Profitbase AS

Profitbase Planner

Configuration and Operation Driver based module

Profitbase

24.02.2023

Version 3.2



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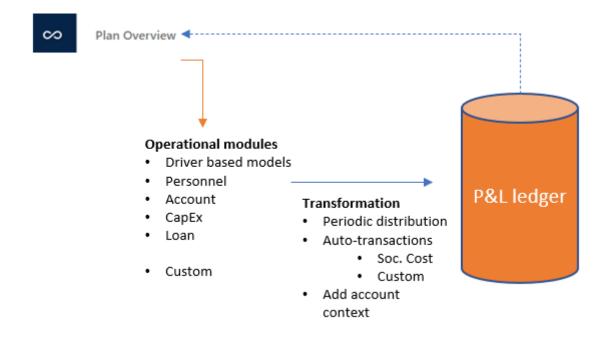
	Version:	Changed by:	Changes:
29.05.2020	0.0	TN	Initial content
12.10.2020	1.0	TN	Revised
19.05.2021	2.0	TN	Revised for Planner v5
11.08.2021	2.1	TN	Added deviation columns
04.10.2021	2.2	TN	Revised for v5 final
09.12.2021	2.3	TN	Revised for v5.1
07.07.2022	3.0	TN	Revised for v5.2
05.12.2022	3.1	TN	Revised for v5.2.4
24.02.2023	3.2	TN	Revised for v5.4.0



1 Abstract, intended audience and pre-requisites

The Profitbase Planner Configuration and Operation series consist of several documents dealing with the configuration and operation of individual Planner modules and functions.

Planner modules are operational input modules that contributors to the plan processes use to prepare the Profit & Loss (P&L) of their respective areas of responsibility. Different modules will typically cover parts of the P&L such as sales, personnel, cost, etc.



The modules are accessed from the Plan overview workbook of a given version and the input provided by the contributors are transformed into P&L transactions and fed back to the Plan overview workbook resulting in a P&L work-in-progress overview.

The intended audience of this document is implementation partners configuring the solution initially and solution administrators responsible for operating it thereafter.

This document assumes that a Profitbase Planner solution has been deployed and that access to this solution is given to the reader.

2 Common functionality

Changes made to input sheets are not saved automatically. To save changes, click the "Save" button. The "Save" button will remain disabled until a change has been made.

To undo all unsaved changes, click the "Refresh" button.

To undo the last of a series of unsaved changes, click the Ctrl and Z keys simultaneously.

To insert new rows to an input sheet, right-click in the sheet and select one of the available options:



- Insert row
- Insert row below
- Insert copy of row

To delete a row from an input sheet, right-click the row in question and select:

- Delete row

Inserting and deleting rows can be controlled as part of the configuration, see <u>Control row</u> <u>context menu options (right-click)</u>.

Please note, that although the row is no longer visible in the input sheet, the change must be committed using the "Save" button or undone using the "Refresh" button.

In input sheets, editable fields are distinguished from non-editable fields by fill color, editable fields have by default a white fill color.

In setting tables, a so-called ranked input concept is often used for the dimensional context. Ranked input allows for a high-level selection of dimensional nodes and gives the opportunity to alter the rank or specificity between rows.

A ranked input cell can be set through the ranked input selector by clicking the cell value (cell will display 3 dots if no value is set):

Selected value: Profitways		
✓ All Departments		
 Profitways 		
» York		
> Oslo		
> London		
> Stavanger		
> Houston		
> Bergen		
> Paris		
> Berlin		

The ranked input selector will display the dimensional hierarchy and allows for the selection of a high-level dimensional node. The selection of a high-level node implies that the setting applies to all sub-ordinate nodes.

Select node and click "OK".

Click "Cancel" to leave the selector without selecting.

In a table containing multiple rows, the rank or specificity of individual rows can be altered by moving the row up (decrease specificity) or down (increase specificity) by right-click the row in question and selecting:

- Move up
- Move down



The less specific the setting is, row should be high up in the table. The more specific the setting is, the further down in the table the row should reside.

3 Principle of operation

Driver based models

The driver-based module uses as the name suggests a driver-based principle.

Multiple models consisting of measures may be defined. Common to all models is the definition of one of the measures as the driving measure for that model.

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< Ba	ack Save	Refresh	Periods	2020	×	~														
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1 2 3	Total			\$Σ	937	847	955	1 802	120	111	108	123	385		Jul 20 0	Aug 20 0	273	307	171	3
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3 4 5	Total Profitways DiVision Core Profitways DiVision Core Profitways EDM ^a Profitways EDM ^a	Norway European Union Norway European Union	Sales qty Sales qty Sales qty Sales qty	Sr S S S S S	937 652 23 35 56	847 562 23 35 56	955 578 377 0 0	1 802 1 140 400 35 56	120 120 0 0	111 111 0 0 0	108 108 0 0	123 123 0 0 0	385 100 23 35 56	0 0 0	0 0 0	Aug 20 0 0 0 0 0 0	273 165 108 0 0	307 186 121 0 0 0	171 103 67 0 0	

Examples of driving measures may be Sales quantity, Sales volume, FTE (Full Time Equivalents) and so on.

Click the ^{\$} icon to view the P&L transactions generated from the row in question.

Additional measures make up the detail model and may take direct input, be lookups to assumptions and calculations of other measures.

Click the ^Q icon for the row in question to view the detailed model.

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1% & 0 0 0 672% 670% 670% 670% 670% 670% 670% 670% 670	3 4 5 6 7 8 9	Sales price Incoming freight per unit Incoming Freight Commission % Commission Sales Income Cogs %	B * * B * B B	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0	000000000000000000000000000000000000000	190 000 8 000.00 8 000 000 1.0 % 1 900 000 183 900 000 67.0 %	190 000 8 000.00 8 000 000 1.0 % 1 900 000 183 900 000 67.0 %	190 000 8 000.00 1 600 000 1.0 % 380 000 36 780 000 67.0 %	190 000 8 000.00 1 400 000 1.0 % 332 500 32 182 500 67.0 %	190 000 8 000.00 1 200 000 1.0 % 285 000 27 585 000 67.0 %	190 000 8 000.00 1 000 000 1.0 % 237 500 22 987 500 67.0 %	190 000 8 000.00 800 000 1.0 % 190 000 18 390 000 67.0 %	190 000 8 000.00 600 000 1.0 % 142 500 13 792 500 67.0 %	50 190 000 8 000.00 400 000 1.0 % 95 000 9 195 000 67.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 %	190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 %	Com	ment	
1% 6 0 0 070 % 670 %	3 4 5 6 7 8 9 10	Sales price Incoming freight per unit Incoming Freight Commission % Commission Sales income Cogs % Cogs		000000000000000000000000000000000000000	0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	190 000 8 000.00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000	190 000 8 000.00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000	190 000 8 000.00 1 600 000 1.0 % 380 000 67.0 % 24 642 600	190 000 8 000.00 1 400 000 1.0 % 332 500 32 182 500 67.0 % 21 562 275	190 000 8 000.00 1 200 000 1.0 % 285 000 27 585 000 67.0 % 18 481 950	190 000 8 000.00 1 000 000 237 500 22 987 500 67.0 % 15 401 625	190 000 8 000.00 800 000 1.0 % 190 000 18 390 000 67.0 % 12 321 300	190 000 8 000.00 600 000 1.0 % 142 500 13 792 500 67.0 % 9 240 975	50 190 000 8 000.00 400 000 1.0 % 95 000 9 195 000 67.0 % 6 160 650	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325	190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325	. con	ment	
ins 0	3 4 5 6 7 8 9 10 11	Sales price Incoming freight per unit Incoming Freight Commission % Commission Sales Income Cogs % Cogs % Cogs Outgoing Freight		0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	190 000 8 000.00 1.0 % 1 900 000 183 900 000 67.0 % 123 213 000 0	190 000 8 000.00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000 0	190 000 8 000.00 1 600 000 1.0 % 380 000 67.0 % 24 642 600 0	190 000 8 000.00 1 400 000 1.0 % 332 500 67.0 % 21 562 275 0	190 000 8 000.00 1 200 000 1.0 % 285 000 27 585 000 67.0 % 18 481 950 0	190 000 8 000.00 1 000 000 1.0 % 237 500 22 987 500 67.0 % 15 401 625 0	190 000 8 000.00 800 000 1.0 % 190 000 18 390 000 67.0 % 12 321 300 0	190 000 8 000.00 600 000 1.0 % 142 500 13 792 500 67.0 % 9 240 975 0	50 190 000 8 000.00 400 000 1.0 % 95 000 9 195 000 67.0 % 6 160 650 0	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	25 190 000 8 00000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	. con	ment	
15 0	3 4 5 6 7 8 9 10 11	Sales price Incoming freight per unit Incoming Freight Commission % Commission Sales Income Cogs % Cogs % Cogs Outgoing Freight		0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	190 000 8 000.00 1.0 % 1 900 000 183 900 000 67.0 % 123 213 000 0	190 000 8 000.00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000 0	190 000 8 000.00 1 600 000 1.0 % 380 000 67.0 % 24 642 600 0	190 000 8 000.00 1 400 000 1.0 % 332 500 67.0 % 21 562 275 0	190 000 8 000.00 1 200 000 1.0 % 285 000 27 585 000 67.0 % 18 481 950 0	190 000 8 000.00 1 000 000 1.0 % 237 500 67.0 % 15 401 625 0	190 000 8 000.00 800 000 1.0 % 190 000 18 390 000 67.0 % 12 321 300 0	190 000 8 000.00 600 000 1.0 % 142 500 13 792 500 67.0 % 9 240 975 0	50 190 000 8 000.00 400 000 1.0 % 95 000 9 195 000 67.0 % 6 160 650 0	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	25 190 000 8 00000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0	. con	ment	
15. 6. 0 0 0 07.0%	3 4 5 6 7 8 9 10 11 12	Sales price Incoming freight per unit Incoming Freight Commission % Commission Sales Income Cogs % Cogs Cogs Outgoing Freight Discount %		0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0	190 000 8 000 000 1.0 % 1 900 000 183 900 000 67.0 % 123 213 000 0 2.0 %	190 000 8 000.00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000 0 2.0 %	190 000 8 000.00 1 600 000 380 000 36 780 000 67.0 % 24 642 600 0 2.0 %	190 000 8 000.00 1 400 000 1.0 % 332 500 32 182 500 67.0 % 21 562 275 0 2.0 %	190 000 8 000.00 1 200 000 1.0 % 285 000 67.0 % 18 481 950 0 2.0 %	190 000 8 000.00 1 000 000 237 500 22 987 500 67.0 % 15 401 625 0 2.0 %	190 000 8 000.00 800 000 1.0 % 190 000 67.0 % 12 321 300 0 2.0 %	190 000 8 000.00 600 000 1.0 % 142 500 67.0 % 9 240 975 0 2.0 %	50 190 000 8 000,00 400 000 1.0 % 9 195 000 67.0 % 6 160 650 0 2.0 %	25 190 000 8 00000 200 000 1.0 % 47 500 67.0 % 3 080 325 0 2.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0 2.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 67.0 % 3 080 325 0 2.0 %	190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 060 325 0 2.0 %	25 190 000 8 000.00 200 000 1.0 % 47 500 4 597 500 67.0 % 3 080 325 0 2.0 %	. con	ment	
15 0 0 0 27.5	3 4 5 6 7 8 9 10 11 12	Sales price Incoming freight per unit Incoming Freight Commission % Commission Sales Income Cogs % Cogs Cogs Outgoing Freight Discount %		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	190 000 8 000 00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000 0 2.0 % -3 800 000	190 000 8 000.00 8 000 000 1.0 % 1 900 000 67.0 % 123 213 000 0 2.0 % -3 800 000	190 000 8 000.00 1 600 000 380 000 36 780 000 67.0 % 24 642 600 0 2.0 % -760 000	190 000 8 000.00 1 400 000 1.0 % 332 500 67.0 % 21 562 275 0 2.0 % -665 000	190 000 8 000.00 1 200 000 285 000 27 585 000 67.0 % 18 481 950 0 2.0 % -570 000	190 000 8 000.00 1 000 000 237 500 22 987 500 67.0 % 15 401 625 0 2.0 % -475 000	190 000 8 000.00 800 000 1.0 % 190 000 67.0 % 12 321 300 0 2.0 % -380 000	190 000 8 000.00 600 000 1.0 % 142 500 67.0 % 9 240 975 0 2.0 % -285 000	50 190 000 8 000.00 400 000 1.0 % 9 5 000 9 195 000 67.0 % 6 160 630 0 2.0 % -190 000	25 190 000 8 000.00 200 000 1.0 % 47 500 67.0 % 3 080 325 0 2.0 % -95 000	25 190 000 8 000.00 200 000 1.0 % 47 500 67.0 % 3 080 325 0 2.0 % -95 000	25 190 000 8 000.00 200 000 1.0 % 47 500 67.0 % 3 080 325 0 2.0 % -95 000	190 000 8 000.00 200 000 4.0 % 47 500 67.0 % 3 080 325 0 2.0 % -95 000	25 190.000 8.000.00 2.00.000 1.0.% 47.500 67.0.% 3.080.325 0 2.0.% -95.000		ment	

Measures will render as rows of the model, for example:

For details on how to set up a model, refer to Define models.



