

Sample Content for Oil and Gas Profitability and Cost Management

Processes and Functions supporting Sample Business Scenarios



Typographic Conventions

Type Style	Description
<i>Example</i>	Words or characters quoted from the Screen. These include field names, Screen titles, pushbuttons labels, menu names, menu paths, and menu options. Textual cross-references to other documents.
Example	Emphasized words or expressions.
EXAMPLE	Technical names of system objects. These include report names, program names, transaction codes, table names, and key concepts of a programming language when they are surrounded by body text, for example, SELECT and INCLUDE.
Example	Output on the Screen. This includes file and directory names and their paths, messages, names of variables and parameters, source text, and names of installation, upgrade and database tools.
Example	Exact user entry. These are words or characters that you enter in the system exactly as they appear in the documentation.
< Example >	Variable user entry. Angle brackets indicate that you replace these words and characters with appropriate entries to make entries in the system.
EXAMPLE	Keys on the keyboard, for example, F2 or ENTER .

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1 Introduction and Basics

1.1 About this Guide

This guide provides information about the sample content for Oil and Gas Profitability and Cost Management, which can be installed on top of SAP Profitability and Performance Management. This sample content describes a project accelerator, ideas, and best practices for modeling an end-to-end profitability and cost calculation model that is feasible for actuals, planning, forecasting and simulations. It covers the full contribution margin scheme at a granular product level. It also contains references to further documentation that you should read before performing these tasks.

The structure of this document is organized around the following topic:

Business Example

This part of the guide covers the main features of the sample content. It describes the information model and calculation model.

Target Audience:

- Business experts
- Solution consultants
- Presales teams

Considerations

It is essential that you are familiar with the content of the corresponding guides and documents related to this topic before beginning with this example. For more information about the available guides and documents, as well as integration with other systems, roles, configuration information, users and authorization concept, see [Related Documentation](#).

1.2 Constraints

This guide does not provide information about the installation of the sample content. For more information about this, see [Related Documentation](#).

1.3 Related Documentation

The following table lists related documents.

Topic	Guide/Tool/Title	Links
<ul style="list-style-type: none"> • Installation and planning of your system landscape • Activities to keep the system running • Information about how to ensure the required security for your SAP landscape 	Administration Guide	Administration Guide
<ul style="list-style-type: none"> • SAP Note for Sample content for Oil and Gas Profitability and Cost Management 	Sample content for Oil and Gas Profitability and Cost Management	https://launchpad.support.sap.com/#/notes/2685576 SAP Note 2685576
<ul style="list-style-type: none"> • Operation of SAP NetWeaver 	Technical Operations Manual	https://help.sap.com/viewer/p/SAP_NETWEAVER_750
<ul style="list-style-type: none"> • Application Help 	Detailed Application help for SAP Profitability and Performance Management	SAP Profitability and Performance Management
<ul style="list-style-type: none"> • SAP HANA Administration Guide 	Administration guide for SAP HANA; supported SEO databases	https://help.sap.com/viewer/product/SAP_HANA_PLATFORM/
<ul style="list-style-type: none"> • SAP Notes 		https://launchpad.support.sap.com/

1.4 Glossary

ABC	Activity-based costing
BI	Business intelligence
BW	Business warehouse
CM	Contribution margin
GL	General ledger

2 Business Example

The market is at the dawn of the next big technology change where everything is connected and software is embedded in people's lives. This technology change is bringing new opportunities and new threats. Cycle time for innovation is 5–10 times faster, and enterprises can reduce complexity to be more competitive. Business efficiency is ahead of the market and product and service profitability are constantly tracked and optimized.

That is why digital performance management will be the game-changer for companies who want to be successful in the digital economy. A digital performance management solution for 21st century business needs to measure and manage enterprise efficiency and drive product and service profitability in real time.

Built on SAP HANA, SAP Profitability and Performance Management is a next generation digital performance management solution that provides breakthrough real-time business data aggregation capabilities for SAP and non-SAP systems, a high-speed finance and risk calculation engine and comprehensive simulation and scenario management.

