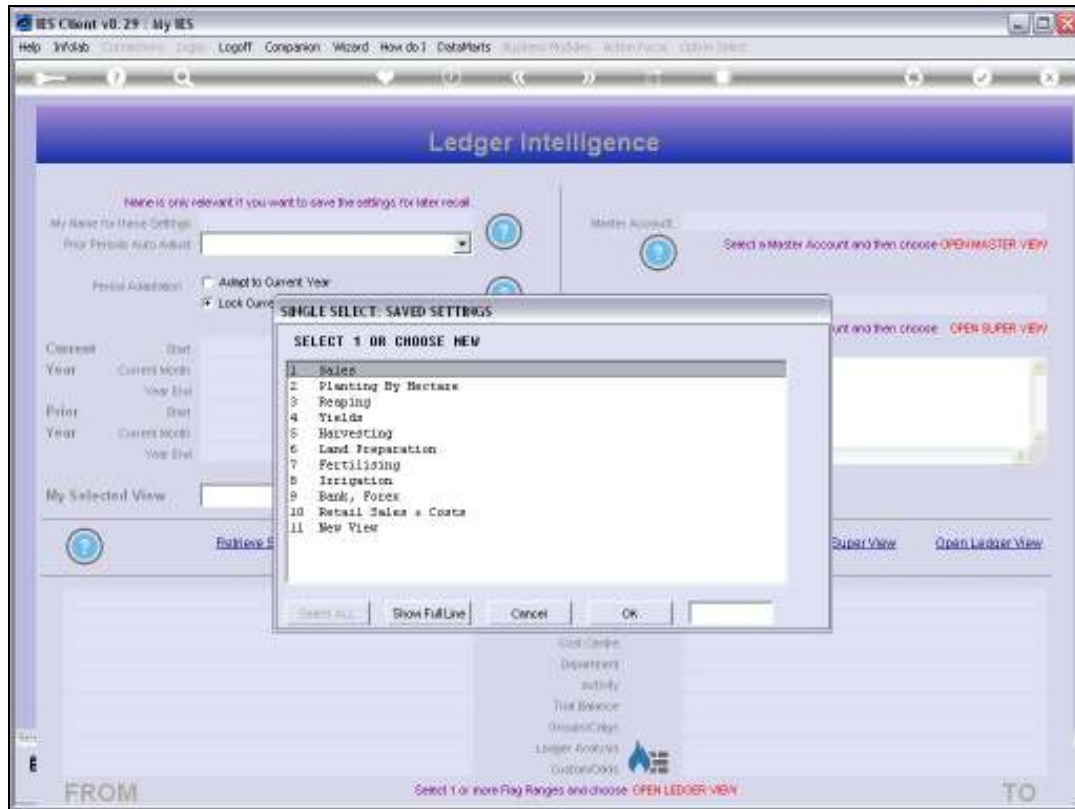




Slide 1

Slide notes: Business Intelligence, or BI as it is commonly called, includes computer-based techniques that we may use to analyze business data, spot trends or tendencies, and dig out answers to questions about our Business performance.



Slide 2

Slide notes: In the IES Ledger BI, the Accounts Chart provides the basis for historical information and trends, the basis for predictive views and for answering analytical questions, and the basis for business performance measurement.

IES Client v8.29 : My IES

Help Submit Quit Functions Comments

Ledger Intelligence

Here is only relevant if you want to save the settings for later recall.

My Name for these Settings: **SALES**

Play Periods Auto Adjust: **1: Minus 13 Periods**

Period Adjustment: ☒ Adjust to Current Year ☐ Lock Current Choices ☐ Lock to Financial Years

Current Year	Start	2ep 2009 (p 104)
	Current Month	Jul 2010 (p 114)
	Year End	Aug 2010 (p 115)
Prior Year	Start	Aug 2008 (p 91)
	Current Month	Jul 2009 (p 101)
	Year End	Jul 2009 (p 102)

My Selected View: **D4: FIN YTD and Budget**

[Retrieve Settings](#)
[Create Settings](#)
[Save Settings](#)
[Open Master View](#)
[Open Super View](#)
[Open Ledger View](#)

c221 SALES INCOME

FROM

Choose Detail:
 Period
 Cost Centre
 Department
 Activity
 Trust Balance
 Grouped/Ungr
 Ledger Analysis
 Custom Codes

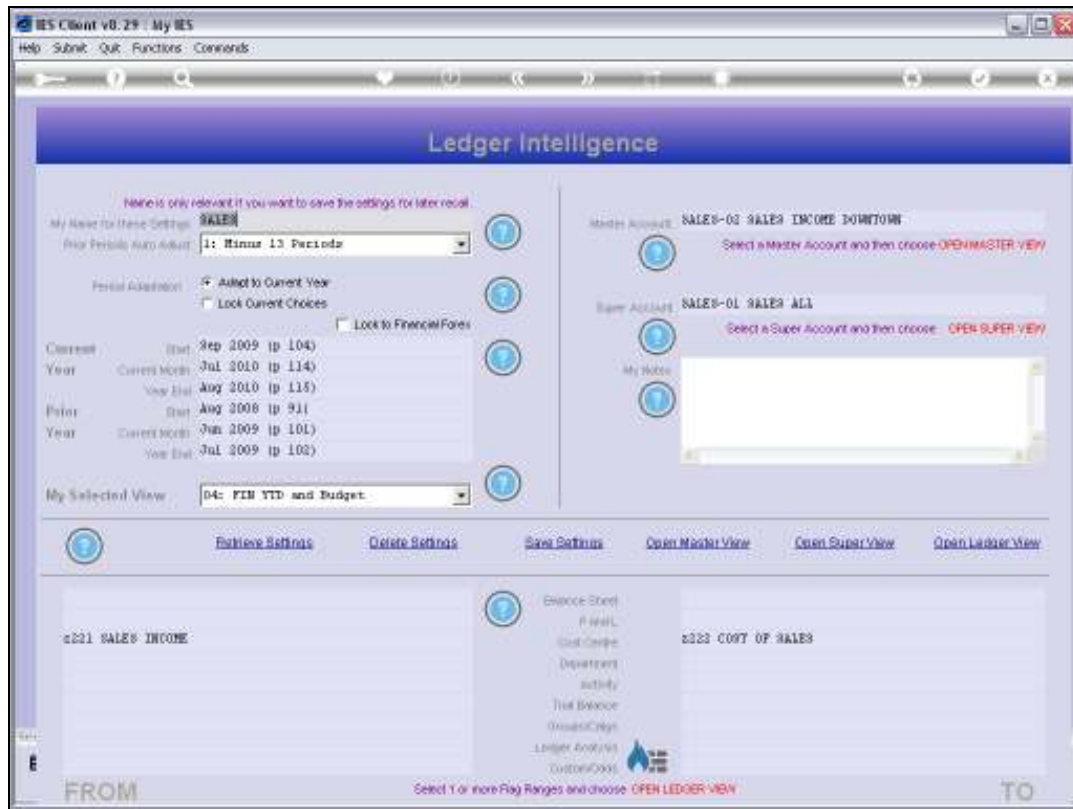
c223 COST OF SALES

TO

Select 1 or more Play Ranges and choose OPEN LEDGER VIEW

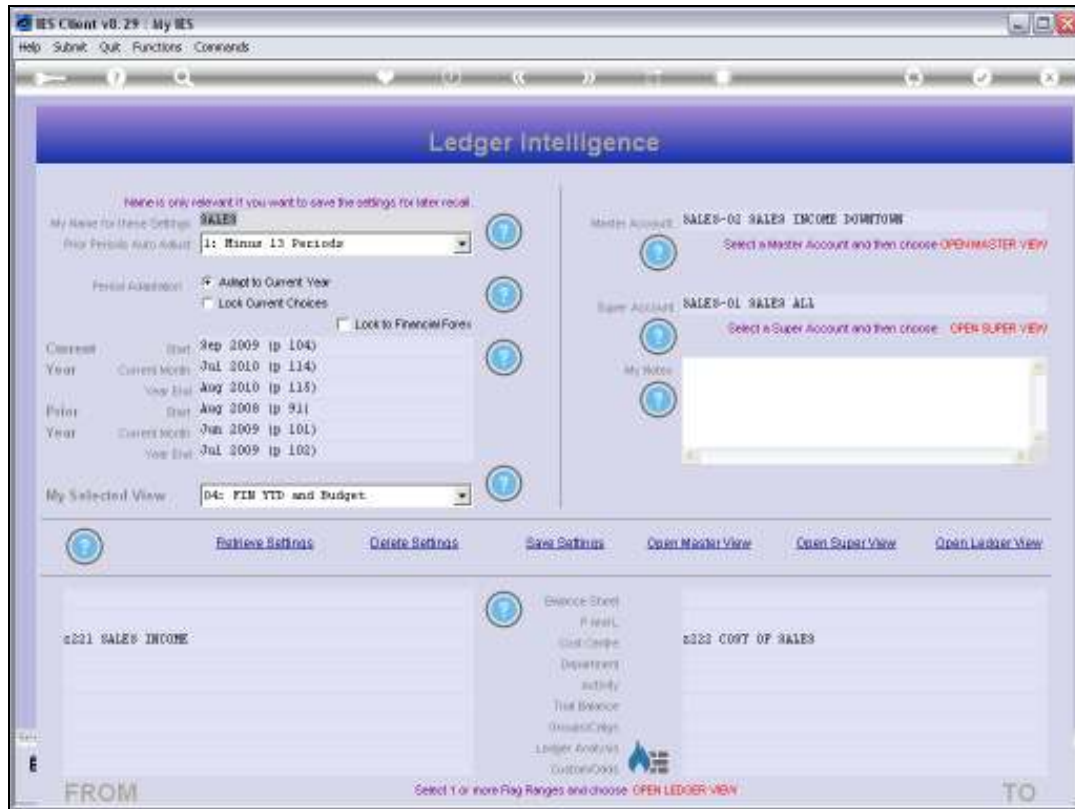
Slide 3

Slide notes: Here is an example of a Sales View Set. In any View Set, we can apply Period Settings of our choice, to be dynamically mapped for the answers to be produced.



Slide 4

Slide notes: We can select from a range of available Financial, Physical and Key Performance Indicator perspectives.



Slide 5

Slide notes: And we can select any cut of the Accounts Chart by using the Chart Flags.

IES Client v8.29 : My IES

Help Submit Quit Functions Commands

Ledger Intelligence

Here is only relevant if you want to save the settings for later recall.

My Name for these Settings: **SALES**

My Periods Auto Adjust: **1: Manual 13 Periods**

Period Adjustment: ☒ Adjust to Current Year ☐ Lock Current Choices ☐ Lock to Financial Years

Current Year	Start	End	Period
2009	2009-07-01	2009-09-30	104
2010	2010-07-01	2010-09-30	114
2010	2010-07-01	2010-09-30	115
2008	2008-07-01	2008-09-30	91
2009	2009-07-01	2009-09-30	101
2009	2009-07-01	2009-09-30	102

My Selected View: **04: FIN YTD and Budget**

[Retrieve Settings](#) [Delete Settings](#) [Save Settings](#) [Open Master View](#) [Open Super View](#) [Open Ledger View](#)

c021 SALES INCOME

c022 C097 OF SALES

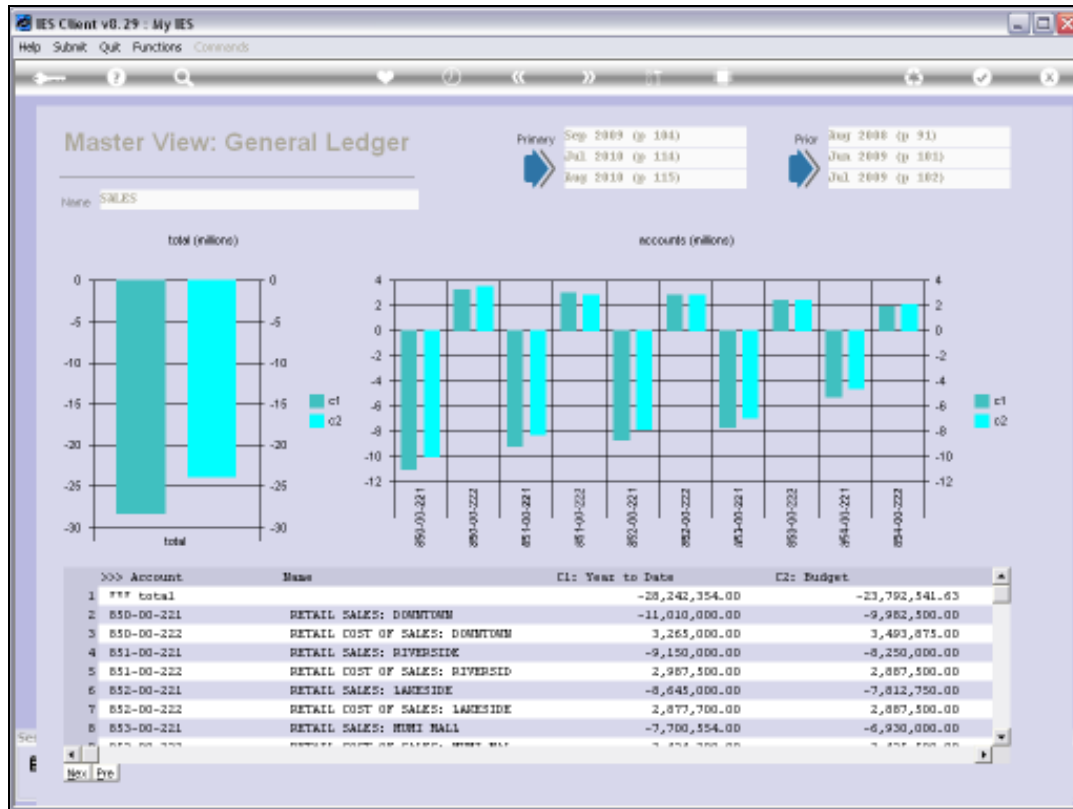
FROM TO

Select 1 or more Flag Ranges and choose **OPEN LEDGER VIEW**

Balance Sheet
P/L
Cost Center
Department
Activity
Trust Balance
General Ledger
Ledger Analysis
Custom Codes

