Infor Cloud Suite Reporting, BI, EPM and Data Management

Infor Cloud Suite Reporting, BI, EPM and Data Management

M3 reporting, Cloud Suite Analytics, Birst, EPM and 3rd party tools - when should I use what?

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Infor, Stockholm

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AGENDA

01

Introduction

5

NEXT →

Infor CloudSuites are more than ERP in the Cloud

Infor CloudSuite Edge

Get to the next level with best-of-breed applications for supply chain optimization, product lifecycle management, asset management, workforce management, customer experience and financial consolidation & planning

Infor CloudSuite Industry Analytics

Interwoven analytics and BI instances that share a common data-as-a-service fabric to give complete business visibility

Infor CloudSuite ERP core

Industry specific ERP designed to deliver a consumer-grade user experience and quickly get customers up and productive

Infor OS digital platform

Connects services to provide a robust integration framework and serve as the foundation of an entire business ecosystem

True multi-tenant cloud infrastructure

Infor has partnered with AWS for over six years to optimize applications for their market leading, cloud architecture

Introduction

- Organizations consider their data to be an strategic key asset

- Data helps to provide a competitive edge

- A data & reporting strategy should be open to various options for information and data access

- Business Intelligence is not the only tool for information needs & decision support

- Not understanding the options to deliver information can become restrictive and costly (re-invent the wheel)

- There are many different ways to access information & data from M3 CloudSuite

Introduction

- **Real-Time or Near Real-Time - I need to know as soon as possible!**

  - What just happened?
  - What is the current status of my order?
  - Is the product currently in stock?

You do not need to analyse many months worth of data for these types of enquires.

- **Analytics – What happened over time**

  - Who are my top performing customers year-to-date?
  - What's my sales order value this period versus same period last year?
  - How many orders are still open for this year?

You do not need real-time data "what just happened" analysis for these types of enquires.
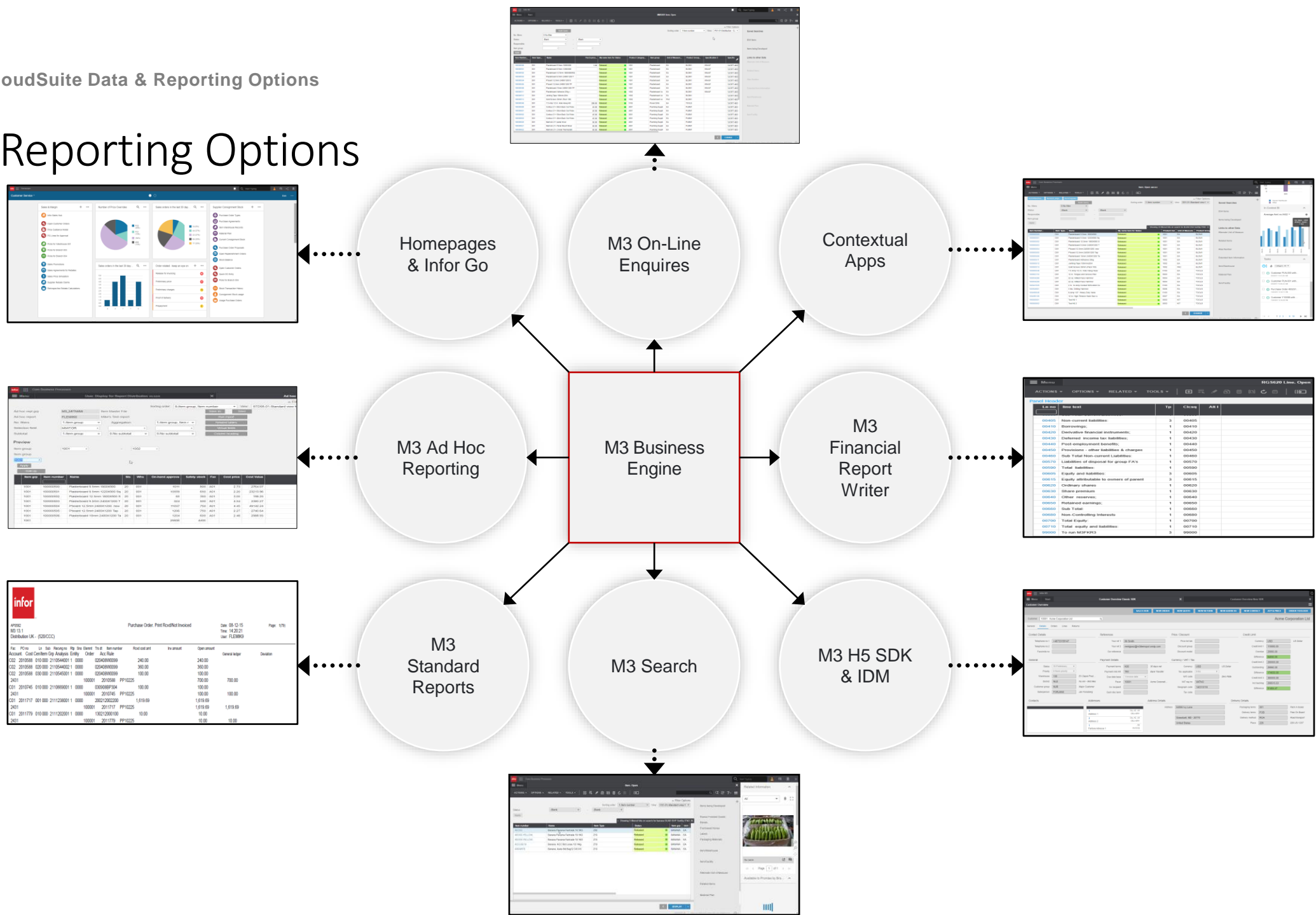
02

M3 Reporting options

NEXT →

M3 Reporting Options

Homepages & Infor Go

M3 On-Line Enquires

Contextual Apps

M3 Ad Hoc Reporting

M3 Business Engine

M3 Financial Report Writer

M3 Standard Reports

M3 Search

M3 H5 SDK & IDM

03

M3 Analytics

NEXT

What is M3 Analytics?

Infor CloudSuite Chemicals

Infor CloudSuite Distribution Enterprise

Infor CloudSuite Equipment

Infor CloudSuite Fashion

Infor CloudSuite Food & Beverage

Infor M3 CloudSuite

*Purpose Built
For
M3 Industry CloudSuites*

What is M3 Analytics?

Dashboards & Reports

- Comprehensive collection of over 50 dashboards

- Wide range of over 300 reports available

- Option to use as is or customize to meet specific business requirements

- Ability to create custom dashboards and reports using Birst and extensive data model

Expectations

- Hands-on examples provided

- Built on robust data models

- Intuitive interface for building custom dashboards and reports

Master KB Article for M3 Analytics - > *2022298* & Product Guides for M3 Analytics - > Link
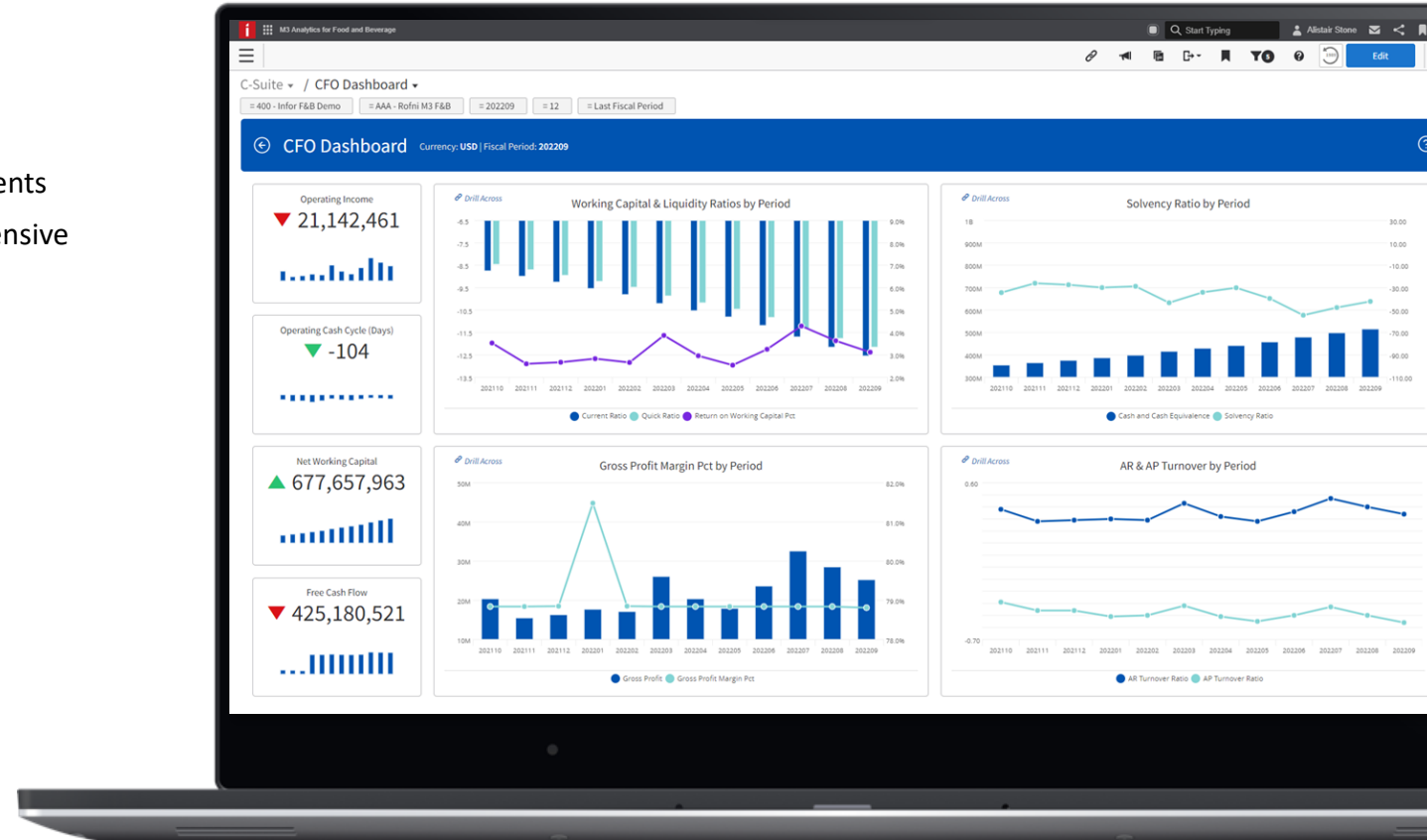
What is M3 Analytics?

Measures & Attributes

- Extensive library of over 1,000 measures and attributes
- Wide range of analysis options across multiple domains
- Built on established industry best practices
- Currency conversion capabilities
- Multiple date and period options

Expectations

- Ability to modify or enhance the solution to meet specific business needs
- Tailoring through commissioning necessary to fully realize solution's potential
- Customer may calculate metrics differently, the foundation already provided with the tooling needed to modify

Master KB Article for M3 Analytics - > *2022298* & Product Guides for M3 Analytics - > Link

What is M3 Analytics?

Data Models

- Comprehensive coverage of 7 essential business domains

- 25 robust models

- Built on established industry best practices

- Currency conversion capabilities

- Multiple date and period options

Expectations

- Ability to modify or enhance the solution to meet specific business needs

- Tailoring through commissioning necessary to fully realize solution's potential

- Customer may calculate metrics differently, the foundation already provided with the tooling needed to modify

Finance
- ✓ Finance Key Ratio
- ✓ General Ledger
- ✓ Stock Valuation
- ✓ AP Operational Metrics
- ✓ AR Balances
- ✓ AR Invoices

Sales
- ✓ Sales Orders
- ✓ Sales Analysis
- ✓ Sales Budget
- ✓ Delivery Performance

Opportunity Management
- ✓ Opportunity Management

Procurement
- ✓ Purchase Orders
- ✓ Purchase Analysis

Production
- ✓ Operation Analysis
- ✓ Overall Equipment Effectiveness
- ✓ Order Costing
- ✓ Work Center Utilization

Warehouse
- ✓ Stock Balance
- ✓ Stock Statistics
- ✓ Stock Transactions

Equipment & Rental
- ✓ Warranty Claims
- ✓ Labor Resource
- ✓ Technician Performance
- ✓ Rental Utilization
- ✓ Rental Metrics

Master KB Article for M3 Analytics - > *2022298* & Product Guides for M3 Analytics - > Link

What is M3 Analytics?

