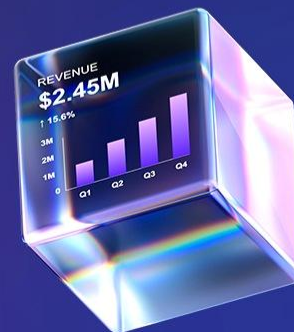




# Autonomous Finance Realized

Welcome to the Delegation Era



# Planning Your Next Model: a Blueprint for Success

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Portland, OR



# What cubes are you currently using?

- ✓ Financial Cube
- ✓ Personnel Planning Cube
- ✓ Capex Cube
- ✓ Budget Cube
- ✓ Revenue / Sales planning Cube
- ✓ Other Cube



# Learning Objectives

**Learn the fundamentals  
behind designing a cube**

**Identify different uses for  
Prophix cubes**

**Not a technical build,  
not all inclusive**



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- 2 What are cubes and why build them
- 3 Basic build steps
- 4 Fundamentals of designing your cube
- 5 Examples of different cubes
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- 7 How to get help

# The Prophix Journey

From Spreadsheets to a Prophix Ecosystem

## Spreadsheet based system



1) Financial reports



2) Budget (Opex) planning



3) Personnel planning



## Model based system



Financial Model

Personnel Model

?

?

# What are cubes and why build them ?

## What are they?

- A multi dimensional data model that organizes financial and operational data for fast, flexible analysis.
- A single source of truth, replacing disconnected spreadsheets with one consistent reportable structure.

## Why build another cube?

- Need to collect, consolidate, compare, report, and analyze large amounts of data.
- Need one source of truth where multiple contributors can enter numeric data.
- Need to allocate data based on various drivers.
- Streamline the budgeting and monthly reporting cycles
- Reduce reliance on excel

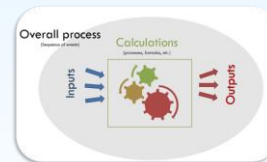


# Basic steps to building a cube

- 1 Design your cube
- 2 Setup basic cube - **Model Wizard**
- 3 Load dimension structure - **Import process & Model manager**
- 4 Load data - **Import process**
- 5 Create report - **Ad hoc Analysis or Template Designer**
- 6 Customize dimension structure (Ex. account formulas, named sets, alternate hierarchies, etc.) - **Model Manager**
- 7 Start adding value! reports, users, calculations, dashboards, ...

# Designing your Cube

- 1 **Define your end goal**
- 2 **Define the structure** (dimensions & hierarchies)
- 3 **Define the data** (does it fit your structure?)
- 4 **Define the calculations** (does it fit your structure?)
- 5 **Define the user interactions** (Who is going to use it? How do users want to see/use/analyze the data?)



Designing cubes takes a little practice. Try to find a balance between what you get out of it and how easy it is to use/maintain.

# 1) Define your end goal

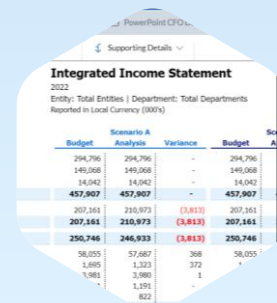
## 1 Ask yourself 2 questions:

- What are you trying to achieve?
- How do plan to do this in Prophix?

## 2 Gather information:

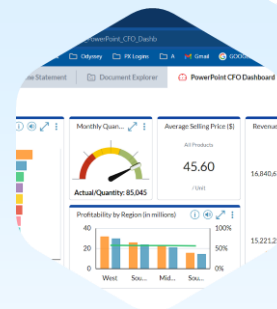
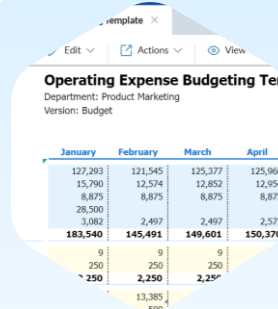
- Review current process, supporting files
- Solicit feedback
- Current state (pain points) vs. future state
- Critical vs. nice to have
- Consistent vs. irregular practices

## 3 Evaluate your needs against Prophix abilities



**Integrated Income Statement**  
2022  
Entity: Total Entities | Department: Total Departments  
Reported in Local Currency (000's)

