

January 2022

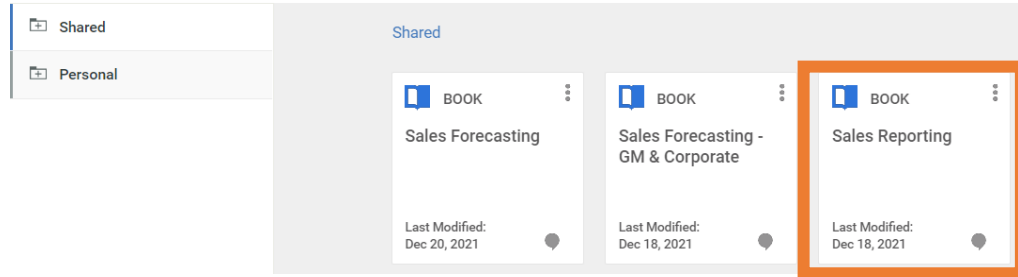
# Advanced Reporting in TM1

EMEA Sales Operations Team

illumina®

# Sales Reporting Book

- Advanced reporting activities can be performed in the different tabs of the Sales Reporting book

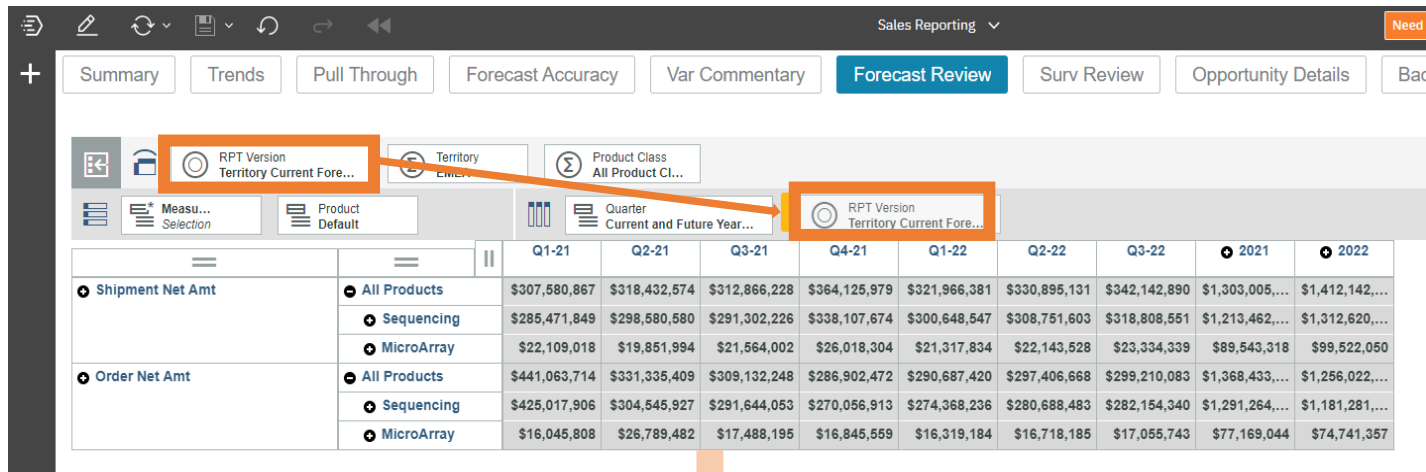


- For example, users have the possibility to:
  - Restructure rows and columns
  - Add calculations
  - Add conditional formatting

# Restructuring a table

Drag the dimension boxes to organize your view

*For example, moving RPT Version from the top section (filters) to the right column area, will make RPT Version a column instead of a filter*