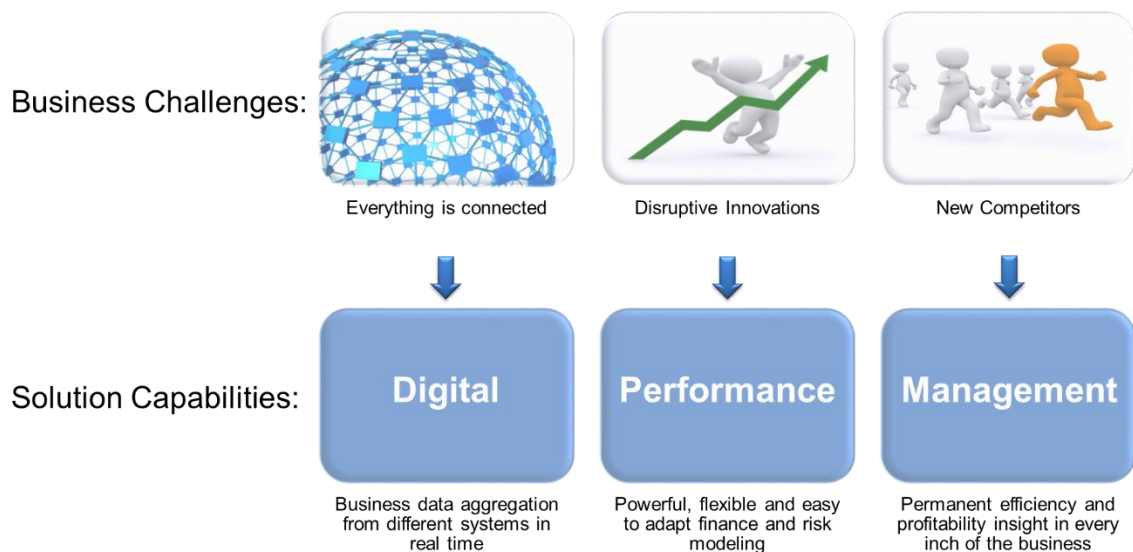


Figure 1: Digital Imperative

2.1 Scope and Business Definition

This sample content covers the sample end-to-end profitability and cost process of an enterprise, comprising certain aspects of data integration, data input, processing (including calculations and allocations following an ABC (activity-based costing) approach) as well as reporting.

This allows business users to manage and analyze enterprise profitability and cost in one central solution.

The following screenshot shows the function hierarchy of the sample content and the process template.

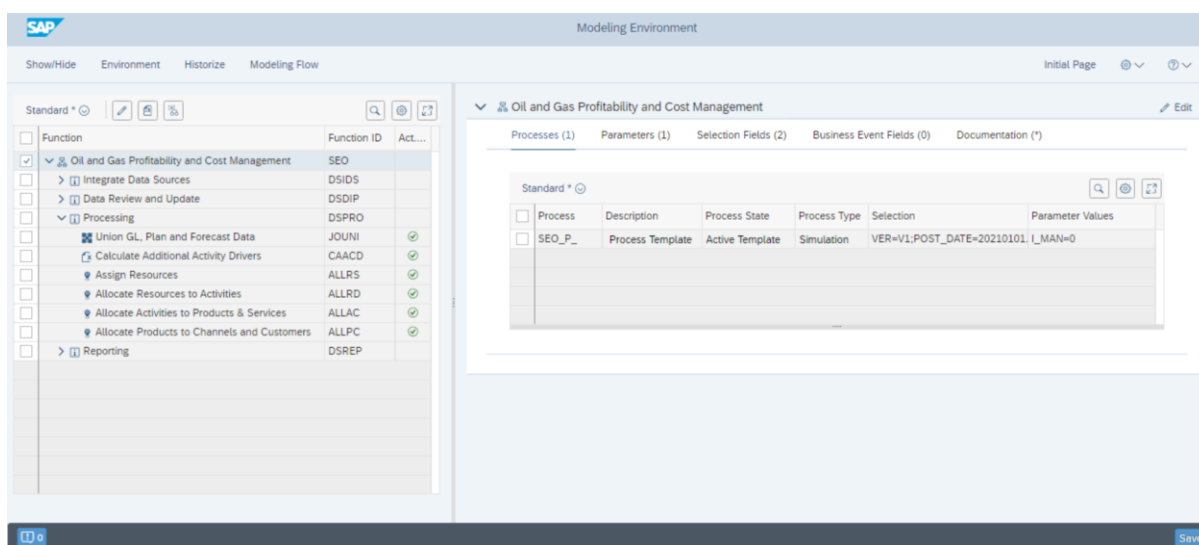


Figure 2: Sample Content Information and Calculation Model

You can also find the information contained in the following chapters on the respective [Documentation](#) tabs for the model.