Budget	Scenario A		Budget	So
	Analysis	Variance		
294,796	294,796	-	294,796	
149,068	149,068	-	149,068	
14,042	14,042	-	14,042	
<b>457,907</b>	<b>457,907</b>	-	<b>457,907</b>	
207,161	210,973	(3,813)	207,161	
<b>207,161</b>	<b>210,973</b>	<b>(3,813)</b>	<b>207,161</b>	
<b>250,746</b>	<b>246,933</b>	<b>(3,813)</b>	<b>250,746</b>	
58,055	57,687	368	58,055	
1,895	1,323	372		
1,981	3,980	-1		
	1,191			
	822			
	1,003			

**Operating Expense Budgeting Ten**  
Department: Product Marketing  
Version: Budget

	January	February	March	April
127,393	121,545	125,377	125,968	
15,790	12,574	12,852	12,954	
8,875	8,875	8,875	8,875	
28,500	3,082	2,497	2,572	
<b>183,540</b>	<b>145,491</b>	<b>149,601</b>	<b>150,370</b>	
	9	9	9	
	250	250	250	
<b>250</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>	
			13,385	

## 2) Define the structure of your cube

Most financial cube dimensions align with Chart of Accounts (GL String),  
Ex. **ENTITY.DEPT.ACCOUNT**

What parameters do you want to report/analyze by i.e., when reviewing a report what is on the page - Entity, Cost Center, Project, Employee, Region, Territory?

Are there relationships among the various parameters? Ex. Do Regions rollup into Territories?

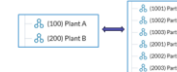
Is there a 1:1 relationship between the data points? Do you need to budget and report at those levels?

### Organize your Requirements

	Entity	Dept	Account	Project	Employee	Region	Territory	Cost Center	Other	Notes
Manufacturing	X									
Manufacturing	X	X								
Manufacturing	X	X	X							
Manufacturing	X	X	X	X						
Manufacturing	X	X	X	X	X					
Manufacturing	X	X	X	X	X	X				
Manufacturing	X	X	X	X	X	X	X			

### Dimension Relationships

Many to many relationship -  
Plant can manufacture many parts, and each part can be manufactured by many Plants  
 \* Dimensional Controller: Part and Plant Dimension



# 3) Define the data for your cube

What kind(s) of data needs to be brought into Prophix?  
Does it fit your dimensional structure?

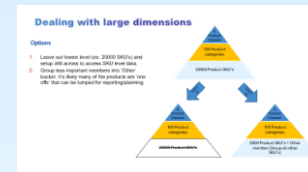
What level of detail is required? What level of detail is desired?

- Include slice and dice dimensions only
- Too much detail will hinder performance

**Remember:** Drill across to additional details, extract to Excel for additional analysis



Account	Balance	Change	Balance	Change
1000000000	1000000000		1000000000	
1000000001	1000000000		1000000000	
1000000002	1000000000		1000000000	
1000000003	1000000000		1000000000	
1000000004	1000000000		1000000000	
1000000005	1000000000		1000000000	
1000000006	1000000000		1000000000	
1000000007	1000000000		1000000000	
1000000008	1000000000		1000000000	
1000000009	1000000000		1000000000	
1000000010	1000000000		1000000000	
1000000011	1000000000		1000000000	
1000000012	1000000000		1000000000	
1000000013	1000000000		1000000000	
1000000014	1000000000		1000000000	
1000000015	1000000000		1000000000	
1000000016	1000000000		1000000000	
1000000017	1000000000		1000000000	
1000000018	1000000000		1000000000	
1000000019	1000000000		1000000000	
1000000020	1000000000		1000000000	



## 4) Define your calculations

What calculations, allocations, currency conversions, or other transformations must be performed to turn the input into the desired output?