Expectations Summary

- M3 Analytics is designed to deliver value quickly but requires commissioning to fully realize its potential
- Absence of data in M3 means missing information in reports
- Dashboards serve as examples but may require customization to meet specific needs
- Built on robust data models, allowing for modification and extension
- Flexibility to add, change, or remove content as required
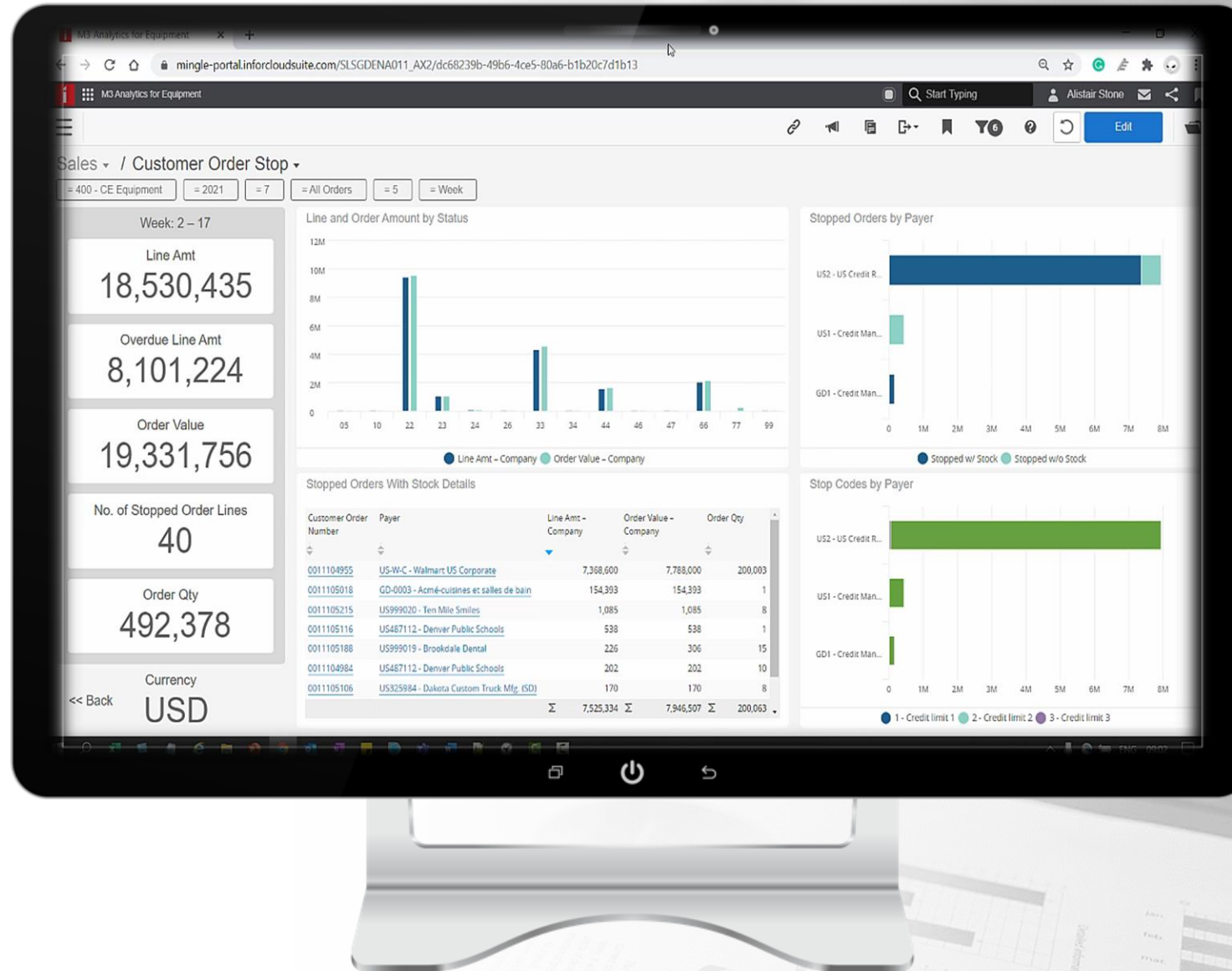
Differentiation

- M3 Analytics content seamlessly **integrated into an Infor OS homepage**

- Tailored to align with specific business/user roles

- Combines with other critical organizational data to enhance decision-making support

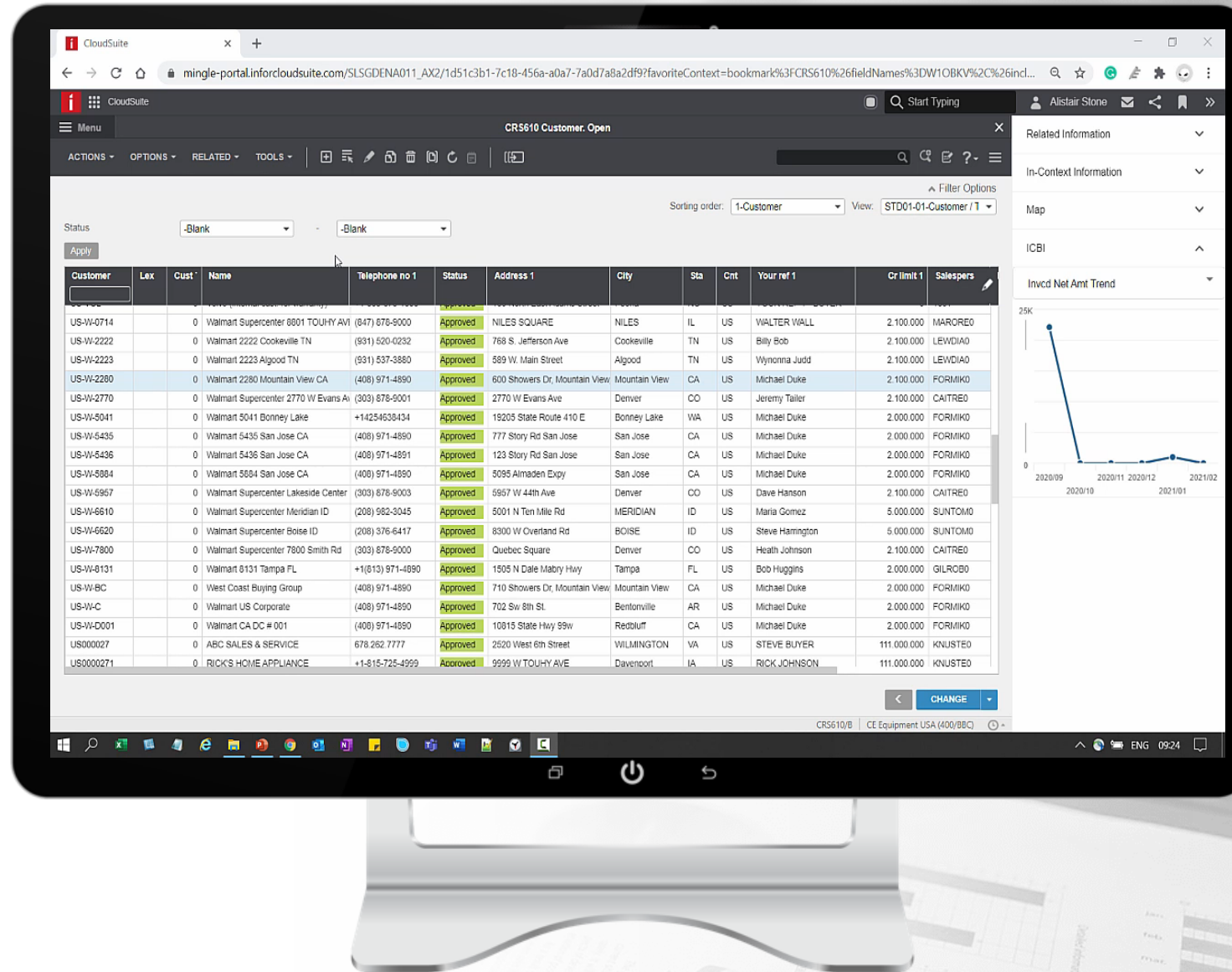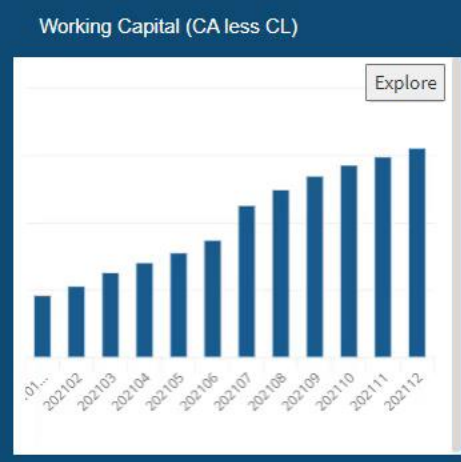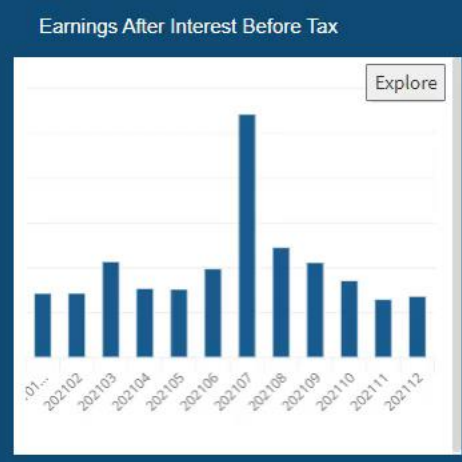- Boosts overall adoption of analytics across the organization
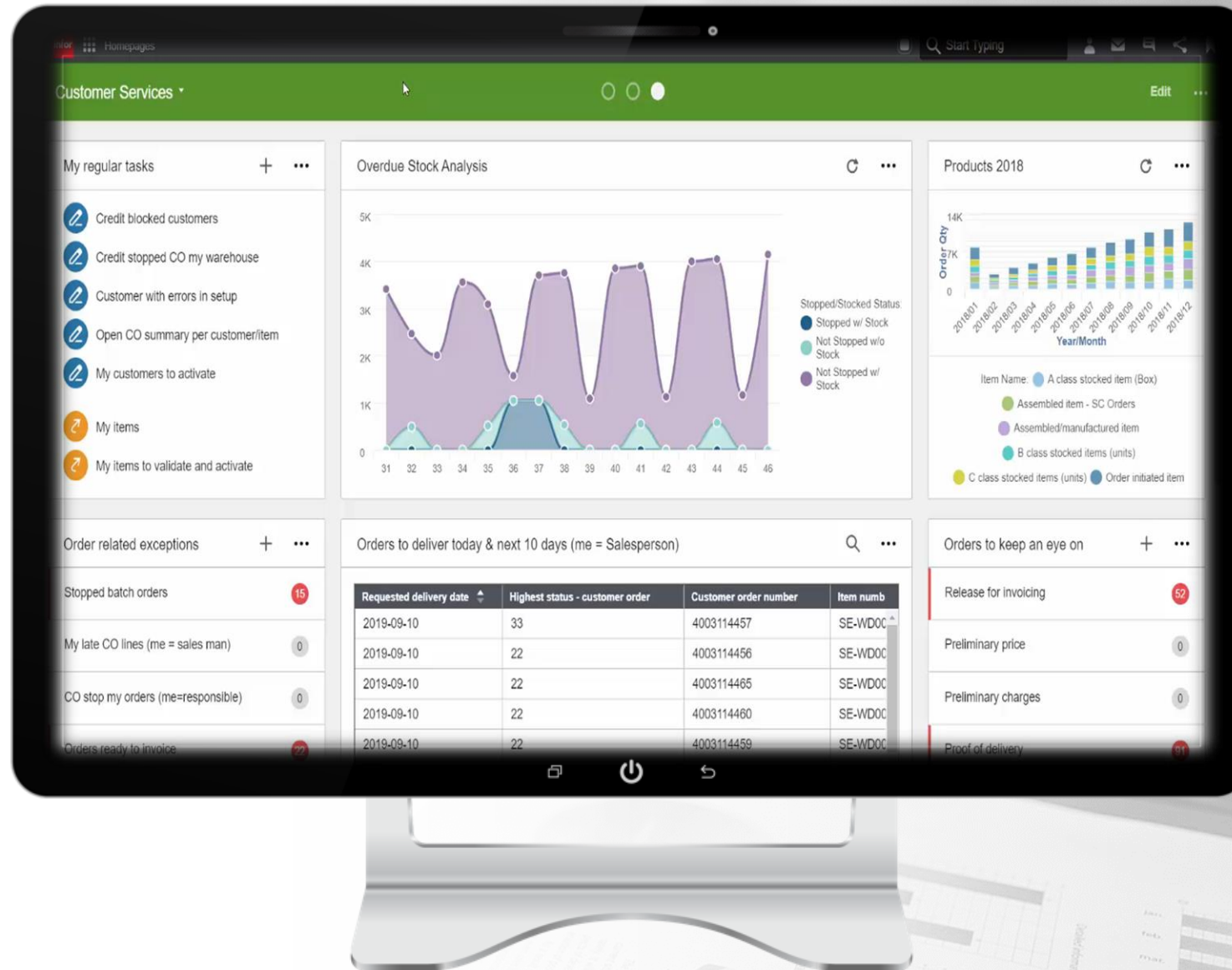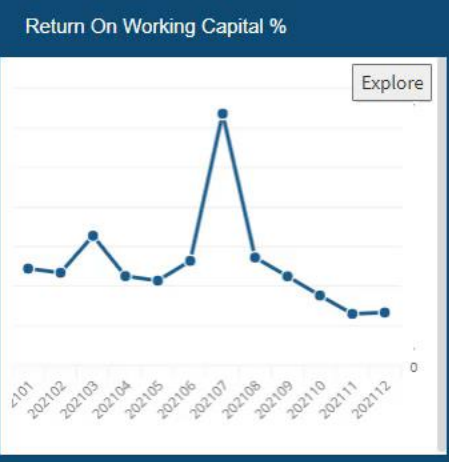
Differentiation

