



Nisu sve školjke iste.

Može li kocka postati kristalna kugla?

Oracle Hyperion

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Željko Kolenc
Combis d.o.o.

Sadržaj

- Performance Management - koncept
- Planiranje kao funkcija kontrolinga
- Hyperion Planning – podrška za planiranje
- Zaključak
- Pitanja

Izazovi upravljanja

Regulatory Requirements
Reporting & Controls Overhead



Complex Organizations
Unreliable Plans & Forecasts



Earnings Expectations
Pressure on Profitability



Fragmented Systems
High Cost of Information Access



Postojeći procesi i zahtjevi

Executives

Prodaja

Marketing

Finance

IT

HR

- Skupo pokretanje ili održavanje marketinške prisutnosti na nekom tržištu

- Troškovi prodaje
- Prognoza prihoda
- Planiranje po klijentima
- Planiranje proizvoda/usluga

- Financijski rizik
- Cijena dionica i očekivanja investitora
- Kontrola troškova
- Planiranje kapitalnih rashoda

- Integracija sa postojećim sustavima
- Složeni poslovni modeli podataka

- Planiranje radne snage
- Upravljanje karijerama
- Usklađenje nagrađivanja sa strategijom

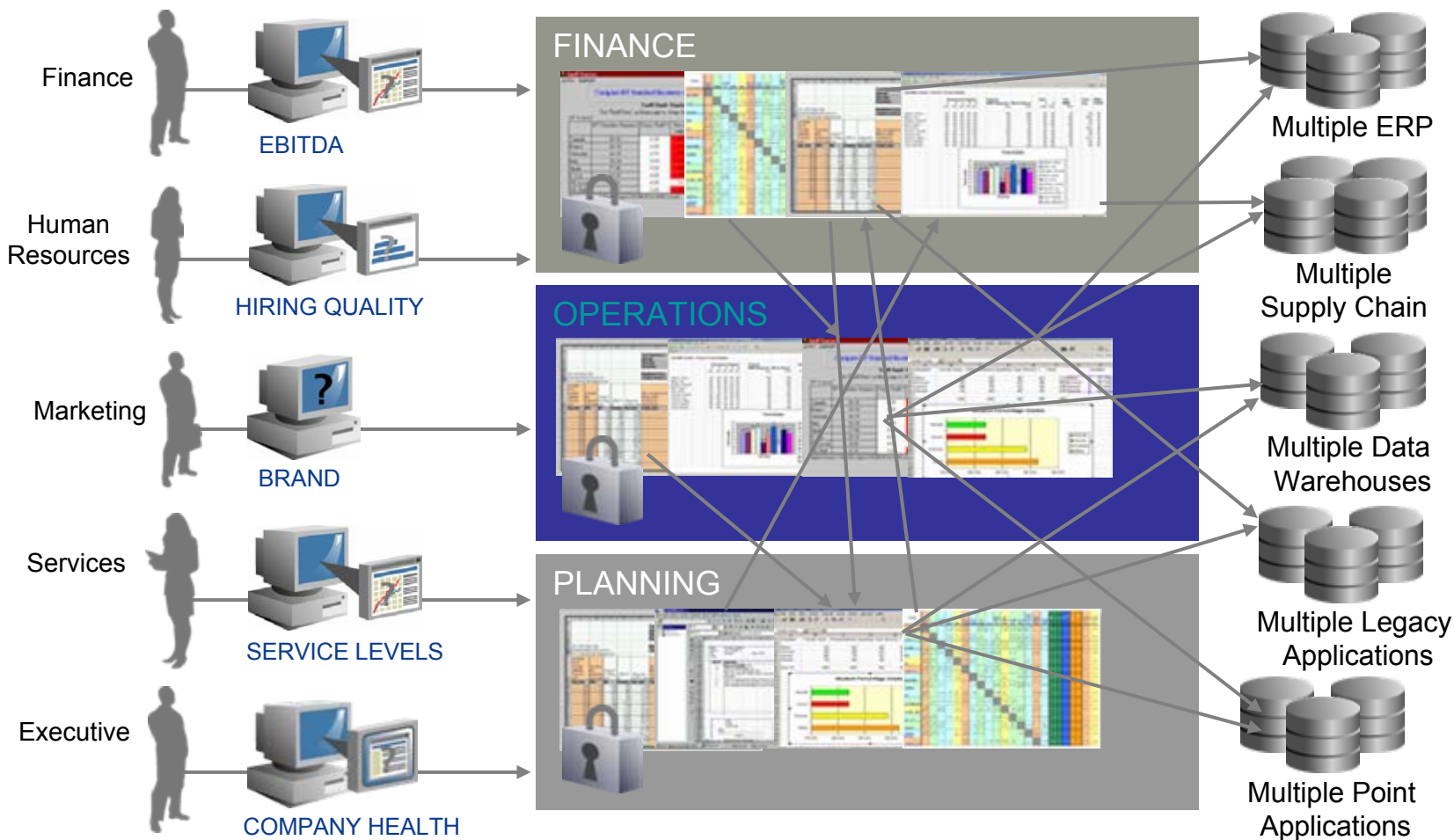
Upravljačke procese podržavaju višestruki sustavi

**VIŠESTRUKU
ULOGE**

**RAZLIČITA
MJERILA**

**NESUKLADNI BI ALATI
I SISTEMI IZVJEŠTAVANJA**

**FRAGMENTIRANI
IZVORI PODATAKA**



Performance Management

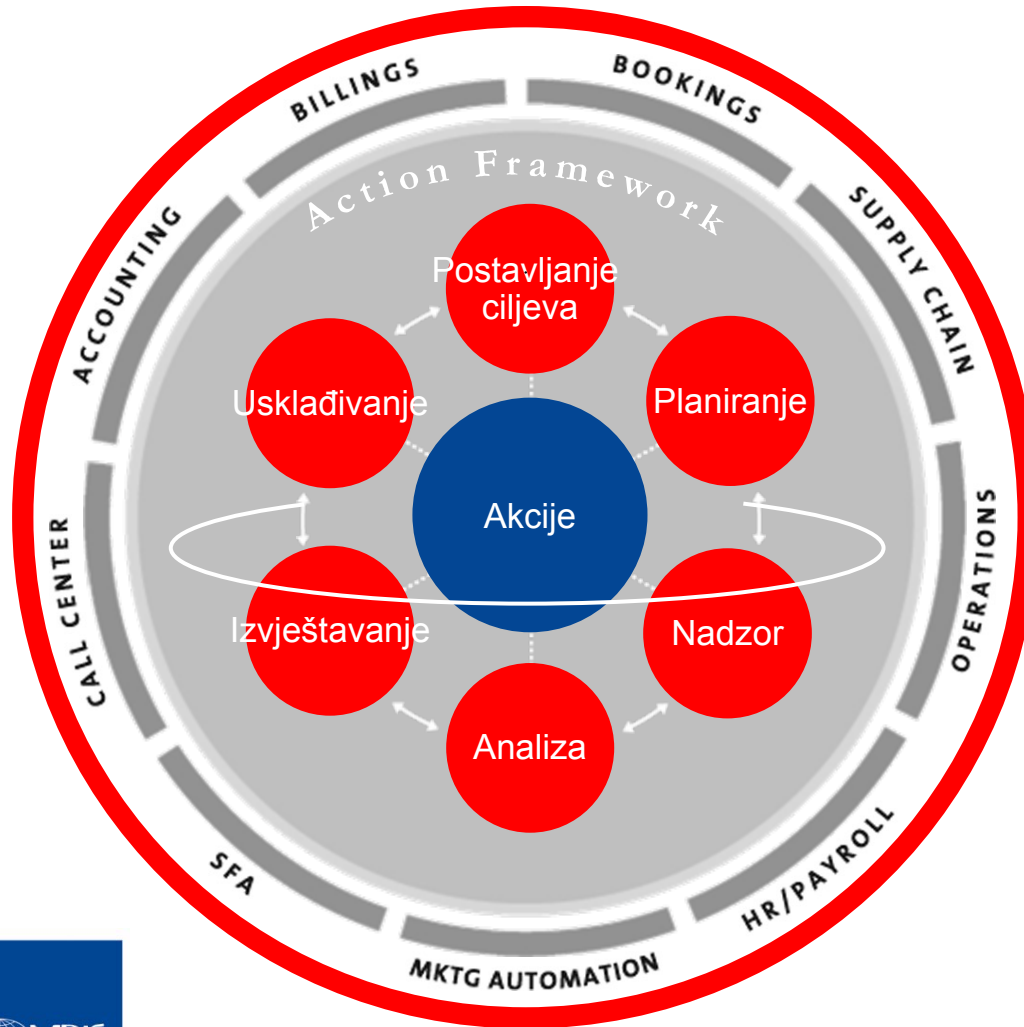
- Performance Management (EPM, CPM, PM) je termin koji opisuje **proces**, **metodologije**, **metrike** i **sustave** koji se koriste za upravljanje i nadzor nad **poslovnim rezultatima** poduzeća.