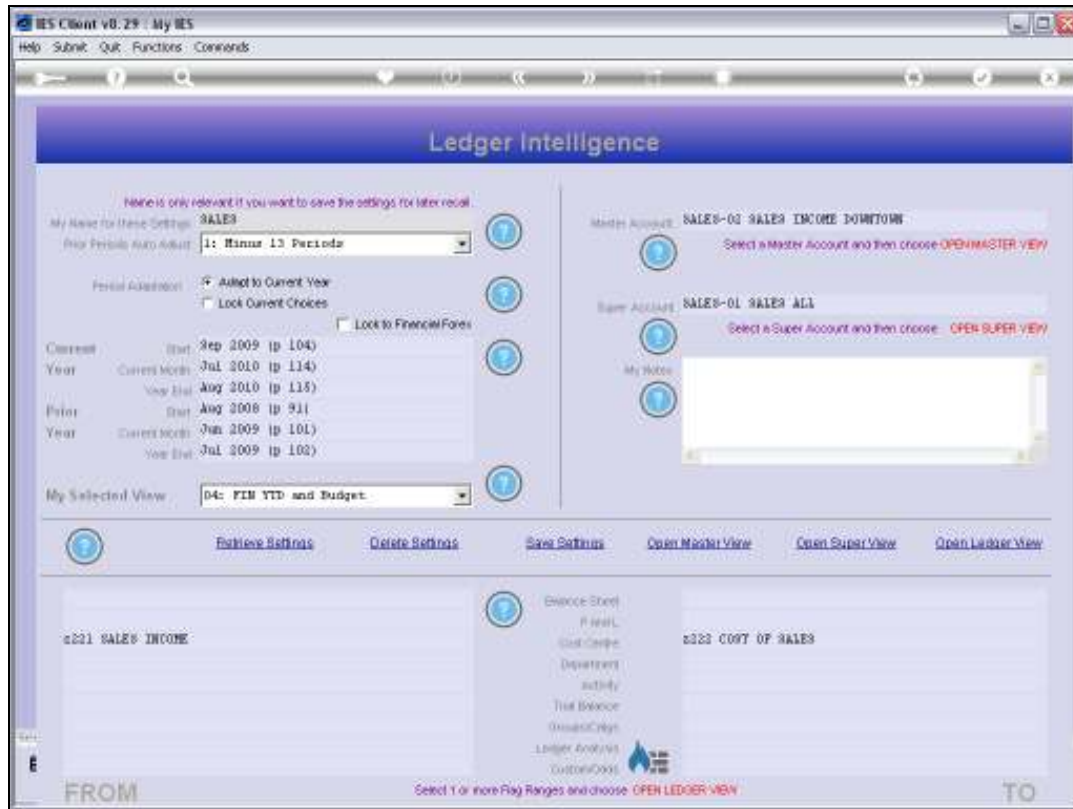
Slide 6

Slide notes: When ready to see the result for a selection of parameters, we choose 'Open Ledger View'.



Slide 7

Slide notes: In this example, we can see all the Sales and Cost of Sales results for the various Retail Outlets in this Enterprise, plus the overall net figure.



Slide 8

Slide notes: We can also use a Master Account, which is a pre-selected set of Accounts, to reveal a Master View.

IES Client v8.29 : My IES

Help Submit Quit Functions Commands

Ledger Intelligence

None is only relevant if you want to save the settings for later recall.

My Master for these Settings: **SALES**

My Periods Auto Adjust: **1: Manual 13 Periods**

Period Adjustment: ☒ Adjust to Current Year ☐ Lock Current Choices ☐ Lock to Financial Years

Current Year	Start	2ep 2009 (p 104)
Current Month	Start	Jul 2010 (p 114)
Year End	Start	Aug 2010 (p 115)
Prior Year	Start	Aug 2008 (p 91)
Current Month	Start	Jul 2009 (p 101)
Year End	Start	Jul 2009 (p 102)

My Selected View: **D4: FIN YTD and Budget**

Master Account: **SALES-02 SALES INCOME DOWNTOWN**
Select a Master Account and then choose **OPEN MASTER VIEW**

Super Account: **SALES-01 SALES ALL**
Select a Super Account and then choose **OPEN SUPER VIEW**

My Notes:

Retrieve Settings Create Settings Save Settings Open Master View Open Super View Open Ledger View

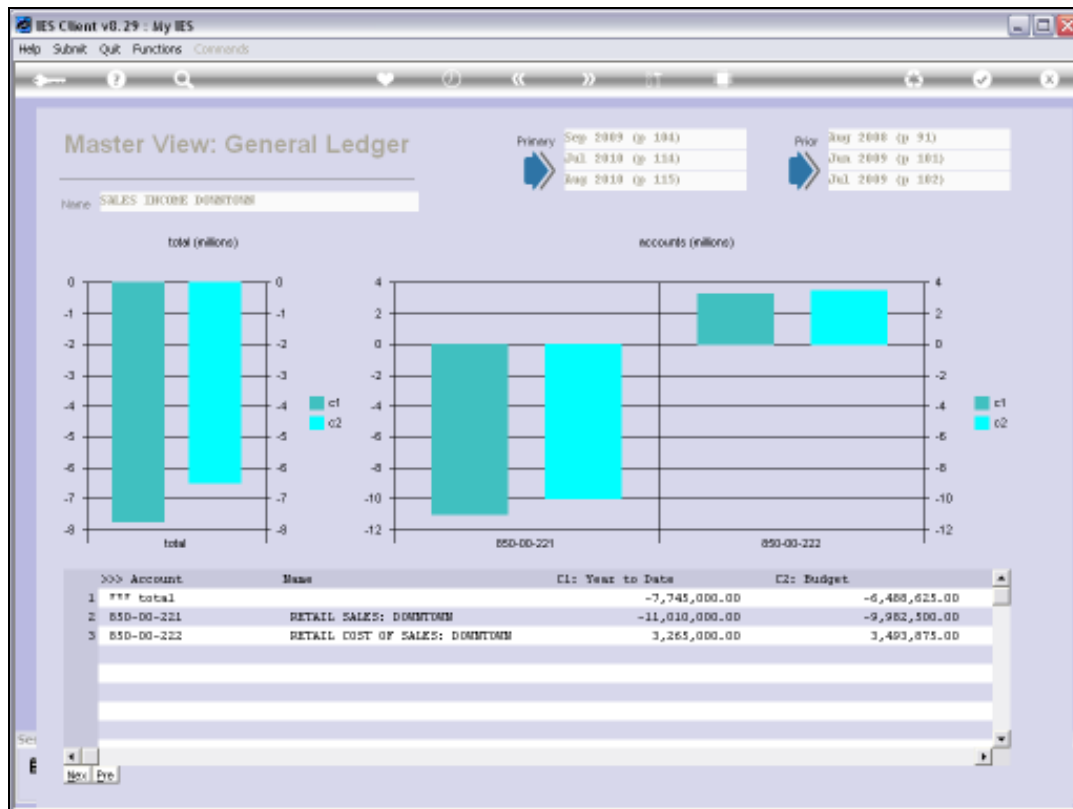
FROM **c021 SALES INCOME** TO **c023 C097 OF SALES**

Select 1 or more Flag Ranges and choose **OPEN LEDGER VIEW**

Balance Sheet
P/L
Cost Centre
Department
Activity
Trust Balance
Grand Total
Ledger Analysis
Custom Codes

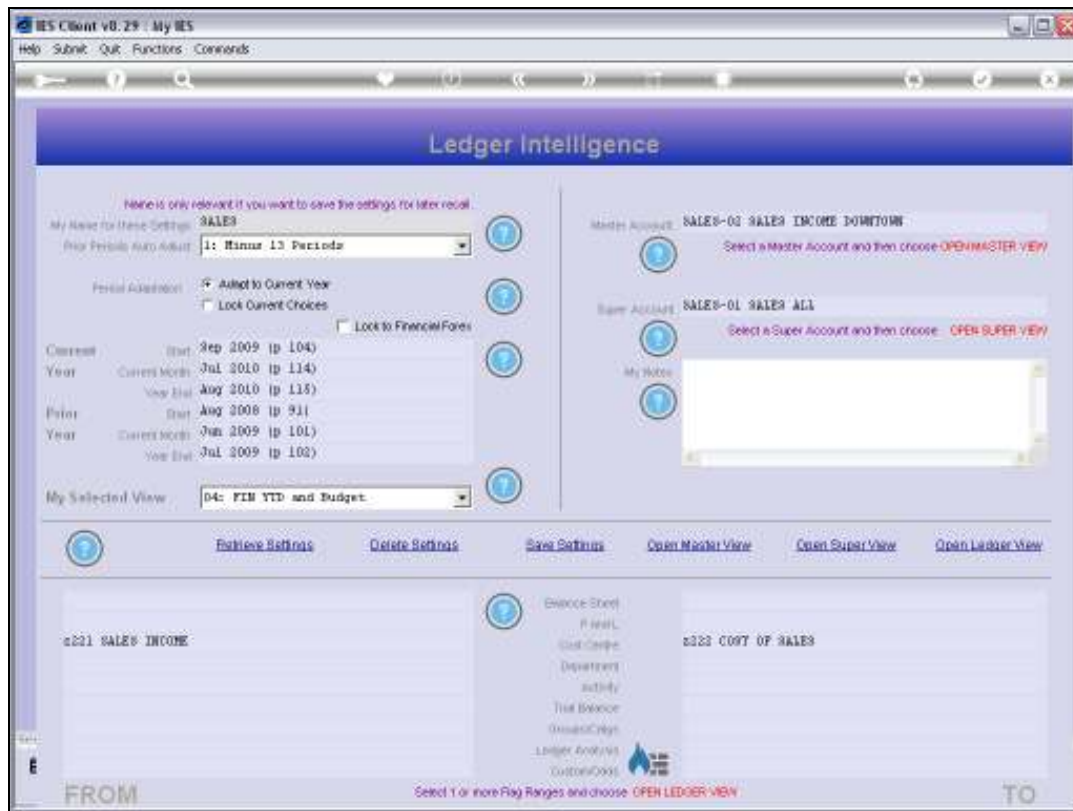
Slide 9

Slide notes: In this case, the Master View will reveal the results for the Downtown Branch.



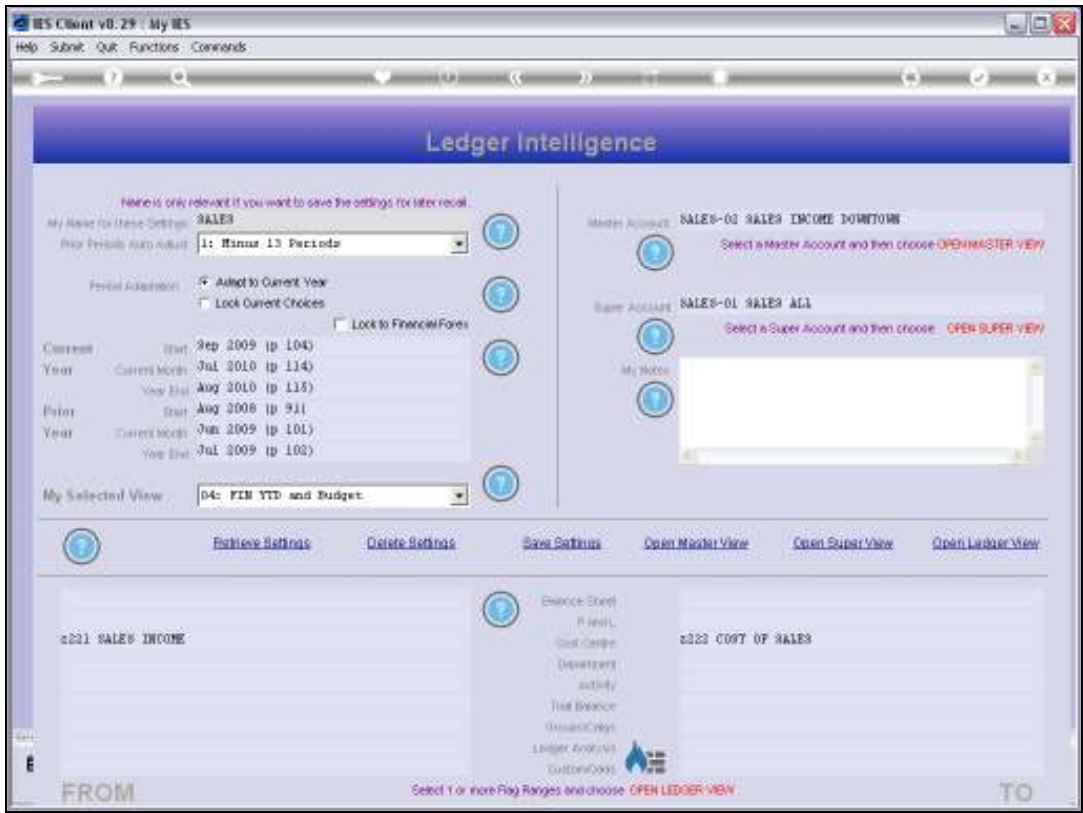
Slide 10

Slide notes: So here we can see the results for the selected Branch, with total Sales, total Cost of Sales, and Net Sales Revenue.

