

Hyperion and Essbase New Sales Metric

Business Problems:

In Order to better understand the book of business, management introduced a new sales metric called Annualized Contract Value along with BackLog, Stub to goal against the contract and not just by billings and payment plans. In addition due to a need to understand how pricing is currently applied, new measures such as unit and average price which can then be drilled up and down from Business Unit to Product Family to Item were required.

Project Solution

The solution is in progress and new calculation procedures built to load the ODS with the required new measures. Currently under development with constant interaction on veracity of logic to perform the calculations, currently sample data has been loaded into Essbase for evaluation.

The Sales Unit and Average Price Measures are added in Essbase and load rules have been created to provide the data for the new measures for pricing.