Performance Management – zašto?

- Bolje informacije
- Bolja spoznaja situacije
- Bolje planiranje
- Bolje odluke
- Bolje akcije
- Bolji učinci
- Bolji rezultati



Integrirani ciklus upravljanja



Kako se “gradi” poslovni plan?

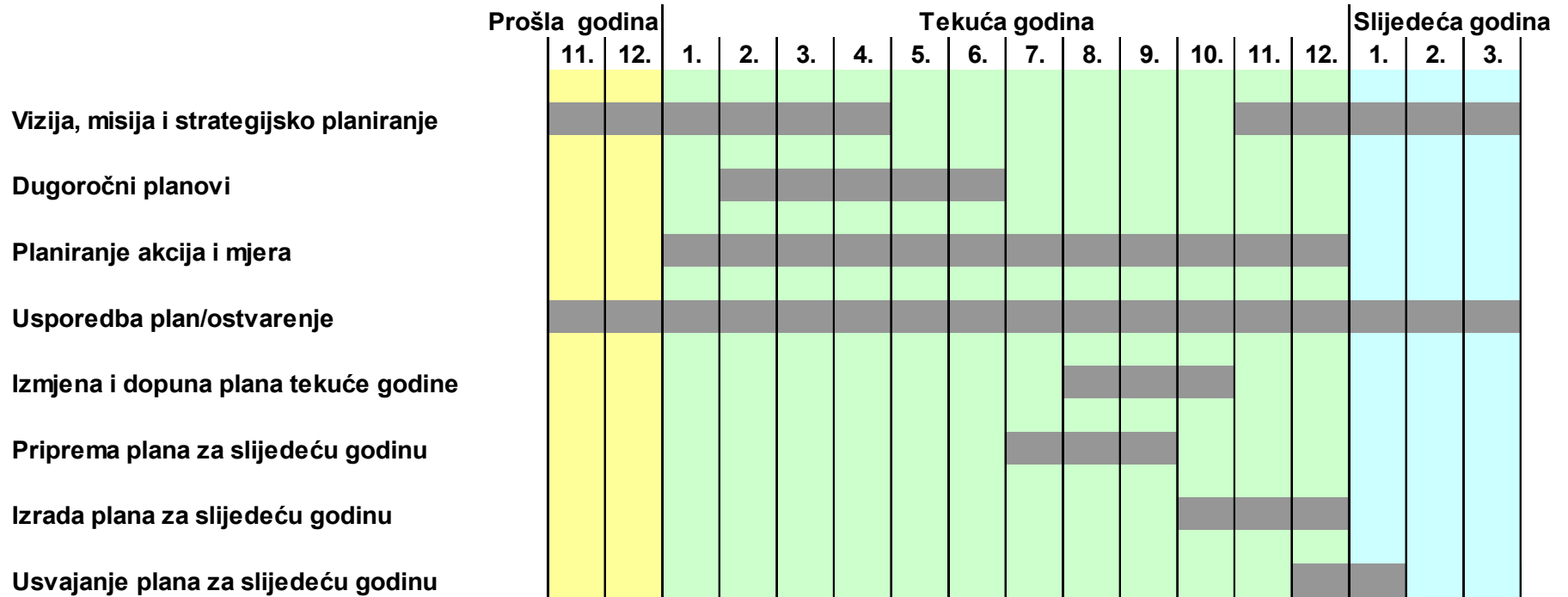
“Ciklus se ponavlja dok management ne bude zadovoljan ili dok djelatnici zaduženi za plan ne izgube volju za životom”

3. Financije
agregiraju budžet

2. Manageri unose
podatke za
period

Gartner

Rokovnik planiranja



Planiranje i budžetiranje - izazovi

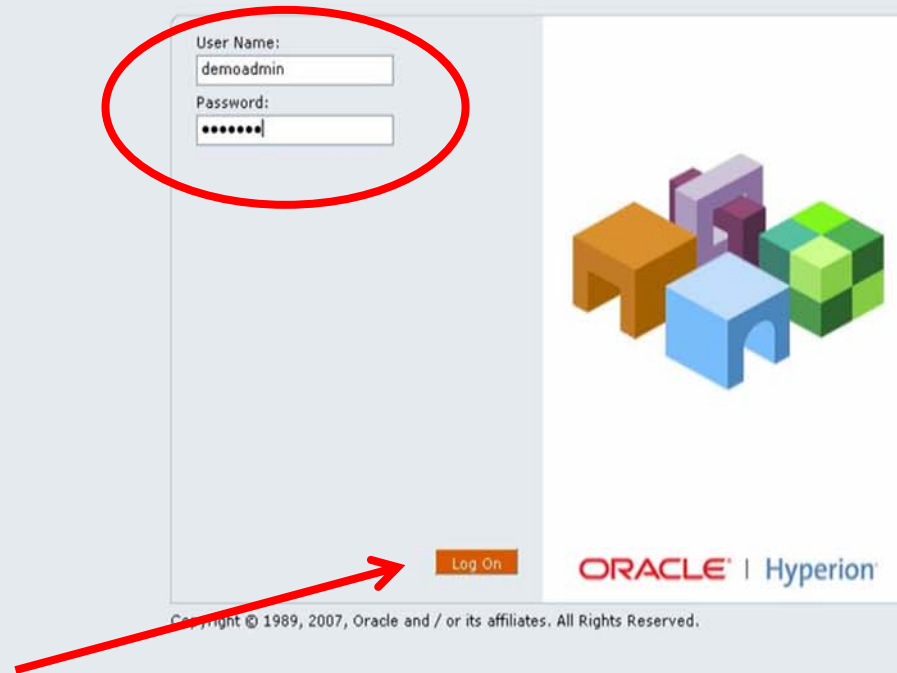
- Skraćivanje vremena potrebnog za pripremu plana
- Optimiziran i transparentan proces
- Točnost/preciznost plana
- Povećanje razine detaljnosti - granularnost
- Reduciranje pomoćne dokumentacije (Excel)
- Smanjenje opterećenja djelatnika

