



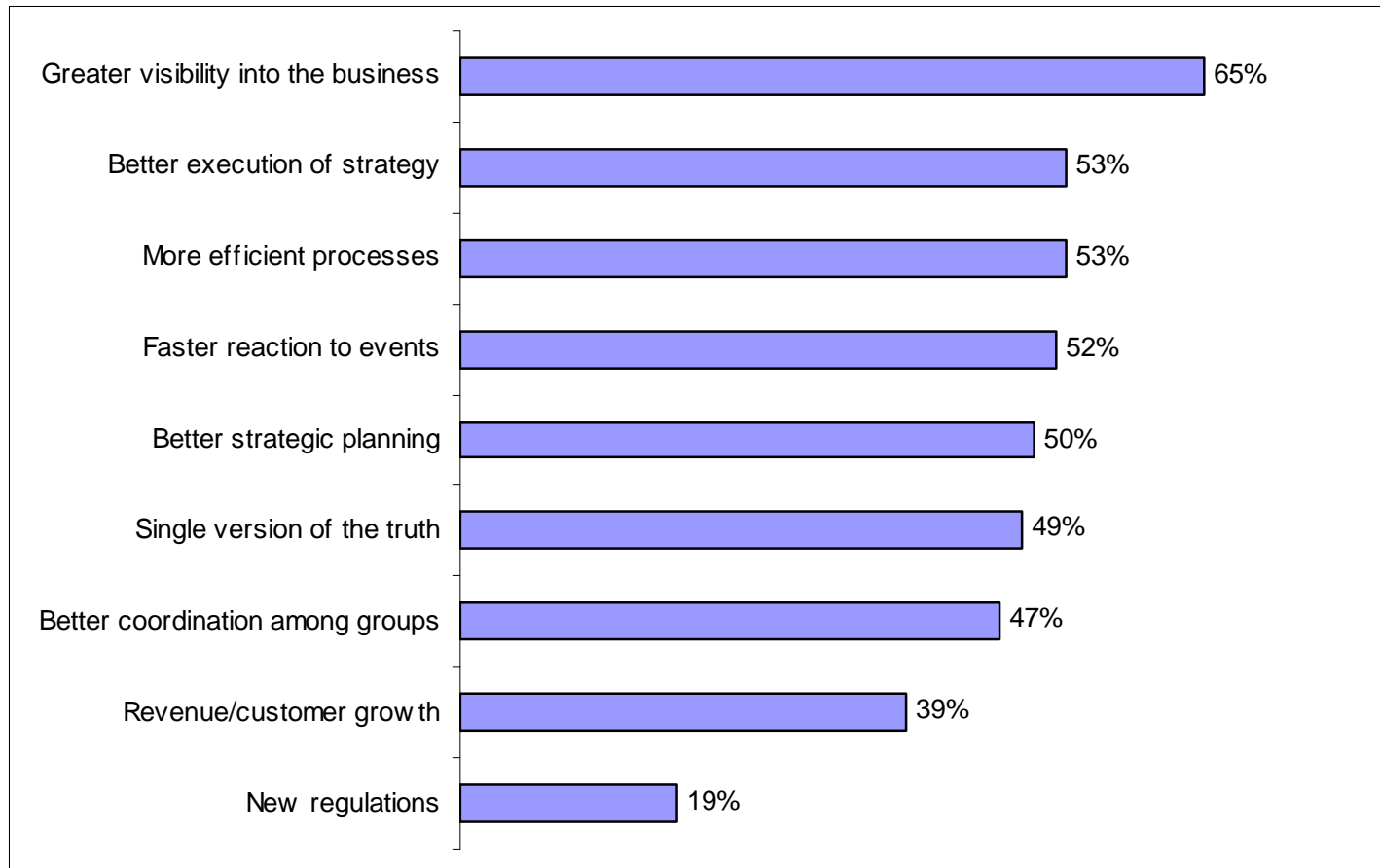
33200: Develop and Deliver Automated and Drillable Reports to Management

