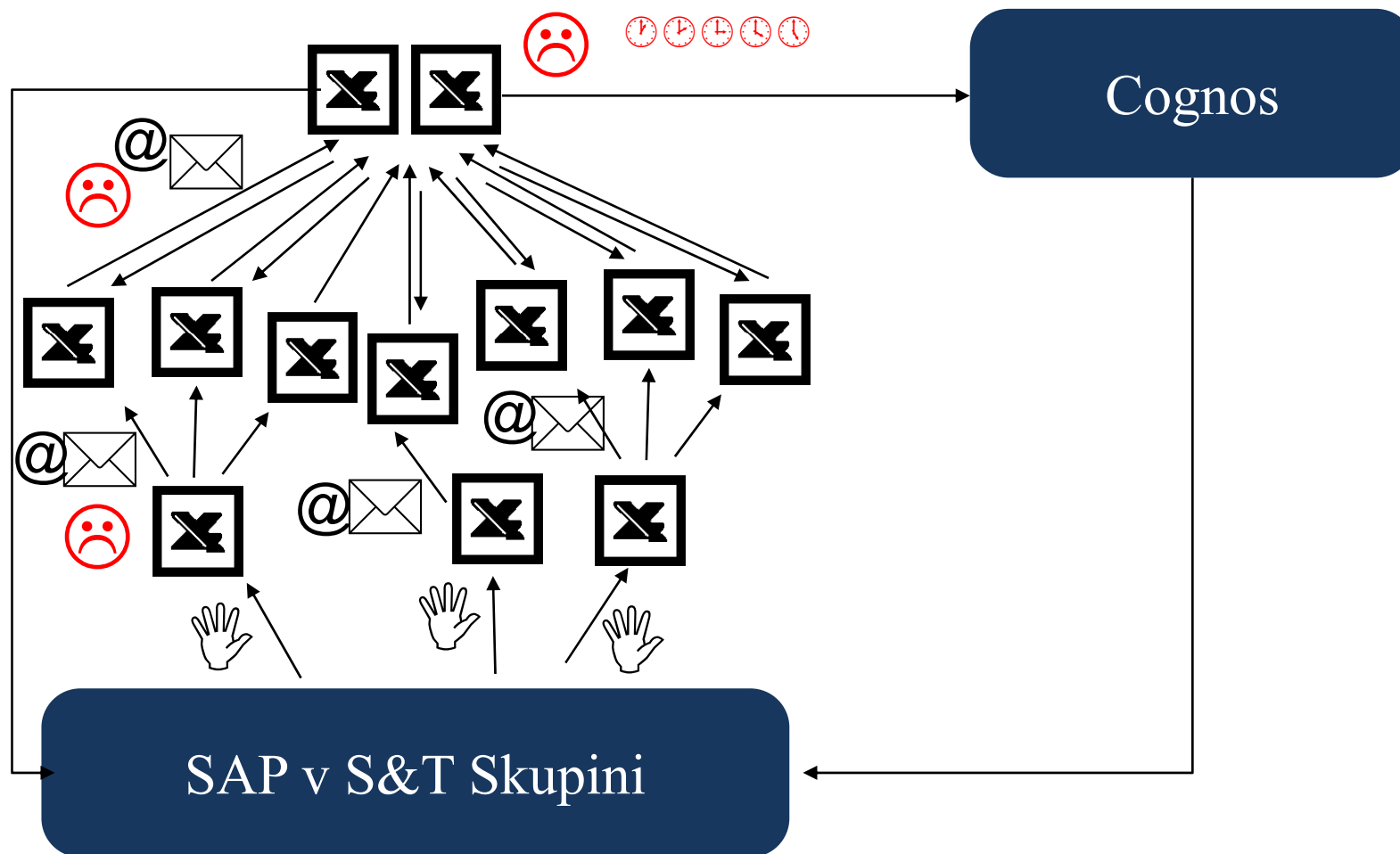
OBSTOJEČE STANJE - organizacija



LETNI PLAN DRUŽBE JE SESTAVLJEN IZ:

- STRATEŠKEGA DELA - STRATEGIJA
- FINANČNEGA PLANA
 - PRIHODKI (PRODAJA LICENC, STORITEV)
 - ODHODKI (COGS, OPEX, STAFF, AMORTIZACIJA)
- PLANA KADROV IN IZOBRAŽEVANJA
- MARKETING PLANA
- PLANA INVESTICIJ
- PLANA IZBOLJŠAV

OBSTOJEČE STANJE - proces

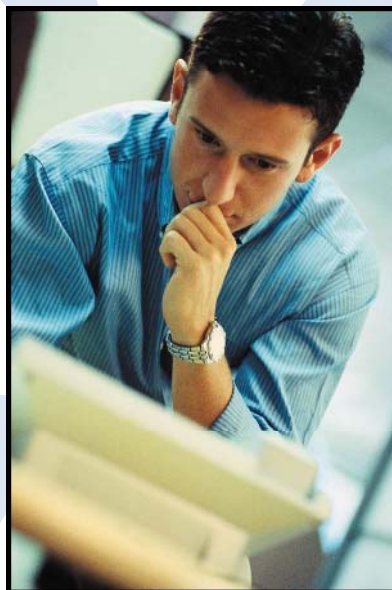


OBSTOJEČE STANJE - zavedanje

“Potrebujemo fleksibilen sistem, ki bo “združil” SAP in ostale aplikacije”

“Excel preglednice nam uhajajo iz nadzora in nimajo več povezave z SAP. Samo ena oseba obvladuje proces.”

