ERP Cloud
Summer 2021
Customer Overview

Notices

The information contained in this document is summary in nature.

Copyright

Warning: copyright of the attached documentation and the application, to which it relates, is the property of FinancialForce.com, inc, its group companies or licensors. Any unauthorized use, copying or sale of the above may constitute an infringement of copyright and may result in criminal or other legal proceedings.
Copyright © FinancialForce.com, inc. All rights reserved.

Trademarks

FinancialForce.com is a trademark of FinancialForce.com, inc. Further details about FinancialForce.com trademarks are on our website.
Any other brand names and/or trademarks referenced are either registered or unregistered trademarks of their respective proprietors.

Table of Contents

Table of Contents 3

Executive Summary 5

Foundations 7

- Customer Engagement 7
  - Order Management in the Engagements Dataset 8
  - Order Management in the Engagement Summary Dashboard 9
  - Enhancements to the Engagement Timeline 9
- Permission Workbench Enhancements 9
  - Create/Merge Permission Sets 10
  - Import/Export of Permission Sets 12
- Messaging 12
  - Simplified Setup Experience 12
  - New Message Type Lookup on the Message Object 13
- Global Navigation 14
  - Utility Bar Access 14
  - New Permission Sets 14
  - Enhancements to the Navigation Configuration Builder 14
    - Five Levels of Group Nesting 15
    - Editing Sections, Groups, and Navigation Items in the Navigation Configuration Builder 15
  - Enhancements to the FinancialForce Navigation Lightning Component 15
    - Hiding Navigation Sections 15
    - Showing a Search Field 15
- Highlight Cards 15
  - Enhanced FinancialForce Alert Cards Lightning Components 15
    - Additional Calculation Types Supported on Alert Cards 15
    - Translating Calculation Type Labels on Alert Cards 16
    - Additional Field Types Supported on Alert Cards 16
    - Color Coding Major KPI Values on Alert Cards 16
  - New FinancialForce Highlight Cards Lightning Components 16
- Avalara AvaTax 17
  - REST 2.0 API 17
  - Validating Addresses with Avalara AvaTax 17

User Management APP 18
Plugin to Assign Permission Set Groups via the User Management App 18

Revenue Management 18
Integrating Revenue Management and Salesforce Revenue Cloud 18
Improved Setup to Use Revenue Contracts 20
Improved Setup to Use Historic FX Rates 20
New API for Creating and Updating Revenue Contracts 21

Reporting 22
Financial Report Builder 22
Configuring Financial Report Builder 23
Financial Report Builder Permission Set 23
Creating Reports and Statements 23
Configuring Reports and Statements 26
Lens Configuration 27
Adding Dimension Columns 28
Adding Calculations to Reports 29
Adding Calculations to Lenses 29
Measure Columns (adding Calculations to Columns) 30
Soft Dates 32
Drill 33
Format 34
Pivoting Report Data 36
Filters 37
Export to CSV 39

Contacting Customer Support 41

Executive Summary

We are pleased to provide a detailed overview of FinancialForce's Financial Management Summer 2021 Minor Release. Our focus during this release is focused on providing our customers with critical business insights and providing simplified user experience. It is a balanced investment around decreasing days to close, managing multi-revenue customer engagements and enhanced user experience. We have also focused on application performance and scalability. Our priorities for investment are influenced by our customer community and our strategic direction.

With the Summer 2021 Release we continue to build on our overarching investment themes with powerful enhancements in the following areas:

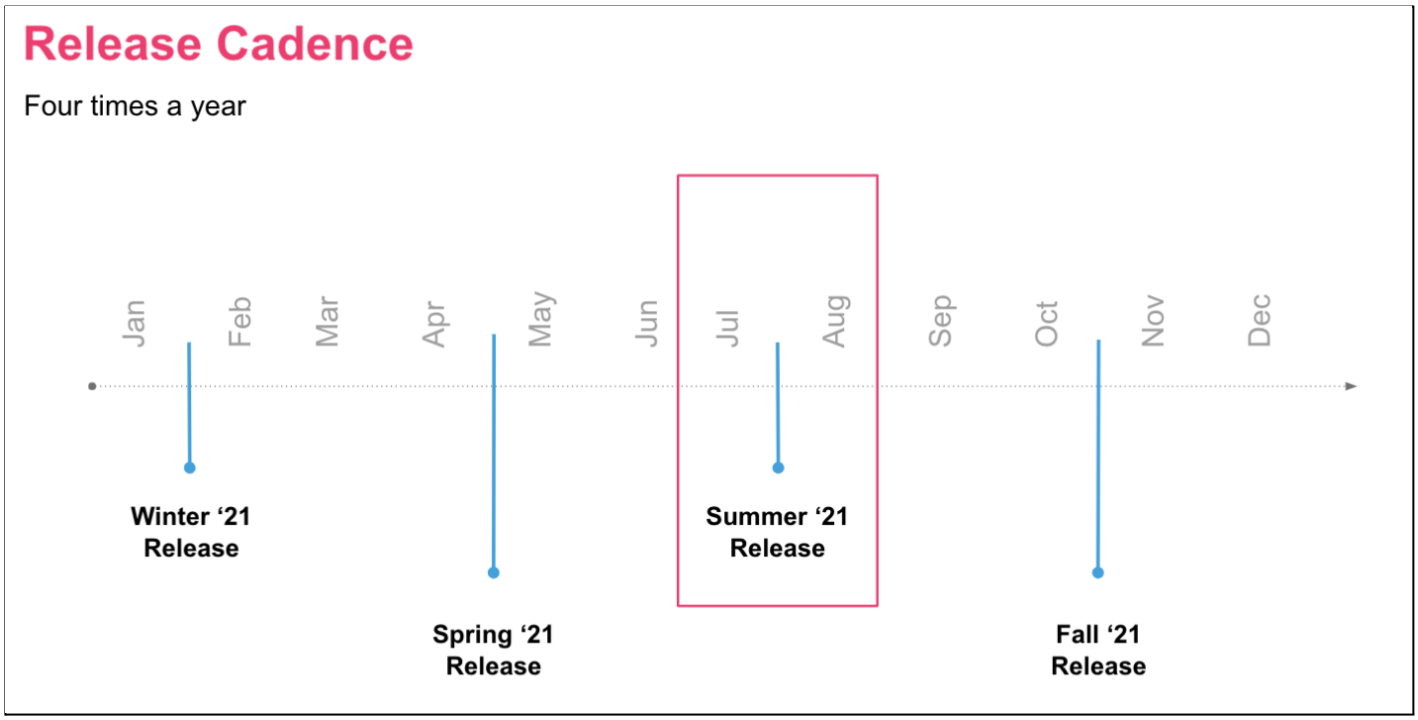
- Foundations
- Revenue Management
- Financial Report Builder
- Business Analytics - For Customer Engagement
- VAT Reporting
- Accelerate: CLX Hub

Our goal with this document is to provide you a detailed overview of the capabilities being delivered in the release, to complement our Customer Summer 2021 Release webinar, and to allow you to start thinking about how you can take advantage of these improvements in your organization.

Our customers have been invited to attend the Customer Summer 2021 Release - ERP Cloud webinar at FinancialForceX Summit on the Road on Tuesday, June 23th, 2020 - 8:00pm UK | 3:00 pm EST | 12:00 pm PST. The webinar will be recorded and shared on our Customer Community for those who are not able to attend live.

The Summer 2021 Release is targeted for general availability on July 7th, 2021. You will receive a notification when it is available to you. At that time you will also have a number of technical resources available to you, such as the What's New documentation and video tutorials. These Summer 2021 resources will be posted in the Release Hub in our Customer Community on July 7th, 2021.

All of our products are aligned to a consistent release cycle. At a minimum, our customers can expect a major release in the Spring and a major release in the Fall, with the option for a minor release in the Summer and/or Winter. All products in our portfolio will follow this cadence. Our next major release will be our Fall 2021 release.



As a reminder, we have introduced the Release Preview process. Release Previews are your chance to provide us with feedback on our in-progress product prior to a release. Specifically, the Release Preview process provides:

- Validation of new features internally *and* with customers
- Continuous improvement of user experience
- Live demonstrations on the **3rd Thursday every month** (*registration required*)
- Sign-up for a trial org pre-configured with new features
- Hands-on exercises
- Chatter Group to ask questions and share feedback
- Ability to add your own reports, custom fields, and configurations

We encourage all of our customers to participate in the Release Previews to help us to continue to improve our solution and deliver value. Please join the Release Preview Chatter Group in our Customer Community for more details and to register for the next Release Preview in May.

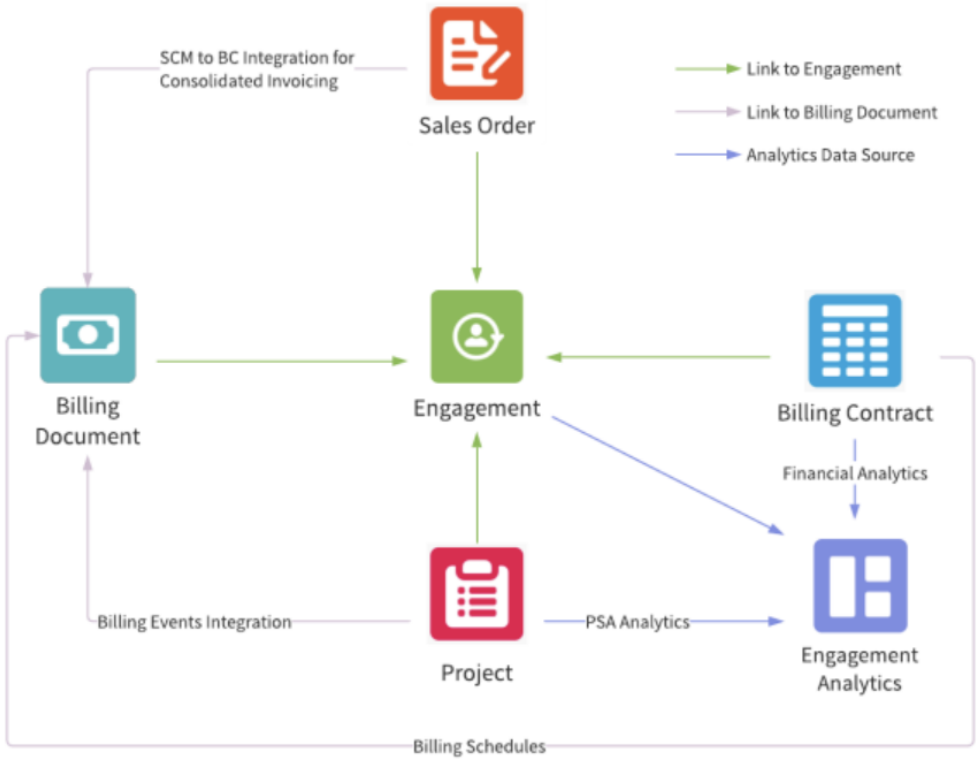
Thank you for your continued investment in FinancialForce to drive your business.

Foundations

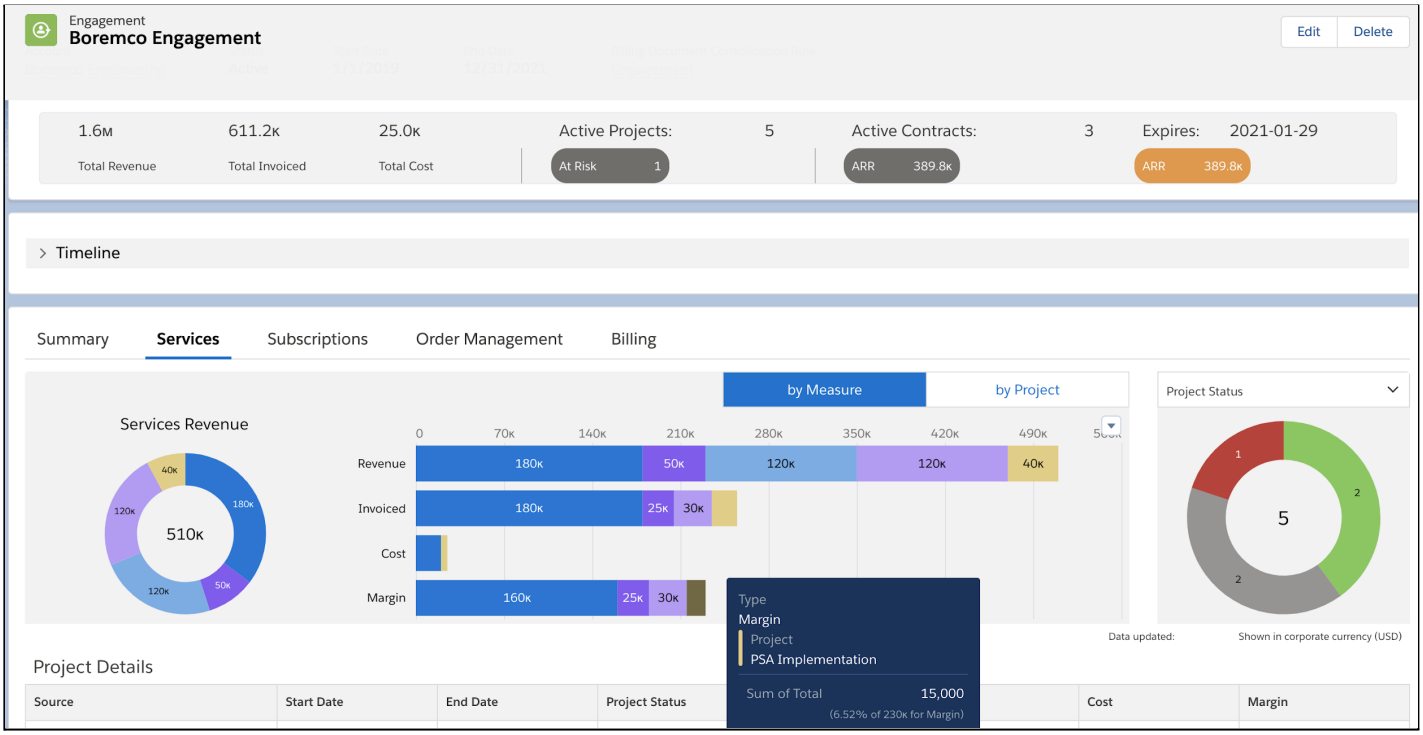
Customer Engagement

Starting from Spring 2021, Foundations contains the Engagement object. An engagement record represents a single customer engagement that can include diverse revenue streams. An engagement links together related products for a customer within a given time frame, such as professional services, subscriptions, and goods. This provides you with a 360-degree view of the current status of an engagement. By leveraging the Salesforce platform and Einstein Analytics, FinancialForce provides an accurate, relevant, and visually engaging snapshot of the metrics that matter most to you. You can monitor the entire lifecycle of your interaction with a specific customer, report on, and analyze the relevant data.

An engagement record stores basic information that defines a single engagement you have with a customer. It collates all the relevant data from the related records. This means that the data isn't copied from other records, ensuring that the engagement automatically displays the latest data.