✓ Consistent rules work better

Financial reporting	Opex budgeting	Personnel planning
Gross margin % = (Revenue - COGS) / Revenue	Headcount cost allocation across departments	Total earnings = Salary + Bonus + Commission
Year-over-year variance = Current Year - Prior Year	% of budget consumed = Actuals / Budget × 100	FTE = Total hours worked / Standard hours
Currency conversion: local currency × exchange rate	Variance to forecast = Budget - Actuals	Attrition rate = Leavers / Avg headcount × 100

✗ Inconsistent rules = complexity and maintenance overhead



**Database driven architecture**

**When things go right**

- Rules (calculations, conversions, templates) applied to one logic, consistent dataset
- Works best when data is uniform and a single rule set covers everything

**When things go wrong**

- Analysts spend extra time fragments into too many uniform groups
- Each group ends up resulting in own rules, complexity multiplies fast
- e.g. between exact calculations, another specific logic per group

**Few rules** (with a green checkmark icon)

**Many rules** (with a red X icon)

## 5) Define the user interactions

Who is going to use this cube?

- Consumers: review reports & dashboards
- Contributors: enter budgets; submit forecasts

Design for your audience

- A CFO and a department manager have different needs
- Don't build one experience and assume it works for everyone

Think about access

- Who sees what?
- Entity or department-level restrictions

**Remember:** A cube your users don't adopt is a failed project. User experience is part of the design.

# When to Use DPM Instead of Cube

Common uses: Personnel and Capex planning

Users must be able to add object members and edit their attributes

Conditional calculations are required

Custom attributes and drop-down lists

Calculations with specific criteria (ex. apply to certain members only)

# Examples of different cube

## Common uses

Financial planning/  
reporting cube

Sales planning/  
reporting cube

Personnel cube

Currency cube

## How about these?

**Daily production cube** that tracks units of production by product, warehouse, machine, etc.

**Property cube** that tracks status, cost, utilization, etc. for each property.

**Vehicle cube** that tracks # units sold by vehicle by dealership.

**Treasury cube** that tracks investments and their principal, interest, maturity date, etc.

**Health metrics cube** that tracks important health metrics for each employee (cholesterol, blood pressure, weight, etc.).

**Projects cube** that tracks project spend over time.

**Marketing cube** that tracks spend, leads, and ROI by marketing campaign.

# Cash Forecasting Cube

Financial Cube is good for long range planning

Short term 13-week cash planning cube – this would require a weekly cube

Common approach is to use the weekly cube for the forthcoming quarter / current year, and the monthly model for long term

Utilize ERP data to project out forecast based on due dates

Payroll – use Detailed Planning Model (DPM) to project

Balance out effort – Daily Cube is 5 times more effort than Monthly

# Analytical Accounting

- Financial Cube can be leveraged to access data at the trial balance & transaction level
- Objective: Drill across to a lower level of data, at the sub-ledger detail level
- Senior living
  - Analyze data by Facility, Level of care
  - View census, occupancy by unit / building
- Build a separate cube (Revenue planning) to slice and dice data at the lower level
- Pull data from ERP (separate tables) or another record management system (PCC for Senior Living)
- Use case
  - Import personnel data from Ultipro – timesheets provide time spent by employee, department, etc.
  - Import data from PCC – provides census data by level of care, unit / facility
  - Map the two sets of records
    - Calculate time spent per person of Assisted Living, Residential Living, etc. – arrive at man hours per person
    - Budget at this level and track against this metric

# Things to Remember

- Have the end in mind (defined purpose, output, user interaction).
- Know your value
- Evaluate your pain points against Prophix strengths. 80:20 rule
- Defining cube type and dimension requirements are the most critical parts
- Watch your balance between performance, maintenance and understandability
- Dimensions cannot be changed once the cube is built, Dimensions members can
- Consider your users needs/aptitude

# Thank you



Scan the QR code and complete  
the course evaluation to earn your  
CPE credit

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# This is coming. And you can help shape it.

What you saw today isn't available yet — but your voice determines what it becomes.

We're inviting customers to be part of what comes next — not as observers, but as contributors. The experiences you have, the friction you feel, and the outcomes you need are exactly what this product should be built around.

**Your experience shapes the product. We're here to listen.**

At the conference

**Visit the product & design team**

Come talk to us directly. Tell us what you need, what's missing, and what would make this indispensable for your team.

Early access group

**Influence what gets built next**

Join our early access group to give direct input on the roadmap, test new capabilities before general release, and ensure the product is built around how your team actually works.



# What you can do next

Each of these steps will move you closer to the experience you saw today.