“Moramo imeti boljši in učinkovit pogled v našo organizacijo.”



“Naš plan se redko ujema z dejansko realizacijo, ker ne gledamo istih stvari”

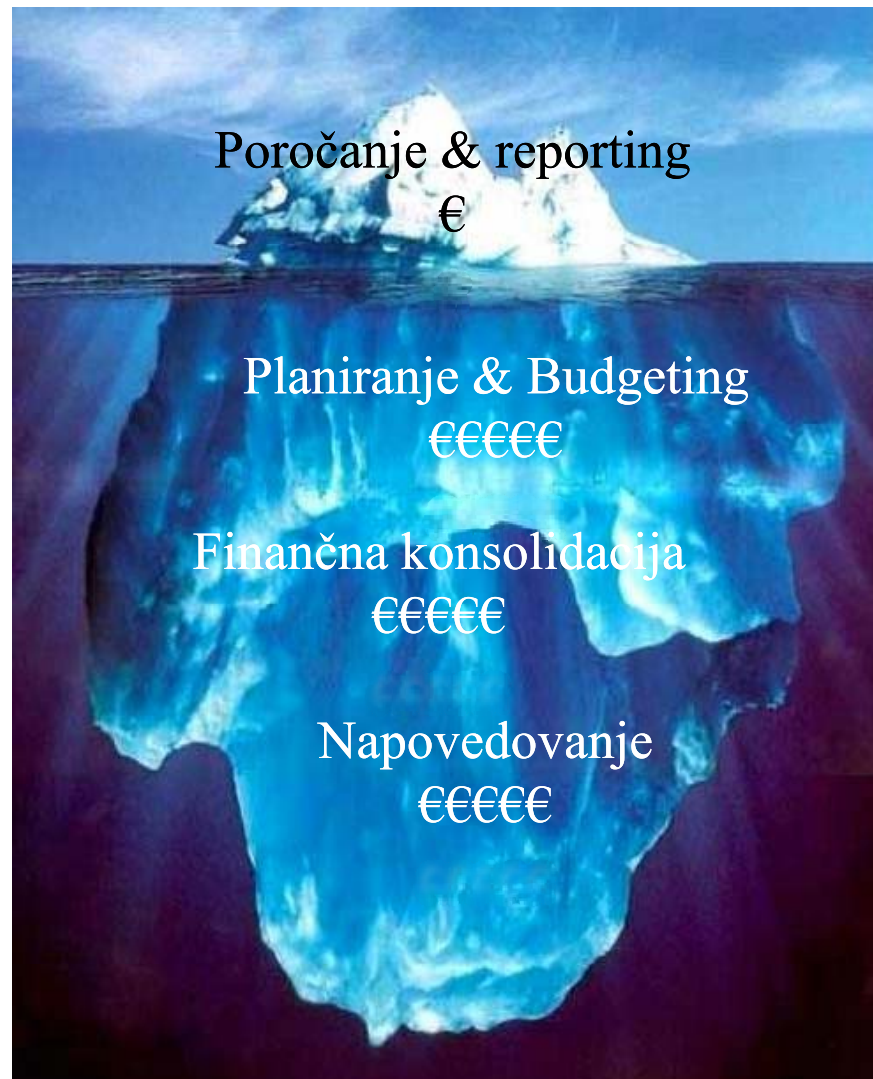
“Potrebujemo primerne, transparentne in predvidljive poslovne procese.”

“Naši cilji so preohlapno povezani z našim strateškim planom in podatke o njih je težko pridobiti in meriti”

“Planiranje teče prepočasi. Potrebujemo hitrejši, nadzorovan in preglednejši proces.”

“Preveč časa porabimo za zbiranje podatkov in premalo za analizo in odločitve”