You can easily access the **Engagements** tab from the new Customer Engagement Lightning app.



Summer 20201 includes additional enhancements to the Customer Engagement. We have added order management to Engagement Analytics. If you use SCM with the engagement functionality and your Financial Analytics app contains the Supply Chain Management core dataset, your Engagement Analytics app can include sales order data.

Note 1: If you are upgrading from Engagement Analytics Spring 2021 (V11), you must first upgrade your Financial Analytics app to Summer 2021 (V2021.300), and then also upgrade your Engagement Analytics app to Summer 2021 (V2021.300).

Note 2: In Summer 2021, only sales order line items with the type "Drop Ship" are included in Engagement Analytics.

Order Management in the Engagements Dataset

The Engagements dataset now contains an additional revenue stream: "Order Management". Each record from this revenue stream represents a drop ship sales order line item. The measures, dimensions, and dates that are common to all revenue streams are also populated for order management. For more information on how these fields are calculated, see **Engagement Analytics Output Fields**.

In addition, because the values are available in the dataset, order management data is automatically displayed in the Engagement Timeline component on the engagement record page. For more information, see **Using the Engagement Timeline** in the Foundations Help.

Order Management in the Engagement Summary Dashboard

The Engagement Summary dashboard can now also include order management data. If an engagement contains sales orders, you can use the charts to view the amounts and percentage that order management contributes towards the total revenue, invoiced, cost, and margin amounts. In addition, the Source Details table enables you to view additional information for each sales order line item and quickly access the related sales order. For more information, see **Using the Engagement Summary Dashboard.**

Enhancements to the Engagement Timeline

If you use Supply Chain Management with the engagement functionality, your Engagement Analytics app can now include order management data. The Engagement Timeline component leverages this and automatically displays sales orders linked to the engagement. For more information about order management data in Engagement Analytics, see **New Features and Enhancements in Business Analytics Summer 2021** in the Business Analytics Help.

Note: In Summer 2021, only sales order line items with the type "Drop Ship" are included in Engagement Analytics.

We have also improved the way in which the timeline displays by default. In Spring 2021, the default time range started on the engagement's start date and ended on the engagement's end date. Starting with Summer 2021, the default time range displayed in the timeline starts on the earliest start date across all sources and ends on the last end date across all sources.

To provide you with a better user experience, we have also made changes to the UI. When you hover over a source in the timeline, the popup element now contains the reference number of the source, in addition to its name. We have also made the side panel that lists all the sources wider by default. This allows you to identify each source more easily.

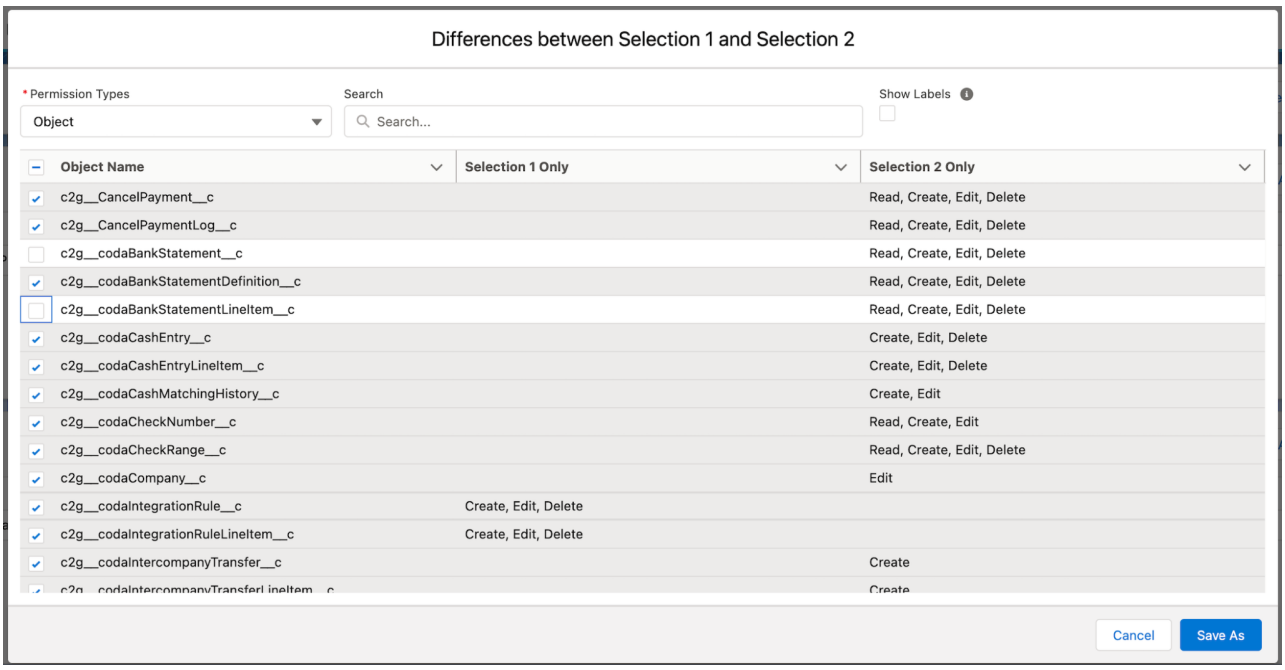
Permission Workbench Enhancements

In the Spring Release we launched the Permission Workbench in order to assist our customers with managing the complexity of permissions across their entire business, whether FinancialForce applications or other applications within their organization. The Permission Workbench allows users to create, edit or compare permissions. This can be done using existing users, profiles, permission sets or permission set groups. The new enhancements in Summer have been added based on customer feedback and will

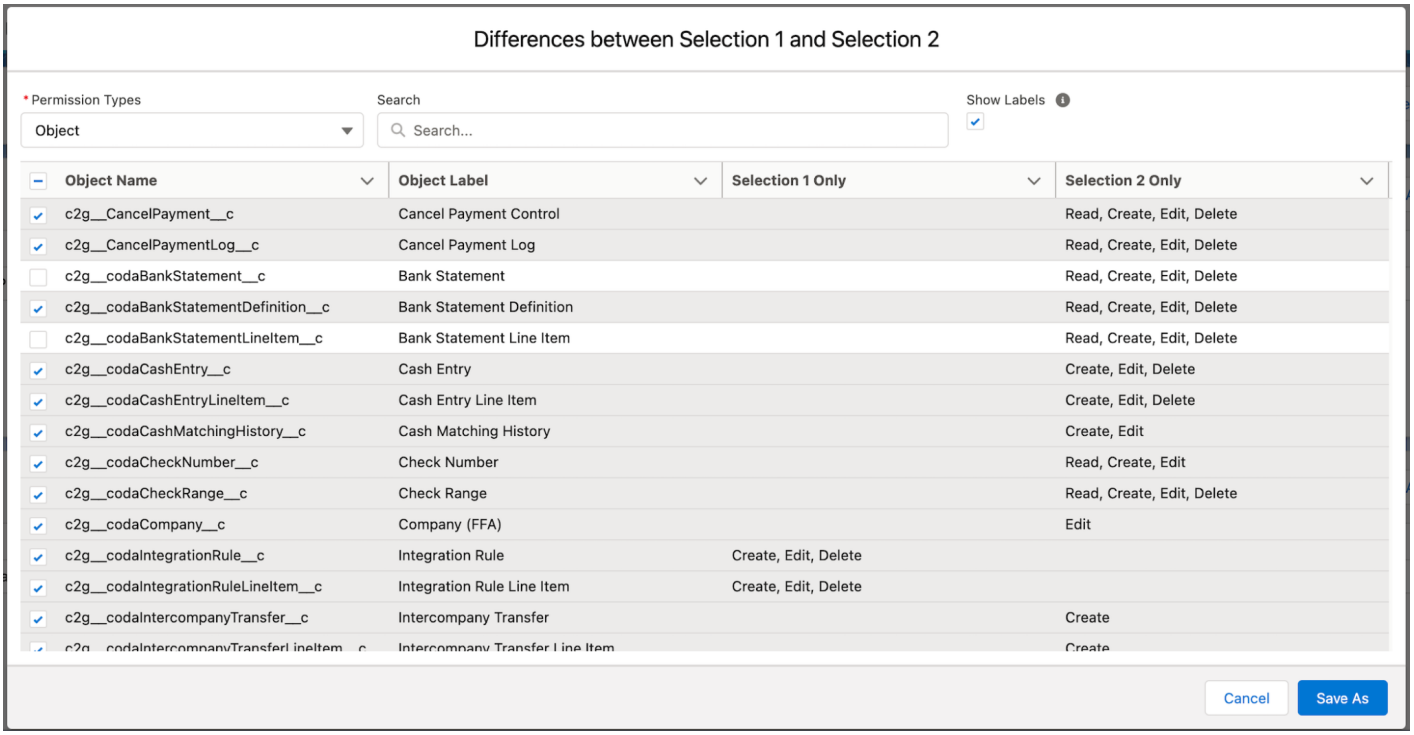
enable you to more easily move permissions between different orgs, as well as provide more control over the create and edit process of permission sets.

Create/Merge Permission Sets

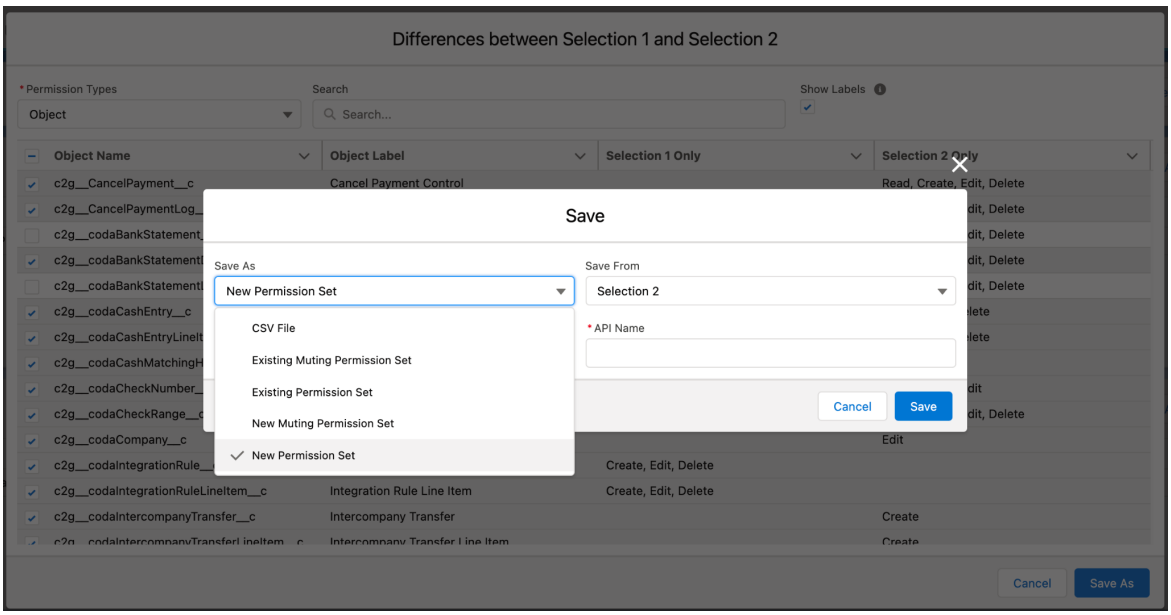
Previously, if you wanted to create or merge permissions you could not select which permissions you wanted; the only option was to merge all or create a permission set from the delta between a comparison of permissions. In the Summer release, when you compare or merge permissions, you can now select the individual permissions you want to include or exclude from the save, export or merge process.



In order to simplify this process further we have included the option to show the Object/Field Labels as well as the API Name.

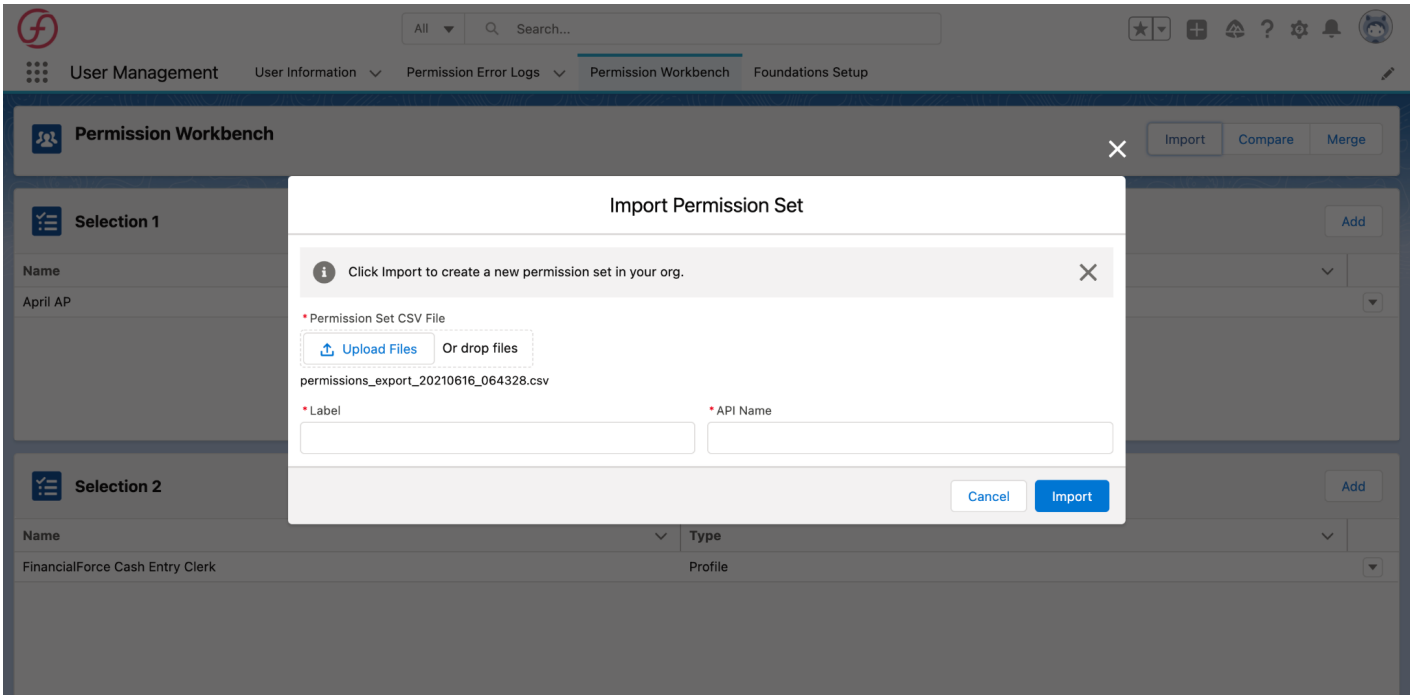


Administrators now have multiple options when saving permission differences or merged permissions. Users can update an existing permission set or a muting permission set.



