

# Dimensional Accounting

# Safe Harbor Statement

**FORWARD-LOOKING STATEMENTS.** Some of the information in the presentations constitute forward looking information, including with respect to future product strategies, financial condition, results of operations, continued profitability and activities of Epicor. While these forward-looking statements represent our current judgment, these statements are based on assumptions that are subject to a wide range of risks and our actual results could differ materially. Epicor undertakes no obligation to revise or update publicly any forward-looking statements.

# What Is It?

- ▶ Warehousing of financial data to allow you to slice & dice the data based on a user defined label
- ▶ That label is a portion of the business that is important to the distributor
- ▶ User defines what is critical in the operation of the business

# Current GL Structure

- ▶ Lots of Accounts
- ▶ Lots of segments
- ▶ Manual selection of these account (no automation)

# Dimensional Accounting

▶ Basic concept:

- Adds one or more labels to a transaction
- Based on GL postings
- Extract GL information based on the labels

# Dimensional Goals

- ▶ Smaller Chart of Accounts
- ▶ Less Segments
- ▶ System takes away human intervention & error
- ▶ User determines what needs to be measured

# Dimensional Perspective

- ▶ Expenses & revenues to analyze profitability of:
  - Project
  - Location
  - Customer type
  - Cost/profit center (hydraulics)
  - Marketing Campaign
  - Productivity in a territory

# Benefit

- ▶ Helps the distributor determine at a glance what's making money in the business and where the holes in the bucket are
- ▶ Ultimately financial analysis becomes proactive rather than reactive

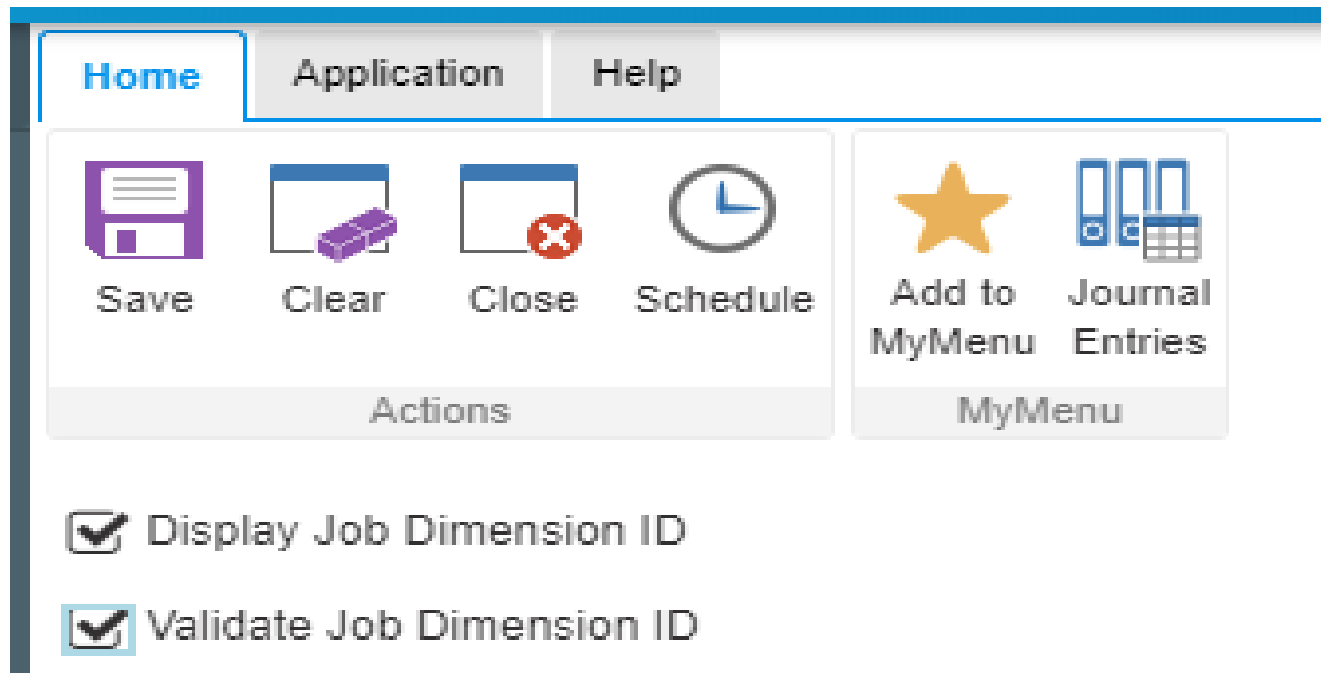


# Examples of Dimensional accounting

- ▶ I need to know the value of all items sourced from one location and sold from another to understand and to allocate expenses to a source location
- ▶ I need to know what this sales rep is costing me compared to the sales generated.
- ▶ I need to know the revenue, costs, and expense of a particular large project
- ▶ I need to know the profitability of a particular customer class