## Expand your platform

### Explore FP&A Plus

Unlock advanced driver-based modelling, expanded scenario planning, and deeper workflow automation — built directly on top of what you use today. **Same data. Same team. Significantly more capability.**



[Download the FP&A Plus comparison guide](#)

## Expand your platform

### Connect your full platform

Prophix connects planning, consolidation, and reporting into a single environment. Each application you add reduces the number of systems your team has to manage.



[Book a call with your account manager](#)

## Have a voice

### Join the early access group

Give direct input on the roadmap, test new capabilities before general release, and ensure the product is built around how your team actually works.

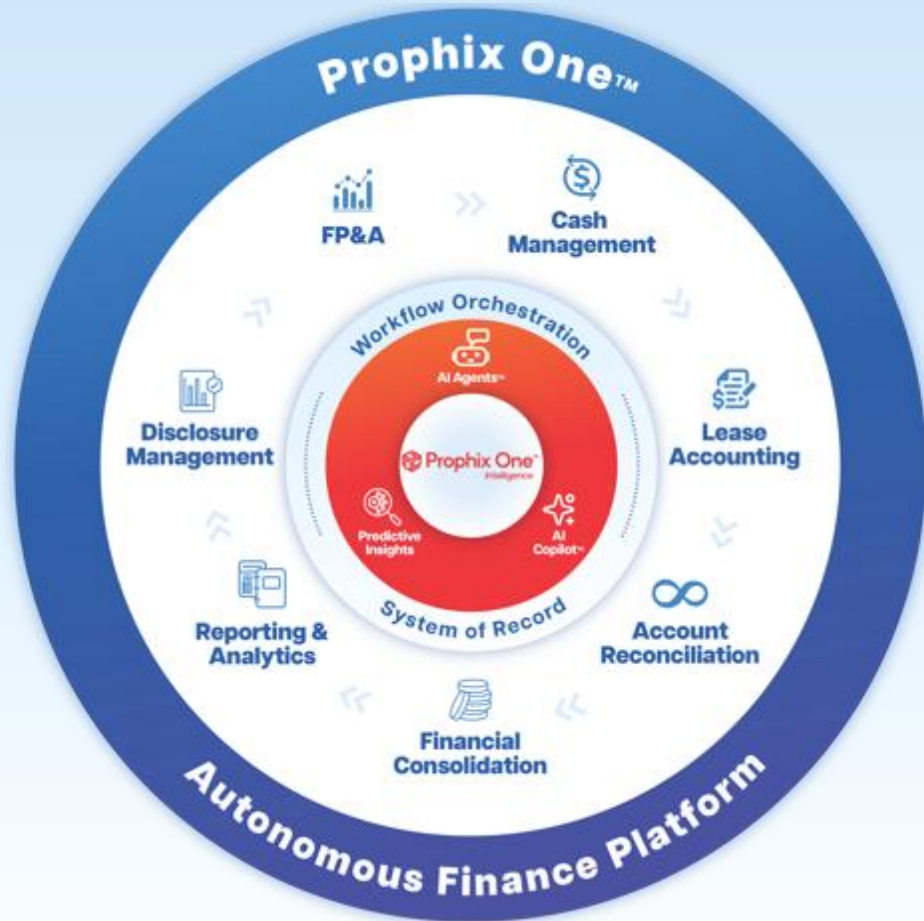


## This week

### Visit the product & design team

We're here at the conference. Come find us, share your experience, and tell us what would make this indispensable for your team.