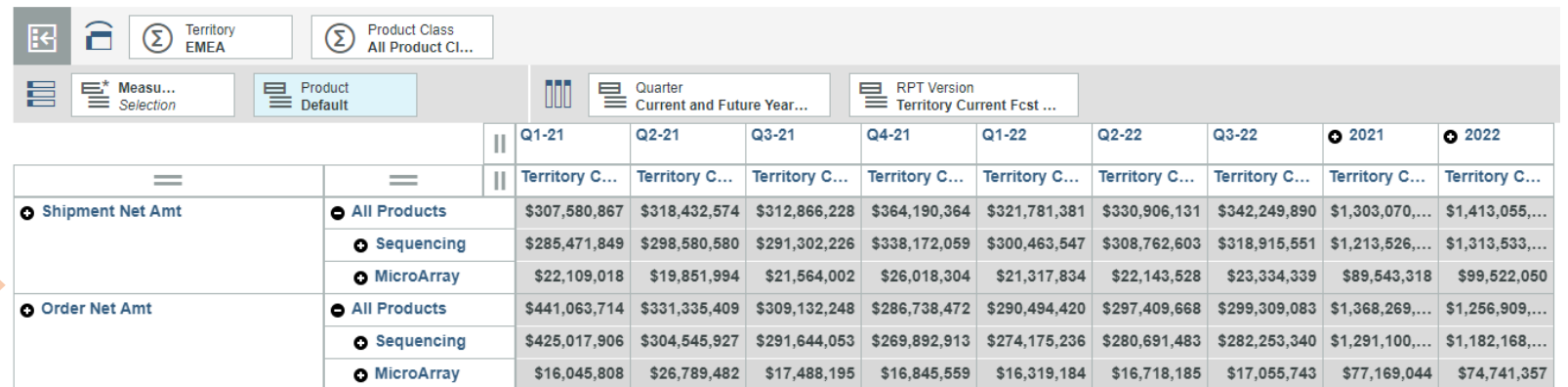


Sales Reporting

Summary Trends Pull Through Forecast Accuracy Var Commentary Forecast Review Surv Review Opportunity Details Bac

Measu... Selection Product Default Territory EMEA Product Class All Product Cl... Quarter Current and Future Year... RPT Version Territory Current Fore...

		Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	2021	2022
Shipment Net Amt	All Products	\$307,580,867	\$318,432,574	\$312,866,228	\$364,125,979	\$321,966,381	\$330,895,131	\$342,142,890	\$1,303,005,...	\$1,412,142,...
	Sequencing	\$285,471,849	\$298,580,580	\$291,302,226	\$338,107,674	\$300,648,547	\$308,751,603	\$318,808,551	\$1,213,462,...	\$1,312,620,...
	MicroArray	\$22,109,018	\$19,851,994	\$21,564,002	\$26,018,304	\$21,317,834	\$22,143,528	\$23,334,339	\$89,543,318	\$99,522,050
Order Net Amt	All Products	\$441,063,714	\$331,335,409	\$309,132,248	\$286,902,472	\$290,687,420	\$297,406,668	\$299,210,083	\$1,368,433,...	\$1,256,022,...
	Sequencing	\$425,017,906	\$304,545,927	\$291,644,053	\$270,056,913	\$274,368,236	\$280,688,483	\$282,154,340	\$1,291,264,...	\$1,181,281,...
	MicroArray	\$16,045,808	\$26,789,482	\$17,488,195	\$16,845,559	\$16,319,184	\$16,718,185	\$17,055,743	\$77,169,044	\$74,741,357



Territory EMEA Product Class All Product Cl... Quarter Current and Future Year... RPT Version Territory Current Fcst ...

		Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22	2021	2022
Shipment Net Amt	All Products	\$307,580,867	\$318,432,574	\$312,866,228	\$364,190,364	\$321,781,381	\$330,906,131	\$342,249,890	\$1,303,070,...	\$1,413,055,...
	Sequencing	\$285,471,849	\$298,580,580	\$291,302,226	\$338,172,059	\$300,463,547	\$308,762,603	\$318,915,551	\$1,213,526,...	\$1,313,533,...
	MicroArray	\$22,109,018	\$19,851,994	\$21,564,002	\$26,018,304	\$21,317,834	\$22,143,528	\$23,334,339	\$89,543,318	\$99,522,050
Order Net Amt	All Products	\$441,063,714	\$331,335,409	\$309,132,248	\$286,738,472	\$290,494,420	\$297,409,668	\$299,309,083	\$1,368,269,...	\$1,256,909,...
	Sequencing	\$425,017,906	\$304,545,927	\$291,644,053	\$269,892,913	\$274,175,236	\$280,691,483	\$282,253,340	\$1,291,100,...	\$1,182,168,...
	MicroArray	\$16,045,808	\$26,789,482	\$17,488,195	\$16,845,559	\$16,319,184	\$16,718,185	\$17,055,743	\$77,169,044	\$74,741,357