Rješenje - Hyperion Planning

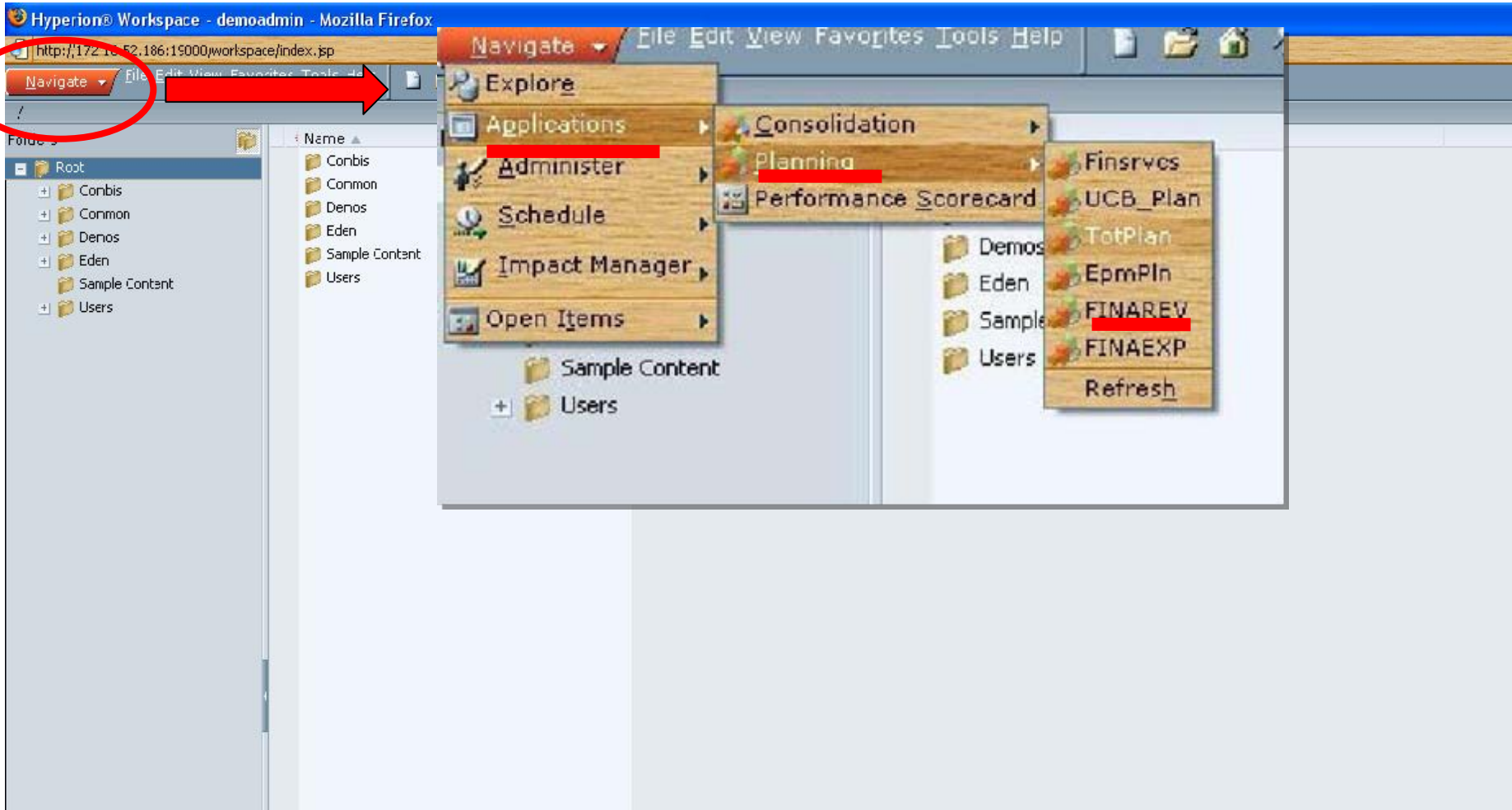


- Centralizirano rješenje za planiranje
- Strateško i operativno planiranje
- Integracija s Excel-om, Word-om i PowerPoint-om
- Mogućnosti prilagodbe aplikacija potrebama korisnika
- Izvanmrežno korištenje planova
- Upravljanje i nadzor nad procesom planiranja
- Sigurna web infrastruktura

Kako to zapravo izgleda

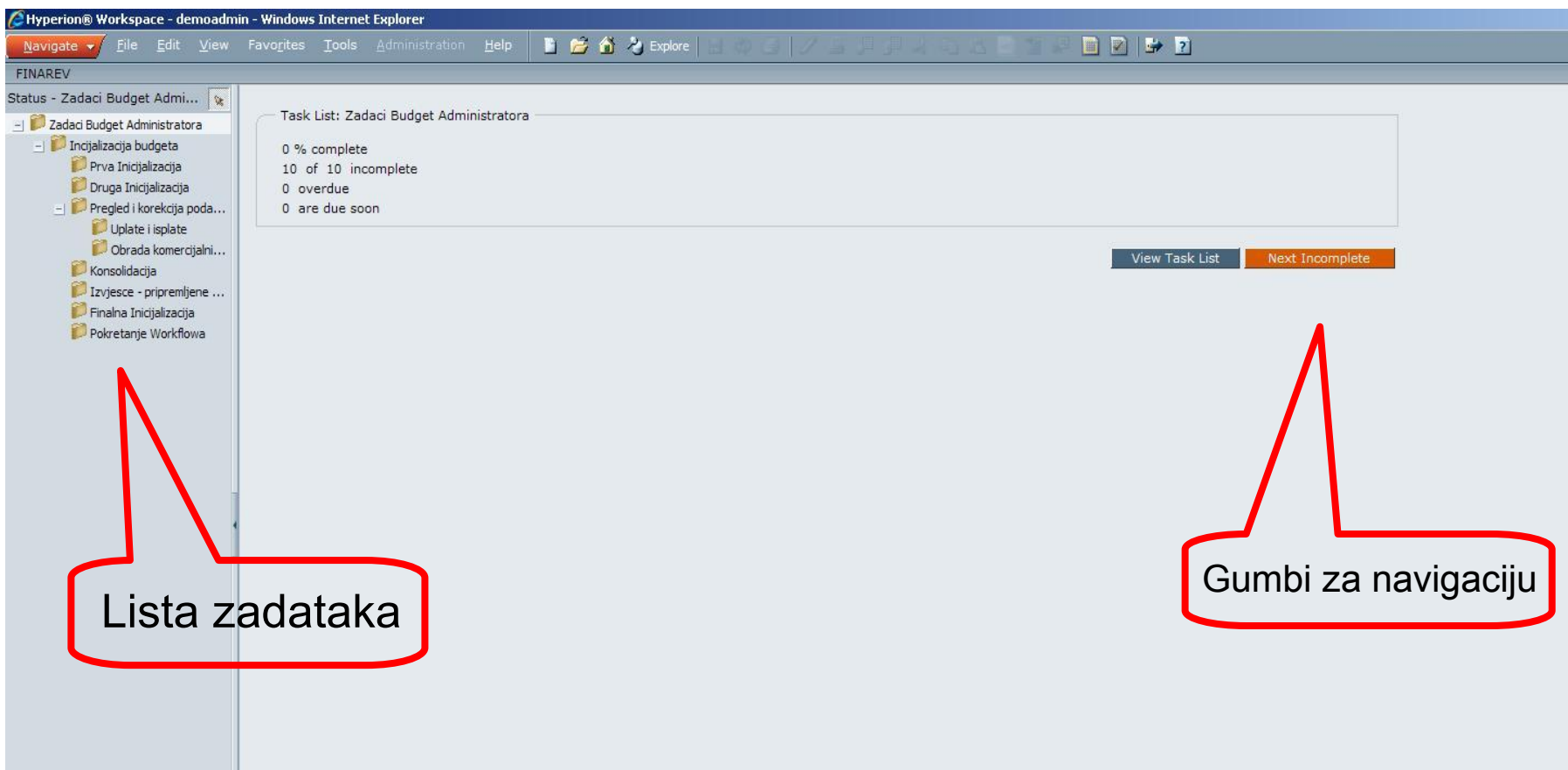


Navigacija



Operativno planiranje, primjer - prihodi

Task List – Basic Mode



Hyperion® Workspace - demoadmin - Windows Internet Explorer

FINAREV

Status - Zadaci Budget Admi...

