



Geac® MPC Performance Management Software

Don't Just Measure  
Business Performance.  
Manage It.



# Business Performance



## *Directing, Aligning, and Controlling Your Business Performance*

Just as ERP systems helped companies improve the efficiency of their transactional processes, Geac® MPC performance management software is helping companies improve the effectiveness of their management processes. Consider how some of Geac's more than 18,500 customers worldwide use this single application today:

- A South African insurance company uses MPC to link their strategic plan to budgets and measures, clearly defining employees' roles in achieving corporate strategies.
- A U.K. telecommunications organization uses Geac MPC to model specific business requirements of individual—and diverse—business groups, knowing that the software is flexible enough to recognize the differences, and model revenue and direct costs appropriately.
- An entertainment and media group in the U.S. achieved a 50% reduction in their budgeting cycle by using MPC.

**STRATEGY**

**DIRECT...**

...Company-wide focus  
and priorities

**ALI...**

...Resources of corpor

- An Italian design and manufacturing company used MPC to reduce to an average of less than 1 day the time needed to report key financial information from subsidiaries to headquarters.
- A U.S. telecommunications firm improved budgeting and forecasting accuracy so that their variance to forecast is less than 2%.
- A Belgian-Dutch insurance and banking group uses MPC to work with one version of the truth inside the company and deliver a single message to the outside world.
- A municipally owned utility in the U.S. uses MPC to centralize financial and nonfinancial information and better analyze what that data reveals about the business.

With Geac MPC, you, too, can move beyond performance measurement to true performance management. Direct the focus and actions of the organization through strategic planning; align resources to support your corporate objectives through financial and operational planning, flexible budgeting, and realistic forecasting; and monitor and control performance with meaningful reporting and analysis that leads to improved decision-making.



**GN...**  
in support  
ate goals



**CONTROL...**  
...Processes for  
repeatable results



The right performance management software helps you close the gap between strategy and execution.

## Directing Company-wide Focus and Actions

### Strategy Management

Often, senior executives are puzzled and dismayed by the fact that, in spite of having spent weeks to formulate a strategic plan, performance results show no indication that the organization is implementing it. At the same time, managers and their staffs are often baffled to find that although they have achieved their performance goals, the successfully completed tasks had no positive impact on the company’s overall performance. Neither group knows with any certainty what they should change to produce positive corporate results.

You can use Geac MPC’s strategy management framework to visibly link high-level corporate strategies to budgets, people, tasks, measures, and performance targets. Everyone in the organization can see and understand what they need to do and how they will be measured. Using MPC, you can monitor progress and adapt plans to ensure that you meet your goals, even when business conditions change. With MPC, strategy becomes everyone’s business.

<b>The Strategy Problem</b>	<b>The Solution: Geac MPC</b>
Need to communicate strategy company-wide	<b>Acts as a centralized information portal</b> for the communication of strategy and ongoing results; role-based security controls the level of information each person sees
Need to understand how each task impacts corporate strategies and objectives	<b>Graphically depicts strategy and actions</b> so people can see the relationship between plan elements; built-in “impact” report reveals how a specific task impacts the company’s high-level strategy
Need to hold individuals accountable for strategic execution	<b>Enables collaboration and encourages buy-in</b> between levels of management and departments when creating the strategic plan; allows assignment of responsibilities and performance goals to individuals; reports individual progress as well as company-wide performance against strategic goals
Need to understand why successfully executed strategy isn’t having the intended effect	<b>Facilitates linking of text documents, spreadsheets, web pages,</b> and other applications to the plan so people can review the business assumptions made during the planning process, determine what has changed, and adapt accordingly
Need up-to-the-minute performance knowledge to adapt to changes	<b>Displays reports and executive dashboards in real time;</b> searches data continually and issues early warning alerts when performance gaps are detected



Dashboards, accessed via Excel or the web, help you gain insight in an instant.