Measures to which a **distribution function** is associated is identified by the *i* icon.

Note that it is possible to click the icon to view the distribution and any default distribution if it exists.

iles qty (Pro	ofitways DiVis	ion Core - No	orway)										
efault value													
Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21		
6.7 %	6.7 %	8.3 %	10.0 %	10.0 %	8.3 %	8.3 %	8.3 %	8.3 %	8.3 %	8.3 %	8.3 %		
Jan 21	e Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Source	
6.7%	6.7%	8.3%	10.0%	10.0%	8.3%	8.3%	8.3%	8.3%	8.3%	8.3%	8.3%	Default	

A year-total input is automatically spread to the plan months of that particular year. The total is spread according to the monthly distribution function tied to the product and market as follows:

- If a specific monthly input has been made by the user, the distribution inherent in the monthly values is used as a distribution key.
- \circ $\,$ If not, then if a central distribution key is tied to the account, this distribution will be used
- \circ If none of the above applies, the total is spread evenly over the plan months

Please refer to **Distribution keys** for details on distribution keys.

Measures that are **lookup to assumptions** are identified by the 🖻 icon.

Note that it is possible to click the icon to view the assumption values and to override the assumption values and reset to the default if overridden if the model allows.

fault value														
2021 Ja	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21		
190 000 1	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000		
2021 Ja	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Source	
	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000	190 000		

An overridden assumption is marked by a blue left border indication:

Please refer to <u>Assumptions</u> for details on assumptions.

Measures that are **calculations** are identified by the ^{*i*/₂} icon.

Note that it is possible to click the icon to reveal the formula and a formula description if set:



Formula	×
Sales income (Profitways DiVision Core - Norway)	
This calculation is performed automatically,	
([Sales qty] * [Sales price]) + [Commission] - [Incoming Frei	abtl
(formers 40). Tomes haven a formational functional ten-	1 mg
	Close

A formula that is not executed automatically but requires the click on the "Recalculate" button is marked with a red left border indication: f^{\pm}

Please refer to <u>Define calculations</u> for details on calculations.

Dimensionality

The basic dimensionality of the driver based module is department, product, and market. Extra dimensionality may be added:

- Supplier
- Project
- Activity
- Counterpart
- Dimensions Dim1 to Dim4

For details on defining dimensionality, refer to Define dimensionality.

Historical references

The models are preset with the last 12 months of actuals.

In addition to the above, up to 5 historic reference columns may be added as needed.

For details on defining historical reference columns, refer to Define historical reference columns.

Planning horizon

The planning time horizon is controlled in the Finance Settings workbook:



Finance Settings				
Payroll Sales Expense	Purchase	Fixed Assets	OBDue <u>Se</u>	up Accounts Usage Year End
Save Refresh				
 Time: Start and range 		Time: St	art and range	
			Start Date	Time: Start and length
Eiscal Calondar Offsat				
Fiscal Calendar Offset		1	01/01/2021	This- and next 6 years
Fiscal Calendar Offset Source: Map Account to Engine		1	01/01/2021	This- and next 6 years Vext 12 months
Source: Map Account to Engine		1	01/01/2021	Next 12 months This- and next year (default)
Source: Map Account to Engine System: Fallback Accounts		1	01/01/2021	Next 12 months This- and next year (default) This- and next 2 years
Source: Map Account to Engine		1	01/01/2021	Next 12 months This- and next year (default)
Source: Map Account to Engine System: Fallback Accounts		1	01/01/2021	Next 12 months This- and next year (default) This- and next 2 years This- and next 3 years

This time horizon applies to all input modules.

Long-term planning (beyond this year and next year) allows for a year-total input only. When saving the plan, the long-term year-totals are automatically distributed to months using the distribution that is relevant to the next year's plan for the corresponding dimensionality.

Note that there is also a period filter setting that you may want to consider if you change the plan horizon. The period filter setting control which period filter will be available and which one will be the default, please refer to <u>Period filters</u>.

Plan roll forward actions

Source data

The input module will be updated with source data when rolling forward.

Any new combinations that exist in the driver source fact data will automatically be processed into the input module and their last 12 months actuals updated.

Please refer to Data management for details.

Long term plan

If long-term planning is done, the year-total for next-year+1 will be distributed to monthly values using next-year's distribution when rolling over to a new year.

4 Model configuration

Driver based models are configured in the "Driver based modelling" workbook and the "Models" page.



orecast • 5.0	0.0.4																		Pro	filba
asure Measure fact	ts (driver)	Dimension data																		0
Refresh	New	Ope		Apply	Process	Delete	Check o	-1-												
×	new			лрру-	Process	Deletera	Check C	aic.												
	11	SalesWorkbook) - Pro	dent other	Edit	Published															
ales	trorecast	SalesworkDook) - PTO	ouct sales																	
ng	Input	model Assumpti	ons Output	ut Advanc	ed - engine interface															
	Measure																			
		Measure	Descip	ption	Desciption EN	Desciption N	NO	Driver	Input	Assumption	Calc.	Set	Calc. order	Total across periods	Rollup	Format	Style	Sorting	Set plan proposal	
	1	SalesQty	Sales gty	Sal	es qty	Antall solgte en	heter					0		Sum 🗸	Sum 💊	Number, no decimals V		~	10 00	
	2	SalesUnitPrice	Sales price	Sal	es price	Enhetspris		0			0	D		Average 🗸	Average N	Number, no decimals V		~	20	
	3	FreightInPerUnit	Incoming frei	ight per unit Inc	oming freight per un	t Inng. frakt per e	enhet		2			ø		Average 🗸	Average >	Number, 2 decimals		~	30	
	4	Freightin	Incoming Frei	ight Inc	oming Freight	Inng. frakt						ø		Sum 🗸	Sum 💊	Number, no decimals 🗸		~	31	
	5	CommissionPct	Commission	% Co	nmission %	Kommisjon %			2			ø		Average 🗸 🗸	Average N	Percentage, 1 decimal ~			32	
	6	Commission	Commission	Co	mmission	Kommisjon						ø				* Number, no decimals *		~	34	
	7	Sales	Sales income	Sal	es income	Salgsinntekt					~	ø		Sum 🗸	Sum 💊	 Number, no decimals 	BoldOverline		38	
	8	CostOfGoodsSoldPct	Cogs %	Co	gs %	Vareforbr. %			2			ø				 Percentage, 1 decimal ~ 			40	
	9	CostOfGoodsSold	Cogs	Co		Vareforbruk					2	ø				Number, no decimals Y			50	
		FreightOut	Outgoing Fre		tgoing Freight	Utg. frakt			2			ø				* Number, no decimals *			60 **	
		SalesDiscountPct	Discount %		count %	Rabatt %						0				Percentage, 1 decimal ~			65	
		SalesDiscount	Discount		count	Rabatt					2	0				Number, no decimals Y			66	
	13	GrossMargin	Gross margin	Gr	iss margin	Bruttofortjenest	te					ø		Sum 🗸	Sum	Number, no decimals ¥	BoldOverUnderlie	ie V	70	
	_																			
	Dimensi	ons								Hist. ref. co	lumns									
		DimensionColumn	n Desciptio	on Descip	ion EN Descip	tion NO Visi	ibleInput		datory		Column	Name	Dataset II	D From Date	To Date	Desciption De	esciption EN	Desciption NO	Visible	
		ActivityID	Activity/D_N																	
	2	CPLegalEntityID	Counterpart																	
	3	Dim1	Dim1Name	Dim1Nam																
	4	Dim2	Dim2Name	Dim2Nam																
	5	Dim3	Dim3Name	Dim3Nam			0													
	6	Dim4	Dim4Name	Dim4Nam		n														
	8	MarketID ProductID	Product	Product	Marked					1										
		Productilu	Product	Product			-		2											
	Column	selection								Deviation of	olumns									
		Column Name	Desciption	Desciption E	N Desciption	VisibleW	/orksheet				Column	Name	Desciptio	n Desciption E	N Des	ciption NO Formula	Visible drive	rs Visible	e details Format	t
		L12M	Actuals L12M	Actuals L12M	Fak, siste 12		2													
	1																			
			Act. YTD	Act. YTD	Fak. hittil		2													

Multiple input models can be created and published to users. Select a model in the filter-list on the far left to activate buttons and display content.

Input models

Select the "Input model" tab.

\equiv Forecast • 5.	0.0.4	Driver based n	nodelling	
Models Measure Measure fa	cts (driver)	Dimension data		
Save Refresh	New	Оре	n Apply	Process
Product sales × Product sales	(Forecast	SalesWorkbook) - Pro	duct sales	✓ Published
Consulting				
consulting	Input	model Assumpti	ions Output Ad	lvanced - engine inte
consuming	Measur		ions Output Ad	lvanced - engine inte
Consulaing			Desciption	-
Consumy		e		-
Consulary	Measur	e Measure	Desciption	Desciption El
consuming	Measure 1	e Measure SalesQty	Desciption Sales qty	Desciption El Sales qty Sales price

Create a new input model

To create a new model, click the "New ..." button.

In the following dialogue, enter a model id and a model default name.



	×	
Name		
Copy model and settings	Copy data	
	Confirm	el
		Name Copy model and settings Copy data

If relevant, select an existing model to copy from and select whether to copy only the model and settings or the input data as well.

Click "Confirm".

The new model is created and displays in the filter list at the far left.

Process	an	input	model
	~		

Processing a model will re-generate any P&L transactions from the model. This should be done if changes have been made to the model, its assumptions or output processing definitions such as account mapping.

Processing is done by clicking the "Process" button.

Note that processing is a potentially time-consuming operation depending on the amount of input data associated with the model.

Delete an existing input model

An input model can be deleted by clicking the "Delete ..." button.

In the following dialogue, select from the following options:

- "Delete data" deletes any input data associated with the model
- "Delete model and settings" deletes the complete model, its settings, and any associated input data.

Delete	×
(ForecastSalesWorkbook) - Product sales	
Make selection and click Confirm.	
Checking the Delete model and settings optio	n will delete the complete model including data.
Delete data	Delete model and settings
	Confirm

Note that deleting a model is a potentially time-consuming operation depending on the amount of input data associated with the model and the model will be processed to delete any associated P&L transactions.



Publish an input model

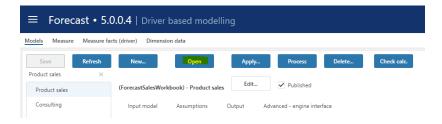
To publish a model, check the "Published" checkbox and click the "Save" button.

Conversely, to set a model offline, uncheck the "Published" checkbox and click the "Save" button.

A model that is not published, will not be editable by users accessing the model from the "Plan Overview" workbook.

≡	Product sales _{Dev - 50.02}			
Driv	rs			
🛠 Department	< Back Save Refresh Periods 0	Period	Measure	The model is not accessible or does not exist!

It is, however, possible to open an unpublished model from the "Open" button:



Select the model to edit in the filter list at the far left.

