

Information Builders is one of the largest independent software companies in the world. We work with over 11,000 customers to ensure their success by putting interactive and actionable information in the hands of everyone in the extended enterprise: employees, partners, suppliers, and customers.

Financial Reporting and Analysis



For a Full Enterprise-Wide View of Financial Performance

In today's often uncertain economy, financial professionals at all levels – from CFOs to controllers to analysts – must be able to access and analyze real-time information located in various sources across multiple departments and business units for a “point-in-time” snapshot of financial performance measures such as profit and loss. Also, in an era of increasingly stringent financial reporting requirements, timely and accurate financial information must be deliverable to anyone, anywhere, at anytime – including investors, creditors, and regulatory organizations.

The WebFOCUS Financial Reporting Platform

The WebFOCUS financial reporting platform is a complete reporting toolset that empowers financial professionals to easily generate complex financial reports, maintain budgets, track financial performance, and comply with regulatory requirements. The WebFOCUS financial reporting platform provides all the features and functionality needed to implement a comprehensive financial reporting and analysis environment – one that can help enhance financial planning, management, and control by putting real-time information in the hands of those who need it most.

Unparalleled Data Access

WebFOCUS offers access to much more than just popular financial packages such as SAP, PeopleSoft, Oracle, and J.D. Edwards. It provides direct, native access to virtually any data source – over 85, including relational, legacy, ERP, and CRM, on more than 35 platforms.

WebFOCUS also provides access to Essbase, with automatic generation of flexible metadata directly from the Essbase engine. Users can generate complex, multi-level reports from any data in Essbase cubes – even large volumes of data or data with volatile relationships or custom hierarchies, like Chart of Account data – and significantly reduce maintenance on those reports, even as hierarchies change.

With WebFOCUS, Essbase data is organized and reported on like any other data source. WebFOCUS also offers Hyperion Essbase users a simplified OLAP front-end that eliminates the need for plug-ins such as Microsoft Excel. Users can also leverage WebFOCUS' ability to drill through to any source or related data.

WebFOCUS also enables the generation of hierarchical reports directly against Essbase metadata, improving and simplifying financial report development. Users have the unique ability to partially traverse a dimension, i.e., the selection of only the desired data values, for a much more effective data pull.

Rapid Application and Report Development

Leading-edge development tools make building, testing, deploying, and managing financial reporting applications efficient and cost-effective. The integrated environment and visually intuitive interface empower developers to quickly and easily create virtually any financial report, reducing labor and maintenance costs while ensuring accuracy and consistency.

“With WebFOCUS, we are able to use leading-edge technology to immediately deliver financial management information. Users can review and analyze needed information in minutes, which allows them to see the results of new initiatives much earlier and respond more quickly to opportunities and challenges.”

John Veltkamp
BMO Bank of Montreal

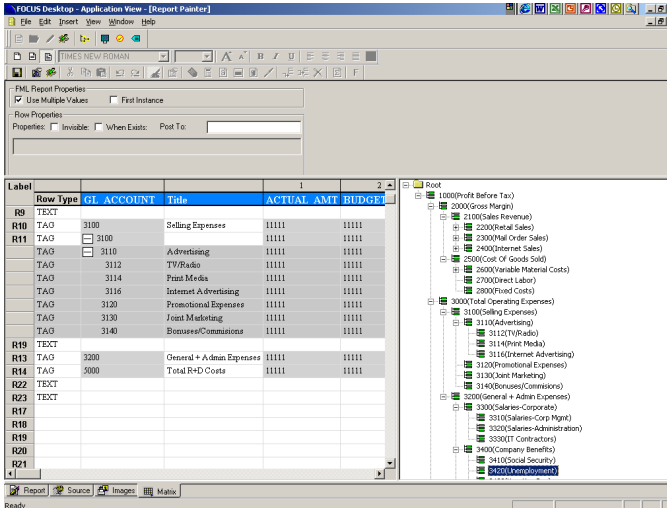
Robust Financial Modeling Tool

Many businesses rely on a team of data warehouse and financial analysts to manually produce monthly, quarterly, and year-end reports in spreadsheets – a process that is both time-consuming and expensive – because traditional SQL-based tools are not well-suited for financial reporting.