Plan Object	Measure	Actual	Target	Outcome	%Variance	Responsibility
Strategic Plan	Earnings per share	2.35	2.50	94.00%	-7.2%	Geoff Warren
Maintain Business	Existing Customer Revenue	£82,700	£83,000	99.6%	-0.4%	Geoff Warren
Retain Customers	No. of customers with repeat...	96	95	101.05%	1.05%	Geoff Warren
Communication Program	Response rate per issue	4.10%	4.50%	91.11%	-11.11%	Geoff Warren
Conference	No. of attendees signed-up	1,750	2,000	87.50%	-12.5%	Geoff Warren
Loyalty Program	No. of customers signed-up	13	15	86.67%	-13.33%	Geoff Warren
Control Costs	Costs as % of turnover	42.00%	42.00%	100.00%	0.00%	Jim Hunt
Profitable Growth	Contribution targets	£18,500	£20,500	90.24%	-10.24%	Jim Hunt
New Products	New product revenue	£2,415	£2,866	84.31%	-15.69%	Jim Hunt
Operating Efficiency	Average cost per unit	0.34	0.35	102.86%	2.86%	Jenny Chaucer
Sales Effectiveness	Win rate %	31.00%	45.00%	68.89%	-23.11%	Harry Manning
Brand Leadership	Market position	4	3	133.33%	33.33%	Geoff Warren
Quality	No. of rejects	142	130	109.23%	9.23%	Jenny Chaucer
Differentiation	New products available	17	15	113.33%	13.33%	Jenny Chaucer
Partnerships	New partners	16	12	133.33%	23.33%	Geoff Warren
Operating Excellence	Share price	9.25	10.00	92.50%	-7.5%	Rick Lafferty
Corporate Governance	Sarbanes Oxley & IFRS comp...	102	100	102.00%	2.00%	Rick Lafferty
Social Awareness	Social awareness index	72.00	79.00	91.14%	-7.14%	Dermie Law
Investor Relations	BUY ratings	3	3	100.00%	0.00%	Rick Lafferty
Management Effectiveness	Days to report quarter end	20	19	105.26%	5.26%	Berrie Law

Geac MPC's built-in reports help you see not only results, but also who is accountable for them.





## Aligning Resources to Support Corporate Goals

### Financial and Operational Planning, Budgeting, and Forecasting

Once the executive team passes down the high-level strategy and plan targets, it is up to a multitude of operational managers and sales managers—most of whom do not possess accounting or finance experience—to create realistic forecasts, effective operational plans, and timely budgets. You can use Geac MPC software to help guide, monitor, and ensure the accuracy and timeliness of these processes.

#### *Financial and Operational Planning*

Having a small group create plans for the enterprise is one method of planning. A “best practices” method is to enable many people across the organization to collaborate, allowing the company to benefit from many perspectives and a wealth of experience. You can collaborate on, create, and analyze business scenarios and plans in real time using MPC.

Working with MPC’s Excel spreadsheet interface, you and others can test various combinations of targets, forecasts, key business drivers, and organizational structures within minutes. The software performs all the calculations, enabling you to see instantly how a change in one variable affects the others. Use MPC to set top-down targets, create driver-based plans, produce pro forma statements, and review predictive analytics, all in a collaborative environment. When you save a plan and its associated business assumptions in MPC, you can use this information to seed the budget. You also can compare the plan against actual results as they become available.

<b><i>The Financial and Operational Planning Problem</i></b>	<b><i>The Solution: Geac MPC</i></b>
Need to collaborate with colleagues no matter where they are	<b>Enables collaboration through web-based access</b> to plans and data in the central data repository; allows information to be used for budgeting, forecasting, reporting, and analysis
Need to quickly determine the input numbers/percentages/ratios required to achieve financial goals	<b>Allows you to work backwards from a key financial goal</b> to the required input numbers; simply type in your goal, select the contributing business drivers to be investigated, and let the software perform the calculations and suggest adjustments
Need to create “what if” scenarios in real time	<b>Helps you comprehensively model your business</b> and enable almost instant “what if” scenario planning; allows you to change a business assumption (i.e., a number) and then automatically recalculates the entire model for you; lets you build in calculations, allocations, phasing, market factors, seasonality, and more; provides a familiar Excel interface but builds this “spreadsheet” on top of a single database with role-based security



### **Budgeting**

Most business professionals agree that traditional spreadsheet-based budgeting takes too long and often results in a budget that is out of date before it is approved. People spend too much time re-keying data, fixing spreadsheet links, verifying calculations, and tracking budget passes. By using Geac MPC, you can maintain the familiar look and feel of spreadsheets but eliminate the problems associated with them.