OBSTOJEČE STANJE - spoznanje

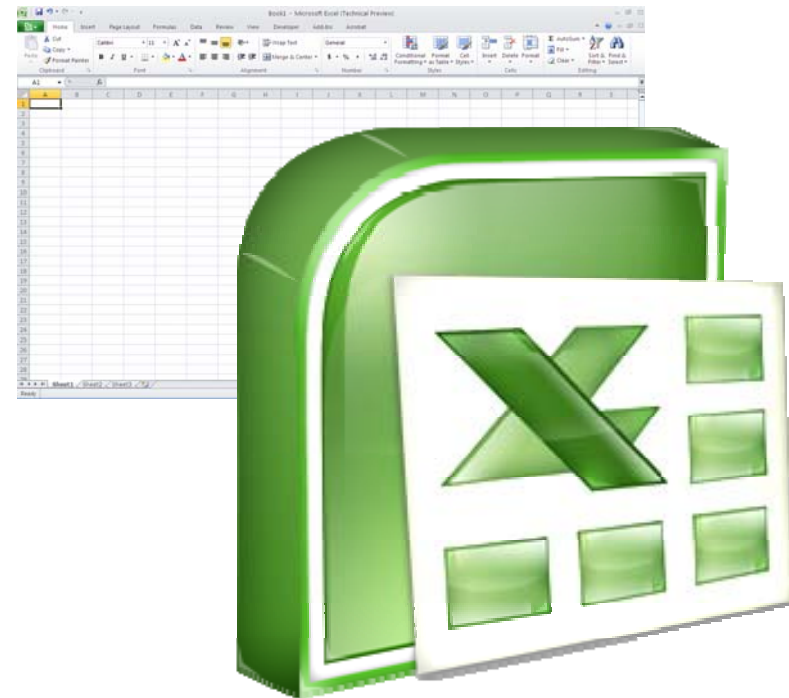


- “AS IS” STANJE
- SAP BOBJ
- INFOR PERFORMANCE MANAGEMENT

■ “AS IS” STANJE - EXCEL

- + ni dodatnih investicij v SW razen čas
- + poznan proces, ni sprememb, delamo enako
- + Excel znanje in obvladovanje

- Ni kontrole nad procesom
- Ni kontrole nad verzijami
- Uvozi / izvozi, spremljanje plana
- Spremembe v procesih (organizacija)
- Kolaboracija
- ...



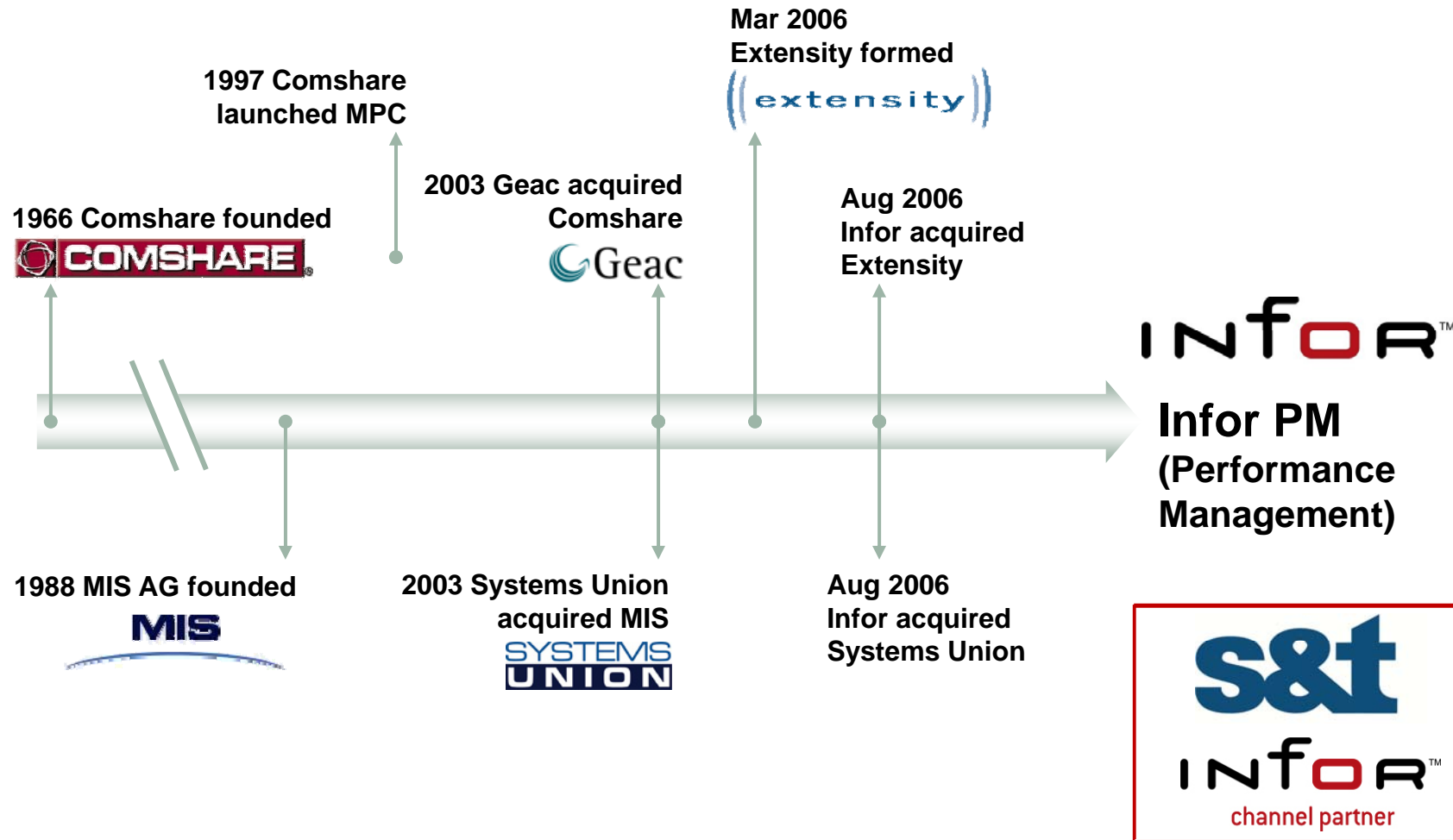
■ SAP BOBJ

- + že implementirane kazalnike (KPI) s tem orodjem
- + SAP produkt (integracija)
- + Interni SAP svetovalci

- Integracija
- Čas uvedbe
- Prilagajanje uporabnikom
- Dograjevanje



PERFORMANCE MANAGEMENT



Zakaj?

