



Rolling Forecasts for Dynamic Planning

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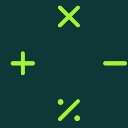


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Agenda

01 Rolling Forecasts and Automated Planning

02 Drive Business Agility and Increase Insights

03 Increase Planning Automation for Increased Decision Support

04 Preparing Your Business for What's Ahead



Rolling Forecasts and Automated Planning



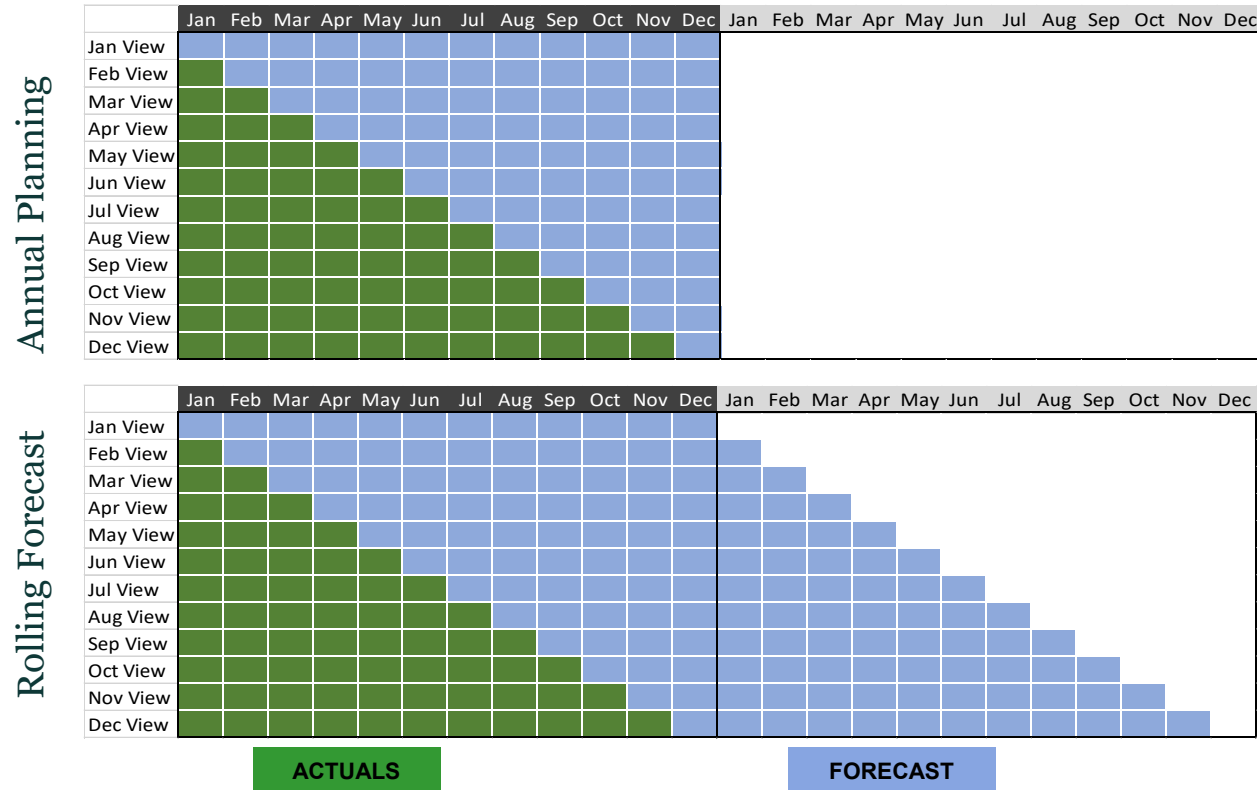
POLLING QUESTION #1

Is your current forecasting process providing the timely insights you need?