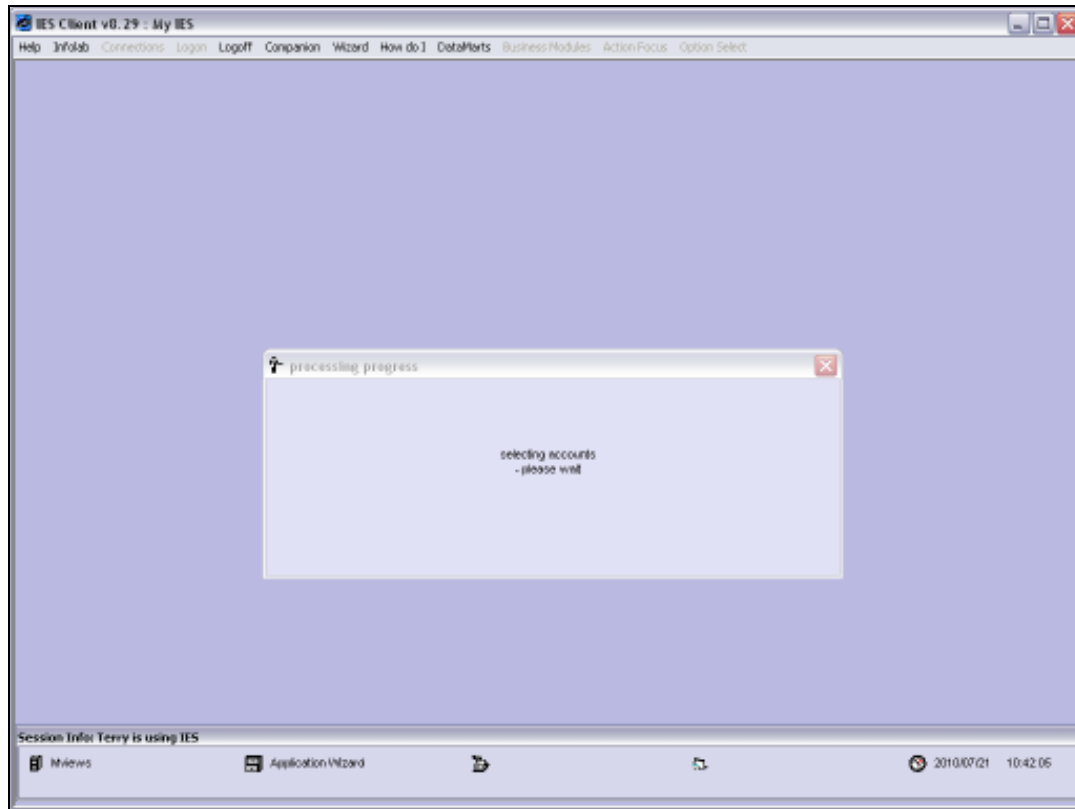


Slide 11

Slide notes: Super Accounts can construct views of multiple Master Accounts that are presented together.

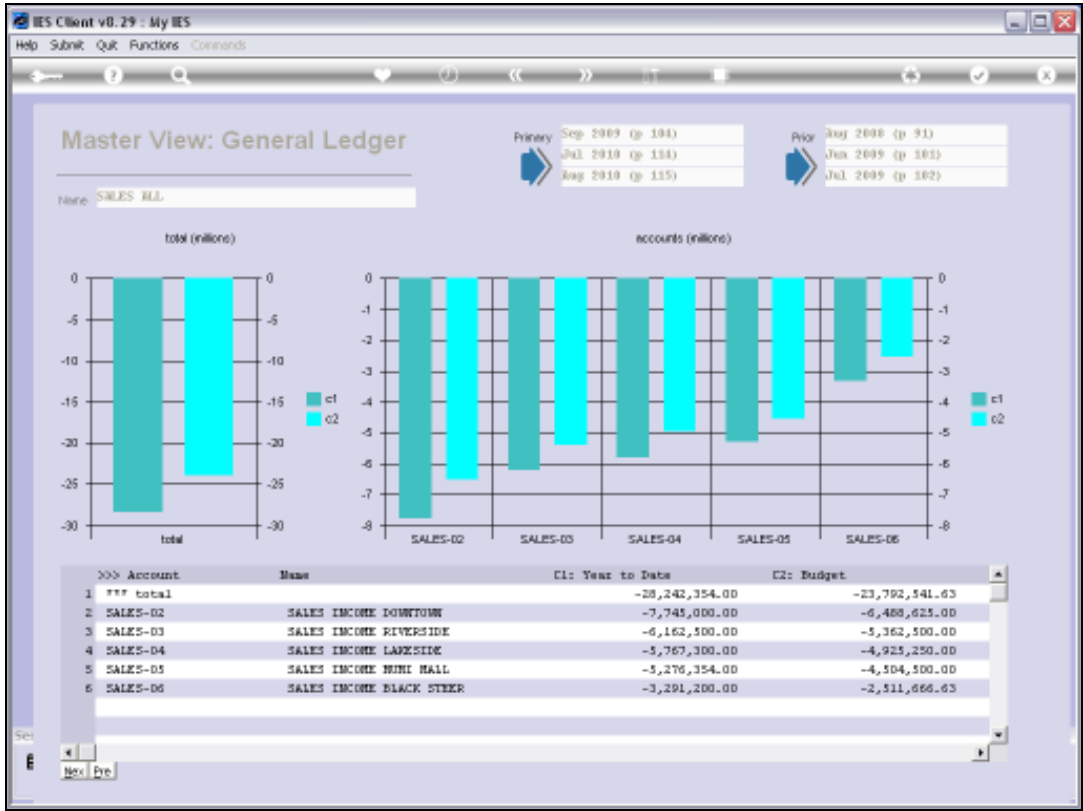


Slide 12
Slide notes:



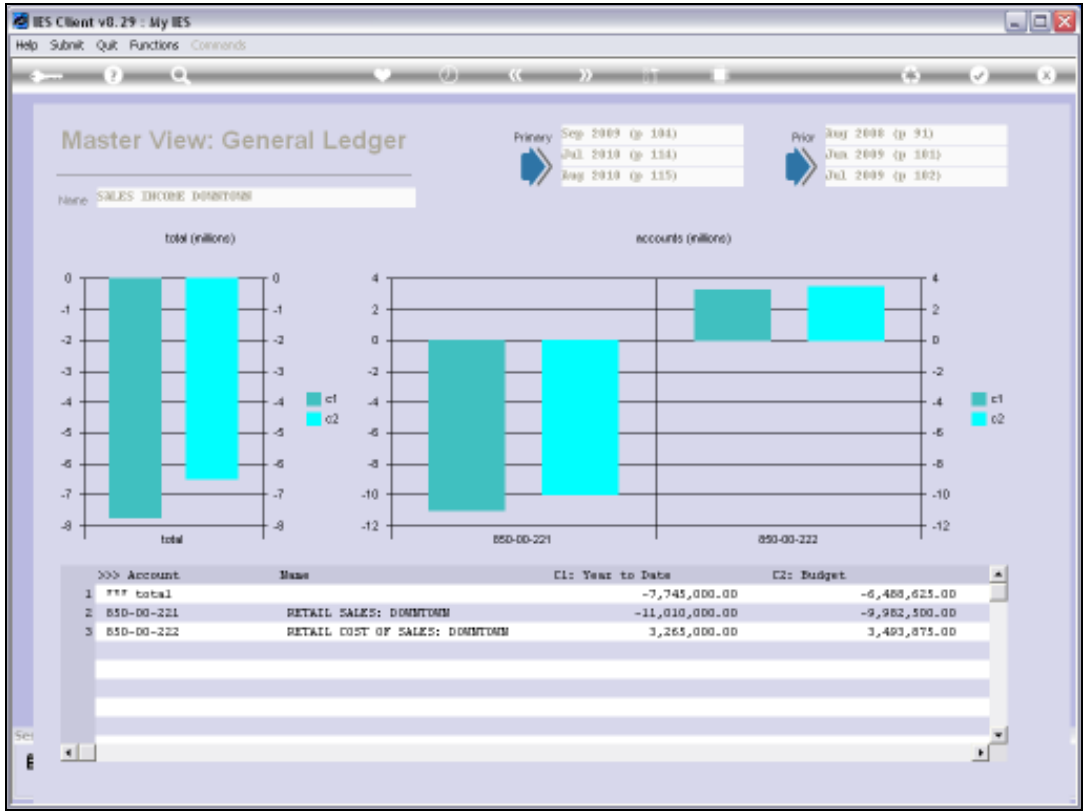
Slide 13

Slide notes:

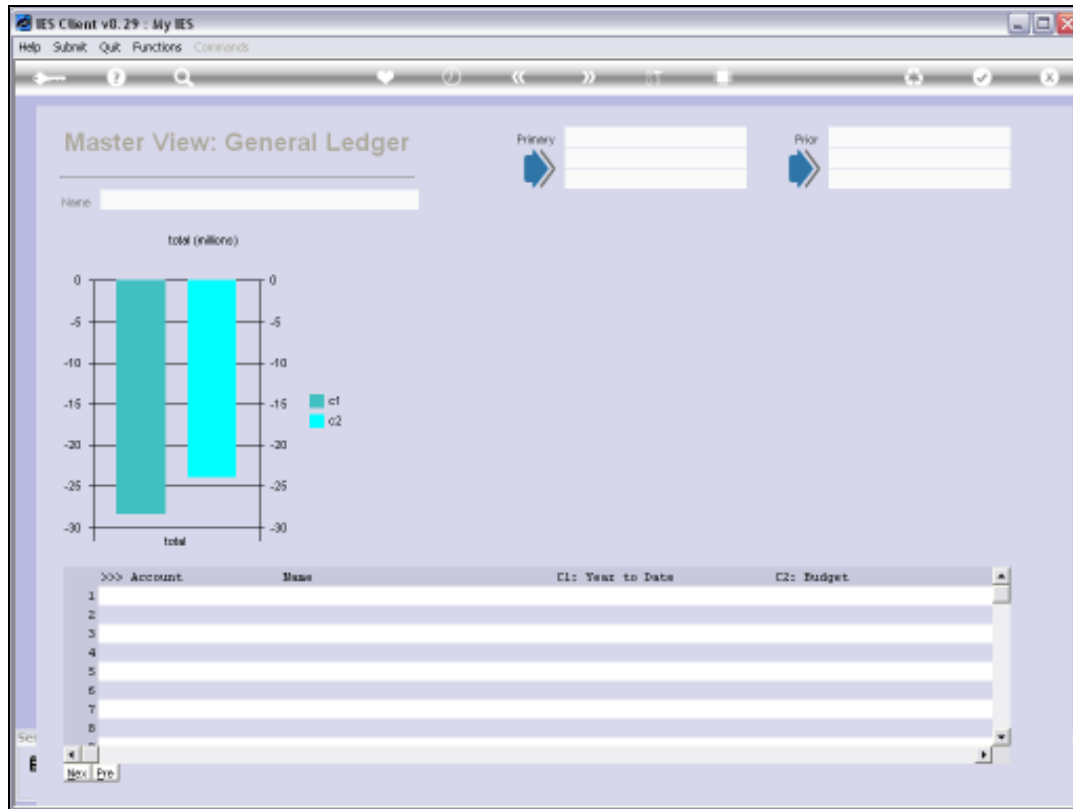


Slide 14

Slide notes: And in this example, we can see all the comparative Sales for the various Branches. Any of the Branches can be drilled for detail of the particular Branch.

