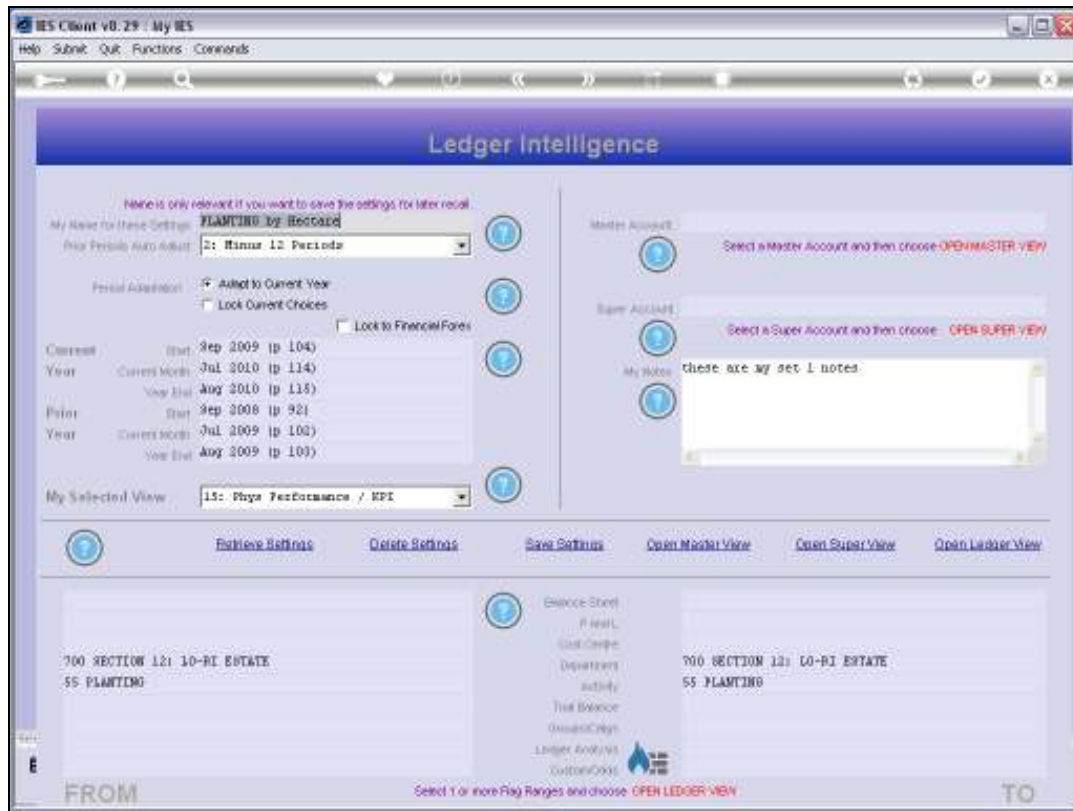
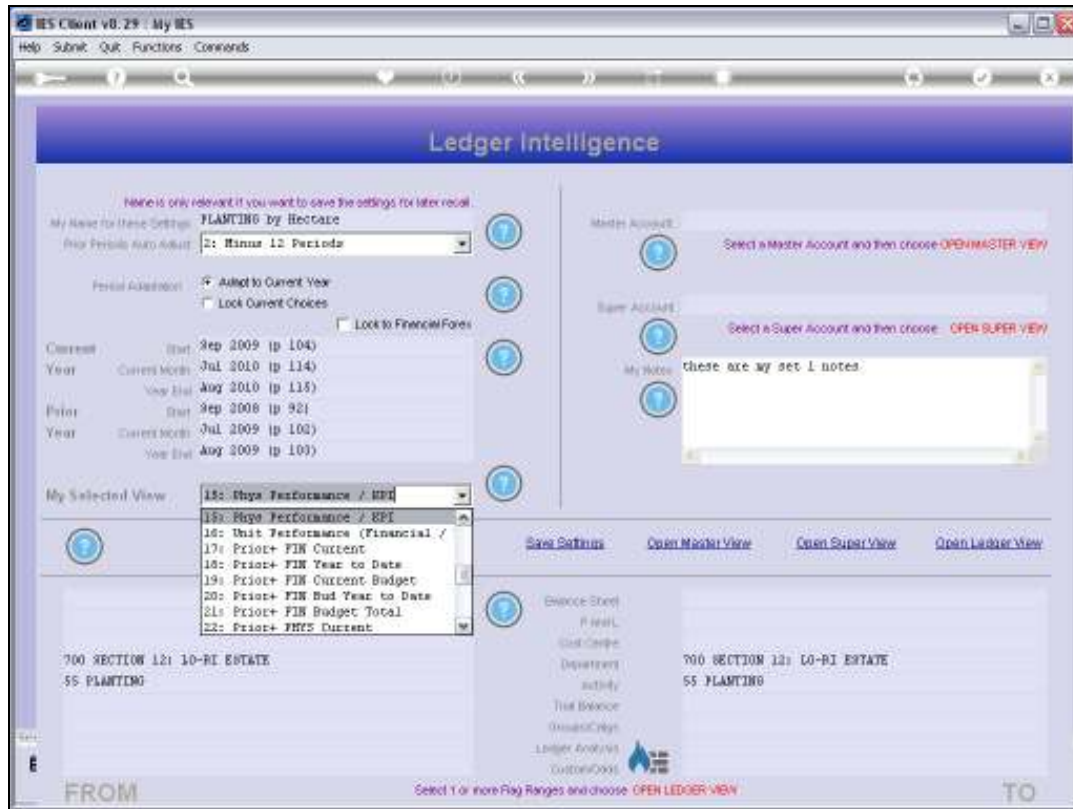


a



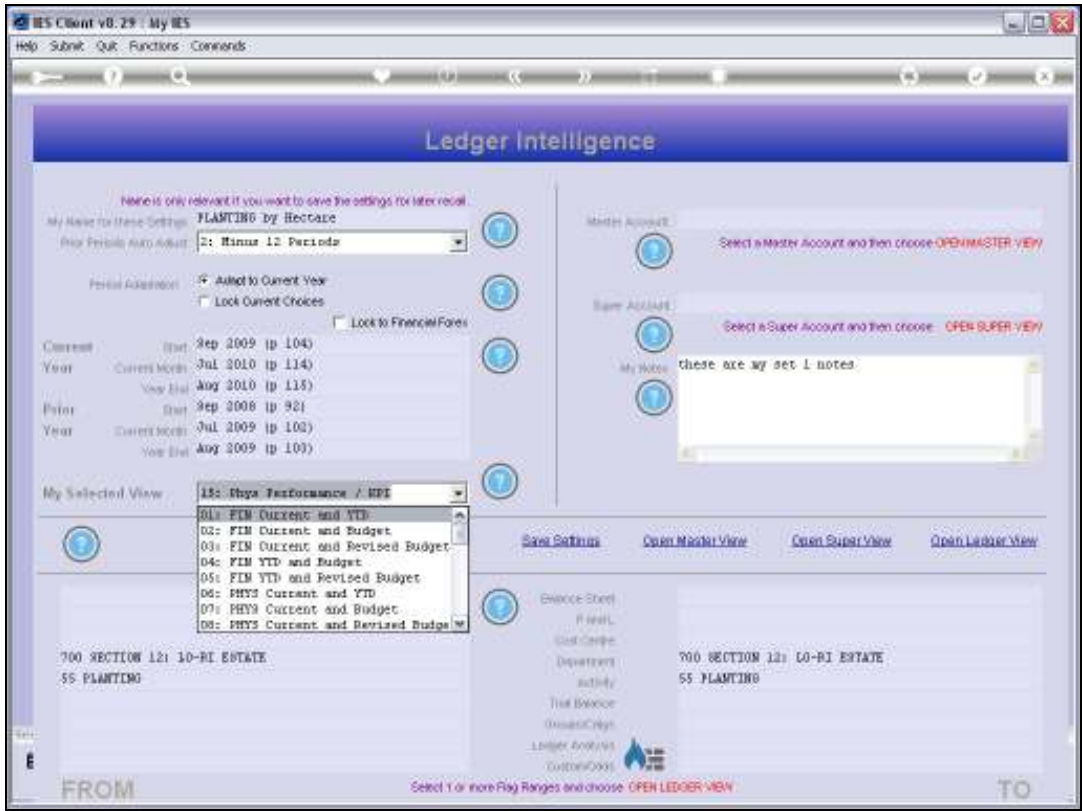
Slide 1

Slide notes: We speak of the View that we select for the comparative results as the "inner" View within the View, because apart from the various methods for gathering the Accounts that will be used for the Result, there are also an entire series of different measurements available. And the selected measurement is the so-called "inner view".

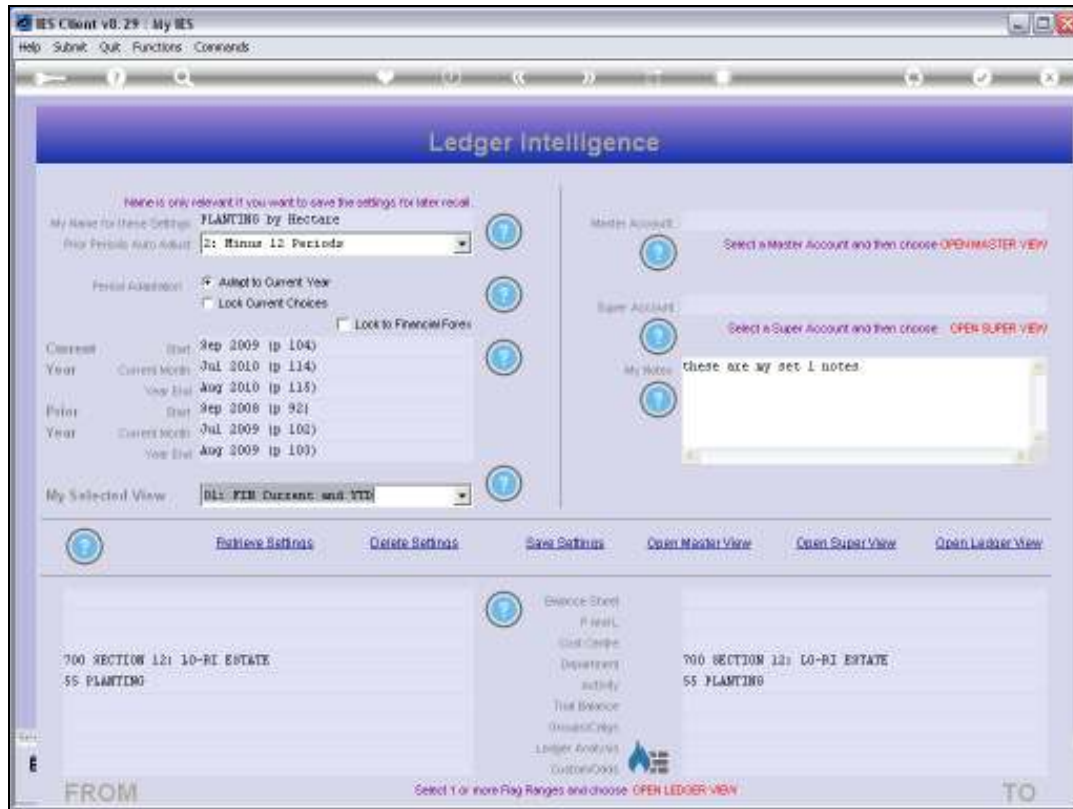


Slide 2

Slide notes: In this example, we are looking at results of Planting on a certain section of an Estate, which is also called Department 700 in the Chart of Accounts. From all the Accounts in this Department, we are focusing specifically on those Accounts that relate to the Planting Activity.

