

# Acorn® Performance Analyzer 5G

Complete Visibility into your True Costs and Profitability

Available as part of Ignite's Finance Solutions, Acorn Performance Analyzer 5G helps you effectively measure, manage and improve any element of your business. Performance Analyzer 5G combines process modeling, data integration, calculation engine, and reporting into a complete solution for guiding a more profitable business.

## Business Benefits

- Transform the complexity of your business and gain actionable insight into the true drivers of profitability across your enterprise.
- Quickly identify your most and least profitable customers.
- Accurately determine the net profitability of individual SKU's, customers and suppliers, through accurate allocation of indirect costs and value-added services.
- Remove inefficiency and non-value added costs.
- Calculate the profitability of new contracts before you sign them.
- Make better business decisions, with information at your fingertips.

## Transform Your Business

Available as part of Ignite's Finance Solutions, Acorn Performance Analyzer 5G, combines process modeling, data integration, calculation engine, and reporting into a complete solution for guiding a more profitable business.

Ignite's forward-looking solution enables enterprise-wide measurement of every aspect of revenues, costs, net profit, resource capacity and utilization across an unlimited number of business dimensions. Business users have the ability to perform comprehensive costing calculations and modeling to gain a deeper understanding of profitability while eliminating inefficient and error-prone manual costing activities in data collection, calculation, and analysis.

Ignite's unique approach to validation provides undeniably accurate data to influence organizational buy-in and accelerate operations' use of the analysis. This has allowed our customers to develop effective pricing strategies, negotiate with customers, set new policies and take more informed actions. Intuitively designed for both Excel and web-based access, you will find no more complete and capable profitability and cost management software in the marketplace today. More importantly, you will not find one that so clearly and confidently identifies where you are making and losing money and why.

# Drive Better Business Decisions with Accurate, Actionable Insight

The Performance Analyzer 5G modeling interface combines the structure of a step-by-step best practices approach with the flexibility of unlimited business dimensions and transaction volumes. Multiple model versions, scenarios and time periods along with customizable rules, multi-currency and multi-language support allow Performance Analyzer 5G to truly reflect the business. Simple, intuitive ETL interfaces and full heterogeneous data source integration result in rapid deployment times. The result is a solution with industry leading flexibility, scalability, and usability.

## Scalability

Performance Analyzer 5G has the most scalable and efficient calculation engine available on the market. Our highly optimized solution can calculate assignment rules against an unlimited number of cost objects, transactions, or business drivers. For example, a Fortune 500 financial services company uses Performance Analyzer 5G to calculate the profitability of millions of customers, products, channels and segments. A logistics company calculates the profitability of

over 80 million packages per month. A retailer calculates over 100 million transactions per month. Our close partnership with Microsoft allows for a performance tuned database schema, customized for the Microsoft SQL Server platform. And we do it all in a single model, not through multiple models or other IT-centric work-arounds.

## Usability

Performance Analyzer 5G is built with the premise that business users should 'own' the model and IT administrative support is minimized. All standard functions are accessible through Excel or web-based interfaces, easing the required learning for your team. More important is the ability to drive value. You not only identify a number for customer or product profitability but you also discover the drivers behind that number, so you can act on the results. Most other solutions are not focused on organizational buy-in because their numbers are dependent on averages, constrained allocations or require multiple models or software products. We generate financially validated operational numbers in a single unified model, complete with root cause.

An example will add clarity:

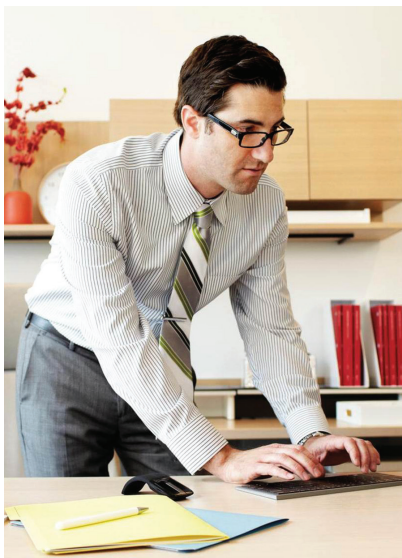
Without the details on why a customer is unprofitable, what action do we take? If we could see the details, is the customer unprofitable for just this time period or for 12 straight time periods? Is every transaction with this customer unprofitable? Is this customer only buying unprofitable products? What routes for delivery is this customer's inventory assigned? With this detail in a holistic model, a customer can answer these questions quickly and easily, and their business can be transformed.

