



Integrated Business Planning

Responding to change

Finance Now! webinar

—
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Welcome

Change is constant in the business environment



Disruptive technologies



Rapidly changing customer demands

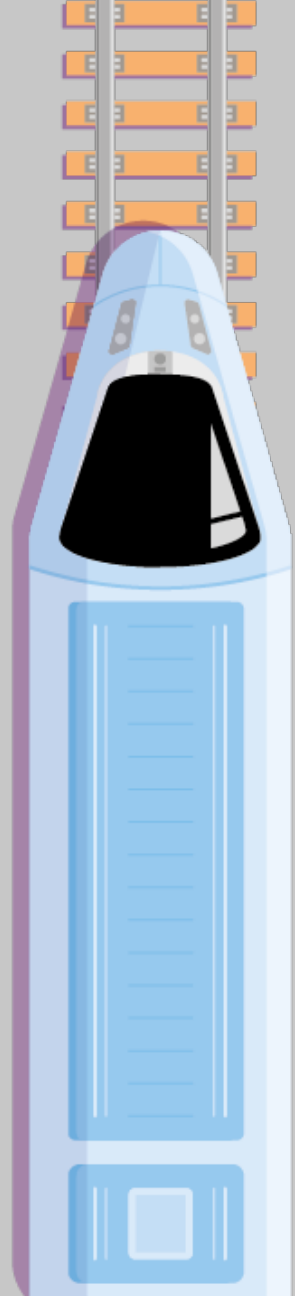
How can your organization act quickly and effectively to the change?



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Agenda



What is Integrated Business Planning?



Which problems does it solve?



How can technology help?



What are the benefits?



Where do we start?



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Facing the uncertainty

The biggest challenge in today's business context is to respond quickly and affectively to changing market conditions

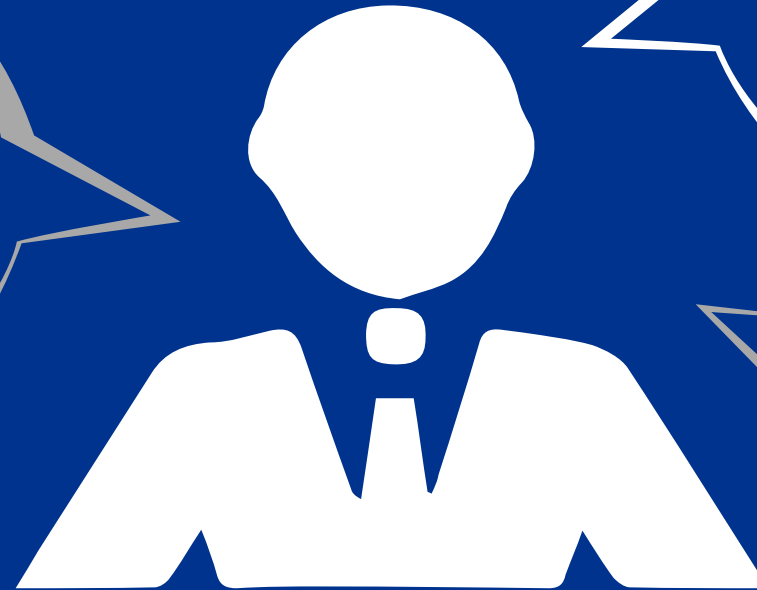
How does this impact our supply chain and our workforce needs?

What will happen in terms of demand and what does this mean for production?

Will we be able to reach our long term strategic goals?