Import/Export of Permission Sets

The ability to import and export permission sets is critical as you may be moving between orgs for testing or during an implementation. Administrators can export permission sets created through the merge or compare process into a CSV file. Permission Sets can also be imported into the Permission Workbench via CSV.



Note: To use the Permission Workbench tab from the User Management app, you must have the FDN User Management - Permission Workbench permission set assigned in Foundations. Contact your administrator if you require this Foundations permission set. For more information, see **Permission Sets and Other Technical Documentation**.

For more information about analyzing the permissions contained in permission sets, permission set groups, profiles, and assigning to users, see **Permission Workbench**.

Messaging

We continue to invest in our messaging tool in order to move data and integrate applications.

Simplified Setup Experience

We have updated and optimized the Foundations messaging setup process. Foundations messaging enables you to transfer data to and from FinancialForce apps.

The previous messaging setup process consisted of independent message type, publication, and subscription pages, where sources and targets were defined in isolation. The new process is centered around messaging relationships, a publication and subscription pair on a message type. This enables you to view all aspects of a messaging relationship on a single page.

From the new Message Type page, you can:

- View all message keys available to use in the selected message type
- Quickly view different messaging relationships by selecting different publication and subscription combinations
- Manage source and targets for mappings for the selected messaging relationship on a single page
- Easily access the previous publication and subscription pages to activate link control

For details about how to get started with Foundations messaging, see **Foundations Administration App**.

The new Message Type page is visible by default. If the page is not displayed when viewing a message type from the Message Types list view, re-run the Lightning Page Assignments feature for the Message Type object.

For more information, see **Updating Lightning Record Pages**.

New Message Type Lookup on the Message Object

We have replaced the Message Type field on the Message object. This field was previously of type master-detail and is now a lookup. We have made this change to facilitate performance improvements in Foundations messaging.

Any messages that are not linked to a message type will be automatically deleted when you next run the Message Deletion scheduled job.

For more information about upgrading to use the new field, see **Updating Message Type Lookup on Messages**.

Global Navigation

In the Spring release we launched the Global Navigation component in order to provide our users with a consistent user experience. In the Summer release we have added some additional enhancements to further improve the user experience.

Utility Bar Access

In this release of FinancialForce Foundations, a new FinancialForce Navigation component is available that can be added to a utility bar. You can add the FinancialForce Navigation component to your custom apps to provide an easy-to-use global navigation solution.

For more information about adding the FinancialForce Navigation component to your custom apps, see **Adding the FinancialForce Navigation Component to a Utility Bar**.

In addition, the FinancialForce Navigation configuration provides global navigation links for each FinancialForce product installed in the org. This allows users to navigate quickly between FinancialForce applications and provides easy access to the most relevant tasks.

Note: The FinancialForce Navigation component and FinancialForce Navigation configuration are delivered as default with the FinancialForce Accounting Lightning Apps.

For more information about using the FinancialForce Navigation Utility Bar with Accounting, see **Navigating** in the Accounting Help.

New Permission Sets

In the Summer release two new permission sets have been added that allow users to utilize the FinancialForce Lightning configurators that have been added in Foundations. These tools allow the user to configure both the Navigation and Lightning components that have been released.

- FinancialForce Configurable Components
- FinancialForce Configuration Builder

Enhancements to the Navigation Configuration Builder

The following enhancements have been made to improve the functionality of the Navigation Configuration Builder.

Five Levels of Group Nesting

You can now add five levels of nested groups in the Navigation Configuration Builder and then add the FinancialForce Navigation component to the Lightning pages. You can set the first group in the list as the parent group, the second group in the list is nested at level one, the third group in the list is nested at level two, and so on up to four levels. You can also rearrange and reorder multiple groups by dragging them to a valid location.

For more information, see **Creating and Editing Sections, Groups, and Navigation Items**.

Editing Sections, Groups, and Navigation Items in the Navigation Configuration Builder

We have extended the functionality of the edit action that we introduced in the previous release. You can now modify the sections, groups, and navigation item information by double-clicking on the row in the Navigation Builder Preview area.

For more information, see **Creating and Editing Sections, Groups, and Navigation Items**.

Enhancements to the FinancialForce Navigation Lightning Component

Hiding Navigation Sections

We have added a Hide Navigation Sections checkbox to the FF component to enable you to hide the navigation section labels in the navigation pane.

Showing a Search Field

We have added a Show Search checkbox to the FF Navigation component. This enables you to enter three or more characters to find matches in the navigation hierarchy. All matches are highlighted.

For more information, see **Adding the FF Navigation Component to a Lightning Page**.

Highlight Cards

Enhanced FinancialForce Alert Cards Lightning Components

The following enhancements are made to improve the functionality of the FinancialForce alert cards.

Additional Calculation Types Supported on Alert Cards

In previous releases it was possible to display a count of records in a list view or a sum of values on the alert cards. We have extended this functionality and you can now apply a wide range of calculation types to the major and minor KPI values on your alert cards. You can also perform different calculations on the values that are displayed on alert cards.

To find out more about the supported calculation types, see **FinancialForce Alert Card Calculation Types**.

Translating Calculation Type Labels on Alert Cards

You can now translate calculation type picklist values for major and minor KPIs on your alert cards. This enables you to translate and view the picklist values based on your specified languages.

To find out more about how to translate the major and minor KPI picklist values, see **Adding Custom Translations**.

Additional Field Types Supported on Alert Cards

In previous releases it was possible to determine the type of record you want to display on alert cards based on selecting limited field types. We have now extended this functionality and you can now select different field types, and based on the selection, you can display the record on your alert cards.

For more information about the different field types, see **FinancialForce Alert Card Field Types**.

Color Coding Major KPI Values on Alert Cards

You can now apply color coding on your alert cards based on the major KPI values. You can set a default color, and different colors for values above or below specific thresholds to help the user understand the current state of the record.

To find out more about defining the thresholds, see **Setting up FinancialForce Alert Cards**.

New FinancialForce Highlight Cards Lightning Components

Since the Fall 2020 release, it has been possible to add the FF Highlight Numbers Panel component to a record page to display the values of up to three number or currency fields as highlight cards in a summary panel. We have extended this functionality and new components are now available to display information from number, picklist, or date fields in highlight cards on a record page. These highlight cards provide highly configurable, at-a-glance information derived from a record and allow users to quickly review the state of the record.

Component	Description	Further Information

FF Highlight Date Card	Display the value of date fields as cards on your Lightning record page layouts. Apply threshold color coding to help the user understand the current state of the record.	**Setting up FinancialForce Highlight Date Cards**
FF Highlight Number Card	Display the value of number fields as cards on your Lightning record page layouts. Apply threshold color coding to help the user understand the current state of the record.	**Setting up FinancialForce Highlight Number Cards**
FF Highlight Picklist Card	Display the value of picklist fields as cards on your Lightning record page layouts. Apply threshold color coding to help the user understand the current state of the record.	**Setting up FinancialForce Highlight Picklist Cards**

Avalara AvaTax

REST 2.0 API

FinancialForce Foundations now supports the Avalara AvaTax REST 2.0 API.

If you are upgrading and you use Avalara AvaTax with FinancialForce Foundations, you must enable the Upgrade Avalara Tax Provider feature in the Feature Console.

For more information, see **Upgrading Avalara Tax Provider**.

For information about how to set up your connection to Avalara AvaTax, see **Tax Calculation using Avalara AvaTax**.

Validating Addresses with Avalara AvaTax

If you validate addresses using Avalara AvaTax, note that the Avalara AvaTax REST 2.0 API no longer supports the following fields, so values are not returned for them:

- CarrierRoute

- Country
- FipsCode
- PostNet

User Management APP

Plugin to Assign Permission Set Groups via the User Management App

You can now assign permission set groups to users via the User Management app. To do this, when creating User Management Template Data records, set the Plugin field to UMT_PermissionSetGroups and the Value field to the API name of the permission set group. When you assign the associated user management template to a user, the permission set group is assigned along with other data included with the template.

For more information, see **User Management App**.

Revenue Management

Integrating Revenue Management and Salesforce Revenue Cloud

If you use both Revenue Management and Salesforce Revenue Cloud, you can integrate them using the Revenue Cloud Connector feature in Feature Console.

By enabling the Revenue Cloud Connector feature, your org is configured with a standard integration that lets you use Revenue Management to recognize revenue and amortize costs against Salesforce orders. Settings and templates are created that allow you to run revenue recognition directly against your source objects (for example, to comply with ASC 605) or using revenue contracts (for example, to comply with ASC 606 and IFRS 15).

The integration creates settings records for Salesforce objects in the following hierarchical structure:

Hierarchy Level	**Group**
Primary Object	**Order**

	An order's Status must be Activated before eligible records at Level 2, Level 3, or Level 4 are included in revenue recognition.		
Level 2 Objects	**Order Item** An order product is included in revenue recognition when either of the following is true: ■ Its Charge Type is One-Time ■ Its Charge Type is Recurring. The exception to this is when its Charge Type is Recurring with Billing Frequency of Invoice Plan and Billing Type of Arrears. In this case revenue is recognized on the invoice line.	**Invoice** An invoice's Status must be Posted and its related order must be Activated before eligible records at Level 3 or Level 4 are included in revenue recognition.	
Level 3 Objects	**Usage Summary** Usage summaries are not included in revenue recognition. If you want to use Usage Summary as a source object, see **Using Usage Summary as a Source Object**.	**Invoice Line** An invoice line is included in revenue recognition when either of the following is true: ● Its Charge Type is Usage ● Its Charge Type is Recurring with Billing Frequency of Invoice Plan and Billing Type of Arrears.	**Credit Note** A credit note's Status must be Posted and its Source Invoice field must be populated before its lines are included in revenue recognition.
Level 4 Objects			**Credit Note Line** A credit note line is included in

			revenue recognition when the credit note's Status is Posted and Source Invoice field is populated.

Revenue Management can automatically populate the revenue recognition template and GLA fields on your source records based on their revenue recognition treatment. This is done via Salesforce flows. Full instructions about how to configure Salesforce flows for your Revenue Cloud source objects are provided.

If you intend recognizing revenue using revenue contracts, you can configure another Salesforce flow to automatically calculate the standalone selling price (SSP) for your source records. Full instructions about how to configure this Salesforce flow are provided.

For more information about the integration, see **Integrating Revenue Management and Salesforce Revenue Cloud**. For more information about how to enable the Revenue Cloud Connector with links to the instructions for configuring the Salesforce flows, see **Enabling Revenue Cloud Connector**.

Improved Setup to Use Revenue Contracts

The Create Setup for Using Revenue Contracts feature in Feature Console creates standard settings and templates for recognizing revenue using multiple-element arrangements.

We recommend you enable the Create Setup for Using Revenue Contracts feature instead of manually creating settings and templates for revenue contracts and performance obligations.

For more information, see **Create Setup for Using Revenue Contracts**.

Improved Setup to Use Historic FX Rates

The Historic FX Rates - Source Object Setup feature in Feature Console automatically adds historic exchange rate fields to your chosen source objects, and updates their settings records to include mappings for the new fields.

For more information about enabling this feature and how to configure a Salesforce flow to automatically populate the historic exchange rate fields on your source records, see **Enabling Historic FX Rates - Source Object Setup**.

For an introduction to historic exchange rates, see **Using Historic Currency Exchange Rates when Recognizing Revenue**.

New API for Creating and Updating Revenue Contracts

You can now use the new create method included in RevenueContractService to create or update revenue contracts.

The method accepts several optional fields, for example, the account, start and end dates, and a list of source records as the input. The source records can belong to different objects. The service first creates a revenue contract from the source records. A performance obligation with a related performance obligation line item is then created for each source record. Fields on the line items related to the revenue contract are automatically populated based on their field mapping definition. Finally, revenue is allocated for the revenue contract.

Alternatively, when calling the method, you can provide an existing revenue contract and a list of source records. In that case, performance obligations created from the sources are added to the revenue contract. Fields are automatically populated for the new performance obligation lines and revenue is reallocated for the revenue contract.

Depending on the number of source records that you provide, the process might execute synchronously or in the background. This is controlled by the Manage RC Synchronous Limit custom setting field. When the process executes in the background, process run records are created to help you monitor the execution and view error logs.

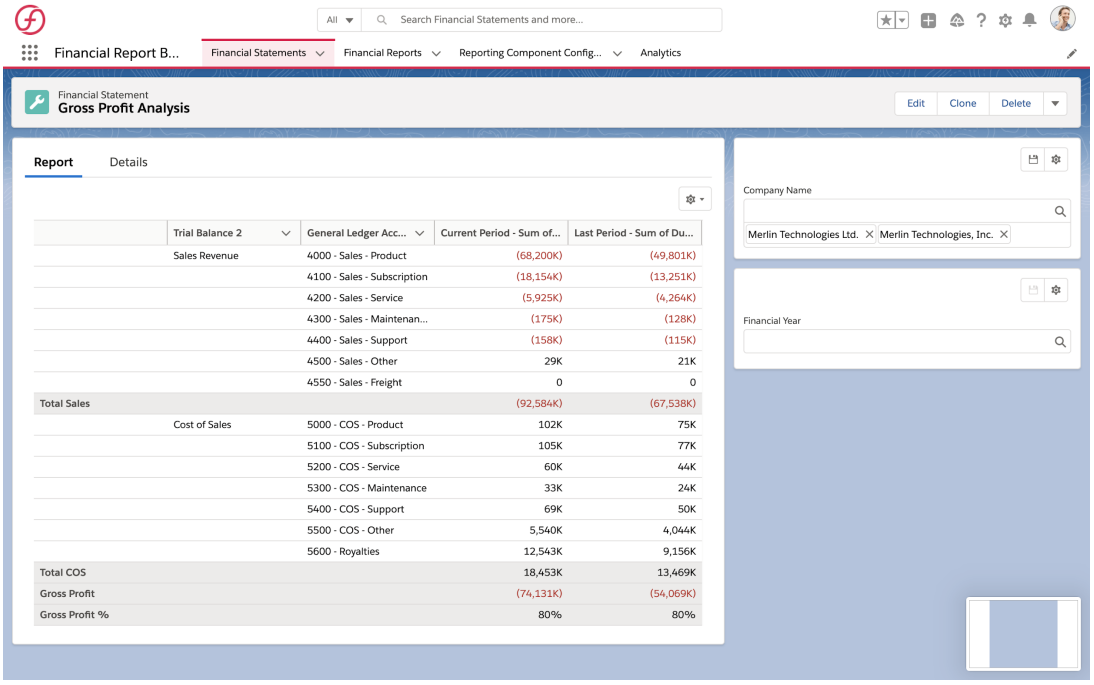
In addition, you can create or update multiple revenue contracts at the same time. In that case, the process always runs in the background.

For more information about how to use the method, see "ffrr.RevenueContractService" in the Revenue Management API Developer Reference. The document is available as part of the technical documentation pack. See **Permission Sets and Other Technical Documentation**.