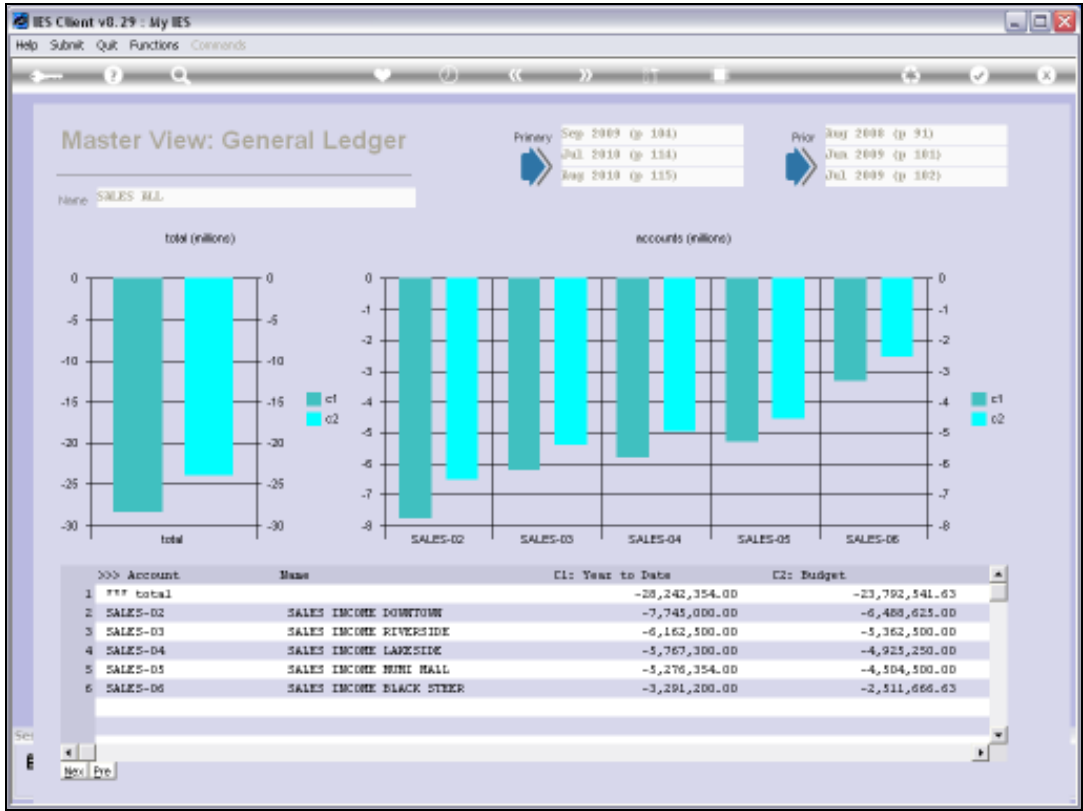


Slide 15
Slide notes: Here we have the focus only on the Downtown Branch.



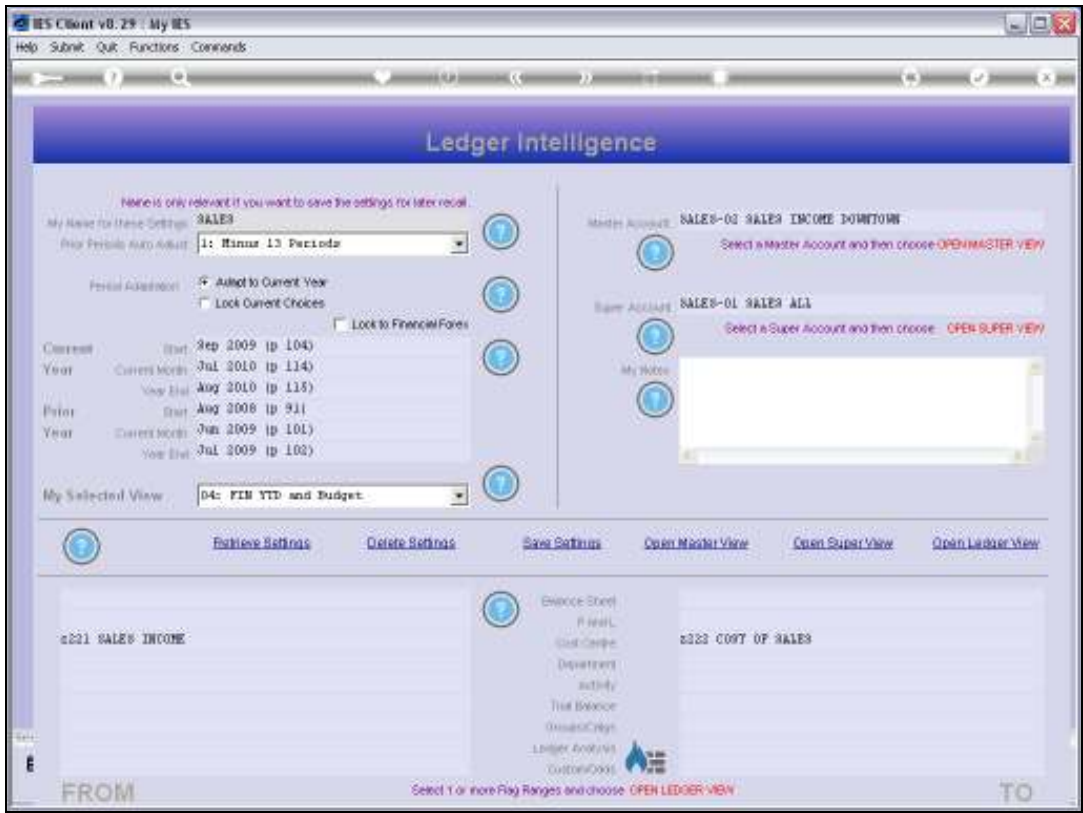
Slide 16

Slide notes:

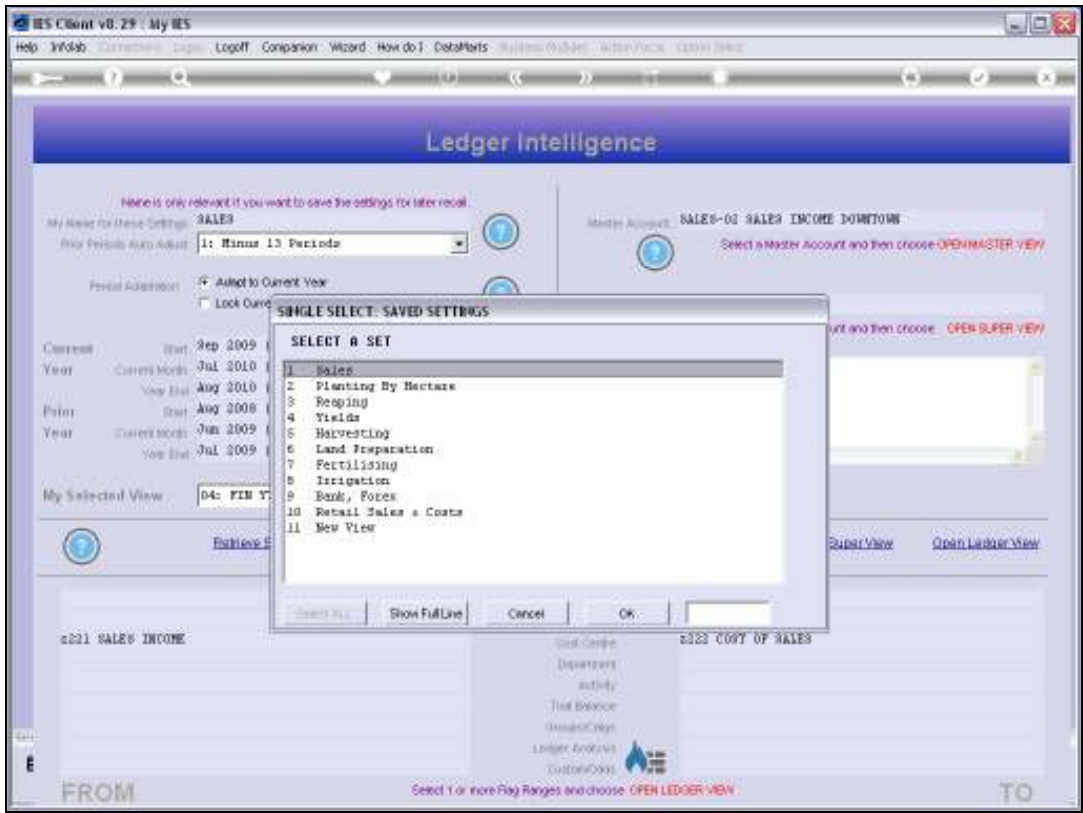


Slide 17

Slide notes:



Slide 18
Slide notes:



Slide 19
Slide notes:

IES Client v8.29 - My IES

Help Submit Quit Functions Commands

Ledger Intelligence

Here is only relevant if you want to save the settings for later recall.

My Name for these Settings: **PLANTING by Hectare**

My Periods Auto Adjust: **2: Manual 12 Periods**

Period Adjustment: ☒ Adjust to Current Year ☐ Lock Current Choices ☐ Lock to Financial Years

Current Year	Start	2ep 2009 (p 104)
	Current Month	Jul 2010 (p 114)
	Year End	Aug 2010 (p 115)
Prior Year	Start	2ep 2008 (p 92)
	Current Month	Jul 2009 (p 103)
	Year End	Aug 2009 (p 103)

My Selected View: **B9: PHYS YTD and Budget**

Master Account: Select a Master Account and then choose **OPEN MASTER VIEW**

Super Account: Select a Super Account and then choose **OPEN SUPER VIEW**

My Notes:

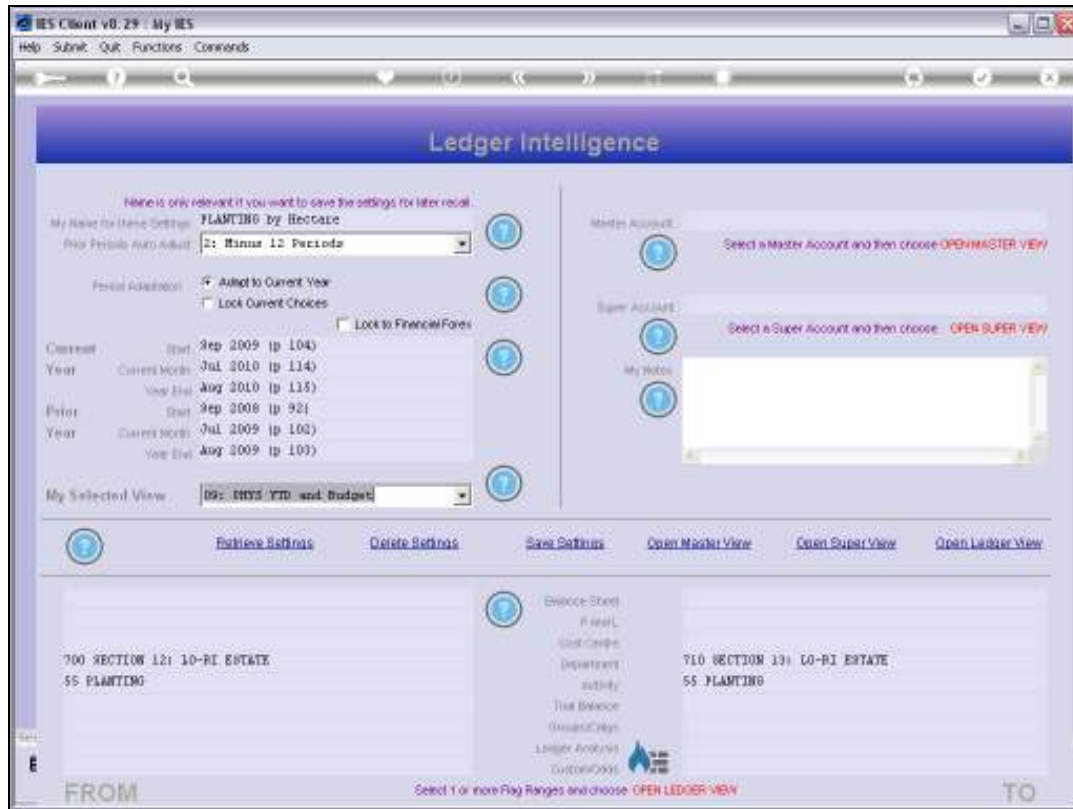
[Retrieve Settings](#) [Delete Settings](#) [Save Settings](#) [Open Master View](#) [Open Super View](#) [Open Ledger View](#)

700 SECTION 121 10-PI ESTATE 55 PLANTING	Balance Sheet P and L Cost Centre Department Activity Trial Balance General Ledger Ledger Analysis Custom Codes	710 SECTION 131 10-PI ESTATE 55 PLANTING
---	---	---

FROM Select 1 or more Flag Ranges and choose **OPEN LEDGER VIEW** TO

Slide 20

Slide notes: BI works for any kind of Business. Here is an example in Agriculture, where we look at an Activity called Planting.



Slide 21

Slide notes: The inner view we request is that of Year to Date Physical and Budget, which will reveal the Year to Date Resources applied and compared to the Resources Budget. In other words, rather than looking at the Financials, we are now looking at the Physicals side.

IES Client v8.29 - My IES

Help Submit Quit Functions Commands

Ledger Intelligence

Here is only relevant if you want to save the settings for later recall.