## Flexibility

Performance Analyzer 5G offers the most flexible enterprise costing solution available on the market. Performance Analyzer 5G is the only marketed solution that truly supports all costing methodologies, including shared services costing/ chargeback, traditional activity-based costing, process costing, performance metrics, time-driven activity-based costing, charge-back modeling and capacity costing. Even more important, we support multiple costing approaches within a single model.

## Sustainability

Monthly processing time has been reduced by as much as 90% from traditional costing solutions. Our system has been designed to minimize or eliminate ongoing maintenance to the greatest extent possible: No time surveys to distribute, fill out, collect, and enter. With other vendors, surveys are used to sustain accuracy in allocating resource costs. Although we offer web-surveys for clients that require them, we have developed a patent pending "automatic" allocation methodology that delivers more accurate results with "hands-free" maintenance. Addition of new business dimensions (a new business unit, product, etc.) is completely automated, since data is dynamically read and loaded from client source systems. Adding a new business dimension, cost element, cost center or expense item can be performed by the business user in a matter of minutes. It does not require a model redesign, nor does it require IT or consultant resources. Our completely web-based model provides for faster model updates, as it allows for robust roles-based security at the individual object level and concurrent user model updates.



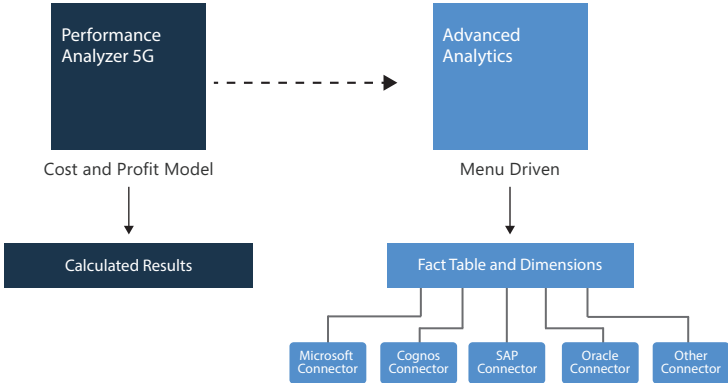
# Increase Profit Margins, Cut Costs and Gain a Competitive Edge

## Performance Analyzer 5G Solution Bundle

Available as part of the Performance Analyzer 5G solution bundle, our utilities makes it easy to transfer, manage, load and extract data. Traditionally customers would have to develop these capabilities internally or hire consultants to create them. Our customers benefit from speed and efficiency during and post-implementation with the following tools available in our solutions bundle.

## Acorn® Advanced Analytics (AAA)

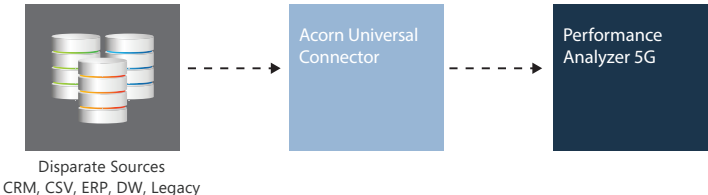
Acorn Advanced Analytics (AAA) is an easy-to-use, menu-driven utility that links calculated results to a company’s business intelligence (BI) infrastructure. Multidimensional results are readily available via drop-down menus and are configured to meet your reporting needs. AAA is designed to work with any of Ignite’s Acorn cost or profitability models and uses Acorn metadata to determine the reporting structure, dimensions, hierarchies and measures. By reading the dimensional data (drivers and results that have already been extracted, transformed and loaded into the Acorn repository), AAA can save weeks to months over traditional build-it-yourself BI custom implementations.



