

Hyperion Focus 2015

Does your **Reporting tool** complete the last mile of your **Hyperion Investment**?

Wouter Born, Chief Product Officer
CXO Solutions

A photograph of a white toilet with a metal pipe extending from the wall into the bowl. The pipe is pouring a large amount of US dollar bills into the toilet. The bills are falling into the bowl and some are already inside. The background is a plain, light-colored wall.

Does your **Reporting tool** complete the last
mile of your **Hyperion Investment**?



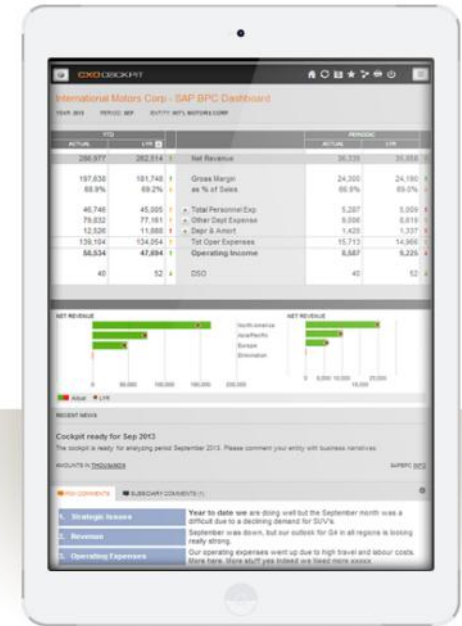
CXO-Cockpit

Next Generation Corporate Financial Reporting and Communication Platform

Wouter Born, Chief Technical Officer