- A. Yes, we are highly engaged with rolling forecasts
- B. Somewhat, we adjust plans periodically for special situations
- C. Rarely, mostly just use annual plans
- D. No, our budgets are rarely followed closely for controlling the business



Rolling Forecasts Illustration



- Year End Focus
- Transactional Process
- Built On Past Results

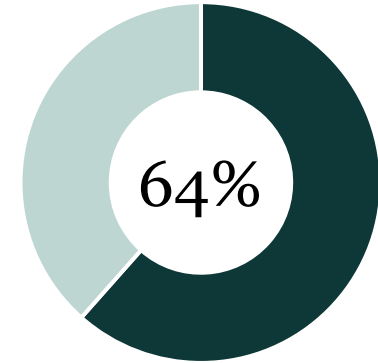
- Forward Looking
- Continuous Process
- Linked To Strategy



Rolling Forecasts for Planning Credibility

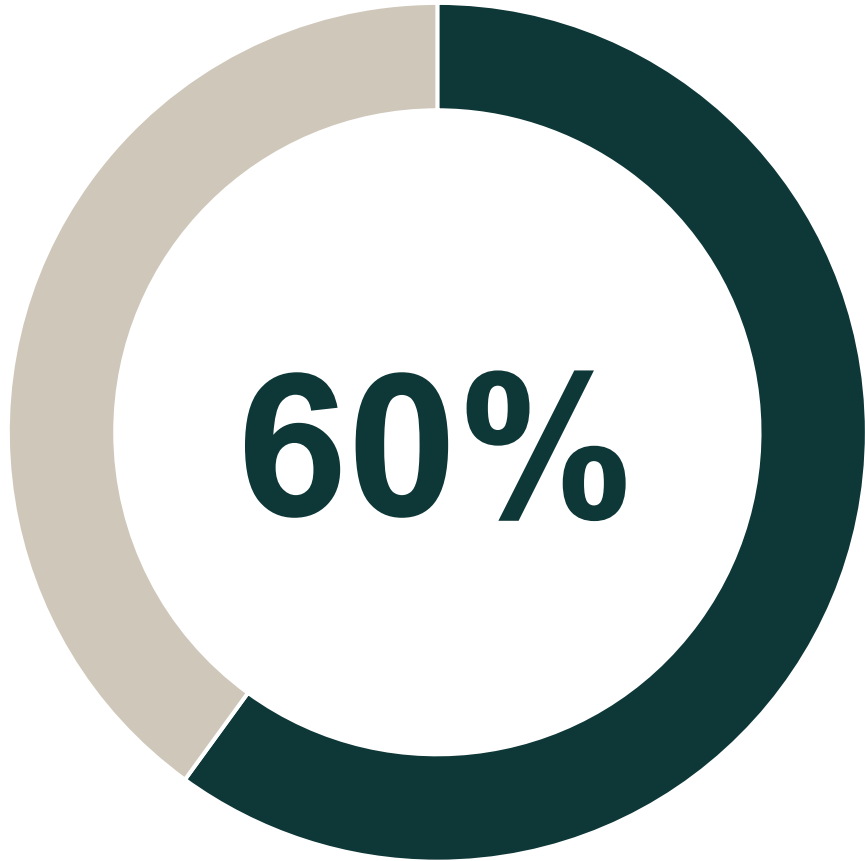
USE MAJOR DRIVERS

- Plans never out of date
- Frequently import actuals and plan with business drivers
- Get everyone on the same sheet of music – automated variance reporting
- Comparative reporting helps stay on-track