3 Oil and Gas Profitability and Cost Management in Detail

Profitability and cost management is an important task for every enterprise in the oil and gas industry. It enables them to optimize profitability and minimize cost by providing deep insights into granular revenue and cost information at product, service, or channel level.

This sample content for oil and gas profitability and cost management (Environment ID=SEO, Version=8) covers an end-to-end example of an activity-based costing model, applicable for both actual and planning data, which focuses on product and service profitability. It incorporates a predefined process template with activities to run the model in production as well as for what-if simulation purposes.

This sample content comes with the SAP Profitability and Performance Management software installation and can be run out of the box.

It consists of one calculation unit function that is structured hierarchically with the following description functions below it in the system:

- Integrate Data Sources

Defines the information model that a user enters manually or imports from external data sources.

- Data Review and Update

Provides specific input options for the following:

- General Ledger Data
- Plan and forecast data
- Resource assignments
- Resource drivers
- Activity drivers

- Processing

Here you can find the predefined calculation model for this sample content to provide a complete multidimensional P&L at granular level. It includes the following:

- The union of general ledger with plan and forecast data
- The calculation of activity data that usually comes from source systems with the aggregated and weighted activity data with specific drivers
- The assignment of GL accounts to resources

- The allocation of resources to activities
- The allocation of activities to products and services
- The allocation of products to channels and customers
- Reporting

Provides one review report with end-to-end traceability from GL accounts and several specific reports for results at activity and product level. In addition to these predefined reports, the most comprehensive overview is the value flow report, which gives the user end-to-end traceability from resources through all applied drivers to the result.

The *Oil and Gas Profitability and Cost Management* calculation unit defines the process template **SEO_P_ Process Template** with the following activities:

- **Review Input Data:**
 - *Review General Ledger Data*, where you can check the GL data used in the process.
- **Update Assumptions:**
 - *Update Plan and Forecast Data*, where you can apply plan and forecast data changes.
 - *Update Resource Assignments*, where you decide which GL accounts are allocated to which resources. It also allows you to transfer only a specific percentage from a GL account or to spread the GL account value across various resources.
 - *Update Resource Drivers*, where you can apply changes to the allocation logic if needed.
 - *Update Activity Drivers*, where you can apply changes to the allocation logic if needed.
- **Execution**, where the complete calculation of the profitability and cost model is run and where you can drill down to the most granular level of each customer.
- **Reporting:**
 - *Review Results*, where you can check annual profit and loss results at GL level.
 - *Review Results Baseline*, which provides read data access to the Profit and Loss results and is used as Baseline scenario.
 - *Review Results Simulation*, which provides read data access to the Profit and Loss results and is used for Simulation purposes.
 - *Activity Results*, where you can check activity result reports by quarter.
 - *Product Results*, where you can check profit and loss results for products and services.
 - *Downstream Product Results*, where you can check profit and loss results for products and services from downstream business units.

- *Net Profit Margin per Product [%]*, where you can check annual net profit margins calculated per product.
- *Channel Results*, which provides a predefined profit and loss result report per distribution channel.
- *Value Flow*, which provides a granular traceability report from the originating resources through all applied drivers and portions to the final amount on product & service level

Note

For demonstration purposes, all activities in the standard sample content have been defined with level "0" so that they can be executed in parallel. In implementation projects, you can define dependent activities by using different levels.

The activities have not been assigned any performer or reviewer teams. This means that any SAP Profitability and Performance Management execution user can run the activities. In an implementation project, you need to assign teams to further restrict the use of an activity and to specify which users can execute an activity.

Characteristic-based authorization has not been defined for the environment fields used in the sample content. This means that any execution user can view and work on the all the data. In an implementation project, you can define characteristic-based authorizations. For example, you can define that in the *Review General Ledger Data* report, the company data for "Sunshine New York" company is visible only to specific users. Characteristic-based authorizations also help in decentralized planning so that sales planning data can only be changed by one group of people, while marketing planning data can be changed by another group, for example.

