

Software Requirement Specification: SAC Planning



A Global Company

Created By: **Anubhav Oberoy**

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User Persona:



Stefany Myer is 36-year-old young **Financial Expert**. Stefany Myer is a gold medalist from Cambridge university and recently joined one of the *multi-national company* named **Global Company** in Kings county. She is a certified IFRS accounting expert in US accounting standard and has exposure of working in all Financial departments in the company. She is guest lecturer to many Chartered firms across NA region. She is self-motivated, agile, and very hardworking women. She had travelled to all the companies' subsidiaries in last 3 years and understand the structure of the company, it's organizational units, departments.

Stefany is known for her expertise in business planning, risk assessment, Cross-HR planning, operations across the regions and has high exposure to changing global environment and their impact to the company. She has a long track record of publishing papers on global corporations financial planning and procedures. She has total 12.5+ years of rich experience in SAP BPC, SAP S/4HANA Simple Finance, Integrated planning using SAP and worked on all kinds and levels of planning in the organization. She holds a "CFP®" credential as a professional designation to establish her qualifications and knowledge-base.

Job Functions:

- work closely with individuals and corporations to help the company achieve their financial goals.
- Plan for company budgeting, investing, saving, tax planning, and more.
- Allocate the resources in best possible way across units and regions to run operations in most effective way
- Improve the company financials and squeeze the profit out of all regions.
- Provide forecast for the future data based on Actuals.
- Plan for the budget to help company to setup the bottom line and top line. This way company can present its goal to share holders
- Prepare Quarterly, Yearly balance sheets and PnL statements
- Run different type of What-if, and simulations to make business understand about current trajectories
- Work closely with different departments and help them providing right fin-statements

The Business Story

Stefany received the company's financial data (Actuals, and Forecast) data of sales per region, country, entity, product from CFO recently (FYs). Her company, recently purchased **planning professional** license of SAP analytics cloud. The CFO of the company wants to visualize the overall current progress of the company's financials, and prepare for upcoming quarters.

The below document describes the key requirement and design goals of usage of SAP Analytics cloud to prepare the financial reports, and SAC Dashboard on planning model.

Please make sure that you pay attention to the financial jargons explained by Mr. Anubhav during the sessions before starring the planning scenario.

Below is the screenshot of all the finance data provided by CFO

1. Transaction Sheet – Sales made across subsidiaries, products, region for versions (forecast and actuals).

	J	K	L	M	N	O	P	Q	R	S	T	U	V
8337	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201902	Forecast	3408.3482		
8338	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201903	Forecast	28476.971		
8339	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201904	Forecast	1061.0647		
8340	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201905	Forecast	1971.3936		
8341	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201906	Forecast	8177.2062		
8342	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201907	Forecast	8387.7925		
8343	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201908	Forecast	11450.345		
8344	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201909	Forecast	156.54095		
8345	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201910	Forecast	9313.1184		
8346	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201911	Forecast	2119.0807		
8347	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201912	Forecast	32489.174		
8420	PRD0001	Athletic Shirts	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	-1513604.1		
8421	PRD0003	Athletic Shorts	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	-2899597.3		
8422	PRD0004	Caps	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	-51472.18		
8423	PRD0005	Tennis Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201810	Actual	-49979820		
8424	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201810	Actual	-3423533.2		
8425	PRD0001	Athletic Shirts	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	939.6		
8426	PRD0003	Athletic Shorts	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	33897.94		
8427	PRD0004	Caps	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	475.26		
8428	PRD0005	Tennis Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201810	Actual	304999.75		
8429	PRD0006	Running Shoes	All Products	Footwear	#	Not Assigned	#	Not Assigned	201810	Actual	19082.04		
8430	PRD0001	Athletic Shirts	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	20794.06		
8431	PRD0003	Athletic Shorts	All Products	Apparel	#	Not Assigned	#	Not Assigned	201810	Actual	156297.47		