- Seamless integration of M3 Analytics with **drill capabilities**

- Enables users to quickly gain insights through Birst and take prompt action within M3

Infor Cloud Suite Reporting, BI, EPM & Data Management

Differentiation

- Seamless integration of M3 Analytics, **contextual within M3**

- Facilitates efficient and effortless contextual analysis

- Delivers embedded decision support within processes or screens

Alistair Stone

Chief Financial Officer (CFO) ▾

Edit ⋯

Return On Working Capital %

Explore

Earnings After Interest Before Tax

Explore

Working Capital (CA less CL)

Explore

Gross Profit

Explore

Analytics Powered By Birst ＋ ⋯

- 📊 CFO Dashboard
- 📈 Income Statement
- 📊 Balance Sheet
- 🔗 Bank & Cash Balance Trend

Cash Management ＋ ⋯

- 💲 Bank Accounts
- ☰ Bank Statement Reconciliation
- ⚙ Automated Bank Statement Processing
- 📊 Cash Flow Plan

General Ledger ＋ ⋯
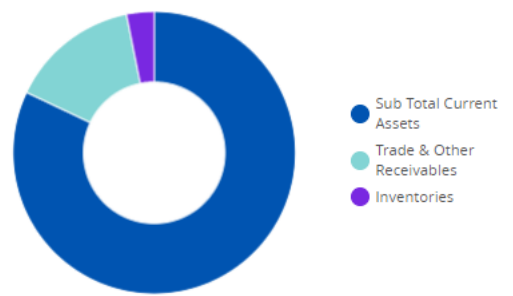
- 📊 G/L Balances
- 📄 Display G/L Transactions
- ☰ Journal Entries
- 🕐 Recurring JE's
- 📲 FIM Interface
- 🕐 Periodic Entries
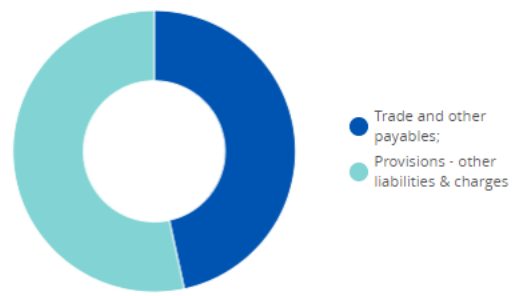- 📊 Allocations

Reporting ＋ ⋯

- 📅 Financial Report Writer
- 🖼 User Display
- 📊 Statement of Income
- 📊 Balance Lists
- 🖨 Adhoc Reporting
- 📄 Report Manager
- 📊 Analytics - Birst

C-Suite ▾ / Balance Sheet ▾

= 400 - Infor F&B Demo   = AAA - Rofni M3 F&B   = 202209   = 12

Balance Sheet
Currency: **USD** | Fiscal Period: **202209**

Overview of Current Assets

- Sub Total Current Assets
- Trade & Other Receivables
- Inventories

Overview of Current Liabilities

- Trade and other payables;
- Provisions - other liabilities & charges

		202110	202111	202112	202201	202202	202203	202204	202205	202206	202207	202208	202209
110 - Cash & Cash Equivalents (excludin...	11100 Cash - General	7,152,282	7,334,784	7,526,891	7,728,603	7,930,316	8,237,687	8,477,820	8,689,138	8,967,693	9,351,907	9,688,094	9,976,134
110 - Sub Total Current Assets	11110 Bankkonto USD	346,291,845	356,498,183	367,209,592	378,456,571	389,703,550	406,787,804	420,177,066	432,278,299	447,809,841	469,232,659	487,977,625	504,580,308
	11120 Bankkonto EUR	339,973	339,973	339,973	339,973	339,973	339,973	339,973	339,973	339,973	339,973	339,973	339,973
	Cash & Cash Equivalents (excluding O/D)	353,784,100	364,172,940	375,076,456	386,525,147	397,973,839	415,365,464	428,994,859	441,307,410	457,117,507	478,924,539	498,005,692	514,896,416
120 - Trade & Other Receivables	12100 Forderungen L+L	531,128	500,551	510,500	510,500	518,888	519,599	519,599	204,569	204,569	204,569	204,569	204,569
	12101 Accounts Rcvbl	50,670,336	51,876,794	53,146,750	54,480,203	55,813,657	57,845,586	59,433,031	60,829,983	62,671,419	65,211,330	67,433,753	69,402,185
	12120 Factoring, nich	2,616	2,616	2,616	2,616	2,616	2,616	2,616	2,616	2,616	2,616	2,616	2,616
	12150 Gelief,n.fakt.	11,599,505	11,926,537	12,270,782	12,632,239	12,993,697	13,544,488	13,974,795	14,353,464	14,852,619	15,541,109	16,143,538	16,677,117
	12300 Forderungen IC	48,138	48,138	48,138	48,138	48,138	48,138	48,138	48,661	48,661	48,661	48,661	48,661
	12301 Inter-Co Rcvbl	500	500	500	500	500	500	500	500	500	500	500	500
	12310 Inter-Co Debt	4,810,039	4,922,110	5,040,080	5,163,949	5,287,817	5,476,569	5,624,032	5,753,246	5,924,303	6,160,243	6,366,690	6,549,544
	14100 Vorauszahlung M	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500	-1,500
	14200 Miete Vorauszah	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000
	Trade & Other Receivables	67,718,761	69,333,746	71,075,866	72,894,645	74,721,813	77,493,997	79,659,210	81,249,539	83,761,186	87,225,528	90,256,827	92,941,692
130 - Inventories	13100 Bestand RHB	582,638	586,950	591,489	1,166,492	1,175,962	1,158,390	1,164,064	1,169,056	1,175,637	1,184,715	1,192,657	1,199,692
	13200 WIA Material	5,059,624	5,185,928	5,318,880	5,459,321	5,598,920	5,811,725	5,977,915	6,124,162	6,316,942	6,582,845	6,815,510	7,021,585
	13300 WIA - Fertigung	7,356,201	7,544,274	7,742,245	7,951,360	8,159,230	8,476,077	8,723,541	8,941,309	9,228,367	9,624,310	9,970,759	10,277,614
	13400 Bestand Fertigw	1,374,959	1,367,713	1,360,086	1,354,027	1,346,019	1,359,892	1,350,358	1,341,968	1,330,909	1,315,655	1,302,307	1,290,485
	13800 Return not Insp	-924	-924	-924	-924	-924	-924	-924	-924	-924	-924	-924	-924
	13990 Goods transfer	0	0	0	0	0	0	0	0	0	0	0	0
	Inventories	14,372,499	14,683,942	15,011,776	15,930,276	16,279,207	16,805,160	17,214,953	17,575,571	18,050,931	18,706,600	19,280,310	19,788,453
170 - Current Assets (Total)	Current Assets (Total)	435,875,361	448,190,628	461,164,098	475,350,068	488,974,859	509,664,621	525,869,022	540,132,520	558,929,625	584,856,667	607,542,829	627,626,560
210 - Sub Total Current Assets	Sub Total Current Assets	435,875,361	448,190,628	461,164,098	475,350,068	488,974,859	509,664,621	525,869,022	540,132,520	558,929,625	584,856,667	607,542,829	627,626,560
240 - Property, Plant & Equipment	15100 Maschinen & Zub	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500
	15101 Machine & Equip	32,779,953	32,861,717	32,947,783	33,038,153	33,128,523	33,266,230	33,373,813	33,468,487	33,593,283	33,765,417	33,916,033	34,049,437
	15150 Accum Depr M&E	-10,773,367	-10,936,347	-11,107,906	-11,288,043	-11,468,179	-11,742,673	-11,957,121	-12,145,836	-12,394,596	-12,737,713	-13,037,940	-13,303,856
	15200 Computers	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490	-6,490
	15300 Investments Fix	25,766,667	26,083,333	26,416,667	26,766,667	27,116,667	27,650,000	28,066,667	28,433,333	28,916,667	29,583,333	30,166,667	30,683,333
	15700 Gebäude	36,341,281	36,333,681	36,325,681	36,317,281	36,308,881	36,296,081	36,286,081	36,277,281	36,265,681	36,249,681	36,235,681	36,223,281
	15900 FA under constr	26,620,709	27,038,594	27,478,474	27,940,347	28,402,220	29,106,026	29,655,875	30,139,742	30,777,567	31,657,325	32,427,114	33,108,927
	Property, Plant & Equipment	110,728,253	111,373,987	112,053,708	112,767,414	113,481,121	114,568,674	115,418,325	116,166,017	117,151,612	118,511,053	119,700,564	120,754,131
300 - Long Term Assets	15100 Maschinen & Zub	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500	-500
	15101 Machine & Equip	32,779,953	32,861,717	32,947,783	33,038,153	33,128,523	33,266,230	33,373,813	33,468,487	33,593,283	33,765,417	33,916,033	34,049,437
	15150 Accum Depr M&E	-10,773,367	-10,936,347	-11,107,906	-11,288,043	-11,468,179	-11,742,673	-11,957,121	-12,145,836	-12,394,596	-12,737,713	-13,037,940	-13,303,856

Sales Representative Overview

With the **Sales Representative** dashboard, you can view the opportunity and activity metrics assigned to each sales representative

Help the sales representative monitor, plan, and manage actions to accomplish the assigned activities

How is the performance of the team members?

What are the overdue activities or opportunities?