*of annual targets
are obsolete in
4-6 months*

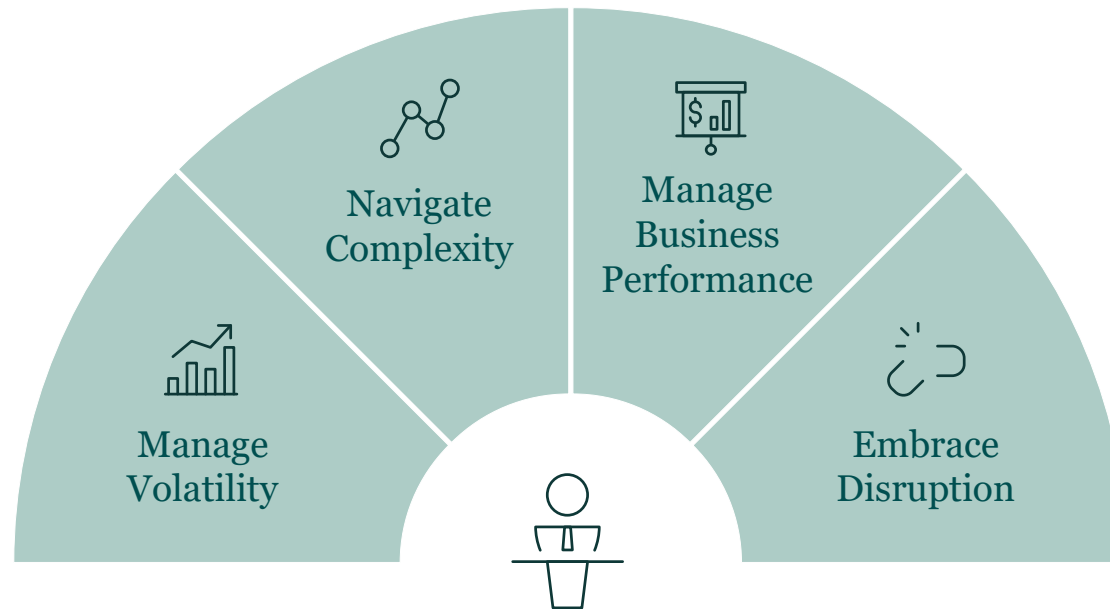




“Nearly 60% of small to medium sized businesses rarely or never look at their data”

- Statistic Brain Research Institute

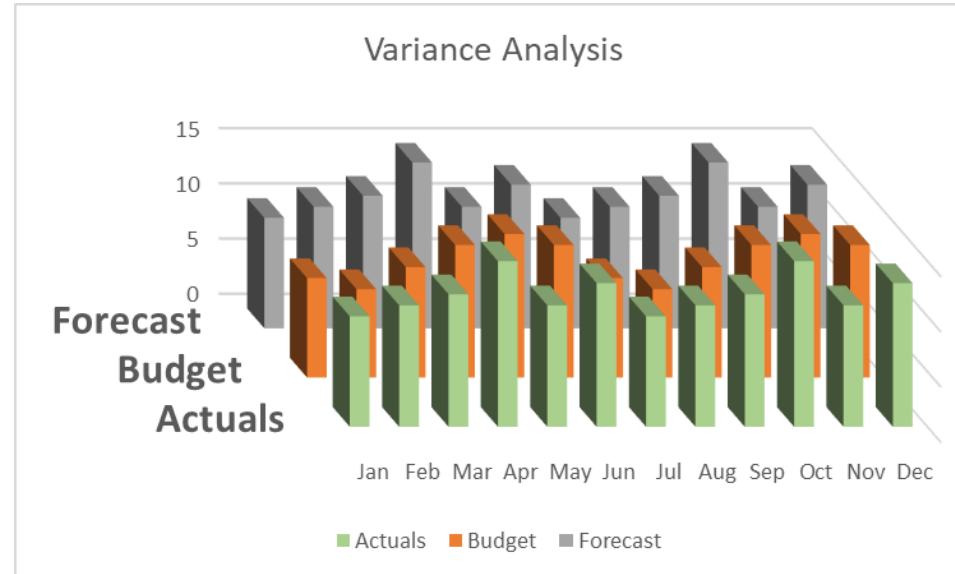
Rolling Forecasts Stay Ahead of the Curve