2. G/L Accounts Sheet – Account sheet for company’s accounts of balance sheets

	A	B	C	D	E	F	G	H	I	J	K	L		
1	ID	Description	Acct type	Rate Type	Hierarchy	Unit & Curren	Aggregation T	Exception Agg	Exception Aggregation	Dimensic	Required Dim	Scale	Decimal	Formula
2	H000000	Finance				Currency	NONE						2	
3	H100000	Operating Income	INC	Average	H000000	Currency	SUM					Million	2	
4	H105000	Gross Profit	INC	Average	H100000	Currency	SUM					Million	2	
5	H110000	Net Revenue	INC	Average	H105000	Currency	SUM					Million	2	
6	H111000	Gross Revenue	INC	Average	H110000	Currency	SUM					Million	2	
7	H111100	Gross Sales	INC	Average	H111000	Currency	SUM					Million	2	
8	H111200	Retail Returns	EXP	Average	H111000	Currency	SUM					Million	2	
9	H112000	Discounts	EXP	Average	H110000	Currency	SUM					Million	2	
10	H112100	Pricing Adjustments	EXP	Average	H112000	Currency	SUM					Million	2	
11	H112200	Sale Allowances	EXP	Average	H112000	Currency	SUM					Million	2	
12	H112300	Sales Discounts - Other	EXP	Average	H112000	Currency	SUM					Million	2	
13	H112400	Sales Markdowns	EXP	Average	H112000	Currency	SUM					Million	2	
14	H120000	Cost of Goods Sold	EXP	Average	H105000	Currency	SUM					Million	2	
15	H121000	Raw Materials	EXP	Average	H120000	Currency	SUM					Million	2	
16	H121100	Labor	EXP	Average	H120000	Currency	SUM					Million	2	
17	H121200	Purchase Price Variance	EXP	Average	H120000	Currency	SUM					Million	2	
18	H122000	Other Direct Costs	EXP	Average	H120000	Currency	SUM					Million	2	
19	H122100	Vendor Chargebacks	EXP	Average	H120000	Currency	SUM					Million	2	
20	H122200	Freight	EXP	Average	H120000	Currency	SUM					Million	2	
21	H130000	Operating Expenses	EXP	Average	H100000	Currency	SUM					Million	2	
22	H131000	Sales and Marketing	EXP	Average	H130000	Currency	SUM					Million	2	
23	H131100	Marketing Expenses	EXP	Average	H131000	Currency	SUM					Million	2	
24	H132200	Sales Expenses	EXP	Average	H131000	Currency	SUM					Million	2	

3. Currency Conversion Rate Sheet – Average Rate of currency conversion

	A	B	C	D	E	F	G
1	Source	Date	Target	Catego		Rate Ty	Rate
2	CAD	2016.01.01	USD			Average	0.781917
3	EUR	2016.01.01	USD			Average	1.05947
4	AUD	2016.01.01	USD			Average	0.761684
5	CNY	2016.01.01	USD			Average	0.160075
6	CAD	2016.01.01	EUR			Average	0.73768
7	AUD	2016.01.01	EUR			Average	0.716435
8	CNY	2016.01.01	EUR			Average	0.151808
9	AUD	2016.01.01	CAD			Average	0.971125
10	CNY	2016.01.01	CAD			Average	0.205771
11	AUD	2016.01.01	CNY			Average	4.7195
12	CAD	2017.01.01	USD			Average	0.799681
13	EUR	2017.01.01	USD			Average	1.09556
14	AUD	2017.01.01	USD			Average	0.788472
15	CNY	2017.01.01	USD			Average	0.160899
16	CAD	2017.01.01	EUR			Average	0.729774
17	AUD	2017.01.01	EUR			Average	0.719705
18	CNY	2017.01.01	EUR			Average	0.146841
19	AUD	2017.01.01	CAD			Average	0.986243
20	CNY	2017.01.01	CAD			Average	0.201218

Upon importing a sample of sales data into SAP Analytics Cloud, Stefany supposed to create a planning model, prepare financial report, explore the SAC planning functionality and execute use cases described in this document prepare by anubhav trainings.