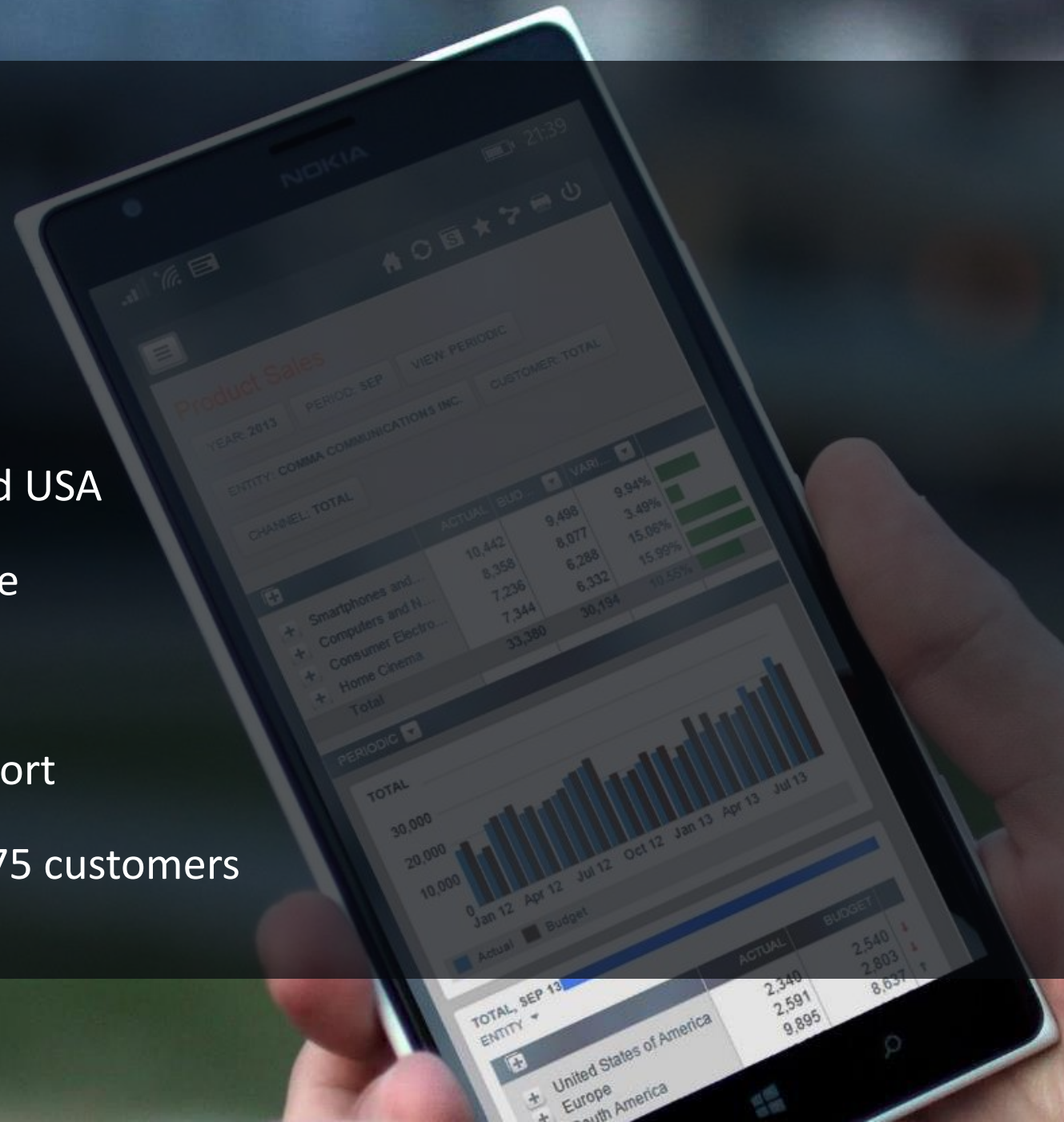






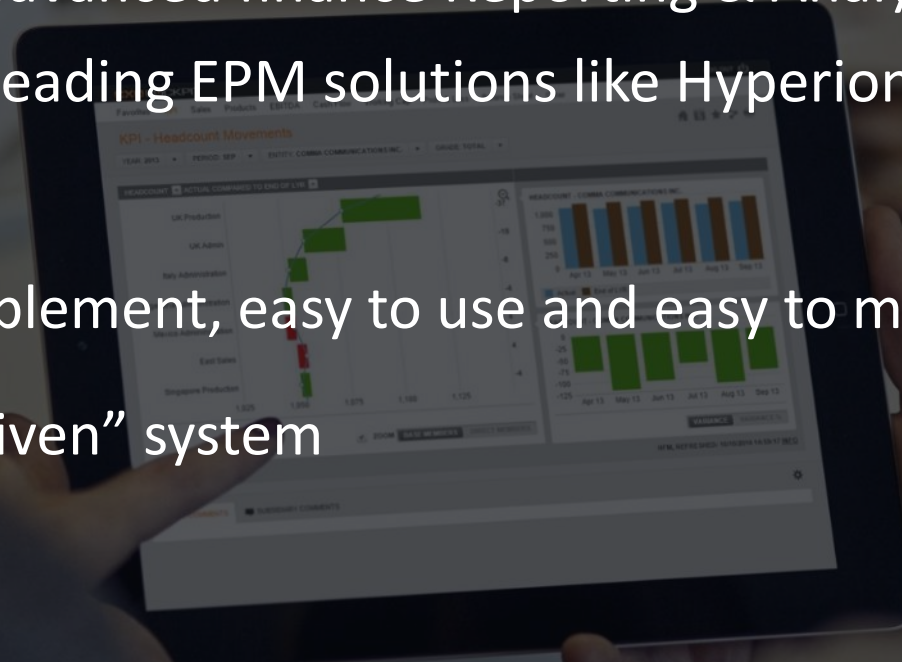
CXO Organization

- Founded in 2007
- HQ in Utrecht the Netherlands
- Multiple Sales offices in UK and USA
- Service hubs in USA and Europe
- Global Partnerships
- In-house Development & Support
- Global customer base of over 75 customers



Elevator pitch: what is CXO-Cockpit

- From its origin CXO is an advanced finance Reporting & Analysis Platform specially built for market leading EPM solutions like Hyperion, SAP BPC, SAP BW and Tagetik.
- It is easy and quick to implement, easy to use and easy to maintain
- It is a typically “non IT driven” system
- 100% predictable T.C.O.
- Many satisfied customers