3.1 Integrate Data Sources

In this section the necessary data sources are defined. Please note that this sample content works with own data and cannot presume any custom specific system landscape, application, or interface.

The integration of data sources uses therefore functions of type Model Table to make test data available in an implementation project to connect to the real and concrete customer data sources and targets.

The complete information model is kept lean to ease the adaption in an implementation project. For example, it assumes just 10 fields as a general ledger data feed, which is enough in most cases and obviously much easier to provide, than if 50 fields or more would be required.

3.1.1 General Ledger Data

This model table function is used to provide periodic general ledger totals from the relevant accounts.

It defines the following fields:

- *Version*: If you connect a real general ledger, you can enter a fixed value in the *Version* field since there is no variance because a general ledger provides only one version of the truth. This field is included for cases where a "side-car" approach is used and versioned data is provided alongside real general ledger data.

- *Posting Date*: Gives you the flexibility to provide GL totals on a yearly, quarterly, monthly, or daily basis to run the profitability and cost management process.
- *Finance Source*: The field can have different values since the relevant accounting data does not always come from one general ledger in some system landscapes. This field is also available in reporting.
- *Company*: This field can have different values since profitability and cost management is usually executed at controlling area level, which spans multiple companies and legal entities and the field is also available in reporting.
- *Functional Area*: This field allows business segment reporting and drill-down.
- *Profit Center*: This field is required because the model incorporates revenue as well as costs. The profit center is the lowest granularity in a company or legal entity that generates profit.
- *Cost Center*: This is the lowest granularity in a company or legal entity where costs are pooled and controlled. The plan and forecast data is often maintained by the corresponding cost center business owner.
- *GL Account*: This field is used to record revenues and costs at a granular level.
- *Currency (TC)*: Transaction currency is the currency used to calculate profitability in the sample content. This is because it is common practice to translate every amount into the same currency so that only one currency (controlling area currency) is used in the complete profitability model.
- *Amount (TC)*: Amount in transaction currency that represents costs or revenues.

3.1.2 Plan and Forecast Data

This model table function is used to provide periodic plan and forecast totals for the relevant accounts.

It defines the following fields:

- *Version*: If you connect a real general ledger, you can enter a fixed value in the *Version* field since there is no variance because a general ledger provides only one version of the truth. This field is included for cases where a "side-car" approach is used and versioned data is provided alongside real general ledger data.
- *Posting Date*: Gives you the flexibility to provide GL totals on a yearly, quarterly, monthly, or daily basis to run the profitability and cost management process.
- *Finance Source*: The field can have different values since the relevant accounting data does not always come from one general ledger in some system landscapes. This field is also available in reporting.

- **Company:** This field can have different values since profitability and cost management is usually executed at controlling area level, which spans multiple companies and legal entities and the field is also available in reporting.
- **Functional Area:** This field allows business segment reporting and drill-down.
- **Cost Center:** This is the lowest granularity in a company or legal entity where costs are pooled and controlled. The plan and forecast data are often maintained by the corresponding cost center business owner.
- **Profit Center:** This field is required because the model incorporates revenue as well as costs. The profit center is the lowest granularity in a company or legal entity that generates profit.
- **GL Account:** This field is used to record revenues and costs at a granular level.
- **Currency (TC):** Transaction currency is the currency used to calculate profitability in the sample content. This is because it is common practice to translate every amount into the same currency so that only one currency (controlling area currency) is used in the complete profitability model.
- **Amount (TC):** Amount in transaction currency that represents costs or revenues.

The function is configured as editable, which allows you to make manual plan and forecast data changes later in the end-to-end process.

3.1.3 Resource Assignments

This model table function is used to provide periodic assignment data for the relevant accounts to the corresponding resources.

Because the relevant GL accounts in a profitability and cost management process can change quite frequently, it makes sense to decouple them from the more stable calculation model using resources. This also allows you to transfer only an adjusted part of the amount total, and to split GL account values across various resources.