Requirement 1: Maintain Currency Conversion Rates for conversion

Requirement 2: Create planning model using SAP analytics cloud

- Upload the file
- Mark Model for Planning and provide **Time Dimension**
- Make ENTITY as **Organization Dimension** and Assign Currency
- Mark ACCOUNT as **Account Dimension**
- Define Description and Properties to all the dimensions
- Transform data in case of invalid values
- Mark **Version Dimension** and map versions to Financial versions in SAC
- Set hierarchy relevant dimensions as properties
- Once model is created create ENTITY and PRODUCT level-base hierarchies
- Once model is created set currency conversion ON

This is how our planning model looks like

Files / AnubhavTrainings.com Planning Model

Trial ends in 56 days Buy Now

Model

Data Management

General

Edit

Data

View

Validation

Model Details

AnubhavPlanningModel

Planning (Account)

Preferences

SettingStatus

Currency ConversionOn

Data Sources

Planning Financial Plan Anubhav.xlsxOpen

Related Objects

This model is currently not used in any stories or processes.

Name	Description	Number of Members	Number of Hierarchies	Other Attributes
Version	VERSION	2	—	
Account	Account	65	1	
Date	TIME	—	—	
Generic				
PRODUCT	PRODUCT	6	0	
FLOW	FLOW	2	0	
AUDIT	AUDIT	2	0	
Organization				
ENTITY	ENTITY	7	0	

Requirement 3: Extend the Account dimension

Enrich the Financial Statement Account nodes to the Account dimension once model is created

	Member ID	Description	Hierarchy	Formula	Account Type	Rate Type
1	D00	Drivers	H000000			
2	DRV0010	Sales	D00		NFIN	
3	DRV0012	Allocation Driver	H000000		NFIN	
4	DRV0016	FTE Planning	H000000		NFIN	
5	DRV0020	Units	DRV0010		NFIN	
6	DRV0050	Stored Price	DRV0010		EXP	Average
7	DRV0055	Lookup Price (NA)	DRV0010		NFIN	
8	DRV0060	Revenue (NA)	DRV0010		INC	Average
9	DRV0065	Gross Sales	DRV0010		INC	Average
10	DRV0080	Revenue (EMEA APJ)	DRV0010			
11	DRV0090	Calc Gross Sales	DRV0010		INC	Average
12	DRV0100	FTE	DRV0012		NFIN	
13	DRV0110	Sales Previous Year	DRV0012		INC	Average
14	DRV0200	FTE Movements	DRV0016		NFIN	
15	DRV0210	FTE YTD	<root>		NFIN	
16	DRV0220	FTE Actual	<root>		NFIN	
17	FTE0010	Opening initial	DRV0200		NFIN	
18	FTE0020	Additions	DRV0200		NFIN	
19	FTE0030	Reductions	DRV0200		NFIN	
20	H000000	Finance	<root>			
21	H100000	Operating Income	H000000		INC	Average
22	H105000	Gross Profit	H100000		INC	Average
23	H110000	Net Revenue	H105000		INC	Average
24	H111000	Gross Revenue	H110000		INC	Average

Requirement 4: Create a simple financial statement table and add new version

What if Analysis

AnubhavPlanningModel
in Million USD 2 Filters

		VERSION	Forecast	Forecast_30
		TIME	> 2019	> 2019
Account	ENTITY			
> Operating Income	▼ (all)		534.58	534.58
	▼ Enterprise		534.58	534.58
	▼ Overseas		87.96	87.96
	Asia Pacific		33.01	33.01
	EMEA		54.96	54.96
	▼ United States		446.62	446.62
	Northeast		76.43	76.43
	Southeast		234.45	234.45
	Pacific		80.12	80.12
	Midwest		55.61	55.61

Page Name	Overview
Data Source	AnubhavPlanningModel
Responsive Fixed Layout	Yes
Rows	Account (operating income) ENTITY
Columns	VERSION (Forecast and create new Forecast_30) TIME (2019)
Filters	TIME 2019
Enable Explorer	No

Requirement 5: Increase the forecast of forecast_30 by 30% and observe the impact

This is called what if analysis.

