

## Rollups or Account Summaries

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The purpose of this document is to describe access to understanding hidden in an owner's reports. The keys to that access are the various ways the owner and his industry have summarized information in their reports. Our Teamswin business models use our copyrighted logical data model to associate those keys. The result: big picture or cross-functional views of that information from any key or combination of keys.

### Expanded Chart of Accounts

In previous documents I have described how the Teamswin method evolved from expanding the idea of a chart of accounts. A traditional chart of accounts is a dictionary that shows how financial information is rolled up for decision making. Sales history, production history, distribution history, location activity history, industry or market history, and management organization history etc. also have rollups of the way people understand them for decision making. These rollups are unique to the function being reported, but the owner associates them for big picture decision making. Because we simplify the owner's association process, we call our Teamswin Service "Owners Software".

### Data Architecture

If you give us an electronic copy of each of the reports your owner uses, for free we can show you your data architecture. This will usually be about five to seven reports. With these reports we can quickly capture all the access keys and their associations. The first cut of those associations will be done by us, and the second cut usually takes a few moments of the owner's time.

### Cause and Effect

Because it takes time to measure cause and effect, periods are strategic entities. Periods are not dates. From reports associated with a period, each month we build a new data architecture. Those reports can have various cut-off dates: annual, bi-weekly, monthly, and monthly closing. Data Architectures define relationships between strategic entities called rates and factors. Over time, these data architectures provide trends of rates and factors. A business model provides instant access to trends of rates and factors hidden in that architecture (Instant can be as soon as fifteen minutes to as long as four hours, with the most likely being one half hour.)

### Summary: Rollups or Account Summaries

The purpose of this document has been to describe the access to the understanding hidden in an owner's reports. The keys to that access are the various ways the owner and his industry have summarized information in their internal and external reports. Our Teamswin business models use a special copyrighted template or logical data model to associate those keys. The result: big picture or cross-functional views of that information from any key or combination of keys.