



Solve your Finance Reporting
problems and then some!

Alliance 2013



Presenters

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PHYTORION

Agenda

- Phytorion Background
- Financials Data Warehouse Overview
- Focus on GL & Payables
 - Finance Dashboard Demo
 - Finance Portal Demo
- HCM and CS Data Warehouses – in brief

Background

- Started in Higher Education
- At PeopleSoft 1997-2005
 - Built First Reporting Solutions for PS Higher Ed
- Phytorion established Jan 2005
 - Pre-Packaged Data Warehouses & Analytics
 - Fully Custom Data Warehouses & Analytics
 - Hybrid Data Warehouses & Analytics

Background

We Offer DW & Analytics for:

- ✓ Campus Solutions
- ✓ Human Capital Management
- ✓ Finance
- ✓ Quali Finance, Coeus
- ✓ Legacy, Lawson, Spreadsheets, etc.

Some Customers

All Maine Public Universities

Iowa State University

Loyola Univ. Chicago

Cornell University

Cerritos College

Maricopa College District

Harvard University

University of Cambridge

Los Rios Comm. College

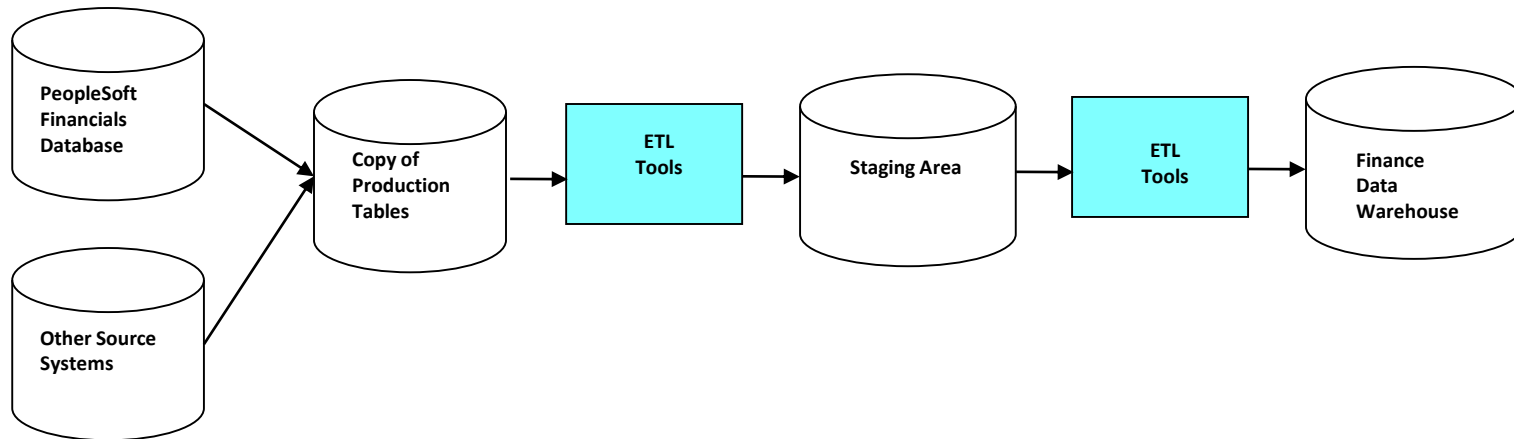
University of Manchester

Waterbury K-12 District

Long Beach City College

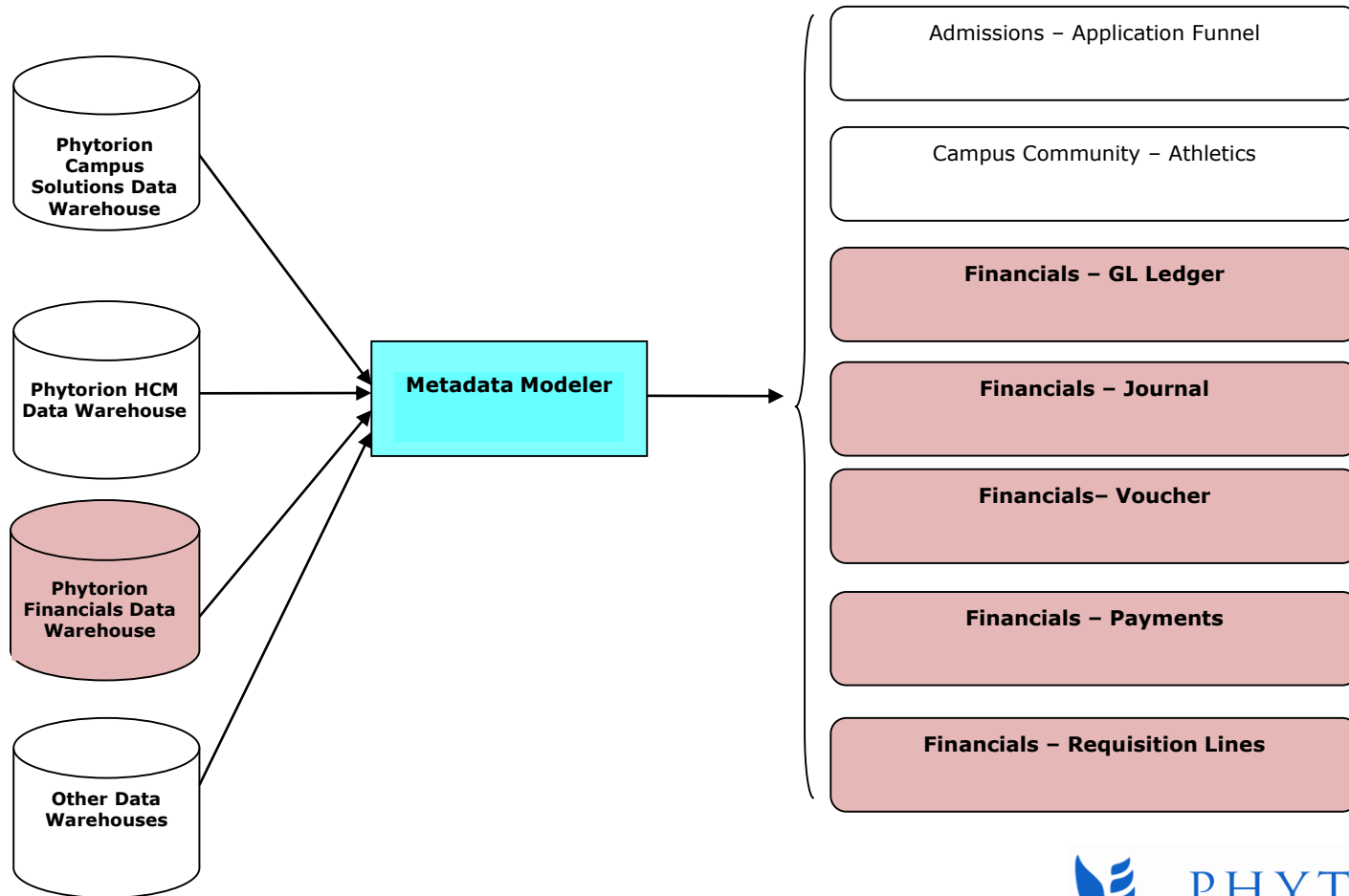
Getting PeopleSoft Data to DW

PeopleSoft to Data Warehouse



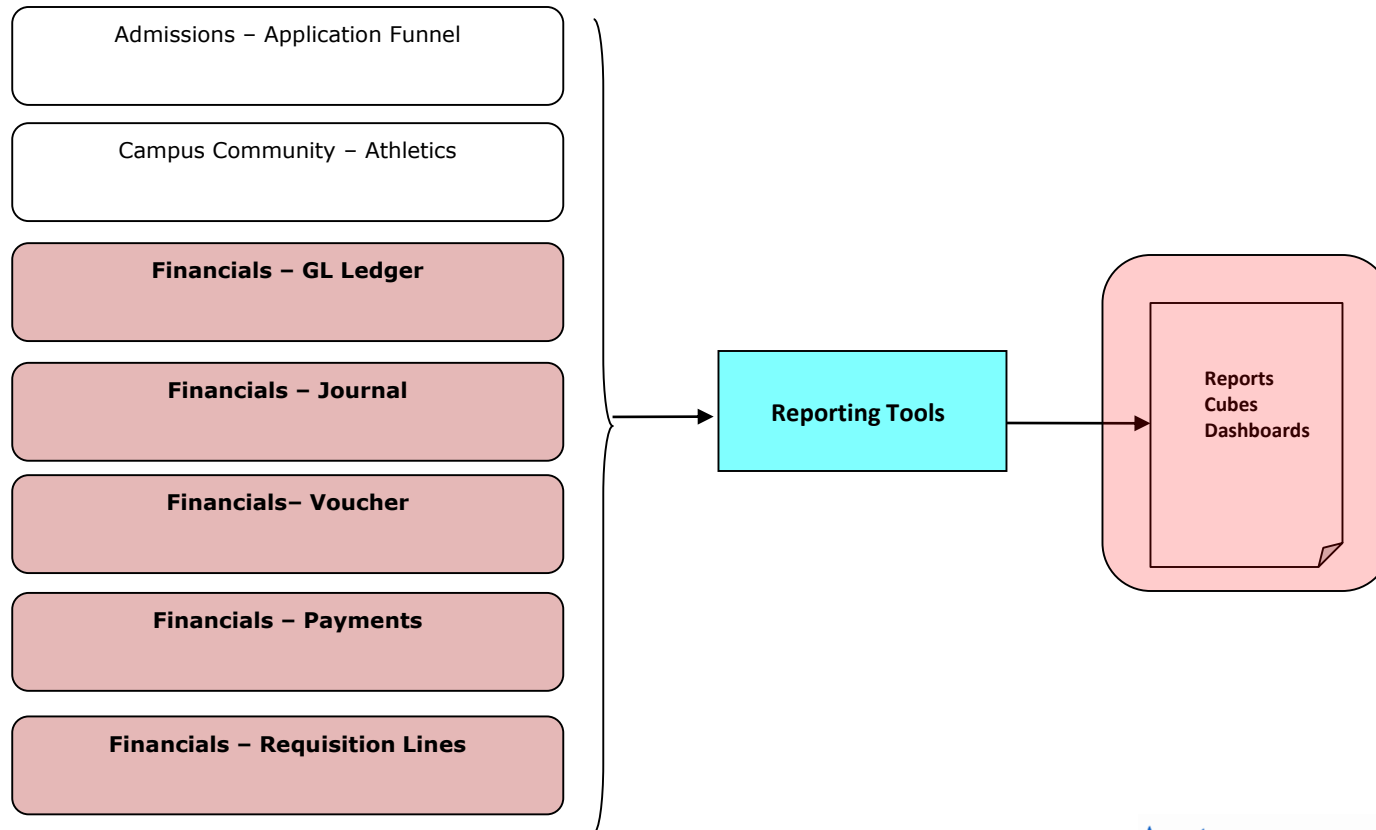
Getting DW Data to BI

Data Warehouses to Data Marts (Star Schemas)



Getting DW Data to BI

Data Marts to Reports, Dashboards and Cubes



Finance DW Overview

- Mature Dimensional Data Warehouse
- Over 10 years of iterative development
- Sources include PeopleSoft and Quali/Coeus
- Operational reporting from all key finance areas
- Multi-dimensional view of financial performance
- Built **solely** for Higher Education – **Not** a retrofit

Financial Data Marts-PeopleSoft

General Ledger

Payables

Purchasing

Receivables

Billing

Asset Management

Commitment Control

Projects

Grants

Contracts



Financial Data Marts-Kuali

Kuali Financials

General Ledger

Budgets

Payables

Procurement

Kuali Coeus

Proposal

Awards

Projects

Contracts



General Ledger Data Mart

- Helps analyze assets, liabilities, revenue, expenses
- Manage budget-to-actuals variance
- Analyze trends
- Determine areas of profitability
- Produce financial statements



GL Data Mart (Sample Questions)

- Cash Flow:
 - What is my institution/department's cash flow position?
 - How strong is my institution/department's liquidity and solvency?
- Budgets Vs. Actuals:
 - How is my institution/department performing against budget and previous years?
 - What is the budget to actuals variance average across a five year period?
 - What is my budget balance with and without encumbrances?
 - Which of my budgets typically end the year with balances that are rolled?
 - Which budgets are being supplemented by revenues and by how much?
 - What portion of my budgets were still encumbered at year-end?



