



## Microsoft Office PerformancePoint Server 2007 Empowering all employees to drive increased business performance

### Driving Optimal Business Performance.

The goal of every business is more than just survival—rather, they want to grow and prosper. However, market conditions can change rapidly. Companies need a way to sense and respond to these factors so they can adapt and thrive. Businesses excel when they have complete visibility into these market factors and when the performance of employees at all levels of the organization is aligned with overall company strategy plans and objectives. To achieve consistent performance, companies need a solution that can translate the company plans into goals and metrics that guide the everyday decisions and actions of executives, managers and front-line information workers.

Office PerformancePoint Server 2007 is a comprehensive performance management (PM) application that enables employees at all levels to contribute to managing the business. It uses the familiar and easy to-use Microsoft Office environment to help people understand key data, apply their expertise and make better, faster decisions that can lead to improved business results. Office PerformancePoint Server 2007 enables companies to achieve the following:

- **Align Strategy and Execution.** Companies can dramatically improve business performance by empowering all employees to monitor their performance and align their actions to overall company strategy.
- **Improve Insight and Decision-making.** Timely and actionable information provided in a context that is easy-to-understand and helps people gain insights and ultimately drive better business outcomes.
- **Bring All Employees into the Process.** Personalized information for users across the organization via the familiar and easy-to-use Office environment ensures broad adoption, greater understanding and increases the information worker's contribution to the business.

	July	August	September				
	Plan	PV Act	%Var	Plan	PV Act	%Var	Plan
<b>Volumes</b>							
• Accessories	183	170	93%	107	191	178%	120
• Cards	188	147	78%	188	183	97%	148
• Fixed Lines	146	138	95%	120	121	99%	162
• Logistics	193	148	77%	149	117	78%	122
• Packs	131	134	102%	130	150	115%	177
• Service	156	188	121%	109	194	178%	103
• Cellular	129	152	118%	141	147	105%	725
<b>Total Volumes</b>	<b>1057</b>	<b>1097</b>	<b>103%</b>	<b>917</b>	<b>1823</b>	<b>198%</b>	<b>960</b>
<b>Ave Sales Price / Unit</b>							
• Accessories	\$45	\$39	87%	\$53	\$48	91%	\$173
• Cards	\$33	\$24	73%	\$42	\$36	86%	\$128
• Fixed Lines	\$12	\$7	58%	\$13	\$9	70%	\$105
• Logistics	\$19	\$10	53%	\$28	\$25	89%	\$110
• Packs	\$53	\$48	91%	\$55	\$49	89%	\$134
• Service	\$156	\$152	103%	\$158	\$157	100%	\$125
• Cellular	\$93	\$81	87%	\$88	\$78	89%	\$156
<b>Total Ave Sales Price / Unit</b>	<b>\$97</b>	<b>\$92</b>	<b>95%</b>	<b>\$435</b>	<b>\$324</b>	<b>75%</b>	<b>\$98</b>
<b>Revenue</b>							
• Accessories	\$4,825	\$6,820	141%	\$5,702	\$9,251	162%	\$20,784
• Cards	\$6,236	\$3,480	56%	\$8,717	\$3,941	45%	\$20,421
• Fixed Lines	\$1,751	\$979	56%	\$1,225	\$1,048	86%	\$17,001
• Logistics	\$2,866	\$2,449	85%	\$4,229	\$2,361	56%	\$14,427
• Packs	\$6,549	\$6,465	100%	\$7,162	\$7,408	103%	\$22,784
• Service	\$24,387	\$28,353	116%	\$17,206	\$30,482	177%	\$12,842
• Cellular	\$11,997	\$13,017	109%	\$12,554	\$11,484	92%	\$18,517
<b>Total Revenue</b>	<b>\$58,813</b>	<b>\$59,626</b>	<b>101%</b>	<b>\$54,684</b>	<b>\$96,258</b>	<b>176%</b>	<b>\$128,825</b>

Office PerformancePoint Server 2007 Leverages Microsoft Excel for data access and analysis.

### What is Office PerformancePoint Server 2007?

Office PerformancePoint Server 2007 is a comprehensive, enterprise-level performance management solution that features robust planning, budgeting, forecasting, scorecarding and reporting capabilities. Office PerformancePoint Server 2007 provides employees at all levels of the organization with complete information visibility through easy-to-understand scorecards and reports delivered to every desktop. It features many user-friendly functions and wizards that enables business users perform data integration tasks, configure the system, set up business rules, create scorecards and run reports without the need for technical skills. Office PerformancePoint Server 2007 utilizes widely-used and supported Microsoft technologies such as the robust data integration, analysis and reporting capabilities of the Microsoft SQL Server data management platform and the SharePoint Portal Server for information sharing and collaboration.