Zadaci Budget Administratora

- Inicijalizacija budgeta
 - Prva Inicijalizacija
 - Druga Inicijalizacija
- Pregled i korekcija poda...
 - Uplate i isplate
 - Obrada komercijalni...
- Konsolidacija
- Izvjescje - pripremljene ...
- Finalna Inicijalizacija
- Pokretanje Workflowa

Task List: Zadaci Budget Administratora

0 % complete
10 of 10 incomplete
0 overdue
0 are due soon

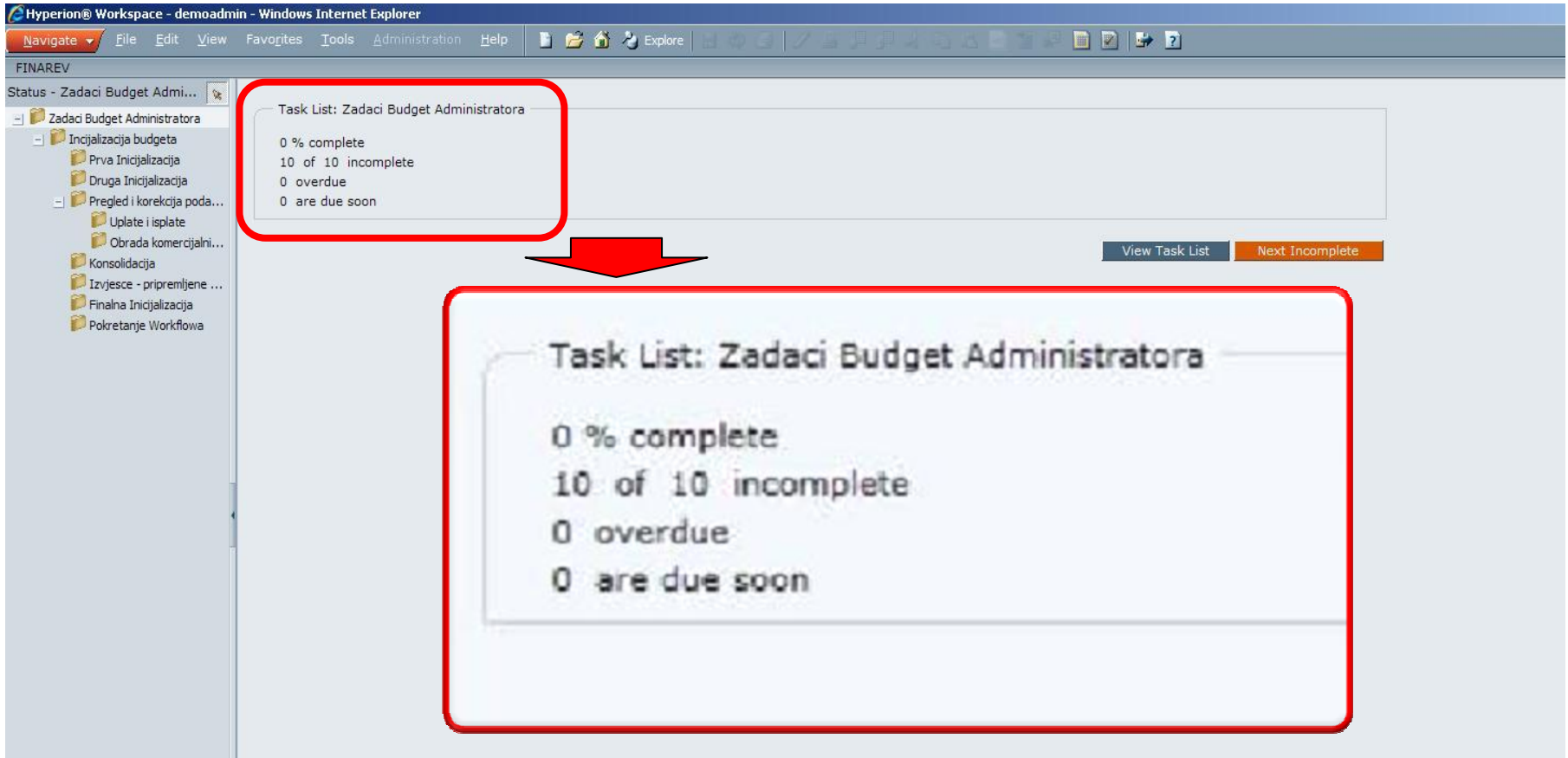
View Task List Next Incomplete

Lista zadatka

Gumbi za navigaciju

Operativno planiranje, primjer - prihodi

Task List – Basic Mode



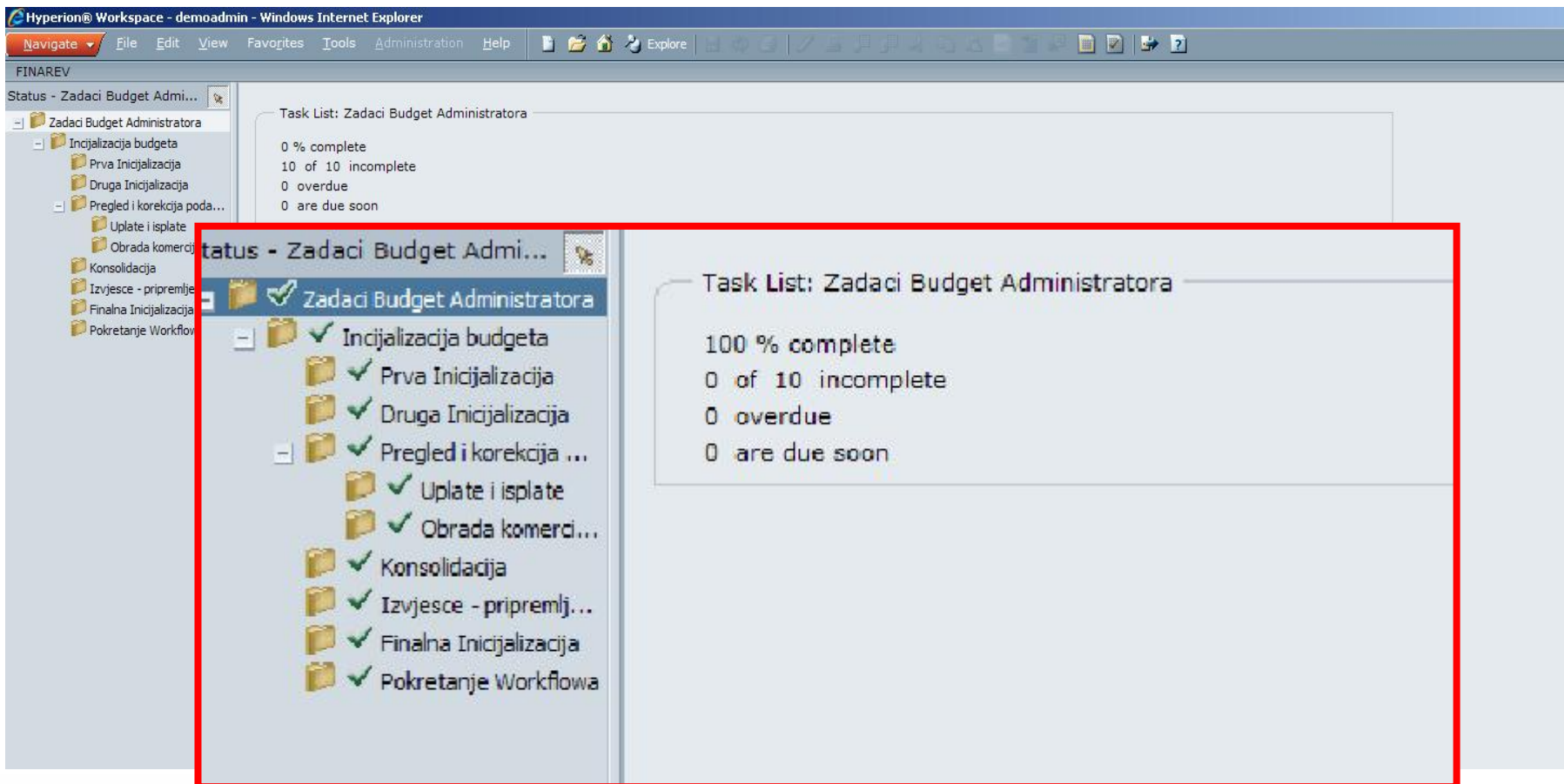
The screenshot shows a web application interface for budget administration. The browser title is 'Hyperion@ Workspace - demoadmin - Windows Internet Explorer'. The page title is 'FINAREV'. The main content area displays a task list for 'Zadaci Budget Administratora' with the following statistics:

- 0 % complete
- 10 of 10 incomplete
- 0 overdue
- 0 are due soon

Below the statistics, there are two buttons: 'View Task List' and 'Next Incomplete'. A red box highlights the statistics, and a red arrow points to a larger, zoomed-in version of the same statistics below.

Operativno planiranje, primjer - prihodi

Task List – Basic Mode



Hyperion@ Workspace - demoadmin - Windows Internet Explorer

FINAREV

Status - Zadaci Budget Admi...

Task List: Zadaci Budget Administratora

0 % complete
10 of 10 incomplete
0 overdue
0 are due soon

Task List: Zadaci Budget Administratora

100 % complete
0 of 10 incomplete
0 overdue
0 are due soon

- Incijalizacija budgeta
 - Prva Incijalizacija
 - Druga Incijalizacija
- Pregled i korekcija poda...
 - Uplate i isplate
- Obrada komercij...
- Konsolidacija
- Izvjescje - pripremlj...
- Finalna Incijalizacija
- Pokretanje Workflowa

Operativno planiranje, primjer - prihodi

Task List – Advanced Mode

Available Task Lists | Task List | Status

Task List : Zadaci Budget Administratora
Status: [Incomplete](#)
Completed Date:

Display All Completed Dates

Task	Complete	<u>Due Date</u>	<u>Completed Date</u>	Instructions
- 1.0 Inicijalizacija budžeta				View
1.1 Prva Inicijalizacija	<input type="checkbox"/>			View
1.2 Druga Inicijalizacija	<input type="checkbox"/>			View
- 1.3 Pregled i korekcija podataka				View
1.3.1 Uplate i isplate	<input type="checkbox"/>			
1.3.2 Obrada komercijalnih poloqa - DNT	<input type="checkbox"/>			
1.4 Konsolidacija	<input type="checkbox"/>			View
1.5 Izvjescje - pripremljene podloge	<input type="checkbox"/>			View
1.6 Finalna Inicijalizacija	<input type="checkbox"/>			View
1.7 Pokretanje Workflowa	<input type="checkbox"/>			View

Operativno planiranje, primjer - prihodi Forma

Hyperion® Workspace - demoadmin - Windows Internet Explorer

Scenario: BDG Year: FY09

Page: Prihodi ZAGREB Alternativna Verzija Jedan Go

	Sijecanj	Veljaca	Ozujak	Travanj	Svibanj	Lipanj	Srpanj	Kolovoz	Rujan	Listopad	Studeni	Prosinac	YearTotal
2919:Polog dobrih novčanica	0	0	0	0	0	0	417304.76	301032.02	37474.7000	37474.7000	37474.7000	37474.7000	1169696.40
2898:Uplate u GC-između jed.FINE	7085	12772.5	10465	9100	3965	5460	3600	4960	7175.9375	7175.9375	7175.9375	7175.9375	86111.25
2993:Uplate u GC-između jed.FINE-	7085	12772.5	10465	9100	3965	5460	3600	4960	7175.9375	7175.9375	7175.9375	7175.9375	-86111.25
2920:Polog nesortiranih novčanica	350	0	100	100	100	0	96605.82	121676.19	27285.2512	27285.2512	27285.2512	27285.2512	327423.015
2921:Polog kovanog novca	0	0	100	0	100	0	2602.27	4717.11	914.922499	914.922499	914.922499	914.922499	10979.07
2895:Uplate u GC-banka	30107.103	26061.28	302023.14	273909.91	253486.6	208513	0	0	243133.195	243133.195	243133.195	243133.195	2917598.34
1279:Uplate u GC-po nalogu banke	656825	715130	788580	765063	801742.5	767975	0	0	594628.125	594628.125	594628.125	594628.125	7135537.5
2918:Ėl.3(2)ugovor-razlika upl/ispl	-8987.49	-8933.65	-9575.03	-9017.19	-8855.78	-7815.73	-8393.48	-6286.95	-8483.1624	-8483.1624	-8483.1624	-8483.1624	-101797.94
2990:Uplate u GC-po nalogu banke-	656825	715130	788580	765063	801742.5	767975	0	0	594628.125	594628.125	594628.125	594628.125	7135537.5
11111110:Polog 1	572084.139	317127.63	292448.110	264892.72	244630.820	200697.270	508779.390	481939.17	360324.906	360324.906	360324.906	360324.906	4323898.87
2922:Isplate dobrih novčanica	7085	12772.5	10465	9100	3965	5460	324030.20	374739.77	100000.25	100000.25	100000.25	100000.25	1000000
2912:Isplate iz GC-između jed.FINE	0	0	0	0	0	0	0	0	0	0	0	0	0
2994:Isplate iz GC izm.jed.FINE-	0	0	0	0	0	0	0	0	0	0	0	0	0
2923:Izv.isplata dobrih novčanica	0	0	0	0	0	0	86308.8	54829.37	17642.2712	17642.2712	17642.2712	17642.2712	211707.255
11111210:Isplata dobrih novčanica	0	0	0	0	0	0	611199.06	399029.11	126278.521	126278.521	126278.521	126278.521	1515342.25
2924:Red.ispl.novotisk.novčanica	0	0	0	0	0	0	0	0	0	0	0	0	0
2926:Izv.ispl.novotisk.novčanica	0	0	0	0	0	0	0	0	0	0	0	0	0
11111220:Isplata novotiskanih novčanica	0	0	0	0	0	0	0	0	0	0	0	0	0
2927:Red.isplata kovanica-vreća	0	0	0	0	0	0	23576.74	16749.15	5040.73625	5040.73625	5040.73625	5040.73625	60488.835
2928:Izv.isplata kovanica-vreća	0	0	0	0	0	0	1226.28	792	252.285	252.285	252.285	252.285	3027.42
11111230:Isplata kovanog novca u vreći	0	0	0	0	0	0	24803.02	17541.15	5293.02125	5293.02125	5293.02125	5293.02125	63516.255
2929:Red.isplata kovanica-rola	0	0	0	0	0	0	7404.91	8485.63	1986.31749	1986.31749	1986.31749	1986.31749	23835.8099
2930:Izv.isplata kovanica-role	0	0	0	0	0	0	73.8	165.6	29.9249999	29.9249999	29.9249999	29.9249999	359.099999
11111240:Isplata kovanog novca u roli (svitku)	0	0	0	0	0	0	7478.71	8651.23	2016.24249	2016.24249	2016.24249	2016.24249	24194.9099