What if Analysis				
AnubhavPlanningModel				
in Million USD 2 Filters				
		VERSION	Forecast	Forecast_30
		TIME	> 2019	> 2019
Account	ENTITY			
> Operating Income	▼ (all)		534.58	694.95
	▼ Enterprise		534.58	694.95
	▼ Overseas		87.96	114.35
	Asia Pacific		33.01	42.91
	EMEA		54.96	71.44
	▼ United States		446.62	580.60
	Northeast		76.43	99.36
	Southeast		234.45	304.78
	Pacific		80.12	104.16
	Midwest		55.61	72.30

Requirement 6: Distribute the operating income of \$200 mn from US to overseas

What if Analysis

AnubhavPlanningModel
in Million USD | 2 Filters

Account	ENTITY	VERSION	Forecast	Forecast_30
		TIME	> 2019	> 2019
> Operating Income	▼ (all)		534.58	694.95
	▼ Enterprise		534.58	694.95
	▼ Overseas		87.96	314.35
	Asia Pacific		33.01	42.91
	EMEA		54.96	71.44
	▼ United States		446.62	380.60
	Northeast		76.43	99.36
	Southeast		234.45	304.78
	Pacific		80.12	104.16
	Midwest		55.61	72.30

What amount?

Distribute D10 580,601,947.9

Book as additional amount

Where to?

Cell Driver

Append Input Values

