

Rating*	Colour Legend	
6	Certified	SAP certified
5	Expert, Consultant	Many years of experience, several time implemented
4	Many years of practice	Implemented more than 1 time
3	Hands-on experience	Good Knowledge of the End-user-processes
2	Educated	Educated but not much practice
1	In education	Planned to get know-ledge in these processes
0	No experience	

> Financial Analytics

Business process	Process step	R*	SPC know-how
Financial and Management Report	Includes a series of standard analyses to meet the needs of all users ranging from the chief financial officer to individual line managers and sales assistants responsible for improving the contribution margin for an individual market segment. Examples of financial reports include financial statements, asset reports, accounts receivables and accounts payable, and inventory statements. Examples of management reports include operating expenses per cost center/business process/service, cost of goods manufactured per product, and contribution margins per market segment.	6	Expert, > many years of experience For all reporting Tools like: <ul style="list-style-type: none"> • Report Painter • Report Writer • Recherche • ABAP • Queries and • Queries in BW
Financial Planning, Budgeting and Forecasting	Strategic Planning focuses in the value drivers that a company identifies as valid to manage success and which thus are most important. SAP ERP provides web based value driver trees that allow to visualize the mathematical and logical relations between value drivers as well as the simulation of the effect of changes in the value drivers data. As a result, strategic targets can be fixed and used to form a framework for the subsequent operational planning. Process steps: <ul style="list-style-type: none"> • Create Data Model • Customize Planning Layouts for Input Data and Output of Results • Customize Planning Functions • Define Planning Profile, Planning Folder or Web Interface (if required) • Set Up Status and Tracking System (if required) • Upload Data to SAP BW • Execute Planning Application and Enter Plan Data 	6	> Many years of experience in planning in Management accounting CO-OM several Transaction CO-PA with Transaction KEPM
		2	BW/SEM educated

Profitability Management and Analytics

Helps users evaluate market segments, which can be classified according to products, customers, orders, or any combination of these, or strategic business units, such as sales organizations or business areas, with respect to the company's profit or contribution margin.

Process steps:

- Create and change characteristic values and hierarchies
- Define derivation rules for profitability characteristics
- Create and change condition records for valuation
- Define automatic transfer and allocation of planned overhead
- Enter plan data manually
- Edit plan data automatically using planning methods
- Valuate and reevaluate plan data
- Transfer planned overhead and plan data for orders and projects
- Distribute plan data top-down
- Transfer plan data to other processes
- Transfer and valuate documents from logistics processes
- Define automatic transfer and allocation of actual overhead
- Correct actual data manually
- Settle values on orders and projects to Profitability Analysis
- Transfer and allocate overhead automatically with settlement and activities
- Realign actual data to reflect changes in master data and derivation
- Valuate actual data periodically with costing data or conditions
- Distribute actual data top-down
- Analyze contribution margins of market segments using reports

6

Certified
> Many years of experience for all process steps like

Creating new Operation Concern till deleting Characteristics, value fields, derivation, valuation, etc.