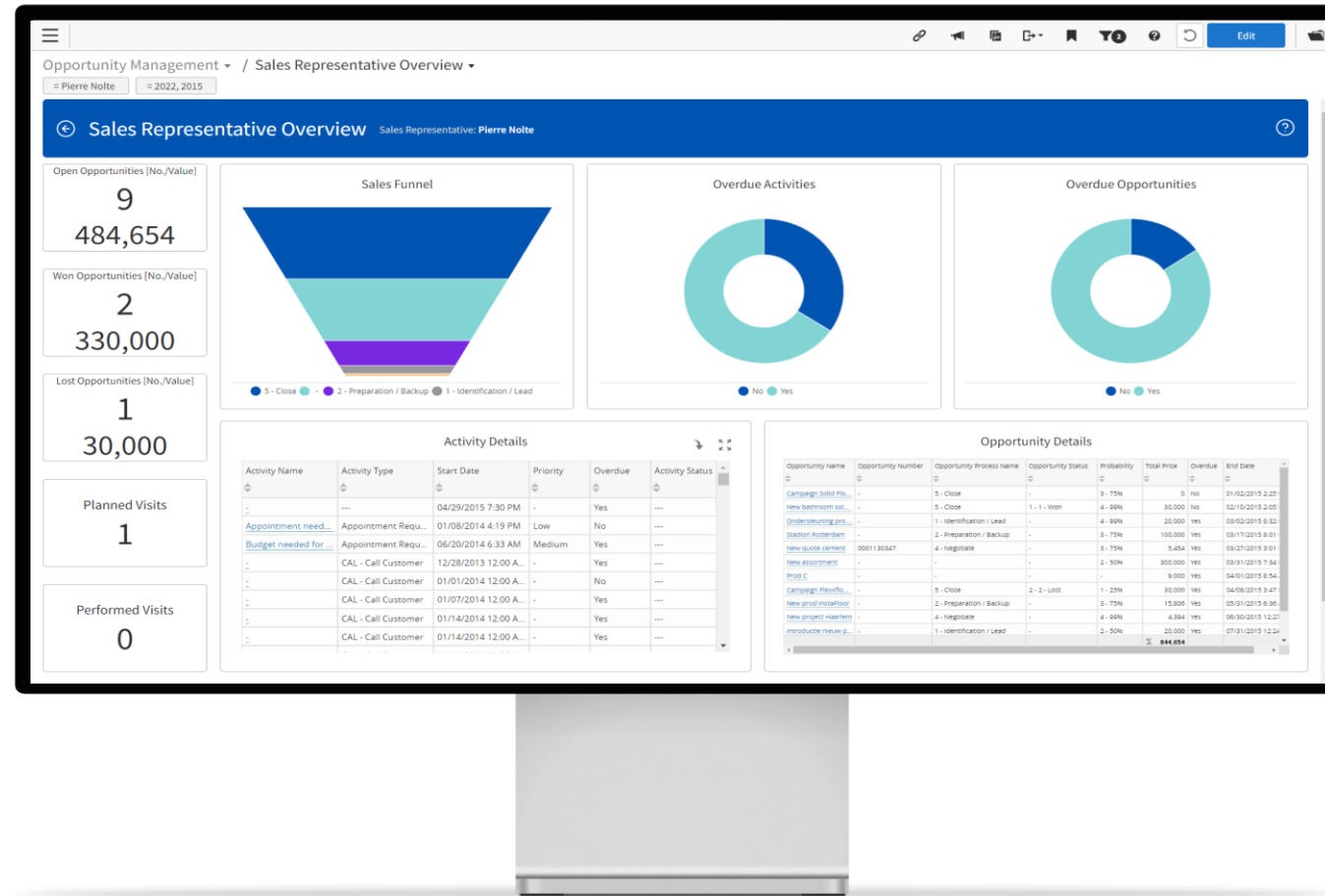What are the opportunities and activities performed?

How many visits were planned and performed?

What is the value of the opportunity?

How many lost opportunities are there?

Sales Teams Operations   Sales Team: **Global Sales**

No. of Created Accounts	Open Opportunities [No./Value]	Won Opportunities [No./Value]	Lost Opportunities [No./Value]	Planned Visits	Performed Visits
158	105 / 83,307,956	6 / 440,000	5 / 5,835,094	13	14

Opportunities Won by Period

Sales Funnel

- 4 - Negotiate
- 2 - Preparation / Backup

Overdue Opportunities

- No
- Yes

Overdue Activities

- No
- Yes

Win Rate
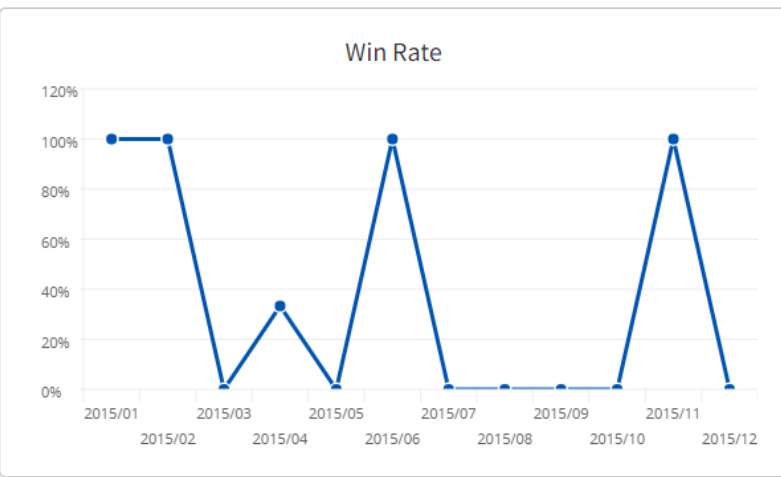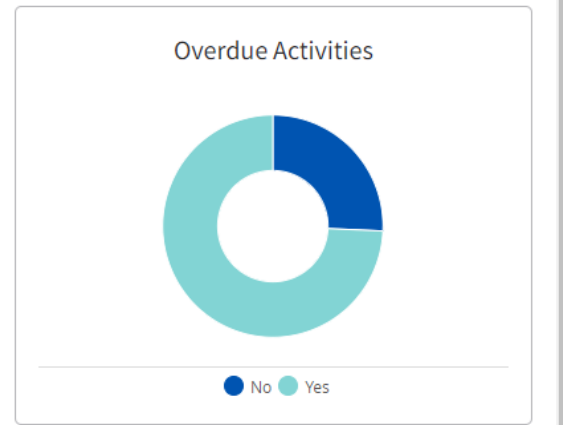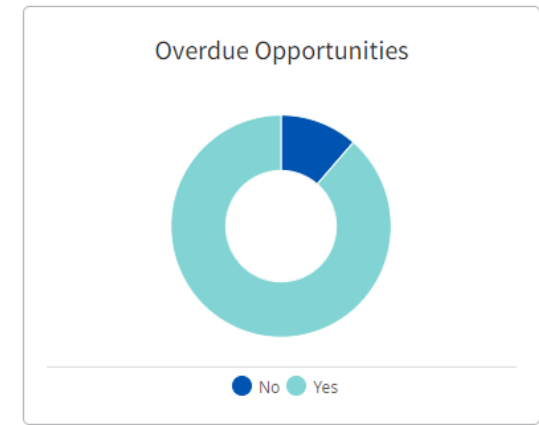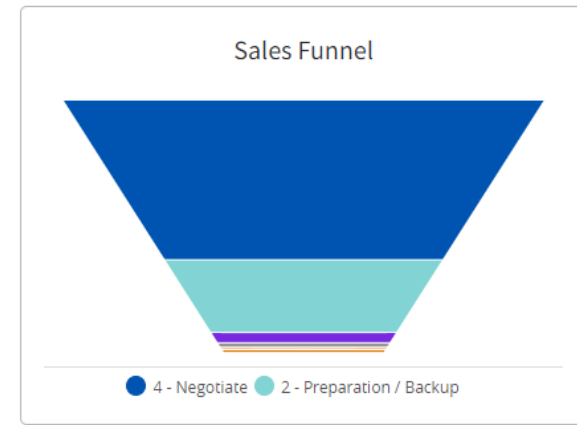
Opportunity Overview

Sales Rep. Name	No. of Open Oppor...	Open Opportunitie...	No. of Won Opport...	Won Opportunities...	No. ...
Helena Vinge	3	134,486	0	0	
Jan Forssberg	5	23,805,094	1	100,000	
Sara Swardh	23	2,029,189	0	0	
Mike Fletcher	1	0	0	0	
Xavier Quinault	10	170,200	0	0	
Claudia Mostersteg	4	11,805	0	0	
Adam Lowe	2	10,000	0	0	
Emma Karlsson	10	3,064,599	2	10,000	
{}	105	{} 83,307,956	{} 6	{} 440,000	{}

Activity Overview

Sales Rep. Name	Planned Visits	Performed Visits	No. of Open Activiti...	No. of Closed Activi...
Jan Forssberg	0	3	0	68
Mike Fletcher	0	0	8	0
Sara Swardh	1	0	130	8
Helena Vinge	0	0	17	0
Hendrik Assink	0	0	2	0
Peter Dvorak	0	0	3	0
Kirk Leeson	0	0	2	0
{}	13	{} 14	{} 654	{} 216

Edit

04

EPM

24

NEXT →

BI and Analytics

Data

Information

Activity

Knowledge

Decision

Insight

Strategy

Org. Alignment

Management

Plan, budget, fc

ETL

EDW

BI Portal
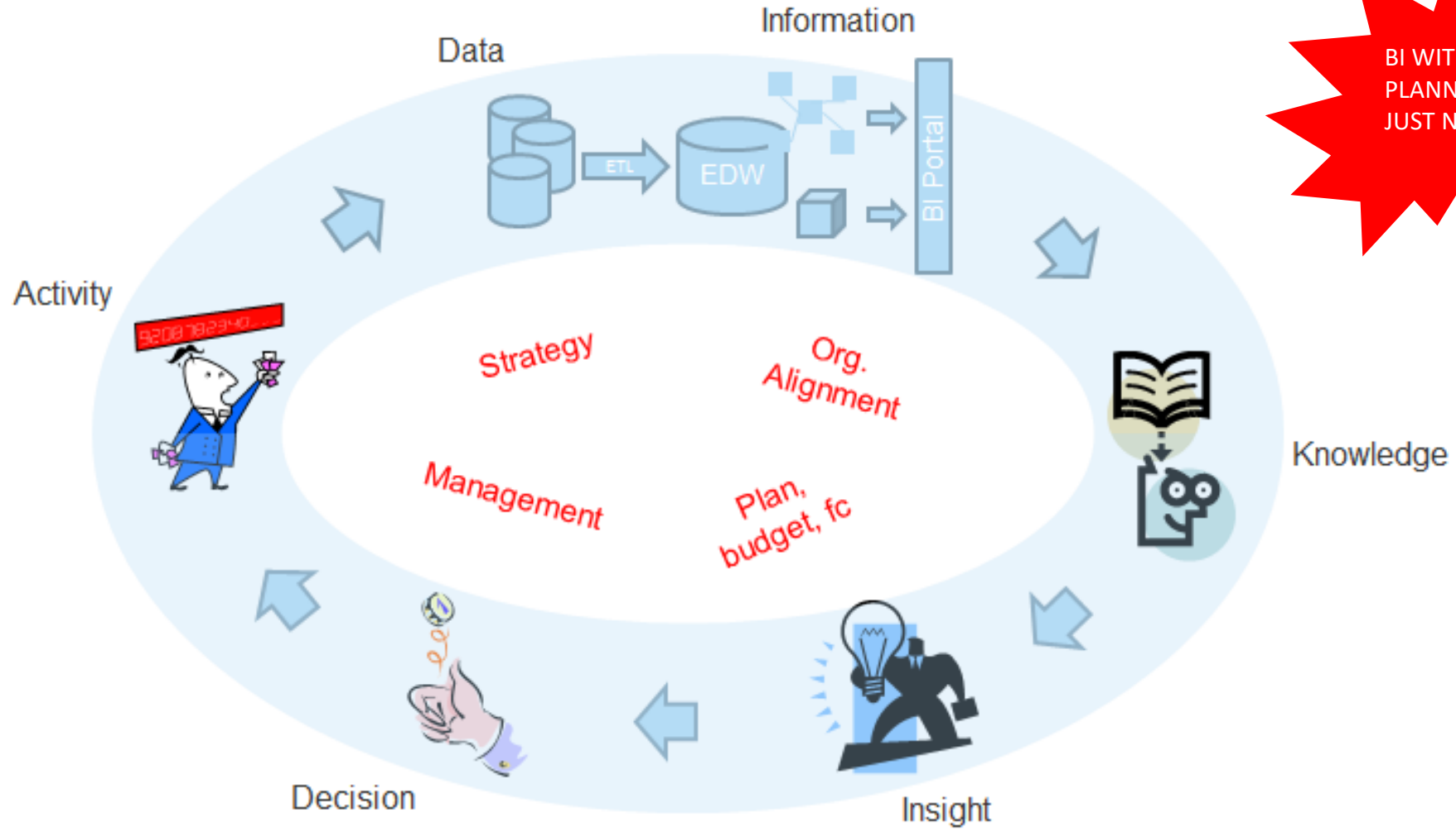
BI WITHOUT PLANNING IS JUST NOISE!!!