# Vision of How it Will Work

## ▶ Old JOB ID



# How It Will Work

## ▶ Job ID

Home Application Help

Save Clear Close Schedule Add to MyMenu Journal Entries MyMenu

**Warning:** This job ID is not on file.

Voucher Charges Terms Check Purchase Order Miscellaneous Document Links Invoice Detail VAT Timestamp

Company ID: HOLT Holt Tools Period: 8  
 Voucher Number: Year: 2019  
 Vendor ID: 103695 3M Invoice Date: [Calendar Icon]  
 Description: Freight Amount: 0.00  
 Invoice Number: 55554477 Invoice Amount: 150.00  
 Branch ID: 001 Holt Main Branch Currency ID: U.S. Dollars (USD)  
 Approved  Delete  Disputed  Intercompany  Allocate items by percentage

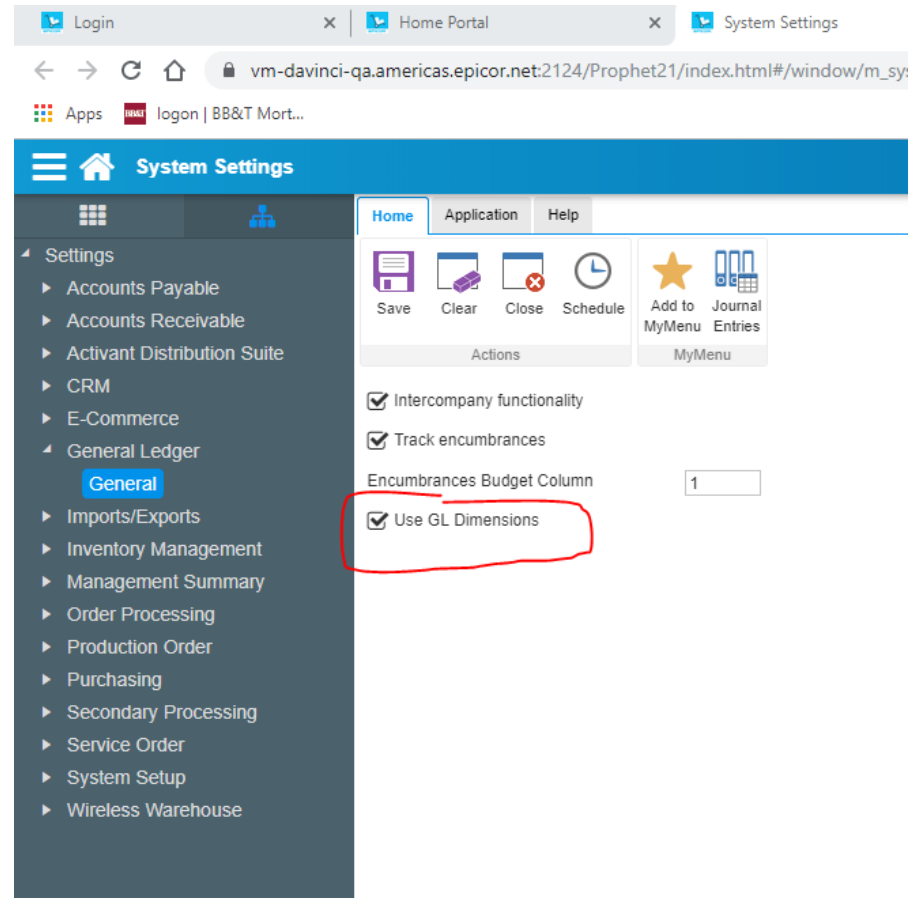
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Purchase Items 1099 Type / Job ID Timestamp