The function defines the following fields:

- **Version:** If you connect a real general ledger, you can enter a fixed value in the **Version** field since there is no variance because a general ledger provides only one version of the truth. This field is included for cases where a "side-car" approach is used and versioned data is provided alongside real general ledger data.
- **Posting Date:** Gives you the flexibility to provide GL totals on a yearly, quarterly, monthly, or daily basis to run the profitability and cost management process.

- *Finance Source*: The field can have different values since the relevant accounting data does not always come from one general ledger in some system landscapes. This field is also available in reporting.
- *Company*: This field can have different values since profitability and cost management is usually executed at controlling area level, which spans multiple companies and legal entities and the field is also available in reporting.
- *Cost Center*: This is the lowest granularity in a company or legal entity where costs are pooled and controlled. The plan and forecast data are often maintained by the corresponding cost center business owner.
- *GL Account*: This field is used to record revenues and costs at a granular level.
- *Resource*: This is the starting point of the calculation model and the resource is referred to in various functions.
- *Adjustment (%)*: Percentage of the GL account total that is to be assigned to a resource.

The function is configured as editable, which allows you to make manual changes later in the end-to-end process.

3.1.4 Resource Drivers

This model table function is used to provide periodic resource drivers for the relevant resources and activities.

It defines the following fields:

- *Version*: If you connect a real general ledger, you can enter a fixed value in the *Version* field since there is no variance because a general ledger provides only one version of the truth. This field is included for cases where a "side-car" approach is used and versioned data is provided alongside real general ledger data.
- *Posting Date*: Gives you the flexibility to provide plan and forecast totals on a yearly, quarterly, monthly, or daily basis to run the profitability and cost management process.
- *Resource Source*: In some customer system landscapes, the resource driver data comes from multiple systems (such as data warehouses or timesheet systems) or is entered manually. In these cases, the *Resource Source* field has different values and is available in reporting.
- *Resource*: To abstract the data that comes from general ledger systems and planning systems from the profitability model and to make reassignments easier, the resource driver data is based on an explicit *Resource* field instead of the original source system fields (such as *GL Account*, *Cost Center*, *Profit Center*). The *Assign Resources* function enriches the original data using the *Resource* field. This means that even if new accounts are added or become obsolete

in the underlying GL account, you only need to update the resource assignments data and not the calculation model.

- *Resource Driver*: Contains the unit description of the resource (such as pieces, hours, and FTEs).
- *Activity*: Defines the activity that uses the resource value as a variable portion to allocate the resources.
- *Resource Value*: Contains the key figure used to allocate resources to activities and refers to the resource driver as a unit.

The function is configured as editable, which allows you to make manual resource driver changes later in the end-to-end process.

3.1.5 Activity Drivers

This model table function is used to provide periodic activity drivers for the relevant activities and products and services.

It defines the following fields:

- *Version*: If you connect a real general ledger, you can enter a fixed value in the *Version* field since there is no variance because a general ledger provides only one version of the truth. This field is included for cases where a "side-car" approach is used and versioned data is provided alongside real general ledger data.
- *Posting Date*: Gives you the flexibility to provide plan and forecast totals on a yearly, quarterly, monthly, or daily basis so that you can run the profitability and cost management process.
- *Activity Source*: In some system landscapes, the activity driver data comes from multiple systems (such as data warehouses, timesheet systems or production systems) or it is entered manually. If this is the case, the *Activity Source* field has different values and is available in reporting.
- *Activity*: Activities usually stem from company internal surveys or are already defined in company internal processes.
- *Activity Driver*: Contains the unit description of the activity (such as pieces, hours, and FTEs).
- *Product & Service*: Defines the product or service that uses the activity value as a variable portion to allocate the activities.
- *Activity Value*: Contains the key figure that is used to allocate activities to products and services and uses the *Activity Driver* field as a unit.

- *Business Unit*: Contains the information about business unit, from which every product and service originate.

The function is configured as editable, which allows you to make manual activity driver data changes later in the end-to-end process.

3.1.6 Customers and Channel Positions

This model table function is used to provide periodic customer and channel positions from the relevant operational source systems.