Infor Performance Management platforma






- Strateški Management (KPI)
- Planiranje
- Budgeting
- Napovedovanje
- Konsolidacija
- Poslovno poročanje

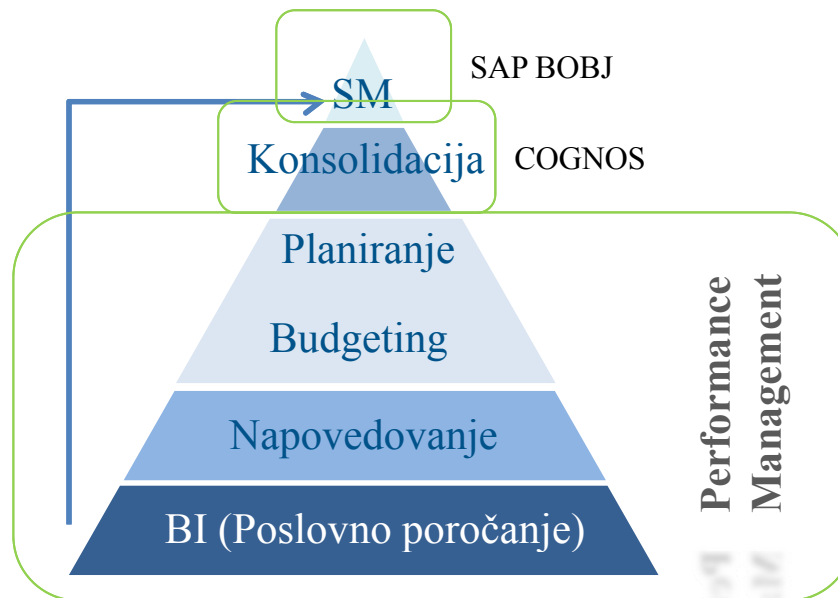
Nadzorne plošče in Ad-hoc analize

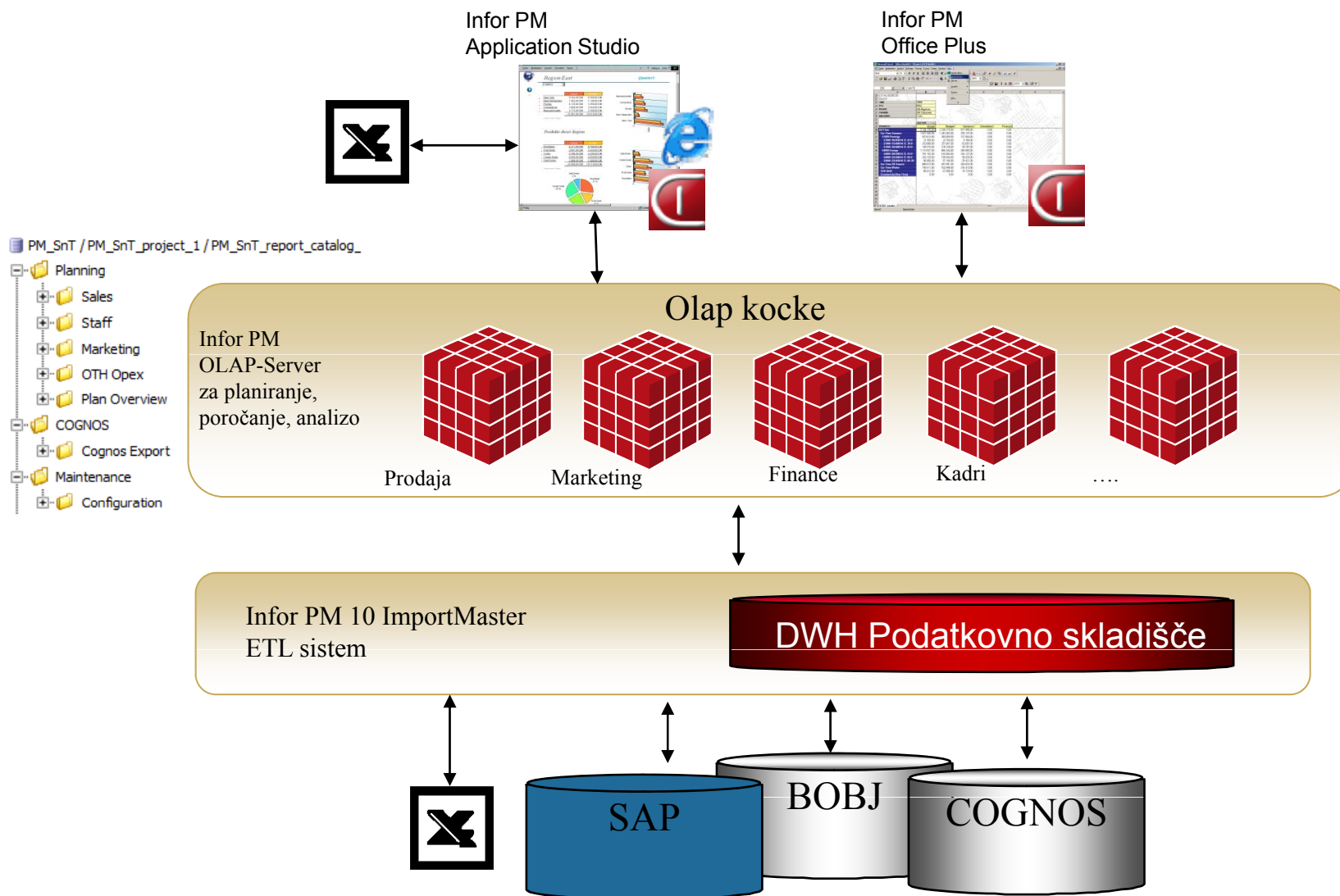


Plan faz implemenacije

Start projekta – oktober 2010 – vzporedno z izdelavo plana 2011

- Planiranje 
- Budgeting 
- Napovedovanje 
- Poslovno poročanje 
- Integracija BOBJ 





PLANIRANJE

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- PLANA IZBOLJŠAV

Sales

- Planning by Z049
- Planning by Time
- Report by Customers
- Report by Customer Projects
- Report by Cust. Project Products
- Report - KAM director
- Sales Line Report
- Sales Line Report 2

INPUT

Version: Plan 7
 Year: 2011
 Period: Year
 SalesType: All Types
 Product: All Products
 Customer: All Customers
 Project: All Projects

COMPARISON

Version: Plan 3
 Year: 2011
 Month: Year

Customer: All | ZKLK d.o.o. Ljubljana
 Project: COMMON

Version/year is locked for input!

Account	Description	Value	Value
	Gross Margin I		
	Revenues from Sales		
-040	Revenue from other		
-045	Revenue services from others		
-050	Revenue from maintenance		
-055	Revenue from consulting		
-049	Construction Revenue	0	0
	Cost of Goods and Services		
530-040	Costs of purch. merchandise o		
580-035	Discount for internal sourcing		
580-040	Costs of services others -		
580-050	Costs of maintenance other		
580-055	Costs of consulting other		
550-000	Write-off of inventory		
590-000	Freight/import duties inc. goo		
	Other Operating Income		
	Gross margin %		

Chosen version/year is locked for input!

Account	Description	Value	Value
	Gross Margin I		
	Revenues from Sales		
400-040	Revenue from others		
400-045	Revenue services from others		
400-050	Revenue from maintenance		
400-055	Revenue from consulting		
400-049	Construction Revenue		
	Cost of Goods and Services		
530-040	Costs of purch. merchandise o		
580-035	Discount for internal sourcing		
580-040	Costs of services others -		
580-050	Costs of maintenance other		
