Pi Profitability Solution

Make your business operations profitable and achieve full potential of your data!
**Pi Profitability Solution** is a generic solution based on [IBM Planning Analytics](https://www.ibm.com/analytics/planning-analytics) that is scalable and completely adjustable to any organization and industry and any set of profit centers.

Our Profitability solution represents **simple** and **flexible** model which identifies and monitors critical factors that drive your business and boost your performance by focusing on key drivers that improve profitability.

**Functional details**

The goal of each enterprise is to make business operations generally profitable – implementing high-quality systems that help you calculate your profitability is a step in the right direction. We have developed our own solution to support profitability calculation based on IBM Planning Analytics platform which includes:

- Integration with external source systems and automated data load
- Supports hierarchical dimension structures which enables drill-up/drill-down/drill-through functionalities
- Supports profitability analysis for up to 8 different dimensions which can be defined as profit and/or cost centers
- Number and definition of selected dimensions in model depends on business requirements of your organization
- Allows unlimited number of parallel P&L structures
- Build-In automated control over allocation process
- Possibility to import allocation keys values from source systems
- Enables manual data entry for allocation keys (if values aren’t available in source systems)
- Contains period locking feature which doesn’t allow historical data change
**Business problem**

Business success and expansion often brings many challenges, there are more data to be managed and analyzed, business processes become more complex and organizations invest a lot of time and resources in order to maintain control over basic business operations.

Also, many organizations make key decisions without full insight into relevant information which would help them to analyze current conditions and project future impact on business. Most importantly, all these information must be available early enough to enable the best performance and to accomplish planned targets.

**Competitive advantage**

- Scalable and completely adjustable to any organization and industry and any set of profit centers
- Fast implementation
- Transparent and reliable profitability calculation and cost allocation
- Easy alternative scenarios comparison and what-if analysis
- Fast hot spots identification and analysis
- KPI calculation automatization

**User experience**

- Contains simple user interface for grouping accounts into allocation and P&L positions
- Enables detail data analysis before and after allocation process from the lowest posting level through OLAP user interface
- Build-In Web and Excel user interface based on organization preferences
- Includes predefined reports which can be exported into .pdf or Excel file and easily distributed around the company
- Enables simulations and parallel alternatives which can be easily compared
Usage

Any set of profit centers can be used for calculation:

- Products/Brands/Business units
- Customer/Customer segments
- Divisions
- Branches
- Markets/Regions
- Marketing campaigns
- Projects

Customer type

Medium and large companies with large supply chain and complex structure.

Calculation process

1. **Defining profit and cost centers**
2. **Data import from General ledger**
3. **Defining P&L statement structure**
4. **Defining allocation keys**
5. **Importing and analyzing data before cost allocation**
6. **Cost allocation**
7. **Profitability analysis**
Implementation steps

1. Requirement analysis and assessment
2. System specification with a list of prerequisites which has to be accomplished
3. Satisfying all technical and organizational prerequisites
4. Model implementation
5. Model review and process adjustment (if necessary)

Our expertise

→ In-depth understanding of business processes in medium and large enterprises in numerous industries (Telecommunications, Banking, Insurance, Distribution, Retail, Wholesale, Manufacturing...)
→ Implementation experience with all the leading BI, Big Data and data management technologies which are present in the market, proven with appropriate certificates
→ Extensive knowledge of methodology concepts for successful implementation of DWH, BI and Big Data based solutions
We are an IBM Platinum software partner for Croatia, Slovenia, Bosnia and Herzegovina, Serbia, Montenegro, Kosovo and Macedonia for a product group that includes advanced and predictive analytics, financial and operational performance management, data integration and data management, as well as IBM PureData systems. We have achieved Expert Level for Data Science and Business Analytics.

As a leading company in the field of analytical systems implementation and strategic ICT consulting in Southeast Europe, we provide implementation services for data warehousing, big data analytics, data integration, business intelligence, data mining, planning and budgeting, financial consolidation, business results management, risk management and master data management.

Our experience in handling business processes is based on medium and large companies within different business areas such as telecommunications, manufacturing, banking, insurance, distribution, retail and government institutions, and our partner relationships and experience in implementing leading technologies are confirmed by numerous certificates.

The company is registered in Zagreb and operates from offices in London, Vienna, Ljubljana, Zagreb, Belgrade, Podgorica and Sarajevo with more than 100 experienced consultants. Our customers include some of the largest companies in Southeastern Europe, and we provide implementation services worldwide for customers who also use our software, models and solutions in their business.
Make your business operations profitable and achieve full potential of your data!

Simple and flexible models that improve profitability in medium and large companies with extensive supply chain and complex structure.
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Contact us for more information

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