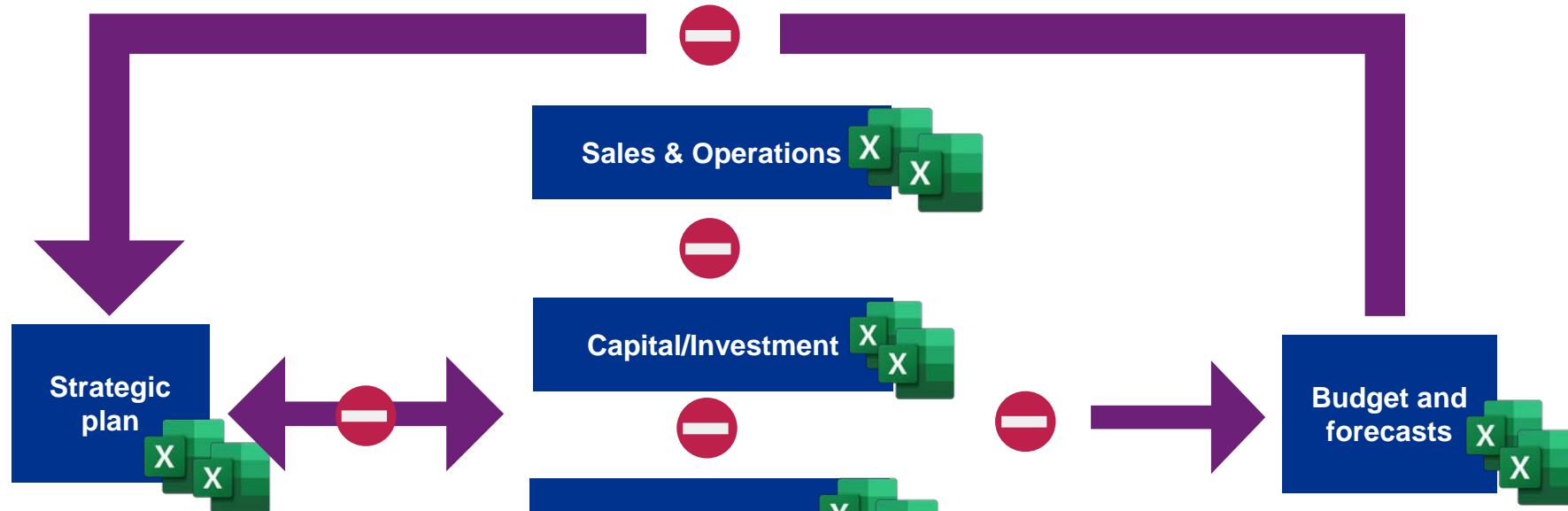
How does this translate to the financials? Our P&L, Cash flow, and Balance sheet?

How will we adjust our plans?



