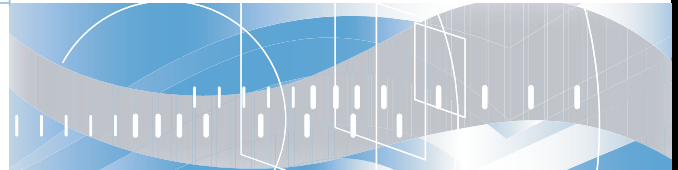


Information Builders is one of the largest independent software companies in the world. We work with over 12,000 customers to ensure their success by putting interactive and actionable information in the hands of everyone in the extended enterprise: employees, partners, suppliers, and customers.

# Maximize Opportunities

## Through Corporate Performance Management



igniting the power of Finance

Where is your business going? Where do you want it to go? How are you going to get it there? What should you be doing to reach your goals?

Performance management (PM) is an objective look at your organization's performance – a unified view of all your budget, forecast, plans, and performance – at all levels. PM allows you to track your company's performance – plan, budget, and forecast – enterprise-wide, in real time. Effective use of PM solutions, according to industry analysts, enables companies to outperform their own goals and industry competition.

PM offers businesses flexibility and agility by recognizing that performance is a multi-dimensional, rapidly moving ideal. The goal is to achieve a series of business performance views, across operational activities and departments, to forge the business strategy and the execution of the strategy.

A solid PM solution incorporates all the enterprise databases and applications within the enterprise. It accounts for the rapid changes that occur on a daily basis. It helps your organization become agile and responsive – so you can minimize threats and maximize opportunities.

The ultimate software solution for effectively implementing a performance management initiative is based on a functionally rich yet flexible framework. The framework must enable organizations to rapidly build and deploy enterprise-wide performance management systems that:

- Access, combine, and analyze all corporate data for a real-time, enterprise-wide snapshot of performance across multiple departments and business units and extended out to external suppliers and partners affected by the progress on your strategy
- Monitor critical initiatives and compare results against objectives
- Accurately develop and track budgets and targets
- Improve planning and forecasting processes
- Implement comprehensive business scorecard applications to provide a unified view of the company's mission and link activities to strategic goals

### **Flawlessly Execute Performance Management**

Longview Solutions' Khalix™ creates a single, enterprise-wide repository of financial and non-financial data. Companies use this single application to consolidate, budget, forecast, plan, model, analyze, close their books, and manage their corporate tax requirements with speed and financial accuracy.

Khalix, working together with Information Builders' WebFOCUS Performance Management Framework, provides a complete performance management solution that delivers analytics, metrics, graphs, KPI indicators, and feedback functions for all business performance management initiatives. With an aggregated view of operations, the application's built-in flexibility enables organizations to optimize their current practices, within established constraints.

WebFOCUS and Khalix support short-term financially focused budgets, longer-term planning, and high-level strategic plans with workflow capabilities to manage budget/plan creation and submission/approval tracking. Dynamic forecasts and what-if scenarios can be created based on data from operational plans, financial budgets, and/or any data from all sources, including CRM, SCM, and ERP.

WebFOCUS and Khalix integrate easily, enabling users to log onto a dashboard highlighting real-time corporate information rolled up from disparate databases and source systems across the enterprise. Relative to your role within the organization, the dashboard presents functional views that support each business user's job function. Users can access Khalix workflow, budgeting, planning, forecasting, and input forms, seamlessly presented side-by-side with performance management and Khalix/WebFOCUS reports, graphs, and alerts.

### **Dynamic, Collaborative Planning With Business Intelligence**

Transform business goals into financial plans and budgets that can be sliced, diced, measured, and changed quickly and easily. Share information and collaborate with your work group. Analyze and compare current and past plans. Drill down and compare how various elements of your organization are performing.