D7 200,000,000.00 34.4 %

Available Amount 380,601,947.90 65.6 %

Total 200,000,000.00 34.4 %

Apply Cancel

Requirement 7: Spread the US operating income to all the sub regions as below

Region	Distribution
Southeast	20%
Northeast	20%
Midwest	25%
Pacific	35%

The screenshot shows a forecast table on the left and a configuration panel on the right. The table has columns for 'st', 'Forecast_30', and '2019'. A red box highlights a cell in the table, and a red arrow points to the configuration panel where the 'Input Weights' driver is set to 25.0%.

st	Forecast_30	2019
9		
8	694.95	
8	694.95	
6	314.35	
1	117.95	
6	196.40	
2	380.60	
3	141.25	
5	275.91	
2	163.43	
1	180.60	

Configuration Panel:

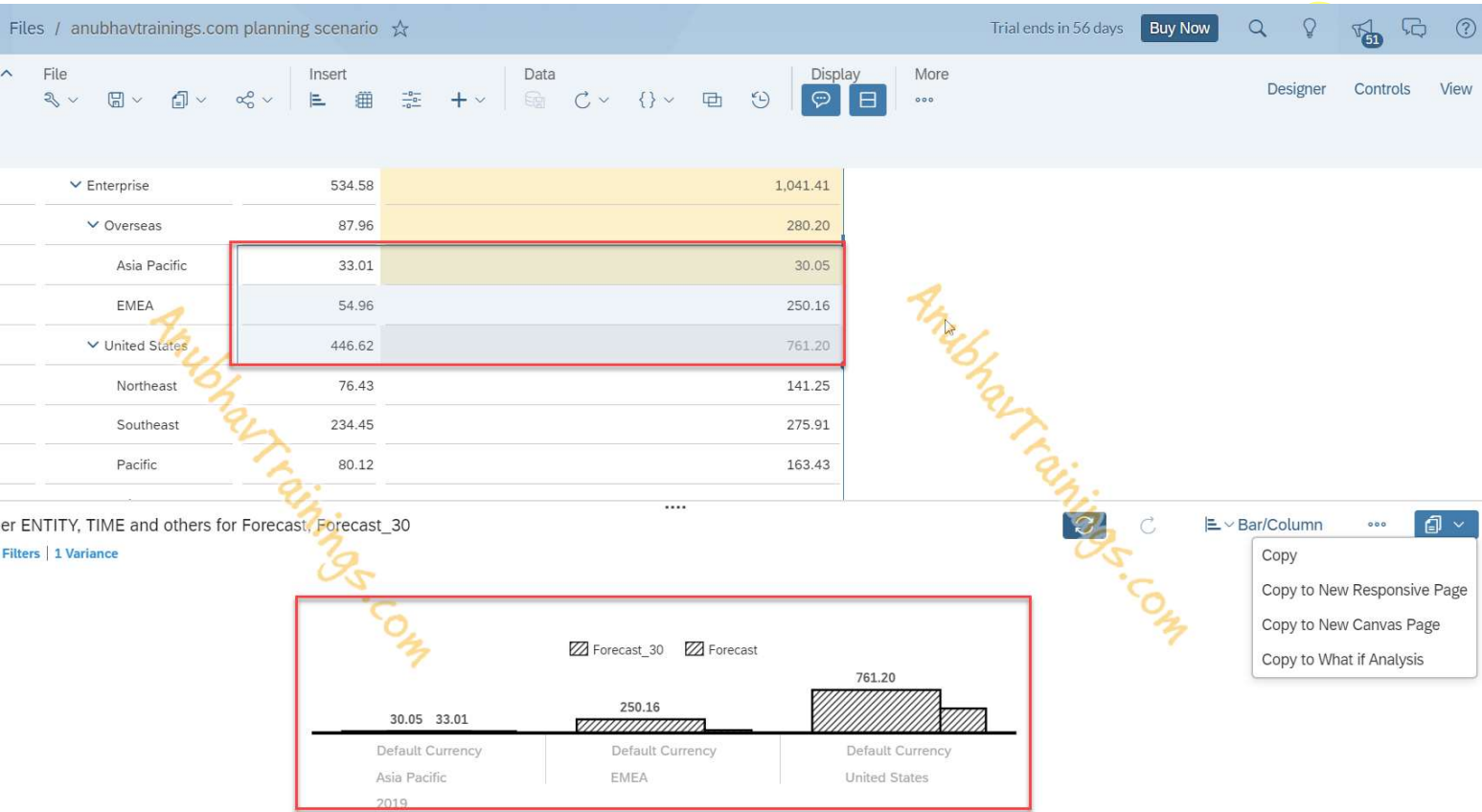
- What amount? D10 380,601,947.9
- Where to? Cell: Append, Driver: Input Weights
- D11 Northeast: 20, 20.0 %
- D12 Southeast: 20, 20.0 %
- D13 Pacific: 25, 25.0 %
- D14 Midwest: 35, 35.0 %
- Available Amount: 0.00, 0.00 %
- Total: 380,601,947.90, 100 %