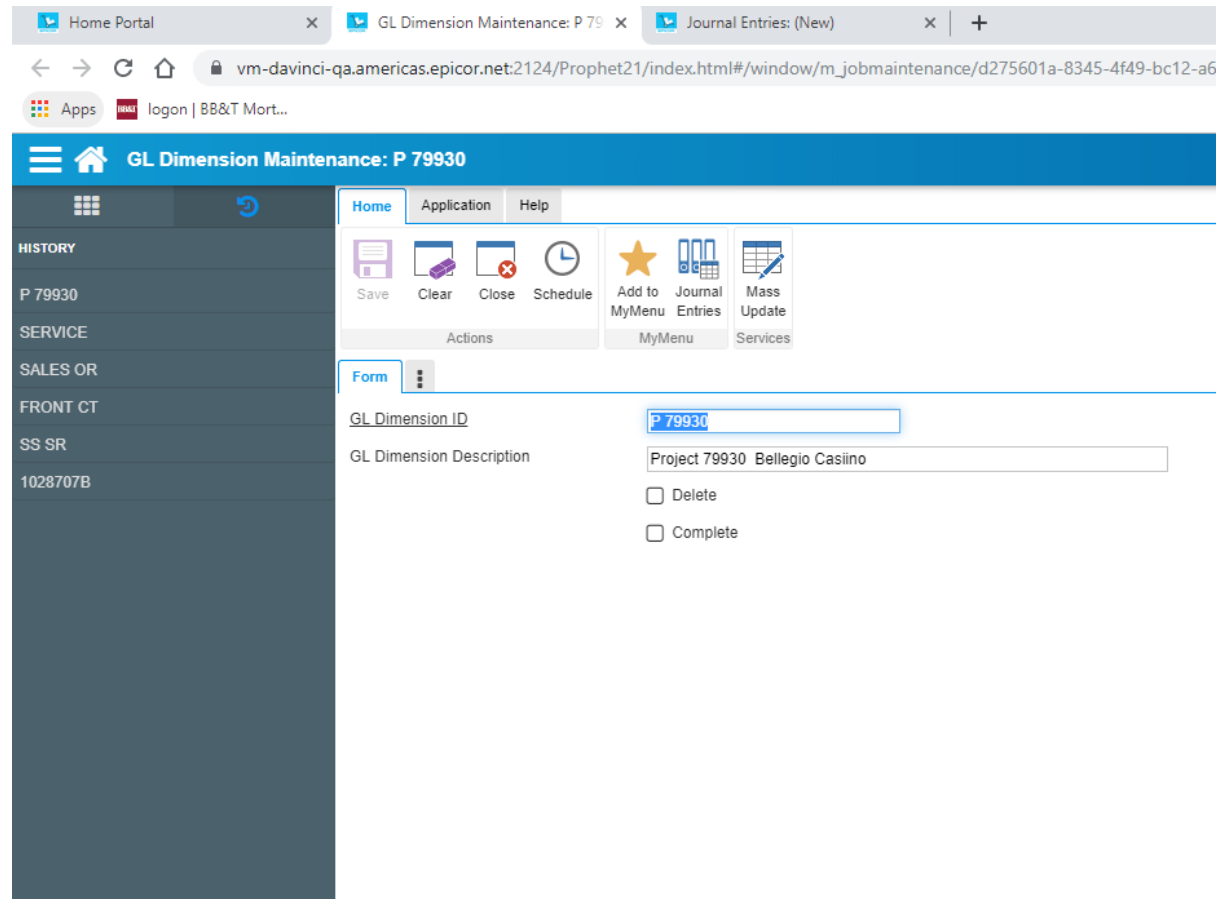
1 - 1 of 1 items

PURCHASE AMOUNT	DESCRIPTION	1099 TYPE	JOB ID
0.00	Non-employee Compensation		

# How It will Work



# How it Will Work



# How It Will Work

The screenshot displays the Epicor Journal Entries (New) application interface. The browser address bar shows the URL: `vm-davinci-qa.americas.epicor.net:2124/Prophet21/index.html#/window/m_journalentries/73d9e2e3-4842-447e-bacc-dac5e11633bf?shellId=a29383f2-943a-430f-3e76-67a07433accb`. The application title is "Journal Entries: (New)" and the user is "Sandy Sadley".

The interface includes a navigation pane on the left with "HISTORY" and transaction numbers: "Transaction #: 141624" and "Transaction #: 141625". The main area has a top menu with "Home", "Application", and "Help". Below this is a toolbar with icons for "Save", "Clear", "Close", "Schedule", "Add to MyMenu", "Journal Entries", and "Mass Update".

The "GL Dimensions" tab is active, showing a table with the following data:

GL DIMENSION ID	GL DIMENSION DESC	DELETE
P 79930	Project 79930 Bellegio Casiino	<input type="checkbox"/>

The "Accounts" tab is also visible, showing a table with the following data:

ACCOUNT	ACCOUNT DESCRIPTION	SOURCE	REFERENCE	U.S. DOLLARS-DR	U.S. DOLLARS-CR	FOREIGN DR (N/A)	FOREIGN CR
67474-001	Telephone Expense	reclass	reclass	0.00	0.00	0.00	

# How it will Work

## ▶ Manual Screens

- Journal Entry
- Misc Cash Receipts
- Invoice Item/Amount
- Voucher Item/Amount

# How it Will Work

- ▶ Order Entry
- ▶ CPOV and All Convert Windows
- ▶ RMA
- ▶ Automate the Dimension



# How It will Work

## ▶ Automation

- Specific Windows to assign a dimension
  - Sales Rep
  - Location
  - Order Type (Service or Sales Order or Front Counter)
  - Vendor
  - Customer
  - Customer Class
  - Invoice Class
  - Order Class
  - Payment Type
  - Voucher Class

# How It Will Work

- ▶ Dimension Inquiry
- ▶ Dimension Edit
- ▶ Extract out GL information based on the dimension or dimensions

Questions?



Thanks for Attending