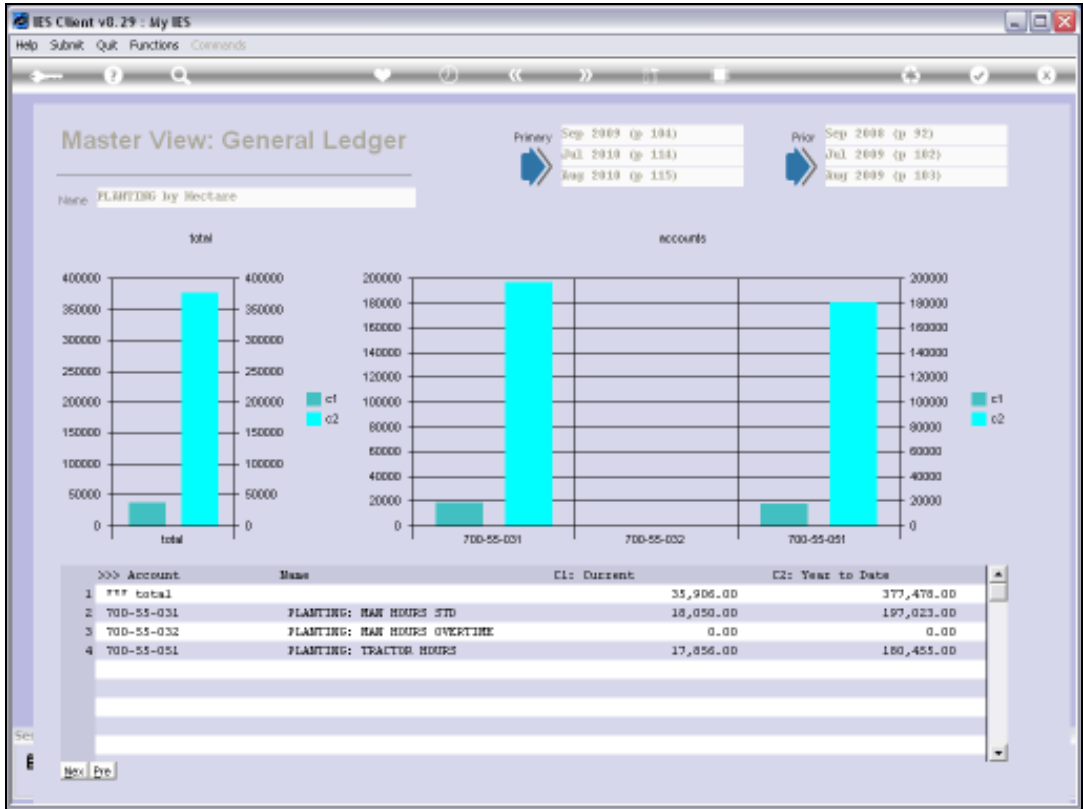


Slide 3
Slide notes:

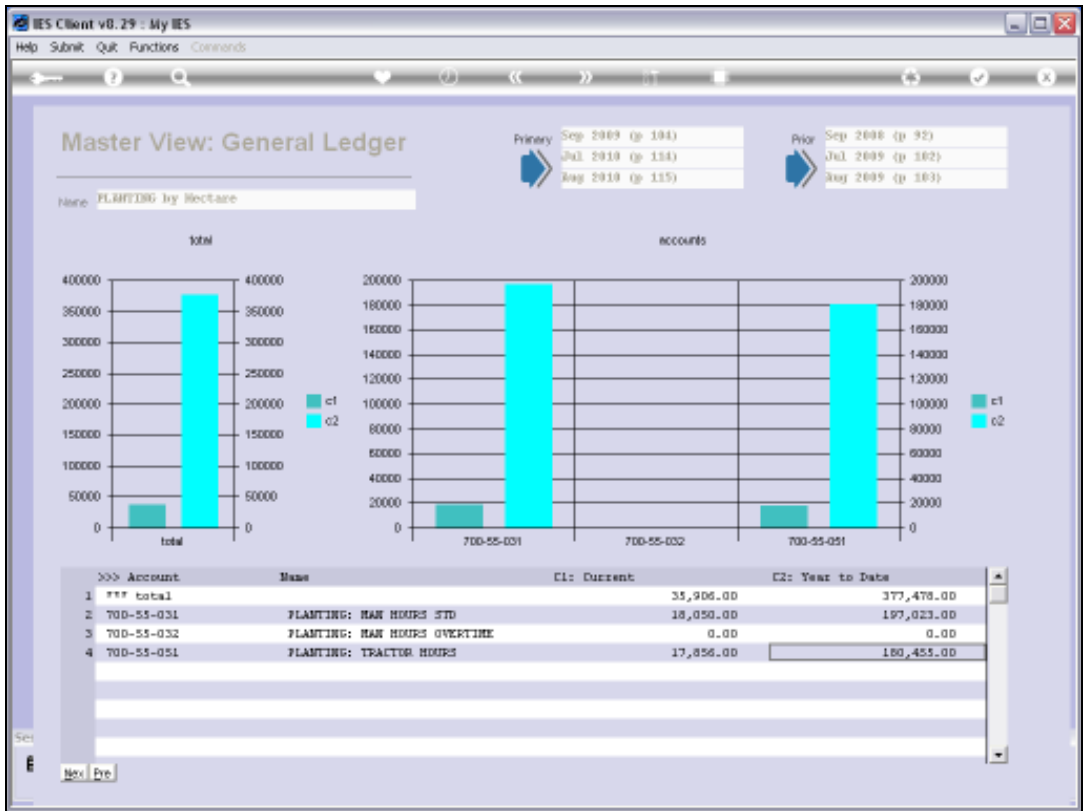


Slide 4

Slide notes: So let us first select the measurement or inner view number 1, which will reveal Financial results for the selected Current Month and Year to Date.



Slide 5
Slide notes: Here is the View.

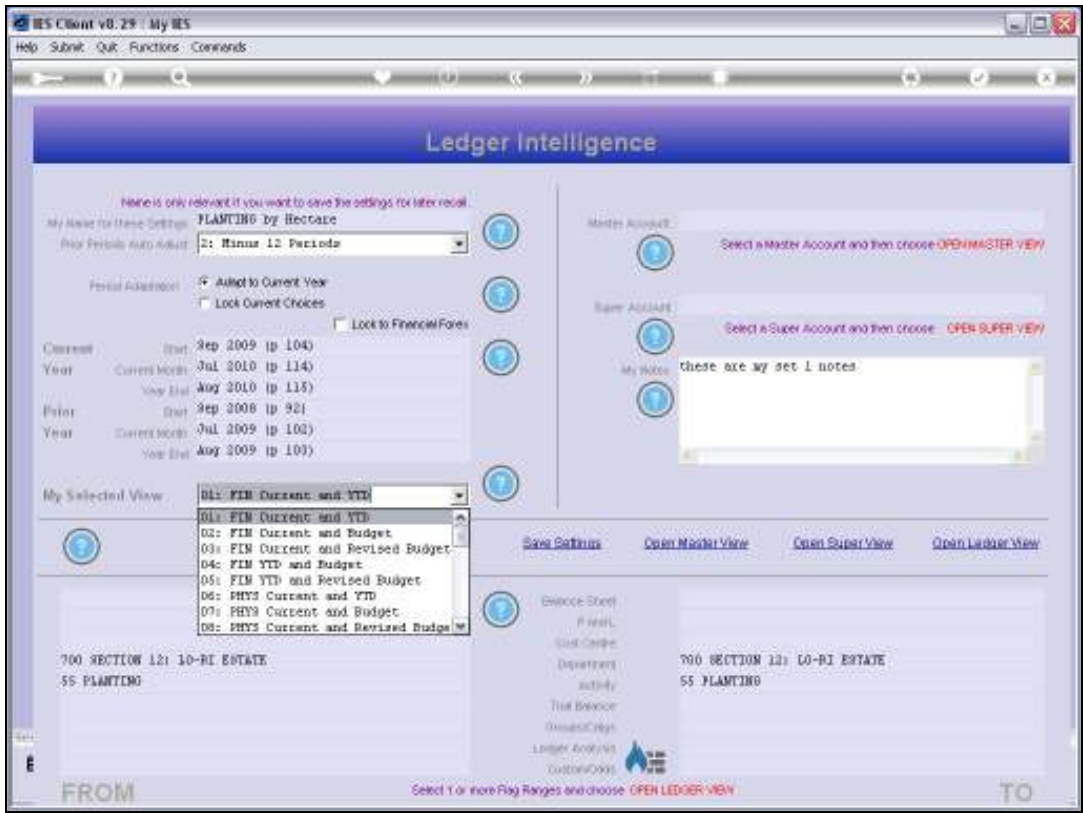


Slide 6

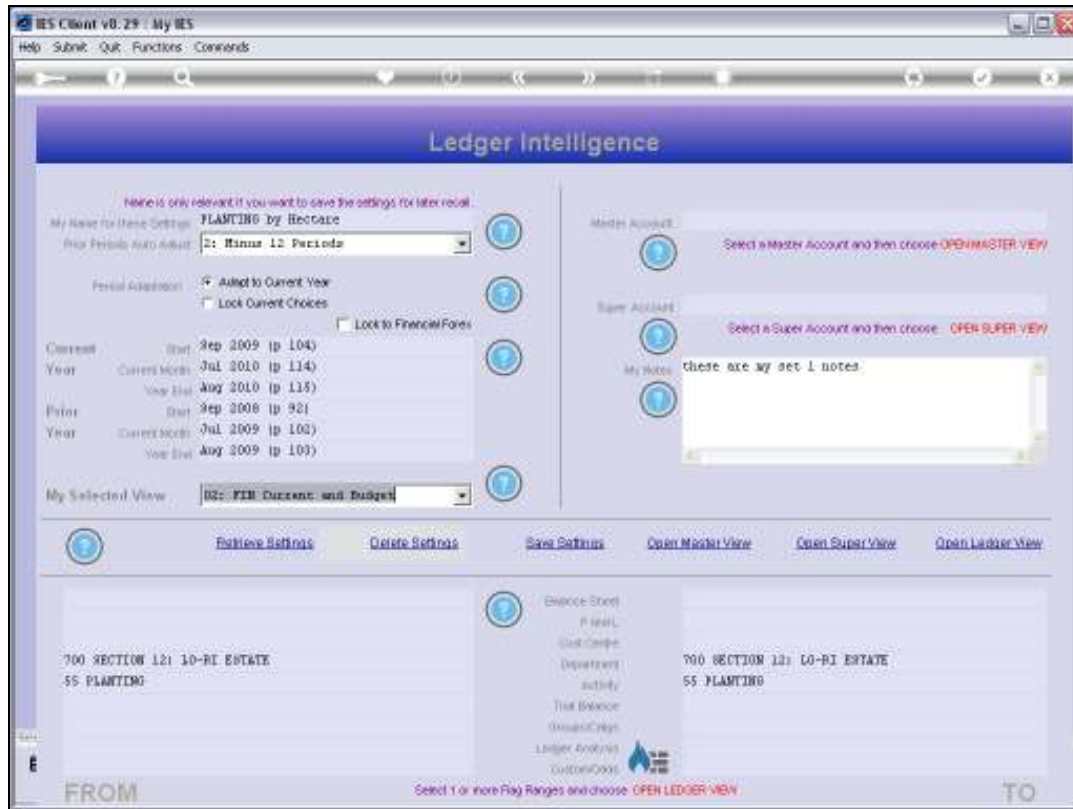
Slide notes:



Slide 7
Slide notes:

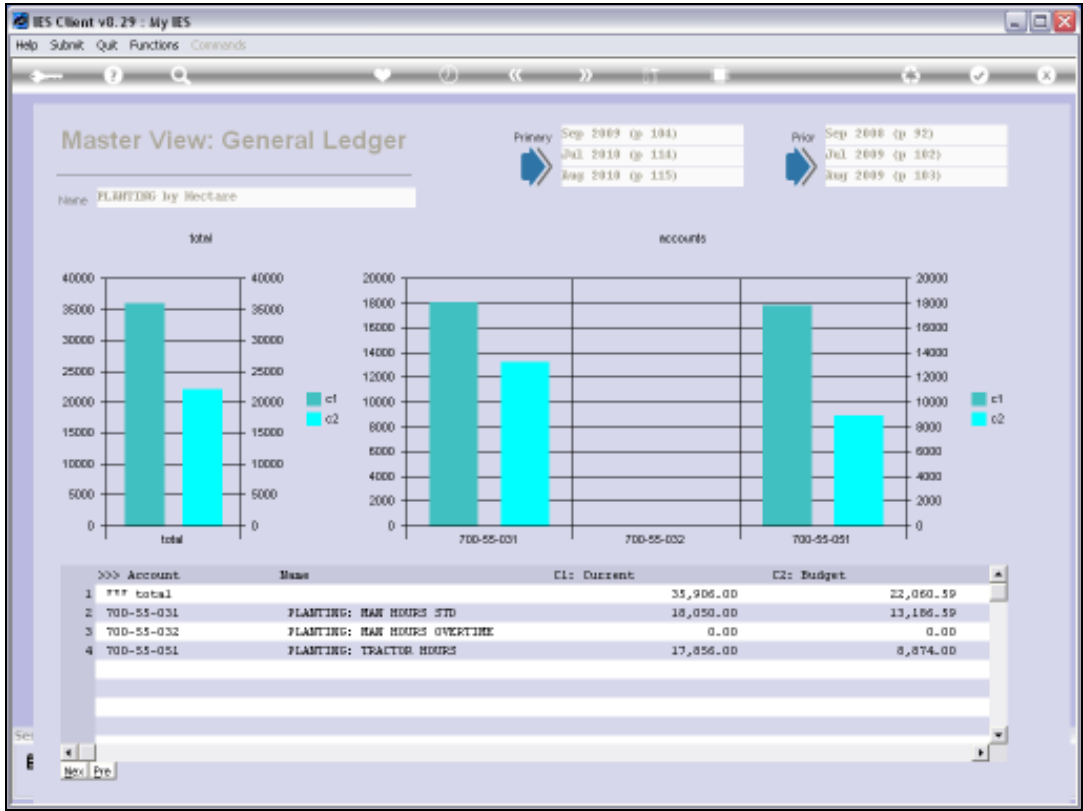


Slide 8
Slide notes:



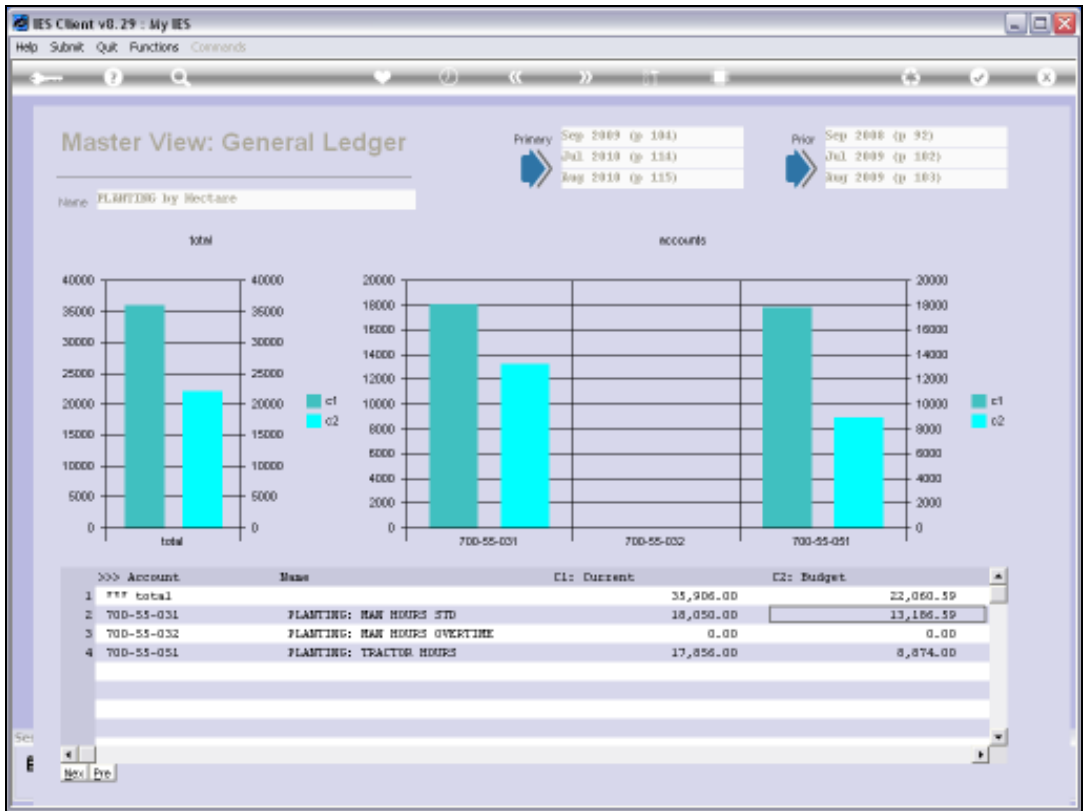
Slide 9

Slide notes: Next, we use View number 2 to reveal the Current Month Financial performance versus the Financial Budget.



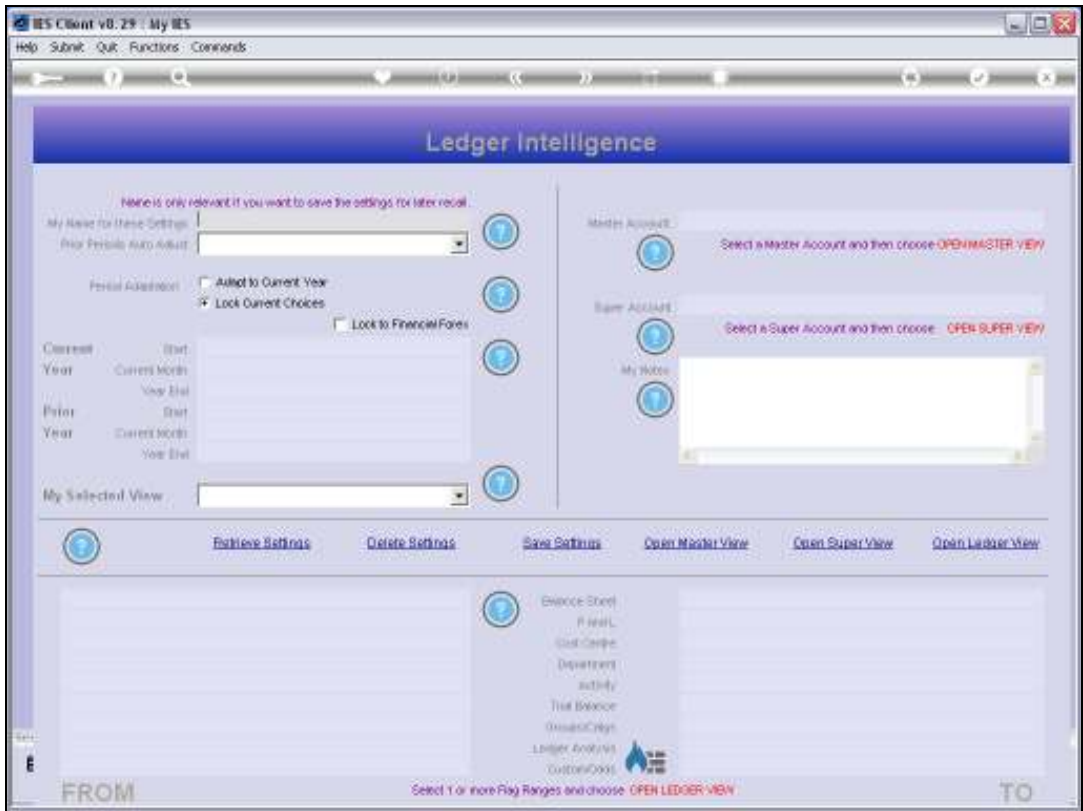
Slide 10

Slide notes: And the result is that we are significantly overspent. We may ask the question why this is so.



Slide 11

Slide notes:



Slide 12
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	3ep 2009 (p 104)
Current Month		Jul 2010 (p 114)
Year End		Aug 2010 (p 115)
Prior Year	Start	3ep 2008 (p 92)
Current Month		Jul 2009 (p 103)
Year End		Aug 2009 (p 103)

My Selected View: **02: FIN Current 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 12: 10-PI ESTATE