It defines the following fields:

- *Version*: If you connect a real general ledger, you can enter a fixed value in the *Version* field since there is no variance because a general ledger provides only one version of the truth. This field is included for cases where a "side-car" approach is used and versioned data is provided alongside real general ledger data.
- *Posting Date*: Gives you the flexibility to provide GL totals on a yearly, quarterly, monthly, or daily basis to run the profitability and cost management process.
- *Product & Service*: Defines the product or service.
- *Sales Channel*: Specifies the distribution channel (for example, wholesale or oil and gas).
- *Profit Center*: This field is required because the model incorporates revenue as well as costs. The profit center is the lowest granularity in a company or legal entity that generates profit.
- *Quantity*: Defines the quantity of products and services that the customer receives via the given channel on the posting date.
- *Customer ID*: Identifies the customer in the position.
- *Region*: Defines the region that data relates to. This is used to compare different results by geographical region (for example, the United States, Canada, Australia, and European countries).

Note

The *Amount (TC)* field in the positions is not used in this sample content but can be used for further variance reports or to determine discounts for each customer, for example.

3.2 Data Review and Update

In this section, you define additional Query functions to enable execution users to conveniently review and maintain data.

In the review and maintenance process, the following activities are run before the profitability and cost management calculation is executed:

- [Review General Ledger Data](#) provides read-only access to general ledger data.
- [Update Plan and Forecast Data](#) provides read and edit access to plan and forecast data.
- [Update Resource Assignments](#) provides read and edit access to assignment data from GL accounts to resources.
- [Update Resource Drivers](#) provides read and edit access to resource driver data.
- [Update Activity Drivers](#) provides read and edit access to activity driver data.

Note

The edit access queries sometimes provide only a subset of the test data for editing to show-case the function.

3.2.1 Review General Ledger Data

This Query function is used to provide read data access to general ledger data, which serves as input for the profitability and cost calculation.

For more information about the fields, see [General Ledger Data](#).

3.2.2 Update Plan and Forecast Data

This Query function is used to provide read and edit data access to plan and forecast data, which serves as input for the profitability and cost calculation.

For more information about the fields, see [Plan and Forecast Data](#).

3.2.3 Update Resource Assignments

This Query function is used to provide read and edit data access to resource assignment data, which serves as input for the profitability and cost calculation.

For more information about the fields, see [Resource Assignments](#).

3.2.4 Update Resource Drivers

This Query function is used to provide read and edit data access to resource driver data, which serves as input for the profitability and cost calculation.

For more information about the fields, see [Resource Drivers](#).

3.2.5 Update Activity Drivers

This Query function is used to provide read and edit data access to activity driver data, which serves as input for the profitability and cost calculation.

For more information about the fields, see [Activity Drivers](#).

3.3 Processing

In this section, you define the core functions of the model used to calculate the profitability and cost results.

This calculation is run after the input data has been reviewed and updated.

It comprises the following functions:

- *Union GL, Plan and Forecast Data*: Combines actual and plan/forecast data into one data stream.
- *Calculate Additional Activity Drivers*: Uses the *Union GL, Plan and Forecast Data* and *Activity Drivers* functions as input and calculates an additional activity driver.
- *Assign Resources*: Uses the *Union GL, Plan and Forecast Data* function as input and applies the appropriate resources.
- *Allocate Resources to Activities*: Uses the *Assign Resources* function as the allocation sender and the *Resource Drivers* function as the allocation receiver, on which the allocation of the data is then executed.
- *Allocate Activities to Products and Services*: Uses the *Allocate Resources to Activities* function as the allocation sender and the *Calculate Additional Activity Drivers* function as the allocation receiver, on which the allocation of the data is then executed.
- *Allocate Products to Channels and Customers*: Uses the *Allocate Activities to Products and Services* function as the allocation sender and the *Customer and Channel Positions* function as the allocation receiver on which the allocation of the data is then executed. This function

produces the final granular results, including all fields from the original source data and the drivers.

Note

The calculations described above are run and triggered as one process activity ("Execute Simulation"). This is possible due to the high processing speed and does not require the steps listed above to be executed in batch mode.

The calculations described above were not configured to perform data aggregation or field exclusion. This means that no information is destroyed, and all results are available at granular level, providing complete traceability from the source of revenues and costs through all driver-based allocations down to the final result at product and service level.