Keep your budgeters productive by allowing them to work with a spreadsheet interface (on the web or in Excel itself), but eliminate version control problems and the need to re-key numbers by saving budget passes directly to MPC's central database. Use the software to create zero-based, historical-based, and even rolling budgets and plans. With MPC's built-in financial capabilities, you can simplify and improve the accuracy of performing calculations, allocations, phasing, currency translations, and more. Use guided workflow capabilities and alerts to keep the organization on time and within guidelines throughout the process. If a business change occurs during the year, simply adjust the budget and save the new version to the database. Rely on MPC to replicate the change throughout the system, updating any numbers or reports affected by the change.

<b>The Budgeting Problem</b>	<b>The Solution: Geac MPC</b>
Need to keep the familiarity of spreadsheets but eliminate the problems	<b>Provides a familiar spreadsheet environment</b> but incorporates a central data repository for a single version of the truth; data is immediately available for consolidation and analysis
Need to simplify the tracking of budget submissions and approvals	<b>Tracks submissions and approvals for you in real time</b> through a pre-built report; allows budgeters and managers to attach explanatory notes to numbers for enhanced understanding; can also be used as a budgeting information portal to relay policies, process changes, timelines, and budget guidelines
Need to update the budget when conditions change	<b>Replicates a change</b> —such as to a line item in the budget—through the system and updates any numbers or reports affected by the change; budget managers see changes instantly
Need to accurately and quickly translate numbers into a single reporting currency	<b>Performs translations instantaneously</b> for you, enabling you to view numbers in both local and reporting currencies with just the click of a button
Need to reflect the strategic and operational plans in the budget	<b>Enables you to seed the budget using high-level numbers</b> from your strategic and operational plans, which, like the budget, are stored in MPC