Traditional planning, budgeting and forecasting process

Limited link between the strategic plan, the budgets and forecasts

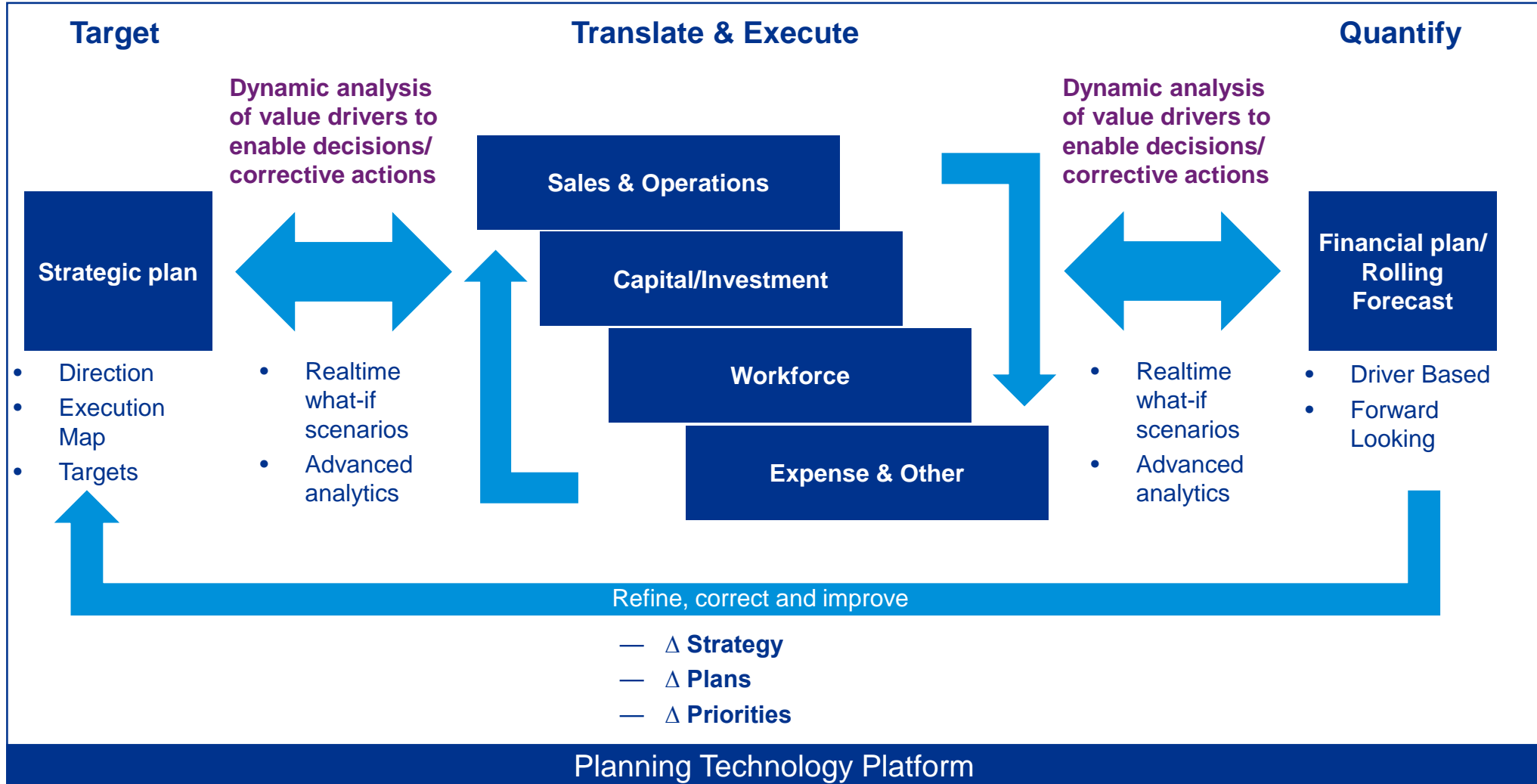


- Often done in isolation
- Prepared typically with little or no operational input
- Inflexible
- Not used
- No commitment/no accountability