580-055	Costs of consulting other		
550-000	Write-off of inventory		
590-000	Freight/import duties inc. goo		
	Other Operating Income		
	Gross margin %		

PLANIRANJE

- STRATEŠKEGA DELA - STRATEGIJA
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 - PRIHODKI (PRODAJA LICENC, STORITEV)
 - **ODHODKI (COGS, OPEX, STAFF, AMORTIZACIJA)**
- PLANA KADROV IN IZOBRAŽEVANJA
- MARKETING PLANA
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- PLANA IZBOLJŠAV

INPUT		COMPARISON	
Version	Plan 7	Version	Plan 3
Year	2011	Year	2011
Cost Center	2049		
Employee	All Employees		

- Staff Costs	
- STAFF	Staff Costs
621-000	Salaries - fixed portion
622-000	Salaries - variable portion
632-000	Expenses for payroll taxes/s
-726-000	Expenses for company cars
726-000-A	Expenses for own company c
726-000-B	Expenses for pool cars
-733-000	Travel expenses
733-000-A	Travel expenses - pro person
-738-020	Mobilephone
738-020-A	Mobile - pro person
-777-000	Training and PSG expenses
777-000-A	Training and PSG expenses -

PLANIRANJE

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tilen 11.2.2011 Version:

INPUT
 Version: Plan 7
 Year: 2011
 Cost Center: Z049
 Values: DirectEUR

COMPARISON
 Version: Plan 3
 Year: 2011

Chosen version/year is locked for input!

	Year	Q1	Q2	Q3	Q4
- TOPEX Total operating expenses					
- STAFF Staff Costs					
621-000 Salaries - fixed portion					
622-000 Salaries - variable portion					
632-000 Expenses for payroll taxes/secu					
• DAEX Depreciation and Amortisation Expenses					
• OPEX Other operating expense					
507-000 Pre-sales charging					
Head Count	221,03	223,20	219,53	220,20	221,20
	222,53	223,20	221,53	222,20	223,20
Car Count	77,00	79,50	76,50	76,50	75,50
	83,50	83,50	83,50	83,50	83,50

PLANIRANJE

- STRATEŠKEGA DELA - STRATEGIJA
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- **MARKETING PLANA**
- PLANA INVESTICIJ
- PLANA IZBOLJŠAV

Consulting, Integration, Outsourcing.

Verzija Plan 7 je ZAKLEJENA!

titel: 11.2.2011

INPUT

Version: Plan 7
Year: 2011
Month: Year

Chosen version/year is locked for input!