3.3.1 Union GL, Plan and Forecast Data

This join function is used to combine actuals, plan, and forecast data from different data sources into one stream, to which the same calculation rules are then applied.

Since both the GL data and the plan and forecast data share the same fields and granularity in the rules of this function, a simple union of both inputs is sufficient.

Note

No fields are ignored, and all information is kept.

3.3.2 Calculate Additional Activity Drivers

This calculation function is used to calculate activity drivers that are not delivered from a source system or entered manually. Instead they can be calculated based on existing driver data.

For demonstration purposes, three rules have been defined:

- **RINT Well Construction Activity** selects only the data subset of the well construction activities from the existing activity driver data.
- **RDRW Drilling Well** selects only the data subset of drilling well activities from the existing activity driver data.
- **RCMW Completion of Well** is used to fill all characteristics. The system then runs a simple calculation by assuming that 10% of the values for activities related to setting up the well (**WLC - Well Construction Activity, DRW - Drilling Well**) are assigned as final well completion activities that happen in parallel with construction process. This is just an example of taking any activity as a benchmark for calculating others. The activity name **WCOMPL - Completion Activities** is then assigned and the activity source is set to **CAL "Calculated"** to make it clear that it is a calculated activity.

Note

Although the formula $R0001 * 0,1$ looks simple, it does not produce and add just one record with one calculation result. The calculation is performed at granular level, first taking the production activities with the relevant percentage for internal activities (based on the granularity fields defined on the *Signature* tab), then executing the calculation for each matching record and adding all new results to the output. In other words, even if the calculation is defined at a higher level, it is executed at the most granular level.

3.3.3 Assign Resources

This allocation function uses the *Union GL, Plan and Forecast Data* function as sender data and allocates it to resources using the *Resource Assignments* function as receiver data.

Here the receiver rule *Variable Portions* is used to allocate the sender data using the *adjustment (%)* driver from the receiver.

3.3.4 Allocate Resources to Activities

The *Allocate Resources to Activities* function uses the *Assign Resources* function as sender data and allocates it to activities using the *Resource Drivers* function as receiver data.

Therefore, only one rule is defined here, which carries out direct allocation (keeping all fields and providing results with a maximum level of granularity). It allocates the amount using the *resource value* as a distribution base. This is then available in reporting to show which fraction was used for the allocation.

3.3.5 Allocate Activities to Products and Services

The *Allocate Activities to Products and Services* function uses the *Allocate Resources to Activities* function as sender data and allocates it to products and services using the *Activity Drivers* function as receiver data.

Because it uses the result of another allocation as input, it can also be called a step-down or stepladder allocation.

Therefore, only one rule is maintained here, which carries out direct allocation (keeping all fields and providing results with a maximum level of granularity). It allocates the amount using the *activity value* as a distribution base. This is then available in reporting to show which fraction was used for the allocation.

3.3.6 Allocate Products to Channels and Customers

This allocation function uses the *Allocate Activities to Products and Services* function as sender data and allocates it to *customer and channel positions* as receiver data. Additional KPI such as *Net Profit Margin (%)* is also calculated in the function.

Here the receiver rule *Variable Portions* is used to allocate the sender data using the *quantity* tracing factor from the receiver.

3.4 Reporting

In this section additional Query functions for comfortable review of results by execution users are defined.

In the process these review and reporting activities happen, after the Profitability and Cost Management Calculation is executed:

- *Review Results*: Provides read-only access to the profit and loss results at general ledger account level.
- *Review Results Baseline*: Provides read data access to the Profit and Loss results and is used as Baseline scenario.
- *Review Results Simulation*: Provides read data access to the Profit and Loss results and is used for Simulation purposes.
- *Activity Results*: Focuses on the results at activity level.
- *Product Results*: Focuses on the results at product and service level.
- *Downstream Product Results*: Focuses on the results at product and service level for downstream business units.
- *Net Profit Margin per Product [%]*: Shows annual net profit margin calculated per product.
- *Channel Results*: Focuses on the results at channel level.
- *Value Flow*: Provides read-only access to the granular results with a predefined layout to trace results from resources through all applied drivers and portions to the final allocated amount on one Screen.

Note

Specific chart types have not been defined in this sample content. Reports, therefore, use the default "Column" chart type. However, end users can change this type on the fly and save their chart type as the default layout.