Jim Behrens, Sukut Construction, Inc
Adam Crigger, Preferred Strategies

Agenda

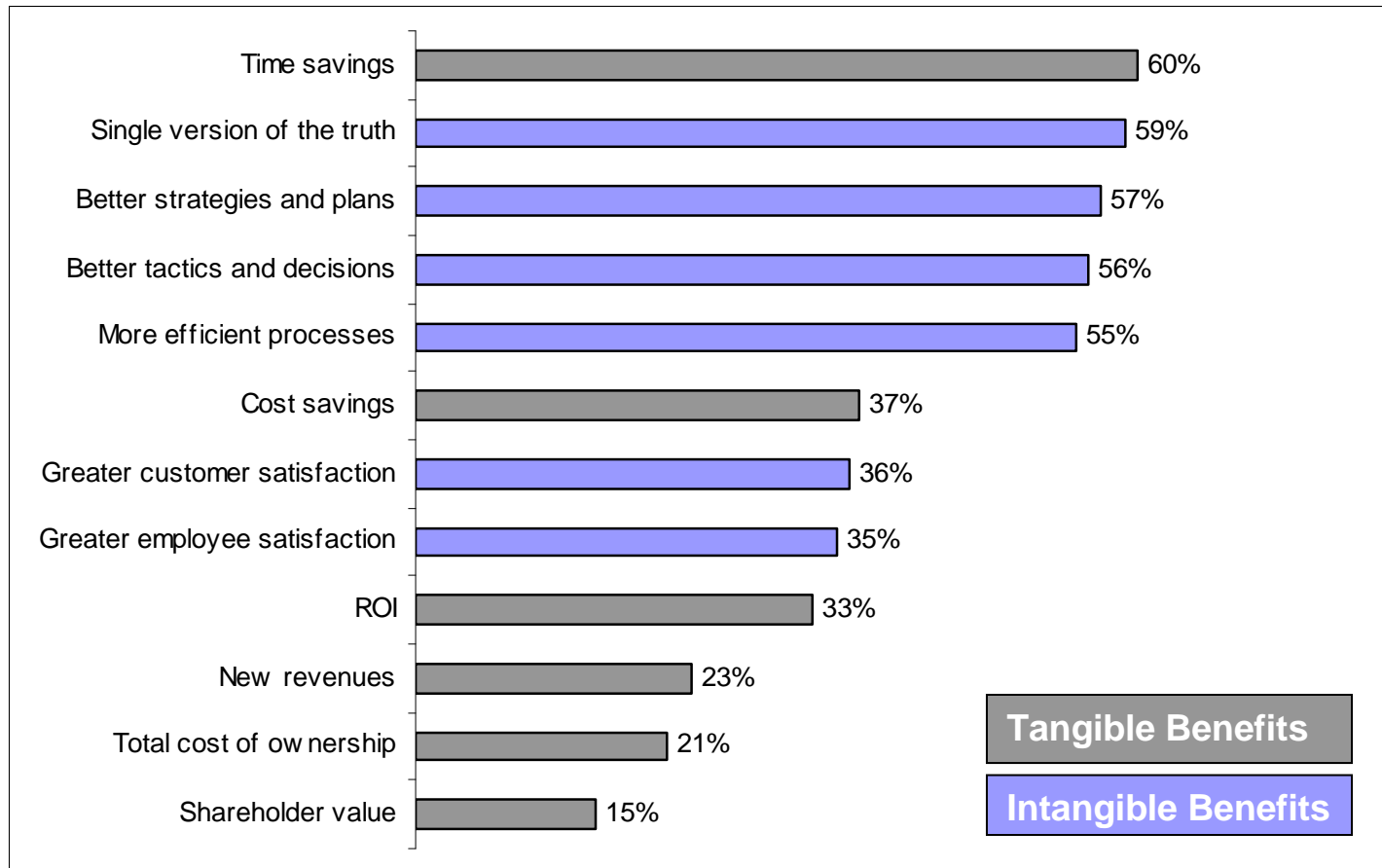
- Business Intelligence Overview
- Preferred Strategies Overview
- Business Objects Overview
- Sukut Construction
- Live Demonstration
- Q & A

Why Implement Business Intelligence?



Based on 2004 survey of 635 respondents who have deployed a BPM solution; conducted by The Data Warehousing Institute, 2004.

