

# CO Profitability Analysis

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## Version

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# Introduction to Profitability Analysis

This section describes the purpose of Profitability Analysis in the CO-PA System. It also explains the functionality and different ways of implementing the system.

It contains the following topics:

**Purpose of the System**

**Functionality of the System**

## Purpose of the System

The CO-PA System is used to evaluate market segments (classified according to products, customers, orders and various other user-defined segments), or strategic business units such as company codes, business areas or profit centers with respect to your company's profit or contribution margin.

### Aim of the System

The aim of the system is to provide the sales, marketing, product management and corporate planning departments with information for the purposes of controlling and decision-making.

The CO-PA System can be implemented in companies in any branch of industry (mechanical engineering, chemical, service industries and so on) and with any form of production (repetitive manufacturing, make-to-order manufacturing, process manufacturing). The profitability report can be created by period, order or project. Your company's profit can be calculated using cost-of-sales accounting or period accounting.

### Cost of Sales Accounting

In cost-of-sales accounting, the cost of sales are set off against revenue using either direct costing or full absorption methods. Fixed costs can be allocated on a proportional basis or en bloc to any level(s) of a report hierarchy. For the purposes of an interim profitability calculation, you can use standard costs to value the cost of sales. For the purposes of reconciliation with Financial Accounting (FI), you can use actual costs. (This function will be available as of a later release).

### Period Accounting

In period accounting, the performance of a particular strategic business unit (profit center), that is, revenues, changes in inventory and capitalized services, are set off against the total costs of the period. You will find further information on this topic in *Profit Center Accounting*.

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