Note: Values at parent level will change only after change is applied.

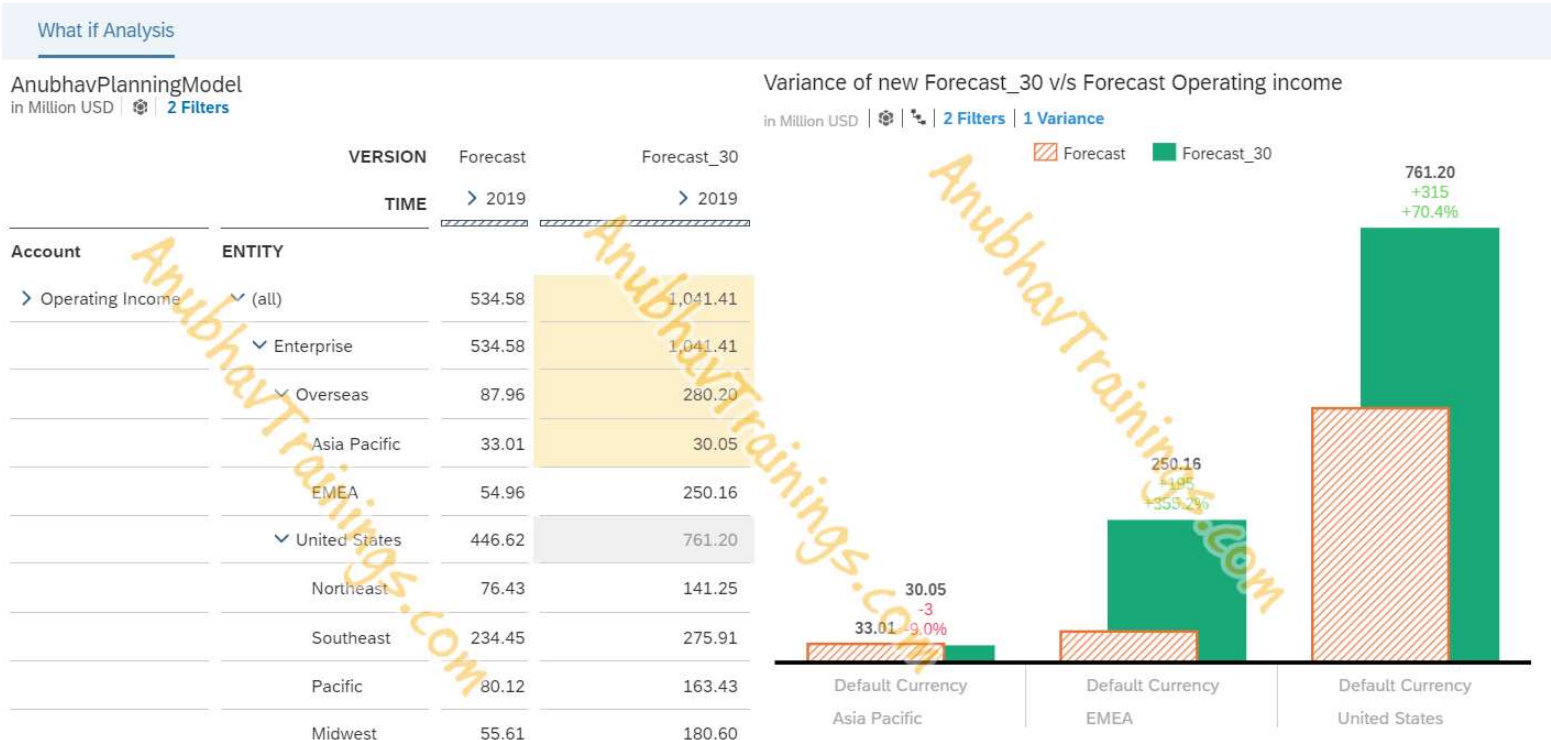
Requirement 8: Increase Operating income by 8% more by locking USA

