

# Dodeca<sup>®</sup>

## A Brief Introduction

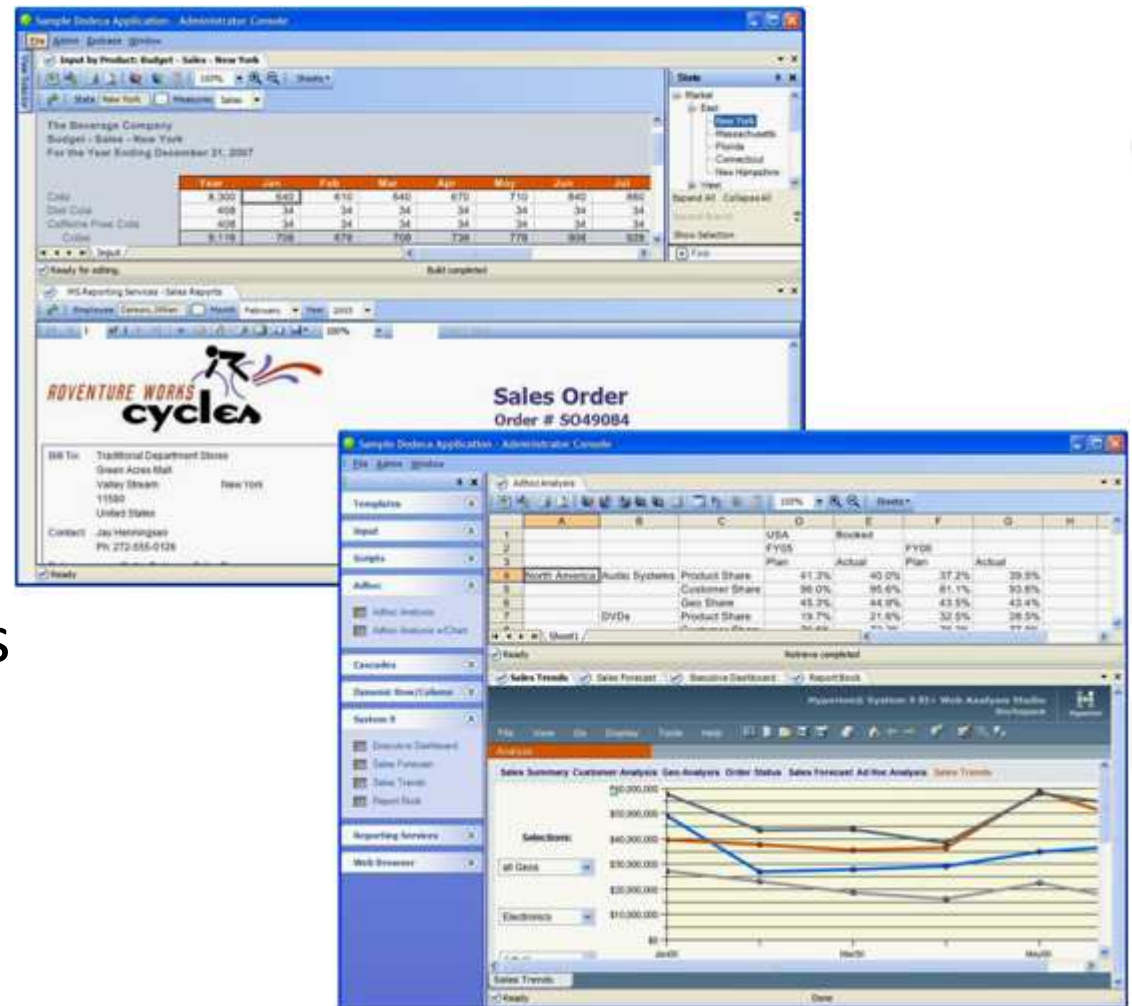


**Dodeca<sup>®</sup>**

Better insight. Better decisions. Better results.