Among the problems with SQL-based tools are:

- They can only retrieve, group, and calculate data by columns; financial reports often require account data to be grouped and calculated by rows
- They can only sort data alphabetically or numerically; financial reports often require items to be listed by liquidity or some other corporate or government-defined rule
- They refer to account data explicitly, but Chart of Account hierarchies often change, so financial reports built with SQL-based tools require constant maintenance

The unique financial modeling capabilities of WebFOCUS are designed specifically for creating, calculating, and presenting financially-oriented data and enable developers to generate even the most complex financial reports in a single pass of the data. With WebFOCUS, developers can utilize graphical tools to perform columnar or inter-row calculations, and interaccount calculations to simplify rounding issues. These tools can also be used for custom sorting and grouping to rapidly



The screenshot displays the WebFOCUS application interface. The main window shows a financial report table with columns for Label, Row Type, GL ACCOUNT, Title, ACTUAL, AMT, and BUDGET. The table contains several rows of data, including sales revenue, advertising expenses, and general administrative expenses. To the right of the table is a hierarchical tree view showing the structure of the data, with nodes representing different levels of the Chart of Accounts hierarchy, such as 1000 (Profit before Tax), 2000 (Gross Margin), and 3100 (Net Sales).

Label	Row Type	GL ACCOUNT	Title	ACTUAL	AMT	BUDGET
R9	TEXT					
R10	TAG	3100	Selling Expenses	11111	11111	
R11	TAG	3100		11111	11111	
	TAG	3110	Advertising	11111	11111	
	TAG	3112	TV/Radio	11111	11111	
	TAG	3114	Print Media	11111	11111	
	TAG	3116	Internet Advertising	11111	11111	
	TAG	3120	Promotional Expenses	11111	11111	
	TAG	3130	Joint Marketing	11111	11111	
	TAG	3140	Business/Commissions	11111	11111	
R19	TEXT					
R13	TAG	3200	General + Admin Expenses	11111	11111	
R14	TAG	3000	Total R+D-Costs	11111	11111	
R22	TEXT					
R23	TEXT					
R17	TEXT					
R18	TEXT					
R19	TEXT					
R20	TEXT					
R21	TEXT					

The WebFOCUS financial reporting tool dynamically reads data hierarchies (such as the Chart of Accounts), to help simplify development as you model your reports.

produce balance sheets, profit and loss statements, actuals, and budget reports, as well as government-mandated reports such as 990. Additionally, WebFOCUS metadata constructs dynamically read and understand varying and “ragged” hierarchies, such as the Chart of Accounts, without referring specifically to account information. Therefore, reports require significantly less modification or revision when the Chart of Accounts changes.

WebFOCUS’ financial modeling tool can also dynamically generate summary statements from detail in other reports and transfer balance sheet items across years. And, because it automatically rolls up the data at report run-time, it eliminates the need to build data marts.

As a result, powerful and flexible financial reporting systems can be designed, built, and deployed in about half the time it would take with traditional methods. And more importantly, maintaining and supporting the new financial reporting environment can be accomplished at a fraction of the cost.

Forecasting

According to Hackett Benchmarking, most financial departments wrongly focus on collecting historical data, rather than trying to anticipate and prepare for future market conditions. In fact, 76 percent of the data companies collect is lagging or historical, while just 24 percent is leading or predictive. As a result, a lot of time and money is wasted analyzing what was done, instead of figuring out what should be done next.

Forecasting features are available with WebFOCUS to help financial professionals identify trends in numeric data and predict values beyond the range of values stored in the data source. Analysts and other financial users can easily select measures from a drop-down list to calculate moving averages, linear regression, or exponential moving averages.

Robust Integration With Excel

More than 80 percent of companies today use Excel almost exclusively as a financial planning and reporting tool. But, according to a *Darwin Magazine* study, financial professionals spend weeks attempting to consolidate hundreds of spreadsheets with inconsistent data definitions and altered formulas. Getting the numbers to add up properly is such a huge task that there's little time left for data analysis. Additionally, conducting what-if scenarios are difficult and labor-intensive, because they usually require users to touch multiple spreadsheets.

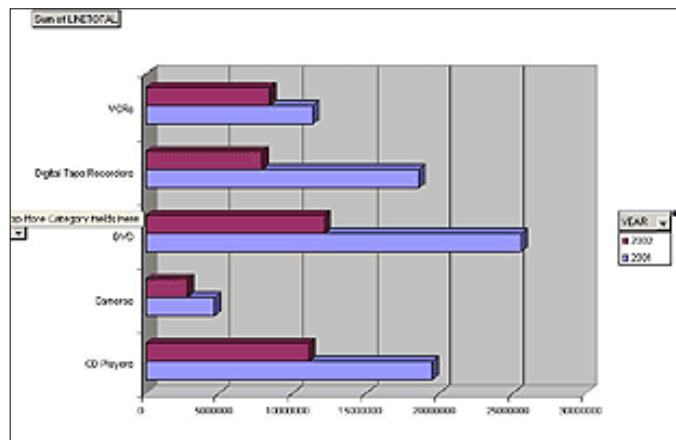
WebFOCUS helps eliminate the need for financial analysts to manually key and rekey data into spreadsheets by offering seamless Excel integration. Using just a Web browser, users can retrieve WebFOCUS financial reports as fully formatted Excel spreadsheets, with all elements preserved (field names, headers, subtotals, sort breaks, and drill-downs). Users can simply click on embedded hyperlinks to drill down to detail data. WebFOCUS also offers dynamic generation of native Excel formulas, as well as Excel PivotTables.