VERSION	Forecast	Forecast_30
TIME	> 2019	> 2019
ENTITY		
▼ (all)	534.58	1,161.60
▼ Enterprise	534.58	1,161.60
▼ Overseas	87.96	400.40
Asia Pacific	33.01	150.24
EMEA	54.96	250.16
▼ United States	446.62	761.20
Northeast	76.43	141.25
Southeast	234.45	275.91
Pacific	80.12	163.43
Midwest	55.61	180.60

Requirement 9: Add variance chart using Examine option (decrease APJ forecast_30 by 80%)

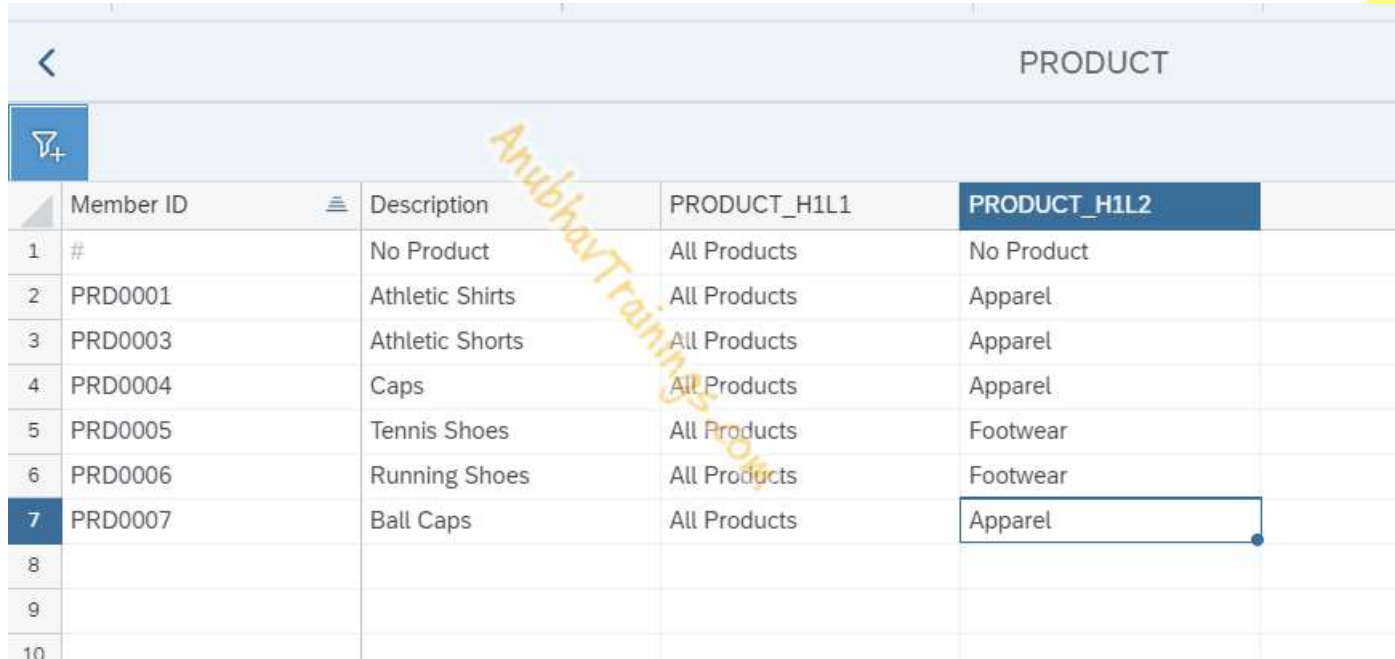


Requirement 10: Apply styling to show variance chart on the main page and publish the version



-----End of What-if Scenario
-----Start of Update for new data

Requirement 1: Add a new product as planning admin called Ball Cap

A screenshot of the SAP SAC 'PRODUCT' table. The table has columns: Member ID, Description, PRODUCT_H1L1, and PRODUCT_H1L2. Row 7 is highlighted, showing 'PRD0007' with 'Ball Caps' as the description, 'All Products' as the H1L1, and 'Apparel' as the H1L2. A yellow arrow points to the 'Apparel' cell in the original image.

	Member ID	Description	PRODUCT_H1L1	PRODUCT_H1L2
1	#	No Product	All Products	No Product
2	PRD0001	Athletic Shirts	All Products	Apparel
3	PRD0003	Athletic Shorts	All Products	Apparel
4	PRD0004	Caps	All Products	Apparel
5	PRD0005	Tennis Shoes	All Products	Footwear
6	PRD0006	Running Shoes	All Products	Footwear
7	PRD0007	Ball Caps	All Products	Apparel
8				
9				
10				

Requirement 2: Create a new Page called “update” with a new version from forecast as “Update”

Page Name	Overview
Data Source	AnubhavPlanningModel
Responsive Fixed Layout	Yes
Rows	Account (Gross Sales) Product (all)
Columns	VERSION (Update) TIME (2019 - Q3)
Filters	TIME 2019 – Q3
Enable Explorer	No

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Created by: Anubhav Oberoy

System: SAP SAC Implementation project

AnubhavPlanningModel

in Million USD | 2 Filters

VERSION		Update			
TIME		Q3 (2019)	Jul (2019)	Aug (2019)	Sep (2019)
Account	PRODUCT				
Gross Sales	▼ (all)	1,510.75	395.43	503.55	611.77
	▼ All Products	1,510.75	395.43	503.55	611.77
	▼ Apparel	1,000.45	262.41	334.22	403.83
	Athletic Shirts	17.20	7.19	3.76	6.25
	Athletic Shorts	884.29	218.08	313.24	352.97
	Caps	98.96	37.14	17.22	44.60
	Ball Caps	—	—	—	—
	▼ Footwear	510.30	133.02	169.33	207.95
	Tennis Shoes	444.53	112.55	157.94	174.04
	Running Shoes	65.77	20.47	11.39	33.90
	> No Product	—	—	—	—

Requirement 3: Update the **trend** of “Athletic Shorts” and **Value** of “Caps” to Ball Cap