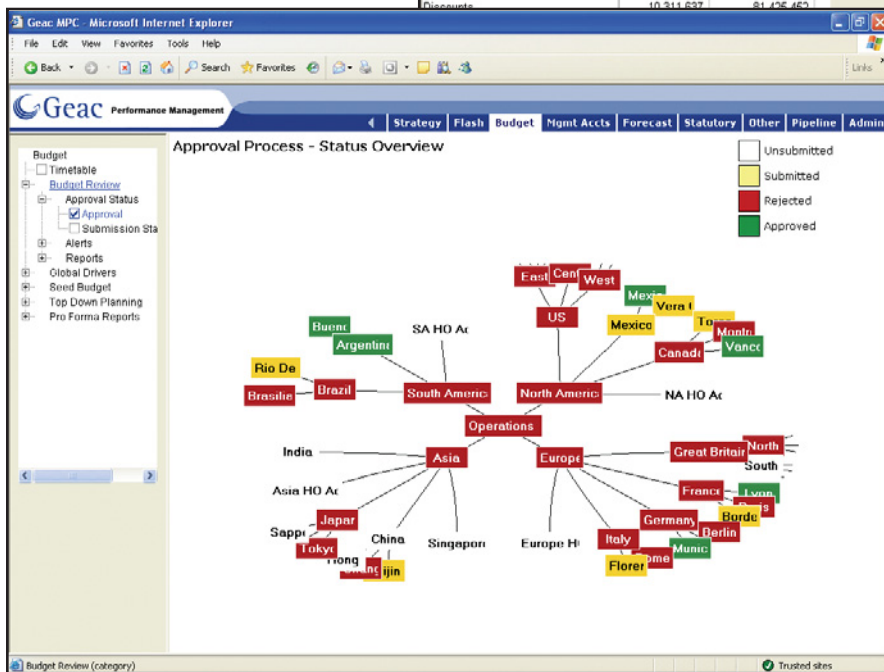
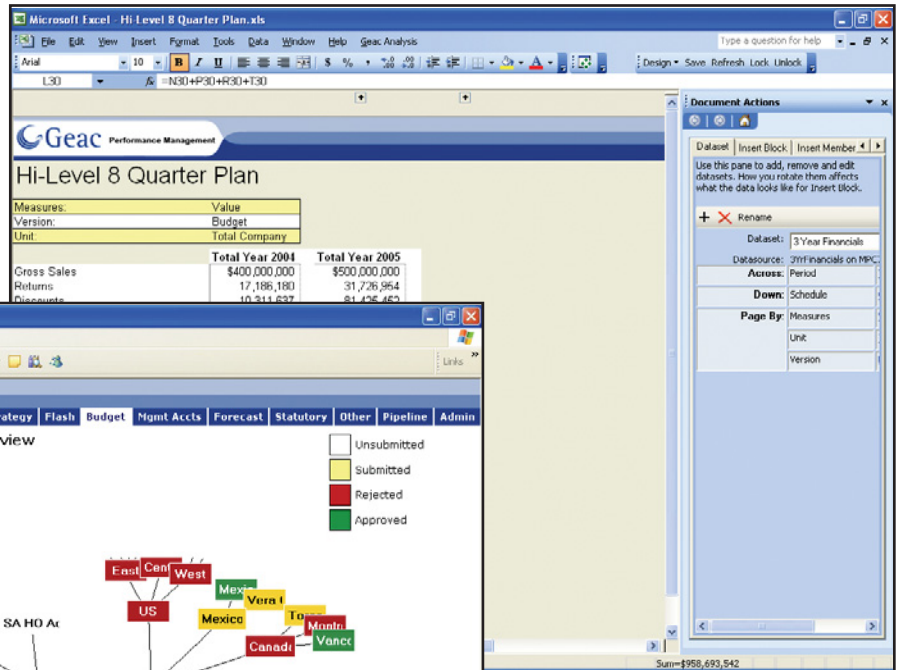
### Forecasting

To jump-start the budgeting process and ensure that plans have a basis in reality, use MPC to generate statistically accurate forecasts and benchmarks with which to seed your budgets. These forecasts are based on your company's historical performance results and take into consideration such things as trends and seasonality. Using MPC's Excel interface, you can modify numbers if necessary, based on your knowledge of the business.

You also can use MPC throughout the year to generate rolling forecasts and budgets, and to provide early warning alerts about emerging trends that may affect your plans. These alerts give you time to take corrective action.

The Forecasting Problem	The Solution: Geac MPC
Need to eliminate sandbagging and subjectivity	Enables you to generate objective benchmarks based on historical performance
Need to spot emerging trends in time to take action	Identifies trends and enables comparison of predicted performance against planned performance; proactively alerts you to any anticipated problems so you can take action
Need to forecast down to a level that makes sense for my department	Allows you to forecast at a detailed level, such as by product line, location, sales channel, strategic initiative, and more

Use MPC's Excel interface to give business professionals the benefits of spreadsheets without the drawbacks.



Guided workflow capabilities help you monitor and manage processes from your desktop.

## Controlling Business Processes for Predictable Results

### Financial Consolidation, Reporting, and Analysis

Compressed reporting cycles, changing and increasing regulations, and demands for increased financial transparency are just some of the challenges companies face today when they close their books and prepare statutory and management reports. With Geac MPC, you can increase the speed, control, and transparency of these processes. You also can compare variances between plans and actual results, investigate the factors contributing to performance gaps, and use that information to make continuous improvements for more predictable performance.

### Financial Consolidation

Most finance professionals would prefer to spend less time collecting, calculating, and verifying data, and more time performing meaningful business analysis. Geac MPC makes this possible. With MPC, you can automate the loading and validation of information from multiple source systems and from multiple charts of accounts. You can let the software perform currency translations and exchange rate calculations for you. Use the software's journaling capabilities to automatically adjust for consolidation issues, regulatory reporting requirements, or data errors, as well as to keep complete audit trails. Most important, rely on its built-in financial intelligence to help you confidently create financial statements that comply with GAAP, IFRS, IAS, and other accounting standards and regulations.