Multiple Planning Versions are Insightful

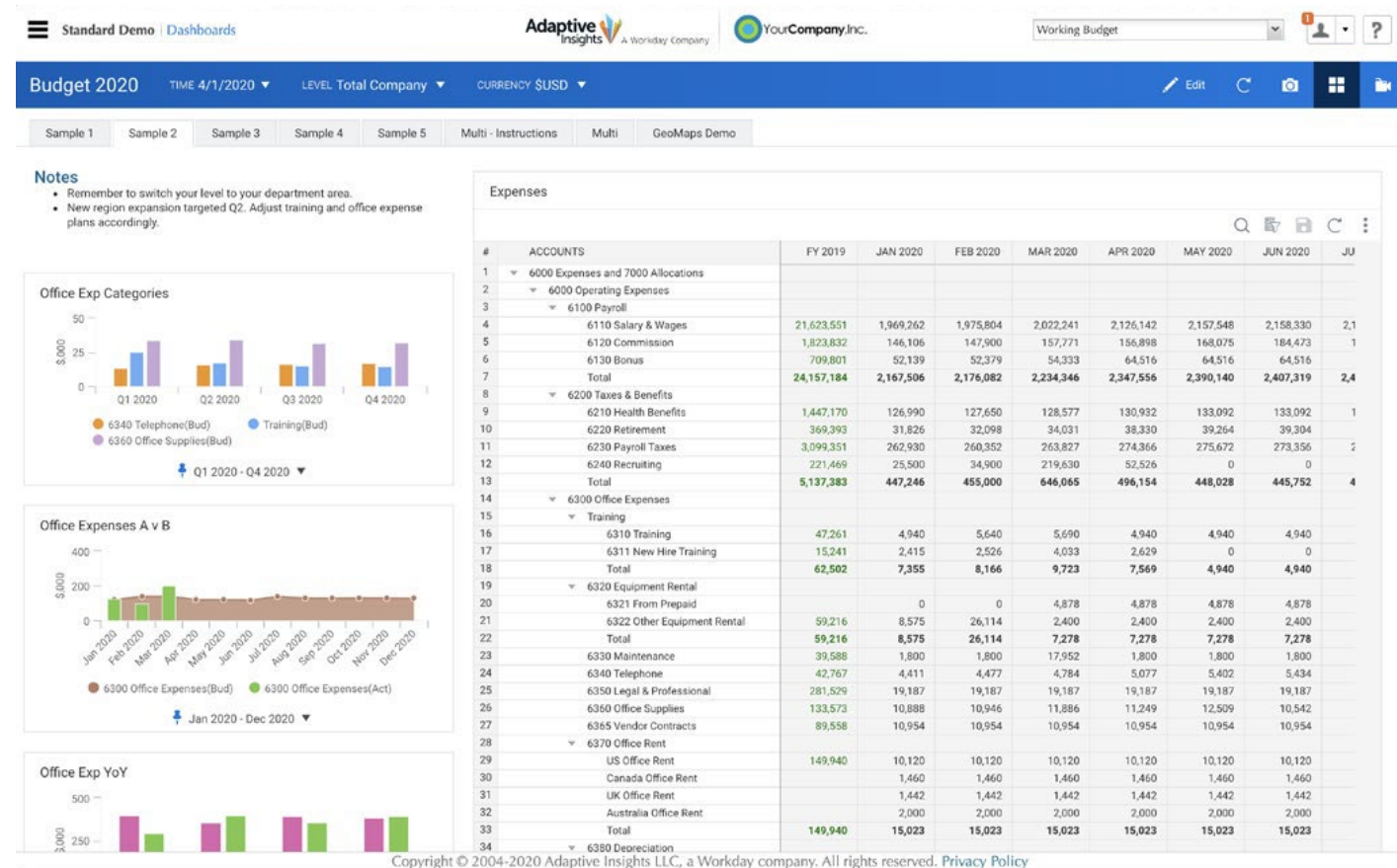
Comparative analysis across multiple forecasting versions provides important insights for decision making.