**Your feedback directly shapes what we build next.**





## Classic Rock Museum



Address: 450 West 57th Street, New York, NY 10019

## Income Statement

Date Created: 15 Jan, 2025  
Date Issued: 15 Jan, 2025

Income Statement			
Revenue	Year 1 (2023)	Year 2 (2024)	Year 3 (2025)
Sales	\$82,000.00	\$86,000.00	\$91,000.00
Less: Sales Return	\$3,200.00	\$3,000.00	\$2,800.00
Less: Discounts and Allowances	\$1,200.00	\$1,100.00	\$900.00
<b>Net Sales</b>	<b>\$86,400.00</b>	<b>\$90,100.00</b>	<b>\$94,700.00</b>
<b>Cost of Goods Sold</b>			
Materials	\$8,500.00	\$8,800.00	\$9,200.00
Labor	\$9,500.00	\$9,800.00	\$10,200.00
Overhead	\$2,200.00	\$2,300.00	\$2,400.00
<b>Total Cost of Goods Sold</b>	<b>\$20,200.00</b>	<b>\$20,900.00</b>	<b>\$21,800.00</b>
<b>Gross Profit</b>	<b>\$66,200.00</b>	<b>\$69,200.00</b>	<b>\$72,900.00</b>
<b>Operating Expenses</b>			
Wages	\$10,500.00	\$11,000.00	\$11,500.00
Advertising	\$600.00	\$650.00	\$700.00
Repairs & Maintenance	\$100.00	\$200.00	\$300.00
Travel	\$100.00	\$100.00	\$100.00
Rent/Lease	\$5,500.00	\$5,500.00	\$5,500.00
Delivery/Freight Expense	\$1,100.00	\$1,150.00	\$1,200.00
Utilities/Telephone Expenses	\$1,100.00	\$1,100.00	\$1,100.00
Insurance	\$600.00	\$700.00	\$800.00
Mileage	\$1,600.00	\$1,650.00	\$1,700.00
Office Supplies	\$1,100.00	\$1,050.00	\$1,000.00
Depreciation	\$8,500.00	\$8,500.00	\$8,500.00
Interest	\$2,100.00	\$2,000.00	\$1,900.00
Other Expenses	\$200.00	\$200.00	\$200.00
<b>Total Operating Expenses</b>	<b>\$33,100.00</b>	<b>\$33,800.00</b>	<b>\$34,500.00</b>
<b>Operating Profit (Loss)</b>	<b>\$33,100.00</b>	<b>\$35,400.00</b>	<b>\$38,400.00</b>
Add: Other Income			
Interest Income	\$2,100.00	\$2,200.00	\$2,300.00
Other Income	\$1,100.00	\$1,100.00	\$1,100.00
<b>Profit (Loss) Before Taxes</b>	<b>\$36,300.00</b>	<b>\$38,700.00</b>	<b>\$41,800.00</b>
Less: Tax Expense	\$4,200.00	\$4,400.00	\$4,600.00
<b>Net Profit (Loss)</b>	<b>\$32,100.00</b>	<b>\$34,300.00</b>	<b>\$37,200.00</b>

CLASSIC ROCK MUSEUM													2025 Budget	
Classic Rock Museum													Address: 450 West 57th Street, New York, NY 10012	
Date Created: 15 Jan, 2025						Date Issued: 15 Jan, 2025								
<b>Departmental Budget</b>														
<b>INCOME</b>														
Operating Income	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
Category 1														-
Category 2														-
Category 3														-
Category 4														-
Other														-
<b>Total Operating Income</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-Operating Income</b>														
Interest Income														-
Rental Income														-
Gifts Received														-
Donations														-
Other														-
<b>Total Non-Operating Income</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total INCOME</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>EXPENSES</b>														
Operating Expenses	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
Accounting and Legal														-
Advertising														-
Depreciation														-
Dues and Subscriptions														-
Insurance														-
Interest Expense														-
Maintenance and Repairs														-
Office Supplies														-
Payroll Expenses														-
Postage														-
Rent														-
Research and Development														-
Salaries and Wages														-
Taxes and Licenses														-
Telephone														-
Travel														-
Utilities														-
Web Hosting and Domains														-
Other														-
<b>Total Operating Expenses</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Non-Recurring Expenses</b>														
Furniture, Equipment and Software														-
Gifts Given														-
Other														-
<b>Total Non-Recurring Expens</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total EXPENSES</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income Before Taxes														-
Income Tax Expense														-
<b>NET INCOME</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-