# What is Dodeca?

- The best interface available for Essbase
- Combines together the best of:
  - Spreadsheets
  - Web Applications
  - Other Applications
- Integrates
  - Essbase
  - Relational
  - Other corporate systems
    - General Ledger
    - Document Management



# Top 5 Features

- **Easy to use**
  - Occasional users to power users
- **Easy to configure**
  - Out of the box functionality
  - Point and click
    - Appearance, data and behavior
- **Easy to deploy**
  - Patent pending web service based architecture
- **Excel compatible**
  - Managed spreadsheets w/formulas, formatting, charts
- **Intelligent Navigation**
  - Users *explore* data across systems

# Dodeca in Action – Cantor Fitzgerald

GLOBAL Administrator 9.3.1

File Admin Utilities Help Window

P&L Trend Cost Center Trend Detail (Expanded)

View Selector

COMPANY Cantor Fitzgerald\_Co(31117) DEPARTMENT Debt Capital Markets(1200000) YEAR Y-2008

PERIOD NOV, DEC, ADJ, QTR1 BOOK Consolidation Book CURRENCY CURRENCY

INTERCOMPANY INTERCOMPANY LOCATION LOCATION

B13 -33795887.06

	A	B	C
1	Account Trend Summary Detail Drill Down P&L		
2	Cantor Fitzgerald & Co(31117)		
3	Debt Capital Markets(1200000)		
4	Y-2008		
6		NOV	DEC
7		Y-2008	Y-2008
9	Investment Banking Revenue		
10	Commissions		
11	Principal Transactions		
12	R-Int. Income: Bank Funds and Deposits(43121010)		
13	R-Int. Income: Repos(43121020)		
14	R-Int. Income: Stock Loan/Borrow(43121030)		
15	R-Int. Income: Inventory(43121060)		
16	R-Int.: GSCC(43121070)		
17	R-Net Int.: Operations(43121080)		
18	Interest Income		
19	Interest Expense		
20	Interest-net		
21	Other Revenue		
22	Net Revenues		
24	Compensation and employee benefits		
25	Commissions and floor brokerage		
26	Communications		
27	Occupancy and equipment		
28	Selling and Promotion		
29	Professional and consulting fees		
30	Revaluation Expense		
31	Other Expense		

Oracle Drillthrough

COMPANY

- COMPANY
- Total Company
- Consolidating Entities
- Cantor Fitzgerald & Co(31117)

Member Tips Off | Member Info...

Show Names Show Aliases Default

+ Find

COMPANY PERIOD

Ready Zoom In Completed



# Dodeca in Action – Bank Customer

Dodeca®

File Utilities Window

P&L By Entity (Var) P&L By Line (Var) Var: Profit & Loss

100% Sheets

Auto-On Entity Ent 77 - Entity

Ent 77 - Entity 77  
Income Statement  
(\$ in 000's)