- Highlight what has changed
- Reveal developing trends
- Agility needs fast planning
- Realtime comparisons
- Actual to-date plus forecast



Rolling Forecasts Need Automated Planning

- Business-focused solution
- Interactive and collaborative toolset
- Financial reporting and consolidation
- SAAS-based CPM solution



Key Benefits of Automated Planning



Increase business
agility and reduce
administrative costs



Increase business
information,
decision support,
and planning reliability



Rolling Forecast Examples

- Quickly recalibrate planning by adjusting key business drivers and review detailed results
- Comprehensive business cycle planning and optimization on a quarterly basis
- Link to market prices and contract terms across multiple scenarios, and adjust near term plans



Rolling Forecasts Drive Business Agility

Planning speed and insights for rapid decision making

- Combine reporting capabilities in one integrated solution for all business areas
- Simplify planning scenarios for budgets and projected business output
- Report on business performance, including cash flow, debt service, and return on investment



Drive Business Agility and Increase Insights



Automation Powers Rolling Forecasts

	SPREADSHEET	AUTOMATED PLANNING
PLANNING SPEED Rapid scenario planning for agility	-	+
DATA MANAGEMENT More analytical time and less data wrangling	-	+
DRILL DOWN INSIGHTS Fast insights for “analytical flow”	-	+
ORGANIZATIONAL ALIGNMENT Single source of truth	-	+



Executives Need an Engaged Organization

Focus on solutions that are strategic to the business



Spend less time
on low value-
added tasks



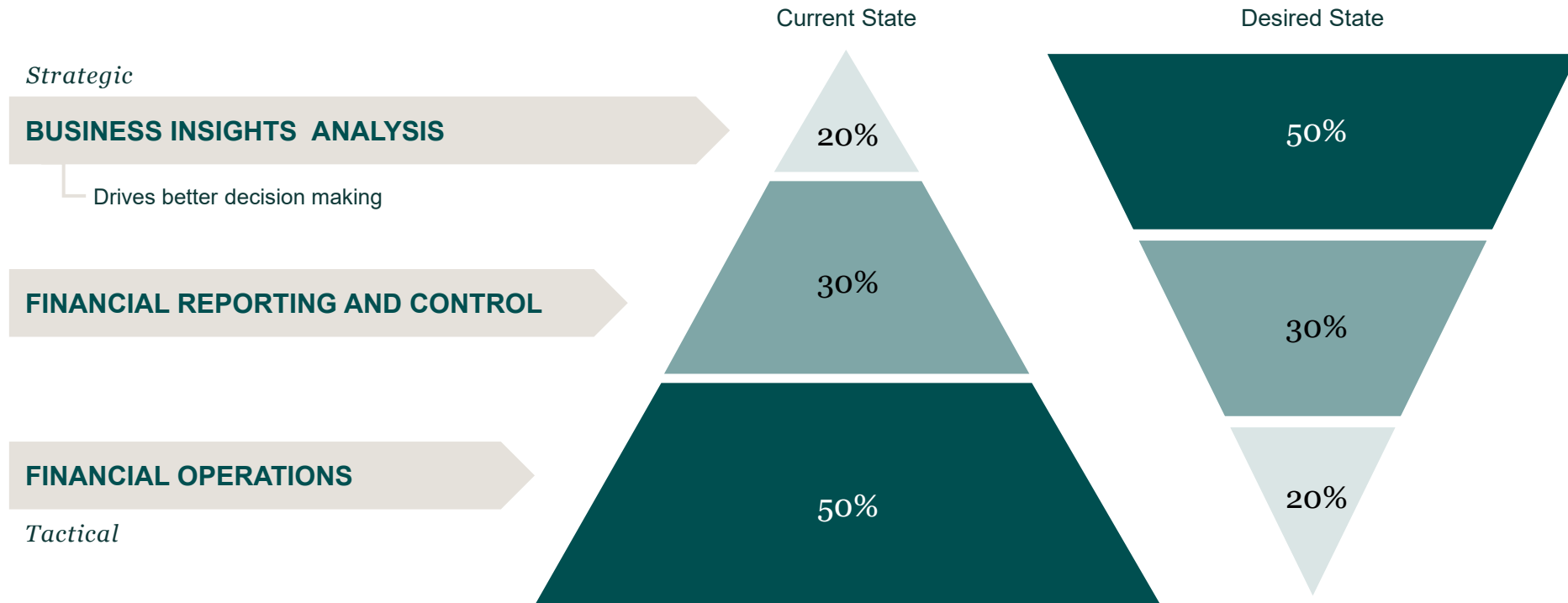
Improve the confidence
and ownership of the
numbers