	A	B	C	D	E	F	G
1							
2							
3	<b>Classic Rock Museum</b>			<b>Employee Salary Budget</b>			
4	Address: 450 West 57th Street, New York, NY 10019						
5	Date Created:	Date Issued:					
6	15 Jan, 2025	15 Jan, 2025					
7	<b>Employee Salary Budget</b>						
8	% Deviation			4.46%	4.46%	4.46%	4.46%
9	Estimate			\$1,500,000.00	\$150,000.00	\$1,650,000.00	\$137,500.00
10	Totals			\$1,570,000.00	\$157,000.00	\$1,727,000.00	\$143,916.67
11	Department	Employees	#	Annual Salaries	Bonuses	Total Compensation	\$/Month
12	Sales	Nikki Odom, Susannah Jefferson, Shannen Ahmad, Carmen Blackwell, Osman Tanner	3	\$182,000.00	\$18,200.00	\$200,200.00	\$16,683.33
13	HR	Anjali Talley, Brodie Weeks, Keavy Seymour	3	\$225,000.00	\$22,500.00	\$247,500.00	\$20,625.00
14	Development	Oscar Hickman, Emme Stout, Fern Partridge	3	\$406,000.00	\$40,600.00	\$446,600.00	\$37,216.67
15	Management	Pascal Holcomb, Armani Navarro, Bella Harrell	3	\$500,000.00	\$50,000.00	\$550,000.00	\$45,833.33
16	Design	Arfa Aguirre, Kofi Mensah, Sara Vidal	3	\$257,000.00	\$25,700.00	\$282,700.00	\$23,558.33
17							
18							



# Organize your Requirements

	GL String											
Business Requirement	Entity	Department	Natural Accounts	Sub Account	Division	Employees	Capital Expenditures	Vendor	Project	Product	Customer	Channel
Monthly Financial Reporting	X	X	X		X							
Opex planning	X	X	X					X				
Personnel planning	US only	X	X			X						
Capex planning	X	X	X				X					
Sales planning/Reporting	X		X							X	X	X
Project planning	US only	X						X	X			