3.4.1 Review Results

This Query function is used to provide read data access to the results of Oil and Gas Profitability and Cost Management at the GL account level.

The following fields are preconfigured in that report:

- *Posting Date*
- *Amount (TC)*
- *GL Account* using the standard **PL** hierarchy.

The following fields are also available in this report:

- *Activity*
- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Product & Service*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Profit Center*
- *Version*

3.4.2 Review Results Baseline

This Query function is used to provide read data access to the Profit and Loss results and is used as Baseline Scenario for simulation.

The following fields are preconfigured in that report:

- *Amount (TC)*
- *GL Account* using the standard **PL** hierarchy.

The following fields are also available in this report:

- *Posting Date*
- *Activity*

- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Product & Service*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Version*
- *Profit Center*

3.4.3 Review Results Simulation

This Query function is used to provide read data access to the Profit and Loss results and is used as Simulation Scenario for simulation.

The following fields are preconfigured in that report:

- *Amount (TC)*
- *GL Account* using the standard **PL** hierarchy.

The following fields are also available in this report:

- *Posting Date*
- *Activity*
- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Product & Service*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*

- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Version*
- *Profit Center*

3.4.4 Activity Results

This Query function is used to provide read data access to the final results of Oil and Gas Profitability and Cost Management at activity level.

The following fields are preconfigured in that report:

- *Posting Date*
- *Amount (TC)*
- *Activity*

The following fields are also available in this report:

- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Product & Service*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Profit Center*
- *Version*
- *GL Account*

3.4.5 Product Results

This Query function is used to provide read data access to the final results of Oil and Gas Profitability and Cost Management at product and service level.

The following fields are preconfigured in that report:

- *Business Unit*
- *Amount (TC)*
- *Product & Service*

The following fields are also available in this report:

- *Activity Driver*
- *Activity Source*
- *Sales Channel*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Profit Center*
- *Version*
- *GL Account*
- *Activity*

3.4.6 Downstream Product Results

This Query function is used to provide read data access to the results of Oil and Gas Profitability and Cost Management at product and service level, specifically for products from downstream business units.

The following fields are preconfigured in that report:

- *Posting Date*
- *Amount (TC)*
- *Product & Service*

The following fields are also available in this report:

- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Region*
- *Resource*

- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Profit Center*
- *Version*
- *GL Account*
- *Activity*

3.4.7 Net Profit Margin per Product [%]

This Query function is used to provide read data access to the results of Oil and Gas Profitability and Cost Management at product and service level.

Amount (TC) is shown at product and service level, categorized by posting dates. Net profit margin (in percentage) is calculated using a formula and shown in the report.

The following fields are preconfigured in that report:

- *Revenue*
- *Net Profit Margin (%)*
- *Profit/Loss*
- *Profit/Loss(%)*
- *Product & Service*

The following fields are also available in this report:

- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*

- *Functional Area*
- *Profit Center*
- *Version*
- *GL Account*
- *Activity*

3.4.8 Channel Results

This Query function is used to provide read data access to the results of Oil and Gas Profitability and Cost Management at channel level.

The following fields are preconfigured in that report:

- *Sales Channel*
- *Amount (TC)*
- *Product & Service*

The following fields are also available in this report:

- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Region*
- *Resource*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Profit Center*
- *Version*
- *GL Account*
- *Activity*
- *Posting Date*

3.4.9 Value Flow

This Query function is used to provide a graphical representation of the final results of Oil and Gas Profitability and Cost Management at resource, activity and product and service level.

Amount (TC) is shown at resource, activity and product and service level.

The following fields are preconfigured in that report:

- *Amount (TC)*
- *Resource*
- *Activity*
- *Product & Service*

The following fields are also available in this report:

- *Activity Driver*
- *Activity Source*
- *Business Unit*
- *Sales Channel*
- *Region*
- *Resource Source*
- *Resource Driver*
- *Company*
- *Cost Center*
- *Currency (TC)*
- *Customer ID*
- *Finance Source*
- *Functional Area*
- *Profit Center*
- *Version*
- *GL Account*



The predefined layout is set to "Data Grid". However, the purpose of the query is to show data using a Sankey diagram.

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