Deliver insights
and analysis with
a single click



Focus on Higher Value Activities



Communication Fluidity

- Communication anywhere across the organization
- Information available in the decision-making window
- Business has high degree of functional control
- Simplified data integration for information availability
- Common dashboards for at-a-glance metrics



Business Solution Focus

- Rapid re-forecasting for continuous relevance
- Rapid experimentation to uncover value
- Facilitate insightful organization wide analytics
- Analytical model reliability



Increase Planning Automation for Improved Decision Support



Value Based Planning

INCREASE TOP-LINE REVENUES AND DECREASE COSTS

- Information driven = faster and better decision-making
- Emphasize strategic view = optimized prioritization

MAXIMIZE ORGANIZATIONAL ENGAGEMENT

- Focused content = deliver meaningful information
- High visibility = increased metric credibility

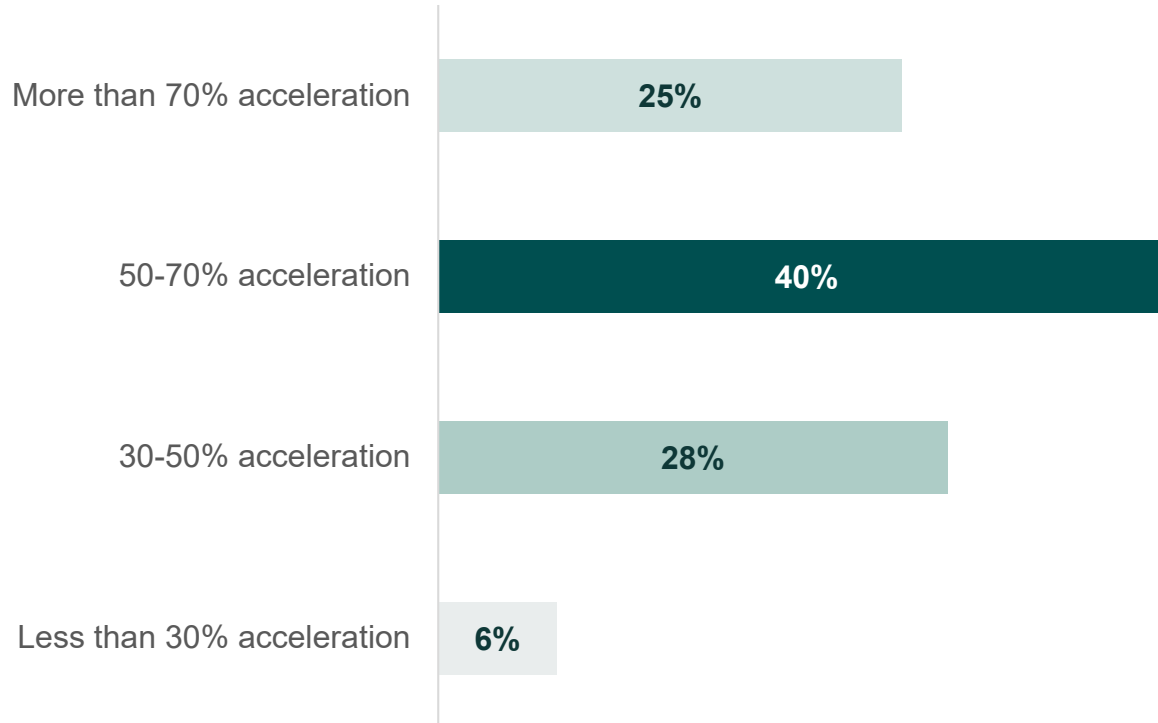
REDUCE RISK

- Early detection = encourage operational agility
- High integration = consistent goals