EPM process & scope

Visions & business ideas

Business decision drivers

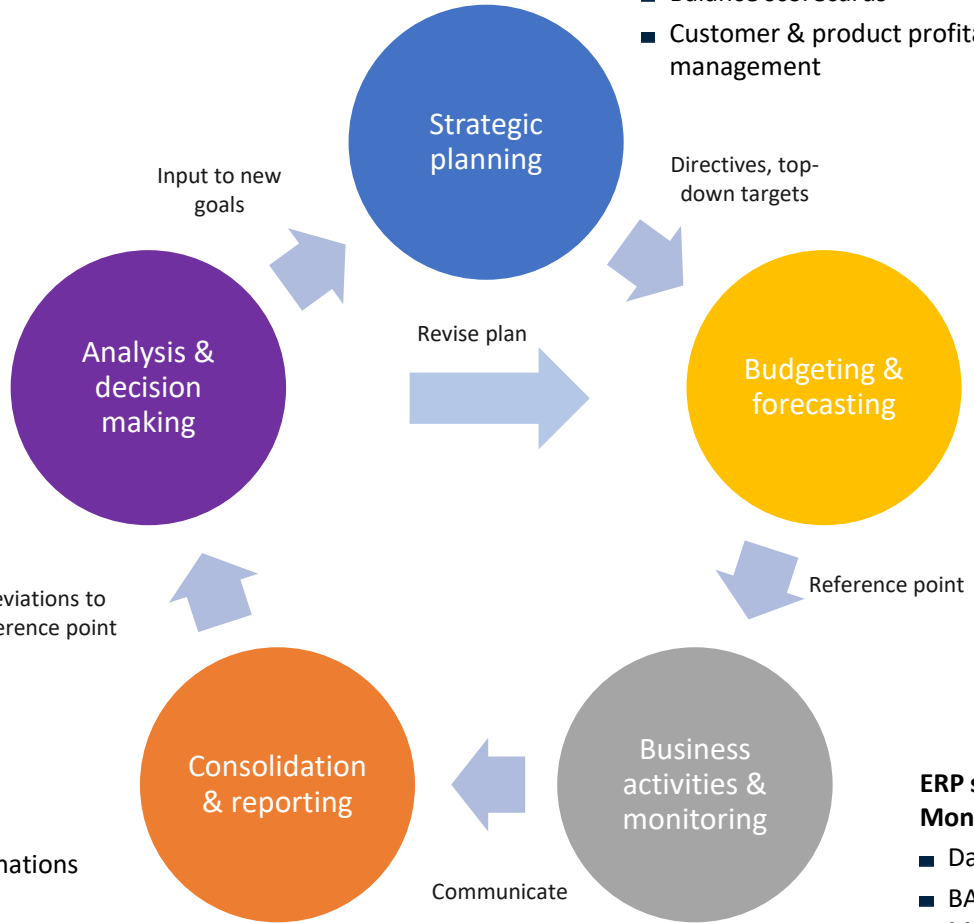Constant change and disruption. Why? Posibilities?

Strategic Planning:
- What-if scenario planning
- KPI definitions
- Balance scorecards
- Customer & product profitability management

Analysis:
- Dashboards
- Analysis: Root cause, trend, benchmark
- Ad-Hoc Reporting

Budgeting & Forecasting:
- Driver based planning
- Rolling Forecasting
- Top down & bottom up planning
- Risk based planning
- **Integrated operational and financial planning**
- Integrated Planning & Reporting

Consolidation & Reporting:
- Group consolidation
- Intra/intercompany eliminations
- IFRS Reporting
- Local GAAP Reporting
- Disclosure Management
- Compliance: Solvency, Basel

ERP systems & Monitoring:
- Dashboards
- BAM (Business Activity Monitoring)
- M3, LN, S3 Analytics

Strategic planning

Budgeting & forecasting

Business activities & monitoring

Consolidation & reporting

Analysis & decision making

Input to new goals

Directives, top-down targets

Revise plan

Reference point

Deviations to reference point

Communicate

Building a great cloud data platform

Infor OS, the integration hub

Portal, Homepages	Ming.le & Homepages
In-context, Drill-back, Embedding	Apps & Extensions · EPM · Birst · AI & Machine Learning
Data exchange	Data Lake – Enterprise Data Storage
Interoperability	ION / API Gateway
Data sources	Infor CloudSuites · 3rd Party Software · Home-Built Applications · Other Data Sources

Infor OS
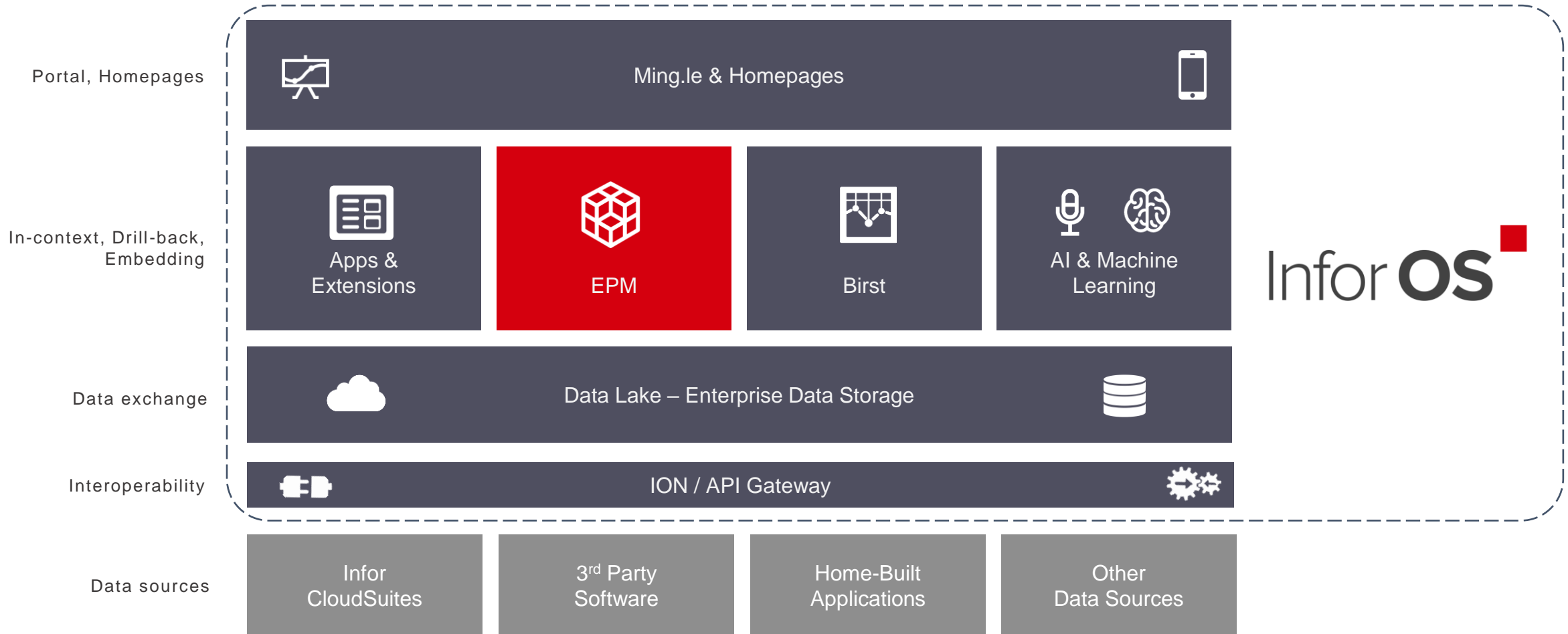
Combining Business Processes with Modern Technology

Budgeting, Planning & Financial Consolidation

Applications

Budgeting & Planning	Financial Consolidation	Workforce Budgeting	Custom

Accelerators

CapEx	Process Cockpit	Financial Core	Cash Flow	…
HR Planning	Driver based Planning	S&OP	Healthcare*	Hospitality*

Platform

Performance Management Platform

Top EPM use cases

Financial planning, budgeting and forecasting
Create budgets and plans, forecasts, operational and strategic plans

Workforce planning and budgeting
Create position / employee-based budgets and plan employee count

Sales planning
Sales plans with analysis of existing trends and team collaboration

Capital expenses planning
Capital project management with documentation packages, overview of statuses and approvals

Financial consolidation
Complex ownership structures, multiple currencies & inter-company transactions

Financial reporting
Formatted standard reporting and flexible self-service reporting

Sales & Operational planning
Fill the gap between operational planning and yearly/strategic planning

Supply demand planning
Use the power of AI and machine learning to plan supply and demand

Projects forecasting
Build various scenarios of project forecasts and analyze the execution

Risk management
Project, campaigns or business risks management with the reaction plan, actions workflow and analysis of different versions and scenarios

Strategy Management
Build you company strategy with connecting strategy with activities, measures and metrics

ERP Extensions
Add more features to core solution for financial reporting and performance management tasks

Start Typing

Finance

Edit ...

Financial Management ⊕ ...

- 📁 General Ledger
- 📁 Bank Reconciliation
- 📁 Budgets & Forecasting
- 📁 Fixed Assets
- 📁 Inter Company Settlements
- 📁 Allocation
- 📁 Financial Agreement - Leasing
- 📁 Tax Authoriteis
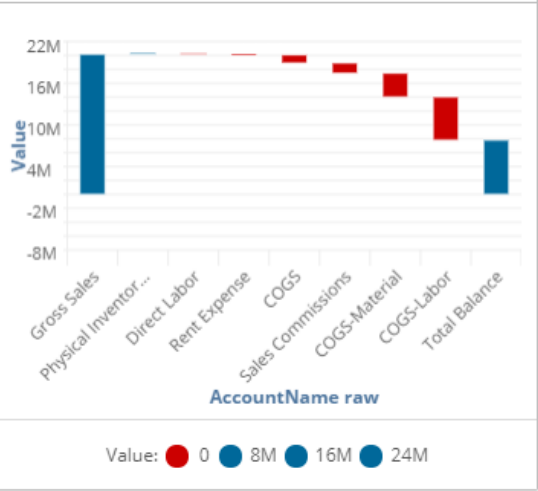- 💲 Product Cost

Budget PL By Month ...

Accounts: Profit (Loss) before Taxes, Segment 2: All Segments 2, Organizations: All Org... ...
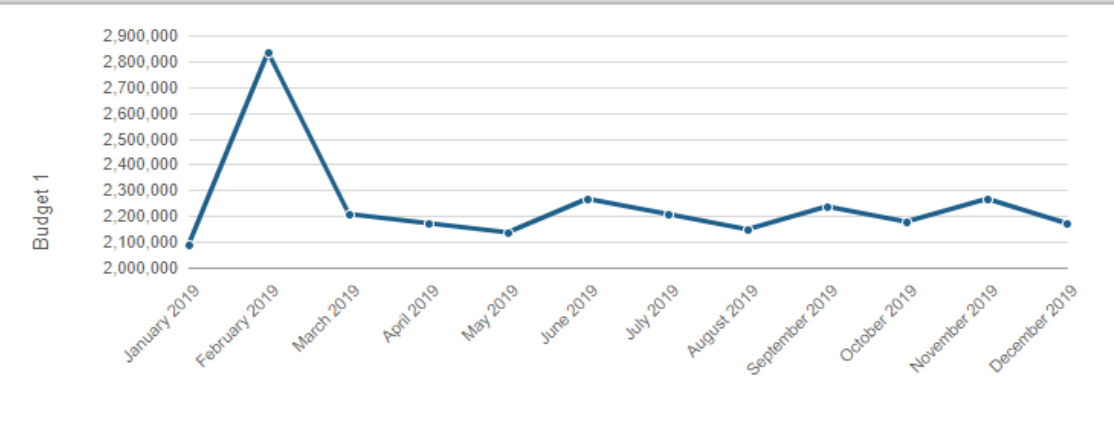
My Shortcuts ⊕ ...