GL Data Mart (Sample Facts/Dims)

Sample Facts	Sample Dimensions	
<ul style="list-style-type: none"> • Transactional Amount • Posted Amount • Journal Monetary Amount • Journal Net Units • Statistic Amount • Beginning Period balance • Ending Period Balance • Starting Budget Amount • Pending Budget Amount • Approved Budget Amount • Available Balance Amount • Transfers In/Out • Expenses • Expenditures • Encumbrance • Pre-encumbrance 	<ul style="list-style-type: none"> • Business Unit • Currency • Operating Unit • Affiliate • Affiliate Account • GL Account • Class Field • Department • Fund Code • Program Code • Product • Project code • Bank • Bank Account • Book Code • Scenario 	<ul style="list-style-type: none"> • Statistics Code • Ledger • Sub Ledger • Date/Time • Fiscal Year/Period • Federal Year/Period • Calendar Year/Period • Journal Source • System Source • Transaction Type • Location • Adjustment Type • Budget Reference • Chartfield1 • Chartfield2 • Chartfield3

Payables Data Mart

- Provides information about suppliers, vouchers, match exceptions and payments
- Analyze trends and report on performance of Suppliers and Payables department
- Negotiate better supplier contracts



Payables Data Mart (Sample Questions)

- How long does it take us to pay suppliers?
- What are my accounts payable aging balances?
- Does my organization take advantage of supplier discounts?
- How many vouchers are entered per day?
- With which suppliers do we spend the most?
- On which supplies do we spend the most?
- What departments have the most maverick spend?
- With which minority owned businesses are we spending the most?
- What type of invoices not being paid on time?
- Which supplier and products have the largest purchase price variance?



Payables Data Mart(Sample Facts/Dims)

Facts	Dimensions
<ul style="list-style-type: none">• Transaction Amount• Monetary Amount• Prepaid Amount• Payment Amount• Voucher Close Amount• Discount Amount• Sales tax Amount• Use Tax Amount• Freight Amount• Gross Amount• Journal Amount• Total Merchandize Amount• Total Voucher Quantity	<p data-bbox="1023 456 1642 499">< Shared Dimensions from GL ></p> <ul style="list-style-type: none">• Vendor• Journal• Payment Method• Payment Terms• Person• Bank & Bank Account• Voucher• Location• Asset• Profile• Purchase Order• Requisition



Financial BI Analytics Overview

➤ **Comprehensive BI Analytic Solution**

- 7 dashboards, 100+ pre-delivered reports and 425+ pre-delivered metrics
- Multi-dimensional analysis of financial, service, procurement and spend data
- Helps monitor performance and analyze trends
- Extensive list of pre-delivered higher education industry specific Financial Key Performance Indicators (KPIs)
- Facilitate right strategic decisions to improve oversight and accountability of funds

Finance Analytics Solutions

- **Phytorion Financial Dashboard Demo**
- **Phytorion Customized Financials Portal Demo (Iowa State University)**

GL Data Mart (Sample KPIs)

- Profit per customer/per employee (FTE)/per product/per project
- Return on capital employed (ROCE)
- EBIT
- Accounts Payable Turnover
- Equity ratio
- Fixed costs/Direct costs/Indirect costs/Variable costs/Accounting Costs/Marginal costs
- Long-Term Debt
- Net Change in Cash
- Total Current Liabilities
- Short-Term Debt
- Total Assets
- Total Equity
- Cost Income Ratio
- Days Cash On Hand

Payables Data Mart (Sample KPIs)

- Days Payable Outstanding (DPO)
- Percentage of Accounts Payables Overdue
- Creditor days/Debtor days
- Number of invoices outstanding
- Number of overdue invoices
- Percentage of bad debts against invoiced revenue
- Percentage of invoices disputed
- Accounts Payable Turnover
- Sales to Accounts Payable Ratio
- Payables Leakage Rate
- Off Contract Spend Percentage
- Contract Leakage Percentage
- Average value of overdue invoices
- Number of overdue invoices
- Total value of overdue invoices
- Percentage of payable invoices that have not been matched to a purchase order
- Percentage of invoices requiring special payment



