

# DeltaMaster clicks!

## 03/2006

Dear data analysts,

many an author seems to have great trouble with plans. "The more planful humans act", Friedrich Dürrenmatt writes in the interpretation of his "Physicians", "the more drastically chance may hit them". Or Erich Kästner, who warns grown-ups: "The more voluptuous the plans may blossom, the more complicated the deeds will turn out." Does their scepticism result from the fact that they had no suitable tool to forge their plans?

You, dear data analysts, have at least the tool: *DeltaMaster*! From release 5.1.6 that has come out recently, a new planning option is available. With it, budget calculations, revenue plans, liquidity or product range forecasts, and other future contemplations smoothly fit into your Analytical Reporting. And if you allow us to sacrifice the written language to metaphors for a moment: The planning option is, to be plain, "a hammer" – with which you forge your plans in future. And we'll be pleased to show you the new functionalities personally.

Cordially,

Your Bissantz & Company team

**Bella goes round again** Not just for Bissantz & Company, office dog Bella (right) is a source of inspiration. Visualization guru Edward Tufte, too, took the dynamic of his Labrador as a symbol for the power that's within data. So he embroidered his new book *Beautiful Evidence* with images of his dog.



### SparkTicker Olé!

Spain has won the race for the first SparkTicker with stock market data. No less than three web sites at the same time were inspired by our showcase of sparklines usage and now show daily updated stock quotes by the help of our *SparkTicker* technology: our Spanish sales partner Kuvet as well as the business intelligence portals is-portal.com, and MundoBI.com.

### DeltaMaster 5.1.6

A new *DeltaMaster* release is ready for download. News include the cockpit browser and fixing functions for data input. In the *Analyzer* and *Pivotizer* modes, all report types can now be displayed. [www.bissantz.de/login](http://www.bissantz.de/login)

### DeltaMaster@Work

Our free workshop to get acquainted with our solutions will take place on March 23<sup>rd</sup> in our Nuremberg headquarters for the next time. Please register via e-mail with Mr Liepins: [liepins@bissantz.de](mailto:liepins@bissantz.de)

### Archive

Previous *DeltaMaster clicks!*: [www.bissantz.de/clicks](http://www.bissantz.de/clicks)

## Trick of the Month DeltaMaster for Budgeting

Analyzing, reporting and planning are time and again quoted as essential duties in the field of corporate controlling. It is commonly known that Analytical Reporting is a primary domain of *DeltaMaster*. Particularly charming solutions come into being when *DeltaMaster* is put into action also for planning and prognosis in the sense of a closed loop process: A whole bundle of tools that were crafted specifically for these purposes is at your disposal. And certainly you can treat your budgeted figures in *DeltaMaster* in exactly the same way as all other measures and like a flash, for instance by further analyzing them, inserting them in pretty reports, combing them for remarkable context etc.

Revenues	2005				2006	
	Actual	Budget	Deviation	Deviation %	Budget	Dev. Budget to prev. Y.
All Lines	385.000.000	370.000.000	15.000.000	4,1%	388.445.328	0,9%
Gents	107.030.989	104.134.004	2.896.985	2,8%	108.931.014	4,9%
Ladies	118.948.055	115.763.193	3.184.862	2,8%	118.948.055	2,1%
Children	50.976.482	44.994.308	5.982.174	13,3%	57.000.000	-12,8%
Sport	60.976.335	59.284.044	1.692.291	2,9%	62.214.681	2,0%
YoungFashion	47.068.139	45.824.451	1.243.688	2,7%	48.057.275	2,1%

In release 5.1.6, we have extended the range of functionality considerably and defined a new *Planning Option* in which we unite the entirety of functions required for planning. Thus, the *DeltaMaster Planning Option* is not a separate module, but rather a group of features that allow you to plan data with *DeltaMaster* in an integrated manner. To use the functions of the *Planning Option*, a license of its own is required. We'll be pleased to provide you with a free test license – please contact your consultants.

In the following, we'd like to give you an overview of the main areas included.

### Data Input with Dependencies

A basic prerequisite for the planning process is the ability to enter values into the application. This is possible with *DeltaMaster's* planning option in all user modes from *Viewer* up. Aside from absolute values, modification values may be entered directly, too, for instance an increase in revenues by 1,000,000, a cost cut of 3%, or a doubling of monthly customer visits. For details, please refer to the January 2006 issue of *DeltaMaster clicks!*. Processes like splashing (distributing aggregated values) and copying data are described there as well.

Something new is the possibility to enter values for calculated measures. Supposed a user-defined measure called "Revenues/sqft" has been defined as the ratio between revenues and floorspace. If you now enter a planned revenue per square foot, you'll normally want to express something about the revenue trend and not have the floorspace increased or decreased. You can determine the way in which changes are passed on to involved operands in the *Measure Properties* in the *Data Input* tab. In the simplest case, the modification will be forwarded proportionally. For more complex connections, the destination value may be calculated via MDX.

After the input, you update the display with the *F9* key. So you can immediately see how your plans effect the target values.