55 PLANTING

FROM

Balance Sheet

P and L

Cost Centre

Department

activity

Trust Balance

General Ledger

Ledger Analysis

Custom Codes

700 SECTION 12: 10-PI ESTATE

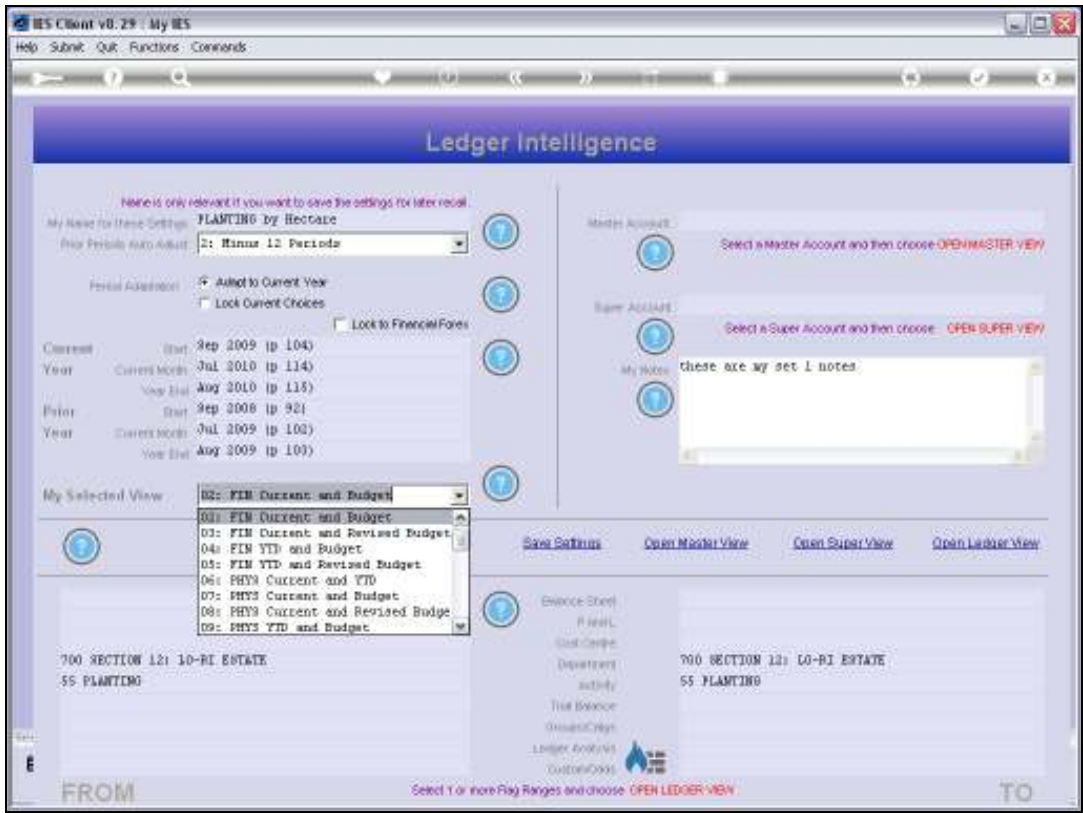
55 PLANTING

TO

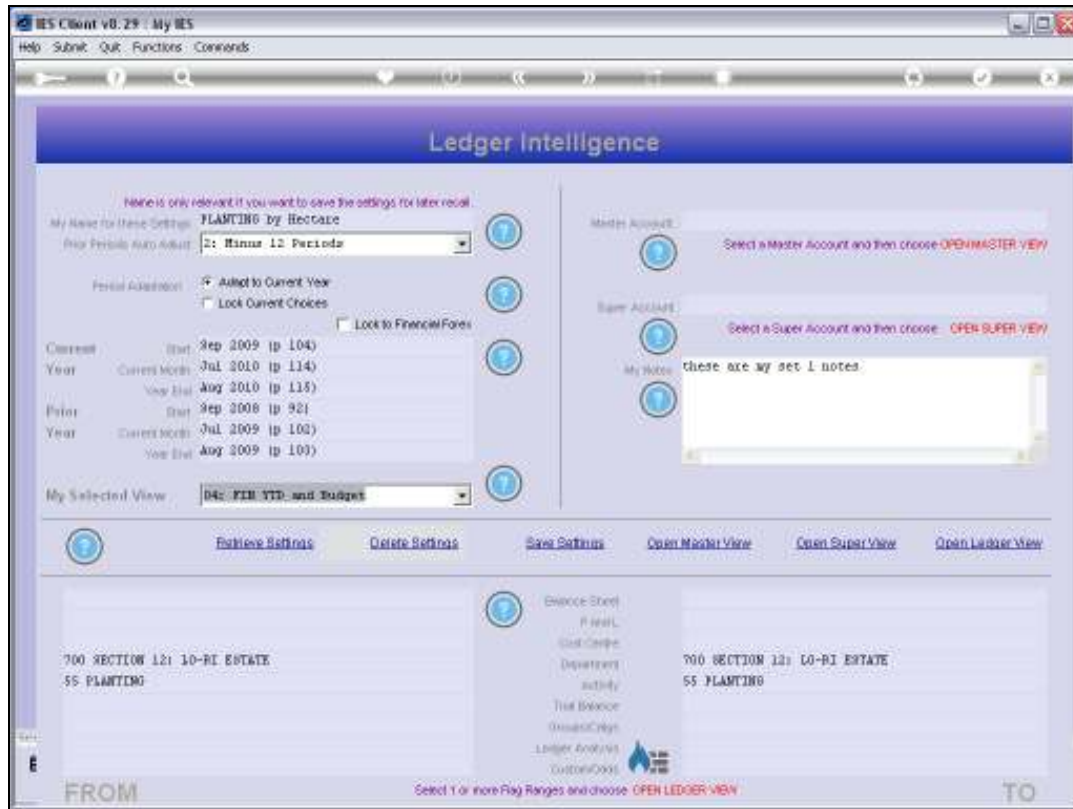
Select 1 or more Flag Ranges and choose OPEN LEDGER VIEW

Slide 13

Slide notes:

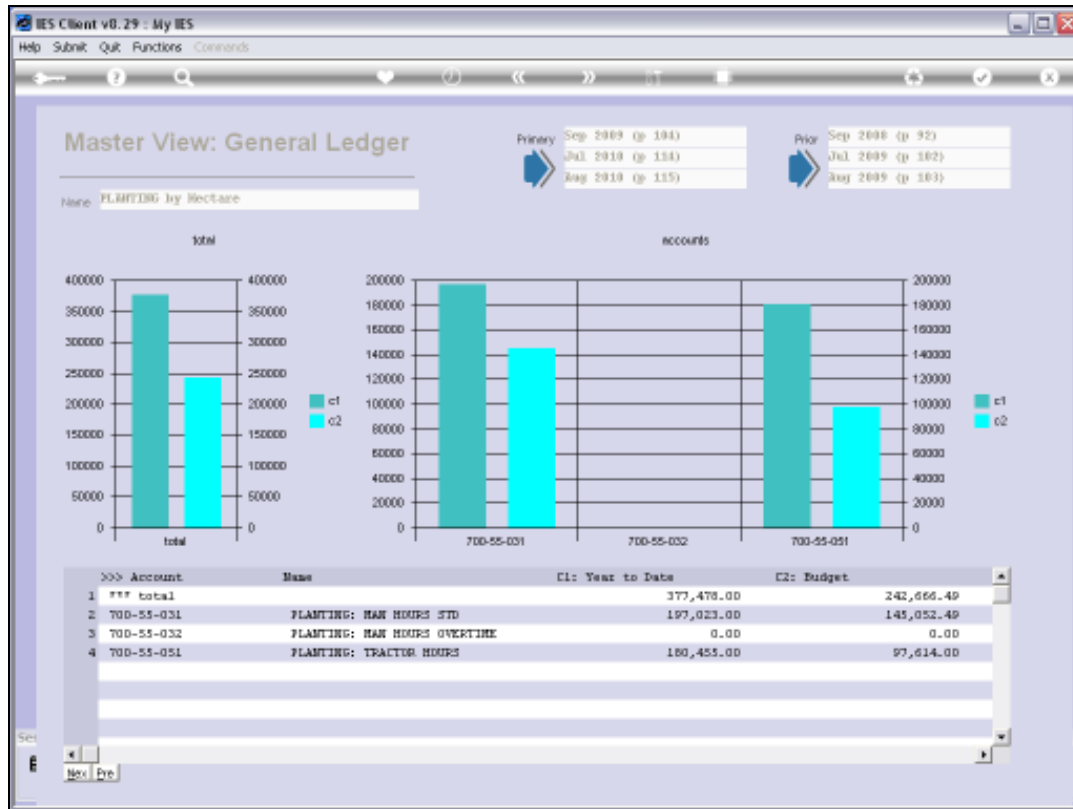


Slide 14
Slide notes:



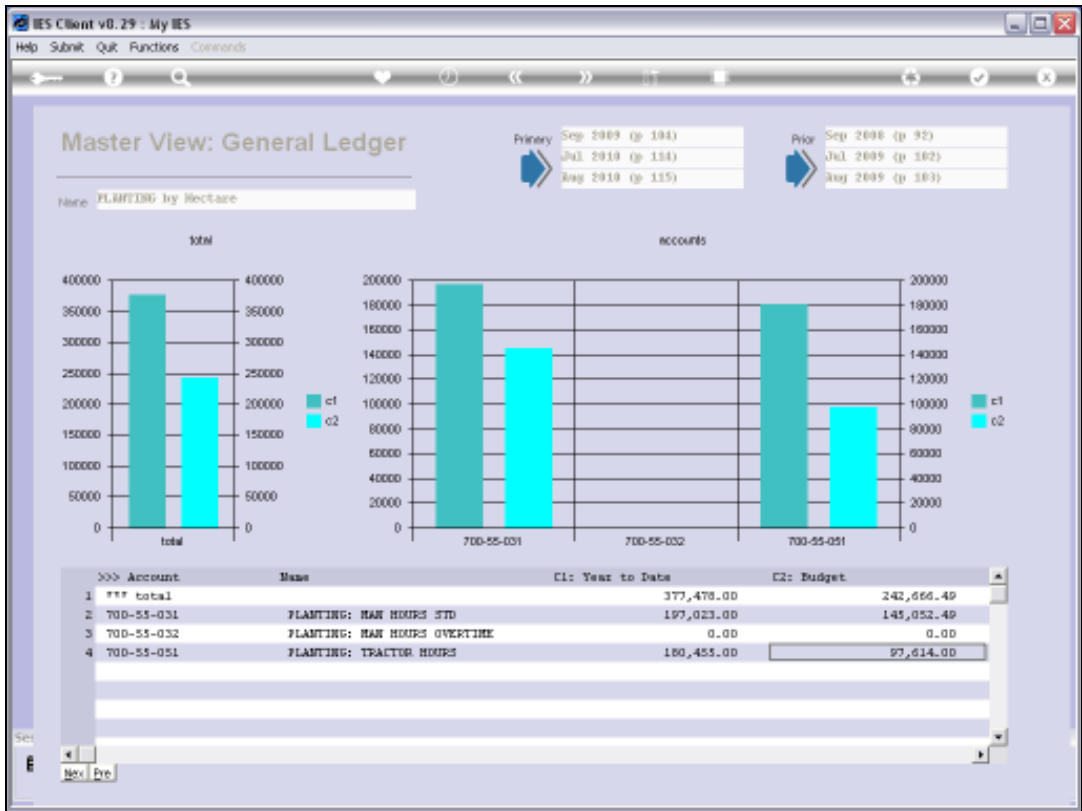
Slide 15

Slide notes: View number 4 will show us what the Year to Date Financial performance is versus the Budget.

