Business Rules(HLD)

Business Rule #1: Road tax is to be calculated based on the city. The Road tax is defined based on the type of city. Cites are broadly calcified into Major Market, Small Market and Strategic market. Road Tax is 30% of Total Sales for all Major Market and 10% for all Small Markets.

The Total Tax is sum of all the Taxes.
Member to be added. Road_Tax.

```
Road_Tax(IF(@ISUDA(Market,"Major Market"))
        Road_Tax=Sales*0.3;
Else IF(@ISUDA(Market,"Small Market"))
                        Road_Tax=Sales*0.1;
Else
            Road_Tax=0;
EndIF;);
Tax=Sale_tax+Road_Tax;
```

Business Rule#2 : Define the Adjustment. The <u>Adjustment</u> is derived from Margin = Sales – COGS + Tax. The <u>Margin,Sales,COGS</u> value are <u>input feed from GL</u>. In case the Margin is not equals to Sales-(COGS+Tax). The remaining amount goes to Adjustment.
"Adjustment"=(Sales-COGS-Tax)-Margin;

Member to be added. Adjustment

Business Rule #3 : The Sale Tax is calculated based on the City and Total Sales. The Sale Tax is applicable to

New York	30% of Total Sales only if Sales > USD 1000	Sales_Tax(IF(@ISCHILD("EAST") and Sales>=1000)
Massachusetts		---------
Florida		
Connecticut		
New Hampshire		
California	20% of Total Sales only if Sales > USD 2000	
Oregon		
Washington		
Utah		
Nevada		

The Total Tax is sum of all the Taxes.
Member to be added. Sales tax

```
SET UPDATECALC OFF;
SET CALCPARALLEL 4;
SET CALCTASKDIMS 6;

/* Roll Up  for Dimension Measures*/
Calc Dim(Measures);

/*Calulating Tax for Major Market*/
Sale_Tax(IF(Sales>= 1000 and @ISCHILD(EAST) )
        Sale_Tax=Sales*0.3;
Else IF(Sales>= 2000 and @ISCHILD(WEST))
                        Sale_Tax=Sales*0.1;
Else
        Sale_tax=0;
EndIF;);

Tax=Sale_tax+Road_Tax;
```

Business Rule #4 : Find the (Pre Tax Margin, Pre tax Margin % Cube level calculation not a GL input feed).
"Pre Tax Margin" = "Net Income – Tax" and Pre Tax Margin %" = "Pre Tax Margin" % Sales.
Member to be added. Pre Tax Margin, Pre Tax Margin %, (Sales,Tax) as Shared Members.
1)Margin
2)Tax
3) Pre Tax margin
4)Pre tax Margin %

Business Rule #5 : Once the data loaded for the previous month from GL. The previous month <u>budget value</u> now should come to <u>Actual Forecast</u>. The <u>previous month</u> value should be <u>Dynamic</u> and can be passed from users.

Just copy the previous month Budget to Actual Forecast.

```
DATACOPY Plan TO Revised_Plan;
```

Member to be added. Actfcst;

Business Rule #6 : Once the data is loaded from GL, the <u>Avg and total sales</u> for <u>Region wise</u> should be captured.

Business Rule #7 : The GL will give Sales as input feed, but the Avg sales has to be calculated at cube level

Business Rule #8

Total Asset = "Moving Asset"+Tangible Asset"
Net Income = Sales-Total Expense
Asset Turnaround"="Sales"/"Total Asset";
"Return On Asset"=Margin/"Total Asset";
"Financial Leverage"="Net Income"/"Total Asset"
Quarterly Analysis

The GL will supply "Moving Asset", "Tangible Asset",Sales,

Business #9: Find Sales, Total Sales, Avg Sales, Sales/Ag Sales Diff, Sales Diff %

Business Rule #10 : Find the Sales Wise Market share for Each City/Product.

```
SET DATAEXPORTOPTIONS
   {
   DataExportLevel "LEVEL0";
   DataExportRelationalFile ON;
   };
DATAEXPORTCOND ("Sales">=1000);
FIX ("100-10","New York","Actual","Sales");
DATAEXPORT "File" "," "b:\exports\jan.txt";
ENDFIX;

FIX(Sales)
"Partial Year"=@SUMRANGE("New York",Jan:Jun);
ENDFIX

"Profit Per Ounce" = Profit/@ATTRIBUTEVAL(@NAME(Ounces));

This example produces the following report:
         Actual   New York   Colas
                   Sales
                   =====
Jan                 678
Feb                 645
Mar                 675
Apr                 712
May                 756
Jun                 890
Partial Year       4356

"SKU Share" = Sales % @ANCESTVAL(Product,2,Sales);
```

This example produces the following report:

```
            Sales   SKU Share
            =====   =========
SKU101       510       26.0
SKU102       520       26.5
  Group01   1030       52.5
SKU120       430       21.9
SKU123       500       25.5
  Group02    930       47.4
    Family1 1960      100.00
```

Total Sales till today

```
 YTD = @PTD(Jan:May)
```