VERSION		Update			
TIME		Q3 (2019)	Jul (2019)	Aug (2019)	Sep (2019)
Account	PRODUCT				
Gross Sales	▼ (all)	1,609.71	419.84	538.60	651.27
	▼ All Products	1,609.71	419.84	538.60	651.27
	▼ Apparel	1,099.41	286.81	369.27	443.33
	Athletic Shirts	17.20	7.19	3.76	6.25
	Athletic Shorts	884.29	218.08	313.24	352.97
	Caps	98.96	37.14	17.22	44.60
	Ball Caps	98.96	24.41	35.05	39.50
	▼ Footwear	510.30	133.02	169.33	207.95
	Tennis Shoes	444.53	112.55	157.94	174.04
	Running Shoes	65.77	20.47	11.39	33.90
	> No Product	—	—	—	—

paste trend from
athletic shorts
but value from
caps

Requirement 4: Local value for September and Decrease forecast by -20%

AnubhavPlanningModel

In Million USD | 2 Filters

		VERSION	Update			
		TIME	Q3 (2019)	Jul (2019)	Aug (2019)	Sep (2019)
Account	PRODUCT					
Gross Sales	▼ (all)		1,589.92	411.71	526.93	651.27
	▼ All Products		1,589.92	411.71	526.93	651.27
	▼ Apparel		1,079.62	278.69	357.60	443.33
	Athletic Shirts		17.20	7.19	3.76	6.25
	Athletic Shorts		884.29	218.08	313.24	352.97
	Caps		98.96	37.14	17.22	44.60
	Ball Caps		79.17	16.28	23.39	39.50
	▼ Footwear		510.30	133.02	169.33	207.95
	Tennis Shoes		444.53	112.55	157.94	174.04
	Running Shoes		65.77	20.47	11.39	33.90
	> No Product		-	-	-	-

Requirement 5: Add Threshold for ball caps to stay profitable 0-20mn-50mn



----end of the Planning Updates

----Asymmetric Report

Requirement 6: Create Asymmetric report using cross calculation between Actual V/s Forecast of Q2-2019

Page Name	Overview
Data Source	AnubhavPlanningModel
Responsive Fixed Layout	Yes
Rows	Product (all)
Columns	Cross Calculation GP_Actual_Q2_2019 – Restricted Measure GP_Forecast_Q2_2019 – Restricted Measure Diff_Act_Fcst – Calculated Measure
Filters	Account (Gross Profit)
Enable Explorer	No



System: SAP SAC Implementation project

---forecast with input control

Requirement 7: Create Forecast with Input control for Version, Timeframe and Entity (input control)

Page Name	Overview
Data Source	AnubhavPlanningModel
Responsive Fixed Layout	Yes
Rows	Account (Operating Income)
Columns	Cross Calculation Forecast Calculation Version = Version control for forecast and 30 Cutover Specific date = Range Year 2018-2020
Filters	Account (Gross Profit)
Enable Explorer	No

What if Analysis

Planning Updates

Asymmetric Reports

Forecast with input con...

fx Select Date Range

2018

2018

2019

2020

Year

▼

fx Select Forecast

☒ Forecast_30
 ☐ Forecast

AnubhavPlanningModel

in Million USD

1

Cross Calculations

20191

Forecast Calculations-20182

Forecast Calculations-20183

Forecast Calculation

Account

Operating Income

Gross Profit

Operating Expenses

56.12

74.02

107.14

423.99

445.46

646.65

367.87

371.44

539.52

ENTITY_H1L2

☒ All
 ☒ Overseas
 ☒ United States

Requirement 8: Add time Range to Time dimension in model and show un booked data

categories with write-back functionalities in the story, time range settings, audit

Planning & Time Ra...
On

Currency
Currency Conversion

Data and Performance
Data Performance

Private Versions:

The model has no private versions.

Time and Planning

*Date Dimension used for Planning:

TIME

*From:

Jan 1, 2018

*To:

Mar 31, 2021


Page Name	Overview
Data Source	AnubhavPlanningModel
Responsive Fixed Layout	Yes
Rows	Time (Show Un Booked Data)
Columns	Version (Update)
Filters	Account (Gross Profit)
Enable Explorer	No

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AnubhavPlanningModel

in Million USD | 

VERSION		Update
TIME		
▼ (all)		4,509.97
➤ 2018		2,109.94
➤ 2019		2,400.03
➤ 2020		–
➤ 2021		–

Requirement 8: Create Time based Forecasting in planning for un-booked data of 2020

For detailed training on SAP Analytics cloud with such real time scenarios, feel free to get in touch with us on

contact@anubhavtrainings.com

Visit us at: <https://www.anubhavtrainings.com>