My Name for these Settings: **PLANTING by Hectare**

My Periods Auto Adjust: **2: Manual 12 Periods**

Period Adjustment: ☒ Adjust to Current Year ☐ Lock Current Choices ☐ Lock to Financial Years

Current Year	Start	3ep 2009	tp 104
Current Month	Start	Jul 2010	tp 114
Year End	Start	Aug 2010	tp 115
Prior Year	Start	3ep 2008	tp 92
Current Month	Start	Jul 2009	tp 103
Year End	Start	Aug 2009	tp 103

My Selected View: **BS: PHYS YTD and Budget**

[Retrieve Settings](#) [Delete Settings](#) [Save Settings](#) [Open Master View](#) [Open Super View](#) [Open Ledger View](#)

700 SECTION 12: LO-RI ESTATE

55 PLANTING

Balance Sheet

P and L

Cost Centre

Department

Activity

Trust Balance

General Ledger

Ledger Analysis

Custom Codes

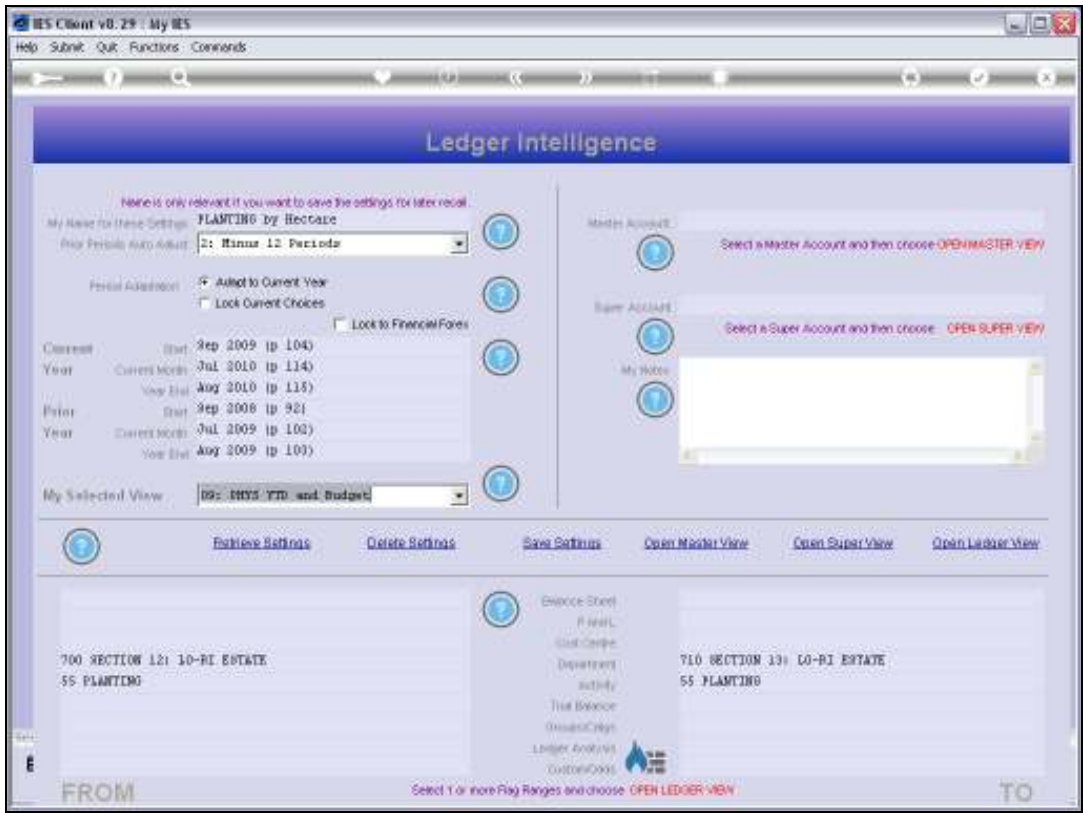
710 SECTION 13: LO-RI ESTATE

55 PLANTING

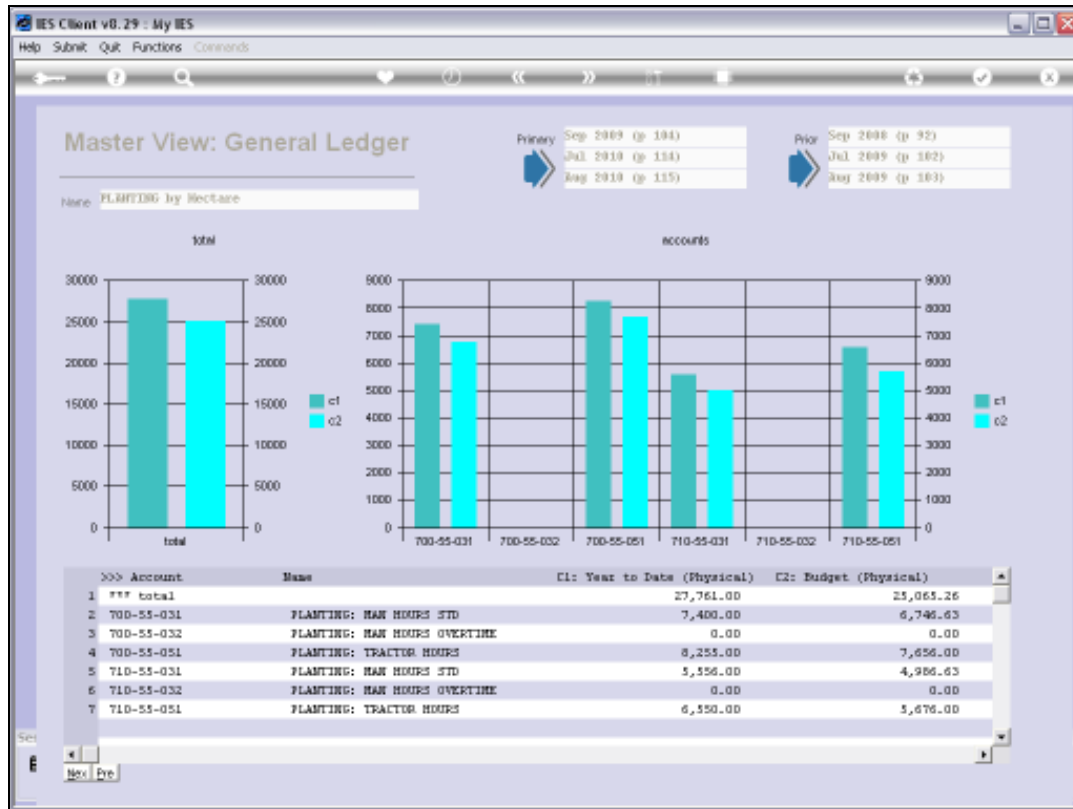
FROM Select 1 or more Flag Ranges and choose OPEN LEDGER VIEW TO

Slide 22

Slide notes: We are including Departments from 700 to 710, and only Activity 55, which is Planting.

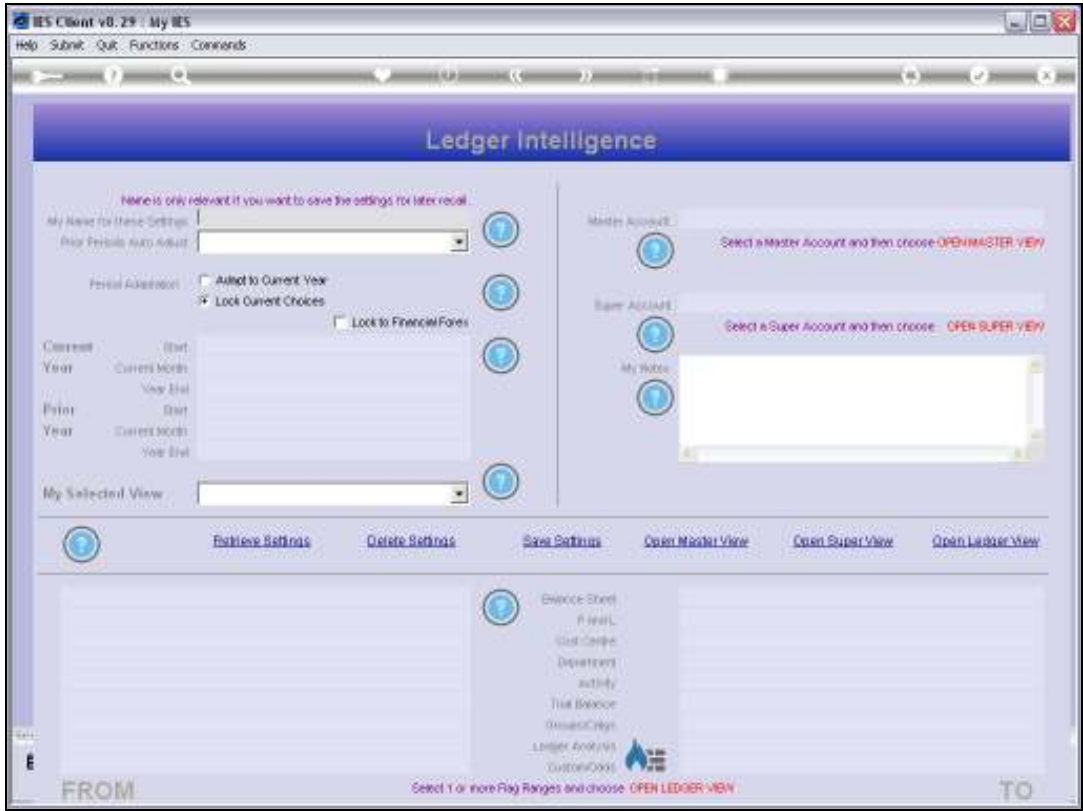


Slide 23
Slide notes:



Slide 24

Slide notes: The view reveals that we have applied more Resources than Budgeted for, on Man Hours and Tractor Hours.



Slide 25
Slide notes:



Slide 26
Slide notes:

IES Client v8.29 - My IES

Help Submit Quit Functions Commands

Ledger Intelligence

Here is only relevant if you want to save the settings for later recall.

My Name for these Settings: **PLANTING by Hectare**

My Periods Auto Adjust: **2: Manual 12 Periods**

Period Adjustment: ☒ Adjust to Current Year ☐ Lock Current Choices ☐ Lock to Financial Years

Current Year	Start	End	Period
2009	Jul	Jun	104
2010	Jul	Jun	114
2011	Jul	Jun	115
2008	Jul	Jun	92
2009	Jul	Jun	103
2010	Jul	Jun	103

My Selected View: **09: PHYS YTD and Budget**

[Retrieve Settings](#)
[Delete Settings](#)
[Save Settings](#)
[Open Master View](#)
[Open Super View](#)
[Open Ledger View](#)