Version:

COMPARISON

Version: Plan 3
Year: 2011
Month: Year

All Types	SPONZ	SPOZ.CSR	DONACIJE	PR.MEDIJ	PR	EVENT	PROMO	GA
	Sponzorstvo	Sponzorstvo	Donatorstvo - davčno priznani strošek	PR stroški (stiki z javnostjo)	PR stroški (stiki z javnostjo)	Dogodi (event)	Oblikovanje, rekl. amm. material	Darila za partnerje
-ZM9								
-BS								
• BS_SAP								
• BS_INF								
• BS_COV								
• BS_SWD								
• BS_APP								
• BS_BSS								
• BS_3GEN								
• IS								
• KAM								
• URAL								

Verzija Plan 7 je ZAKLENJENA!

tilen 11.2.2011 Version:

COGNOS EXPORT Sales part

Version	Plan 7
Year	2011
Period	YearToFeb

Period	Version	SAP Comp	Account	Segment	Country	NACE	Value	Currency	
1102	BU	3001	R621-000	ERP	SLO	DEL_	166045	ECU	0
1102	BU	3001	R621-000	CON	SLO	DEL_	39499	ECU	0
1102	BU	3001	R621-000	SWD	SLO	DEL_	160676	ECU	0
1102	BU	3001	R621-000	APPL	SLO	DEL_	25771	ECU	0
1102	BU	3001	R621-000	BSS_	SLO	DEL_	6066	ECU	0
1102	BU	3001	R621-000	3GEN	SLO	DEL_	30628	ECU	0
1102	BU	3001	R621-000	NETS	SLO	DEL_	0	ECU	0
1102	BU	3001	R621-000	EPL	SLO	DEL_	0	ECU	0
1102	BU	3001	R621-000	DTP	SLO	DEL_	0	ECU	0
1102	BU	3001	R621-000	SWI	SLO	DEL_	0	ECU	0
1102	BU	3001	R621-000	5GEN	SLO	DEL_	25448	ECU	0
1102	BU	3001	R621-000	DCP	SLO	DEL_	68593	ECU	0
1102	BU	3001	R621-000	NSP	SLO	DEL_	33991	ECU	0
1102	BU	3001	R621-000	SWP	SLO	DEL_	88497	ECU	0
1102	BU	3001	R621-000	6GEN	SLO	DEL_	19039	ECU	0
1102	BU	3001	R621-000	ISS_	SLO	DEL_	55922	ECU	0
1102	BU	3001	R621-000	DCOS	SLO	DEL_	112614	ECU	0
1102	BU	3001	R621-000	WPOS	SLO	DEL_	54164	ECU	0
1102	BU	3001	R621-000	NSOS	SLO	DEL_	33889	ECU	0
1102	BU	3001	R621-000	AOS	SLO	DEL_	0	ECU	0
1102	BU	3001	R621-000	OSS_	SLO	DEL_	35586	ECU	0
1102	BU	3001	R621-000	7GEN	SLO	DEL_	38772	ECU	0
1102	BU	3001	R621-000	KAMC	SLO	UNA	79863	ECU	0

Faza II - Forecasting



INFOR PM Application Studio

PM_SnT / PM_SnT_project_1 / PM_SnT_report_catalog_1

Forecasting

- Sales Forecast
 - Sales Forecast
 - Sales Forecast_compact
- Costs Forecast
 - Staff Costs Forecast
 - Staff C. Forecast Report (after Allocation)
 - OPEX Forecast
- Forecast Reports
 - Forecast - Cognos Accounts, 2047
 - Forecast - by Segment
 - Forecast - Segment by Time
- Administration
- Tools
- Planning
- COGNOS
- Maintenance
- New Folder

s&t Consulting. Integration. Outsourcing.