Benefits of Business Intelligence



Business Intelligence delivers mostly intangible benefits, which is why it is difficult to cost justify. Based on a survey of 510 respondents by The Data Warehousing Institute, 2003

How do you choose the right BI?

1. Identify what development and distribution capabilities you need:
 - Core Reporting
 - Ad-hoc Reporting
 - Key Metric Reporting
2. Assess your existing resources to understand what you can support
 - “IT Intensive”
 - “IT Lite”
3. Assess your budget to understand what you can afford

Improve Report Performance

Empower Management

Trust Information



Accelerate Report Development

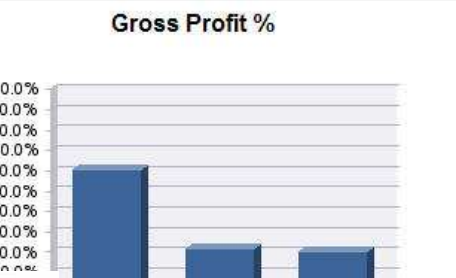
Visionary

Analytical vs Remedial

It all looks the same

Income Statement
For the period ending September 30, 2005
Company Consolidated

	Quarter to Date				Year to Date							
	% Calc	Actual	% Calc	Budget	% Calc	Variance	% Calc	Actual	% Calc	Budget	% Calc	Variance
Revenue												
4000- Revenue	81.53	218,977,947	80.78	211,822,605	0.74	7,155,342	82.51	481,675,360	80.80	302,448,390	1.81	179,226,970
4001- Inside Sales	6.46	17,362,739	6.73	17,600,375	(0.26)	(237,636)	6.09	35,452,456	6.72	25,156,280	(0.63)	10,336,216
4002- Outside Sales	11.08	25,754,729	11.53	30,167,200	(0.45)	(4,412,471)	10.42	60,844,228	11.52	43,125,000	(1.09)	17,719,228
4010- Revenue - Other	0.92	2,490,394	0.96	2,515,225	(0.04)	(24,831)	0.97	5,070,352	0.96	3,993,340	(0.08)	1,077,012
Total Revenue	100.00	268,685,825	100.00	261,835,105	0.74	6,850,720	100.00	589,082,407	100.00	314,323,390	-	268,759,017
Cost of Sales												
8000- Cost of Goods	48.17	129,370,095	46.78	122,483,825	(1.39)	6,886,269	47.85	279,005,800	45.74	174,576,894	(1.11)	104,428,906
8100- Cost - Product Class 1	0.03	2,452,519	-	-	0.03	2,452,519	1.00	6,174,025	-	-	(1.00)	6,174,025
8200- Cost - Freight/Other	22.46	60,310,944	21.45	56,188,953	(1.01)	4,121,991	21.91	127,741,951	21.43	80,227,876	(0.48)	47,514,075
8300- Labor - Overhead	3.61	9,682,892	3.47	-	-	-	-	-	-	-	-	-
8200- Freight Credit/Offset	0.47	1,270,230	-	-	-	-	-	-	-	-	-	-
Total Cost of Goods	76.63	203,126,680	71.6	180,672,778	(4.97)	22,453,902	45.74	285,747,816	45.74	174,576,894	(0.00)	111,170,121
Gross Profit	23.37	66,439,149	28.3	81,162,327	5.93	86,918,625	54.26	303,334,591	54.26	139,746,500	0.00	157,588,896
Overhead Expenses												
7000- Depreciation	2.28	6,077,668	2.0	-	-	-	-	-	-	-	-	-
7100- Corporate Overhead	2.36	6,073,688	2.0	-	-	-	-	-	-	-	-	-
7200- Reproduction	6.14	16,402,340	5.9	-	-	-	-	-	-	-	-	-
8115- People Pay	0.04	95,180	0.1	-	-	-	-	-	-	-	-	-
8116- Overhead Pay	-	274	0.0	-	-	-	-	-	-	-	-	-
8155- Travel Expenses	-	-	-	-	-	-	-	-	-	-	-	-
8156- Location Expense	-	192	-	-	-	-	-	-	-	-	-	-
8315- Dep-Building & Improvement	-	3,366	-	-	-	-	-	-	-	-	-	-
8350- Rent Expense	-	1,394	-	-	-	-	-	-	-	-	-	-
8355- Maintenance and Repair	-	495	-	-	-	-	-	-	-	-	-	-
8600- Advertising	0.01	35,000	0.0	-	-	-	-	-	-	-	-	-
8665- Misc Interest	-	4,990	-	-	-	-	-	-	-	-	-	-
8720- Office Supplies Expense	-	2,970	-	-	-	-	-	-	-	-	-	-
8740- Travel, Meals and Lodging	-	4,990	-	-	-	-	-	-	-	-	-	-
Total Overhead Expenses	10.71	28,761,058	9.1	28,761,058	1.6	10,000,000	10.71	30,761,058	10.71	28,761,058	0.0	20,000,000
Income Before O&E	13.06	36,678,091	19.1	52,401,269	7.2	56,917,625	43.55	272,573,533	43.55	110,975,442	0.00	137,418,775
Other Income & Expense												
8000- Other Income and Expense	0.49	(1,229,804)	0.3	-	-	-	-	-	-	-	-	-
8120- Interest Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Income & Expense	0.49	(1,229,804)	0.3	(1,229,804)	0.0	(1,229,804)	0.0	(1,229,804)	0.0	(1,229,804)	0.0	(1,229,804)