- Financial Consolidation
- Self Service
- Budget & Planning
- Sample Dashboards

Birst Waterfall Chart ...

Value: 🔴 0 🔵 8M 🔵 16M 🔵 24M

Ad-Hoc Analysis ...

Chart Widgets

- Explore Your Data
- ⭐ Favorites
- Bar Charts
- Column Charts
- Compare Against a Target

Genesis Cars PL by Brand ...

Entities: Genesis Cars, Calendar: 2... ...
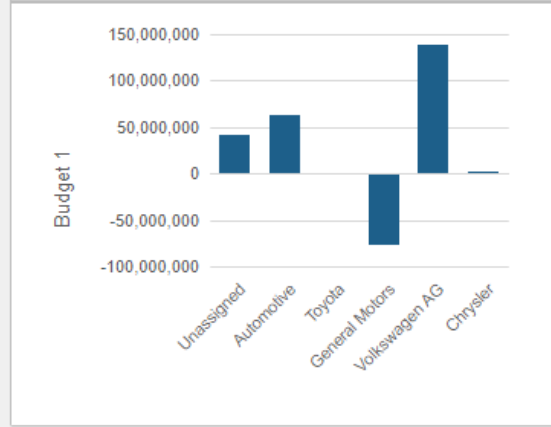
Contribution by Department

Branch: Bradford, Period: Oct, Year:...　···

Legend: Actual　Budget

X-axis: Total Net Margin, Parts　Total Net Margin, Service
Y-axis: 0 to 7,000,000
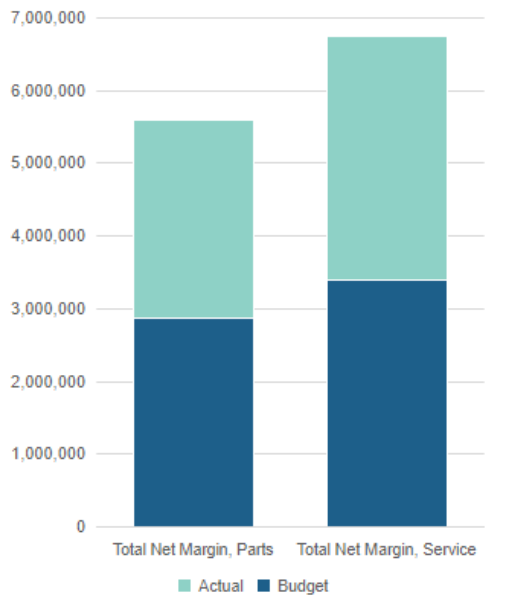
Service Expenses

Branch: Bradford, Period: Oct, Year: 2021　···

X-axis: 0　100,000　200,000　300,000

Categories:
- Non Productive Salaries, Service
- Direct Expenses-Vehicle Expenses, Service
- Rectification, Service
- Non Productive NI/Pension, Service
- General Training Technicians, Service
- Direct Expenses-General Expenses, Service
- Equipment Depreciation, Service
- Star Diagnostics, Service
- Equipment Maintenance, Service
- General Training Apprentices, Service

Legend: Budget　Actual

Sales by Model

Branch: Bradford, Period: Oct, Year: 2...　···

Y-axis: -200,000 to 1,800,000

X-axis: Canter　Vito　Sprinter　Axor　Citan　Econic　Atego

Legend: Budget　Actual
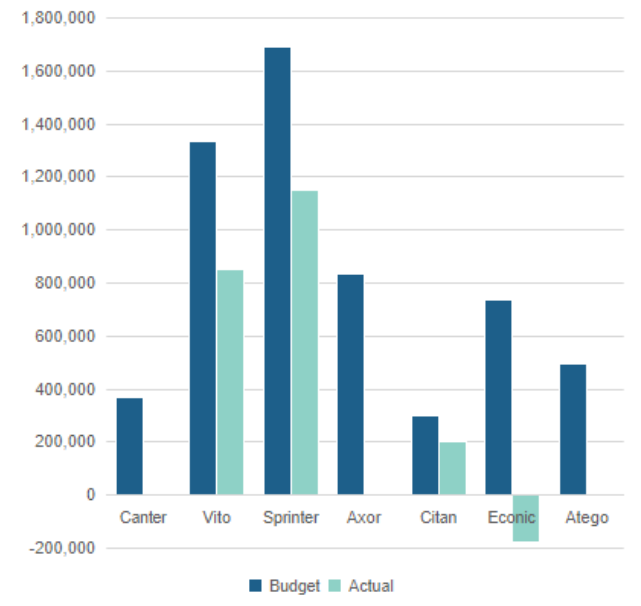
Efficiency

Branch: Bradford, Period: O...　···

Actual vs. Budget

Avg Recovery Rate
97%
57.14 from 58.99

Avg Efficiency
99%
0.9 from 0.91

Avg Utilisation
101%
0.92 from 0.91

Productivity
0.83 from 0.83

Service Cont per Hour
103%
15.06 from 14.65
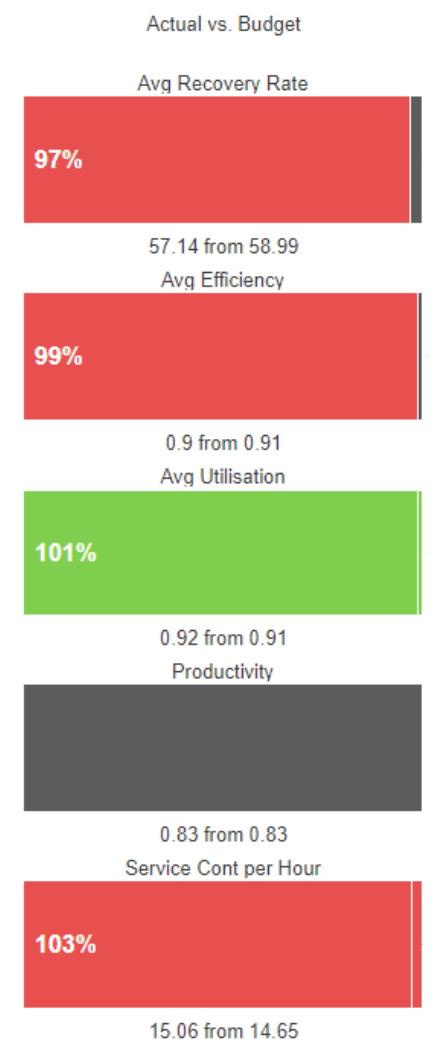
Utilisation

Branch: Bradford, Period: Oct, Year: 2021

Budget vs. Actual

Attended Hours	Supervision Hours	Apprentice Training Hours	Idle Hours	Booked to Jobs
101%	92%	103%	91%	101%
38359.56 from 37909.66	1996.4 from 2173.8	3318.9 from 3232.3	2900.8 from 3196.03	30097.7 from 29832.16

View ▼ Rows ▼ Columns ▼ Data ▼ Export ▼ •••

Standard Configuration Set / Actual / GR0001 - Gr. Genesis Car / EUR - Euro / December 2

Account Number [A] ▼	Account Description [A] ▼	Genesis Cars RU0001	Genesis Finance RU0002	Genesis Automotive RU0003	Genesis UK RU0004	Genesis America RU0005	Genesis Asia RU0006	Genesis International RU0007	Genesis Germany RU0008	A
I110000	Revenues	73,250,313	1,049,394	1,325,827	1,364,557	1,170,970	6,373	748,116	342,497	
I120100	Material Costs (direct)	-364,615	-336,573	-376,445	-443,191	-430,618	-2,847	-398,044	-187,812	
I120310	Direct Material Production	0	0	0	0	0	0	0	0	
I120320	Direct Labor Production	0	0	0	0	0	0	0	0	
I120330	Special Direct Costs of Production	0	0	0	0	0	0	0	0	
I120300	─Production Costs (direct)	0	0	0	0	0	0	0	0	
I120500	Changes in Inventory	-13,524	-11,495	-15,553	-15,825	-13,862	-70	-8,114	-2,881	
I120999	Intercompany Differences Cost of Goods Sold	0	740	9,985	23,867	9,543	5	-12,810	28,922	
I130111	Personnel Expenses (Material)	-90,160	-76,636	-103,684	-105,502	-92,414	-465	-54,096	-19,204	
I130112	Depreciation (Material)	-113	-96	-130	-132	-116	-1	-68	-24	
I130113	Other Operating Expenses (Material)	-13,299	-11,304	-15,293	-15,562	-13,631	-69	-7,979	-2,833	
I130110	─Material Expenses (indirect)	-103,571	-88,036	-119,107	-121,195	-106,161	-535	-62,143	-22,061	
I130211	Personnel Expenses (Production)	-125,097	-106,332	-143,862	-146,384	-128,224	-646	-75,058	-26,646	
I130212	Depreciation (Production)	-225	-192	-259	-264	-231	-1	-135	-48	
I130213	Other Operating Expenses (Production)	-39,445	-33,528	-45,362	-46,157	-40,431	-204	-23,667	-8,402	
I130210	─Production Expenses (indirect)	-164,767	-140,052	-189,483	-192,805	-168,887	-851	-98,860	-35,095	
I120000	─Costs of Goods Sold	-646,478	-575,416	-690,602	-749,149	-709,984	-4,298	-579,971	-218,927	
I100000	─Gross Profit	72,603,835	473,978	635,225	615,408	460,986	2,075	168,145	123,570	
I200999	Intercompany Differences Operating Income	0	0	0	0	0	0	0	0	
I210100	Depreciation Reversal	0	0	0	0	0	0	0	0	
I210200	Gains from Reversal of Impairment of Assets Held for Sale Included in	40,000,000	4,000	15,612,876	2,665	2,726	14	1,596	567	
I210300	Other Operating Income	0	0	0	0	0	0	0	0	
I210000	─Operating Income	40,000,000	4,000	15,612,876	2,665	2,726	14	1,596	567	

Dashboards

Operating Expenses

Overview | Data Entry

M3Cycle2021-23 - Budget 1 - M3 FAB EMEA

Immediate Writeback On | Account Details ▾ | Analysis ▾ | Columns ▾

Account Number [A]▾	Account Description [A]▾		2021 Target ▾	2022 ▾	Trend	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	July 2022	August 2022	September 2022
600000	Operating Expenses		469,862	503,107		14,860	16,233	18,439	50,125	52,383	47,087	52,069	49,161	48,570
580000	Administration		29,139	40,348		2,040	3,923	2,933	3,593	2,630	3,708	3,760	3,902	3,569
58100	Utilities Expense		9,760	20,000		1,538	1,538	1,538	1,538	1,538	1,538	1,538	1,538	1,538
58125	Communications Expense		10,020	10,521		377	925	936	1,363	591	1,350	994	1,031	1,571
58150	Office Supplies		9,359	9,827		125	1,460	459	692	501	819	1,227	1,332	460
720000	Depreciation		0	0		0	0	0	0	0	0	0	0	0
58200	Depreciation Expense		0	0		0	0	0	0	0	0	0	0	0
71230	Depreciation - Buildings		0	0		0	0	0	0	0	0	0	0	0
610000	Staff Costs		338,237	355,149		5,379	4,767	4,900	37,702	40,345	34,140	37,274	37,286	35,489
58300	Direct Labor		300,568	315,596		1,241	1,327	1,562	34,953	35,957	32,429	34,271	34,381	32,992
58350	Direct Labor-Other		9,087	9,541		1,080	1,326	201	634	1,429	403	651	276	1,047
61100	Indirect Labor		10,544	11,071		1,232	935	384	269	1,400	574	273	1,387	699
61230	Payroll Taxes		8,715	9,151		684	210	1,400	1,467	762	539	906	578	608
61300	Leased/Temporary Help		9,323	9,789		1,142	969	1,353	379	797	194	1,173	664	143
584000	Distribution		45,044	47,296		3,502	3,411	4,425	4,975	3,712	3,705	3,448	3,815	4,741
58400	Freight		21,007	22,057		1,471	1,553	2,298	2,979	1,468	1,643	1,306	2,235	2,335
58450	Customs & Duties		14,325	15,041		902	1,092	1,412	1,353	1,257	1,233	1,407	837	1,533
58500	Packaging		7,557	7,935		900	590	560	437	827	633	427	625	712
58650	Factoring Charge		2,155	2,263		229	176	154	206	160	196	308	118	161
630000	Facilities		57,442	60,314		3,939	4,132	6,181	3,855	5,695	5,535	7,586	4,159	4,771
58700	Repairs & Maintenance		10,315	10,831		356	1,182	1,447	117	1,492	780	1,069	781	184
58750	Training Expense		8,969	9,417		1,232	272	478	531	1,035	411	1,440	971	893
63200	Insurance Expense		8,430	8,852		253	302	1,221	512	1,265	1,457	989	111	473
63300	Rent Expense		10,345	10,862		625	1,344	1,296	575	1,323	333	1,002	838	1,560