700 SECTION 121 10-RI ESTATE

55 PLANTING

Balance Sheet

P&L

Cost Centre

Department

Activity

Trust Balance

General Ledger

Ledger Analysis

Custom Codes

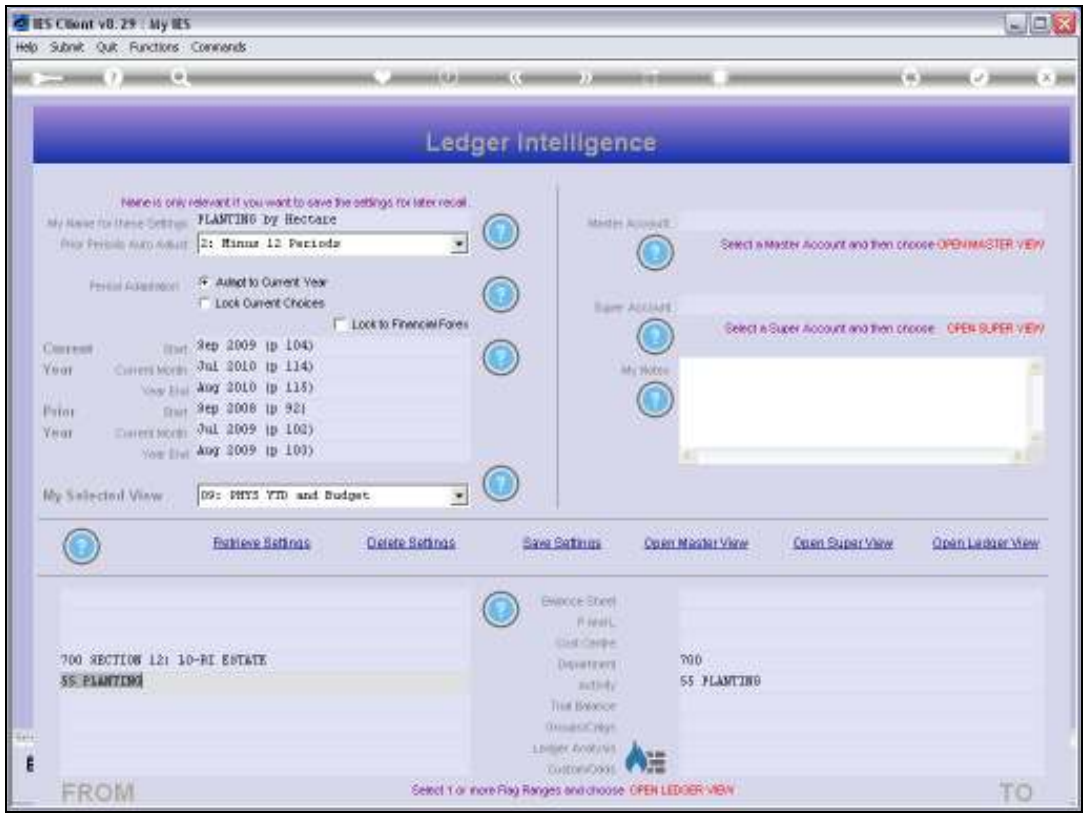
700

55 PLANTING

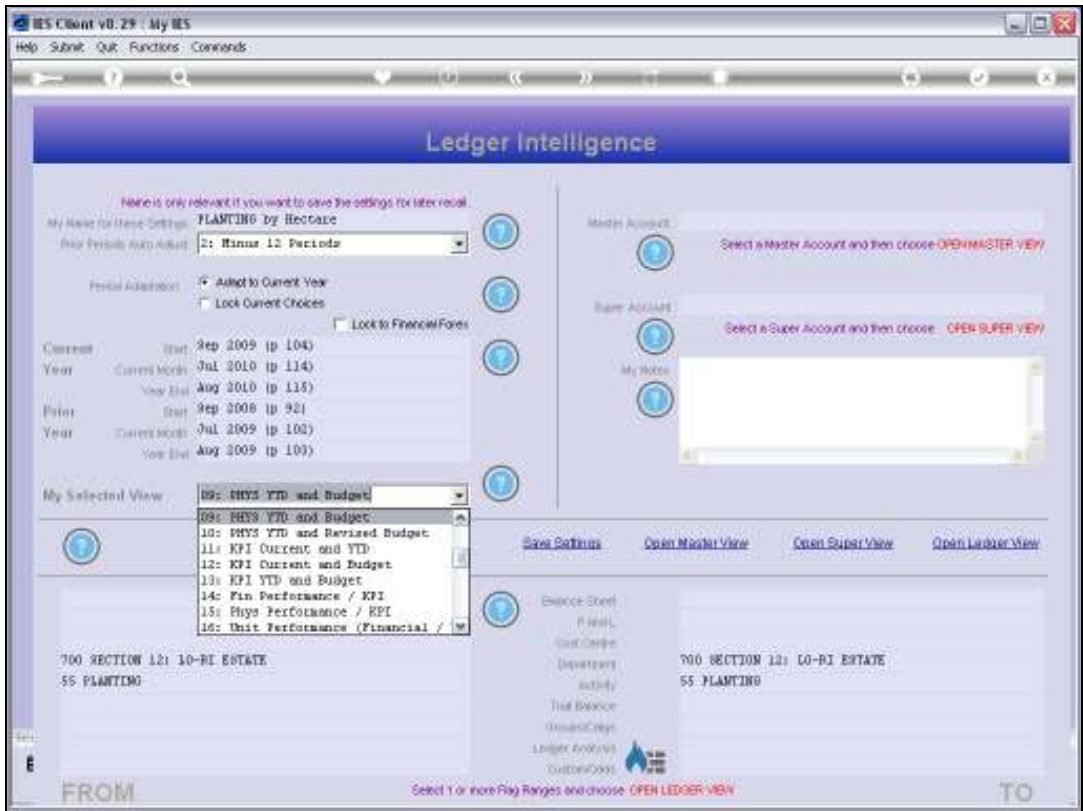
FROM Select 1 or more Flag Ranges and choose OPEN LEDGER VIEW TO

Slide 27

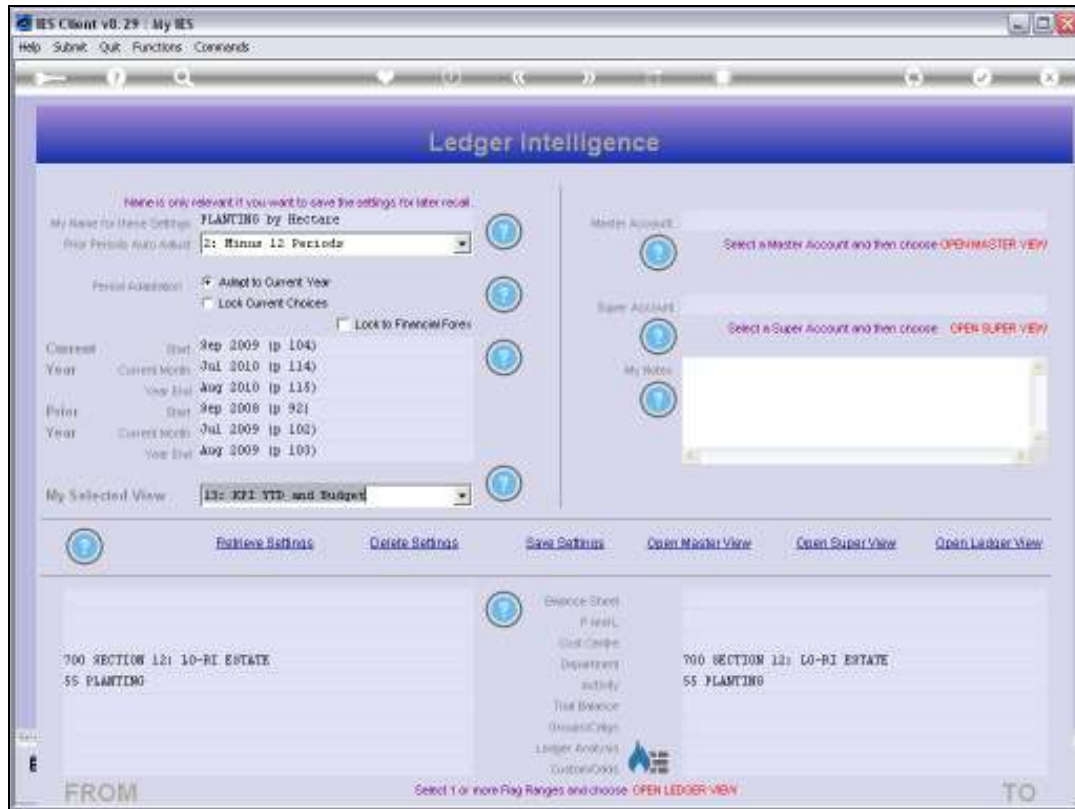
Slide notes: While now restricting the perspective only to Department 700, we will home in with another perspective.



Slide 28
Slide notes:

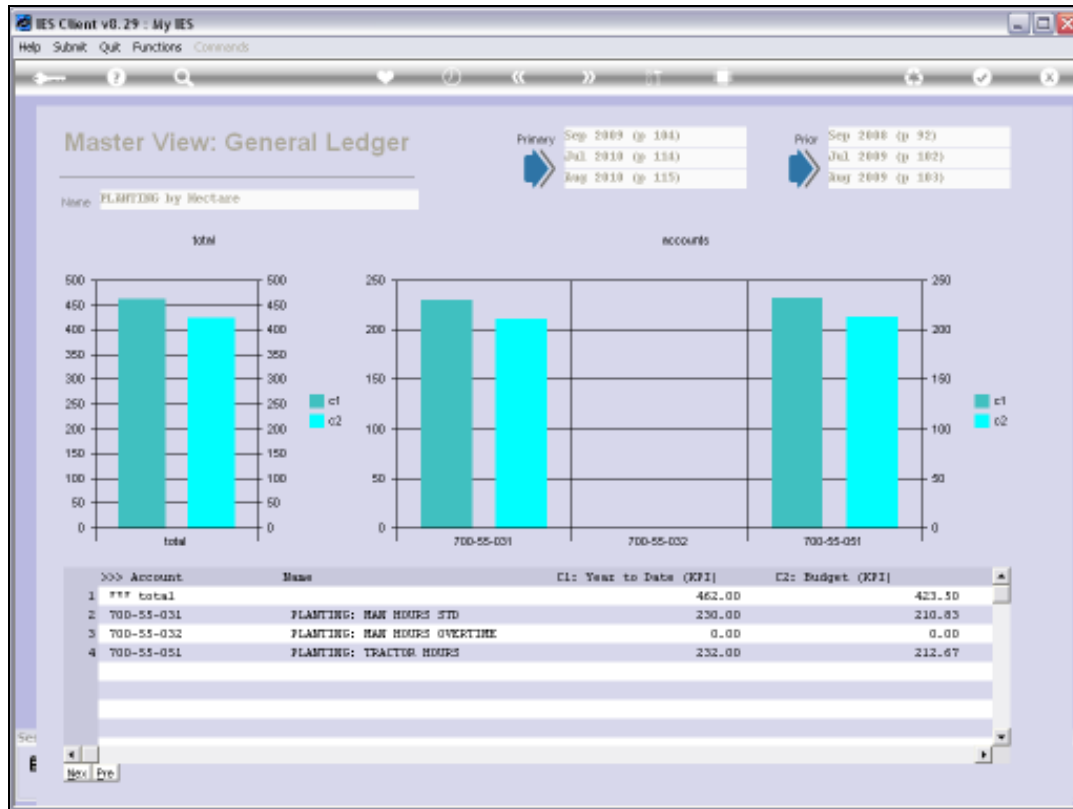


Slide 29
Slide notes:



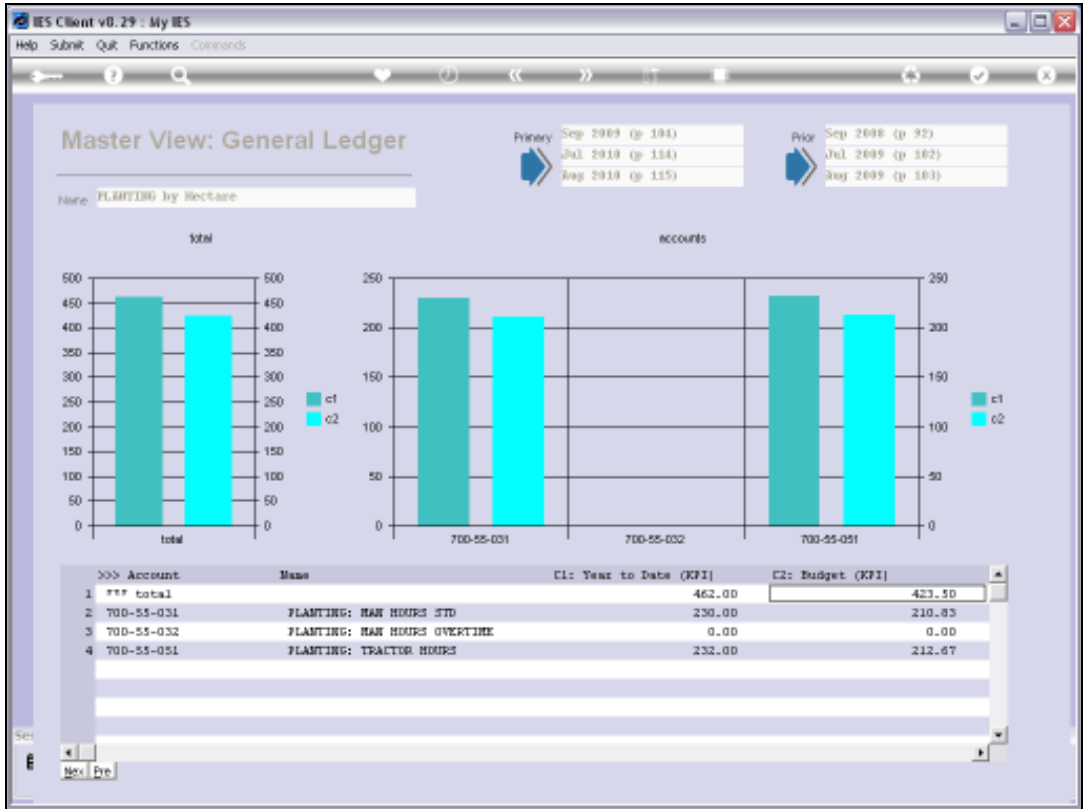
Slide 30

Slide notes: And this time we will compare the Year to Date Key Performance Indicator, which is Hectares, with the Budget. Since we already know that we have applied more Resources, we may now want to see whether we have planted more Hectares than Budgeted, because that would explain the increase in Resources applied.



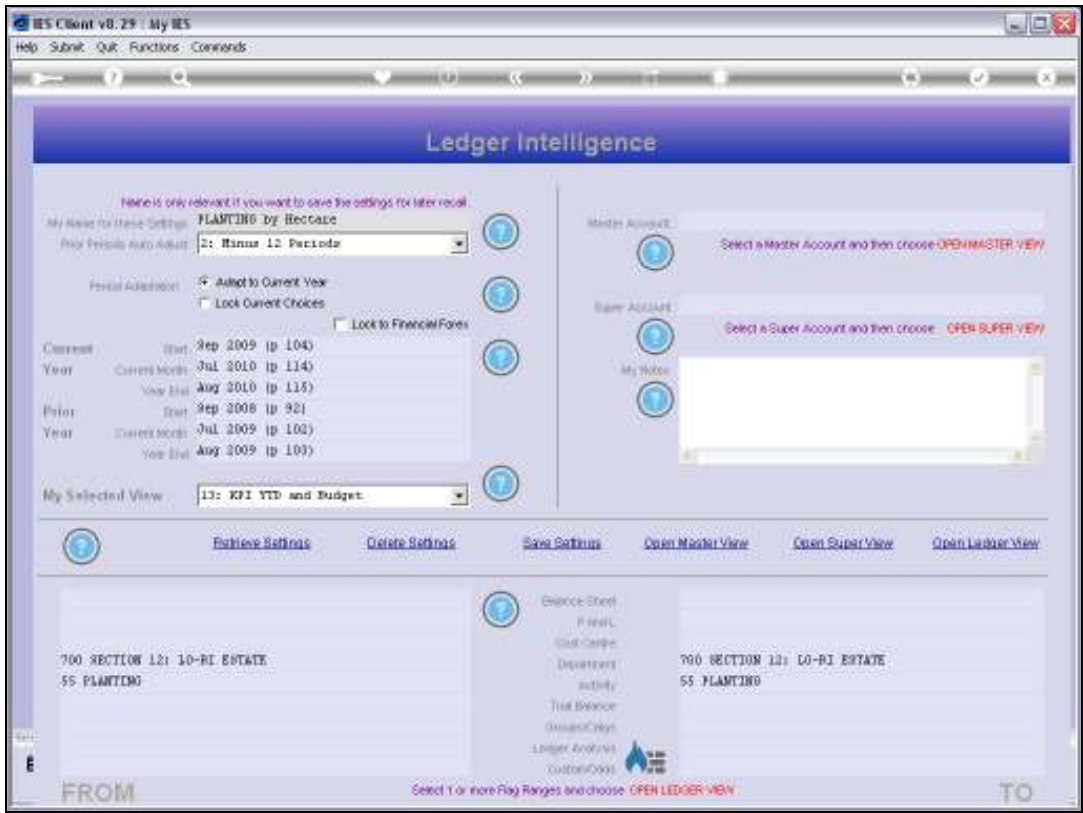
Slide 31

Slide notes: Sure enough, we can see that we have planted roughly 10% more Hectares than originally budgeted for, and that does explain why we applied more Resources.