The input models are defined in the following screen:

																				0
Measure																				
Refresh	New.	. Open	Apply_	Process	Delete. Chec	k calc.														
ssies (F	orecastó	ialesWorkbook) - Produ	ct sales Edit	 Published 																
	Input r	wodel Assumption	rs Output Ad	Nanced - engine interface																
			ia Cogai No	and of a subscription of the subscription of t																
	Neesure																			
		Measure	Description	Description EN	Description NO	Driver	Input	Assumption	Calc.	Set Ci	elc. order 3	lotal across perio	ds Rollep	Format Style		Sorting	Set plan proposal	Convenent	Excl. from trans.	Hist. fact source
	1	SalesQty	Sales qty	Sales ofy	Antal solgte enheter	•	•			ø	5	ium	¥ Sum	✓ Number, no decimals ❤	~	10	00			
		SalesUnitPrice	Sales price	Sales price	Enhetspris		•	•		ø	A	liverage	✓ Average	✓ Number, no decimals ♥	~	20			8	
	3	FreightinPerUnit	Incoming freight per unit	Incoming freight per unit	ling, frakt per enhet		•	•		0	A	lverage	✓ Average	✓ Number, 2 decimals	~	30				
	4	Freightin	Incoming Freight	Incoming Freight	Iring, frakt				•	0	5	lum	✓ Sum	✓ Number, no decimals ♥	~	31				
	5	CommissionPct	Commission %	Commission %	Kommisjon %		•	8		0	A	iverage	✓ Average	✓ Percentage, 1 decimal ♥	~	32			8	
	6	Commission	Commission	Commission	Kommisjon				•	ø	5	Sum	✓ Sum	✓ Number, no decimals	~	34				
	7	Sales	Sales income	Sales income	Salgsinntekt				2	0	5	lum	v Sum	♥ Number, no decimals ♥ BoldOverline	~	38				
	8	CostDfGoodsSoldPct	Coge %	Cogs %	Vareforbr. %		•	•		0	A	lverage	✓ Average	✓ Percentage, 1 decimal ♥	~	40			8	
	9	CostOfGoodsSold	Cogs	Cogs	Vareforbruk				•	0	5	ium	¥ Sum	♥ Number, no decimals ♥ BoldOverline	~	50				
	10	FreightOut	Outgoing Freight	Outgoing Freight	Utg. frakt		-			0	5	lum	✓ Sum	✓ Number, no decimals ♥	~	60	60			
	11	SalesDiscountPct	Discount %	Discount %	Rabatt %			2		0	A	liverage	✓ Average	✓ Percentage, 1 decimal	~	65				
		SalesCircount	Discount	Discount	Rabatt					0	5	lum	v Sum	V Number no decimals V	~	66				

Column	Description
Measure	The MeasureID. Mandatory. Select from list. For details on adding a new measure, refer to Define
	<u>measures</u> .
Description	The measure's default description.
Description EN	The measure's English translation.
Description NO	The measure's Norwegian translation.
Driver	The measure is the driver (checked). Note that while a single driver per model is most common,
	more than one measure per model can actually be a driver.
Input	The measure is open for input (checked) or not (unchecked). Note that if the measure is also a
	lookup (checked), the measure will not be open for input until the user has chosen to override the
	default lookup assumption value.
Lookup	The measure attains its value from a lookup assumption. For details on maintain assumption
	settings, refer to <u>Assumptions</u> . Note that if the measure is also open for input (checked), the user
	will have the opportunity to override the default lookup assumption value. A lookup measure will
	be read-only if not open for input.
Calc	Read-only indicator that the measure is calculated (checked) or not (unchecked). A measure that is
	a calculation is read-only. Note that calculations are performed in the sequence indicated by the
	Sorting column.
Calc. order	For back-end (sql) calculations, the default order of calculation is the sorting, i.e. that it is assumed
	that no measure with a low sorting rely on a calculation with a higher sorting (further down in the
C -1	model). If this is not the case, the Calc order my be used to override this sequence.
Set	Action link that open a calculation pop-up in which calculation formulae and optional verbal
	calculation explanations are maintained. For details on defining calculations, refer to Define
Total across periods	calculations. Defines how year-totals are calculated from the monthly values (Sum Average). Select from list.
rotal across perious	Note that the average is an arithmetic average.
Rollup	Defines how the measure is to be rolled up to aggregate organizational levels (Sum Average).
Konup	Select from list. Note that the average is an arithmetic average.
Format	The number display format. Select from list.
Style	The style of the measure row. Select from list.
Sorting	Sort sequence. Controls the display order and also the default calculation sequence.
Comment	Optional comment.
Excl. from trans.	Input models are diverse and often contain measures that are not relevant as transactions, for
LACI. ITOITI (Falls.	example pure visual calculations. To avoid irrelevant measures from being processed as
	transactions, check the "Excl. from trans." Column for the measures in question.
Hist. fact source	Displays the source of the historic facts for the measure. Default is empty meaning it is manually
	input in the Source data workbook. Alternatively:
	- Driver based external fact (imported from external source)
	- General ledger external fact (based on a selection of ledger data)
	 Actualized driver based plan data (based on plan input for periods that are actualized as
	the plan rolls forward)
	The Hist. fact source for a measure is defined in the Measures tab (see Define measures).
Ovr. Calc. hist. cols.	Historic reference columns are by default calculated based on periodic values. If for example the
	periodic values are percentages, this may not be desirable. An override calculation may be
	provided if this is the case.

To delete a measure from a model, right-click the measure and select one of the options:

- Delete from data the measure will remain in the model, but any input data associated with it will be deleted.
- Delete from model (incl data) the measure is deleted from the model and so is the input data associated with it.

Unless the changes made are minor (change style or format), the model changes should be applied. This is done by clicking the "Apply ..." button that will reveal a dialogue in which one can opt for updating any historical reference content by checking the "Update L12M actuals":

Apply		\times
(ForecastSalesWorkbook) - Product sales		
Check Update last 12M actuals to update actuals data.		
Click Confirm to apply new measures to input data store an	id update actua	ls (if checked)
	Update L12M	actuals
-	Confirm	Cancel
•	Committe	Calicer

If the changes made also will reflect on the P&L transactions produced, the model should also be processed. This is done by clicking the "Process ..." button.

Define calculations

Access the calculation pop-up by clicking the "Set" action link for a measure in the input model setup to reveal the following dialogue:

Calculation		×
Calculation		0
(ForecastSalesWorkbook) - Product sales - FreightIn		
Cell calculation - enclose measures in [] and use + (plus),	- (minus), * (multiplication) and / (division) operators between them. F. ex. [Measure1] * [Measure	e2]
[SalesQty] * [FreightInPerUnit]		
Button-click calculation (SQL)		
Button-click calc. only	Calc. periodic offset (integer +/-) Visibl	le
Calculation description		
Calculation description EN		
Calculation description NO		
	Save	

There are two types of calculations:

- Cell-calculations: simple arithmetic calculations (+ - * /) between measures of a model. These calculations are performed automatically, as-you-type, when editing data in the input model.



Note that when defining the cell-calculation formula, the measures are defined by the measure id enclosed in square brackets, for example [SalesQty] * [SalesUnitPrice].

- Button-click calculations: more complex calculations involving for example conditionals. Such calculations are defined as sql statements and will not calculate automatically, asyou-type, when editing data in the input model. These calculations will require the click of a button to execute, specifically the "Recalculate" button.
 - For button-click calculations it is possible to set a periodic offset on the calculation, for example if measure a for a period should be calculated based on measures b and c for an offset period (+ or -). This offset can extend to the last 12 month actual periods.

Note that the entire calculation will be performed based on values on the relevant offset period. So for example if the offset was -1, the calculated value for measure a for period 2 will be based on measures b and c for period (2-1) = 1.

✓ Button-click calc. only
Calc. periodic offset (integer +/-)
✓ Visible
A measure defined to be a button-click calculation can also be hidden by un-ticking the Visible check-box.

In the calculation dialogue, one can also enter more elaborate descriptions using the "Calculation description" fields.

Note that the calculations that are button-click, are indicated with a red left border and that the calculation formula (cell-calculation only) and calculation description will be displayed when clicking the calculation symbol.

Sa	ve Refresh	P	eriods			R	ecalculate													
fitwa	ys DiVision Core - Norway							Formula								×				
	Measure	1	ctActL12M	Act.YTD 2020	For.YTG 2020	2020	Jan 20										t 20	Nov 20	Dec 20	Comment
1								Commission (Pr	ofitways DiVi	sion Core - N	orway)									
2	Sales qty	01	652	562		1 140	12	This calculation	is performed	automatically	5						186	103	124	
3	Sales price	6	0	0	185 000	185 000	(10 000	190 000	190 000	
4	Incoming freight per unit	Ø,	0	0	0	0	(([Sales qty] * [Sales price]) * [Commission %]								0	0	0	
5	Incoming Freight	fx	0	0	0	0	(0	0	0	
6	Commission %	Ð,	0	0	1.0 %	1.0 %	(L									1.0 %	1.0 %	1.0 %	
7	Commission	fx	0	0	1 063 107	1 063 107	(84 414	196 107	235 329	
8	Sales income	fx	0	0	107 373 821	107 373 821	(5 843	19 806 821	23 768 186	
9	Cogs %	0	0	0	67.0 %	67.0 %	(57.0 %	67.0 %	67.0 %	
10	Cogs	fx	0	0	71 940 460	71 940 460	(9 815	13 270 570	15 924 684	
11	Outgoing Freight	61	0	0	0	0											0	0	0	
12	Discount %	E)	0	0	2.0 %	2.0 %										Close	2.0 %	2.0 %	2.0 %	
13	Discount	fx	0	0	-2 126 214	-2 126 214										_	38 829	-392 214	-470 657	
14	Gross margin	fx	0	0	33 307 147	33 307 147	(0	0	0	0		0	0	0 931	3 066 10 4	77 200	6 144 037	7 372 844	

Make sure to validate that the calculations used actually work before publishing the model. This can be done using the "Check calc." button:

≡	Driver ba	sed mode	elling					
Models	Measure N	/leasure fact da	ta Dimension d	ata				
s	ave R	lefresh	New	Open	Apply	Process	Delete	Check calc.

Any errors will be reported and must be corrected. The following shows a no-errors situation:



Validation results		×
Validation results: No errors found! Measure	Error Message	

Define dimensionality

Models Measure Save Refresh New... Open Apply... Process Search Edit... Vublished (ForecastSalesWorkbook) - Product sales Product sales Consulting Input model Assumptions Output Advanced - engine interface Measure Measure Description Description EN Description NO Driver 1 SalesQty Sales qty Sales qty Antall solgte enheter 2 SalesUnitPrice Sales price Sales price Enhetspris 3 FreightInPerUnit Incoming freight per unit Incoming freight per unit Inng. frakt per enhet FreightIn Incoming Freight Incoming Freight Inng. frakt CommissionPct 5 Commission % Commission % Kommisjon % Kommisjon Commission Commission Commission Salgsinntekt Vareforbr. % Sales Sales income Sales income CostOfGoodsSoldPct Cogs % Cogs % 9 CostOfGoodsSold Cogs Cogs Vareforbruk FreightOut Outgoing Freight Outgoing Freight Utg. frakt 11 SalesDiscountPct Discount % Discount % Rabatt % SalesDiscount 12 Discount Discount Rabatt Gross margin Gross margin 13 GrossMargin Bruttofortjeneste DimensionColumn Visible Mandatory Visible as filter Filter selection mandatory 1 2 CPLegalEntityID Dim1 Dim2 6 MarketID < 8 •

The dimensionality of a model is defined in the following table:

The Department dimension is always mandatory whereas the Product and Market dimensions are default and normally mandatory in any model. Product and/or Market can, however, be omitted.

Column	Description
DimensionColumn	The dimension column id. Preset.
Visible	Indicates whether dimension is visible (checked) or not (unchecked) in the input sheet of the model.
Mandatory	Indicates whether user must select a value from the dimension drop down when adding a row (checked) or not (unchecked) to the input sheet of the model.
Visible as filter	Some of the dimensions are available for selection as input filters (slicers). Indicates whether dimension is also an input filter (checked) or not (unchecked).
Filter selection mandatory	Indicates whether it is mandatory to set a value for the filter (checked) or not (unchecked)
Comment	Optional comment

The dimensions are shared between models. If a dimension drop-down list of a certain model should not display a certain member, it can be excluded for that model by clicking the action link in the "DimensionColumn" column to reveal the following dialogue:





Add dimension members to excluded and click the "Save" button.

For details on dimension management, please refer to Data management.