Acorn Advanced Analytics can be leveraged to generate OLAP cubes for your preferred BI platform (Microsoft, IBM Cognos, SAP BusinessObjects, Oracle Hyperion, or others). The resulting multidimensional data source is available to any BI reporting solution that can read a defined fact table.

## Acorn® Universal Connector (AUC)

Acorn Universal Connector (AUC) allows users to import data from various disparate sources into system generated staging tables reflecting your Performance Analyzer 5G model. Predefined and structured staging tables are automatically generated from the PA application upon model completion. General ledger, department drivers, and cost object instances are loaded upon model execution. Ongoing changes in the model are automatically synced, updated, and validated by AUC. Additionally, data validation and logical consistency/permissible value checks are performed against incoming data. AUC significantly streamlines inbound data loading and reduces the need for reprocessing.



## Deployment Options

The full capability of Ignite’s Acorn solution is available to customers and partners on premise and on-demand. We will help you choose the best deployment model for your needs, develop a go-live plan, stay within your budget, and manage the implementation. Our on-demand option is confidently delivered from the Microsoft cloud, Windows Azure®, or the market leader in hosting, Rackspace®. Reduced demand on IT resources, rapid time to value, peace of mind of application availability, and lower up front costs are just some of the benefits realized by customers selecting this deployment option.

# Quick Facts: Acorn Performance Analyzer 5G

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## Product Summary

Available as part of Ignite's Finance Solutions, Acorn Performance Analyzer 5G is a focused profitability and cost management solution that delivers new insights and rich analytics on the profitability and cost of business operations. It is an easily configured, highly flexible modeling and calculation solution that enables companies to understand their costs at multiple levels.

Business users can perform comprehensive costing calculations and modeling to gain a deeper understanding of profitability while eliminating inefficient and error prone manual costing activities in data collection, calculation, and analysis. The unique approach to validation provides undeniably accurate data to influence organizational buy-in and to accelerate the operational application of the analysis.

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## Key Features

- Flexible business modeling
- Open integration to any data source
- Unlimited business dimensions (customer, product, vendor)
- Single, unified model – not multiple applications or models
- Only unified solution to perform transaction level calculations at scale
- True support of Time-Driven Activity Based Costing
- Multiple model versions, scenarios and time periods
- Simple yet robust multidimensional
- OLAP cube creation
- Standard and advanced client-defined reporting and analytics
- Business user-centric interface
- Enterprise class security, trace back and audit
- Rapid time to deployment based on methodology
- Limited IT administration required

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## Software Requirements

- Windows Server 2008 or Windows Server 2008 R2
- IIS 7.0
- .NET Framework 4.0
- Microsoft SQL Server 2008 R2 Enterprise or Microsoft SQL Server 2012 Enterprise
- Microsoft SQL Server Reporting Services
- Silverlight 5.0 supported browser

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## Integration

Performance Analyzer 5G integrates into any environment. Our applications are based on open standards and leverage the capabilities of Microsoft SQL Server Integration Services (SSIS) and Microsoft SQL Server Analysis Services (SSAS) to get the required data into your model and back out; whatever your requirements, whatever disparate systems, whether vendor or homegrown.

Integration sources include:

- Flexible Business Modeling
- Platforms
- ERP's
- Performance Management Applications (CPM, BPM, EPM), CRM, SCM, core/departmental applications
- Spreadsheets
- BI Platforms
- Financial Systems
- Databases
- Data Warehouses

Vendor Integration:

- Microsoft
- SAP BusinessObjects
- IBM Cognos
- Oracle Hyperion

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## For More Information

Please contact us at [success@ignitetech.com](mailto:success@ignitetech.com) or visit [www.ignitetech.com](http://www.ignitetech.com)