Acceleration of Planning and Analytical Processes

To what degree has Adaptive Insights accelerated your organization's cycle times for planning, reporting, and analytical processes? (n = 201)



93%

of customers accelerated cycle-time
**BY 30% OR MORE FOR PLANNING,
REPORTING, AND ANALYTICAL
PROCESSES**

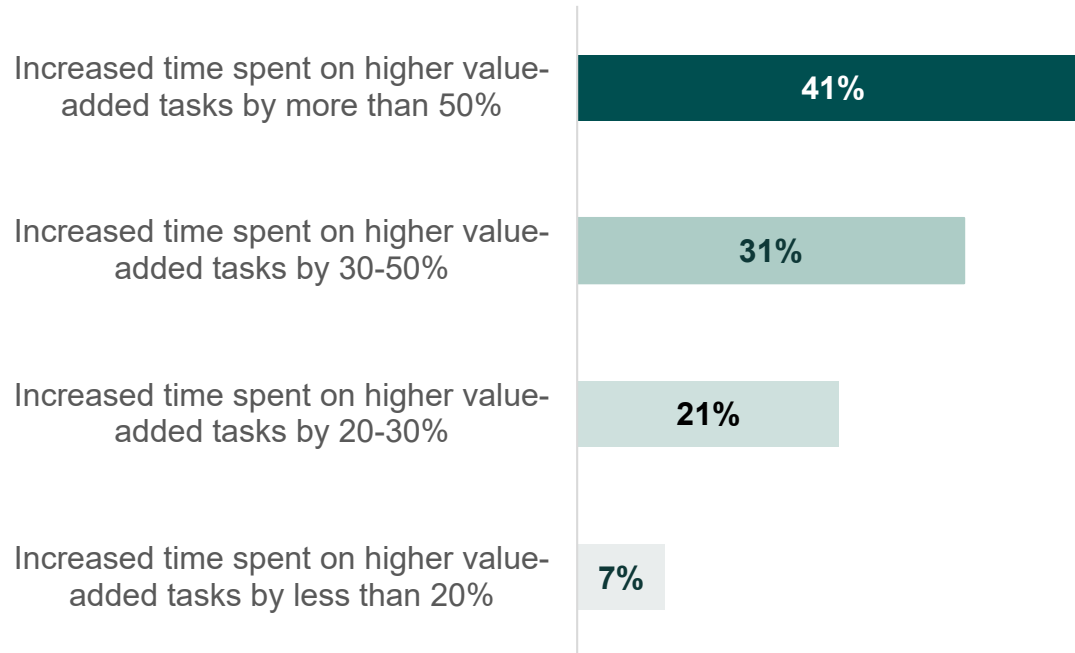
66%

accelerated cycle-time
BY 50% OR MORE



Reallocate Significant Time to Higher Value-added Tasks

To what degree has Adaptive Insights allowed your planning team(s) to increase time spent on higher value-added tasks (analysis and collaboration) vs. low value-added data preparation tasks?
(n = 201)