- Unrealistic goals

- No integration/done in isolation
- Limited what-if, scenario modelling
- Minimal strategic plan integration

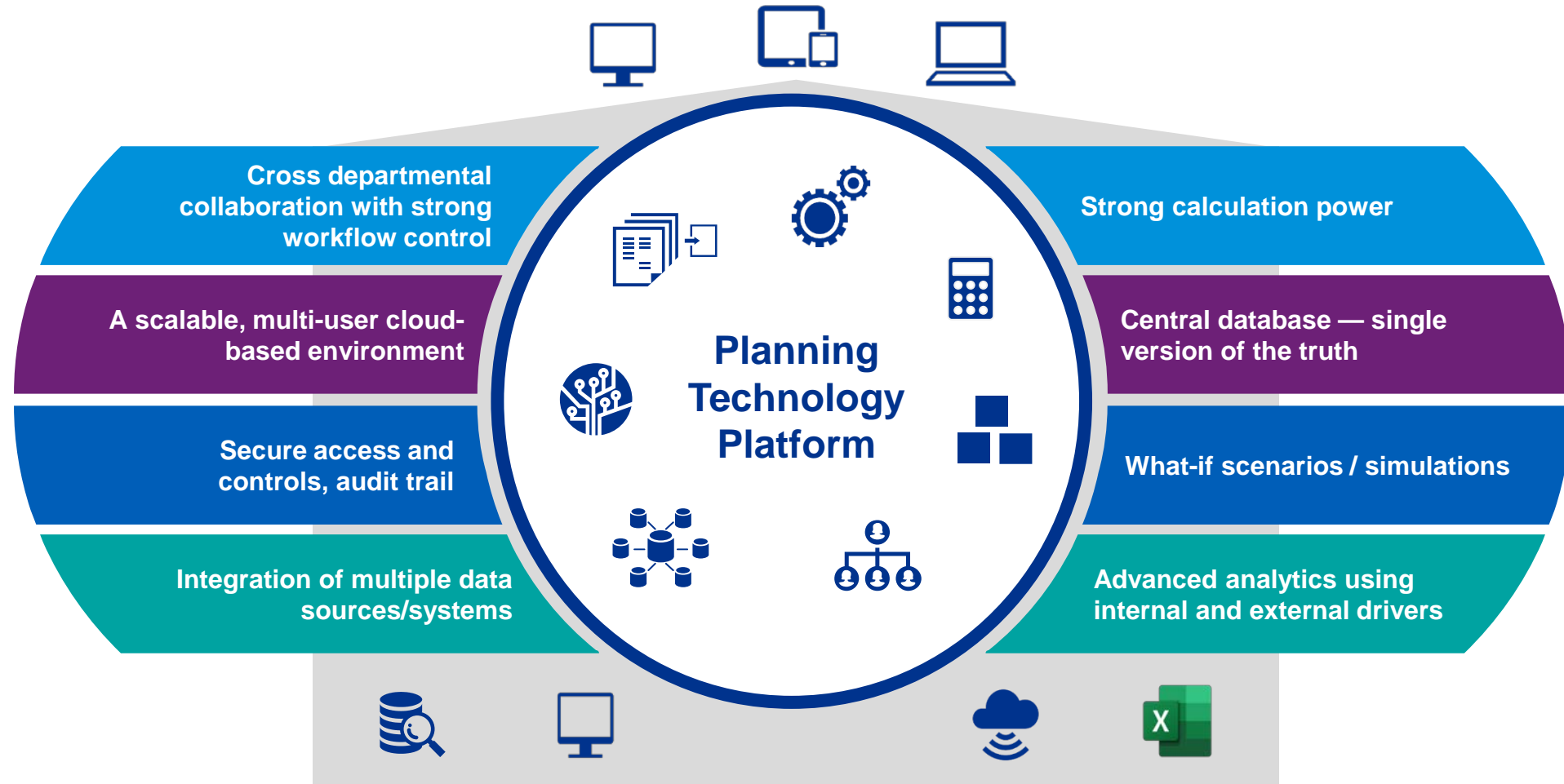
- No insight in drivers
- Time consuming
- Not accurate, based on assumptions
- Divorced from strategy
- Not flexible
- Limited operational ownership

