

If you are using a VMimage it is recommended that you take a snapshot of it before you start these activities.

Activity A05_ Revenue_Forecasting

Objectives:

This activity is designed to increase your knowledge and experience with TM1 Cognos Insight for modeling. In this activity you are supplied with an existing model in the form of a cdd file. You then add an appropriate cube calculation for the Discount% so that Actual Months (Jan to March in this example) are read only and Forecast months (April to Dec) can be input.

Work in Cognos Insight to achieve the following:

- Understand the use of the STET() function so that some cells are calculated and others are left for data entry..
- Examine the use of attributes and conditional statements to allow different treatment of actual and forecast cells.

How to use the resources for this activity:

This activity is designed to be used either for

- Initial learning on IBM Cognos Insight
- To practice skills already learnt.

In both cases read the information in this document describing the business scenario, the suggested solution and files that should be used.

Then, if you are **new to IBM Cognos Insight**, you can use both the **accompanying video** and **detailed activity step by step instructions** to guide you through the activity. The video and accompanying commentary shows and explains the steps that were taken to create the suggested solution. The activity outline document gives detailed step by step instructions with screen shots.

If you are **familiar with IBM Cognos Insight** and want to practice skills you already have you can use these student instructions to gain an understanding of the business scenario and what the suggested solution might be. Then you can carry out the activity and compare your solution with the screen shot below. If you require additional assistance at any point you can review the relevant parts of the video or outline document.

In addition, all activities, apart from the first one (A01_Simple_Revenue_Analysis), have a starting cdd file which can be opened with IBM Cognos Insight. In some cases these are identical to the completed cdd of the previous activity. In other cases there will be additional modelling included to allow you to focus on the main objectives of the activity. Always read the student instructions to gain an understanding of the activity and what has been supplied as a starting point.

Additional resources available for IBM internal staff and BA partners:

At each product release, enablement resources are published on W3 Connections and PartnerWorld. These include a number of product focused videos. These are useful learning resources which support these activities. To assist you to locate appropriate videos for each activity we are undertaking a review and cross reference of these videos. To allow this to remain current, maintain an accurate list of videos and correctly identify which ones support each activity we will create a reference document and included it as part of the program introduction. Please be aware that this document will change at each product release and as extra resources are created between releases.

Business Scenario:

The CFO has a specific question about whether Actual and Forecast cells can be treated differently. You are asked to use an existing model to demonstrate how this can be done.

Here is a screen shot of the suggested solution for guidance.

The screenshot shows the IBM Cognos Insight interface with two data tables. The first table is titled 'Q1 Forecast' and shows 'List Prices' for various products from January to December. The second table is titled 'Net Revenue' and shows revenue metrics for 'London' and 'Artful Artifacts' products from January to November.

Q1 Forecast

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Artful Artifacts	10.00	10.00	10.00	10.00	11.00	11.00	11.00	11.00	11.00	11.00	11.00	11.00
Whacky Widgets	12.00	12.00	12.00	12.00	13.20	13.20	13.20	13.20	13.20	13.20	13.20	13.20
Thoughtful Things	15.00	15.00	15.00	15.00	16.50	16.50	16.50	16.50	16.50	16.50	16.50	16.50
Potty Possessions	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
Ominous Objects	16.00	16.00	16.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00

Net Revenue

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
Volume	20,390	1,537	1,550	1,580	1,611	1,644	1,678	1,710	1,746	1,780	1,815	1,851
Gross Revenue	218,012	15,370	15,500	15,800	16,110	18,084	18,458	18,810	19,206	19,580	19,965	20,361
Discount %	5.61	7.84	7.84	7.84	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Discount	12,226	1,205	1,215	1,239	806	904	923	941	960	979	998	1,018
Net Revenue	205,786	14,165	14,285	14,561	15,305	17,180	17,535	17,870	18,246	18,601	18,967	19,343

An existing model is supplied in the format of a cdd file which can be opened in Cognos Insight. It is called A05-ForecastingBefore.cdd. It is suggested that you do a Save As on the file before starting the activity.