240 - Central North America 260 - Eastern North America 210 - Europe

BU Category Code 02 & Desc

BU Category Code	Actual Cost	Gross Profit	Gross Profit %
02	1,441,647	\$3,146,208	21.6%
03	8,966,375	\$2,294,190	20.4%
04	\$2,052	\$3,168	60.7%
Total	0,410,074	\$5,443,566	21.1%

Construction Company
For the period ending September 30, 2005
1000 - Job 1

Current Period Quarter to Date Year to Date

Division 1 Division 2 Division 3 Total Construction

Rock Products Concrete Products Total Materials Total Company

Sales **Gross Profit %** **Overhead Expenses** **Net Income**

Sales 2.31M Actual: 2.26M Budget: 2.31M

Gross Profit % 46.5 Actual: 46.5 Budget: 48.0

Overhead Expenses \$1,519,971 Actual: \$1,519,971 Budget: \$1,485,167

Net Income Budget: 300K Actual: 250K

View Current Period Report View Quarter to Date Report View Year to Date Report

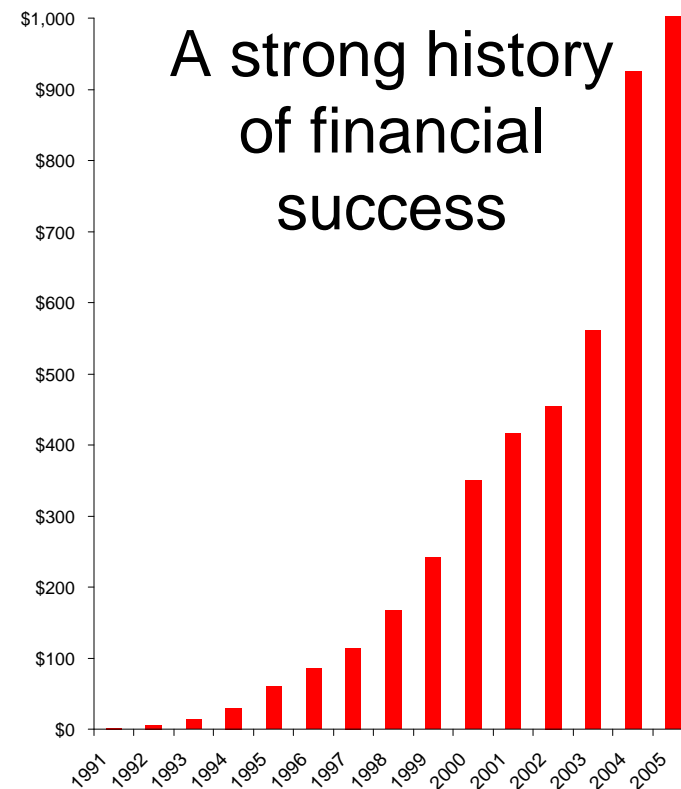
Preferred Strategies Overview

- JDE user community experience
- Integration of Business Objects with JD Edwards
 - BI Quick Launch for JDE (“IT Lite”)
- Business Objects ‘Go To’ Partner for JD Edwards
 - 1st **Cost Effective** Quick Start Pack for Business Objects
 - 5+ years Value Added Reseller
 - Authorized Education Partner
- Oracle Partner



Business Objects Overview

- The leading global BI vendor
- 43,000+ customers in 80 countries
- 5,000+ employees
- 3,000+ global partners
- SAP Acquisition (Agnostic)



Sukut Construction, Inc.