# Creating a Calculated Field

- Click on the two dimensions that you would like to calculate
- Right click and select 'Create Calculation'
- Name your Calculation

- Select your 'Calculation Type'

- Look across the common values
- Arithmetic
- Percentage

*Tip: If doing a % change formula, select the later QTR first to calculate for example, Q3-21 % change of Q2-21*

- Make selection and click 'Ok'
- This will create a new column or row
- Move the position of your calculation by editing the set and right click on, for example, 'Move to Top'

2021	2022
\$1,213,512,...	\$1,313,417,...
\$89,553,350	\$99,551,650
1,303,066,0...	1,412,969,2...
\$1,291,096,...	\$1,181,987,...
\$77,175,868	\$74,770,817
1,368,272,6...	1,256,758,6...

**2021,2022**  
Copy  
use Ctrl-V to paste  
Keep  
Hide  
Unhide all  
Drill down  
Drill up  
View all  
Expand to level  
Sort ascending  
Sort descending  
Clear sort  
Sort hierarchical  
Top or bottom filter...  
Clear filter  
Set format  
Conditional format...  
**Create calculation...**  
Summarize all...

**Create - 2021,2022**

Test

**Look across the column values**  
☐ Average ☐ Maximum  
☐ Minimum ☐ Median  
☐ Aggregate

**Preview**  
  
Calculates the percentage difference of the two members

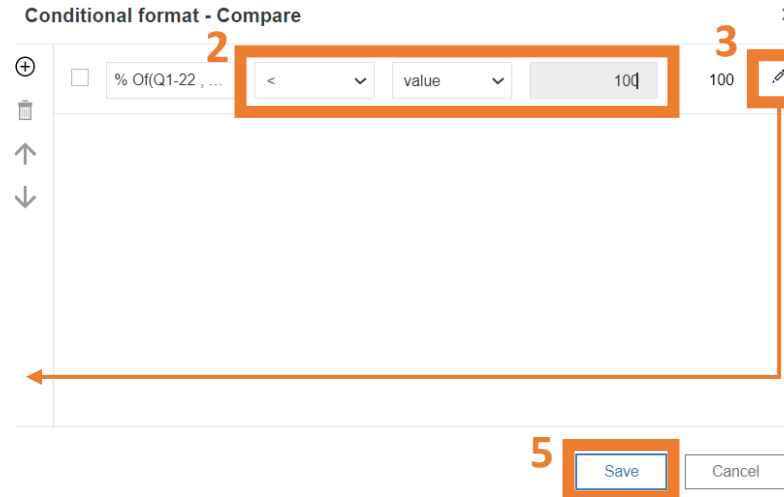
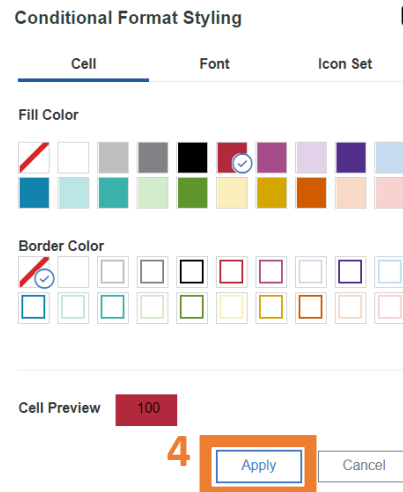
**Arithmetic**  
☐ 2021 + 2022  
☐ 2021 - 2022  
☐ 2021 / 2022  
☐ 2021 \* 2022

**Percentage**  
☒ 2022 % of change 2021  
☐ 2022 % Of 2021

OK Cancel

# Conditional Formatting

- Select the column/row of your interest
  1. Right click and select 'Conditional format'
  2. In the pop-up window, define your criteria (e.g., value > 100)
  3. Click the pencil icon to select your preferred styling
  4. Click 'Apply'
  5. Click 'Save'