Version LOCKED!
Admin 11.4.2011

Version: Production

FILTER
Version: 04_12
Year: 2011
Segment: 2048

COMPARE WITH:
Version: Actual
Year: 2011

	FC				FC				1st Half				FC				
	Q1	PL Q1	Index FC/PL (Q1)	Actual, 2011	Index FC/Actual, 2011 (Q1)	Q2	PL Q2	Index FC/PL (Q2)	Actual, 2011	Index FC/Actual, 2011 (Q2)	FC 1st Half	PL 1st Half	Index FC/PL (1st)	Actual, 2011	Index FC/Actual, 2011 (1st Half)	Q3	
+ REVS	7.617.918	8.542.057	89,18	5.217.140	146,02	9.335.404	10.382.663	89,91	0	0,00	16.953.322	18.924.720	89,58	5.217.140	324,95	9,64	
+ COGS	-3.765.420	-4.227.803	89,06	-2.796.084	134,67	-5.133.154	-6.019.172	85,28	0	0,00	-8.895.574	-10.246.975	86,84	-2.796.084	318,25	-5,73	
GM1.F	3.852.498	4.314.254	89,30	2.421.056	159,12	4.202.250	4.363.491	96,30	0	0,00	8.054.748	8.677.745	92,83	2.421.056	332,70	3,90	
411-050	Other Operating Income	7.485	0	0,00	7.485	100,00	0	0,00	0	0,00	7.485	0	0,00	7.485	100,00	0	
+ STAFF	Staff Costs	-2.766.024	-2.801.651	98,73	-1.829.561	151,19	-2.790.135	-2.799.480	99,67	0	0,00	-5.556.159	-5.601.130	99,20	-1.829.561	303,69	-2,80
+ OPEX.F	Other operating expenses	-948.883	-1.029.886	92,13	-512.141	185,28	-1.102.962	-1.020.585	108,07	0	0,00	-2.051.845	-2.050.471	100,07	-512.141	400,64	-1,11
799-100	Pre-sales charging	0	0	0,00	0	0,00	0	0,00	0	0,00	0	0	0,00	0	0,00	0	
799-200	Split of BU-Sales	0	0	0,00	0	0,00	0	0,00	0	0,00	0	0	0,00	0	0,00	0	
799-300	Split of GEN	0	0	-0,00	0	0,00	0	0,00	0	0,00	0	0	0,00	0	0,00	0	
GM2.F	Gross Margin II	145.076	482.717	30,09	86.839	167,06	309.153	543.426	56,89	0	0,00	454.228	1.026.144	44,27	86.839	523,07	-
799-500	SPLIT OF KAMC	0	0	0,00	0	0,00	0	0,00	0	0,00	0	0	0,00	0	0,00	0	
GM3.F	Gross Margin III	145.076	482.717	30,09	86.839	167,06	309.153	543.426	56,89	0	0,00	454.228	1.026.144	44,27	86.839	523,07	-
799-600	SPLIT OF UNALLOCATED	0	-2.057	0,00	0	0,00	0	1.765	0,00	0	0,00	0	-292	0,00	0	0,00	
EBIT.F	EBIT	145.076	480.660	30,18	86.839	167,06	309.153	545.191	56,71	0	0,00	454.228	1.025.852	44,28	86.839	523,07	-

Full Time Employee (FTE) 155,17 218,38 2

Account: STAFF Staff Costs

Plan vs. Forecast Comparison

Account Balance (1000€)

Month

Legend: AC+FC, Plan, Moving average (AC+FC)

Faza III – Strateški Kontroling



Infor PM Application Studio - Cockpit

TIME: 2008
UNIT: GENESIS Germany GmbH

Eigenkapitalquote 77,9
EBIT-Marge 31,6
Mitarbeiter 500
ROCE 0
Verk. Einheiten 306.097
Umsatz/Einheit 59,17

Top 10 nach Umsatz

AS700 Supersport	AS700 Supersport
\$8000 Energy	\$7000 Powergy
\$7000/175	W8000 Ultragrif
W8000 Ultragrif	SUV70 Dakar
\$7000/185	SUV100/100

Cash Flow

Bilanz

Aktiva		IST
Aktiva		7.348.114
+ Summe langfristige Vermögenswerte		10.000
+ Summe kurzfristige Vermögenswerte		7.338.114
Passiva		IST
Passiva		7.348.114
+ Nettoeigenkapital Insgesamt		5.726.348
+ Langfristige Verbindlichkeiten		1.546.733
+ Kurzfristige Verbindlichkeiten		75.033

Kosten-Kontrolle

Alle Kostenarten	Betriebskosten
IST: 11.164	IST: 1.186
Plan: 12.084	Plan: 1.242

Die letzten 18 Monate

Die letzten 18 Monate (Line Chart): Revenue (blue), Gross Margin (brown). Value: 1.849.

Die letzten 18 Monate (Table):

ACCOUNT	IST	Plan	Var %
Erträge	18.110.334	10.366.827	-75%
Vertriebskosten	1.219.652	197.701	-517%
Sonstige Betriebskosten	11.164.334	12.084.314	8%
Bruttogewinn	18.110.334	9.524.068	-90%
Betriebserfolg oder -verlust	5.726.348	-2.758.043	308%

Produktion

Admin

Faza III – Strateški Kontroling



Infor PM Application Studio - Home

START Dez 2008

Willkommen **Admin**

Sprache

Ihre Aufgaben Workflow Überblick

Zu startende Aufgaben...

- Schweizer Vertriebsbudget verabschieden

Aufgaben in Bearbeitung...

- Italienisches Vertriebsbudget erfassen
- Kostenerfassung Marketing

Zurückgewiesene Aufgaben...

- Deutsches Vertriebsbudget verabschieden

Infor PM Application Studio - MA Start

Willkommen - Hans Schmidt Hilfe

TIME:
 UNIT:

23.11.2009	Umsatz/Einheit	Eigenkapitalquote	EBIT-Marge	Mitarbeiter	ROCE	Verk. Einheiten	Zielereichung Q3
12:17	58,73	100,0	-89,1	0	0	19.459	87,64%

Top 10 nach Umsatz

Die letzten 18 Monate

Nächste Schritte

- folgende ToDos stehen an
- Absatzplanung
- GUV Bericht verfügbar
- SM_Heilsarmee
- CostReport

Alarm

- folgende Ereignisse sind eingetreten
- Pflege KZ - F3.1 - Kostenentwicklung
- Pflege Risikoeinschätzung
- Spesenabrechnung - November

Informationen

- Verkaufsdaten Import - 03.11.09

Allgemeine Informationen

- Heute in der Kantine: Sauerkraut mit Knödel
- Morgen 11:00 Feueralarm Probe!