Reporting

Financial Report Builder

Financial Report Builder enables you to create statutory financial statements and customized reports, using data derived from lenses stored in Analytics Studio. Balance sheets, Trial Balance and Income statement templates are readily available out of the box so you can quickly create the statutory reports using these templates as a starting point.



	Trial Balance 2	General Ledger Acc...	Current Period - Sum of...	Last Period - Sum of Du...
	Sales Revenue	4000 - Sales - Product	(68,200K)	(49,801K)
		4100 - Sales - Subscription	(18,154K)	(13,251K)
		4200 - Sales - Service	(5,925K)	(4,264K)
		4300 - Sales - Maintenan...	(175K)	(128K)
		4400 - Sales - Support	(158K)	(115K)
		4500 - Sales - Other	29K	21K
		4550 - Sales - Freight	0	0
Total Sales			(92,584K)	(67,538K)
	Cost of Sales	5000 - COS - Product	102K	75K
		5100 - COS - Subscription	105K	77K
		5200 - COS - Service	60K	44K
		5300 - COS - Maintenance	33K	24K
		5400 - COS - Support	69K	50K
		5500 - COS - Other	5,540K	4,044K
		5600 - Royalties	12,543K	9,156K
Total COS			18,453K	13,469K
Gross Profit			(74,131K)	(54,069K)
Gross Profit %			80%	80%

Depending on your reporting requirements, you can quickly create standard statutory statements with Financial Report Builder or create customised reports to meet your specific needs without heavy lifting from IT or using information from multiple spreadsheets.

- Quickly add row calculations that enable you to change the data displayed in your financial reports and statements.
- Pivot your reports or statements without having to create separate pivot tables for each section of your report or statement within Analytics.
- Create date based columns using predefined date options without having to enter absolute dates each time you view your report or statement.
- Format your report or statement according to your preferences.
- Filter and easily export the data displayed in your report or statement.

Configuring Financial Report Builder

Before you can use Financial Report Builder, you must ensure that:

- You have the necessary licenses for Analytics and it is enabled in your user orgs. Contact the FinancialForce Onboarding team for assistance.
- You have the necessary licenses to use Business Analytics. For more information, see **Licensing**.
- Your administrator has enabled Analytics and Analytics templates in your org. For more information, see the Salesforce Help.
- You have configured Financial Analytics in your org and have data in the Financial Balances and Financial Transactions datasets.

Your administrator is responsible for managing your Analytics settings.

Financial Report Builder Permission Set

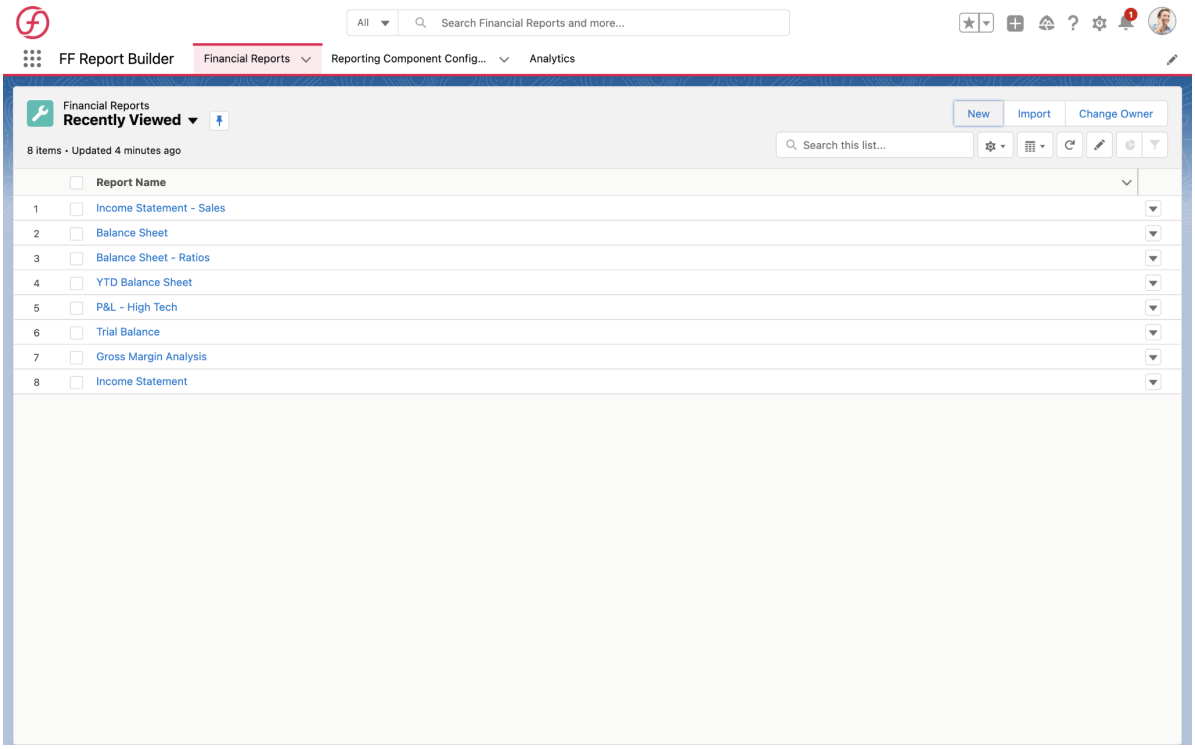
The Financial Report Builder permission set is required for Financial Report Builder users.

Using this permission set, you can perform the following actions in Financial Report Builder:

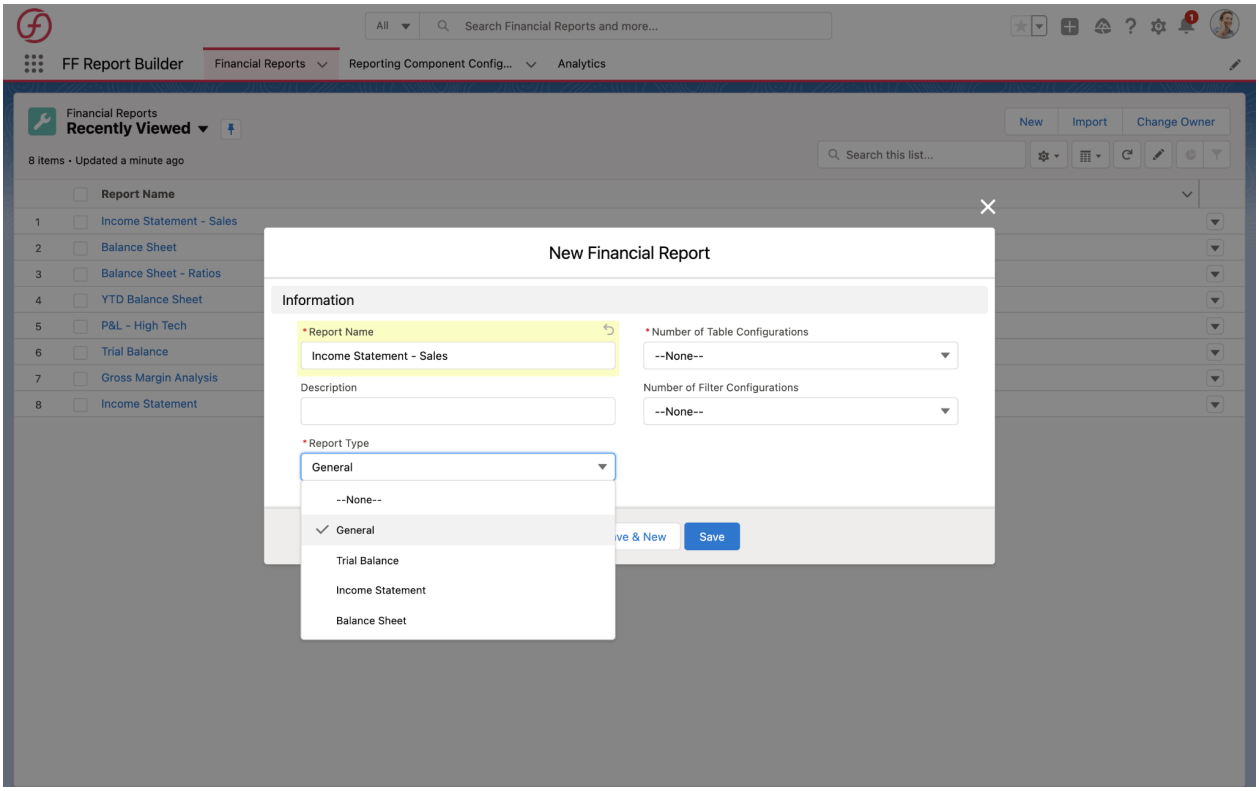
- Create a new financial statement using the Financial Statements tab. Available options are Balance Sheet, Income Statement, and Trial Balance.
- Create a customized report using the **Reports** tab.
- Configure a report component using the **Reporting Component Configurations** tab.

Creating Reports and Statements

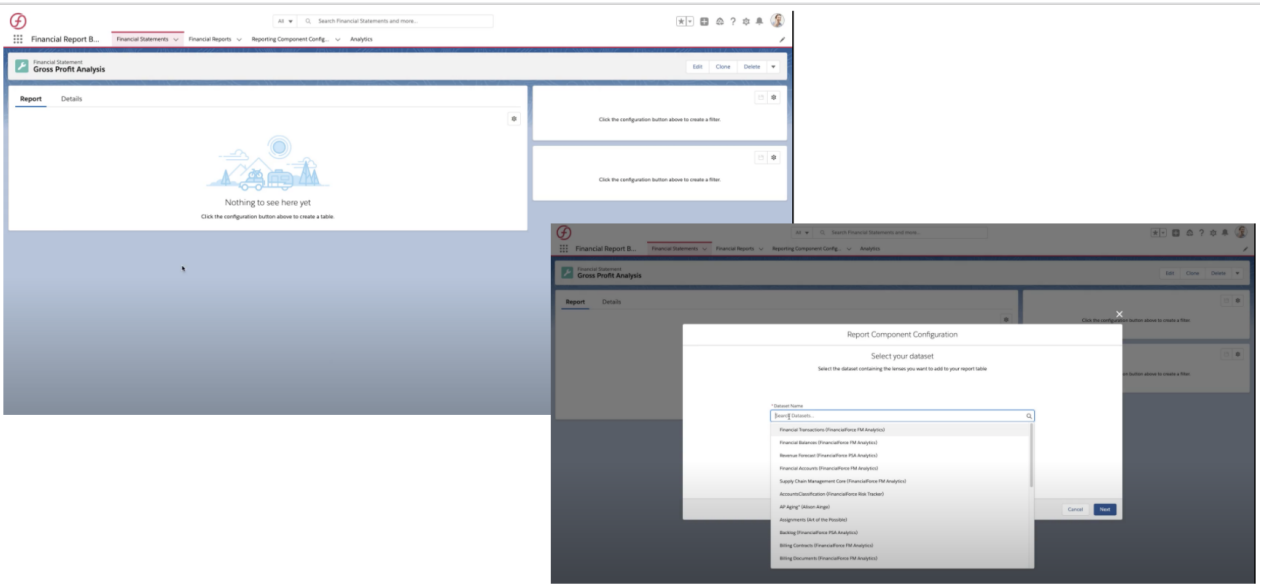
Select Financial Report Builder from the **Waffle** on the top left of the screen



To begin creating a new report click the **New** button and select the type of report you want to create.. On the next box add a title, description into the relevant fields. From here you have the option to create from scratch by selecting **General** or select one of our out of the box templates for Income Statement, Trial Balance or Balance Sheet from the **report type** drop down.



If you are creating from scratch you will need to add a dataset following the instructions below. If you are using an out of the box template please see the section on **Configuring Reports and Statements**. Now the report has a title a Dataset will need to be added. The datasets are predefined and are part of FRB. You can create your datasets, however, we recommend that you do not amend the predefined FRB datasets.



Perform the following steps to add a dataset:

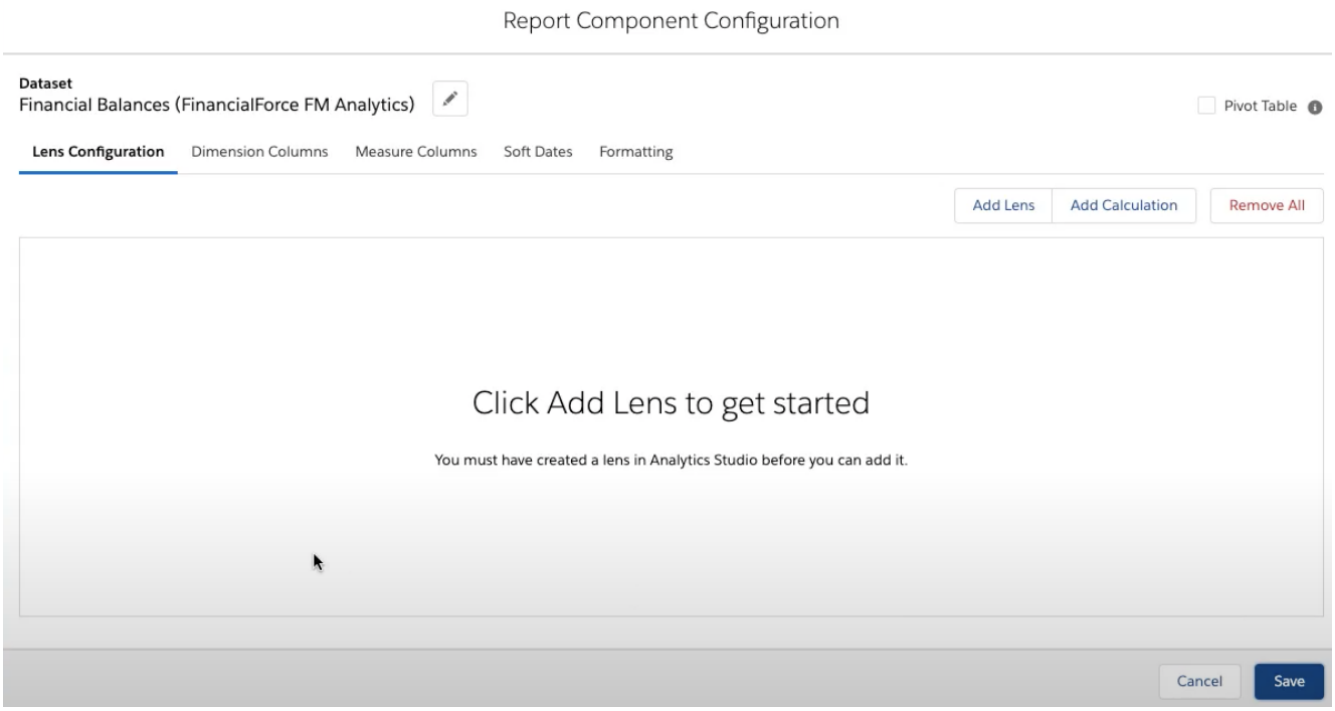
1. Click on the cog to select the dataset and begin configuring the report.
2. Select the Dataset to which you will apply your lenses.
3. Click **Next**.