	CURRENT MONTH PLAN VARIANCE				2008 ACTUALS TO 2008 PLAN			
	JAN ACTUALS	JAN PLAN	VAR \$	VAR %	2008 YTD ACTUALS	2008 ROY PLAN	2008 FY ACT/PLAN	2008 PLAN
DIRECT INCOME	6,945	7,429	(484)	(6.5%)	6,945	83,130	90,075	90,558
INTERNAL INCOME	583	340	242	71.2%	583	3,745	4,328	4,085
<b>TOTAL REVENUE</b>	<b>7,528</b>	<b>7,769</b>	<b>(241)</b>	<b>(3.1%)</b>	<b>7,528</b>	<b>86,875</b>	<b>94,403</b>	<b>94,644</b>
DIRECT EXPENSE	(1,475)	(1,621)	145	9.0%	(1,475)	(16,963)	(18,438)	(18,584)
INTERNAL EXPENSE	(5,030)	(4,963)	(67)	(1.3%)	(5,030)	(54,619)	(59,649)	(59,582)
<b>TOTAL EXPENSE</b>	<b>(6,505)</b>	<b>(6,584)</b>	<b>79</b>	<b>1.2%</b>	<b>(6,505)</b>	<b>(71,581)</b>	<b>(78,087)</b>	<b>(78,165)</b>
<b>NET INCOME BEFORE TAX</b>	<b>1,022</b>	<b>1,185</b>	<b>(257)</b>	<b>(21.7%)</b>	<b>9,444</b>	<b>113,014</b>	<b>122,457</b>	<b>122,714</b>
NET TAXES	(3,589)	(3,686)	97	2.6%	(3,589)	(42,945)	(46,534)	(46,631)
<b>NET INCOME AFTER TAXES</b>	<b>5,855</b>	<b>6,014</b>	<b>(199)</b>	<b>(2.6%)</b>	<b>5,855</b>	<b>70,069</b>	<b>75,924</b>	<b>76,083</b>
TOTAL FTE	82	85	2	2.9%	82	87	87	87
<b>INVESTMENTS</b>	<b>3,196,883</b>	<b>2,939,969</b>	<b>256,914</b>	<b>8.7%</b>	<b>3,196,883</b>	<b>3,135,218</b>	<b>3,140,441</b>	<b>3,118,680</b>
Income/(Expense)	17,318	16,669	649	3.9%	17,318	193,653	210,971	210,321
Yield	6.40	6.70	(0.30)	(4.5%)	6.40	6.75	6.72	6.74
<b>TOTAL ASSETS</b>	<b>3,406,041</b>	<b>3,164,257</b>	<b>241,784</b>	<b>7.6%</b>	<b>3,406,041</b>	<b>3,360,761</b>	<b>3,364,596</b>	<b>3,344,117</b>
Income/(Expense)	17,500	17,500	0	3.6%	17,570	196,876	214,446	213,838
Yield	1	1	0	2.7%	1.28	1.32	1.31	1.31
<b>DEPOSITS</b>	<b>1,154,449</b>	<b>1,161,943</b>	<b>(7,494)</b>	<b>(0.6%)</b>	<b>1,154,449</b>	<b>1,199,291</b>	<b>1,195,493</b>	<b>1,196,128</b>
Income/(Expense)	(2,949)	(3,520)	570	16.2%	(2,949)	(39,257)	(42,206)	(42,776)
Yield	(3.02)	(3.58)	0.56	15.7%	(3.02)	(3.58)	(3.53)	(3.58)
<b>SHORT TERM BORROWINGS</b>	<b>26,449</b>	<b>25,876</b>	<b>573</b>	<b>2.2%</b>	<b>26,449</b>	<b>25,876</b>	<b>25,924</b>	<b>25,876</b>
Income/(Expense)	(64)	(78)	14	17.5%	(64)	(842)	(906)	(920)
Yield	(2.87)	(3.55)	0.69	19.3%	(2.87)	(3.55)	(3.49)	(3.55)
<b>TOTAL LIABILITIES</b>	<b>1,805,679</b>	<b>1,931,139</b>	<b>(125,460)</b>	<b>(6.5%)</b>	<b>1,805,679</b>	<b>1,973,651</b>	<b>1,959,424</b>	<b>1,970,050</b>
Income/(Expense)	(3,014)	(3,598)	584	16.2%	(3,014)	(40,098)	(43,112)	(43,696)

Ready Build completed

# Dodeca in Action – Bank Customer

The screenshot displays the Dodeca software interface for a bank customer. The main window shows a financial worksheet for 'Feb 2009 NIAT' on 'Day5'. The worksheet includes columns for 'Feb Actual', 'Feb Estimate', 'Feb Opp', 'Feb Risks', 'Feb Forecast', and 'Feb Plan'. A callout box points to the 'Comments' column, which contains detailed text explaining variances and trends.

	Feb Actual	Feb Estimate	Feb Opp	Feb Risks	Feb Forecast	Feb Plan
Net Interest Income	64,127	64,127	1,000	(1,500)	65,639	77,4
Direct Non-Interest Income	48,238	48,238		(1,750)	45,051	45,0
Indirect Non-Interest Income	3,601	3,601		(700)	1,458	2,7
<b>Non-Interest Income</b>	<b>51,839</b>	<b>51,839</b>		<b>(2,450)</b>	<b>46,510</b>	<b>47,7</b>
<b>Total Revenue</b>	<b>115,966</b>	<b>115,966</b>	<b>1,000</b>	<b>(3,950)</b>	<b>112,148</b>	<b>125,2</b>
Direct Non Interest Expense	(26,069)	(26,069)	1,000	(1,000)	(25,380)	(23,7
Indirect Non Interest Expense	(40,184)	(40,184)	1,000	(1,000)	(42,291)	(43,2
<b>Non Interest Expense</b>	<b>(66,252)</b>	<b>(66,252)</b>	<b>2,000</b>	<b>(2,000)</b>	<b>(67,671)</b>	<b>(66,9</b>
Pre-Tax Pre-Provision Income	49,714	49,714	4,100	(5,950)	44,477	58,2
Provision for losses	84	84	-	-	(18,031)	(4,0
Taxes	49,797	49,797	4,100	(5,950)	26,447	54,2
Provision for income taxes	(18,923)	(18,923)	(1,558)	2,261	(10,050)	(20,6
Income tax expense	(18,923)	(18,923)	(1,558)	2,261	(10,050)	(20,6
<b>Net Income</b>	<b>30,874</b>	<b>30,874</b>	<b>2,542</b>	<b>(3,689)</b>	<b>16,397</b>	<b>33,6</b>