<u>Note on CPLegalEntityID (counterpary)</u>: this dimension is available in all modules, but it is only the Sales (IC) and Loans (IC) financial engines that creates counter transactions. Providing counterparty information to transactions that are not handled by the mentioned financial engines will NOT have it's counter transactions automatically posted. Hence, when enabling this dimension, make sure that is understood by the client. Accounts piped through the Sales (IC) engine are set up in the Finance Settings workbook and the Account to engine mapping configuration.

Define historical reference columns

The last 12 months of actuals will be included for measures where historical data exists.

There is a preset number of historical reference columns to choose from. The historic reference columns of a model is defined in the following table:

Measure Measure fa	cts (driver)	Dimension data																(
	_					_												
ieve Refresh	New	L. Open	Apply	Process	Delete Chec	k calc.												
ct sales X																		
duct sales	(Forecast	SalesWorkbook) - Produ	uct sales Edit	 Published 														
ulting	Input	model Assumption	ns Output A	Advanced - engine interface														
	Measur																	
		Measure	Desciption	Desciption EN	Desciption NO	Driver	Input	Assumption	Calc.	Set	Calc. order	Total across period	s Rollup	Format	Style	Sorting	Set	
																	plan proposal	
		SalesQ8y	Sales qty	Sales qty	Antall solgte enheter	~				o				Number, no decimals			10 👓	
	2		Sales price	Sales price	Enhetspris					0				Number, no decimals *			20	
	3	FreightInPerUnit	Incoming freight per un	it Incoming freight per unit	t Inng. frakt per enhet		2	2		ø		Average	Average 🛰	Number, 2 decimals	~	~	30	
	- 4	FreightIn	Incoming Freight	Incoming Freight	Inng. frakt				S	o		Sum	Sum Sum	Number, no decimals	~	~	31	
	5	CommissionPct	Commission %	Commission %	Kommisjon %		2	2		O		Average	Average 🛰	Percentage, 1 decimal *	~	~	32	
	6	Commission	Commission	Commission	Kommisjon				.	ø		Sum	Sum 💊	Number, no decimals *	~	~	34	
	7	Sales	Sales income	Sales income	Salgsinntekt					O		Sum	Sum 🛰	Number, no decimals	 BoldOverline 	~	38	
	8	CostOfGoodsSoldPct	Cogs %	Cogs %	Vareforbr. %					ø		Average	Average `	Percentage, 1 decimal	~	~	40	
	9	CostOfGoodsSold	Cogs	Cogs	Vareforbruk					ø		Sum	Sum 💊	Number, no decimals	 BoldOverline 	~	50	
	10	FreightOut	Outgoing Freight	Outgoing Freight	Utg. frakt					0		Sum	Sum 💊	Number, no decimals	~	~	60 00	
	11	SalesDiscountPct	Discount %	Discount %	Rabatt %		0			O		Average	Average >	Percentage, 1 decimal	~	~	65	
								_		-								
	- Interview Hit ref valuement																	
	Dimensi	ions						THE TWO I										
	Dimensi	DimensionColumn	Desciption D	Desciption EN Descipt	ion NO VisibleInp	ut M	andatory		Column	Name	Dataset II	D From Date	To Date	Desciption [Desciption EN	Desciption NO	Visible	
	Dimensi			Desciption EN Descipt		ut M	andatory				Dataset II Actual	D From Date	To Date			Desciption NO	Visible	

Column	Description
Column Name	The internal historical reference column id, Historic1, Historic2, Historic3, Historic4 and
	Historic5. Select from the drop-down list.
DatasetID	The dataset origin for the historical reference data. Select from the drop-down list.
From Date	The start date for the historical reference data
To Date	The end date for the historical reference data
Description	The column default name



Description EN	The column's English translation
Description NO	The column's Norwegian translation
Visible	Indicates that the column is visible in the input sheet for the model or not (checked unchecked)

For maintaining source fact data, please refer to <u>Data management</u>.

Define deviation columns

There is a preset number of deviation (calculated) columns to choose from. The deviation columns of a model is defined in the following table:

ntPrice InPerUnit In	Dutput Description Sales qty Sales price	_	faca.	Devik celu													
Assumption Measure N HPYCe InPartine In	a Durput Description Sales dy Sales proc	Advanced - angline inte Description D		Die													
Measure N InPrice InPerUnit In	Description Sales qty Sales price	Description B		Dir													
ly HPrice InPerUnit In	Sales qty Sales price		i Description N	Dir													
ly HPrice InPerUnit In	Sales qty Sales price		Description N	Die													
niPrice InPerUnit In	Sales price	Sales aty			er by	at Assumpt	on Cal	ic Sel	Cale order Total across	periods Rollup	Format	Style:	Sorting	Set plan proposal		Connect	Excl. from tra
niPrice InPerUnit In	Sales price		Artal solgte evit	ter 🖬					Sun	w Sam w Nam	there are descended by		¥ 10	tree propose			
in-PerUnit In		Sales price	Eshetgana	0					Average	✓ Average ✓ Nur			· 10				
		unit Incoming freight pr							Average	V Average V The			• 10				8
	Incoming Fraight	Incoming Freight	beng, brakt.						Sum	v Sum v Nur			¥ 11				0
	Commission %	Commission %	Konvegon %				0		Average	· Average · Peri			v 32				
stion .	Convelotion	Commission	Kommision						Sam	V San V Nar			v 14				
	Sales income	Sales income	Laigsrovtekt				8		Sum		riber, no decimals ¥ 8	ditD.erine	· 10				
			Varafarbrick						Sam			difficulties.	¥ 50				
			Uto kait						Sum	- Sum - Nur	riber, no decimals 🛩		¥ 60				
		Discourt %	Rabort To										v 65				
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largie	Genes marries	Gross marries	Ensteindentenste						Sim	Y Sen Y har	nhan me danimala 🗙 B	-lef Aurilesteries	¥ 70				8
									Here	red columns							
ensionColumn	Description	Description EN D	escription NO Visi	sie M	fandatory				Hut		Dytaset 10 fr	open Date 3	Duse De	ciption Descrip	in Bi Description NO	Visible	Germont
ensionColumn 10	Description Activity(D)/tame J		escription NO Visi vitets0,7ave		landatury						Dataset 10 Fr	iom Date 1	Dute De	coption Descrip	in BN Description NO	Visible	Converse
	Activity(D_)tame & Counterpart (vitetsID,Novn								Dataset ID Fr	nom Date 3	Ouse De	oription Descrip	in BN Description NO	Valide	Gurrecent
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10	Activity(D),Name A Counterpart C Dim/Name C	ictuity(D_Name Also ounterpart Mot InterName Dim	untetsiD_Noven C								Dataset (D Fr	oon Date 3	Dute De	cription Descrip	in EN Descripton NO	Value	Correct
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iD etaatyD	Activity(D_)tame A Counterpart C DimitName C DimitName C DimitName C	utsuty(D_Nene Als ounterpart Mot NetName Dire NetName Dire	intetol0_Nave C pert C Maxe C Maxe C								Dataset (D F	oon Date 3	Date De	cription Descrip	n Bi Descripton NO	Visible	Convent
/D 47449/D	ActivityO, Jiane 2 Counterpart 0 Den Naere 0 Dini Naere 0 Dini Naere 0 Dini Naere 0 Naciat 8	ictuity/D_Name Als Guinterpart Mot SmTName Dim SmName Dim SmName Dim SmName Dim Aukat Mar	intetst0_Nave C seet C Maxes C Maxes C Shave C Abave C Abave C								Dataset ID Fr	nom Date 3	Dute De	orption Descrip	n BN Description NO	Visible	Converse
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Column	Description
Column Name	The internal deviation column id, Deviation1, Deviation2.
Formula	See * below
ColumnName_Description	The column's default name
ColumnName_Description_EN	The column's English translation
ColumnName_Description_NO	The column's Norwegian translation
Visible drivers	Indicates that the column is visible in the driver page or not (checked unchecked)
Format drivers	The number format that the calculated deviation will display in the driver page, select from drop down list.
Visible details	Indicates that the column is visible in the driver details (pop up) page or not (checked unchecked)
Format details	The number format that the calculated deviation will display in the details (pop up), select from drop down list.

*

There are several internal columnids that can be referenced in the formulae:

- **Historic1** to **Historic5** historic reference columns, requires that historic reference columns are configured.
- YTD Year to date (Actuals)
- **ROY** Rest of year plan (rest of first plan year, that is from plan start to the end of first plan year)
- TY This year (first full plan year, comprised of YTD actuals and ROY plan)
- NY Next year plan (second full plan year)
- L12M Last 12 months (Actuals)
- N12M Next 12 months plan (first 12 months of plan)

- **NYPlus1** Third full plan year, requires that long term planning is used.
- **NYPlus2** Fourth full plan year, requires that long term planning is used.
- **NYPlus3** Fifth full plan year, requires that long term planning is used.
- **NYPlus4** Sixth full plan year, requires that long term planning is used.
- **NYPlus5** Seventh full plan year, requires that long term planning is used.

Please note that the internal columnids should be enclosed in [] and that + (plus), - (minus), * (multiplication) and / (division) mathematical operators can be used, for example:

- [NY] – [TY]

If, for example the deviation column is to show This year's budget – Last year's budget, and the two are stored in columns Historic1 and Historic2 respectively, the formula would be:

- [Historic1] – [Historic2]

Select / unselect optional columns

A set of columns are optional related to actuals last 12 months, year to date and plan rest of year. The columns can be named and selected / unselected individually per model:

ig	New.	- Open SalesWorkbook) - Produ		Apply Pri	ocess	Delete	_													
is × iales (Fe	iorecast Input r	SalesWorkbook) - Produ		Apply Pri	ocess	Delete	_													
s × ales (Fe	iorecast Input r	SalesWorkbook) - Produ		-6692			Cheel	k calc.												
ales (Fe	Input		uct sales			Denetten	Chec	a care.												
9	Input		uct sales	Edit_	blished															
		model Assumption	ns Output	Advanced - e	engine interface															
		Measure	Descipt	tion De	sciption EN	Desciptio	on NO	Driver	Input	Assumption	Calc.	Set	Calc. order	Total across periods	Rollup	Format	Styl	e Sor	rting	Set
		SalesQty						-			-	0				Number, no decim		~	- pl	lan proposal
	2	SalesUnitPrice	Sales qty Sales price	Sales qty Sales pri		Antall solgt Enhetspris	e enneter		2			0				Number, no decim		~	20	
	3	FreightInPerUnit		ht per unit Incoming			ser enhet					0				Number, no decimal		~	30	
		Freightin	Incoming Freig			Inng, frakt	Per entret			0		0				Number, no decim		~	31	
	5	CommissionPct	Commission %			Kommision	~					0				Percentage, 1 decir		~	32	
	6	Commission	Commission	Commis		Kommisjon		0	0	0		o				Number, no decim		~	34	
	7	Sales	Sales income	Sales inc	ome	Salgsinntek						0		Sum 🗸	Sum	Number, no decim	als ¥ BoldOverline	~	38	
	8	CostOfGoodsSoldPct	Cogs %	Cogs %		Vareforbr. 9	6				0	Ø		Average 🗸	Average `	Percentage, 1 decir	nal 🛩	~	40	
	9	CostOfGoodsSold	Cogs	Cogs		Vareforbruk						ø		Sum 🗸	Sum .	Number, no decim	als 🛩 BoldOverline	· ·	50	
	10	FreightOut	Outgoing Freig	ght Outgoin	g Freight	Utg. frakt						ø		Sum 🗸	Sum 🛰	Number, no decim	als 🛩	~	60 00	
	- 11	SalesDiscountPct	Discount %	Discount	: %	Rabatt %				2		ø		Average 🗸 🗸	Average 🛰	Percentage, 1 decir	nal 🛩	~	65	
	12	SalesDiscount	Discount	Discount		Rabatt						ø		Sum 👻	Sum 💊	Number, no decim	als 👻	~	66	
	13	GrossMargin	Gross margin	Gross mi	argin	Bruttofortje	neste					ø		Sum 👻	Sum 🛰	Number, no decim	als 👻 BoldOverUn	derline 💙	70	
	Dimensi									Hist. ref. o										
	Chineense	DimensionColumn	Desciption	Desciption E	N Descipti	ion NO	Visible	Mandator		nist ret o	Column	Name	Dataset II	D From Date	To Date	Desciption	Desciption EN	Desciption	NO N	/isible
	1	ActivityID	ActivityID_Na				0			1	Historic1		Actual	✓ 01/01/2021	12/31/202		Actual LY	Fak, i fjor		
	2	CPLegalEntityID	Counterpart	Counterpart	Motpart		0	0												
	3	Dim1	Dim1Name	Dim1Name	Dim1Navn		0													
	4	Dim2	Dim2Name	Dim2Name	Dim1Navn		0													
	5	Dim3	Dim3Name	Dim3Name	Dim3Navn															
	6	Dim4	Dim4Name	Dim4Name	Dim4Navn															
	7	MarketiD	Market	Market	Marked		2													
	8	ProductID	Product	Product	Produkt															
	<u> </u>				_															
	Column	selection								Deviation	columns									
		Column Name	Desciption	Desciption EN	Desciption N	IO Visib	le				Column	Name	Desciptio	n Desciption Ef	l Des	ciption NO For	mula Visible	drivers Vi	isible details	Format
	1	L12M A	ictuals L12M	Actuals L12M	Fak. siste 12	2														
	2	YTD A	ict. YTD	Act. YTD	Fak. hittil	2														

Define measures

A set of measures is included when Planner is deployed. New measures may be added as needed.