70+ CUSTOMERS WORLDWIDE



USA Working Capital - September 2015

	Actual Jan 2015	Actual Feb 2015	Actual Mar 2015	Actual Q1 2015	Actual Apr 2015	Actual May 2015	Actual Jun 2015	Actual Q2 2015	Actual Jul 2015	Actual Aug 2015	Actual Sep 2015	Actual Q3 2015	Budget Jan 2015	Budget Feb 2015	Budget Mar 2015	Budget Q1 2015	Budget Apr 2015	Budget May 2015	Budget Jun 2015	Budget Q2 2015	Budget Jul 2015	Budget Aug 2015	Budget Sep 2015	Budget Q3 2015	
Net cash	-794	348	793	793	419	334	1,546	2,085	1,054	888	554	2,110	1,110	-2,313	56	1,094	1,094	1,684	2,050	2,165	2,165	2,301	2,368	2,250	2,250
Short Term Receivables	1,738	1,946	2,085	2,085	1,738	1,512	2,244	2,085	1,600	2,100	2,400	2,110	2,387	2,963	4,065	4,065	3,463	3,992	3,792	3,792	4,171	3,406	3,576	3,576	54
Inventories	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54
Short Term Investments	307	-169	40	40	516	767	967	2,972	2,726	2,666	4,099	4,099	4,543	4,444	5,744	5,744	1,391	4,165	1,850	1,850	3,149	4,529	5,950	5,950	
Total Short Term Assets	1,304	2,179	2,972	2,972	2,726	2,666	4,099	4,099	4,543	4,444	5,744	5,744	1,391	4,165	1,850	1,850	3,149	4,529	5,950	5,950	11,830	11,830	11,830	11,830	
Short Term Payables	3,069	3,437	3,683	3,683	3,069	2,666	2,666	3,069	2,666	2,666	3,008	3,733	3,734	2,519	2,194	3,023	3,023	2,575	3,095	2,940	2,940	3,234	2,641	2,773	2,773
Short Term Debt	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333	-333
Accrued Taxes	71	172	280	280	352	400	400	3,630	3,088	2,757	3,766	3,766	3,822	4,219	4,219	3,911	3,070	3,842	3,916	3,916	4,478	4,099	4,454	4,454	
Total Short Term Liabilities	2,807	3,276	3,630	3,630	3,088	2,757	3,766	3,630	3,088	2,757	3,766	3,766	3,822	4,219	4,219	3,911	3,070	3,842	3,916	3,916	4,478	4,099	4,454	4,454	
Working Capital	-1,503	-1,098	-658	-658	-362	-90	333	333	722	1,065	1,525	1,525	-956	-242	846	846	1,740	2,873	3,945	3,945	5,197	6,257	7,375	7,375	
Trade Receivable days	27.1	27.1	27.1	27.1	27.1	27.1	27.1	27.1	27.1	27.1	27.1	27.1	43.0	43.1	43.0	43.0	43.0	42.2	42.2	42.2	42.2	42.2	42.2	42.2	
Trade Payable days	58.5	62.5	62.4	62.4	58.5	59.6	62.1	62.1	60.3	61.0	62.5	62.5	56.3	54.1	58.4	58.4	53.9	58.4	55.9	55.9	58.5	57.0	56.2	56.2	

Does anyone recognize this?