## The Benefits of Office PerformancePoint Server 2007.

Office PerformancePoint Server 2007 enables companies to adapt and thrive by aligning people to overall company strategy, enabling real-time monitoring of key business metrics and making it easy for them to visualize and understand performance drivers. Office PerformancePoint Server 2007 also helps reduce the time people spend looking for information, collaborate more effectively to solve problems and receive information via the familiar software applications they use everyday.

- **Broader Performance Management Adoption.**

Office PerformancePoint Server 2007 enables the widest adoption of performance management through easy-to-use scorecards and reports that empower employees at all levels to gain critical insights and effectively contribute to managing the business.

- **More Effective Planning and Budgeting.**

Enables better planning, budgeting and forecasting by driving strategic objectives into planning assumptions to ensure departmental plans align with corporate strategy and goals. Robust workflow and collaboration capabilities reduce manual effort and process cycle times.

- **Faster and More Accurate Reporting.**

Consolidating financial data from multiple systems into a single, integrated repository of financial information as well as central control over spreadsheet data helps facilitate faster consolidation and more accurate reporting.

## Office PerformancePoint Server 2007 Key Features.

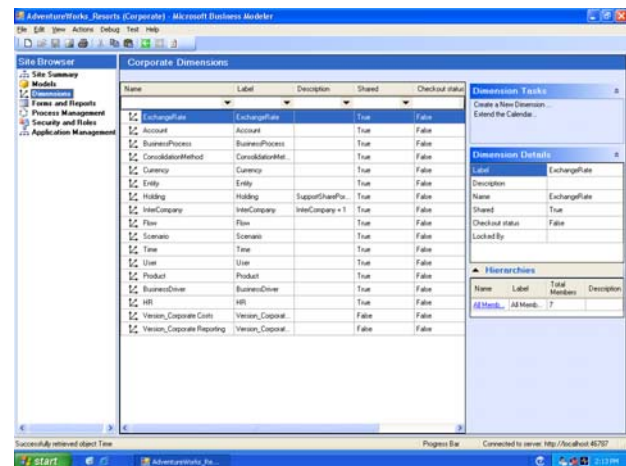
Office PerformancePoint Server 2007 features extensive functionality for scorecarding, analysis and planning, for example:

- **Integrated Enterprise Data.**

Office PerformancePoint Server 2007 can integrate data from multiple enterprise systems. This ensures that performance information is the most comprehensive, accurate and up-to-date and that all departments are managing from the same baseline of understanding.

- **Office Integration.**

Office PerformancePoint Server 2007 delivers information via the tools people use everyday—Office. This makes it easy for them to access, monitor and understand performance information, enabling them to take actions that drive better business outcomes.



Office PerformancePoint Server 2007 Provides Easy to use administration capabilities.

- **Centralized Spreadsheet Management.**

Central management and control of Excel spreadsheets enables better collaboration while maintaining data integrity across multiple files. This also reduces the time required to produce reports, plans and budgets.

- **Self Service Throughout.**

Business users can set up and manage processes such as planning, budgeting, forecasting and financial reporting. They can also create their own personalized scorecards and run reports.

- **Robust Information Security.**

Enables users to set up access rights to financial information and controls over who can view and modify data. It also provides full audit trails for regulatory compliance.

- **Leverage Existing IT Investments.**

Office PerformancePoint Server 2007 utilizes widely-used and supported Microsoft technologies and provides integration to existing enterprise systems, enabling companies to leverage their IT investments and employee skill sets.



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**Office PerformancePoint Server 2007 is based on the following Microsoft products and technologies:**

- Windows Server 2003 Enterprise Edition, Windows Server 2003 SP1, or higher
- .NET Framework (RTM 2.0.50727.42) or higher
- SQL Server 2005 Enterprise Edition
- ASP.NET 2.0
- IIS 6.0
- Windows Installer 3.0

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For complete system requirements, please visit [Microsoft.com/office](http://Microsoft.com/office) and select PerformancePoint.

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**Why Microsoft?**

Office PerformancePoint Server 2007 is part of Microsoft's comprehensive Business Intelligence offering that supports the entire organization. It is a full-featured performance management application that works seamlessly with Office, and provides easy-to-use information directly where individuals work, collaborate, and make decisions. Office PerformancePoint Server 2007 scales to the most mission-critical enterprise needs and has the best economics to make enterprise-wide deployment affordable.

Learn more about Office PerformancePoint Server 2007 at <http://www.microsoft.com/office>. For more information about Microsoft business intelligence, visit <http://www.microsoft.com/office/BI>.