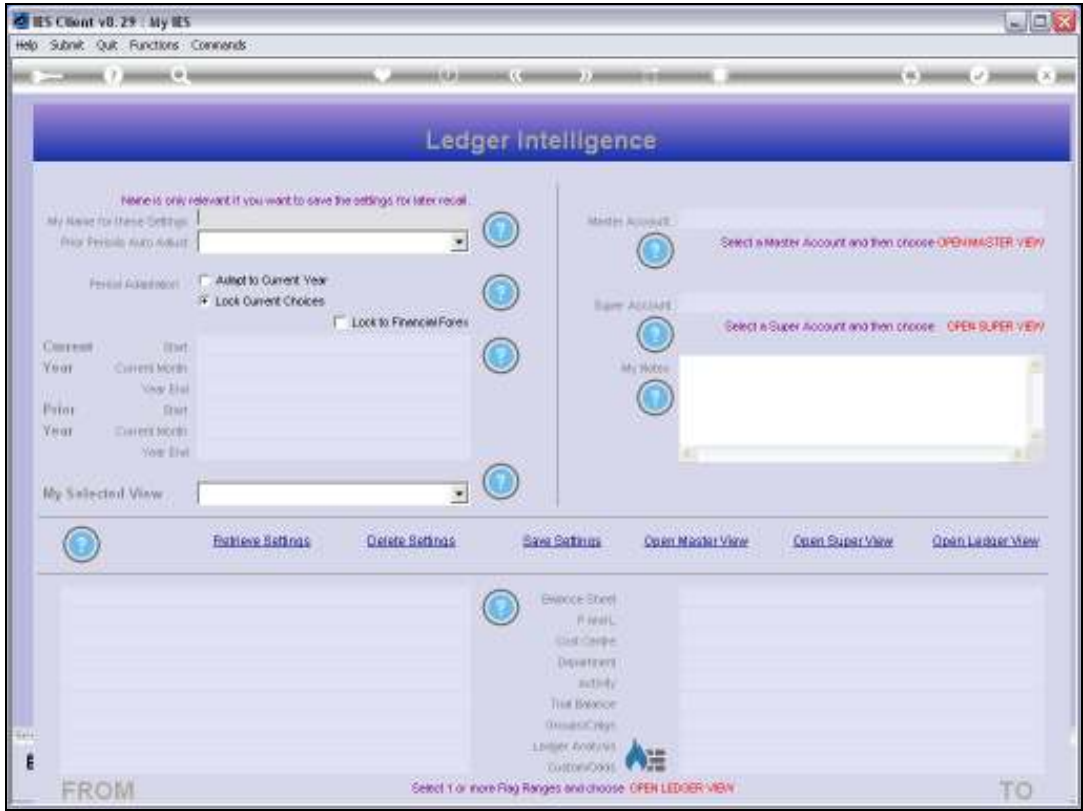


Slide 16

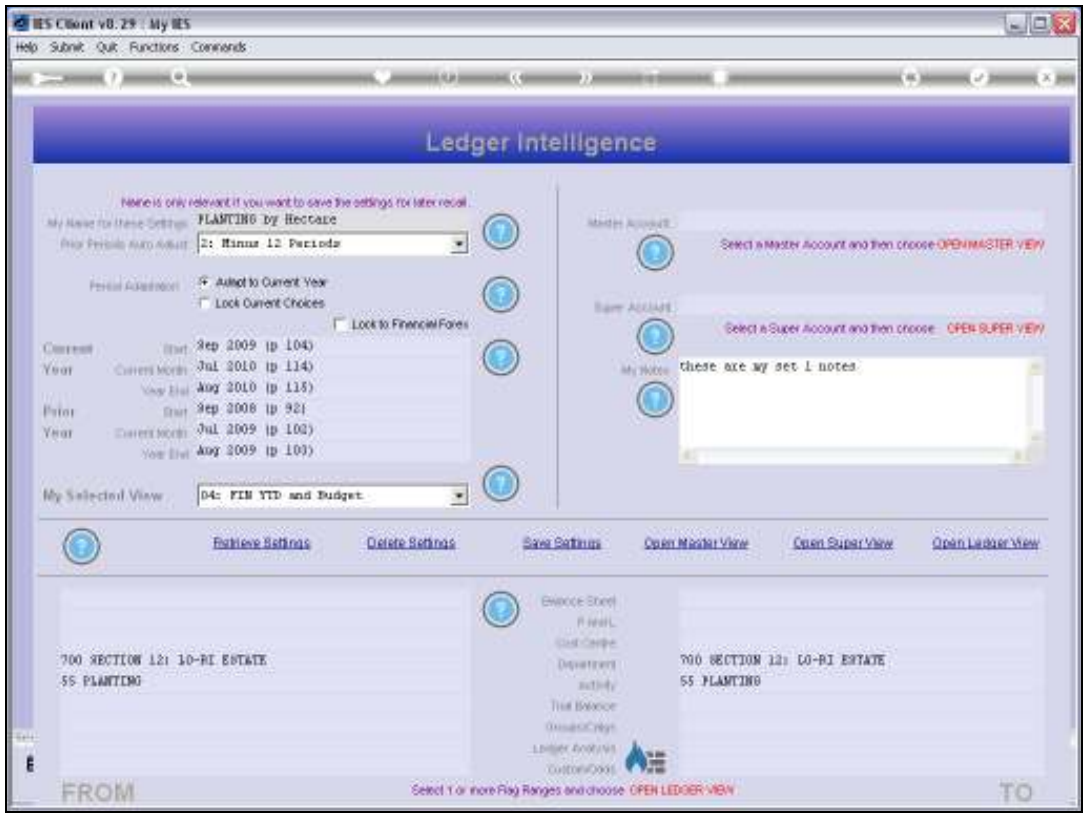
Slide notes: And here again, we are seriously overspent.



Slide 17
Slide notes:



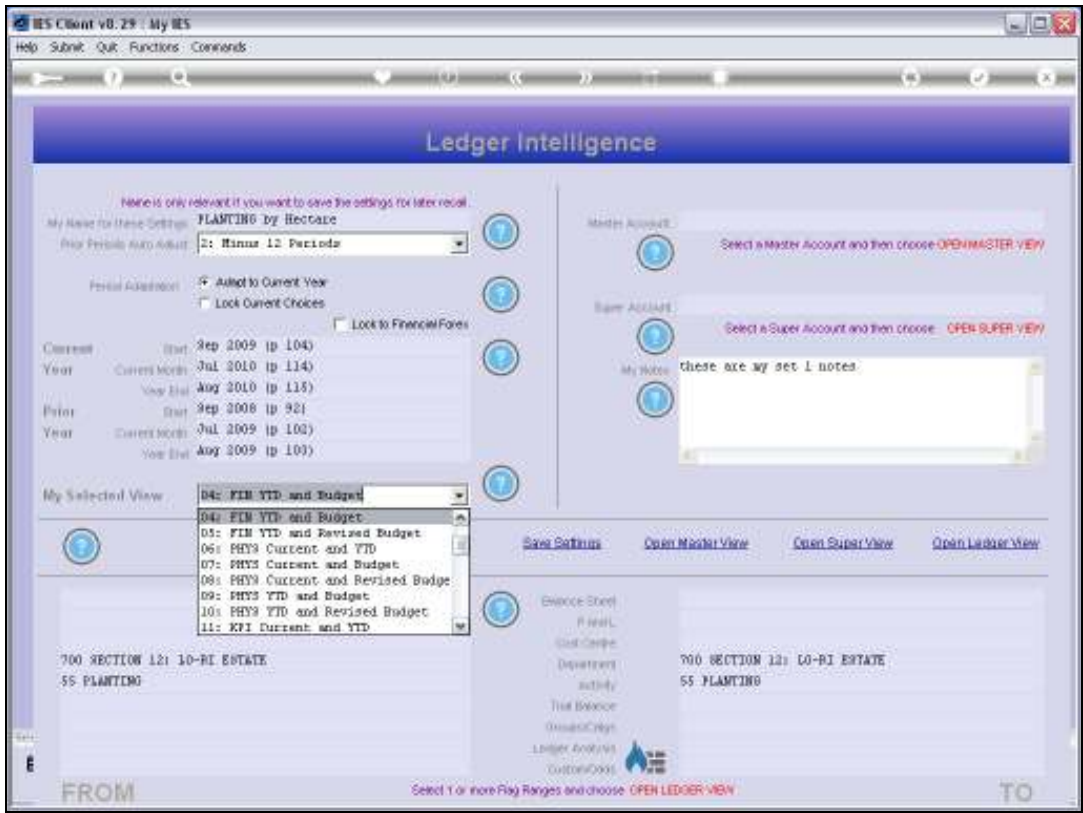
Slide 18
Slide notes:



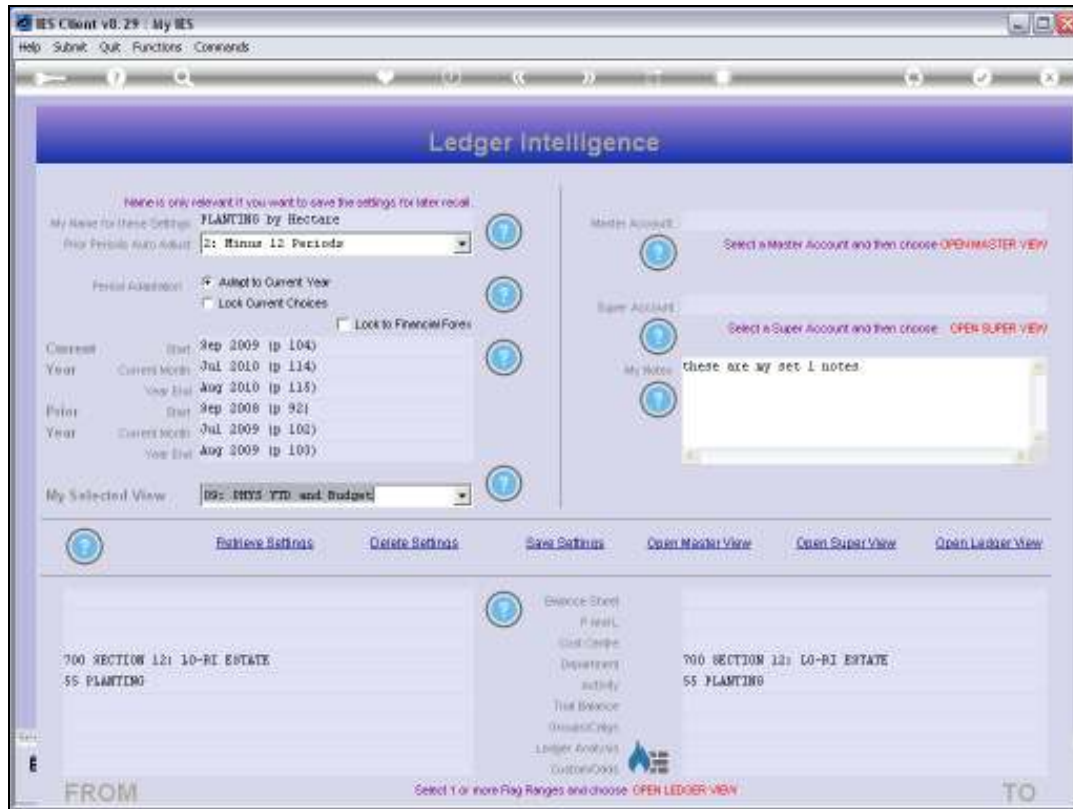
Slide 19
Slide notes:



Slide 20
Slide notes:

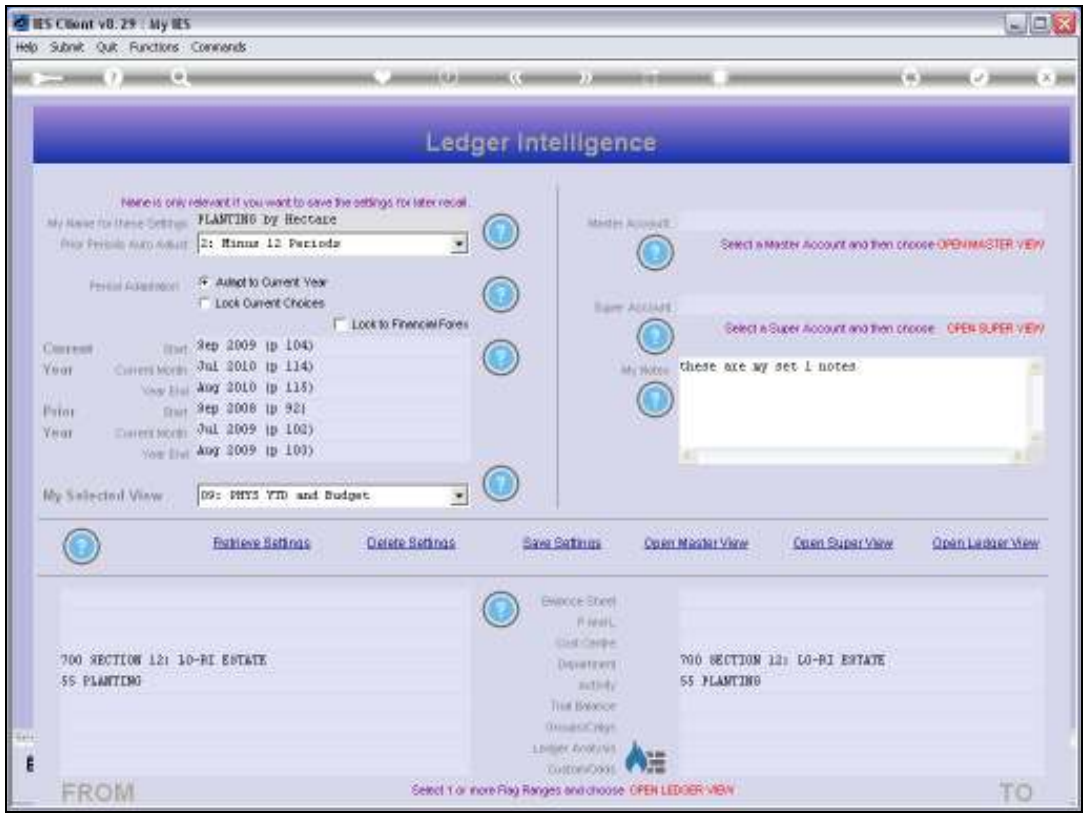


Slide 21
Slide notes:

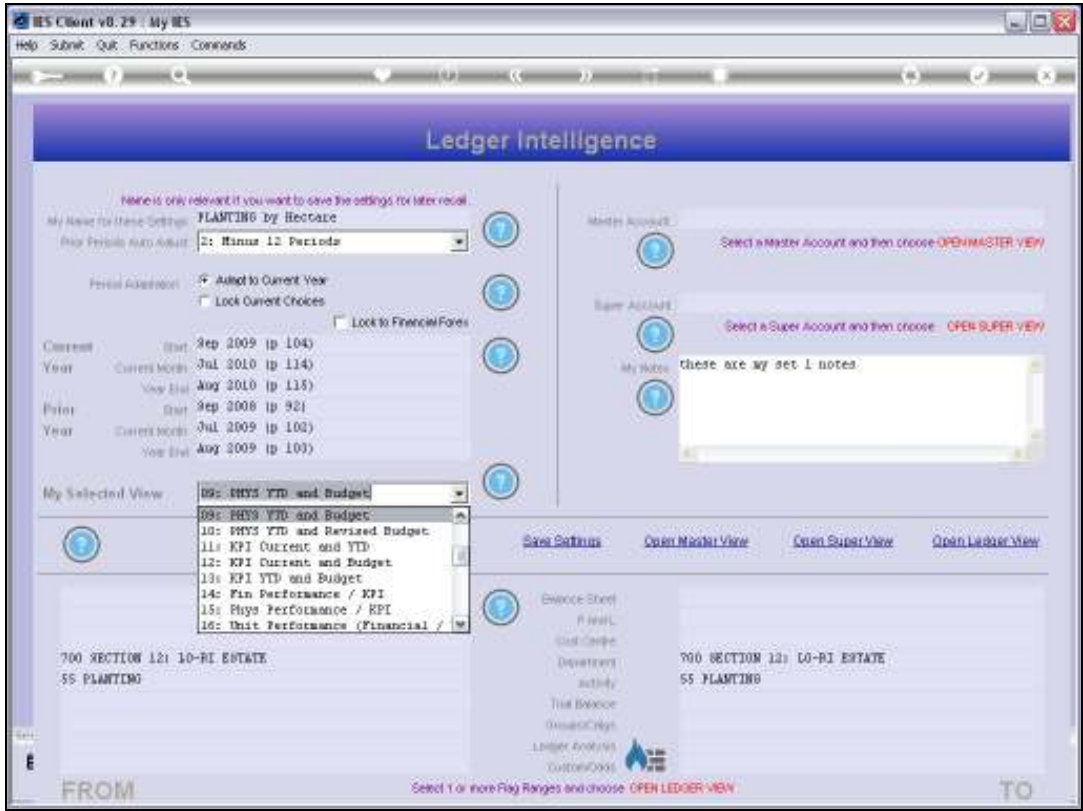


Slide 22

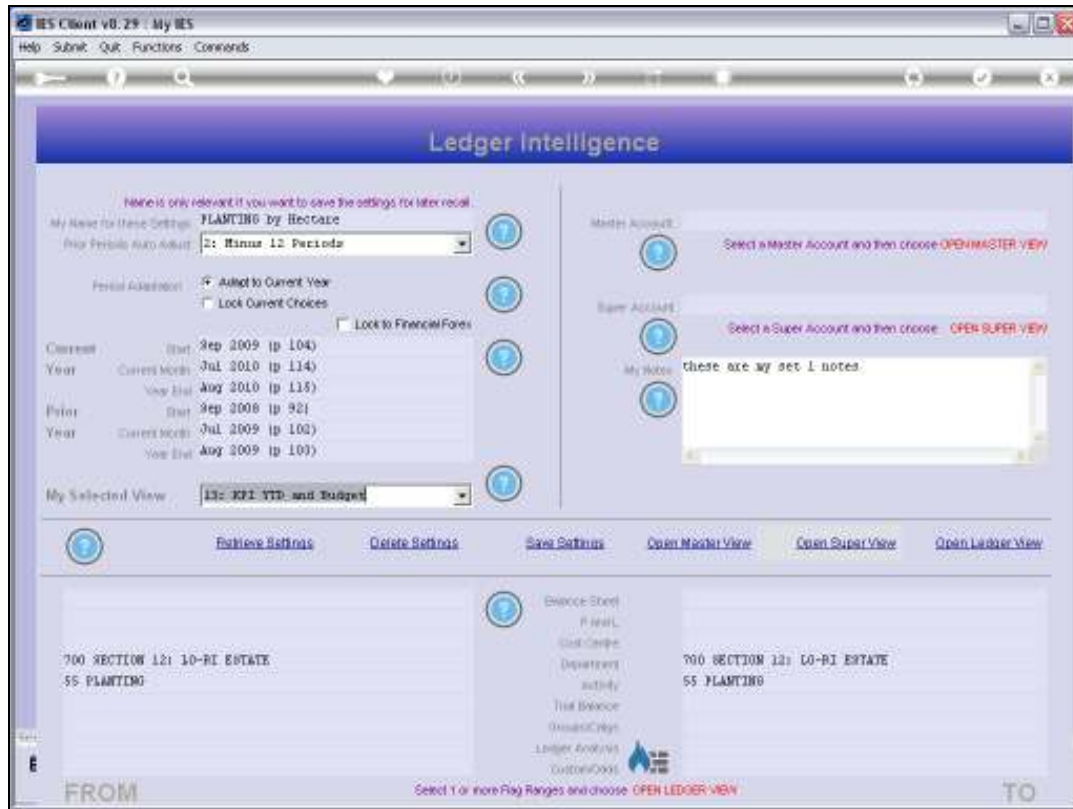
Slide notes: So we may ask, what is the Physical performance versus the Budget, because that will reveal the Management performance on the ground, whereas the Financial over expenditure may be beyond the Section Manager's control due to Price escalation over which he has little or no control, but the Physical performance is certainly within his control.



Slide 24
Slide notes:

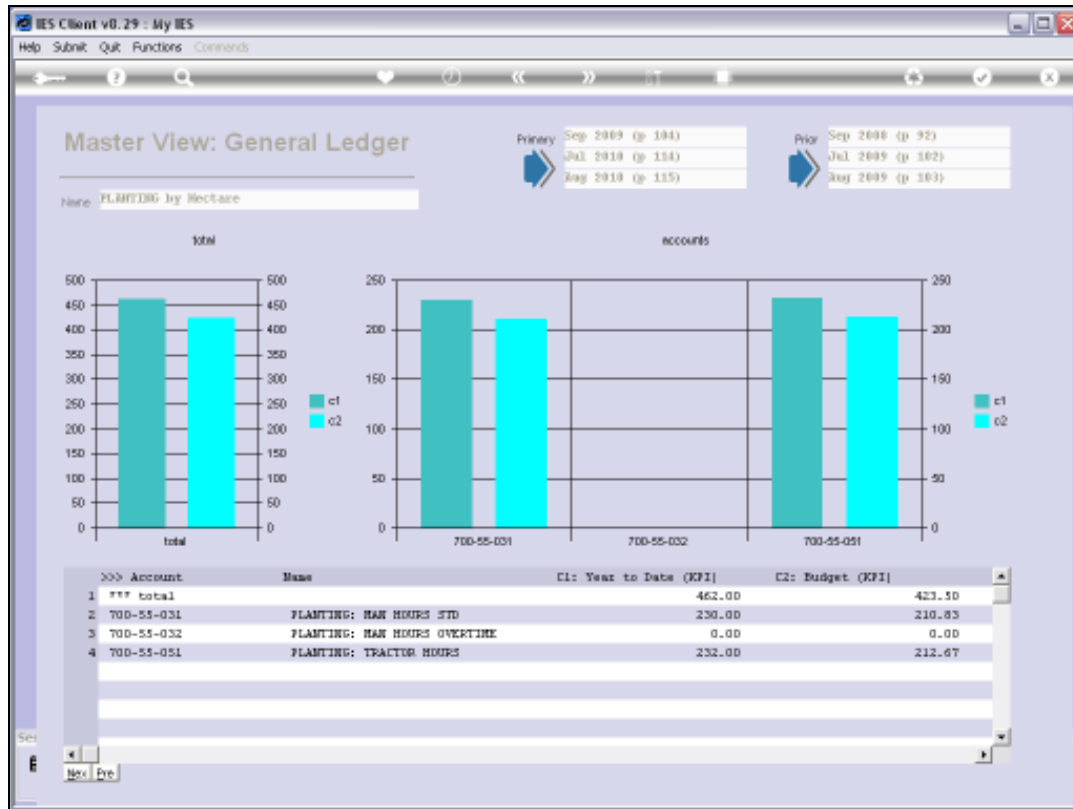


Slide 25
Slide notes:



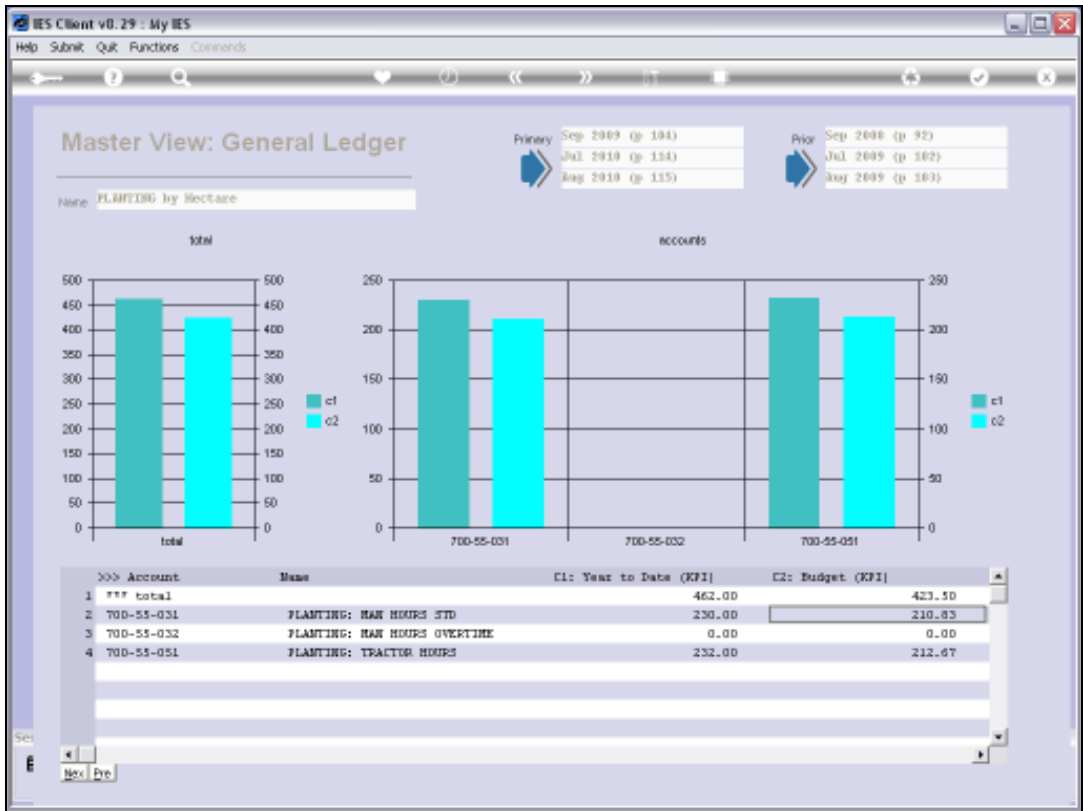
Slide 26

Slide notes: So next we choose view number 13, which will reveal the Year to Date Key Performance Indicator versus Budget. In other words, we will be able to find out how many Hectares we have Budgeted to Plant, and how many we have actually planted.



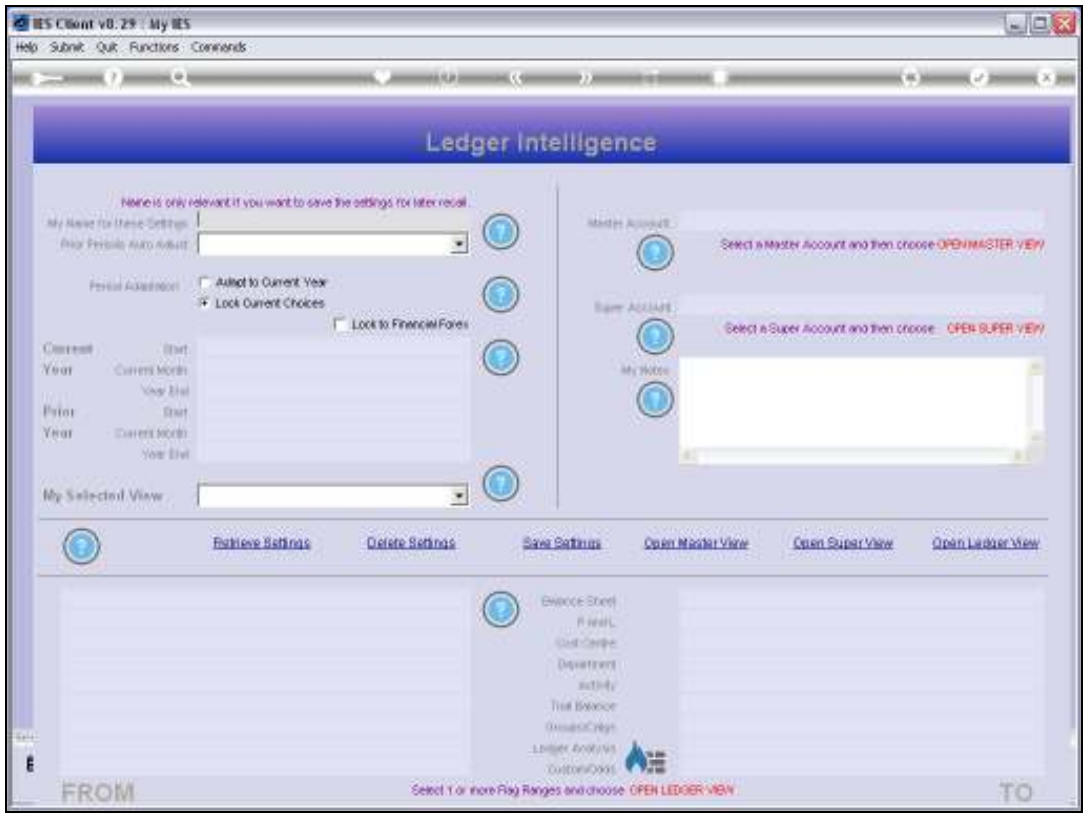
Slide 27

Slide notes: Sure, the answer is that we have planted roughly 20% more Hectares than originally Budgeted for, hence the Physical being slightly over Budget. As such, there must be another reason why the Financial is so heavily overspent, and we can already deduce that it is not related to the Physical performance, but to some other reason.

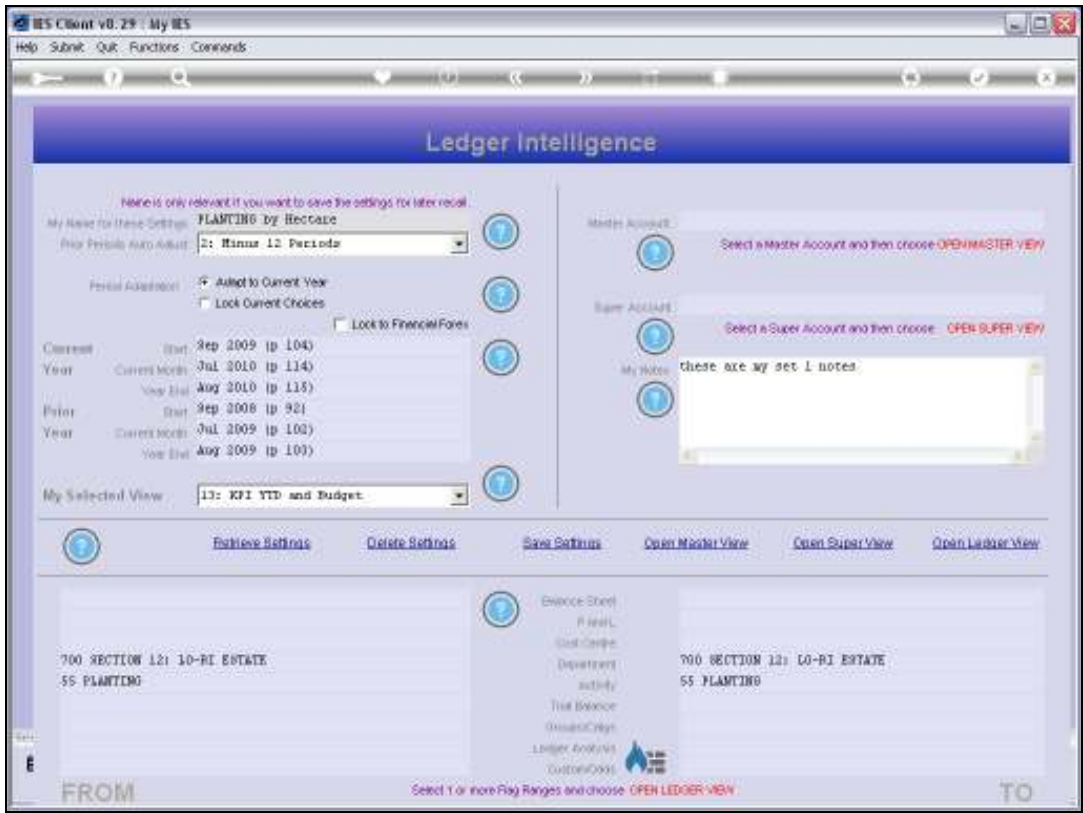


Slide 28

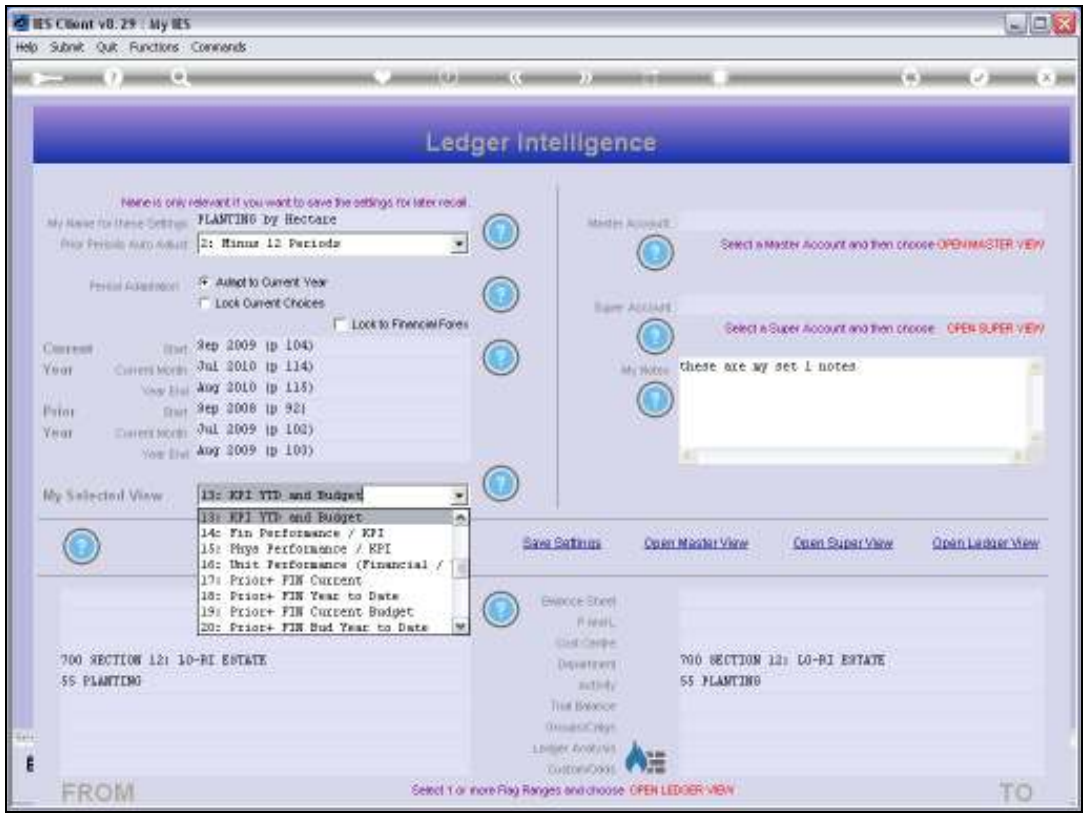
Slide notes:



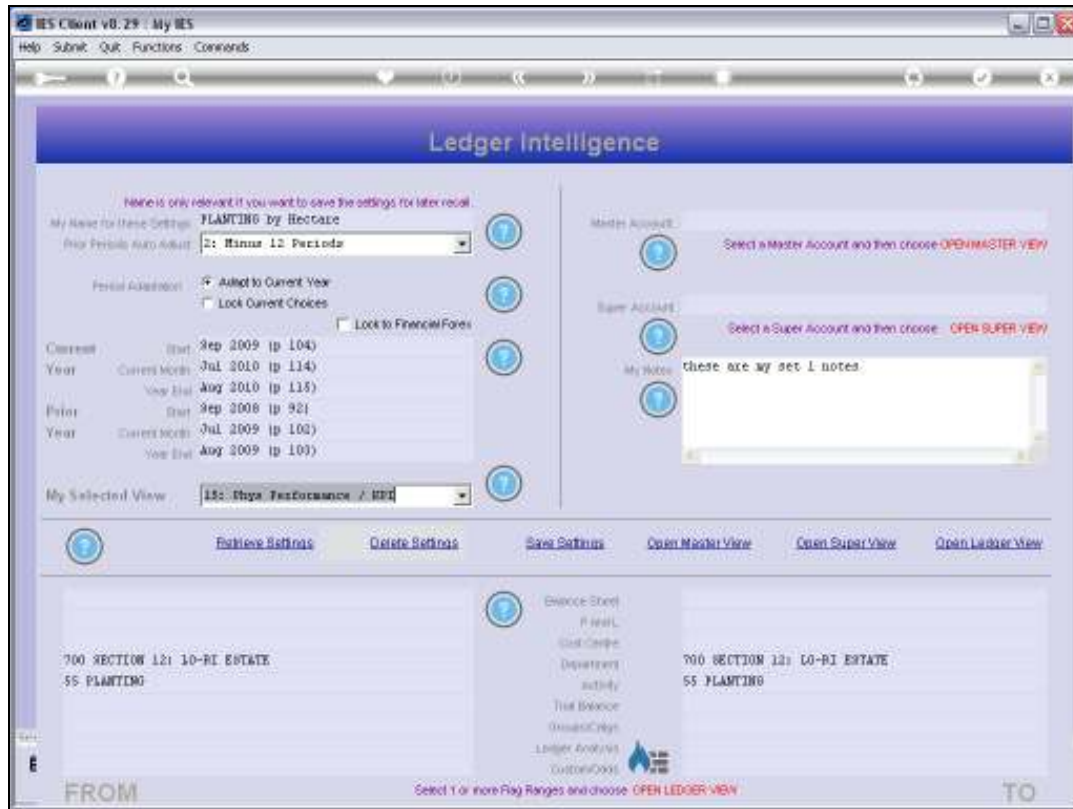
Slide 29
Slide notes:



Slide 30
Slide notes:

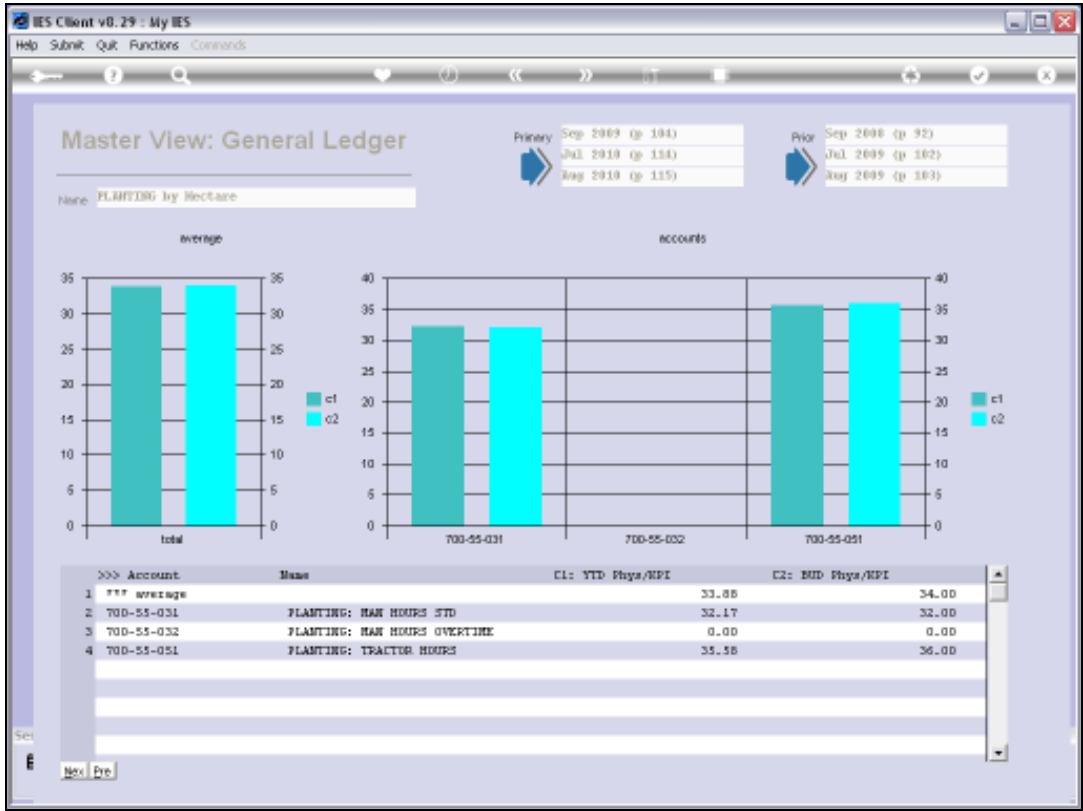


Slide 31
Slide notes:



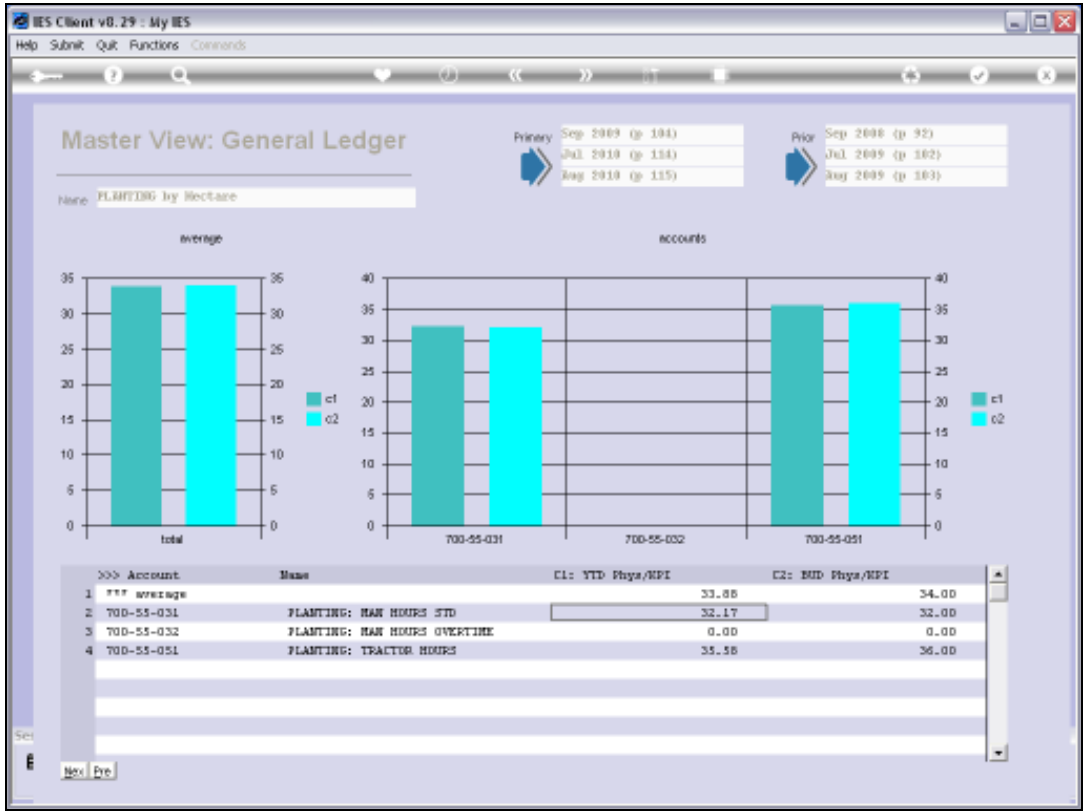
Slide 32

Slide notes: To double-check the Physical Performance, we choose view 15, which will reveal the Physical Performance over KPI.



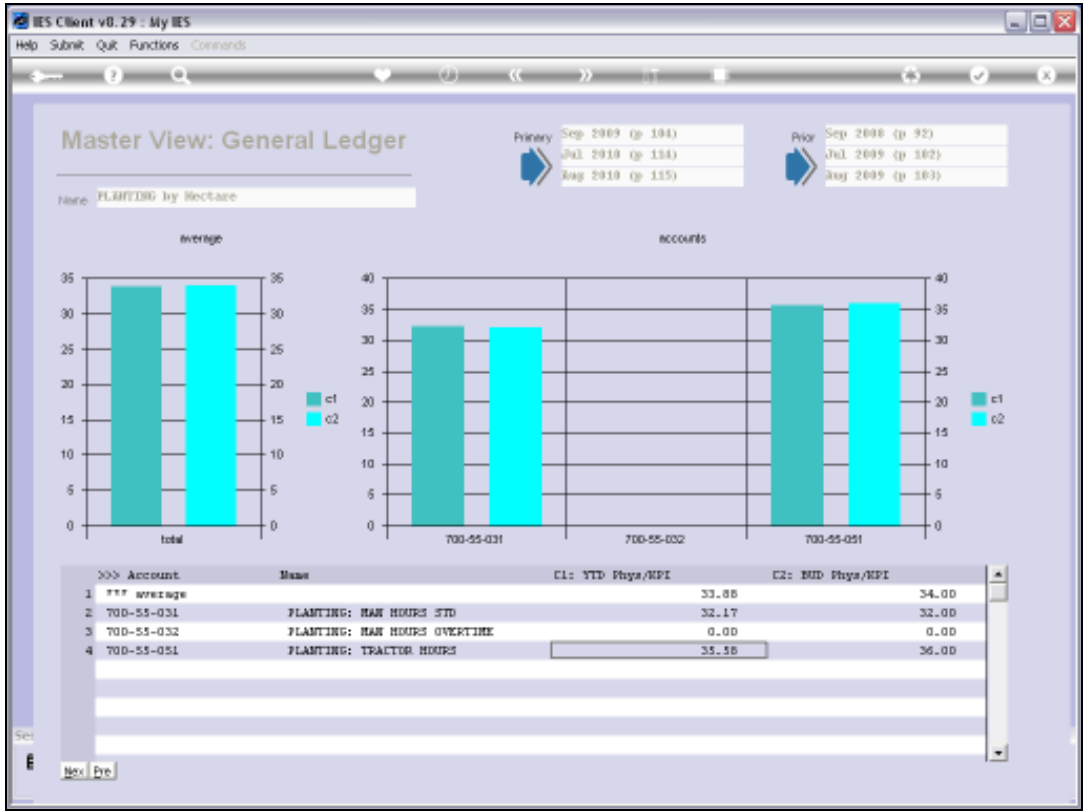
Slide 33

Slide notes: The result, as we can see, is good. It means that the standard number of Man Hours per Hectare planted is only slightly exceeded, and the Tractor Hours applied per Hectare planted is below the standard, hence an excellent performance.



Slide 34

Slide notes:



Slide 35

Slide notes: And so, as we can see from this example, we can use the Measurement Views productively to find the answers we want about our Business, whatever kind of Business it is. Our example here has been Agriculture, but the same principles can be applied in any Business, with the Business Intelligence tools that we have here.