Dashboards

Operating Expenses

Overview | Data Entry

Analysis ▾ | Columns ▾

Account Number	Account Description			June 2022	July 2022	August 2022	September 2022
600000	Operating Expenses			46,839	52,072	49,043	47,200
580000	Administration			3,460	3,763	3,784	2,199
58100	Utilities Expense			1,290	1,541	1,421	168
58125	Communications Expense			1,350	994	1,031	1,571
58150	Office Supplies			819	1,227	1,332	460
720000	Depreciation			0	0	0	0
58200	Depreciation Expense			0	0	0	0
71230	Depreciation - Buildings			0	0	0	0
610000	Staff Costs			34,140	37,274	37,286	35,489
58300	Direct Labor			32,429	34,271	34,381	32,992
58350	Direct Labor-Other			403	651	276	1,047
61100	Indirect Labor			574	273	1,387	699
61230	Payroll Taxes			539	906	578	608
61300	Leased/Temporary Help			194	1,173	664	143
584000	Distribution			3,705	3,448	3,815	4,741
58400	Freight			1,643	1,306	2,235	2,335
58450	Customs & Duties			1,233	1,407	837	1,533
58500	Packaging			633	427	625	712
58650	Factoring Charge			196	308	118	161
630000	Facilities			5,535	7,586	4,159	4,771
58700	Repairs & Maintenance			780	1,069	781	184
58750	Training Expense	8,969	9,417	1,232	272	531 411	1,035 1,440 971 893
63200	Insurance Expense	8,430	8,852	253	302 1,221	512 1,457	1,265 989 111 473
63300	Rent Expense	10,345	10,862	625	1,344 1,296	575 333	1,323 1,002 838 1,560

Define Phasing

Account: Utilities Expense

Account Phasing Method | **By defined method**

+ Add Phasing Method

Predefined Methods	1	2	3	4	5	6	7	8	9	10	11	12
○ Seasonality	1.00	2.00	2.00	3.00	3.00	4.00	2.00	2.00	4.00	5.00	4.00	1.00
○ Equal	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
○ End of Quarter	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	1.00	0.00	0.00	1.00

User-Defined Methods	1	2	3	4	5	6	7	8	9	10	11	12
◉ Utilities Expense	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	2.00	1.00
○ Teresia	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
○ Test	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
○ Test 1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Cancel | Apply

M3Cycle2021-23 - Budget 1 - M3 FAB EMEA

Dashboards

Operating Expenses

Overview | **Data Entry**

Immediate Writeback On | Account Details ▾ | All Rows ▾ | Analysis ▾ | **Columns** ▾

Columns dropdown:
- ✓ Timeline
- ✓ Commentary
- ✓ Account Number
- ✓ Account Description

M3Cycle2021-23 - Budget 1 - M3 FAB EMEA

Account Number [A]▾	Account Description [A]▾	2021 / Target	2022	Trend	Commentary	January 2022	February 2022	March 2022	May 2022	June 2022
600000	Operating Expenses	469,862	503,107			14,860	16,233	18,439	52,383	47,087
580000	Administration	29,139	40,348			2,040	3,923	2,933	2,630	3,708
58100	Utilities Expense	9,760	20,000			1,538	1,538	1,538	1,538	1,538
58125	Communications Expense	10,020	10,521			377	925	936	1,363	591	1,350
58150	Office Supplies	9,359	9,827			125	1,460	459	692	501	819
720000	Depreciation	0	0			0	0	0	0	0
58200	Depreciation Expense	0	0			0	0	0	0	0
71230	Depreciation - Buildings	0	0			0	0	0	0	0
610000	Staff Costs	338,237	355,149			5,379	4,767	4,900	37,702	40,345	34,140
58300	Direct Labor	300,568	315,596			1,241	1,327	1,562	34,953	35,957	32,429
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61300	Leased/Temporary Help	9,323	9,789			1,142	969	1,353	379	797	194
584000	Distribution	45,044	47,296			3,502	3,411	4,425	4,975	3,712	3,705
58400	Freight	21,007	22,057			1,471	1,553	2,298	2,979	1,468	1,643
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58650	Factoring Charge	2,155	2,263			229	176	154	206	160	196
630000	Facilities	57,442	60,314			3,939	4,132	6,181	3,855	5,695	5,535
58700	Repairs & Maintenance	10,315	10,831			356	1,182	1,447	117	1,492	780
58750	Training Expense	8,969	9,417			1,232	272	478	531	1,035	411
63200	Insurance Expense	8,430	8,852			253	302	1,221	512	1,265	1,457
63300	Rent Expense	10,345	10,862			625	1,344	1,296	575	1,323	333

Page 1 of 1 | 100 Records per page ▾

Infor EPM facts

4500+
Customers

30+ years
in EPM Market

80 / 20
Countries / Languages

1100+
d/EPM community
members

100+
Major features
last year

Platform
Cloud and
on-premise

Infor d/EPM customers

05

What tool for what purposes?

38

NEXT →

ERP | EPM | BI ?

- *Traditional, bread and butter:* Descriptive, BI (Business Intelligence), management reporting; time series-, benchmark- and root cause analysis

- *The "new" paradigm:* Predictive, Prescriptive, AI, Machine Learning, IoT, Big data, Data Lakes

Past   Present   Future

birst

M3, LN, S3

EPM
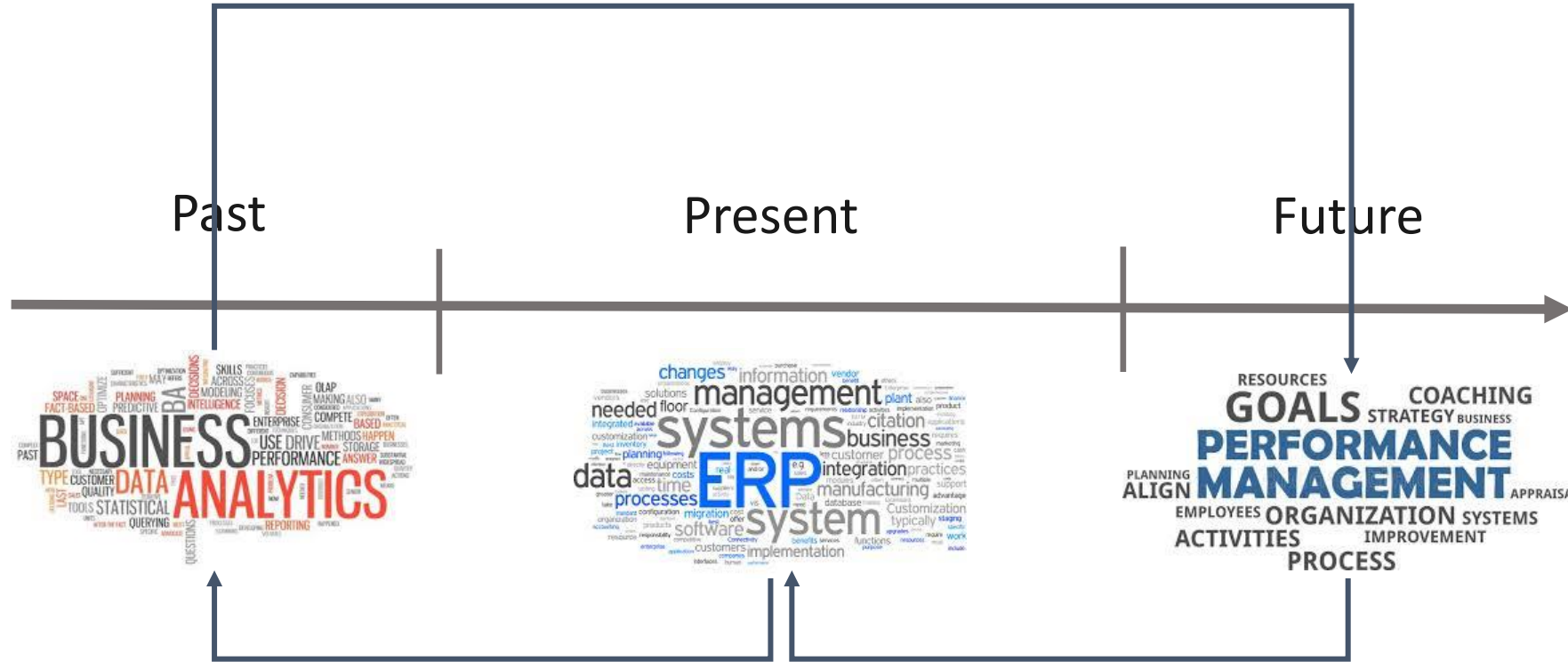
Descriptive reporting & analytics

Financial consolidation   **EPM**
Financial reporting
Statutory reporting
Actuals to budget

Planning, budgeting, forecasting

Predictive Analytics   **birst**   **EPM**
Prescriptive Analytics

06

MT cloud Architecture

Data Warehouse and Datalake ETL

All License dependent
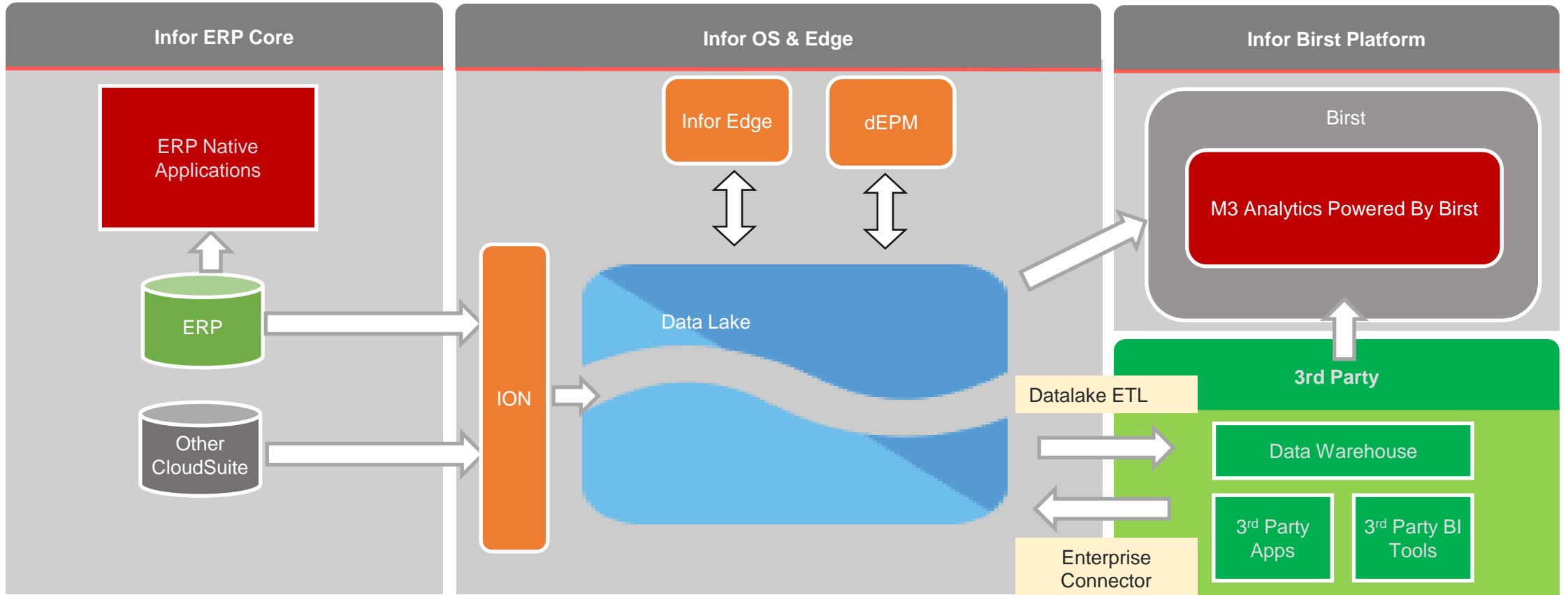
M3 and Data Fabric Details