Operativno planiranje, primjer - prihodi Forma

Hyperion® Workspace - demoadmin - Windows Internet Explorer

Navigate File Edit View Favorites Tools Administration Help

FINAREV

Scenario: BDG Year: FY09

Page: Prihodi ZAGREB Alternativna Verzija Jedan Go

	Sijecanj	Veljica	Ozujak	Travanj	Svibanj	Lipanj	Srpanj	Kolovoz	Rujan	Listopad	Studeni	Prosinac	YearTotal
2899:Polog dobrih novčanića	0	0	0	0	0	0	417964.78	361832.82	97474.7000	97474.7000	97474.7000	97474.7000	1169696.40
2898:Uplate u GC-između jed.FINE	7085	12772.5	10465	9100	3965	5460	3600	4960	7175.9375	7175.9375	7175.9375	7175.9375	86111.25
2993:Uplate u GC-između jed.FINE-	-7085	-12772.5	-10465	-9100	-3965	-5460	-3600	-4960	-7175.9375	-7175.9375	-7175.9375	-7175.9375	-86111.25
2920:Polog nesortiranih novčanića	350	0	100	100	100	0	96605.82	121676.19	27285.2512	27285.2512	27285.2512	27285.2512	327423.015
2921:Polog kovanog novca	0	0	100	0	100	0	2602.27	4717.11	914.922499	914.922499	914.922499	914.922499	10979.07
2895:Uplate u GC-banka	581071.63	326061.28	302023.14	273909.91	253486.6	208513	0	0	243133.195	243133.195	243133.195	243133.195	2917598.34
1279:Uplate u GC-po nalogu banke	656825	715130	788580	765063	801742.5	767975	0	0	594628.125	594628.125	594628.125	594628.125	7135537.5
2918:Ā.3(2)ugovor-razlika upl/ispl	-8987.49	-8933.65	-9575.03	-9017.19	-8855.78	-7815.73	-8393.48	-6286.95	-8483.1624	-8483.1624	-8483.1624	-8483.1624	-101797.94
2990:Uplate u GC-po nalogu banke-	-656825	-715130	-876200	-850070	-890825	-767975	0	0	-594628.12	-594628.12	-594628.12	-594628.12	-7135537.5
1111110:Polog 1	572084.139	317127.63	292448.110	264892.72	244630.820	200697.270	508779.390	481939.17	360324.906	360324.906	360324.906	360324.906	4323898.87
2922:Isplate dobrih novčanića	7085	12772.5	10465	9100	3965	5460	524890.26	344199.74	108636.25	108636.25	108636.25	108636.25	1303635
2912:Isplate iz GC-između jed.FINE	0	0	0	0	0	0	0	0	0	0	0	0	0
2994:Isplate iz GC izm.jed.FINE-	0	0	0	0	0	0	0	0	0	0	0	0	0
2923:Izv.isplata dobrih novčanića	0	0	0	0	0	0	86308.8	54829.37	17642.2712	17642.2712	17642.2712	17642.2712	211707.255
11111210:Isplata dobrih novčanića	0	0	0	0	0	0	611199.06	399029.11	126278.521	126278.521	126278.521	126278.521	1515342.25
2924:Red.ispl.novotisk.novčanića	0	0	0	0	0	0	0	0	0	0	0	0	0
2926:Izv.ispl.novotisk.novčanića	0	0	0	0	0	0	0	0	0	0	0	0	0
11111220:Isplata novotiskanih novčanića	0	0	0	0	0	0	0	0	0	0	0	0	0
2927:Red.isplata kovanica-vreæa	0	0	0	0	0	0	23576.74	16749.15	5040.73625	5040.73625	5040.73625	5040.73625	60488.835
2928:Izv.isplata kovanica-vreæa	0	0	0	0	0	0	1226.28	792	252.285	252.285	252.285	252.285	3027.42
11111230:Isplata kovanog novca u vreæi	0	0	0	0	0	0	24803.02	17541.15	5293.02125	5293.02125	5293.02125	5293.02125	63516.255
2929:Red.isplata kovanica-rola	0	0	0	0	0	0	7404.91	8485.63	1986.31749	1986.31749	1986.31749	1986.31749	23835.8099
2930:Izv.isplata kovanica-role	0	0	0	0	0	0	73.8	165.6	29.9249999	29.9249999	29.9249999	29.9249999	359.099999
11111240:Isplata kovanog novca u roli (svitku)	0	0	0	0	0	0	7478.71	8651.23	2016.24249	2016.24249	2016.24249	2016.24249	24194.9099

Operativno planiranje, primjer - prihodi

Izvještaj

Products by Subsidiaries
Period: Period FY09

Version: Finalna
Scenario: Budget

Page:

	ZAGREB	BJELOVAR	VARAZDIN	ZABOK	SISAK	KUTINA	KARLOVAC	CAKOVEC	KOPRIVNICA	OSJEK	VUKOVAR	VINKOVCI	SLAVONSKI BROD	POZEGA	NAS
1110 Uplate i isplate	28,407,984,802	4,373,771,092	5,170,733,666	291,263,601	243,390,149	813,383,648	1,420,556,852	188,140,795	119,669,720	8,422,303,774	337,912,885	971,423,527	1,730,161,190	681,669,732	474
1120 Obrada komercijalnih pologa - DNT	7,082,507,281	1,156,941,827	1,365,128,614	513,577,284	474,762,414	540,843,330	906,172,076	375,350,112	460,888,982	1,584,252,638	126,516,461	559,562,594	746,077,494	243,918,569	384
1130 Bankomat-prostor - ukupno	1,174	36	18	24	48	48	24	42	12	0	12	24	1,641	12	
1140 Ostali poslovi	1,023,785	5,868	4,838	0	434	18,161,942	515,033	155	213	13,260	483	27,794,448	96,070,736	1,586	
1150 Obrada i pohrana deviza	299,470,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0
110 Redovni prihod	35,790,987,803	5,530,718,823	6,535,867,135	804,840,909	718,153,045	1,372,388,968	2,327,243,984	563,491,104	580,558,927	10,006,569,672	464,429,841	1,558,780,593	2,572,311,060	925,589,899	858,8
120 DNT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
120 DNT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
10 Gotovinski centar	35,790,987,803	5,530,718,823	6,535,867,135	804,840,909	718,153,045	1,372,388,968	2,327,243,984	563,491,104	580,558,927	10,006,569,672	464,429,841	1,558,780,593	2,572,311,060	925,589,899	858,8
210 Portfelj 1 - Opsluživanje bankomata	5,110,019,227	731,957,581	876,581,192	20,147,830	32,930,307	29,637,192	26,080,035	31,834,281	2,487,539	684,815,024	5,352,964	20,720,626	77,890,959	10,252,647	3
220 Portfelj 2 - Prijevoz kuna	4,885,761,549	1,453,345,665	397,132,990	7,778,916	108,351,787	39,410,193	225,914,334	86,814,827	37,661,057	429,886,074	8,536,148	99,464,978	214,994,062	144,504,380	6
230 Portfelj 3 - Prijevoz deviza	2,070,444,379	325,698,900	51,415,169	6,780,719	2,421	4,337	50,335,379	2,352	780	59,665,659	0	4,983	82,106,144	1,248	
240 Naknade	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
20 Centar distribucije gotovog novca	12,066,225,154	2,511,002,146	1,325,129,351	34,707,464	141,284,515	69,051,722	302,329,748	118,651,460	40,149,376	1,174,366,757	13,889,111	120,190,587	374,991,164	154,758,275	10,3
1 SPGN	47,857,212,958	8,041,720,969	7,860,996,486	839,548,373	859,437,560	1,441,440,689	2,629,573,732	682,142,563	620,708,303	11,180,936,430	478,318,953	1,678,971,180	2,947,302,225	1,080,348,174	869,1