**Comments: Feb Variance to Forecast**

	Comments:	Comments:
Net Interest Income	Core loan balances lower than Jan and \$600MM worse than outlook with yields flat to Outlook. Lower deposit balances shift funding to higher cost S/T Borrowings	Significantly lower loan yield funding costs/deposit yields
Direct Non-Interest Income	Large syndication fee (\$9.5MM) from customer ACL, offset by \$3.2MM loss on FX contracts for [redacted]. Other line items coming in weak as well (LCs, loan fees, Commercial Card).	Large syndication fee (\$9.5M) \$3.2MM loss on FX contract coming in weak as well (LCs
Indirect Non-Interest Income	Merchant Card Allocation	Merchant Card Allocation
Non-Interest Income		
Total Revenue		
Direct Non Interest Expense	Increased ICP Bonus catch-up from January and higher legal	Increased ICP Bonus catch-

**Comments  
embedded in  
worksheet**

# Dodeca in Action – Bank Customer

The screenshot displays the Dodeca software interface. On the left is a navigation tree with categories like 'Interactive Reports', 'Static Reports', and 'Input Templates'. The main area shows a financial report for 'Feb 2009 NIAT Day5'. A red callout box labeled 'Comments Explorer with threaded comments' points to the 'Comments Explorer' window on the right. This window shows a list of comments with columns for 'Comment', 'UserID', and 'DateTime'. Below the list are sections for 'Linked by' and 'Context'.

**Comments Explorer**

Comment	UserID	DateTime
Core loan balances lower than Jan and \$600MM worse than Outlook with yields flat to Outlook. Lower deposit balances shift funding to higher cost S/T Borrowings	tom_smith	3-5-09 8:15 AM
The deposit balances appear to account for only about half of the variance. What is the rate difference for short term loans?	jane_jones	3-5-09 9:59 AM
The rate difference this month is .2% higher than in previous months.	tom_smith	3-5-09 11:35 AM

**Linked by**

Link	Value
Month	Feb
Scenario	Estimate
Account	Net Interest Income
Year	2009
Entity	Commercial Banking
Days	Day5

**Context**

Current Context	Saved Context
Net Interest Income - Feb 2009 - Forecast was \$65,539,000; Day5 Estimate is \$64,127,000 or \$1,412,000 below the forecast amount.	Net Interest Income - Feb 2009 - Forecast was \$65,539,000; Day5 Estimate is \$64,127,000 or \$1,412,000 below the forecast amount.

**Financial Report Data (Feb 2009 NIAT Day5)**

	Feb Actual	Feb Estimate	Feb Opp	Feb Risk
Net Interest Income	64,127	64,127	1,000	
Direct Non-Interest Income	48,238	48,238		
Indirect Non-Interest Income	3,601	3,601		
Non-Interest Income	51,839	51,839		
Total Revenue	115,966	115,966		
Direct Non Interest Expense	(26,069)	(26,069)	1,000	
Indirect Non Interest Expense	(40,184)	(40,184)	1,000	
Non Interest Expense	(66,252)	(66,252)	2,000	
Pre-Tax Pre-Provision Income	49,714	49,714	4,100	
Provision For Loan Losses	84	84		
Net Income Before Taxes	49,797	49,797	4,100	
Tax Adj	-	-		
Calculated Taxes @38%	(18,923)	(18,923)	(1,558)	
Total Taxes	(18,923)	(18,923)	(1,558)	
Net Income After Taxes	30,874	30,874	2,542	