Forecast Accuracy			Var Commentary	Forecast	% Of(Q1-22 , Q2-22)
	Q1-22	Q2-22			
	\$330,888,129	\$325,268,308			101.73%
	\$309,174,102	\$304,010,388			101.70%
	\$21,714,027	\$21,257,921			102.15%
	\$281,723,467	\$287,716,476			97.92%
	\$265,549,393	\$271,830,705			97.69%
	\$16,174,074	\$15,885,771			101.81%

Copy

use Ctrl-V to paste

Keep

Hide

Unhide all

Drill down

Drill up

View all

Expand to level >

Sort ascending

Sort descending

Clear sort

Sort hierarchical >

Top or bottom filter...

Clear filter

Set format >

Conditional format...

Create calculation...

Rename

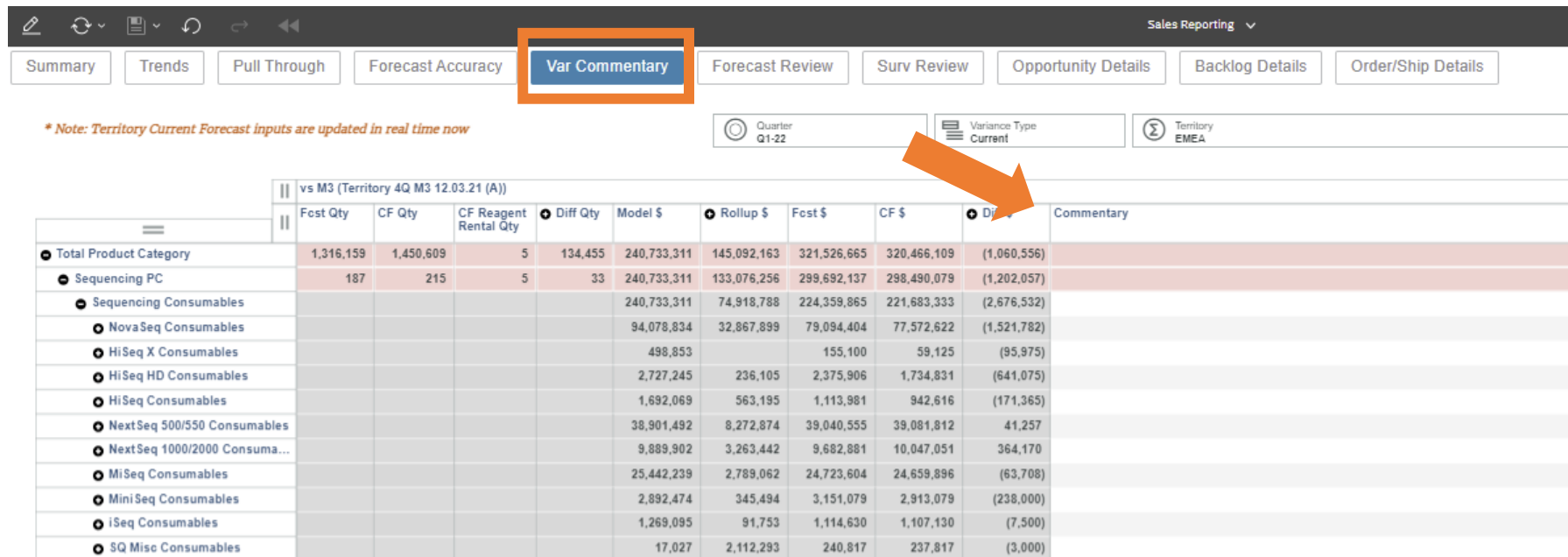
Remove

Summarize all...