### Fixing

Especially when several organisational units or employees are participating in the planning process, or when the budget is entered on multiple different levels, it may occur that certain values are “preset” or “capped”: Even if subordinate values or higher aggregations change, these values are supposed to remain constant. The tool needed here is called *Cell Fixing*. You switch it on or off via the context menu in the pivot table (or the *F6* key). The way fixed cells are displayed complies with your settings in the *Extras, Options, Data Input* menu where you may determine font, size, colours and a symbol.

Revenues ...	Value Type ...		
Lines ...	▢ Prev. Year	▢ Budget V1	▢ Budget Rev.
All Lines	107.770.937	🔒 110.000.000	108.998.134
Gents	35.876.514	36.649.800	36.316.620
Ladies	47.573.540	🔒 48.549.839	48.108.477
Children	5.404.066	5.508.346	5.456.405
Sport	9.448.494	9.636.289	9.548.686
YoungFashion	9.468.323	9.655.727	9.567.947

The following table shows a basic example how cell fixing works:

Segment	Old Value	Fixing	Input	New Value	
Total	300	yes		300	constant, fixed
– North	120		30+	150	increased directly
– South	90	yes		90	constant, fixed
– East	60			40	2/3 of the change
– West	30			20	1/3 of the change

The aggregated value for *Total* (300) is fixed; thus an increase for *North* by 30 to the new value of 150 must not affect the sum. So the additional 30 units from *North* need to be compensated by objects on the same level and in the same group. *South* is fixed as well, thus may not be modified either and keeps its value of 90. Consequently, only the two objects *East* and *West* remain to receive the added 30. They are decreased proportionally, so that after the modification, they remain in the same ratio to each other as before. – But fortunately these arithmetics are concealed from you, because *DeltaMaster* automatically takes care that all fixations remain valid. Despite the complex procedure, you just press the *F9* key here, too, to receive an updated display with freshly recalculated figures.

To allow for fixed values, two additional conditions must be met apart from a license for the planning option:

1. The fixing must be explicitly permitted for the desired measure in the *Data Input* tab of the *Measure Properties*.
2. In the *Table Properties*, also on the *Data Input* tab, a dimension must be selected to define the fixing axis.

## Cell Comments

In each saved cockpit, report and analysis result, there is a comment area in which you may enter your own annotations, explanations, warnings, etc. The planning option extends these possibilities and allows to assign comments even to individual data cells. A small red triangle in the top right cell corner serves as a hint on a comment, similarly to the representation in Excel. Cell comments are saved in the relational database and are thus accessible to all persons involved in the process.

Revenues	Value Type	Prev. Year	Budget V1	Budget Rev.
All Lines		107.770.937	110.000.000	108.998.134
Gents		35.876.514	36.649.800	
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YoungFashion		9.468.323	9.655.727	9.567.947

Overall trend: Revenue increase.  
Sports to be forced.  
Ladies with further growth.

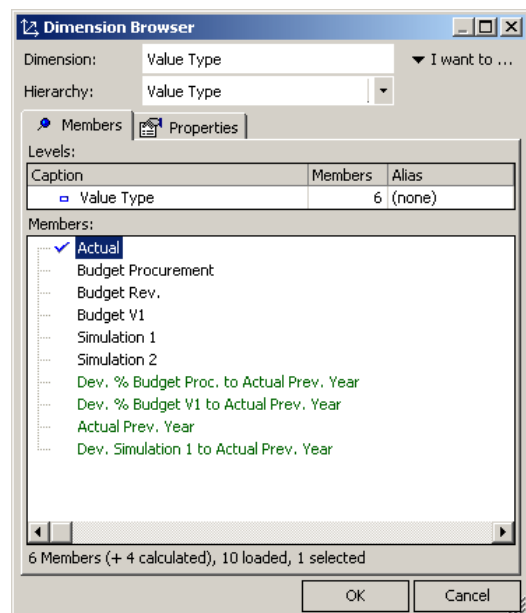
A special feature is the fact that *DeltaMaster* is even able to aggregate comments if desired. If you activate the corresponding option (settings in the *Extras, Options, General* menu), *DeltaMaster* does not only display the texts saved in the aggregated cell itself, but also all comments in subordinate areas. While for creating and editing cell comments, the planning options has to be licensed, reading the comments is possible in all user modes without the additional license.

Get cell comments from relational tables  
 Number of cell comments to display:   
 Sort cell comments by measure  
 Aggregation mode:  2  
 Aggregated  
 Not Aggregated  
 Aggregated up to level  
 Conditionally aggregated

## Budgeting with OLAP Databases

Presently, the planning option can be used in connection with Microsoft SQL Server Analysis Services, MIS Alea, and Applix TM1. Depending on the database, your entered budget values are stored in so-called writeback tables (Analysis Services), or directly in the cube (Alea, TM1). All users working on this data immediately see the effects of modifications in the front end, i.e. in the *DeltaMaster* analysis session.

Most frequently, the data models will be partly adjusted during the implementation of a planning solution. An auxiliary dimension, like the Value Type shown opposite, allows for manifold scenarios in which multiple budget values may be managed in parallel, and flexible change calculations may be performed. The green elements are calculated by *DeltaMaster* itself; only the individual budget versions are recommended to be created as elements in the OLAP model so that values may be written to them.



We'll be pleased to assist you in building your budgeting applications!