Integrated Business Planning framework



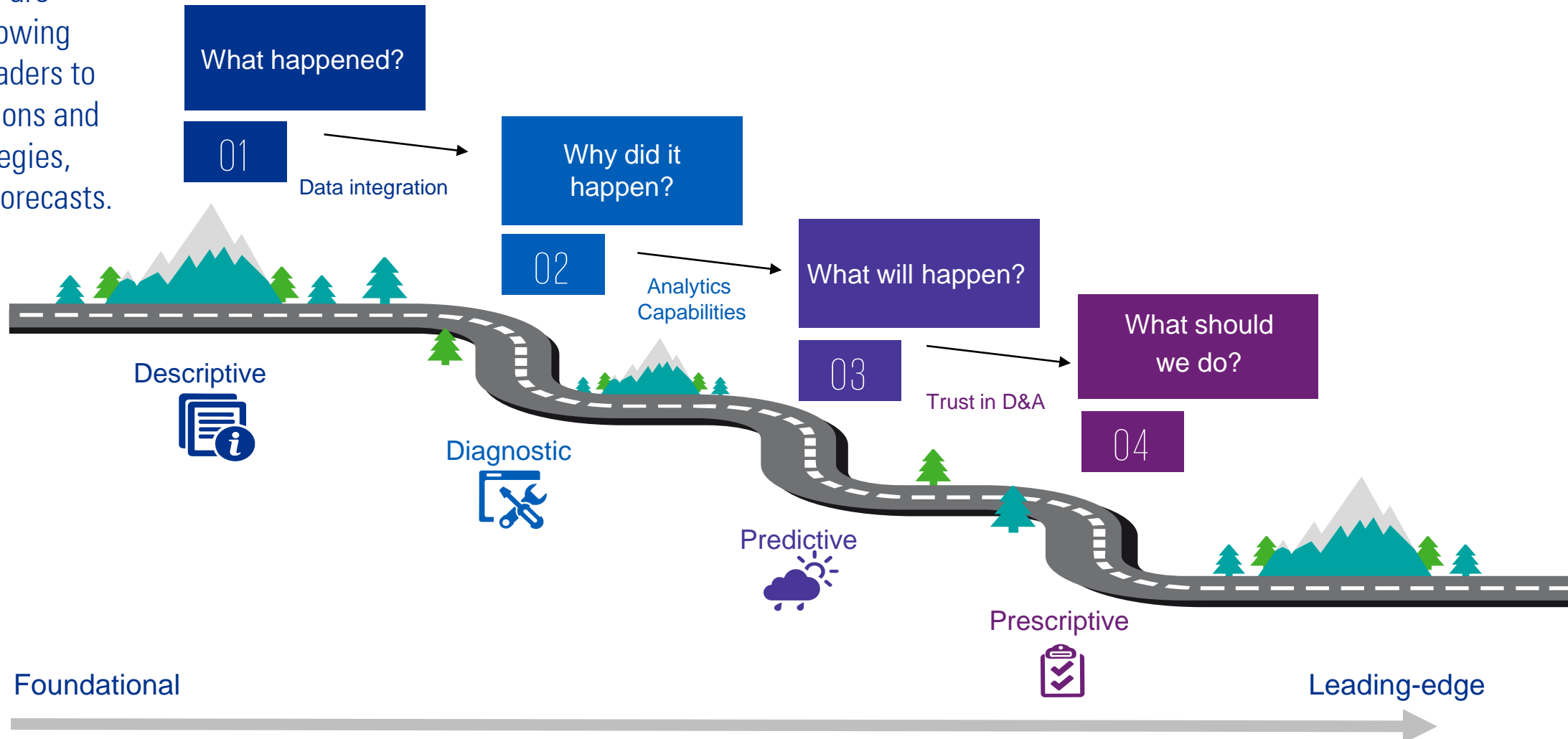
Planning technology to support and enhance your IBP process