Measures are defined in the "Measure" page:

	Budget • 2022	Driver based mode	elling															profilba <u>s</u> o
Sav	e Reliesh																	0
	Measure (a-z, 0-9)	Description	Description IN	Description NO	in use	Is assumption	Has currency	Total across periods	Re	lup	Format		Can have plan proposal	Hist. fact source	Map acc		Correnent	
	Iol	0od	boll	lol .	= =	= -	= -		loal		Iol		= -	lol .	Rel .	loal		
	AccountsPayable	AccountsPayable	AccountsPayable	AccountsPayable					✓ Sum		Number, no decimals	~	2		~			
	AccountsReceivable	AccountsReceivable	AccountsReceivable	AccountsReceivable					✓ Sum		Number, no decimals	~	2		~			
	AssetNewAgioDisagio	AssetNewAgioDisagio	AssetNewAgioDisagio	AssetNexAgioDisagio					¥ Sum		Number, no decimals	~	2		×			
	AnilableHours	AvailableHours	AvailableHours	AvailableHours	2	8			¥ Sum		Number, no decimals	~	2		~			
,	BadDebt	BadDebt	BadDebt	BadDebt		0		Sum	₩ Sum	Ŷ	Number, no decimals	~	•		~			
С	olumn		De	scription														
٨	/leasure		Me	easure id.	Man	dator												



Description EN NO In use	 Attempts to use special characters when adding a new measure (non a-z, 0-9) will result in an error message. Attempts to delete a measure that is in use in models and/or assumptions and settings will result in an error message Default measure name. Optional. The name will typically be set when adding the measure to a model. English measure name. Optional. The name will typically be set when adding the measure to a model. Norwegian measure name. Optional. The name will typically be set when adding the measure to a model. Mandatory, default checked. Indicates whether measure is in use (checked) or not (unchecked). A measure to a model.
Is assumption	 measure that is not in use, will not be available for selection when adding measures to a model. Mandatory, default unchecked. Indicates whether measure is an assumption (checked) or not (unchecked). A measure that is not an assumption, will not be available for selection when defining assumptions.
Has currency	Mandatory, default unchecked.
Total across periods	Mandatory, default Sum. Select from list. The value is used for calculating rest of year and next year totals correctly for lookup values (assumptions).
Format	Mandatory, default "Number, no decimals". Select from list. The value is used for displaying lookup values (assumptions) in the correct format when defining assumptions.
Can have plan proposal	Plan proposals can be made for any measure of type input in each model that also has a check in this column. Default is checked (true).
Hist. fact source	 Defines where a measure's historical values are sourced from. The following options exist: (none): any historical values are input manually in the Source Data workbook. This is the default setting. Driver based external fact: any historical values are fetched from the driver external fact table (EPM datamart). This source is normally the target for import from external sources using the Data import & export workbook. General ledger external fact: any historical values are sourced from the finance general ledger table. A link to a pop-up to map accounts to this measure in the "Map acc." column if this option is selected. Actualized driver-based plan data: When rolling forward, the data that is actualized is kept and can be used as a source for historical values. Actualized data for the last 12 months are kept in the actualized driver-based plan data source.
Map acc.	Link to pop-up where general ledger accounts can be mapped to as source for historical values to the specific measure. The link will only appear if "General ledger external fact" is selected as the "hist. fact source" for measure.
Comment	Optional comment.
Owned by	"\$System" for measures that initially came with the system. The user id for the user that added the measure for measures added to the solution post-deployment.

Attach module to input report

The module can be attached to the action link button of one or more report lines of the "Plan Overview" report:

verview Status																			0	4
ment	平			Period										Workflow Stat	ws		Go to Input N	fodule	New task	
nger ×	Depa	Save Refresh	Trend	2021	×	~								Not Start	ed	1~		1~	CALL LINE	
Departments	etment	Stavanger (NOK)																		
		Report	Act LV	Actuals L12M	Act, VTD 2021	Plan YTG 2021	2021	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	
		ou Sales		14 532 711	0	270 370 782	270 370 782	45 462 898	40 548 898	35 634 898	30 720 898	25 806 898	20 892 898	15 978 898	11 064 898	11 064 898	11 064 898	11 064 898	11 064 898 🖾	
		Other Revenue)) 61	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 🖾	
		Operating Income	9	14 532 771	0	270 370 782	270 370 782	45 462 898	40 548 898	35 634 898	30 720 898	25 806 898	20 892 898	15 978 898	11 064 898	11 064 898	11 054 898	11 054 898	11 064 898 💷	
		Cost of Goods	5	0 0	0	133 070 040	133 070 040	26 614 008	23 287 257	19 960 506	16 633 755	13 307 004	9 980 253	6 653 502	3 326 751	3 326 751	3 326 751	3 326 751	3 326 751 🖾	
		🗢 Other Direct Cost	1	1 372 076	0	8 640 000	8 640 000	1 728 000	1 512 000	1 296 000	1 080 000	864 000	648 000	432 000	216 000	216 000	216 000	216 000	216 000 🖾	
		Gross Profit	0	13 160 695	0	128 660 742	128 660 742	17 120 890	15 749 641	14 378 392	13 007 143	11 635 894	10 264 645	8 893 396	7 522 147	7 522 147	7 522 147	7 522 147	7 522 147 🖾	
		Gross Profit %	ġ.	90.6 %	0	47.6 %	47.6 %	37.7 %	38.8 %	40.3 %	42.3 %	45.7%	49.7 %	55.7 %	68.0 %	68.0 %	68.0 %	68.0 %	68.0 % 🖾	
		Payroll	3	16 408 385	0	298 404 468	298 404 468	26 685 067	27 679 149	26 685 067	27 212 976	28 207 058	27 212 976	27 212 976	-2 336 784	27 212 976	27 212 976	28 207 058	27 212 976 💷	
		Co Other Personnel Cost	3	1 458 436	0	33 203 679	33 203 679	2 865 114	2 914 326	2 865 114	2.897 233	2 946 445	2 897 233	2 897 233	1 282 837	2 897 233	2 897 233	2 946 445	2 897 233 🖾	
		Personnel Cost	9	17 866 821	0	331 608 147	331 608 147	29 550 181	30 593 475	29 550 181	30 110 209	31 153 503	30 110 209	30 110 209	-1 053 947	30 110 209	30 110 209	31 153 503	30 110 209 🖾	
		Conter Operating Expenses	3	5 750 275	0	-198 158 000	-198 158 000	-39 678 300	-34 715 895	-29 750 786	-24 785 678	-19 820 569	-14 855 461	-9 890 352	-4 929 489	-4 930 841	-4 932 192	-4 933 543	-4 934 895 🖾	
				544 100	0	916 667	916 667	0	83 333	83 333	83 333	83 333	83 333	83 333	83 333	83 333	83 333	83 333	83 333 🖾	
		Operating Expenses		6 294 375	0	-197 241 333	-197 241 333	-39 678 300	-34 632 561	-29 667 453	-24 702 344	-19 737 236	-14 772 127	-9 807 019	-4 846 156	-4 847 507	-4 848 859	-4 850 210	-4 851 561 🖾	

To attach the module to a report line, go to the "Setup" page of the "Input settings and administration" workbook:



ings	Payroll Settings Setup												
Sav	ve												
Aci	count - dimensions	Perso	onnel - Column setup										
Ac	count - Historic Reference Columns		Column Nam	e Column Name	Column Name EN	Column Name NO	Input worksheet	Auto transaction	Account mapping	Central key	Local	key	
		1	Bonus	Bonus	Bonus	Variabel lønn		2	2	2	Z		
Aci	count - deviation columns	2	2 Misc1	Free Car	Free Car	Fri bil		2			0		
Per	rsonnel - dimensions	3	Misc2	Training	Training	Kompetanseheving			2	0	Z		
		4	Misc3	Misc3	Misc3	Misc3		0	2	0	0		
/ Per	rsonnel - Column setup	5	5 Misc4	Misc4	Misc4	Misc4			✓	0			
Bas	ise settings	6	5 Misc5	Misc5	Misc5	Misc5			 ✓ 	0			
Der	riod filters	7	Overtime	Overtime	Overtime	Overtid		2	Z		Z		
Inp	put filters	_											
Inp	put filters												
	odules									but module report			
	odules Input module	Published	Description	Description EN	Description NO		Comment			Depa	irtm.	Report Line ID	Input moo
	odules	Published			Description NO noto		Comment				irtm.		Input moo
out mo	odules Input module		Account A	ccount Ko			Comment			Depa	irtm. ments		Product sal
put mo	odules Input module Profitase EPLA Account Workbook		Account A	ccount Ko	onto		Comment			Depa 1 All Departs 2 Alle avdelis 3 Alle avdelis	irtm. ments inger	Sales × Cost of Goods × Payroll ×	Product sal Product sal Personnel
put mo	odules Input module Profitase EPLA Account Workbook		Account A	ccount Ko	onto		Comment			Depa 1 All Departs 2 Alle avdelii 3 Alle avdelii 4 Alle avdelii	intm. ments inger inger	Sales × Cost of Goods × Payroll × Depreciation a ×	Product sal Product sal Personnel
put mo	odules Input module Profitase EPLA Account Workbook		Account A	ccount Ko	onto		Comment			Depa 1 All Departs 2 Alle avdelii 3 Alle avdelii 4 Alle avdelii 5 Profitways	inger inger inger Focus AS	Sales Cost of Goods Payroll Depreciation a Sales	Product sal Product sal Personnel CapEx Consulting
put mo	odules Input module Profitase EPLA Account Workbook		Account A	ccount Ko	onto		Comment			Depa All Departs Alle avdelii Alle avdelii Alle avdelii Alle avdelii Profitways 6 ABC Group	inger inger inger Focus AS p	Sales Cost of Goods Payroll Cost of Goods Sales Sales Sales Sales	Product sal Product sal Personnel CapEx Consulting Account
out mo	odules Input module Profitase EPLA Account Workbook		Account A	ccount Ko	onto		Comment			Depa 1 All Departs 2 Alle avdelii 3 Alle avdelii 4 Alle avdelii 5 Profitways	inger inger inger Focus AS p	Sales Cost of Goods Payroll Depreciation a Sales	Product sal Product sal Personnel CapEx Consulting Account

Column	Description
Departm.	Source department. Ranked input. Mandatory.
	Through the use ranked input (high level selection), different modules may attach to a given report line for different part of the department dimension (organization).
Report Line ID	Report line to which input module is to attach. Select from list. Mandatory.
Input module	Input module to attach. Select from list. Mandatory.