**Comments: Feb Variance to Forecast**

- Net Interest Income: Core loan balances lower than Jan and \$600MM worse than outlook with yields flat to Outlook. Lower deposit balances shift funding to higher cost S/T Borrowings
- Direct Non-Interest Income: Large syndication fee (\$9.5MM) from customer ACL, offset \$3.2MM loss on FX contracts for [redacted]. Other line items coming in weak as well (LCs, loan fees, Commercial Card).
- Indirect Non-Interest Income: Merchant Card Allocation
- Non-Interest Income: [redacted]
- Total Revenue: [redacted]
- Direct Non Interest Expense: Increased ICP Bonus catch-up from January and higher leg

# Dodeca in Action – Bank Customer

**Comments displayed in Excel comment fields**

	Feb Actual	Feb Estimate	Feb	Feb	Feb	Feb
Net Interest Income	64,127	64,127				
Direct Non-Interest Income	48,238	48,238				
Indirect Non-Interest Income	3,601	3,601				
<b>Non-Interest Income</b>	<b>51,839</b>	<b>51,839</b>				
<b>Total Revenue</b>	<b>115,966</b>	<b>115,966</b>				
Direct Non Interest Expense	(26,069)	(26,069)				
Indirect Non Interest Expense	(40,184)	(40,184)				
<b>Non Interest Expense</b>	<b>(66,252)</b>	<b>(66,252)</b>				
Pre-Tax Pre-Provision Income	49,714	49,714	4,100	(5,950)	44,477	58,238
Provision For Loan Losses	84	84	-	-	(18,031)	(4,031)
<b>Net Income Before Taxes</b>	<b>49,797</b>	<b>49,797</b>	<b>4,100</b>	<b>(5,950)</b>	<b>26,447</b>	<b>54,447</b>
Tax Adj	-	-	-	-	-	-
Calculated Taxes @38%	(18,923)	(18,923)	(1,558)	2,261	(10,050)	(20,661)
<b>Total Taxes</b>	<b>(18,923)</b>	<b>(18,923)</b>	<b>(1,558)</b>	<b>2,261</b>	<b>(10,050)</b>	<b>(20,661)</b>
<b>Net Income After Taxes</b>	<b>30,874</b>	<b>30,874</b>	<b>2,542</b>	<b>(3,689)</b>	<b>16,397</b>	<b>33,786</b>

	Comments: Feb Variance to Forecast	Comments:
Net Interest Income	Core loan balances lower than Jan and \$600MM worse than outlook with yields flat to Outlook. Lower deposit balances shift funding to higher cost S/T Borrowings.	Significantly lower loan yield funding costs/deposit yields
Direct Non-Interest Income	Large syndication fee (\$9.5MM) from customer ACL, offset by \$3.2MM loss on FX contracts for [redacted]. Other line items coming in weak as well (LCs, loan fees, Commercial Card).	Large syndication fee (\$9.5M) \$3.2MM loss on FX contract coming in weak as well (LCs
Indirect Non-Interest Income	Merchant Card Allocation	Merchant Card Allocation
<b>Non-Interest Income</b>		
<b>Total Revenue</b>		
Direct Non Interest Expense	Increased ICP Bonus catch-up from January and higher legal	Increased ICP Bonus catch-

Entity: COMWHL - COMMERCIAL AND  
 COMWHL\_LOB - COMMER  
 ABL - ASSET BASED LE  
 AMG - ASSET MANAGE  
 INTLINS - INTERNATIO  
 WPGOFF - TOTAL EXT  
 COMWHL\_OTH - COMMER  
 EASTNONWHL - NONWHL  
 SSG - SPECIAL SITUATION

Ready Build completed

# Summary

- The best interface available for Essbase
  - Easy to Use / Configure / Deploy
  - Excel compatible with Intelligent Navigation

*"Using Dodeca, this was the first year I could plan a week-long vacation during budget season!"*

Budget Manager  
Regional Grocery Retailer

*"Dodeca is an extremely easy-to-use analytical tool that helps us very quickly drill down to the details necessary to gain full understanding of our business regardless of where the details are located. Simply put, Dodeca helps us stay ahead of our competition."*

George Moorehouse  
Director, Global Controller  
Cantor Fitzgerald Securities