ASK TOM

USA Cash Flow - September 2015

	Actual Jan 2015	Actual Feb 2015	Actual Mar 2015	Actual Q1 2015	Actual Apr 2015	Actual May 2015	Actual Jun 2015	Actual Q2 2015	Actual Jul 2015	Actual Aug 2015	Actual Sep 2015	Actual Q3 2015	Budget Jan 2015	Budget Feb 2015	Budget Mar 2015	Budget Q1 2015	Budget Apr 2015	Budget May 2015	Budget Jun 2015	Budget Q2 2015	Budget Jul 2015	Budget Aug 2015	Budget Sep 2015	Budget Q3 2015
Net Income	283	404	433	1,120	287	271	417	975	380	342	453	1,175	819	673	1,026	2,518	793	1,009	914	2,716	1,071	860	892	2,823
Depreciation Exp	28	3	20	51	28	3	20	51	28	3	20	51	20	21	22	63	39	22	34	95	23	20	26	69
Increase in Def Income Tax Payable	294	101	108	503	72	68	104	244	95	85	113	294	428	168	256	852	198	252	228	679	268	215	223	706
Change in Accts Recv	-725	-209	-139	-1,073	348	226	-512	61	22	299	-412	-90	-2,375	425	-1,102	-3,052	602	-528	200	273	-379	765	-170	216
Change in Inventory	-1,046	368	246	-432	-614	-399	905	-108	-39	-528	727	160	-1,596	-325	829	-1,092	-447	520	-155	-82	294	-594	132	-167
Change in Accounts Payable	-1,166	668	667	169	121	168	933	1,222	486	201	902	1,589	-2,704	962	1,031	-711	1,184	1,275	1,221	3,680	1,277	1,267	1,102	3,646
Other Operating Activities	-1,166	668	667	169	121	168	933	1,222	486	201	902	1,589	-2,704	962	1,031	-711	1,184	1,275	1,221	3,680	1,277	1,267	1,102	3,646
Cash from Operations	-1,166	668	667	169	121	168	933	1,222	486	201	902	1,589	-2,704	962	1,031	-711	1,184	1,275	1,221	3,680	1,277	1,267	1,102	3,646
Property Plant & Equipment	-19	-2	-13	-34	-19	-2	-13	-34	-19	-2	-13	-34	0	20	41	60	63	101	124	288	158	181	201	539
Cash Invested	461	476	-209	728	-476	-251	-200	-928	-632	-533	-333	-1,498	461	1,388	-34	1,815	-656	-1,011	-1,230	-2,897	-1,299	-1,380	-1,421	-4,100
Short Term Investments	-307	0	0	-307	0	0	0	0	0	0	0	0	-307	0	0	-307	0	0	0	0	0	0	0	0
Other Investing Activities	135	474	-222	387	-495	-253	-213	-962	-651	-535	-340	-1,532	154	1,408	7	1,568	-594	-909	-1,106	-2,609	-1,141	-1,199	-1,220	-3,561
Cash Flow From Investing Activities	135	474	-222	387	-495	-253	-213	-962	-651	-535	-340	-1,532	154	1,408	7	1,568	-594	-909	-1,106	-2,609	-1,141	-1,199	-1,220	-3,561
Change in Short Term Debt	-187	0	0	-187	0	0	0	0	0	0	0	0	-187	0	0	-187	0	0	0	0	0	0	0	0
Change in Other Long Term Obligations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Equity Offerings	0	0	0	0	0	0	0	0	0	0	0	0	146	0	9	146	0	0	0	0	0	0	0	0
Other Financing Activities	146	0	0	146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash from Financing Activities	146	0	0	146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Effect of Exchange Rate Changes	0	0	0	0	0	0	0	0	0	0	0	0	57	-2,404	2,370	1,038	1,003	590	366	115	1,071	136	67	-118
Increase/(Decrease) in Cash	-885	1,142	445	703	-374	-85	720	260	-165	-334	556	556	57	-2,404	2,370	1,038	1,003	590	366	115	1,071	136	67	-118

Double check

USA - Profit and Loss - September 2015

What products are best selling?

Smartphones and Tablets
Computers and Networking
Consumer Electronics
Home Cinema

How is the gross margin trend developing?

Are the COGS of the individual product lines still as budgeted?