**Classic Rock Museum**  
**GENERAL LEDGER — TRIAL BALANCE REPORT**

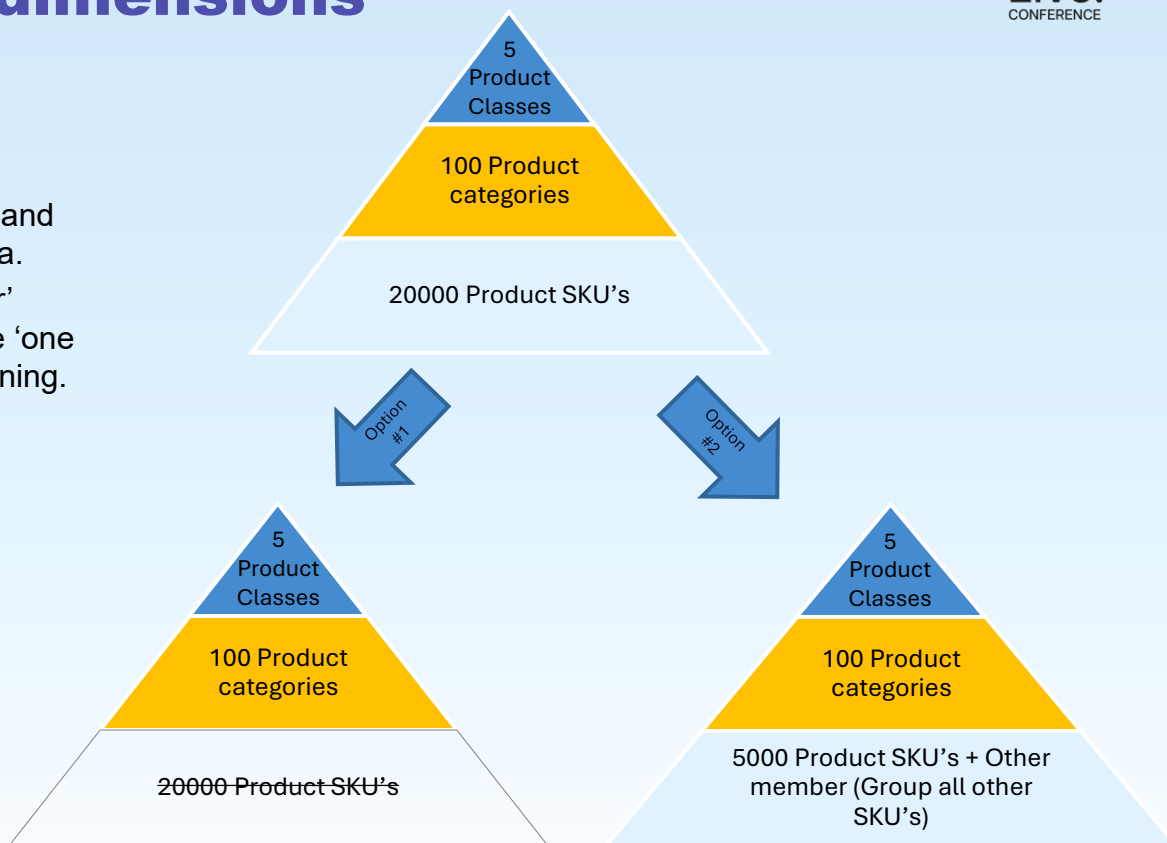
Year 2025 — From Period 1 To 12

<u>Account Type</u>	<u>Account</u>	<u>Account Name</u>	<u>Opening Balance</u>	<u>Debit</u>	<u>Credit</u>	<u>Ending Balance</u>
<b>Department 00 — Company Level</b>						
<b>Assets</b>						
	1000.100	Bank of America (Operating Ac)	-8,418.66	758.99	-	-7,659.67
	1000.200.0123456	BOA (Payroll) long code	200.00	-	-	200.00
	1000.350	AMEGY Bank	-1,127,354.88	-	235.00	-1,127,589.88
	1000.355	Fifth Third Bank	-6,556,124.87	-	-	-6,556,124.87
	1000.400	BOA Payroll	-207.56	-	-	-207.56
	1000.555	Charter 1 RBS Bank	-194,688.66	-	-	-194,688.66
	1000.650	RBC - Royal Bank of Canada	-26,901.00	-	-	-26,901.00
	1000.675	Bancomer Bank - Net Cash	-7,909,223.38	-	-	-7,909,223.38
	1000.775	BMO-Harris Bank	-232,568.59	-	-	-232,568.59
	1000.777	United Bank - Checking	78,000.00	-	-	78,000.00
	1000.850	Sovereign Bank	-	-	88.35	-88.35
	1000.877	Nicolet Bank Main Branch	-264.60	-	-	-264.60
	1000.900	Bank of Ireland (Operating)	2,000.00	-	-	2,000.00
	1500.100	Current Receivables	5,215,351.90	-	-	5,215,351.90
	1500.200	Retainage Receivable	478,623.62	-	-	478,623.62
	1500.400	AR Illinois State Tax Payable	-48,226.15	-	-	-48,226.15
	1500.600	AR Deposits	-215,485.67	-	-	-215,485.67
	1700.100	Inventory Asset	96,893.00	-	-	96,893.00
	1700.400	Inventory Suspense	-9,053,856.31	-	-	-9,053,856.31
	1700.500	Inventory Variance	9,618,769.18	-	-	9,618,769.18
	1800.001	Intercompany ZZ	-1,473.25	-	-	-1,473.25
	1800.002	Intercompany VA	4,355.37	-	-	4,355.37
<b>Total for Assets</b>			<b>-9,880,600.51</b>	<b>758.99</b>	<b>323.35</b>	<b>-9,880,164.87</b>
<b>Liabilities</b>						
	2000.100	Current Payables	-1,270,120,311.76	-	-	-1,270,120,311.76
	2000.200	Retainage Payable	-829,558.06	-	-	-829,558.06
	2000.300	Pre-paid AP (Deposits)	-653.00	-	-	-653.00
	2000.400	Non Inventory - PO Suspense	-31,063,592.64	-	-	-31,063,592.64
	2000.500	AP Accruals	-5,217,834.22	-	-	-5,217,834.22

# Dealing with large dimensions

## Options

1. Leave out lowest level (ex. 20000 SKU's) and setup drill across to access SKU level data.
2. Group less important members into 'Other' bucket. It's likely many of the products are 'one offs' that can be lumped for reporting/planning.



# Database driven architecture

## ✓ When things go right

- Rules (calculations, dimensions, templates) applied to one large, consistent dataset
- Works best when data is uniform and a single rule set covers everything

## ✗ When things go wrong

- Problems arise when data fragments into too many unique groups
- Each group ends up needing its own rules, complexity multiplies fast
- e.g. balance sheet calculations, product-specific logic per group

Few rules



Lots of  
consistent  
data

Many rules



Lots of  
disparate  
groups of data

## Overall process

(Sequence of events)