Operativno planiranje

primjer - rashodi

Hyperion® Workspace - demoadmin - Windows Internet Explorer

Entity: Sektor Poslovanja Gotovim Novcem Product_Centers: Genericki Centar Scenario: Budget

Page: Razina sektora Finalna Go

	Sijecanj	Veljaca	Ozujak	Travanj	Svibanj	Lipanj	Srpanj	Kolovoz	Rujan	Listopad	Studeni	Prosinac
Amortizacija vozila - osobna i dostavna vozila	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija vozila - oklopna za prijevoz novca - kombi	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625
Amortizacija osobnih automobila za osobni prijevoz (30%)	0	0	0	0	0	0	0	0	0	0	0	0
PDV na porezno nepriznati rashod amortiz.osob.automobila	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija informatičke opreme - HOST	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija informatičke opreme - PC,printeri,skeneri	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975
Amortizacija informatičke opreme - serveri	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija računalnokomunikacijske opreme	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija telekomunikacijske opreme	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875	703.940875
Amortizacija UPS-a,agregata i opr.za grij.,hlađ.i klimatizac	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625
Amortizacija opreme za tehničku i protupožarnu zaštitu	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350	2919.38350
Amortizacija blagajničko-trezorske opreme	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675	264187.675
Amortizacija opreme za mikrofilm	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija-fotokopirke,telefaksi,pisaæei,raèunski i ost.str	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937	1475.51937
Amortizacija ostala	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685
Amortizacija iznad najviših porezno dopustivih stopa	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija spgnrade	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296	53016.9296
Amortizacija-namještaj, opr.u kuh.,ambul.i ost.ured.oprema	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135	1869.2135
Amortizacija sistemskog SW - HOST	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082	12971.2082
Amortizacija sistemskog SW - PC	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija sistemskog SW - serveri	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija aplikativnog SW - PC	0	0	0	0	0	0	0	0	0	0	0	0
Amortizacija aplikativnog SW - serveri	0	0	0	0	0	0	0	0	0	0	0	0

Operativno planiranje

primjer - rashodi

A	E									
	B	C	D	F		G		H		J
	Razina sektora	Finalna	INP	Sektor Poslovanja	Gotovim Novcem	Genericki Centar	Budget	FY09		
	Sjecanj	Veljaca	Ozujak	Travanj	Svibanj	Lipanj	Srpanj	Kolovoz	Rujan	
Amortizacija vozila - osobna i dostavna vozila	0	0	0		0	0	0	0	0	0
Amortizacija vozila - oklopna za prijevoz novca - kombi	1469.47625	1469.47625	1469.47625		1469.47625	1469.47625	1469.47625	1469.47625	1469.47625	1469.47625
Amortizacija osobnih automobila za osobni prijevoz (30%)	0	0	0		0	0	0	0	0	0
PDV na porezno nepriznati rashod amortiz. osob. automobila	0	0	0		0	0	0	0	0	0
Amortizacija informatičke opreme - HOST	0	0	0		0	0	0	0	0	0
Amortizacija informatičke opreme - PC, printer, skeneri	2727.41975	2727.41975	2727.41975		2727.41975	2727.41975	2727.41975	2727.41975	2727.41975	2727.41975
Amortizacija informatičke opreme - serveri	0	0	0		0	0	0	0	0	0
Amortizacija računarskomunikacijske opreme	0	0	0		0	0	0	0	0	0
Amortizacija telekomunikacijske opreme	0	0	0		0	0	0	0	0	0
Amortizacija UPS-a, agregata i opr. za grij. i klimatizac.	703.940875	703.940875	703.940875		703.940875	703.940875	703.940875	703.940875	703.940875	703.940875
Amortizacija opreme za tehničku i protupož. sigurnu zaštitu	3082.95625	3082.95625	3082.95625		3082.95625	3082.95625	3082.95625	3082.95625	3082.95625	3082.95625
Amortizacija blagajničko-trezorske opreme	2919.3835	2919.3835	2919.3835		2919.3835	2919.3835	2919.3835	2919.3835	2919.3835	2919.3835
Amortizacija opreme za mikrofilm	264187.6751	264187.6751	264187.6751		264187.6751	264187.6751	264187.6751	264187.6751	264187.6751	264187.6751
Amortizacija fotokopirne, telefaks, pisara, računski i ost. vit	0	0	0		0	0	0	0	0	0
Amortizacija ostala	1475.519375	1475.519375	1475.519375		1475.519375	1475.519375	1475.519375	1475.519375	1475.519375	1475.519375
Amortizacija iznad najviših porezno dopusti vit stupa	2808.6685	2808.6685	2808.6685		2808.6685	2808.6685	2808.6685	2808.6685	2808.6685	2808.6685
Amortizacija spgrade	0	0	0		0	0	0	0	0	0
	53016.92963	53016.92963	53016.92963		53016.92963	53016.92963	53016.92963	53016.92963	53016.92963	53016.92963

Reports: Pie Charts, Pinboard, Charts

Quantity Analysis

Home

	ZAGREB	RUEKA	OSUEK	SPLIT
Kolicina	858.006.332,7	186.695.936,48	102.416.225,27	218.603.467,08
Prihodi	572.084,14	126.255,72	68.940,55	149.054,16

GRAPH

Kolicina

City	Quantity
ZAGREB	858.006.332,70
RJIEKA	186.695.936,48
OSIJEK	102.416.225,27
SPLIT	218.603.467,08

	Siječanj	Veljača	Ožujak	Prvi kvartal
Uplate i isplate	1.383.993,74	1.244.538,7	1.369.702,68	3.997.735,12
Obrada komercijalnih potraga - OIOT	864.803,96	1.090.137,77	1.090.137,77	3.105.731,92
Bankomat/prostor - Ukupno	7.083,11	7.044,87	7.044,87	21.162,85
Ostali poslovi	11.962,68	16.988,1	16.988,1	41.359,63
Obrada i pokrivanja deviza	0	0	0	0

Product categories

Category	Value
Uplate i isplate	1.344.638,70
Obrada komercijalnih potraga - OIOT	164.833,96



Dodatne mogućnosti planiranja

Capital Asset Planning



Workforce Planning



Dodatne mogućnosti planiranja

- **Capital Asset Planning**

- Specijalizirani modul koji automatizira planiranje dugotrajne imovine i dugotrajnu imovinu povezuje sa troškovima, kao što su amortizacija, održavanje i osiguranje
- Planiranje nove imovine, planiranje akcija s postojećom imovinom
- Plan izračuna amortizacije, planiranje i definicija troškova vezanih uz imovinu

Capital Asset Planning

Hyperion® Workspace - demoadmin - Windows Internet Explorer

Navigate File Edit View Favorites Tools Administration Help

TotPlan

Enter Data - 02. New Asset ...