Now you have created your Financial Statement or customised report you will need to configure the components that comprise the tables displayed in it. The sections below will walk you through the available configurations, filters and pivoting the data displayed in your table columns

Configuring Reports and Statements

Reports are configured using the **Report Component Configuration** panel which is accessed by clicking on the cog icon used to select the **dataset** in the **Report** area.

From the Report Component Configuration screen you can begin to configure the required report from the dataset selected.

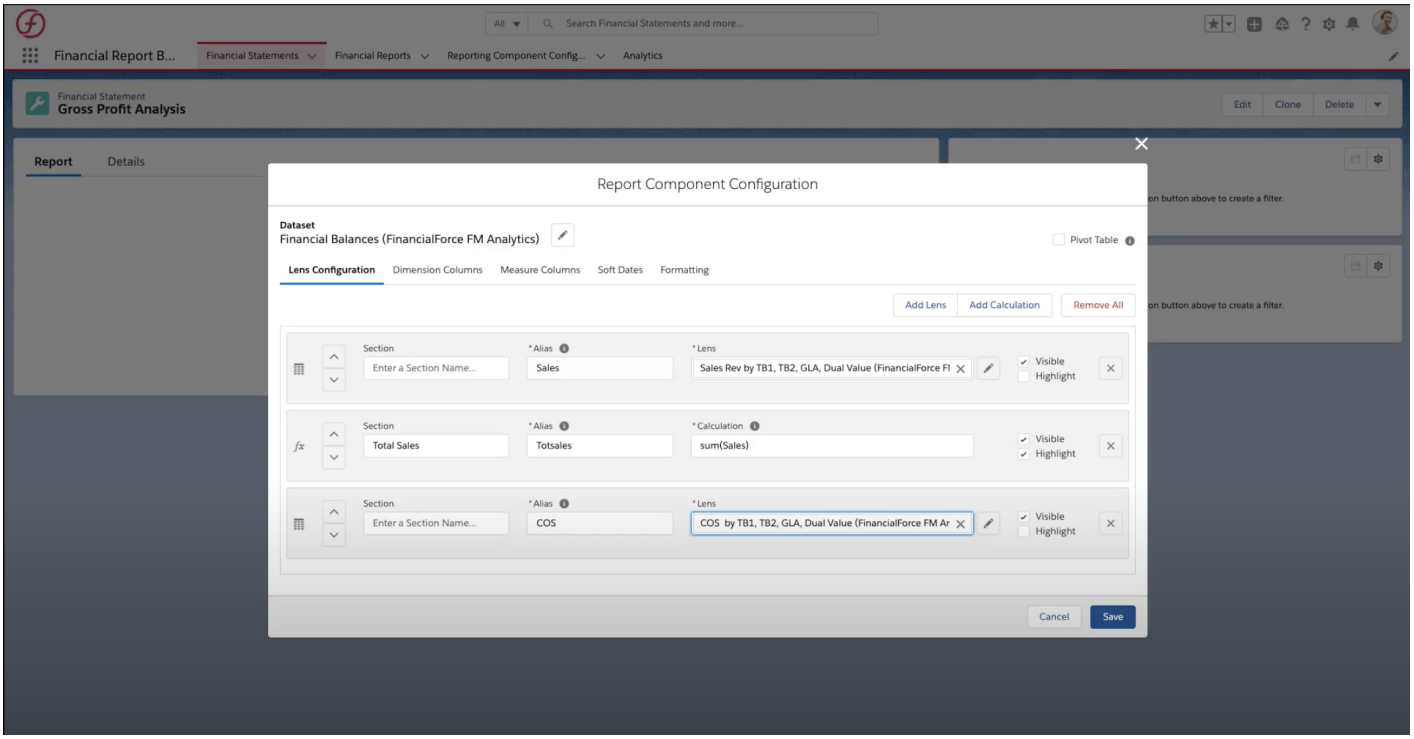


The following components are available for configuration:

- **Lens Configuration**. These are the source of data for your statements and reports and are derived from Analytics Studio.
- **Dimension Columns**. These comprise the columns into which your report is ordered. You can pivot and apply calculations to the data displayed in these columns.
- **Soft Dates**. Select the soft dates you want to apply to your report or statement.
- **Formatting**. Control the formatting of your report or statement.
- **Pivot Table**. Pivot data to display data.

Lens Configuration

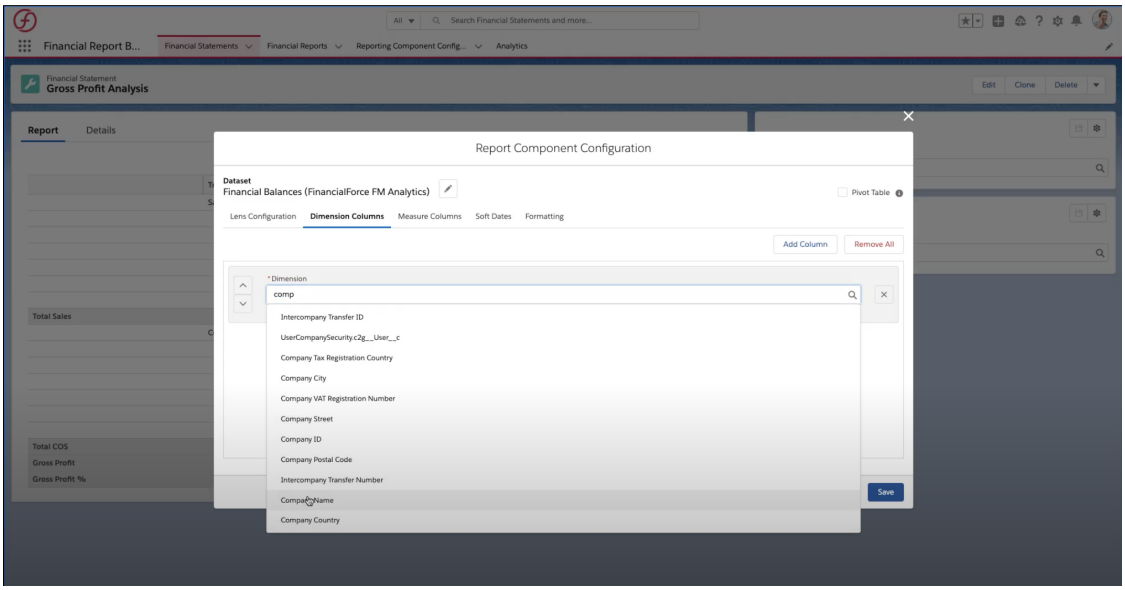
Lens Configuration enables you to apply lenses, predefined in Analytics, to your chosen dataset. Only Lenses attributed to the dataset you select for your report can be chosen from the drop down lists. These lenses can be edited in Analytics by selecting the pencil edit button. An Alias is required for each lens and is used for calculations.



Note: Videos and instructions for Lens creation in Analytics can be found on the FinancialForce communities Einstein Bytes.

Adding Dimension Columns

Dimension Columns can be added to the report using the Report Component Configuration screen.



From here you can add multiple columns:

- Click on the cog icon and select **Dimension Column** from the dropdown.
- Click the **add column** button and select the dimension from the dropdown. The options are the fields available in the dataset you originally selected.
- Click **Save.**

Adding Calculations to Reports

You can use calculations to manipulate and extend the data displayed in your Financial Report Builder reports and statements:

- Add custom calculations or choose from a list of predefined calculations
- Apply calculations to you rows and measure columns
- Formula operators and syntax similar to those used by Microsoft Excel and Analytics SAQL functions

The following calculation types are available in the Report Component Configuration

Tab	
Lens Configuration	Enter your own string value to create a formula. Calculations applied in this tab appear as rows at the bottom of your report and are typically used to display the following: • Totals of subtotals • Profit calculations and percentages such as gross profit, net profit and EBITDA
Measure Columns	Enter your own string value to create a formula or select a predefined calculation to apply to your data. Calculations applied to this tab appear in columns to the right side of your report

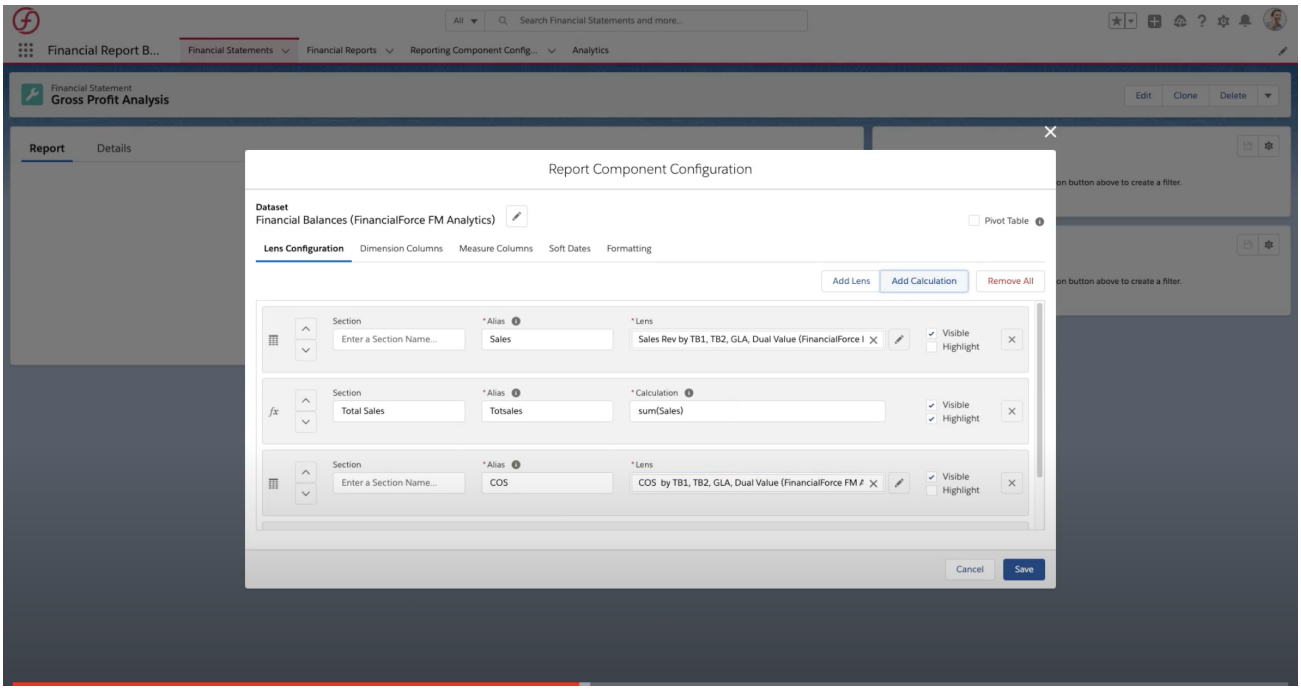
Further guidance on adding calculations to columns can be found in the Measure Columns section below.

After configuring your Report Component, you can refine the data it displays by creating and configuring filters. More information can be found in the Filters section of this document.

Adding Calculations to Lenses

Calculations can be applied to lenses and will appear as rows at the bottom or your report, they can be used, for example, to display totals of subtotals or profit calculations such as gross profit, net profit and EBITDA.

To add a calculation to click on the cog icon and select **Lens Configuration** from the drop down.



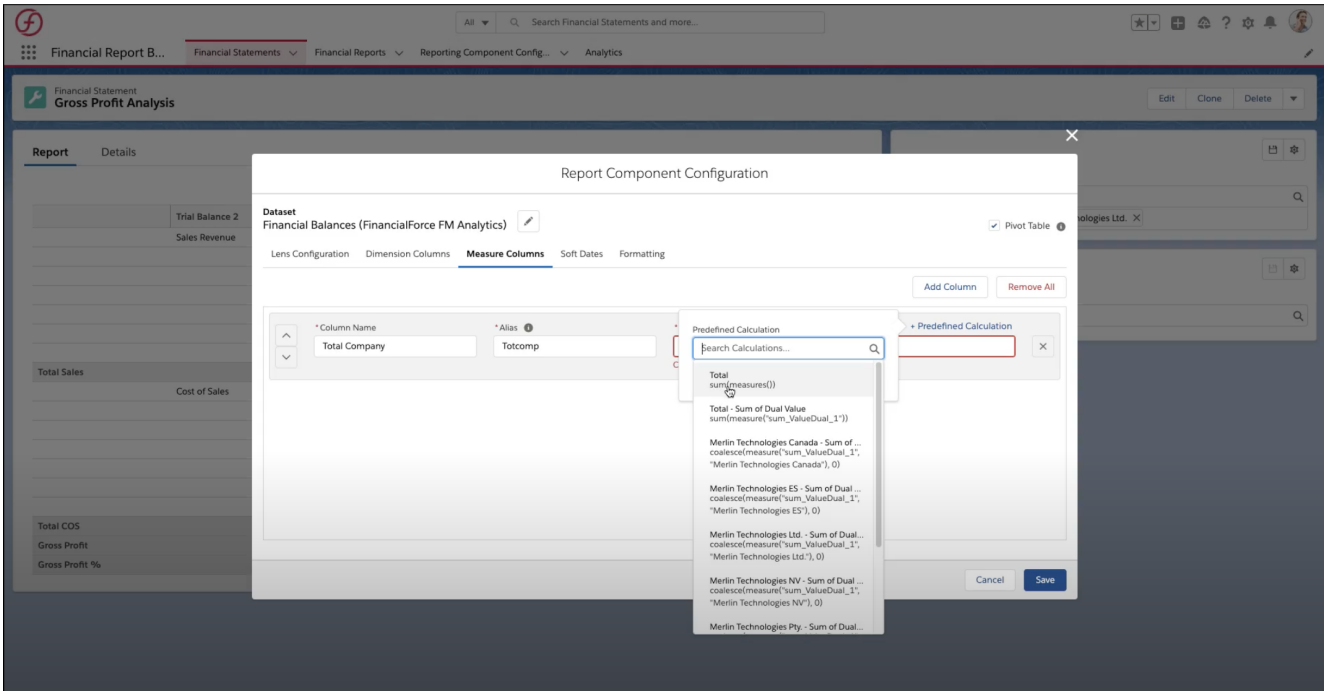
To add calculations:

1. Click the **Add Calculation** button.
2. Add the required calculation in the **Calculations** field. Calculations follow Excel syntax and use the Lens **Alias** as the reference, for example, for a total sum(Alias) would be used.
   Multiple Calculations can be added across multiple lenses to build the required report.
3. Once all calculations have been added click **Save.**