<b>The Financial Consolidation Problem</b>	<b>The Solution: Geac MPC</b>
Need to consolidate multiple charts of accounts	<b>Simplifies the moving of data</b> from multiple general ledgers and ERP systems to Geac MPC's central database; MPC is based on industry standards, enabling it to share information across existing technology and data systems
Need to reduce financial consolidation and reporting times to meet regulatory requirements	<b>Streamlines the processes</b> of adjusting data for consolidation issues, regulatory reporting issues, and management requirements; handling exchange gains and losses; eliminating consolidation adjustments such as minority interests, joint ventures, intercompany transactions, and allocations; controlling the percentage of and rate at which subsidiaries and associate enterprises are rolled up; and generating comprehensive audit reports, showing data as reported, with adjustments, and net of adjustments
Need to quickly and accurately perform currency conversions and see the impact of exchange rates	<b>Provides built-in currency conversion capabilities</b> to perform this task for you; enables you to apply rate sets to numbers (e.g., budget rate, actual rate) so you can see the impact of currency rate fluctuations
Need to eliminate having to manually update reports every time an account grouping is changed	<b>Replicates changes throughout the entire application</b> for you so you only have to make the change once
Need to ensure that everyone is working from the same rules and timelines	<b>Displays policies, process changes, timelines</b> , frequently asked questions, and more via a web-based portal

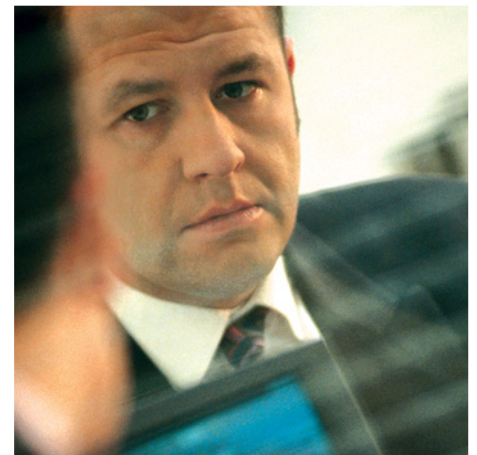
### Reporting and Analysis

The less time you must spend preparing reports, the more time you can spend analyzing them. With MPC, you can automate the processes used to produce and distribute statutory and management reports and report books. Not only can you use MPC to control which recipients receive which reports, but you also can control who sees what data within those reports, in what format reports are sent, and what method is used for delivery.

You can design your MPC application to present data as scorecards, dashboards, spreadsheets, color-coded tables, bar charts, pie charts, bubble charts, and line graphs. You also can direct MPC to issue early warning alerts via email when performance varies from established targets, giving you a head start on solving problems or taking advantage of opportunities.

With MPC performance management software, you also can perform analyses without requiring IT or analysts to build a completely new report. You can easily drill down from summary-level numbers to transactional details, compare actual performance against budgets and forecasts, look at the effects of currency fluctuations, and study trends to gain insight. By studying the gaps between expected performance and actual performance, you can begin to modify processes and make changes to help ensure positive, predictable results.

<b>The Reporting and Analysis Problem</b>	<b>The Solution: Geac MPC</b>
Need to see results in a scorecard format	<b>Enables you to present data in whatever format is most useful</b> (graphs, charts, interactive web grids, scorecards, dashboards, Excel spreadsheets, etc.); works with Crystal Reports and Microsoft SQL Server Reporting Services
Need to eliminate time spent formatting reports so it can be used to analyze the business	<b>Automates the creation and distribution</b> of management and statutory reports and report books
Need a single version of the truth so that statutory reports match management reports	<b>Allows the creation of multiple reporting hierarchies</b> (i.e., you have a single version of the data but can present it in a variety of perspectives, such as legal, management, and geographical)
Need to see problems and opportunities instantly	<b>Monitors performance data and sends an early warning alert</b> when it detects gaps (negative or positive) between planned performance and actual performance; allows you to drill down on summary numbers to see underlying transactional details
Need to capture all critical management information in one place	<b>Enables the creation of executive dashboards</b> that summarize up-to-the-minute results about key performance indicators; web-based for anytime, anywhere access