Page NY Plan Working Go

Page Amortization Go

		FY07												FY08	FY09	FY10	FY11
	=YearTotal	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	+YearTotal	+YearTotal	+YearTotal	+YearTotal
Total Existing																	
Total New																	
Total All																	

	Asset Descr	Asset Units	Asset Rate	Basic Cost	Purchase D	In Service	Salvage	Priority	CAR No.	Justification
Furniture and Fixtures	Line Item 1 Office Chair	3	300	900	3/1/07	3/1/07	0	High		New Hires
Office Equipment	Line Item 1 Copy Machin	1	8,000	8,000	1/1/07	1/1/07	500	High		Replacemen
Vehicles	Line Item 1 Volvo Sedar	1	45,000	45,000	6/1/07	6/1/07	5,000	Medium		Sales Direct
Computers	Line Item 1 Laptop Com	3	5,000	15,000	3/1/07	3/1/07	0	High		New Hires
Intangible Assets	Total New			68,900						

Add new asset - Windows Internet Explorer

Add Asset

Asset Class: "Computers"

Number of requests: 1

Description: Laptops

Asset CAR#:

Priority: High

Justification: Upgrades

Asset Units: 5

Asset Rate: 5000

Salvage Value: 0

Purchase Date: 10/14/2008

In Service Date: 10/14/2008

Physical Location: Location 1

Help OK Cancel

02. New Asset Requests

Computers

Nabava 5 laptopa za Odjel NY

Capital Asset Planning

Hyperion® Workspace - demoadmin - Windows Internet Explorer

Page: NY Plan Working Go

Page: Depreciation Go

	FY07												FY08	FY09	FY10	
	±YearTotal	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	±YearTotal	±YearTotal	±YearTotal
Total Existing	21,250	2,000	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	1,750	18,250	15,250	15,000
Total New	17,326			640	640	640	2,258	2,325	2,269	2,215	2,163	2,112	2,064	22,605	24,035	14,531
±Total All	38,576	2,000	1,750	2,390	2,390	2,390	4,008	4,075	4,019	3,965	3,913	3,862	3,814	40,855	39,285	29,531

Asset Descr	Asset Units	Asset Rate	Basic Cost	Purchase D:	In Service t	Salvage	Priority	CAR No.	Justification	
Furniture and Fixtures	Line Item 1	Office Chair	3	300	900	3/1/07	3/1/07	0	High	New Hires
Office Equipment	Line Item 1	Copy Machin	1	8,000	8,000	1/1/07	1/1/07	500	High	Replacemen
Vehicles	Line Item 1	Volvo Sedan	1	45,000	45,000	6/1/07	6/1/07	5,000	Medium	Sales Direct
Computers	Line Item 1	Laptop Com	3	5,000	15,000	3/1/07	3/1/07	0	High	New Hires
Computers	Line Item 2	Laptops	5	5,000	25,000	10/14/08	10/14/08	0	High	Upgrades
Tangible Assets	Total New				93,900					



Dodatne mogućnosti planiranja

- **Workforce Planning**

- Omogućuje brzo i efikasno planiranje broja djelatnika
- Plaće i naknade za cijelu tvrtku
- Povezivanjem s aplikacijama za upravljanje ljudskim resursima, omogućuje planiranje i simulaciju financijskih učinaka poslovnih odluka vezanih uz zaposlenike

Workforce Planning

Upravljanje postojećim zaposlenicima

TotPlan

Enter Data - 03 Manage Existing Employees

Currency: Local Scenario: Plan Version: Working Year: FY07

The data has been saved.

Page MA Go

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Virginia Green - Sales Admin	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Debra Nelson - Sales Rep	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
George Cook - Sales Rep	Action	Active	Active	Leave of Ab			Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Leave of Ab	Leave of Ab	Leave of Ab	Active	Active	Active	Active	Active	Active	Active
Rose Peterson - Sr	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active

03 Manage Existing Employees

- Change Employee Status
- Transfer In
- Transfer Out
- Move
- Plan Departure
- Edit Related Expenses
- Go to Employee Expenses Summary

Workforce Planning

TotPlan

Enter Data - 03 Manage Exis... Currency: Local Scenario: Plan Version: Working Year: FY07

Page MA Go

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Virginia Green - Sales Admin	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Debra Nelson - Sales Rep	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
George Cook - Sales Rep	Action	Active	Active	Leave of Ab			Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Leave of Ab	Leave of Ab	Leave of Ab	Active	Active	Active	Active	Active	Active	Active
Jose Peterson - Sr Sales Rep	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active

01 Product Revenue
02 Department Expenses
03 Manage Existing Employees
04 New Hires
05 New Asset Requests - Additio
06 Income Statement

< Calculate Data Form - 03 Man
Wrkforce-Eden Change Employe

Move Employees - Windows Internet Explorer

Eden Transfer Out and In

Month: "May"

Transfer From: "E01_101_1110"

Transfer To: "E01_101_1120"

Employees: "Jose Peterson"

Year: "FY07"

Help OK Cancel

Workforce Planning

Upravljanje postojećim zaposlenicima

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Virginia Green - Sales Admin	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
Debra Nelson - Sales Rep	Action	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active	Active
George Cook - Sales Rep	Action	Active	Active	Leave of Ab			Active	Active	Active	Active	Active	Active	Active
	Status	Active	Active	Leave of Ab	Leave of Ab	Leave of Ab	Active	Active	Active	Active	Active	Active	Active
Jose Peterson - Sr Sales Rep	Action	Active	Active	Active	Active	Transfer Ou							
	Status	Active	Active	Active	Active	Transfer Ou	Transfer Ou	Transfer Ou	Transfer Ou	Transfer Ou	Transfer Ou	Transfer Ou	Transfer Ou

Workforce Planning

Novi zaposlenici

Hyperion® Workspace - demoadmin - Windows Internet Explorer

Navigation File Edit View Favorites Tools Administration Help

TotPlan

Enter Data - 04 New Hires

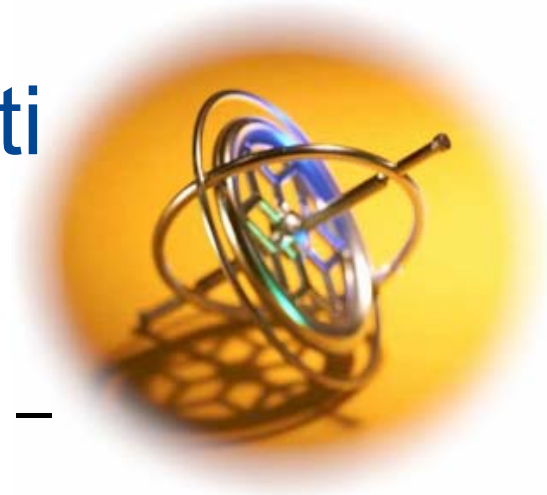
Currency: Local Period: Assumption Scenario: Plan Version: Working Year: FY07

Page MA

	Position	FTE	FT/PT	Grade	Employee T	Tax Region	Health Plan	Start Month	Differential	Pay Type	Salary Basis	Salary Rate	Hours per w	Target Rate	Market Adj	Annual Sala	Rec. Bon
TB1	Assistant	1	FT	1	Regular	USA	Individual	Mar		Exempt	Annual	30,000			0	30,000	
<ul style="list-style-type: none"> Add To-be-hired Remove To-be-hired Reconcile To-be-hired Edit Related Expenses Go to Employee Expenses Summary 																	

- Radno mjesto
- Veličina boda
- Vrsta zaposlenja
- Početak rada
- Vrsta plaće
- ...

Hyperion Planning - benefiti



- **Točnost** – stvaranje povjerenja
- **Usklađenost** s financijama i operacijama – jedinstvena istina
- **Skraćeni** ciklusi izrade proračuna i planiranja
- **Uštede** vremena i ljudske snage
- **Snažne funkcije** radnog procesa
- **Skalabilna** arhitektura, ažuriranje u stvarnom vremenu
- **Dvosmjerna razmjena podataka** sa starijim aplikacijama

Za kraj

**Budućnost pripada onima koji uvide
mogućnosti prije nego one
postanu očite!**



Hvala na pažnji!

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