Spread sheets don't cut it anymore, use dedicated planning technology for



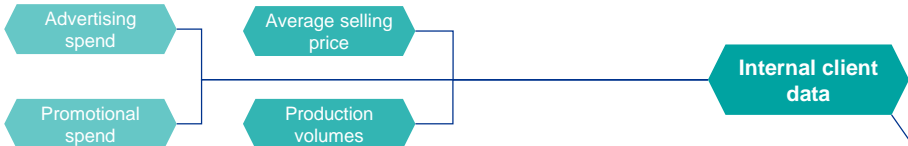
Advanced analytics

Capabilities are shifting, allowing business leaders to identify actions and adjust strategies, plans, and forecasts.

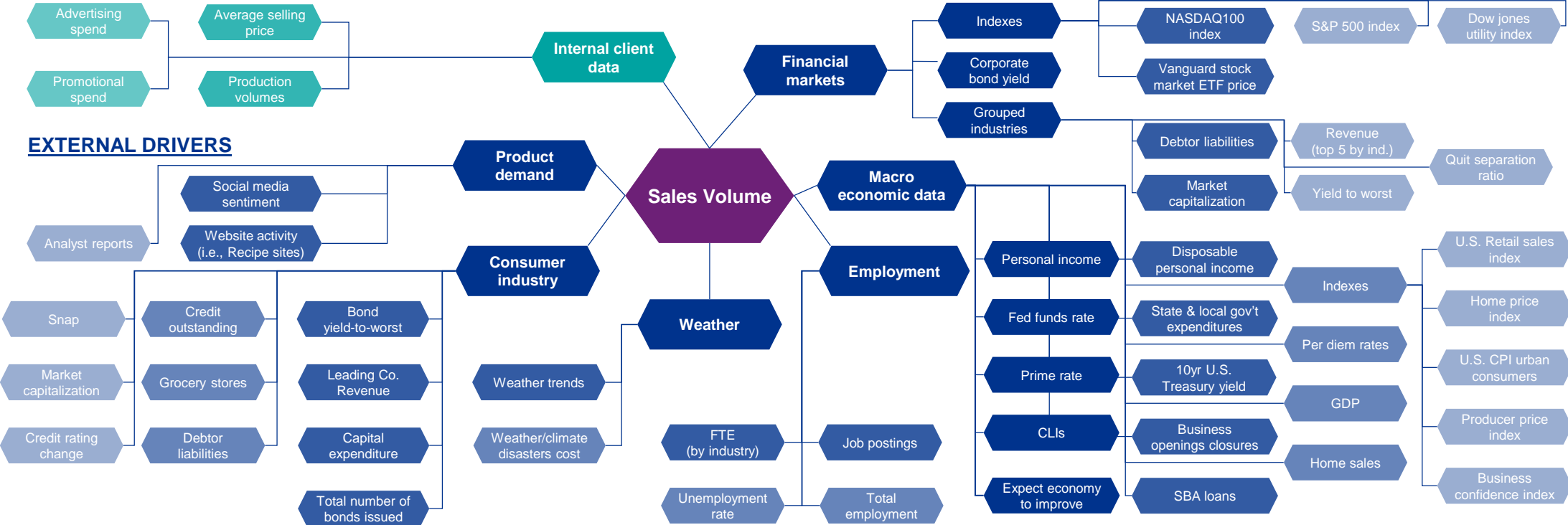


Identify the right drivers

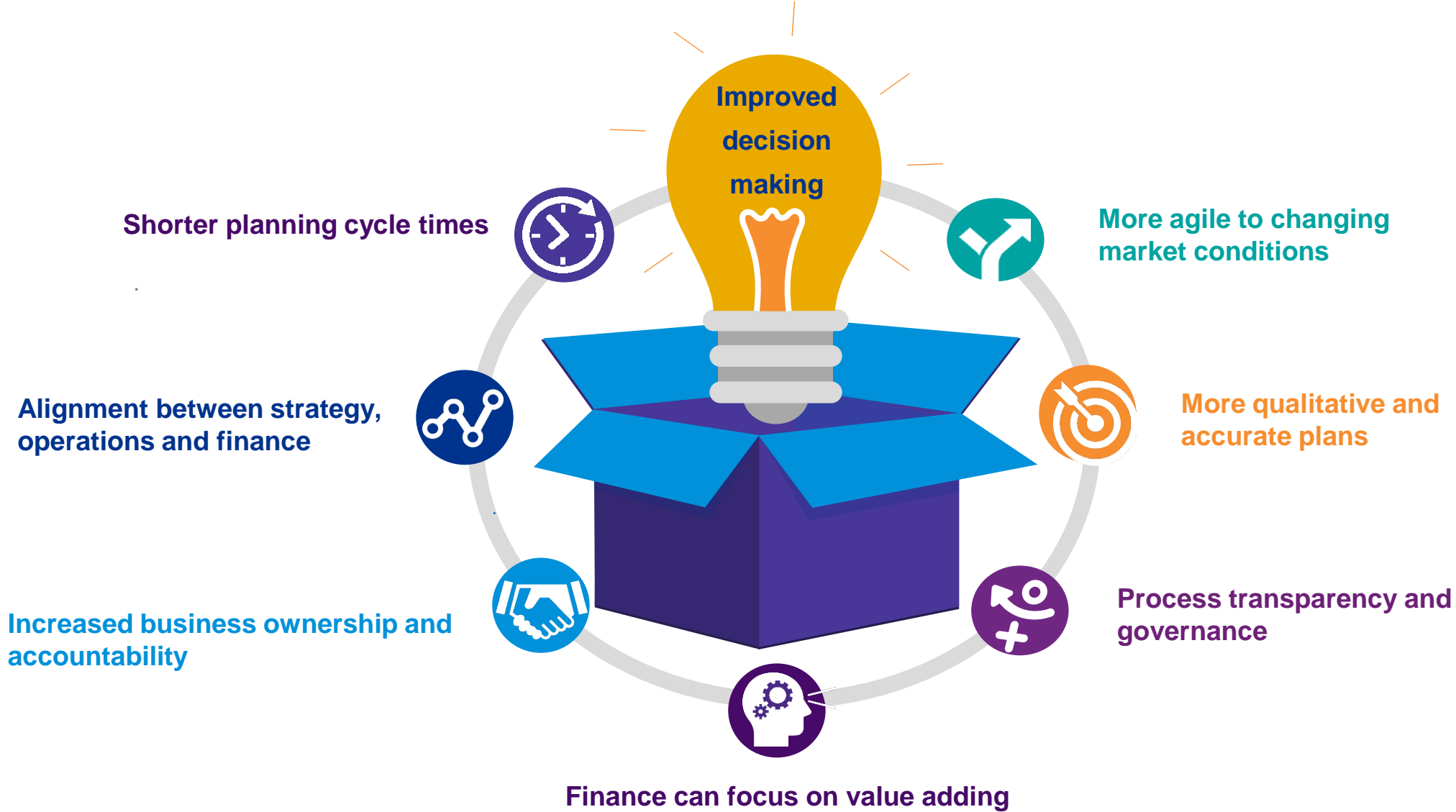
INTERNAL DRIVERS



EXTERNAL DRIVERS



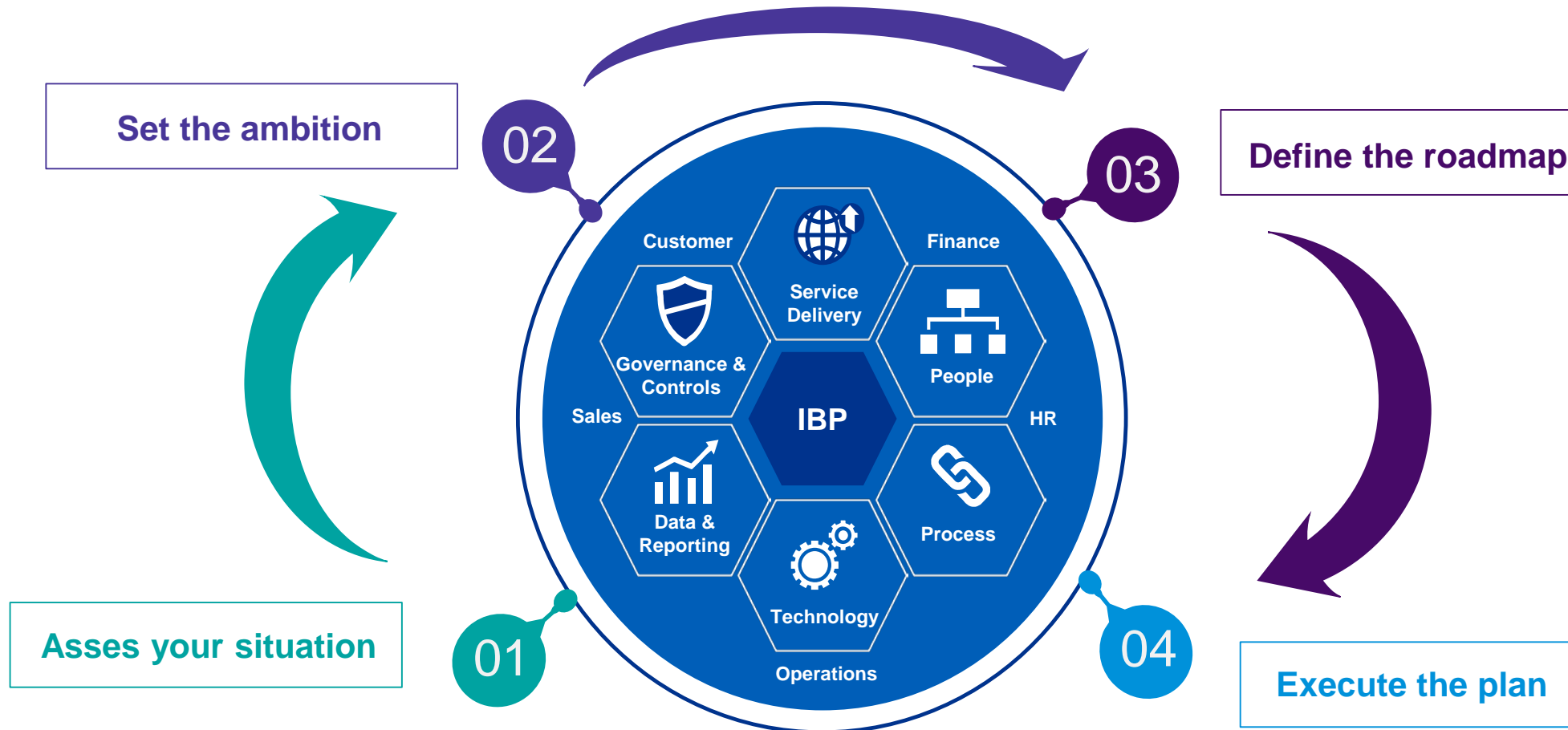
Why move to integrated business planning?