BI Analytics Sample Reports

- **Sample General Ledger Dashboard Reports**
 - Cash Flow Summary
 - Monthly and Quarterly Cash Flow
 - Net Working Capital Summary
 - Short-Term Liquidity
 - Days Cash in Hand
 - Cash Ratio
 - Capital Expenditure Coverage
 - Total Expense Trend
 - Expenses by Category
 - Top 10 Cost Centers by Expenses
 - Budget vs. Actual: Current and YTD Total Operating Expenses
 - Top 10 Cost Centers by Expense Variance
 - Expense Variance Trend
 - Budget vs. Actual: GL Account by Cost Center
 - GL Account Balance
 - Trial Balance Report



BI Analytics Sample Reports

- **Sample Profitability Dashboard Reports**
 - Income Statement
 - Profit Trends
 - College Profitability

- **Sample Procurement Performance Dashboard Reports**
 - Purchase Order Amount Trend
 - Non-Agreement Rate and Agreement Leakage Rate Trend
 - PO Amount, Non-Agreement Amount and Leakage trend
 - PO Amount Compared to Year Ago by Purchasing Org
 - Monthly Trend of Non-Agreement Amounts By Year
 - On-time Receipt Performance by Purchase Org
 - Top 10 Late Receipt Performances by Product Category

BI Analytics Sample Reports

- **Sample Payables Dashboard Reports**
 - Days Payable Outstanding (DPO)
 - Percentage of Accounts Payables Overdue
 - AP Aging Report
 - Top 10 Suppliers by AP Balance
 - AP Aging by Supplier Group
 - AP Payments Due Aging
 - AP Payments Overdue Aging Report
 - Top 10 Suppliers by Payments Due in Current Quarter
 - Top 10 Suppliers by Overdue Amounts
 - Invoice Transactions Efficiency
 - Top 10 Suppliers by Number of Invoices
 - Staff Productivity Report
 - Number of Adjustments
 - Payment Performance
 - Top 10 Suppliers with Lowest Average Payment Days
 - Top 10 Payments by Suppliers
 - Top 10 Suppliers by Paid Before Due Count



BI Analytics Sample Reports

- **Sample Supplier Performance Dashboard Reports**
 - Supplier Scorecard – Top 20 Performing Suppliers
 - Top 10 Average Receipt Cycle Times by Supplier
- **Sample Grants Dashboard Reports**
 - Sponsored Program Activity Report by PI/ Month
 - Proposal to Grants Conversion Rates per Month
 - Award History by PI/ Department/ Agency/ Award Categories/ Purpose by Month
 - Award Modifications by operator/PI/Department
 - Proposals, Award, Account Expenditures and F&A Grouped by PI, Purpose, College, Department, Unit, Sponsor, Activity Type, Award Type
 - Grants/Project Budget/Expense Trend
 - Budget to Actual Expenditures for Grants Project by Account, Project, Program, Year
 - Inception-to-Date Expenditure to Budget “Burn-Rate” by Proposal/Award/Project
 - F&A (Facilities & Administrative Costs; Indirect Costs, Overhead) Detail Report by Department/PI/Project
 - Committed vs. Documented Cost Share Detail Report by Department/PI/Project

BI Analytics Sample Reports

- **Sample Spend Analyzer Dashboard Reports**
 - Total Spend
 - Payables Leakage Rate
 - Off Contract Spend Percentage
 - Contract Leakage Percentage
 - Spend by Top Categories
 - Spend by Top Suppliers
 - Savings Potential by Top 10 Items
 - Top Categories by Supplier Count
 - Spend Trend by Top Categories , Suppliers and Organization
 - Spend Year Over Year Trend by Top Categories , Suppliers and Organization
 - Off-Contract Spend by Top Categories, Suppliers and Organization
 - Contract Leakage by Top Categories, Suppliers and Organization
 - Spend Composition by Top Categories, Suppliers and Organization
 - Invoice Price Variance by Item

HR and CS Analytics Solutions

- **Phytorion HCM and Campus Solutions Dashboard Demo**

Questions?

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