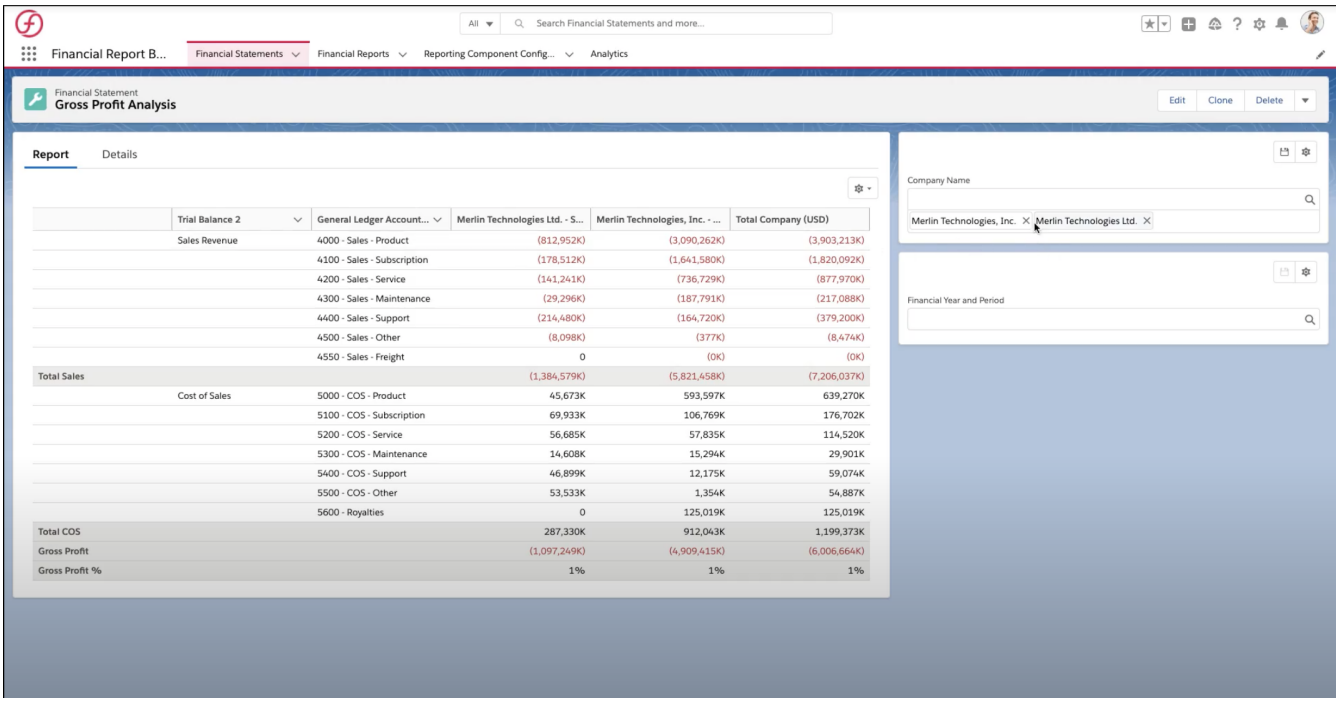
Measure Columns (adding Calculations to Columns)

Calculations can also be added to Columns, for example, adding a sub-total. Column calculations are added through the **Report Component Configuration** by:

1. Click the cog icon and select **Measure Columns.**
2. In the **calculation** field you can add your own calculation, using excel like syntax, click on the video icon for a video tutorial or click on **predefined calculations** to select from a dropdown list.
3. Click **Save.**



The calculation will now be displayed in the report in the far right column as shown below.

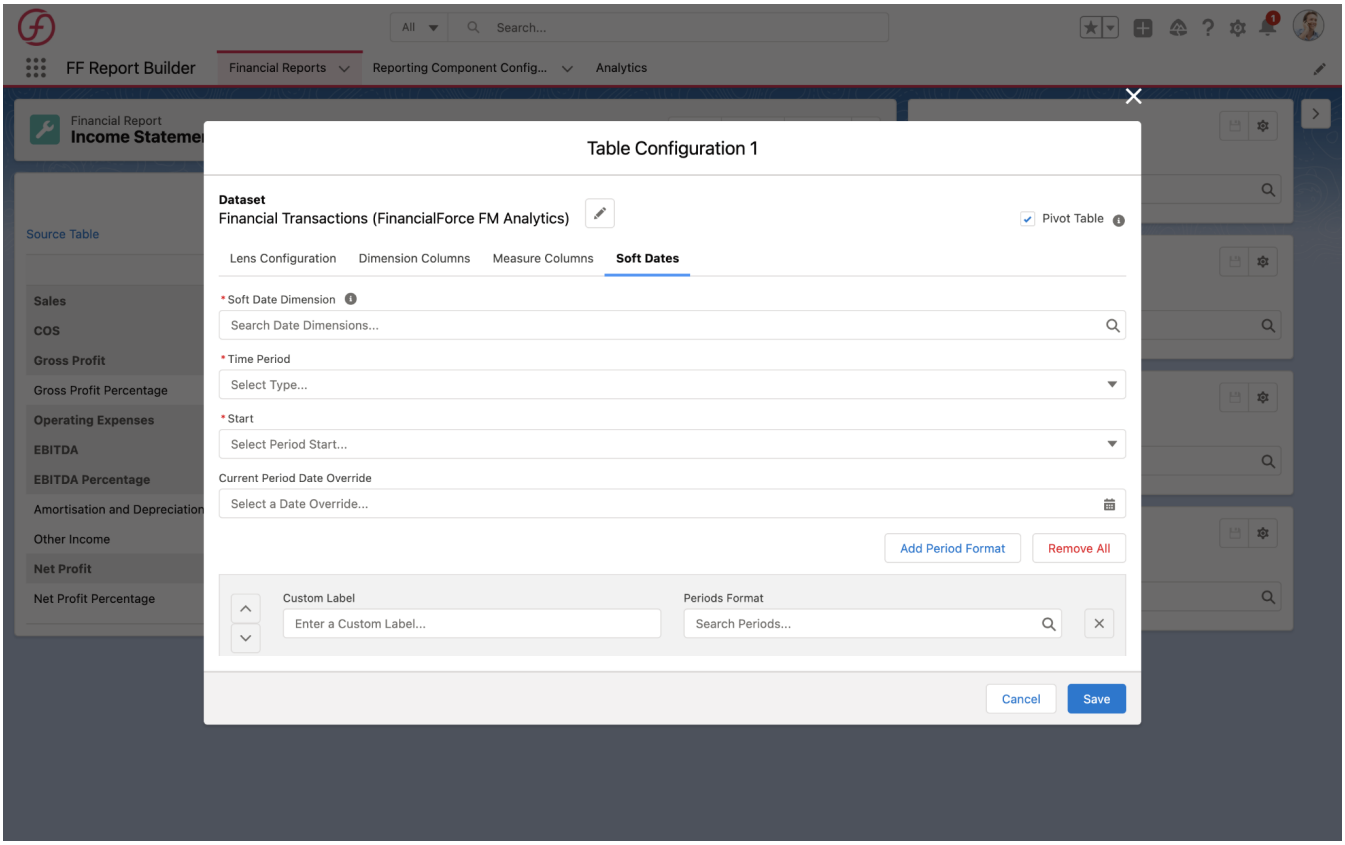


Trial Balance 2	General Ledger Account...	Merlin Technologies Ltd. - S...	Merlin Technologies, Inc. - ...	Total Company (USD)
Sales Revenue	4000 - Sales - Product	(812,952K)	(3,090,262K)	(3,903,213K)
	4100 - Sales - Subscription	(178,512K)	(1,641,580K)	(1,820,092K)
	4200 - Sales - Service	(141,241K)	(736,729K)	(877,970K)
	4300 - Sales - Maintenance	(29,296K)	(187,791K)	(217,088K)
	4400 - Sales - Support	(214,480K)	(164,720K)	(379,200K)
	4500 - Sales - Other	(8,098K)	(377K)	(8,474K)
	4550 - Sales - Freight	0	(0K)	(0K)
Total Sales		(1,384,579K)	(5,821,458K)	(7,206,037K)
Cost of Sales	5000 - COS - Product	45,673K	593,597K	639,270K
	5100 - COS - Subscription	69,933K	106,769K	176,702K
	5200 - COS - Service	56,685K	57,835K	114,520K
	5300 - COS - Maintenance	14,608K	15,294K	29,901K
	5400 - COS - Support	46,899K	12,175K	59,074K
	5500 - COS - Other	53,533K	1,354K	54,887K
	5600 - Royalties	0	125,019K	125,019K
Total COS		287,330K	912,043K	1,199,373K
Gross Profit		(1,097,249K)	(4,909,415K)	(6,006,664K)
Gross Profit %		1%	1%	1%

Soft Dates

Soft dates, rather than absolute dates, can be added to set periods for the report:

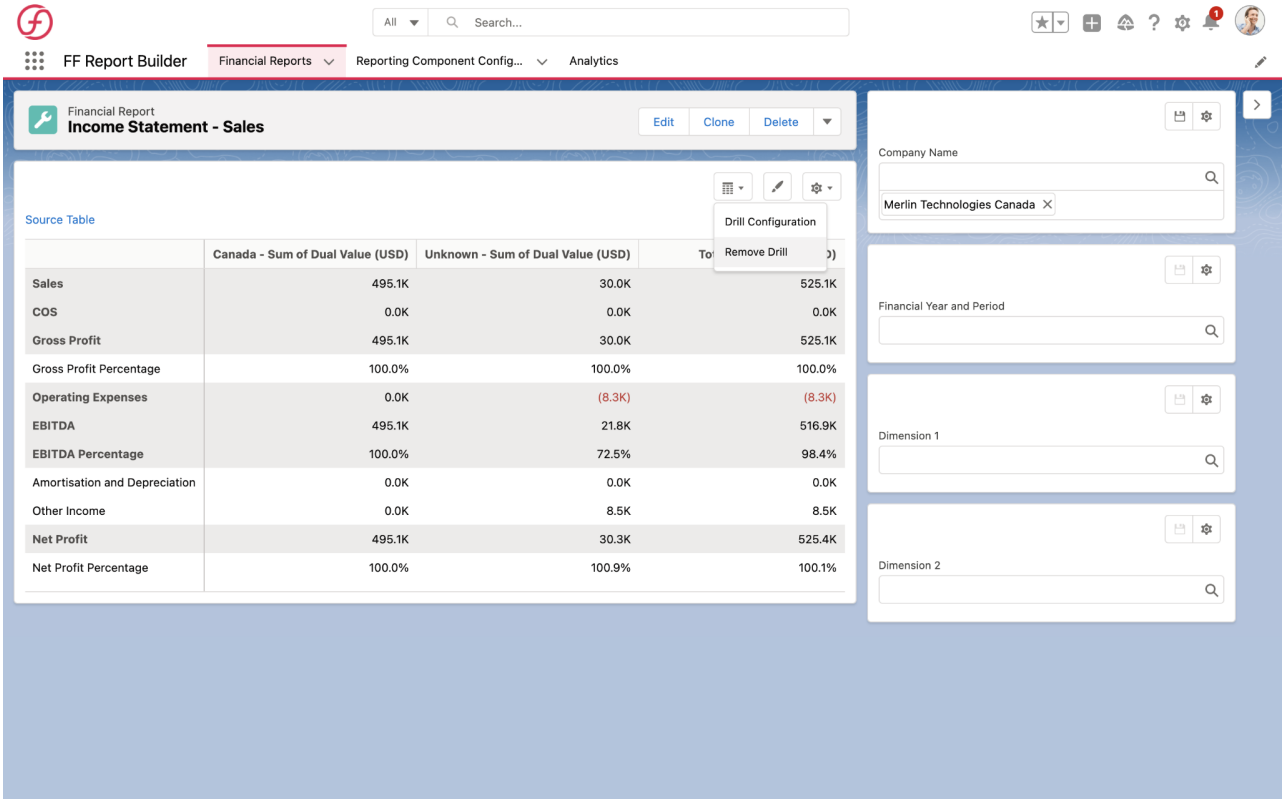
1. Select **Financial Period Start Date** from the **Dimension** dropdown list.
2. Select either **Monthly** or **Weekly** for the **Time period**.
3. Choose the start of your financial year from the **Start** dropdown.
   If you want your report from the current date either leave the **Current Date Override** empty or select today's date from the calendar. Alternatively select your required date from the calendar.
4. Add a label and select the format for your period from the predefined list. Multiple formats can be selected.
   Remember if you select the **Pivot Table** box the elements at the bottom will be pivoted.
5. Click **Save.**



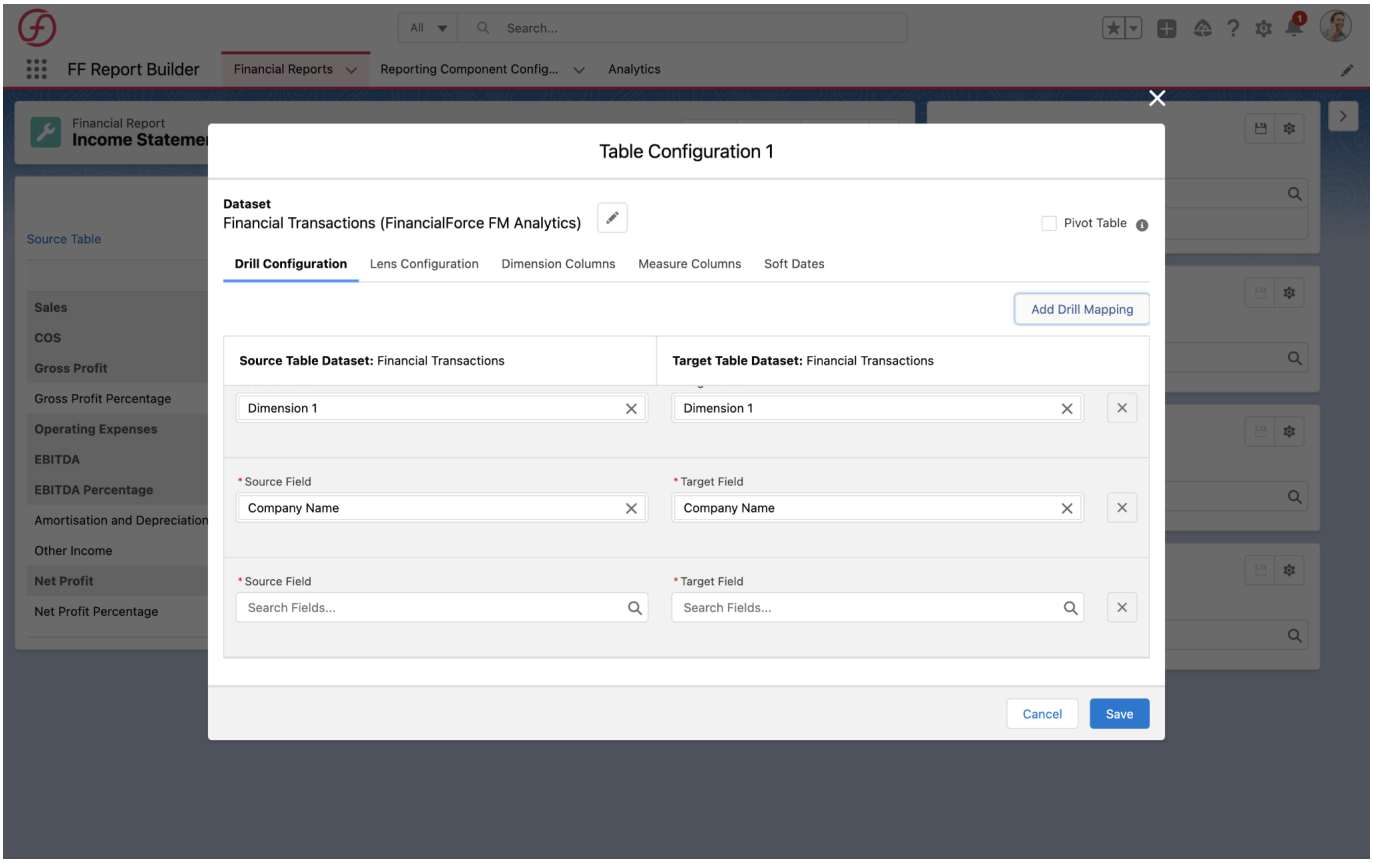
Note: Pivoting applied to **Soft Dates** will take precedence over **Dimension Columns.**

Drill

Configure drill so that you can drill from your report level down to transaction line and Source Document. Add drill to your report using the **drill** (table) icon.