# Available Variance & Trend Reports

# Variance Commentary

- The Variance Commentary tab can be found in the Sales Reporting book
- It is used to capture any commentary related to adjustments that were made against the prior forecast cycle
- For example, if you need to adjust up/down by \$100k for NovaSeq consumables, you might need to indicate at product level which customer(s) drive this change
- Driving factors for changes to the forecast are important to senior leadership



*\* Note: Territory Current Forecast inputs are updated in real time now*

Quarter: Q1-22    Variance Type: Current    Territory: EMEA

	Fcst Qty	CF Qty	CF Reagent Rental Qty	Diff Qty	Model \$	Rollup \$	Fcst \$	CF \$	Diff \$	Commentary
Total Product Category	1,316,159	1,450,609	5	134,455	240,733,311	145,092,163	321,526,665	320,466,109	(1,060,556)	
Sequencing PC	187	215	5	33	240,733,311	133,076,256	299,692,137	298,490,079	(1,202,057)	
Sequencing Consumables					240,733,311	74,918,788	224,359,865	221,683,333	(2,676,532)	
NovaSeq Consumables					94,078,834	32,867,899	79,094,404	77,572,622	(1,521,782)	
HiSeq X Consumables					498,853		155,100	59,125	(95,975)	
HiSeq HD Consumables					2,727,245	236,105	2,375,906	1,734,831	(641,075)	
HiSeq Consumables					1,692,069	563,195	1,113,981	942,616	(171,365)	
NextSeq 500/550 Consumables					38,901,492	8,272,874	39,040,555	39,081,812	41,257	
NextSeq 1000/2000 Consumables					9,889,902	3,263,442	9,682,881	10,047,051	364,170	
MiSeq Consumables					25,442,239	2,789,062	24,723,604	24,659,896	(63,708)	
MiniSeq Consumables					2,892,474	345,494	3,151,079	2,913,079	(238,000)	
iSeq Consumables					1,269,095	91,753	1,114,630	1,107,130	(7,500)	
SQ Misc Consumables					17,027	2,112,293	240,817	237,817	(3,000)	

# Reporting on Variances & Trends

- The 'Forecast Workbook (Updated)' can be found in the 'Sales Shared Views – AMR'
- This workbook allows you to review forecast variances across multiple criteria and review trends
- It includes a navigation bar at the top so you can select from the various reports as well as specific filters (e.g., territory, quarter, variance type, etc.) on the right side

## Definitions:

- CF Qty / CF \$: Current Forecast Input Quantity and \$ Value
- Fcst Qty / Fcst \$: Forecasted Quantity and \$ Value
- Diff Qty / Diff \$: Forecast Input Adjustment Quantity and \$ Value

Forecast Workbook (Updated) <span>Need Help?</span>										
Variance Commentary    Var Comm - By Prod    Territory & Account Var    Instrument Variance    Consumables Changes    Instrument Trend    Consumables Trend    Pull Thru Trend    Forecast Trend    Account Trend										
Variance Commentary - Shipments										
vs M3 (Territory 4Q M3 12.03.21 (A))										
	Fcst Qty	CF Qty	CF Reagent...	Diff Qty	Model \$	Rollup \$	Fcst \$	CF \$	Diff \$	Commentary
Total Product Category	1,316,159	1,450,609	5	134,455	240,733,311	145,229,100	321,526,665	320,466,109	(1,060,556)	
Sequencing PC	187	215	5	33	240,733,311	133,209,563	299,692,137	298,490,079	(1,202,057)	
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Territory  
EMEA

Quarter  
Q1-22

Variance Type  
vs M3

Note: Territory Current Forecast inputs are updated in real time now



# Variance/Trend Report Descriptions

## Variance Reports

### Var Comm – By Prod

- Consolidated view of forecast input and variance commentaries across product categories by territory

### Instrument Variance

- Consolidated view of forecast input and variance commentaries at instrument level for a territory

### Variance Commentary

- Captures any commentary related to adjustments that were made against the prior forecast cycle

### Territory & Account Var

- Consolidated view of forecast input and variance commentaries across product systems by territory

### Consumables Changes

- Consolidated view of forecast input and variance commentaries at consumables level for a territory

## Trend Reports

### Consumables Trend

- Provides shipment value trends by sequencing consumables and YoY % Growth

### Instrument Trend

- Provides shipment quantity trends by platform and YoY % Growth

### Pull Thru Trend

- Provides pull through amount by platform

### Forecast Trend

- Focuses on the total product category for an overall review of trends in a territory

### Account Trend

- Summarizes current and future forecast by Key Accounts & Other Account buckets

# Need Help?

Contact [salesops\\_EMEA@illumina.com](mailto:salesops_EMEA@illumina.com)