07
Other

43

NEXT →
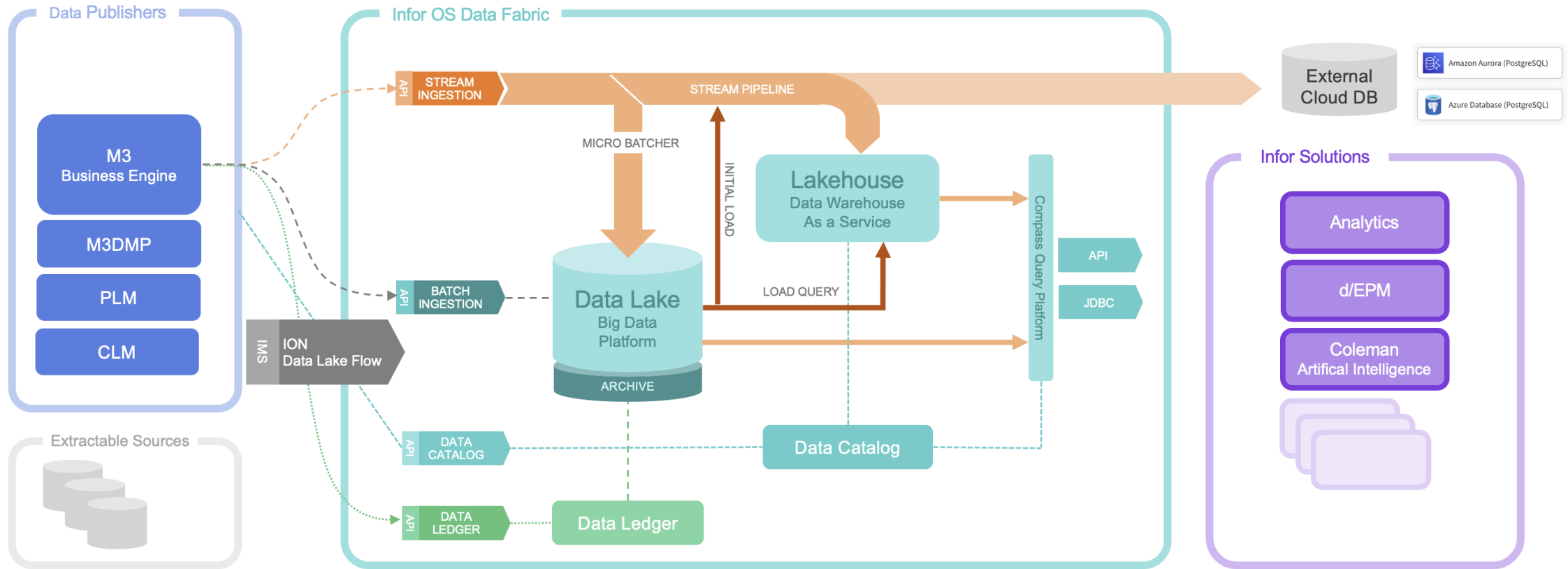
Upcoming events

- **Infor Cloud Suite EPM (Enterprise Performance Management) - demo and discussions**
  - Budgeting, forecasting, operational planning, financial consolidation and reporting
  - 10 Mar

- **DataFabric**
  - Streaming data and M3
  - 12 Apr

Data Fabric Cheat Sheet

infortech.link/DF-CheatSheet

Real-time
value at work

Industry Cloud designed for business growth and user satisfaction—ERP simplified.

infor.com

Product overview

YouTube Playlist

Documentation

Training

Technology blog

User Community

infor

**ERP Simplified:
Smart. Preconfigured. Modern.**

Infor Community portal

Discuss

Create new topics to discuss d/EPM features, ask questions and help others to become d/EPM experts

Learn

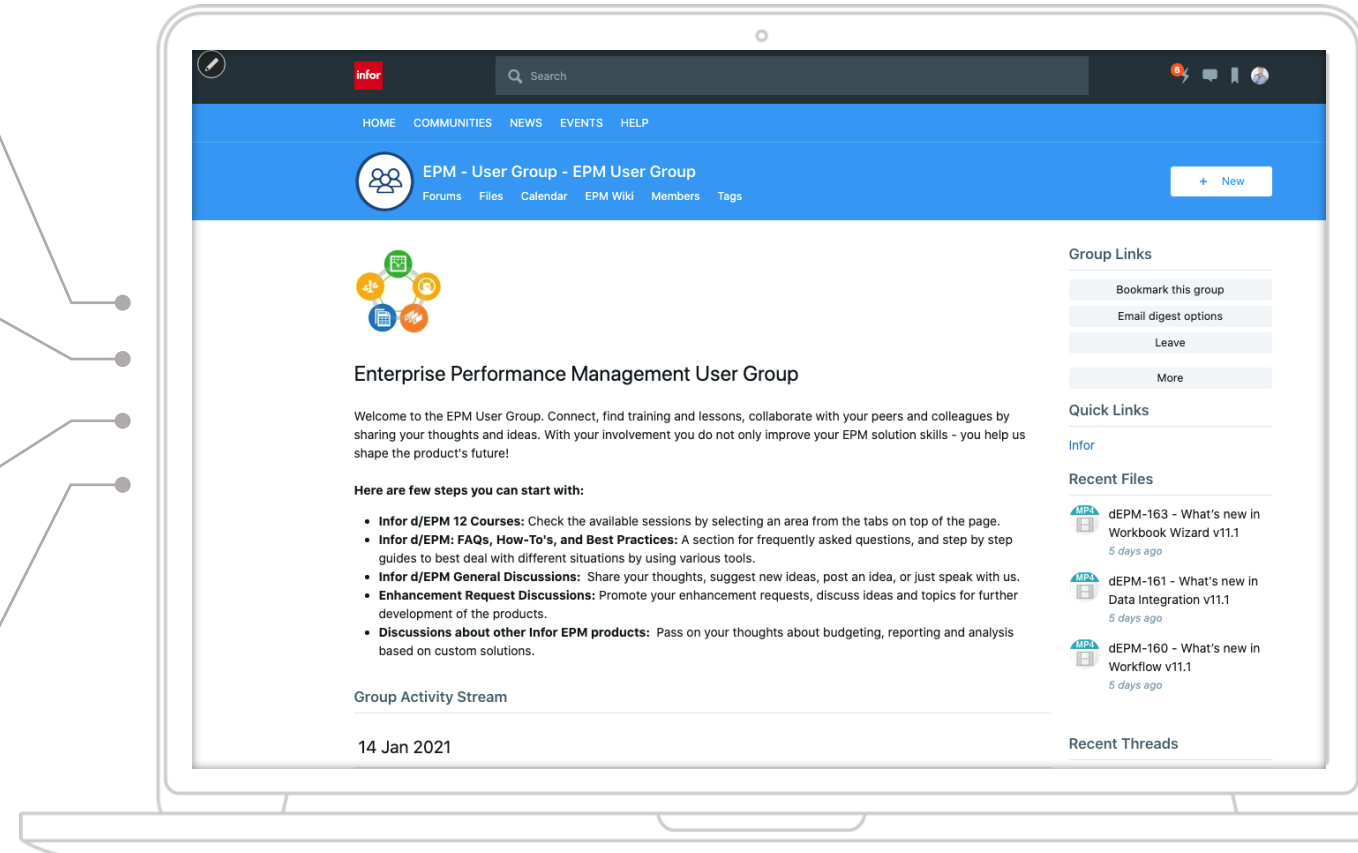Check d/EPM Training sessions to learn more about d/EPM with 50+ hours of educational materials
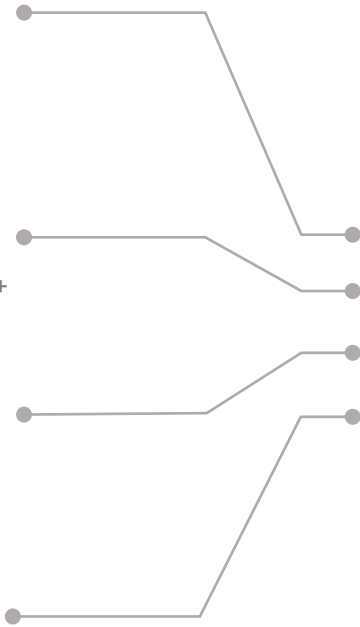
Meet

Participate in regular meetings, both virtual EPM User Group calls and face-to-face events

Share

Share your experience, ideas and success


https://concierge.infor.com

Next Generation Enterprise Planning

Translates Demand & Supply into Profit & Cash

- Extended Planning & Analysis for Automotive Suppliers
- Operational Demand & Productions Plans are used to calculate Financial Plans without manual intervention
- Advanced Automotive Supplier Demand Forecast
- Total Market Planning & Analysis
- Profit Planning & Reporting on Customer and Product level
- CAPEX & Workforce Planning
- P&L, Balance Sheet, Cash Flow Statement, Management Consolidation

Comprehensive, Fast, Relevant

- Short planning cycles & up-to-date forecasts
- Massive reduction of planning efforts
- Changes in operational plans are directly translated into financial effects
- Full integration between planning and actual reporting and analysis
- Ready for continuous planning, classical budgeting and forecasting is still supported
- **Available Q4/2023**
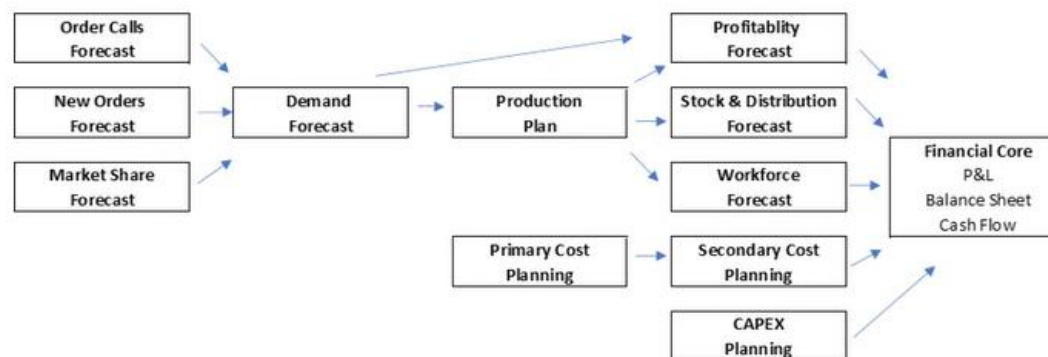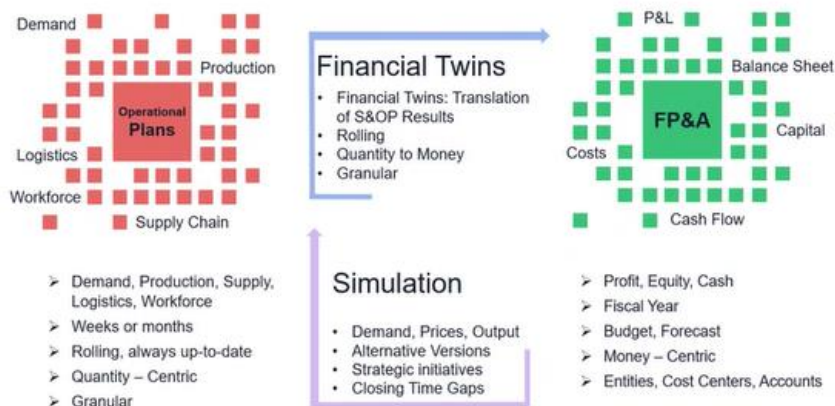
Thank you

Infor is a global leader in business cloud software specialized by industry.

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