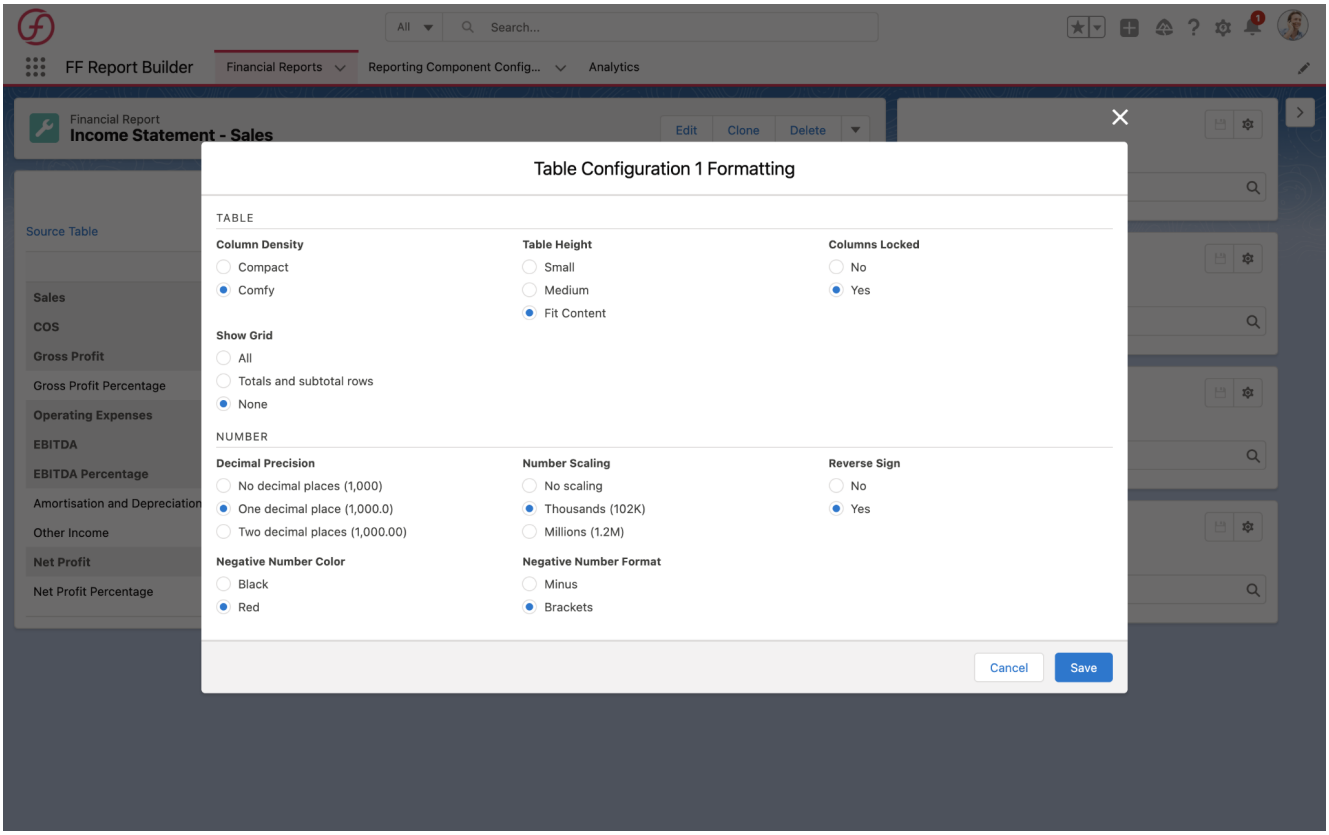


From the **Drill Configuration** screen use **add drill mapping** and select the source field and target field you require. Click **Save**.



Format

Formatting can be applied using the **Edit** pen icon.

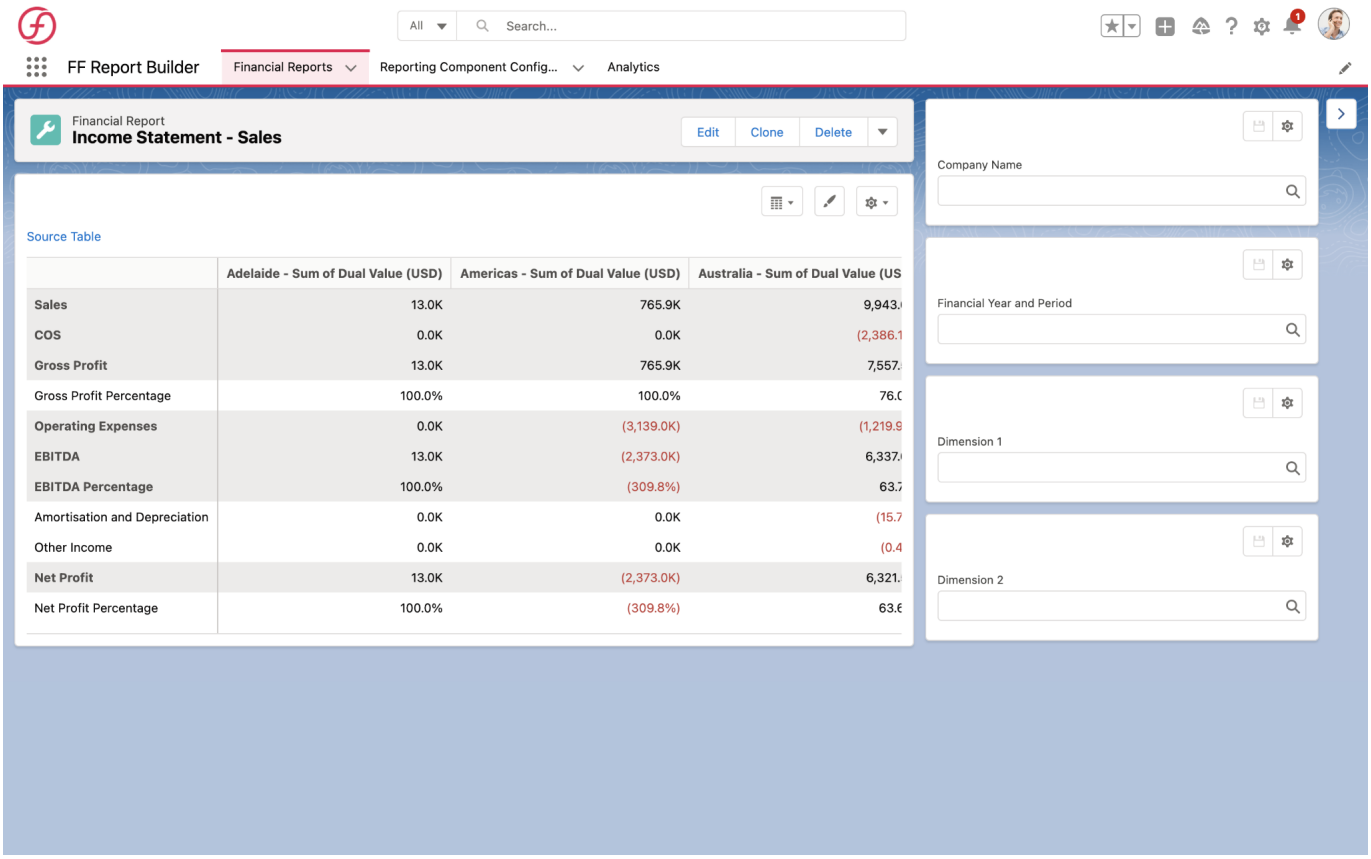


Available formatting:

- Show or hide gridlines
- Column lock
- Column density
- Decimal precision
- Number Scale
- Negative number treatment

Select the required formatting and click **Save.**

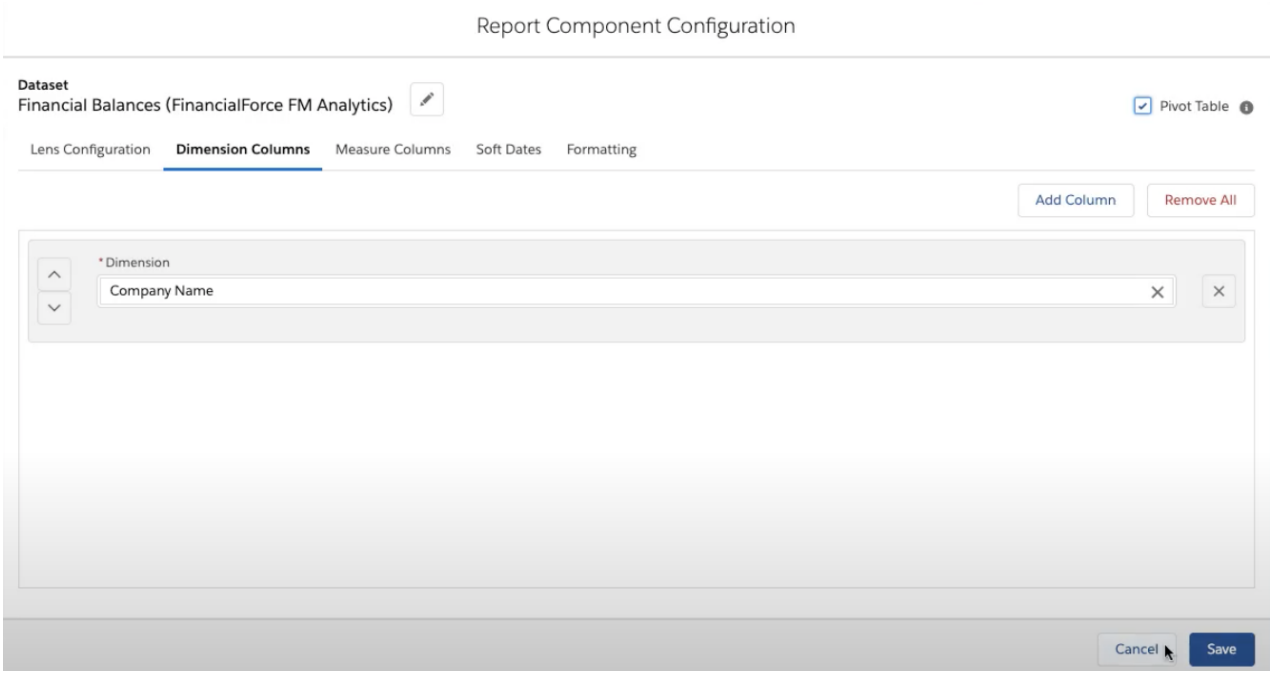
The report will now show the formatting you have selected.



Pivoting Report Data

In your report or statement, this **Pivot Data** checkbox is displayed on the right-hand corner of the Report Component Configuration screen.

Note: You can only pivot by one dimension at a time in your report or statement.



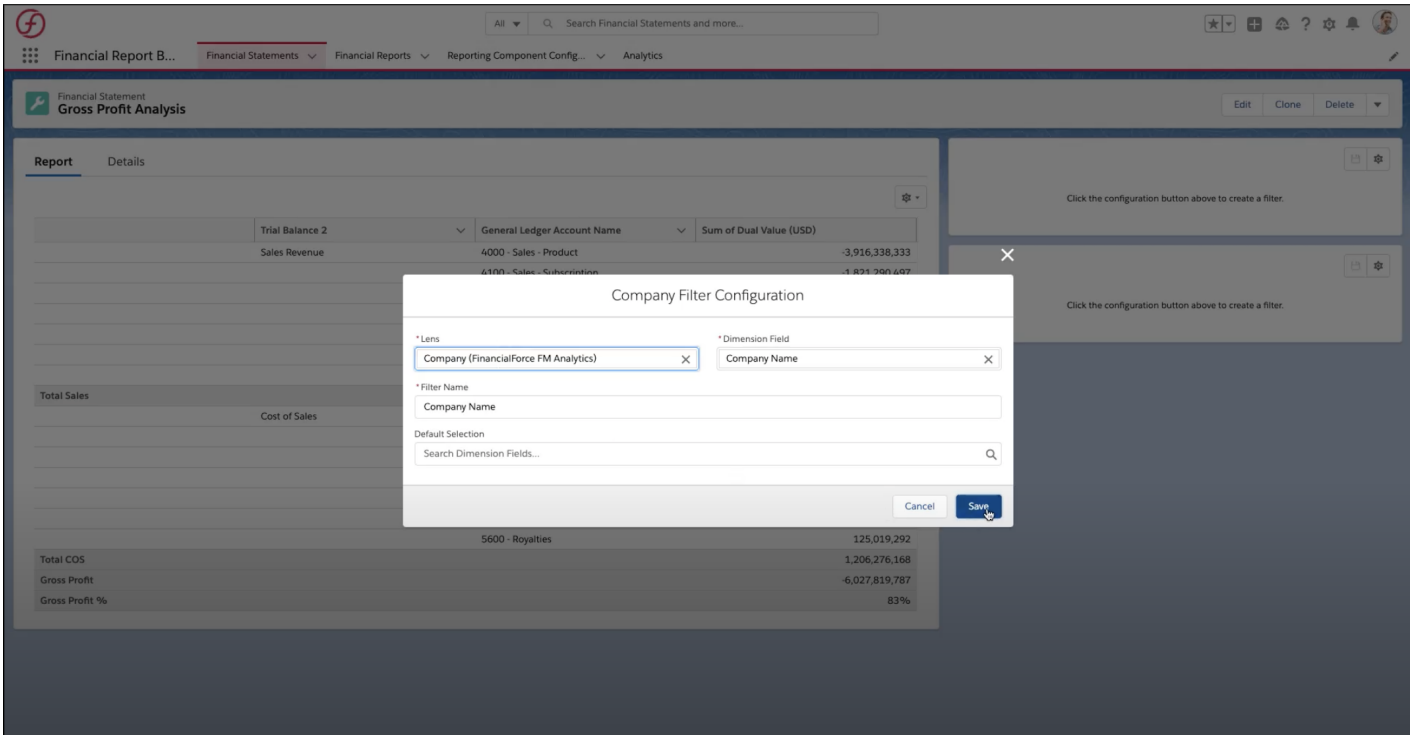
Pivoting in Dimension Columns organizes the data displayed for a selected dimension according to your reporting requirements. The ordering of columns in a report or statement means that the column with the dimension you want to pivot must be placed at the end of your list of configured columns.

