

OBJECTIVES 1-2-3

MEI announces Data Management Services to automatically create Sales Objective, Budget Objective and Base Forecast import files based on the bottom-up Latest Estimate forecast. This extract suite, Objectives 1-2-3, can save time and promote accountability!

Industry-leading annual operating plan processes call for objectives by customer that are based on the Sales team bottom-up plan.

- Promotes accountability within the sales organization
- Objectives 1-2-3 provides detail level objectives with little to no IT effort

Step-by-step best in class planning process:

1. Set high level financial targets for organization
2. Cascade financial targets as objectives in MEI
3. Sales team builds plan as future year Latest Estimate
4. Execute Objectives 1-2-3 and lock LE as the annual plan!

Sales Objectives

- Extract any period Sales Latest Estimate as a Sales Objective Import file (380_FFSALESOBJ)

Budget Objectives

- Extract any period Spend Latest Estimate as a Budget Objective Import file (385_FFALLOCBUD and 395_FFACCRUBUD)
- Extract will calculate the RPC or % for Accrued funds based on the Sales and

Spend LE for the defined Market, Product, Period and Fund combination

- Extract will sum the lump sum spend for Allocated funds based on the Spend LE for the defined Market, Product, Period and Fund combination

Base Forecast

- Extract any period Sales Latest Estimate as a Base Forecast Import file (270_FFBSFCST)

Information required to execute the process:

- Fiscal period of data to extract
- Destination fiscal period of the import
- Hierarchy levels of data extract (limitations may exist based on import business rules)
- MEI will validate the requested levels align to client-defined System Access Paths

Notes:

- Each file is created and available for clients to retrieve from the respective Export folder on mei.ftp
- Clients retain full control of the import files, load in the system by placing in the import file and requesting the execution of MEIJOBS to process the import information. (Exclusive access is required).



For more details and pricing, contact **Client Success.**