IBP maturity model: an evolutionary journey

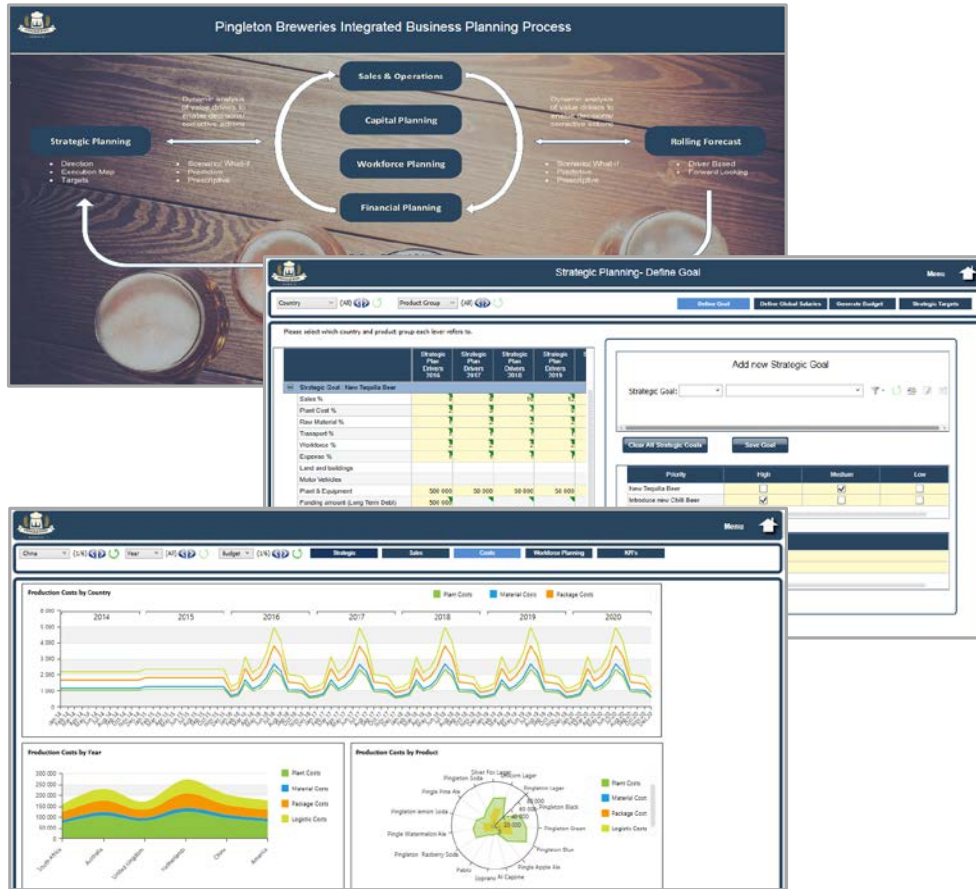


Getting started - Think big, start small, build momentum

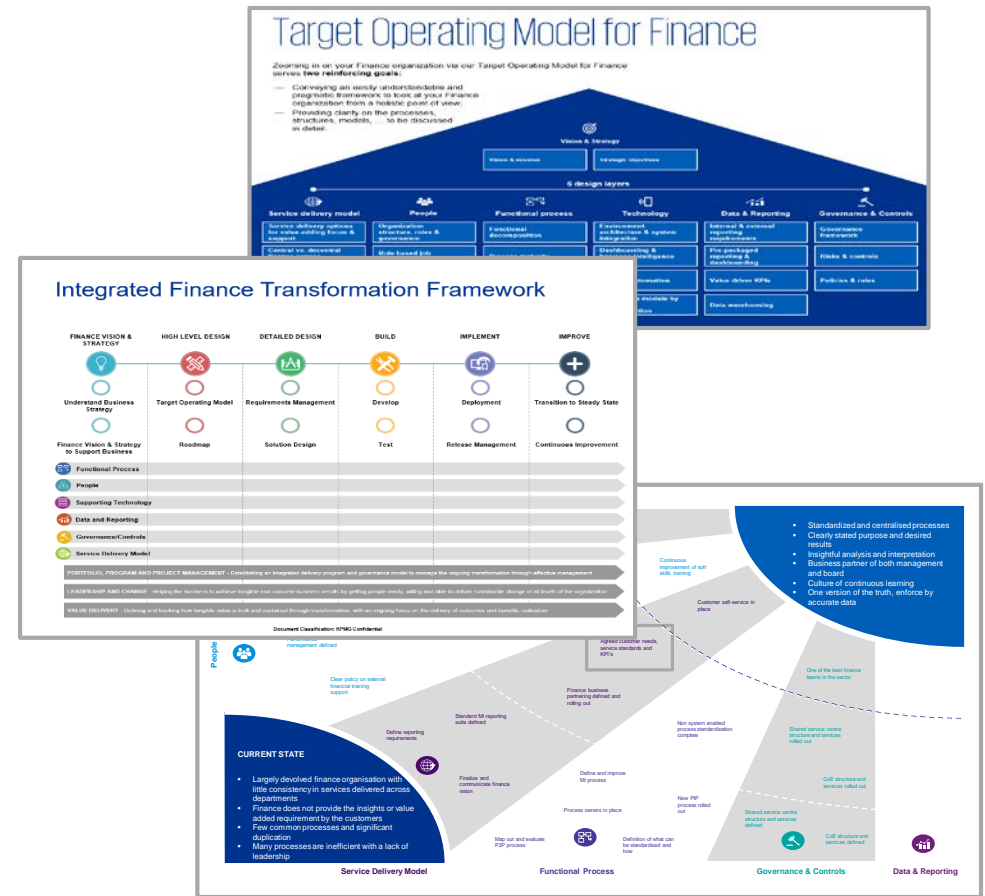


Start your transformation journey today

Integrated Business Planning demonstration



Finance Inspiration Session



Thank you



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