Note: Pivoting applied to your lenses in Analytics Studio is not applied to the data displayed in your report columns. You can only pivot your data in your report by selecting Pivot in the **Dimension Columns** tab.

Note: Pivoting applied to **Soft Dates** will take precedence over **Dimension Columns.**

Filters

You can create up to two filters for reports created in the **Financial Statements** tab, and up to five filters for reports created in the **Financial Reports** tab.



Filters are built using lenses. The field represented by that lens becomes the filter used in your report. For each filter, you must create an appropriate lens in Analytics Studio. For example, to create a company name filter in your financial report or statement. More information on creating lenses can be found on FinancialForce Community

To create and configure your filters perform the following steps:

1. On the right of the page click settings cog in the **Configure Filter** area.
2. Select your required lens. The grouping you have specified for this lens in Analytics Studio is displayed in the Dimension field.
3. Specify a display name for your filter.
4. Select the dimensions you want to filter on from your lens grouping.
5. Click **Save**.

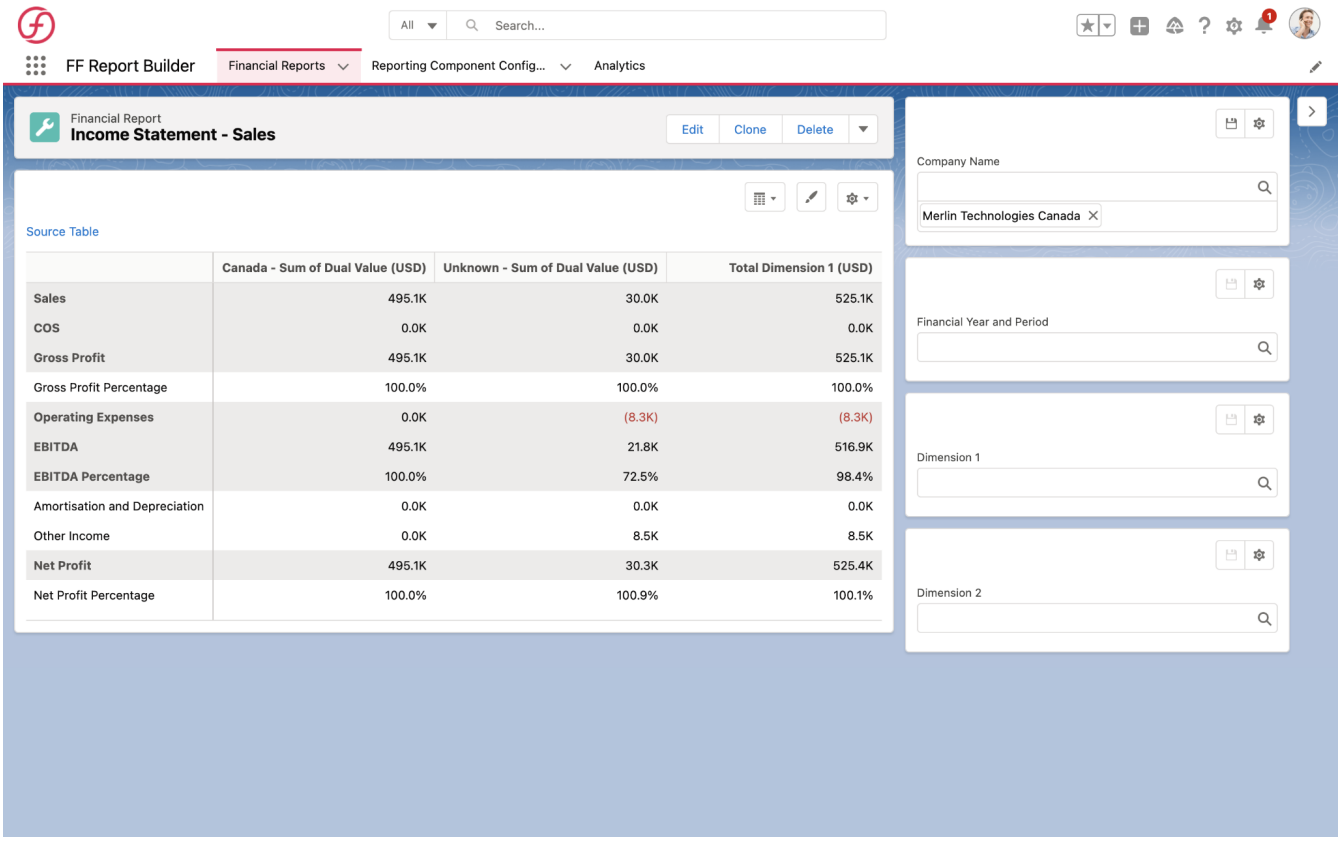
In FRB there are four filters ready available and you can add more filters by editing the Lightning page layout for your report.

To add filters beyond the two available:

1. Click **Edit Page**.
2. Search for and select the Einstein Analytics Debug Logger from the Components panel.

3. Drag and drop the Einstein Analytics Query Filter to your required location on the Lightning Record page layout.
4. Click **Save**.

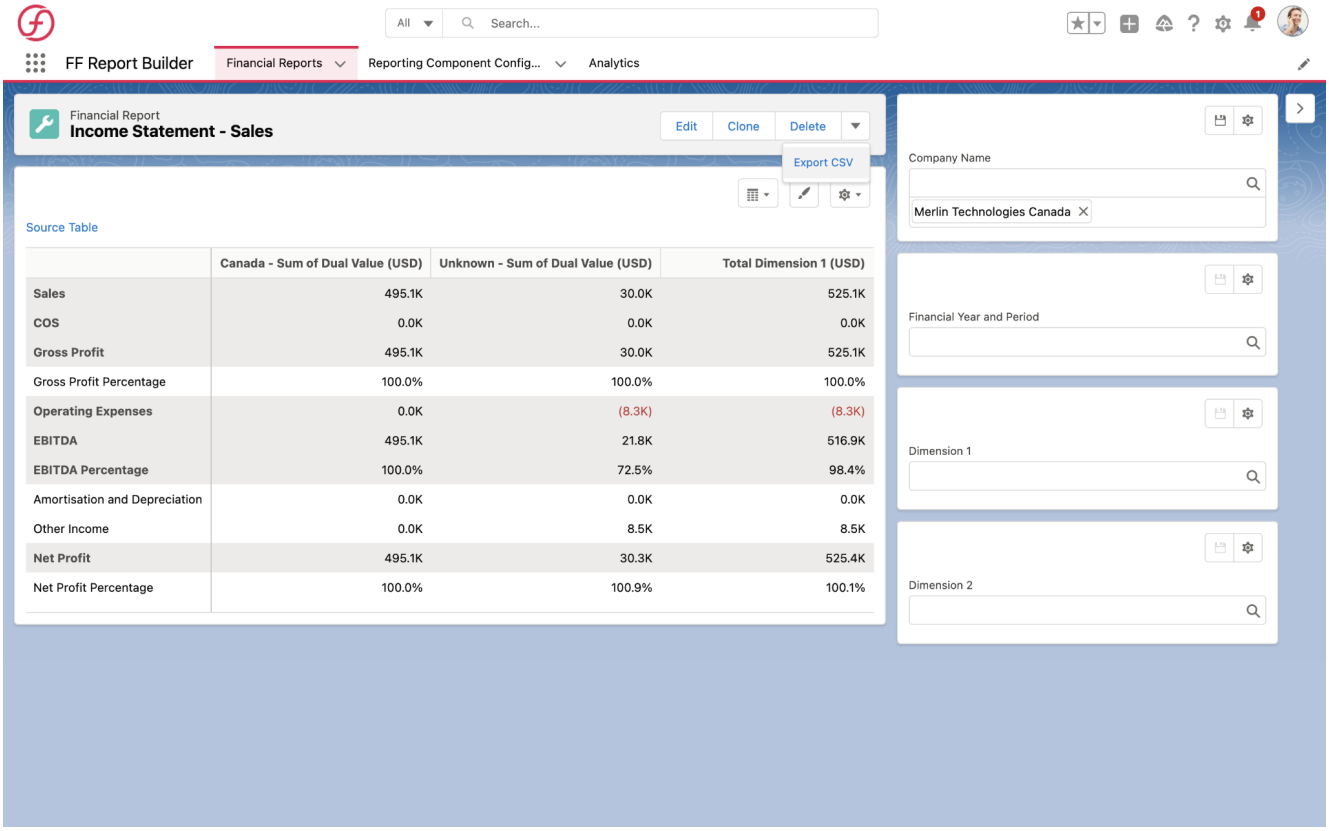
Once filters are created they can then be applied dynamically as you continue to build out your report by searching in the **filter** fields on the right of the screen.



	Canada - Sum of Dual Value (USD)	Unknown - Sum of Dual Value (USD)	Total Dimension 1 (USD)
Sales	495.1K	30.0K	525.1K
COS	0.0K	0.0K	0.0K
Gross Profit	495.1K	30.0K	525.1K
Gross Profit Percentage	100.0%	100.0%	100.0%
Operating Expenses	0.0K	(8.3K)	(8.3K)
EBITDA	495.1K	21.8K	516.9K
EBITDA Percentage	100.0%	72.5%	98.4%
Amortisation and Depreciation	0.0K	0.0K	0.0K
Other Income	0.0K	8.5K	8.5K
Net Profit	495.1K	30.3K	525.4K
Net Profit Percentage	100.0%	100.9%	100.1%

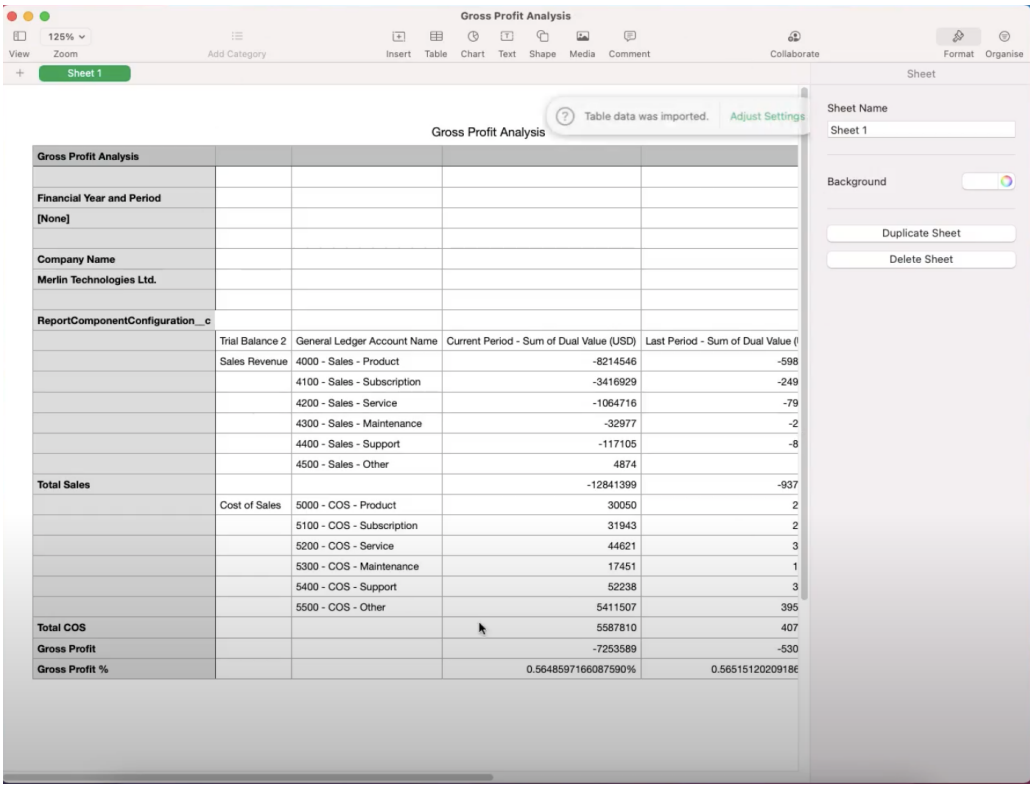
Export to CSV

Reports can be exported to the spreadsheet of your choice by selecting the **export to CSV** button on the top right toolbar.



	Canada - Sum of Dual Value (USD)	Unknown - Sum of Dual Value (USD)	Total Dimension 1 (USD)
Sales	495.1K	30.0K	525.1K
COS	0.0K	0.0K	0.0K
Gross Profit	495.1K	30.0K	525.1K
Gross Profit Percentage	100.0%	100.0%	100.0%
Operating Expenses	0.0K	(8.3K)	(8.3K)
EBITDA	495.1K	21.8K	516.9K
EBITDA Percentage	100.0%	72.5%	98.4%
Amortisation and Depreciation	0.0K	0.0K	0.0K
Other Income	0.0K	8.5K	8.5K
Net Profit	495.1K	30.3K	525.4K
Net Profit Percentage	100.0%	100.9%	100.1%

The report will be exported to your designated spreadsheet of choice so that you can add any additional formatting before sharing with colleagues.



Gross Profit Analysis

Gross Profit Analysis				
Financial Year and Period				
[None]				
Company Name				
Merlin Technologies Ltd.				
ReportComponentConfiguration__c				
	Trial Balance 2	General Ledger Account Name	Current Period - Sum of Dual Value (USD)	Last Period - Sum of Dual Value (I
	Sales Revenue	4000 - Sales - Product	-8214546	-598
		4100 - Sales - Subscription	-3416929	-249
		4200 - Sales - Service	-1064716	-79
		4300 - Sales - Maintenance	-32977	-2
		4400 - Sales - Support	-117105	-8
		4500 - Sales - Other	4874	
Total Sales			-12841399	-937
	Cost of Sales	5000 - COS - Product	30050	2
		5100 - COS - Subscription	31943	2
		5200 - COS - Service	44621	3
		5300 - COS - Maintenance	17451	1
		5400 - COS - Support	52238	3
		5500 - COS - Other	5411507	395
Total COS			5587810	407
Gross Profit			-7253589	-530
Gross Profit %			0.5648597166087590%	0.5651512020918E

Contacting Customer Support

Helping You Keep Your FinancialForce Solutions Running Smoothly

FinancialForce aims to provide you with first-class, global support via a network of support centers around the world.

To get the answers you need:

- Consult the FinancialForce and Salesforce Help
- View documentation, tutorials, training, and knowledge articles in the FinancialForce Community: **https://erp.force.com/community/s/Training-Home**
- Ask a question in the FinancialForce Community: **https://erp.force.com/community/s/**
- Log a case with FinancialForce Customer Support: **https://erp.force.com/community/s/cases**

For more information and contact details, see the Support page of the FinancialForce website: **https://www.financialforce.com/services/support/**