Together, WebFOCUS and Khalix deliver the best-of-breed solution for creating capital plans and strategic forecasts. Specifically this solution enables you to:

- Create goals and financial targets that reflect business drivers, competitive trends, economic forecasts, and the impact of regulations
- View, compare, and choose initiatives that will produce the best results
- Formulate detailed and accurate enterprise budgets
- Analyze scenarios, prepare final budgets, and share information with managers, vendors, and partners for increased accountability
- Manage financial consolidations and employee productivity with tracking and reporting; consolidate data with actual result comparisons to budget and analysis of variances
- Extensively plan and model operations using your performance metrics; facilitated through workflow to final approval targets are instantly synchronized with WebFOCUS to allow direct tracking and linking of actual metrics

## Support Decisions With Real-Time Business Intelligence

Once you've developed strategic, capital, budgeting, forecasting, and payroll plans and put them into action with a budget, WebFOCUS provides a complete view of everything and a simple way to get useful information to everyone who needs it. WebFOCUS makes the distribution of information or deeper analysis and research simple. Analysis, trending, and predictive reports and graphs are at your fingertips. In addition, direct operational reports against live Khalix data are available directly or through intuitive drill-downs into Excel, PDF, the Web, e-mail, or a geographic information system. Real-time business intelligence means that when something impacts your bottom-line or is off plan, you can make adjustments dynamically with flexible plans and rolling forecasts that enable you to realign as events occur rather than using a fixed annual budget.

The Khalix/WebFOCUS solution offers:

- Visibility and accessibility to the right people to the right information across an organization, from ten board members, to 150 officers, to tens of thousands of managers, or any combination thereof
- Collaboration on planning and budgeting, dynamically, with real time data sourced from a single repository of accurate information
- Simple and timely communication of plans enterprise-wide and with external partners as necessary, keeping key stakeholders on the same page, influencing positive business decisions
- One enterprise database that provides a single point of maintenance, consolidating data from all enterprise sources, including DB2 and SAP, ensuring the most reliable, up-to-date information is being used enterprise-wide
- Increased transparency and visibility of information to the right people, in real time, in their preferred format

## Performance Management That Truly Performs

Visibility and transparency of an enterprise's performance indicators is integral to the success of public or private sector organizations. Everyone must be on the same page, speaking the same language with a common understanding of the problems and the solutions available.

Information Builders and Longview Solutions solve the challenges associated with achieving the speed, visibility, and financial integrity essential for an effective enterprise. Integrating silos of data, and countless spreadsheets or disparate databases and applications like ERP is a key strength of Information Builders. Khalix validates the information, performs currency translation, applies consistent budgeting, planning, and forecasting to close the books. Through the Information Builders dashboard this financially accurate information is made available, enterprise-wide in a true, secure, and easy-to-use format. Together, Information Builders and Longview Solutions performance management will allow your organization to outperform expectations.

## Find Out More

To find out how our solutions can help your company succeed, talk to an Information Builders representative today. Contact your local Information Builders office, visit us at [www.informationbuilders.com](http://www.informationbuilders.com), or in the U.S. and Canada, call (800) 969-4636.

### About Longview Solutions

Longview Solutions makes corporate performance management software that leading companies use to drive performance with speed, visibility, and financial integrity. Since 1995, many of the world's most respected companies have been using our technology platform to support the diverse needs of their complex finance organizations. Longview's solution is highly scalable, providing a single repository of financial truth from which statutory consolidation, management reporting, planning, modeling, analysis, budgeting, forecasting, strategic tax and related learning, compliance, and knowledge management processes can be performed quickly and accurately, enterprise-wide.

Longview Solutions has a focus on finance, and expertise that covers all industry sectors including energy, entertainment, financial services, health care, higher education, manufacturing, pharmaceutical, retail, technology, and utilities.

### About Information Builders

Information Builders, a \$300 million company, is the leader in enterprise business intelligence and real-time Web reporting. The company's WebFOCUS product – the industry's most secure and flexible – is able to meet all the reporting needs of the extended enterprise, ranging from analysts to power users to the widest deployments for hundreds of thousands of users. Additionally, WebFOCUS' empowerment of organizations seeking to leverage all their data by accessing it all – from legacy to data warehouse – is unmatched.

Information Builders' award-winning technology has successfully provided quality software and superior services for 30 years to more than 12,000 customers, including most of the Fortune 100 and U.S. federal government agencies. Headquartered in New York City with 90 offices worldwide, the company employs 1,750 people and has over 350 business partners.



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