Period filters

The input module contains a period filter in which (time) periods can be selected. The content of this filter can be configured in the "Period filters" table found in the "Setup" page in the "Input Settings and Administration" workbook:

Input Settings and Admir Dev - 5.0.0.2	ninstration	ı				
ettings Payroll Settings <u>Setup</u>						
Save						
Account - dimensions	Period f	ilters				
Account - Historic Reference Columns		Period filter	Visible	Default	Sorting	Comment
Account - Historic Reference Columns	1	2021	V	Z	1	This fiscal year
Account - deviation columns	2	2022	~		2	Next fiscal year
Personnel - dimensions	3	Jan 2021 - Dec 2022			3	Next 12 months
	4	2021 - 2022			4	This fiscal year and next fiscal year
Personnel - Column setup	5	2023 - 2027	~		5	Beyond next fiscal year
Base settings						
✓ Period filters						
Input filters						

Note that this configuration is global to all input module workbooks and the "Plan Overview" workbook.

Column	Description
Period filter	Available filters, preset.
Visible	Makes filter visible (checked) or not visible (unchecked)
Default	Makes it the default period filter
Sorting	Controls the sorting in the filter drop down



Comment	Optional comment

Edit...

Clicking the Edit.. button reveals a pop-up with the option to edit the name and set English and Norwegian translations as well as:

Period button and navigation

Models Measure									
measure	_			_	_				
Save	h New	Open	Apply	Process		Delete Check calc.			
Search									
Product sales	(Forecast	SalesWorkbook) - Produ	uct sales	 Publishe 	ed				
Consulting	Input	model Assumption	ns Output	Advanced - engin	ne interfa	ce			
	· · ·				(Edit		×	
	Measure				_	Eur		~	- 6
		Measure	Description	Descript	ion EN	Edit		0	s
	1	SalesQty	Sales qty	Sales qty		Description			-
	2	SalesUnitPrice	Sales price	Sales price					
	3	FreightInPerUnit	Incoming freight per	unit Incoming frei	ght per	Product sales	Participation and the second second		
	4	FreightIn	Incoming Freight	Incoming Frei	ight		Row context menu options		
	5	CommissionPct	Commission %	Commission 9	%	Description EN			
	6	Commission	Commission	Commission		Product sales	V New		
	7	Sales	Sales income	Sales income	_				
	8	CostOfGoodsSoldPct	Cogs %	Cogs %	_	Description NO			
	9	CostOfGoodsSold	Cogs	Cogs	_	Produktsalg	✓ Delete		
	10	FreightOut	Outgoing Freight	Outgoing Frei	ight	Produktsaig			
	11	SalesDiscountPct	Discount %	Discount %	_				
	12	SalesDiscount	Discount	Discount	_	Access group			
	13	GrossMargin	Gross margin	Gross margin	_	×	Delete (act. = 0)		
									- 15
	Dimens	ions				 Periods button 	 Ch. dim. 		
		DimensionColumn	Description	Description EN	Des				m
	1	ActivityID	ActivityID_Name A	ActivityID_Name	Aktivit				
	2	CPLegalEntityID	Counterpart 0	Counterpart	Motpi	Navigate directly to details view	Ch. dim. (act. = 0)		
	3	Dim1	Dim1Name E	Dim1Name	Dim11				
	4	Dim2	Dim2Name E	0im2Name	Dim11		L		_
	5	Dim3	Dim3Name [0im3Name	Dim31				- 1
	6	Dim4	Dim4Name E	0im4Name	Dim4I				
	7	MarketID	Market N	/larket	Marke		Save	Cancel	
	8	ProductID	Product P	roduct	Produk	t 🗸 🗸			

The Periods button is default visible and active. To hide and make inactive, un-tick the "Periods button" option.

By default, the drivers view is loaded and displayed when selecting in the Department dimension. The details view can be viewed per driver combination by clicking the go-to-details icon on the driver-row in question.

In circumstances where there is always just one driver row per department (all non-department dimensions have the default empty member, i.e. #), the "Navigate directly to details view" can be ticked thereby taking the user directly to the details view. This option I by default un-ticked.

Limit access to specific models

By default, the access set up for the Driver based workbook applies to all driver-based models as they all shar the same workbook.

If needed, access to an individual model can be limited to a specific access group of the Default category by clicking the Edit button:



els Measure									
Save Refresh	New	Open	Apply	/ Proces	is	Delete Check calc.			
rch									
	(Forecast	SalesWorkbook) - Produ	ict sales	- Publish	hed				
luct sales									
sulting	Input	model Assumption	ns Output	Advanced - engi	ine interf	ace			
	Measur	•				Edit		×	
	Wiedsur	Measure	Description	Descrip	tion EN				s pr
		Weasure	Description	Descrip		Edit		0	s þi
	1	SalesQty	Sales qty	Sales qty		Description			L
	2	SalesUnitPrice	Sales price	Sales price		Broduct color			L
	3	FreightInPerUnit		er unit Incoming fre	ight per	Product sales	Row context menu options		
	4	FreightIn	Incoming Freight	Incoming Fre					
	5	CommissionPct	Commission %	Commission		Description EN			L
	6	Commission	Commission	Commission		Product sales	✓ New		
	7	Sales	Sales income	Sales income	2				
	8	CostOfGoodsSoldPct	Cogs %	Cogs %		Description NO			Ŀ
	9	CostOfGoodsSold	Cogs	Cogs		Produktsalg	✓ Delete		Ŀ
	10	FreightOut	Outgoing Freight	Outgoing Fre	eight				L.
	11	SalesDiscountPct	Discount %	Discount %		A		-	Ŀ
	12	SalesDiscount	Discount	Discount		Access group		-	Ŀ
	13	GrossMargin	Gross margin	Gross margir	n	×	Delete (act. = 0)		Ŀ
					_				L
	Dimens	ions				 Periods button 	Ch. dim.		L
		DimensionColumn	Description	Description EN	De			r	m D
	1	ActivityID	ActivityID_Name	ActivityID_Name	Aktivi				
	2	CPLegalEntityID	Counterpart	Counterpart	Motp		Ch. dim. (act. = 0)		
	3	Dim1	Dim1Name	Dim1Name	Dim1				
	4	Dim2	Dim2Name	Dim2Name	Dim1		<u>.</u>		
	5	Dim3	Dim3Name	Dim3Name	Dim3				
	6	Dim4	Dim4Name	Dim4Name	Dim4				1
	7	MarketID	Market	Market	Marke		Save	Cancel	

Control row context menu options (right-click)

≡ Budget • 20)22 Dri	ver based mode	elling						
Models Measure									
Save Refresh	New.	Open	Appt	y Proces	is	Delete Check calc.			
Search Product sales	(Forecast	SalesWorkbook) - Produ	ict sales	Vublish	ned				
Consulting	Input r	model Assumption	ns Output	Advanced - engi	ine interf	ace			
	Measure					Edit		×	
		Measure	Description	Descrip	tion EN	Edit		? s p	eriod
	1	SalesQty	Sales qty	Sales qty		Description			~
	2	SalesUnitPrice	Sales price	Sales price					~
	3	FreightInPerUnit	Incoming freight p	er unit Incoming fre	ight per	Product sales	Row context menu options		~
	4	FreightIn	Incoming Freight	Incoming Fre	eight		Now context mena options		~
	5	CommissionPct	Commission %	Commission	%	Description EN			~
	6	Commission	Commission	Commission		Product sales	V New		~
	7	Sales	Sales income	Sales income					~
	8	CostOfGoodsSoldPct	Cogs %	Cogs %		Description NO			~
	9	CostOfGoodsSold	Cogs	Cogs		Produktsalg	✓ Delete		`
	10	FreightOut	Outgoing Freight	Outgoing Fre	eight	Froduksaig			`
	11	SalesDiscountPct	Discount %	Discount %					`
	12	SalesDiscount	Discount	Discount		Access group			~
	13	GrossMargin	Gross margin	Gross margir	n	X	Delete (act. = 0)		~
					-				
	Dimensi	ons				Periods button	🖌 Ch. dim.		
		DimensionColumn	Description	Description EN	De			ml	Date
	1	ActivityID	ActivityID_Name	ActivityID_Name	Aktivi				
	2	CPLegalEntityID	Counterpart	Counterpart	Motp		Charling (and a fill		
	3	Dim1	Dim1Name	Dim1Name	Dim1	Inavigate directly to details view	Ch. dim. (act. = 0)		
	4	Dim2	Dim2Name	Dim2Name	Dim1				
	5	Dim3	Dim3Name	Dim3Name	Dim3				
	6	Dim4	Dim4Name	Dim4Name	Dim4				
	7	MarketID	Market	Market	Marke		Save	Cancel	
	8	ProductID	Product	Product	Produ				

Some of the row context menu options can be controlled:



Column	Description
	Row context menu options (right-click)
New	Insert new row and Insert copy of row is allowed (true) or not allowed (false). Default is true.
Delete	Delete row is allowed (true) or not allowed (false). Default is true.
Delete (act. = 0)	Delete row is allowed only if row contains no actuals (true). Available for selection only if "Delete"
	is true.
Ch. dim.	Change dimensionality is allowed (true) or not allowed (false). Default is true.
Ch. dim. (act. = 0)	Change dimensionality is allowed only if row contains no actuals (true). Available for selection only
	if "Ch. dim." is true.

Multi-department input

By default, input is only allowed at the lowest departmental level. In certain situations, this may not be desirable if for example users act on multiple departments. For this reason, multidepartment input is used:

Media Mean Edit X Image: Construction of the sector of the s	≡ Forecast • [DEVELO	PMENT 5.3.	0 Driver	based	modelling		
Some Metch Now. Open Apply. Bescription ForecastSalesWorkbool Product sale: Consulting Impact model Assumption: Output: Measure Impact model Sales price 3 Commission % Commission % Commission % Commission % Commission % Commission % Sales price Sa	Models Measure					Edit	×	
Sere New. Open Apply. Search Product sales Product sales Product sales Row context menu options Consulting Input model Assumptions Output Product sales Imput model New. Input model Assumptions Output Product sales Imput model New. Imput model New. Input model Assumptions Output Product sales Imput model New. Imput model New. Input model Assumptions Output Product sales Imput model New. Imput model New. Imput model Imput model New. Imput model Imput mo					_	Edit	?)
Search Product sales Product sales Row context menu options Consulting Input model Assumptions Output Product sales Imput model Assumptions Output Nearer Description NO Product sales Product sales Imput model Description NO Imput model Imput model <td>Save Refresh</td> <td>New</td> <td> Оре</td> <td>n</td> <td>Apply</td> <td></td> <td></td> <td></td>	Save Refresh	New	Оре	n	Apply			
Consulting (precatSideWorkbook) - Product sale: <								
Product sales Input model Assumptions Output Input model Assumptions Output Input model Assumptions Output Imput model Sales city Description IN Imput model Sales city Description NO Imput model Incoming freight peru Recess group Imput model Imput model Commission % Commission % Product sales Imput model Imput model Commission % Product sales Imput model Imput model Imput model Imput model Commission % Commission % Product sales Imput model Imput model<	Search				Edit	Product sales	Row context menu options	
Consulting Input model Assumptions Output Massure Massure <td>Product sales</td> <td>(Forecast</td> <td>SalesWorkbook) - Pro</td> <td>duct sales</td> <td></td> <td></td> <td>·····</td> <td></td>	Product sales	(Forecast	SalesWorkbook) - Pro	duct sales			·····	
Measure Product saids 1 Sales Qty Sales qty 2 Sales Qty Sales qtient 3 Sales Qty Sales qty 4 freighthn#init Incoming freight peru 4 Greighton NS Commission % 6 Commission % Commission % 6 Commission % Proids button 9 Cotd/GooddSold Cogs %	Consulting	Input	model Assumpt	ions Outp	ut			
Measure Description NO 1 Sales City Sales qity 2 Sales UniPrice Sales grite 3 Freighthn Incoming freight part 4 Freighthn Incoming freight part 5 Commission PCt Commission 7 Sales Sales income 8 CostOfGoodSoldPt Cogs 9 CostOfGoodSoldPt						Product sales	V New	
1 SalesQuinto Produktsalg Implementation Implementation 1 SalesQuinto Produktsalg Implementation Implementation 3 FreightinPerUnit Incoming freight peru Implementation Implementation Implementation 4 Freightin Incoming freight peru Implementation Imp		Measur						
1 Salet July Salet July 2 Salet July Access group 3 Freight Incoming Freight per up Access group 4 Freight Incoming Freight Commission % Commission % 6 Commission Commission % Periods button 9 CostORGoodSoldPet Cogs % Periods button 10 FreightOut Outgoing Freight 10 FreightOut Outgoing Freight 10 FreightOut Outgoing Freight 10 FreightOut Outgoing Freight 11 ActivityID Outgoing Freight 2 CPLegalEntip/D Outgoing Freight 4 Dime Outgoing Freight Visite directly to details view Ch. dim. (act. = 0) Visite directly to details view Input row limit 2 CPLegalEntip/D Outgoing 3 Dim1 Outgoing 4 Dim2 Outgoing 5 Dim3 Outgoing 6 Dim4 Outgoing 7 Auto load on thiter chy			Measure	Descri	ption	Description NO		, L
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4 Freightin Incoming Freight Cess group <lices group<="" li=""> <li< td=""><td></td><td>2</td><td>SalesUnitPrice</td><td>Sales price</td><td></td><td></td><td></td><td>e</td></li<></lices>		2	SalesUnitPrice	Sales price				e
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5 Commission tk Commission 6 Commission Commission 7 Sales Sales income 8 CostOr/Soods/Sold Pct Cogs 9 CostOr/Soods/Sold Cogs 10 Freight/Dut Outgoing Freight 0 Soution Ch. dim. 0 CostOr/Soods/Sold Cogs 10 Freight/Dut Outgoing Freight 1 Activity/D C 2 ClegalEntity/D C 3 Dim1 C 4 Dim2 C 5 Dim3 C 6 Dim4 C Column Name Description		4 FreightIn Incomir					Delete (act. = 0)	
7 Sales Sales income 8 CostONGoodsSoldPct Cogs 9 CostONGoodsSold Cogs 10 FreightOut Outgoing Freight 0 FreightOut Outgoing Freight 1 Activity/D C 2 Clogaditating C C 3 Dim1 C 4 Dim2 C 5 Dim3 C 6 Dim4 C Column Selection Auto-loed on Rite: chg 5 Column Name Desciption		5 CommissionPct Commissio						e
8 CottORGoodsSoldPet Cogs % 9 CostORGoodsSold Cogs 10 FreightOut Outgoing Freight Navigate directly to details view Omensions 1 ActivityID 1 2 CPLagaEnthyID 1 3 Dim1 0 4 Dim2 1 5 Dim3 0 6 Dim4 0 Column selection			Commission	Commission				- 1
a Catch/GoodsSourcet Cogs 9 Catch/GoodsSourcet Cogs 10 FreightDut Outgoing Freight Immensions ImmensionColumn Visible 1 ActivityID ImmensionColumn 2 CPLegatEntityID ImmensionColumn 3 Dimit ImmensionColumn 4 Dimit ImmensionColumn 5 Dima ImmensionColumn 6 Dimit ImmensionColumn Column selection Auto load on filter chig Column Name Description							A Charlin	
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Column	Description
Multi-dept. input	Input only allowed at lowest department level input is the default (false). If set to true, input can (given that access control allows) be given at higher-level nodes of the department dimension.
	NOTE : when multi-department input is no (true), other filter should be used to narrow down the data set operated on.
Input row limit	Max. row limit returned that allows input. If row limit is reached, data is limited, and a warning is given to say that data set must be narrowed down to allow input. When multi-department input is set to true, a row limit must be set.
Auto load on filter chg.	By default, data is loaded automatically on filter change (true). When multi-department input is used, it may be desirable to first set all filters and then load the data. If this is the case, set this option to false. End user will have to use the Refresh button to load data.



5 Settings

Driver based models are configured in the "Driver based modelling" workbook and the "Models" page.

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lting	Input	model Assumption	ns Output	Advanced - engine i	interface														
and	Measure																		
		Measure	Description	Description	EN Descriptio	on NO E	Driver	Input	Assumption	Calc.	Set	Calc. order	Total across periods	Rollup	Format	Styl		Sorting	
	1							-			0		Sum 🗸		Number, no decimals		~	10	
		SalesQty SalesUnitPrice	Sales qty Sales price	Sales qty Sales price	Antail solgte Enhetspris					0	0				Number, no decimals Number, no decimals		ž	20	
	3	FreightinPerUnit			t per unit linng, frakt p				8	0	0				Number, 2 decimals		~	30	
	4	Freightin	Incoming Freight	Incoming Freigh				0	0		0				Number, no decimals		~	31	
	5	CommissionPct	Commission %	Commission %	Kommisjon !					0	0				Percentage, 1 decima		~	32	
	6	Commission	Commission	Commission	Kommisjon		0	0	D		0				Number, no decimals		~	34	
	7	Sales	Sales income	Sales income	Salgsinntekt			0			0				Number, no decimals		~	38	
	8	CostOfGoodsSoldPct	Cogs %	Coas %	Vareforbe, %					0	0				Percentage, 1 decima		~	40	
	9	CostOlGoodsSold	Cogs	Cogs	Vareforbruk				D		0				Number, no decimals		· ·	50	
	10	FreightOut	Outgoing Freight	Outgoing Freigh	t Utg.frakt					0	0		Sum 🗸	Sum	Number, no decimals	~	~	60	
	11	SalesDiscountPct	Discount %	Discount %	Rabatt %						0		Average V	Average *	Percentage, 1 decima	i v	~	65	
	12	SalesDiscount	Discount	Discount	Rabatt			0	0		0		Sum 🗸	Sum	Number, no decimals	~	~	66	
	13	GrossMargin	Gross margin	Gross margin	Bruttofortjer			0			0		Sum 🗸	Sum	Number, no decimals	· BoldOverUn	derline 🗸	70	
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		DimensionColumn	Description	Description EN	Description NO	VisibleInput		endatory				Column Nam	e Dataset ID	From D	ate To Date	Description	Descript	tion EN Description	NO Visible
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Multiple input models can be created and published to users. Select a model in the filter-list on the far left to activate buttons and display content.

Note that the most common settings (as outlined below) may also be maintained in the "Input Settings and Administration" workbook that may be convenient to avoid giving users access to model setup:

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Assumptions

Assumptions are lookup value and should exist for any measure that is defined as a lookup. For a measure to be eligible for assumptions, it must be defined as an assumption measure, see <u>Define measures</u> for details.



Assumptions are maintained in the "Assumptions" tab:

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	1 2 3 4 5	Measure SalesUnitPrice SalesUnitPrice SalesUnitPrice	Alle avdelinger Alle avdelinger Alle avdelinger Alle avdelinger	All Product Profitways DiVision Core Profitways OutBack Profitways EDM ⁸	Market All Markets All Markets All Markets All Markets	Activity Al Activities Al Activities Al Activities Al Activities	All Projects All Projects All Projects All Projects	NOK NOK	 100 000 190 000 100 000 	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	100 000 190 000 100 000	10 19 10
	1 2 3 4 5 6	Measure SalesUnitPrice SalesUnitPrice SalesUnitPrice SalesUnitPrice	Alle avdelinger Alle avdelinger Alle avdelinger Alle avdelinger Alle avdelinger	Al Product Profitways DiVision Core Profitways Outliack Profitways EDM ⁸ Project Manager	Market All Markets All Markets All Markets All Markets All Markets	Activity All Activities All Activities All Activities All Activities All Activities	All Projects All Projects All Projects All Projects All Projects	NOK NOK NOK	 100 000 190 000 100 000 150 000 	100 000 190 000 100 000 150 000 1 625	100 000 190 000 100 000 150 000	100 000 190 000 100 000 100 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	100 000 190 000 100 000 150 000	10 19 10
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Select a measure from the dropdown list. The currently existing assumptions will display. Maintain assumption values as needed. To see the effect of any change, click Save and the Process for the model in question.

Assumptions are common across models.

Column	Description
Measure	Measure to which the assumption is attached. Automatically set based on filter dropdown
	selection. Mandatory.
Departm.	Source department. Ranked input. Mandatory.
Product	Source product. Ranked input. Mandatory. Note that if the Product dimension is not visible in
	the model, any relevant assumption must be defined for the All product level.
Market	Source market. Ranked input. Mandatory. Note that if the Market dimension is not visible in
	the model, any relevant assumption must be defined for the All market level.
Activity	Source activity. Ranked input. Mandatory. Note that if the Activity dimension is not visible in
	the model, any relevant assumption must be defined for the All activities level.
Project	Source project. Ranked input. Mandatory. Note that if the Project dimension is not visible in
	the model, any relevant assumption must be defined for the All projects level.
Currency	Currency for assumption values. Mandatory for measures that have currency, see Define
	measures for details.
	Note that if there exist legal entities having different home currencies, assumptions must exist
	for each of the currencies, i.e. there will be no currency conversion when the lookup is done.
	For legal entity A with home currency EUR, it is expected that an assumption set with currency
	EUR exists for the lookup to return values.
Monthly period columns	Numeric lookup values for individual months. Column headings will be dynamic and will change
	as plan rolls forward.
NY Plus 1– NY Plus 5 columns	Numeric lookup values for years beyond next year. Column headings will be dynamic and will
	change as plan rolls forward. Applicable if long-term planning is done.

Please note that the assumption table will roll forward in time in accordance with the plan rolling forward.

Distribution keys

Distribution keys are specified by the combination of the department, product, and market dimensions.

The dimensional values are selected using the ranked input selector. For details on using the ranked input selector and making rank changes between rows, please refer to <u>Common functionality</u> for details.

As a general rule-of-thumb, it is advisable not to use too specific distribution keys.

Distribution keys are maintained in the "Output" tab:



■ Forecast • DEVELOPMENT - EPM Planner 5.1.1.0 | Driver based modelling

Models Measure Measure fact	data Dir	nension data																
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		Departm.	Product	Market	Activity	Project	Measure	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	
	1	Alle avdelinger	All Product	All Markets	All Activities	All Projects	Sales qty	1	1	1	1	1	1	1	1	1	1	
	2	Alle avdelinger	Profitways DiVision Core	All Markets	Omsetningsøkning	Project group 1	Sales qty	1	2	1	12	1	2	1	2	1	2	
	3	Alle avdelinger	All Product	All Markets	All Activities	All Projects	Outgoing Freight N	1	1	1	1	1	1	1	1	1	1	

Column	Description
Department	Source department. Ranked input. Mandatory
Product	Source product. Ranked input. Mandatory. Note that if the Product dimension is not visible in the model, any relevant assumption must be defined for the All product level.
Market	Source market. Ranked input. Mandatory. Note that if the Market dimension is not visible in the model, any relevant assumption must be defined for the All market level.
Activity	Source activity. Ranked input. Mandatory. Note that if the Activity dimension is not visible in the model, any relevant assumption must be defined for the All activities level.
Project	Source project. Ranked input. Mandatory. Note that if the Project dimension is not visible in the model, any relevant assumption must be defined for the All projects level.
Measure	Source measure. Select from list. Mandatory.
Monthly distribution key weight (heading dynamic)	Numeric values. Mandatory. When distributing a year-total value over monthly periods, the weight given to a specific month is its distribution key weight divided by the sum of the distribution key weights for all the months for that year.
Comments	Optional comment. Note that if a comment is added, the contributor will see the comment when viewing the distribution key of an input row.

Measure to account mapping

For every model, any measure that is expected to generate a P&L transaction must be mapped to an account.