Financial analysts can also utilize the Excel write-back feature to update central budget or financial databases via spreadsheets. Information can be easily entered or changed by simply altering the cells within the WebFOCUS report, then clicking the "save" button.

Flexible Portal Interface

Many businesses are deploying financial portals to deliver crucial financial information on a broad scale. WebFOCUS Business Intelligence (BI) Dashboard capabilities allow developers to quickly

	Actual YTD 2000	Budget YTD 2000	Actual vs Budget YTD Variance	Actual YTD 2001	CY vs PY YTD Variance
Revenue to Office (\$00)					
Base Deal Revenue	6,454,920	7,068,137	613,217	6,987,825	387,295
Growth Factors					
Scrub Factor Revenue	338,874	369,555	30,681	309,710	35,164
Costs to Office (\$00)					
Producer Costs					
All Office Expenses	368,897	455,968	87,071	363,875	5,022
Back Fees	25,799	30,820	5,124	25,799	0
Realty	25,936	25,282	1,654	25,208	368
Caracalla	(67,324)	(62,456)	(4,868)	(64,465)	(890)
Insurance/Software	609,491	750,021	140,530	672,777	7,214
Legal Fees	1,200,517	1,368,563	168,046	1,152,559	15,008
Mod Fees	(7,458)	(9,129)	(1,671)	(7,346)	(112)
Operating Costs					
Outfit	142,476	155,299	12,823	140,339	2,137
Office Exp	716,893	797,402	80,510	706,130	10,763
Market/Back	30,253	36,398	6,145	30,253	0
Postage	25,602	27,797	2,195	25,100	383
Travel	447,283	487,549	40,266	440,884	6,709



Users can retrieve fully formatted Excel spreadsheets, click on embedded hyperlinks to drill down for more detail, and dynamically generate PivotTables.

Find Out More

To find out how our solutions can help your company succeed, talk to an Information Builders representative today. Contact your local Information Builders office, visit us at www.informationbuilders.com, or in the U.S. and Canada, call **(800) 969-INFO**.

design a portal interface for financial reporting applications and personalize it for each user. Additionally, organizations with a third-party portal already in place, such as Plumtree, IBM WebSphere, Microsoft SharePoint, CA CleverPath, Oracle, or PeopleSoft, can easily incorporate financial reporting content into their existing infrastructure.

Dynamic Report Output, Distribution, and Archiving

WebFOCUS gives users the flexibility of viewing information in a variety of common business formats, including Excel, HTML, and PDF. Reports can also be pushed to defined users via e-mail on a scheduled basis or as alerts when critical business conditions arise (for example, when expenditures exceed budget). Multiple requests can be efficiently handled by dividing a single report into multiple sections and sending each segment to diverse people/places (for example, appropriate department managers can receive a customized monthly profit and loss report). Reports can also be automatically distributed to handheld devices such as Palm, BlackBerry, and Windows Pocket PC.

WebFOCUS also offers a powerful archiving facility for financial reports and other electronic content, so financial professionals can efficiently and cost-effectively store and retrieve crucial financial information and easily comply with the information retention guidelines posed by various regulatory bodies such as the IRS and SEC. Key features include:

- Versioning – the ability to save multiple versions of the same report/document
- Expiration – the ability to set a file's expiration date or limit versions to a specified number
- Categorization – the ability to logically organize documents by categories and domains so they can be rapidly located and retrieved
- Security – the ability to keep sensitive information protected from unauthorized users by defining which users can view stored content
- E-mail notification – an e-mail can be automatically sent to users to inform them when a new file is added to the archive and provide them with a URL link to the information

Internationalization

WebFOCUS provides full support for global financial management because it's designed to work in all countries and for all languages. National Language Support enables systems to process any local-language data by seamlessly reading and interpreting all national characters embedded in any source and handling all sorting, case conversion, and formatting of dates, currency, and numbers. Users can even display different currencies in one column, so a single financial report can encompass multiple geographic regions. National Language Version capabilities display all components of the WebFOCUS user interface in a variety of languages, so users around the world can easily generate financial reports.



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