Audit Report by Journal Name - Microsoft Internet Explorer

Audit by Journal Name

Period Year	Version	Currency	RateSet	Accum Method	Status	Modified After	Journal Type
Jan 2004	Actual	Local	Untranslated	Periodic	Posted and Unposted	All	Acquisition, Intercompany Eliminations, Standard, Standard Reversal, Standard PL&S, Standard PL&S Reversal

Standard PL - BS

Unit	Affiliated Unit	Schedule	Nat. Sign	Amount	Product	Sales Channel	Status	Currency
AL001	New York	Office Supplies	0	-22,405	No Product	No Sales Channel	Posted	
GB0045	London	Office Supplies	0	15,000	No Product	No Sales Channel	Posted	
INL0001	London	Power and Utilities	0	25,000	No Product	No Sales Channel	Posted	

Improve financial transparency by generating comprehensive audit trails.

Geac MPC - Microsoft Internet Explorer

Performance Management

Ad Hoc Analysis

	Actual	Periodic	All	US Dollar	Reported	Total Year	No Sales
Operations	202,867,032	117,142,969	86,724,063	74.0			
North America	85,916,729	61,681,704	24,235,025	30.3			
US	61,535,692	28,381,798	33,153,894	117.0			
Mexico	14,620,797	24,872,297	(10,043,500)	-40.4			
Canada	9,552,241	8,447,607	1,104,634	13.1			
Europe	90,462,760	44,410,967	46,043,893	103.7			
Great Britain	41,470,214	(24,318,007)	65,788,221	270.5			
France	10,810,252	20,495,461	(9,675,209)	-34.0			
Germany	20,162,915	30,318,598	(10,153,684)	-33.5			
Italy	10,019,379	9,932,816	86,563	3			
Asia	11,621,794	3,781,120	7,830,674	206.6			
Singapore	1,780,253	354,746	1,425,507	404.7			
China	9,020,109	3,457,929	6,370,180	104.2			
Japan	3,432	(19,756)	23,188	117.4			
South America	15,065,740	7,251,276	8,814,472	110.0			
Brazil	10,618,568	5,931,236	4,687,330	79.0			
Argentina	5,247,179	1,320,038	3,927,141	297.5			

While MPC delivers a number of useful built-in reports, you also can create your own reports and analyses at will, without help from IT.

## Making the Most of Your Existing Technology Investment

While Geac focused on delivering value to business professionals when it designed MPC, it did not forget the information technology department. MPC enables IT to make the most of your company's existing technology systems and knowledge base.

Whether the company's relational database platform standard is Microsoft or Oracle, MPC works with it. Because the software is based on an open, published schema, IT is able to integrate MPC easily with data from your company's existing general ledger, ERP, CRM, and other transactional systems. There is no need to perform costly and risky legacy system replacements.

With MPC, end users access data via a web browser or Excel. For IT, this means reduced requests for support because most business professionals are familiar with both of these technologies. Moreover, because the application is maintained centrally rather than on each individual's desktop, IT gains time to work on more strategic projects for the company.



## About Geac

Geac is a global enterprise software company that addresses the needs of the Chief Financial Officer. Geac's best-in-class technology products and services help organizations do more with less in an increasingly competitive environment, amidst growing regulatory pressure, and in response to other business issues confronting the CFO.

Geac software and solutions are deployed at more than 18,500 organizations around the world. More than half of the Fortune 100 use and rely on Geac systems every day. Geac collaborates with existing and prospective customers through a network of approximately 2,200 professionals in 52 locations worldwide.

### To Take Action

To find out more about Geac products or services, visit [www.performance.geac.com](http://www.performance.geac.com), call +1.800.922.7979 or +44 (0)20 7349 6000, or send an email to [chris.kelly@geac.com](mailto:chris.kelly@geac.com).



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