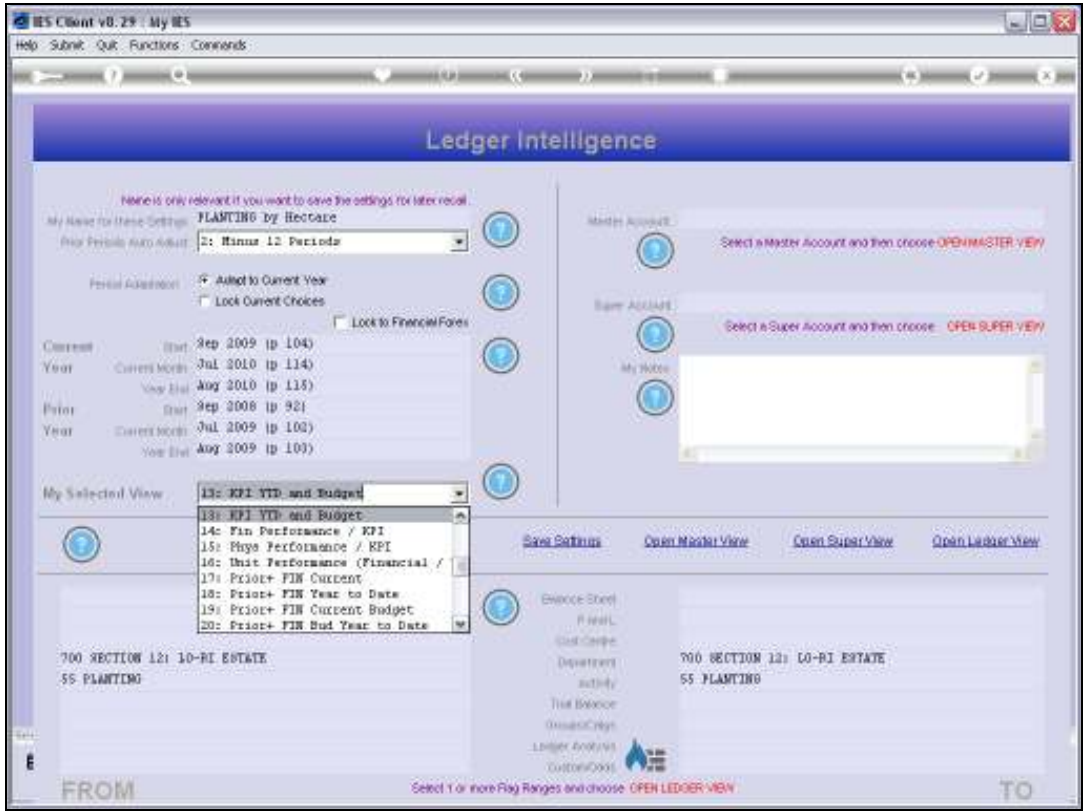


Slide 32

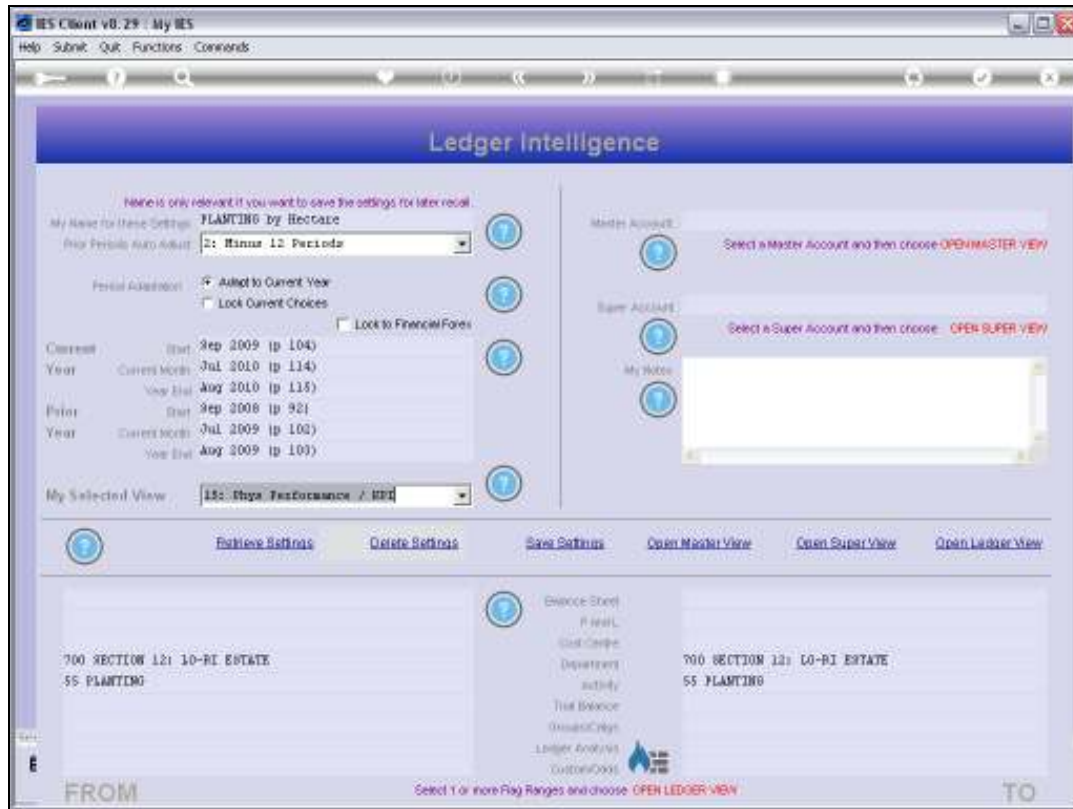
Slide notes:



Slide 33
Slide notes:

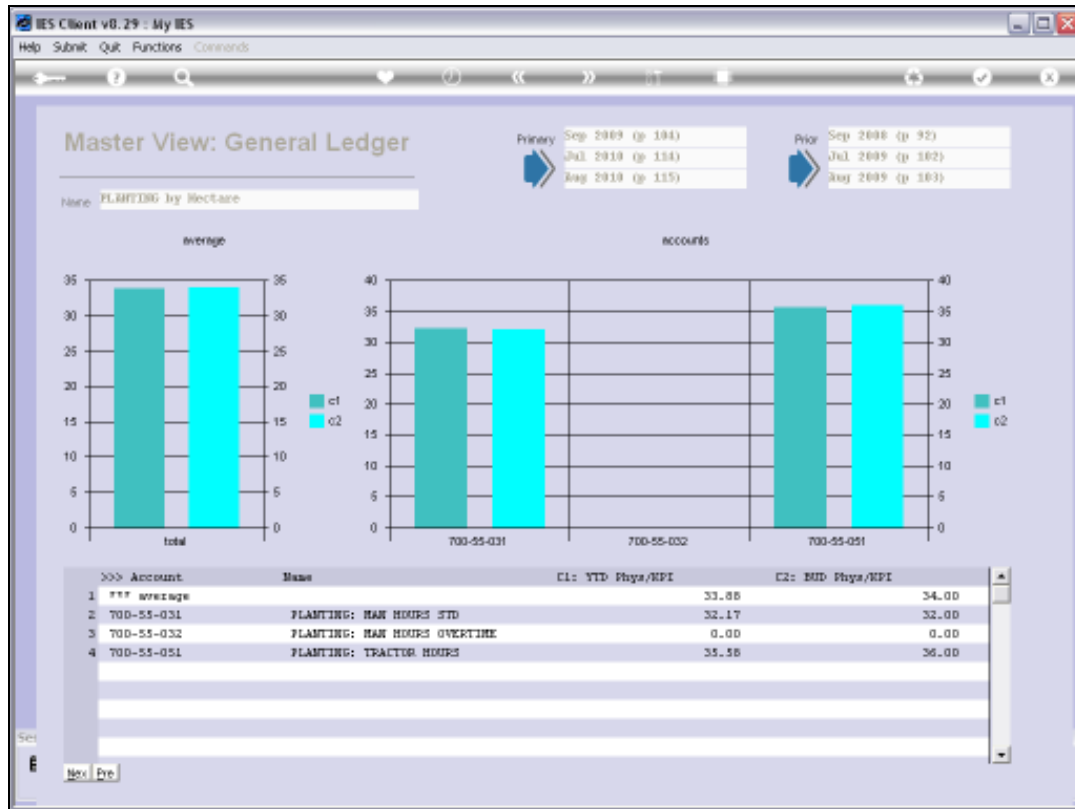


Slide 34
Slide notes:



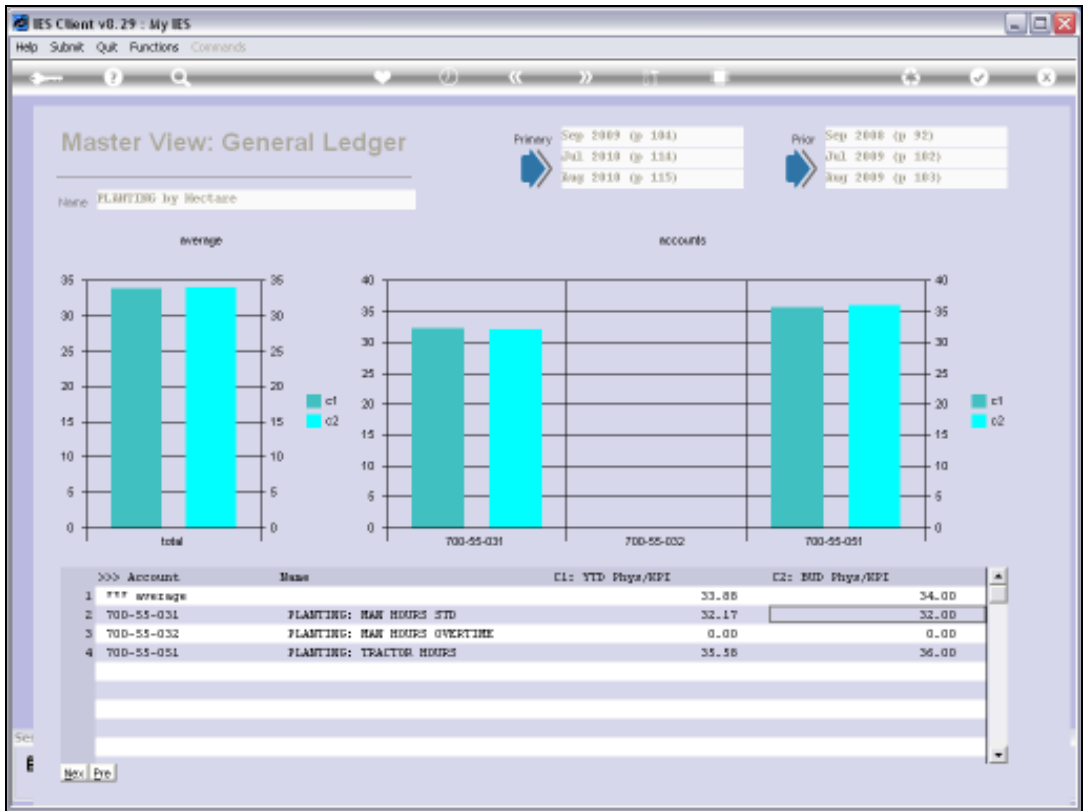
Slide 35

Slide notes: Next, we decide to measure the actual performance of Resources applied for the Planting activity in this Section of the Estate.