	Actual Jan 2015	Actual Feb 2015	Actual Mar 2015	Actual Q1 2015	Actual Apr 2015	Actual May 2015	Actual Jun 2015	Actual Q2 2015	Actual Jul 2015	Actual Aug 2015	Actual Sep 2015	Actual Q3 2015	Actual YTD	Budget Jan 2015	Budget Feb 2015	Budget Mar 2015	Budget Q1 2015	Budget Apr 2015	Budget May 2015	Budget Jun 2015	Budget Q2 2015	Budget Jul 2015	Budget Aug 2015	Budget Sep 2015	Budget Q3 2015	Budget YTD	Variance
Smartphones and Tablets	604	677	725	2,005	604	525	704	1,833	696	592	735	2,023	5,861	742	648	891	2,281	759	891	846	2,495	931	760	798	2,488	7,264	-1,148
Computers and Networking	494	554	593	1,641	494	430	576	1,500	569	484	601	1,655	4,797	607	530	729	1,866	621	729	692	2,042	635	519	545	1,699	4,960	-958
Consumer Electronics	412	462	495	1,369	412	359	480	1,252	475	404	502	1,381	4,002	507	442	608	1,557	518	608	578	1,704	635	518	544	1,697	4,955	-957
Home Cinema	412	461	494	1,368	412	358	480	1,250	475	404	501	1,380	3,998	506	442	607	1,556	518	607	577	1,702	635	518	544	1,697	4,955	-957
	1,923	2,153	2,307	6,384	1,923	1,673	2,240	5,835	2,215	1,884	2,340	6,439	18,658	2,362	2,062	2,835	7,260	2,415	2,835	2,693	7,943	2,962	2,419	2,540	7,921	23,124	-4,466
Computers and Networking	316	353	379	1,048	316	275	368	958	364	309	384	1,057	3,063	259	226	311	795	265	318	302	85	333	272	285	889	2,570	492
Consumer Electronics	263	295	316	874	263	229	307	799	303	258	320	882	2,555	216	188	259	664	221	266	252	39	278	227	238	742	2,144	411
Home Cinema	263	295	316	873	263	229	306	798	303	258	320	881	2,553	216	188	259	663	221	265	252	38	277	226	238	741	2,142	410
Smartphones and Tablets	386	432	463	1,280	386	336	449	1,170	444	378	469	1,291	3,742	317	276	380	972	324	389	369	182	406	332	348	1,087	3,141	602
Cost of Goods Sold	1,228	1,375	1,473	4,076	1,228	1,068	1,430	3,726	1,414	1,203	1,494	4,111	11,912	1,008	877	1,209	3,094	1,030	1,238	1,176	3,500	1,669	1,512	1,430	4,461	13,126	-6,381
Gross Margin	695	779	834	2,308	695	605	810	2,110	801	681	846	2,328	6,745	1,355	1,185	1,626	4,166	1,385	1,597	1,517	4,499	1,669	1,512	1,430	4,461	13,126	-6,381
Total Compensation	188	186	171	545	188	186	171	545	188	186	171	545	1,634	179	179	179	538	177	182	182	541	187	179	185	551	1,630	4
Professional Services	14	14	17	45	14	14	17	45	14	14	17	45	113	24	24	22	71	23	26	22	71	29	23	27	78	221	-7
Travel & Entertainment	33	32	30	95	33	32	30	95	33	32	30	95	285	38	38	38	114	37	39	39	115	40	38	39	117	345	-61
Administrative	44	26	36	107	44	26	36	107	44	26	36	107	320	44	46	49	140	84	50	74	208	52	44	57	153	500	-181
Direct Costs	289	269	259	817	289	269	259	817	289	269	259	817	2,462	286	288	289	863	321	297	317	935	308	284	307	899	2,697	-245
Total Depreciation	28	3	20	51	28	3	20	51	28	3	20	51	153	20	21	22	63	39	22	34	95	23	20	26	69	226	-74
Amortization Expense	29	3	20	51	29	3	20	51	29	3	20	51	154	30	31	33	95	43	34	51	128	30	30	39	104	326	-173
Operating Expenses	346	275	298	919	346	275	298	919	346	275	298	919	2,758	336	340	344	1,020	403	353	402	1,158	366	334	372	1,071	3,249	-491
Operating Income	349	503	536	1,388	349	329	512	1,190	455	406	546	1,409	3,987	1,018	845	1,282	3,146	983	1,244	1,115	3,341	302	1,029	1,059	3,390	9,877	-5,890
Interest Income (Expense)	5	2	5	11	9	9	10	28	20	21	19	60	156	5	-4	1	2	8	18	28	54	36	46	56	138	194	-94
Income Before Taxes	354	505	541	1,400	359	338	521	1,218	475	427	565	1,469	4,143	1,023	841	1,282	3,148	991	1,261	1,142	3,395	1,339	1,075	1,115	3,528	10,071	-5,984
Taxes	71	101	108	280	72	68	104	244	95	85	113	294	847	205	168	256	630	198	252	228	679	268	215	223	706	2,014	-1,197
Net Profit	283	404	433	1,120	287	271	417	975	380	342	452	1,175	3,296	818	673	1,026	2,518	793	1,009	914	2,716	1,071	860	892	2,823	8,056	-4,787

All amounts are in thousands, USD

A photograph of a white toilet with a drain pipe. A large amount of US dollar bills are being poured out of the pipe, falling into the toilet bowl. The scene is set against a plain, light-colored wall. A semi-transparent dark grey banner is overlaid across the middle of the image, containing white text.

Are your reports worth the investment in
Expensive Hyperion projects?

A person is holding a tablet that displays a dashboard titled 'CXO COCKPIT'. The dashboard shows 'Key Headcount Movements' with a waterfall chart and a bar chart. The waterfall chart shows changes in headcount over time, with green bars for additions and red bars for exits. The bar chart shows data for 'Apr 13', 'May 13', 'Jun 13', 'Jul 13', and 'Aug 13'. The dashboard also includes a table with columns for 'PERIOD', 'ENTRY', and 'EXIT'. The person holding the tablet is in the foreground, and another person is visible in the background, looking at the tablet.

Live Demo

The Alternative Approach!

Key Takeaways

- Use a central system that is web-based and mobile accessible
- For static reports, try to use traffic lightning as much as possible
- Combine reports with comments, let the business people explain large variances
- Use drill down analysis to answer ad-hoc questions
- Try to visualize the data in such a way it can be understood
- Use exception reporting to save time and find those outliers that you normally would have skipped
- Try to replicate your current paper based process with a digital process by using an iPad or Android tablet

Complete the last mile of your **Hyperion Investment** with a next generation **reporting & communication** platform.



Thank you!