- Founded in 1968 by Myron Sukut
- Headquartered in Santa Ana, Ca.
- Satellite offices located in Oceanside, Van Nuys, and Riverside.
- Employee Owned Company
- Nation's #1 Landfill Constructor
- Top 250 Contractors in the Nation
- Top 100 Environmental Contractors
- Nation's Top 20 Flood and Storm Water Contractors
- ENR Top 25 Construction Innovators in the World for Our Clean Air Diesel Engine Program
- More than 30 Industry Honors Including "Contractor of the Year," "Best Company to Work For," and SCCA Excellence in Safety Accident Prevention"
- Company Scope:
 - 600+ Employees
 - 200+ Pieces of Heavy Equip.
 - \$200+ Million in Revenues



Quail Hill – Irvine, CA



Lake Hills - Riverside, CA

Sukut Construction, Inc. Expertise



- Mass Grading
- Landslide Stabilization
- Golf Courses & Resorts
- Highways & Roads



Pelican Hill Resort – Newport Beach, CA



**Laguna Niguel Side Slope Stabilization –
Laguna Niguel, Ca.**



**Rough Grading at Crystal Cove – Newport
Beach, CA**



241 Toll Road Slope Repair – Irvine, CA

Sukut Construction, Inc. Expertise (cont'd)



- Environmental Clean-Ups
- Landfills
- Flood & Storm Water Systems
- Public Works



Lake Tahoe Fire Response Clean Up – Lake Tahoe, CA.



Sunshine Canyon Landfill – Sylmar, CA.



Marshburn Channel - Irvine, CA.



Niguel Summit landslide - Laguna Niguel, CA.

Sukut Family of Companies



SUKUT EQUIPMENT, INC.
HEAVY EQUIPMENT MANAGEMENT



Sukut Real Properties,
LP

Sukut Construction – JDE Info.



- Implemented JD Edwards in 1999
- Currently on JD Edwards World Version A7.3
- World Environment hosted by WTS (World Technology Services – Seattle, WA)

JDE Modules:

- Financials
 - General Ledger
 - Accounts Payable
 - Accounts Receivable
- Job Cost
- Equipment/Plant Management
- Payroll
- Property Management
- Address Book

Business Reporting Challenges



- Poor access to ERP Data
- End User adoption of JD Edwards reporting
- Reports distributed to Management were static with no drilldown capabilities
- Repetitive hours of manual reporting on a monthly basis
- Limited or no time for Report Analysis
- No file Management System to Archive Reports
- Error Prone process

Solution

Business Objects

- Platform
 - Edge Series BI Software
 - Web-based delivery
 - Security
 - Scheduling
- Core Reporting
 - Interactive reports
- Ad-hoc Reporting
 - Query & Analysis
- Key Metric Reporting
 - Dashboards

Preferred Strategies

- BI Quick Launch for JDE
 - Cost effective
 - Installed in a day
 - User friendly templates and reports
 - Certified Business Objects training performed on site
 - One on one training implementation on customized reports

Results

- Enterprise-wide delivery and on demand & real time access to ERP Data
- No longer thinking of purchasing another ERP System
- Automatic Report Scheduling to End Users
- Improved Analysis with drilldown capabilities
- Developed automated reports to replace excel spreadsheets, FASTRs, and Word Writer using Security Parameters
- Reports are now completed in minutes rather than days
- Better Business/Project Decisions

Live Demonstration

- Job Cost “Golden Report”
- Income Statement Drilldown
- Financial Analysis Report

Next Steps

- Adhoc Query & Analysis
 - Web Intelligence
 - Polestar

- Dashboarding
 - Xcelsius

Q & A

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