93%

of customers increased time spent on higher value-added tasks
BY > 20-30%

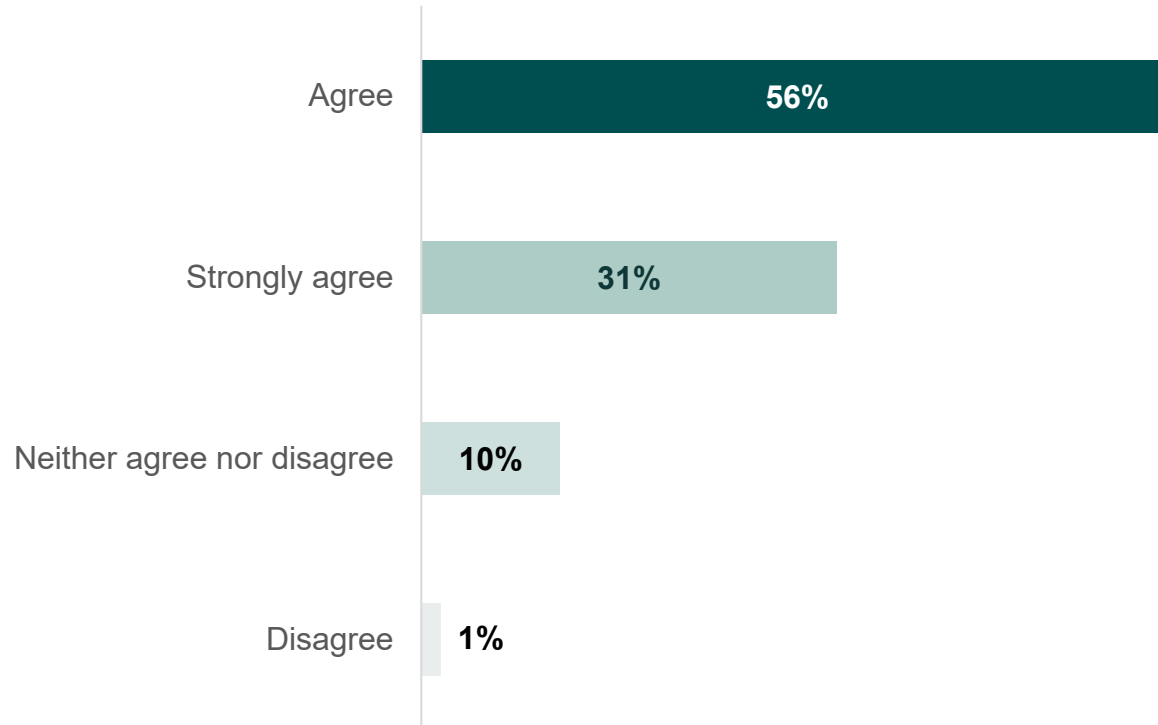
41%

of customers increased time on value added task
BY > 50%



Empowering Planners to be More Strategic to the Business

With Adaptive Insights, my role as a planning professional is more strategic, and I am a partner to the business? (n =200)



88%

of customers stated that their role is more strategic and they are **BETTER PARTNERS TO THE BUSINESS**



Preparing Your Business for What's Ahead



Benefits of Automated Planning

- Powers rolling forecast capabilities
- Efficient budgeting – eliminate complexity of multiple spreadsheets
- Automate consolidation at multiple levels
- Easy to use management reporting tools
- Financial and operational metrics reported from a single system
- What-If analysis is rapid, simple and efficient



Continuous Engagement Drives Value



Be Responsive

**ACTIVELY PLAN
FOR EVERYTHING**

To quickly respond to change and innovate fast, you need the ability to plan continuously and in real time.



Be Adaptable

**BUILD A FLUID
ORGANIZATION**

Leading companies build flexible structures and processes and can pivot quickly in the face of change.



Be Collaborative

**CREATE THE
FUTURE TOGETHER**

Developing strong business and financial insights for your leadership teams can allow you to plan with confidence.



Be Empowered

**EQUIP EMPLOYEES
WITH INFORMATION**

Staying agile means giving your people the tools and data they need to take decisive action.



Be In Control

**CHANGE COURSE
ON THE FLY**

Part of staying agile means accurately measuring performance to drive results, while being able to pivot if necessary.



Thank You

Let's start a conversation.
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