## Calculations

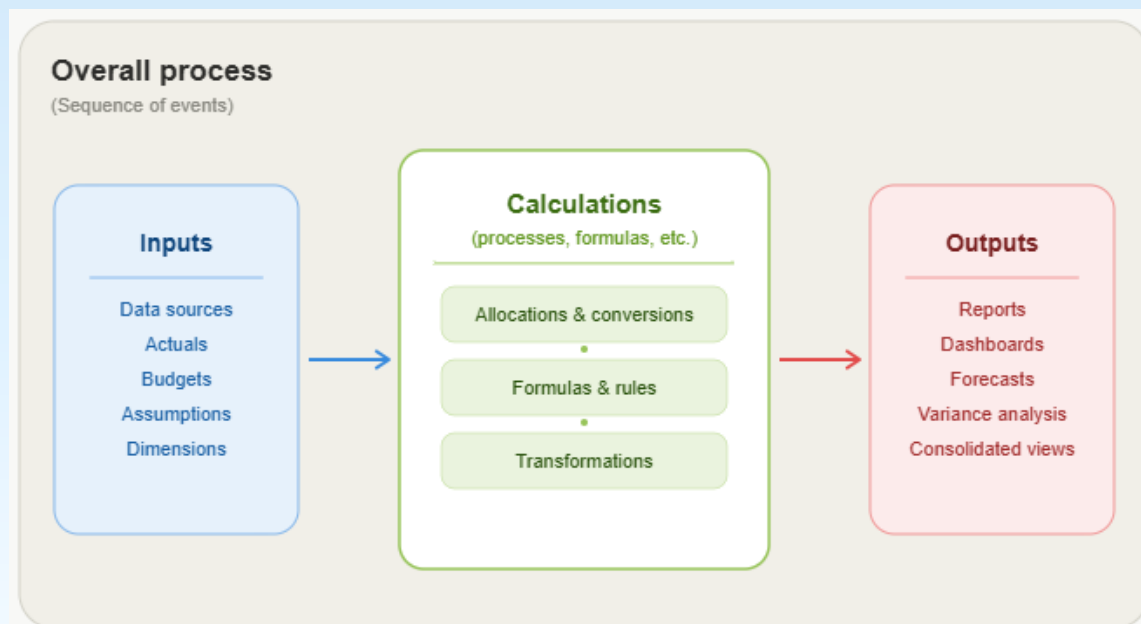
(processes, formulas, etc.)

Inputs



Outputs



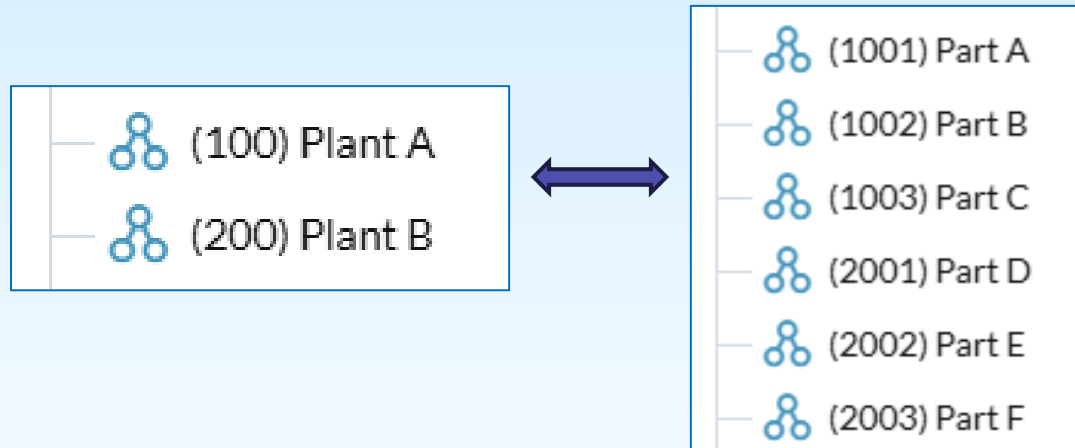


# Dimension Relationships

## Many to many relationship –

Plant can sell/manufacture many parts, and each part can be manufactured by many Plants

- **Dimension Conclusion:** Plant and Parts Dimension



# Dimension Relationships

## Many to one relationship –

Each Part belongs to a unique Customer, and each Customer can have many parts

- **Dimension Conclusion:** Customer Alt. Hierarchy or Incorporate into Existing Structure