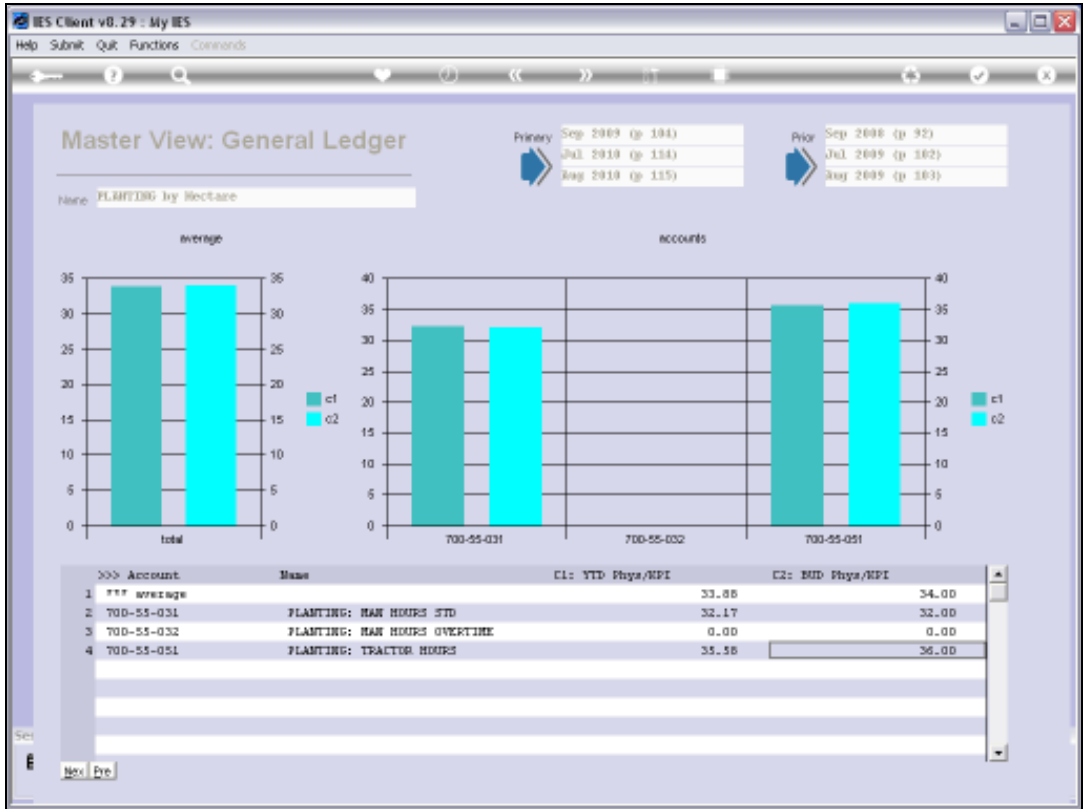
Slide 36

Slide notes: And the view is re-assuring. For Man Hours, we are marginally above the expected standard, whereas for Tractor Hours, we are marginally below the expected standard. All in all, this is a satisfactory performance.



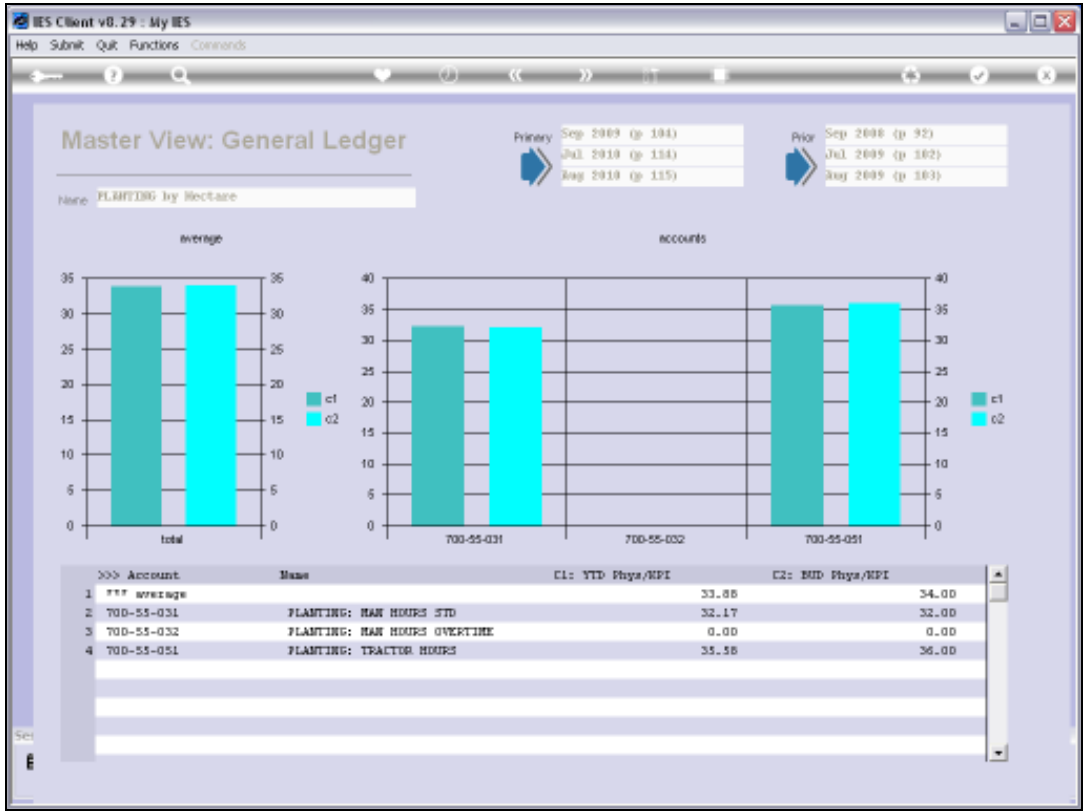
Slide 37

Slide notes:



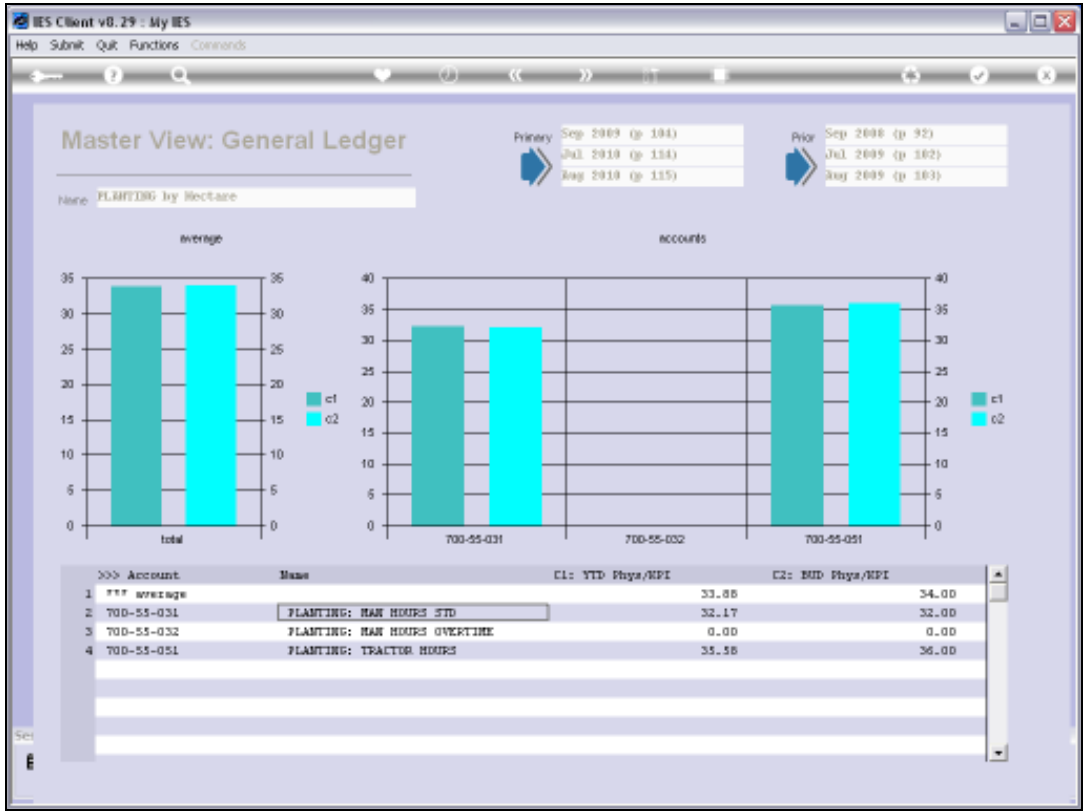
Slide 38

Slide notes:



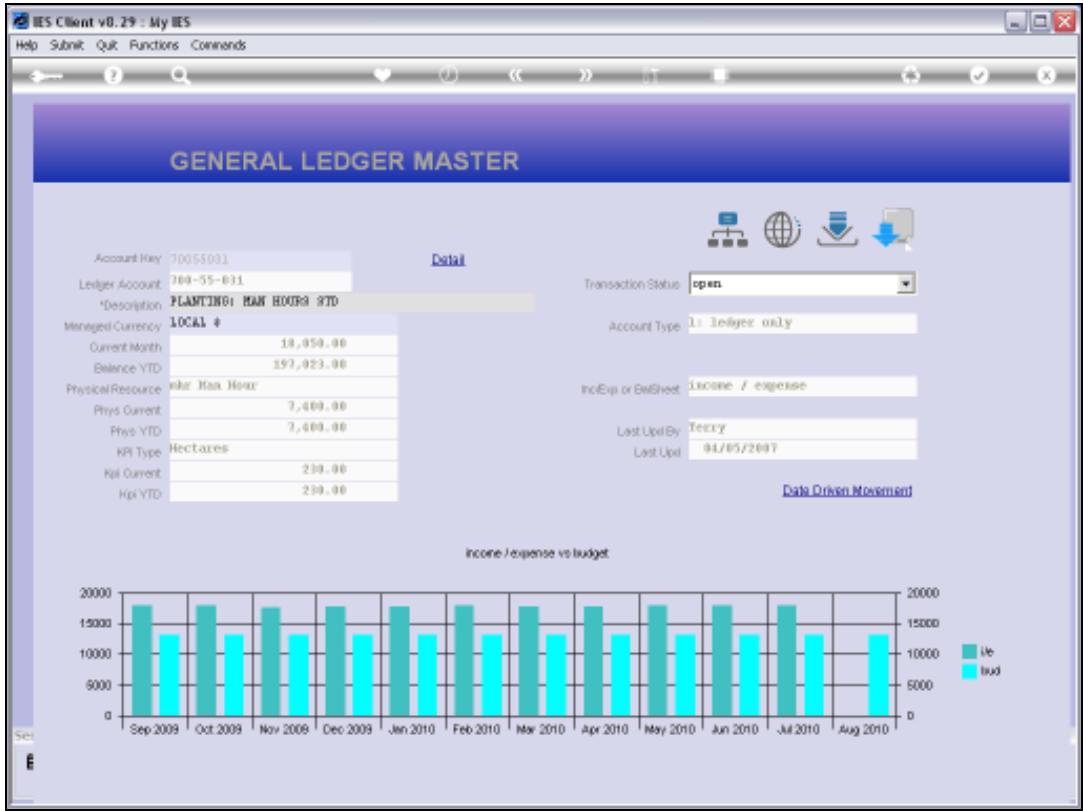
Slide 39

Slide notes: In any event, when we want more detail of the underlying source information, we can drill deeper.



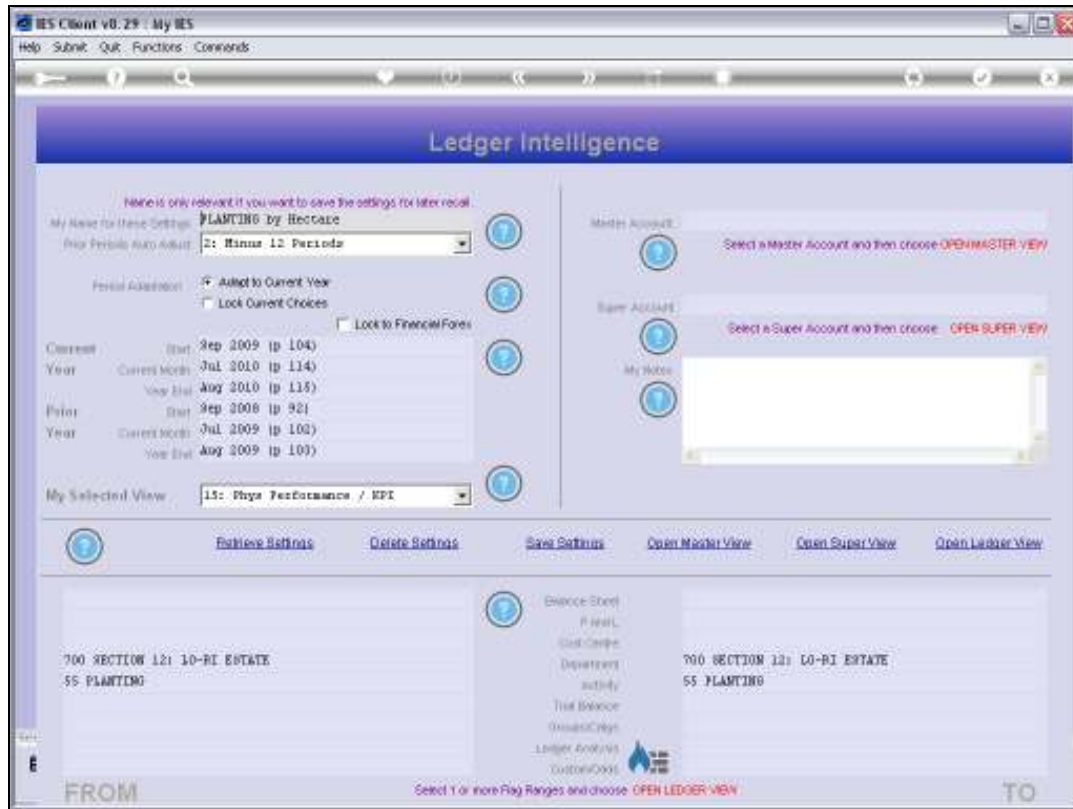
Slide 40

Slide notes: In this case, we can drill directly into the underlying GL Account.



Slide 41

Slide notes: And here, we may drill into Transaction detail or choose any of the available further views at GL level.



Slide 42

Slide notes: The Ledger BI is easy to use, very functional, and able to produce the answers to all kinds of questions we may ask about our Business.