The measure to account mapping is maintained in the "output" tab:

Save Refresh	New.		Open Ap	ply	Process	Delete	Check calc.					
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Product sales	(Forecast	SalesWorkbook)	- Product sales Ed	lit	Published							
Consulting	Input	model Ass	umptions Output	Advanc	ced - engine interface							
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	2		Profitways DiVision Core						1 2		12	
	3	Alle avdelinger			All Activities	All Projects	Outgoing Freight ~		1 1	1	1	
	Acc. maj	pping -> P&L trai	saction									
	Acc. maj	p <mark>ping -> P&L tra</mark> r Department	saction Product	Market	Activity	Project	Measure -> P&L tr	ansaction		Account		
	Acc. maj		Product	Market All Markets		Project Alle	Measure -> P&L tr Sales income		3015 - Income <i>i</i>			
		Department	Product All Product		Alle			~	3015 - Income / 4010 - Cost of S	Accessories	1	
	1	Department Alle avdelinger	Product All Product All Product	All Markets	Alle	Alle	Sales income	~		Accessories pareparts Sold		
	1 2	Department Alle avdelinger Alle avdelinger	Product All Product All Product All Product	All Markets All Markets	Alle Alle Alle	Alle	Sales income Cogs	* * *	4010 - Cost of 9	Accessories pareparts Sold advertising exp	oenses	
	1 2 3	Department Alle avdelinger Alle avdelinger Alle avdelinger	Product All Product All Product All Product All Product All Product	All Markets All Markets All Markets	Alle Alle Alle Alle	Alle Alle Alle	Sales income Cogs Commission	> > > >	4010 - Cost of 9 3075 - Rebilled	Accessories pareparts Sold advertising exp ost on goods s	oenses	
	1 2 3 4	Department Alle avdelinger Alle avdelinger Alle avdelinger Alle avdelinger	Product All Product All Product All Product All Product All Product	All Markets All Markets All Markets All Markets	Alle Alle Alle Alle Alle	Alle Alle Alle Alle	Sales income Cogs Commission Outgoing Freight	> > > > >	4010 - Cost of 9 3075 - Rebilled 4090 - Freight o	Accessories pareparts Sold advertising exp ost on goods s Customs, etc.	penses	

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 Dec 22

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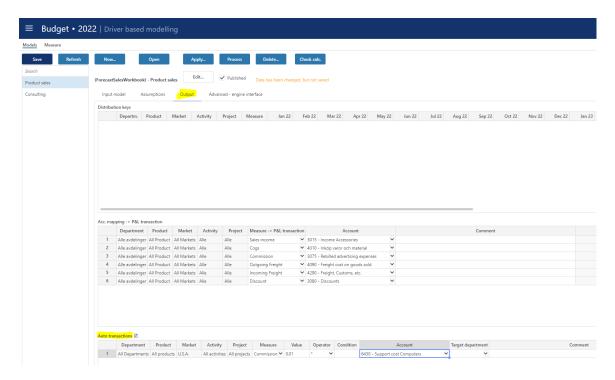
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 1

Column	Description
Department	Source department. Ranked input. Mandatory.
Product	Source product. Ranked input. Mandatory. Note that if the Product dimension is not visible in the model, any relevant assumption must be defined for the All product level.
Market	Source market. Ranked input. Mandatory. Note that if the Market dimension is not visible in the model, any relevant assumption must be defined for the All market level.
Activity	Source activity. Ranked input. Mandatory. Note that if the Activity dimension is not visible in the model, any relevant assumption must be defined for the All activities level.
Project	Source project. Ranked input. Mandatory. Note that if the Project dimension is not visible in the model, any relevant assumption must be defined for the All projects level.
Measure	Source measure. Select from list. Mandatory.
Account	The target account, i.e. that account that the generated P&L transaction will be tied to.
Comment	Optional comment

Auto transactions (optional)

Auto-transactions may be used to trigger additional transactions based on user input. For example, the input to a certain account should always generate an additional transaction to another account amounting to 10% of the input or source transaction.

The auto transactions are maintained in the "Output" tab:



Column	Description
Department	Source department. Ranked input. Mandatory
Product	Source product. Ranked input. Mandatory. Note that if the Product dimension is not visible in
	the model, any relevant assumption must be defined for the All product level.
Market	Source market. Ranked input. Mandatory. Note that if the Market dimension is not visible in
	the model, any relevant assumption must be defined for the All market level.
Activity	Source activity. Ranked input. Mandatory. Note that if the Activity dimension is not visible in
	the model, any relevant assumption must be defined for the All activities level.
Project	Source project. Ranked input. Mandatory. Note that if the Project dimension is not visible in
	the model, any relevant assumption must be defined for the All projects level.
Measure	Source measure. Mandatory. Select from list.
Value	The value and the operator define how the amount of the target transaction will be calculated.
	In the example above, the amount of the target transaction will be 10% o
	Numeric value. Mandatory.
Operator	Select from list. Mandatory.
Condition	Optional. Special condition to apply when validating whether to execute the rule or not.



	 For example: Month() > 6 indicating that rule will be executed only for transactions with a transaction date with month number greater than 6 (June) CurrentPeriodValue() > 1000 indicating that rule will be executed if value currently processed is greater than 1000
	Operators: - Equality: == - Greater than or equal to: >= Greater than: > - Less than or equal to: <= Less than: < - Logical and: && - Logical or:
Account	Mandatory. The account that the target transaction will have.
Target department	Optional. Leave empty if target department should equal the source department. Select from drop down is target department should differ from source department
Comment	Optional comment.

Advanced – engine interface (optional)

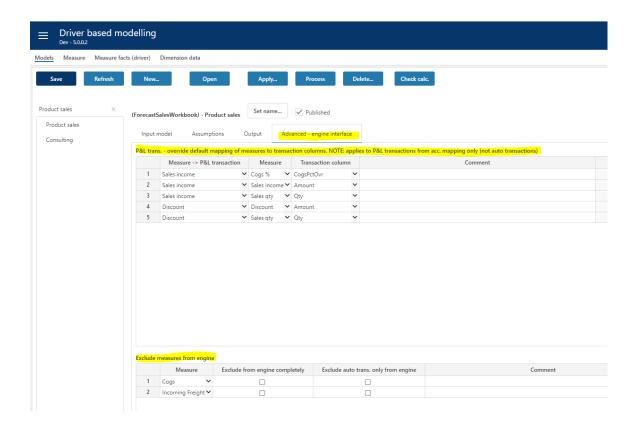
Please note that this is an advanced topic that requires in depth knowledge of the Profitbase Planner financial engines.

All output transactions from the models (i.e. those mapped to an account plus those being produced by auto transaction) will be candidates for processing though the financial engines for balance and cash flow.

By default, all measure values are mapped to the Amount field of the transaction table. The transaction table does, however, contain several additional columns that may be desirable to use in certain circumstances to obtain a specific behavior from the financial engine.

At the same time, some output measures may not be desirable to send through the financial engines and should be explicitly excluded.

This can be done in the "Advanced – engine interface" tab (note: has no effect on what is displayed in the "Plan Overview" workbook):



Column	Description
Measure -> P&L transaction	Output P&L transaction stemming from the account mapping. Mandatory. Select from list.
Measure	Model measure to obtain value from. Mandatory. Select from list.
Transaction column	Transaction column to map measure value to. Mandatory. Select from list.
Comment	Optional comment.

Override default mapping of measures to transaction columns

In stead of the default mapping of measure value to transaction table Amount field, the mapping can explicitly set. As shown in the example above, for the output transaction of the Sales income measure:

- measure value from "Cogs %" is mapped to transaction column "CogsPctOvr"
- measure value from "Sales income" is mapped to transaction column "Amount"
- measure value from "Sales Qty" is mapped to transaction column "Qty"

The values are taken from the same model based on equality of dimensions and time.

Exclude measures from engine.

If certain output transactions are to be excluded from the financial engines altogether, this can be achieved in the "Exclude measures from engine" table.

Column	Description
Measure	Measure output from the model either though the account mapping or the auto transactions. Mandatory. Select from list.
Exclude from engine completely	Any output transaction for selected measure will be excluded (checked).
Exclude auto trans. only from engine	Optional selection to single out only auto transactions stemming from selected measure to be excluded from engine.
Comment	Optional comment.

6 Data management

Data management comprises of dimension management and source fact data management.

The driver based module uses the department, product, and market dimensions with the optional addition of extra dimensions supplier, project, activity, counterpart and dim1 to dim4.

The driver based source fact data contains the historical data per measure for relevant dimension combinations.

Dimensions

The dimensions available in the driver-based module are Product, Market, Supplier, Activity, Project, and dimensions D1 to Dim4.

Dimensions maintained in the Dimensions workbook, selecting the appropriate dimension:



Dimensions					profitba <u>se</u>
dit dimensions Group Account Mapping Time and	fiscal setup Workday calendar Elim. Leg	al Entity Mapping Setup			0 🕸
					Publish
PRODUCT	Q + 5∃ ↑↓ ⊕ 53	Properties	Table		
← Product					
Profitways DiVision Core		ld "	Product		
Profitways EDM ^a		Name *	Product		
Profitways OutBack					
~ Service					
Junior Consultant					
Project Manager					
Senior Consultant					
Test external					
Tests					
Trainee					

Note that dimensions in Planner are centrally managed (primary dimension) with the option of maintaining version specific copy using the solution picker.

Maintain as appropriate, save the changes, and then click the "Publish" button to publish. Note that when publishing a dimension, the target versions must be selected.

Source fact data

A simple input tool for maintaining historical data is available in the "Source fact data" workbook:

facts Measure fact data																			
									Dataset				Measure			Year		Month	_
Refresh			Amour	rts must be in functio	nal currency Da	Dataset and Measure filters must be set to enable save			Actual X			 SalesQty X V 					July	< ling	
t Me	sure facts. Wi	en pasting data, mai	e sure to use IC	s for all dimension co	lumnsl Note that editin	g can only be done to	neasures that h	we not been define	ed with a specific sou	rce.									
sertments		Source	Dataset	Departm.	Product	Market	Supplier	Project	Activity	Dimit	Dies2	Dia	d Din4	Cp LegalExt	ity Measure	Value 0.9	Year yyyy Month 1-12		
stments	Dod		bol	Ref	loal	Dat		Iol	Dat	(kal	Iol	bal	bal	Ref	bol		= =		
inup.	1		Actual	✓ Stavanger	 Profitways DiVision* 	Curopean Union	· ·	Project B	*	×	~	~	~	v .	 SalesQty 	✓ 100	2021 7		
ways Holding																			
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Select a value in the "Dataset" and "Measure" filter at the top and click the "Refresh" button to enable the save button.

Note that only measures that are set up without a specific "Hist. fact source" are available for input here, see <u>Define measures</u>. Measures with a specific "Hist. fact source" set can be viewed but not changed, they are sourced from the configured source.

Add new rows as needed or paste selection. When pasting data, make sure to paste dimension **ids**. A dropdown will evaluate the id against the corresponding dimension and render the dimension **description**. If no description is rendered, just the id, this indicates that the id does not exist in the dimension.

Column	Description
DepartmentID	Department id. Mandatory.
ProductID	Product id. Mandatory.
MarketID	Market id. Mandatory.
ProjectID	Project id. Optional. If no value is provided, the default value # is set
ActivityID	Market id. Optional. If no value is provided, the default value # is set
SupplierID	Supplier id. Optional. If no value is provided, the default value # is set
Dim1	Dim1 id. Optional. If no value is provided, the default value # is set
Dim2	Dim2 id. Optional. If no value is provided, the default value # is set
Dim3	Dim3 id. Optional. If no value is provided, the default value # is set
Dim4	Dim4 id. Optional. If no value is provided, the default value # is set
CPLegalEntityID	Counterpart legal entity id. Optional. If no value is provided, the default value # is set
Value	Numeric



Year yyyy	4-digit year, for example 2020. Mandatory
Month 1-12	Month number, 1-12. Mandatory

Department, Product, Market, Year and Month are mandatory columns.

Any amounts must be given in the home currency.

Value will default to 0 if no value is provided.

Dimension combinations found in the source and not in the input module for either the last 12 months actuals or any of the (optional) historical reference columns, will automatically be processed into the module on plan rollover.

The input models are updated by clicking the "Import.." button and selecting the appropriate model:

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onnel facts Measure fact (data																				0
	_								Dataset			Measure			Year			Month			
Save Refresh			Amounts must be in functional currency Dataset and Measure filters must					to enable save	Actual	×		SalesQ	lesQty $\times \vee$				July	× ~		Import	
artment	Measure	facts. When pasting data, ma	ke sure to use IDs	for all dimension co	olumns! Note that editing	can only be done to r	neasures that ha	ave not been defi	ned with	a specific source.											
All Departments		Source	Dataset	Departm.	Product	Market	Supplier	Project		Activity	Dir	m1	Dim2	Dim3		Dim4	Cp LegalEntit	Measure	Va	ue 09	Year y
All Departments		lol	loat	lkal	bot	lol		bal	ba		al		ব	bal	bal		bal	Ival	=		=
ABC Group	1		Actual 🗸	Stavanger	✓ Profitways DiVisior ✓	European Union	~	Project B	~	~		~			~	~	~	SalesQty	~	100	2
					The import operation w Select a model to limit t			No model select	ed mean	s all models.											
					Model																

The input models can also be updated manually by clicking the "Apply..." button in the "Models" page of the "Driver based modelling" workbook.