Sales Team Germany

Quick Links

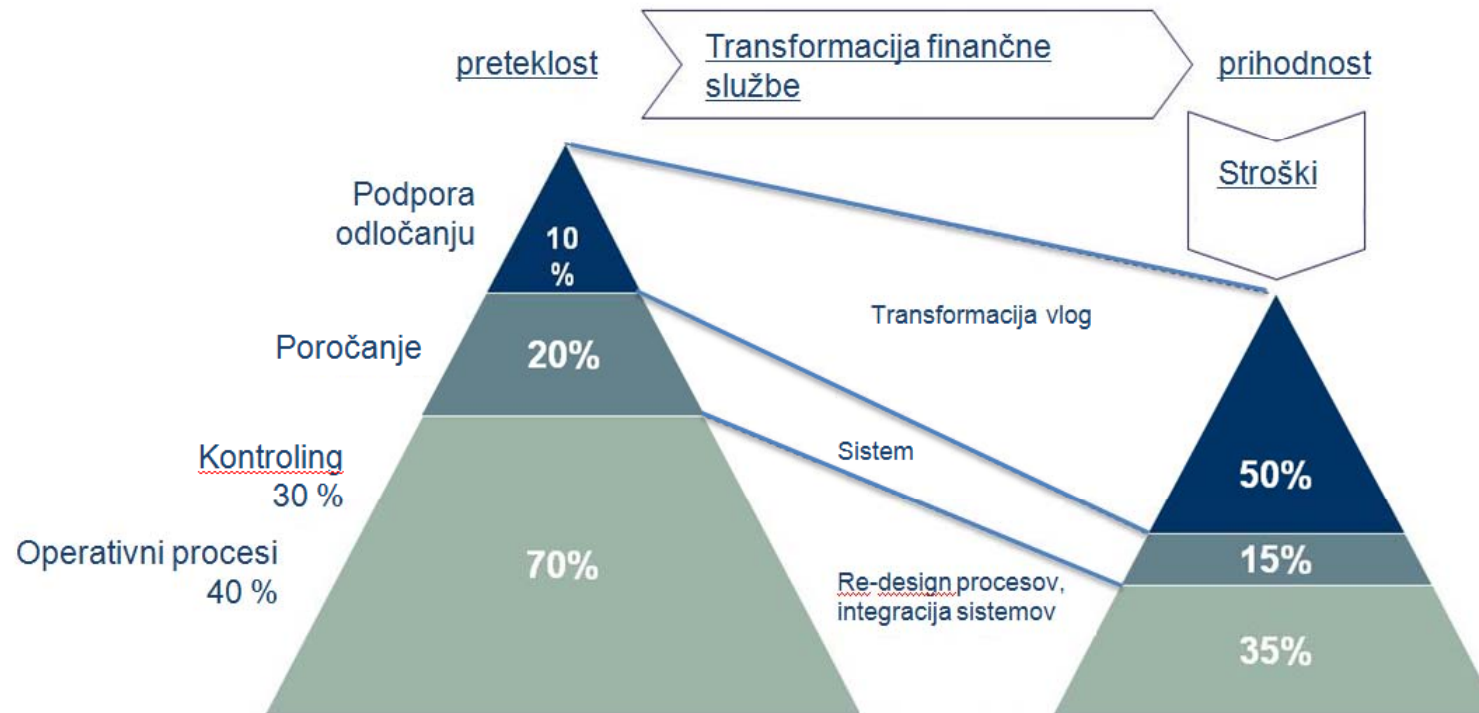
- Stratagem Map
- Dashboard
- Workflow Einstellungen
- Ad-Hoc Analyse
- Finanz Cockpit

Excel Integration
 Import Definition
 Един Инвестиционер

Admin

- HITRO VZPOSTAVLJEN PROCES PREKO APLIKACIJE Z VZPOREDNIM LETNIM PLANIRANJEM
- INTEGRACIJA NA SAP - SOA (SERVICE-ORIENTED ARCHITECTURE)
- SKRAJŠANJE ČASA ZA PRIPRAVO PLANA PREKO VNAPREJ DEFINIRANE VSEBINE
- ENOSTAVNEJŠE VODENJE PLANA PREKO VERZIJ PLANA IN WORKFLOW
- TRANSPARENTNO ENOTNO PLANIRANJE (SEKTORJI, ODDELKI...)
- NASTAVITVE S KONFIGURACIJAMI (DELITVE STROŠKOV PO SM, KLJUČI...)
- PRIMERJAVA Z DEJANSKIMI PODATKI ZA PRETEKLO LETO
- IZDELAVA SIMULACIJ IN PRIMERJAVA VERZIJ
- MOBILNOST
- **...MOŽNOST NADGRADNJE IN DODELAVE GLEDE NA SPREMEMBE**

Performance Management - prihodnost





Consulting. Integration. Outsourcing.



mitja.bokun@snt-world.com

UVEDBA INFORMACIJSKEGA SISTEMA ZA POSLOVNO PLANIRANJE V PODJETJE S&T SLOVENIJA

